



# COVIVIO

ASSET TOUR

MADRID HOTEL  
PORTFOLIO

EPRA CONFERENCE 2019

# COVIVIO HOTEL PORTFOLIO IN SPAIN



**20**  
**HOTELS**

MOSTLY HIGH-QUALITY 4\* AND 5\* HOTELS

3,699 ROOMS

**€636 m**  
VALUE AT END-2018

(€269 m Group share)

12% OF COVIVIO HOTEL PORTFOLIO IN EUROPE

80% LOCATED IN MADRID AND BARCELONA

**100%**  
**LET**

MAJOR SPANISH OPERATORS

ACCOMPANY THE DEVELOPMENT  
OF OUR OPERATORS PARTNERS

**Barceló**  
HOTELS & RESORTS

**MELIÀ**  
HOTELS  
INTERNATIONAL

**nh**  
HOTELS

**RoomMate**  
HOTELS

**B&B**  
HOTELS

# FOCUS ON THE PORTFOLIO ACQUIRED END-2016

END  
2016

## ACQUISITION OF A PORTFOLIO OF 17 ASSETS

€559 million acquisition price

Triple net lease contracts with minimum guaranteed rent + variable component<sup>1</sup>

5.3% yield on acquisition price

2017  
-  
2019

## ASSET MANAGEMENT TO EXTRACT VALUE CREATION POTENTIAL

Disposal of non-core assets

Renovation & repositioning through capex invested by the operators

Brand management

6.3% yield on acquisition price<sup>2</sup>

# TWO HOTELS IN MADRID ILLUSTRATING OUR STRATEGY

BARCELO TORRE DE MADRID



Prime location in Plaza de España



PASEO DEL ARTE



Prime location close to Museo del Prado

# PASEO DEL ARTE / RENT INCREASE THROUGH BRAND MANAGEMENT

Asset with high-value creation potential



## 4\* HOTEL / 260 ROOMS

Prime location in Madrid City Center

- ▶ on Paseo Del Arte
- ▶ close to Museo del Prado
- ▶ near the central train station

## AN EXAMPLE OF BRAND MANAGEMENT STRATEGY

End-2016 / Acquisition

2018 / Tender offer to change the operator

2019 / Renovation capex to be invested by Radisson to reposition the hotel



+53% rental increase

# BARCELO TORRE DE MADRID / SUCCESSFUL LIFESTYLE CONCEPT

Trophy asset in an iconic building of Madrid



**5\* HOTEL / 256 ROOMS**

Prime location in Madrid City Center

- ▶ in Plaza de España
- ▶ at the beginning of Gran Via
- ▶ near the Palacio Real

## AN EXAMPLE OF SUCCESSFUL LIFESTYLE CONCEPT

End-2016 / Acquisition

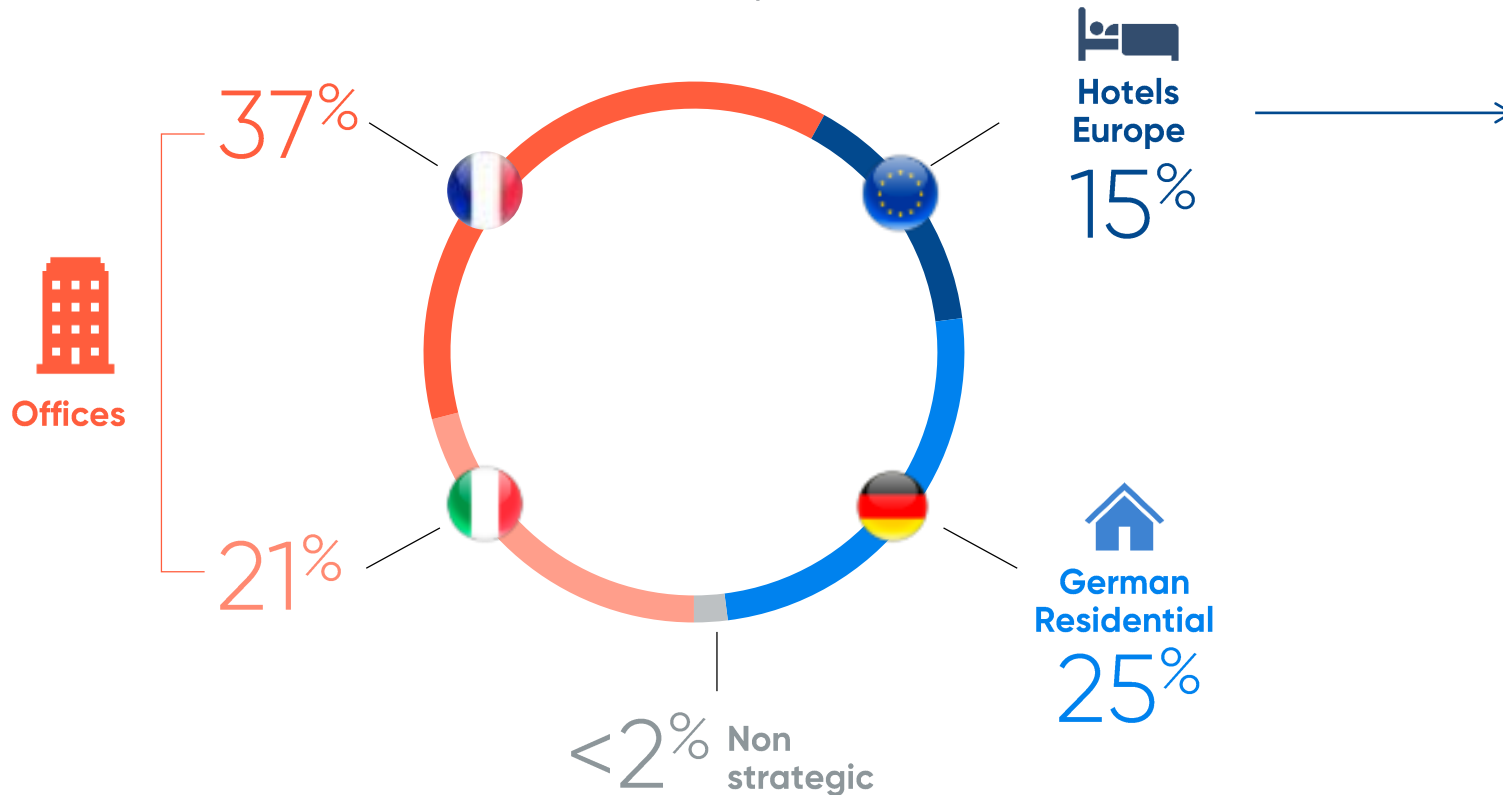
2016-2017 / Renovation by Barcelo to reposition into an upscale lifestyle concept

# HOTELS IN EUROPE / A PILLAR OF COVIVIO'S STRATEGY

## COVIVIO

€23 bn portfolio in Europe

€15 bn Group share



**€5.8 bn of Hotels**  
(€2.3 bn Group share)

owned through Covivio Hotels subsidiary at 43% of Covivio

44,688 rooms

diversified in 7 countries

with 18 hotel operators partners

# CONTACT



## Paul Arkwright

Tel.: +33 1 58 97 51 85  
Mobile: +33 6 77 33 93 58  
paul.arkwright@covivio.fr

Paris  
30, avenue Kléber  
75116 Paris  
Tel.: +33 1 58 97 50 00

[www.covivio.eu](http://www.covivio.eu)

## Hugo Soussan

Tel.: +33 1 58 97 51 54  
Mobile: +33 6 84 44 95 40  
hugo.soussan@covivio.fr

**COVIVIO**