



# FULL YEAR 2016 RESULTS PRESENTATION



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FULL YEAR 2016  
RESULTS  
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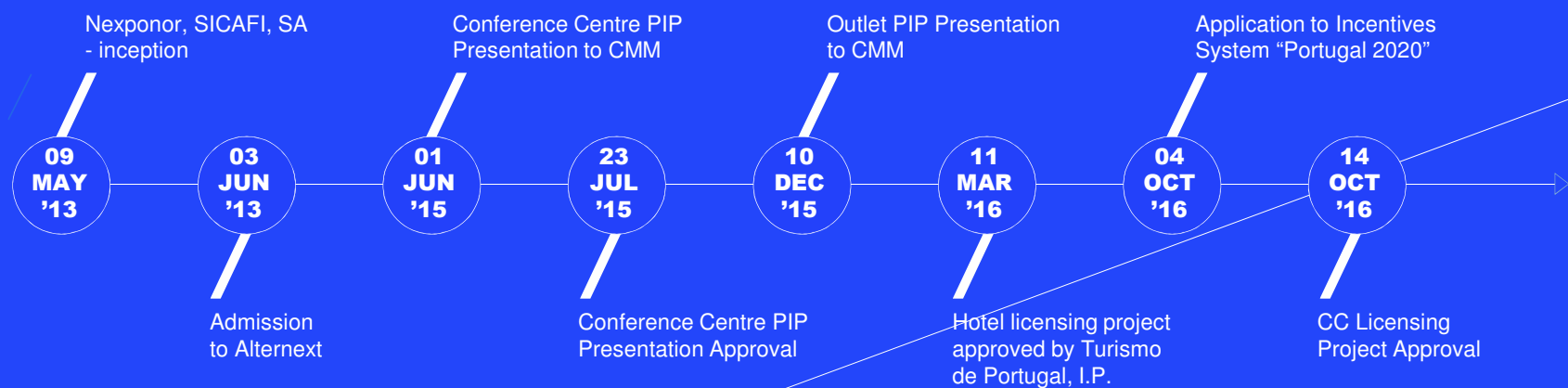
Small growth in revenues and maintenance of recurring costs; Stable recurring EBITDA



# 01

## **KEY HIGHLIGHTS**

Conference Centre Project Approval  
and Hotel Project Approval,  
the Landmark Events of 2016



## KEY HIGHLIGHTS

### CONFERENCE CENTRE PROJECT APPROVAL AND HOTEL PROJECT APPROVAL, THE LANDMARK EVENTS OF 2016



#### / CONFERENCE CENTRE PROJECT

On 04 October was submitted the application to Incentives System "Portugal 2020"

On 14 October was approved the licensing project of the Conference Centre (CC);



#### / HOTEL PROJECT

Hotel licensing project approved by Turismo de Portugal, I.P. on 11 March

## **FY16 FINANCIAL AND OPERATIONAL PERFORMANCE**

DECREASE IN 2016 RESULTS  
DUE TO THE DEVALUATION  
OF REAL ESTATE ASSETS

Excluding the negative effect of real estate assets revaluation, Nexponor exhibited positive financial and operational performances supported by a 8,9% increase in recurring revenues (rents) and a decrease of 5.8% in recurring operating costs, particularly on External Services and Supplies (ES&S).

FINANCIAL INDICATORS (€ THOUSANDS)	INCLUDING REAL ESTATE ASSETS REVALUATION EFFECT			EXCLUDING REAL ESTATE ASSETS REVALUATION EFFECT		
	'16	'15	Δ%	'16	'15	Δ%
RECURRING REVENUES	1 127.89	2 669.38	- 57.7%	1 109.95	1 019.27	8.9%
RECURRING COSTS	941.28	612.08	53.8%	576.62	612.08	- 5.8%
RECURRING EBITDA	186.62	2 057.31	- 90.9%	533.33	407.20	31.0%
NET RESULT	- 31.86	1 789.35	- 101.8%	314.85	139.23	126.1%

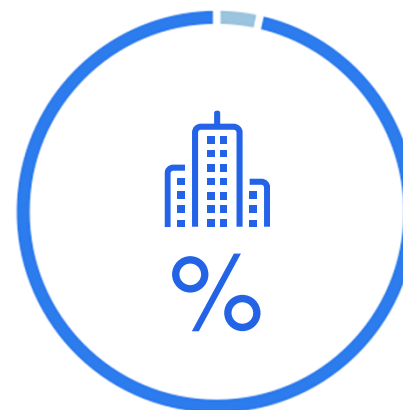
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# 2016 RECURRING REVENUES

RENTAL INCOME INCREASE  
ORIGINATED BY RENTS  
UPDATE AS ESTABLISHED  
IN THE LEASE AGREEMENT

**98.41%**  
€1 110 thousand  
REAL ESTATE  
INCOME (Rents)

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



**1.59%**  
€18 thousand  
REAL ESTATE GAINS

**0.00%**  
€0.04 thousand  
FINANCIAL  
OPERATIONS GAINS

RECURRING REVENUES AMOUNTED TO €1 128 THOUSAND IN 2016,  
WITH REAL ESTATE INCOME (RENTS) REPRESENTING 98.41% OF TOTAL  
REVENUES (€1 110 THOUSAND).



## 2016 RECURRING REVENUES

IN 2015, **ASSETS REVALUATION PERFORMED<sup>1</sup>** LED TO GAINS OF C. €1 650 THOUSAND

While in 2016 it originated losses of approximated €364 thousand (refer to next slide regarding recurring operating costs)

### RECURRING REVENUES (€ THOUSANDS)

	'16	'15	Δ%	Δ€
TOTAL	1 127.89	2 669.38	- 57.7%	- 1 541.49
REAL ESTATE INCOME (Rents)	1 109.91	1 019.25	8.9%	90.67
REAL ESTATE GAINS (assets revaluation)	17.95	1 650.11	- 98.9%	-1 632.16
FINANCIAL OPERATIONS GAINS	0.04	0.03	23.8%	0.01

**8.9%**

#### RENTAL INCOME INCREASE

increase of circa €91 thousand due to rents update in accordance with lease agreement

**€1 632** (THOUSANDS)

#### REAL ESTATE GAINS DECREASE

decrease of €1 632 thousand due to assets revaluation

1 – Real estate assets valuation is obtained through annual revaluations performed by independent real estate appraisers

## /

# 2016 RECURRING COSTS

DEVALUATION OF REAL ESTATE ASSETS IMPACTED NEGATIVELY COSTS IN 2016

**30.9%**

€291 thousand  
EXTERNAL SERVICES & SUPPLIES

**30.4%**

€286 thousand  
COMISSIONS & FEES

**38.7%**

€365 thousand  
REAL ESTATE LOSSES

**0.00%**

€0.03 thousand  
FINANCIAL OPERATIONS COSTS



● EXTERNAL SERVICES & SUPPLIES  
● REAL ESTATE COSTS

● COMISSIONS & FEES  
● FINANCIAL OPERATIONS GAINS

## /

# 2016 RECURRING COSTS

/

IN 2015, ASSETS REVALUATION PERFORMED LED TO GAINS OF C. €1 650 THOUSAND, WHILE IN 2016 IT ORIGINATED LOSSES OF APPROXIMATED €364 THOUSAND

## RECURRING COSTS

(€ THOUSANDS)

	'16	'15	Δ%	Δ€
TOTAL	941.28	612.08	53.8%	329.20
COMISSIONS & FEES	285.68	270.66	5.5%	15.02
REAL ESTATE LOSSES	364.66	-	-	364.66
FINANCIAL OPERATIONS GAINS	0.03	-	-	0.03
EXTERNAL SERVICES & SUPPLIES	290.91	341.42	-14.8%	- 50.51

## 5.5%

COMMISSIONS & FEES INCREASE  
due to the fund average value appreciation registered during 2016

## €50.5

(THOUSANDS)

ES&S COSTS REDUCTION  
mainly due to maintenance costs

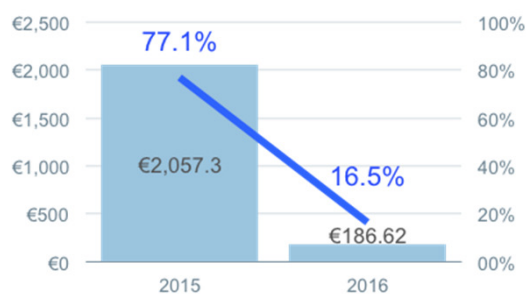
## 2016 RECURRING EBITDA

EXCLUDING REVALUATION EFFECT, RECURRING EBITDA AND EBITDA MARGIN REFLECT POSITIVE PERFORMANCES IN 2016

Recurring EBITDA and EBITDA margin negatively influenced by devaluation of real estate assets. Excluding revaluation effect, both recurring EBITDA and EBITDA margin reflect positive performances in 2016.

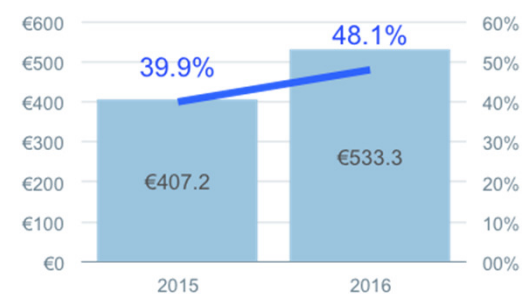
INCLUDING REAL ESTATE ASSETS  
REVALUATION EFFECT

(€ THOUSANDS / %)	'16	'15
RECURRING EBITDA	186.62	2 057.31
EBITDA MARGIN	16.5%	77.1%



EXCLUDING REAL ESTATE ASSETS  
REVALUATION EFFECT

(€ THOUSANDS / %)	'16	'15
RECURRING EBITDA	533.33	407.20
EBITDA MARGIN	48.1%	39.9%



● RECURRING EBITDA EBITDA MARGIN ● RECURRING EBITDA



## /

# 2016 CASH FLOW



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

Significant improvement in liquidity in 2016

## CASH FLOW

(€ THOUSANDS)

	'16	'15
<b>FROM REAL ESTATE ACTIVITIES:</b>	<b>722.38</b>	<b>692.45</b>
Real estate income	1 108.30	1 019.25
FS&S in real estate assets	- 211.62	- 187.29
Other payments related to real estate assets	- 174.30	- 139.51
<b>FROM INVESTING ACTIVITIES:</b>	<b>70.04</b>	<b>- 70.00</b>
Shares subscriptions	-	- 70.00
Shares redemptions	70.04	-
<b>FROM OPERATING ACTIVITIES:</b>	<b>- 392.93</b>	<b>- 623.46</b>
Deposits interests	0.10	0.09
Commissions & fees	- 261.49	- 282.94
Taxes	- 44.26	- 265.75
Other payments	- 87.28	- 74.86
<b>NET CHANGE IN CASH</b>	<b>399.48</b>	<b>- 0.01</b>
<b>CASH AT THE BEGINNING OF PERIOD</b>	<b>112.64</b>	<b>113.65</b>
<b>CASH AT THE END OF PERIOD</b>	<b>512.12</b>	<b>113.64</b>

## 2016 NAV & VALUE PER SHARE

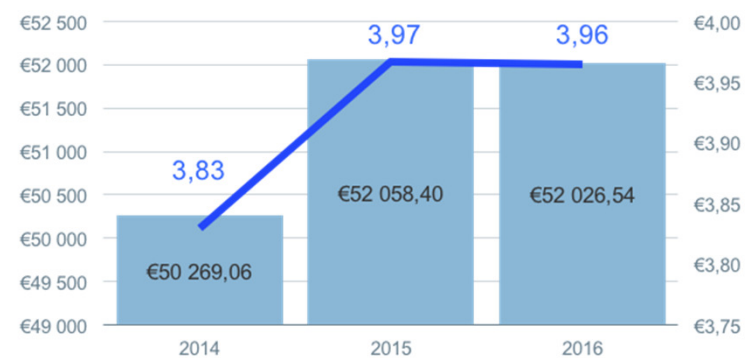
### NAV & VALUE PER SHARE

(€ THOUSANDS) /  
(€ EURO)

	'14	'15	'16
NET ASSET VALUE	50 269.06	52 058.40	52 026.54
VALUE PER SHARE	3.83	3.97	3.96
NUMBER OF SHARES	13 124 240	13 124 240	13 124 240

- NET ASSET VALUES
- VALUE PER SHARE

VALUE PER SHARE  
STABILISED IN 2016  
AFTER A GROWTH  
PERIOD IN 2015



## /

# 2016 BALANCE SHEET

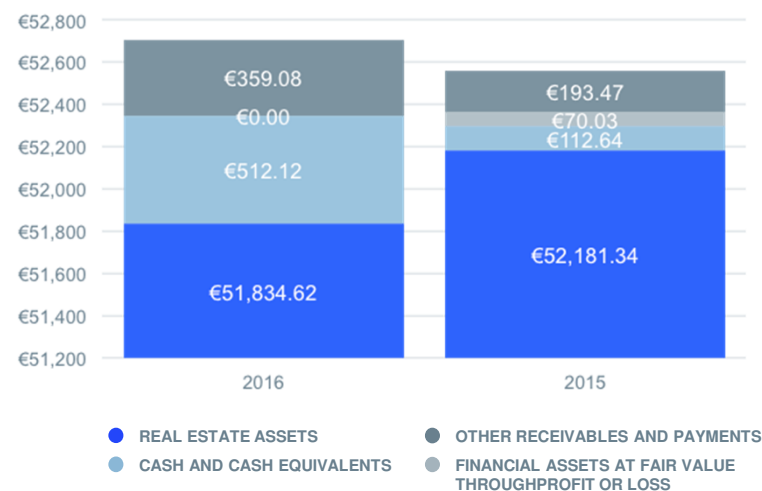
ASSETS GREW AS CASH AND CASH EQUIVALENTS INCREASED SIGNIFICANTLY AS WELL AS OTHER RECEIVABLES AND PREPAYMENTS

## /

### ASSETS

(€ THOUSANDS)

	'16	'15
<b>TOTAL ASSETS:</b>	<b>52 706</b>	<b>52 557</b>
Real estate assets	51 835	52 181
Cash and cash equivalents	512	113
Financial assets at fair value through profit or loss	-	70
Other receivables and prepayments	359	193



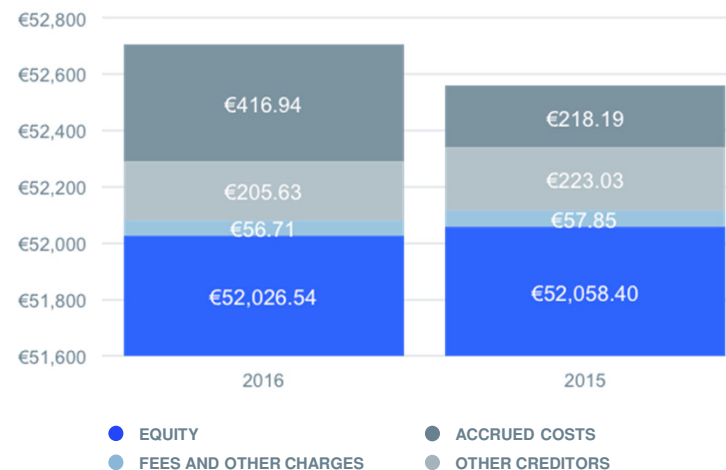
## 2016 BALANCE SHEET

LIABILITIES GREW MAINLY DUE TO ACCRUED COSTS INCREASE

### LIABILITIES & EQUITY

(€ THOUSANDS)

	'16	'15
<b>TOTAL EQUITY:</b>	<b>52 027</b>	<b>52 058</b>
<b>TOTAL LIABILITIES:</b>	<b>679</b>	<b>499</b>
Fees and other charges	57	58
Other creditors	206	223
Accrued costs	417	218
<b>TOTAL EQUITY &amp; LIABILITIES:</b>	<b>52 706</b>	<b>52 557</b>





# 02

## **INVESTMENT PROJECTS**

MICE | Hotel | Outlet | Office complex

## INVESTMENT PROJECTS



**MICE**  
Renovation and refurbishment  
of the Conference Centre



**Hotel**  
Hight standard 4\* Hotel



**Outlet**  
Commercial area focused on  
the Outlet market of premium  
brands



**Office complex**  
Composed by 3 office towers



## INVESTMENT PROJECT

MICE - renovation  
and refurbishment of the  
Conference Centre

## / MICE

Conference Centre renovation and refurbishment in a total area of 15.300 m<sup>2</sup>, comprising:

- Increase of current auditorium total capacity to 1.010 seats;
- 23 new conference rooms with areas from 30 sqm to 200 sqm, some of them connectable;
- Refurbishment of circulation/lobby areas on the ground floor and 1st floor with 2.700 m<sup>2</sup> and 1.740 m<sup>2</sup>;
- Complete renewal of the restaurant located on the ground floor, increasing its capacity to 250 seats;
- Renovation of the bar and the sandwich-bar support area on the ground floor;
- Installation of an esplanade next to the restaurant and sandwich-bar areas;
- General image restyling through the replacement of floors, walls, ceilings and furniture;
- Complete renewal of all the technical facilities;

## INVESTMENT PROJECT

Hotel – High standard 4\* Hotel

## / Hotel /

### High standard 4\* Hotel

- High standard four-star Hotel, with 159 rooms, within a total construction area of 10.000 m<sup>2</sup>;
- The building, facing Av. Dr. António Macedo, is composed of 8 floors above ground and of 2 floors underground, the lowest of them connected by an underground tunnel to the Conference Centre, allowing the catering service between the Hotel and Conference Centre kitchens;
- Besides all the usual facilities, the Hotel project also includes at the entrance level a ballroom for social ceremonies and 3 small meeting rooms for the guests at the 2<sup>nd</sup> level;





## INVESTMENT PROJECT

Outlet - Commercial area  
focused on the Outlet market  
of premium brands

## / Outlet

Commercial area focused on the Outlet market of  
premium brands

- Commercial area directed to the Outlet market of premium brands;
- 15,000 m<sup>2</sup> of gross leasable area - 155 stores – all on the ground floor which still includes a food court, with interior space and outdoor terrace / garden;
- A private car parking, with 569 places, and a storage area for the stores on the roof level;

## INVESTMENT PROJECT

Office complex composed  
by 3 office towers

## Office complex

### Composed by 3 office towers

- The Office Complex consists of 3 office towers built facing Avenida Dr. António Macedo and linked together by “bridges”;
- Each office tower has 8 floors above the ground and one parking floor underground;
- With approximately 18,000 m<sup>2</sup> of gross construction area, the three office towers have more than 530 parking spaces (basement and surface), filling the lack of quality office areas in Matosinhos and Porto.



# 03

## **2017 Outlook**

Small growth in revenues and  
maintenance of recurring costs;  
Stable recurring EBITDA

## /

# 2017 OUTLOOK

/

SMALL GROWTH  
IN REVENUES  
AND MAINTENANCE  
OF RECURRING COSTS;  
STABLE RECURRING  
EBITDA

### / Revenues

Small growth in revenues subject to the government annual rent indexation

### Recurring costs

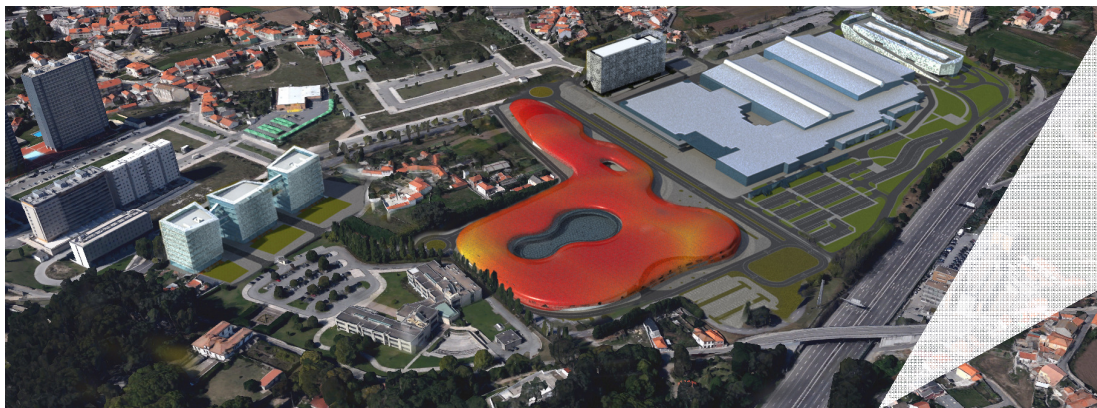
Maintenance of recurring costs in particular ES&S costs and commissions & fees

### EBITDA

Stable EBITDA & EBITDA margin

### NAV & Value per share

Sustainable growth of NAV & value per share





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