



HALF-YEAR 2018 RESULTS PRESENTATION

Lisbon, September 17th 2018



DISCLAIMER

This document has been prepared by Fundbox SGFI, S.A. ("Fundbox"), in representation of its managed fund NEXPONOR – Sociedade Especial de Investimento Imobiliário de Capital Fixo – SICAFI S.A. (the "Fund" or "Nexponor") exclusively for use during the presentation of the half-year 2018 results. As a consequence thereof, this document may not be disclosed or published, nor used by any other person or entity, for any other reason or purpose without the express and prior written consent of Nexponor. This document (i) may contain summarised information and be subject to amendments and supplements, and (ii) the information contained herein has not been verified, reviewed nor audited by any of the Fund's advisors or auditors. Except as required by applicable law, Nexponor does not undertake any obligation to publicly update or revise any of the information contained in this document. Consequently, the Fund does not assume liability for this document if it is used for a purpose other than the above. No express or implied representation, warranty or undertaking is made as to, and no reliance shall be placed on, the accuracy, completeness or correctness of the information or the opinions or statements expressed herein. Neither the Fund nor its directors, or advisors assume liability of any kind, whether for negligence or any other reason, for any damage or loss arising from any use of this document or its contents. Neither this document nor any part of it constitutes a contract, nor may it be used for incorporation into or construction of any contract or agreement. This document has an informative nature and does not constitute, nor must it be interpreted as, an offer to sell, or buy any share issued by Nexponor, nor a solicitation of any kind by Nexponor. Distribution of this document in certain jurisdictions may be prohibited, and recipients into whose possession this document comes shall be solely responsible for informing themselves about, and observing any such restrictions. Moreover, the recipients of this document are invited and advised to consult the public information disclosed by Nexponor on Fundbox website (www.fundbox.pt) as well as on the Portuguese Securities Exchange Commission's website (www.cmvm.pt). In particular, the contents of this presentation shall be read and understood in light of the financial information disclosed by Nexponor, through such means, which prevail in regard to any data presented in this document. By attending the meeting where this presentation is made and reading this document, you agree to be bound by the foregoing restrictions.

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements. All the statements herein which are not historical facts, including, but not limited to, statements expressing our current opinion or, as applicable, those of our directors regarding the financial performance, the business strategy, the management plans and objectives concerning future operations and investments are forward-looking statements. Statements that include the words "expects", "estimates", "foresees", "predicts", "intends", "plans", "believes", "anticipates", "will", "targets", "may", "would", "could", "continues" and similar statements of a future or forward-looking nature identify forward-looking statements. All forward-looking statements included herein involve known and unknown risks and uncertainties. Accordingly, there are or will be important factors that could cause our actual results, performance or achievements to differ materially from those indicated in these statements. Any forward-looking statements in this document reflect our current views with respect to future events and are subject to these and other risks, uncertainties and assumptions relating to the results of our operations, growth strategy and liquidity, and the wider environment (specifically, market developments, investment opportunities and regulatory conditions). Although Nexponor believes that the assumptions beyond such forward-looking statements are reasonable when made, any third parties are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of Nexponor, what could cause the models, objectives, plans, estimates and/or projections to be materially reviewed and/or actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. Forward-looking statements (in particular, the objectives, estimates and projections as well as the corresponding assumptions) do neither represent a commitment regarding the models and plans to be implemented, nor are they guarantees of future performance, nor have they been reviewed by the auditors of Nexponor. You are cautioned not to place undue reliance on the forward-looking statements herein. All forward-looking statements included herein speak only as at the date of this presentation. Except as required by applicable law, Nexponor does not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

HALF-YEAR 2018
RESULTS
PRESENTATION

CONTENTS

01.

KEY HIGHLIGHTS

02.

FINANCIAL & OPERATIONAL
PERFORMANCE

03.

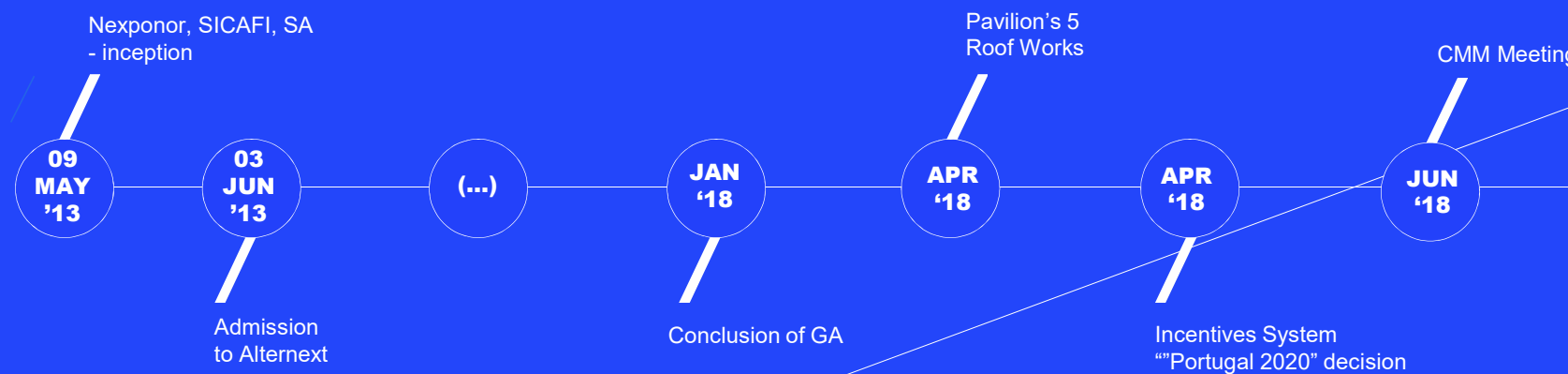
RELEVANT INFORMATION

04.

2018 YEAR END OUTLOOK

01

KEY HIGHLIGHTS



/

**KEY
HIGHLIGHTS**

/

INCENTIVES SYSTEM “PORTUGAL 2020” DECISION

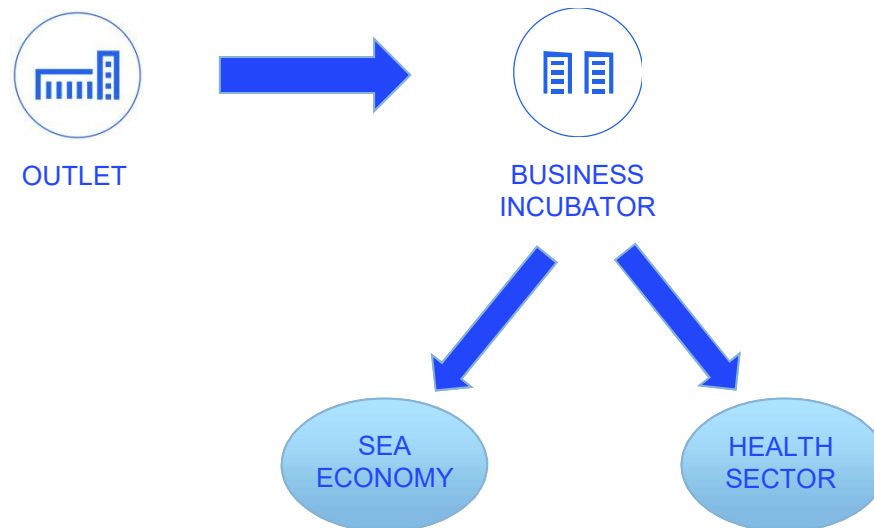


UNFAVORABLE
OPINION

- RENOVATION AND REFURBISHMENT OF THE CONFERENCE CENTER IS NOT FINANCIALLY VIABLE ON A STAND ALONE BASIS
- INVESTMENT PROJECT MUST BE ANALYSED AS A WHOLE

KEY HIGHLIGHTS

CMM MEETING



02

FINANCIAL & OPERATIONAL PERFORMANCE

1H18 FINANCIAL AND OPERATIONAL PERFORMANCE

DECREASE IN 1H2018 RESULTS
DUE TO THE INCREASE OF
ES&S COSTS

Net Result decreased 69% to € 50,17 thousand, supported by an increase of 0.7% in recurring revenues (rents) and an increase of 124% in recurring costs, particularly on External Services and Supplies (ES&S)

FINANCIAL INDICATORS

(€ THOUSANDS)

	1H17	1H18	Δ%
RECURRING REVENUES	556.07	559.90	0,7%
RECURRING COSTS	290.63	414.16	123.5%
RECURRING EBITDA	265.43	145.74	-119.7%
NET RESULT	160.00	50.17	- 68.6%

/

1H18 RECURRING REVENUES

REAL ESTATE INCOME (RENTS)
REPRESENTED 100% OF TOTAL
RECURRING REVENUES AS
ASSETS REVALUATIONS WILL
ONLY BE PERFORMED AT THE
END OF THE YEAR (DECEMBER)

100.0%
€560 thousand
REAL ESTATE
INCOME (Rents)



0.0%
REAL ESTATE GAINS

0.0%
FINANCIAL
OPERATIONS GAINS

- REAL ESTATE INCOME (Rents)
- REAL ESTATE GAINS
- FINANCIAL OPERATIONS GAINS

/

1H18 RECURRING REVENUES



REAL ESTATE INCOME (RENTS)
AMOUNTED TO € 560 THOUSAND
IN 1H18

RECURRING REVENUES

(€ THOUSANDS)

	1H17	1H18	Δ%	Δ€
TOTAL	556.07	559.90	0.7%	3.83
REAL ESTATE INCOME (Rents)	556.07	559.90	0.7%	3.83
REAL ESTATE GAINS (assets revaluation)	0.00	0.00	-	0.00
FINANCIAL OPERATIONS GAINS	0.00	0.00	-	0.00

0.7%

RENTAL INCOME INCREASE

due to rents update in accordance with lease agreement

/ 1H18 RECURRING COSTS

EXTERNAL SERVICES & SUPPLIES
REPRESENTED 65.6% OF TOTAL
RECURRING COSTS

65.6%
€272 thousand
EXTERNAL SERVICES
& SUPPLIES

44.4%
€142 thousand
COMISSIONS & FEES

0.0%
REAL ESTATE LOSSES

0.0%
FINANCIAL
OPERATIONS COSTS



● EXTERNAL SERVICES & SUPPLIES
● REAL ESTATE COSTS

● COMISSIONS & FEES
● FINANCIAL OPERATIONS GAINS

/

1H18 RECURRING COSTS

/

THE 80% INCREASE IN ES&S IS
MAINLY EXPLAINED BY THE WORKS
ON THE ROOF OF PAVILION 5

RECURRING COSTS

(€ THOUSANDS)

	1H17	1H18	Δ%	Δ€
TOTAL	290.63	414.16	42.5%	+123.5
COMMISSIONS & FEES	139.83	142.48	1.9%	+2.6
REAL ESTATE LOSSES	0.00	0.00	-	0.0
FINANCIAL OPERATIONS COSTS	0.00	0.00	-	0.0
EXTERNAL SERVICES & SUPPLIES	150.81	271.68	80.2%	+120.9

€120.9 (THOUSANDS)

ES&S COSTS INCREASE

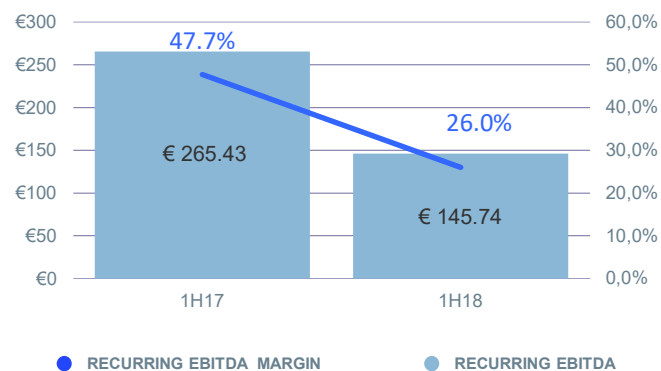
1.9%

COMMISSIONS & FEES INCREASE

1H18 RECURRING EBITDA

INCREASE IN ES&S IMPACTED
NEGATIVELY IN BOTH
RECURRING EBITDA AND
EBITDA MARGIN

(€ THOUSANDS / %)	1H17	1H18
RECURRING EBITDA	265.43	145.74
EBITDA MARGIN	47.7%	26.0%



/

1H18 CASH FLOW

THE MANAGEMENT
REINFORCE THE COMMITMENT
TO CONTINUE TO GROW
NET ASSET VALUE

Slight improvement in liquidity

CASH FLOW

(€ THOUSANDS)

	1H17	1H18
FROM REAL ESTATE ACTIVITIES:	403.95	269.02
Real estate income	556.07	559.90
FS&S in real estate assets	- 91.66	- 168.69
Other payments related to real estate assets	- 60.46	- 122.18
FROM INVESTING ACTIVITIES:	-	-
Shares subscriptions	-	-
Shares redemptions	-	-
FROM OPERATING ACTIVITIES:	- 211.18	- 244.14
Deposits interests	0.14	0.16
Other receivables	-	3.67
Commissions & fees	-131.19	- 138.75
Taxes	- 18.73	- 23.42
Other payments	- 61.30	- 85.80
NET CHANGE IN CASH	192.77	24.88
CASH AT THE BEGINNING OF PERIOD	512.12	925.20
CASH AT THE END OF PERIOD	704.89	950.08

/

2017 NAV & VALUE PER SHARE

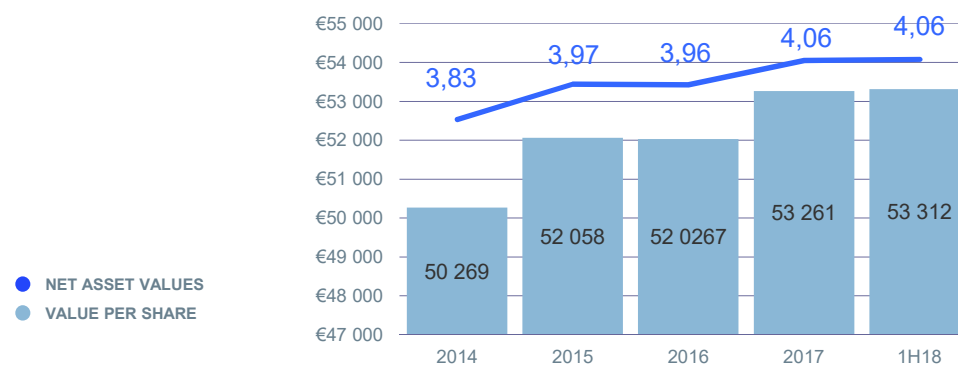
/

VALUE PER SHARE
STABILISED

NAV & VALUE PER SHARE

(€ THOUSANDS) /
(€ EURO)

	'14	'15	'16	'17	'1H18
NET ASSET VALUE	50 269.06	52 058.40	52 026.54	53 261.47	53 311.64
VALUE PER SHARE	3.83	3.97	3.96	4.06	4.06
NUMBER OF SHARES	13 124 240	13 124 240	13 124 240	13 124 240	13 124 240



/

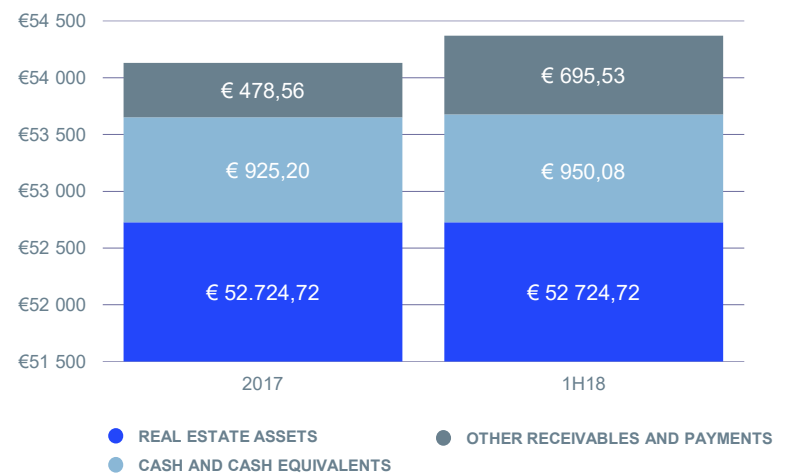
1H18 BALANCE SHEET

ASSETS GREW AS CASH AND CASH EQUIVALENTS AS WELL OLTHER RECEIVABLES AND PREPAYMENTS INCREASED

ASSETS

(€ THOUSANDS)

	'17	1H18
TOTAL ASSETS:	54 128	54 370
Real estate assets	52 725	52 725
Cash and cash equivalents	925	950
Financial assets at fair value through profit or loss	-	-
Other receivables and prepayments	479	696



/

1H18 BALANCE SHEET

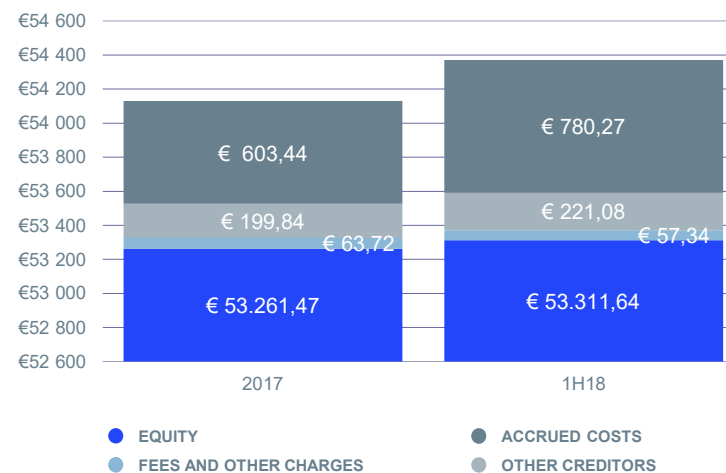
LIABILITIES GREW MAINLY DUE TO ACCRUED COSTS INCREASE

/

LIABILITIES & EQUITY

(€ THOUSANDS)

	'17	1H18
TOTAL EQUITY:	53 261	53 312
TOTAL LIABILITIES:	867	1 059
Fees and other charges	64	57
Other creditors	200	221
Accrued costs	603	780
TOTAL EQUITY & LIABILITIES:	54 128	54 370



03

RELEVANT INFORMATION



/ Exponor – Fiporto Injunction

/ WHAT DOES IT REFER TO?



MAINTENANCE EXPENSES CARRIED OUT BETWEEN 2014 AND 2015

/ WHAT IS THE AMOUNT?



PRINCIPAL:	€ 175.496,46
COURT FEE:	€ 153,00
LATE PAYMENT INTEREST(*):	€ 40.480,13
TOTAL:	€ 216.129,59

(*) until June 2018

/ **Exponor – Fiporto Injunction**

/ WHY WERE NOT THE
INVOICES PAID?



THE FUND DETECTED A SET OF TENANT MAINTENANCE WORKS, CHARGED AND PAID BY THE FUND, THAT WERE NOT BEING CARRIED OUT ACCORDING TO THE SUBMITTED AND APPROVED MAINTENANCE PLAN, NOR WAS THERE EVIDENCE OF WORK ORDERS AND RELATED MAINTENANCE CONTRACTS

/ OPERATIONAL
CONSEQUENCES OF THE
TENANT'S ACTIONS?



AT THE BEGINNING OF 2015, BOTH THE FUND AND THE TENANT AGREED TO REMOVE THE RESPONSIBILITY FROM THE TENANT, PASSING IT DIRECTLY TO THE FUND

/ **Exponor – Fiporto Injunction**

/ WHAT WAS THE
RESPONSE TO THIS
INJUNCTION?



THE FUND NEVER ACCEPTED THE INVOICES AND THEREFORE
DOES NOT RECOGNISE THE DEBT

+

MADE A COUNTERCLAIM REQUESTING THE PAYMENT OF
UNDULY PAID INVOICES

04

2018 Year End Outlook

/

2018 YEAR END OUTLOOK



SMALL GROWTH
IN REVENUES

REVIEW OF THE
MASTERPLAN

Revenues

Small growth in revenues subject to the government annual rent indexation

Recurring costs

Recurring costs budget review

EBITDA

EBITDA & EBITDA margin improvement

NAV & Value per share

Sustainable growth of NAV & value per share is dependent on the real estate revaluation

Investment Projects

Review the Master Plan and new presentation to CMM

CONTACTS

HEADQUARTERS (LISBOA):
AVENIDA ENGENHEIRO DUARTE PACHECO
TORRE 1 – 15º ANDAR, SALA 2
1070-101 LISBOA,
PORTUGAL

TELF: (+351) 213 103 620
FAX: (+351) 213 103 629
EMAIL: FUNDBOX@FUNDBOX.PT

WWW.NEXPONOR.PT
WWW.FUNDBOX.PT

BRANCH (PORTO):
LARGO TOMÉ PIRES, 27
4150-731 PORTO,
PORTUGAL

TELF: (+351) 226 156 120
FAX: (+351) 226 156 129
EMAIL: FUNDBOX@FUNDBOX.PT

Sociedade Gestora:

 **FundBox** SGFI