

## Company Presentation May 2006





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## Introduction



- Leading Spanish property trading company: acquisition, transformation and sale of real estate assets with high turnover rates
- Exploits structural RE market inefficiencies and systematically unlocks value
- Industrial-like business model based on standardised, self-reinforcing processes
- Operating through 3 business units and focused on most liquid markets / cities
- Outstanding track record of profitability and growth; strong 100 people professional team; 15 years of experience

A differentiated business model delivering high margins and growth with limited market risk exposure



The Beginning...

## 15 Years of Experience...

#### ...Land Transformation

	Building Transformation				
Residential Refurbishment					

#### 1991...

- Acquisition and sale of individual parking spaces
- 1995...

 Diversification into residential units...

- 1997...
- ...Residential buildings
- 2000...

...Office

…and Land buildings...

2002...

- TODAY
- 3 business units

2001... International presence



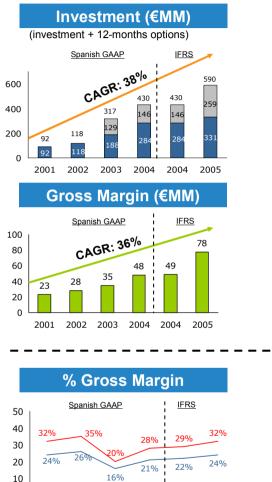
Eurobuilding II (Madrid)

Victor Hugo (Paris)

Increasing size for over 10 years, maintaining high margins



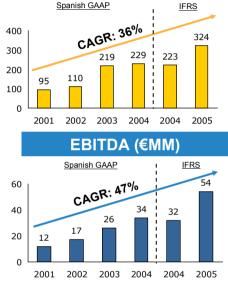
## A Track Record of Strong, Profitable Growth



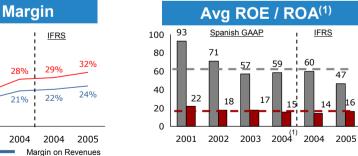
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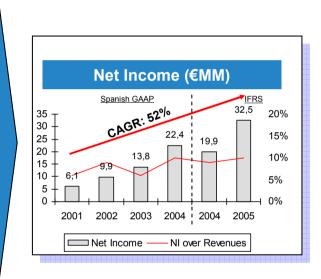
2001 2002 2003

Margin on COGS



Revenues (€MM)





#### Renta's growth strategy has delivered consistent results in terms of growth and profitability

47

ROE Avg 65%

ROA Avg 18%

(1) The calculation of the 2004 ROE does not include December 27, 2004 €14 MM capital increase



## **IPO Summary**



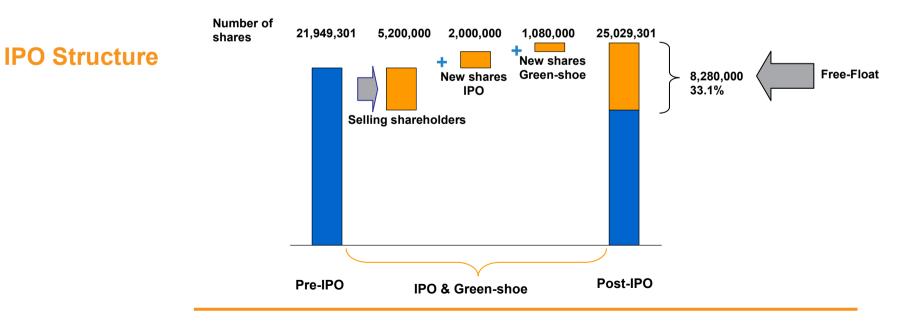


Listing

- Madrid and Barcelona Stock Exchanges ("Mercado Continuo")
- Stock Market Debut: 5/04/2006

Tue		
Trai	ne	25

International institutional (144A)
Spanish institutional
Spanish retail
15%





### **Shareholder Structure**

**Pre-IPO** Other Shareholders<sup>(2)</sup> Executive 7.5% **Board Members RC Private Foundation** 61.9% & Other Charities<sup>(1)</sup> 10.4% Other Mgmt. & Employees 3.1% Rest of **Board Members** 7.2% 3i Board of 9.9% Directors 79%

#### Other Shareholders<sup>(2)</sup> Executive 5.8% **RC Private Foundation Board Members** & Other Charities<sup>(1)</sup> 47.2% 6.7% Free Float 33.1% Board of Directors 52% Other Mgmt. & Employees Rest of 2.4% **Board Members** 4.8%

**Post-IPO** 

# Total shares outstanding Pre-IPO: 21,949,301

# Total shares outstanding Post-IPO: 25,029,301

1. Other charities refers to Unicef and Intermon Oxfam which only have legal ownership of the shares (no economic or political rights)

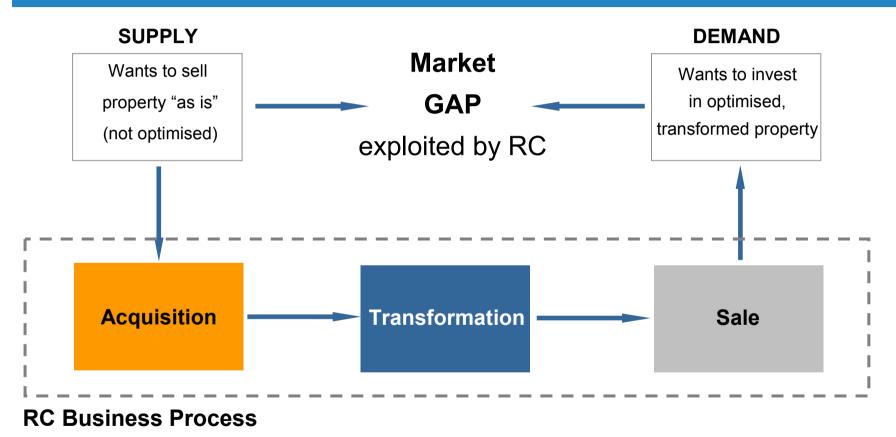
2. Treasury stock (0.102% pre-IPO; 0.089 post-IPO)



## **Business Overview**



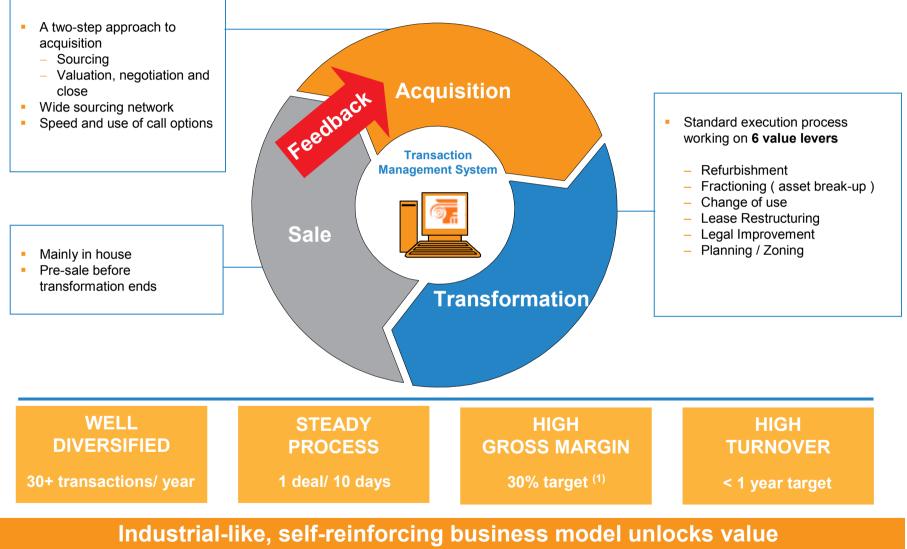
Inefficient RE markets provide a structural opportunity, adapting "suboptimal" assets to demand requirements



Renta Corporación transforms the asset to adapt it to demand requirements



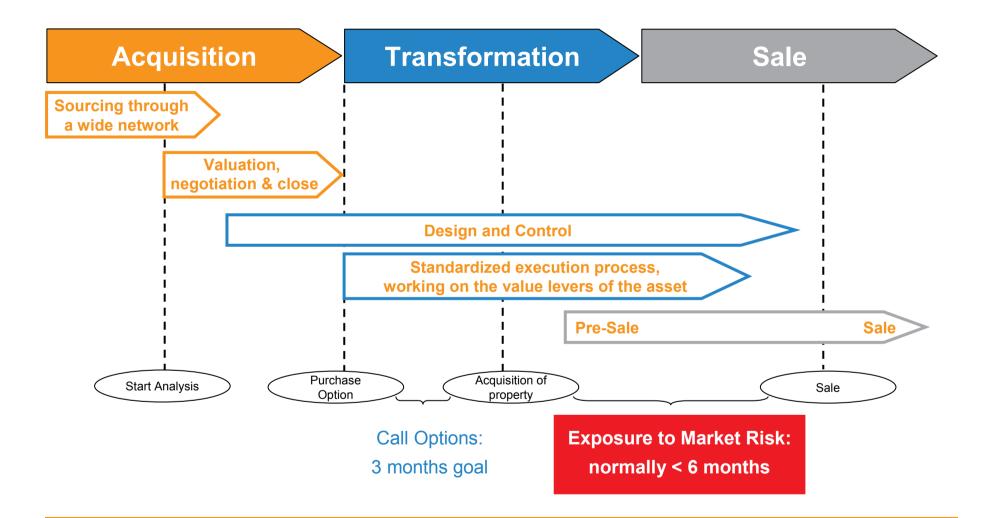
### Differentiated Business Model...



through acquisition, transformation and sale



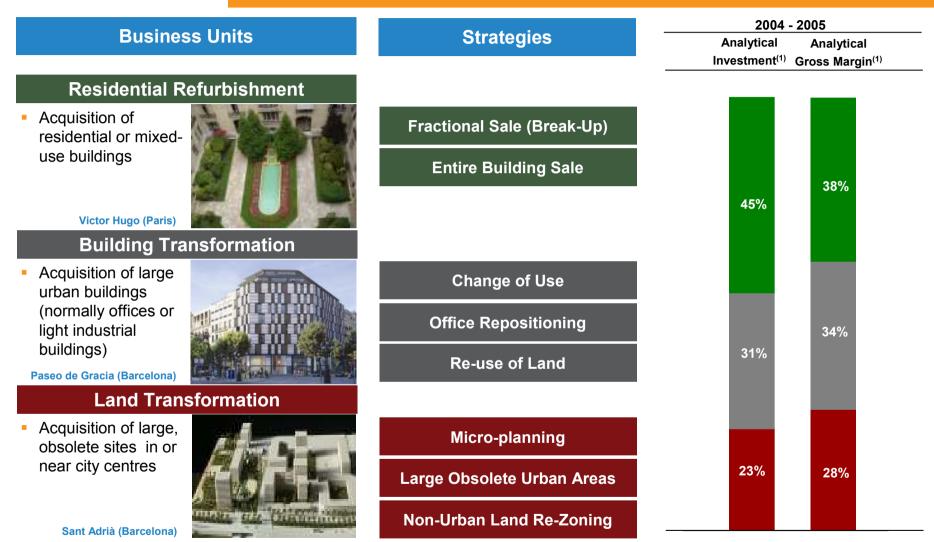
### ...with Limited Market Risk Exposure



High turnover greatly reduces market risk exposure



## 3 Business Units; 8 Strategies



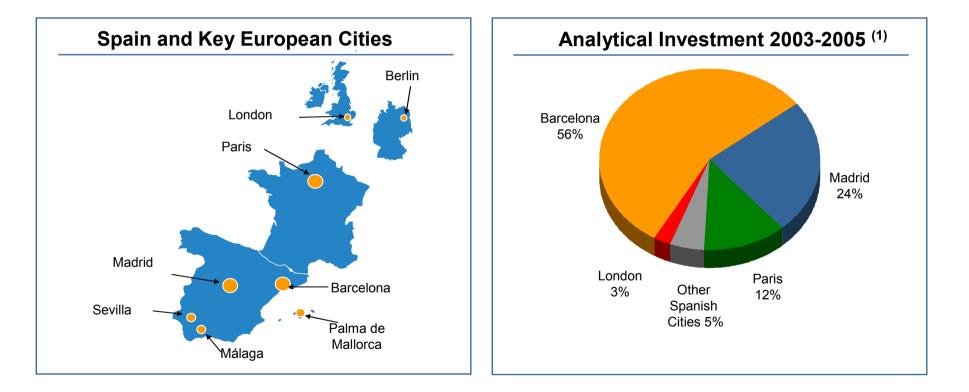
Renta buys, transforms and sells urban property with high margins and high turnover rates

(1) Analytical figures are based on year of acquisition



### **Geographical Presence**

Geographic diversification provides stability and growth, with Barcelona, Madrid and Paris as key markets



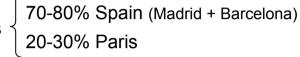
#### Focus on achieving significant presence in a few selected markets



## **Strategy & Outlook**



- Focus on a few, large and liquid markets
  - Invest in the center of major cities



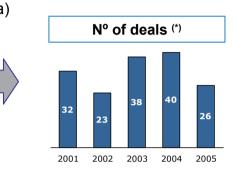
Diversify in c. 30 deals per year / use of options

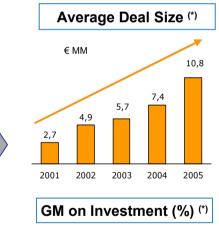
#### Balanced product mix

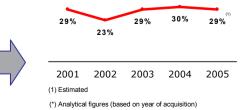
- Three business units expected to contribute similarly by increasing contribution from land transformation business
- Managing product mix, giving answer to different RE cycles

#### Grow by increasing the average deal size

- Stronger balance sheet to allow access to larger transactions
- Two key investment criteria
  - **High turnover** (< 1 year)
  - High margin







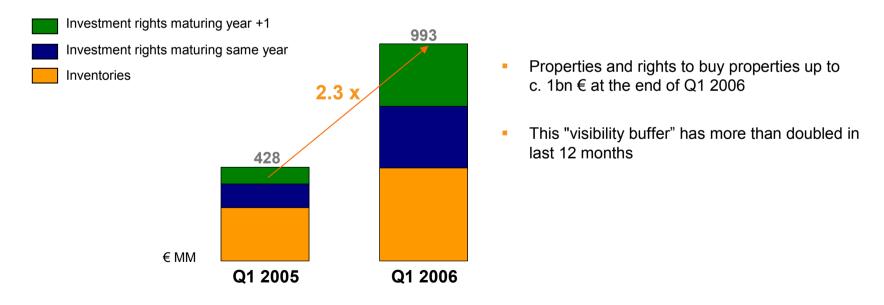


#### Both the market size and the competitive landscape are supportive of RC's strategy

#### Example-Barcelona and Madrid, buildings, 2005



#### Inventories & Investment rights bring high visibility





Best-in-Class Management Team with Outstanding Track Record

Business Opportunity: Value-Added Transformation + Arbitrage

> Industrial-Like, Self-Reinforcing Business Model

> Superior Returns

Strong and Sustainable Growth Potential

...and Renta Corporación enjoys a strong competitive positioning.



# **Appendix** Financial Summary



## Income Statement

		Spanish (	GAAP	IFRS			
€ MM	2003	2004 % Growth		2004	2005	% Growth	
Total Revenues	218.9	228.6	4%	222.8	324.1	45%	
Gross Margin	34.7	48.2	39%	48.8	78.2	60%	
% over Revenues	16%	21%		22%	24%		
EBITDA	25.9	34.5	33%	31.7	54.0	70%	
% over Revenues	12%	15%		14%	17%		
EBIT	25.6	33.7	32%	31.4	53.7	71%	
% over Revenues	12%	15%		14%	17%		
Net Income	13.8	22.4	62%	19.9	32.5	63%	
% over Revenues	6%	10%		9%	10%		



## Balance Sheet

	Spanish GAAP			IFRS		
€MM	2003	2004	% Growth	2004	2005	% Growth
Total Fixed and Non-Current Assets	28.3	2.0	(93)%	4.8	2.2	(54)%
Fixed Assets	27.5	1.4		1.1	1.7	
Other Non-Current Assets	0.8	0.6		3.7	0.5	
Total Current Assets	147.0	267.4	82%	266.6	392.1	47%
Inventories	108.9	227.3		227.2	323.6	
Accounts Receivable	19.5	37.1		37.2	65.3	
Accrued Expenses	0.1	0.7		0.0	0.0	
Cash and Cash Equivalents	18.5	2.2		2.2	3.2	
Other Current Assets	0.0	0.1		-	0.0	
TOTAL ASSETS	175.3	269.4	54%	271.5	394.3	45%
Shareholders Equity	30.1	61.2		55.3	85.0	
Minority Interest	0.0	0.5		(0.0)	(0.0)	
Financial Debt	111.9	178.2		178.9	216.1	
Other Liabilities	33.2	29.5		37.3	93.2	
TOTAL SHAREHOLDERS EQUITY AND LIABILITIES	175.3	269.4	54%	271.5	394.3	45%



## Cash Flow Statement

	Spanish (	GAAP	IFRS		
€ MM	2003	2004	2004	2005	
Net Income	13.8	22.4	19.9	32.5	
% over Revenues	6%	10%	9%	10%	
D&A	0.2	0.3	0.1	0.2	
Change in Working Capital	(15.5)	(105.8)	(100.4)	(80.6)	
Other Adjustments	2.9	(0.5)	(3.3)	5.9	
Cash Flow from Operating	1.4	(83.6)	(83.7)	(41.8)	
Activities					
Capex	(26.7)	(0.5)	(0.4)	(0.7)	
Other Cash Flows	1.1	(6.7)	(6.7)	9.9	
Cash Flow from Investing	(25.6)	(7.2)	(7.1)	9.2	
Activities			1		
Capital Increase	0.0	9.6	9.6	0.0	
Dividends Distribution	(1.2)	(1.9)	<b>I</b> (1.9)	(3.0)	
Debt Raising	273.1	375.7	375.7	409.2	
Debt Release	(235.2)	(308.9)	(308.9)	(372.6)	
Cash Flow available from	36.7	74.5	74.5	33.6	
Financing Activities					
Total Cash Flow	12.5	(16.3)	(16.3)	1.0	
Cash on hand	6.0	18.5	18.5	2.2	
Cash ending Balance	18.5	2.2	2.2	3.2	



## Financing & Dividend Policy

	Spani	sh GAAP	IFRS	
€ MM	2003	2004	2004	2005
Net Debt	91.4	166.3	176.7	212.9
Net Debt/ EBITDA	3.5x	4.8x	5.6x	3.9x
Net Debt / Equity	3.0x	2.7x	3.2x	2.5X
Net Debt / (Equity+ Net Debt)	75%	73%	76%	71%

#### Financing

- Debt 31/12/2005: 76% Mortgage guarantee debt ; 24% Credit facilities
- Medium term capital structure target : 60% loan-to-cost (Net Debt / (Equity + Net Debt))

#### **Dividend Policy**

• The company expects to maintain approximately a 30% pay-out ratio



# **Appendix** Additional Information



## Impressive Track Record in Barcelona...



Rda. Universidad



P. de Gracia



Marqués de Sentmenat





Villa Helius



Provenza



Numancia



Gran Vía



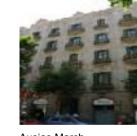
Bailen



Petritxol



P. de Gracia



Córcega

Ausias March



Gran Vía



Sepúlveda



Muntaner (partial)





## ...Madrid...







Ferraz



O'Donnell



Príncipe de Vergara



Gral. Álvarez de Castro



Atocha

Montesa



Dos Hermanas (partial)



Orense (partial)



Cine Fuencarral



Ferraz





Atocha (partial)



J. de Mena



Marques de Mondejar



### ...and Paris



Victor Hugo









Psge. Ecoliers



Boulevard Bourdon



Vincennes



Avenue Saint-Ouen



Rue de Charonne



Georges Pompidou

#### Leading Spanish property company

Focused on buying, transforming and selling properties with high turnover rates





Disclaimer: This document includes forward looking statements regarding future performance of the Company

Analyst and investors must be aware that such statements do not constitute any guarantee about the future performance of the Company and involve risks and uncertainties, therefore actual performance may differ materially from that contained in said forward looking statement.