



THÉMIS
(Clichy-Batignolles development zone – Paris, 17th district)

2018 FULL YEAR RESULTS

February 18, 2019

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AGENDA

INTRODUCTION

1. KEY INDICATORS AND 2018 HIGHLIGHTS

2. OPERATIONAL PERFORMANCE OF OUR BUSINESS LINES

3. 2018 FINANCIAL RESULTS

4. OUTLOOK

APPENDICES



INTRODUCTION



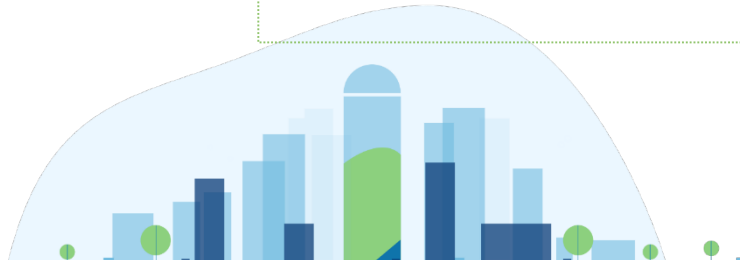
CONTINUED POSITIVE MOMENTUM FOR ICADE

Icade has completed its 2015–2019 Plan **nearly one year ahead of schedule**

A new 2019–2022 Plan, announced in July,
supporting our integrated, value-creating business model

Solid 2018 results **for the third year in a row**

Strong NAV performance for our shareholders
despite a volatile stock market



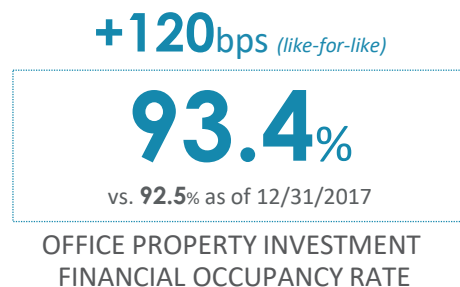
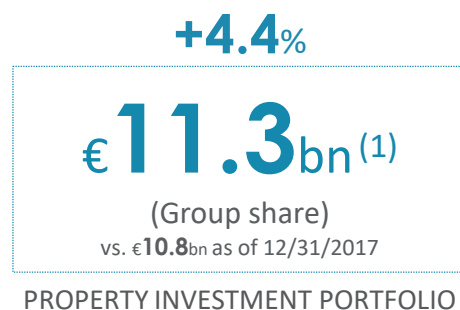
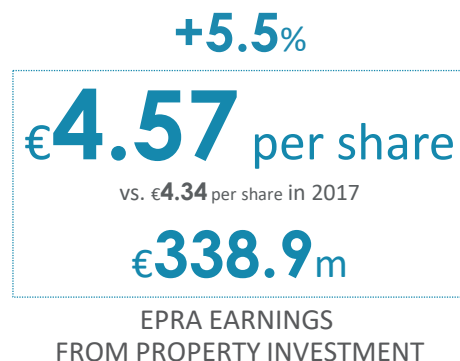


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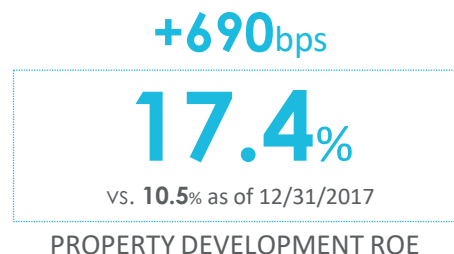
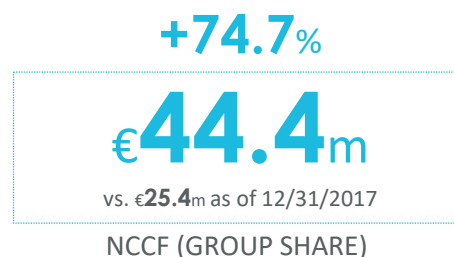
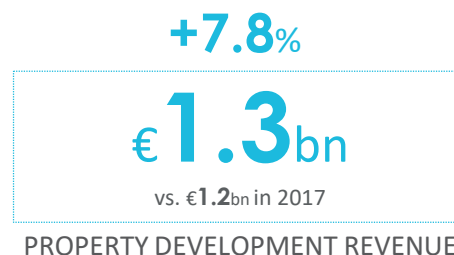
2018 KEY INDICATORS & HIGHLIGHTS

2018 KEY INDICATORS ON THE RISE

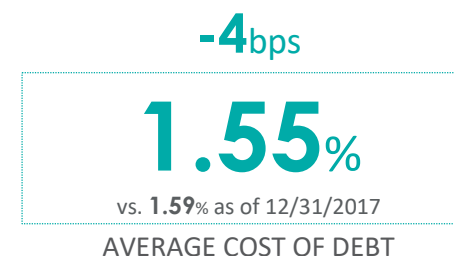
PROPERTY INVESTMENT



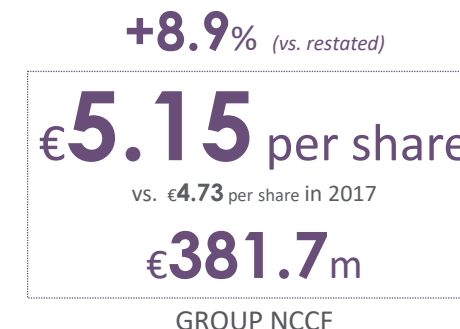
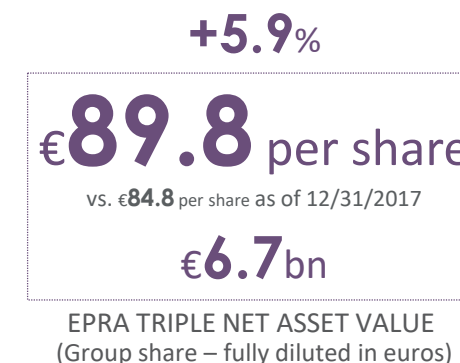
PROPERTY DEVELOPMENT



LIABILITIES



GROUP INDICATORS



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**REFLECTING WELL-ORIENTED RESULTS
FOR THE THIRD YEAR IN A ROW**

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Note: (1) Icade share, excluding duties. Portfolio value on a 100% basis: €13.4bn as of 12/31/2018 vs. €12.8bn as of 12/31/17

2018 PRIORITIES: RESULTS IN LINE WITH THE OBJECTIVES

1

Continue development projects

- ANF merger effective since June 30
- Developments for €219m, investments in off-plan sale projects for €193m

2

Diversify Icade Santé into the nursing home segment and prepare for international expansion

- France: acquisition in July of a portfolio of 14 nursing homes for €189m
- First transaction in Italy for €112m

3

Rigorous monitoring of liabilities

- Bond issue in February: €600m - 10 years - 1.625%
- Average cost of debt at 1.55% (-4 bps year-on-year)
- Average debt maturity maintained above 6 years

4

Ensure that the goals from the plan announced in November 2015 are achieved

- Development ROE: 17.4%, operating margin: 7%
 - Office portfolio: financial occupancy >95% in offices and >89% in business parks
- ➔ Attractive financial performance: NNNAV TSR >10% each year for the past 3 years

5

Prepare the new 2019-2022 strategic plan

- Approved unanimously by the Board
 - Ambition: continued profitable growth
- ➔ Focus on the development pipeline
- ➔ International development of Icade Santé
- ➔ Key player in the property development market



2.

FRESK
(Issy-les-Moulineaux, Hauts-de-Seine)

OPERATIONAL PERFORMANCE OF OUR BUSINESS LINES

2.1. Office Investment



STRONG OFFICE MARKET

Robust take-up in the Paris region

2.5 million sq.m in 2018
(-5% YoY, +10% vs. 10-year average)
incl. c.**700,000** sq.m net absorption

Source: ImmoStat / IEIF

Paris region vacancy rate at its lowest

5.4% at the end of
2018 (-2 pps in 3 years)
Pressure in Paris (2%)

Source: JLL

High absorption of new supply in the Paris region

44% of pre-lets to start within 3 years
Only **15%** of vacant space is new

Source: JLL

Growing markets in major cities outside Paris

1.2 million sq.m taken up in 2018
(+9% vs. 2017 and +25% vs. 5-year average)
Record for Lyon and Lille in 2018
(**331,000** sq.m / **280,000** sq.m)

Source: BNPP RE: Top 6 = Aix/Marseille, Bordeaux, Lille, Lyon, Nantes and Toulouse

Record investment volumes

€**32.8**bn in 2018
(+20% YoY and +2% vs. 2015/2016)
70% in the office segment
with foreign investors coming back

Source: BNPP RE

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**RESILIENT MARKETS FOR 2019 WITH STRONG
OCCUPIER DEMAND AND INVESTOR APPETITE**
.....

OFFICE INVESTMENT: 2018 HIGHLIGHTS



Origine, Nanterre



Quai 8.2 (Orianz, Factor E, B&B Armagnac), Bordeaux

Leasing activity

- Rental income: **+1.7% LFL**
- Financial occupancy rate: **93.4%, +1.2 pp YoY LFL**
- **207** leases signed or renewed for nearly **265,000 sq.m** (+€63.6m in headline rental income)
- New leases starting during the period added up to **144,300 sq.m** (+€33.6m in headline rental income)

Asset rotation in the office portfolio

- **€588m** of disposals, c. **9%** ⁽¹⁾ above Q4 2017 appraised values
- Disposals of mature (**Open - €98.8m**) and non-core assets: **Axe Seine** (Nanterre), **Paris Nord 2 business park**, **Colombes business park** for **€434m**

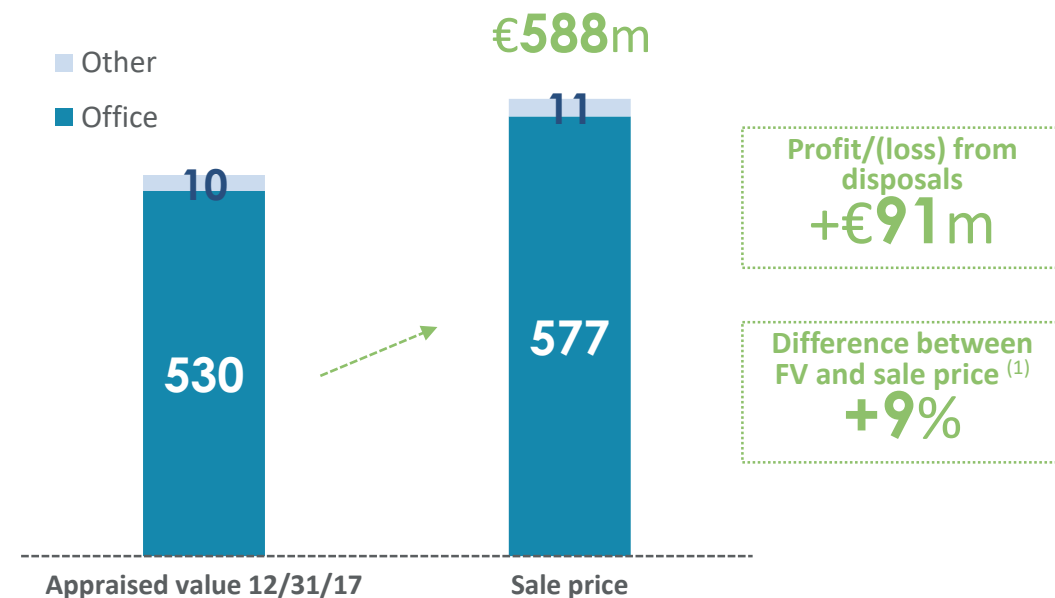
Development projects

- **3** completions: **Millénaire 1**, **Orianz** and **B&B Armagnac**: **52,700 sq.m**, WAULT of **8.3 years**, value creation as of 12/31/18: **€30m**
- Launch of the **Origine** project, **79%** pre-let (**65,000 sq.m**, **€500m** investment ⁽²⁾)
- **MOU signed with Plaine Commune for the urban development of the Portes de Paris business park: 350,000 sq.m of upcoming new construction**

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PROACTIVE PORTFOLIO MANAGEMENT
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ASSET ROTATION: STRONG TRANSACTIONAL ACTIVITY

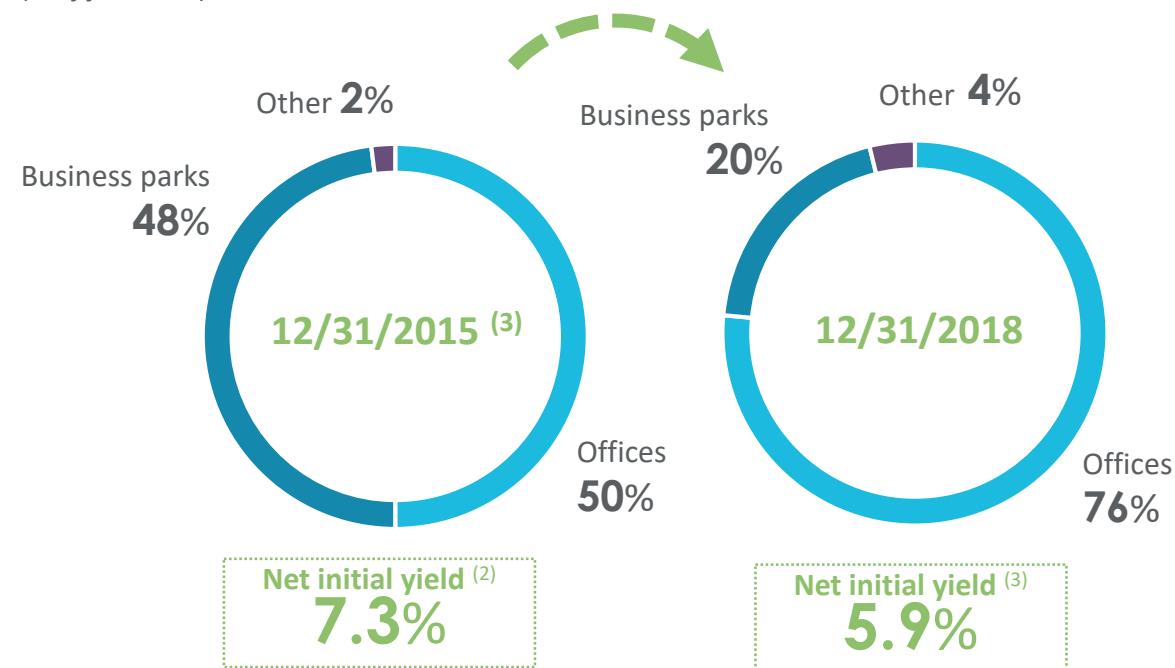
Office portfolio: 2018 disposals



- POSITIVE IMPACT OF SALES: P&L AND NAV
- DISPOSALS RENTAL INCOME: €37m
- PIPELINE INVESTMENTS: €412m

Office portfolio mix

(% of fair value)



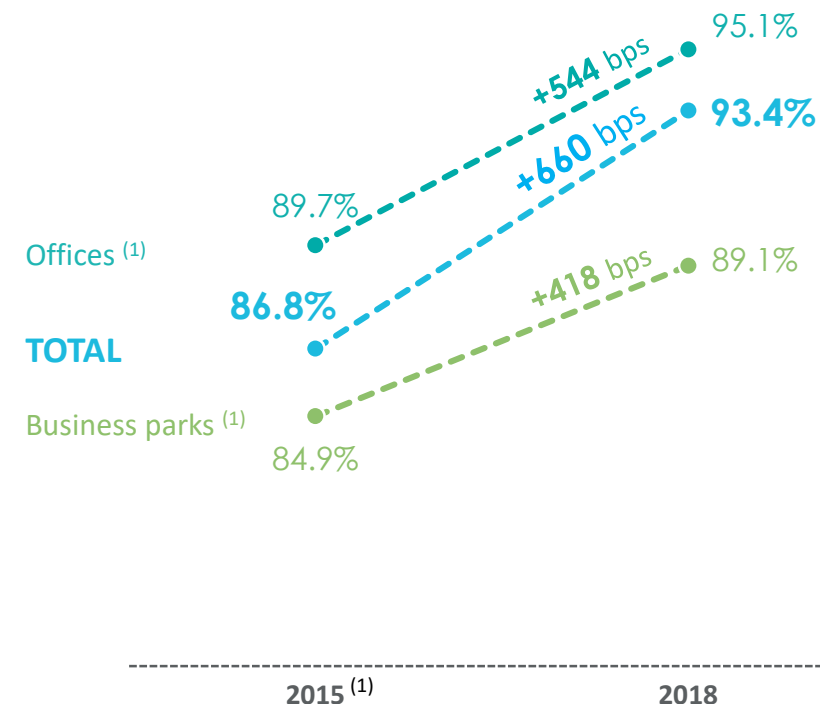
- CHANGES IN THE PORTFOLIO MIX AND YIELD REFLECTING DYNAMIC, VALUE-CREATING MANAGEMENT OF THE PORTFOLIO
- OFFICES: 76% OF THE OFFICE PORTFOLIO

OFFICE INVESTMENT: KEY FIGURES

	12/31/2017	12/31/2018
PORTFOLIO VALUE (100% basis, excluding duties)	€8.8bn	€8.9bn
<i>PORTFOLIO VALUE (Group share, excluding duties)</i>	<i>€8.5bn</i>	<i>€8.7bn</i>
WEIGHTED AVERAGE UNEXPIRED LEASE TERM	4.8 years	4.7 years
AVERAGE NET INITIAL YIELD (Group share, excluding duties)	6.1%	5.9%
TOTAL FLOOR AREA (millions of sq.m)	2.12	1.76
AVERAGE PRICE PER SQ.M ^{(1) (2)}	4,000	4,500
<i>PARIS REGION OFFICES</i>	<i>7,300</i>	<i>7,500</i>
<i>OFFICES OUTSIDE THE PARIS REGION</i>	<i>2,850</i>	<i>3,150</i>
<i>BUSINESS PARKS</i>	<i>1,950</i>	<i>2,100</i>

- **STRONG INCREASE OF THE OCCUPANCY RATE SINCE 3 YEARS**
- **ATTRACTIVE YIELD AND PRICE PER SQ.M**

Financial occupancy rate



OUTLOOK: ACCELERATING DEVELOPMENT PIPELINE

Office Investment As of 12/31/2018 ⁽¹⁾	Projects started (incl. off-plan)	Projects not committed	Total pipeline
Number of projects	18	4	22
Investment amount ⁽²⁾	€1,780m	€735m	€2,514m
Floor area	315,000 sq.m	110,000 sq.m	425,000 sq.m
Expected rental income (annualised)	€107m	€44m	€152m
Yield on cost based on fair value ⁽³⁾	6.0%	6.0%	6.0%

-
- **TOTAL PIPELINE OF €2.5bn REPRESENTING 425,000 sq.m**
 - **POTENTIAL RENTAL INCOME OF €152m**
-

New projects launched in 2019:

Pipeline up **€0.2bn** ⁽⁵⁾ vs. 2017

- Incl. **3** completions in 2018 (>**50,000** sq.m)
- Fresk project in Issy-les-Moulineaux (**20,000** sq.m) to be launched in 2019

Completion of **10** projects in 2019 (>**110,000** sq.m)

- Secured annualised rental income to date: **c. €19m** ⁽⁴⁾
- Over **50%** pre-let
- First-class tenants (Publicis, Franfinance, Urssaf)



Notes: on a 100% basis

(1) Includes identified projects on secured plots of land, which have started or will start within 24 months – Includes off-plan acquisitions – On a 100% basis

(2) Total investment includes the fair value of land (or building), cost of works, lease incentives and finance costs

(3) YoC = headline rental income / cost of the project as approved by Icade's governance bodies. This cost includes the fair value of the asset, cost of works, carrying costs and any lease incentives

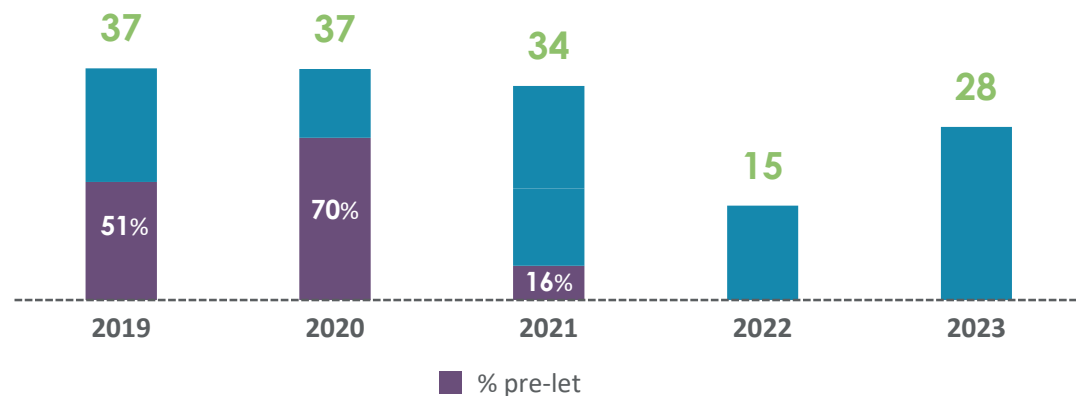
(4) Including an off-plan lease signed after the reporting period ended 12/31/2018, for €1.2m in annualised headline rental income

(5) Including off-plan sale projects

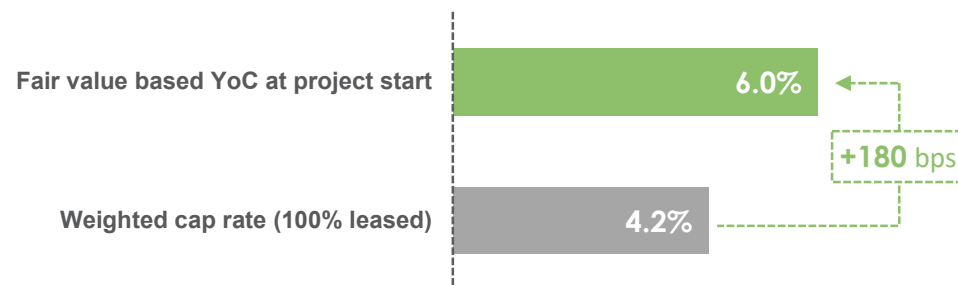
OFFICE INVESTMENT FUTURE RENTAL INCOME AND VALUE CREATION

Expected additional rental income

(headline, annualised, in €m)

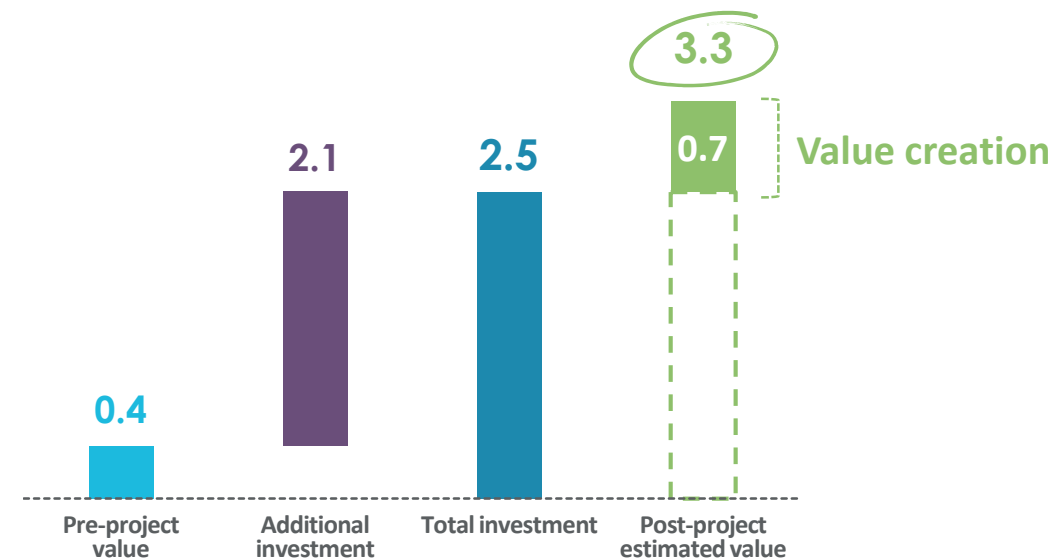


Development risk premium



Value creation from the pipeline

(€bn)



- €74m IN ADDITIONAL ANNUALISED RENTAL INCOME IN 2019-20, INCL. 61% PRE-LET
- DEVELOPMENT RISK PREMIUM: 180 bps
- VALUE CREATION ESTIMATED AT €0.7bn INCL. €0.4bn TO BE CAPTURED IN THE NAV



INSTITUT DE LA MAIN
NANTES - ATLANTIQUE

2.

OPERATIONAL PERFORMANCE OF OUR BUSINESS LINES

2.2.

Healthcare Investment

HEALTHCARE: FAVOURABLE MARKET CONDITIONS

Attractive fundamentals in France and Europe

A buoyant and less volatile market

- Demographic trends
- Regulated sector

Strong operators
consolidation in France
and soon in Europe

France: an active property market fuelled by the nursing home segment

€730m in France in 2018

(≈€400m in 2017 – 60% from 2 nursing home portfolios)
≈€600m expected for 2019

A promising medical-social market in Europe

A deep German market

2 portfolios >€500m in 2018 – prime yield compression

Development of new facilities in southern Europe (Italy, Spain)

Lower bed-to-population ratio than European average

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**GEOGRAPHIC AND SECTOR DIVERSIFICATION,
FUTURE GROWTH DRIVERS ON BUOYANT MARKETS**
.....

HEALTHCARE INVESTMENT: SIGNIFICANT 2018 COMPLETIONS AND DIVERSIFICATION (NURSING HOMES AND INTERNATIONAL)



Residalya – Valmy (Dijon, Côte-d’Or)

Continued diversification in France, strengthened market leadership

- Acquisition of **14** nursing homes for **€189m**
- PAC facility acquired in Montévrain for **€18m**
- Two off-plan lease projects signed with Korian

Renewal ⁽¹⁾ of **11** leases helping maintain WAULT at **7.4** years

New growth drivers with **3** new HQE-certified facilities completed for **€232m** representing **€13m** in additional rental income

- Reims-Bezannes polyclinic for Courlancy
- 1st phase of the Atlantique medical hub (Bromélia) in Saint-Herblain for Elsan
- Croix du Sud private hospital in Quint-Fonsegrives (Toulouse) for Capio

International: agreement for the acquisition of **7** nursing homes (**1,020** beds) in Italy for **€112m** with **18-year** leases with no break option



Nursing homes - Gheron Group - Veneto (Italy)

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DIVERSIFICATION INITIATED AND NEW PROSPECTS
.....

HEALTHCARE INVESTMENT: KEY FIGURES

	12/31/2017	12/31/2018
PORTFOLIO VALUE (100% basis, excl. duties)	€4.0bn	€4.5bn
<i>PORTFOLIO VALUE (GROUP SHARE, EXCL. DUTIES)</i>	€2.3bn	€2.5bn
NET INITIAL YIELD (excl. duties)	6.0%	5.8%
NET RENTAL INCOME (100%)	€211m	€236m
FINANCIAL OCCUPANCY RATE	100%	100%
WAULT	7.6 years	7.4 years
NUMBER OF FACILITIES including nursing homes	100 -	115 14

.....
DYNAMIC RENTAL INCOME GROWTH AT €236m,
FINANCIAL OCCUPANCY AT 100%,
SUSTAINED INCREASE IN VALUES



Croix du Sud private hospital (Quint-Fonsegrives, Haute-Garonne)



Atlantique medical hub (Saint-Herblain, Loire-Atlantique)



Courlancy polyclinic (Reims, Marne)

OUTLOOK: AN AMBITIOUS GROWTH PLAN FOR 2019–2022

A pipeline of nearly €**255m** representing €**14m** in additional rental income

France: leading position strengthened with a plan **for over €1bn** in investments and **diversification** into nursing homes

An objective of €**1.5bn** in **international investments**:
25% to 30% of the portfolio in Germany, Italy and Spain by the end of the plan

Objective: to become the **leading healthcare REIT in Europe**

Liquidity of Icade Santé by **2020/2022**

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Building for every future

2.

OPERATIONAL PERFORMANCE OF OUR BUSINESS LINES

2.3.

Property Development

EXPECTED DOWNTURN IN THE RESIDENTIAL SEGMENT

Home construction pulled back during the year

-7% in building permits in 2018
Housing starts expected to slow

Source: SOeS / INSEE (quarterly survey on property development)

Positive factors for the short and medium term

- **Favourable financing conditions** for 2019
- **PINEL incentive scheme extended** (refocusing with no impact on Icade)
- **Stock under control** (time on market at 10.5 months in Q3 2018)
- **ELAN housing bill** adopted (land, regulations, third-party objections)
- Demand from **social landlords** expected to **increase**

Source: FPI

Prices to climb again in 2019 but housing volumes should decrease

Office projects in decline

€4bn in off-plan sales in France – **35%** speculative
after a record 2017 with **€4.6bn**

Large occupiers shift to properties still under development
Pre-lets represent **59%** of transactions >5,000 sq.m in the Paris region

Source: JLL / CBRE

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**DEMAND FOR MULTI-FAMILY HOUSING
TO BE RESILIENT IN CITY CENTRES**
.....

PROPERTY DEVELOPMENT 2018 HIGHLIGHTS



Sky 56 (Lyon, Rhône)



University of Chicago's Centre in Paris (13th district)

2018 revenue: positive momentum, new construction at its highest

- Economic revenue up **7.8%** at **€1.3bn**
- Sales: **6,346** units (**+15.2%**)
- Orders: **4,938** units, **€1,041m** (**-3.8%**)
- Housing starts (work orders): **6,086** units (**+29.7%**; **+38.5%** in value terms)
- Current economic operating margin: **+90** bps to **7.0%**

Completions in the office segment at a solid level in 2018

- **9** major completions
- “Flagship projects” completed: Panorama T6 (**16,000** sq.m), Urban Quartz (**13,700** sq.m), Sky 56 (**30,700** sq.m)

Several large-scale projects won for a total of **€385m**

- Bercy-Charenton
- University of Chicago's Centre in Paris
- Archipel Wacken
- Terres de Versailles

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SURGE IN TRANSACTION ACTIVITY REFLECTED IN EARNINGS
.....

OUTLOOK: SLOWDOWN IN 2019, POSITIVE MEDIUM-TERM TRENDS

	12/31/2017	12/31/2018	Change 12/31/2018 vs. 12/31/2017
ECONOMIC REVENUE ⁽¹⁾	€1,160m	€1,251m	+7.8%
BACKLOG ⁽¹⁾	€1.5bn	€1.2bn	-22.7%
ORDERS	€1,083m	€1,041m	-3.8%
LAND PORTFOLIO VALUE ⁽²⁾	€1.8bn	€2.0bn	+11%



Terres de Versailles – L'Arche (Yvelines)



Archipel Wacken international business district
(Strasbourg, Bas-Rhin)

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REDUCED BACKLOG AND ORDERS: EXPECTED TO DECREASE IN 2019...

... WITH POTENTIAL TOTAL REVENUE ⁽³⁾ OF €5.7bn IN THE MEDIUM TERM

(>18,000 UNITS FOR RESIDENTIAL AND >300,000 SQ.M FOR OFFICE)

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Notes: ⁽¹⁾ Economic revenue and backlog restated for IFRS 15 applicable from January 1, 2018
⁽²⁾ Residential revenue excl. taxes on a group share basis. Revenue incl. taxes on a 100% basis stood at €2.5bn (+3.2%)
⁽³⁾ Revenue excl. taxes on a group share basis including backlog, contracts won, stock of units currently for sale and land portfolio

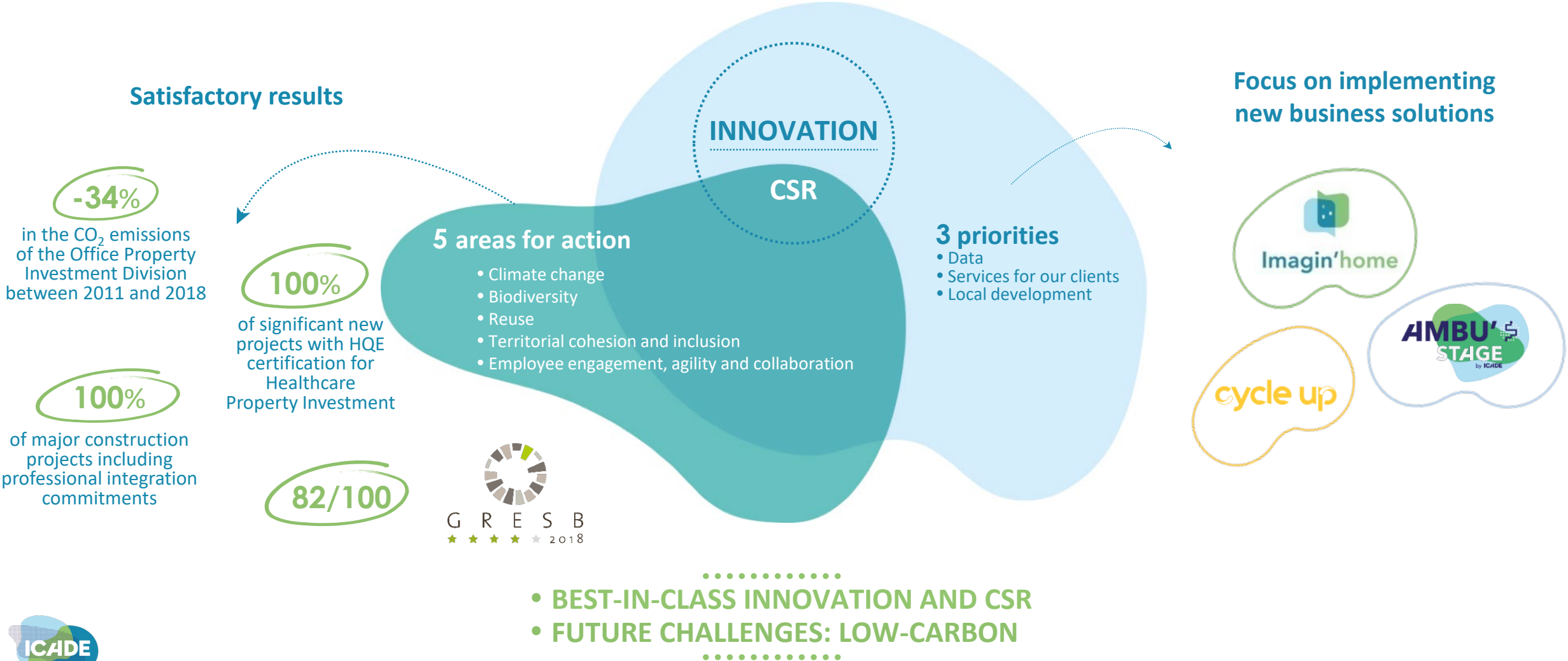
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2.

OPERATIONAL PERFORMANCE OF OUR BUSINESS LINES

2.4. CSR & Innovation

CSR COMMITMENTS AND INNOVATION



3.

2018 FINANCIAL RESULTS

3.1. Income statement



EPRA EARNINGS FROM PROPERTY INVESTMENT UP **+5.7%**

	12/31/2018 ⁽¹⁾	YoY change
NET RENTAL INCOME	614.8	+10.1%
MARGIN RATE (NET RENTAL INCOME / GROSS RENTAL INCOME)	95.6%	+100 bps
EPRA EARNINGS FROM PROPERTY INVESTMENT, GROUP SHARE	338.9	+5.7%
EPRA EARNINGS FROM PROPERTY INVESTMENT PER SHARE, GROUP SHARE	4.57	+5.5%

- CONTINUED EPRA EARNINGS GROWTH
- SHARP INCREASE IN NET RENTAL INCOME **+10.1%**
- BOOSTING EFFECT OF ACQUISITIONS AND COMPLETIONS
- IMPROVED MARGIN RATE

EPRA EARNINGS GROWTH: POSITIVE CONTRIBUTION FROM BOTH INVESTMENT DIVISIONS

OFFICE INVESTMENT (including residential, Group share) (in €m)

	12/31/2018 ⁽¹⁾	YoY change
	OFFICE INVESTMENT	
NET RENTAL INCOME	378.9	+9.2%
EPRA EARNINGS	230.7	+2.6%
EPRA EARNINGS PER SHARE, GROUP SHARE	3.11	+2.4%

HEALTHCARE INVESTMENT (Group share) (in €m)

	12/31/2018 ⁽¹⁾	YoY change
	HEALTHCARE INVESTMENT	
NET RENTAL INCOME	235.9	+11.7%
EPRA EARNINGS ON A 100% BASIS	191.0	+12.5%
EPRA EARNINGS, GROUP SHARE	108.2	+12.8%
EPRA EARNINGS PER SHARE, GROUP SHARE	1.46	+12.6%

RENTAL INCOME SHARPLY UP

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- RENTAL INCOME UP **+1.7%** LIKE-FOR-LIKE
- POSITIVE IMPACT OF ACQUISITIONS, MERGER OF ANF COMPLETED IN JUNE: **+€28m**

- RENTAL INCOME UP **+1.8%** LIKE-FOR-LIKE
- SIGNIFICANTLY POSITIVE IMPACT OF ACQUISITIONS AND COMPLETIONS: **+€23.1m** IN ADDITIONAL RENTAL INCOME

PROPERTY DEVELOPMENT: NCCF UP **+74.7%** YOY

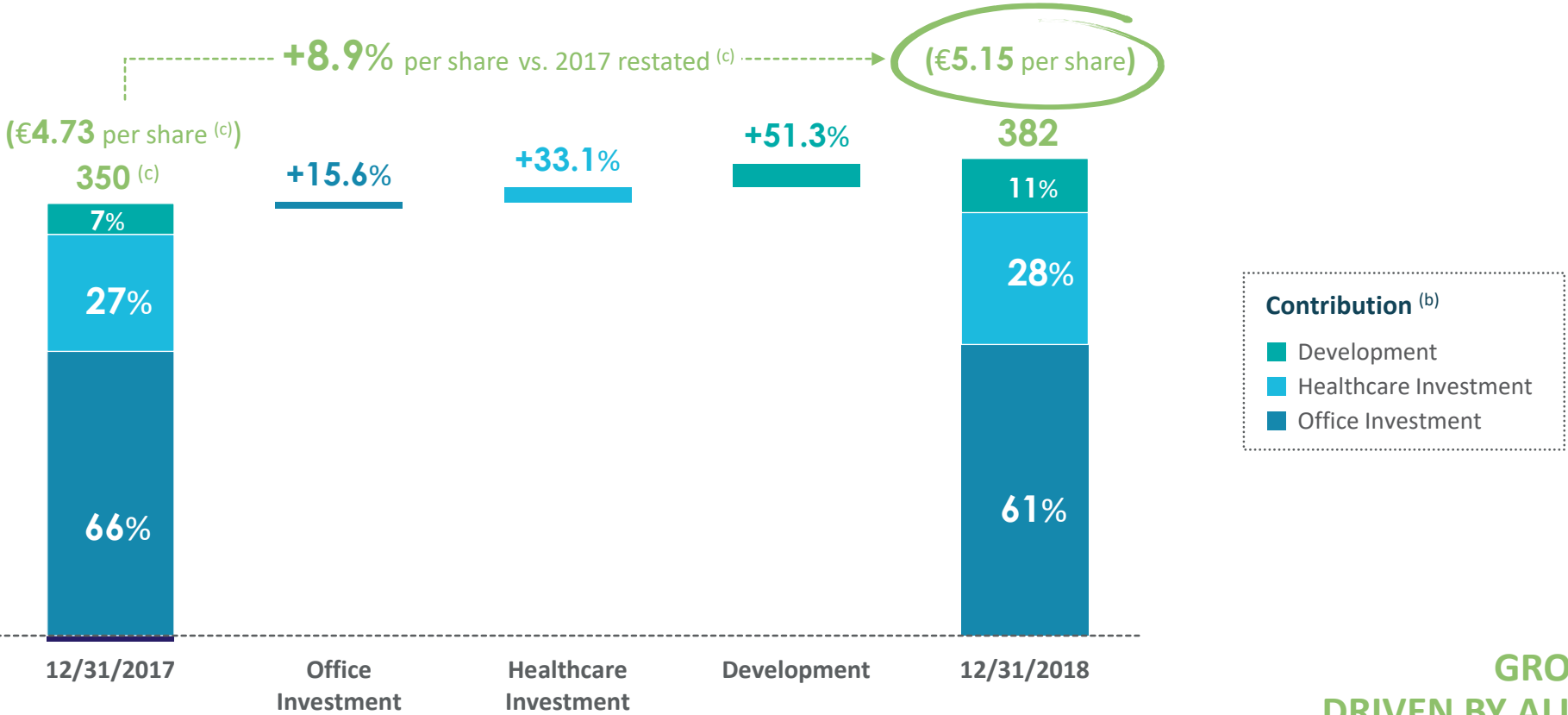
	12/31/2018			YoY change		
(in €m)	Residential	Office	TOTAL	Total change	Residential	Office
ECONOMIC REVENUE ⁽¹⁾	919.6	331.3	1,250.9	+7.8%	+11.4%	-0.8%
CURRENT ECONOMIC OPERATING PROFIT/(LOSS) ⁽²⁾	66.3	21.7	88.0	+24.7%	+28.5%	+14.4%
CURRENT ECONOMIC OPERATING MARGIN (CURRENT ECONOMIC OPERATING PROFIT OR LOSS/REVENUE)	7.2%	6.6%	7.0%	+90 bps	+100 bps	+90 bps
NET CURRENT CASH FLOW – (GROUP SHARE)	27.4	17.0	44.4	+74.7%		
ROE			17.4%	+690 bps		

- Economic revenue growth: **+7.8%** driven by residential
- Operating income ⁽²⁾: **+24.7%**, effective cost control
- Economic operating margin: **+7.0%** (**+90 bps**)

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IMPROVED FINANCIAL PERFORMANCE:
ROE AT 17.4% (+690 bps)

GROWTH IN GROUP NCCF ^(a) DRIVEN BY ALL THREE BUSINESS LINES

(in €m)



GROWTH IN GROUP NCCF ^(a)
DRIVEN BY ALL THREE BUSINESS LINES

Notes: (a) Group net current cash flow is defined as the sum of the following amounts:
(1) EBITDA
(2) EBITDA and finance income/(expense) net of corporate tax included in net profit/(loss) from equity-accounted companies
(3) Finance income/(expense) adjusted for changes in fair value of hedging instruments and ORNANE bonds, for the impact of debt restructuring and the recycling to the income statement of the sale of investments in unconsolidated companies
(4) Corporate tax on (1) and (3)
(5) Adjustment for minority interests included in (1) (3) (4)
Total (1) to (5): Group net current cash flow
(b) % of total 2018 NCCF on a 100% basis
(c) Restated for new accounting standards applicable from January 1, 2018, mainly IFRS 15

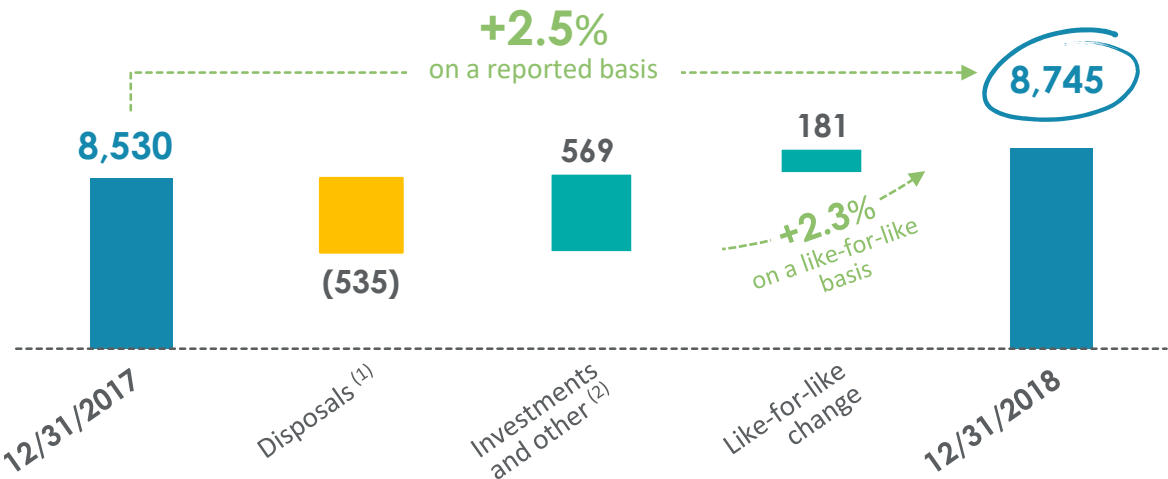


3. 2018 FINANCIAL RESULTS

3.2. Portfolio valuation and NAV

SUSTAINED LFL VALUE GROWTH FOR BOTH PORTFOLIOS

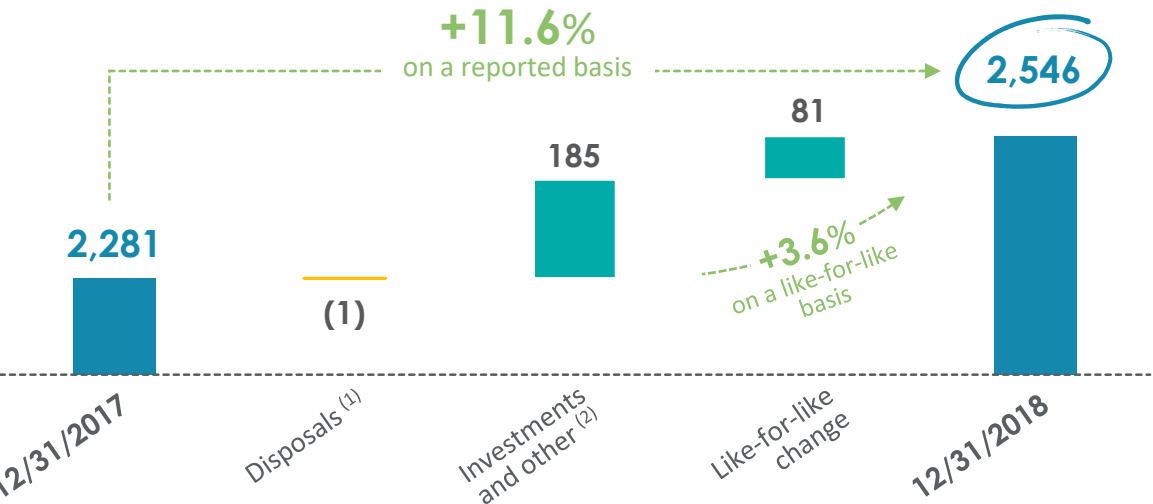
Office portfolio (including residential, Group share)
(in €m)



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LIKE-FOR-LIKE CHANGE: +2.3%

OFFICE PORTFOLIO ON A 100% BASIS:
€8.9bn ⁽³⁾ AS OF 12/31/2018 (vs. €8.8bn AS OF 12/31/2017)
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Healthcare portfolio (Group share)
(in €m)



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LIKE-FOR-LIKE CHANGE: +3.6%

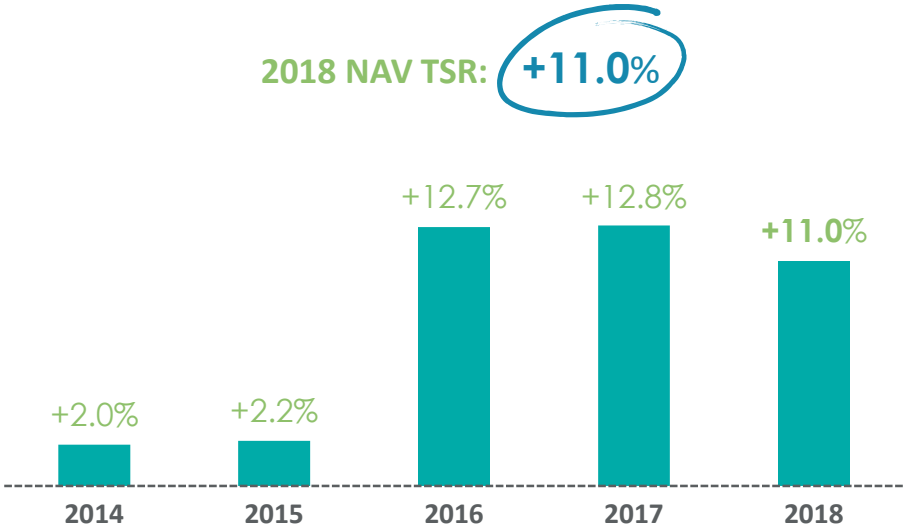
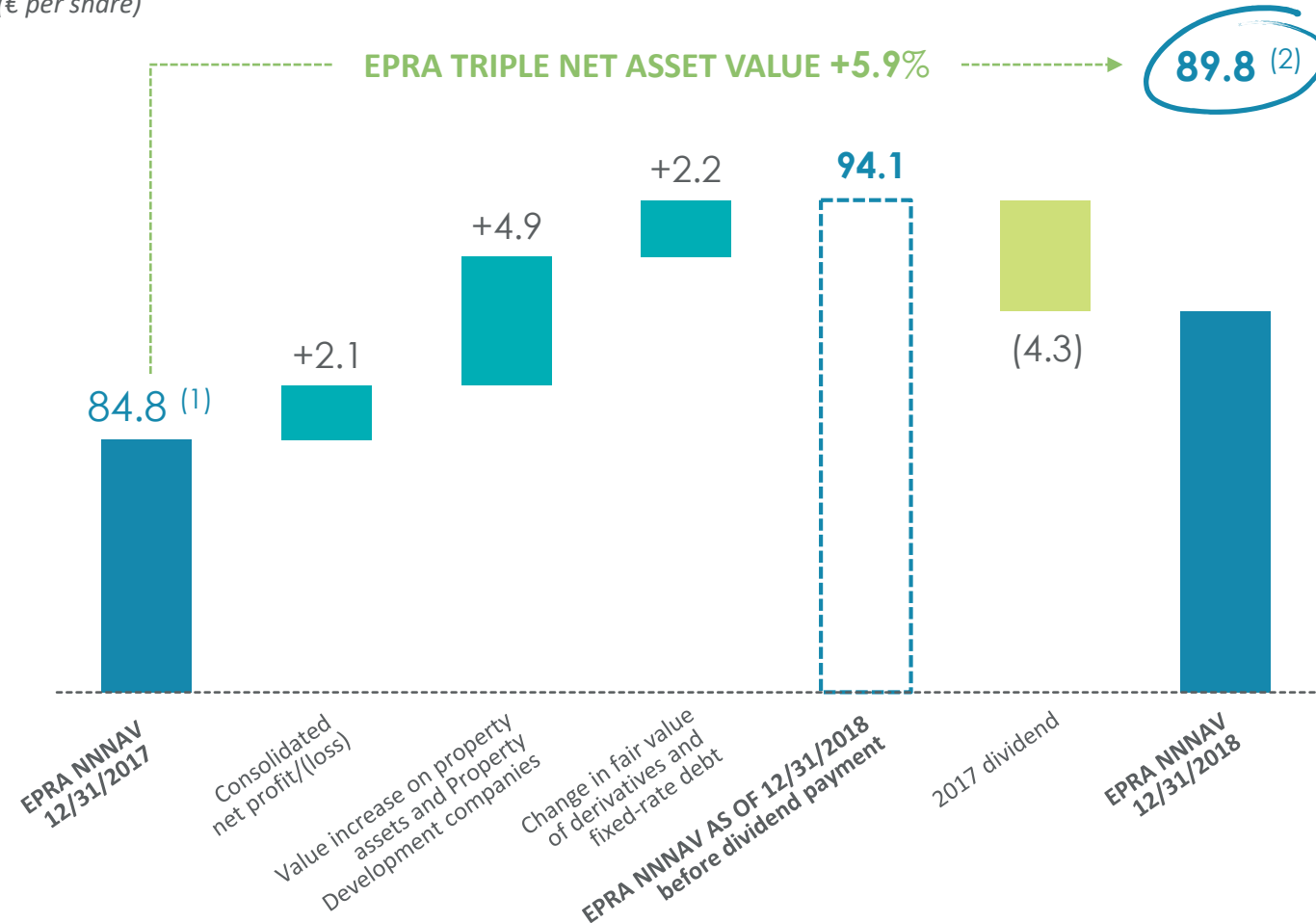
HEALTHCARE PORTFOLIO ON A 100% BASIS:
€4.5bn ⁽³⁾ AS OF 12/31/2018 (vs. €4.0bn AS OF 12/31/2017)
.....



Notes: (1) Fair value as of 12/31/2017 of assets sold during the period
(2) Includes capex, payments made in 2018 as part of ongoing off-plan acquisitions and the change in Icade's stake in ANF Immobilier or Icade Santé.
Also includes the restatement of transfer duties and fees, changes in the values of assets acquired during the financial year, works to assets sold and changes in the values of assets treated as financial receivables (PPP) for -€11.3m for Office Property Investment and -€2.9m for Healthcare Property Investment
(3) Including assets consolidated using the equity method shown on a Group share basis: Bellini tower (33%) and Bassin Nord - Millénaire shopping centre (50%)

EPRA NNNAV UP: €89.8 PER SHARE (+5.9% VS. 12/31/2017)

(€ per share)



.....
VALUE CREATION: NNNAV TSR >10.0%
FOR THE THIRD CONSECUTIVE YEAR
.....



Notes: (1) EPRA triple net asset value as of 12/31/2017: €6,274m
(2) EPRA triple net asset value as of 12/31/2018: €6,656m



3.

2018 FINANCIAL RESULTS

3.3. Liabilities

LIABILITIES IN 2018: CONTINUED OPTIMISATION

Bond issue

- €600m, 1.625%, 10 years in February 2018

Bond repurchase

- €200m of short-term bonds (maturing in 2019, 2021 and 2022)

Proactive and conservative management of interest rate risk

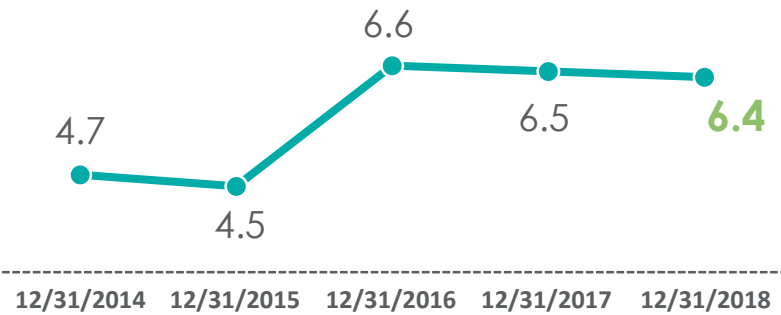
- Percentage of debt hedged: **98%**
- Percentage of fixed-rate debt: **77%**

Debt structure

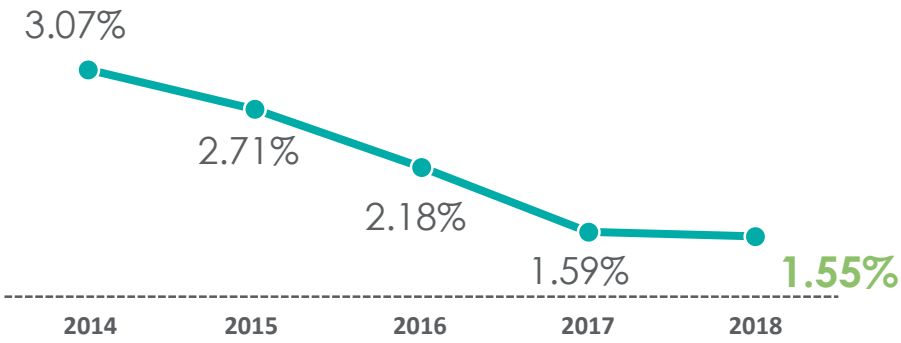
- Net financial liabilities: €5.6bn (+€122m)
- Diversified debt structure: **72%** of debt not granted by financial intermediaries

THE DEBT STRUCTURE REMAINS SOLID

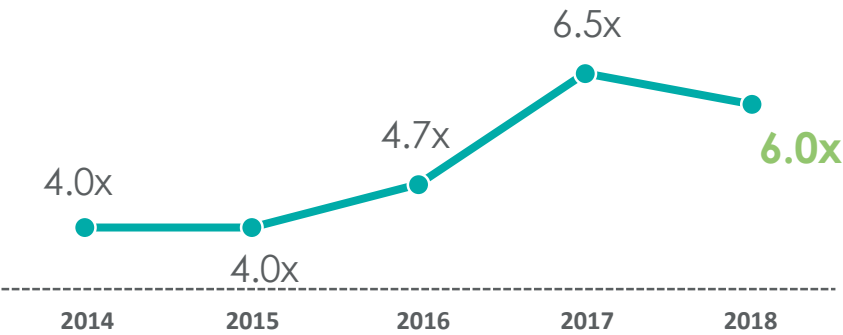
Average debt maturity above 6 years



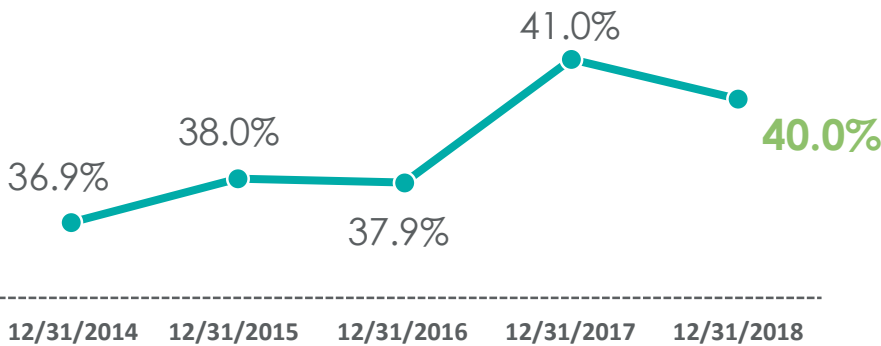
Average cost of debt down 4 bps



ICR well above covenant



LTV ratio at 40%



.....
LTV RATIO AT 40% FROM THE END OF 2018
.....

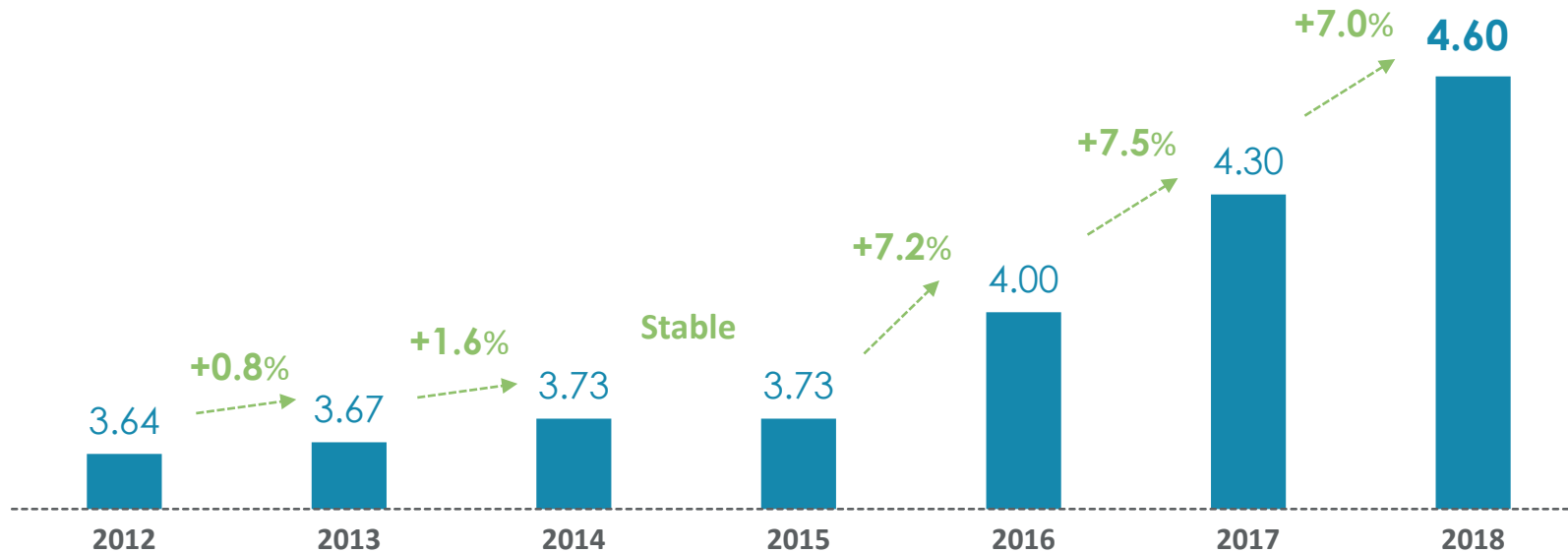
3. 2018 FINANCIAL RESULTS

3.4. Dividend

BOARD OF DIRECTORS' PROPOSAL TO THE GENERAL MEETING

Dividend history for the period 2012–2018

(€ per share)



.....

- DIVIDEND INCREASE: **+7%**
- DIVIDEND PAID IN TWO INSTALMENTS:
50% INTERIM IN MARCH AND BALANCE IN JULY 2019

.....

6.9%

Dividend yield based
on share price as of 12/31/2018

5.1%

Dividend yield based on EPRA triple
net asset value as of 12/31/2018

89.3%

vs. **90.1%** in 2017

2018 dividend payout
based on NCCF



4. OUTLOOK

2019 PRIORITIES

1

**Office development pipeline
and “opportunistic” disposals of Core offices**

2

International expansion of Icade Santé

3

Icade Promotion: launch of large projects won in 2018

4

2019 CSR priority: low-carbon

5

Continued liability optimisation (LTV, maturity)

2019 GUIDANCE

2019 Group NCCF
per share

Stable excluding disposals to be completed in 2019

NB: +6% excluding impact of 2018 disposals

Dividend
policy

2019 dividend forecast ⁽¹⁾: c.+4.5%

In line with NCCF CAGR over the course of the plan

**90% of NCCF and distribution of part of the gains on disposals
(as the case may be)**

NB: 70% of gains on disposals must be paid out in the following 2 years



Quai 8.2 (Bordeaux, Gironde)

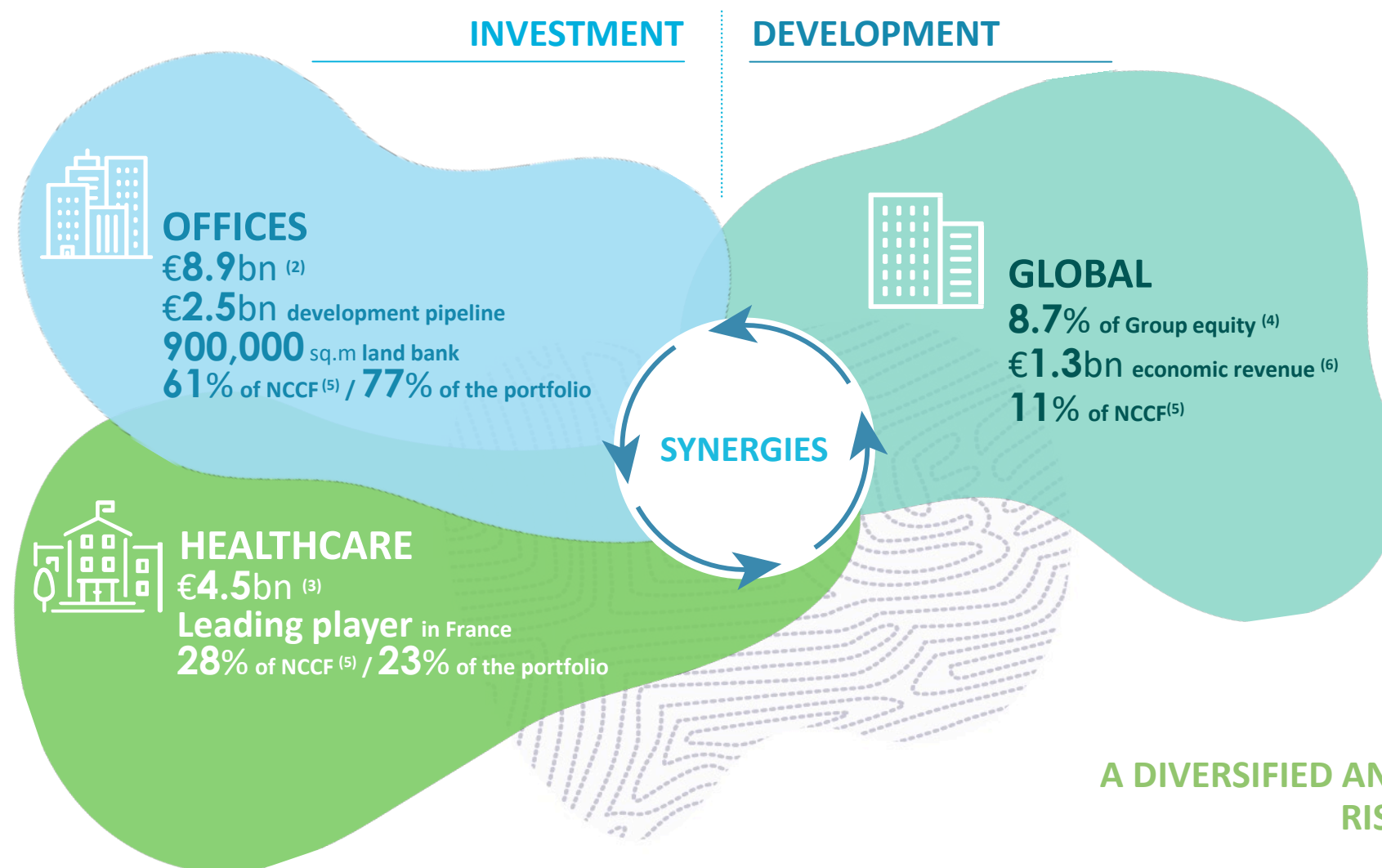


Q&A

ICADE
Building for every future

APPENDICES

AN INTEGRATED REAL ESTATE PLAYER WITH A VALUE-CREATING BUSINESS MODEL ⁽¹⁾



.....
A DIVERSIFIED AND COMPLEMENTARY
RISK / RETURN PROFILE
.....



Notes: (1) As of 12/31/2018 - (2) 100% basis, excl. duties - (3) 100% basis, €2.5bn Icade share (56.77%) excl. duties
(4) Property Development equity attributable to the Group (before elimination of investments in subsidiaries) / Total consolidated equity attributable to the Group - (5) % of 2018 NCCF on a 100% basis - (6) As of 12/31/2018

A NEW 2019–2022 PLAN...

... AN AMBITIOUS PLAN CONSISTENT WITH THE 2015–2018 PLAN...

.....

1

Leading player in the **office** market in the Greater Paris region & major cities outside Paris

2

Listed European leader in **healthcare real estate** in 2 to 3 years' time

3

Key player in **property development**

4

Best-in-class CSR **innovation and new real estate services**

... SUPPORTING OUR VALUE-CREATING BUSINESS MODEL

.....

KEY FINANCIAL INDICATORS: 2019-2022









LTV ratio at around **40%**, **>90%** of debt hedged

NCCF CAGR: ~ **+4.5%**

Property Development ROE: **>15%**



CSR: FAR-REACHING GOALS AND EXCELLENT RESULTS

	Stated goals	Progress as of 12/31/2018
<div>ENERGY TRANSITION AND PRESERVATION OF RESOURCES</div> <div></div>	<div>-40% in CO₂ intensity for Office Property Investment between 2011 and 2020</div> <div>100% of significant new projects with HQE certification for Healthcare Property Investment</div> <div>75% of the Property Development Division's projects located less than a 5-minute walk from public transport</div>	<div>-34% recorded between 2011 and 2018</div> <div>100% of significant projects aim to obtain the certification</div> <div>80% of projects</div>
<div>NEW HABITS AND LIFESTYLES AND PARTNERSHIPS WITH LOCAL AUTHORITIES AND COMMUNITIES</div> <div></div>	<div>Include professional integration commitments in 100% of significant construction projects</div>	<div>100% of significant construction projects</div>
<div>SKILLS DEVELOPMENT, WORKPLACE WELL-BEING AND DIVERSITY</div> <div></div>	<div>25% of positions filled internally on average between 2016 and 2018</div> <div>80% of employees trained on average between 2016 and 2018</div>	<div>34% on average between 2016 and 2018</div> <div>92% on average between 2016 and 2018</div>
<div> Score of 82/100 "Green Star" status</div> <div> Among the 6% highest scoring property investment companies worldwide.</div> <div> A- rating</div> <div>  3rd place in the 2018 ranking of female representation in the governing bodies of SBF 120 companies</div>		

CUSTOMER-CENTRIC INNOVATION

Introduction of new offerings: progress report

July 2018:

2 new solutions launched



Tool to co-design homes with their future owners



Solution for tracking outpatients during their hospital stay

December 31, 2018

Launch on 3 new schemes

- Lyon 8
- Six-Fours Les Plages
- Antony

1st client acquired after a successful test

- Courlancy polyclinic

Soon to be available for other healthcare facilities

Update on the innovation initiative

2018 Innovation Fund

- **15** new projects launched and funded in 2018

Open innovation with start-ups

- **19** start-ups in contact with Icade's operational teams
- **5** tests are underway and/or have resulted in a contract being signed, including Pricehubble (big data platform for property valuation predictions, tested by Portfolio Management)

Innovation Graduate Programme

- Launch in September 2018
- **4** recent graduates have joined us to assist with the implementation of specific innovations for **18** months before working in their respective divisions

OFFICES: MARKET CONDITIONS REMAIN FAVOURABLE

Robust occupier demand in the Paris region ⁽¹⁾

- **2.5 million sq.m** taken up in 2018, **-5%** compared to 2017 but **+10%** vs. 10-year average including **687,000 sq.m** of net absorption, indicating that the market is driven by job creation
- Immediate supply of **2.9 million sq.m**, **-10%** YoY and **-25%** in 3 years
- Scarcity of new offices: only **15%** of new immediate supply and **44%** of construction projects are already pre-let
- Paris market under pressure: **2%** vacancy and future supply at its lowest in 5 years

Large French cities outside the Paris region are attractive ⁽²⁾

- Increased concentration of the French population and growing importance of offices in the main city centres
- **1.2 million sq.m** taken up in 2018, **+9%** vs. 2017 and **+25%** vs. 5-year average, driven by Lyon and Lille
- Vacancy rate between **4%** and **6%** depending on the city (fell to **4.8%** in Lyon at the end of Sept. 2018)
- Compression of prime yields of **≈100 bps** in 2 years (from **3.9%** in Lyon to **5%** in Toulouse)

Record investment volume in 2018 driven by offices ⁽³⁾

- **€32.8bn** invested in 2018, **+20%** from 2017 (**+2%** compared to 2015 and 2016)
- Offices account for **70%** of the volume at the expense of shops and services
- **37%** of acquisitions made by foreign buyers (vs. **26%** in 2017, strong activity from French “SCPI” funds that year)
- Stable prime yields in Paris CBD at **3.0%** for the past 2 years, compression in the Inner Ring and outside the Paris region

A BUOYANT MARKET
FOR OUR PROJECTS
UNDER DEVELOPMENT

GROWING MARKETS
IN MAJOR CITIES OUTSIDE PARIS

ATTRACTIVENESS AND LIQUIDITY
OF OFFICES IN FRANCE

.....
RESILIENT MARKETS FOR 2019
OCCUPIER DEMAND AND INVESTOR APPETITE REMAIN STRONG
.....

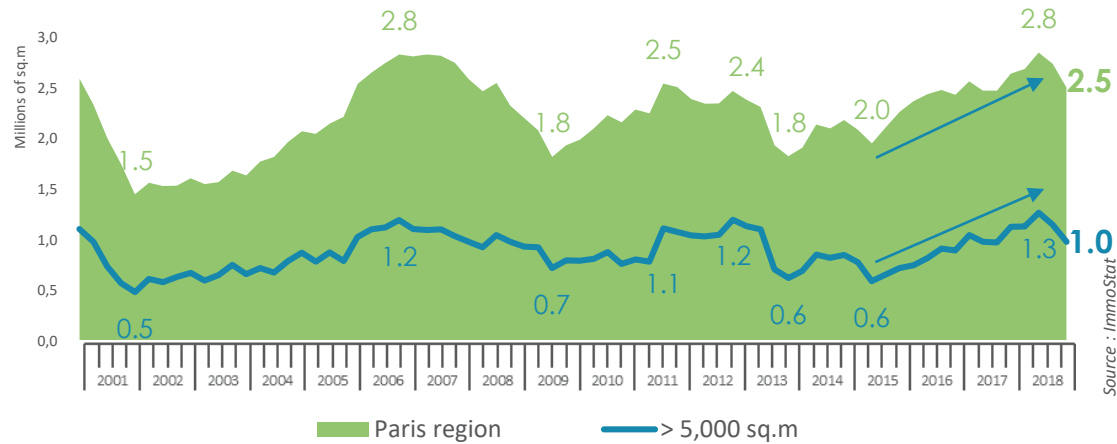


Sources: ⁽¹⁾ IMMOSTAT, JLL, IEIF
⁽²⁾ BNPP RE data for Q3 2018 for the 6 largest French cities outside Paris: Lyon, Lille, Aix/Marseille, Bordeaux, Toulouse and Nantes
⁽³⁾ BNPP RE

AN ACTIVE RENTAL MARKET IN THE PARIS REGION

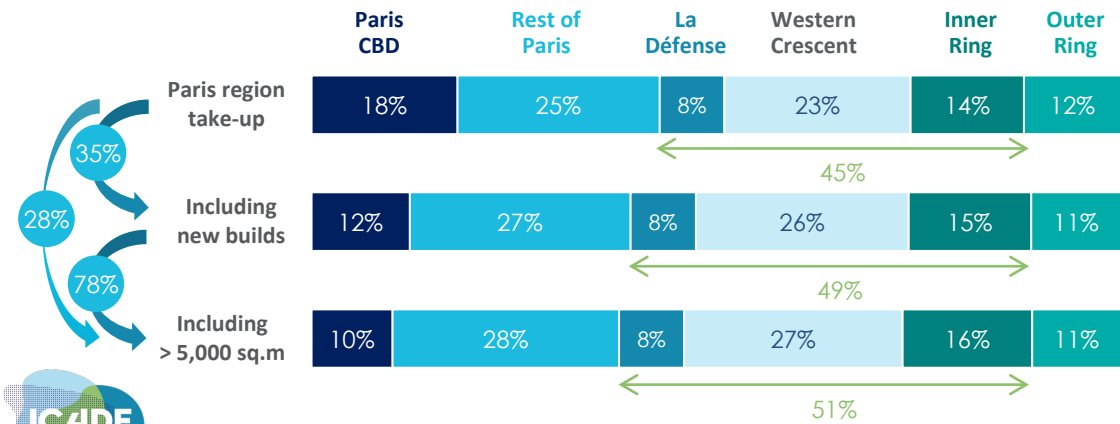
TAKE-UP SLIGHTLY DOWN DURING THE YEAR DUE TO FEWER DEALS OVER 5,000 SQ.M (81 IN 2018 VS. 87 IN 2017)

Take-up in the Paris region (rolling 12 months)



LARGE COMPANIES TURN TO THE WESTERN CRESCENT AND THE INNER RING WHERE THE MARKET IS DEEPER

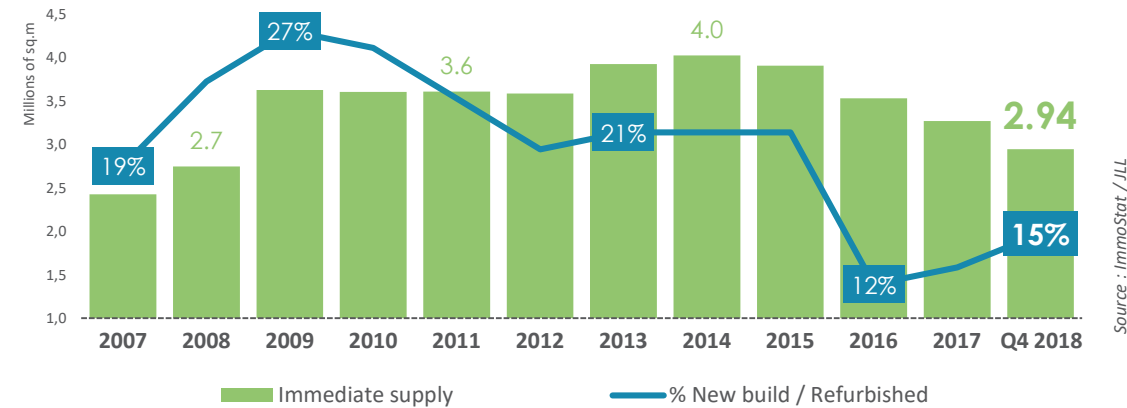
Breakdown of take-up over the past 3 years (2016-2018)



Source: ImmoStat

SUPPLY DOWN 25% IN THREE YEARS WITH MORE NEW OR REFURBISHED OFFICE SPACE, ALTHOUGH IT REMAINS AT A LOW LEVEL

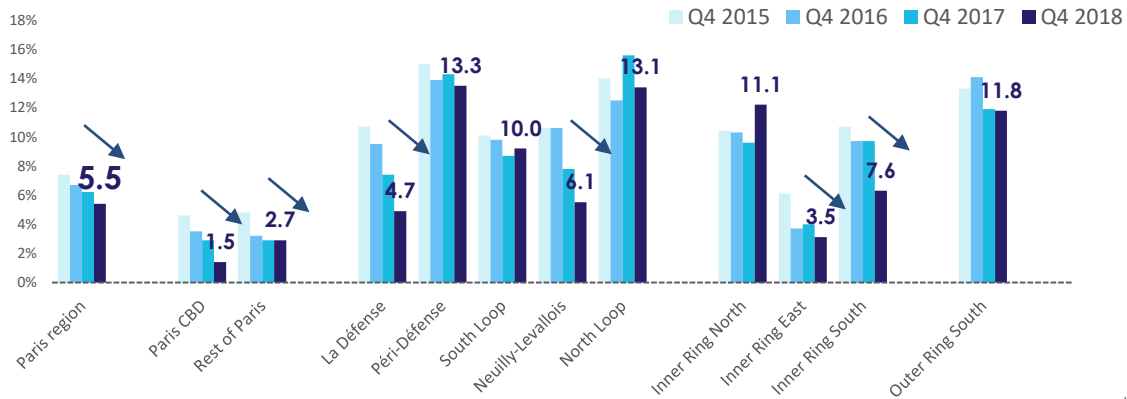
Immediate supply in the Paris region



Source: ImmoStat / JLL

HISTORICALLY LOW VACANCY IN PARIS AND SHARPLY DOWN IN THE MOST SOUGHT-AFTER MARKETS SUCH AS LA DÉFENSE

Vacancy rate at the end of the period



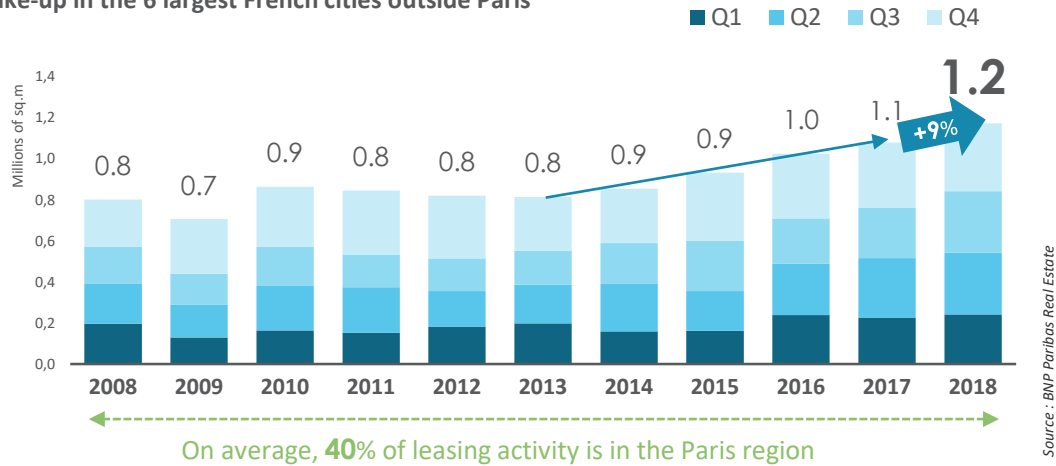
Source: JLL

STRONG OCCUPIER DEMAND LIMITED SUPPLY IN PARIS (INCL. FUTURE SUPPLY) DEMAND TO SHIFT TO OUR MARKETS FASTER IN 2019

A BOOMING MARKET OUTSIDE THE PARIS REGION

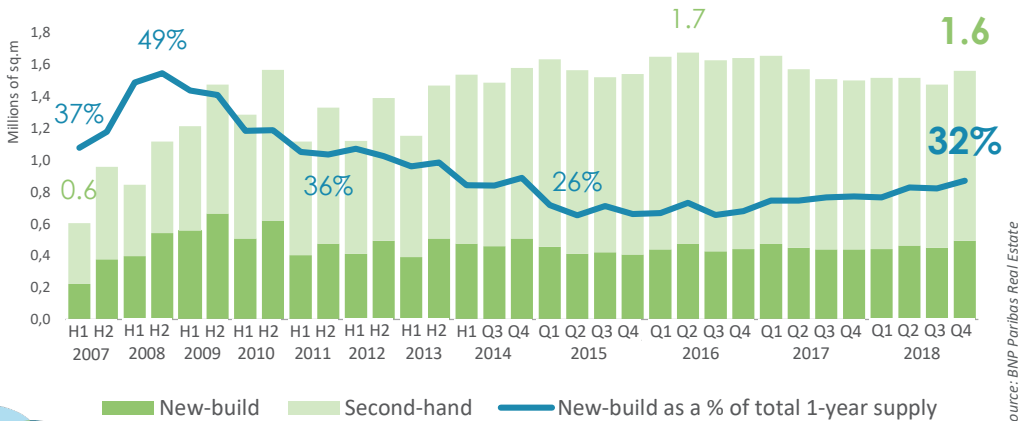
ACTIVITY RISING CONSTANTLY OUTSIDE THE PARIS REGION SINCE 2013

Take-up in the 6 largest French cities outside Paris

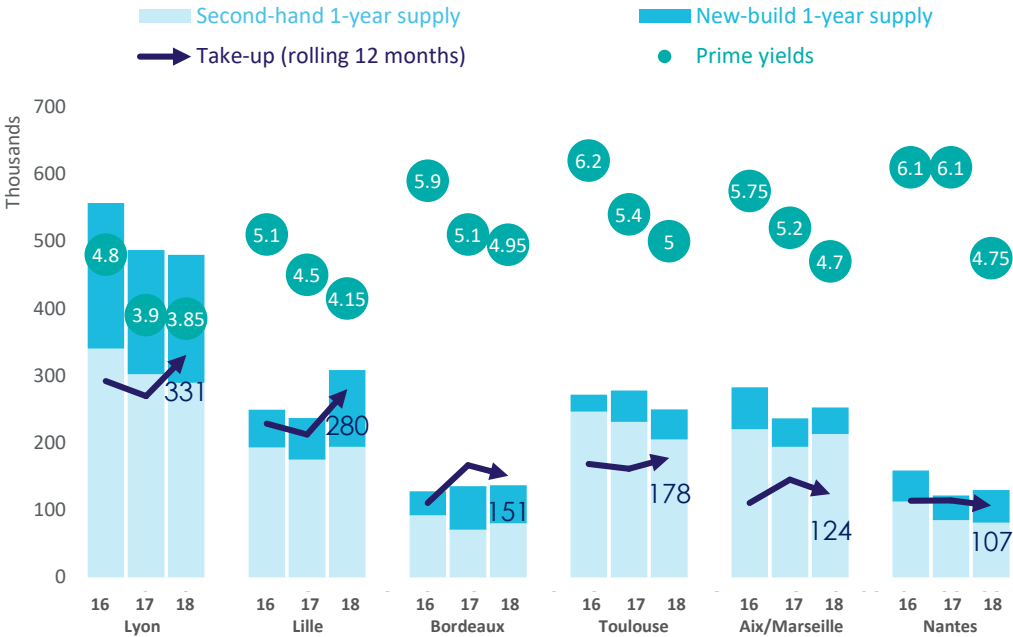


REDUCED SUPPLY WHERE NEW SPACE HAS BECOME SCARCE

1-year supply in the 6 largest French cities outside Paris (by age)



SUPPLY AND DEMAND IN MAJOR FRENCH CITIES

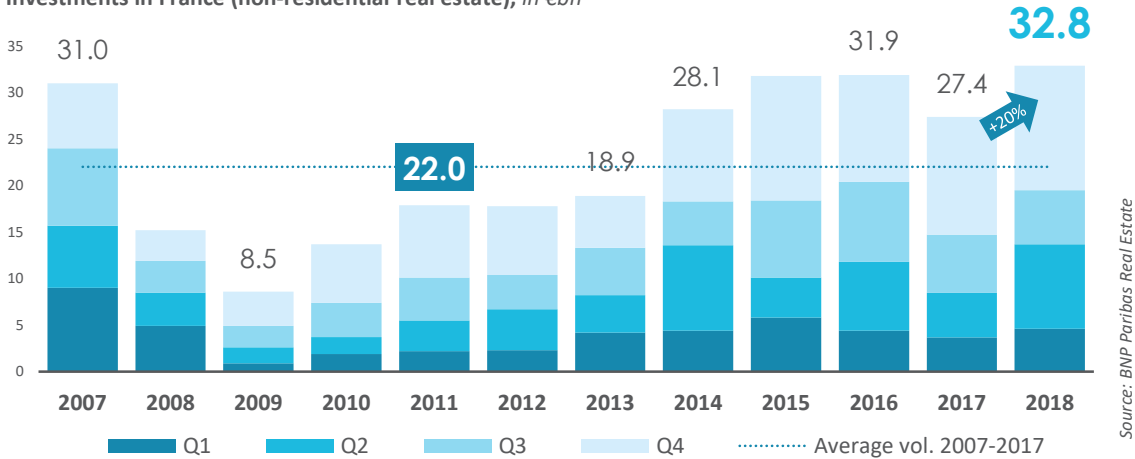


.....
LARGE REGIONAL CITIES REAP THE BENEFITS
OF THEIR DEVELOPMENTS
SURGE IN TAKE-UP OVER 5 YEARS
YIELD COMPRESSION
.....

2018: ALL-TIME RECORD INVESTMENTS

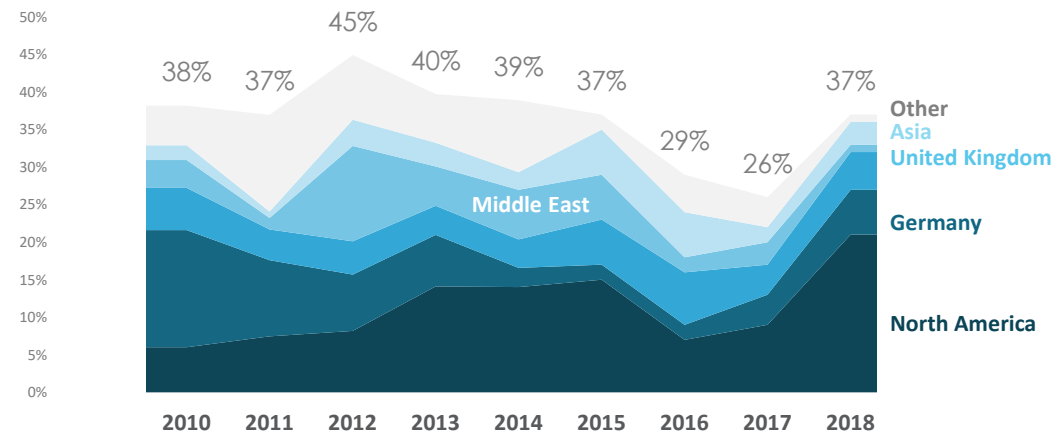
A NEW RECORD YEAR FOR INVESTMENTS

Investments in France (non-residential real estate), in €bn



FOREIGN INVESTORS ARE MAKING A STRONG COMEBACK IN 2018

Proportion and origin of foreign buyers (French commercial property investment market)



POSITIVE MOMENTUM ACROSS ALL MARKETS DRIVEN BY OFFICES

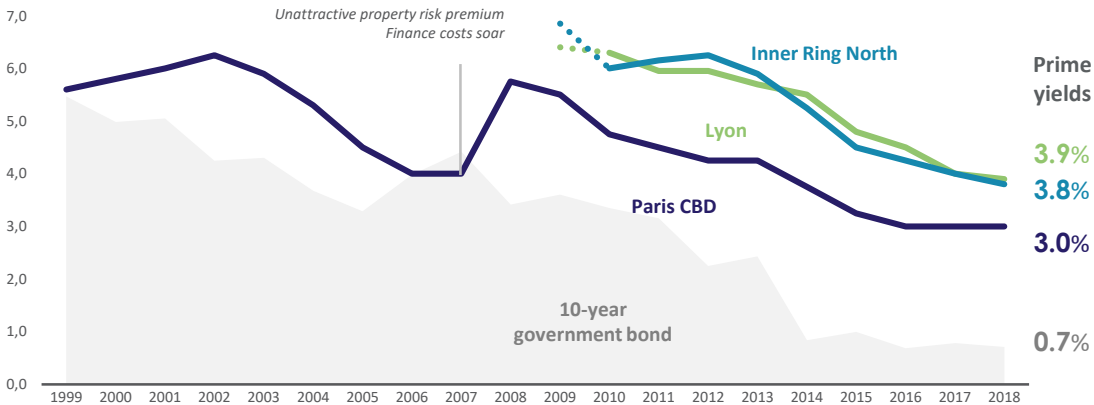
Investments in France in 2018 by asset class (year-on-year change)

Paris region offices	€19.6bn	+15%
Offices outside the Paris region	€3.4bn	+33%
Retail	€4.4bn	+10%
Logistics	€2.4bn	+18%
Business premises	€0.7bn	+48%
Services	€2.3bn	+73%

Source: BNP Paribas Real Estate

STABLE PRIME YIELDS IN PARIS CBD SINCE THE END OF 2016

Prime yields (period end) vs. 10-year government bonds



STABLE PRIME YIELDS AND CONFIRMED ATTRACTIVENESS WHICH BOOST INVESTMENT VOLUMES FOR LARGE OFFICE DEALS

MARKET OPPORTUNITIES OUTSIDE PARIS CBD

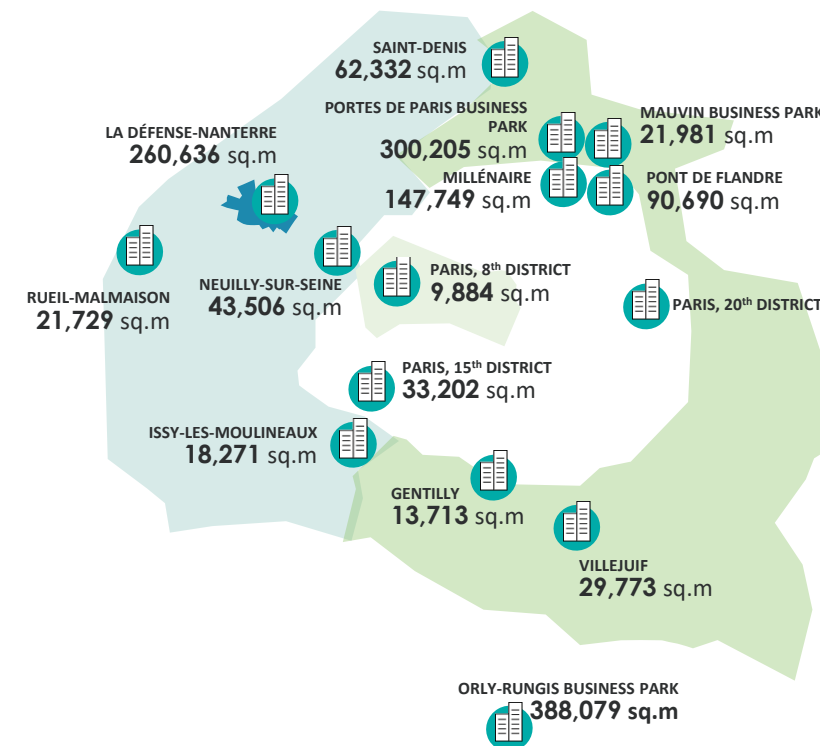
	Paris CBD	La Défense	Western Crescent	Inner Ring	Outer Ring
Physical vacancy rate (end of 2018 and YoY change)	1.4% ▼	4.9% ▼	10.5% ▼	7.6% ▼	5.4% ▼
Take-up (2018 and vs. 2017)	458,000 sq.m (-5%)	135,000 sq.m (-28%)	607,000 sq.m (-7%)	377,000 sq.m (-10%)	346,000 sq.m (+26%)
Deals >5,000 sq.m (2018 and YoY change)	22%	38%	44%	51%	42%
Prime rent (€/sq.m/year excl. taxes and duties, end of 2018 and YoY change)	€880/sq.m ▲	€550/sq.m ≈	€660/sq.m ▲	€430/sq.m ▲	€260/sq.m ▼
Average rent for new space (€/sq.m/year excl. taxes and duties, end of 2018 and YoY change)	€722/sq.m ▲	€486/sq.m ▲	€368/sq.m ▲	€305/sq.m ▼	€212/sq.m ▲
Price (€ incl. duties/sq.m, end of 2018 and YoY change)	€14,952/sq.m ▲	€7,616/sq.m ▲	€5,391/sq.m ▼	€4,304/sq.m ≈	€2,207/sq.m ▼
Supply under construction to be completed within 3 years (in sq.m at the end of 2018 and YoY change)	91,159 sq.m ▼	243,219 sq.m ▲	266,665 sq.m ▲	295,342 sq.m ▲	93,921 sq.m ▲
Prime yields (end of 2018 and YoY change)	3.0% ≈	4.0% ≈	3.25% ≈	3.80% ▼	5.20% ≈
Office investments (2018 and vs. 2017)	€5,422m (+100%)	€2,376m (-30%)	€3,661m (-19%)	€2,531m (+14%)	€613m (-29%)

RENTAL GROWTH IN PARIS DRIVEN BY LIMITED IMMEDIATE AND FUTURE SUPPLY

DEMAND SHIFTING FASTER TO OTHER OFFICE MARKETS

NEW PRIME RENTS ESTABLISHED IN THESE MARKETS FOR LARGE NEW OR REFURBISHED UNITS

Office portfolio in the Paris region at the end of 2018

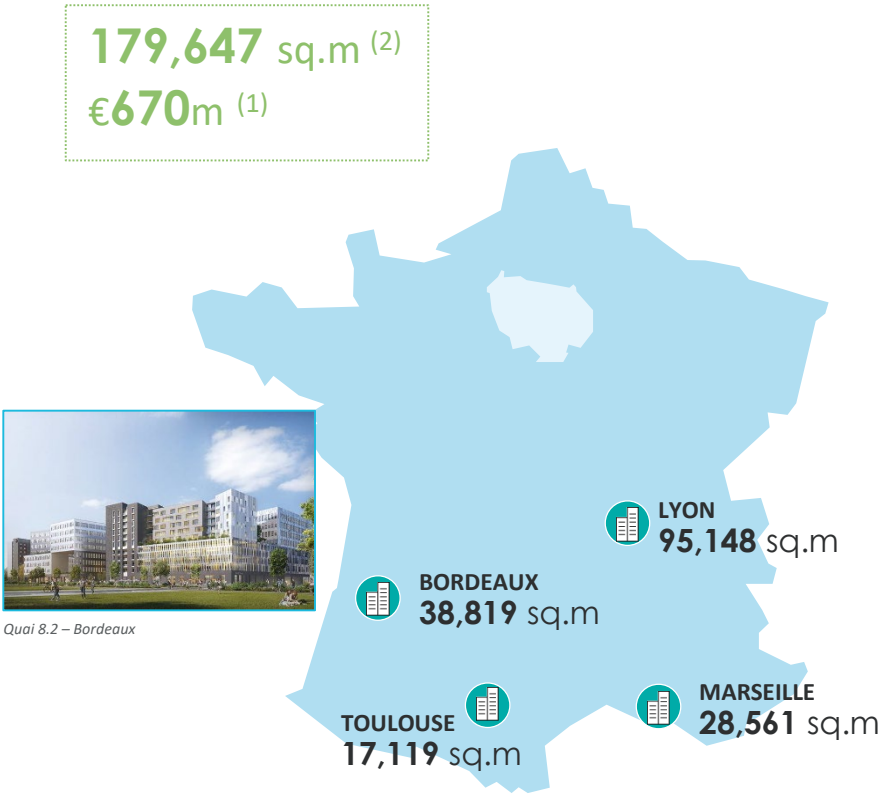


ICADE'S OFFICE PORTFOLIO AT THE HEART OF THE GREATER PARIS AREA

Portfolio in the Paris region



Portfolio outside the Paris region



.....
**SELECTIVE POSITIONING
IN MAJOR FRENCH CITIES**
.....

DEVELOPMENT PIPELINE AS OF 12/31/2018

Project name	Location	Type of works	Type of property	Estimated date of completion	Floor area	Expected rental income	Yield on Cost ⁽²⁾	Total investment ⁽³⁾	Remaining to be invested >2018	% pre-let or pre-sold
PARIS - Avenue Gambetta	PARIS	Construction	Offices	Q1 2019	20,000			154	17	97%
PULSE	PORTES DE PARIS	Construction	Offices	Q1 2019	28,695			128	18	0%
GO SPRING - BUILDING A	NANTERRE	Construction	Offices	Q2 2019	18,507			123	14	74%
BORDEAUX - Factor E	BORDEAUX	Construction	Offices	Q2 2019	10,922			33	2	53% ⁽⁴⁾
MARSEILLE - Le Castel - Bd des Dames	MARSEILLE	Construction	Offices	Q2 2019	5,960			20	6	0%
MARSEILLE - EKO ACTIVE	MARSEILLE	Construction	Offices	Q3 2019	8,300			31	12	0%
LAFAYETTE B-C	LYON	Refurbishment	Offices	Q3 2019	7,115			30	9	0%
MONACO	RUNGIS	Refurbishment	Offices	Q3 2019	4,628			18	8	100%
19 Quai Rive Neuve	MARSEILLE	Redevelopment	Offices	Q3 2019	3,112			14	7	100%
B007 (Urssaf)	PONT DE FLANDRE	Construction	Offices	Q4 2019	8,443			44	19	100%
PARK VIEW	LYON	Construction	Offices	Q2 2020	22,800			82	44	0%
TOULOUSE - LATECOERE	TOULOUSE	Construction	Offices	Q2 2020	12,717			39	25	100%
ORIGINE	NANTERRE	Redevelopment	Offices	Q4 2020	65,000			500	234	79%
FONTANOT	NANTERRE	Redevelopment	Offices	Q4 2020	15,756			117	41	100%
B034	PONT DE FLANDRE	Refurbishment	Hotel	Q4 2020	4,850			27	20	100%
BLOCK B32	MILLENAIRE	Construction	Offices	Q2 2021	27,695			148	116	0%
POLE NUMERIQUE	PORTES DE PARIS	Construction	Offices / business centre	Q2 2021	9,444			40	32	0%
BLOCK B2	MILLENAIRE	Construction	Offices	Q3 2022	40,582			233	194	0%
TOTAL PROJECTS STARTED					314,526	107	6.0%	1,780	819	47%
TOTAL PROJECTS NOT COMMITTED					110,049	44	6.0%	735	482	0%
TOTAL PIPELINE ⁽¹⁾					424,575	152	6.0%	2,514	1,301	N/A

51%

70%

••••••••••

- A DEVELOPMENT PIPELINE WITH AN ATTRACTIVE YOC OF 6.0%
- YOC OF DEVELOPMENT PROJECTS ON LAND FROM THE LAND BANK >6.5%
- 10 PROJECTS COMPLETED IN 2019 (>110,000 sq.m), 51% PRE-LET

••••••••••



Notes: on a 100% basis

(1) Includes identified projects on secured plots of land, which have started or will start within 24 months

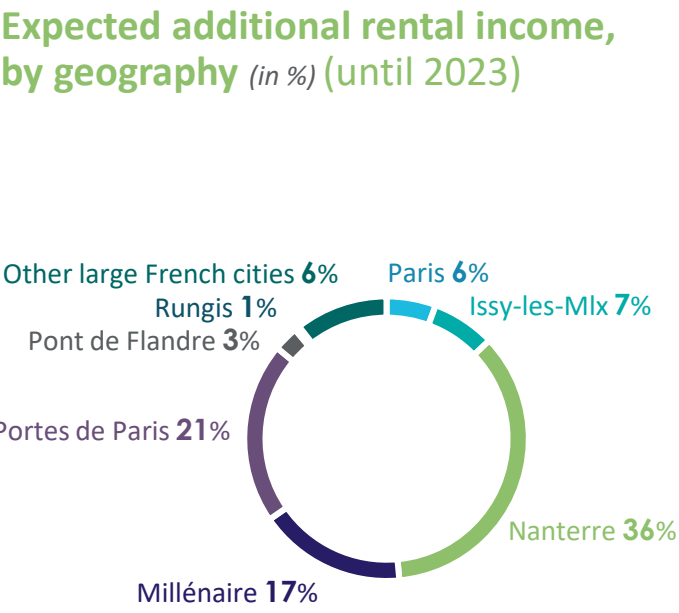
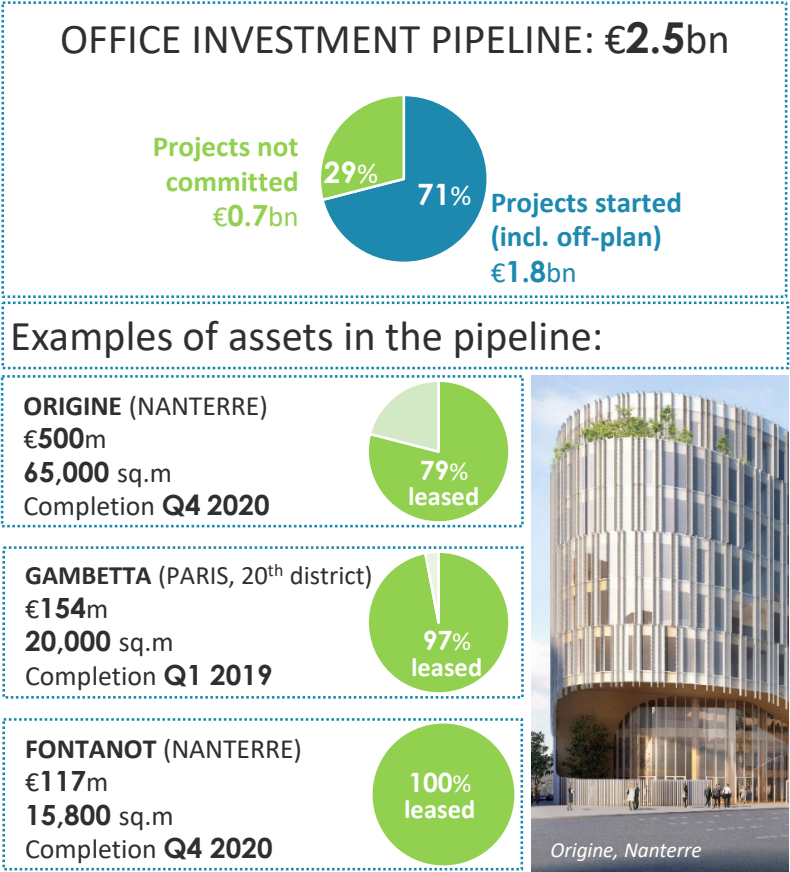
(2) YoC = headline rental income / cost of the project as approved by Icade's governance bodies. This cost includes the fair value of land, cost of works, carrying costs and any lease incentives

(3) Total investment includes the fair value of land, cost of works, lease incentives and finance costs

(4) Off-plan lease signed after the reporting period ended 12/31/2018

OFFICE INVESTMENT

A DEVELOPMENT PIPELINE GEARED TOWARDS VALUE CREATION

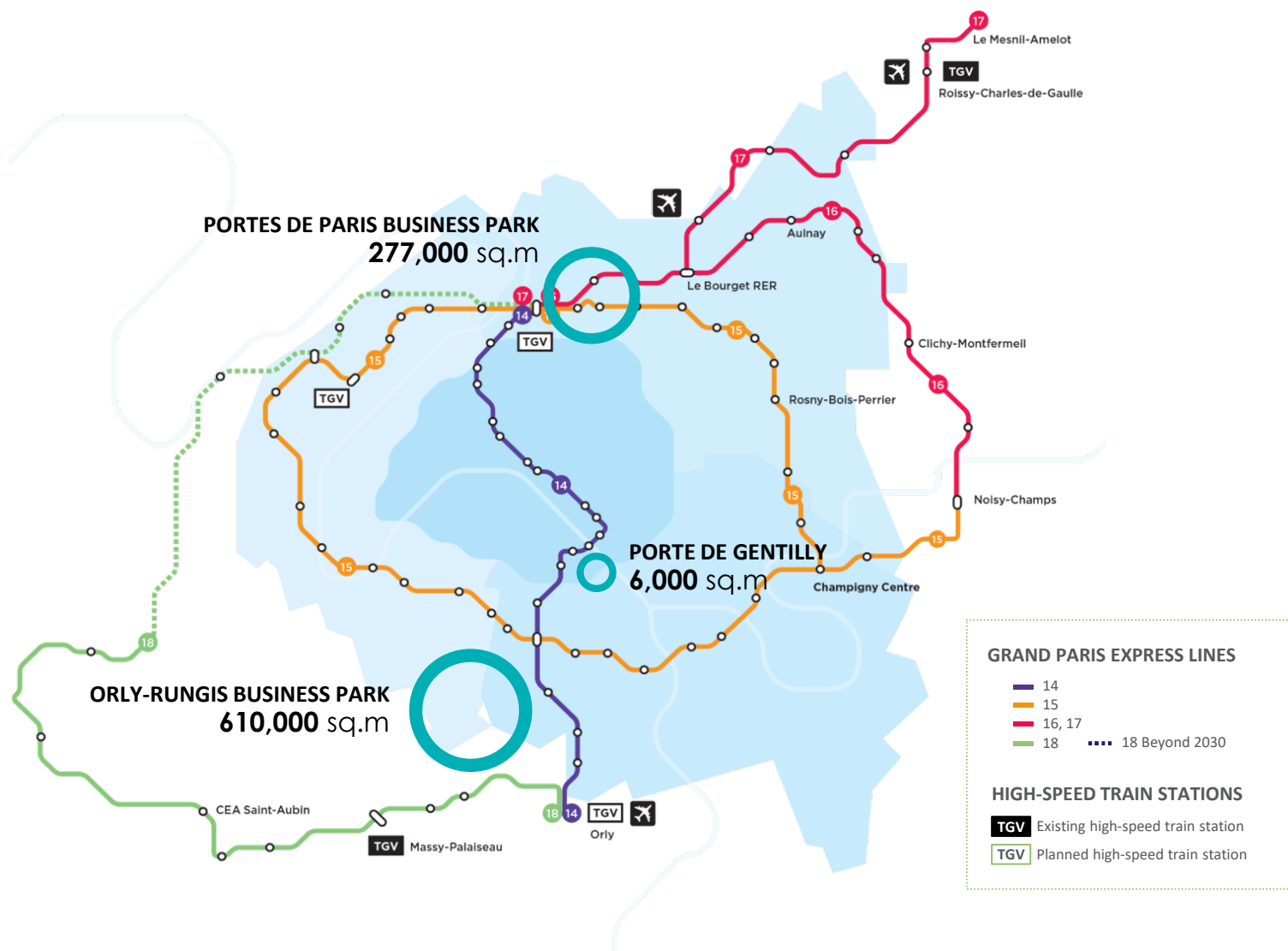


LAND BANK

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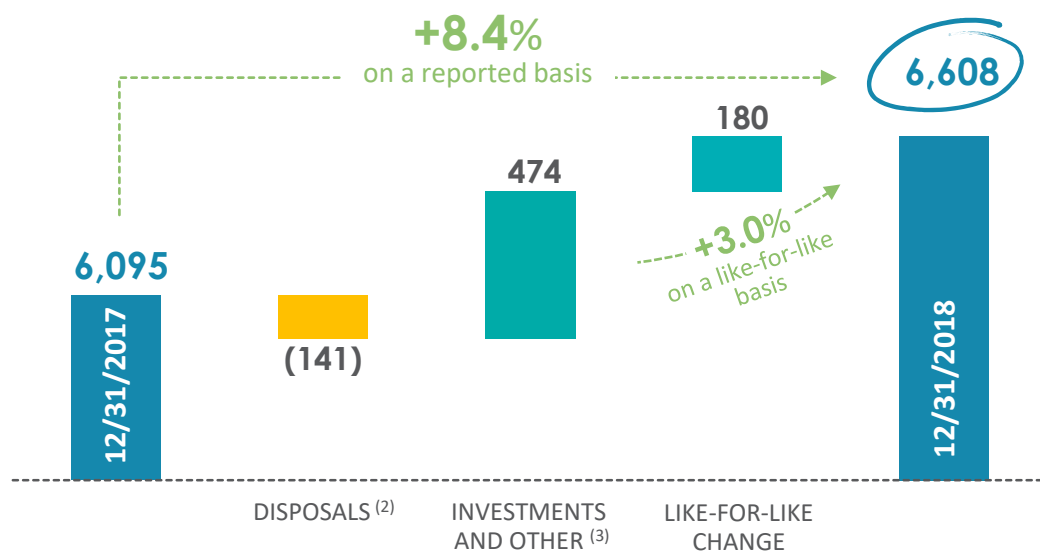
- **LAND BANK: 900,000 sq.m⁽¹⁾**
- **CONSERVATIVE VALUATION INCLUDED IN THE NAV AS OF 12/31/2018: €125.3m**
- **PUP⁽²⁾ SIGNED WITH PLAINE COMMUNE, SECURING 200,000 sq.m OF NEW CONSTRUCTION⁽³⁾ IN THE COMING YEARS IN THE PORTES DE PARIS BUSINESS PARK**

.....

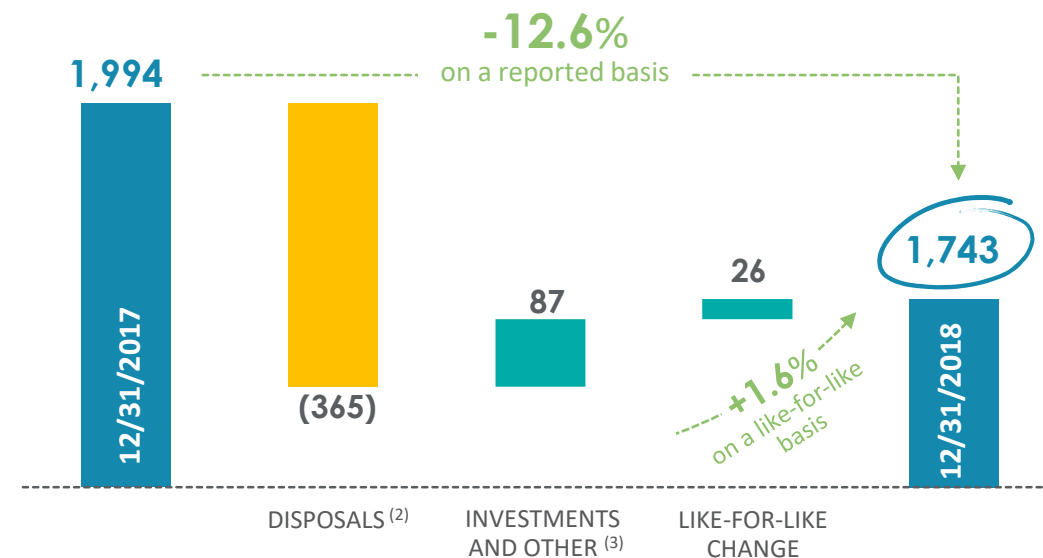


OFFICE INVESTMENT ⁽¹⁾: VALUE CREATION MAINLY DRIVEN BY THE DEVELOPMENT PIPELINE

Offices (Group share) (in €m)



Business parks (Group share) (in €m)



- Like-for-like growth in both portfolios:
 - Offices: +€180m (+3.0%)**
 - Business parks: +€26m (+1.6%)**
- Acceleration of disposals in business parks increasing the share of office space in the asset mix
- Value creation primarily driven by the development pipeline and 2018 completions
- Assets outside the Paris region as an additional growth driver (**14%** of the Office Investment Division's value creation)



Notes: (1) Excluding other assets

(2) Fair value as of 12/31/2017 of assets sold during the period

(3) Includes investments, maintenance works, tenant improvements, finance costs, pre-letting works, payments made in 2018 (including duties and fees) as part of ongoing off-plan acquisitions and the increase in Icade's stake in ANF Immobilier.

Also includes the restatement of transfer duties and fees, changes in the values of assets acquired during the financial year, works to properties sold and changes in the values of assets treated as financial receivables (PPP) for -€11.3m for the Office Property Investment Division

A DYNAMIC OFFICE INVESTMENT BUSINESS

New leases signed representing **144,300** sq.m:

- **156** leases for annualised headline rental income of **€33.6m**
- Robust transaction activity, with **265,000** sq.m signed or renewed including **59** leases over 1,000 sq.m

New leases due to start after 12/31/2018:

- 17 new leases signed scheduled to start at a later date (**156,000** sq.m for headline rental income of **€47m** – incl. **110,000** sq.m signed in 2018):
- Origine (Nanterre, Hauts-de-Seine): **51,000** sq.m to TechnipFMC
- Gambetta (Paris, 20th district): **16,000** sq.m to Publicis
- Fontanot (Nanterre, Hauts-de-Seine): **15,700** sq.m to Groupama
- Go Spring (Nanterre, Hauts-de-Seine): **14,000** sq.m to Franfinance
- Crystal Park (Neuilly, Hauts-de-Seine): **4,650** sq.m to Estée Lauder

Exits from leased space totalling **100,000** sq.m ⁽¹⁾ including:

- **47,900** sq.m of properties awaiting refurbishment or disposal
- **51,700** sq.m on a like-for-like basis

2018 additions

144,300 sq.m

2018 exits ⁽¹⁾

100,000 sq.m

HEALTHCARE REAL ESTATE: FAVOURABLE MARKET CONDITIONS

Attractive fundamentals in France and Europe

- A buoyant and less cyclical market supported by underlying demographic and technical trends
- Rising concentration in the French private healthcare sector (e.g. RGDS's takeover bid for Capiro)
- Similar industry consolidation expected in the rest of Europe

Investments driven by the nursing home segment in France

- Pipeline of new construction in the medical-social sector, as seen with the development partnerships with Korian
- GDP Vendôme portfolio in Q2 (Axa IM) and Residalya portfolio in Q3 (Icade Santé) = **60%** of the **€730m** invested in healthcare properties
- Limited yield compression: prime MSO **5.0%** and prime nursing homes **4.25%**
- The investment market remains active with more than **€520m** expected for 2019

A European market driven by large-scale deals






- Strong presence of French operators: Korian, Orpea and DomusVi are leaders in France and Europe
- Mature market in Germany with **2** transactions **>€500m** (MPT portfolio and **30** nursing homes acquired by Deutsche Wohnen)
- Substantial growth potential in Italy, which shows a low bed-to-population ratio

**A RESILIENT,
LONG-TERM
ASSET CLASS**

**GEOGRAPHIC AND SECTOR
DIVERSIFICATION
BOLSTERS OUR FUTURE
GROWTH DRIVERS**

.....
**NUMEROUS OPPORTUNITIES IN FRANCE AND EUROPE IN 2019
CONFIRMING THE MATURITY OF THIS COVETED ASSET CLASS**
.....

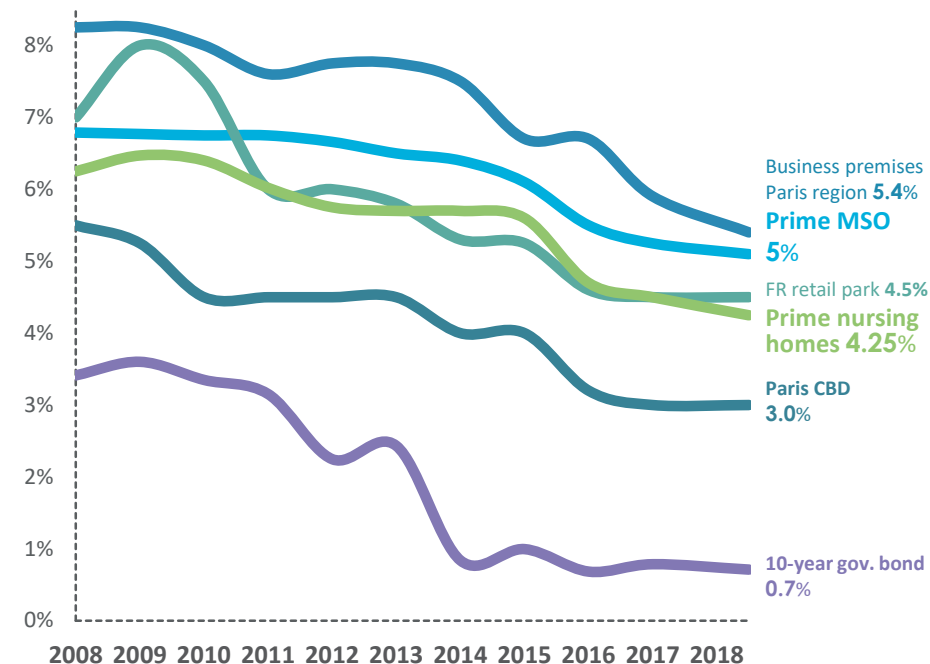
ICADE SANTÉ, THE LEADER IN HEALTHCARE PROPERTY IN FRANCE

Investors	Estimated portfolio value	Segment	Country	Share of nursing homes in France
	€4.5bn as of 12/31/2018	Healthcare and medical-social	France	4.1% at the end of 2018
	€2.2bn in France (≈€5.2bn announced in Sept. 2018 incl. 50% in Germany following acquisitions)	Healthcare and medical-social	France, Germany, Italy, Ireland, Spain	50%
	≈ €0.5bn in France	Healthcare and medical-social	France	>50%
	€0.4bn in France (≈ €1.9bn incl. international holdings at the end of 2018)	Medical-social	France, Belgium, the Netherlands, Germany	68%
	≈ €0.2bn in France	Healthcare and medical-social	France	≈ 75%



The premium over French 10-year government bonds and other asset classes remains attractive

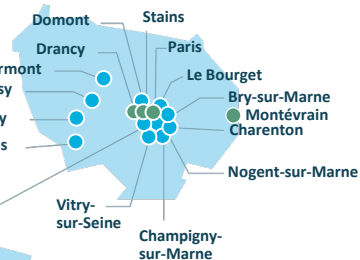
As of 12/31/2018



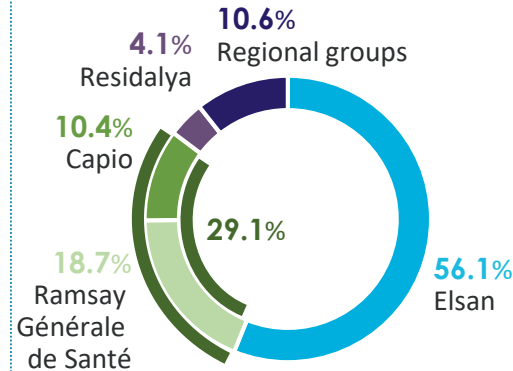
A DEDICATED SUBSIDIARY UNDERGOING A DOUBLE PROCESS OF DIVERSIFICATION



Short-term care:
most of the portfolio



**Breakdown by operator
as of Dec. 31, 2018**
(as a % of portfolio value)



Portfolio value: €4.5bn

- 81 MSO facilities ⁽¹⁾
including 1 under construction
- 13 PAC facilities ⁽²⁾
- 7 MHE facilities ⁽³⁾
- 14 nursing homes

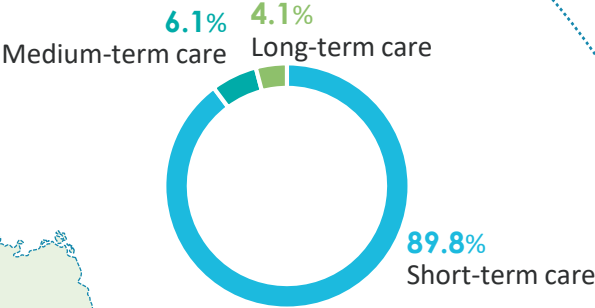
Notes: (1) MSO: Medicine, Surgery, Obstetrics
(2) PAC: Post-Acute Care
(3) MHE: Mental Health Establishments

Asset types in line with ongoing diversification

1) LONG-TERM CARE

- First acquisition of nursing homes in July 2018
- 14 nursing homes ⁽⁴⁾
- 4.1% of the portfolio at the end of 2018

**Breakdown by asset type
as of Dec. 31, 2018**
(as a % of portfolio value)



2) INTERNATIONAL DIVERSIFICATION

With a first investment in Italy for €112m in October 2018



DEVELOPMENT PIPELINE FOR THE HEALTHCARE INVESTMENT DIVISION

	Operator	Municipality	Number of beds and places	Total investment ⁽¹⁾ (€m)	Remaining to be invested (€m)	Yield on cost ⁽²⁾	Completion	% pre-let or pre-sold
PROJECTS STARTED			2,288	254.8	222.2	5.7%		100%
7 nursing homes	Gheron	Italy (Piedmont, Veneto, Lombardy)	1,020	113.0	113.0		2020-2021	100%
Greater Narbonne private hospital	Elsan	Montredon-des-Corbières	283	47.8	33.4		2020	100%
Joncs Marins PAC facility	Korian	Le Perreux-sur-Marne	136	21.9	21.9		2021	100%
Atlantique polyclinic	Ramsay GDS (formerly Capio)	Puillboreau	100	20.0	4.6		2019	100%
Le Parc polyclinic	Elsan	Caen	288	19.6	19.6		2021	100%
Saint-Charles private hospital	Sisio	La Roche-sur-Yon	210	14.1	14.1		2022	100%
Mornay PAC facility	Korian	Saintes	82	10.2	10.2		2021	100%
Saint-Herblain polyclinic (Bromélia)	Elsan	Saint-Herblain	169	8.2	5.4		2019	100%

FUTURE RENTAL INCOME

Additional rental income (headline, annualised)

(in €m)

		In 2019	After 2019	Total
2018 projects and transactions	Acquisitions	9.8		9.8
	Completions	13.2		13.2
	Other works	3.3		3.3
Pipeline as of 12/31/2018		1.6	12.5	14.1
<i>including Italy</i>			6.7	6.7
TOTAL		27.9	12.5	40.3

.....
**PIPELINE REFILLED,
 MORE THAN €40m IN ADDITIONAL RENTAL INCOME**

TRUSTED BY TOP HEALTHCARE OPERATORS AND INVESTORS

Completion of the Croix du Sud private hospital in Quint-Fonsegrives (Haute-Garonne) combining 2 facilities and a medical centre

Investment: €81m *excl. taxes*

Operator: **CAPIO**



Completion of the Atlantique medical hub, in Saint-Herblain (Loire-Atlantique)

Investment: €75m *excl. taxes*

Operator: **ELSAN**



Completion of the Reims-Bezannes Polyclinic (Marne)

Investment: €76m *excl. taxes*

Operator: **COURLANCY**



Acquisition in July 2018 of 14 nursing homes located throughout France

Investment: €189m *incl. duties*

Operator: **RESIDALYA**



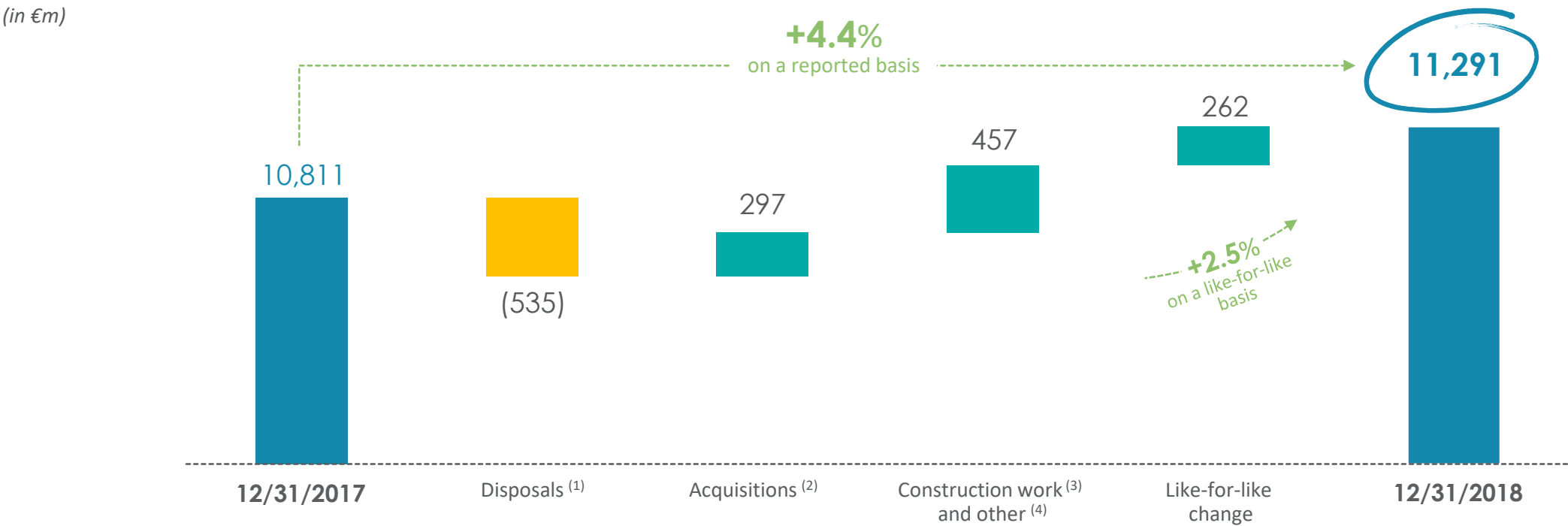
MOU signed for the construction of 7 nursing homes in northern Italy

Investment: €112m *incl. duties*

Operator: **GHERON**



OFFICE AND HEALTHCARE PORTFOLIO: GROWTH AND VALUE CREATION (GROUP SHARE)

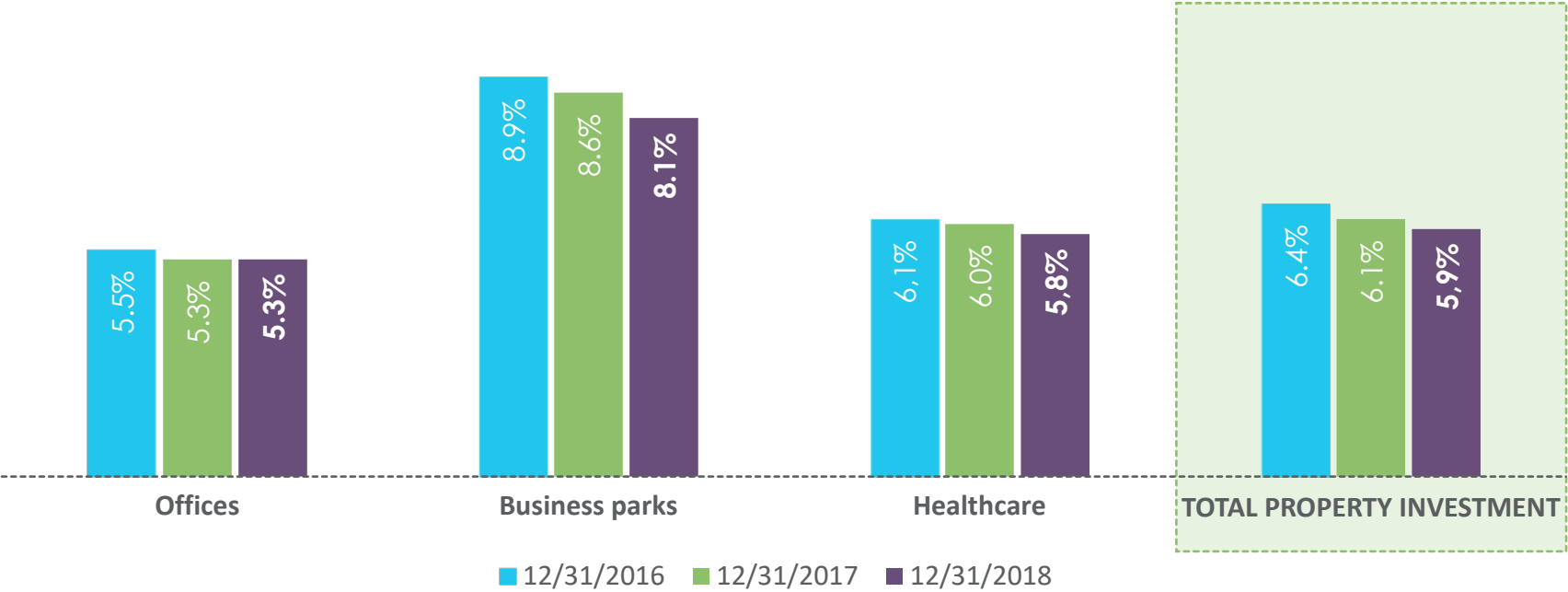


- LIKE-FOR-LIKE INCREASE IN PORTFOLIO VALUE: + 2.5%
- ON A 100% BASIS, PORTFOLIO VALUE STOOD AT €13,397m ⁽⁵⁾ AS OF 12/31/2018 (VS. €12,787m AS OF 12/31/2017)



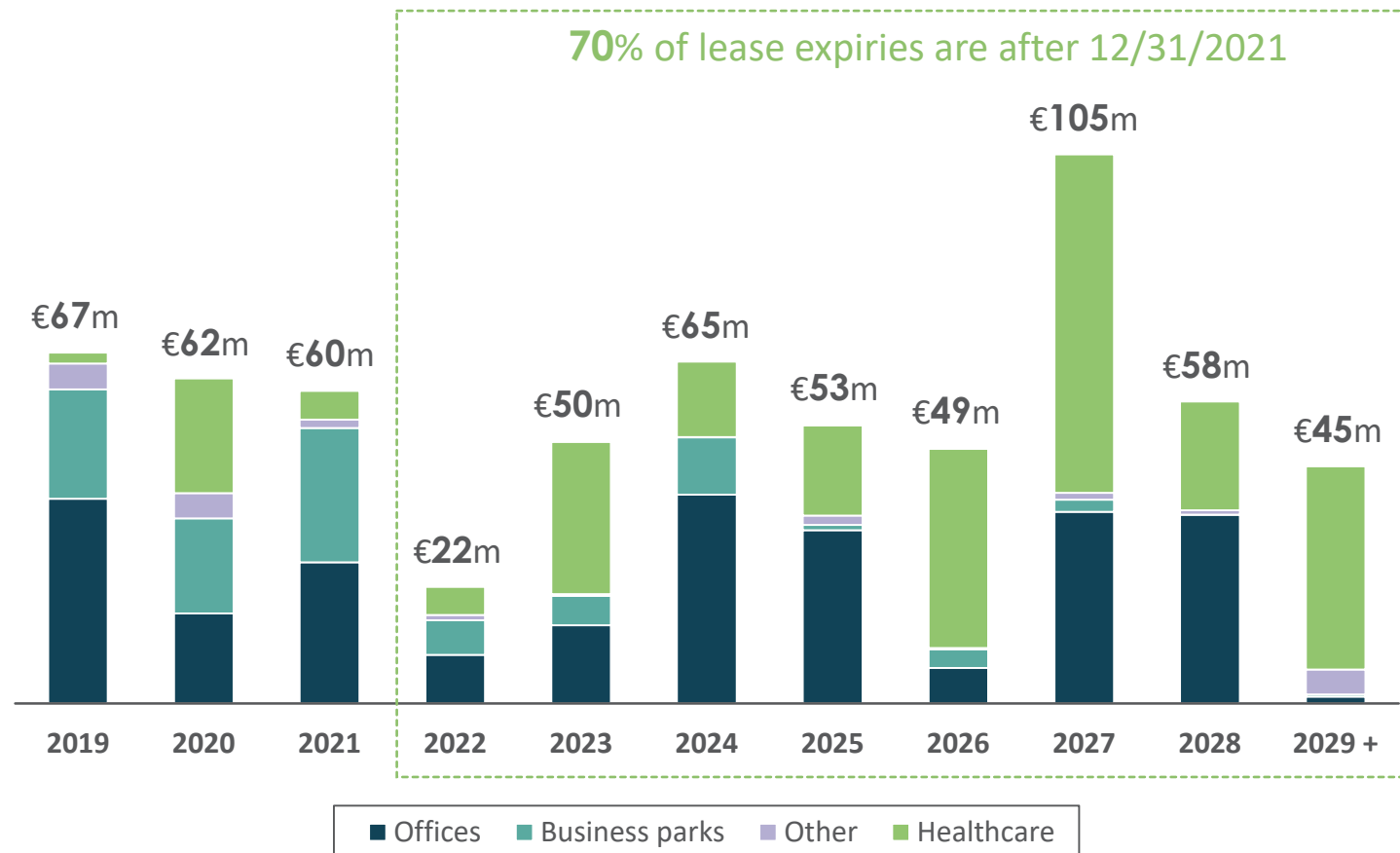
Notes: (1) Fair value as of 12/31/17 of assets sold during the period
(2) Includes the payments made in 2018 (including duties and fees) as part of ongoing off-plan acquisitions
(3) Includes, among others, maintenance works, tenant improvements, finance costs and pre-letting works
(4) After restatement of transfer duties and fees, changes in the values of assets acquired during the financial year, works to properties sold and changes in the values of assets treated as financial receivables (PPP)
(5) Including assets consolidated using the equity method: Bellini tower (33%) and Bassin Nord - Millénaire shopping centre (50%)

IMPLIED YIELDS ⁽¹⁾ OF OPERATING ASSETS



*Note: (1) Annualised net rental income from leased space plus potential net rental income from vacant space at estimated rental value, divided by the appraised value excluding duties of leasable space
Historical data takes into account the transfer made in 2018 of the Millénaire and Pont de Flandre business parks to office assets*

LEASE EXPIRY SCHEDULE ⁽¹⁾ FOR THE INVESTMENT DIVISIONS (IFRS RENTAL INCOME) (OFFICE AND HEALTHCARE)



Robust leasing activity in 2018:

- **Renew leases:** renewed leases represented **156,000 sq.m** as of December 31, 2018, i.e. **€33.4m** of rents extended for an additional **5.4 years**
- **Retain our tenants:** **82%** of tenants who had a break option in 2018 ⁽²⁾ did not exercise it (renewal or transfer to another building)

PROPERTY DEVELOPMENT: DOWNTURN EXPECTED IN THE RESIDENTIAL MARKET

Residential

- Robust activity pulling back slightly since H2:
 - Housing demand and housing starts forecasts were down at the end of the year ⁽¹⁾
 - Building permits for multi-family housing dropped to **243,200**, i.e. **-7%** from 2017 ⁽²⁾
 - Numerous orders ⁽⁶⁾ with **153,380 units** on an annualised basis (Q3 2018), down **5%** year-on-year due in particular to the “investor” segment (orders down **13%** over the year) ⁽³⁾
- Favourable short- and medium-term trends
 - Retail lending market still favourable at the beginning of 2019
 - Time on market still short (**10.5 months** in Q3 2018 and **<12 months** since 2016) ⁽³⁾
 - ELAN housing bill adopted: Pinel tax incentive scheme extended until 2021, supply-side measures (land, regulations, third-party objections) and goal of combining social landlords while promoting asset rotation in their portfolios

Office

- An active off-plan sale market at **€4bn** in 2018 (**35%** speculative) after a record year of **€4.6bn** in 2017 ⁽⁴⁾
- Large occupiers shift to properties still under development: pre-lets represent **59%** of leases signed **>5,000 sq.m** in the Paris region ⁽⁵⁾
- Office space under construction in the Paris region at its highest since 2013 with **1.9 million sq.m**, including **44%** pre-let ⁽⁵⁾

.....

RESIDENTIAL: PRICES TO CLIMB AGAIN BUT VOLUMES SHOULD DECREASE

OFFICE: NEW OFFICE SPACE REMAINS SCARCE

.....

WEAKER OUTLOOK FOR 2019

**MULTI-FAMILY HOUSING TO
BECOME MORE RESILIENT**

OFFICE PROJECTS IN DECLINE

PROPERTY DEVELOPMENT: DOWNTURN EXPECTED IN THE RESIDENTIAL MARKET

Housing starts and building permits in France as a whole ⁽¹⁾

(in thousands of housing units per year)

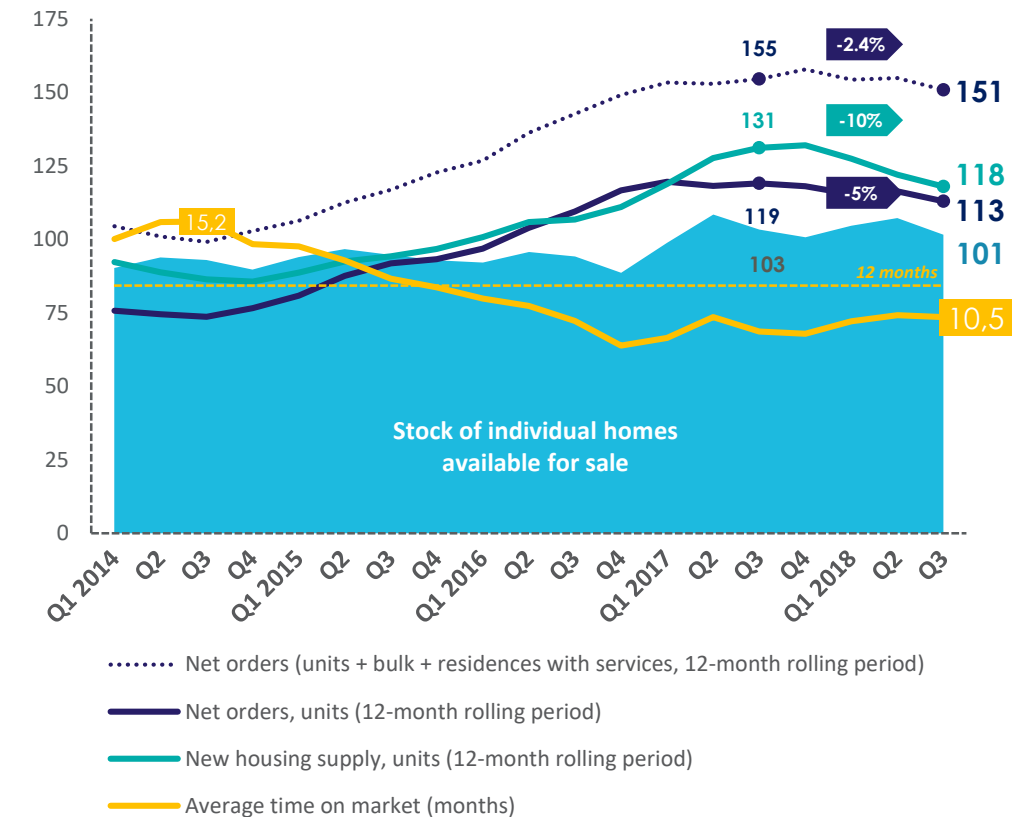
Source: CGDD/SOeS



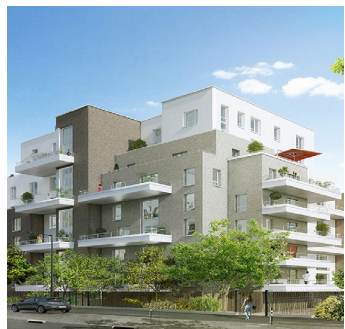
Housing stock, new housing supply and new housing orders in France

(in thousands of housing units)

Source: FPI



AN ALL-AROUND DEVELOPER AMONG FRENCH MARKET LEADERS



Affinity (Colombes, Hauts-de-Seine)



Le Conex (Lille, Nord)



URSSAF (Pont de Flandre, Paris, 19th district)



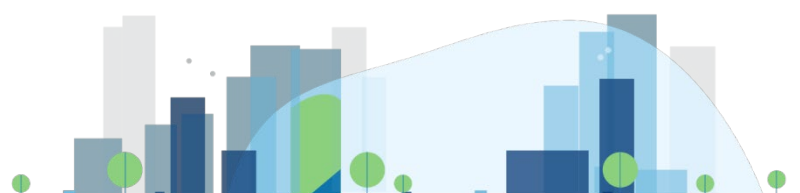
Ynfluence Square (Lyon, Rhône)

An all-around developer with a wide range of activities

- Residential: leading positions in core areas
- Synergies with the Office and Healthcare Investment Divisions
- Extensive national coverage

Capital allocated specifically to Property Development with high profitability

- Exposure capped at **10%** of Icade's equity
- ROE: at **17.4%** at the end of 2018

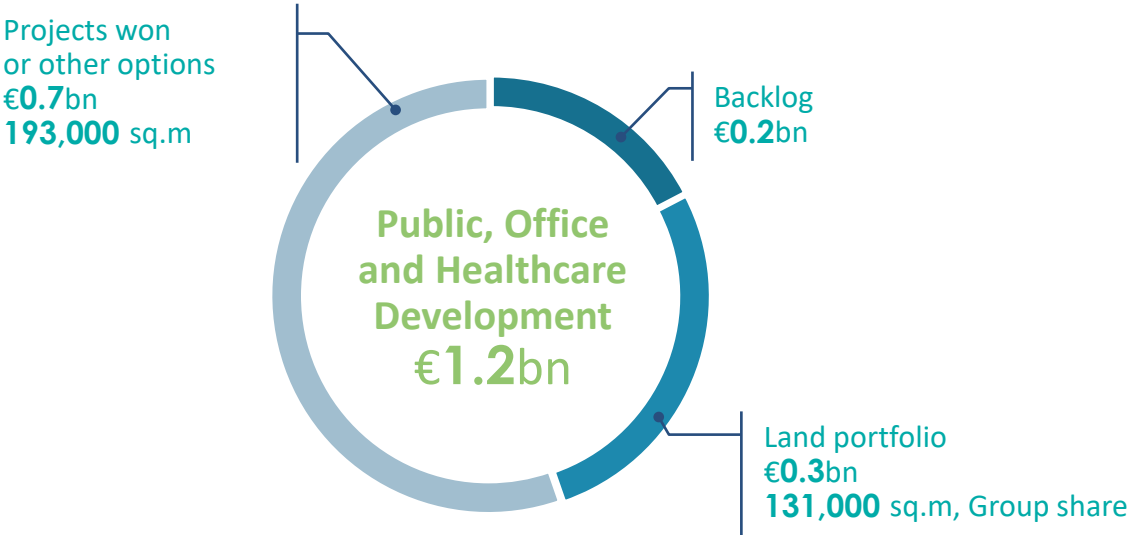


POTENTIAL REVENUE OF €5.7bn IN THE MEDIUM TERM

€4.5bn FOR THE **RESIDENTIAL** SEGMENT:
18,200 HOMES (EXCL. BACKLOG)



€1.2bn FOR THE **OFFICE** SEGMENT
AND 324,000 sq.m (EXCL. BACKLOG)



OFFICE DEVELOPMENT: BACKLOG (1)



Note: (1) Transactions completed or currently under offer



SUMMARY CONSOLIDATED INCOME STATEMENT

(in €m)	12/31/2018 ⁽¹⁾			YoY change	12/31/2017 (restated ⁽²⁾)		
	Current	Non-current	TOTAL		Current	Non-current	TOTAL
REVENUE	1,771.5		1,771.5	9.4%	1,620.0		1,620.0
EBITDA	594.8	(4.7)	590.1	10.1%	537.4	(1.6)	535.8
including depreciation charges		(380.4)	(380.4)			(339.5)	(339.5)
including impairment charges and reversals		40.1	40.1			49.4	49.4
including profit/(loss) on disposals		90.9	90.9			75.4	75.4
OPERATING PROFIT/(LOSS)	611.4	(270.0)	341.4	5.6%	553.8	(230.6)	323.2
Cost of net debt	(98.5)		(98.5)		(83.6)		(83.6)
Other finance income and expenses	(8.8)	(16.2)	(25.0)		(9.1)	(34.0)	(43.2)
FINANCE INCOME/(EXPENSE)	(107.3)	(16.2)	(123.5)	(2.6%)	(92.7)	(34.0)	(126.7)
Tax expense	(32.9)	1.8	(31.1)		(33.7)	35.1	1.5
Profit/(loss) from discontinued operations		(1.4)	(1.4)			0.3	0.3
NET PROFIT/(LOSS)	471.2	(285.8)	185.4		427.5	(229.2)	198.3
NET PROFIT/(LOSS) ATTRIBUTABLE TO THE GROUP	381.7	(226.7)	154.9	(6.4%)	349.9	(184.4)	165.5



Notes: (1) Starting in the financial year 2018, the company value-added contribution (CVAE) is recognised as a tax expense and the charge related to IFRS 2 is recognised as a non-current item
(2) Restated for the impact of applying IFRS 15 for the reclassification of the company value-added contribution (CVAE) to "Tax expense" and the IFRS 2 charge to "Non-current items"

DETAILED FINANCIAL TABLE FOR THE INVESTMENT DIVISIONS

(in €m)	12/31/2018 ⁽¹⁾					12/31/2017 (restated ⁽²⁾)			
	EPRA earnings from Office Investment	YoY change	EPRA earnings from Healthcare Investment	YoY change	EPRA earnings from Investment	YoY change	EPRA earnings from Office Investment	EPRA earnings from Healthcare Investment	EPRA earnings from Investment
NET RENTAL INCOME	378.9	9.2%	235.9	11.7%	614.8	10.1%	347.0	211.3	558.3
OPERATING PROFIT/(LOSS)	313.2	6.6%	223.4	11.5%	536.6	8.6%	293.7	200.3	494.0
FINANCE INCOME/(EXPENSE)	(72.9)	24.2%	(30.2)	5.0%	(103.2)	17.9%	(58.7)	(28.8)	(87.5)
EPRA EARNINGS FROM PROPERTY INVESTMENT – (Group share)	230.7	2.6%	108.2	12.8%	338.9	5.7%	224.8	96.0	320.8
EPRA EARNINGS FROM PROPERTY INVESTMENT PER SHARE – (Group share)	€3.11	2.4%	€1.46	12.6%	€4.57	5.5%	€3.04	€1.30	€4.34



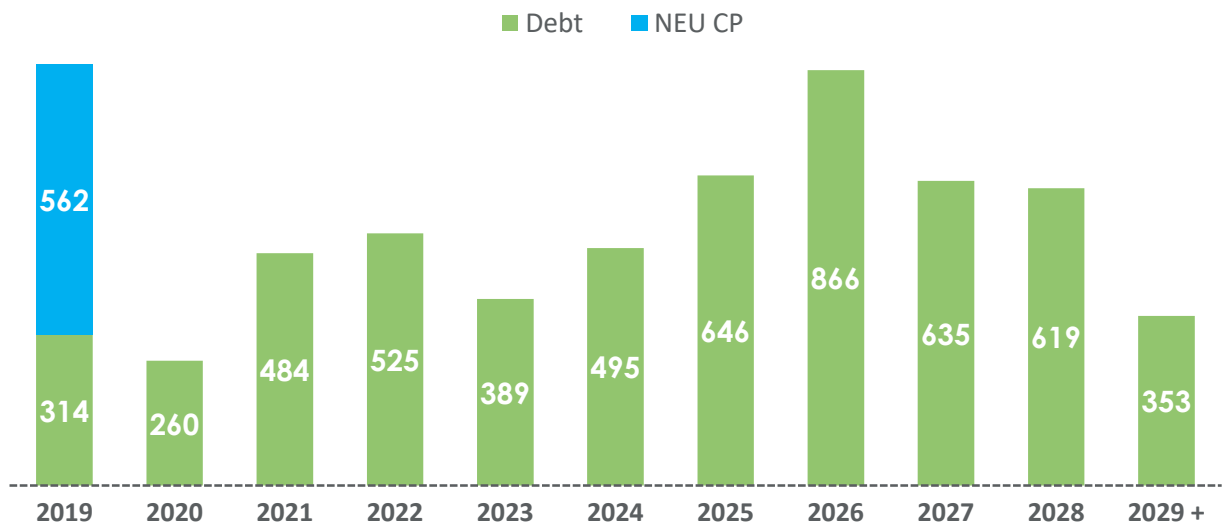
Notes: (1) Starting in the financial year 2018, the company value-added contribution (CVAE) is recognised as a tax expense and the charge related to IFRS 2 is recognised as a non-current item
 (2) Restated for the reclassification of the company value-added contribution (CVAE) to "Tax expense", the IFRS 2 charge to "Non-current items", and costs of projects under development from "Net rental income" to "Operating profit/(loss)"

DEVELOPMENT: INCOME STATEMENT

(in €m)	12/31/2018			YoY change	12/31/2017 ⁽¹⁾		
	Residential	Office	TOTAL		Residential	Office	TOTAL
ECONOMIC REVENUE ⁽²⁾	919.6	331.3	1,250.9	+7.8%	826.1	334.0	1,160.1
CURRENT ECONOMIC OPERATING PROFIT/(LOSS) ⁽³⁾	66.3	21.7	88.0	+24.7%	51.6	19.0	70.7
CURRENT ECONOMIC OPERATING MARGIN (CURRENT ECONOMIC OPERATING PROFIT OR LOSS/REVENUE)	7.2%	6.6%	7.0%		6.3%	5.7%	6.1%
NET CURRENT CASH FLOW – (GROUP SHARE)	27.4	17.0	44.4	+74.7%	23.0	2.4	25.4
ADJUSTED NET PROFIT/(LOSS) ATTRIBUTABLE TO THE GROUP ⁽⁴⁾			42.4				25.8
AVERAGE ALLOCATED CAPITAL ⁽⁵⁾			243.9				245.3
ROE			17.4%				10.5%

OPTIMISED FINANCIAL STRUCTURE

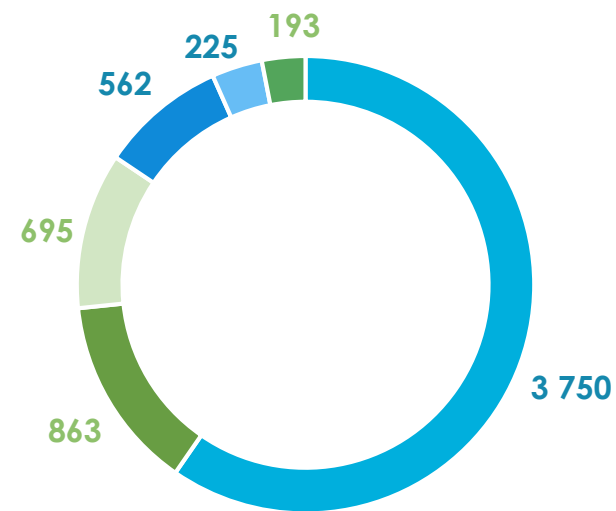
Maturity schedule of drawn debt
(in €m)



- GROSS DEBT AS OF 12/31/2017 AT €6,288m
- DEBT 98% HEDGED



Diversification of funding sources
(in €m)



72% of debt is not granted by financial intermediaries
28% of debt is granted by financial intermediaries

- Bonds 59.6%
- Corporate loans 13.7%
- Mortgages and finance leases 11.0%
- NEU Commercial Paper 8.9%
- Mortgages not granted by intermediaries 3.6%
- Other 3.1%