



2023 HALF-YEAR RESULTS

July 27, 2023

MERCIALYS

Preliminary remarks



THE 2023 FIRST-HALF

*consolidated financial statements were approved
by the Board of Directors on July 26, 2023*



A LIMITED SCOPE REVIEW

*of these financial statements has been performed
by the statutory auditors*



Mercialys is in line with its 2023 targets and will be able to capitalize on its strong balance sheet structure



RESILIENT FUNDAMENTALS

Based on its H1 results, Mercialys confirms its 2023 objectives despite a fragile retail environment, thanks to the accessibility of its model and the leading positions of its assets.

Revenues in line with 2023 objectives despite a more fragile consumption environment in 2023:

- › **Organic rental growth at +4.2%**, above the level of indexation of +3.8%
- › Anticipated impact of retailers going into administration. Some positive news taking shape as well, with several retailers being taken over and ~60% of former Camaïeu stores being relet at end-June 2023

Accessibility, at the heart of Mercialys' business model, is a decisive factor for ensuring attractiveness in an inflationary context for both retailers (**10.9% OCR**) and consumers (**60% affordable** merchandizing mix)

Limited global exposure to personal items of the rental base

Ongoing financial restructuring process for the Casino group, with no negative impact on the performance of Mercialys' shopping centers considering the decline in the market share of Géant hypermarkets



SELECTIVE INVESTMENT STRATEGY, OPPORTUNISTIC APPROACH FOR DISPOSALS

Mercialys' sound balance sheet enables the company to consider investment opportunities with strict selection and return criteria

- › Limited pressure on asset values in H1 2023, with a **-3.4% decrease**, due to the higher interest rate context and specific risk perception linked to the conciliation procedure initiated by Casino
- › Average **appraisal rate of 6.21%**, offering a **substantial 330bp spread** versus the risk-free rate
- › Strong balance sheet, with a **36.1% LTV** and a **96% and 100% fixed-rate debt for 2023 and 2024** respectively and **no bond debt maturing before 2026**
- › **Opportunistic approach to asset disposals**, focusing on mature assets or reducing rental exposure to the Casino group with a proven ability to find liquidity at or above appraisal values
- › Mercialys can **capitalize on investment opportunities to enrich its retail portfolio and areas of know-how**, while maintaining a defensive financial profile, with developments or bolt-on acquisitions triggered based on strict criteria with a **+250bp spread versus the refinancing cost**



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RESILIENT PERFORMANCE IN
a challenging economic
environment

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01

RESILIENT PERFORMANCE IN a challenging economic environment

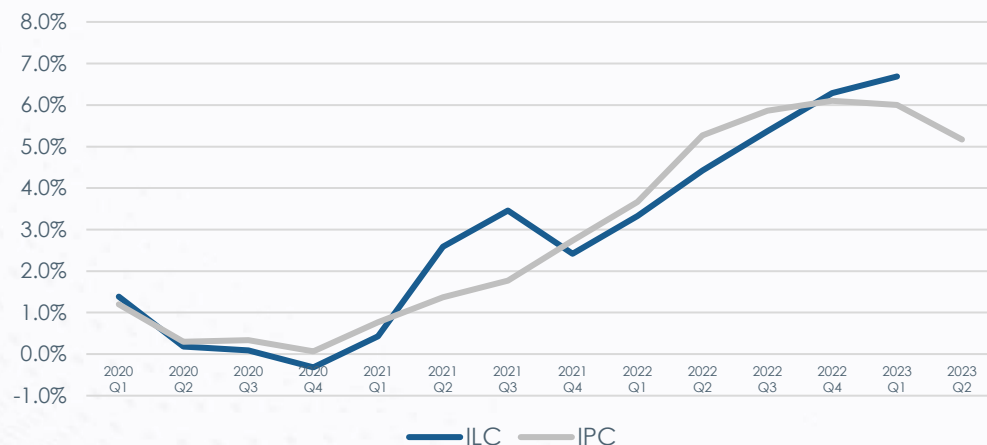
MERCIALYS

Inflation still at the heart of the macro-economic situation, weighing on consumer sentiment



CONSUMER PRICE (IPC) AND FRENCH COMMERCIAL RENT INDEX (ILC)

(12M rolling Q average for IPC / Q/Q growth in % for ILC)



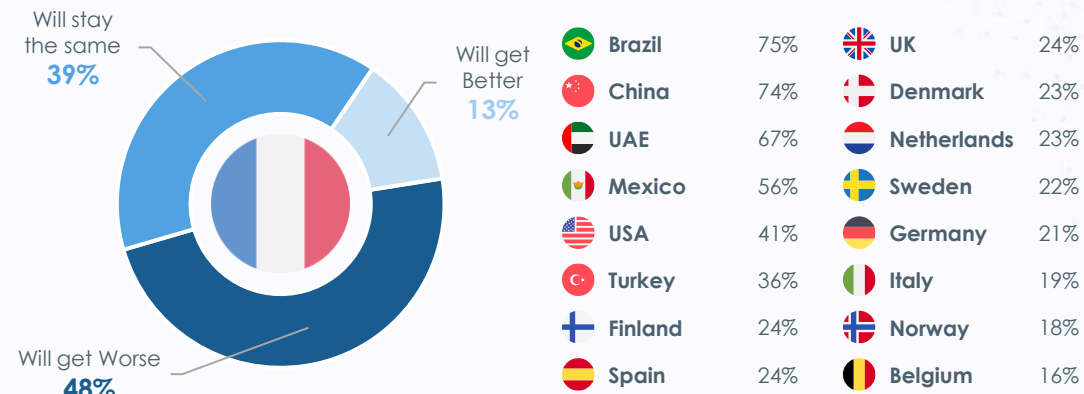
Source: INSEE

- › The current decline in the consumer price index is mainly due to lower energy prices. The Banque de France forecasts a rise of +4.0% in Q4 before slowing to an estimated +2.4% in 2024
- › **Latest ILC index** published for Q1 2023 rising to +6.7%, with a cap on indexation of +3.5% maintained by the French government until Q1 2024 for small and medium-sized businesses: tenants representing an estimated **25% of Mercialis' tenant base are eligible from this indexation cap (-10bp on the H1 2023 impact of indexation).**

EVALUATION OF PAST AND FUTURE FINANCIAL SITUATION, SPLIT BY COUNTRY

(share of respondents in %)

Question : How do you expect the financial situation of your household to change over the next 12 months ?



Source: Simon Kucher "Unlocking growth in times of uncertainty" May 17, 2023

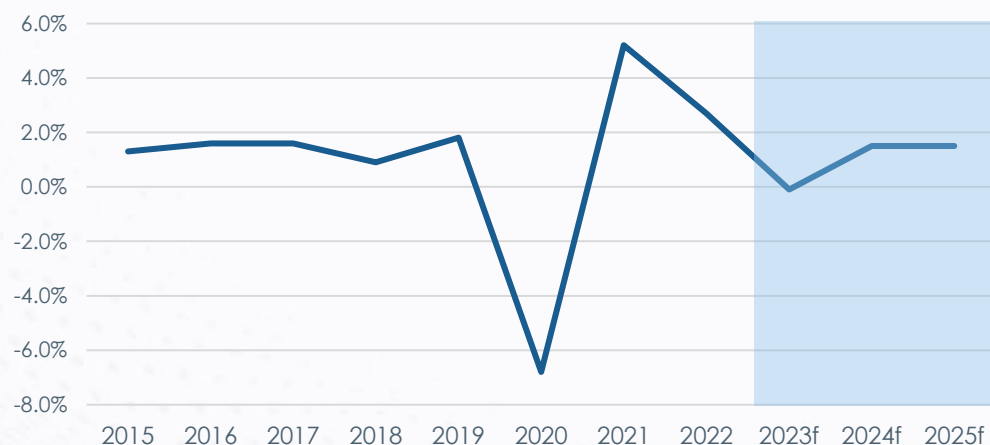
- › French consumers are currently pessimistic, with only 13% of respondents expecting a "better" financial situation within the next 12 months
- › According to the latest Odoxa survey from April 2023, French consumers estimate inflation at over +18%, three times the level officially recorded by INSEE
- › This feeling is fueling a waiting period on consumer spending that could be transitional

A stable household consumption in 2023 and a positive outlook supported by a still high savings rate



CHANGE IN FINAL HOUSEHOLD CONSUMPTION EXPENDITURE

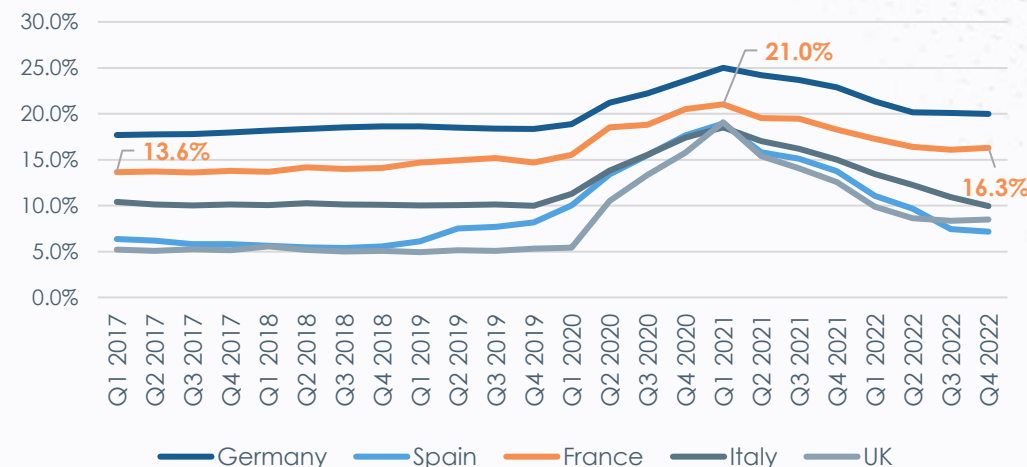
(% yoy change)



Source: Banque de France "Macroeconomic forecasts" June 20, 2023

- › According to Banque de France's June report, household consumption is expected to be flat in 2023 following limited growth in Q1 (+0.2%) and Q2 (+0.1%)
- › Part of the resilience is due to a draw in the savings rate
- › **A marked rebound (+1.5%) is expected in 2024 and 2025 according to Banque de France**

FRENCH HOUSEHOLD SAVINGS RATE STILL ABOVE LONG-TERM AVERAGE



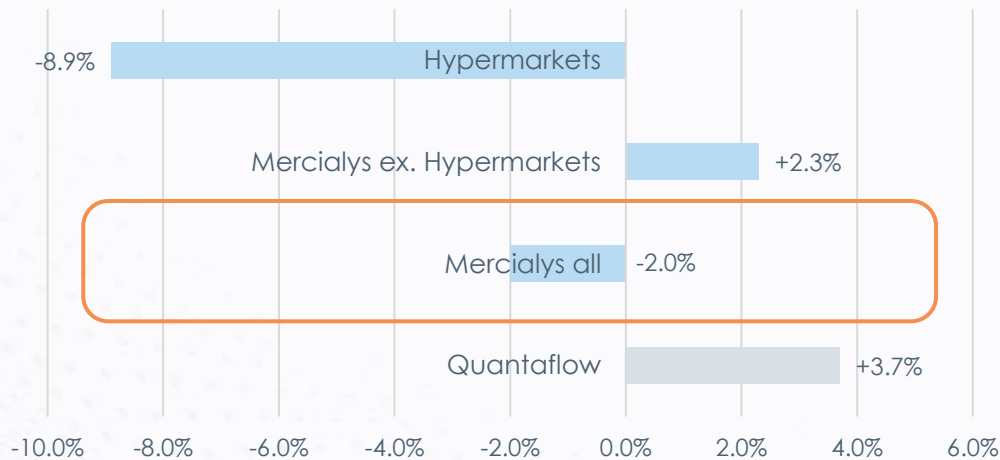
Source: Banque de France "Household savings Q4 2022" May 11, 2023

- › By the end of 2022, the savings rate had returned to its pre-pandemic level in Italy and Spain, whereas it was still above its historical average in Germany, France and the UK
- › Progressive normalization of the savings rate offers positive support for consumption in France in 2024 and 2025 (15.5% savings rate expected by Banque de France)

Good performance by Mercialys shopping centers, decorrelated from a lower level of attraction for Géant hypermarkets



**CUMULATIVE 6-MONTH CHANGE
IN FOOTFALL AT END-JUNE 2023 ⁽¹⁾**
(% change vs. H1 2022)

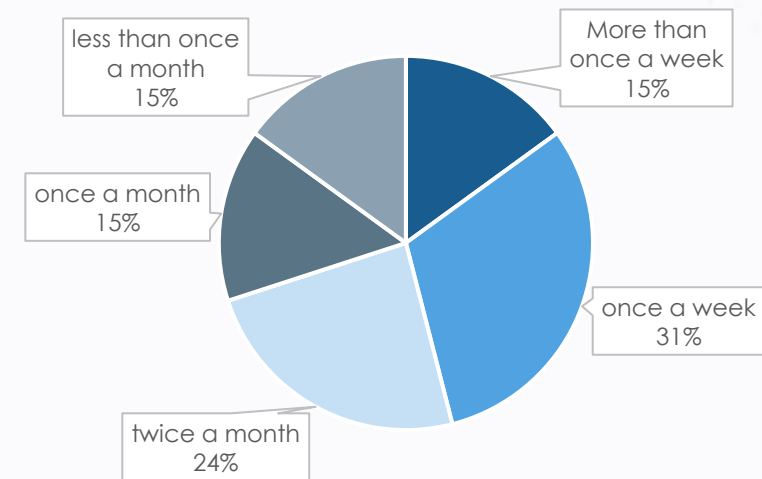


- › Strong discrepancy between the footfall for Mercialys shopping centers (+2.3%) and for the hypermarkets (-8.9%) illustrates the strength of **the malls on a stand-alone basis and the absence of correlation between the food anchor and the retail offering**
- › The differential in favor of the national panel (+3.7%) vs. Mercialys (+2.3%) is linked primarily to a base effect impacting large shopping centers

(1) Mercialys' large centers and main convenience shopping centers based on a constant surface area, representing more than 80% of the value of the Company's shopping centers.

**FREQUENT VISITS DEMONSTRATE THE DAY-TO-DAY
ORIENTED RETAIL MIX**

(frequency of visit by Mercialys' customers ⁽²⁾)



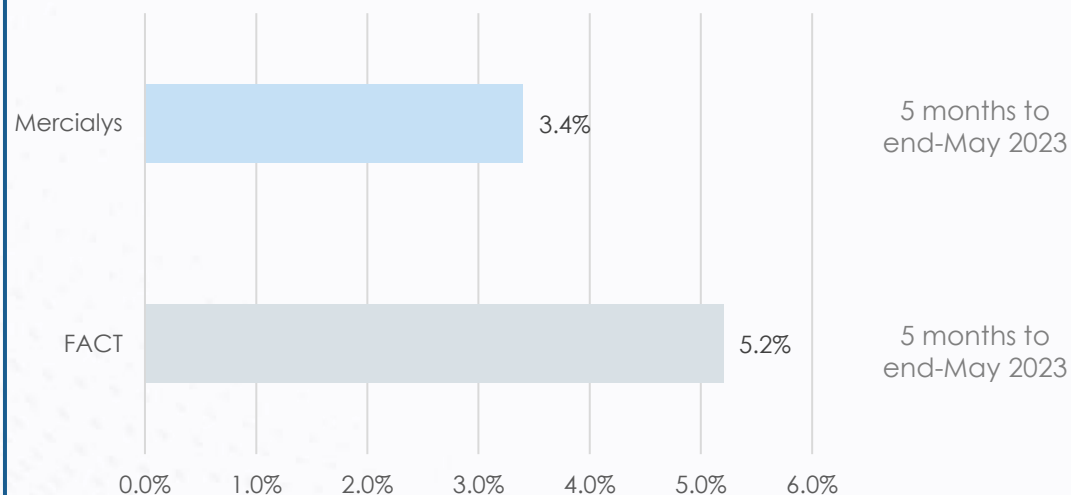
- › **Almost 50% of Mercialys customers visit a shopping center at least once a week**
- › this frequency of visit illustrates the proximity of our sites, both in terms of retail mix (everyday products) and physical proximity

(2) Survey of clients registered for Mercialys' loyalty program – July 2023 - 1457 respondents.

Sustained level of retailer sales despite a distortion in footfall



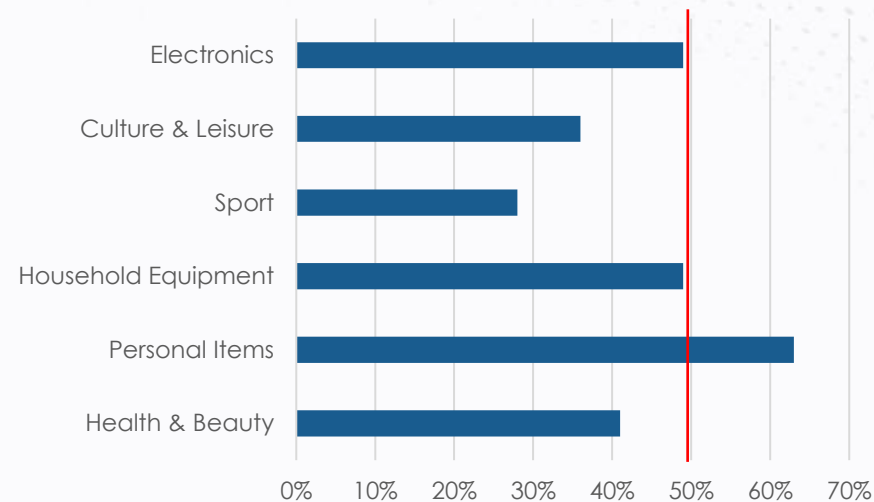
**CUMULATIVE CHANGE
IN RETAILER SALES ⁽¹⁾**
(% change vs. H1 2022)



- › Mercialys retailer sales are up by +3.5% (6 months to end-June 2023)
- › The national panel benefited from a positive basis effect (low Q1 2022) as the health pass was still in place for large shopping centers, mainly in the Paris Region
- › **Favorable dynamic for retailer sales in Mercialys' portfolio, supporting the organic growth in rents moving forward and reflected in a positive trend for variable rent in H1 2023**

⁽¹⁾ Mercialys' large centers and main convenience shopping centers based on a constant surface area, representing more than 80% of the value of the Company's shopping centers.

**ON WHICH PRODUCT CATEGORIES ARE YOU
PREPARED TO SPEND LESS BECAUSE OF INFLATION ?**
(% of customers respondents by segment category ⁽²⁾)



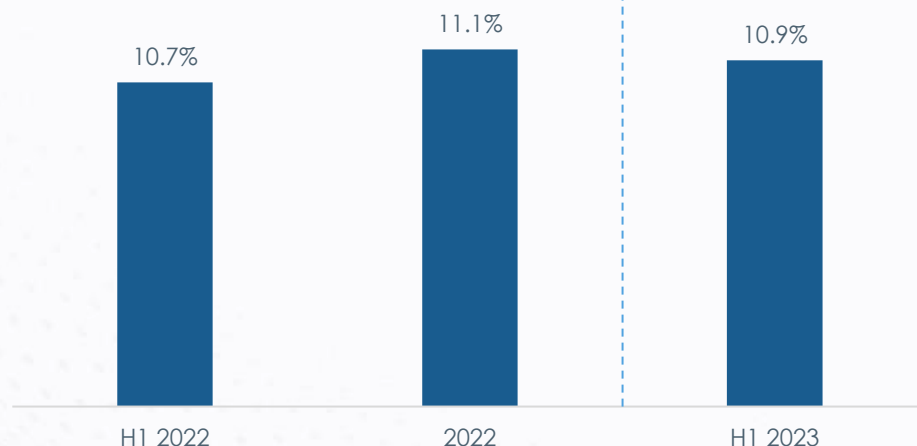
- › Personal items is the only segment for which a majority of clients are willing to lower their spendings
- › A large majority of clients would not change their spendings on Sport, Health & Beauty and Culture & Leisure

⁽²⁾ Survey of clients registered for Mercialys' loyalty program – July 2023 - 1457 respondents.

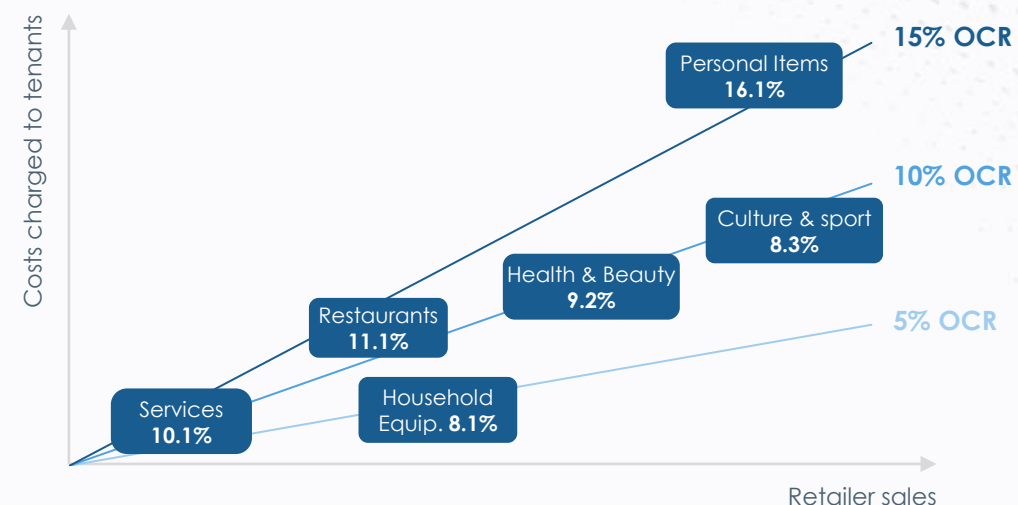
In this context, affordability, at the heart of Mercialys' business model, is instrumental to its retailers' health...



OCCUPANCY
COST RATIO ⁽¹⁾



AVERAGE OCCUPANCY
COST RATIO BY SEGMENT



Mercialys' OCR remains at a sustainable level despite the impact of indexation and higher charges

- › Charges billed to tenants in 2023 increased due to higher electricity and gas prices and labor cost
- › Mercialys' OCR is part of its affordable profile, which represents a key differentiating factor for tenants
- › The OCRs recorded on Mercialys' portfolio across the various tenant segments appear to be sustainable overall
- › A -10% drop in personal items sales - with all other factors remaining the same - translates into a +180bp increase in the OCR

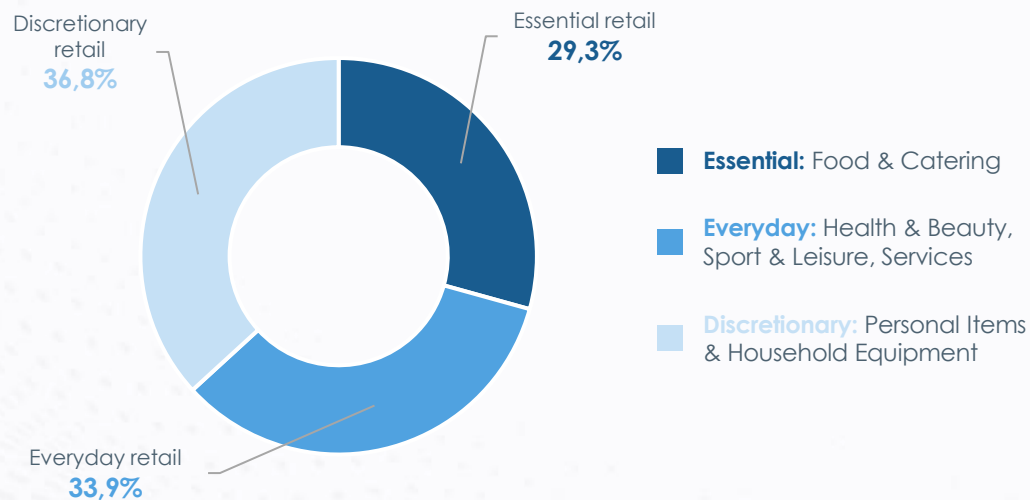
(1) (Rents + charges including marketing costs + work charged back to tenants, including tax) / tenants' sales including tax (Excluding large food stores)

...and to its end consumers purchasing power



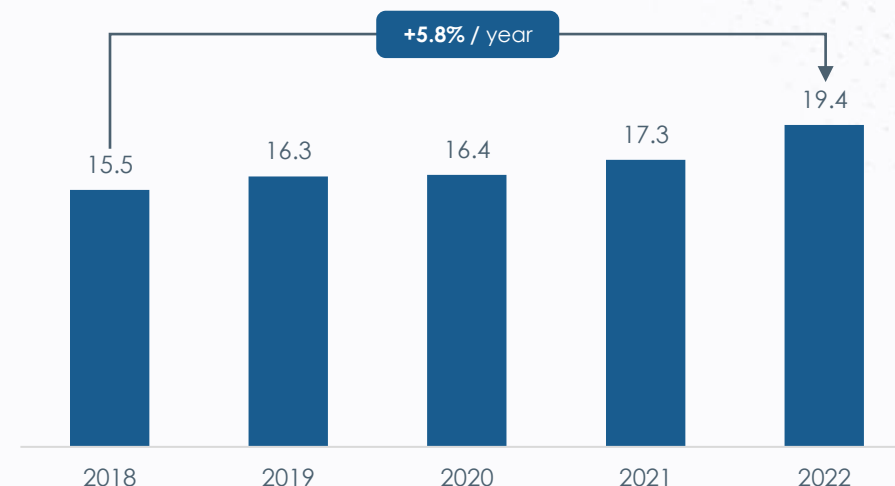
BREAKDOWN OF MERCIALYS RENTAL INCOME BY CUSTOMER NEED

(H1 2023)



AVERAGE SHOPPING BASKET IN MERCIALYS SHOPPING CENTERS

(In € per visitor)



Mercialys has a clear value proposition, even more relevant in an inflationary context: covering customers' day-to-day essential needs

- › **More than 60% of the tenant-mix in the essential and everyday categories**
- › **Accessibility** does not mean cheap and boring, but **choice and best value for money reflected in Mercialys' tenant mix**
- › This positioning appears especially relevant in an inflationary context, in which consumers make trade-offs in their spending
- › Customers are more efficient during their shopping tour (prepared early in advance online) and come less accompanied
- › The attractiveness of the retail-mix is effectively captured through the change in the shopping basket (+25% in 5 years)
- › The recent price hikes contributed to the increase in the shopping basket in 2022

In a more vulnerable environment for retailers, mostly in textiles...



THE FASHION SECTOR IS CHARACTERIZED BY OVERSUPPLY AND SOME PRESSURE ON MARGINS...

- › Clothing decreases structurally in the expenses allocated by the French people to their physical appearance (from 66% in 1959 to 41% in 2015), while care progresses markedly (from 9% in 1959 to 32% in 2015) according to INSEE
- › Decrease in textile retailers' sales (in absolute term) since 2008
- › In a shrinking market, the number of stores that want to capture this market has continued to grow
- › Increasing online competition under unfair tax, social and environmental conditions



...GENERATING A CONSOLIDATION TREND



Compulsory
Liquidation 0.3% of
Mercalys rental base



Compulsory
Liquidation 0.9% of
Mercalys rental base

KOOKAÏ

Receivership
0.0% of Mercalys
rental base



Taken over by investors
0.3% of Mercalys
rental base



KAPORAL

Taken over by former
managers
0.6% of Mercalys
rental base



Taken over by JouéClub
0.2% of Mercalys
rental base



Taken over by Intersport
0.7% of Mercalys
rental base



Receivership
0.2% of Mercalys
rental base



Receivership
0.4% of Mercalys
rental base



Receivership
0.0% of Mercalys
rental base



Taken over by JD Sports
0.7% of Mercalys
rental base



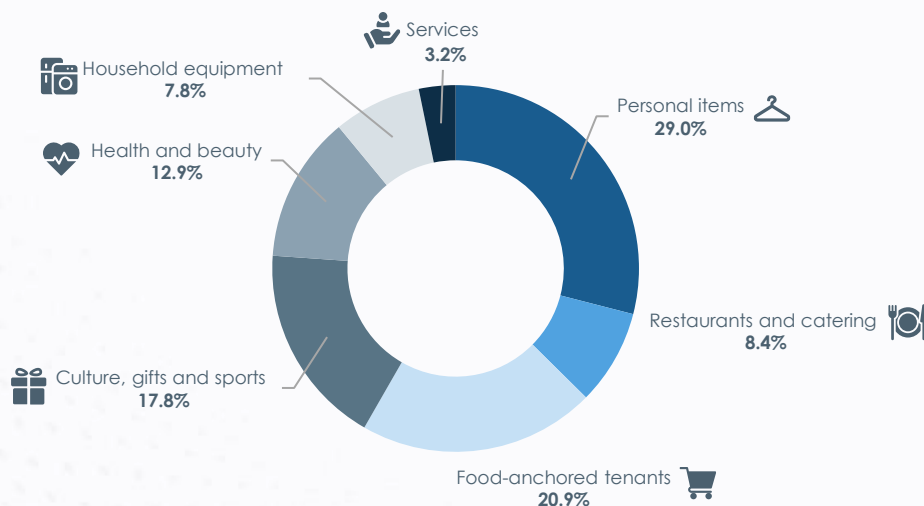
Receivership
0.3% of Mercalys
rental base

... the management of the merchandizing mix is key



BREAKDOWN OF RENTAL INCOME BY BUSINESS SECTOR

(% of annualized rental income at June 30, 2023)



THE MERCHANDIZING MIX IS STRICTLY MONITORED TO CONTINUE ITS DIVERSIFICATION AWAY FROM TEXTILES, WHILE PRESERVING ORGANIC RENTAL GROWTH

- › Out of the 16 stores previously rented to Camaïeu, 9 stores previously rented to Camaïeu have been relet with new leases or lease agreements, including 3 textile brands and 4 retailers from the health & beauty segment



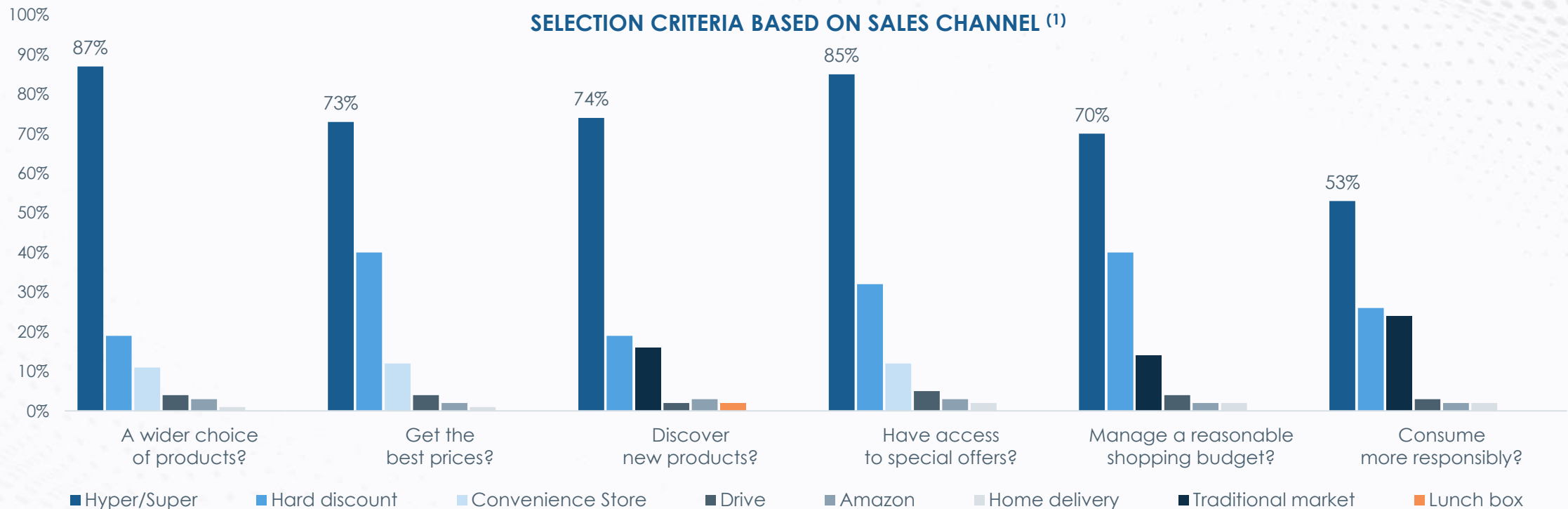
- › From 2019 to date, the weighting of personal items has decreased by -196bp in Mercialys' rental base

Mercialys' asset structure, with a maximum of 134 stores per shopping center, will be able to contend with a reconfiguration of the personal equipment sector

Mericalys firmly believes that food retailers are relevant tenants



SELECTION CRITERIA BASED ON SALES CHANNEL (1)



**KEEPING PART
OF ITS RENTAL BASE
LINKED TO FOOD
RETAIL IS RELEVANT**

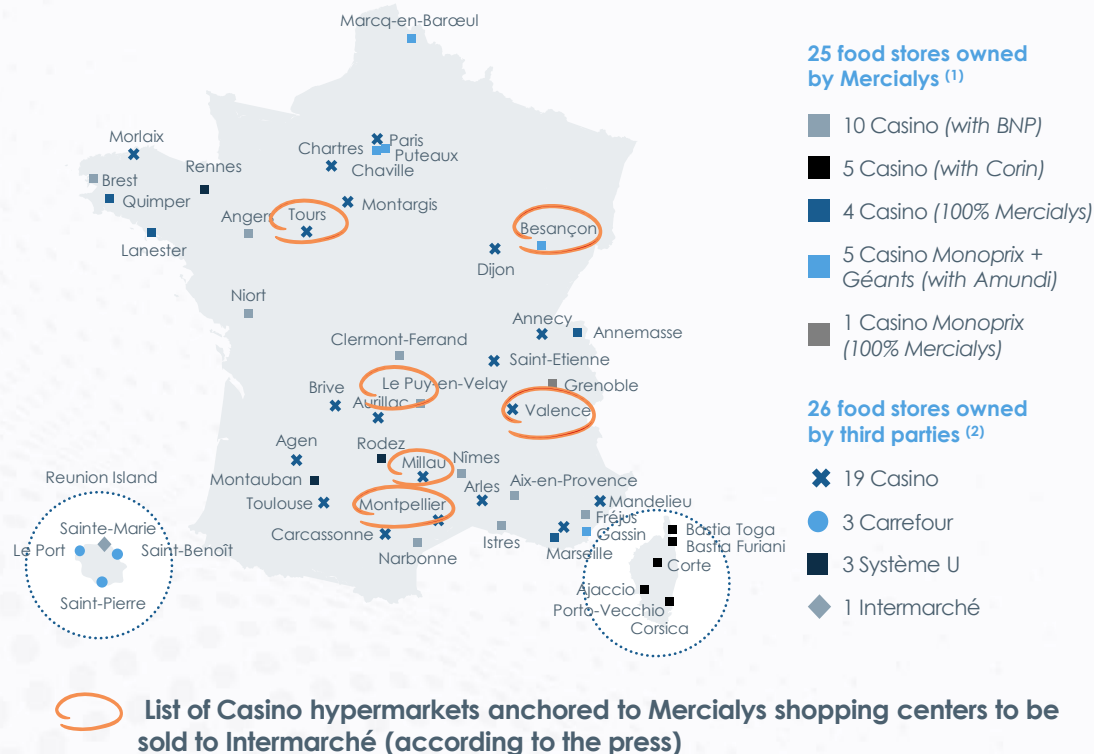
- › Highly recurrent revenue profile with frequent visits
- › Diversifying the exposure to operators will be key moving forward to mitigate individual tenant risks
- › Hypermarkets and supermarkets are identified by consumers as the best format for food retail in France, across all purchase criteria
- › Low prices represent a structural appeal for this format, particularly relevant in an inflationary context, with hyper/supermarkets identified as better positioned than hard discounters by consumers
- › Food distribution is not exposed to online competition in France, with this trend illustrated by the recent failures of "quick commerce" companies

(1) Source: Shopper Trends 2023 (IMEDIA)

Restructuring process triggered by Casino could lead to a diversification of Mercialys' tenant base on food retail



BREAKDOWN OF MERCIALYS' EXPOSURE TO FOOD RETAIL BY OPERATOR AND OWNERSHIP



Mercialys is not a party to the conciliation proceedings initiated by the Casino group

- There are no unpaid sums by Casino regarding invoicing for previous years or Q1, Q2 and Q3 2023



Some Casino hypermarkets would be transferred progressively to the Intermarché group, contributing to a diversification of Mercialys' rental base and the anchoring of the shopping centers:

- Mercialys owns 51% of the Le Puy hypermarket and 25% of the Besançon hypermarket, with this transfer not impacting the leasing conditions



Mercialys' economic exposure⁽³⁾ to rent from retailers operated by the Casino group is 18.3% (vs 18.0% at end-2022).

- The Tours, Montpellier, Millau, Albertville and Valence2 hypermarkets are part of this deal. Mercialys owns the adjacent shopping centers, but not the hypermarkets
- A stronger food anchor would enhance the reputation of these assets

⁽¹⁾ Excluding 1 Aldi

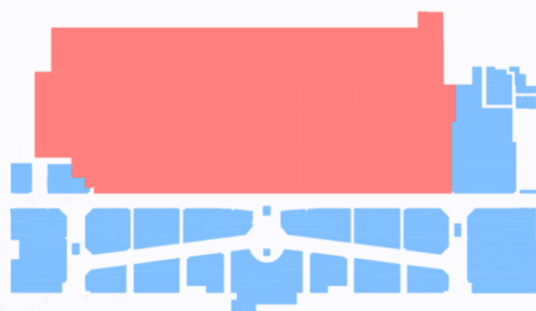
⁽²⁾ Excluding 3 dispersed assets

⁽³⁾ The economic exposure corresponds to the rent paid by Casino to Mercialys, adjusted downwards for the 49% minority interests held by BNP Paribas REIM in 2 vehicles, which together own a total of 10 hypermarkets operating under the Géant Casino banner, and adjusted upwards for Mercialys' 25% minority interest in SCI AMR with Amundi, which holds 3 Monoprix stores and 2 hypermarkets operating under the Géant Casino banner

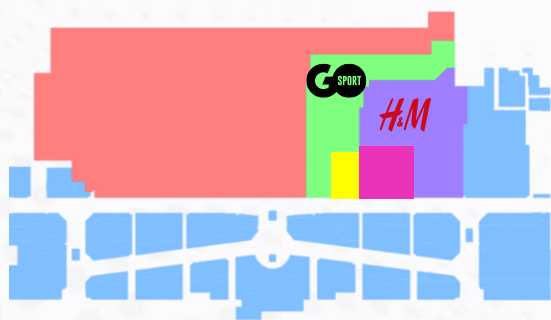
Further potential upside could be triggered by reducing hypermarket space to benefit the shopping centers



EXAMPLE OF NIMES SITE



BEFORE TRANSFORMATION



AFTER TRANSFORMATION

SINCE ACQUIRING HYPERMARKETS IN 2014 AND 2015, MERCIALYS HAS SUCCESSFULLY TRANSFORMED SIGNIFICANT HYPERMARKET SPACE INTO STORES OR MEDIUM-SIZED UNITS

- › Mercialis to **capture reversion** between hypermarket and shopping center rents
- › Helping **strengthen the attractiveness of the sites** with new non-food anchors

EXAMPLES OF SUCH RESTRUCTURINGS

- › Nimes : 2 MS (GO sport and H&M) + 5 small surfaces
- › Besançon: FNAC set up, with a 6.7% yield on cost
- › Annecy: Action set up, with a 13.2% yield on cost



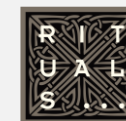
MERCIALYS OWNS 240,000 SQ.M OF HYPERMARKET SPACE, WITH AN AVERAGE OF 12,600 SQ.M PER UNIT

- › Operators are **focusing on their food offering and significantly reducing non-food areas**, in line with the current retail specialization trend
- › Considering an average of 9,000 sq.m as standard for hypermarkets, Mercialis could, with the agreement of current or potential tenants, **take back ~90,000 sq.m of space to benefit the adjacent shopping center**
- › Targeted merchandizing mix including medium-sized stores for personal or housing equipment, as well as services, health-related businesses and dining
- › Potential positive reversion

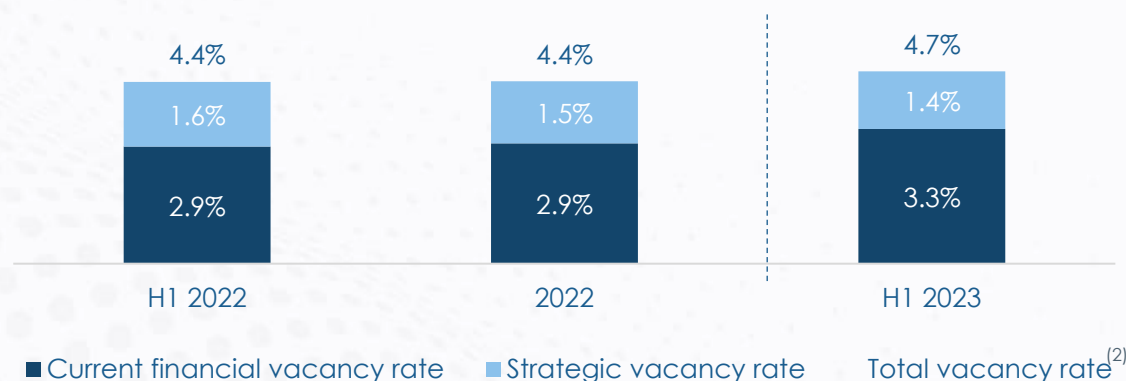
Letting actions in H1 2023, leading to +1.1% reversion and a vacancy rate that is under control



- › 65 renewals and relettings completed in H1 2023, in line with the lease expiry schedule
- › Average reversion of +1.1% at end-June 2023
- › Affordability mix further strengthened



CHANGE IN FINANCIAL VACANCY RATE ⁽¹⁾



- › The 40bp increase in vacancy in H1 2023 is mostly (30bp) generated by Camaïeu's default in January 2023, excluding this impact, the vacancy rate would be almost stable vs. end-2022
- › Higher vacancy in H1 2023 vs. end-2022 also includes the impact of the compulsory liquidation of the San Marina brand for 10bp
- › ~60% of the Camaïeu corresponding rents has been relet to date, achieving +9% average reversion

(1) Mercialis' occupancy rate and vacancy rate do not include agreements relating to the Casual Leasing business

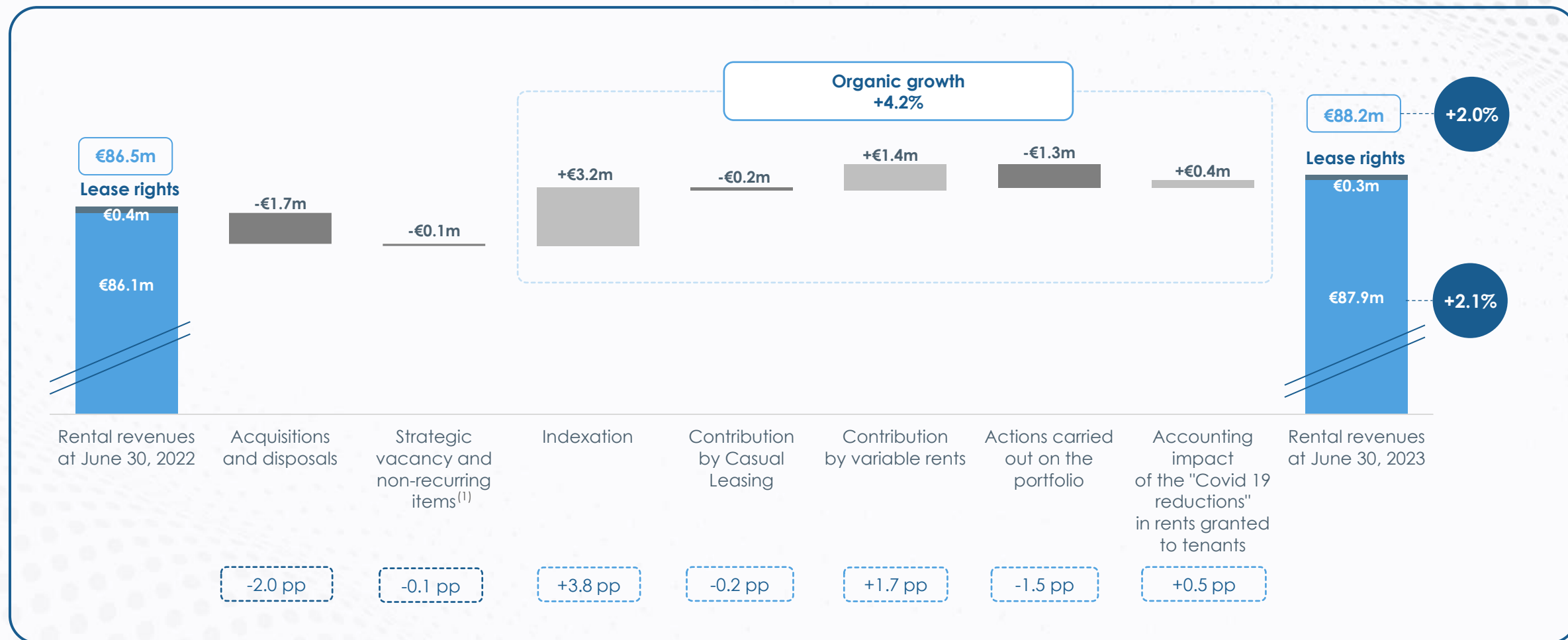
(2) In accordance with the EPRA calculation method: rental value of vacant units / (annualized minimum guaranteed rent on occupied units + rental value of vacant units)

FFO of €57.5m supported by organic growth



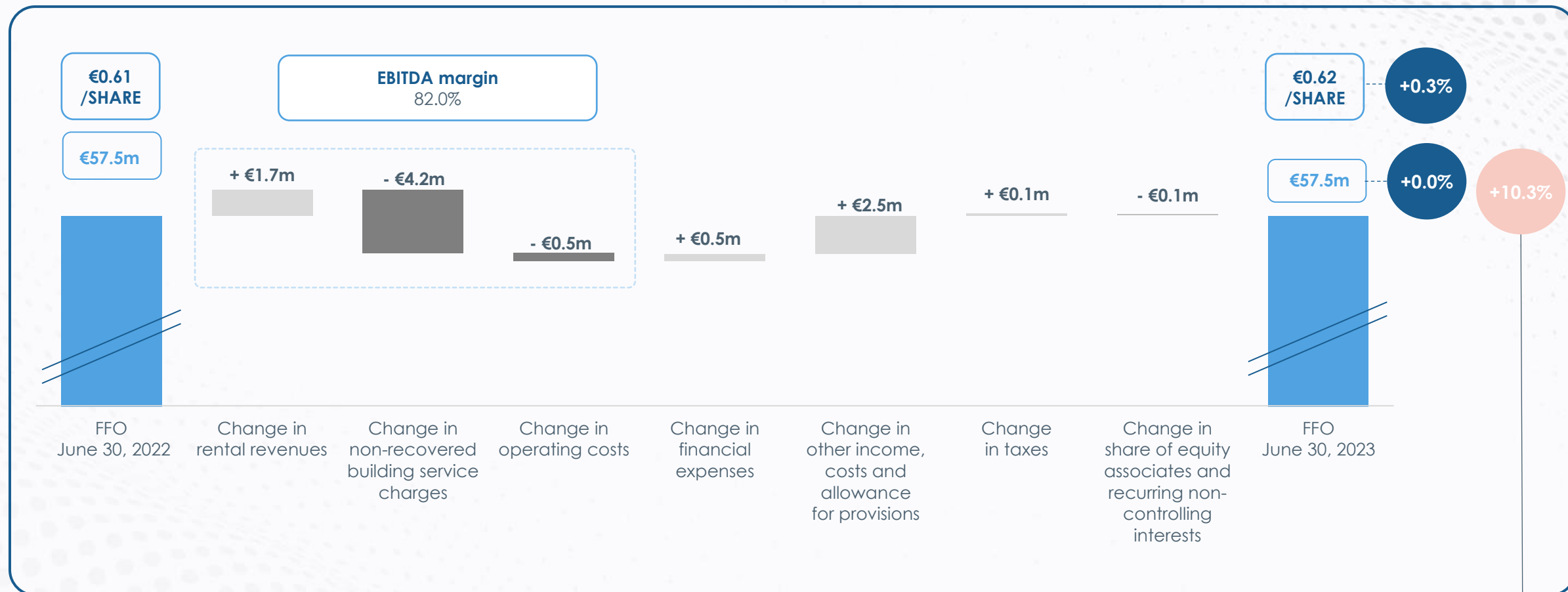
	H1 2022	H1 2023	CHANGE (%)
Organic growth in invoiced rents	+5.3%	+4.2%	-
EBITDA	75.3	72.3	-3.9%
EBITDA margin	87.0%	82.0%	-
Recurring earnings (FFO)	57.5	57.5	+0.0%
Recurring earnings (FFO) / share	0.61	0.62	+0.3%
Loan-to-value (incl. transfer taxes)	34.3%	36.1%	-
EPRA NDV / share	19.65	18.80	-4.3%

Organic growth driven by indexation and variable rents



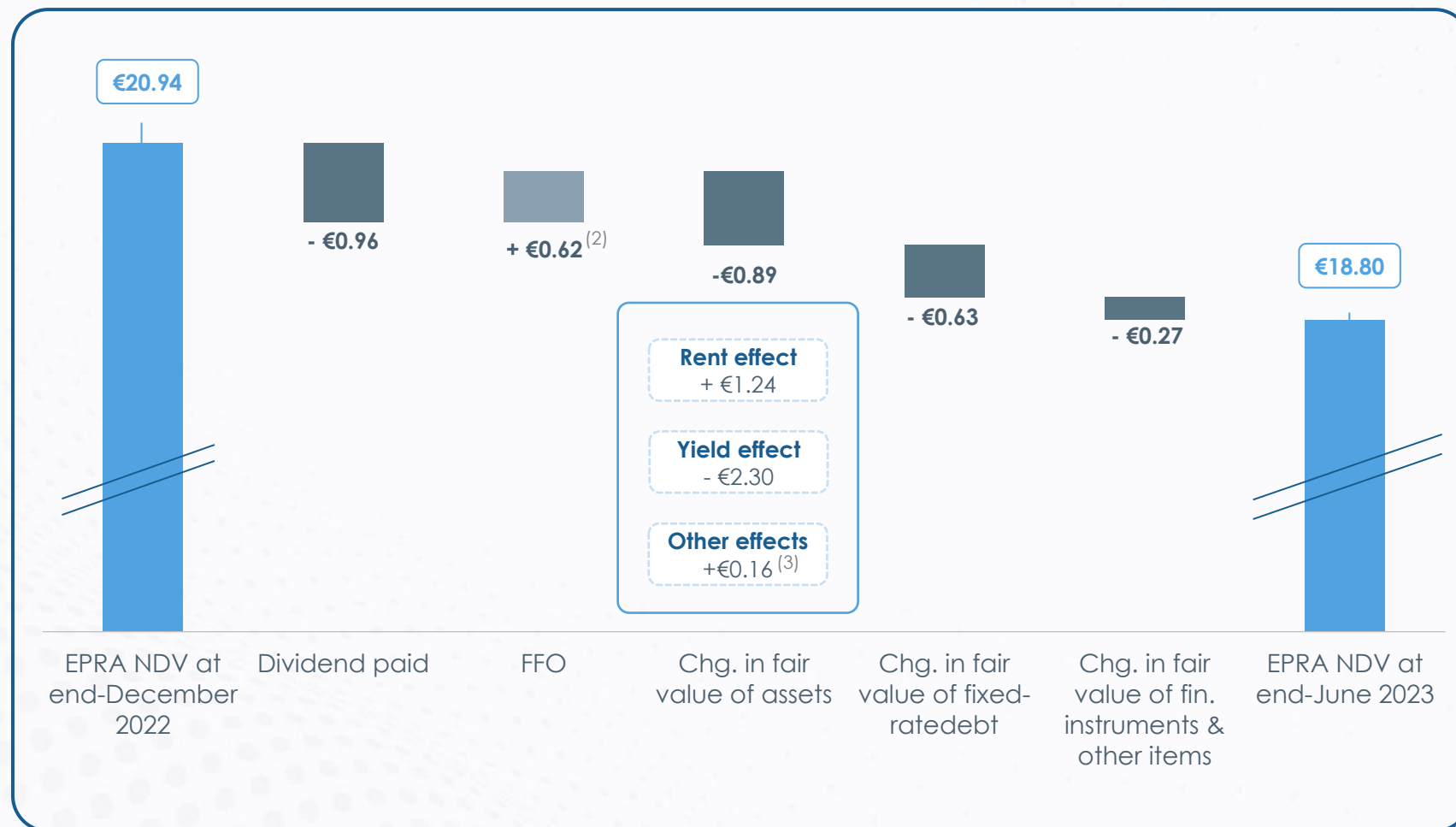
(1) Linked to the development program – units left vacant to facilitate future developments

Stable FFO per share is consistent with the +2.0% full-year target



- › The basis for comparison at June 30, 2022 incorporated various elements relating to the health crisis representing Euro +5.7 million of net income
- › FFO at end-June 2023 includes a non-significant amount of net income in relation to this for Euro +0.4 million. On a basis restated for the non-recurring impacts linked to the health crisis, with these impacts to fade in 2023, **FFO at end-June 2023 shows an increase of +10.3%.**

Change in EPRA NDV per share ⁽¹⁾



EPRA NDV

- › €18.80/share
- › **-10.2%** over 6 months
- › **-4.3%** over 12 months

EPRA NRV

- › €19.03/share
- › **-7.4%** over 6 months
- › **-6.5%** over 12 months

EPRA NTA

- › €16.99/share
- › **-7.8%** over 6 months
- › **-6.9%** over 12 months

⁽¹⁾ Calculation based on the diluted number of shares at the end of the period, in accordance with the EPRA methodology regarding NDV

⁽²⁾ Calculation based on the diluted number of shares at the end of the period, as this concerns the impact of FFO on the change in NDV per share

⁽³⁾ Including impact of revaluation of assets outside of organic scope and associates, maintenance capex and capital gains on asset disposals

-3.4% decrease in asset values driven by the interest rate environment and a higher risk premium from appraisers



MAIN APPRAISAL ASSUMPTIONS

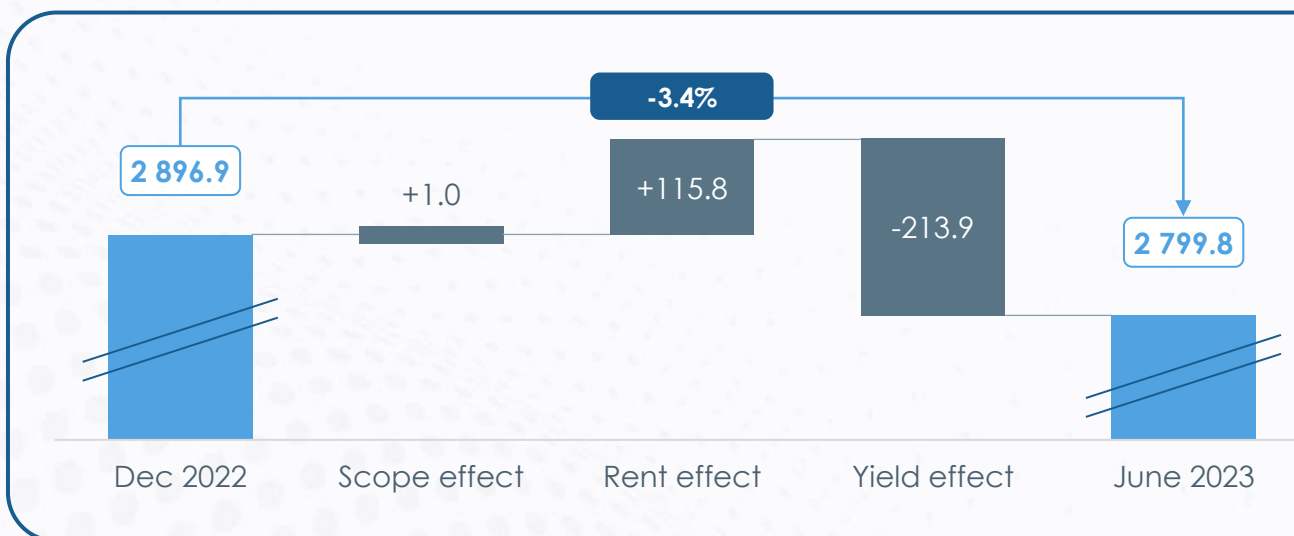
Change in portfolio value excluding transfer taxes

CHANGE ON A LIKE-FOR-LIKE BASIS ⁽¹⁾

	H1 2022	FY 2022	H1 2023
Of which rent effect	+1.6%	+1.5%	+4.0%
Of which yield effect	+0.1%	-0.8%	-7.4%
Total change in portfolio value	+1.7%	+0.8%	-3.4%

AVERAGE APPRAISAL YIELD AND EPRA NIY

	12/2018	12/2019	12/2020	12/2021	12/2022	06/2023
Average appraisal yield rate	5.10%	5.26%	5.72%	5.71%	5.75%	6.21%
EPRA Net Initial Yield	4.81%	4.94%	5.28%	5.24%	5.29%	5.63%



CHANGE IN APPRAISAL VALUE FOR MERCIALYS ASSETS IN H1 2023

(excl. transfer taxes) - (in €m)

+46pb INCREASE IN THE H1 2023 YIELD, DRIVEN BY AN OVERALL SHIFT BY APPRAISERS

- › On the shopping center segment
- › On a higher risk premium for hypermarkets generated by the conciliation process initiated by Casino

OTHER APPRAISAL ASSUMPTIONS ARE RELATIVELY STABLE:

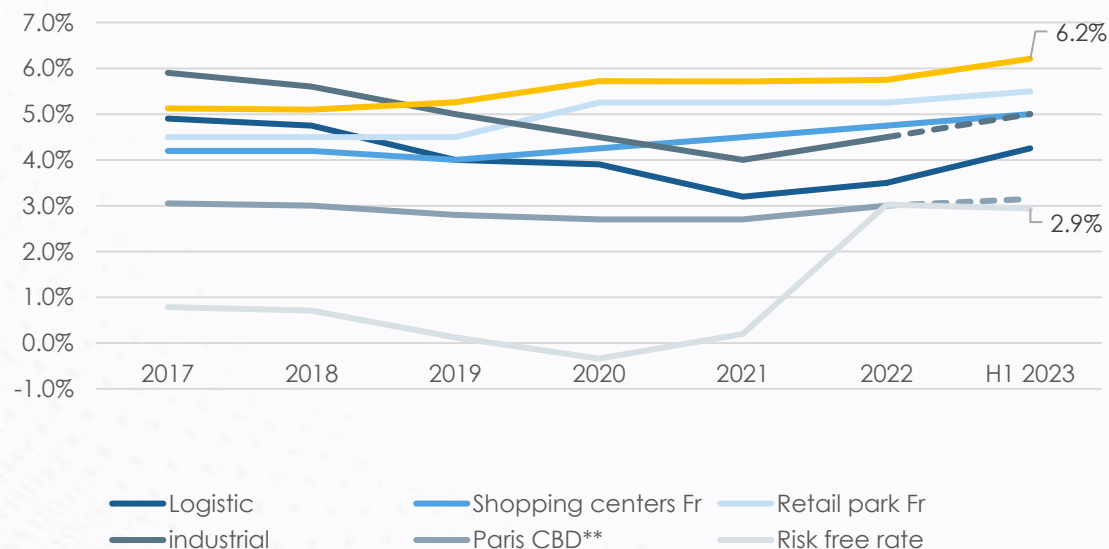
Average annual rent of €238/sq.m (€228 end-dec 22), cagr net rental income (10-year) of +3.0% (+3.2% at end-2022)

⁽¹⁾ Sites on a constant scope and constant surface area basis

Highly defensive portfolio value

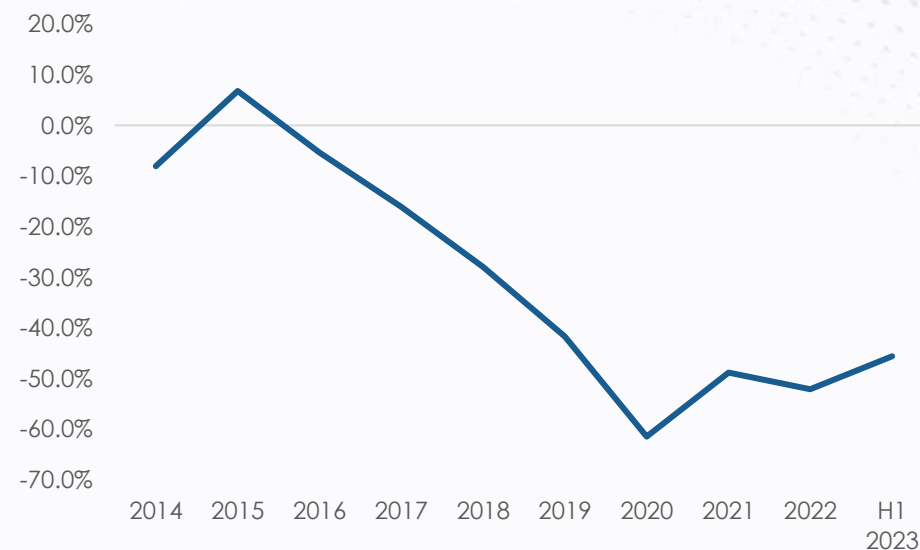


COMPARISON OF DIFFERENT "PRIME" REAL ESTATE YIELD RATES VERSUS RISK-FREE RATE ⁽¹⁾



- › High 330bp spread between the risk-free rate (OAT 10 years) and Mercialys' average appraisal yield rate
- › Mercialys' appraisal yield shows a significant buffer vs. the risk-free rate compared with other real estate segments in France

DISCOUNT TO MERCIALYS NET ASSET VALUE ⁽²⁾ (EPRA NTA – in %)



- › At 46% in H1 2023 the discount to the net asset value is close to the trough reached in 2020 (-60% during the health crisis)

(*) based on Q1 figures for Industrial and Paris CBD

(**) CBD: Central Business District

(1) Sources : BNPP Real Estate, at a glance reports, Mercialys, Banque de France

(2) Net Asset Value (NAV) is an indicator of the net market value of a real estate company's assets



02

Outlook & confirmation of 2023 targets

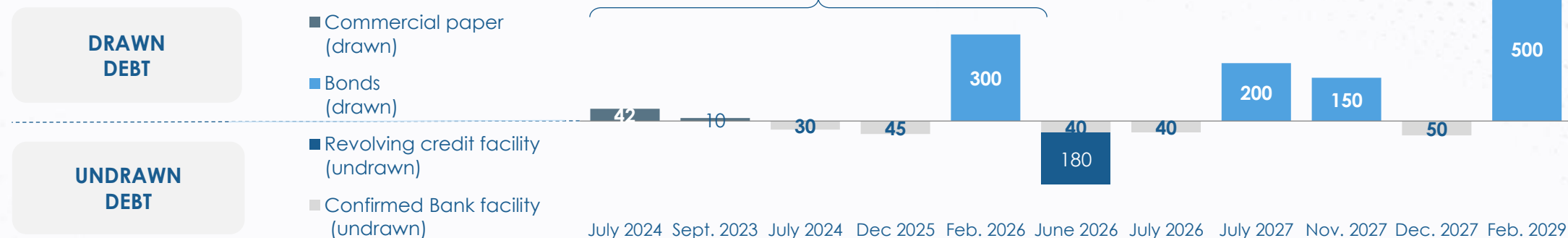
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Favorable liquidity profile



DEBT SCHEDULE AT END-JUNE 2023

(in €m)



NET DEBT: €1,099m INCLUDING

- › €1,150m of bond debt
- › €52m of commercial paper



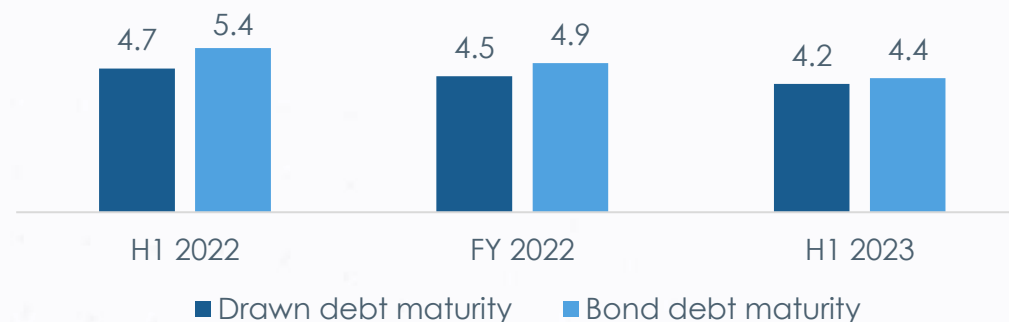
No drawn debt to refinance until 2026

UNDRAWN COMMITTED CREDIT LINES: €385m

- › 69% of the undrawn liquidity facilities were extended in H1 2023
- › All undrawn lines are now subject to environmental performance conditions vs. 53% at-end 2022

DEBT MATURITY

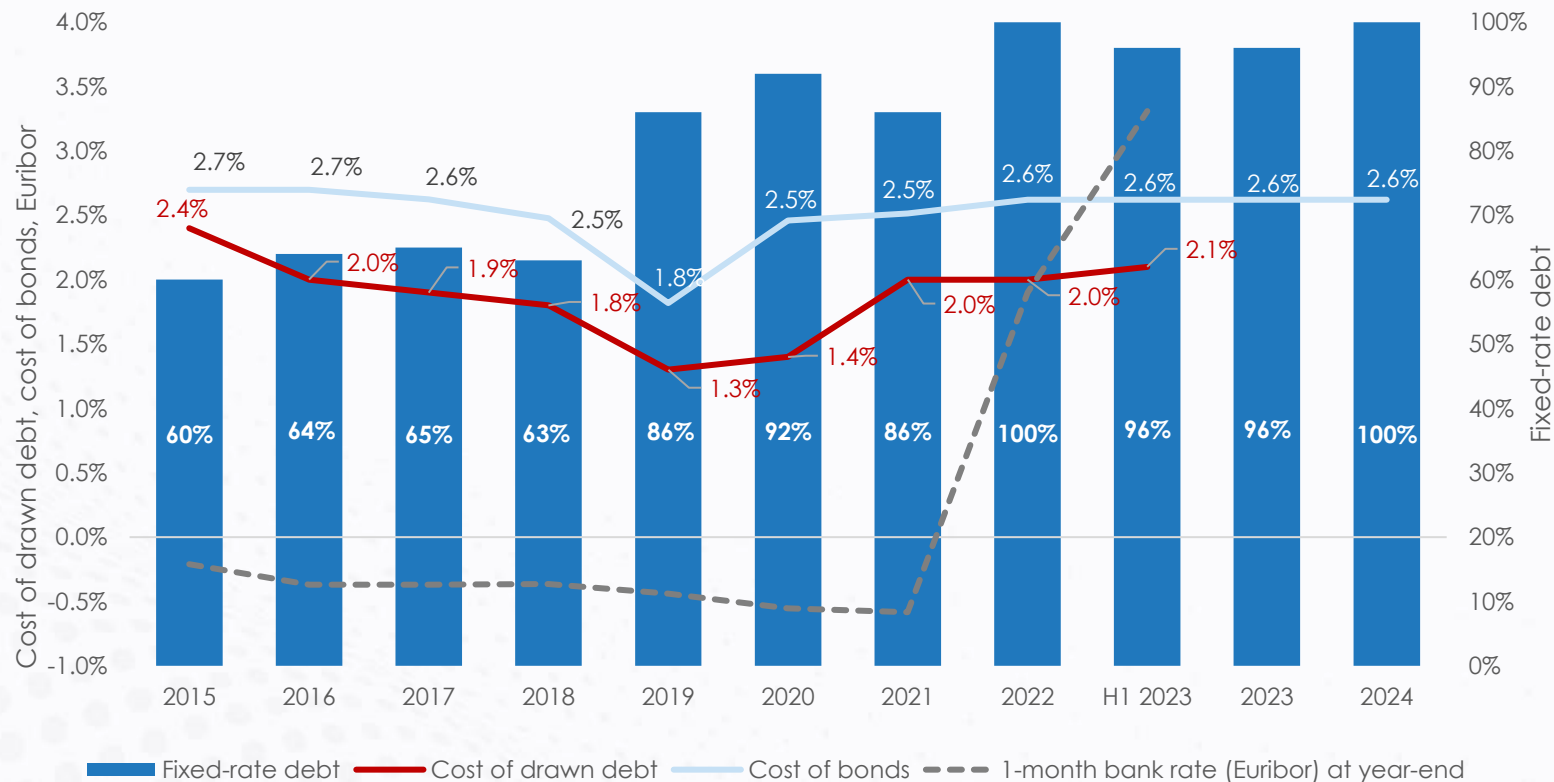
(in years)



96% and 100% fixed-rate debt for 2023 and 2024, supporting a limited negative impact for higher interest rates



CHANGE IN MERCIALYS' COST OF DRAWN DEBT AND HEDGING VS. RATE ENVIRONMENT

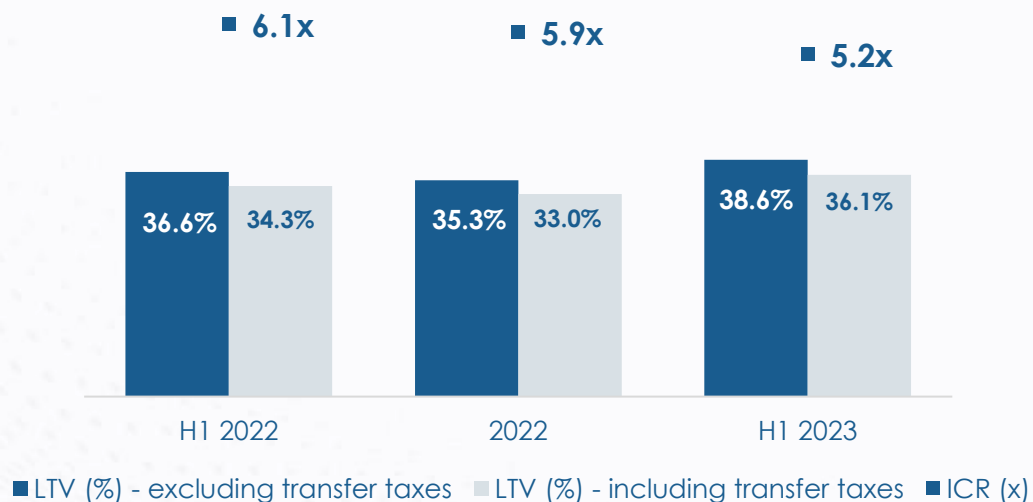


- › Mercialys benefited from fixed to variable hedging over 2014-H1 2022, leading to a substantially lower cost of debt vs. the cost of bonds
- › Mercialys' debt is 96% fixed rate for 2023 and 100% for 2024, with additional hedging positions put in place in H1 2023
- › 2.5% cost of debt expected for end-2023, with the impact of some historical hedges being unwound

Strong balance sheet, leaving headroom for investments



CHANGE IN LTV AND ICR



- › +180bp increase in LTV over the last 12 month, driven by the change in the portfolio value (-4.4% to €2,987.0m incl. transfer taxes)
- › LTV and ICR well below covenant levels



Given its strong balance sheet, Mercialys will apply an opportunistic approach for asset sales



STANDARD & POOR'S RATING:
BBB / Stable

Confirmed on Feb. 24, 2023

Merrialys positioned for growth with a strict return target



STRENGTHENING THE LEADERSHIP OF OWNED ASSETS

- › Diversifying the use of the shopping centers (health, coworking, FB&E) and integrating medium-sized stores or food & leisure areas as additional anchors to fuel revenue growth
- › Restructuring malls to reconfigure the customer journey and the structure of the sites



ACQUIRING NEW ASSETS

- › Making bolt-on acquisitions primarily targeting the company's core business or offering relevant diversification, sources of growth and value creation: **selection of assets based on strict quality (letting exposure, size) and geographical location**
- › Acquiring assets on a stand-alone basis or with partners and developing third-party management



DEVELOPING ALREADY OWNED LANDBANKS OR CALLS FOR PROJECTS

- › Developing already owned landbanks or taking part in major developments, on a stand-alone basis or with partners
- › Taking part in major urban developments with partners

**Minimum 250bp spread
with the cost of refinancing**

**Recharging the portfolio
with higher yields to face
future increases in the
average cost of debt**

**Increasing and securing the
assets' cash flow profile**

**Benefiting from a
development margin while
keeping a low risk profile**

**Staying positioned on the
retail parts of developments**

Enriching Mercialys' F&B&E capabilities to boost retail sites through a stake just below 23% in DEPUR EXPÉRIENCES

MERCIALYS INVESTED IN A ROUND OF FUNDRAISING BY DEPUR EXPÉRIENCES, A FOOD & BEVERAGE & ENTERTAINMENT CONSULTING FIRM

- › €1.7M financing round alongside Bouygues Immobilier and a Banque pour l'Investissement (BPI) fund
- › Mercialys covered a major part of the fundraising, taking up stake just below 23% in the company post-money for €1.1m

MERCIALYS MUST BE AT THE FOREFRONT OF CONSUMER TRENDS

- › DEPUR will be able to position itself as the leader for the **conceptualization and execution of major Food & Beverage & Entertainment (F&B&E) projects to offer a holistic consumer experience**
- › Mercialys will support this development and create synergies with its own portfolio
- › This will strengthen the attractiveness and value of its assets



SERVIR L'AVENIR



Working on a strong pipeline



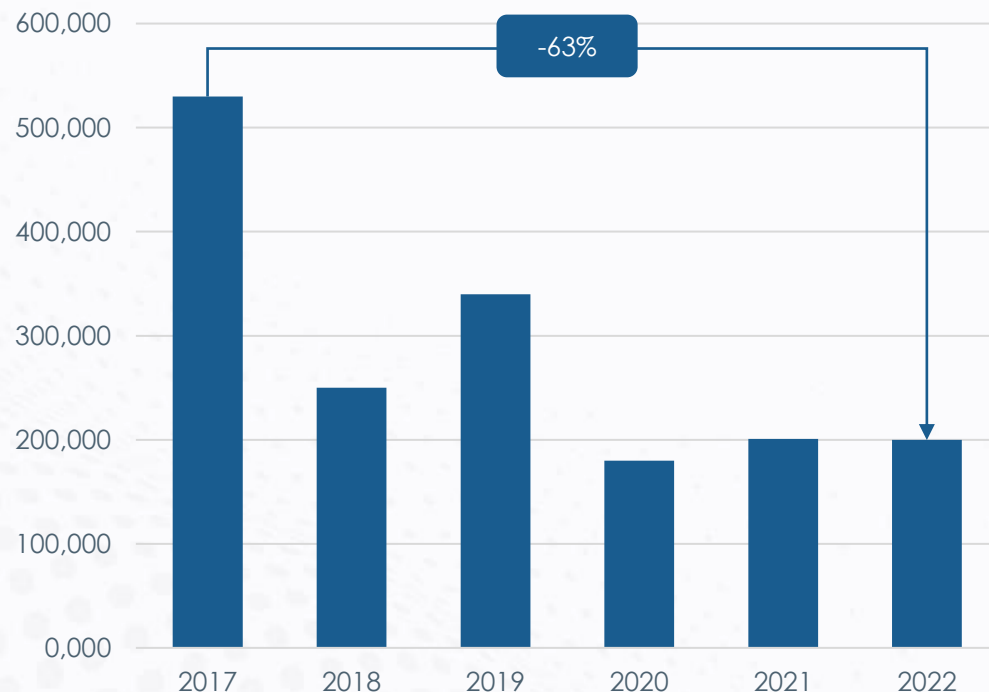
(€m)	TOTAL INVESTMENT	INVESTMENT STILL TO BE COMMITTED	COMPLETION DATE
COMMITTED PROJECTS	20.2	18.8	2023 / 2026
Tertiary activities	20.2	18.8	2023 / 2026
CONTROLLED PROJECTS	148.4	143.3	2024 / 2025
Retail	129.9	125.0	2024 / 2025
Dining and leisure	3.5	3.4	2025
Tertiary activities	15.0	14.9	2024 / 2025
IDENTIFIED PROJECTS	302.1	301.9	2024 / 2028
Retail	172.3	172.2	2024 / 2028
Dining and leisure	100.9	100.9	2026 / 2028
Tertiary activities	28.9	28.9	2025 / 2027
TOTAL PROJECTS	470.6	464.1	2023 / 2028

Mercialys has factored in the impacts of the Net Zero Artificialization objective



AUTHORIZATIONS AND FAVORABLE OPINIONS BY THE NATIONAL COMMERCIAL PLANNING COMMISSION (CNAC)

(in sq.m) ⁽¹⁾



(1) Source: 2022 activity report – Commission Nationale d'Aménagement Commercial



2021, adoption of the “Climate and Resilience” law, with one general principle: prohibiting any commercial development project that would result in an increase in artificial ground cover

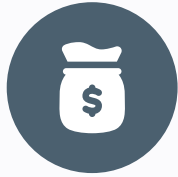
- › Possible exemption subject to certain conditions for projects with a sales area <10,000 sq.m
- › Starting in H1 2023, the CNAC systematically analyzes applications considering the new regulations governing artificial ground cover



These constraints are integrated into Mercialys' investment plans and are expected to support the value of retail space in France

- › Mercialys' growth has been structured since 2005 around redevelopments of assets, with no artificial ground cover created, and its strong development pipeline incorporates the new constraints
- › As part of its investment strategy, Mercialys will target already artificialized space with limited installed value, allowing for redevelopments
- › This strong limitation of retail space moving forward should create support for shopping center valuations and the value of rights to lease

2023 targets confirmed



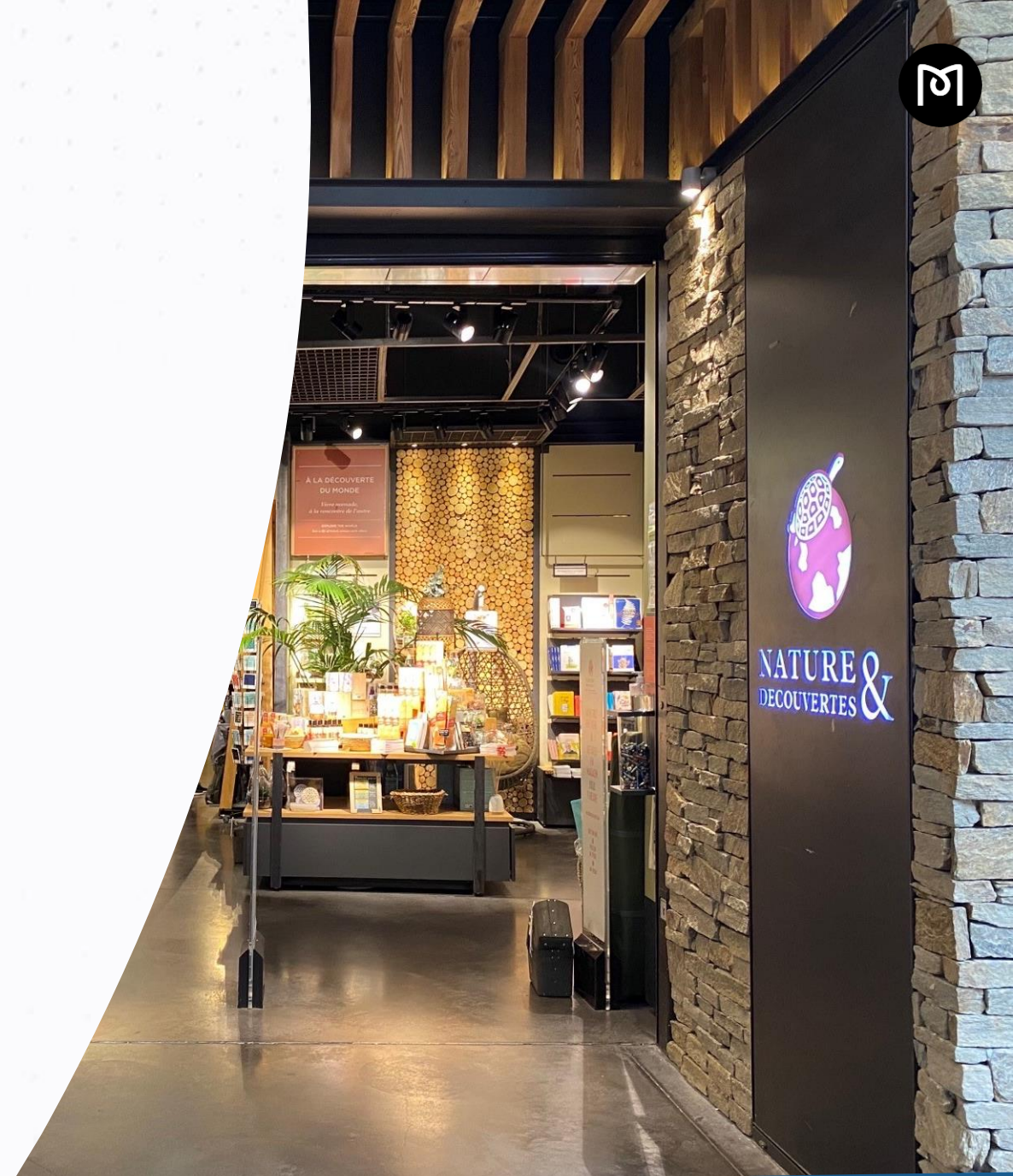
CHANGE IN RECURRENT EARNINGS (FFO) PER SHARE

Increase of at least +2.0% vs. 2022



DIVIDEND POLICY

Dividend ranging from **85% to 95%**
of 2023 recurrent earnings (FFO)





03

Appendices

MERCIALYS

Merrialys portfolio and shareholding structure



Leading listed French real estate company that is a commercial real estate pure player

- › Merrialys' portfolio is focused on large and neighborhood shopping centers that are leaders in their areas
- › Assets are concentrated in the most dynamic French regions



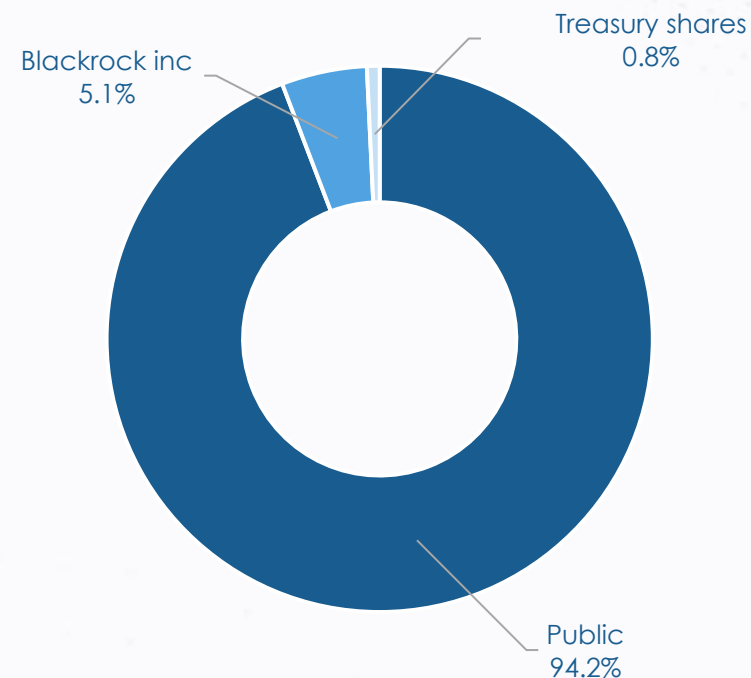
Portfolio focused on high-potential assets

- › 48 shopping centers ⁽¹⁾
- › Leasable area: 777,914 sq.m
- › Appraised asset value (including transfer taxes): €2,987.0m at June 30, 2023
- › Average value per shopping center : €62m
- › Average sq.m per shopping center : 16,100 sq.m

(1) In addition to 3 geographically dispersed assets

SHAREHOLDING STRUCTURE

(at June 30, 2023)

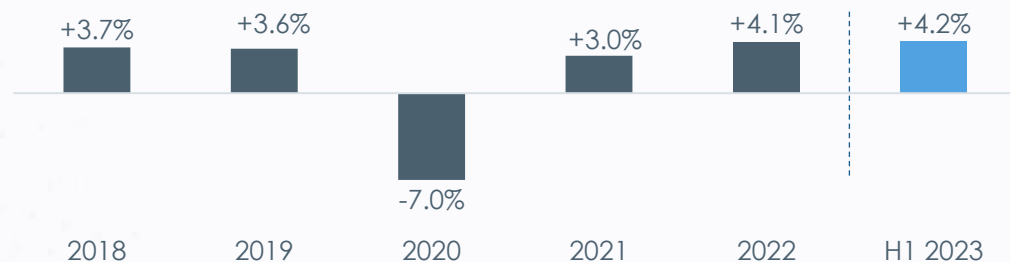


Operating and financial track record

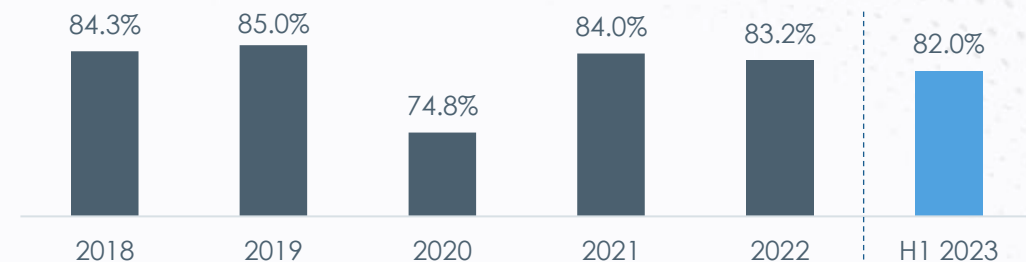


ORGANIC GROWTH

(incl. indexation)

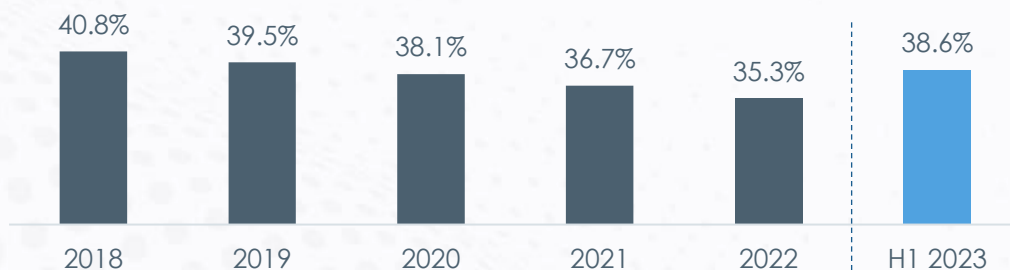


EBITDA MARGIN



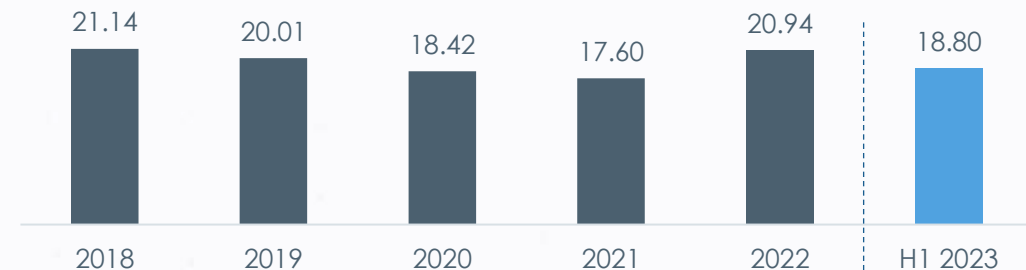
LOAN-TO-VALUE

(excl. transfer taxes)



EPRA NDV

(in € per share)



Rental income structure

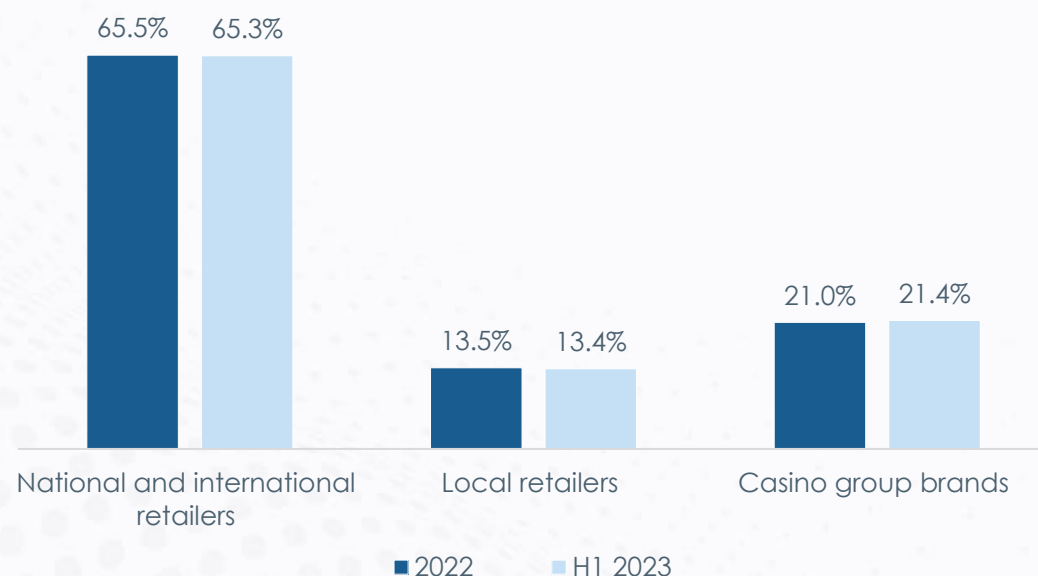


OVER 900 RETAILERS AND 2,054 LEASES

BREAKDOWN OF MERCIALYS' RENTAL INCOME BY TYPE OF RETAILER

CONSOLIDATED VISION

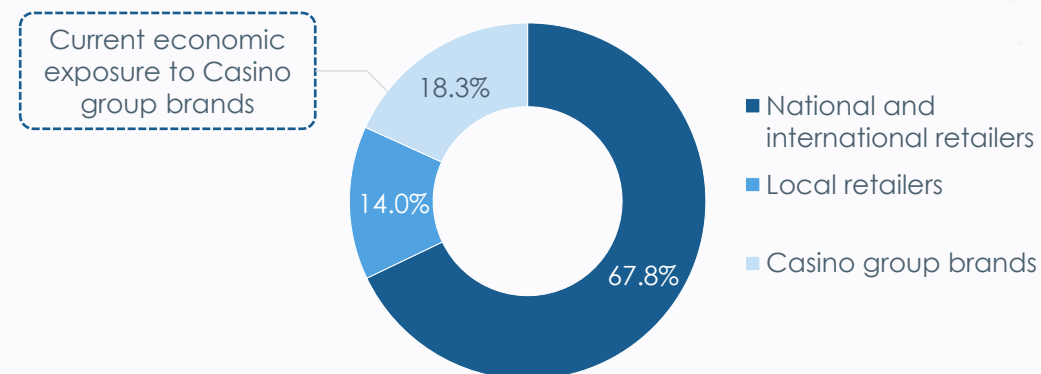
(% of annualized rental income at Dec. 31, 2022 and June 30, 2023)



BREAKDOWN OF MERCIALYS' RENTAL INCOME BY TYPE OF RETAILER

ECONOMIC EXPOSURE

(% of annualized rental income at June 30, 2023)



RESTATED FOR:

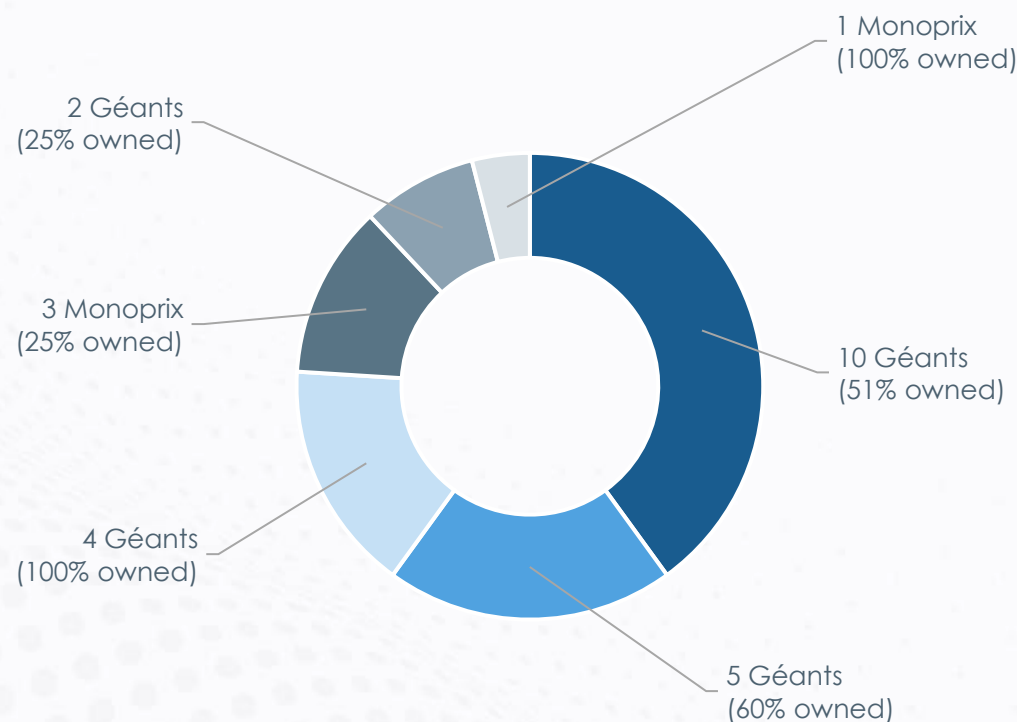
- › The **49%** held by BNPP REIM France in SAS Hyperthetis Participations and Immosiris (which owns 10 Géant hypermarkets)
- › The **25%** minority stake held by Mercialis in SCI AMR (which owns 3 Monoprix and 2 Géant hypermarkets)

Ownership breakdown of the hypermarkets anchoring Mercialys' sites



OWNERSHIP BREAKDOWN

(% interest and % economic exposure to rent) ⁽¹⁾



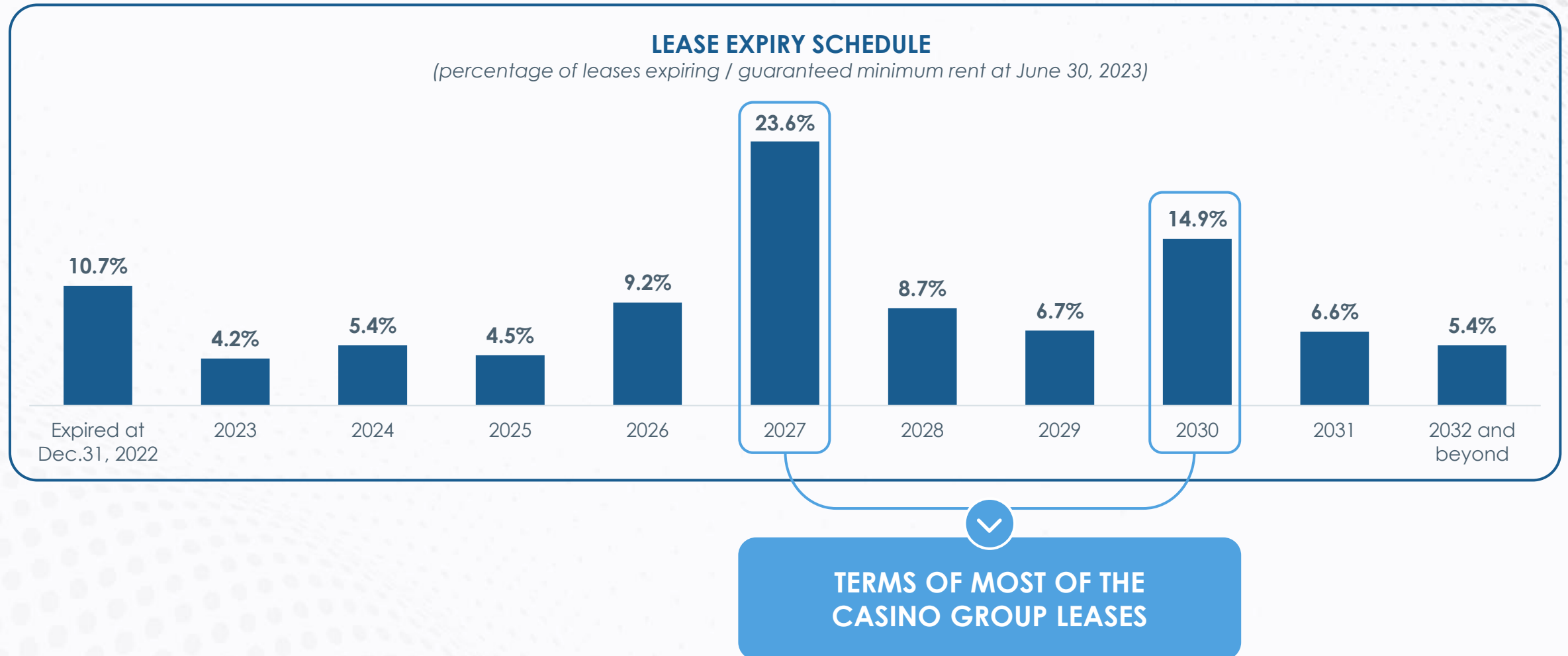
(1) Economic exposure breakdown excludes the non-significant activities (cafeteria, etc.), which represent 0.8%

CASINO GROUP LEASE SCHEDULE

(main leases: hypermarkets, supermarkets & Monoprix store)

SITE	% HELD BY MERCIALYS	TYPE	LEASE START DATE	LEASE END DATE	LEASE CHARACTERISTICS
Grenoble	100%	Monoprix	02/2010	02/2022	3 - 6 - 9 - 12 commercial lease
Quimper	100%	Hypermarket	12/2014	12/2026	3 - 6 - 9 - 12 commercial lease
Aix-en-Provence	51%	Hypermarket	06/2015	06/2027	3 - 6 - 9 - 12 commercial lease
Marseille	100%	Hypermarket	06/2015	06/2027	3 - 6 - 9 - 12 commercial lease
Brest	51%	Hypermarket	06/2015	06/2027	3 - 6 - 9 - 12 commercial lease
Nîmes	51%	Hypermarket	06/2015	06/2027	3 - 6 - 9 - 12 commercial lease
Angers	51%	Hypermarket	06/2015	06/2027	3 - 6 - 9 - 12 commercial lease
Lanester	100%	Hypermarket	06/2015	06/2027	3 - 6 - 9 - 12 commercial lease
Niort	51%	Hypermarket	06/2015	06/2027	3 - 6 - 9 - 12 commercial lease
Fréjus	51%	Hypermarket	06/2015	06/2027	3 - 6 - 9 - 12 commercial lease
Narbonne	51%	Hypermarket	11/2015	11/2027	3 - 6 - 9 - 12 commercial lease
Istres	51%	Hypermarket	11/2015	11/2027	3 - 6 - 9 - 12 commercial lease
Le Puy	51%	Hypermarket	11/2015	11/2027	3 - 6 - 9 - 12 commercial lease
Clermont-Ferrand	51%	Hypermarket	11/2015	11/2027	3 - 6 - 9 - 12 commercial lease
Annemasse	100%	Hypermarket	12/2015	12/2027	3 - 6 - 9 - 12 commercial lease
Ajaccio	60%	Hypermarket	07/2018	06/2030	12-year commercial lease, 9-year firm period
Corte	60%	Supermarket	07/2018	06/2030	12-year commercial lease, 9-year firm period
Furiani	60%	Hypermarket	07/2018	06/2030	12-year commercial lease, 9-year firm period
Porto-Vecchio	60%	Hypermarket	07/2018	06/2030	12-year commercial lease, 9-year firm period
Toga	60%	Hypermarket	07/2018	06/2030	12-year commercial lease, 9-year firm period

Lease expiry schedule effectively staggered over time and benefiting from new and ongoing deals



EPRA performance indicators



	JUNE 30, 2022	DECEMBER 31, 2022	JUNE 30, 2023
EPRA earnings - € per share	0.61	1.13	0.62
EPRA NRV - € per share	20.35	20.54	19.03
EPRA NTA - € per share	18.24	18.42	16.99
EPRA NDV - € per share	19.65	20.94	18.80
EPRA net initial yield - %	5.26%	5.29%	5.63%
EPRA “topped-up” net initial yield - %	5.34%	5.38%	5.72%
EPRA vacancy rate - %	4.4%	4.4%	4.7%
EPRA cost ratio (including direct vacancy costs) - %	14.8%	18.7%	19.6%
EPRA cost ratio (excluding direct vacancy costs) - %	13.0%	16.7%	17.5%
EPRA capital expenditure - in millions of euros	8.8	24.0	11.7
EPRA Loan-to-value - %	-	37.3%	40.6%
EPRA Loan-to-value - % incl. TT	-	35.0%	38.1%

RECURRENT EARNINGS (FFO) & EPRA earnings



IN THOUSANDS OF EUROS	JUNE 30, 2022	JUNE 30, 2023
Invoiced rents	86,087	87,910
Lease rights	364	254
Rental revenues	86,450	88,164
Property taxes	-13,310	-13,729
Rebiling to tenants	11,432	11,453
Non-recovered property taxes	-1,878	-2,276
Service charges	-16,455	-19,742
Rebiling to tenants	13,957	16,965
Non-recovered service charges	-2,498	-2,777
Management fees	-3,739	-555
Rebiling to tenants	2,134	1,999
Losses on and impairment of receivables	4,199	-2,219
Other expenses	341	229
Net property operating expenses	2,935	-546
Net rental income	85,009	82,564
Management, administrative and other activities income	1,208	1,412
Other income and expenses	-1,620	-1,904
Personnel expenses	-9,346	-9,789
EBITDA	75,251	72,284
Net financial items (excluding non-recurring elements ⁽¹⁾)	-14,162	-13,698
Reversals of / (allowance for) provisions	-522	-658
Other operating income and expenses (excluding capital gains on disposals and impairment)	766	3,396
Tax expense	-339	-265
Share of net income from associates and joint ventures (excluding capital gains, amortization and impairment)	1,836	1,799
Non-controlling interests (excluding capital gains, amortization and impairment)	-5,367	-5,404
FFO	57,461	57,453
FFO per share (based on average diluted number of shares)	0.61	0.62
EPRA EARNINGS	57,461	57,453

(1) Impact of hedging ineffectiveness, banking default risk, bond redemption premium, bond redemption costs, proceeds from unwinding hedging operations and exceptional amortization

Net income attributable to owners of the parent



IN THOUSANDS OF EUROS	JUNE 30, 2022	JUNE 30, 2023
FFO	57,461	57,453
Depreciation and amortization	-18,622	-18,926
Other operating income and expenses	-432	-18,216
Impact of hedging ineffectiveness, banking default risk and net impact of bond redemptions	-25,959	-6,653
Share of net income from associates, joint ventures and non-controlling interests (amortization, depreciation and capital gains)	147	16,783
NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT	12,595	30,441

Balance sheet



ASSETS



EQUITY AND LIABILITIES

IN THOUSANDS OF EUROS

DECEMBER 31, 2022

JUNE 30, 2023

Intangible assets	3,381	3,102
Property, plant and equipment other than investment property	4,743	4,265
Investment property	1,907,148	1,880,215
Right-of-use assets	10,184	11,297
Investments in associates	35,203	35,268
Other non-current assets	50,219	46,964
Deferred tax assets	1,601	1,571
Non-current assets	2,012,478	1,982,683
Trade receivables	28,557	27,850
Other current assets	31,854	29,397
Cash and cash equivalents	216,085	91,724
Investment property held for sale	0	2,636
Current assets	276,496	151,606
TOTAL ASSETS	2,288,974	2,134,289
Share capital	93,887	93,887
Additional paid-in capital, treasury shares and other reserves	631,246	569,333
Equity attributable to owners of the parent	725,132	663,219
Non-controlling interests	205,294	184,332
Equity	930,426	847,551
Non-current provisions	1,225	1,381
Non-current financial liabilities	1,131,974	1,130,373
Deposits and guarantees	23,622	24,513
Non-current lease liabilities	9,409	10,486
Other non-current liabilities	2,377	4,103
Non-current liabilities	1,168,607	1,170,856
Trade payables	13,910	16,327
Current financial liabilities	126,353	60,968
Current lease liabilities	1,084	1,221
Current provisions	13,279	10,467
Other current liabilities	35,237	26,899
Current tax liabilities	78	0
Current liabilities	189,941	115,882
TOTAL EQUITY AND LIABILITIES	2,288,974	2,134,289

Breakdown of assets

Average appraisal yield rate: 6.21% at June 30, 2023



TYPE OF PROPERTY	NUMBER OF ASSETS AT JUNE 30, 2023	APPRAISAL VALUE (Excl. Transfer taxes) AT JUNE 30, 2023		APPRAISAL VALUE (Incl. Transfer taxes) AT JUNE 30, 2023		GROSS LEASABLE AREA AT JUNE 30, 2023		APPRAISED NET RENTAL INCOME	
		In €m	%	In €m	%	Sq.m	%	In €m	%
Regional / Large shopping centers	25	2,371.3	84.7%	2,528.9	84.7%	604,891	77.8%	149.9	80.8%
Neighborhood shopping centers	23	414.5	14.8%	443.1	14.8%	168,104	21.7%	34.9	18.8%
Sub-total	48	2,785.8	99.5%	2,971.9	99.5%	772,995	99.4%	184.8	99.7%
Other sites	3	14.1	0.5%	15.0	0.5%	4,918	0.6%	0.6	0.3%
TOTAL PORTFOLIO	51	2,799.8	100%	2,987.0	100%	777,914	100%	185.4	100%

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