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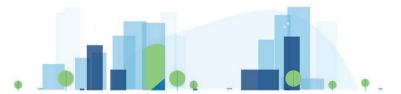
### Introduction

- 1. Impact of the Covid-19 crisis
- 2. H1 Highlights
- 3. Half Year Results

Conclusion

**Appendices** 









A Board of Directors that has supported Icade throughout the crisis

**Business continuity** ensured by **proactive and committed** teams

Well positioned to get through the crisis: a diversified business model, solid tenant portfolio and balance sheet

A Purpose approved by 99.99% of votes by the General Meeting on April 24: a guide for the future







### COVID-19 IMPACT ON 2020 NCCF AND NET PROFIT ATTRIBUTABLE TO THE GROUP:

### ESTIMATED TO DATE

### 2020 impact

Leasing activity (1) **I**-€6m: -€4m1 **CURRENT CASH FLOW** Office Investment **I**-€9m: -€7m1 Impact of postponed completions/acquisitions (2) Healthcare **I-€4**m: **-€3**ml <sup>(3)</sup> Delayed investments/acquisitions Investment REL [-€36m; -€31m], 90% pushed back to 2021 **Development** Slower revenue recognition (POC method) • Volume impact: [-€30m; -€27m] Impact of trade discounts: [-€6m: -€4m] Inefficiency costs, unconditional rent waivers **NON-CURRENT ITEMS** (small businesses), cost of exceptional risk **c.** -€50m (NET PROFIT ATTRIBUTABLE TO THE GROUP) (incl. depreciation)

- Total impact on 2020 NCCF estimated to date: between -€45m and -€55m, incl. c. 80% pushed back, i.e. to be recognised in 2021
- Impact of Covid-19-related items on IFRS net profit attributable to the Group: c. -€50 m





### H1 2020 KEY INDICATORS

+4.7%

**€320.9**m

vs. **€306.4**m as of 06/30/2019

NET RENTAL INCOME
FROM PROPERTY INVESTMENT

+3.1%

**€2.30** per share

vs. **€2.23** per share as of 06/30/2019 **€170.0**m

ADJUSTED EPRA EARNINGS
FROM PROPERTY INVESTMENT

+0.5% on a reported basis

€11.6bn (1) (Group share)
vs. €11.5bn as of 12/31/2019

PROPERTY INVESTMENT PORTFOLIO

stable

92.5%

vs. **92.6**% as of 12/31/2019

OFFICE INVESTMENT
FINANCIAL OCCUPANCY RATE

**-22.7**%

**€300.4**m

vs. **€388.5**m as of 06/30/2019

PROPERTY DEVELOPMENT REVENUE

N/A

**-€11.9**m

vs. **€13.8**m as of 06/30/2019

**NCCF** (GROUP SHARE)

+11.0%

**€1.4**bn

vs. €1.3bn as of 12/31/2019

PROPERTY DEVELOPMENT BACKLOG

.....

ABILITI

1.49%

**-5** bps

vs. **1.54**% as of 12/31/2019

**AVERAGE COST OF DEBT** 

**-0.4** year

**6.0** years vs. **6.4** years as of 12/31/2019

AVERAGE DEBT MATURITY

**+130** bps

39.3%

vs. 38.0% as of 12/31/2019

LTV RATIO (VALUE INCL. DUTIES)

+1.2%

INDICATORS

**3ROUP** 

**€92.2** per share

vs. **€91.1** per share as of 12/31/2019 **€6.8**bn

EPRA NDV/EPRA NNNAV (2)

**-7.8**%

**€2.18** per share vs. **€2.36** per share as of 06/30/2019 **€161.3**m

**GROUP NCCF** 

- Limited impact of the crisis on H1
- EPRA earnings from Property Investment on the rise
- EPRA NAV up



EVELOPMENT

OPERTY



### OFFICE INVESTMENT: OPERATIONAL IMPACT OF COVID-19 ON H1

Support for tenants

Discussions relating to c. 8% of annual rental income



Monthly payments, deferrals and repayment plans starting July 1; over 6-9 months on average



**Q2 rents waived** for small businesses closed by decree: <2% of the portfolio, i.e. an impact of c. -<2.2m (non-current)



**Conditional support measure:** tenant must agree to extend the non-cancellable lease period

**Insignificant impact** on H1 NCCF

**Impact of construction** site shutdowns: delayed completions

- **Delays** of only **3-4** months for the most significant projects
- No late penalties applicable (pandemic clause and government measures)



### RESILIENT LEASING ACTIVITY IN H1 2020

#### Leases signed or renewed

- **59** leases **58,350** sq.m **€14.7**m in headline rental income
- c. 27,000 sq.m signed since mid-March Stable ERV

#### New leases starting during the period

• **50,900** sq.m - **€15.8**m in headline rental income

#### **Gross rental income**

• €187m. stable (+1.7% LFL)

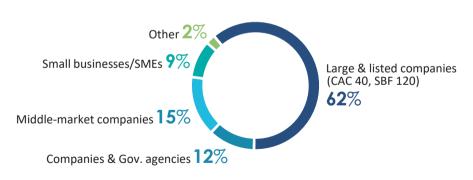
**Stable financial occupancy rate: 92.5%** 

- Offices: 96.2% (2019: 96.4%)
- Business parks: **83.4**% (2019: **83.6**%)

Weighted average unexpired lease term: 4.4 years, stable



#### A solid and diversified tenant portfolio



% of annualised IFRS rental income excl. equity-accounted companies

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

Low rent default rate: **c.** 1% over H1





Leasing activity remains robust

Rent concessions in return for lease extensions

### SIGNIFICANT LEASES SIGNED DESPITE THE CRISIS



**PARK VIEW** Lyon (Rhône)

- 3 leases signed for 6,600 sq.m
- Total floor area: **c. 23,000** sq.m
- Completion scheduled for Q4 2020



MEDIAPRO SPORT FRANCE Portes de Paris business park Aubervilliers (Seine-Saint-Denis)

- Lease signed with Mediapro Sport France
- Floor area: **5,000** sq.m
- Lease start: June 2020



**JUMP** 

Portes de Paris business park Aubervilliers (Seine-Saint-Denis)

- 12-year off-plan lease with no break clause with easyHotel
- Floor area: **4,000** sq.m
- Due for completion in late 2022



LE PONANT *Paris,* 15<sup>th</sup> district

- Lease signed/renewed with France Télévisions
- Floor area: **3,300** sq.m
- Lease start: May 2020



### **ASSET ROTATION:** PROVIDING SECURE FUTURE CASH FLOWS

### Disposals: none in H1 2020

NB: 2019 disposals represented > €1bn

**→** Impact of **c.** -**€16**m on H1 NCCF

### Development pipeline

- 2 completions in Q1 (financial occupancy rate: 100% basis): B007-URSSAF (8,500 sq.m) and Quai Rive Neuve (3,100 sq.m)
- 2020 and 2021 completions: €938m in total investments, 61% pre-let
- Limited exposure to speculative developments: 2 projects started for c. €300m: Park View (c. 23,000 sq.m) and Fresk (c. 20,500 sq.m)
  - A dynamic and secure pipeline
  - Potential rental income for 2021 of €54m, 61% pre-let













URSSAF - PONT DE FLANDRE BUSINESS PARK Paris, 19th district

### **KEY FIGURES**

		12/31/2019	06/30/2020
Portfolio value (100%, excl. duties)		<b>€9.1</b> bn	<b>€9.1</b> bn
Portfolio value (Group share, excl. o	duties)	<b>€8.5</b> bn	<b>€8.5</b> bn
WAULT		<b>4.5</b> years	<b>4.4</b> years
Average net initial yield (1) (Group share, excl. duties)		5.8%	5.8%
Financial occupancy rate		<b>92.6</b> %	<b>92.5</b> % (93.6% incl. Pulse fully occupied)
Offices		96.4%	<b>96.2</b> %
Business par	ks	83.6%	<b>83.4</b> % (87.3% incl. Pulse fully occupied)
Total floor area (in millions)		1.83	1.84
	Paris region offices	7,500	7,500
Average price per sq.m (2)	Offices in other French regions	3,600	3,600
	Business parks	2,350	2,340

- Value slightly up (+0.3% on a reported basis, Group share)
- Stable WAULT thanks to **H1** completions and renewals
- Financial occupancy rate assuming that Pulse is fully leased (3): 93.6%
  - Stable financial occupancy rate for offices and business parks
  - Few lease termination notices received for the end of 2020

**Resilient operational indicators** 



(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 of leasable space excluding duties

(3) The lease started in June for 50% of the space; second part scheduled in November



### VERY LIMITED COVID-19 IMPACT FOR HEALTHCARE INVESTMENT

### Private healthcare providers on the front line, supported by the government

#### Short- and mediumterm care

108 facilities c. 90% of the portfolio

#### **Long-term care** (nursing homes)

**51** facilities c. 10% of the portfolio

#### Private sector on the front line:

- Cancellation of **70**% to **90**% of non-urgent procedures
- Financial compensation granted by the government (1) (up to the end of 2020)
- **Healthcare operators** proactive from the very start of the crisis
- Limited short-term impact on occupancy rates (3-4 pps)

#### Icade also offered support starting mid-March:

deferral to June 30 of the due date for Q2 rent payments (acute care facilities)

**Impact of temporary** shutdowns of construction sites for pipeline projects

• Delays of only **3-4** months

Limited impact on project costs

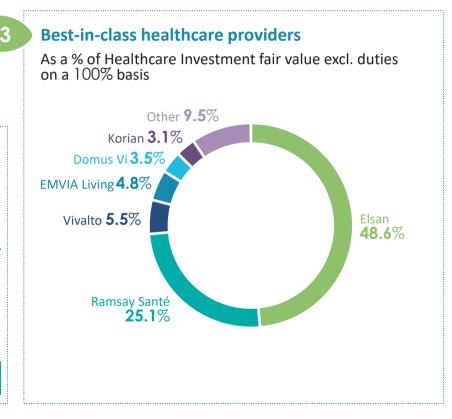


- Limited impact on NCCF
- Situation almost back to normal by the end of June

### HEALTHCARE: A SOLID, NON-CYCLICAL ASSET CLASS

- Robust rental income driven in part by 2019 acquisitions
  - Gross rental income at €149.2m: +15.4% on a reported basis
  - **+1.8**% like-for-like

Assets 100% leased or	Number of assets	% of portfolio fair value excl. duties	LFL <sup>(1)</sup>	Weighted average unexpired lease term (years)	Financial occupancy rate
Short- and medium-term care	108	89%	+1.8%	6.9	100%
Long-term care incl. international long-term care	51 27	11%	+1.5%	<b>13.5</b> 17.5	100%





159

+1.8%

Proven resilience of this asset class

100%

7.6

**TOTAL** 

### CONTINUED EXPANSION

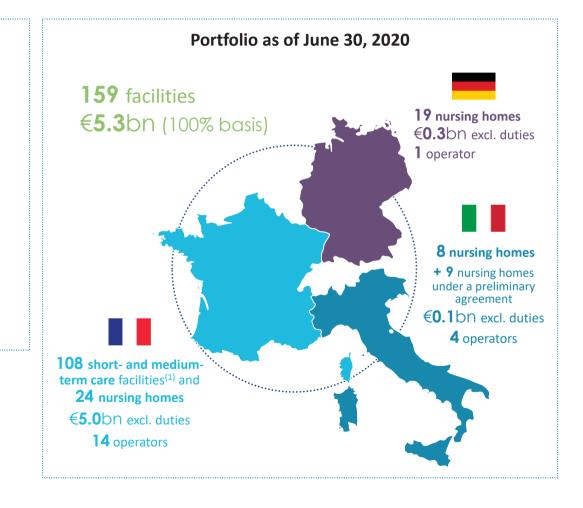
#### A larger pipeline in France with some projects slightly pushed back

- **€298**m as of June 30
- €187m in France, +27% vs. December 2019

#### **Continued investments**

- 3 acquisitions in H1 (2 in France and 1 in Italy) for c. €50m, partnership with Korian further developed
- A highly competitive post-crisis market; a German market that has emerged stronger
- An initial high-potential transaction signed with ORPEA in July 2020 for **€145**m
  - Portfolio of 9 facilities incl. 8 in Germany and 1 in France







# JULY 2020: ACQUISITION OF **9** HEALTHCARE FACILITIES FROM ORPEA INCL. **8** IN GERMANY FOR **€145**m

First transaction kicking off a long-term partnership with ORPEA, a global leader in long-term care...

... fully consistent with Icade's plan to help large healthcare operators successfully execute their expansion strategy in Continental Europe







Preliminary agreements signed to acquire a nursing home portfolio:

- 8 nursing homes in Germany
- 1 nursing home in France (Marseille)
- 906 beds 143 apartments
- Floor area: **55,043** sq.m
- 5 operating assets 4 assets under construction in Germany, to be completed in Q3-Q4 2020

**Continued international diversification:** 

c. €580m in international investments to date, incl. c. €390m in Germany





1,014 healthcare facilities22 countries



ARNSBERG - Germany



MARSEILLE BEAUVALLON - France

### **KEY FIGURES**

	12/31/2019	06/30/2020
Portfolio value (100%, excl. duties)	<b>€5.3</b> bn	<b>€5.3</b> bn
Portfolio value (Group share, excl. duties)	<b>€3.0</b> bn	<b>€3.1</b> bn
Net initial yield (excl. duties) (1)	<b>5.7</b> %	<b>5.7</b> %
Financial occupancy rate	100%	100%
WAULT	<b>8.0</b> years	<b>7.6</b> years
Number of facilities incl. nursing homes in France incl. abroad	156 23 (2,055 beds) 26 (2,816 beds)	159 24 (2,130 beds) 27 (2,996 beds)





ARRAS PRIVATE HOSPITAL Pas-de-Calais



CONFLUENT PRIVATE HOSPITAL Nantes, Loire-Atlantique



HENNIGSDORF NURSING HOME Brandenburg, Germany





### INDICATORS ON THE RISE, INEVITABLE IMPACT OF SITE SHUTDOWNS, FAVOURABLE OUTLOOK

#### An abrupt halt from mid-March...

- > 90% of construction sites shut down
- Closure of sales offices/notary's offices

### ... rapid recovery from mid-May

#### **Orders remain buoyant:**

- 2,181 units, €482m (-3% in volume terms)
- Major rebound in June 2020

**Sales:** strong momentum for bulk sales

- Sales completed as of the end of June: €487m, +26%
- Including bulk sales: +121%





- Limited sales activity
- Difficulty in completing sales



WOODSTONE Bordeaux, Gironde

	06/30/2019	06/30/2020	YoY change
Economic revenue	€388.5m	<b>€300.4</b> m	-23%
Orders	2,242 units	<b>2,181</b> units	-3%
Construction starts (work orders)	1,948 units	2,767 units	+42%
Building permit applications	2,057 units	3,217 units	+56%

- Revenue down in H1: -23%
- Excl. impact of site shutdowns: +23%



### REBOUND EXPECTED IN 2021 AND MEDIUM-TERM GROWTH

#### H1 newsflow: reflecting continued momentum

- New off-plan sales incl.:
  - Totem in Lyon (offices; 6,150 sq.m; €19.8m excl. taxes)
  - **Ecla Campus in Villejuif** (phase 1, student residence; **636** units; **€80.3**m excl. taxes)
  - Urban lvry (serviced residences and a hotel; 769 units; €109.0m (1) excl. taxes)
- Status of awarded projects: preliminary purchase agreements signed for the "Réinventer Le Havre" and "Bruneseau" projects and building permit application submitted for the Paris 2024 Athletes Village
- **Delegated Project Management tenders:** Rennes University Hospital and UNESCO
- Letter of understanding with CDC Habitat for over 1,000 units (July 2020)
  - Leading indicators on a positive trend
  - Backlog growth driven by the residential segment (+13.2%)
  - Medium-term revenue potential increases to €7.2bn



- Total revenue: €109m excl. taxes, incl. €51m recognised in H1 2020
- (2) Backlog and Delegated Project Management
- (3) Residential revenue, Group share, excl. taxes
- (4) Revenue excl. taxes on a Group share basis incl. backlog, contracts won, stock of units currently for sale and land portfolio (residential and office)

### Leading indicators on a positive trend

	12/31/2019	06/30/2020	Chg. 06/30/2020 vs. 12/31/2019
Backlog (2)	€1.3bn	<b>€1.4</b> bn	+11%
Revenue expected from the residential land portfolio (3)	€2.0bn	<b>€2.2</b> bn	+10%
Total revenue potential (4)	€7.1bn	<b>€7.2</b> bn	+1.7%
Residential	€5.2bn	<b>€5.4</b> bn	+4.1%
Office	€1.9bn	<b>€1.8</b> bn	-4.6%



INTERVENTIONAL AND SURGICAL CENTRE FOR THE RENNES UNIVERSITY HOSPITAL Ille-et-Vilaine



**NEW BRUNESEAU NEIGHBOURHOOD** Ivry-sur-Seine, Val-de-Marne



RÉINVENTER LE HAVRE Seine-Maritime



### ICADE ACTS RESPONSIBLY IN THIS TIME OF CRISIS



#### **INVOLVEMENT AND COMMUNITY ACTION**

140.000 masks donated (firefighters, healthcare facilities, police)

Financial support for associations and initiatives (1) with contributions matched by Icade

Creation of a **Solidarity fund** for Icade employees

A solution that enables most employees who have been temporarily laid off to continue to receive 100% of their normal income

#### SUPPORTING OUR STAKEHOLDERS

- Individualised support for tenants and operators (waiving Q2 2020 rents for businesses with less than 10 employees, **€2.2m** impact)
- Systematic appointment of Covid-19 safety representatives on construction sites
- Pioneering the Quality of Life in **Nursing Homes Charter**





#### SUSTAINABLE FINANCE

Two RCFs for **€450**m

- A green RCF for €300m
- A solidarity-based RCF for €150m



2020 CSR priority remains unchanged: low carbon



An approach which is a natural extension of Icade's CSR policy and in line with its Purpose





### IMPACT OF THE CRISIS ON H1 RESULTS

**NCCF**: €161.3m in H1

**c.** -€15m

Mostly due to slower revenue recognition (POC method) by Property Development

**EPRA NDV: €92.2** per share in H1

(+1,2% vs. 12/31/2019)

Marginal drops in property values in H1

**Net profit – Group share: €5.2**m in H1

**NCCF** impact

non-current items:

**c.** -€12m

LTV ratio (net debt/portfolio value incl. duties): €6.3bn / 39.3% in H1

**Limited impact on balance sheet indicators** 



**Very minor impacts in H1** 

## ADJUSTED EPRA EARNINGS FROM PROPERTY INVESTMENT: €170m, **+3.1**%

1	···· 06/30/2020 ····			
(in €m)	TOTAL PROPERTY INVESTMENT	Chg. vs. 06/30/2019		
Net rental income	320.9	+4.7%		
Net to gross rental income ratio	<b>95.4</b> %	(151 bps)		
EPRA cost ratio (1)	18.0%	340 bps		
Adjusted EPRA earnings (2) from Prop. Investment, Group share	170.0	+3.1%		
Adjusted EPRA earnings from Prop. Investment per share, Group share	2.30	+3.1%		

- Net rental income up over the half-year: 4.7%
  - Healthcare Investment contribution up (45%)
- Solid net to gross rental income ratio: 95.4%



**Resilient Investment Divisions** 



### HEALTHCARE DIVISION POSTS OVERALL GROWTH WHILE OFFICE DIVISION HOLDS ITS OWN

OFFICE INVESTMENT (in €m)	06/30/2020	
	OFFICE INVESTMENT	Chg. vs. 06/30/2019
Net rental income (100% basis)	175.0	(1.3%)
Net to gross rental income ratio	93.6%	(132 bps)
Adjusted EPRA earnings from Prop. Investment, Group share	102.7	(2.3%)
Adjusted EPRA earnings from Prop. Investment per share, Group share	1.39	(2.2%)

- Gross rental income: +1.7% like-for-like
- Net rental income: down by only -1.3% despite significant disposals in 2019
- Net operating costs: c. -7%

HEALTHCARE INVESTMENT (in €m)	06/30/2020	1
( c)	HEALTHCARE INVESTMENT	Chg. vs. 06/30/2019
Net rental income (100% basis)	145.9	+12.9%
Net to gross rental income ratio	97.8%	(213 bps)
Adjusted EPRA earnings from Prop. Investment, Group share	67.3	+12.5%
Adjusted EPRA earnings from Prop. Investment per share, Group share	0.91	+12.5%

- **Net rental income sharply up: +12.9**%, driven by 2019 acquisitions Gross rental income: +1.8% like-for-like
- The net to gross rental income ratio remains high at c. 98%
- Adjusted EPRA earnings, 100% basis: €118.0m, +11.9%



Marginal impact of the crisis



An especially resilient asset class

### PROPERTY DEVELOPMENT: RESULTS IMPACTED BY CONSTRUCTION SITE SHUTDOWNS

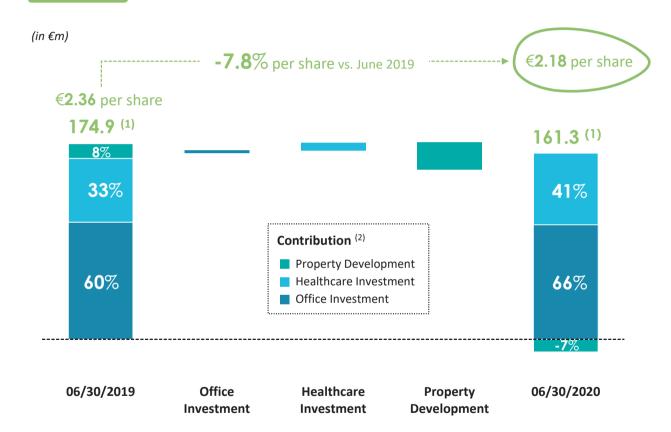
	(	06/30/2020	\	(	Chg. vs. 06/30/2019	7
(in €m)	Residential	Office	TOTAL (2)	Total chg.	Residential	Office
Economic revenue (1)	252.9	46.4	300.4	(22.7%)	(17.6%)	(43.2%)
Current economic operating profit/(loss)	(2.2)	(5.5)	(8.0)	N/A		
Net current cash flow (Group share)	(6.4)	(5.1)	(11.9)	N/A		

- Economic revenue down 23.0%
- Impact of revenue recognition based on the POC method: (ratio that takes into account the progress of sales and construction work)
  - Construction sites shut down for 2.5 months. revenue down 40% (excl. land)
  - Rapid resumption starting in June (construction sites and sales) → decline in revenue limited to 23%
- Net operating costs: c. -7%
- Impact of the Covid-19 crisis on NCCF: mainly slower revenue recognition

- Slower revenue recognition (POC method): **90%** pushed back to **2021**
- Positive NCCF excl. impact of site shutdowns during the crisis



## GROUP NCCF: **€161.3**m, **-7.8**%

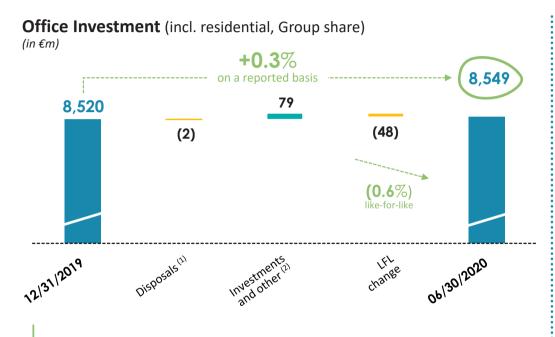


- NCCF mainly affected by:
  - Impact of 2019 disposals (Office Investment)
  - Slower revenue recognition (POC method) (Property Development)
- Healthcare Investment contribution up
- Adjusted for the impact of the crisis, NCCF: +0.9%

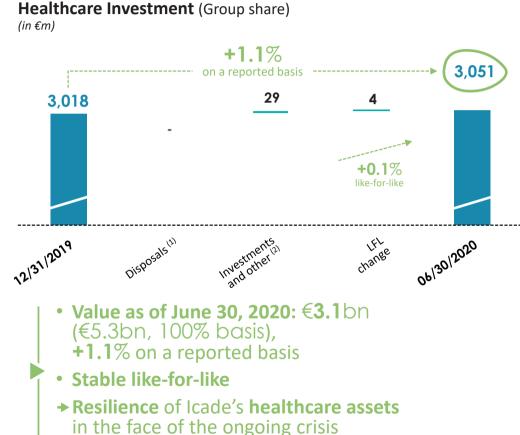




## SLIGHT INCREASE IN VALUES: +0.5% (GROUP SHARE, REPORTED BASIS)



- Value as of June 30, 2020: €8.5bn (€9.1bn, 100% basis), **+0.3**% on a reported basis
- Like-for-like decline of -0.6%: index-linked rent review forecasts revised downward





(1) Fair value as of 12/31/2019 of assets sold during the period

<sup>(2)</sup> Includes capex, the amounts invested in H1 2020 in off-plan acquisitions, and acquisitions (bulk acquisitions and assets for which Icade's ownership interest increased during the period) Also includes the restatement of transfer duties and acquisition costs, changes in value of assets acquired during the financial year, works to properties sold, changes in transfer duties and changes in value of assets treated as

### CHANGES IN EPRA METRICS

### Initial application of the new EPRA NAV metrics

EPRA triple net asset value (NNNAV)



**EPRA NDV** 

&

EPRA net asset value: (EPRA NAV)

2

**EPRA NTA** 

3 EPRA NRV

### NDV: Net Disposal Value

Liquidation NAV / Represents the shareholders' net assets

Similar to the former EPRA NNNAV

### NTA: Net Tangible Assets

Option to use a transfer tax optimisation adjustment as a result of the asset acquisition strategy

Similar to the former EPRA NAV

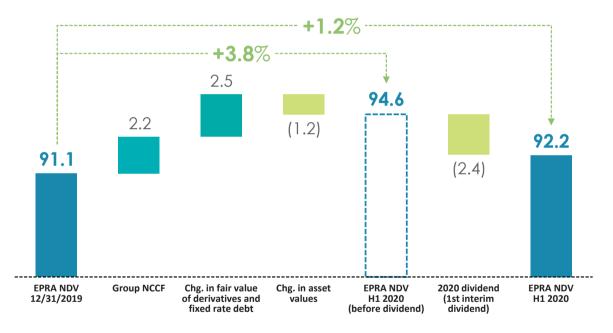
#### NRV: Net Reinstatement Value

Assumes that the company never sell assets / Value of the asset portfolio including duties



### EPRA NDV: **€92.2** PER SHARE, **+1.2**% OVER 6 MONTHS

(€ per share)



As of June 30, 2020	EPRA NNNAV	Difference (1)	EPRA NDV
In €m	6,826	(3)	6,823
€ per share	92.3	(0.1)	92.2

**EPRA NDV:** €6,823m (€92.2 per share)

- +1.2% over 6 months, +3.8% (before dividend)
- +3.3% over 12 months



- Increased NAV
- Stable property values as of June 30





## LIABILITY INDICATORS REMAIN HEALTHY

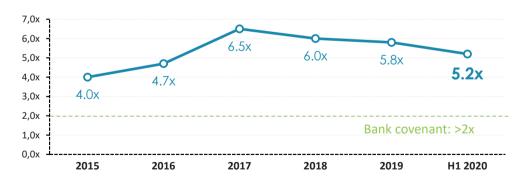
#### Average debt maturity at 6 years



#### Average cost of debt down 5 bps



#### One of the highest ICRs in the market



#### LTV ratio incl. duties at 39.3%





Solid balance sheet, low cost of debt

## STRENGTHENING ICADE'S LIQUIDITY POSITION IN THIS TIME OF CRISIS

## Outstanding amount of RCFs (1) increased to €2.1 bn

- 5 new RCFs for +€750m (net change +€370m), for an average term of 6 years
- Including €450 m in green and solidarity-based RCFs

## **7**-year €300 m green RCF

- Goal to reduce the carbon intensity of the Office Investment Division by 45% between 2015 and 2025
- If this goal is not met, the additional cost will be paid to an association having a positive impact on the environment

## **5**-year €**150**m solidarity-based RCF

€300k allocated to research on Covid-19 vaccines carried out by Institut Pasteur

- Banks have confidence in the Group's business model and financial structure
- Focus on sustainable finance







## A SUMMARY OF ICADE'S 2020 PRIORITIES

(announced at the time of the FY 2019 results release)

- Continued execution of the Strategic Plan to → 2022
- Office Investment: slowdown in disposals and stepped-up pipeline investments
- **Healthcare Investment:** further growth and international expansion
- **Property Development:** implementation of the 2020–2024 roadmap
- **CSR:** continued focus on low carbon

**Priorities suspended** 

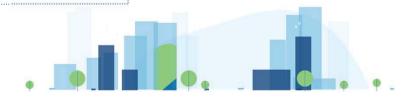
"until the situation stabilises"

(press release published on March 23, 2020)











## Icade on firm ground in the wake of the health crisis

- Resilient Investment Divisions
- Development Division ready to bounce back
- A strong balance sheet and improved liquidity position

Solid H1, additional impact of the crisis on H2

Caution exercised in the development pipeline for office assets in a more uncertain environment

The crisis has proven the Healthcare Division's growth strategy to be right on target

Ex-post analysis of the impact of the health crisis on our Strategic Plan: at the Investor Day to be held on November 23, 2020









Guidance announced on February 17, 2020 (suspended on March 23, 2020)

**Guidance remains suspended** 

2020 NCCF (in € per share): slightly lower than 2019, +5% excluding impact of 2019 disposals



To be discussed at the time of the Q3 results announcement (October 22, 2020)

2020 distribution policy: stable, in line with a payout ratio of about 90% of 2020 NCCF



ATHLETES VILLAGE Saint-Ouen, Seine-Saint-Denis









## ONE OF THE LEADING FRENCH LISTED REITS



EKO ACTIVE, QUAI 8.2 ÎLOT BC Marseille, Bouches-du-Rhône

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

- Portfolio as of 06/30/2020: €9.1bn (100% basis)
- Development pipeline: €2.2bn (for nearly 365,000 sg.m)
- Situated mainly in the Paris region, close to the main Greater Paris stations
- **877,000**-sq.m land bank



LE PARC POLYCLINIC (extension works)

#### **HEALTHCARE INVESTMENT: Icade, the leading player in France**

- French and international portfolio as of 06/30/2020: €5.3bn (100% basis)
- 132 healthcare facilities in France: 108 short- and medium-term care facilities and 24 nursing homes
- 27 long-term care facilities in Europe (Italy and Germany)



CONFX Lille, Nord

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

- Limited exposure (less than 10% of Group equity (1))
- A full-service developer (offices, homes, etc.) with extensive national coverage (21 local offices)

#### €14.4bn property portfolio

€11.6bn property portfolio as of 06/30/2020 excl. duties. Group share



#### Icade shareholding structure

as of 06/30/2020 (in %)



Crédit Agricole Assurances Group 18.97%



## ICADE'S PURPOSE

The inclusion of the Purpose in the preamble of Icade's Articles of Association was approved by 99.99% of votes at the General Meeting held on April 24, 2020

# ICADE'S PURPOSE

#### **DESIGNING, BUILDING, MANAGING & INVESTING**

in cities, neighbourhoods and buildings that are innovative, diverse, inclusive and connected with a reduced carbon footprint. Desirable places to live and work.

This is our ambition. This is our goal.

This is our Purpose.







Our Purpose is being implemented across all our business lines

## ICADE WELL POSITIONED TO MEET NEW MARKET CHALLENGES

#### **Current market environment**

## Demand under pressure

- Estimated GDP growth in 2020: -9%
- Estimated take-up in 2020: 1.3-1.5m sq.m
- · Changes in demand

## Trends in rents

- Index-linked rent reviews: 0 or <0</li>
- Pressure on ERVs

## Trends in investments

**€24 to €26**bn in 2020 Repricing mainly targeting value-add assets

#### **Underlying strengths**

- SMART & SAFE real estate solutions (smart, flexible, green and safe)
- Ability to develop new properties tailored to new demands (land bank)
- Competitive rents
- Limited growth in our portfolio's ERVs over the past three years
- Possible disposal of mature assets
- Proven expertise in acquiring value-add/core assets



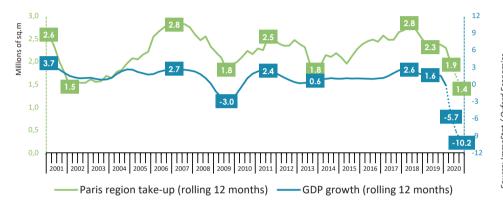
- Clearly identified market trends
- Icade well positioned to meet future challenges



#### A CHANGING RENTAL MARKET

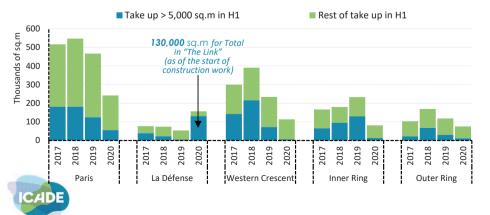
A historic recession that inevitably drags on future take-up

Changes and outlook for take-up in the Paris region and French GDP



A downturn in all markets which is even more marked for units > 5,000 sq.m due to a slowdown in the real estate decision-making process

Take-up by size since 2017

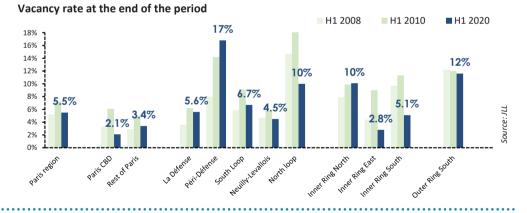


Immediate supply has increased for the first time since 2014 but starting from a low level where the proportion of new office space accounts for less than 20%

Immediate supply in the Paris region and % of new or refurbished office space



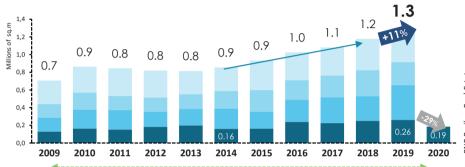
An uptick in the vacancy rate that is expected to be similar to that recorded after 2008



A gradual recovery in the rental market coupled with likely changes in demand

### STRONG DEMAND OUTSIDE THE PARIS REGION DAMPENED BY THE LOCKDOWN

#### Leasing activity drops 29% in France outside Paris in H1 2020 Take-up in the 6 largest French cities outside Paris **01 02 03 04** 1.1 1.0



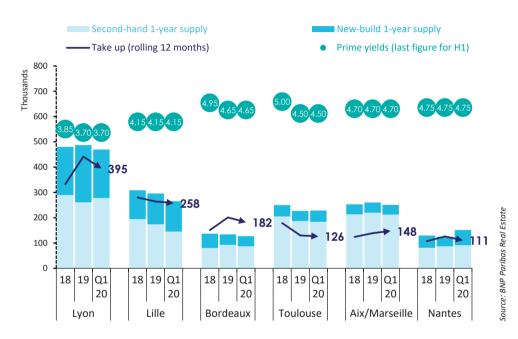
Equivalent to 40% of the Paris region's leasing activity on average (56% in 2019)

#### 1-year supply remains stable with new-build representing only 33%

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



#### **Supply and demand in major French cities outside Paris**

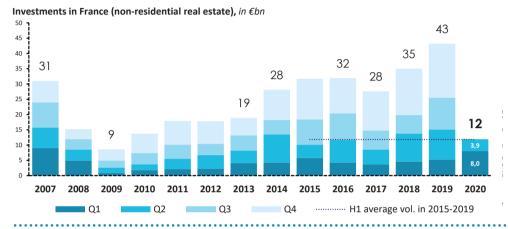


Underlying growth trends in rental markets persist despite the short-term impact of the lockdown

More resilient markets due to limited immediate and future supply (4.4% vacancy rate and 1.5 pp of future supply to be completed by 2023)

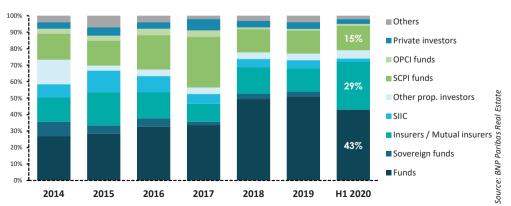
#### INVESTMENTS CONTINUE ALBEIT AT A SLOWER PACE

#### Investments slowed down in Q2, but stayed in line with 5-year average



#### Market liquidity supported by a diverse mix of investors

Types of buyers (for commercial property investment in France)



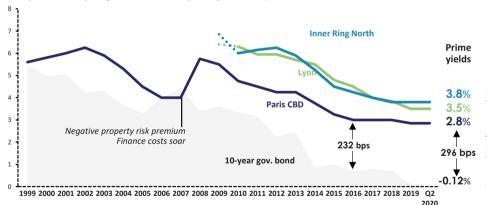
#### Investors continue to prefer the office segment in France

Investments in France in H1 2020 by asset class (compared to H1 2019)

Paris region offices	<b>€6.3</b> bn	-29%	
Offices outside the Paris region	<b>€1</b> bn	-22% excluding the URW	
Retail	<b>€2.1</b> bn	+18% -44% portfolio consisting of 5 shopping centres	al Estate
Logistics	<b>€1.6</b> bn	+63%	BNP Paribas Real Estate
Business premises	<b>€0.4</b> bn	-17%	
Services	<b>€0.4</b> bn	-73%	Source:

#### Stable prime yields

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



A slower investment market due to the lockdown but still driven by strong investor demand (persistently low interest rates, volatile equity markets)

### OFFICE SPACE OUTSIDE PARIS CBD NEEDED NOW MORE THAN EVER

	Paris CBD	La Défense	Western Crescent	Inner Ring	Outer Ring
Physical vacancy rate (end of June 2020 vs. end of June 2019)	2.1% ▲	5.6% ▲	10.5% ▲	6.4% ▼	5.3% ≈
<b>Take-up</b> (H1 2020 vs. H1 2019)	<b>121,000</b> sq.m (-40%)	<b>156,000</b> sq.m (+191%)	<b>113,000</b> sq.m (-51%)	<b>81,000</b> sq.m (-65%)	<b>75,000</b> sq.m (-36%)
Transactions > 5,000 sq.m (% H1 2020)	<b>33</b> %	<b>84</b> %	<b>5</b> %	16%	15%
Prime rent (€/sq.m/year excl. taxes and service charges in Q2 2020 vs. Q2 2019)	<b>€940</b> /sq.m ▲	<b>€540</b> /sq.m ≈	<b>€580</b> /sq.m ▼	<b>€430</b> /sq.m <b>▲</b>	<b>€300</b> /sq.m ≈
Average rent for new space (€/sq.m/year excl. taxes and service charges in Q2 2020 vs. Q2 2019)	<b>€801</b> /sq.m ▲	<b>€479</b> /sq.m ≈	<b>€384</b> /sq.m ▼	<b>€335</b> /sq.m ▲	<b>€216</b> /sq.m≈
Price (€ incl. duties/sq.m in Q2 2020 vs. Q2 2019)	<b>€19,272</b> /sq.m ▲	<b>€7,970</b> /sq.m <b>▼</b>	<b>€7,194</b> /sq.m ▲	<b>€5,074</b> /sq.m <b>▲</b>	<b>€3,509</b> /sq.m ▲
Supply under construction to be completed within 3 years (in sq.m, end of June 2020 vs. end of June 2019)	<b>97,821</b> sq.m ▼	<b>421,323</b> sq.m ▲	<b>423,636</b> sq.m ▲	<b>537,757</b> sq.m ▲	<b>86,337</b> sq.m ≈
Prime yields (end of June 2020 vs. end of June 2019)	2.8% ▼	4.0% ≈	3.25% ≈	3.80% ≈	4.85% ▼
Office investments (H1 2020 vs. H1 2019)	€1,457m (-53%)	€ <b>0</b> m (-100%)	€1,961m (+11 <b>7</b> %)	<b>€1,246</b> m <b>(+2%)</b>	€96m (-81%)

#### Icade's Office Investment portfolio in the Paris region mid-2020





As a result of the crisis, the price and quality of office space have become even more important

→ As new supply in Paris CBD costs over **€800**/sq.m and should remain scarce, demand is expected to increasingly shift towards the best locations on the outskirts of Paris

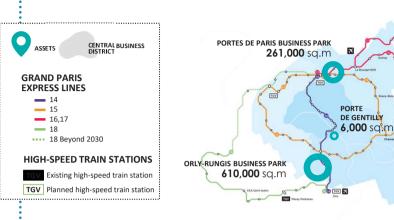


Sources: ImmoStat. JLL 2020 HALF YEAR RESULTS | 52

#### Land bank **877,000** sq.m (2)

## ICADE'S OFFICE PORTFOLIO IN THE HEART OF THE GREATER PARIS AREA





#### Portfolio outside the Paris region 205,566 sq.m - €708m (1)



**Selective positioning** in major French cities

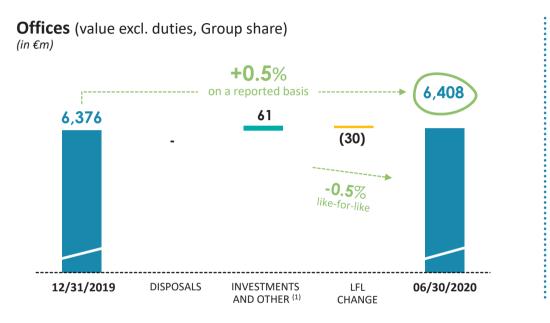
## DEVELOPMENT PIPELINE AS OF 06/30/2020

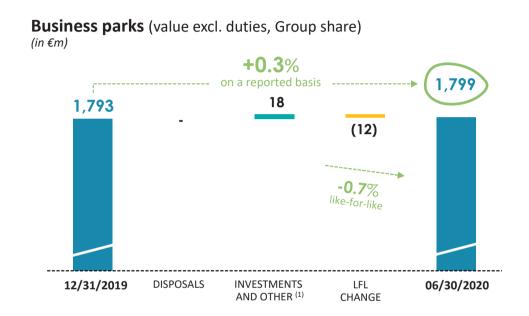
Project name	Location	Type of works	In progress	Property type	Estimated date of completion	Floor area (sq.m)	Rental income (€m)	YoC <sup>(1)</sup>	Cost <sup>(2)</sup> (€m)	Remaining to be invested > Q2 2020 (€m)	Pre-let	
PARK VIEW	Lyon	Redevelopment	√	Office	Q4 2020	22,980			82	18	31%	
LATÉCOÈRE	Toulouse	Construction	<b>√</b>	Office	Q1 2021	12,717			41	10	100%	
ORIGINE	Nanterre	Redevelopment	✓	Office	Q2 2021	65,000			450	86	78%	61
FONTANOT	Nanterre	Refurbishment	✓	Office	Q2 2021	16,350			109	19	100%	1
B034	Flandre	Refurbishment	<b>√</b>	Hotel	Q3 2021	4,826			33	17	100%	
FRESK	South Loop	Refurbishment	✓	Office	Q3 2021	20,542			223	49	0%	J
JUMP	Portes de Paris	Construction		Office/Hotel	Q4 2022	18,300			94	79	19%	
TIME	Portes de Paris	Construction		Office	Q3 2023	9,400			45	40	0%	
HUGO	Millénaire	Construction		Office		27,695			130	101	0%	
VICTOR	Millénaire	Construction		Office		40,582			191	149	0%	
TOTAL PROJEC	TS STARTED					238,392	88.2	6.3%	1,398	569	38%	
TOTAL PROJEC	TS NOT COM	IMITTED				125,778	47.9	<b>5.7</b> %	842	674		
TOTAL PIPELIN	IE					364,170	136.1	6.1%	2,239	1,243	25%	

- A development pipeline with an attractive YoC of 6.1 $\!\%$
- 6 projects to be completed by 2021 (142,400 sq.m) with over 60% of them pre-let on average
- Slight delays due to temporary construction site shutdowns, particularly for projects to be completed by 2021



## OFFICE INVESTMENT: SLIGHT LIKE-FOR-LIKE DECREASE





Like-for-like change in both portfolios:

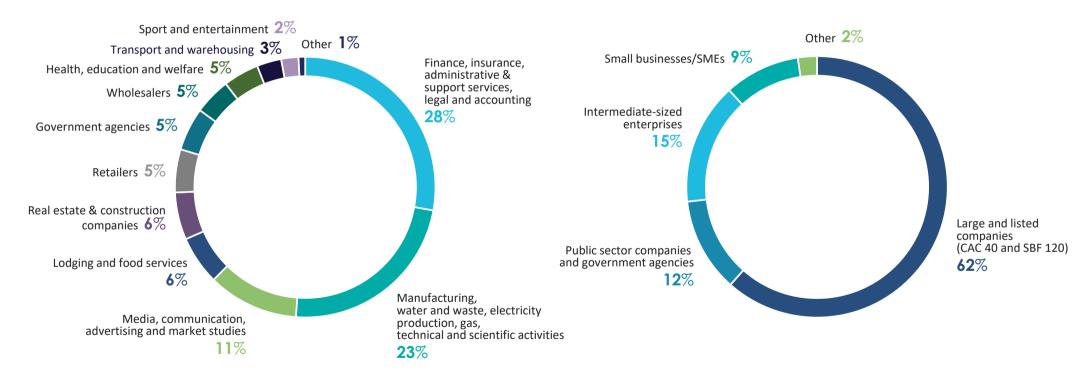
- Offices: -€30m (-0.5%)
- Business parks: -€12m (-0.7%)

Slight like-for-like decrease for Office Investment: -0.6% as values were down for both the business park and office segments, mainly due to downward revisions in rent review assumptions



## A SOLID AND DIVERSIFIED TENANT PORTFOLIO

#### % of annualised IFRS rental income as of 06/30/2020, 100% basis, excl. equity-accounted companies





## HEALTHCARE: A FAVOURABLE MARKET OUTLOOK

### **Growth potential** for Healthcare Investment (in France and Europe)

Non-cyclical fundamentals

+29 million

seniors over 80 in Europe by 2050

A market driven by need and not demand

Government support increased due to the crisis

**€8**□∩ spent in emergency aid Wage increases and an investment plan

Healthcare, a strategic industry

• Large healthcare providers emerge stronger

**An active European** market

€3.0b∩ in investments in H1 (1)

**Investment projects** continue to gather steam



- Fundamentals strengthened by the crisisExpansion goals have remained unchanged



## FACILITIES WITH ATTRACTIVE RENTAL TERMS

#### **HEALTH SECTOR**

#### **MEDICAL-SOCIAL SECTOR**

	Short-term care facilities – acute care	Medium-term care facilities – PAC <sup>(1)</sup> /mental health	
			Franc
Real estate	Technical equipment  More ambulatory care and reduced accommodation structures	Mostly accommodation structures with less technical equipment (easier to convert the properties)	Primarily accom structures Little o equipment (easier t properties in urba
Investment	+++	+	+
Operators	Nationwide and regional operators including two leaders (Ramsay Santé and ELSAN)	Nationwide or regional operators from the healthcare (Ramsay Santé) or medical-social segment (Korian / ORPEA)	About ten nationwi incl. 3 leaders (Korian, C strongly expandi
Lease terms	12 years with no break option	12 years with no break option	12 years with no b
Renewal	+9 to +12 years	+9 to +12 years	+9 to +12
Index-linked rent reviews	ILC (commercial rent index)	ILC (commercial rent index)	50% IRL (rent rev 50% nursing h
Charges (excluding maintenance)	<b>100</b> % tenant	<b>100</b> % tenant	<b>100</b> % ter
Maintenance	Landlord: major works (Art. 606)	Landlord: major works (Art. 606)	Landlord: major wo

Long-term care facilities (nursing homes)							
France	Germany	Italy	Spain				
Primarily accommodation structures Little or no technical equipment (easier to convert the properties in urban settings)	Rental terms even more attractive outside of France						
+							
About ten nationwide operators incl. 3 leaders (Korian, ORPEA, DomusVi) strongly expanding abroad	High market fragmentation at regional level Korian, the market leader	Smaller leaders (<6,000 beds for Korian or KOS)	Market consolidation with the arrival of French groups				
12 years with no break option	<b>12</b> to <b>25</b> years	<b>12</b> to <b>29</b> years (9 years earlier)	<b>20</b> to <b>25</b> years				
+9 to +12 years	+5 to +7 years	+9 to +18 years	up to 20 years				
50% IRL (rent review index) + 50% nursing home fees	Free (≈inflation)	Free (≈inflation)	Free (≈inflation)				
<b>100</b> % tenant	<b>100</b> % tenant	Landlord: land tax	<b>100</b> % tenant				
Landlord: major works (Art. 606)	Landlord: major works (Dach und Fach)	Landlord: major works	Landlord: major works				



## ICADE SANTÉ, THE LEADER IN HEALTHCARE PROPERTY IN FRANCE

		Properties in France	Property type	Share of nursing homes in France		erties excl. France)
	CADE (1)	<b>€5.0</b> bn	Acute care PAC/mental health Nursing homes	<b>6</b> %	<b>€0.3</b> bn G	ermany, Italy
-	PRIMONIAL (2)	≈ <b>€2.4</b> bn	Acute care PAC/mental health Nursing homes	N/A	<b>€3.5</b> bn G	ermany, Italy, Ireland, Spain
TORS	BNP PARIBAS (3) REAL ESTATE	<b>€0.65</b> bn	Acute care PAC/mental health Nursing homes	N/A	<b>€0.2</b> bn G	ermany
<b>Z</b>	Cofinimmo 🥊	<b>€0.4</b> bn	PAC/mental health Nursing homes	>70%		elgium, Germany etherlands, Spain
	Pierval santé	<b>€0.4</b> bn	Acute care PAC/mental health Nursing homes and other	< 20%	<b>€0.6</b> bn G	ermany, Ireland, Portugal
	Foncière (5) SISCARE	≈ <b>€0.3</b> bn	PAC/mental health Nursing homes	<b>36</b> %	<b>€0.1</b> bn G	ermany, Italy, Spain
		Estimated portfolio value	Property type	Share of nursing homes in France		and strategy excl. France)
HEALTHCARE PROVIDERS	(1) KORIAN	<b>≈ €2</b> bn	PAC/mental health Nursing homes	N/A	France, Germany, Belgium, Italy, Spain, Netherlands	Buy & Build strategy in all countries
HEALTI	ORPEA (4)	≈ <b>€6</b> bn	PAC/mental health Nursing homes	N/A	13 European countries, Brazil, China	<b>Consolidation</b> in Germany, France, Netherlands and Brazil



(2) Press release from September 2018 for the Group's property portfolio as a whole, plus acquisitions identified

(3) Press release from July 2020

(4) 2019 financial reporting

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

## A RESILIENT HEALTHCARE SEGMENT UNDERPINNED BY SOLID FUNDAMENTALS

Stable underlying trends

#### Continual rise in health expenditure...

An ageing population

Improved technologies and increased demands

Increase in long-term medical conditions

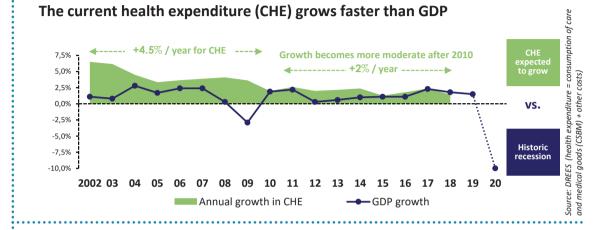
#### ... accentuated by the health crisis

A regulated sector over 80% funded by the government in France

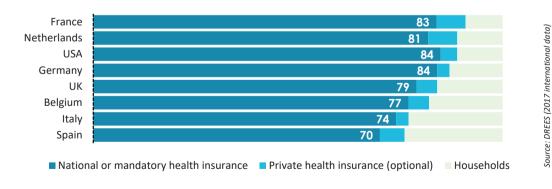
€8bn set aside in France in 2020 in response to the Covid-19 crisis

Wage increases for both public and private employees

Creation of a 5<sup>th</sup> branch of the social security system to manage the funding for long-term care



#### Health expenditure mostly government-funded





Healthcare providers receive renewed support from the government

## LARGE-SCALE HEALTHCARE OPERATORS

#### Major operators of acute care facilities in France

based on 2018 revenue (sources: HBI / DREES for market size)

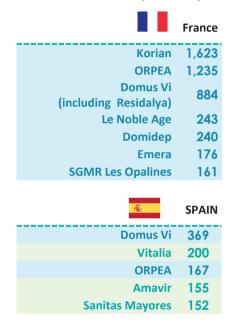
Rank		Estimated revenue	Market share	Cumulative market share
1	Ramsay Santé (including Capio)	2,446	<b>21</b> %	<b>21</b> %
2	Elsan	1,975	17%	38%
3	Sisio (including Courlancy Group)	640	<b>5</b> %	49%
4	Vivalto Santé (including Confluent private hospital)	626	<b>5</b> %	43%
5	Almaviva Santé	400	<b>3</b> %	<b>52</b> %
6	DocteGestio	328	3%	<b>55</b> %
7	Clinavenir Group	241	<b>2</b> %	<b>57</b> %
8	C2S Group	240	<b>2</b> %	<b>59</b> %
9	GBNA Polycliniques	190	<b>2</b> %	61%
10	Groupe de Santé Clinifutur	174	1%	<b>62</b> %



A highly consolidated for-profit private sector representing 23% of acute care beds in France and 40% of outpatient beds

#### Largest nursing home operators in France, Germany, Italy and Spain

based on 2018 revenue >€150m (source: HBI)



GE	RMANY
Korian	788
Alloheim	426
Kursana	378
ORPEA	347
Pro Seniore	314
Augustinum Gruppe	310
Vitanas	274
<b>AWO Westliches Westfalen</b>	270
Fresenius Helios	239
Ameos Holding AG	220
EMVIA Living	220
Domicil	183
Charleston (acquired by KOS)	160
	ITALY
Korian	249

	ITALY
Korian	249
Gruppo KOS	214
Sereni Orizzonti	155

French operators

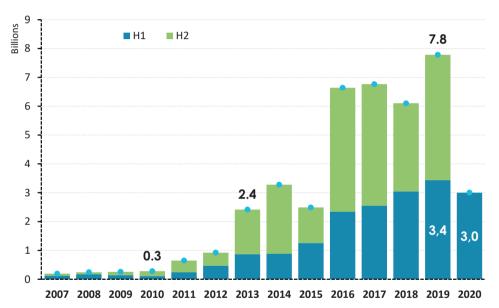
operators from other countries

A highly structured market in France with strong national operators very active internationally

## HEALTHCARE PROPERTY INVESTMENTS HAVE PROVEN THEIR RESILIENCE

#### Investments in senior housing in Europe

in €bn (source: RCA)



- A slight decline in investments in H1
- After clearly emerging in 2016, long-term facilities have proven their appeal and resilience

#### Long-term care investment profile by country

(source: RCA)

	Average annual volume 2017-2019	Volume in mid-2020	Transactions since March
	<b>€1,400</b> m	<b>€850</b> m	AviaRent: <b>12</b> facilities in March Patrizia: <b>7</b> nursing homes in May Primonial: <b>8</b> facilities in July
••	<b>€550</b> m	<b>€66</b> m	Transactions anticipated in H2 including several which were launched despite the lockdown
	<b>€250</b> m	<b>€122</b> m	Primonial: 6 nursing homes to be built, early July
- A	<b>€350</b> m	<b>€64</b> m	Threestones: 1 Armonea facility in March Care Property Invest: 1 facility in June

- Strong level of investment in Germany with proactive national players and a steady global presence
- Further acquisitions in Italy and Spain
- France may be able to make up lost ground in H2

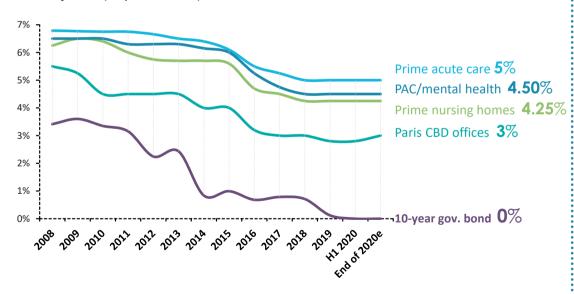


## **CONSISTENTLY GOOD YIELDS**

#### **Steady investor demand in France**

- Negotiations have continued along the same lines as before the lockdown
- Investors' renewed interest in a market totalling ≈ €800m/year in France
- Consistently high prime yields: 5% for acute care facilities

#### **Prime yields** (at period end)



#### The German market emerges stronger from the crisis

- Germany has been less impacted by the crisis (lower mortality rates, nursing homes less affected, partial lockdown)
- Yields should continue their downward trend until the end of 2020

#### Prime yields have remained stable in Spain and Italy

#### Nursing home prime yields (at year end)

2012	Nursing home prime yield	2020e (compared to the end of 2019)
	7.5 - 8%	
	7 - 7.5%	
	6.5 - 7%	
	6 - 6.5%	
	5.5 - 6%	
	5 - 5.5%	<u>*</u>
	4.5 - 5%	*
	4 - 4.5%	



## HEALTHCARE DEVELOPMENT PIPELINE

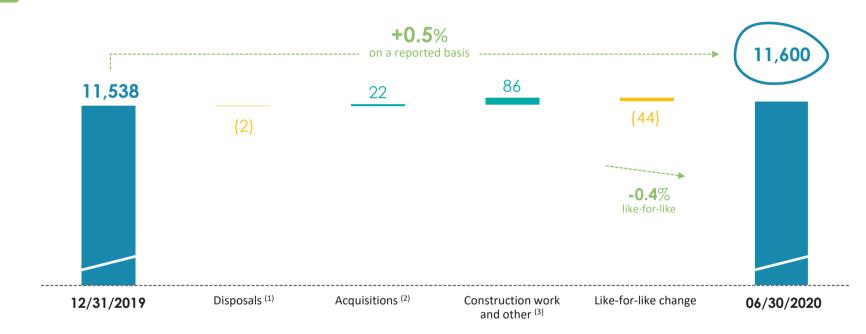
	Туре	Operator	City/town	Number of beds and places	Total investment (1) (€m)	Remaining to be invested (€m)	Yield on cost (2) (YoC)	Completion	Pre-let
PROJECTS STARTED				3,142	297.6	230.9	5.4%		100%
Incl. France				2,036	186.5	127.4			100%
Greater Narbonne private hospital	Development	Elsan	Montredon-des- Corbières	283	47.8	10.6		2021	100%
Pôle Santé Lunellois health complex	Development	Clinipôle	Lunel	79	11.6	7.4		2021	100%
Mornay PAC facility	Development	Korian	Saintes	82	10.2	4.2		2021	100%
Médipôle Saint-Roch polyclinic	Extension	Elsan	Cabestany	332	10.1	10.1		2022	100%
Saint-Augustin polyclinic	Extension	Elsan	Bordeaux	297	25.7	25.6		2022	100%
Saint-Pierre private hospital	Extension	Elsan	Perpignan	249	8.8	8.8		2022	100%
Blagnac nursing home (3)	Development	Korian	Blagnac	80	14.9	14.9		2022	100%
Joncs Marins PAC facility	Development	Korian	Le Perreux-sur-Marne	136	21.9	18.3		2022	100%
Le Parc polyclinic	Extension	Elsan	Caen	288	21.2	14.7		2022	100%
Saint-Charles private hospital	Extension / Renovation	Sisio	La Roche-sur-Yon	210	14.3	12.8		2022	100%
Incl. international				1,106	111.1	103.5			100%
Nursing home portfolio	Development	Gheron	Italy (Piedmont, Veneto, Lombardy)	840	79.2	79.2		2021-2024	100%
Villalba	Development	KOS	Italy	80	12.8	12.8		2021	100%
Grosseto	Development	KOS	Italy	120	11.4	11.4		2021	100%
Tangerhütte	Refurbishment	EMVIA Living	Germany	66	7.6	0.1		2020	100%



The development pipeline in France grows in size



## OFFICE AND HEALTHCARE PORTFOLIO: SLIGHT LIKE-FOR-LIKE DECREASE (GROUP SHARE)



- Slight like-for-like decrease in portfolio value:
  - -0.4%, mainly reflecting rent review assumptions revised downward by property valuers
- On a 100% basis, the portfolio totalled €14,431m (4) as of 06/30/2020 (vs. €14,340m as of 12/31/2019)



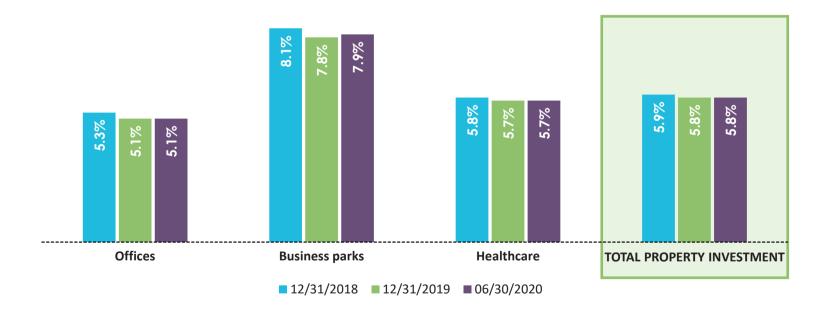
(in €m)

(1) Fair value as of 12/31/19 of assets sold during the period

(2) Includes the amounts invested in H1 2020 in off-plan acquisitions, and acquisitions (bulk acquisitions and assets for which Icade's ownership interest increased during the period)

(3) Also includes capex, the restatement of transfer duties and acquisition costs, changes in value of assets acquired during the financial year, works to properties sold, changes in transfer duties and changes in value of assets treated as financial receivables

## IMPLIED YIELDS (1) OF OPERATING ASSETS





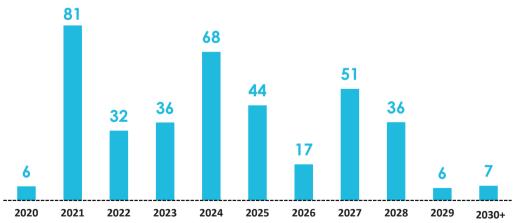
## LEASE EXPIRY SCHEDULE (1) FOR THE PROPERTY INVESTMENT DIVISIONS (IFRS RENTAL INCOME)

#### Office Investment

#### **Robust leasing activity in 2020**

- Renewed leases: 14 leases renewed in 2020, i.e. 25,930 sq.m or €6.9m in annualised headline rental income extended by 5 years
- New leases: 45 new leases signed in 2020 for 32,420 sq.m, with annualised headline rental income of €7.9m

#### Annualised IFRS rental income *€m*

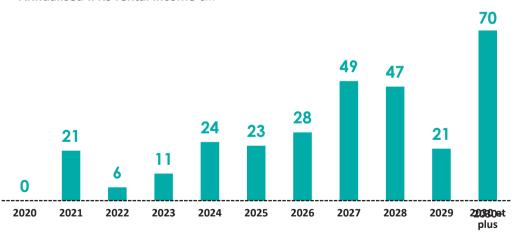


#### **Healthcare Investment**

#### Leasing activity assured well into the future

- WAULT to break of 7.0 years in France and 17.5 years outside France
- 2 leases renewed or extended prior to their expiry, representing €5.8m in annualised headline rental income extended by 2.5 additional years

#### Annualised IFRS rental income €m





**79**% of the Investment Divisions' leases expire after 12/31/2022



(1) Expiry or first break – in terms of annualised IFRS rental income – €m

## PROPERTY DEVELOPMENT: THE RESIDENTIAL SEGMENT'S FUNDAMENTALS REMAIN SOUND

## Demand remains strong

- Loan interest rates remain low
- Long-term structural needs

The number of households is growing twice as fast as the population

## **Extremely limited supply**

- **91,000** residential units <sup>(1)</sup>
- Available housing stock at its lowest level since 2014

# A business sector benefiting from support measures

- Tax measures
- Post-crisis recovery plans
- CDC Habitat Plan

#### **Icade Promotion's strengths**

## Recognised, comprehensive and sustainable solutions

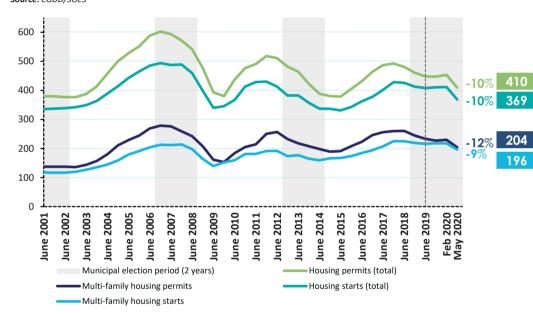
- Retail space, mix of uses, appeal
  - Economical housing with a reduced carbon footprint
- Low risk that prices might decline
  - A portfolio of available land
  - A government support plan expected in Q3 2020
  - Low-carbon solutions that meet government expectations



## DEVELOPMENT: ACTIVITY LIMITED BY SUPPLY CONSTRAINTS

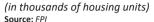
#### Housing starts and building permits in France as a whole (1)

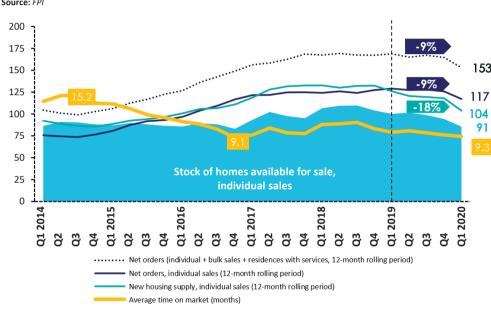
(in thousands of housing units per year) Source: CGDD/SOeS



A decline in the number of building permits and housing starts since the end of 2018 abruptly made worse by the lockdown

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





A market facing strong pressures with a sharp drop in new housing supply and an increasingly smaller stock of homes



A lockdown period which has weighed heavier on supply than demand



## PRICES REFLECT HIGHER CONSTRUCTION COSTS

**IPEA** 

#### Construction cost and price indices in Q1 2020



Producer Cost Index for Construction (IPC-F)

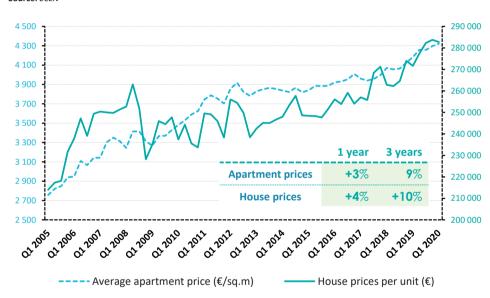
—— Construction Cost Index (ICC)

— Housing Maintenance and Improvement Work Index (IPEA)

Increased construction costs set to continue because of the health crisis (new health standards, disrupted supply chains)

#### New home sale prices

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



Lower risk due to the price correction for apartments as evidenced by their decline after the 2008 financial crisis

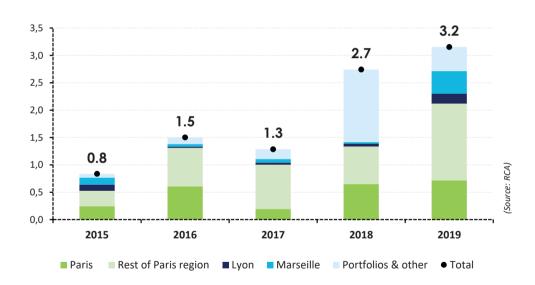


(1) Change from Q4 2016 to Q4 2019

### PROPERTY DEVELOPMENT: SURGE IN RESIDENTIAL INVESTMENT

#### Institutional investors increasingly interested in the residential segment

Residential acquisitions by institutional investors (€bn)

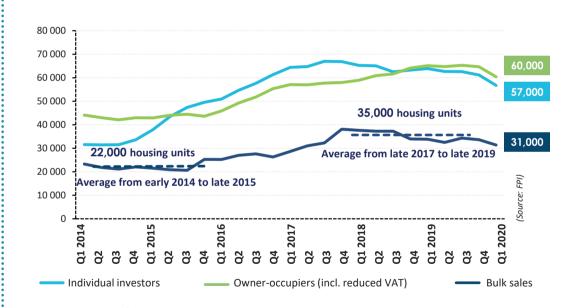


A record volume in 2019 of €3.2bn stemming largely from the rest of the Paris region and cities outside of Paris

#### **Growing importance of bulk sales** for property developers

#### Orders by type of buyer

(in thousands of housing units)

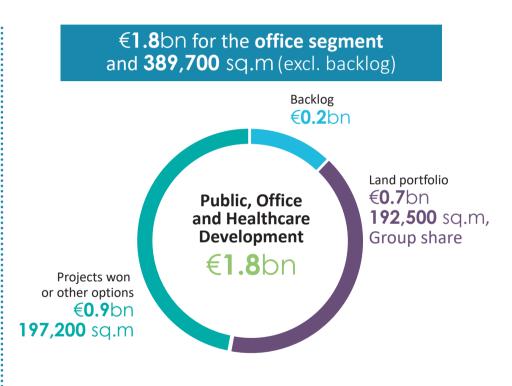


In March 2020, CDC Habitat announced a plan to acquire 40,000 residential units over 12 months



## POTENTIAL REVENUE OF €7.2bn IN THE MEDIUM TERM

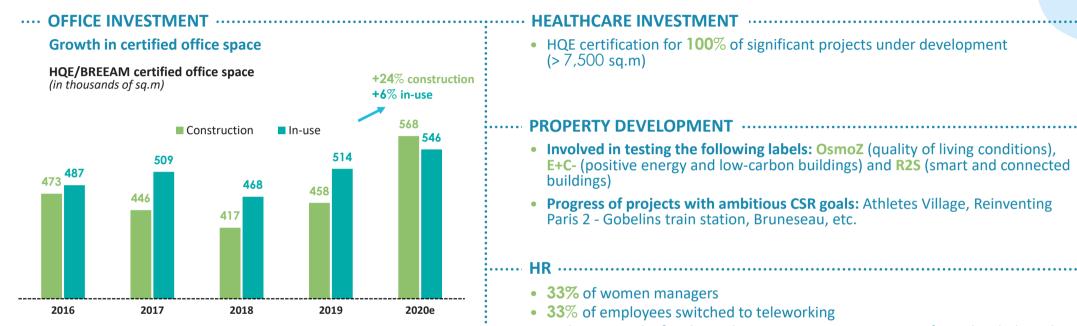






Data excl. taxes. Group share 2020 HALF YEAR RESULTS | 72

### POSITIVE H1 INDICATORS FOR CSR



- Greenhouse gas emissions of offices and business parks -27% between 2015 and 2019
- 10 community events in our business parks in H1 2020

 HQE certification for 100% of significant projects under development (>7.500 sq.m)

#### PROPERTY DEVELOPMENT

 Involved in testing the following labels: OsmoZ (quality of living conditions), E+C- (positive energy and low-carbon buildings) and R2S (smart and connected buildings)

 Progress of projects with ambitious CSR goals: Athletes Village, Reinventing Paris 2 - Gobelins train station, Bruneseau, etc.

#### HR .....

- 33% of women managers
- 33% of employees switched to teleworking
- Built a network of ambassadors to promote procurement from the sheltered work sector
- 100% of employees were given the opportunity to participate in a community event (action plan tailored to the health crisis)





In the top 5% of the highest scoring listed companies in the real estate investment sector





Score of **25/25** 

Atop the world's top 10 ranking for the quality of Green Bond reporting



Ministère du Travail

Score of 99/100 on the gender equality index



**B**- rating "Prime" status



## URBAN ODYSSEY, ICADE'S START-UP IS ON THE RISE!

In the past year, 6 start-ups & spin-offs created, in line with our Purpose

#### Low carbon





Bespoke local carbon offset platform

Designer of flexible, multi-family, wood-based housing solutions 100% tailor-made

#### **Nature and biodiversity**



**Urban solutions** for recycling rainwater via plants

Recovery of peri-urban areas via sustainable farming

#### Healthcare



Geolocation of patients and medical equipment in hospitals

#### **Innovative buildings**



Customised. flexible spaces





- 2020: taking it to the next level
- Launch of the second edition: 150 candidates met in a single month
- Objective: create 5 new start-ups by the end of 2020





## SUMMARY CONSOLIDATED INCOME STATEMENT

	(	06/30/2020				/ 06/30/2019		
(in €m)	Current	Non-current	TOTAL	YoY change	Current	Non-current	TOTAL	
Revenue	622.0		622.0	(8.3%)	678.5		678.5	
EBITDA	277.1	(5.6)	271.5	(5.5%)	288.6	(1.3)	287.3	
including depreciation charges including impairment charges and reversals including gains or losses on disposals		(182.1) (8.9) 1.5	(182.1) (8.9) 1.5			(169.2) 22.2 4.3	(169.2) 22.2 4.3	
Operating profit/(loss)	278.3	(202.6)	75.6	(44.6%)	288.0	(151.4)	136.6	
Cost of net financial liabilities	(51.3)		(51.3)		(47.4)		(47.4)	
Other finance income and expenses	6.0	3.7	(2.3)		(9.1)	(9.6)	(18.8)	
Finance income/(expense)	(57.2)	3.7	(53.6)	19.1%	(56.6)	(9.6)	(66.2)	
Tax expense	0.1	1.8	1.9		(7.9)	1.5	(6.4)	
Profit/(loss) from discontinued operations						2.9	2.9	
Net profit/(loss)	221.2	(197.1)	24.0	(64.1%)	223.6	(156.7)	66.9	
Net profit/(loss) attributable to the Group	161.3	(156.1)	5.2	(89.0%)	174.9	(127.9)	47.0	

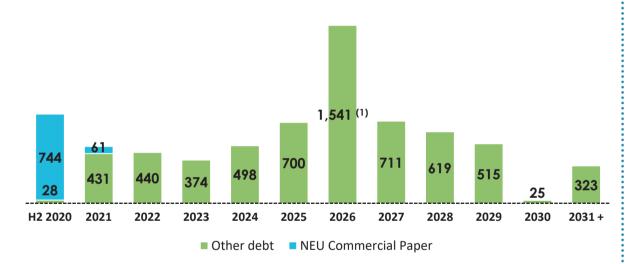




## DIVERSIFIED FUNDING STRUCTURE

#### **Debt maturity schedule**

(in €m)



• Net debt: **€6,254**m

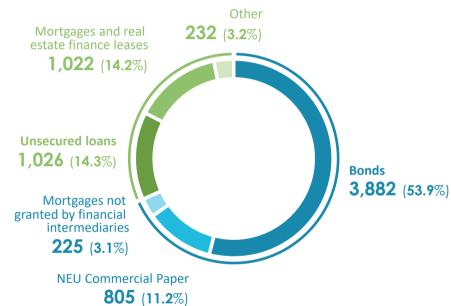
• Gross debt: **€7,192**m

Debt 98% hedged



#### **Diversified funding sources**

(in €m)



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

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



(1) Including €440m relating to the debt of Tour Eqho