



AND SO IT WENT

III IBERIAN REIT CONFERENCE

11th FEBRUARY
MADRID
2020

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SIGIS

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III IBERIAN REIT CONFERENCE

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REAL ESTATE MOMENTUM TO CONTINUE IN 2020



Iberian REIT Conference's third edition, organised by Iberian Property and EPRA (European Public Real Estate Association), gathered more than 220 professionals from investment, asset management and from the main Spanish Socimis (Spanish REITs). All agreed that the Iberian real estate market will continue its good moment in 2020.

PRESENTATIONS
[HERE](#)



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Merlin, Grupo Lar and Colonial coincided in highlighting the real estate sector's good health and passed a message of confidence, since the activity in 2020 will follow the same levels as that of 2019.

This was the message during the third edition of the Iberian REIT Conference, an event organised by Iberian Property (owned by Grupo Iberinmo) and the European Public Real Estate Association (EPRA), held at the Hotel Westin Palace in Madrid, which gathered more than 220 professionals.

«I am confident it will be a great year. (...) It doesn't seem that it will be a year with great macroeconomic shocks and for Spain all will be well if no extreme measures are taken», stated Merlin Properties' CEO, Ismael Clemente.



// Dominique Moerenhout, CEO, EPRA's

«The market exists, the opportunities exist as well, and the investors won't wait. We must make the REITs bigger, and make business happen»

- Dominique Moerenhout, CEO, EPRA



António Gil Machado, Director at Iberian Property; Ismael Clemente, CEO at Merlin Properties; Miguel Pereda, Lar España Board Director & CEO Grupo LAR; Albert Alcober, Business Director and Member of the Board at Colonial

THE NEW GOVERNMENT AND ITS INTERACTION WITH THE REAL ESTATE MARKET

In terms of the part the new Government formed by the alliance between PSOE and Unidas Podemos will play, Grupo LAR's CEO, Miguel Pereda, counselled the government to «not change what is working» and reminded that «spoiling it won't come free» and will have further costs within a market where the investor's sentiment is fundamental.

Clemente was of the opinion that the alternation between liberal and social-democratic governments is something that is «very good» and «inherent to advanced economies», since «some tend to raise wealth and others to redistribute it, and a country needs both, otherwise it will no longer be a serious country».

On the other hand, when questioned about the business strategies their companies will follow in 2020, business director at Colonial, Alberto Alcober, assured that his company is focused on «the office segment and it will remain so» and he added that «we look at the alternative segments from a distance».

Alcober stated Colonial's intention of increasing its portfolio with the acquisition of assets from other societies. «We have already done our homework and we need to grow by finding our own space (...) Our growth includes managing our current portfolio, but also increasing it», he assured.

When asked the same question, Pereda commented his idea of continuing a real estate add value and development strategy. «To work on the portfolio and improve the operational results», he explained.

Clemente explained that Merlin will follow a strategy of adding value to its assets. He added that his company sees the Iberian Peninsula as a single market and that Merlin Properties will adhere to the Portuguese REIT regime as soon as the country's legislation includes the incorporation of the so called «European Passport» for companies from other European countries.

General manager of BNP Paribas Real Estate Spain, Ignacio Martínez-Avial, was also optimistic about the future of real estate and assured that Spain and Portugal continue to be a very attractive market.

«We have a very good year ahead of us, there are different degrees of maturity which fit all strategies, all segments are very much alive and there is an opportunity for REITs to keep growing carrying out that great work and having a magnificent development», he added.

Besides the representatives from the great Spanish REITs, reference investors such as Mapfre, Ageas Seguros and Banco Santander, as well experts from real estate consultants from BNP Paribas Real Estate, or law firms such as Clifford Chance Morais Leitão, also intervened in this meeting.



// Ignacio Martínez-Avial, General Manager, BNP Paribas Real Estate Spain



// Pablo Serrano, Partner, Clifford Chance's



// Paulo Nuncio, Partner, Morais Leitão



// Carlos Díaz Gridilla, Real Estate Investment Director at Mapfre



// Andrés González de Cominges, Managing Director & Head of SCIB Market Sales Iberia at Santander Corporate



// Gilles Emond, Head of Real Estate at Ageas Portugal Insurance



// Manuel Puerta da Costa, Board Member of APFIPP



// Roger Cooke, Chairman – Editorial Council, Iberian Property

THE SOCIMIS' AND SIGIS' SUCCESS

The part played by the Socimis and Sigis was also addressed during the Iberian REIT Conference. Concerning the Socimis, Clifford Chance's partner, Pablo Serrano, stressed their «*overwhelming success*» and importance for Spain. In terms of the measures announced by the Government concerning these vehicles, Serrano assured that he is «*not concerned in the least*», and that there will very few changes.

Serrano also stressed that the Socimis pay taxes. The number he came up with was more than 1.000 million euro per year. «*REITs have a surplus in terms of paid taxes of several hundreds of thousand euro and the Government knows about it*», he stressed.

On the Portuguese side, partner at Morais Leitão, Paulo Nuncio qualified as «*very good news*», the fact that Portugal improved the SIGI regime, following a very favourable tax regime, which allowed for the Free Flow rules to be more flexible. Also, the first SIGI was created last December.

This subject was debated by Carlos Díaz Gridilla, Real Estate Investment Director at Mapfre; Andrés González de Cominges, Managing Director & Head of SCIB Market Sales Iberia at Santander Corporate; Gilles Emond, Head of Real Estate at Ageas Portugal Insurance and Manuel Puerta da Costa, Board Member of APFIPP. The round table was moderated by Roger Cwooke, president of Iberian Property's editorial committee.



// Tobias Steinmann, Director of Public Affairs, EPRA's

TRANSPARENCY

EPRA's CEO, Dominique Moerenhout, highlighted transparency as one of these real estate investment vehicle's greatest values and the importance of continuing «*working together, locally and globally so as to show the legislators and interested investors the economic, but also the social and environmental benefits of our sector*».

EPRA's director of Public Affairs, Tobias Steinmann, revealed the interest this investment vehicle is generating for insurance companies, the motivation for the revision of regulation Solvency II.

THE IMPORTANCE OF SUSTAINABILITY

The last subject to be discussed was the role played by Environment, Social & Governance (ESG) within companies. All participants stressed the importance of sustainability for both companies and investors.

«Companies which stand out for the way they handle ESG risk, are capable of generating more income, are less volatile and have a lower idiosyncratic risk. They definitely have better financial quality», explained MSCI's executive director, Juan Carlos Calderón Castro.

The same idea was followed by the Director of Finance and Sustainability at EPRA, Hassan Sabir, who pointed out the multiple opportunities to invest in sustainability. He remarked how buildings with Leed and Breeam certifications increase their value, as well as the tenants' satisfaction. Furthermore, from the financial point of view, it allows for more diversification.

This round table had the participation of Jon Armentia, Corporate Director & CFO at Lar España; Jesús López Zaballos, Chairman at EFFAS and Manuel García Casas, RSC Director at Merlin Properties.

Antonio Gil Machado, director at Iberian Property, stated at the end of the meeting that listed real estate «is not only a good opportunity, but also a crucial activity for any modern society, and should, as such, receive the support and care of governments and regulators». According to him, «the tax benefits for a growing number of real estate investments are provided on the interest of the whole society and not just to benefit a small group of investors».

A survey was carried out during the meeting on which took part its participants. Thus, following this optimistic line of thought, around 50% of the professionals present at the meeting assured that the volume of investment this year will be in line with that of 2019 and 30% expect it to increase.

When asked whether the Spanish government will implement tax changes on the Socimi regime, 81% of experts believed there will be changes, but with little impact.

Lastly, concerning the ESG (Environment, Social & Governance factors), 63 % consider it is an issue that is taken seriously by investors, but which doesn't have much weight in the final decisions. 26% believe it is a fundamental issue for investors.

81%

of experts believe that the Spanish government will implement tax changes on the Socimi regime, but with little impact



// Juan Carlos Calderón Castro, executive director, MSCI's



// Hassan Sabir, Director of Finance and Sustainability at EPRA



Roger Cooke, Chairman – Editorial Council at Iberian Property; Jesús López Zaballos, Chairman at EFFAS; Jon Armentia, Corporate Director & CFO at Lar España; Manuel García Casas, RSC Director at Merlin Properties

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