

# 2024 HALF-YEAR RESULTS

July 25, 2024

**MERCIALYS** 

# Preliminary remarks



#### THE 2024 FIRST-HALF

consolidated financial statements were approved by the Board of Directors on July 24, 2024



#### A LIMITED SCOPE REVIEW

of these financial statements has been performed by the statutory auditors



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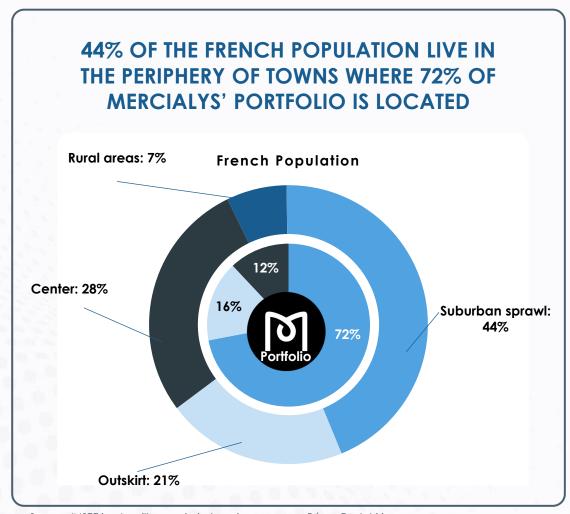
01

# THE LEADING REIT FOR ACCESSIBLE RETAIL

**MERCIALYS** 

# Winning suburban equation: shopping centers structuring their offer around choice, sustainability and above all pricing







Source: INSEE in « La ville au miroir des microcosmes – Rémy Oudghiri »

# Price-positioning is a key catalyst for consumers to satisfy their continued spending desire



71%

of respondents said that they enjoy shopping either systematically, often or occasionally (vs. 66% in March 2022): going shopping is a source of satisfaction and reflects this need to accumulate

85% (2)

of consumers have changed their purchasing behavior in response to inflation: hunting for promotional offers, reducing volumes and buying more store private labels





SELLING A LARGE VARIETY OF PRODUCTS AT THE LOWEST POSSIBLE PRICE (25% < €1)



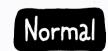
+29% footfall growth for the shopping center since Action's opening (Dec. 2023 to June 2024)



PRODUCTS FROM MAJOR BRANDS AT REDUCED PRICES



POP-UP SALES OF AFFORDABLE PLANTS ACROSS FRANCE



#### **ANNECY:**

+26% footfall growth for the shopping center since Normal's opening (from May 2024)





### +4,200 VISITS

Generated on Fridays & Saturdays (Grenoble & Toulouse sites)

(2) Annual study of French people's favorite brands – EY Parthenon

<sup>(1)</sup> Opinionway survey for Bonial

# Pricing also a key catalyst for continued consumption while "spending better"





95% (1) of French people want to consume more responsibly, but only 13% say they have actually changed their habits, linked in particular to their financial constraints



72% (2) of French people bought a second-hand product over the last 12 months, with 60% saying that price is the main motivating factor



**Faced with this dilemma**, consumers want brands to adopt best practices on sustainable development issues: **27%** <sup>(3)</sup> of households say that their main criteria for buying are ESG-related, down by only -2 bp over the last 2 years

# MERCIALYS OFFERS BRANDS AT THE CROSSROADS OF PRICING AND ENVIRONMENTAL CONCERNS



LA GALERIE CHATEAUFARINE





+8,000 visitors on the 2 launch weekends



**LAUNCH IN JUNE 2024** 

LA GALERIE

LA VALENTINE



ESPACES FENOUILLET

+4,000 VISITORS
ON THE WEEKEND

(1) Kantar Insights

(2) ENOV for FACT

**LAUNCH IN JUNE 2024:** 

+400 garments taken

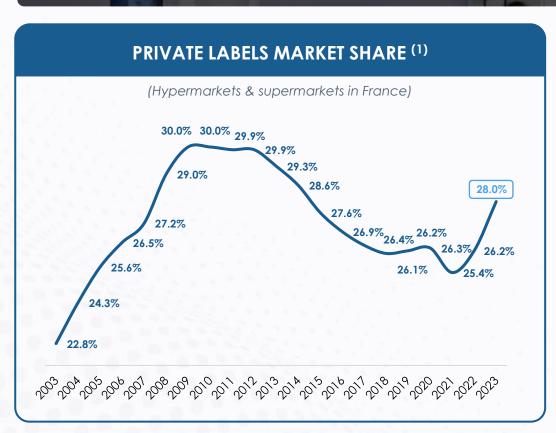
back on the 1st weekend

(3) Annual study of French people's favorite brands – EY Parthenon

# Hypermarkets: no.1 solution for spending on food in an inflationary context



### 89% OF MERCIALYS' SITES ARE NOW ANCHORED BY ONE OF FRANCE'S TOP 15 RETAIL BRANDS





76% (3) of French people do big weekly shopping in hypermarkets, which continue to play a role in protecting against inflation, notably through their private label brands, whose market share in value increased sharply between 2021 and 2023



The power of their positioning is illustrated by the presence of 11 food retailers in the first 15 positions of the top 100 retail chains in France in 2023

11 OF THE 15 LARGEST FRENCH RETAILERS ANCHOR MERCIALYS' SITES (2)							
(100 mc	(100 main French retailers - extract of the Top 15)						
Rank	Brand	Mercialys' sites					
1	E.Leclerc (1)	•					
2	Inter <mark>marché</mark>	•					
3	SUPER <b>U</b>	•					
4	Carrefour (	•					
5	amazon.fr						
6							
7	Garrefour (E)						
8	Auchan	•					
9	JECT THUM	<b>②</b>					
10	Garrefour Proximité						
11		•					
12	<b>MACTION</b>	<b>②</b>					
13	HYPER U						
14	MONOPRIX	•					
15	@ DEC4THLON	•					

<sup>(1)</sup> Annual study of French people's favorite brands – EY Parthenon

 $<sup>^{(2)}</sup>$  Top 100 by LSA of main retailers (by turnover) in France in 2023

<sup>&</sup>lt;sup>(3)</sup> Ipsos for In-Store Media: study on the behavior of French shoppers during their daily shopping

Retenanting of hypermarkets almost completed, which will support Mercialys' shopping centers







FOOD DISTRIBUTION BRANDS	June 30, 2024 % of rental revenues (economic exposure <sup>(1)</sup> )	June 30, 2024 % of rental revenues (economic exposure – proforma <sup>(3)</sup> )
Intermarché	5.4%	5.6%
Auchan	4.3%	5.1%
Carrefour Hypermarchés	2.1%	2.1%
Monoprix	1.6%	1.6%
Casino hypermarchés	4.7%	1.2%
Aldi	0.2%	0.2%
Lidl	0.1%	0.1%
TOTAL	18.4%	15.9%

<sup>(1)</sup> Economic exposure corresponds to the consolidated rents adjusted (i) downwards for the 49% minority interests held by BNP Paribas REIM in 2 vehicles, which together own a total of 6 hypermarkets after the sale of 4 hypermarkets in July 2024, and (ii) upwards for Mercialys' 25% minority interest in SCI AMR with Amundi, which holds 3 Monoprix stores and 2 hypermarkets

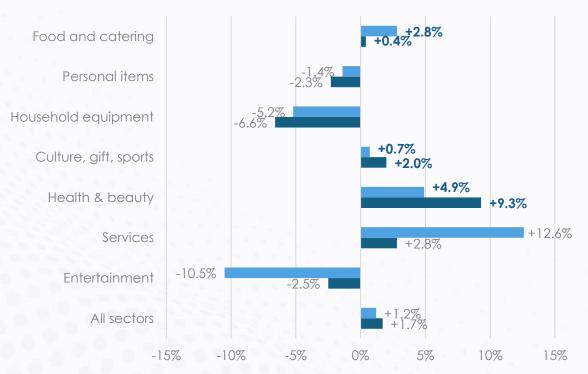
<sup>&</sup>lt;sup>(2)</sup> Transfer subject to confirmation of the purchase agreement between Casino and Rocca group / Auchan Retail

<sup>(3)</sup> Proforma for the sale of 4 hypermarkets in July 2024 and the sale of operations in Corsica by Casino to Rocca group / Auchan Retail

Mercialys has already largely pivoted its merchandizing mix to cater to rebalanced consumer spending

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# CONTRASTING TURNOVER TRENDS BY CONSUMER SEGMENTS WITH SHOPPING CENTERS OUTPERFORMING THE GENERAL RETAIL SECTOR (1)

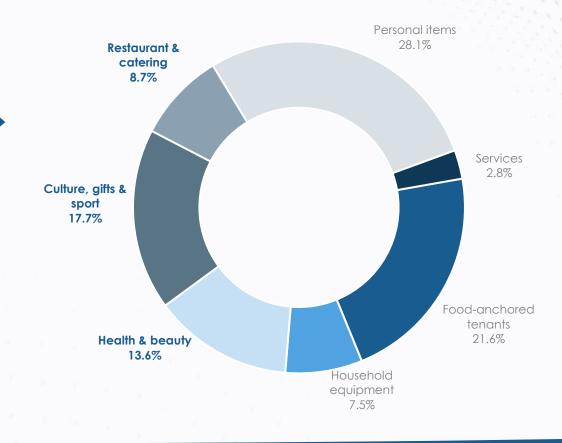


- Change in turnover for retail trade in France (INSEE, Banque de France)
- Change in turnover, shopping centers panel (FACT)

(1) FACT & INSEE, June 2024 report

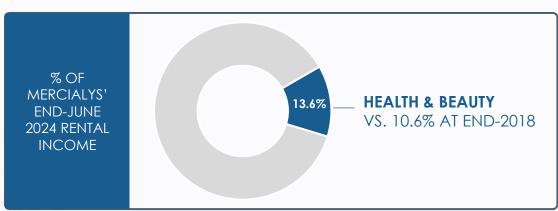
# BREAKDOWN OF MERCIALYS' RENTAL INCOME BY BUSINESS SECTOR

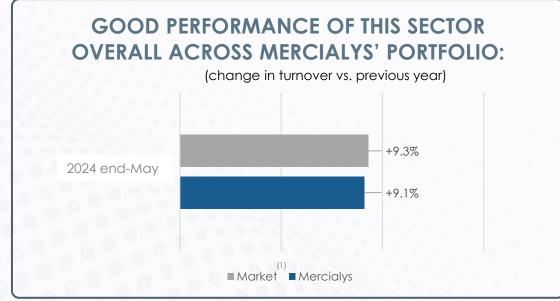
(% of annualized consolidated rental income end-June 2024))



### Rebalancing of Mercialys' merchandizing mix: Health & Beauty

















Normal

Leases signed in Albertville, Monthieu, Annecy and Quimper

### **RESULTS IN FIGURES**







X3 in turnover (BREST)







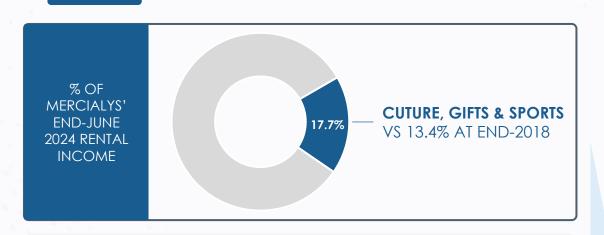


SANMARINA

X2 in turnover (NÎMES)

### Rebalancing of Mercialys' merchandizing mix: Culture, Gifts & Sports









60% share of sneakers in the footwear market in France







**Sneaker segment pulls the sportswear** sector up with +7.7% YoY turnover growth across Mercialys' portfolio in the last 12 months (end-May)



+12.6% tenant sales (1)



+4.7% tenant sales (1)

(1) Last 12 months end-May (across Mercialys portfolio)

### **ACHIEVEMENTS ACROSS MERCIALYS' PORTFOLIO**



TRANSFER/EXTENSION SIGNED IN





**NEW RETAILER SIGNED IN** 





**NEW RETAILER SIGNED IN** 





TRANSFER/EXTENSION IN

**NEW OPENIG IN** 



**Duparc** (La Réunion)

### **RESULTS IN FIGURES**















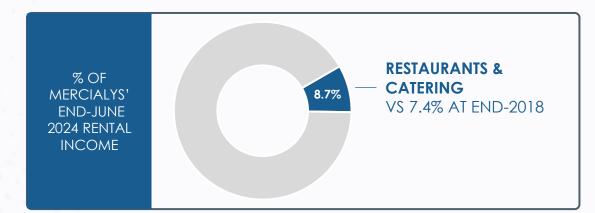




(2) vs. August 2021-May 2022

# Rebalancing of Mercialys' merchandizing mix: Restaurants & Catering





#### LA GALERIE

**VAL SEMNOZ** 

Creation of a diversified dining selection that complements leisure activities and is open to the outside with 8 terraces.

**7** 2023 sales: +9.3%

LA GALERIE ESPACES FENOUILLET

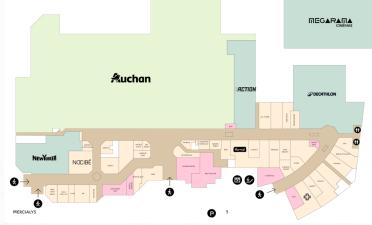
Opening of two new restaurants in a dedicated area.

**2023 sales: +13%** for the overall dining segment at Fenouillet





SELECTION OF CHIEVEMENTS ACROSS ERCIALYS' PORTFOLIO



















### STRONG PERFORMANCE...

(change in turnover vs. previous year)



(1) Source: FACT/SAD (158 Shopping centers) « indicateur de conjoncture » May 2024

#### ...LEADING TO NEW OPERATIONS





Developing new spaces in our major shopping centers through the implementation of transformation projects

E.g.: Cap Sacré Cœur

### Mercialys' loyalty program capitalizing on social media to relay messages on purchasing power to increase footfall



Growing social media influence on purchasing decisions: 25% (1) of French people buy a product discovered on social media at least once a month

Mercialys can leverage this social media impact through its proprietary loyalty base and video message production: 80% of META users in Mercialys' catchment area were exposed to a La Galerie loyalty program message in May 2024 alone (i.e. 6 million people)

43% OF RETAILERS WHO BENEFITED FROM A VIDEO CREATED BY MERCIALYS CLAIM TO HAVE SEEN A POSITIVE IMPACT ON THEIR SALES









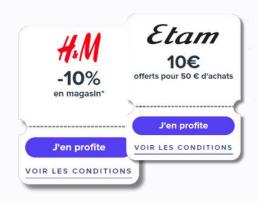


Strong social media visibility provided for our tenants and their products:

~20 million views for the 1st half of 2024



2024: €700K OF VOUCHERS FOR CUSTOMERS, GENERATING €3.5M OF SALES FOR RETAILERS

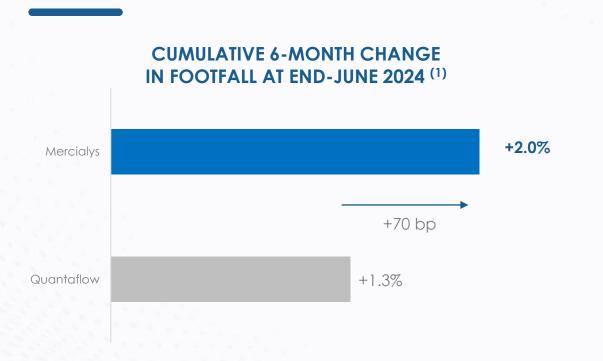


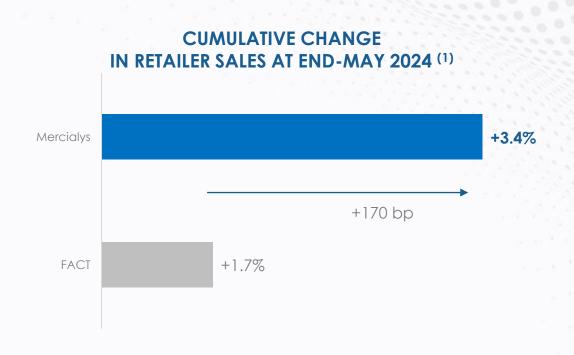
PROMOTIONAL VOUCHERS: 51% IN-STORE CONVERSION RATE

<sup>(1)</sup> Source: Bazaarvoice – Shopper preference Report 2024

# Strong fundamentals contributing to sustained growth in footfall and retailer sales







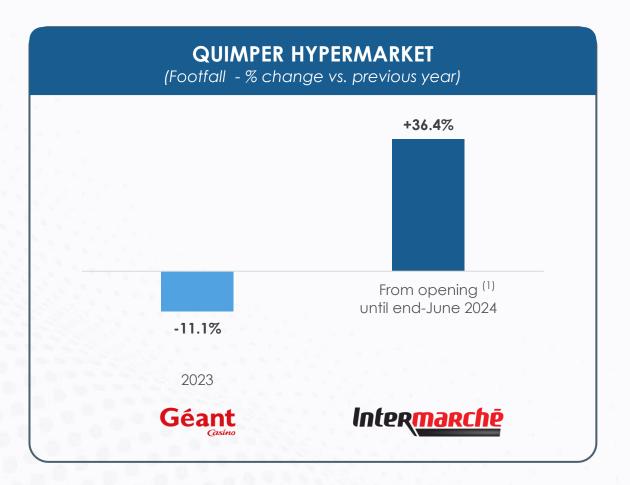
- Significant footfall growth on Mercialys' portfolio and clear outperformance vs. French national panel (Quantaflow)...
- ...despite significant disruption caused by the gradual shutdown of activity at Casino hypermarkets, then the closure of the stores before the re-opening by the new brands, demonstrating the intrinsic power of the shopping centers

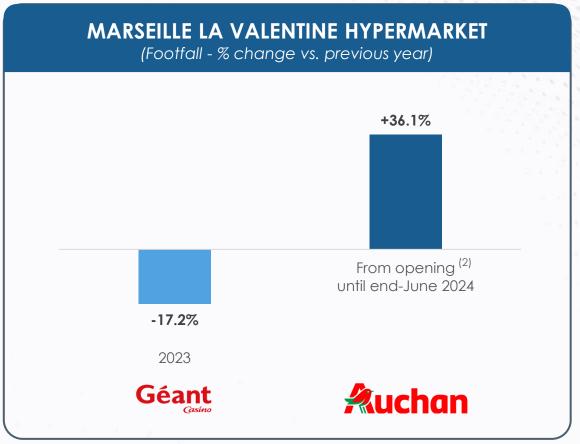
- ) Mercialys' retailer sales are up +3.4% at end-May 2024
- Once again strongly outperforming the French national panel (FACT), illustrating the tenant dynamics and the right merchandising mix

<sup>(1)</sup> 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.

# Opening of rebranded hypermarkets: examples of renewed appeal





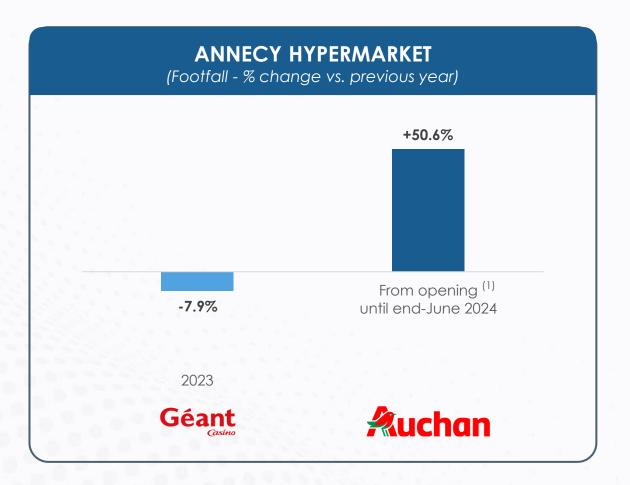


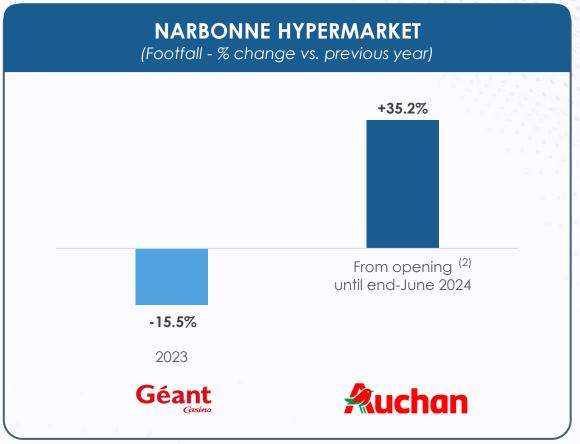
<sup>(1)</sup> Opening of the Quimper Intermarché hypermarket on May 23, 2024

<sup>(2)</sup> Opening of the Marseille Auchan hypermarket on May 14, 2024

# Opening of rebranded hypermarkets: examples of renewed appeal







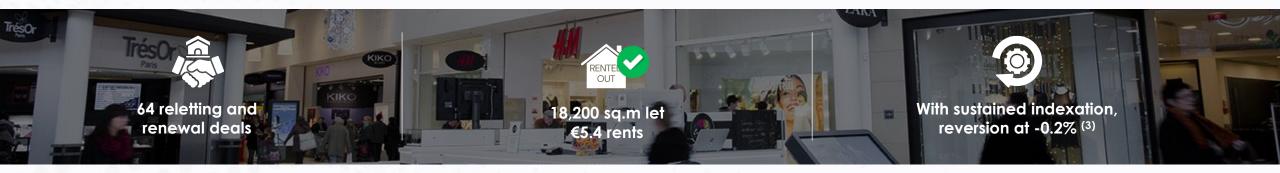
<sup>(1)</sup> Opening of the Annecy Auchan hypermarket on May 14, 2024

<sup>(2)</sup> Opening of the Narbonne Auchan hypermarket on May 14, 2024

# Current financial vacancy rate stabilized vs. end-2023 at a low level of 3.0% thanks to dynamic letting activity







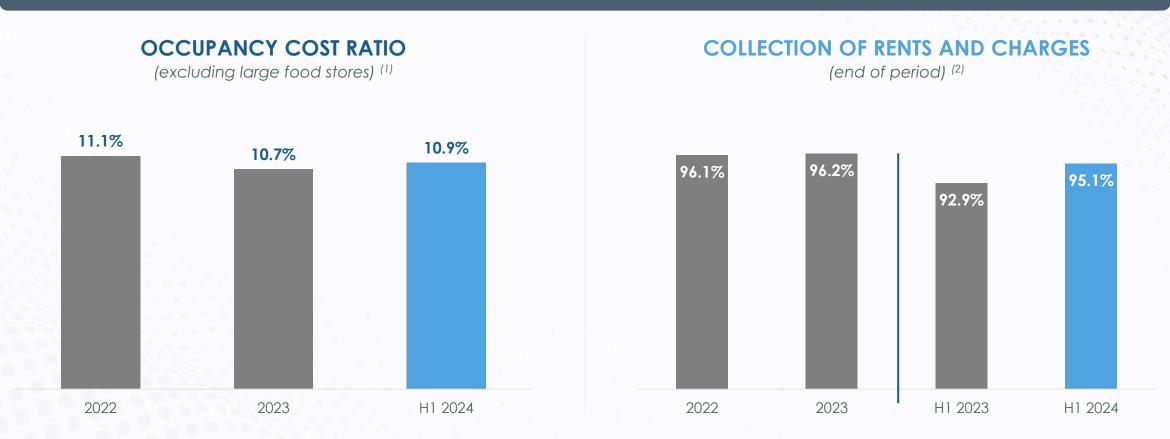
<sup>(1)</sup> Mercialys' occupancy rate and vacancy rate do not include agreements relating to the Casual Leasing business

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

<sup>(3)</sup> With an additional -2.7% linked to 1 reletting to Intersport as part of the repositioning of Marseille La Valentine



### OCR REMAINS SUSTAINABLE FOR MERCIALYS' TENANTS, DESPITE THE IMPACT OF INDEXATION



<sup>(1) (</sup>rents + charges including marketing costs + work charged back to tenants, including tax) / tenants' sales including tax - Excluding large food stores (2) Collection rate for 2022, 2023 and H1 2024 reached 96.1%, 96.3% and 95.4% respectively at July 12, 2024



02

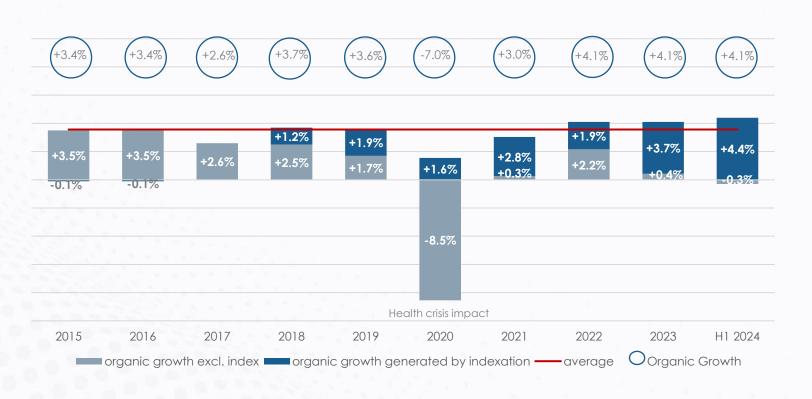
# STRONG EARNINGS & RESILIENT FINANCIAL PROFILE ALLOWING FOR INVESTMENTS

**MERCIALYS** 

# High level of organic growth over time sustained by the resilient business model



#### AVERAGE ORGANIC RENTAL REVENUE GROWTH OVER THE PERIOD: +3.6% (1)

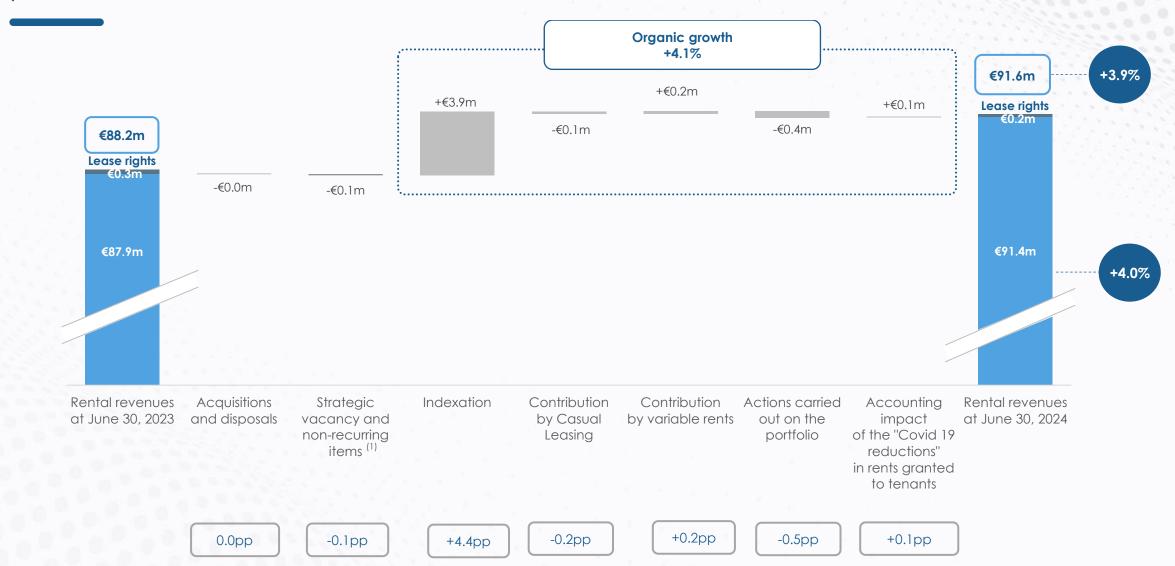


- Mercialys has generated an average annual organic growth rate of +3.6% since 2015 (excluding the impact of the 2020 health crisis)
- ) H1 2024 is above this average level, with organic growth of +4.1% reflecting the ability to pass on the full impact of indexation to tenants
- Maintaining the attractiveness of its shopping centers is a key stake for Mercialys and requires a constant fine-tuning between indexation and reversion to keep a sustainable occupancy cost ratio for its tenants

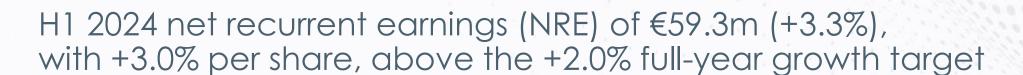
(1) Excluding 2020

# Organic growth driven by a sustained level of indexation and a positive trend on variable rents

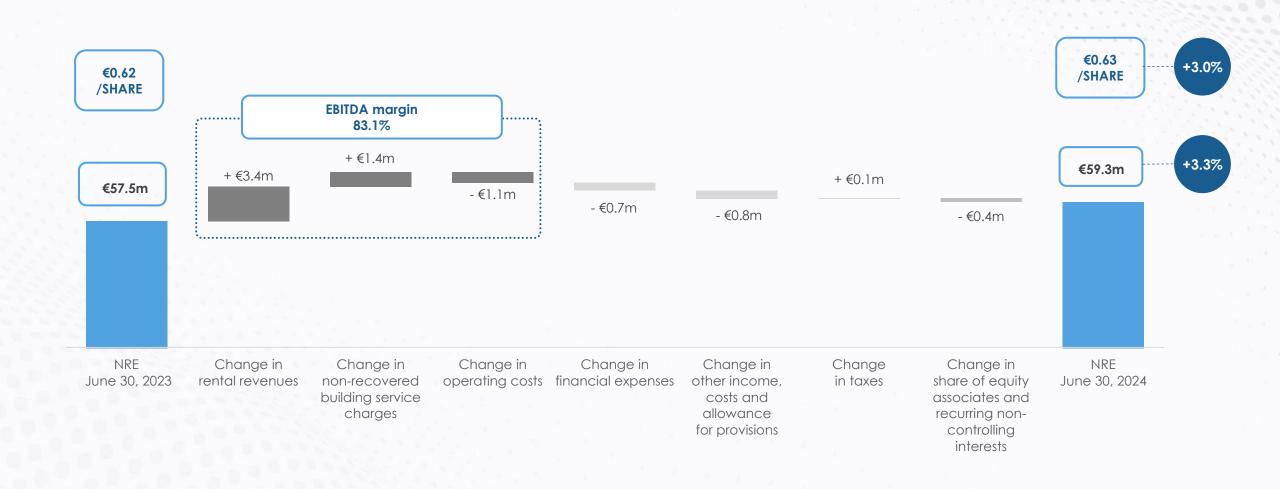




(1) Linked to the development program – units left vacant to facilitate future developments







# Rebound in the portfolio valuation through a positive rent impact



Change in portfolio value excluding transfer taxes	LIKE-FOR-LIKE CHANGE (1)		
	H1 2023	FY 2023	H1 2024
of which rent effect	+4.0%	+6.1%	+2.3%
of which yield effect	-7.4%	-13.1%	-2.0%
TOTAL CHANGE IN PORTFOLIO VALUE	-3.4%	-7.0%	+0.4%

	MERCIALYS
Average annual rent (€/sq.m)	€251
Net rental income CAGR (10-year)	+2.7%
Average valuation (€/sq.m. excl. transfer taxes)	€3,523
Net Initial Yield (EPRA, incl. transfer taxes)	6.04%

<sup>(1)</sup> Sites on a constant scope and constant surface area basis

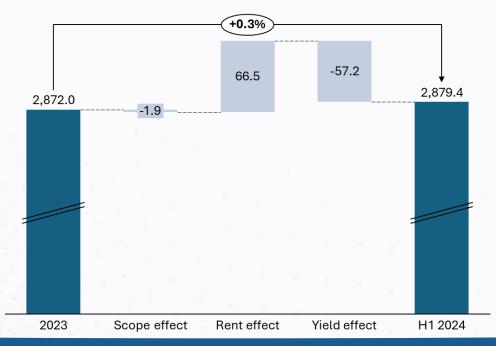
<sup>(2) 2024-2033</sup> CAGR, including indexation, used by Mercialys' main real estate appraisers, BNP Paribas Real Estate and BPCE Expertises Immobilières, which handle 82% of the Company's asset appraisals

### Mercialys' portfolio yield of 6.68% delivers a +340 bp premium over the risk-free rate



Potential yield and EPRA NIY	12/2018	12/2019	12/2020	12/2021	12/2022	06/2023	12/2023	06/2024
Average appraisal yield rate	5.10%	5.26%	5.72%	5.71%	5.75%	6.21%	6.61%	6.68%
EPRA Net Initial Yield	4.81%	4.94%	5.28%	5.24%	5.29%	5.63%	5.97%	6.04%

### CHANGE IN PORTFOLIO VALUE IN H1 2024 (1)



(1) Including rights

### Change in EPRA NDV per share





#### **EPRA NDV**

- ) €16.53/share (1)
- ) Down -3.3% over 6 months
- ) **Down -12.0%** over 12 months

#### **EPRA NRV**

- ) €17.80/share
- Down -2.5% over 6 months
- Down -6.5% over 12 months

#### **EPRA NTA**

- €15.85/share
- **Down -2.7%** over 6 months
- Down -6.7% over 12 months

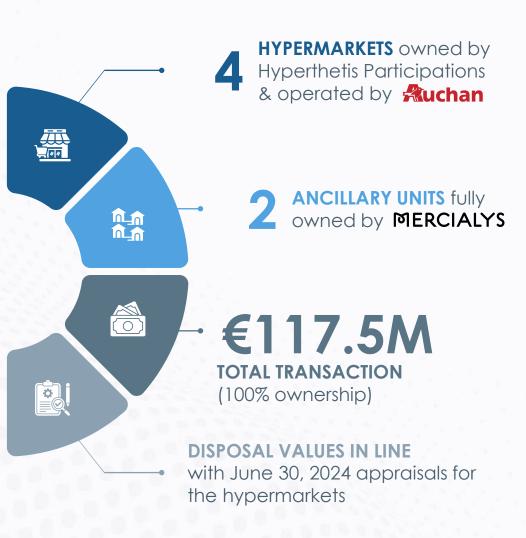
<sup>(1)</sup> Calculation based on the diluted number of shares at the end of the period, in accordance with the EPRA methodology regarding NDV

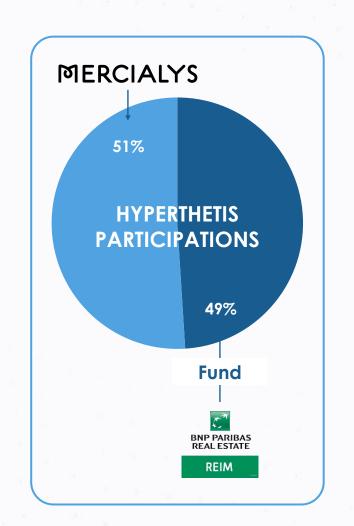
<sup>&</sup>lt;sup>(2)</sup> Calculation based on the average number of shares, as this concerns the impact of NRE on the change in NDV per share

<sup>(3)</sup> Including impact of revaluation of assets outside of organic scope and associates, maintenance capex and capital gains or losses on asset disposals

# Sale of 4 hypermarkets in July 2024, strengthening Mercialys' liquidity and investment capacity









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# Development pipeline capitalizing on Mercialys' real estate expertise

(€m)	TOTAL INVESTMENT	INVESTMENT STILL TO BE COMMITTED	COMPLETION DATE
COMMITTED PROJECTS	18.9	18.3	2024/2027
Dining and leisure	0.5	0.4	2024
Tertiary activities	18.4	17.9	2024/2027
CONTROLLED PROJECTS	186.2	176.7	2025 / 2028
Retail	160.6	151.5	2025 / 2028
Dining and leisure	14.3	14.2	2025 / 2026
Tertiary activities	11.3	11.1	2025 / 2026
IDENTIFIED PROJECTS	227.0	226.6	2025 / > 2028
Retail	152.5	152.1	2025 / > 2028
Dining and leisure	54.4	54.4	> 2028
Tertiary activities	20.1	20.1	2026 / > 2028
TOTAL PROJECTS	432.0	421.6	2024 / > 2028

# Synergies to be developed with the hypermarket operators, on both operations and real estate



# Promoting visibility and driving footfall

- Store sign visibility
- ) Improving signage on the parking lots and inside the centers
- Strong local communication campaigns by the shopping centers and hypermarkets



# Uniting vibrant hypermarkets and lively shopping centers

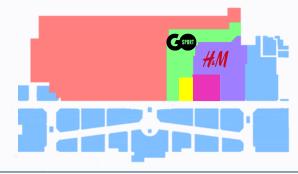
- Promoting sales: highlighting the hypermarkets' price repositioning, getting products outside shops
- Coordinating activities and events between the hypermarket and the mall
- Capitalizing on a proven loyalty program: gift cards, promotional vouchers...



### Adapting the real estate

# 3 possibilities opening up different ways to adapt Mercialys' sites:

- Maintaining the hypermarket over its entire space
- ) Potential new sales of the right to lease to new operators
- Transformation of the hypermarket over a reduced area, leading to non-food re-anchoring



### Progress with the development pipeline





### SAINT-ANDRÉ (REUNION ISLAND)

13,000 SQ.M retail park developed on Mercialys landbanks is **63%** pre-let Building permit to be submitted in Q4 2024





#### TOULOUSE FENOUILLET

Project to redevelop the older part of the shopping center has been launched, with administrative approval to be submitted in Q4 2024



### **VALENCE 2**

Shopping center restructuring project is 47% pre-let

Administrative approval to be submitted in Q4 2024



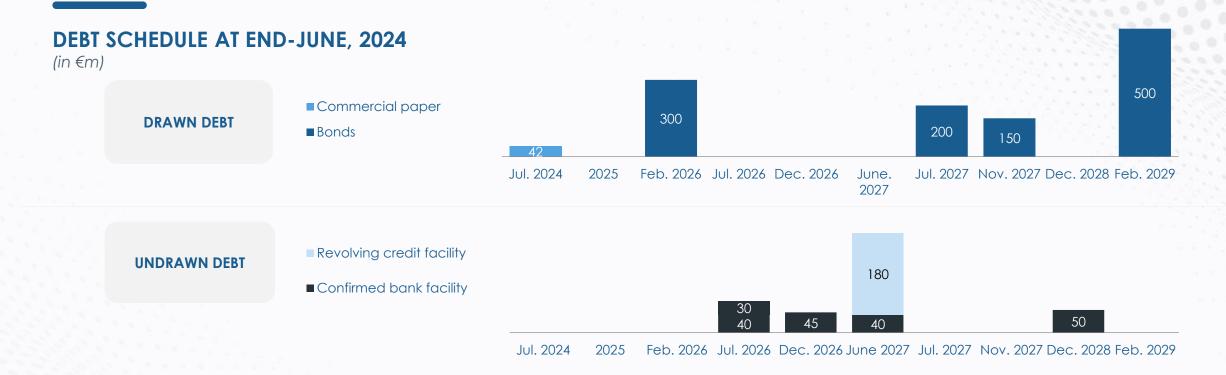


### **SAINTE-MARIE (REUNION ISLAND)**

11,000 SQ.M shopping center extension is **12%** pre-let, with an additional **35%** covered by advanced expressions of interest Building permit to be submitted by Q1 2025

### Healthy level of liquidity, with well-spread debt maturities



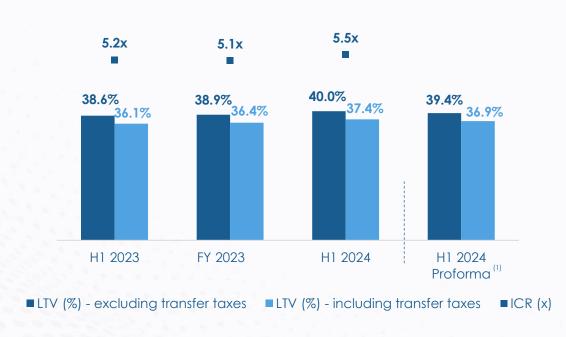




### Sound financial profile, with a cost of debt nearly unchanged vs. 2023



#### **CHANGE IN LTV AND ICR**

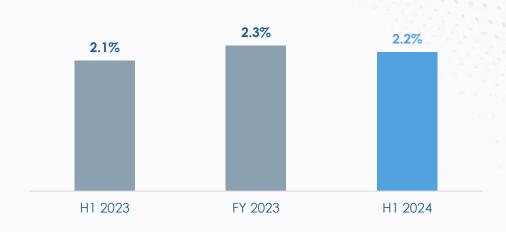


(1) Proforma for the sale of the 4 hypermarkets completed in July 2024

#### SIGNIFICANT COVENANT HEADROOM AT END-2023

both on LTV and ICR

#### CHANGE IN THE COST OF DRAWN DEBT



Debt is fully covered at end-June 2024. Considering the hedging instruments put in place in 2022 and 2023 and the historical fixed/floating rate products gradually extinguished, the fixed-rate debt level (at constant debt level) is expected to be 92% at end-2025

#### STANDARD & POOR'S RATING: BBB / STABLE

renewed on October 20, 2023



03

**OUTLOOK** 

**MERCIALYS** 

2024 targets confirmed: performances in line with the Company's steady long-term growth trajectory

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### **CHANGE IN NET RECURRENT EARNINGS / SHARE**

Increase of at least +2% vs. 2023



### **DIVIDEND POLICY**

Dividend ranging from 75% to 95% of 2024 NRE



### **ESG**

Optimize the carbon trajectory, with a goal of neutrality & continue to make progress with the 2020-2030 strategy across all 4 dimensions





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# **APPENDICES**

**MERCIALYS** 

### Mercialys portfolio and shareholding structure





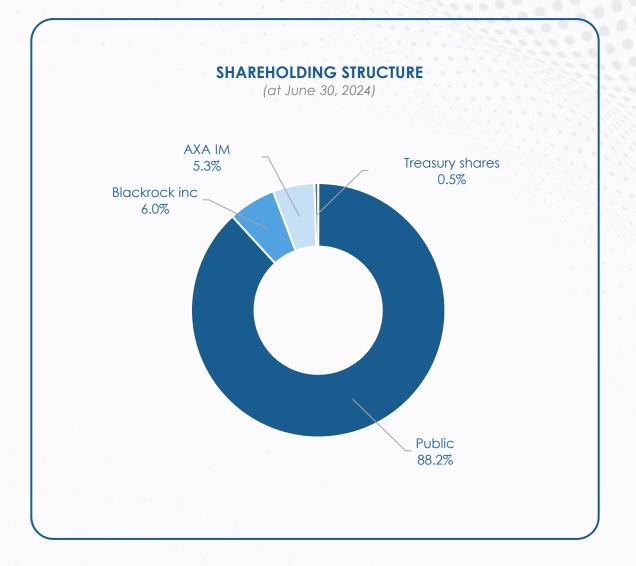
## Leading listed French real estate company that is a commercial real estate pure player

- Mercialys' 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

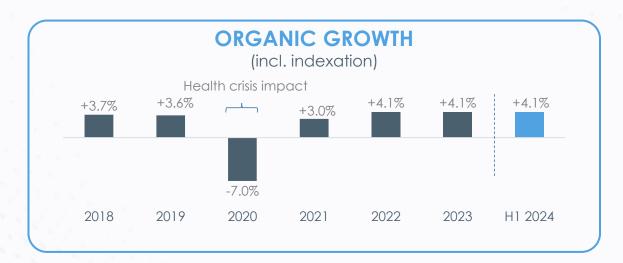
- 47 shopping centers (1)
- ) Leasable area: 766,412 sq.m
- Appraised asset value (including transfer taxes): €2,879.4m at June 30, 2024
- Average value per shopping center: €61m
- Average sq.m per shopping center: 16,200 sq.m



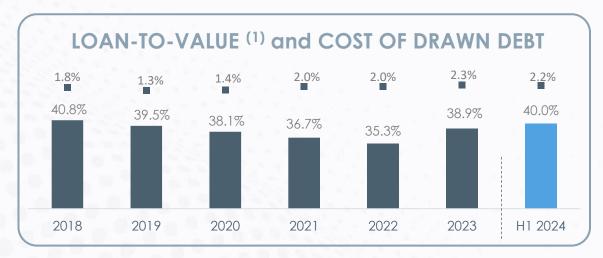
<sup>(1)</sup> In addition to 2 geographically dispersed assets

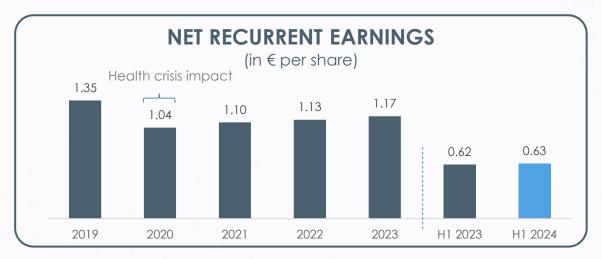
### Operating and financial track record











<sup>(1)</sup> Excluding transfer taxes

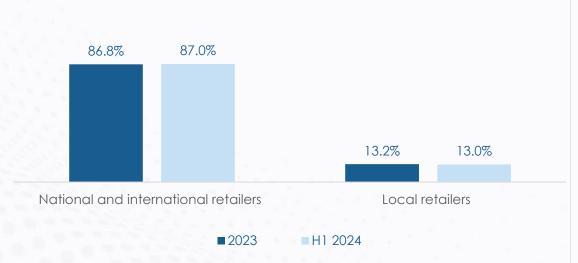
### Rental income structure and lease expiry schedule



# BREAKDOWN OF MERCIALYS' RENTAL INCOME BY TYPE OF RETAILER

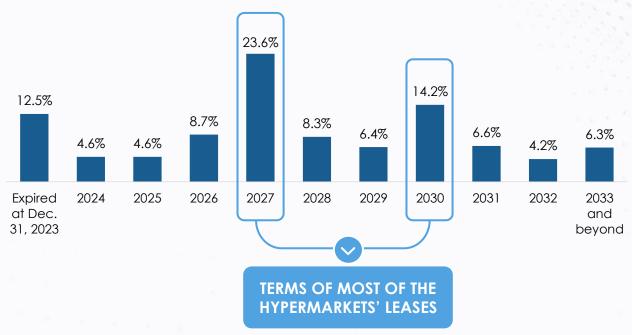
#### **CONSOLIDATED VISION**

(% of annualized rental income at June 30, 2024 and Dec. 31, 2023)



#### LEASE EXPIRY SCHEDULE

(percentage of leases expiring / guaranteed minimum rent at June 30, 2024)



Over 850 retailers and 1,955 leases

### Mercialys stands out as one of Europe's top CSR performers



	G R E S B	CDP DRIVE SUSTAINABLE ECONORIES	Gaïa	SUSTAINALYTICS	MSCI 🌐	ISS-oekom▶	GRANGS PRIX DE LA TRANSPARENCE	EPRA  LEHOYEAN POINCE HALCSHAFE ASSOCIATION	MINISTÈRE CHARGÉ DE L'ÉGALITÉ ENTRE LES FEMMES ET LES HOMMES, DE LA DIVERSITÉ ET DE L'ÉGALITÉ DES CHANCES AMILIA FINANSIER FIN
202	3 Score: 89/100 Green Star status	Rating: A A List status maintained	N/A	Score : 8,8 <sup>(2)</sup> Industry and Regional Top-Rated ESG Company	Rating: A	Rating: B- Prime status	#1 on SBF 120 Grand Prix "All Categories" Award	BPR Gold Award sBPR Gold Award	Score: 93.4/100 #2 on SBF 120
202	Score: 91/100 Green Star status	Rating: A A List status maintained	Score: 90/100	Score: 8,5 Industry and Regional Top-Rated ESG Company	Rating: A	Rating: B- Prime status	Best general meeting brochure	BPR Gold Award sBPR Gold Award	Score: 91.7/100 #2 on SBF 120
202	Score: 89/100 Green Star status	Rating: A A List status maintained	Score: 89/100 #1 in its category Member of the Gaïa index	Score: 9.1 Industry and Regional Top-Rated ESG Company	Rating: A	Rating: B- Prime status	Best Universal Registration Document	BPR Gold Award sBPR Gold Award	Score: 85/100 #3 on SBF 120
•··· 202	Score: 85/100 <sup>(1)</sup> Green Star status	Rating: A A List status maintained	Score: 87/100 #1 in its category Member of the Gaïa index	Score: 9.4	Rating: A	Rating: B- Prime status	#1 on SBF 120 Grand Prix "All Categories" Award	BPR Gold Award sBPR Gold Award	#4 on SBF 120
• 201	Score: 90/100 Green Star status	Rating: A A List status maintained	Score: 85/100 Member of the Gaïa index	Score: 11.74	Rating: A	Rating: B- Prime status	Classified out of category Registration Document Award	BPR Gold Award sBPR Gold Award	#4 on SBF 120
•··· 201	Score: 87/100 Green Star status	Rating: A Inclusion in the A List	Score: 82/100 Member of the Gaïa index		Rating: BBB	Rating: B- Prime status	#1 on SBF 120 Grand Prix "All Categories" Award	BPR Gold Award sBPR Gold Award	#4 on SBF 120

<sup>(1)</sup> Not comparable due to a change in the assessment methodology (2) Risk rating: scale from 0 to 100, with 0 being the best rating

# D

## Breakdown of food retail anchors (owned by Mercialys)

SITES	% OWNERSHIP BY MERCIALYS	FORMER FOOD OPERATOR	CURRENT FOOD OPERATOR	TRANSFER DATE
ANNEMASSE	100%	Casino Hyperfrais	Intermarché	Apr 30, 2024
AIX-EN-PROVENCE	51%	Casino Hyperfrais	Auchan	May 31, 2024 ( <b>SOLD</b> , July 2, 2024)
AJACCIO	60%	Géant Casino	Auchan (1)	To be confirmed (1)
ANGERS	51%	Casino Hyperfrais	Auchan	May 31, 2024
BESANCON	25%	Intermarché	Intermarché	Oct 15, 2023
BREST	51%	Casino Hyperfrais	Casino Hyperfrais	Not sold as of July 18, 2024
CHAVILLE	25%	Monoprix	Monoprix	Not concerned
CLERMONT FERRAND	51%	Casino Hyperfrais	Intermarché	Apr 30, 2024
CORTE	60%	Casino Supermarché	Auchan (1)	To be confirmed (1)
FREJUS	51%	Casino Hyperfrais	Auchan	Apr 30, 2024 (SOLD, July 2, 2024)
FURIANI	60%	Géant Casino	Auchan (1)	To be confirmed (1)
GASSIN	25%	Casino Hyperfrais	Auchan	Apr 30, 2024
GRENOBLE	100%	Monoprix	Monoprix	Not concerned
ISTRES	51%	Casino Hyperfrais	Auchan	Apr 30, 2024 ( <b>SOLD</b> , July 2, 2024)
LANESTER	100%	Casino Hyperfrais	Carrefour	Apr 30, 2024
LE PUY	51%	Intermarché	Carrefour	Sept 30, 2024
MARCQ-EN-BAROEUL	25%	Monoprix	Monoprix	Not concerned
MARSEILLE-PDC	100%	Casino Hyperfrais	Intermarché	May 31, 2024
NARBONNE	51%	Casino Supermarché	Auchan	Apr 30, 2024
NIMES CAP COSTIERES	51%	Casino Hyperfrais	Auchan	May 31, 2024 (SOLD, July 2, 2024)
NIORT	51%	Casino Hyperfrais	Casino Hyperfrais	Not sold as of July 18, 2024
PORTO-VECCHIO	60%	Géant Casino	Auchan (1)	To be confirmed (1)
PUTEAUX	25%	Monoprix	Monoprix	Not concerned
QUIMPER	100%	Casino Hyperfrais	Intermarché	Apr 30, 2024
SAINT DENIS	100%	Aldi	Aldi	Not concerned
TOGA	60%	Géant Casino	Auchan (1)	To be confirmed (1)

<sup>(1)</sup> Subject to the completion of the sale of Casino's subsidiary in Corsica to Rocca group and Auchan Retail, following the unilateral purchase agreement announced on June 22, 2024

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## Breakdown of food retail anchors (not owned by Mercialys)

SITES	FORMER FOOD OPERATOR	CURRENT FOOD OPERATOR	TRANSFER DATE
AGEN	Casino Hyperfrais	Intermarché	Apr 30, 2024
ALBERTVILLE	Intermarché	Intermarché	Oct 15, 2023
ANGOULEME	Casino Hyperfrais	Auchan	Apr 30, 2024
ANGLET	Leclerc	Leclerc	Not concerned
ANNECY	Casino Hyperfrais	Auchan	Apr 30, 2024
ARLES	Casino Hyperfrais	Auchan	Apr 30, 2024
AURILLAC	Casino Hyperfrais	Casino Hyperfrais	Not yet sold
BRIVE	Casino Hyperfrais	Casino Hyperfrais	Not yet sold
CARCASSONNE	Casino Hyperfrais	Auchan	May 31, 2024
CHARTRES	Casino Hyperfrais	Intermarché	Apr 30, 2024
DIJON	Casino Hyperfrais	Casino Hyperfrais	Not yet sold
LE PORT	Carrefour	Carrefour	Not concerned
MANDELIEU	Casino Hyperfrais	Auchan	Apr 30, 2024
MARSEILLE-LA VALENTINE	Casino Hyperfrais	Auchan	Apr 30, 2024
MILLAU	Intermarché	Intermarché	Oct 15, 2023
MONTARGIS	Casino Hyperfrais	Carrefour	Date not confirmed
MONTAUBAN	Super U	Carrefour	July 1, 2024
MONTPELLIER	Casino Hyperfrais	Intermarché	Date not confirmed
MORLAIX	Casino Hyperfrais	Carrefour	Apr 30, 2024
PARIS MASSENA	Casino Supermarché	Intermarché	Apr 30, 2024
PARIS ST DIDIER	Casino Supermarché	Auchan	July 1, 2024
RENNES	Super U	Super U	Not concerned
RODEZ	Super U	Super U	Not concerned
SAINT BENOIT	Carrefour	Carrefour	Not concerned
SAINT PIERRE	Carrefour	Carrefour	Not concerned
SAINTE MARIE	Run Market (partnership with Intermarché)	Run Market (partnership with Intermarché)	Not concerned
SAINT-ETIENNE	Casino Hyperfrais	Auchan	Apr 30, 2024
TOULOUSE	Casino Hyperfrais	Auchan	Apr 30, 2024
TOURS	Intermarché	Intermarché	Oct 15, 2023
VALENCE	Casino Supermarché	Casino Supermarché	Not yet sold

Source: press articles

# EPRA performance indicators



	JUNE 30, 2023	DECEMBER 31, 2023	JUNE 30, 2024
EPRA earnings - € per share	0.62	1.17	0.63
EPRA NRV - € per share	19.03	18.25	17.80
EPRA NTA - € per share	16.99	16.29	15.85
EPRA NDV - € per share	18.80	17.10	16.53
EPRA net initial yield - %	5.63%	5.97%	6.04%
EPRA "topped-up" net initial yield - %	5.72%	6.05%	6.13%
EPRA vacancy rate - %	4.7%	4.4%	4.4%
EPRA cost ratio (including direct vacancy costs) - %	19.6%	17.8%	18.6%
EPRA cost ratio (excluding direct vacancy costs) - %	17.5%	16.1%	17.0%
EPRA capital expenditure - in millions of euros	11.7	22.5	11.0
EPRA Loan-to-value - %	40.6%	41.2%	42.4%
EPRA Loan-to-value - % incl. TT	38.1%	38.7%	39.8%

## Net recurrent earnings (NRE) & EPRA earnings



IN THOUSANDS OF EUROS		
	JUNE 30, 2023	JUNE 30, 2024
voiced rents	87,910	91,385
ease rights	254	175
ental revenues	88,164	91,560
roperty taxes	-13,729	-14,265
ebilling to tenants	11,453	11,872
on-recovered property taxes	-2,276	-2,393
ervice charges	-19,742	-18,126
ebilling to tenants	16,965	16,196
on-recovered service charges	-2,777	-1,930
lanagement fees	-555	-304
ebilling to tenants	1,999	2,030
osses on and impairment of receivables	-2,219	-1,777
ther expenses	229	221
et property operating expenses	-546	171
et rental income	82,564	87,408
lanagement, administrative and other activities income	1,412	1,526
ther income and expenses	-1,904	-3,380
ersonnel expenses	-9,789	-9,496
BITDA	72,284	76,059
et financial items (excluding non-recurring elements <sup>(1)</sup> )	-13,698	-14,441
eversals of / (allowance for) provisions	-658	761
ther operating income and expenses (excluding capital gains on disposals and impairment)	3,396	1,152
ax expense	-265	-203
nare of net income from associates and joint ventures (excluding capital gains, amortization and impairment)	1,799	1,730
on-controlling interests (excluding capital gains, amortization and impairment)	-5,404	-5,737
et recurrent earnings (NRE)	57,453	59,322
RE per share (based on average diluted number of shares)	0.62	0.63
PRA EARNINGS	57,453	59,322

<sup>[1]</sup> Impact of hedging ineffectiveness, banking default risk, premiums, non-recurring amortization and costs relating to bond redemption and costs from unwinding hedging operation

IN THOUSANDS OF EUROS	JUNE 30, 2023	JUNE 30, 2024
Net recurrent earnings	57,453	59,322
Depreciation and amortization	-18,926	-19,097
Other operating income and expenses	-18,216	194
Hedging ineffectiveness, banking default risk and net impacts of bond redemptions and hedging operations	-6,653	-4,403
Share of net income from associates, joint ventures and non-controlling interests (amortization, depreciation and capital gains or losses)	16,783	237
NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT	30,441	36,251

### Balance sheet



	IN THOUSANDS OF EUROS	DECEMBER 31, 2023	JUNE 30, 2024
	Intangible assets	3,144	3,220
	Property, plant and equipment other than investment property	5,825	7,192
	Investment property	1,864,950	1,734,533
	Right-of-use assets	10,615	10,573
	Investments in associates	39,557	39,385
<b>E</b>	Other non-current assets	37,577	36,560
	Deferred tax assets	1,614	1,444
	Non-current assets	1,963,282	1,832,907
	Trade receivables	35,936	36,757
ASSETS	Other current assets	31,902	30,538
	Cash and cash equivalents	118,155	88,202
	Investment property held for sale	1,400	121,889
	Current assets	187,393	277,386
	TOTAL ASSETS	2,150,676	2,110,293
	Share capital	93,887	93,887
	Additional paid-in capital, treasury shares and other reserves	583,337	529,704
	Equity attributable to owners of the parent	677,224	623,591
	Non-controlling interests	188,871	187,908
	Equity	866,095	811,499
	Non-current provisions	1,406	1,340
ATA	Non-current financial liabilities	1,131,627	1,136,925
<b>6</b> 16	Deposits and guarantees	24,935	31,601
	Non-current lease liabilities	9,529	9,465
	Other non-current liabilities	4,834	2,725
	Non-current liabilities	1,172,332	1,182,056
<b>EQUITY AND</b>	Trade payables	9,265	18,133
LIABILITIES	Current financial liabilities	53,037	49,924
	Current lease liabilities	1,331	1,438
	Current provisions	15,581	13,257
	Other current liabilities	32,940	33,981
	Current tax liabilities	95	5
	Current liabilities	112,249	116,737
	TOTAL EQUITY AND LIABILITIES	2,150,676	2,110,293

### Breakdown of assets



Average appraisal yield rate: 6.68% at June 30, 2024

TYPE OF PROPERTY	NUMBER OF ASSETS AT JUNE 30, 2024	APPRAISAL VALUE (Excl. Transfer taxes) AT JUNE 30, 2024		APPRAISAL VALUE (Incl. Transfer taxes) AT JUNE 30, 2024		GROSS LEASABLE AREA AT JUNE 30, 2024		APPRAISED NET RENTAL INCOME	
		In €m	%	In €m	%	Sq.m	%	In €m	%
Regional / Large shopping centers	25	2,286.1	84.7%	2,436.8	84.6%	604,840	78.9%	157.6	81.9%
Neighborhood shopping centers	22	401.9	14.9%	429.7	14.9%	157,584	20.6%	34.3	17.8%
Sub-total	47	2,688.0	99.6%	2,866.5	99.6%	762,424	99.5%	191.9	99.8%
Other sites	2	12.1	0.4%	12.9	0.4%	3,987	0.5%	0.5	0.2%
TOTAL PORTFOLIO	49	2,700.0	100%	2,879.4	100%	766,412	100%	192.4	100%

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