De conformidad con lo establecido en el artículo 228 del Real Decreto 4/2015, de 23 de octubre, por el que se aprueba el texto refundido de la Ley del Mercado de Valores, Inmobiliaria Colonial, S.A. (“Colonial”) comunica el siguiente

**HECHO RELEVANTE**

Como continuación al Hecho Relevante publicado con fecha 5 de mayo de 2016 con número de registro 238212, Colonial remite documentación de soporte a la presentación a analistas e inversores relativa a los resultados correspondientes al primer trimestre de 2016, que se celebrará hoy viernes día 13 de mayo de 2016 a las 15:00 horas (CET) a través de un webcast.

Los datos de conexión a la conferencia se detallan a continuación:

Desde España: +34 917900881  
Desde Holanda: +31 107138194 + 58822699#  
Desde el Reino Unido: +44 (0) 2071070685

La presentación online será visible a través del siguiente link:

[http://event.onlineseminarsolutions.com/r.htm?e=1169704&s=1&k=0390C96E72ADB6F7572AA52586F9E824](http://event.onlineseminarsolutions.com/r.htm?e=1169704&s=1&k=0390C96E72ADB6F7572AA52586F9E824)

Adicionalmente, la presentación de resultados semestrales estará disponible en la página web de la Sociedad.

En Barcelona, a 13 de mayo de 2016.
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AGENDA - FIRST QUARTER 2016 RESULTS PRESENTATION

AGENDA

1. Highlights
2. Office markets
3. Operating performance
4. Financial review
5. Growth drivers
6. Conclusion & Outlook

PRESENTING MANAGEMENT TEAM

Pere Viñolas
CEO

Carmina Ganyet
Corporate Managing Director

Carlos Krohmer
Chief Corporate Development Officer
HIGHLIGHTS FIRST QUARTER 2016

Successful delivery of growth strategy

- Double digit growth in Gross Rental Income: +20%
  - +8% Like for Like - increase
  - +12% Successful Project Delivery & 2015 Acquisitions
- Significant increase of recurring net profit: +110%

### Execution of growth strategy on track

#### Repositioning Capex
- €17m

#### Gross Rents
- €66m
  - +20%
  - +8% LFL

#### Recurring EBITDA
- €50m
  - +21%
  - +13% LFL

#### Recurring Net Profit
- €12m
  - +110%
  - +€6m

#### EPRA Occupancy - Total Portfolio
- 96%
  - +967 bps

#### EPRA Occupancy - Office Portfolio
- 95%
  - +1152 bps

#### Group LTV
- 41.6%
  - (153bp)

#### Rating Standard & Poor’s
- BBB-
  - Stable Outlook

#### Finance cost Group
- 2.26%
  - (161bp)

#### Maturity Group
- 4.5 years
  - +0.8 years

#### CBD, BD, Others
- CBD 76%
- BD 17%
- Others 7%
OFFICE MARKETS
Fundamentals remain attractive for the Colonial Group despite increased volatility in capital markets

### Market Trends

- **WORLD & EU**
  - The world economy’s growth rate will speed up in 2016 to 3.4% (3.1% in 2015)
  - Eurozone gaining positive momentum in the next two years
  - ECB to extend its QE programme maintains high investor interest for prime commercial Real Estate

- **SPAN**
  - Spain - Robust Growth with strong fundamentals
    - GDP growth above Eurozone average
    - Increasing importance of foreign sector as a driver for economic growth
    - 158,000 jobs created in April, with services leading the improvement in the Spanish labor market

- **FRANCE**
  - France - Recovery underway
    - GDP growth is expected to gain momentum, mainly driven by private consumption
    - Grand Paris Project progressing - driver of future economic growth for the city of Paris

### GDP Growth

<table>
<thead>
<tr>
<th></th>
<th>15</th>
<th>16E</th>
<th>17E</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPAIN</td>
<td>3.2</td>
<td>2.8</td>
<td>2.1</td>
</tr>
<tr>
<td>FRANCE</td>
<td>1.1</td>
<td>1.3</td>
<td>1.4</td>
</tr>
<tr>
<td>EURO AREA</td>
<td>1.5</td>
<td>1.6</td>
<td>1.7</td>
</tr>
<tr>
<td>WORLD</td>
<td>3.1</td>
<td>3.4</td>
<td>3.7</td>
</tr>
</tbody>
</table>

**Source:** Monthly report “la Caixa”
Sustained momentum in take-up faces scarcity of Grade A product in CBD
Prime Product in CBD consolidates as key driver to capture selective demand and rental growth

- Growth potential in prime rents underpinned by strong fundamentals in every market
- 2016 1Q prime rents with slight positive momentum in the three markets

### Take Up Analysis 1Q 16

<table>
<thead>
<tr>
<th>Area</th>
<th>CBD</th>
<th>Periphery</th>
</tr>
</thead>
<tbody>
<tr>
<td>Barcelona</td>
<td>12</td>
<td>21</td>
</tr>
<tr>
<td>Madrid</td>
<td>6</td>
<td>42</td>
</tr>
<tr>
<td>Paris</td>
<td>141</td>
<td>280</td>
</tr>
</tbody>
</table>

# of transactions

### Prime Rents (1Q16 vs 4Q15)

<table>
<thead>
<tr>
<th>Market</th>
<th>4Q 15</th>
<th>1Q 16</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Barcelona CBD</td>
<td>20</td>
<td>20.3</td>
<td>+1.3%</td>
</tr>
<tr>
<td>Madrid CBD</td>
<td>27.3</td>
<td>27.5</td>
<td>+0.9%</td>
</tr>
<tr>
<td>Paris CBD</td>
<td>724</td>
<td>735</td>
<td>+1.5%</td>
</tr>
</tbody>
</table>

### Highlights 1Q 2016

- Take-up becoming more selective
  - More than 2/3 of volume in City Center
  - Highest traction in Class A & B+ buildings (44% of take-up)
  - Decreasing vacancy, especially in CBD
  - Lack of future supply as main driver for the market
  - Prime Rents should benefit from strong fundamentals

- Total market take-up weaker than Q1 15, CBD remains solid
  - CBD remains strongest market in volume & # of transactions
  - Product quality & location gain momentum as key drivers
  - Rising obsolescence of CBD stock as source for opportunities
  - Rents for Grade A buildings in CBD with positive momentum: decreasing incentives and slight increase in facial rents

- Significant increase of take up in 1Q16: +19% vs 1Q15
  - Decreasing vacancy in CBD: 4.3% at 1Q 16 - lowest since 2008
  - Scarcity of high quality product pushing prime rents
    1. Availability of high quality product at 10 year low
    2. Decrease of rent incentives in CBD
    3. Slight increase of facial rents: +1.5% in a quarter
Investment volumes of 1Q 2016 moderate compared to previous year, mainly due to the lack of product

- Spread vs reference rates remain at very attractive levels
- Room for further capital value growth through:
  1. Additional yield compression for high quality assets
  2. Increasing rental values in coming quarters

Prime Yields (1)

<table>
<thead>
<tr>
<th>BARCELONA</th>
<th>MADRID</th>
<th>PARIS</th>
</tr>
</thead>
<tbody>
<tr>
<td>8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Increasing interest of international investors
- Lack of prime product produces temporary slowdown in investment activity
- Several deals underway in the market
- Increasing interest of international investors
- Lack of prime product produces temporary slowdown in activity
- Huge volume of office transactions currently in the market
- Office investment volume of €1.8bn
- Consultants expect 2016 full year figures similar to the year before
- Investor interest remains strong in a context of market volatility and lack of good product

Source: JLL & Bloomberg

(1) Market consultants in Spain report gross yields and in France they report net yields
Colonial clearly outperforming the IPD benchmark in Spain and France

- CBD Offices with outstanding performance in every market
- CBD Offices Paris with double digit total returns

**Total Return 2015¹ - Spain**

- Colonial Spain: 20.9%
- IPD Madrid CBD & other Central Offices: 19.6%
- IPD Offices Spain: 17.0%
- IPD Total Spain: 15.3%

**Total Return 2015¹ - France**

- Colonial France: 17.3%
- IPD CBD Offices Paris: 12.2%
- IPD Offices France: 9.3%
- IPD Total France: 8.8%

(1) Total Return: Capital value growth + Income return

Source: MSCI Data & for Colonial France own estimate based on MSCI methodology
OPERATING PERFORMANCE
**Operating Performance - First Quarter 2016**

*Letting activity with strong momentum*

Ongoing strong momentum in activity - more than half of the 2016 budget achieved YTD

- Barcelona with record volume, more than 31,000 sq m signed
- Madrid remains strong, close to 5,000 sq m let in 6 transactions
- Paris with high activity: 11 transactions with close to 10,000 sq m

### Barcelona > 31,000 sq m let

- **# of transactions**: 11, 18, 14, 14, 10
- **Sq m**: 6,632, 18,963, 7,478, 6,349, 31,286

- **1Q 15**: 6,632
- **2Q 15**: 18,963
- **3Q 15**: 7,478
- **4Q 15**: 6,349
- **1Q 16**: 31,286

- **Huge volume of lettings**
- **Strong momentum vs. previous year**

### Madrid > 4,900 sq m let

- **# of transactions**: 7, 6, 4, 10, 6
- **Sq m**: 6,244, 8,166, 7,893, 13,266, 4,988

- **1Q 15**: 6,244
- **2Q 15**: 8,166
- **3Q 15**: 7,893
- **4Q 15**: 13,266
- **1Q 16**: 4,988

- **Proven attraction of Madrid Portfolio**
- **Retention of all clients in the portfolio**

### Paris > 9,300 sq m let

- **# of transactions**: 4, 8, 8, 5, 11
- **Sq m**: 19,781, 47,906, 6,367, 14,658, 9,390

- **1Q 15**: 19,781
- **2Q 15**: 47,906
- **3Q 15**: 6,367
- **4Q 15**: 14,658
- **1Q 16**: 9,390

- **Record number of new contracts**
- **#Cloud building 100% let**
Prime Positioning permits to attract & retain top clients

**OPERATING PERFORMANCE - FIRST QUARTER 2016**

Letting activity with strong momentum

1. **Torre Marenoustrum**
   - 100% let
   - 22,394 sqm
   - SPAIN

2. **Diagonal, 609-615**
   - 94% let
   - 2,922 sqm

3. **Recoletos, 37-41**
   - 100% let
   - 2,693 sqm

4. **#Cloud**
   - 100% let
   - 2,990 sqm
   - FRANCE

5. **103 Grenelle**
   - 90% let
   - 1,613 sqm

6. **Washington Plaza**
   - 90% let
   - 1,362 sqm

- Cosmetics & Fragrance Group
- Portfolio Management
- Pharmaceutical Company
Prime positioning with the adequate product ensures successful letting-up

- EPRA Office Occupancy at 95%, +1152 bps in 12 months
- Strong performance of Colonial in every market

### EPRA Financial Office Occupancy

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Barcelona</th>
<th>Madrid</th>
<th>Paris</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q 15</td>
<td>84% 86%</td>
<td>91% 93%</td>
<td>83% 85%</td>
</tr>
<tr>
<td>2Q 15</td>
<td>93% 95%</td>
<td>93% 95%</td>
<td>85% 95%</td>
</tr>
<tr>
<td>3Q 15</td>
<td>94% 95%</td>
<td>92% 96%</td>
<td>79% 95%</td>
</tr>
<tr>
<td>4Q 15</td>
<td>95% 96%</td>
<td>96% 94%</td>
<td>87% 94%</td>
</tr>
<tr>
<td>1Q 16</td>
<td>95% 96%</td>
<td>97% 96%</td>
<td>89% 94%</td>
</tr>
</tbody>
</table>

**Var. 12 months**

- **Barcelona**: +1152 bps
- **Madrid**: +579 bps
- **Paris**: +1217 bps

### EPRA Occupancy

- **Barcelona**
  - Total Portfolio & Office Portfolio at 93%
  - Improvement of +1,398 bps in a year
  - Strong catch-up momentum

- **Madrid**
  - Total Portfolio & Office Portfolio at 97%
  - Improvement of +579 bps in a year
  - Ratio back at pre crisis levels

- **Paris**
  - Total Portfolio & Office Portfolio at 96%
  - Improvement of +1,217 bps in a year
  - Successful delivery of repositioning
Sustained strong delivery of GRI growth

1. Strong first quarter momentum in passing GRI through delivery of reversionary potential
2. Additional impacts through rental price increases still to come through
3. Solid base for positive P/L momentum going forward

Strong delivery of growth in annualized Passing GRI\(^1\) €m

- +€45m
- +€10m
- +€10m of annualized GRI in a quarter
- 19% of 12/2015 reversionary potential secured
Unlocking value from the current portfolio

- Continuing progress in execution of value added strategies and portfolio repositioning
- Source for further value creation through future rental uplifts and “created” yield compression

**Ongoing successful delivery of value added strategies**

<table>
<thead>
<tr>
<th># Cloud</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ 100% let - 3 months after delivery</td>
</tr>
<tr>
<td>✓ Opening of Business Center</td>
</tr>
<tr>
<td>✓ MIPIIM award for “Best office and Business Development”</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Le Vaisseau</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Delivery of repositioning as of 1Q 2016</td>
</tr>
<tr>
<td>✓ 100% Pre let to Revolution 9</td>
</tr>
<tr>
<td>✓ Effective rents from 1/2016</td>
</tr>
</tbody>
</table>

**Continuing repositioning of portfolio**

<table>
<thead>
<tr>
<th>Spain</th>
</tr>
</thead>
<tbody>
<tr>
<td>Edificio Tilos</td>
</tr>
<tr>
<td>Leed Silver</td>
</tr>
<tr>
<td>Gold pre certified</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>France</th>
</tr>
</thead>
<tbody>
<tr>
<td>Iena</td>
</tr>
<tr>
<td>Leed Gold</td>
</tr>
<tr>
<td>Gold obtained</td>
</tr>
<tr>
<td>Charles de Gaulle</td>
</tr>
<tr>
<td>In&amp;Out</td>
</tr>
</tbody>
</table>
Successful execution of growth strategies as base for double digit GRI increase

1. Strong underlying growth from like for like portfolio: +8%
2. Additional rental growth from value added strategies & acquisitions: +12%

Gross Rental Income - €m

<table>
<thead>
<tr>
<th>City</th>
<th>Like for like</th>
<th>Projects &amp; Acquisitions</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>BCN</td>
<td>+14%</td>
<td>+4%</td>
<td>+18%</td>
</tr>
<tr>
<td>MADRID</td>
<td>+5%</td>
<td>+13%</td>
<td>+19%</td>
</tr>
<tr>
<td>PARIS</td>
<td>+8%</td>
<td>+13%</td>
<td>+20%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>+8%</td>
<td>+12%</td>
<td>+20%</td>
</tr>
</tbody>
</table>
**Strong recovery of gross rental income**

- Barcelona with outstanding like for like growth - catching up versus previous years
- Madrid remains strong at 5% like for like increase
- Paris with sustained strong performance and increasing momentum

---

**"Like for Like" Rental Growth**

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2015</th>
<th>1Q 16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Barcelona</td>
<td>(4.6%)</td>
<td>1.9%</td>
<td>14.4%</td>
</tr>
<tr>
<td>Madrid</td>
<td>5.4%</td>
<td>7.2%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Paris</td>
<td>4.3%</td>
<td>5.7%</td>
<td>7.8%</td>
</tr>
</tbody>
</table>

**Strong Recovery in all markets**

- Barcelona: +14%
- Madrid: +5%
- Paris: +8%
- Total Portfolio: +8%

**Prime CBD Positioning that delivers superior rental growth**
Solid Capital Structure with optimal financing to implement growth strategy

- Competitive financing cost in Spain & France
- First class long term financing structure with important fire power capacity

**Solid Capital Structure with substantial firepower**

**Available Cash & Undrawn balances**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Bonds Spain</td>
<td>€495m</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bonds France</td>
<td>€636m</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>€1,131m</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

**Competitive Finance Costs**

Financing costs % - Spot as of 31/03/16

- **Group:** 2.26%
- **Spain:** 2.14%
- **France:** 2.35%

**First class financing with huge fire power capacity**

**A long term maturity profile**

- **Syndicate debt:** 41.6% LTV
- **Maturity Group:** 4.5 years
Significant increase in Net Profit through:

- Delivery of strong GRI increase based on successful growth strategy
- Savings in financing costs due to active liability management in 2015

**Recurring Income - €m - Variance Analysis**

<table>
<thead>
<tr>
<th></th>
<th>1Q 2015</th>
<th>1Q 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recurring EBITDA</td>
<td>5.8</td>
<td>8.6</td>
</tr>
<tr>
<td>Financial Result</td>
<td>2.5</td>
<td>(4.7)</td>
</tr>
<tr>
<td>Minorities &amp; Income Taxes</td>
<td>14.5</td>
<td>12.3</td>
</tr>
<tr>
<td>Recurring EBITDA</td>
<td></td>
<td>12.3</td>
</tr>
<tr>
<td>Net Profit</td>
<td></td>
<td>5.6</td>
</tr>
</tbody>
</table>

**Gross Rental Income**

<table>
<thead>
<tr>
<th></th>
<th>1Q 2015</th>
<th>1Q 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recurring EBITDA</td>
<td>41</td>
<td>50</td>
</tr>
</tbody>
</table>

**Net Profit**

<table>
<thead>
<tr>
<th></th>
<th>1Q 2015</th>
<th>1Q 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recurring EBITDA</td>
<td>5</td>
<td>11</td>
</tr>
</tbody>
</table>
Resilient share price performance in volatile capital markets

- Capital markets with strong support for Colonial’s growth strategy
- Share price YTD outperforming benchmarks and peers

**Analyst coverage**

<table>
<thead>
<tr>
<th># BROKERS</th>
<th>7</th>
<th>9</th>
<th>11</th>
<th>14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sell</td>
<td></td>
<td></td>
<td>0.71</td>
<td>0.72</td>
</tr>
<tr>
<td>Neutral</td>
<td>0.63</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buy</td>
<td>29%</td>
<td>44%</td>
<td>45%</td>
<td>64%</td>
</tr>
</tbody>
</table>

**Colonial versus Benchmarks**

- Target Price Analyst Consensus
  - 3 Brokers identify Colonial as “Top Pick”
  - Target Price Maximum: €0.95/share

**Colonial versus Peers Spain**

- Resilient share price performance in volatile capital markets
  - Capital markets with strong support for Colonial’s growth strategy
  - Share price YTD outperforming benchmarks and peers

**High quality shareholder structure with good liquidity**

- Market Capitalization: €1,958 m
- Free Float: €1,155 m
- Av. Daily Trad. Vol. 2016: €5.2 m

According to filings in the CNMV and notifications received by the company

(1) As of 31 March, 2016
### Colonial

#### GROWTH DRIVERS

**Value added initiatives - Current pipeline**

- Prime Factory project execution on track
  - Estébanez Calderon finishing demolition works and brokers for commercialization assigned
  - Príncipe de Vergara with ongoing demolishing works

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#### ESTÉBANEZ CALDERÓN 3-5

<table>
<thead>
<tr>
<th>Good progress on project execution</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Definition of project parameters</td>
</tr>
<tr>
<td>✓ Definition of product features</td>
</tr>
<tr>
<td>✓ Assignment of architects - Estudio Lamela</td>
</tr>
<tr>
<td>✓ Obtention of the demolition licence</td>
</tr>
<tr>
<td>✓ Finishing demolishing works</td>
</tr>
<tr>
<td>✓ Obtention of project licence</td>
</tr>
<tr>
<td>✓ Assignment of JLL &amp; CBRE for commercialization</td>
</tr>
</tbody>
</table>

- Expected release: 2H 2017

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#### PRÍNCIPE DE VERGARA 112

<table>
<thead>
<tr>
<th>Good progress on project execution</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Definition of project parameters</td>
</tr>
<tr>
<td>✓ Definition of product parameters</td>
</tr>
<tr>
<td>✓ Assignment of architects - Ortiz y León</td>
</tr>
<tr>
<td>✓ Obtention of the demolition licence</td>
</tr>
<tr>
<td>✓ Demolishing works ongoing</td>
</tr>
</tbody>
</table>

- Negotiating underway
  - Obtention of project licence
  - Start of construction works
    - After obtaining project license

- Expected release: 2H 2017
Progress on maximizing value creation in recent core acquisitions
- Repositioning works on track optimizing GLA in size and quality
- Assets with good traction in the letting market

---

**SANTA ENGRACIA**

- Colonial deploying capex on the building in order to enhance the positioning
- Capturing additional GLA through reorganization of spaces
- Strong cash flow combined with short term reversion opportunities
- Breeam good certificate targeted for repositioned product

---

**9, AVENUE PERCIER**

- Scarce high quality product in Paris Opera
  - Delivery of 1,667 sqm in March 2016
  - First and Third Floor repositioned
  - 1,037 sqm still under refurbishment
  - Breeam very good label envisaged for final product
Acquisition pipeline of more than €400m under exclusivity

- Colonial is currently negotiating under exclusivity the acquisition of more than €400m of Pure Prime Office Assets, that could be executed in the next weeks
- All this opportunities of high quality products have been sourced through off market transactions

The pipeline under exclusivity consists in the acquisitions of several unique prime office assets

The envisaged acquisition pipeline is interesting for the following reasons:

1. The assets are located in the city center of Colonial’s core markets, offering a unique positioning in every segment
2. The pipeline represents an interesting balance of core investment with prime factory value creation potential
3. Total fit with Colonial’s selective investment criteria in terms of risk adjusted return
4. The acquisition of this pipeline would accelerate the company’s business plan at an optimal market timing
Attractive growth profile in Rents & Value
- Current Portfolio & Projects with significant reversion potential
- 1Q 2016 with proven delivery of GRI reversion
- Additional value creation through successful execution of growth strategy in a context of attractive market cycles

Reversionary Potential as of 12/15 - Annualized Passing Gross Rental Income\(^1\) - €m

- +54€m
- \(\text{€10m reversion captured in 1Q 16}\)

1 Topped-up Rental Income
Colonial’s positioning in rental cycle looks good

- Madrid & Barcelona remain as most attractive European markets in rental growth perspective
- Paris CBD gaining important momentum in rental price acceleration
CONCLUSION & OUTLOOK
CONCLUSION & OUTLOOK

Delivery of Growth Strategy on track

1. Superior performance of prime positioning - beating IPD in all markets
2. Strong occupancy improvement in a year
3. Double digit rental growth
4. Capturing reversion ensures positive momentum going forward
5. Acquisition pipeline of €400m under exclusivity
6. Solid base for profitable growth & value creation
7. Capital market supports Colonial’s strategy

Confident Outlook

1. CBD markets with solid fundamentals
2. Colonial’s positioning in rental cycle looks good
3. Additional value creation to be captured in current portfolio
4. Selective acquisition approach ongoing
5. Active asset allocation to maximize value
Q & A
**APPENDIX**

**Profit & Loss Account**

**Profit & Loss Accounts**

<table>
<thead>
<tr>
<th>Results analysis - €m</th>
<th>1Q 2016</th>
<th>1Q 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Rents</td>
<td>66</td>
<td>55</td>
</tr>
<tr>
<td>Net operating expenses(^{(1)})</td>
<td>(7)</td>
<td>(6)</td>
</tr>
<tr>
<td>Overheads</td>
<td>(9)</td>
<td>(8)</td>
</tr>
<tr>
<td>Recurring EBITDA</td>
<td>50</td>
<td>41</td>
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<tr>
<td>Recurring financial result</td>
<td>(20)</td>
<td>(23)</td>
</tr>
<tr>
<td>Income tax expense &amp; others - recurring</td>
<td>(3)</td>
<td>(3)</td>
</tr>
<tr>
<td>Minority interests - recurring</td>
<td>(14)</td>
<td>(10)</td>
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<tr>
<td>Recurring Earnings</td>
<td>12</td>
<td>6</td>
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<tr>
<td>Variation of the asset value &amp; Provisions</td>
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<td>0</td>
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<tr>
<td>Non-recurring financial result &amp; MTM</td>
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<td>(2)</td>
</tr>
<tr>
<td>Income tax &amp; others - non-recurring</td>
<td>(0)</td>
<td>(0)</td>
</tr>
<tr>
<td>Minority interests - non-recurring</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Profit attributable before discontinued operations</td>
<td>11</td>
<td>5</td>
</tr>
</tbody>
</table>

\(^{(1)}\) Includes other income

**Recurring Earnings Income - €m - Variance Analysis**

- Recurring Earnings: +110%
- Financial Result: +€6m