# **2022**HALF YEAR RESULTS

Monday, July 25, 2022



Desirable places to live



#### **DISCLAIMER**





Distribution of this document may be restricted in certain countries by legislation or regulations. As a result, any person who comes into possession of this document should familiarise themselves and comply with such restrictions. To the extent permitted by applicable law, Icade excludes all liability and makes no representation regarding the violation of any such restrictions by any person.



## **AGENDA**

## Introduction

- H1 2022 Key indicators & Highlights
- 2 Performance of Business Lines
- 3 H1 2022 Financial Results
- 4 Outlook

**Appendices** 





# Chairman's introduction

#### INTRODUCTION

### **CHAIRMAN'S INTRODUCTION**



Icade delivers strong financial results in HY 22

The performance of our 3 business lines is well oriented, backed by solid fundamentals for each of our markets

Our balance sheet is strong; our diversified business model is armed to face volatile environment

The Board and the management are fully aligned to cope with complexity and volatility, and to ensure long-term performance

We confirm strategic priorities and targets for 2022







# CEO's introduction

## CADE

#### **STRONG H1 2022**

## **H1 2022 NCCF**

**€205**m

+7.1%

**€2.7** per share +5.0%

## **EPRA NAV** as of June 2022

### **NDV**

**€7.8**bn, €103 per share +13.8% (over 6 months) (+19.9% YoY)

### NTA

**€7.3**bn, **€**96.2 per share +1.8% (over 6 months) (+5.2% YoY)

## Solid NCCF generation for the 3 business lines

- Above our expectations
- Including impact of H1 2022 and 2021 disposals

## **Comforting FY 2022 guidance**

Our markets are attractive and liquid slight cap rates compression on most of our assets

## **Strong debt indicators**

LTV (incl. duties)

38.8%

**ICR** 

6.6x

**Hedging policy** 

94%

## A strong balance sheet to face the current changing financial environment

- Improvement of LTV (-135 bps vs. December 21)
- Comfortable ICR
- Conservative hedging policy





1

H1 2022 Key Indicators & Highlights

## **H1 2022 INDICATORS** (GROUP SHARE BASIS)

**DEVELOPMENT** 

**PROPERTY** 



+3.9%

**€285.0**m

vs. **€274.2**m as of 06/30/2021

GROSS RENTAL INCOME<sup>(1)</sup>

+6.6%

**€192.8**m

vs. €180.9m as of 06/30/2021 €2.54 per share

**EPRA EARNINGS** 

-0.7%, +1.7% LFL

€12.2bn(2)

vs. **€12.2bn** as of 12/31/2021

**PORTFOLIO** 

-50 bps LFL

INVESTMENT

**PROPERTY** 

**87.0**%

vs. **88.1**% as of 12/31/2021

100%

Stable

vs. **100**% as of 12/31/2021

**OFFICE** 

**HEALTHCARE** 

FINANCIAL OCCUPANCY RATE

+7.0%

**€573.6**m

vs. **€536.3**m as of 06/30/2021

**REVENUE**(3)

+19%

**€12.9**m

vs. **€10.9**m as of 06/30/2021

**NCCF** 

Stable

**€1.7**bn

vs. **€1.7**bn as of 12/31/2021

**BACKLOG** 

**-10** bps

LIABILITIE

1.19%

vs. 1.29% as of 12/31/2021

**AVERAGE COST OF DEBT** 

Stable

**5.6** years

vs. **5.9** years as of 12/31/2021

**AVERAGE DEBT MATURITY** 

-135 bps

38.8%

vs. 40.1% as of 12/31/2021

LTV RATIO (VALUE INCL. DUTIES) **+7.1**%, **+5**% per share

**€2.70** per share

vs. **€2.57** per share as of 06/30/2021 **€204.7**m

DICATOR

0

~

(7)

**GROUP NCCF** 

**+1.8**% over 6 months / **+5.2**% YoY

**€96.2** per share

vs. **€94.5** per share as of 12/31/2021 **€7.3**bn

**EPRA NTA** 

**+13.8**% over 6 months / **+19.9**% YoY

**€103** per share

vs. **€90.6** per share as of 12/31/2021 **€7.8**bn

**EPRA NDV** 



**Very solid financial results** 

<sup>(2)</sup> Icade share, excluding duties. Portfolio value on a 100% basis: \$15.5bn as of 06/30/2022 vs. \$15.5bn as of 12/31/2021

## **H1 2022 KEY HIGHLIHTS** 1/2





## **Office Property Investment**



## **Healthcare Property Investment**

## **Resilient leasing activity:**

• > 60,000 Sq.m: total floor area of leases signed or renewed in H1 2022; representing a WALB of 6.8 years

## 2022 disposal plan well on track

• H1 2022 disposal plan completed: more than €400m; supporting the portfolio valuation (in line with Dec. 2021 NAV)

## A growing international diversification

• H1 2022 investment volume: **c**.€**167**m<sup>(1)</sup>; incl. €**119**m in Italy and Spain

## Opportunistic disposal of 4 acute care facilities in France for €78m

+10% over appraisal values

## **Positive impact of indexation**

**100**% of leases linked to indices with inflation component

Indexation effect on rents in H1 2022: Office: +2.0% / Healthcare: +1.7%

## **Valuations up 1.7% LFL**

- Positive impact of indexation on income growth
- Office portfolio: +1.3%, regional cities and business parks well oriented
- Healthcare portfolio: +2.4%, confirming attractiveness of the asset class

## **H1 2022 KEY HIGHLIHTS** 2/2





## **Property Development**



## **Financials**



## CSR

## Continued business momentum in H1 2022

- Economic revenue<sup>(1)</sup> up c.+7% to €574m
- New orders: c.2,500 units, i.e. €678m in value, +15% vs. H1 2021
- c.50 new launches representing more than 2,000 units (vs. 30 launches in H1 2021)
- External growth: acquisition of M&A Promotion
- Forward indicators well oriented: revenue expected from residential land portfolio at €3.1bn (+14% for residential)

## Sound debt indicators to cope with rising interest rates

- New Green Bond issued in January 2022: €500m, 8 years, coupon: 1.0%
- Improved cost of debt, at 1.19% with a maturity of 5.6 years
- Strong ICR: 6.6x vs. 6x in Dec. 2021

S&P confirmed BBB+ rating with stable outlook for Icade & Icade Santé (July 2022)

## Further acceleration in the low carbon strategy

Reinforced objectives for the 3 business units, aligned on a +1.5°C pathway

Icade applied for SBTi methodology: validation of the trajectory under review

Say on Climate and Biodiversity resolution approved by 99.3%





2

## Performance of Business Lines



6%

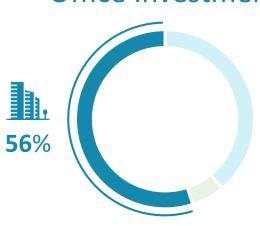




Desirable places to live

2.1

## Office Investment



#### A RESILIENT OPERATIONAL ACTIVITY IN A CONTEXT OF SIGNIFICANT DISPOSALS





A strong and robust tenant base

**71**%

CAC 40, SBF 120, other large companies and government agencies



64%(1)

of rental income from tenants with a credit rating >15 out of 20 (very low risk)

Positive impact of indexation

100%

Leases indexed

c.2.0%

Indexation effect on rents in H1 2022

c.3.0%

Expected full year impact

Leasing activity

**>60,000** sq.m

Signatures & renewals

• Annual rental income: €11m

• **WALB: 6.8** years

Total additional secured annual rent

**€16**m<sup>(2)</sup>

Active asset management

also securing upcoming lease expiries

Rental income: slight decrease mainly due to disposals

**€181**m

Gross rental income as of June 30, 2022, Group share -0.8% (-3.5% LFL)

+5.9%

Excluding impact of 2021 and 2022 disposals



ORLY-RUNGIS BUSINESS PARK, Val-de-Marne



PARK VIEW, Villeurbanne (Rhône)



**LE LAFAYETTE,** Lyon (Rhône)



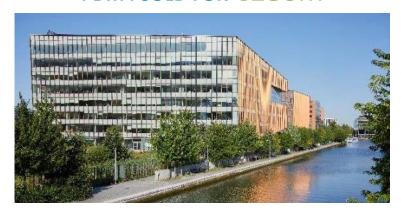
Solid asset management activity in H1 2022

## 56%



## DYNAMIC ASSET ROTATION: INVESTOR APPETITE FOR MATURE ASSETS REMAINS STRONG

## PDM4 SOLD FOR €186m



LE MILLÉNAIRE 4, Paris, 19th district – 24,600 Sq.m

>10%
Equity IRR for the 4 Millénaire buildings

**>€400**m<sup>(1)</sup>
Total H1 2022 disposals

## GAMBETTA SOLD FOR €219m



GAMBETTA, Paris, 20th district – 20,000 Sq.m

**>10**% Equity IRR

In line with Dec. 2021 valuations



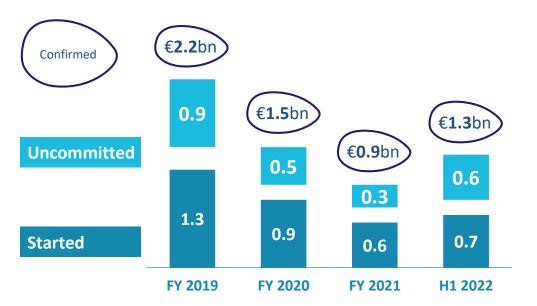
- 2022 disposal plan well on track
- Attractive IRR: illustration of Icade's ability to create value







## A pipeline valued at €1.3bn at the end of June



- A confirmed pipeline (started and uncommitted projects) accounting for around 10% of portfolio value
- Improving pre-letting situation: projects started 40% pre-let, +10 bps vs. Dec. 2021



A secure pipeline, selective projects in dynamic areas









## **Next** in Lyon Part-Dieu : **100**%<sup>(1)</sup> pre-let

- Refurbishment project launched
- Prime rent
- 12 years leases of which 9 years without break option
- Completion in Q2 2024

#### **Edenn** in Nanterre

- Total Investment: €225m
- Completion in Q2 2025
- c.60% pre-let (Schneider electric)

### New project:

**Trophy asset** on Champs Élysées

- 12,500 sq.m of mixed-use space: office and retail
- Total investment: c.€395m

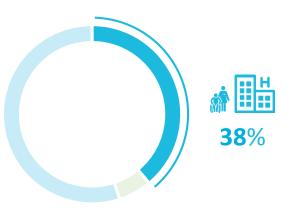




Desirable places to live

2.2

## Healthcare Investment



#### **FURTHER RENTAL INCOME GROWTH**







 GRI: solid growth, driven by international acquisitions, predominance of acute care sector

**€104**m

**GRI** in Group share **€179**m on a 100% basis +13%

Change in rental income as of H1 2022 **+1.7%** LFL change

83%

Contribution of acute and post acute care

## A more international and diversified profile

**15**%

International assets as a % of total GAV (vs. 13% in 2021)

Germany: 28 facilities

Italy: 24 facilities

Spain: 6 facilities

Portugal: 4 facilities

New tenants vs. H1 2021 among leading healthcare providers, including

COLISEE



c.**100**%

leases indexed

+1.7%

Indexation effect in H1 2022 (vs. +1.4% in Q1 2022) c. +3.0%

Expected full year impact 70% of French leases are indexed in H2

Positive impact of indexation

Full occupancy, WALB up vs. H1 2021

100%

Financial occupancy rate as of June 30, 2022

**7.9** years WALB

**+0.6** year

vs. June 2021



LONG-TERM CARE FACILITY, Spain



- Robust and growing cash flows
- Positive impact of indexation; progressive capture of inflation

abroad

## **CONTINUED, DIVERSIFIED AND DISCIPLINED INVESTMENTS**







## **Investments: continued growth in Southern Europe**

€167m<sup>(1)</sup>of which €119m

26 years

WALB of acquisitions abroad



Acquisition of a portfolio of 6 long-term care facilities in Spain for €60m<sup>(2)</sup>



**LONG-TERM CARE FACILITY - COLISÉE** Madrid region, Spain



Acquisition of an eye clinic in Spain for €13m



**IMO EYE CLINIC** Madrid, Spain



Acquisition of a private hospital in Italy for €22m<sup>(3)</sup>



**PRIVATE HOSPITAL – GRUPPO VILLA MARIA** Rapallo, Italy

## A significant pipeline 100% pre-let

**€430**m

total investments (100%)

**c.30** facilities

out of which **20** international assets **20** years WALB

**€22**m

Additional rental income by 2025

**70%** International



LONG-TERM CARE FACILITY – WATHLINGEN, Lower Saxony, Germany

## Market appetite: upside beyond valuations

Disposal of 4 acute care facilities for €78m at +10% over appraisal values



**MONTAGARD SURGICAL CENTER,** Avignon (Vaucluse)



35% of the €3bn investment plan (2021-2025) completed to date, in line with our roadmap

<sup>(1)</sup> Total investment including acquisitions and preliminary agreements + other capex

<sup>(2)</sup> Of which one asset to be acquired by the end of 2022

<sup>(3)</sup> Part of the 3 remaining hospitals to be acquired in 2022 by Icade Santé, further to the preliminary agreement signed in Dec. 2021 with Gruppo Villa Maria to acquire a portfolio of 4 private hospitals in Italy





2.3

## **Property Development**





**6**%

### PROPERTY DEVELOPMENT: EXCELLENT PERFORMANCE IN H1 2022





## **Strong business momentum in H1 2022**

**Economic** revenue

**€573.6**m

**+7.0**%

Change vs. H1 2021

**Operating margin** 

5.5%

vs. 5% in June 2021

Icade Promotion able to offset increasing construction costs

## **Continued strong demand for residential**

A record half-year in terms of new commercial launches

**c.50**vs. 30 in 2021 HY (>2,000 units)



**QUARTIER GALLY - Versailles, Yvelines** 

New housing orders

**€678**m

+15%

Change vs. H1 2021 (in value)

A good performance in an undersupplied market

## Office segment: growing activity

New office sales off-plan

**c.€192**m Change vs. H1 2021: +5%

> **52,000** sq.m



**c.32,500** sq.m of offices in Romainville (Seine-St-Denis)



Significant preliminary agreement signed in early July

Project: Odessa Lyon Part Dieu (Rhône) 13,000 sq.m



Continued momentum, strong demand for residential; gaining market share

#### PROPERTY DEVELOPMENT: FORWARD LOOKING INDICATORS STRONGLY UP





## **Solid growth drivers for Icade Promotion**

Know-how in low-carbon construction

2 innovative projects won







### **Know-how in large land plots redevelopments**

Acquisition from Engie to convert and redevelop 70 former industrial sites



### Ramping up of the renovation/refurbishment schemes

- Appealing potential in redevelopment of office buildings
- 2 significant projects in 2021



### Selective external growth

Acquisition of M&A Promotion (regional developer in Occitania)

→ Additional revenue: €170m over the next 3 years



## **Growth potential remains strong**

**Backlog** 

€1.7bn stable vs. Dec. 2021 Revenue expected from the controlled residential land portfolio<sup>(1)</sup>

**€3.1**bn

+14% for Residential (vs. Dec. 2021)

Medium-term revenue potential (residential & office) (2)

**€8.3**bn

+9% vs. Dec. 2021



On track to deliver Icade Promotion roadmap





Desirable places to live

<u>3</u>

H1 2022 Financial Results





Desirable places to live

3.1

## Income statement



## INVESTMENT DIVISION: EPRA EARNINGS GROUP SHARE UP 6.6% IN VOLUME, +4.5% PER SHARE

	Total Propert		
Group share in €m	06/30/2022	06/30/2021	Change vs. 06/30/2021
Gross rental income	285.0	274.2	+3.9%
Net to gross rental income ratio	92.5%	93.4%	(-89 bps)
EPRA cost ratio <sup>(1)</sup>	<b>8.7</b> %	9.8%	(-110 bps)
EPRA earnings <sup>(2)</sup> from Property Investment, Group share	192.8	180.9	+6.6%
EPRA earnings from Property Investment per share, Group share	2.54	2.43	+4.5%

- Solid growth in gross rental income, up +3.9%
- EPRA cost ratio improves by c.110 bps; <10%</li>
- Contribution by activity
  - **Office: 58%**
  - Healthcare: 42%



**Solid H1 financial performance for the Investment Divisions** 



## RESILIENT OFFICE DIVISION, STRONG GROWTH FOR HEALTHCARE

#### Office Investment

(Group share in €m)

(Group share in em)	06/30/2022	06/30/2021	Chg. vs. 06/30/2021
Gross rental income	180.6	182.2	(-0.8%)
Net to gross rental income ratio	89.5%	90.6%	(-110 bps)
EPRA earnings	112.2	105.5	+6.4%

- Gross rental income: -0.8% due in part to a well executed disposal plan → +6% excluding impact of 2021 and 2022 disposals
- Down -3.5% LFL, in line with our expectations:
  - Linked to financial occupancy rate partially offset by indexation (+2%)
  - Impact of the 75,000-sq.m renewal of the AXA lease, securing mid-term revenues
- Operating costs under control; net financing costs continue to drop

Solid growth of the Office Division: EPRA earnings up +6.4%

#### Healthcare Investment

(Group share in €m)

(Group share in eni)			
	06/30/2022	06/30/2021	Chg. vs. 06/30/2021
Gross rental income	104.4	92.1	+13.4%
Net to gross rental income ratio	97.8%	99.1%	(-125 bps)
EPRA earnings	80.6	75.5	+6.8%
EPRA earnings from Prop. Investment per share, Group share	1.06	1.01	+4.8%

- Gross rental income: +13.4%, driven by acquisitions in Europe
- LFL +1.7% thanks to indexation
- High net to gross rental income ratio (97.8%)



Solid growth also in Healthcare Division: EPRA earnings up +6.8%

## ICADE

#### PROPERTY DEVELOPMENT: FINANCIAL INDICATORS STRONGLY UP

	06/30/2022			06/30/2021	YoY change		
(in €m)	Residential	Office	TOTAL <sup>(2)</sup>	TOTAL	Total change	Residential	Office
Economic revenue <sup>(1)</sup>	475.4	97.0	573.6	536.3	7.0%	3.7%	26.7%
Revenue (Group share)	438.4	87.9	527.4	490.2	7.6%	5.4%	19.9%
Current economic operating profit/(loss)	25.8	5.3	31.3	27.0	+16.2%		
Operating margin	5.4%	5.5%	5.5%	5.0%	+0.5 pps		
Net current cash flow (Group share)	10.8	2.6	12.9	10.9	+19.0%		

- Revenue at €574m, +7% vs. H1 2021: driven by both offices (+27%) and residential (+4%)
- Residential business fuelled **by continuing strong demand**: **€475**m in revenue, i.e. **83**% of total revenue
- Operating margin increased to 5.5%, thanks to appropriate management of rising construction costs:
  - Residential prices well oriented
  - Technical construction costs under control
- NCCF at c.€13m (+19% vs. H1 2021)

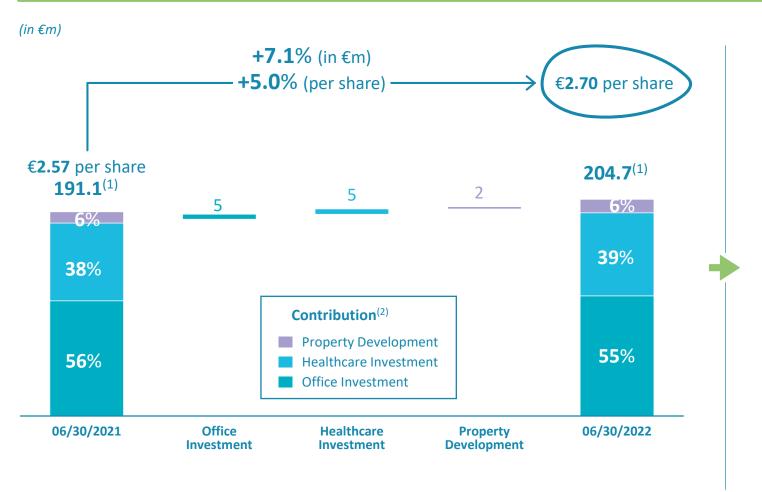


Results fully in line with Icade Promotion's roadmap

27

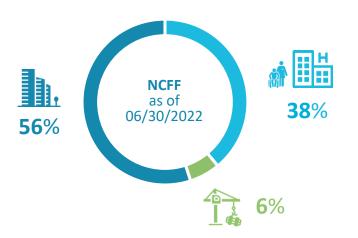
## ICADE

## **NCCF UP +7.1%**, **+5.0% PER SHARE**



### NCCF up for the 3 business lines

- Office Investment Division: +4% resilient leasing activity; improved cost of debt
- Healthcare Investment Division: +7%
   solid growth driven by further expansion
- Property Development Division: +19%
   continuing strong business momentum reflected
   in NCCF





Strong NCCF growth, reflecting the strength of our diversified business model





Desirable places to live

<u>3.2</u>

Liabilities

## ICADE

#### LIABILITY MANAGEMENT IN H1 2022: COST OF DEBT, LIQUIDITY AND MATURITY



A very active first half

- Issue of an 8-year €500m Green Bond with a coupon of 1.0% in early January 2022
- Early redemption of a €279m bond maturing in 2023
- Reinforcement of Icade Santé's financial structure: €400m, 5-year RCF on very favorable terms
- Improved debt indicators:
  - Lower LTV at 38.8%
  - Stronger ICR at 6.6x thanks to an active H1



Well-managed exposure to interest rate risk

- No significant debt maturity before 2024, first bond maturity in 2025
- Robust hedging policy: c.94% in June 2022, >80% until 2024
- Attractive cost of debt level: 1.19%, combined with a 5.6 years maturity
- Liquidity position as of June 30, 2022: c.€1.9bn in RCFs; >€0.8bn in cash



**Expanded use** of green finance

Sustainable financial instruments: **c.35**% of total debt, +5% vs. Dec 2021



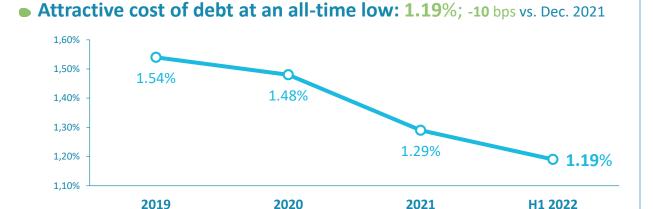
LES QUARTIERS DE GALLY - Versailles, Yvelines



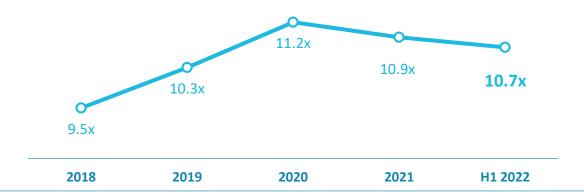
A sound and sustainable financial structure to face rising interest rates

## ICADE

## IMPROVEMENT OF ALL DEBT RATIOS, FAR FROM COVENANTS



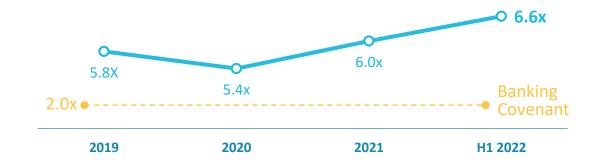








ICR at 6.6x





Our balance sheet is well adapted to face new financial environment





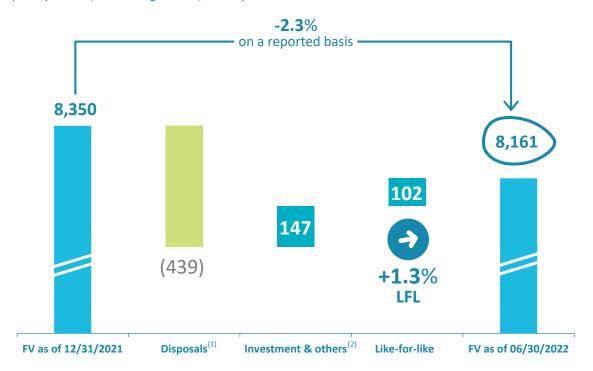
<u>3.3</u>

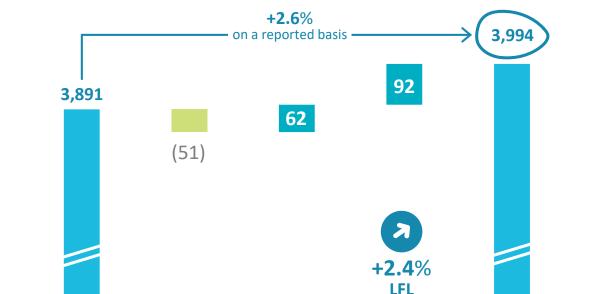
Value of the property portfolio & NAV



#### OFFICE & HEALTHCARE VALUES INCREASE ON A LIKE-FOR-LIKE BASIS

 H1 2022 change in fair value - Office Investment (Group share / excluding duties / in €m)





H1 2022 change in fair value - Healthcare Investment

(Group share / excluding duties / in €m)

Disposals<sup>(1)</sup>



Major regional cities and business parks (labs & small business premises) overperform



FV as of 12/31/2021

Valuations of healthcare assets: ongoing cap rate compression in France & Germany

Investment & others (2)

Like-for-like

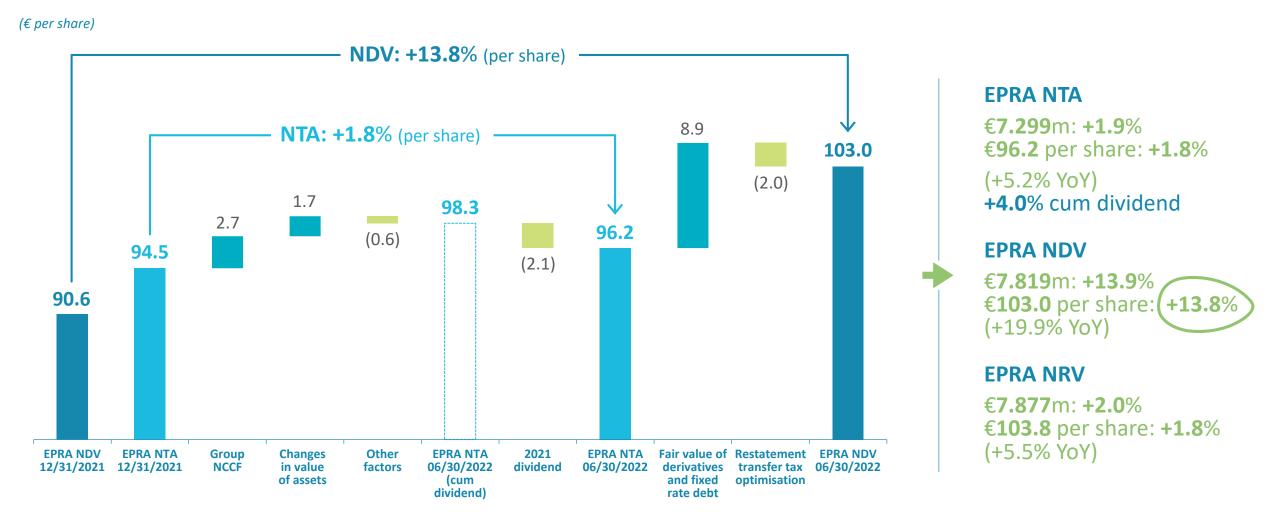
Strong appetite confirmed in the physical market

33

FV as of 06/30/2022



## **EPRA NAV NDV: €103.0 PER SHARE, +13.8% OVER 6 MONTHS (+19.9% YoY)**





NDV NAV evolution reflects our attractive cost of debt and hedging policy

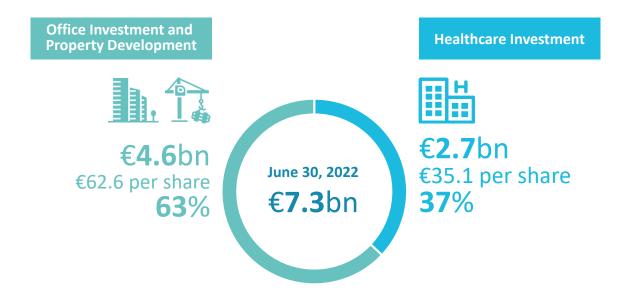
## **NAV: CONTRIBUTION OF OFFICE & DEVELOPMENT AND HEALTHCARE**





## Icade Group

NAV NTA as of June 30, 2022 €96.2 per share





## Healthcare Property Investment Division

NAV NTA as of June 30, 2022 **€97.9** per share

Number of shares of the Healthcare Investment Division based on the combined financial statements

NAV NTA: €4.4bn; €97.9 per share<sup>(1)</sup> +2% vs. December 2021

NAV NDV: €4.6bn; €102.4 per share<sup>(1)</sup> +8% vs. December 2021



**Accretion in Healthcare; sustained asset rotation in Offices** 





Desirable places to live

4 Outlook

### **4 REASONS TO BE VERY CONFIDENT**





Our Office portfolio is more than resilient



**Growth of Healthcare portfolio will continue** 



We confirm Icade Promotion roadmap



Indexation will more than offset rising cost of debt

**→** Strong visibility on our cash flows and dividends



# CADE

# **OUR OFFICE PORTFOLIO IS MORE THAN RESILIENT** (1/2)

Icade's office buildings: good value for money...

**56%**of the Paris region portfolio

are



and

Level of rent compared to CBD

... with the highest level of certifications & services

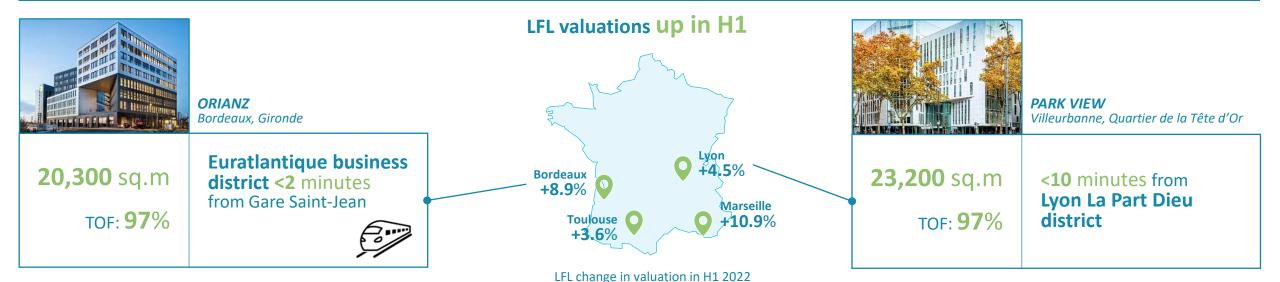
**c.70%**of the office portfolio is HQE and/or BREAM certified

**BREEAM**®





## Regional cities: 10% of overall portfolio - prime locations



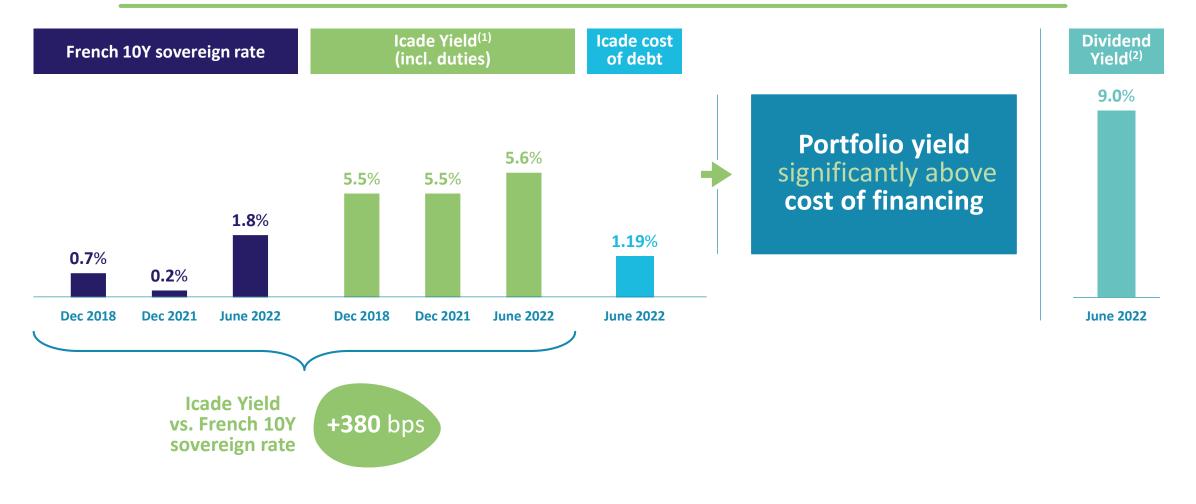


Best environmental specifications, attractive locations and rents are key to attract large corporates





# **OUR OFFICE PORTFOLIO IS MORE THAN RESILIENT** (2/2)





- High risk premium allows to offset increasing risk-free rate
- Value of yielding assets will perform better than low cap rates buildings

<sup>(1)</sup> Office Investment Division portfolio



# ICADE

#### **GROWTH OF HEALTHCARE PORTFOLIO WILL CONTINUE**

The healthcare real estate remains attractive: volume and cap rate compression in H1

Historically supportive shareholders (Icade & minority) plus a strong balance sheet

€740m 2021 cash-out investments financed through a >€300m capital increase from Icade Santé's shareholders

€3bn investment plan by 2025 maintained

New financial environment already taken into account

Possibility to attract new shareholders on favourable terms

3

IPO on hold, due to market conditions



- Options to finance the growth in Healthcare
- Icade has the capacity to finance its stake in 2022 and 2023



#### WE CONFIRM ICADE PROMOTION ROADMAP



**Icade Promotion** roadmap (2021-2025)maintained

• Revenue: €1.4bn

• Margin: **7**%

Additional and growing NCCF



**Ability to manage** rising construction costs

- Most of the increase in construction costs is behind us
- Positive sales price evolution
- Adaptation of construction process management
- No significant plot of land on the balance sheet and land acquisition price to be adapted

 Scarcity of offer supporting the residential market, mortgage still attractive

Price incl. taxes in €/sq.m excl. notarial fees and other costs Number of housing units



Roadmap confirmed even in a more challenging environment



**2022 HALF YEAR RESULTS** MONDAY, JULY 25, 2022

41





# **INDEXATION WILL MORE THAN OFFSET RISING COST OF DEBT** (1/2)

# Debt schedule: no maturity before 2024 Debt maturities excl. NEU CP in €m



- a Icade Santé's €300m bridge-to-bond facility; window to extend to 2024
- b Next maturity bank loan: 2024 (€c.550m)
- c Next bond maturity: 2025 (€500m)

# 2 Robust hedging policy







# Strong financial profile to face rising interest rates

- Assumption for future cost of debt for refinancing needs:
   c.3.8%
- And based on our business plan



ICR will remain at ~ 5x until 2025

- Average cost of debt will remain below 2% until 2025
- Adaptation of the financing policy ongoing (leverage, maturity)
- S&P confirmed in July, BBB+ rating with stable outlook for Icade & Icade Santé





# **INDEXATION WILL MORE THAN OFFSET RISING COST OF DEBT** (2/2)

- Cost of debt of 1.19%

#### Resilience of our cost of debt

- No impact of rising interest rates in 2022
- Next bond maturity: 2025
- Simulation (on a Group share basis) 2023–2025 Everything being equal: indexation vs. rising interest rates

**Impact of** indexation on revenues

- Nominal rents basis: €565m<sup>(1)</sup>
- Indexation assumptions: +4% in 2023, +3.5% in 2024, +2,4% in 2025

**c.+€100**m

**Cumulated** impact of indexation 2023-2025

**Impact on** refinancing Refinancing of debt maturities assumptions<sup>(2)</sup>: **3.8**% in 2023, **3.6**% in 2024 & 2025

**c.-€55**m

Cumulated additional financial costs 2023-2025

Indexation more than offset rising interest rates

Strong visibility to deliver growth in NCCF and dividend over the next 3 years

# CADE

# WE ARE VERY CONFIDENT IN OUR FY 2022 GUIDANCE

# 2022 guidance maintained

Subject to Covid-19 and geopolitical situation

**2022 Group NCCF** per share

excluding impact of 2022 disposals

**2022 Healthcare Investment NCCF** 

2022 dividend

(subject to General Meeting approval)



LES QUARTIERS DE GALLY - Versailles, Yvelines



**Next key event: Investor Day on November 28, 2022** 





Desirable places to live

Q&A





# **Appendices**

#### ONE OF THE LEADING FRENCH LISTED REITS





Issy-les-Moulineaux, Hauts-de-Seine

#### **OFFICE INVESTMENT: Icade, the leading real estate player in Greater Paris**

- Portfolio as of 06/30/2022: €8.6bn (100% basis)
- Average net initial yield (Group share, incl. duties)<sup>(1)</sup>: 5.6%
- **Development pipeline (100% basis)**(2): **€1,301**m (for nearly **162,000** sq.m)
- Situated mainly in the Paris region, close to major Greater Paris stations
- 877,000-sq.m land bank



**POLYCLINIQUE COURLANCY** Reims-Bezannes, Marne

#### **HEALTHCARE INVESTMENT: Icade, a leading player in Europe**

- Portfolio as of 06/30/2022: €6.8bn on a 100% basis, €4.0bn Group share
  - 85% in France, 15% outside France
  - 83% acute and post acute care (incl. 4% outside France) and 17% long-term care (incl. 10% outside France)
- 209 healthcare facilities as of 06/30/2022
- Average net initial yield (incl. duties)<sup>(1)</sup>: 4.9%



PLATEFORME MARSEILLE Bouches-du-Rhône

#### PROPERTY DEVELOPMENT: a leading property developer in France, a key player in low-carbon construction

- Limited exposure (less than 10% of Group equity<sup>(3)</sup>)
- A full-service developer (offices, homes, etc.) with extensive national coverage (21 local offices)

#### As of 06/30/2022

#### **€15.5**bn **property portfolio**

€12.2bn property portfolio excl. duties, Group share



### Icade shareholding structure



**S&P** rating for Icade & Icade Santé BBB+, stable outlook

Annualised net rental income from leased space plus potential net rental income from vacant space at estimated rental value, divided by the appraised value of leasable space including duties
 Inludes the fair value of the asset at project start, cost of works (incl. expenses, fees and tenant improvements) and carrying costs
 Property Development equity attributable to the Group (before elimination of investments in subsidiaries / consolidated equity attributable to the Group)
 Including 0.76% of treasury shares, and 0.32% for Icade's FCPE employee-shareholding fund (as of 06/30/2022)





Paris Region Office Market

Take-up gained momentum reaching new heights



1m sq.m +25% vs. H1 2021 -2% vs. 10-year average

## **Large transactions are back**

77% in new offices (sq.m)

28

17 outside of Paris

transactions
>5,000 sqm

11,700
average size (sq.m)
(12,700 sq.m over 2017-2021)

# Growing headline rents for new office space and vacancy rate stabilising

**Regional Office Markets** 

Dynamic markets catching the attention of investors



Lyon

Aix/Marseille

+46% / +32%

Q1 2022 take-up vs Q1 2021 (+23% and +78% vs. 10-year average)

+6%

In H1 2022

YoY increase for Prime rent in La Part-Dieu & EuroMed

**€1.3**bn

Record H1 for investments in regional offices (+8% YoY)

**Capital Markets** 

An attractive market with more large transactions



**€12.5**bn

Direct investments in commercial real estate in H1 2022 +29% YoY / +13% vs. 10-year average

30

Transactions > €100m vs. 13 in H1 2021

**31**%

North American (12%) and UK (9%) investors very active

Strong presence of domestic investors (+11 pps YoY)



... that will benefit Icade

# ICADE

## OFFICE TAKE-UP PICKS UP FURTHER, REACHING NEW HEIGHTS

# Take-up rebounds despite macroeconomic concerns: office tenants catch up their postponed projects

## Take-up in line with expectations for 2022



## **Growth expectations are facing headwinds**

Annual GPD growth

2011 - 2019	2020	2021	<b>2022</b> <sup>(1)</sup>	2023(1)	<b>2024</b> <sup>(1)</sup>
+1.4%	<b>-7.9</b> %	+6.8%	+2.0%	+1.2%	+1.7%

## Employment rates will continue to increase in the service sector

Total employment rate in the Paris region (yearly growth and in thousands of jobs)

2011 - 2019	2020	2021	<b>2022</b> <sup>(2)</sup>	<b>2023</b> <sup>(2)</sup>	<b>2024</b> <sup>(2)</sup>
+1.51%	<b>-1.39</b> %	<b>+1.4%</b> +68	<b>+2.2%</b>	<b>+1.0%</b>	<b>+1.2%</b>

### Where is the office market most active so far?



#### New offices in central or affordable locations

Market segments sorted by relative situation vs their 10-year-average

		H1 2022 Take-up (thsd sq.m)	vs. 10-year average ▼		are of new Offices vs. 10-year average)
La	Défense	114	+ 30%	<b>65</b> %	Very strong (32% usually)
Pai	ris CBD	229	+ 25%	30%	A bit higher (17% usually)
No	rth. Inner Ring	64	+ 19%	<b>74</b> %	Very strong (46% usually)
Péi	ri-Défense	68	<b>- 27</b> %	26%	Weaker (33% usually)



Office aggregate (incl. ICT) in the Greater Paris Region

(forecasts based on June 2022)

• Icade will benefit from the high demand for new core offices

<sup>+</sup> 

<sup>•</sup> La Défense and North. Inner ring well oriented



# PARIS CBD, LA DÉFENSE AND INNER RING OUTPERFORMED THE MARKET

	Paris CBD	La Défense	Western Crescent	Inner Ring	Outer Ring
Physical vacancy rate Q2 2022 vs. a year earlier)	2.8% ▼	12.2% ▼	13.4% ▲	12.2% ▲	5.1% ▼
<b>Take-up</b> (H1 2022 vs. H1 2021 / vs. 10 year-average)	<b>229,000</b> sq.m (+36% / +25%)	<b>114,000</b> sq.m (+15% / +30%)	<b>179,000</b> sq.m (-5% / -26%)	<b>124,000</b> sq.m (+43% /-11%)	<b>110,000</b> sq.m (-13% / -19%)
<b>Transactions &gt; 5,000</b> sq.m (% H1 2022)	17%	25%	12%	15%	14%
Prime rent (€/sq.m/year headline excl. taxes & service charges - H1 2022 vs. a year earlier)	<b>€920</b> /sq.m ≈	<b>€580</b> /sq.m ▲	<b>€630</b> /sq.m <b>▲</b>	<b>€370</b> /sq.m <b>▼</b>	<b>€250</b> /sq.m <b>▼</b>
Average rent for new space (€/sq.m/year, headline rents excl. taxes & service charges - H1 2022 vs. a year earlier)	<b>€861</b> /sq.m <b>▲</b>	<b>€531</b> /sq.m ▲	<b>€397</b> /sq.m ≈	<b>€355</b> /sq.m <b>▼</b>	<b>€232</b> /sq.m <b>▼</b>
Lease incentives (average % for transactions in 2022)	19% ≈	32% ▲	27 % ≈	26% ▲	24% ▲
Price (incl. duties, all property ages) (€ incl. duties/sq.m in H1 2022 vs. a year earlier)	<b>€20,200</b> /sq.m <b>▲</b>	<b>€8,600</b> /sq.m <b>▼</b>	<b>€6,200</b> /sq.m <b>▼</b>	<b>€5,600</b> /sq.m <b>▼</b>	<b>€2,400</b> /sq.m <b>▲</b>
Supply under construction to be completed within 3 years (in sq.m, end of June. 2022 vs. a year earlier)	<b>83,700</b> sq.m ▼	<b>179,000</b> sq.m ▼	<b>336,400</b> sq.m ▼	<b>556,200</b> sq.m ▲	<b>34,600</b> sq.m ▼
Prime yield (Q2 2022 vs. a year earlier)	2.70% ≈	3.95% ≈	3.20% ≈	3.60% ≈	4.85% ≈
Office investments (H1 2022 vs. H1 2021)	€1,195m (+14%)	€132m (- 50%)	€554m (- 60%)	€627m (-31%)	<b>€400</b> m (NS)

- Take-up focusing on higher quality offices around transport hubs
- Two-thirds of take-up over 5,000 sq.m is outside Paris
- **Paris CBD** > **€900**/sq.m and shrinking supply is making La Défense, Western Crescent and Inner Ring attractive



50

Sources: ImmoStat / JLL / BNP Paribas Real Estate





Lyon
3% of annual rent

Large markets outside Paris trending up



- 2<sup>nd</sup> best start in 5 years 80% in inner Lyon
- Strong demand for new offices (decreasing supply in 2022)
- Prime rent back to its highest level in La Part-Dieu

# Take-up in Lyon area (Q1) Vacancy rate





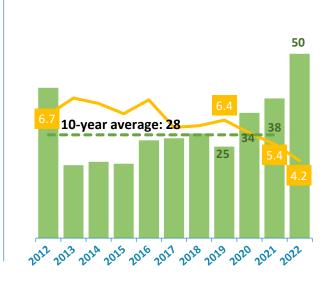
# Marseille 2% of annual rent

Dynamic office market facing limited new supply



- A record Q1 in Aix/Marseille in 2022
- New offices at a high level
- Limited completions in Euroméditerranée expected in 2022

Take-up in Aix-Marseille area (Q1) Vacancy rate







**Markets offering value-creation opportunities** 

2022 HALF YEAR RESULTS

MONDAY, JULY 25, 2022

Sources: BNP Paribas Real Estate / JLL / FNAIM

# **INVESTMENT VOLUMES OVER THE 10-YEAR AVERAGE**



Higher unit sizes leading to higher volume €12.5bn invested in H1 2022 (+29% over a year)

€12.5bn invested in H1 2022 (+29% over a year) with 30 transactions over €100m (vs. 13 in H1 2021)

Offices are the main investment in France
50% of investments in offices with €4.9bn in Paris Region (+2%)
and €1.3bn for markets outside Paris (+8%) in addition to a
strong appetite for industrial assets (+35%) and retail (+222%)

France is attractive to foreign investors
North America, UK and Germany are very active,
as well as domestic players

Prime yields stabilized

Investors' focus on core assets maintaining yields in the Greater Paris Region under pressure for best assets and leading to compressions in markets outside Paris  Direct real estate investments in France (Commercial real estate, €bn)



Investors are more and more selective with a focus on core offices and diversification opportunities (urban logistics, healthcare, markets outside Paris) keeping prime yields under pressure:

Icade's disposal plan will also benefit from these trends

52

### **KEY FIGURES**



		12/31/2021	06/30/2022
Portfolio value (	00%, excl. duties)	<b>€8.9</b> bn	<b>€8.6</b> bn
Portfolio value (Gro	up share, excl. duties)	<b>€8.4</b> bn	<b>€8.2</b> bn
Average net initi (Group share, incl. dut		5.5%	5.6%
Offices Business parks		<b>4.9</b> % <b>7.3</b> %	5.0% 7.2%
Average price per sq.m <sup>(2)</sup>	Paris region offices Offices ex Paris region Business parks	7,000 4,000 2,300	7,000 4,300 2,400
Total floor area	in millions of sq.m)	1.92	1.87
WALB		<b>4.5</b> years	<b>4.0</b> years
Financial occupancy rate Offices Business parks		88.1% 89.3% 84.6%	87.0% 87.9% 83.9%

**+** 

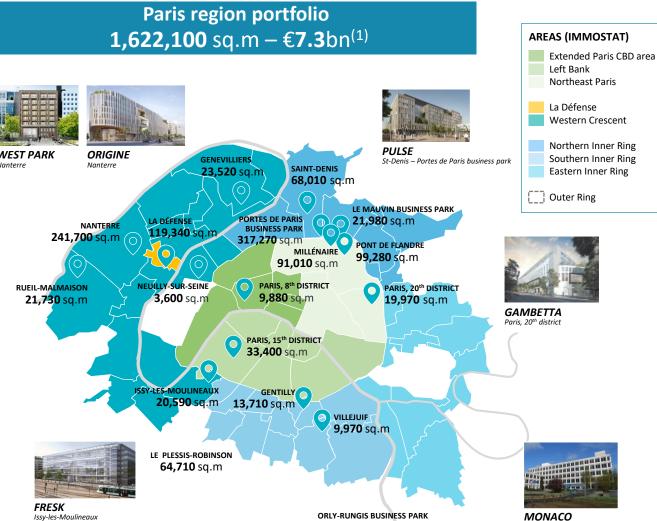
**Resilient indicators for the office portfolio** 

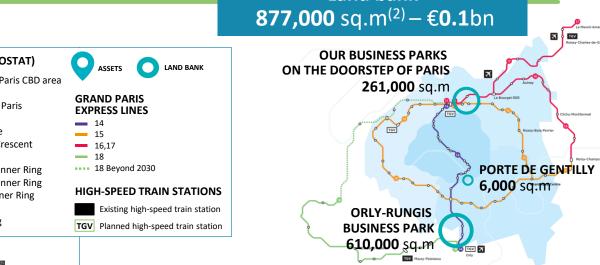
- +1.3% valuation increase on a like-for-like basis, reflecting the quality and diversity of the portfolio
- Slight yield decompression mainly driven by disposal of prime assets
- WALB and financial occupancy rate temporarily impacted by disposals



ORIGINE - Nanterre, Hauts-de-Seine

### MOST INVESTMENTS ARE CONCENTRATED IN GREATER PARIS: C.91%





# Portfolio outside the Paris region **245,400** sq.m – **€0.8**bn<sup>(1)</sup>

**Land bank** 





388,110 sq.m

Rungis business park

# **DEVELOPMENT PIPELINE AS OF JUNE 30, 2022**



Project name	Location	Type of works	In progress	Property type	Estimated date of completion	Floor area (sq.m)	Rental income (€m)	YoC <sup>(1)</sup>	Cost on a froup share basis (2) (€m)	Cost on a 100% basis <sup>(2)</sup> (€m)	Remaining to be invested on a 100% basis > Q2 2022 (€m)	Pre-let
B034	Paris, 19 <sup>th</sup> district	Refurbishment	✓	Hotel	Q4 2022	4,826			41	41	9	100%
JUMP	Portes de Paris	Construction	<b>√</b>	Office / Hotel	Q1-Q3 2023	18,782			94	94	39	19%
MFACTORY	Marseille	Construction	<b>√</b>	Office	Q3 2023	6,000			27	27	16	-
GRAND CENTRAL	Marseille	Construction / VEFA	<b>√</b>	Office	Q4 2023	8,479			35	35	18	-
PAT029	Paris, 19 <sup>th</sup> district	Refurbishment	Χ	Office	Q2 2024	11,532			97	97	41	-
NEXT	Lyon	Refurbishment	<b>√</b>	Office	Q2 2024	15,380			55	99	48	100%
EDENN	Nanterre	Refurbishment	Χ	Office	Q2 2025	30,587			225	225	144	59%
ATHLETES VILLAGE	Saint-Ouen	Construction / VEFA	✓	Office / Business premises	Q1 2026	12,404			31	61	38	-
TOTAL PROJECTS	STARTED					107,990	37.5	5.5%	605	680	353	40%
TOTAL UNCOMMI	ITTED PROJECTS					54,235	28.4	4.6%	585	621	234	-
TOTAL PIPELINE						162,225	66.0	5.1%	1,191	1,301	588	-
POTENTIAL OPPO	RTUNISTIC DEVELOP	PMENTS				106,627			537	537	450	-



- A development pipeline with an attractive YoC of 5.1%
- 1 project to be completed by the end of 2022, 100% pre-let

<sup>(1)</sup> Fair value-based YoC = headline rental income / cost of the project. This cost includes the fair value of the asset at project start, cost of works (incl. expenses, fees and tenant improvements) and carrying costs
(2) Includes the fair value of the asset at project start, cost of works (incl. expenses, fees and tenant improvements) and carrying costs
(3) 15% of which is in the process of being signed (expected in September 2022) with Imagin'Office, a subsidiary of Icade dedicated to offering coworking solutions

# ICADE

# PORTFOLIO VALUE BREAKDOWN BY MARKET AND SUB-MARKET

Fair value in €	m, Group share	% of the Office Investment portfolio (based on fair value)		
PARIS & INNER RING	<b>€3,764</b> m	46%	Paris City Inner Ring	16% 26%
PARIS REGION	<b>€3,569</b> m	44%	Nanterre Rungis La Défense	21% 10% 8%
MAJOR FRENCH CITIES OUTSIDE PARIS	<b>€828</b> m	10%	Marseille Lyon Bordeaux	4% 3% 2%

# NANTERRE-PRÉFECTURE: A STRATEGIC LOCATION IN A BOOMING AREA





# over 200,000 sq.m

19% of total portfolio value

+0.5% LFL change in value

- Prime rent in the area:
   €420/sq.m<sup>(1)</sup>
- Occupancy rate: 91.2%
  (>99% excluding Origine)

#### **PROPERTIES IN OPERATION**







ÉTOILE PARK

DÉFENSE 4/5/6

**GRANDS AXES** 

#### **2021 COMPLETIONS**







ORIGINE

WEST PARK 4

PRAIRIAL

#### **EXCELLENT ACCESSIBILITY**





By public transport: RER A

 A new transport hub: RER E station (2023) and line 15 of Grand Paris Express (2030)



















**EDENN** 

#### **PIPELINE PROJECT STARTED**

Redevelopment of Défense 2 into EDENN, with rental space doubled

- Completion: Q2 2025
- 60% pre-let to Schneider Electric

# **NANTERRE-PRÉFECTURE: ORIGINE**









# **66,400** Sq. m of office space & amenities

- Total investment: €450m (completed in Q1 2021)
- Occupancy rate: 79% (tenant: Technip Energies)
- Office rent: €420/sq.m / Annual rental income: €29m
- YoC based on fair value: 6.3% / Market based cap rate<sup>(1)</sup>: 4.0%

# **Excellent accessibility**





• A new transport hub: RER E station (2023) and line 15 of Grand Paris Express (2030)













#### **Certifications**









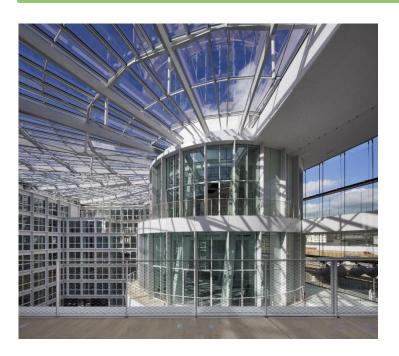






# FRESK: VALUE CREATION IN PARIS, 15th DISTRICT / ISSY-LES-MOULINEAUX







**FRESK** – Paris, 15<sup>th</sup> district / Issy-les-Moulineaux

2016 2019 2021
September 30

Le Parissy building The tenant Technicolor FRESK reache

is acquired by Icade from Union Investment The tenant Technicolor moves out. Refurbishment work starts FRESK reaches practical completion

- 20,600 sq.m of offices and amenities (creation of 2,400 sq.m vs. historical building)
- Occupancy rate: c.70% (tenant: PariSanté Campus)
- Rental value: €520/sq.m excl. taxes
- Potential annual rental income: €11.2m (+20% vs. pre-refurbishment)
- State-of-the-art environmental performance

- Straddling two cities, Paris, 15<sup>th</sup> district and Issy-les-Moulineaux
- Excellent visibility from the ring road with a media façade over 60 metres long
- 340 sq.m of green indoor terraces accessible from the offices

#### Close proximity to a transport hub

- · At the base of the building
  - To Porte d'Issy
- Less than a five-minute walk
  - M 8 Balard
  - M 12 Porte de Versailles
  - T 3a Desnouettes
  - BUS 39 80 169

#### **Best-in-class labels & certifications:**



BREEAM® Very Good





'iredScore ilver label

to obtain the 2-star R2S label at a later date

An environnementally responsible overhaul: 750 metres in length of dividing walls from the EQHO Tower have been reused and adapted to the private areas





- YoC: c.5%
- Equity IRR at completion: >10%





# LE PLESSIS-ROBINSON, HAUTS-DE-SEINE: ÉQUINOVE - POTENTIAL CONVERSION OF OFFICES INTO HOUSING



# **Acquisition of Équinove** for €183m (in Q2 2021)



2 office assets: **64,700** sq.m **3.4** years **WALB** 

100% Occupancy rate (Renault)

8% Yield

€14m annual rental income

# Potential redevelopment into housing in the medium term, in synergy with Icade Promotion<sup>(1)</sup>



**2,000** housing units to be completed by 2032

# **Excellent accessibility**

• By road: A86





• By public transport: T10 tram line to be opened in 2023

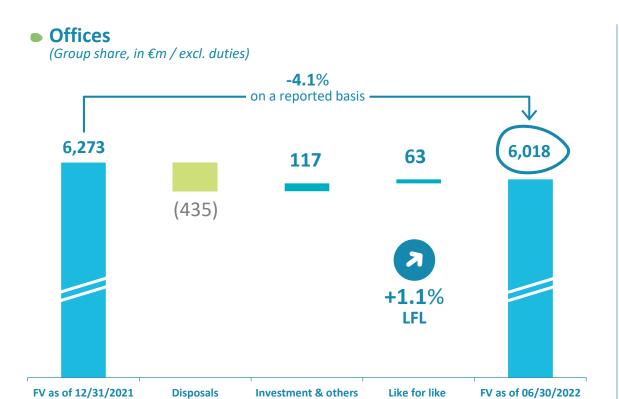
buses at the base of the building



A transaction that generates substantial and reliable rental income with a potential for value creation in the medium term



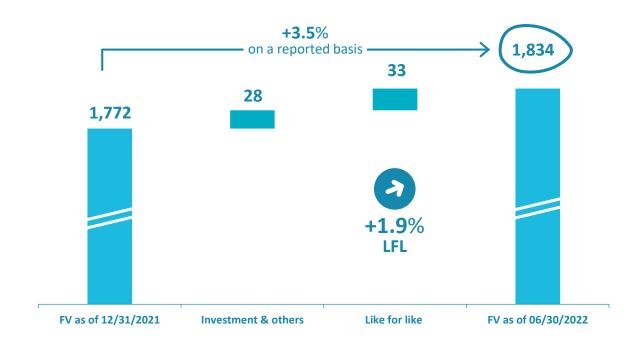
# **OFFICES AND BUSINESS PARKS VALUED AT €7.9**bn (**GROUP SHARE**), **€8.3**bn (**100**% **BASIS**)





• Increasing at +1.1% LFL



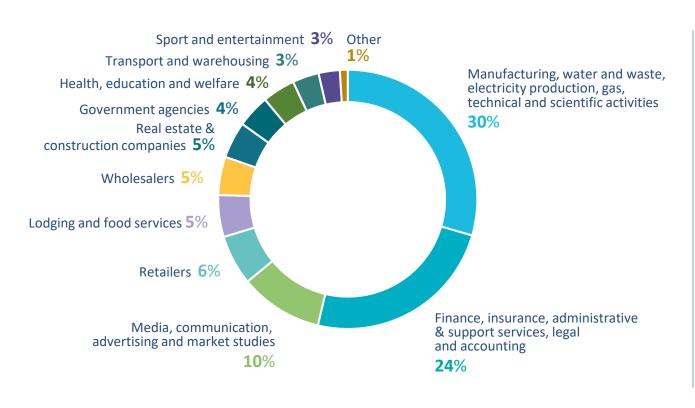


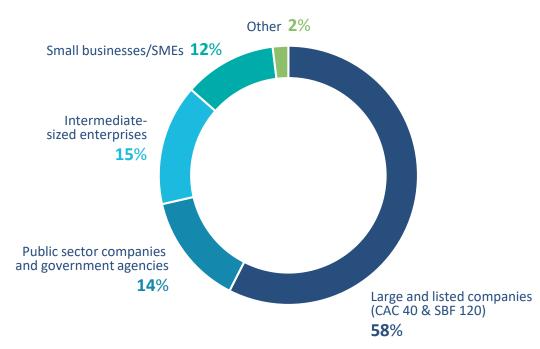






#### % of annualised IFRS rental income as of 06/30/2022







A portfolio relatively immune to cyclical swings

## **IMAGIN'OFFICE: A FLEXIBLE AND COMPLEMENTARY SOLUTION**





# A new generation of offices for companies on the move









- Fully equipped, turnkey workspaces
- Office management solutions
- Flexible contracts
- A number of additional services
- Activities and events
- Eco-friendly offices





Occupancy rate: c.100%

> 10,000 sq.m flexible work spaces



Target:
20 locations
by 2025



Icade helps companies with their evolving needs in terms of location, agility and flexibility

#### **HEALTHCARE: A SECURE MARKET BASED ON GROWING NEEDS**



## Growth potential for the Healthcare Real Estate (in France and Europe)

Predictable fundamentals

Twice as many seniors over 80 in Europe by 2050 (+29 million)

•

Growth market due to long-term demographic trends

Growing needs facing limited public resources

**500,000** beds to be created by 2030 despite higher public deficits



A more agile private sector to bridge the investment gap

Large-scale operators are diversifying

Substantial developments in **Assisted Living** and better coordination with **primary care** 



Capital-intensive strategies (takeovers, vertical integration, new beds)

Slight gap compared to H1 2021

**€1.7**bn in our target markets in H1 2022 (-17% vs. H1 2021)



However, new S&L and strategic divestment will boost the market in H2



- A robust and diversified demand from operators
- A growing and highly internationalised property market



# ICADE SANTÉ, THE LEADER IN HEALTHCARE PROPERTY IN FRANCE

		Properties in France	Properties in Europe (exc	l. France)	Main type of facility	Other types of facilities owned
	CADE (1)	<b>€5.8</b> bn	<b>€1</b> bn	Germany, Italy, Spain, Portugal	Acute care (75%)	Nursing home (17%) and PAC/mental health (8%)
	PRIMONIAL (2)	≈ <b>€3.5</b> bn	≈ <b>€5.8</b> bn	Germany, Italy, Ireland, Spain, Austria	Nursing home (68%)	Acute care, PAC, mental health (26%) and other (5%)
RS	BNP PARIBAS (3) REAL ESTATE	≈ <b>€1.0</b> bn	≈ <b>€0.3</b> bn	Germany	Acute care (41%)	Nursing home (39%), and PAC/mental health (20%)
INVESTORS	Cofinimmo 🥊 (4)	<b>€0.5</b> bn	<b>€3.5</b> bn	Belgium, Germany, Netherlands, Spain, Finland, Ireland, Italy, UK	Nursing home (83%)	PAC, mental health (11%), acute care (3%) and other (3%)
<u>Z</u>	Pierval (4) (7) Socies civile de placement immobiler	<b>€0.6</b> bn	<b>€1.4</b> bn	Germany, Ireland, Portugal, UK, Netherlands, Spain	Nursing home (61%)	Acute care, PAC, mental health (26%) and other (13%)
	Foncière (5)	<b>€0.3</b> bn	<b>€0.1</b> bn	Germany, Italy, Spain, Portugal	Nursing home (56%)	PAC ( <b>40</b> %) other ( <b>4</b> %) + Childcare Division
	aedifica housing with care	-	<b>€5.0</b> bn	Belgium, UK, Germany, Finland, Netherlands, Sweden, Ireland, Spain	Nursing home (65%)	Seniors' residences (21%), childcare centres (7%) and other (7%)
		Property owned (all countries) In €bn / as a % of total operated facilities	Location		Туре	Strategy
ATORS	KORIAN (6)	<b>€3.2</b> bn <b>25</b> %	France, German Spain, Netherlar		Nursing homes PAC/mental health	€5bn target portfolio with 50% debt financing and 25% third-party equity financing
OPERATORS	RPEA GROUPE	<b>€8.2</b> bn <b>46</b> %	Western Europe: <b>11</b> countries Eastern Europe: <b>6</b> countries Brazil, Chile, Colombia, Mexico, Uruguay, China		Nursing homes PAC/mental health	A new financial strategy: €2bn of real estate assets to sell before end 2025

(4) In Q1 2022

(6) In Q1 2022

(5) As of the end of 2018 plus acquisitions identified



#### LARGE-SCALE HEALTHCARE OPERATORS

#### Major acute care operators in our target markets

based on 2020 revenue (HBI updated based on the announced business combinations)

Rank	<b>Operator</b> (with latest known acquisitions)	2020 Revenue	Market share (%)	TOP 5 (%)
	FRANCE			
	10% of the 2020 estimated revenues in the	private for-profit sect	or	

1	Elsan (incl. C2S)	<b>€2.5</b> bn	24%	
2	Ramsay	<b>€2.2</b> bn	21%	<b>\</b> 0
3	Vivalto Santé (incl. HPL, Mathilde group)	<b>€1.0</b> bn	9%	9
4	Almaviva (incl. Maymard, Casamance)	<b>€653</b> m	<b>6</b> %	9
5	Sisio (incl. Courlancy group)	<b>€645</b> m	6%	

# ITAL

13% of the 2020 estimated revenues in the private for-profit sector

1	Gruppo Ospedaliero San Donato	<b>€1.6</b> bn	<b>17</b> %	
2	Humanitas	<b>€732</b> m	8%	<b>\</b> 0
3	GVM Care&Research "Gruppo Villa Maria"	<b>€505</b> m	<b>6</b> %	<b>%9</b> :
4	Gruppo Giomi	<b>€256</b> m	3%	m
5	Multimedica S.p.a	<b>€203</b> m	<b>2</b> %	

	PORTUGAL
(C)	

27% of the 2020 estimated revenues in the private for-profit sector

1	Luz Saude	<b>€589</b> m	29%	
2	CUF S.A.	<b>€518</b> m	25%	<b>\</b> 0
3	Lusiadas Saude (acquired by Vivalto Santé)	<b>€316</b> m	<b>15</b> %	<b>%</b>
4	Grupo Trofa Saude	<b>€138</b> m	<b>7</b> %	
5	HPA Saude	<b>€45</b> m	2%	



A consolidating market in Southern Europe

#### Major nursing home operators in our target markets

in number of beds (sources: Cushman & Wakefield, Pflegemarkt, Mensuel des Maisons de Retraite, Instituts Statistiques Nationaux)

FRANCE 21% of beds are in the private for-profit sector	134,000	
Korian	24,960	%
Orpea	19,922	47%
DomusVi	18,205	7
Colisée	7,634	
Domidep	6,741	
LNA Santé	4,631	
Emera	4,057	
SPAIN  FF0/ of heads are in the		
55% of beds are in the private for-profit sector	210,000	
55% of beds are in the	210,000 24,594	%
private for-profit sector		<b>%0</b> 7
private for-profit sector  DomusVi	24,594	<b>50</b> %
private for-profit sector  DomusVi  Orpea	24,594 8,500	<b>50</b> %
DomusVi Orpea Vitalia Home	24,594 8,500 8,481	<b>50</b> %
DomusVi Orpea Vitalia Home Ballesol Amavir (Maisons de	24,594 8,500 8,481 7,098	<b>50%</b>
DomusVi Orpea Vitalia Home Ballesol Amavir (Maisons de Famille)	24,594 8,500 8,481 7,098 6,223	<b>50</b> %
DomusVi Orpea Vitalia Home Ballesol Amavir (Maisons de Famille) Sanitas Mayores	24,594 8,500 8,481 7,098 6,223 6,196	<b>50</b> %

GERMANY		
43% of beds are in the private for-profit sector	393,000	
Korian	27,048	>
Alloheim	23,400	6
Victor's Group	14,580	
Orpea	12,997	
Kursana	9,536	
Azurit-Hansa-Gruppe	8,434	
Schönes Leben Gruppe	7,133	
DOMICIL SRH SE	6,818	
DOREA (Maisons de Famille)	6,624	
Emvia Living	6,439	
Vitanas GmbH	5,443	
<b>Deutsche Wohnen SE</b>	4,975	
Cura AG	4,809	
ITALY 26% of beds are in the	110 000	
	110,000	

	26% of beds are in the private for-profit sector	110,000	
	Korian	7,000	
	Kos group	4,500	
LaV	'illa-Maisons de Famille	2,000	

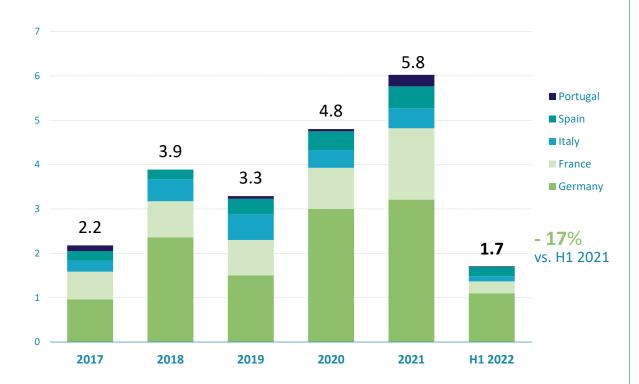
French operators Other nationalities



A highly consolidated French market

#### SCARCE SUPPLY CONSTRAINS THE MARKET IN H1 2022

# Healthcare investments in Icade's European markets (€bn) (source: Your Care Consult & Catella/CBRE/MSCI-RCA/ in-house market research for 2021& H1 2022)





• Numerous **S&L** and large portfolios are expected to be sold in H2 2022

• Investment profile by country (source: Yourcare Consult, JLL, RCA and in-house market research) LTC = Long-term Care; AC = Acute Care

	Type of asset	2018-2021 Average	H1 2022 Investments	Selection of major transactions in 2022 (buyer, type of asset, operator)
	LTC	<b>€2.5</b> bn	<b>€1.1</b> bn	International Investor: <b>9</b> Care Homes (5 tenants) Primonial REIM: <b>7</b> Care Homes (Advita) Threestones Capital: <b>3</b> Care Homes (Vitanas)
	50% AC 50% LTC	<b>€1.0</b> bn	<b>€270</b> m	French institutional investors: <b>4</b> hospitals (Elsan, Ramsay Santé) <sup>(1)</sup> Iroko Zen: <b>1</b> hospital (GVM) Swiss Life AM: <b>1</b> hospital (Serenis & other)
	2/3 LTC 1/3 AC	<b>€480</b> m	<b>€120</b> m	Icade Santé: 1 hospital (GVM) Threestones Capital: 1 Residential Care Complex RiverRock: 1 Residential Care Complex (SPA)
	LTC	<b>€370</b> m	<b>€205</b> m	Icade Santé: 6 Care Homes Primonial REIM: 2 Care Homes (CK) MGS Seguros: 2 Care Homes (Edalia)
•	90% AC 10% LTC	<b>€90</b> m	<b>€16</b> m	Lifento Care: 1 hospital (HPA)

(1) Sold by Icade Santé



- **Germany:** shortage of large porfolios favours local investors
- France: acute care deals maintain investment levels
- Spain & Italy: international investors drive the market

# LOWER PRIME YIELDS ACROSS EUROPE DESPITE RISING LONG-TERM BOND YIELDS

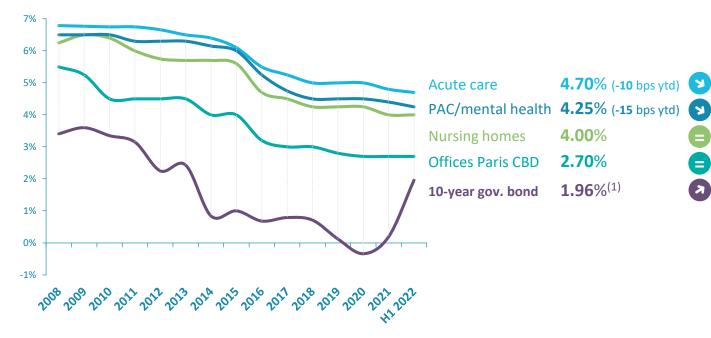


### Lower yields in France still driven by:

 Increased appeal of healthcare real estate to investors despite a highly regulated market (only 492 acute-care private facilities in France)

#### However, rising long-term bond yields will impact the market:

- Historically small gap between property yields and long-term bond yields
- The lack of liquidity will drive new sale & leasebacks by healthcare operators
- Prime yields in France (at period end) (sources: JLL and Oxford Economics)



### Prime yields still compressed across Europe

- Strong demand for healthcare real estate after record funding in 2021
- Temporary low supply in most of the European markets (Italy, France and Germany)
- Prime yields for long-term care in Europe (sources: JLL European Healthcare Interface)

Germany	3.9%	<b>-10</b> bps ytd
Spain	4.5%	<b>-10</b> bps ytd
Italy	4.8%	= ytd

# **HOWEVER THE SEGMENTS HAVE DIFFERENT BUT ATTRACTIVE RISK-RETURN PROFILES**

#### **ACUTE CARE**

#### **NURSING HOMES**

Asset specificities

- Average size of **€59**m<sup>(1)</sup>
- A large amount of technical equipment (operating theaters, imaging, etc.) and limited accommodation space
- Limited to no alternative "outside the walls"

**Long-term** leases

**High tenant** 

stickiness for

well-

established

assets

• 9 to 20 years<sup>(2)</sup> with no break option

**Regular CAPEX requirements for the tenant** leading to improved asset quality

- On-site investments from stakeholders (private practices, imaging, labs)
- Reflected in renewals achieved with Elsan in 2020 and 2021 and with Ramsay Santé in 2021

Icade Santé's positioning

 Focus on assets that provide core hospital services to the community

- Average size of €13m<sup>(1)</sup>
- Mostly accommodation space
- **Location** and accommodation quality as key drivers of demand and tenants' profitability

• 12 to 29 years<sup>(2)</sup>

- **Limited obsolescence** as real estate specifications are stable in the long term
- Limited incentive to move as profitability is driven by asset location and optimal asset size
- Reflected in an average lease term of 13 years<sup>(1)</sup>
- Participating in the market consolidation in Europe
- Developing new capacity through greenfield projects

Risk-return profile

- Infrastructure-like
- **5.0**% net initial yield<sup>(3)</sup>

- **Residential-like with strong tenant operators**
- **4.5**% net initial vield<sup>(3)</sup>

<sup>(1)</sup> Healthcare Property portfolio, as of June 30, 2022, on 100% basis
(2) Shorter leases in France due to tax constraints as registration duties apply for leases of more than 12 years
(3) Including duties, on a 100% basis, as of June 30, 2022



Durlangen nursing home,

Krefeld nursing home,

Germany

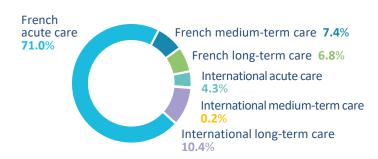
Germany

Private hospital, Italy

# **HEALTHCARE PORTFOLIO BY GEOGRAPHY AS OF JUNE 30, 2022**

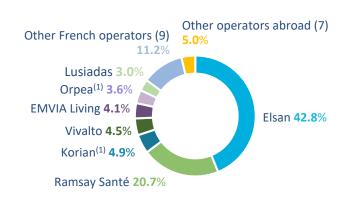
# Breakdown by property type as of June 30, 2022

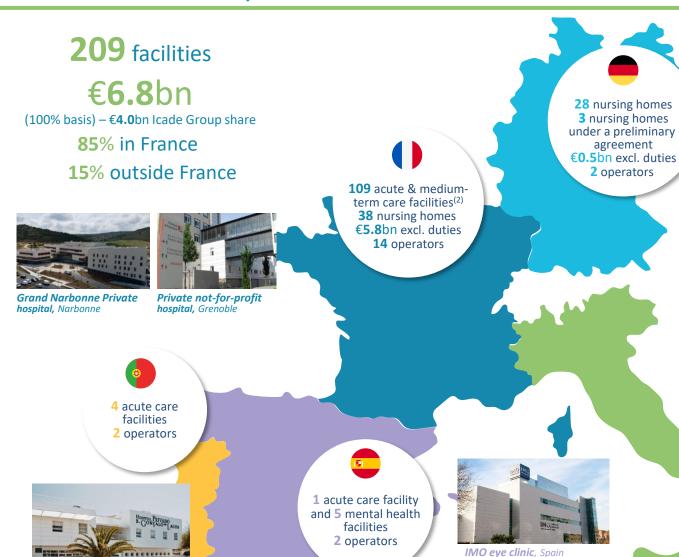
(as a % of portfolio value)



# Breakdown by operator as of June 30, 2022

(as a % of portfolio value)





**2022 HALF YEAR RESULTS**MONDAY, JULY 25, 2022

20 nursing homes2 mental health facilities

2 acute care facilities

**10** nursing homes

& 2 acute care facilities

under a preliminary

agreement

€0.3bn excl. duties

6 operators

Lagos private hospital,





12/31/2021	06/30/2022
<b>€6.7</b> bn	<b>€6.8</b> bn
<b>€3.9</b> bn	<b>€4.0</b> bn
5.0%	4.9%
5.1%	5.0%
4.5%	4.5%
100%	100%
<b>8.2</b> years	<b>7.9</b> years
206 122 84	209 118 91
	€6.7bn  €3.9bn  5.0%  5.1%  4.5%  100%  8.2 years  206 122

- 1 Slightly compressed yields across the Healthcare portfolio
- 2 WALB roughly stable vs. Dec. 2021 at c.8 years and up vs. H1 2021



PRIVATE HOSPITAL LUSIADAS - Lisbon, Portugal



Very strong financial and operational indicators

# CADE

# A PORTFOLIO ENCOMPASSING MAIN HEALTHCARE SUBSECTORS

(On a 100% basis)

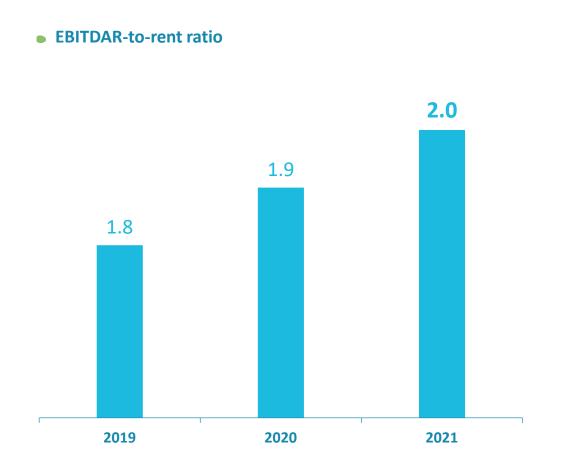


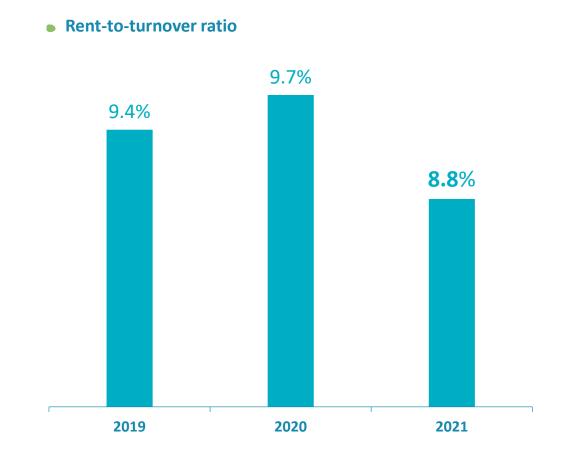


	Acute and	post-acute	care sectors	S	Long-term care sector						
	Acute care	Acute care	Acute care	Acute care	PAC/MHE	PAC/MHE	NH	NH	NH	NH	Total
			•								
# of assets	81	2	4	1	28	2	38	28	20	5	209
GAV - incl. duties GAV - excl. duties	€5,157m <i>€4,845m</i>	€66m <i>€65m</i>	€229m <i>€213m</i>	€15m €14m	€530m <i>€499m</i>	€13m €13m	€498m <i>€468m</i>	€499m <i>€464m</i>	€194m <i>€190m</i>	€56m €56m	<b>€7,257</b> m <b>€6,829</b> <i>m</i>
IFRS annualised rental income	€260m	€3m	€11m	€1m	€24m	€1m	€22m	€22m	€11m	€3m	<b>€356</b> m
Yield	5.0%		4.40/		4.5%			4.9%			
Incl. duties	5.0%	4.2%	4.6%	4,8%	4.4%	4.5%	4.4%	4.3%	5.0%	4.6%	4.9%
Financial occupancy	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
WALB	6.7 years	26.5 years	7.5 years	17.2 years	6.1 years	22.2 years	6.8 years	15.2 years	18.8 years	28 years	<b>7.9</b> years



#### PRODUCTIVE RELATIONSHIPS WITH TENANTS BASED ON HEALTHY RENT COVERAGE RATIOS



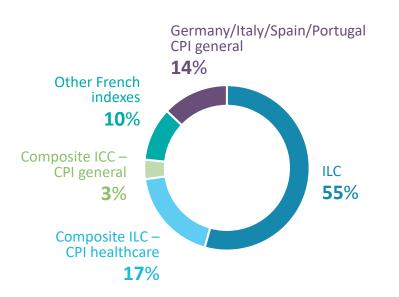






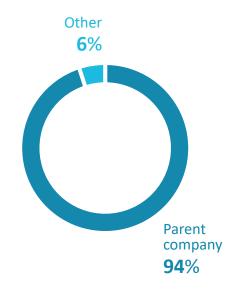
#### **Cash flows secured by indexation**

 Breakdown of GRI by indexation type (06/30/2022 annualised IFRS GRI)



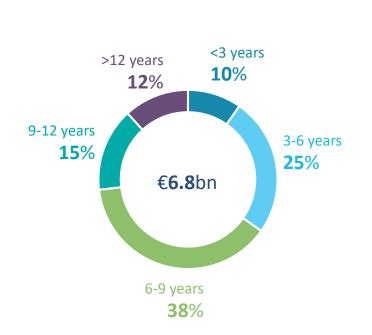
#### **Secured leases**

 Breakdown by type of guarantee in % of GRI (06/30/2022 annualised IFRS GRI)



#### Long WALB

Breakdown of GAV by WALB (06/30/2022)





#### A SIGNIFICANT & ATTRACTIVE HEALTHCARE INVESTMENT PIPELINE, 100% PRE-LET

	Туре	Operator	Country/region/town	Total investment <sup>(1)</sup> ( $\in m$ )	Remaining to be invested (€m)	Estimated completion
				430	368	
France				129	66	
Saint-Charles PAC facility	Extension	SISIO	La-Roche-sur-Yon	14	1	2022
Saint-Pierre private hospital	Extension	🔀 ELSAN	Perpignan	9	1	2022
Pic Saint-Loup PAC facility	Extension	Clinipole	Saint-Clément-de-Rivière	9	4	2022
Nursing home	Development	RPEA	Bellerive-sur-Allier	17	3	2022
Bretéché private hospital	Refurbishment	🔀 ELSAN	Nantes	8	3	2023
Saint-Omer private hospital	Extension	🔀 ELSAN	Saint-Omer	10	8	2023
Les Cèdres private hospital	Extension	🔀 ELSAN	Brive-la-Gaillarde	7	3	2023
PAC facility	Development	<b>⊗</b> KORIAN	Salon-de-Provence	24	17	2023
Saint-Augustin private hospital	Extension	🔀 ELSAN	Bordeaux	31	25	2024
Outside France				301	301	
Portfolio of 2 private hospitals	Acquisition (prelim. agreement)	GVM CAREGREEARCH	Italy (Tuscany, Puglia)	23	23	2022
Portfolio of 2 nursing homes	Development	RPEA	Germany (Krefeld, Wathlingen)	41	41	2022-2023
Portfolio of 2 nursing homes	Development	amavir residencias para mayores	Spain (Madrid, Ciudad Real)	22	22	2022-2023
ALBA portfolio (6 nursing homes)	Development	<b>GHERON</b>	Italy (Cesano, Senago, Arese, Vigonza, Planiga, Mestre)	109	109	2022-2024
Portfolio of 3 nursing homes	Development	<b>GHERON</b>	Italy (Veneto)	43	43	2022-2025
Nursing home	Development	amavir residencias para mayores	Spain (Tenerife)	10	10	2023
Long-term care facility	Development	<b>€</b> COLISEE	Spain (Somosierra)	4	4	2023
Nursing home	Development	KOS	Italy (Parma)	12	12	2024
Private hospital	Extension	GVM CAREGRESEARCH	Italy (Liguria)	23	23	2024
Nursing home	Development	Charleston	Germany (Durlangen)	14	14	2025

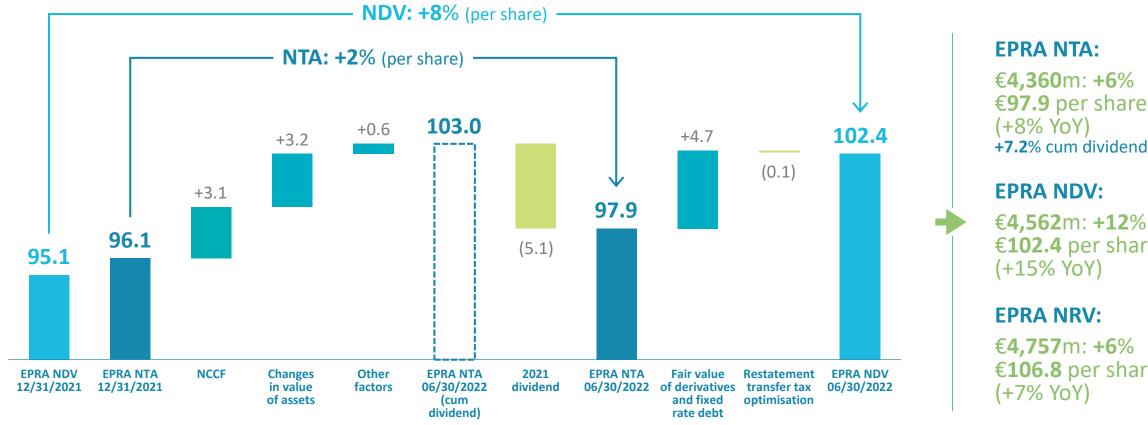


- Growing international exposure (70%), in line with our goals abroad
- Many projects expected to be completed in H2 2022
- Yield on cost<sup>(2)</sup> of 5.1% and potential rental income of c.€22m upon completion

<sup>(1)</sup> Cost of project as approved by Icade's governance bodies. This cost includes the fair value of land, cost of works, carrying costs and intra-group and external costs (2) YoC = headline rental income / cost of the project (as defined in (1))

#### EPRA NAV NDV: €102.4 PER SHARE, +8% vs. 12/31/2021 (COMBINED FINANCIAL STATEMENTS)





**€97.9** per share: **+2**%

**€4,562**m: **+12**% **€102.4** per share:

**€4,757**m: **+6**%

**€106.8** per share: **+2**%

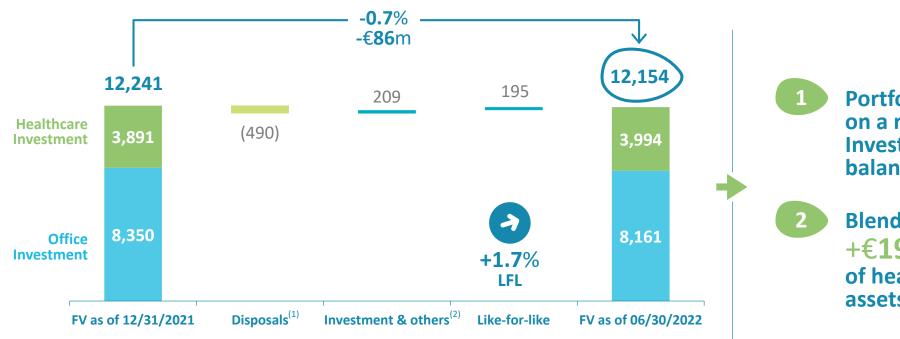


A strong NAV reflecting our solid business model, supported by the increase in NCCF and by portfolio value



#### PORTFOLIO VALUED AT €12.2bn (GROUP SHARE), €15.5bn (100% BASIS)

(Group share, excl. duties, in €m)



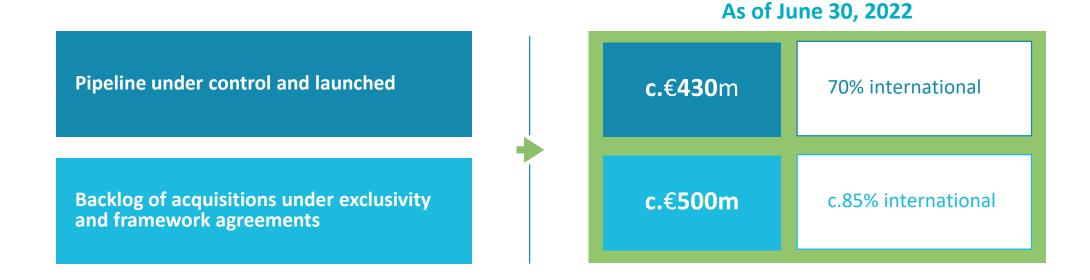
- Portfolio value almost stable on a reported basis (-0.7%, -€86m). **Investment & LFL increases almost** balance disposals
- Blended LFL increase: +1.7%, +€195m reflecting the attractivity of healthcare, industrials and regional assets



Portfolio value up by c.€200m on a like-for-like basis







A solid & dynamic backlog to support the €3bn investment goal by 2025

#### **IMPLIED YIELDS**<sup>(1)</sup> **OF OPERATING ASSETS**

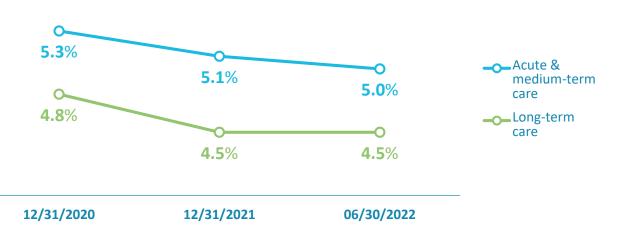


(Group share)

#### Yields incl. duties – Office Investment



#### • Yields incl. duties - Healthcare Investment



	12/31/2021	06/30/2022
Office Investment <sup>(2)</sup>		
Offices	4.9%	5.0%
Business parks	7.3%	7.2%
Total Office Investment	5.5%	5.6%
Healthcare Investment		
Acute care	5.1%	5.0%
Medium-term care	4.7%	4.5%
Long-term care	4.5%	4.5%
Total Healthcare Investment	5.0%	4.9%
TOTAL PROPERTY INVESTMENT	5.3%	5.3%

79

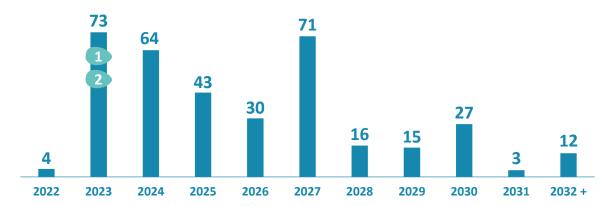
#### LEASE EXPIRY SCHEDULE<sup>(1)</sup> FOR THE PROPERTY INVESTMENT DIVISIONS (IFRS RENTAL INCOME)



#### **Office Investment**

#### **Robust leasing activity in H1 2022**

- Renewed leases: 7 leases renewed in 2022, i.e. 13,600 sq.m or €1.9m in annualised headline rental income, extended **by +2.5** years
- New leases: 47 new leases signed for 47,500 sq.m, with annualised headline rental income of €9.1m
  - Annualised IFRS rental income in €m



- Office Investment leases expiring in 2023 with a high probability of renewal: 60%
- 1 anticipated departure ahead of restructuration scheme (Equinove): 8%

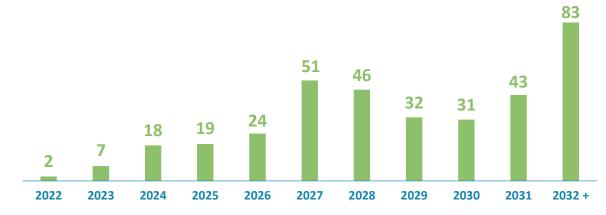


#### **Healthcare Investment**

#### Rents assured well into the future

- WALB of 7.9 years
  - 6.6 years in France
  - 15.8 years outside France

Annualised IFRS rental income in €m





76% of the Investment Divisions' leases expire after 2024

## ICADE

#### PROPERTY DEVELOPMENT: A POST-COVID-19 MARKET OFFERS MANY OPPORTUNITIES

## Strong underlying fundamentals

- → population and → households
- > savings ratios
- But supply is shrinking



# Price increases differ geographically

- Highs reached in the Paris region, prices still rising sharply elsewhere in France
- Lower borrowing capacity

Residential segment attracts growing investor interest

- Loan interest rates < inflation</li>
- Index-linked rent reviews
- vs. > bond yields



## A change in bulk sales

- Prices converging with those for individual units
- Bulk sales → build to rent
- Lamartine portfolio

New post-Covid-19 expectations

- **≥** commuting and **¬** remote working
- Need for more space and comfort
- Desire to live close to the sea/nature



Prices in peripheral and large city markets converge

- Prices bounce back in suburban areas
- Ever-increasing demand for seaside areas
- Resilient prices in urban areas



- Lack of new builds keeps upward pressure on prices
- Institutional investors show keen interest in housing (and its new markets)
- Greater alignment of peripheral markets with large city markets



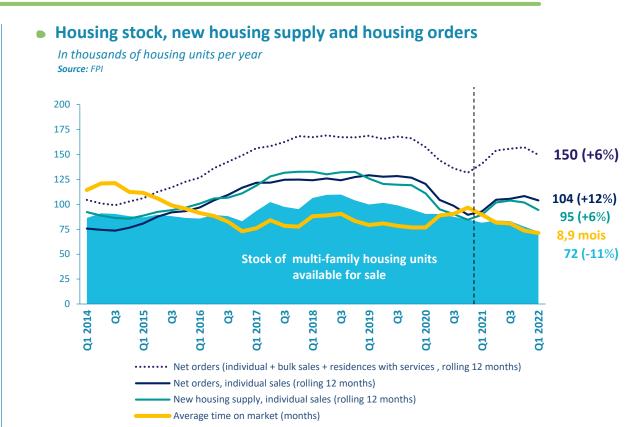
#### PROPERTY DEVELOPMENT: ACTIVITY AFFECTED BY SUPPLY CONSTRAINTS

Housing starts and building permits in France as a whole<sup>(1)</sup>

In thousands of housing units per year Source: CGDD/SOeS



→ Housing permits are slowly returning to their pre-Covid-19 levels while building starts accelerate with a time lag



→ Housing stock down -11% year-on-year while reservations are still at a high level



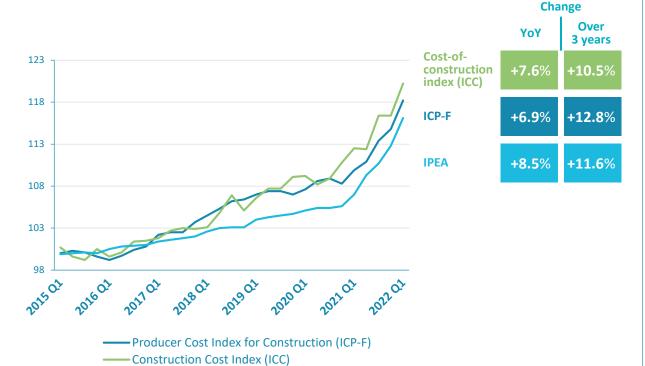
A slower renewal of the supply reduces stocks



#### HIGHER PRICES REFLECT LOWER SUPPLY AND HIGHER CONSTRUCTION COSTS

#### Construction cost and price indices in Q1 2022

Index rebased to 100 in 2015
Source: INSEE



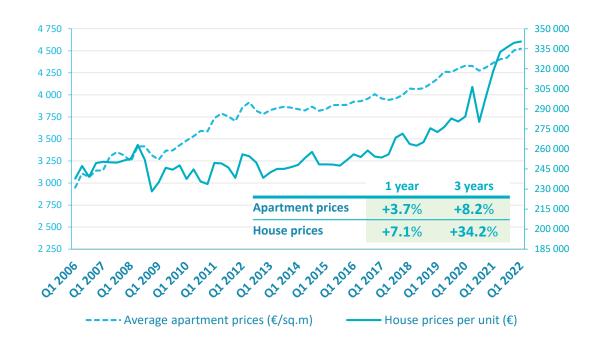


Higher construction costs exacerbated by the war on Ukraine and lockdowns in China

Housing Maintenance and Improvement Work Index (IPEA)

#### New home sale prices

Price incl. taxes in €/sq.m excl. notarial fees and other costs





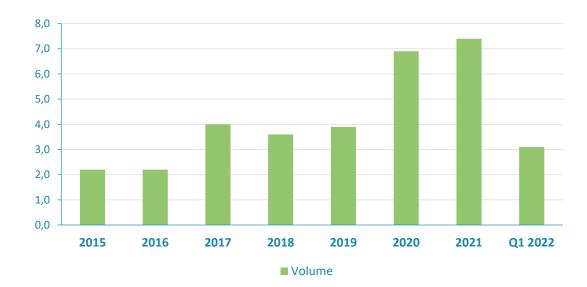
Prices continue to rise amid supply shortages

## CADE

#### PROPERTY DEVELOPMENT: SURGE IN RESIDENTIAL INVESTMENT

- Institutional investors increasingly interested in the residential segment
- Residential acquisitions by institutional investors

In €bn Source: CBRE

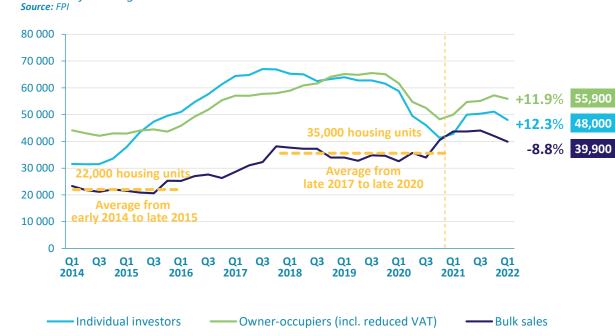


Residential investments (€3.1bn in H1 2022)
driven by a large portfolio
("Lamartine" bought by CNP Assurances)

Growing importance of bulk sales for property developers

Net orders by type of buyer

Number of housing units





- Bulk sales consolidate in early 2022
- Volumes have doubled in less than 10 years

#### A POSITIVE MEDIUM-TERM OUTLOOK



#### **Solid indicators**

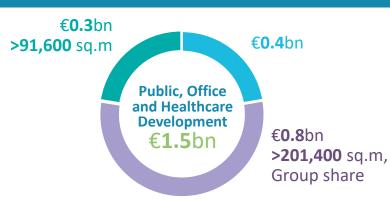
	12/31/2021	06/30/2022	Chg. 06/30/2022 vs. 12/31/2021
Backlog <sup>(1)</sup>	€1.7bn	€1 <b>.7</b> bn	+0.0%
Revenue expected from the residential land portfolio <sup>(2)</sup>	€2.7bn	€3 <b>.1</b> bn	+13.5%
Total revenue potential <sup>(3)</sup>	€7.6bn	<b>€8.3</b> bn	
Residential	€6.1bn	<b>€6.8</b> bn	
Office	€1.5bn	<b>€1.5</b> bn	

#### Potential revenue of **€8.3**bn in the medium term

**€6.8**bn for the **residential** segment: >22,900 homes (excl. backlog)









Projects won or other options

<sup>(1)</sup> Backlog and Delegated Project Management(2) Residential revenue, Group share, excl. taxes

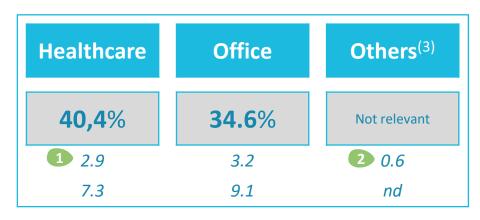
<sup>(3)</sup> Revenue excl. taxes on a Group share basis incl. backlog, contracts won, stock of units currently for sale and land portfolio (residential and office)

## ICADE

#### FINANCING & LTV: BREAKDOWN BY BUSINESS LINE

LTV<sup>(1)</sup> Economic allocation

Debt GAV <sup>(1)</sup>



## Management of debt allocation:

- Part of Icade's debt dedicated to finance Icade Santé equity (> €1.2bn since 2011, €0.7bn net of dividends received from Icade Santé)
- Property development debt and miscellaneous



- LTV Office: 34.6%
- LTV Healthcare Property Division: 40,4% debt up due to significant investment plan



**Current LTV ratios adapted to risk profile of each business line** 

Data on a 100% basis

- Including dutie
- (2) Healhtcare Property Investment Division: french and international combined figures available on the website
- (3) Including Property Development and holding company

## ICADE

#### **ICADE'S CSR POLICY – POSITIVE H1 2022 RESULTS**



#### **Office Property Investment**

**Greenhouse gas emissions** of offices and business parks:

**-30**% 2021 vs. 2015

% of office portfolio with HQE and/or BREEAM In-Use certification:

+8% LFL
June 2022 vs. Dec. 2021

ISO 14001-certified & EcoJardin labeled business parks:

**100%** as of June 30, 2022

10 community events in the business parks in H1 2022



#### **Healthcare Property Investment**

New-build projects<sup>(1)</sup> certified with a minimum rating of HQE Very Good, BREEAM Very Good, LEED Silver or DGNB Silver

**100**% as of June 2022

Assessment of the vulnerability to climate change

100%
of the portfolio
a new investments
in France



#### **Property Development**

**Greenhouse gas intensity** (kgCO<sub>2eq</sub>/sq. m) of new homes:

**-17%** 2021 vs. 2015

Timber-based projects completed or under development:

**475,000** sq.m

in 2021

Diversification of the product offer in favor of **low-carbon** (Urbain des Bois), contribution to the "**No Net Land Take**" goal (AfterWork) and **inclusive housing** (Icade Pierre Pour Tous)



#### **Human resources**

CSR and innovation objectives:

61%

**82**%

of employees

of managers

**Apprentices** in the workforce:

**8%** as of June 30, 2022

2

Women managers:

**34,5%** as of June 30, 2022





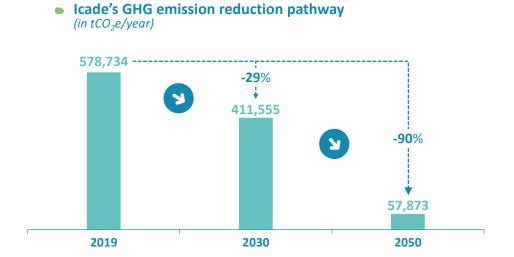
#### Achieving net-zero carbon emissions by 2050

Targets for reducing GHG emissions by 2030 for our three divisions and Corporate

2

Reducing GHG emissions by 90% in absolute terms between 2019 and 2050 and offsetting residual emissions





- A low-carbon investment plan for the next 4 years: €150m
- Icade's 1.5°C carbon reduction pathway to be approved against the Net Zero Standard: a commitment to the SBTi

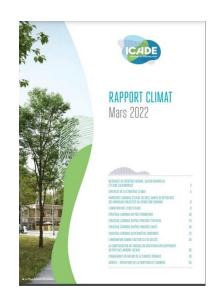






# "Say on Climate and Biodiversity" resolution approved by 99.3% of votes at the General Meeting

Climate and Biodiversity reports available on Icade's website







#### **LEADING POSITION CONFIRMED IN 2021 BY CSR RATING AGENCIES**

	CLIMATE CHANGE	NON-SPECIALISED		REAL ESTATE	ATE	
		Ranked 4 <sup>th</sup> out of 445 listed real estate companies worldwide Score: <b>7.7</b> /100 (inverted scale)	SUSTAINALYTICS	"Sector leader" status in the category of listed diversified companies in Europe with properties		
A- rating in the top 20% worldwide "Leadership" status	Score: AA (on a scale ranging from CCC to AAA)	MSCI 🌐	mainly operated by their tenants  Score: <b>83</b> /100	GRESB REAL ESTATE sector leader 2021		
	DRIVING SUSTAINABLE ECONOMIES	"Prime" status in the top 10% of real estate companies worldwide	ISS ESG ⊳	<b>"Gold" rating</b> for the quality of	<b>€</b> EPRA	
	Ranked <b>4<sup>th</sup></b> out of <b>94 companies</b> in Europe in the real estate sector Score: <b>64/100</b>	V.E	non-financial reporting since 2015	SBPR GOLD E		

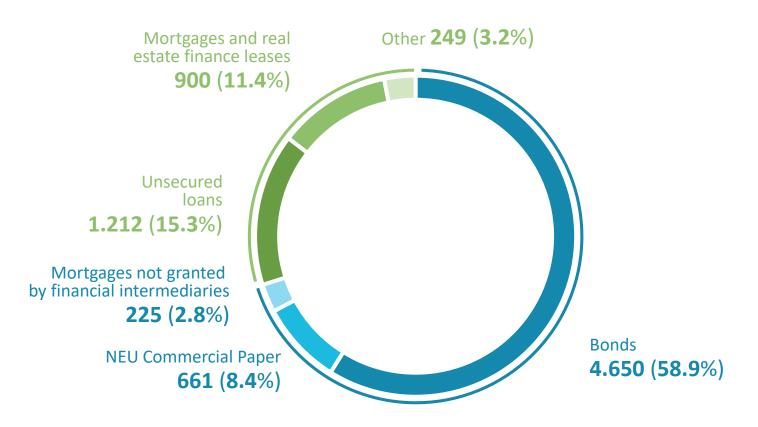


Icade improves its leading position in 2021 for ESG ratings





Diversified funding sources (in €m)



**70**% of debt is not granted by financial intermediaries

**30**% of debt is granted by financial intermediaries



Debt granted by financial intermediaries c.30%



#### FAIR VALUE METHOD: IMPACT ON H1 2021 FINANCIAL STATEMENTS

• Income statement (in €m)

	06/30/2021 RESTATED	Adjusted	06/30/2021 REPORTED
Net profit / (loss)	348.6	130.6	218.0
Including net profit / (loss) attributable to the Group	209.4	21.4	188.1





## **Group share As of 06/30/2022**

	Office Investment	Healthcare Investment	Property Development	Total Group share <sup>(2)</sup>	Change vs. 2021 (Group share)	%	Total on a 100% basis <sup>(2)</sup>
Revenue <sup>(1)</sup>	180.6	104.4	527.4	822.9	+48.9	+6.3%	871.6
EPRA earnings	112.2	80.6	N/A	192.8	+11.9	+6.6%	Non relevant
NCCF	116.7	80.6	12.9	204.7	+13.5	+7.1%	Non relevant



Alignment of revenues to the EPRA earnings presentation

## EPRA EARNINGS FROM PROPERTY INVESTMENT RECONCILIATION GROUP SHARE TO 100% BASIS



#### Property Investment (in €m)

06/30/2022 TOTAL On a 100% **Group share** Reconciliation basis in €m 285.0 78.6 **Gross rental income** 363.6 Net to gross rental 92.5% 1.6 pp 94.1% income ratio **EPRA cost ratio**<sup>(1)</sup> *15.5*% **EPRA** earnings<sup>(2)</sup> from Prop. 192.8 Investment, Group share **EPRA** earnings from Prop. 2.54 **Investment per share** 

#### Office Investment (in €m)

06/30/2022

	Group share	Reconciliation	On a 100% basis
Gross rental income	180.6	4.4	185.0
Net to gross rental income ratio	89.5%	0.9 pp	90.4%
EPRA earnings <sup>(2)</sup>	112.2		
Adjusted EPRA earnings from Prop. Investment per share	1.48		

#### Healthcare Investment (in €m)

	Group share	Reconciliation	On a 100% basis
Gross rental income	104.4	134.1 178	
Net to gross rental income ratio	97.8%	0.1 pp	97.9%
EPRA earnings <sup>(2)</sup>	80.6		
Adjusted EPRA earnings from Prop. Investment per share	1.06		

94



#### PROPERTY DEVELOPMENT RECONCILIATION GROUP SHARE TO 100% BASIS

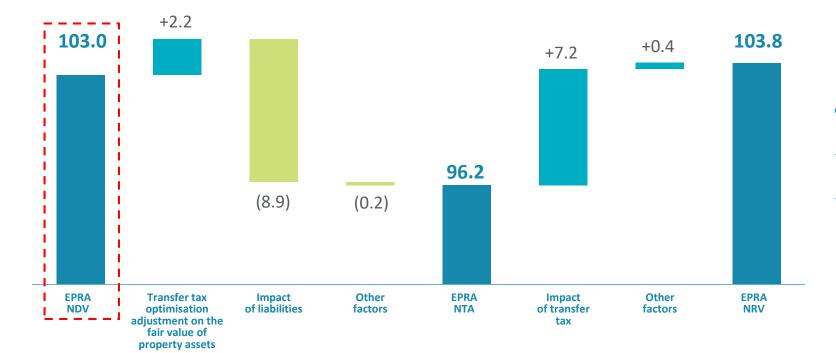
#### 06/30/2022

(in €m)	TOTAL Group share	Reconciliation	On a 100% basis <sup>(1)</sup>	Reconciliation	IFRS
Revenue	527.4	46.2	573.6	(72.1)	501.5
Operating margin	5.4%	0.1 pp	<b>5.5</b> %	0.0 pp	5.5%
Current economic operating profit / (loss)	28.4	2.9	31.3	0.0	31.3
Net current cash flow (Group share)	12.9				

### EPRA NRV, NTA & NDV



(€ per share)



	In €m	In € per share	Chg. vs. Dec. 2021
EPRA NDV	7,819	103.0	+13.8%
EPRA NTA	7,299	96.2	+1.8%
EPRA NRV	7,877	103.8	+1.8%

#### **2022 STRATEGIC PRIORITIES UNCHANGED**



#### Implementation of our 2022 strategic priorities well on track



**Office Property Investment** 

- Focus on letting and renewal activity
- Execution of disposal plan and opportunistic acquisitions
- Launch of selective new development projects



Healthcare Property Investment

- Continued expansion and tenant and geographic diversification
- Liquidity event when market conditions allow



**Property Development** 

- Increase revenue and achieve higher margins
- Accelerate low carbon construction



PARK VIEW, Villeurbanne (Rhône)