32 Marbeuf, Paris CBD

# H1-2022 Earnings

## Right place, right time

July 22, 2022

gecina

# Contents



# Gecina's DNA, well adapted to current environment

*A relevant & unique set up to focus on operational excellence so to deliver cash flow growth*
*Solid H1 performance boosting confidence*

1

**Accessibility / Centrality**

**>84%**
of Gecina's office portfolio in **central locations notably** (Paris City, Neuilly-Levallois, Boulogne-Issy)

2

**Sustainable Grade A portfolio**

**82%**
of Gecina's office **portfolio certified** (HQE and/or Breeam)

**93/100 Gresb**
#2 amongst European Office Reits

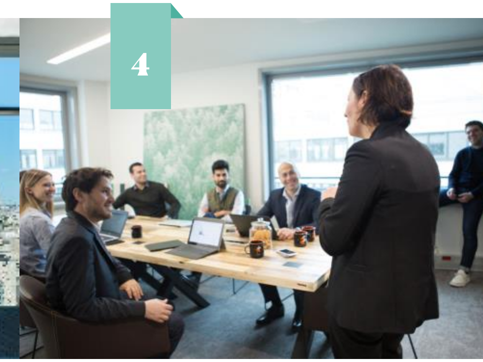
3

**Accretive pipeline and asset allocation**

**€2.9bn**
Committed or To be committed projects

**91%**
Office development projects **in Paris City or Neuilly**

4



**Robust Balance Sheet & strong liquidity profile**

**€3.3bn**
**Liquidity** at end-June 2022

**7.2 years**
Average maturity of **hedging instruments**

**90%**
**Financial expenses hedged in 2022**
75% in average until 2028

**<31.9%**
**LTV** (incl. duties)
-150bp in 1 y

# H1 2022 in a nutshell

## Letting activity

**> 57,000 sq.m** in H1

Rental uplift **+13%**
Occupancy rate **+110bp**

## Gross rents

**+3% LfL** 12 months

## RNR

**€2.73** per share

**+ 3.9%**
excl. disposals and one off

## Valuation

**+1.3%** lfl vs. end 2021

Fully driven
by **rental effects**

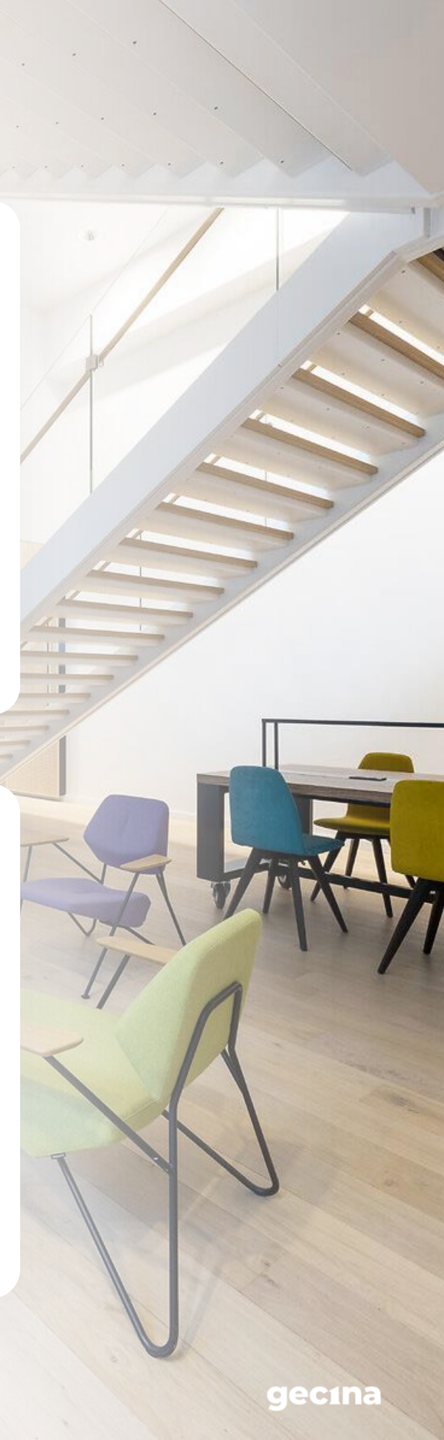
## NTA

**€181.2**
**+2.8%** in 6 months

## Guidance

**RNR / share guidance raised to €5.55**
(from €5.50 in February 2022)

**+4.3% vs 2021**



# H1 2022 marked by a solid operational performance

## Offices
## (80% of GAV)

Centrality outperforms

*(84% of the portfolio in Paris City, Neuilly-Levallois or Boulogne-Issy)*

*Pricing power & Market Rents Growth*
→ *Reversionnary potential*
→ *Indexation*

- **Central areas (Paris City +Neuilly +Southern Loop) outperforming peripheral areas on all aggregates**
- **Positive ERVs dynamic for the best locations**
- **Uplift captured** in H1 on relettings of c. +13% overall (+26% in Paris city)
- Emblematic new leasing setting **new reference for prime rents** in Paris CBD (€930-970/sq.m) & Neuilly-Levallois (€650-700/sq.m)
- **Occupancy rates progressively improving (up +110pb in H1)**, with significant catch up in La Defense
- **Indexation progressively feeding LfL rental growth**

## Residential portfolio
## (18% of GAV)

Embedded growth
& uplift in rents

→ *Predictable high occupancy rate*
→ *Reversionnary potential regularely captured*

- **Portfolio in operation:** Ability to drive LfL rental growth outperformance supported by active management along tenants' rotation with a significant reversionary potential to be captured
- **Reversionary potential captured in H1 reached +8% in average**
- **Securing future cash flow growth potential:** Embedded rental growth of around >+15% with **c. 1,000 additional units to be delivered by 2025**

## Student housing
## (2% of GAV)

Normalization
& confidence

- **Occupancy rate normalized, back to pre-crisis level** (+7pts in 6 months)
- Encouraging signs for 2022 & 2023 considering solid « back to school » trends, and non-European students set to be back along 2022

# LfL rental growth in H1 2022 up +3%

A dynamic set to continue ahead with indexation starting to impact rents with a delay and on going vacancy reduction

| | Gross rents | | Change (%) | | Rental margin | | Average Financial occupancy rate | |
|---|---|---|---|---|---|---|---|---|
| | June 30, 2021 | June 30, 2022 | YoY | lfl | June 30, 2021 | June 30, 2022 | Dec 31, 2021 | June 30, 2022 |
| Offices | 250.7 | 245.0 | -2.3% | +2.7% | 92.5% | 92.1% | 90.7% | 91.8% |
| Traditionnal residential | 52.7 | 53.1 | +0.8% | +1.6% | 82.5% | 82.6% | 96.8% | 96.8% |
| Student residences | 8.0 | 10.1 | +25.2% | +19.0% | 69.4% | 82.1% | 79.0% | 86.3% |
| **Group Total** | **311.4** | **308.2** | **-1.0%** | **+3.0%** | **90.2%** | **90.1%** | **91.2%** | **92.3%** |

**93,1%**
Spot occupancy rate end June-22

**94,4%**
Average normative[1] occupancy rate

**Each component of Gecina's LfL growth positively contributed to 2022**

- **Financial occupancy rate increased** (improvement set to continue ahead)

**+110bp in 6 months**
Driven by offices & Student housings, whilst stable on residential assets

- **Positive reversionary captured in H1**

**+26% in Paris City, +13% in total for offices**
**+8% on residential transactions**

- **Gradual recovery of indexation**

**Last ILAT index (offices) at +5.1%**
**Last IRL index (residential) at +3.6%**
To feed LfL growth with a lag effect (+0.9% in H1)

[1] (incl. Lease signed waiting for tenants arrival)

# *RECURRING CASH FLOW & OPERATING PERFORMANCE*

## SOLID TRENDS CONFIRMED IN H1

55 Amsterdam – Paris

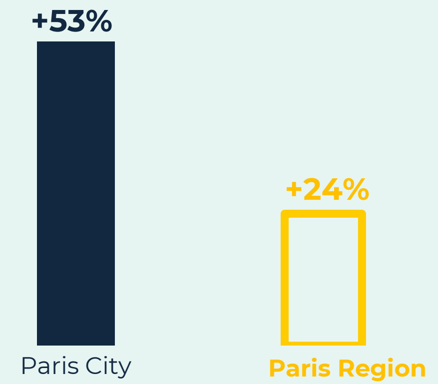
# 1.1 Polarized office markets supporting Gecina's operational performance

# Polarisation is accelerating in favor of central locations

## Paris City : c.50% of total take up, and 17% of immediate supply

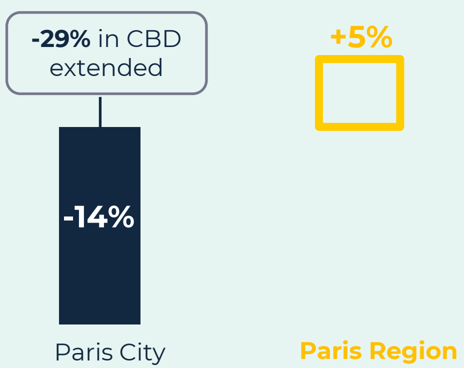
**Strong Take up recovery in Paris …**

*(H1-2022 vs H1-2021)*



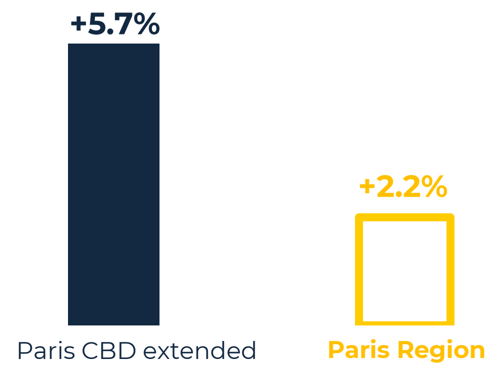

**… whilst immediate supply decreased**

*(H1-2022 vs H1-2021)*

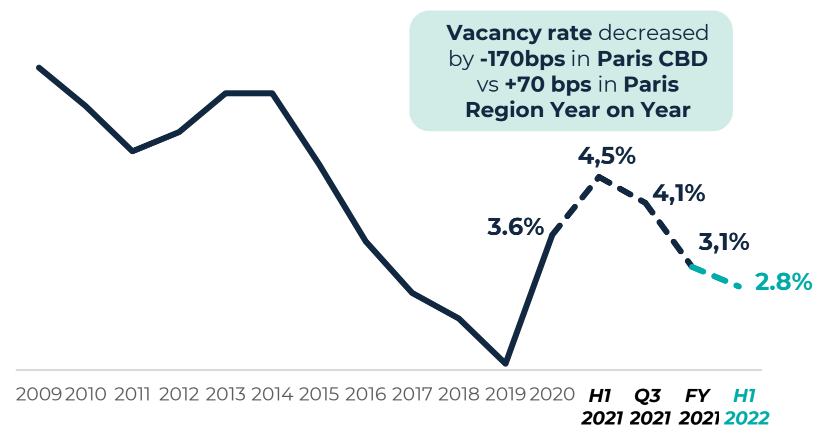



***ERVs moving further upwards***

*(New/ restructuring Q2-2022 vs Q2-2021)*




**Vacancy trajectory in Paris CBD: a positive momentum for centrality in H1 2022**








Sources: Immostat, BNPPRE

# Office portfolio: Centrality & Scarcity

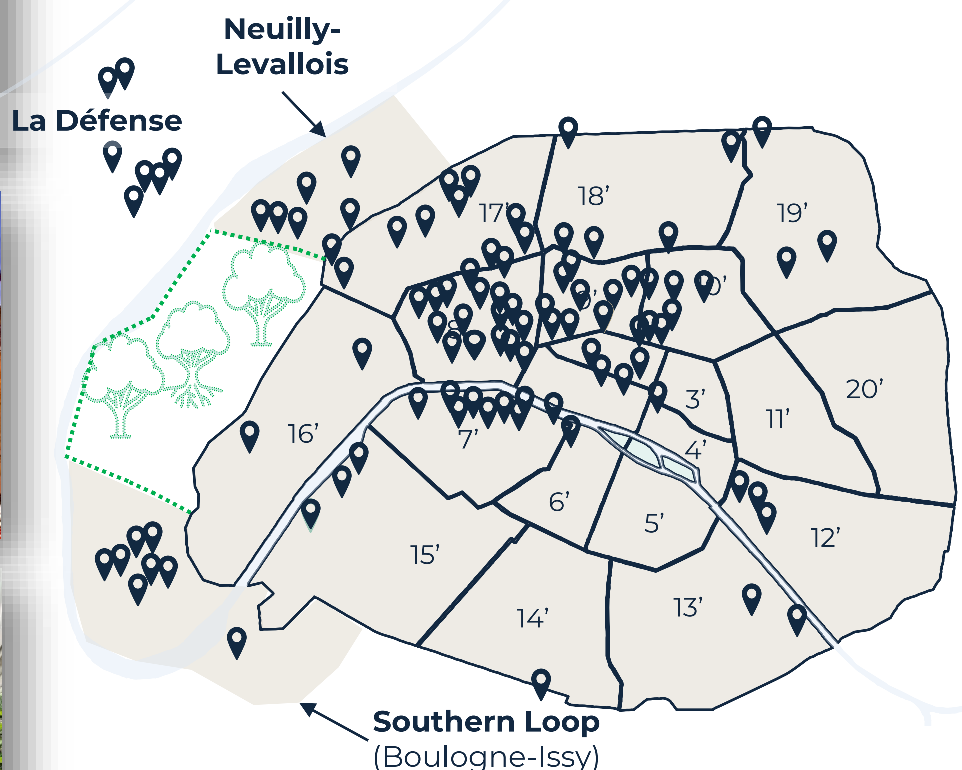
## Grade A assets in Prime locations driven by Scarcity & Centrality


7 Madrid - Paris CBD


101 champs Elysées – Paris CBD


64 Lisbonne – Paris CBD

**Central Office portfolio:**
**84%** in Paris City + Neuilly/Levallois + Boulogne/Issy (southern Loop)
**€16.5bn of offices**





37 Louvre - Paris CBD


Boetie - Paris CBD


3 Opéra – Paris CBD

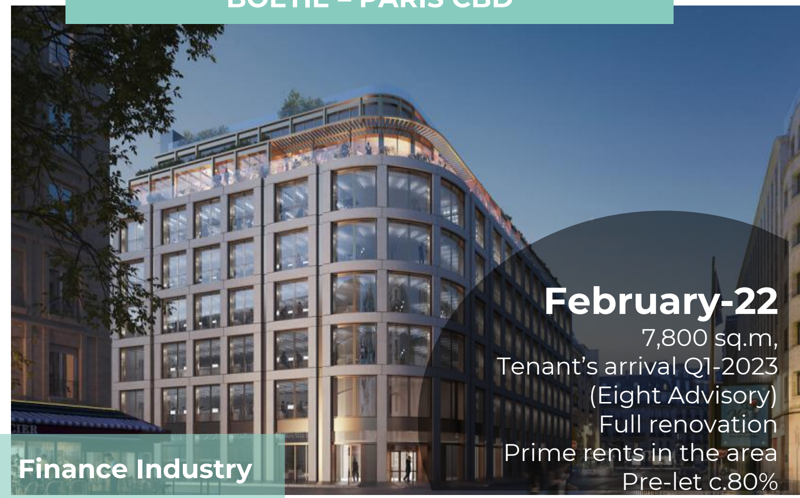
# Emblematic new transactions signed since H1 2022 at prime rents

**157 CDG – NEUILLY SUR SEINE**

**May-22**
Delivered in H1-22
8,000 sq.m,
9 years firm lease
Tenant's arrival Nov-22
Prime rents in Neuilly
(€650-€700/sq.m/year)
Occupancy : 85%

**Pharma Industry**

**BOÉTIE – PARIS CBD**



**February-22**
7,800 sq.m,
Tenant's arrival Q1-2023
(Eight Advisory)
Full renovation
Prime rents in the area
Pre-let c.80%

**Finance Industry**

**64 RUE DE LISBONNE – PARIS CBD**

**July-22**
7,800 sq.m,
**10 years firm lease**
Tenant's arrival Nov-22
Prime rents CBD
Letting 100%

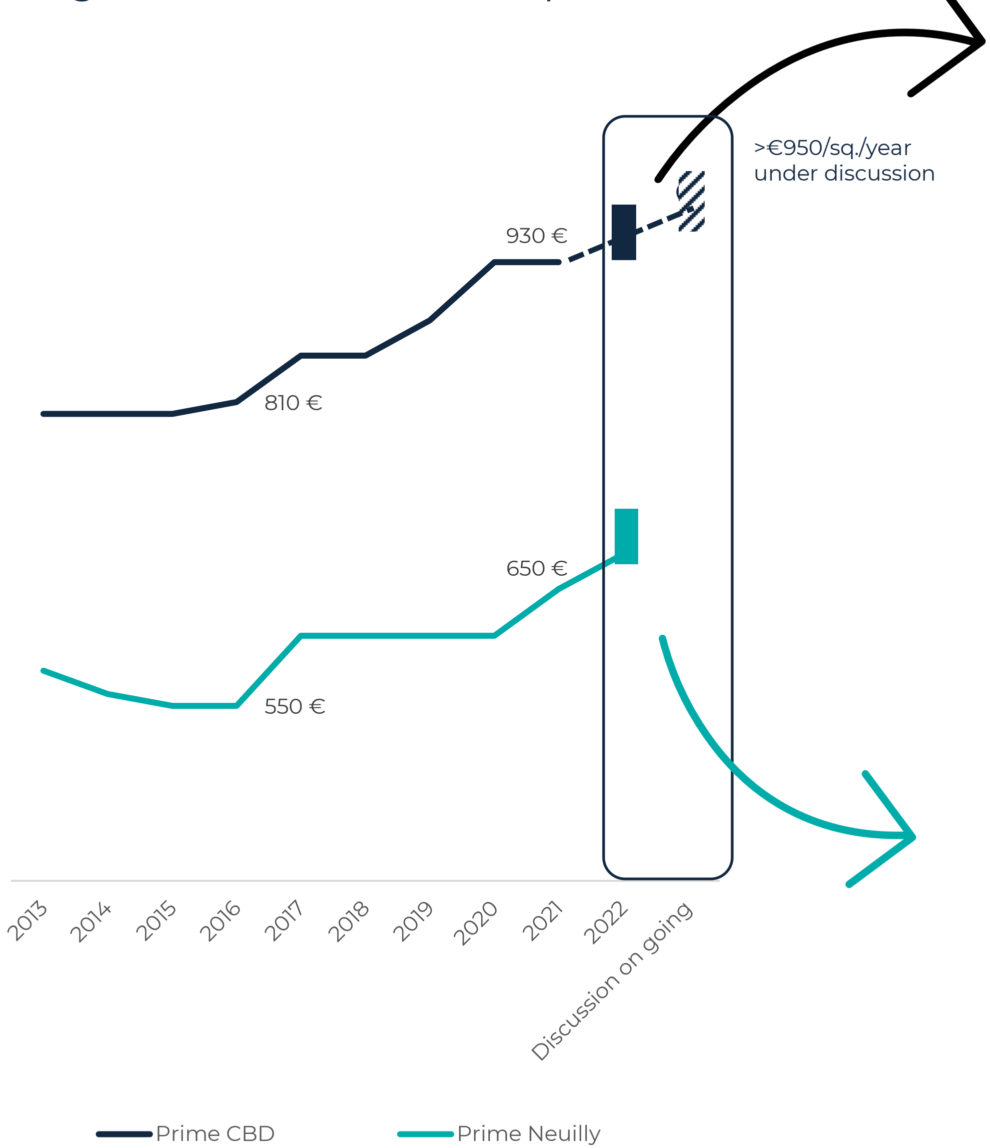
**Luxury Industry**

**€930-970**/sq.m/year

+ other discussions on-going
**>€950/sq.m/year**

# Strong leasing activity with 3 landmark transactions

Setting new benchmark for prime rents






# Strong leasing activity for Gecina in these polarized markets YTD

Leading to an increase in occupancy rate by +110bp in 6 months

## c. 57,000 sq.m
### let in H1-22

c. 8y average firm maturity

**70%**
related to renewals or relettings

With a **+13% rental uplift**

**17%**
on vacant premises

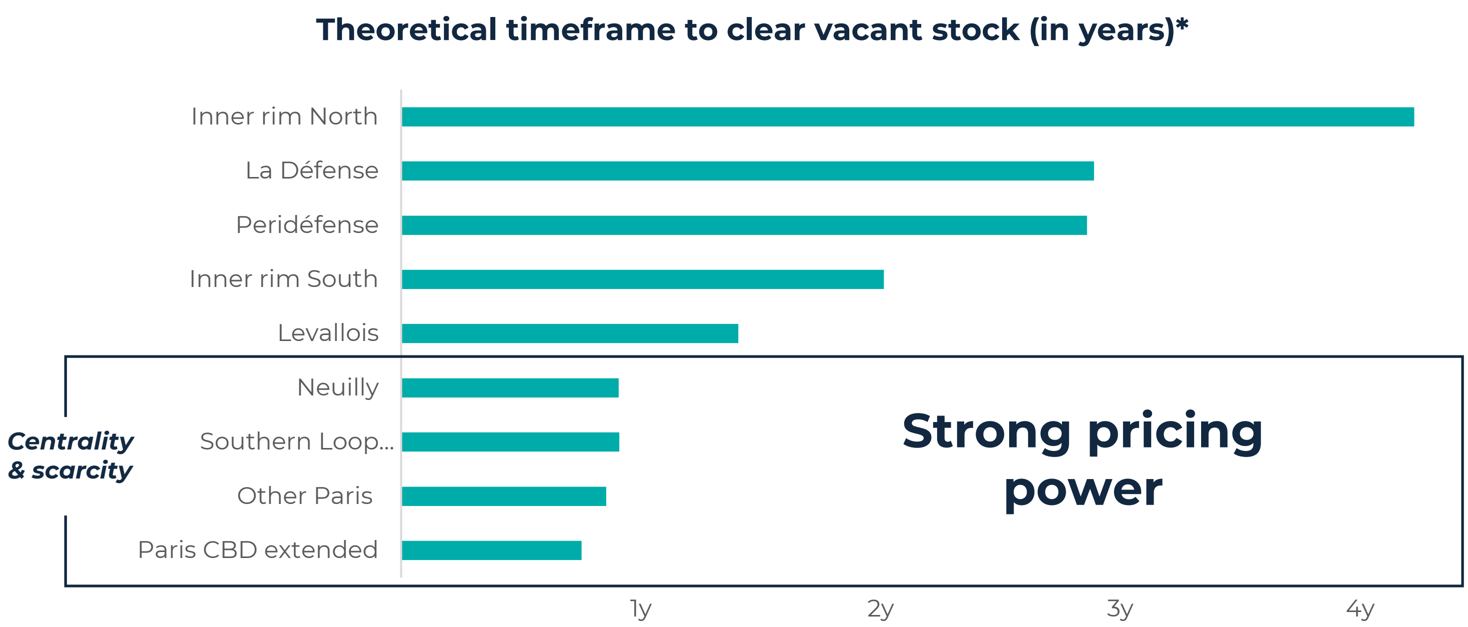
Occupancy rate up **+110pb** on offices in 6 months

**13%**
on assets under redevelopment

Assets to be delivered in 22-23 now **85% let/prelet** (+67% vs end-21)[1]

[1] same store as at end 2021 perimeter of committed projects

# Ongoing leasing activity concentrated in the most supportive areas




**91%** of **assets now to be let ahead in central locations**
(Vacant spaces + non pre-let Committed Pipeline + Controlled and certain pipeline)

* Immediate supply / average take-up (12 years), indicating how long it would take in theory to fully absorb current vacancy considering take-up is at its long term average

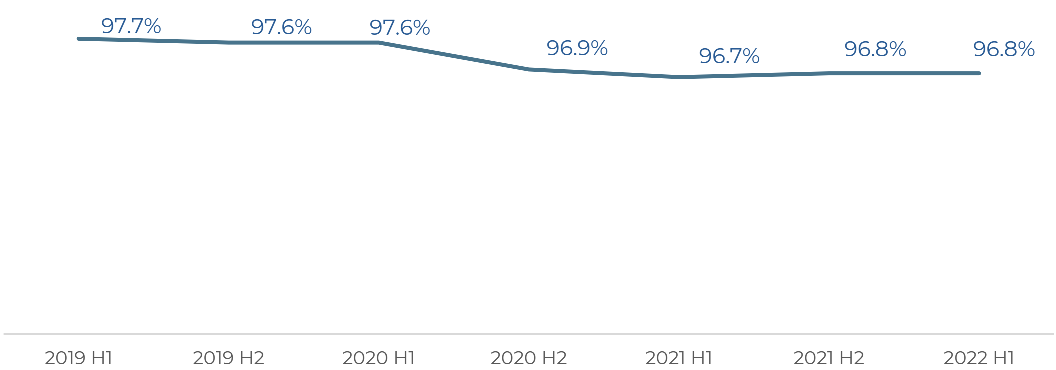
Source: BNPPRE, MBE Conseil, Gecina

# 1.2 Residential portfolios proving resilient

# Traditional residential

Strong resilience in occupancy, acceleration in reversion

**Traditional Residential : Average occupancy highly resilient and predictable**




**Resilience in occupancy**

(97,2% in average over the period)

**Reversion captured recovered and beats its historical pre-pandemic highs**

**Acceleration in reversion**

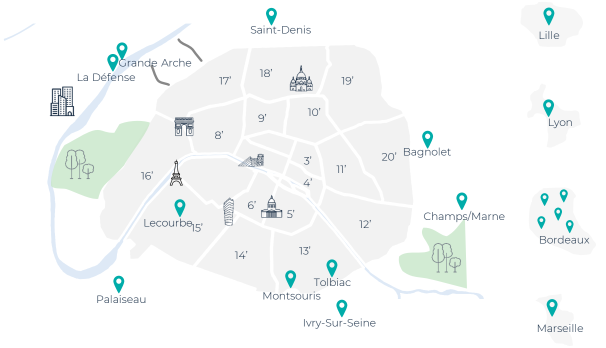
+8,0% in average H1-2022
(>10% in May / June 2022)

# A unique residential portfolio

## Location & Quality

| Traditional Residential: very concentrated in Paris | Student Housing |
|---|---|


Paris
Lille
Lyon
Bordeaux
Marseille




| **39** Assets | **5,500** units | **18** Assets *(10 in the Paris Region)* | **3,300** units |
|---|---|---|---|

# Student housings
Strong rebound, back to pre-pandemic levels in occupancy, +15% in rents

**Occupancy expected back to pre covid levels**

in sept-22 vs. Sept-19 (at c.97.5%)

→ 95% already secured considering pre-booking at this stage

**Average Price up +16% vs. Sept-2019**

Higher rents due to the optimization of the price scale as well as the implementation of a new service fees scheme

# 1.3 All rental growth drivers positively oriented in H1

(Occupancy rate / Rental uplift / indexation / Pipeline contribution)

# LfL rental growth outperformance in central locations

## Organic performance driven by central areas & residential portfolio

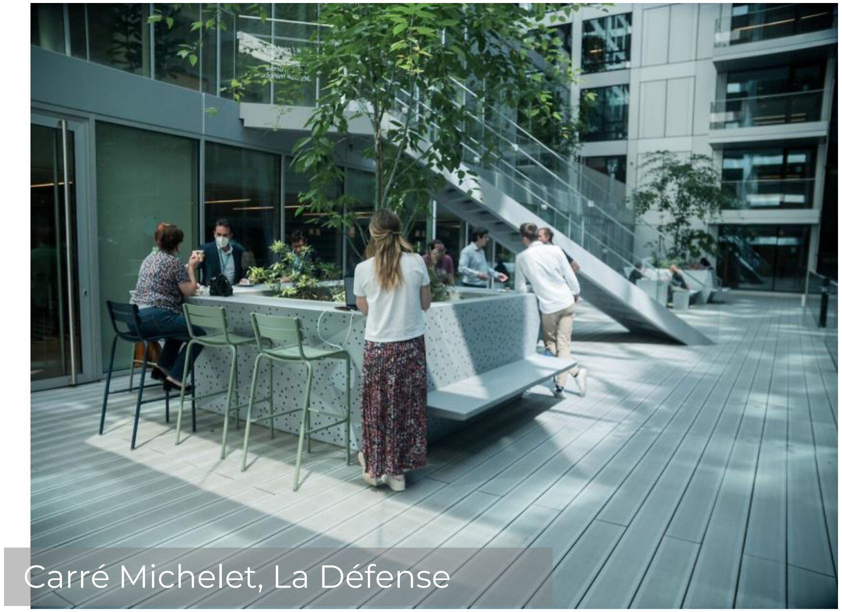
**LfL rental growth**
**+3.0%**

| Offices | Residential portfolio | Student Housing |
|---|---|---|
| +2.7% lfl | +1.6% lfl | +19% lfl |

**Vacancy reduction** : +1.8%
**Reversionary potential & others** : +0.2%
**Indexation** : +0.9%

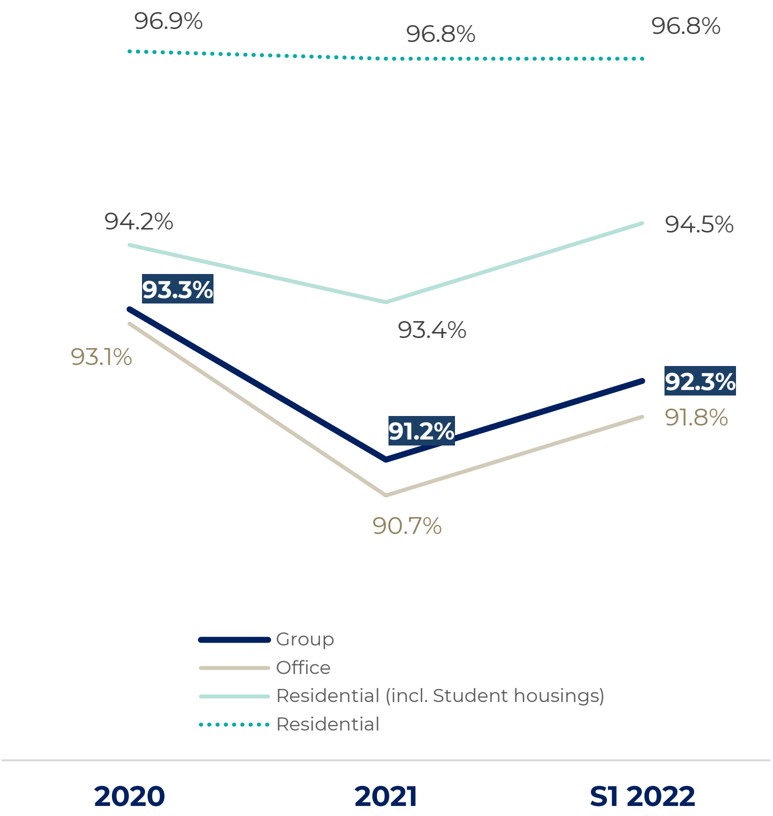
# Vacancy reduction

Started to feed lfl rental growth in H1 2022





**Average occupancy rate up +110bp in 6 months**



# Reversionary potential captured in H1


**Uplift captured**
on office relettings and renewals in H1 2022

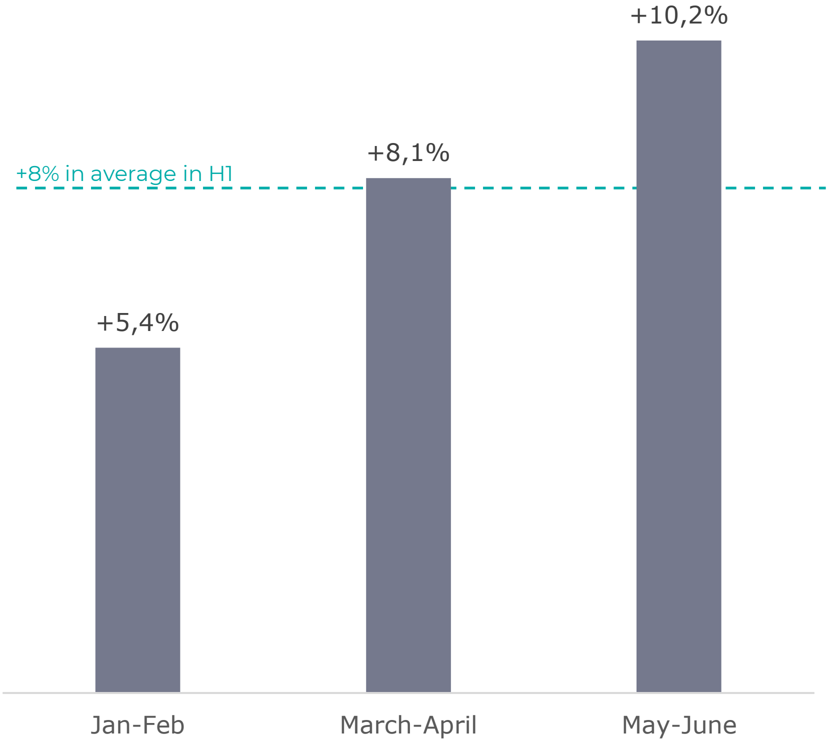
**+13%**

Mostly driven by Paris City
+ 25% in Paris CBD & 5th, 6th, 7th
+38% other Paris

# Reversionary potential captured in H1

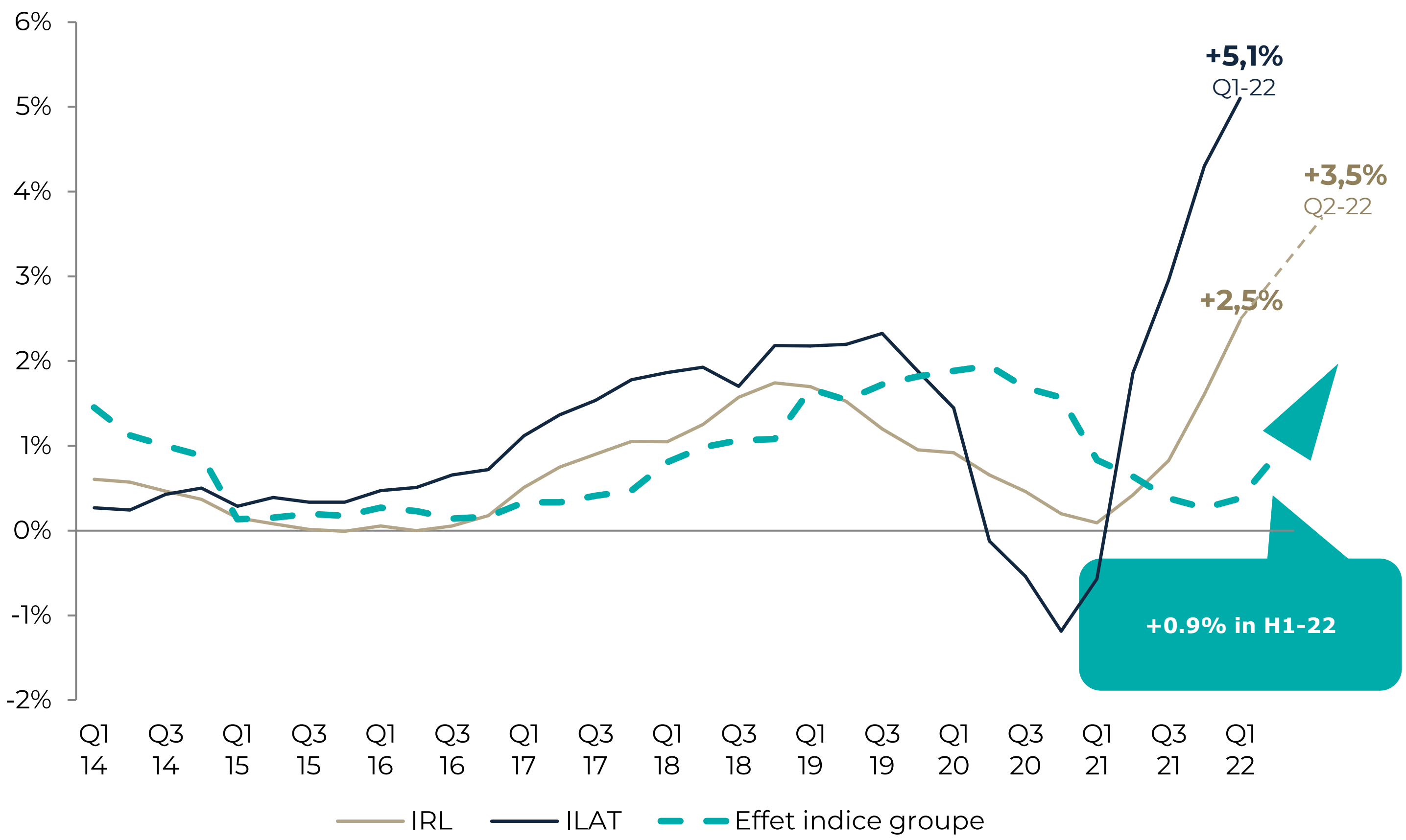
A positive momentum


**Uplift captured along tenants' rotation in H1**



# Indexation contribution to LfL to accelerate further

## As following ILAT trends for offices with a lag effect




**ILAT composition:**
- 50% CPI
- 25% France GPD growth
- 25% Construction Cost Index

**Gecina indexation follow ILAT trajectory with lag effect**

# Pipeline generated a net contribution to RNR of +€2.4m vs. H1 21

## +6 assets in 2021 & 2022

**Paris Ivry**
Student Housing

**Anthos**
Boulogne
73% let
Multi-tenants

**Sunside**
La Défense
c.2/3 let

**Biopark**
Paris
100% let

Deliveries
**2021**

**157 CDG**
Neuilly
85% let
Delivered H1 22

**Live**
Paris CBD
87% pre-let
Delivery Q3-22

Deliveries
**2022**

## Net contribution from the pipeline turned positive in H1-22

**+€2.4m**
in H1-22

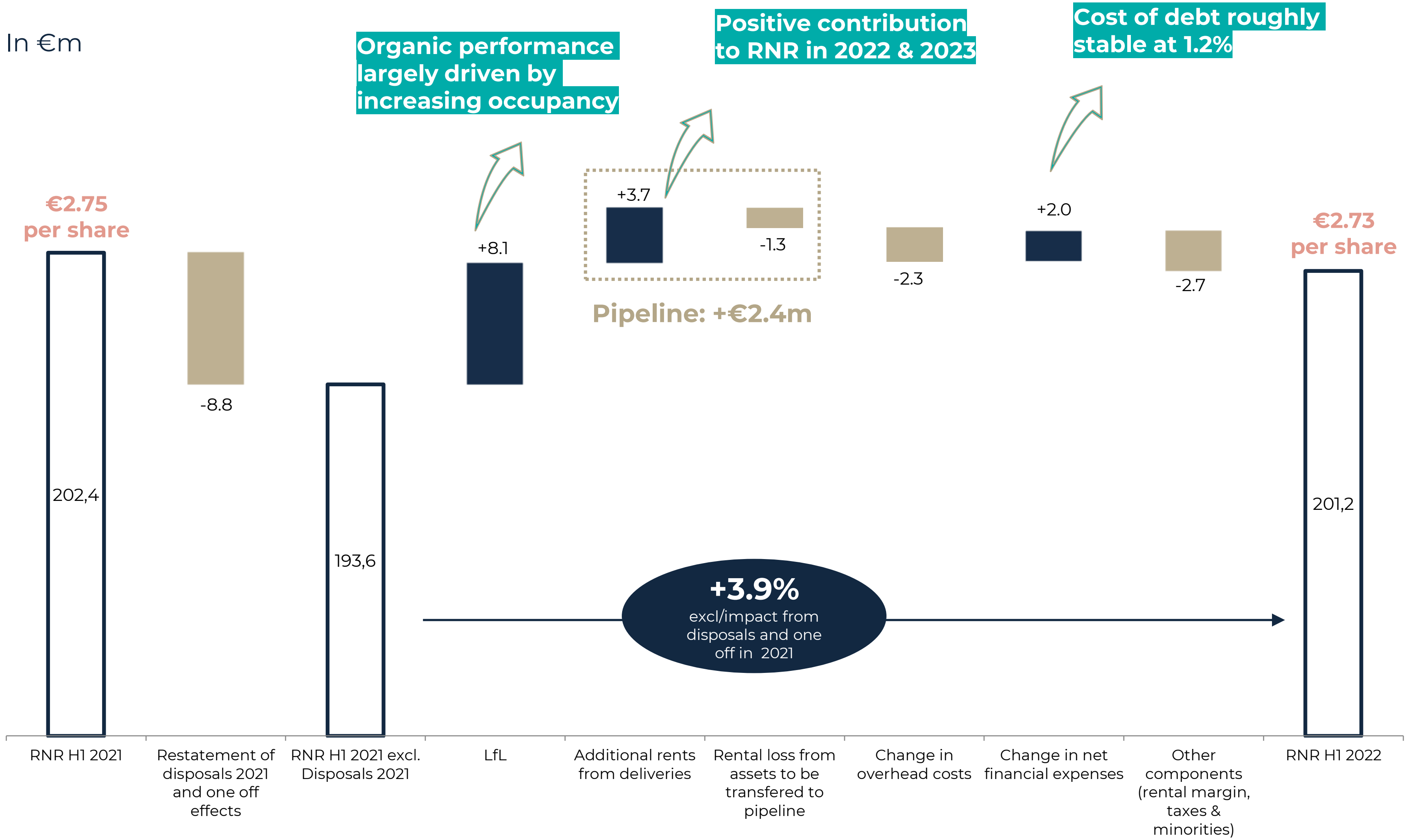

Rental contribution largely from assets delivered in 2021 while L1ve (Paris CBD) & 157 CDG (Neuilly) to contribute by H2-22

Temporary rental privation from assets to be transfered in the pipeline ahead

- H1 22 rental growth from deliveries 2021 & 2022
- H1 22 rental loss from assets to be transfered to the pipeline

# H1-2022 recurring net results: operational performance and changing scope

*Optimization of financial expenses, net positive contribution from the pipeline, and impacts from disposals achieved in 2021*



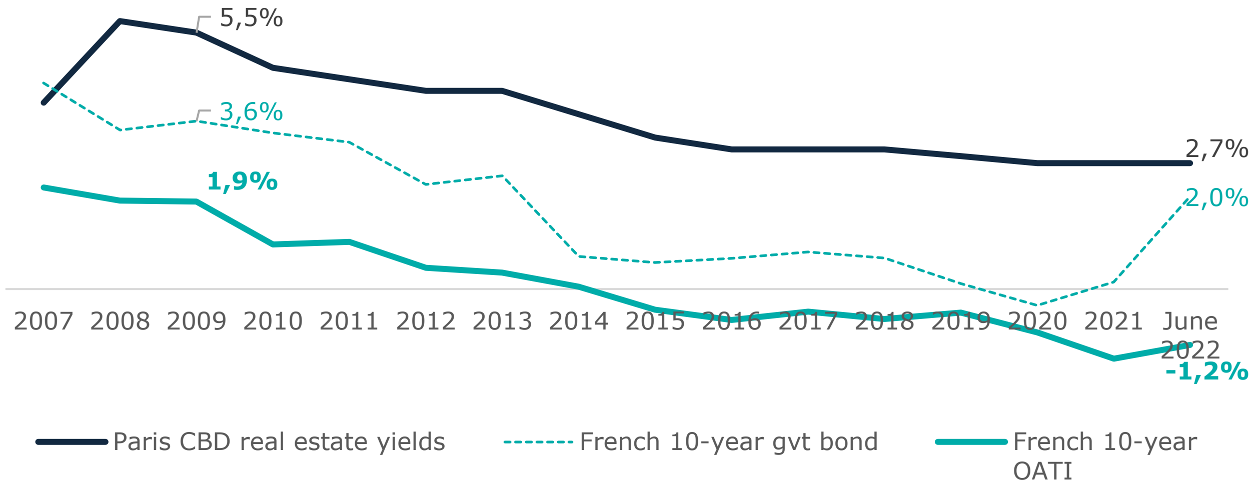
## *CAPITAL RETURN*

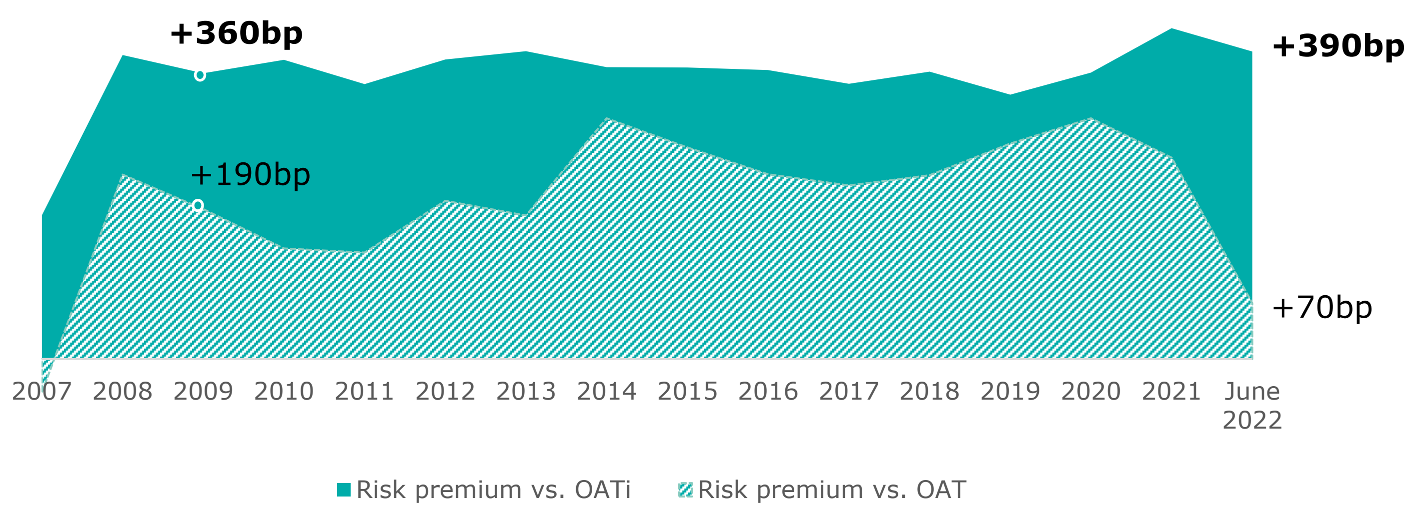
## SUPPORTIVE LEASING MARKETS & VALUE CREATION

View from Boétie, Paris

# Prime office yields stabilized in H1-22 in the context of rising inflation and interest rates

Prime CBD yield / Gecina's portfolio yield vs French OAT & OATi (with coupon indexed)





Sources: Bloomberg, Reuters, BNPPRE

# In this context, investment markets have been dynamic in markets where Gecina operates

March 2022

Society Lorette
Paris CBD
c. €260m
**c. €26,000/sq.m**

March 2022

17 Beaujolais
Paris CBD
c. €40m
**c. €27,000/sq.m**

March 2022

Sky
Paris CBD
c. €100m
**c. €28,000/sq.m**

May 2022

Rio
Paris CBD
c. €270m
**c. €30,000/sq.m**

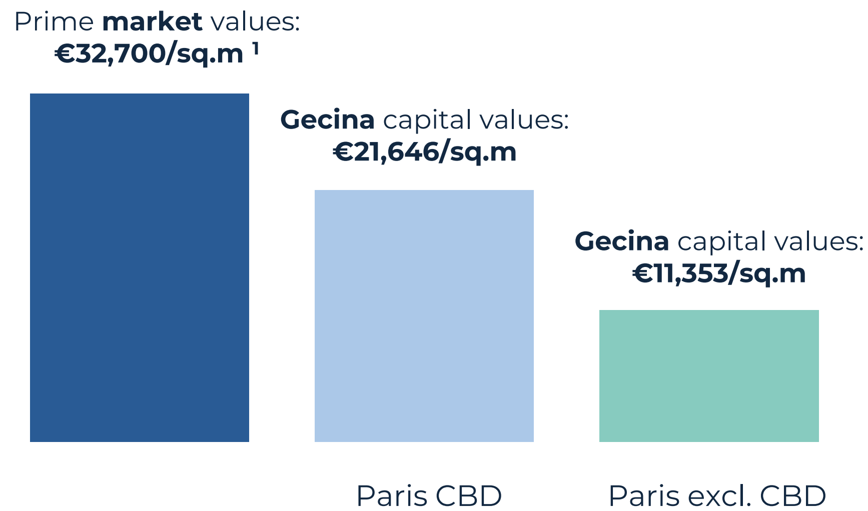
June 2022

89 Rue Taitebout
Paris CBD
c. €112m
**c.€28,000/sq.m**

June 2022

32-34 Galilée
Paris CBD
c. €41m
**c.€24,000/sq.m**

## Dynamic investment markets for core assets & prime locations…




**source: BNPPRE*

# Portfolio value up +1.3% LfL in H1, benefiting from improving rental markets and embedded indexation

| Breakdown by segment | Appraised values | Net capitalisation rates | | Change on comparable basis | Average value per sq. m |
|---|---|---|---|---|---|
| In million euros | June 30, 2022 | June 30, 2022 | Dec 31, 2021 | June 2022 vs. Dec 2021 | June 30, 2022 |
| **Offices** | **16,491** | **4.0%** | **4.0%** | **+1.4%** | **11,807** |
| **Central location** | **13,915** | **3.5%** | **3.5%** | **+2.2%** | **15,809** |
| **Paris City** | **11,411** | **3.3%** | **3.3%** | **+2.3%** | **17,740** |
| *- Paris CBD & 5-6-7 - Offices* | 6,649 | 3.2% | 3.2% | +3.6% | 21,646 |
| *- Paris CBD & 5-6-7 - Retail units* | 1,688 | 2.6% | 2.6% | -0.6% | 52,617 |
| Paris other | 3,073 | 3.9% | 4.0% | +1.7% | 11,353 |
| **Core Western Crescent (Neuilly/ Levallois, Southern loop)** | **2,504** | **4.5%** | **4.5%** | **+2.0%** | **10,321** |
| **La Défense** | **1,289** | **5.5%** | **5.4%** | **-1.3%** | **8,826** |
| **Other locations (Peri-Défense, Inner/outer rim, other regions)[1]** | **1,354** | **7.0%** | **6.6%** | **-3.3%** | **3,713** |
| **Residential** | **3,999** | **3.0%** | **3.0%** | **+0.8%** | **7,565** |
| **Group Total** | **20,557** | **3.8%** | **3.8%** | **+1.3%** | **10,623** |

**Revaluation** in H1
Fully driven by **a positive rental effect**

Offices : rental impact +1.5% (LfL valuation change +1.4%)
Residential portfolio : rental impact +0.6% (LfL change +0.8%)

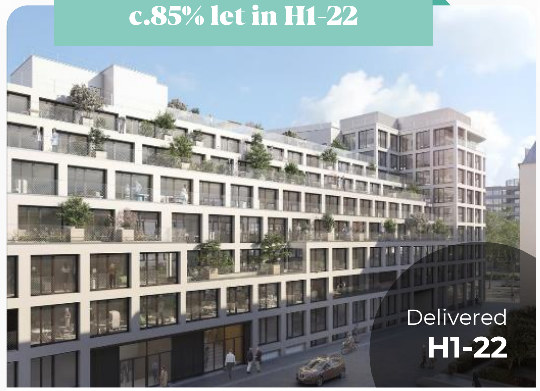
[1] incl. Hotels & finance lease for €67m

# Office pipeline strongly contributing to NTA growth with €171m net value creation in H1 [1]

c.87% pre let


**L1ve**
Paris CBD

c.85% let in H1-22




**157 CDG**
Neuilly

Opening letting process


**Mondo**
Paris CBD

c.80% pre-let in H1-22


**Boétie**
Paris CBD

c.100% pre-let


**Porte Sud**
Montrouge

**c.+€171m**
**+€2.3/share**

Net value creation booked in H1-22 from assets under development

Benefiting from strong lettings in H1 at prime rents in Paris CBD and Neuilly

**5.3%**
office Yield on cost

[1] net value creation = change in appraisal value – capex injected during the period

# Residential pipeline strongly contributing to NTA growth with €34m net value creation in H1 [1]


**Les Terrasses**
Ville d'Avray


**Rue Dareau**
Paris 14th

## c.+€34m
### +€0.5/share

Net value creation booked in H1-22 from assets under development

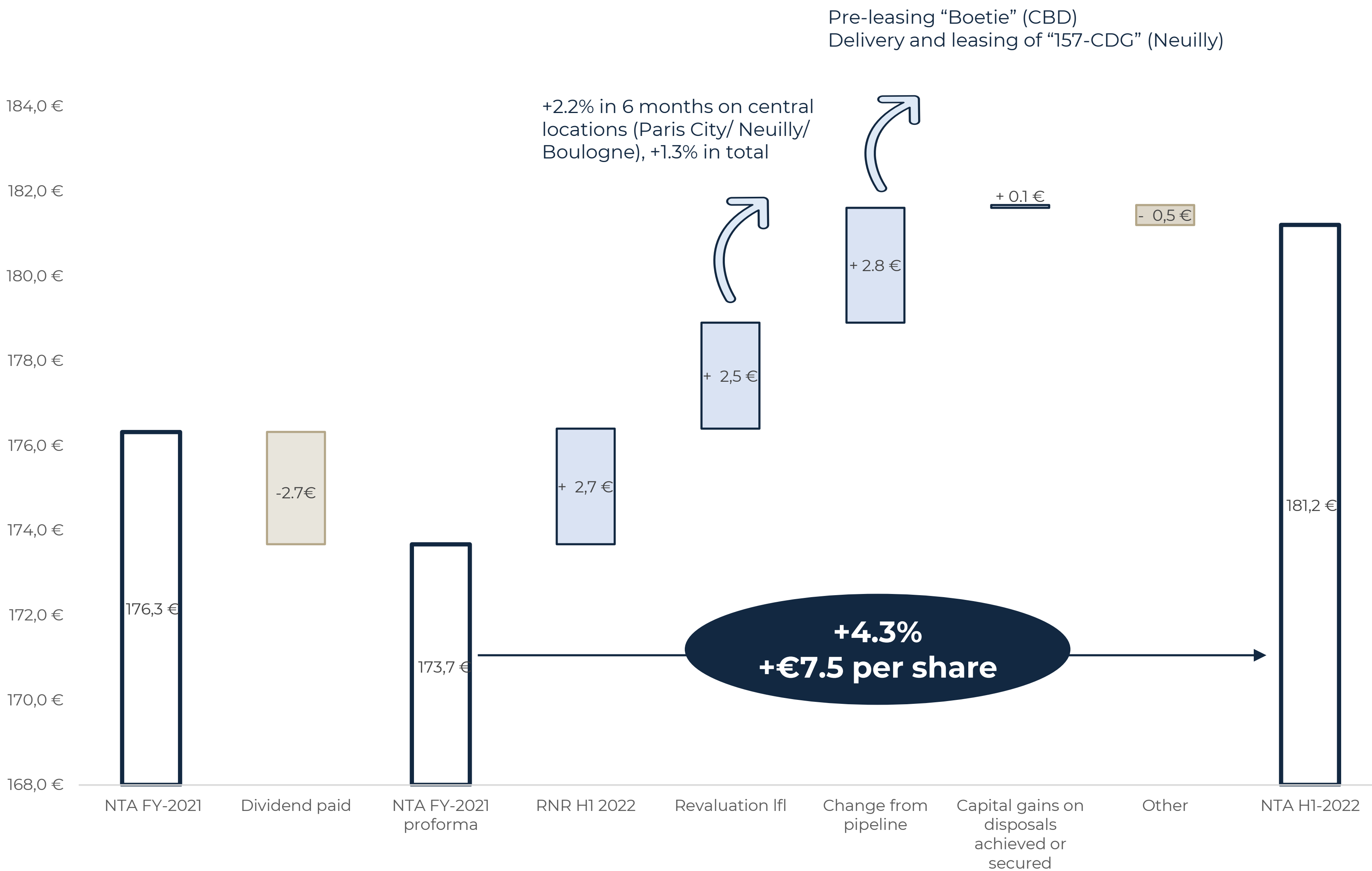
Mostly driven by:

Gecina's project in "Ville d'Avray" closering deliveries

One former office assets being transformed into residential building in Paris 14th

[1] net value creation = change in appraisal value – capex injected during the period

# NTA EPRA NAV supported by LfL valuation changes, and value creation from the pipeline



# *ESG RETURN*

## THE ROAD TOWARDS CARBON NEUTRALITY

## AND

## ENERGY SOBRIETY


View from 7 Madrid, Paris

# A new project launched to go further on CANOP-2030

Contributing to governmental requirements for energy soberness for winter 22-23

| GECINA'S PLAN | ACHIEVEMENTS (ALREADY DONE) |
| --- | --- |
| **Task force created to go further** on energy soberness and **contribute to governmental call** | **c.30**[(1)] Office & Residential buildings have been or will be included in the process shortly |
| Gecina's team to investigate **every single quick-win opportunities** to **monitor** and **optimize** daily energy consumption | **100 % Energy performance contracts** in residential buildings in collective heating (38 assets) operated by Gecina |
| **Enhanced preventive maintenance** with better follow-up of multi-technical service providers | **Detect** and **anticipate** dysfunctions and set up **maintenance operations** |

*(1) 4 Assets already part of this Soberness TaskForce ( 55 Amsterdam, Paris 16 Capucines , Paris 09/15 Matignon and Boulogne Khapa)*

# BALANCE SHEET

***SOUND & HEALTHY BALANCE SHEET STRUCTURE***

***FLEXIBILITY AND VISIBILITY***

View from YouFirst Campus – Paris La Défense

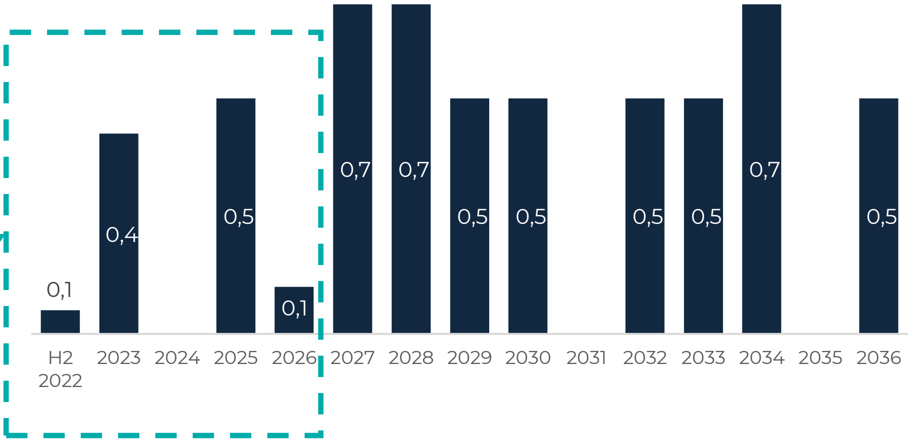
# A proactive and robust liquidity management giving us time

➢ Liquidity improved in H1 with a **€500m opportunistic new bond issue in Jan-22 with a 0.875% coupon** for a **11 years** maturity

## LIQUIDITY POSITION (END JUNE 2022)

| | |
|---|---|
| **Net long-term liquidity**<br>(Undrawn Credit lines net of short term financings) [1] | **€3.3bn** |
| Net long-term liquidity target according to our financial policy (minimum) | c. €2,0bn |
| **Current excess liquidity** | **> €1bn** |

## BOND FINANCING SCHEDULE (END JUNE 2022, IN €BN)



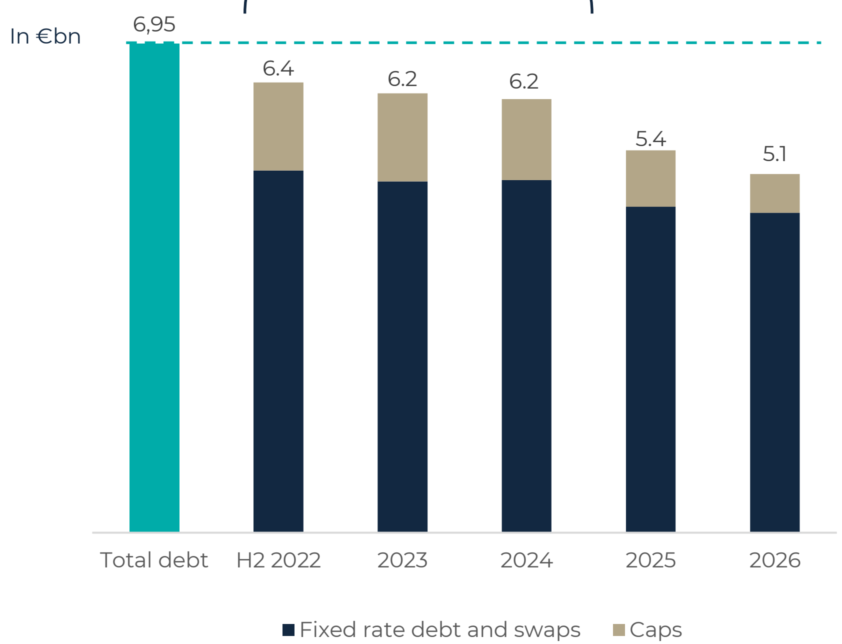

**Gecina's long term excess liquidity to face refinancing needs until 2027 [2]**

[1] Undrawn credit lines are usually renewed 12-18 months before maturing
2 Assuming stable net debt

# Sound maturity and hedging profile

## Feeding confidence and visibility for the coming years cost of debt

**90% hedged against interest rate increase in 2022-2024** [1]




**75%**
hedged in average until 2028

**Long dated fixed rate bond issuances 13y in average since 2020**

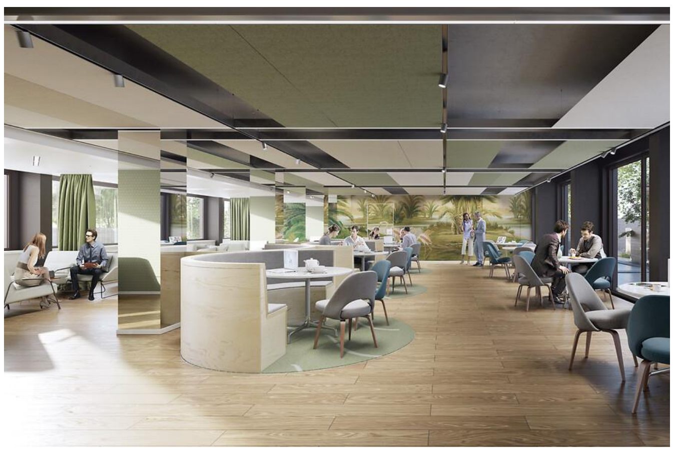
**48%**
of the bonds portfolio mature in 2030 or beyond

[1] 10% of financial expenses are thus at variable rates following average Euribor 3 months over the period
Fixed rate debt and swap can be assumed to remain unchanged

# NON REPLICABLE PIPELINE

## *EMBEDDED GROWTH & VALUE CREATION*

# 1 Project delivered in Neuilly in H1: « 157 CDG »



**157 CDG**
11,400 sq.m

TIC €116m
Delivered H1-2022

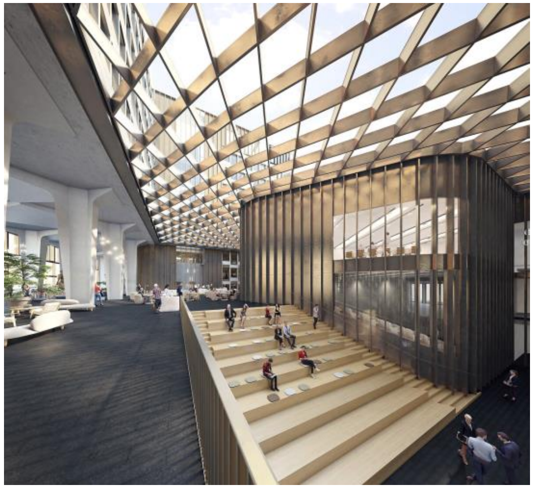
**85%**
let at this stage

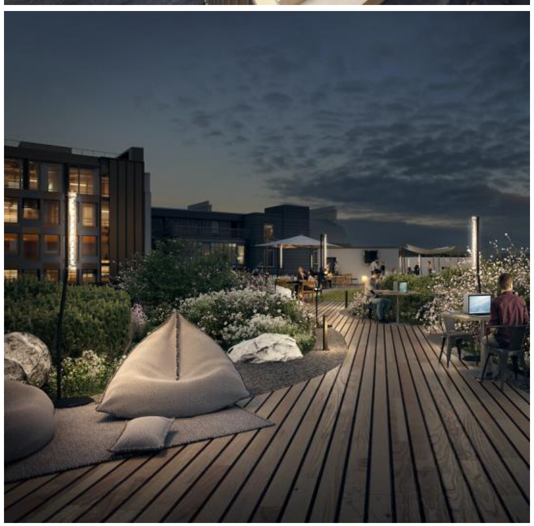
Rents
[€650-€700/sq.m]

Yield on Cost c.6%

Main tenants
Pharmaceutical sector
+Spie

# 1 Project in Paris CBD to be delivered in H2 : « L1ve »





**L1ve**
**Paris CBD**
33,200 sq.m

TIC €513m
Delivery H2-2022

**87%**
Pre-let at this stage

Rents
€800-€900/sq.m

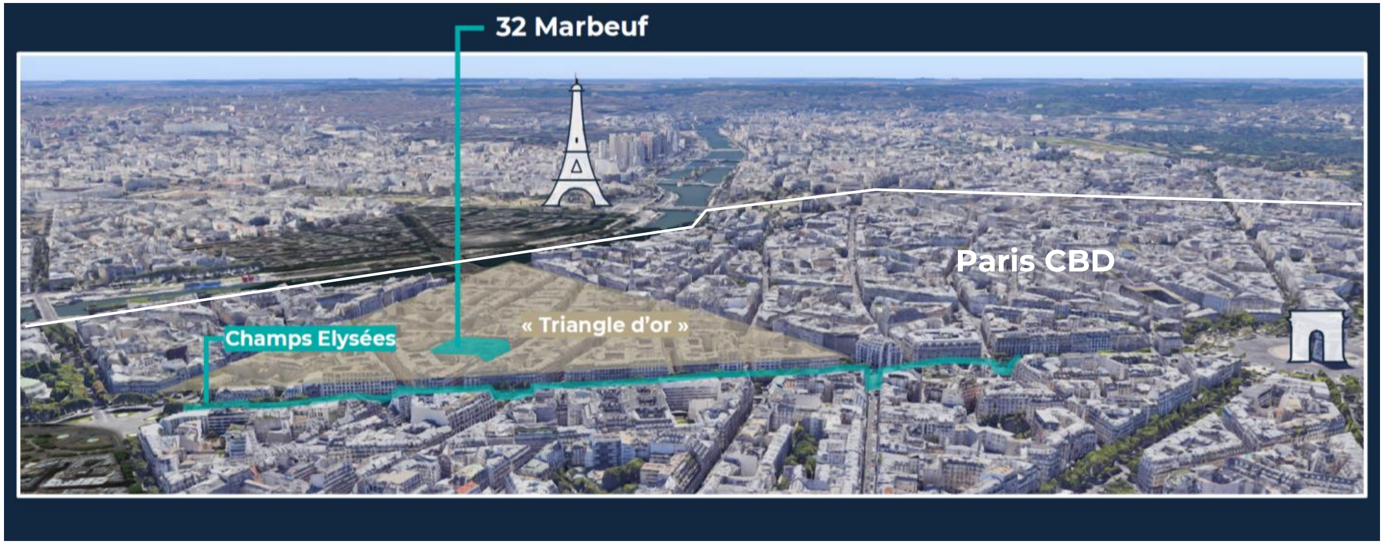
Yield on Cost c.5%

Main tenants

BCG BOSTON CONSULTING GROUP

ROBERT WALTERS

# 1 new emblematic project in Paris-CBD « Triangle d'or »: 32 Marbeuf




**32 Marbeuf**
**Paris CBD**
13,000 sq.m

1,900 sq.m
Gardens & rooftops

Uplift in rents expected
**> +60%**
vs. Pre restructuring

TIC €213m
Delivery expected
**Q1 2025**

**Expected YoC > 5%**

**Certifications**
Wiredscore,
Well,
Leed,
HQE, BBCA,
Biodivercity

# Embeeded growth along deliveries in the years ahead

**Committed pipeline**
72% offices (94% in Paris CBD)
28% residential
**Deliveries 2022 - 2025**

**+€91m**
**Potential rents**
(headline, fully let, annualized)

(**- 6m€** annualized rents from tenants departure in H1)

**€584m**
**Remaining Capex**
to delivery

**85% pre-let**
on office projects to be delivered in 2022-2023

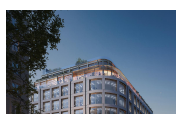
(50% pre let for the whole office committed pipeline)

**2022** | **2023** | **2024** | **2025**

**Q3 22**

**Live**
87%

**Q1 23**



**Boétie**
78%

**Q2 24**

**Montrouge**
100%

**Q3 24**

**Mondo**

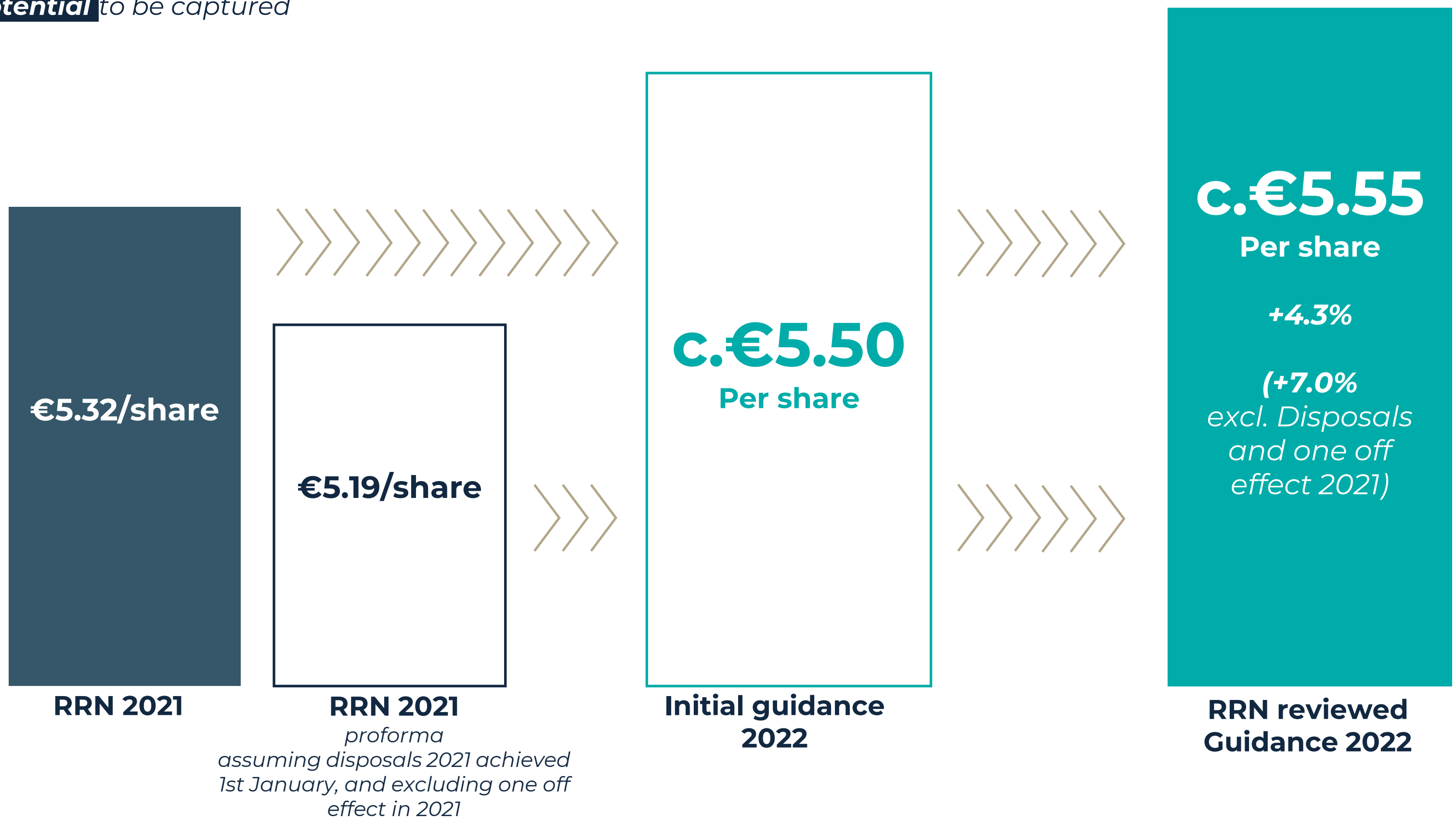
**Q1 25**

**Marbeuf**

# GUIDANCE
## *2022*

# Guidance 2022 reviewed upward

➢ *LfL progressive recovery driven by* ***Rental indexation, Occupancy rates*** *to gradually increase, positive* ***reversionary potential*** *to be captured*




- **Operating performance has beaten Gecina's expectations in H1**
  (Occupancy rate recovery, Pipeline leasing, Stronger reversionnary potential captured)
- **Markets where Gecina operates have shown stronger dynamic than anticipated**
- **In the meantime uncertainty increased on debt markets**, calling for caution.

→ **In a context calling for caution, strong performance on operations, drive Gecina to increase its 2022 guidance to a RNR per share now expected at €5.55, up +4.3%**

# Q&A


View from IBOX, Paris

# H1-2022 P&L and Recurrent Net Income

| in million euros | June 30, 21 | June 30, 22 | *Change (%)* |
|---|---|---|---|
| **Gross rental income** | **311.4** | **308.2** | ***-1.0%*** |
| **Net rental income** | **281.0** | **277.8** | ***-1.1%*** |
| Operating margin for other business | 0.6 | 1.4 | *+148.7%* |
| Services and other income (net) | 3.1 | 1.3 | *-59.6%* |
| Salaries and management costs | (37.7) | (39.1) | *+3.5%* |
| **EBITDA** (recurring) | **246.9** | **241.4** | ***-2.2%*** |
| Net financial expenses | (43.3) | (38.5) | *-11.0%* |
| **Recurrent gross income** | **203.7** | **202.9** | ***-0.4%*** |
| Recurrent net income from associates | 0.6 | 0.7 | *+14.7%* |
| Recurrent minority interests | (0.6) | (0.9) | *+39.3%* |
| Recurrent tax | (1.3) | (1.6) | *+25.1%* |
| **Recurrent net income (Group share) (1)** | **202.4** | **201.2** | ***-0.6%*** |
| **Recurrent net income per share (Group share)** | **2.75** | **2.73** | ***-0.7%*** |
| Gains from disposals | 0.5 | 4.9 | *+907.1%* |
| Change in fair value of properties | 187.5 | 362.9 | *+93.5%* |
| Depreciation and amortization | (7.0) | (5.4) | *-22.8%* |
| Change in value of financial instruments and debt | 7.6 | 12.1 | *+59.4%* |
| Others | 3.3 | (2.7) | *-181.6%* |
| **Net income (Group share) (2)** | **394.4** | **573.1** | ***+45.3%*** |
| Average number of shares | 73,667,786 | 73,752,206 | *+0.1%* |

*(1) EBITDA excluding IFRIC 21 after deducting net financial expenses, recurrent tax, minority interests, including income from associates and restated for certain non-recurring items*
*(2) Excluding IFRIC 21*

# H1-2022 Balance Sheet

| ASSETS<br>*In million euros* | Dec. 31,<br>2021 | June 30,<br>2022 |
|---|---|---|
| **Non-current assets** | **20,039.8** | **20,612.6** |
| Investment properties | 17,983.5 | 18,289.1 |
| Buildings under redevelopment | 1,545.0 | 1,644.1 |
| Operating properties | 78.9 | 78.5 |
| Other property, plant and equipment | 10.4 | 9.2 |
| Goodwil | 184.7 | 183.2 |
| Intangible assets | 10.6 | 11.1 |
| Financial receivables on finance leases | 68.1 | 57.9 |
| Financial fixed assets | 47.8 | 52.1 |
| Investments in associates | 57.7 | 114.5 |
| Non-current financial instruments | 51.5 | 171.2 |
| Deferred tax assets | 1.7 | 1.7 |
| **Current assets** | **399.2** | **514.9** |
| Properties for sale | 209.8 | 208.2 |
| Trade receivables and related | 44.0 | 61.0 |
| Other receivables | 113.0 | 100.0 |
| Prepaid expenses | 17.3 | 20.0 |
| Current financial instruments | 0 | 1.7 |
| Cash & cash equivalents | 15.1 | 124.2 |
| **TOTAL ASSETS** | **20,439.0** | **21,127.5** |

| LIABILITIES<br>*In million euros* | Dec. 31,<br>2021 | June 30,<br>2022 |
|---|---|---|
| **Shareholders' equity** | **12,983.2** | **13,161.1** |
| Share capital | 574.3 | 574.3 |
| Addtional paid-in capital | 3,300.0 | 3,300.0 |
| Consolidated reserves | 8,232.7 | 8,698.9 |
| Consolidated net income | 849.3 | 562.8 |
| **Capital and reserves attibutable to owners of the parent** | **12,956.3** | **13,136.0** |
| Non-controlling interests | 26.9 | 25.1 |
| **Non-current liabilities** | **5,324.7** | **5,552.6** |
| Non-current financial debt | 5,169.2 | 5,288.8 |
| Non-current lease obligations | 50.6 | 50.3 |
| Non-current financial instruments | 4.7 | 113.8 |
| Non-current provisions | 100.3 | 99.7 |
| **Current liabilities** | **2,131.1** | **2,413.9** |
| Current financial debt | 1,743.8 | 1,798.6 |
| Security deposits | 78.4 | 84.9 |
| Trade payables and related | 188.4 | 172.3 |
| Current taxes due & other employee-related liabilities | 48.6 | 89.4 |
| Other current liabilities | 71.8 | 268.6 |
| **TOTAL LIABILITIES** | **20,439.0** | **21,127.5** |

# EPRA NAV indicators at end of June 2022

| | EPRA NRV Net Reinstatement Value | EPRA NTA Net Tangible Asset Value | EPRA NDV Net Dissolution Value |
|---|---|---|---|
| IFRS Equity attributable to shareholders | 13,136.0 | 13,136.0 | 13,136.0 |
| Due dividends | 195.5 | 195.5 | 195.5 |
| Include / Exclude | | | |
| i) Hybrid instruments | - | - | - |
| **Diluted NAV** | **13,331.5** | **13,331.5** | **13,331.5** |
| Include | | | |
| ii.a) Revaluation of IP (if IAS 40 cost option is used) | 180.0 | 180.0 | 180.0 |
| ii.b) Revaluation of IPUC (if IAS 40 cost option used) | - | - | - |
| ii.c) Revaluation of other non current investments | - | - | - |
| iii) Revaluation of tenant leases held as finance leases | 1.9 | 1.9 | 1.9 |
| iv) Revaluation of trading properties | - | - | - |
| **Diluted NAV at Fair Value** | **13,513.3** | **13,513.3** | **13,513.3** |
| Exclude | | | |
| v) Deferred tax in relation to fair value gains of IP | - | - | N/A |
| vi) Fair value of financial instruments | (59.0) | (59.0) | N/A |
| vii) Goodwill as result of deferred tax | - | - | - |
| viii) a) Goodwill as per the IFRS balance sheet | N/A | (183.2) | (183.2) |
| viii) b) Intangibles as per the IFRS balance sheet | N/A | (11.1) | N/A |
| Include | | | |
| ix) Fair value of fixed interest rate debt (1) | N/A | N/A | 556.9 |
| x) Revaluation of intangibles to fair value | - | N/A | N/A |
| xi) Real estate transfer tax | 1,247.7 | 134.8 | N/A |
| **EPRA NAV** | **14,702.0** | **13,394.7** | **13,887.0** |
| Fully diluted number of shares | 73,916,964 | 73,916,964 | 73,916,964 |
| **NAV per share** | **198.9 €** | **181.2 €** | **187.9 €** |

*(1)* Fixed rate debt has been fair valued based on the interest rate curve as of June 30, 2022

# Pipeline at H1-2022 in detail

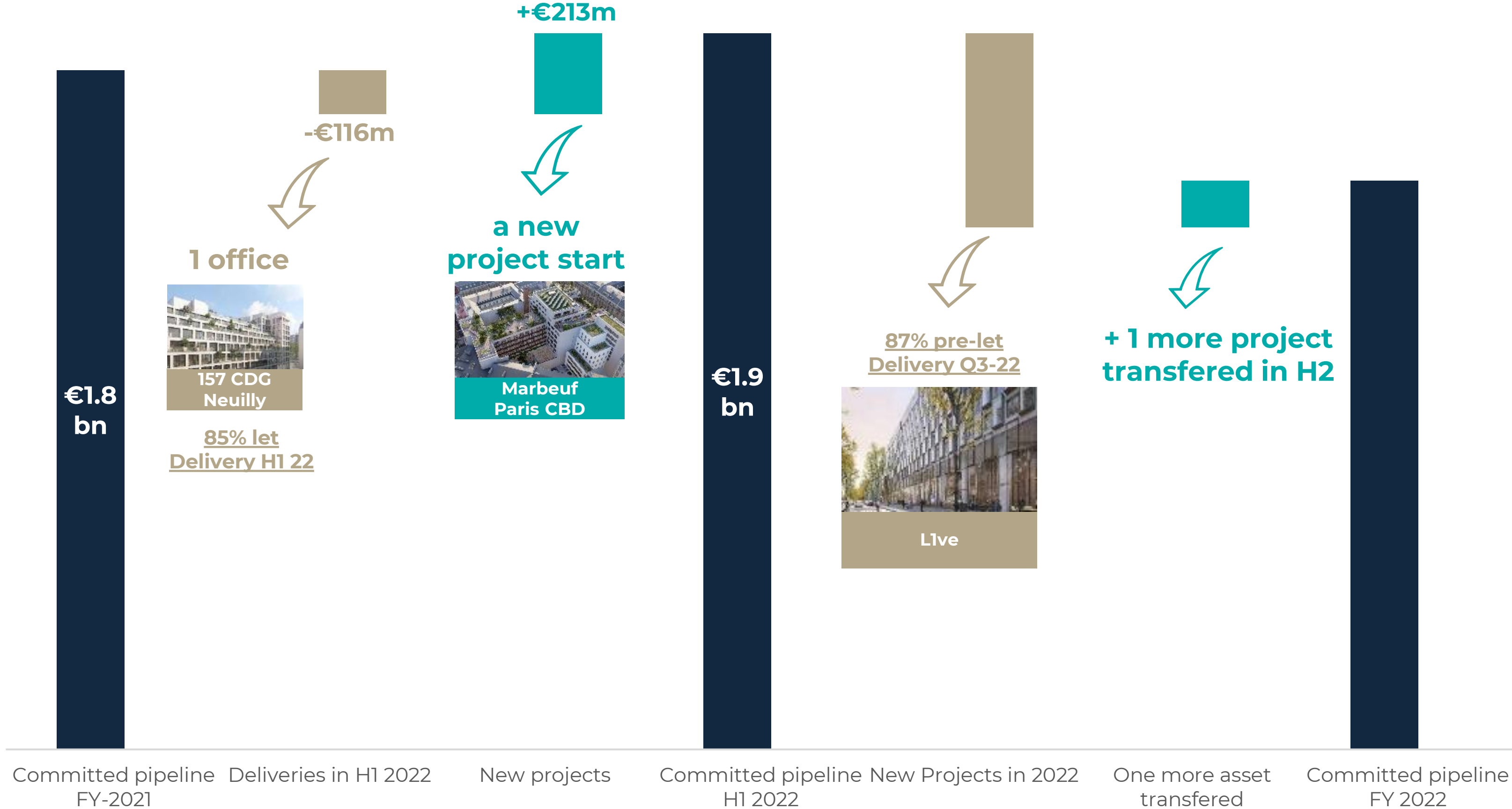
| Project | | Location | Delivery date | Total space (sq.m) | Total Investment (1) (€m) | Allready Invest (2) (€m) | Still to Invest (€m) | Est. Yield on cost (4) | Prime yields (BNPPRE / CBRE) | % Pre-let |
|---|---|---|---|---|---|---|---|---|---|---|
| Paris - L1ve | Offices | Paris CBD | Q3-22 | 33,200 | 513 | | | | | 87% |
| Paris - Boétie | Offices | Paris CBD | Q1-23 | 10,200 | 176 | | | | | 78% |
| Montrouge - Porte Sud | Offices | Inner Rim | Q2-24 | 12,600 | 83 | | | | | 100% |
| Paris - Mondo (ex Bancelles) | Offices | Paris CBD | Q3-24 | 30,100 | 388 | | | | | 0% |
| Paris - Marbeuf | Offices | Paris CBD | Q1-25 | 13,000 | 213 | | | | | 0% |
| **Total offices** | | | | **99,100** | **1,374** | **1,121** | **253** | **5.2%** | **2.8%** | **50%** |
| Paris - Glacière | Residential | Paris | Q3-22 | 300 | 2 | | | | | |
| Ville d'Avray | Residential | Inner Rim | Q1-23 | 10,000 | 78 | | | | | |
| Paris - Wood'up | Residential | Paris | Q4-23 | 8,000 | 97 | | | | | |
| Paris - Dareau | Residential | Paris | Q1-24 | 5,500 | 51 | | | | | |
| Rueil - Arsenal | Residential | Rueil | Q1-24 | 6,000 | 47 | | | | | |
| Rueil - Doumer | Residential | Rueil | Q2-24 | 5,500 | 46 | | | | | |
| Bordeaux – Belvédère | Residential | Bordeaux | Q3-24 | 8,000 | 39 | | | | | |
| Garenne Colombes – Madera | Residential | La Garenne Colombes | Q4-24 | 4,900 | 43 | | | | | |
| Bordeaux – Oasis | Residential | Bordeaux | Q2-25 | 7,700 | 39 | | | | | |
| Bordeaux - Brienne | Residential | Bordeaux | Q2-25 | 5,500 | 26 | | | | | |
| Paris - Vouillé | student housing | Paris | Q3-24 | 2,400 | 24 | | | | | |
| Paris - Lourmel | student housing | Paris | Q3-24 | 1,600 | 16 | | | | | |
| Paris - Porte Brancion | student housing | Paris | Q3-24 | 2,100 | 16 | | | | | |
| Densification résidentiel | Residential | | n.a | 1,900 | 8 | | | | | |
| **Total residential** | | | | **69,400** | **531** | **200** | **331** | **3.6%** | **2.7%** | |
| **Total committed projects** | | | | **168,500** | **1,905** | **1,321 (3)** | **584** | **4.8%** | **2.7%** | |
| | | | | | | | | | | |
| **Controlled & Certain offices** | | | | **85,800** | **921** | **617** | **304** | **4.8%** | **3.2%** | |
| **Controlled & Certain residential** | | | | **15,900** | **100** | **33** | **67** | **4.4%** | **2.8%** | |
| **Total Controlled & Certain** | | | | **101,700** | **1,021** | **650** | **371** | **4.8%** | **3.1%** | |
| | | | | | | | | | | |
| **Total Committed + Controlled & Certain** | | | | **270,200** | **2,926** | **1,971** | **955** | **4.8%** | **2.9%** | |
| | | | | | | | | | | |
| **Total Controlled & likely** | | | | **79,700** | **809** | **619** | **190** | **5.2%** | **2.9%** | |
| **TOTAL PIPELINE** | | | | **349,900** | **3,735** | **2,590** | **1,145** | **4.9%** | **2.9%** | |

(1) Total investment for the committed pipeline = latest appraisal value from when the project started up + total build costs. For the controlled pipeline = latest appraisal to date + operation's estimated costs
(2) Includes the value of plots and existing buildings for redevelopments
(3) Committed pipeline is valued at €1,786m at H1-2022, thus suggesting already book value creation is c.€466m
(4) Yield on cost is calculated using either the contracted rents when pre-let or the mandate given to brokers for committed projects. For others. if no mandate is ongoing, assumptions retained are based on internal assumptions

# Development pipeline: embedded Growth & Capital Value Creation

**PIPELINE EVOLUTION 2021 – H1 2022**

**CHANGE IN PIPELINE PERIMETER H2 2022**




**New potential rent in 2022: L1ve, 157 CDG**
*(assuming 100% occupied Full Year basis)*
**c. +€30m**

**New projects launch in 2022**
**(Marbeuf + 1 more in Paris City)**
Temporary annualized IFRS rental loss **c.-€10m (at end-2021)**
**Potential rents post completion: +€18m**

# Annualized rent at end of June 2022

| in €m | June 30, 2022 | Dec 31, 2021 | June 30, 2021 |
|---|---|---|---|
| Offices | 480 | 479 | 494 |
| Traditional resdiential | 106 | 105 | 105 |
| Student residences | 22 | 22 | 18 |
| **Total** | **608** | **606** | **617** |

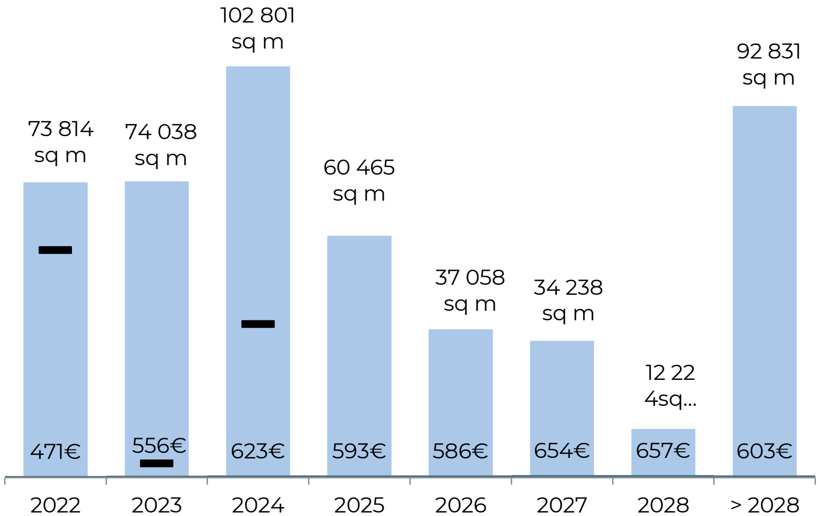
Annualized rental income is stable for the first half of 2022 (+€2m) versus December 31, 2021, with the good like-for-like performance offset primarily by the departure of tenants from buildings transferred to the pipeline (mainly 32 rue Marbeuf).

€16m of this annualized rental income came from assets intended to be vacated over the coming years for redevelopment, including €4m for the buildings to be freed up and transferred to the pipeline in 2022.

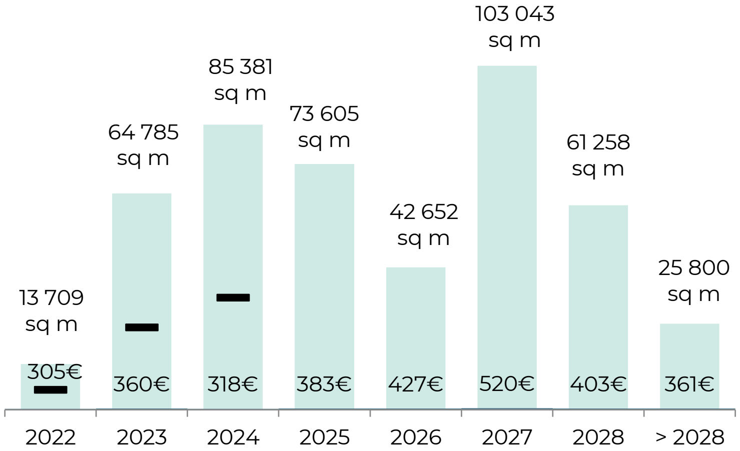
This rental income also includes €3.4m for a building that will be subject to long-term renovation work (nearly one year) and was vacated by its tenant at the start of July.

# Rental Challenges in detail

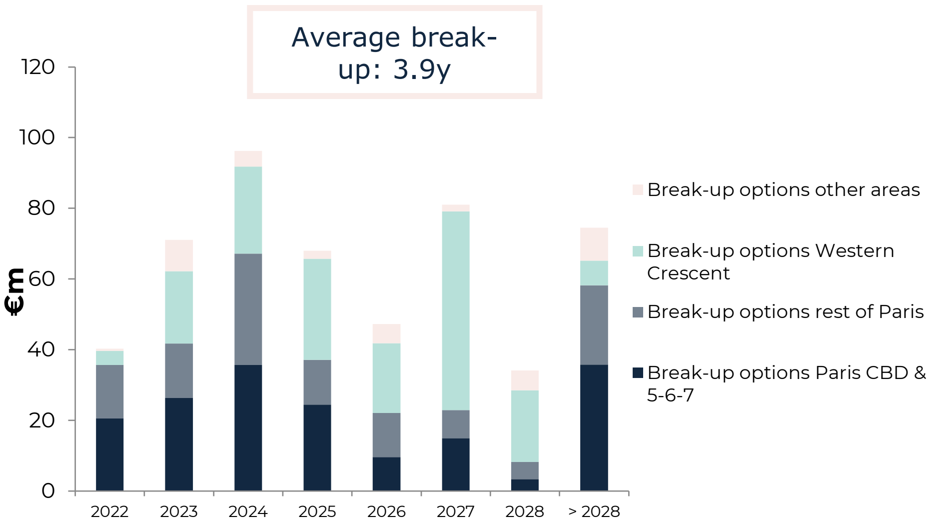
## ANALYSIS OF OFFICE BREAK-UP OPTIONS IN PARIS CITY



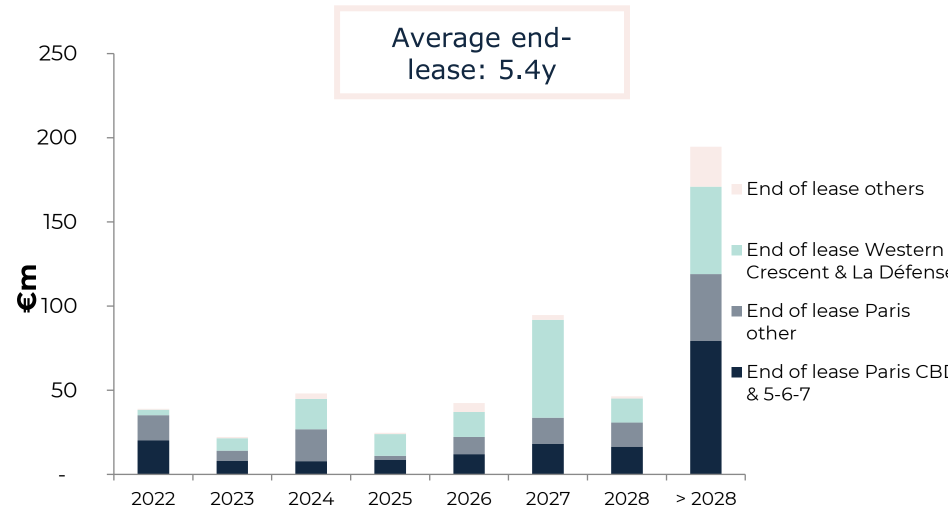

## ANALYSIS OF OFFICE BREAK-UP OPTIONS OUTSIDE OF PARIS CITY




## UPCOMING BREAK-UP OPTIONS




## UPCOMING END OF LEASE



# Proactive & sustainable management to enhance Gecina's capacity to operate its strategy

**A3 / A-**

Moody's / S&P
Rating confirmed by Moody's the 01/07/2022

**1.2%**

Average cost of total debt (stable vs. 2021)

**€5.7bn of Green Bonds**

**0.9%**

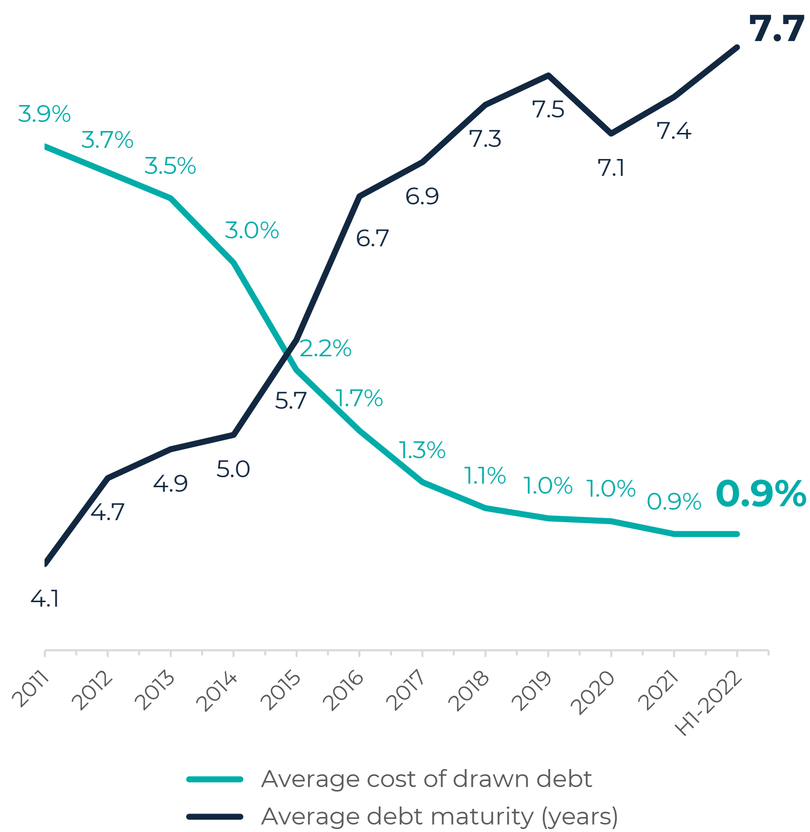
Average cost of drawn debt

**ICR 5.5x**

**LTV 31.9%**

(incl duties, -170bp in 1 year)

## Average cost and maturity of drawn debt



# Financial ratios & covenants

| | 31/12/2021 | 30/06/2022 |
|---|---|---|
| Gross financial debt (€ billion) (1) | 6.9 | 7.1 |
| Net financial debt (€ billion) (2) | 6.9 | 7.0 |
| Gross nominal debt (€ billion) (1) | 6.9 | 7.1 |
| Unused credit lines (€ billion) | 4.5 | 4.6 |
| | | |
| Average maturity of debt (in years, adjusted for unused credit lines) | 7.4 | 7.7 |
| LTV (excluding duties) | 34.2% | 33.8% |
| LTV (including duties) | 32.3% | 31.9% |
| ICR | 5.8x | 5.5x |
| Secured debt / Properties | 0.2% | 0.0% |

*(1) Gross financial debt (excluding fair value related to Eurosic's debt) = Gross nominal debt + impact of the recognition of bonds at amortized cost + accrued interest not yet due + miscellaneous.*

*(2) Excluding fair value related to Eurosic's debt, €6,963 million including those items.*

| Ratios | Covenant | 30/06/2022 |
|---|---|---|
| LTV Net debt/revalued block value of property holding (excluding duties) | < 55% - 60% | 33.8% |
| ICR EBITDA / net financial expenses | > 2.0x | 5.5x |
| Outstanding secured debt/revalued block value of property holding (excluding duties) | < 25% | 0.0% |
| Revalued block value of property holding (excluding duties), in € billion | > 6.0 – 8.0 | 20.6 |

# Hybrid letting approach to provide optimized returns

## A proactive letting approach combining flex « Plug & Play » and traditional office supply on same location

**"Plug & Play"**

**A flexible office solution, targeting SMEs & large groups' subsidiaries**

**Hybrid letting strategy**

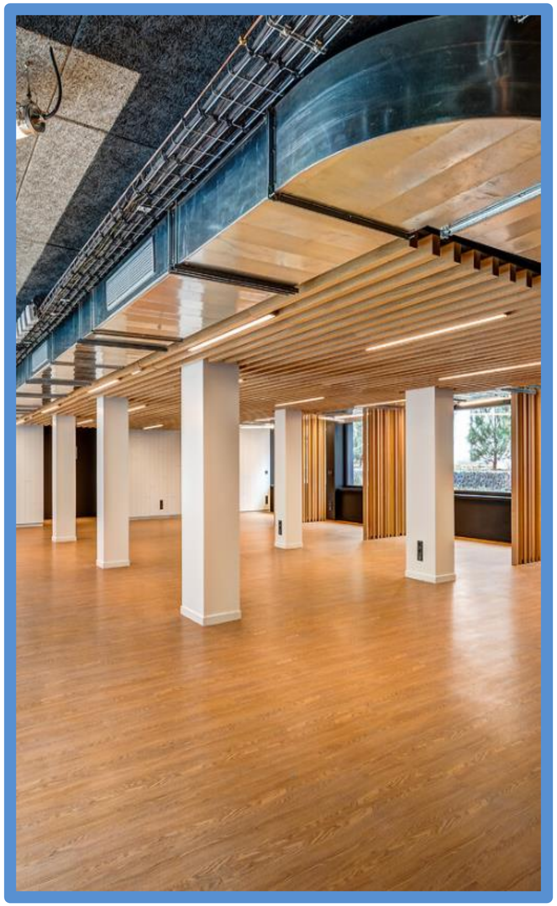
An efficient mix
to optimize IRR

***La Défense***

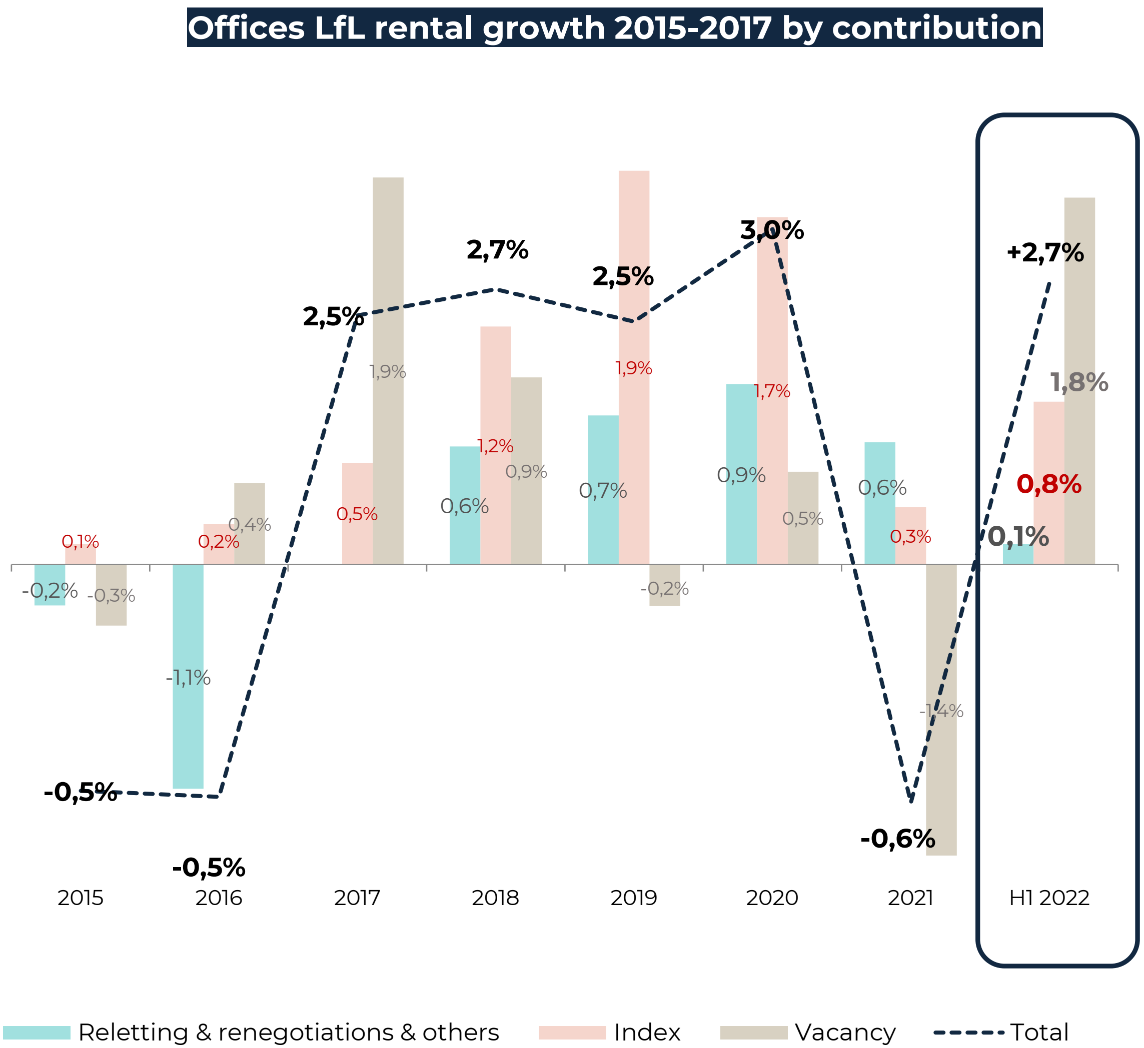
***Neuilly***

**Traditional offices**

**Ambitious restructuration process targeting prime rents for large corporates seeking headquarters**



# Offices LfL rental growth up +3%
driven by indexation, vacancy reduction and rental reversion in central locations




## In H1 2022

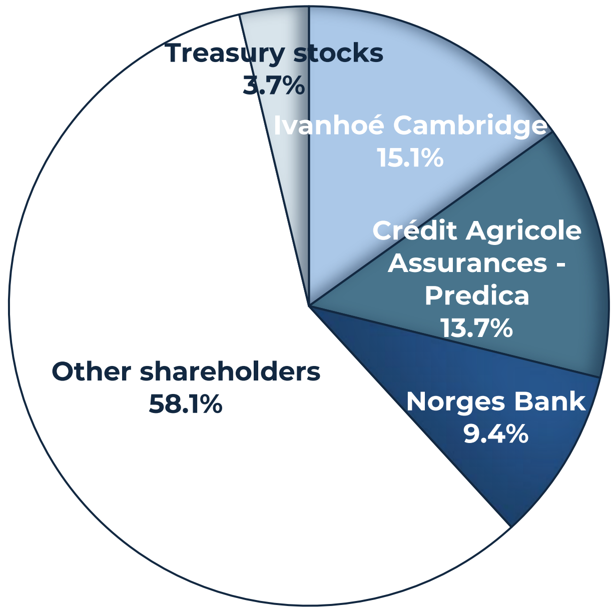
- **Strong recovery in occupancy rate**
- **Early stage of indexation recovery**, to increase ahead as reflecting inflation components with a lag effect
- **Rental uplift** in central locations for offices

# A leadership largely recognized by key extra-financial ratings

| | ESG topics analyzed | Score 2021 | Ranking |
|---|---|---|---|
| GRESB | Environmental targets, action plans and performance | 93/100 | 2nd in the French office category [1] |
| SUSTAINALYTICS | Governance<br>Social responsibility of products<br>Human resources | Low risk | Within the top 30% |
| MSCI | Governance<br>Human capital<br>Environmental performance | AAA[2]<br>8,1/10 | Within the top 18% worldwide |
| ISS ESG | ESG performance at large | B- | Within the 1st decile |
| CDP DRIVING SUSTAINABLE ECONOMIES | $CO_2$ and energy performance, targets, actions plans and risk management | A- | Within the top 15% worldwide |

[1] Comparing french REIT with >75% of offices in their portfolio
[2] Best grade possible. 2022 score updated in July 2022

# Number of shares and shareholding structure at end of June 2022




| | June 30, 21 | Dec 31, 21 | June 30, 22 |
|---|---|---|---|
| Number of shares issued | 76,526,604 | 76,572,850 | 76,572,850 |
| Stock options | 156,309 | 152,169 | 179,758 |
| Treasury stock | (2,858,818) | (2,858,818) | (2,835,644) |
| Diluted number of shares | 73,824,095 | 73,866,201 | 73,916,964 |
| Average number of shares | 73,667,786 | 73,681,782 | 73,752,206 |
| Diluted average number of shares | 73,824,095 | 73,833,951 | 73,931,964 |

# Photo credit

FARSHID MOMAYEZ
PCA
JEAN-LIONEL DIAS
VINCENT FILLON
GAMMA IMAGE
MYPHOTOAGENCY / FLORIAN BEAUPÈRE
GAMMA IMAGE
JLL FRANCE
CHARLY BROYEZ
ALEXIS PAOLI
SOXH FACTORY
L'AUTRE IMAGE
KREACTION
PORTAIL PROSPECT
AGENCE SCAU
DUMEZ
SAGUEZ
JAVIER CALLEJAS
JACQUES PINAULT
SANDRINE MULAS
AGENCE SCAU
VIGUIER

# Disclaimer

*This document does not constitute an offer to sell or a solicitation of an offer to buy GECINA securities and has not been independently verified.*

*If you would like to obtain further information concerning GECINA. please refer to the public documents filed with the French securities regulator (Autorité des Marchés Financiers. AMF). which are also available on our internet site.*

*This document may contain certain forward-looking statements. Although the Company believes that such statements are based on reasonable assumptions on the date on which this document was published, they are by their very nature subject to various risks and uncertainties which may result in differences. However. GECINA assumes no obligation and makes no commitment to update or revise such statements.*