



The leading property company specialising in low-cost retail parks

2024 Half-year results

24 JULY 2024



**PATRIMOINE
& COMMERCE**

patrimoine-commerce.com

Key figures H1 2024



528,000

sqm of surface area



26.2

million euros
of rents¹



859

million euros
of assets²



28.7

euros
of RNAV³



42.5%

LTV⁴



7.3%

capitalisation
rate⁵

¹ Gross rental income H1 2024

² Excluding transfer fees (including group share of Cherbourg and Studio Prod and assets held for sale)

³ Triple net / share (excluding treasury shares)

⁴ Adjusted for hedging instruments

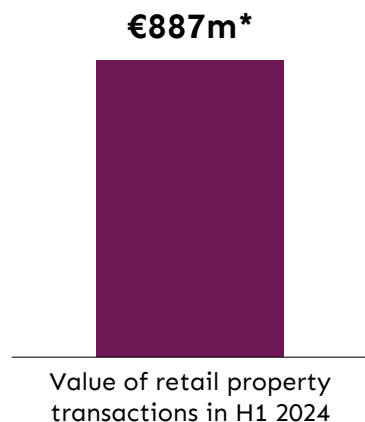
⁵ Annualised rental income + ERV of vacant spaces / value excluding transfer

Market dynamics



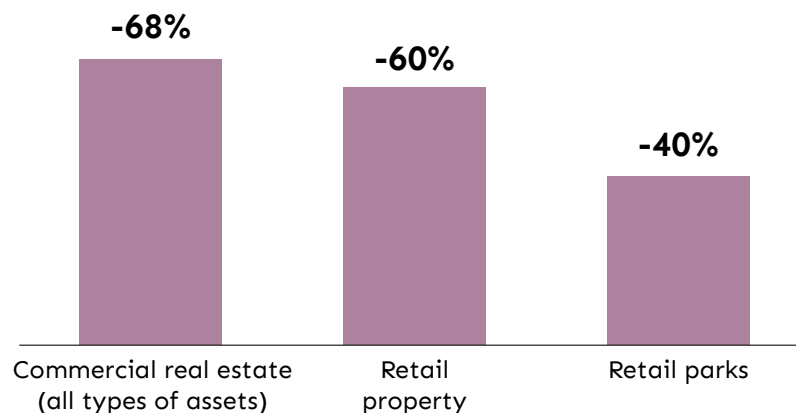
Retail park less affected in a «wait-and-see» commercial property investment market stance

LOW LEVEL OF INVESTMENT IN RETAIL PROPERTIES



MORE MODERATE DECLINE IN THE RETAIL PARK SEGMENT

Change in quarterly transaction amounts between the past 5 years and HY1 2024



STRATEGIES RESULTING IN A LOW LEVEL OF LIQUIDITY ACROSS THE MARKET

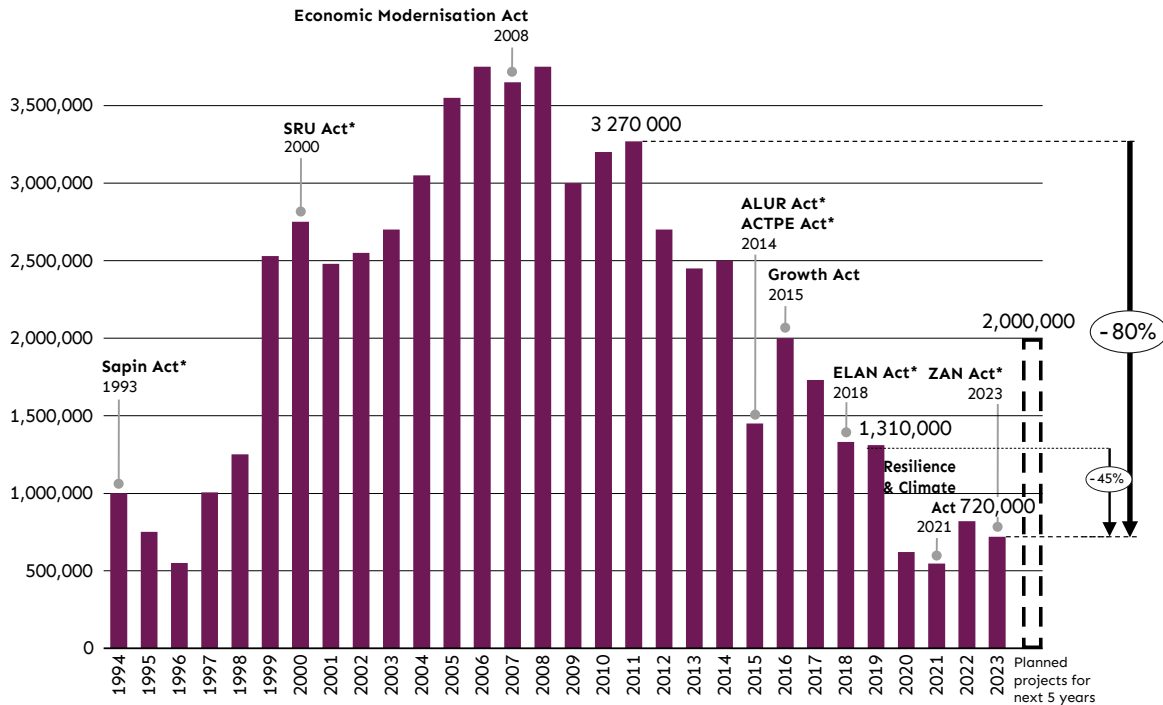
- Bank financing focusing on refinancing, debt restructuring and CAPEX injections
- Bolstering of market interest in core+ assets / added value under selective demand
- Arbitrage of assets pending a easing of financial conditions
- Majority of transactions taking place in the retail park segment (compared to shopping centres, whose transactions are concentrated on a small number of large sites)

* 40% of which stemmed from the acquisition of the O'Parinor shopping centre (in Aulnay-sous-Bois) by Sofidy and Klépierre, and from the acquisition of two Mandarin Oriental boutiques by Lavender Propco SNC (Blackstone)



Decrease in new commercial projects

RETAIL SPACE AUTHORISED IN FRANCE WITH FULL PERMITS SINCE 1994 (IN SQM)



-50%
 Number of new projects registered each year since 2020, compared to pre-COVID

-45%
 Drop in average project size since pre-COVID years (e.g. 5,200 sqm in 2023 vs 9,500 sqm in 2018)

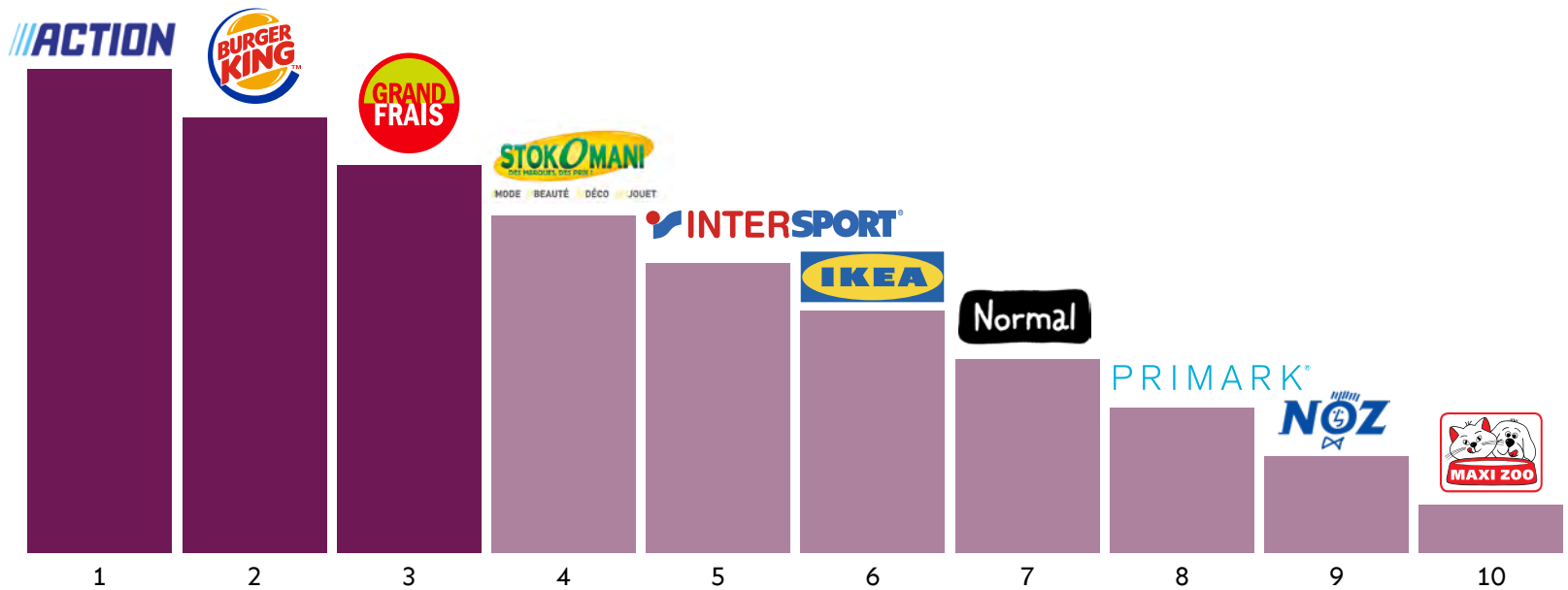
- Significant reduction in the number and average size of commercial projects
- Replacement of large projects (< 10,000 sqm) by mid-sized projects with smaller footprints (5,000 sqm)
- Premium on existing assets as an opportunity for growth (e.g., consolidations with other actors, reconfigurations, extensions of existing assets, etc.)

* Sapin = Transparency of economic life and public procedures, SRU = Solidarity and Urban Renewal, ALUR = Housing Access and Updated Town Planning, ACTPE = Community Aid for Microbusinesses, ELAN = Evolution of Housing, Development and Digital, ZAN = Zero Net Artificialisation



Strongest growth for chains located in retail parks

TOP 10 CHAINS WITH THE HIGHEST INCREASE IN REVENUE IN 2023
(EXCLUDING PURE PLAYERS AND LARGE GROCERY RETAILERS)



100% of these chains are located in retail parks



Three main sectors concentrating largest chains developments

CHAINS WITH THE MOST DYNAMIC DEVELOPMENT PLANS PRESENT IN RETAIL PARKS

EXAMPLE



- 800 establishments in France
- Target: 1,200 by 2030
- 100+ annual store openings on average over the last 4 years
- Standard format well-suited to retail parks (1,500 sqm)



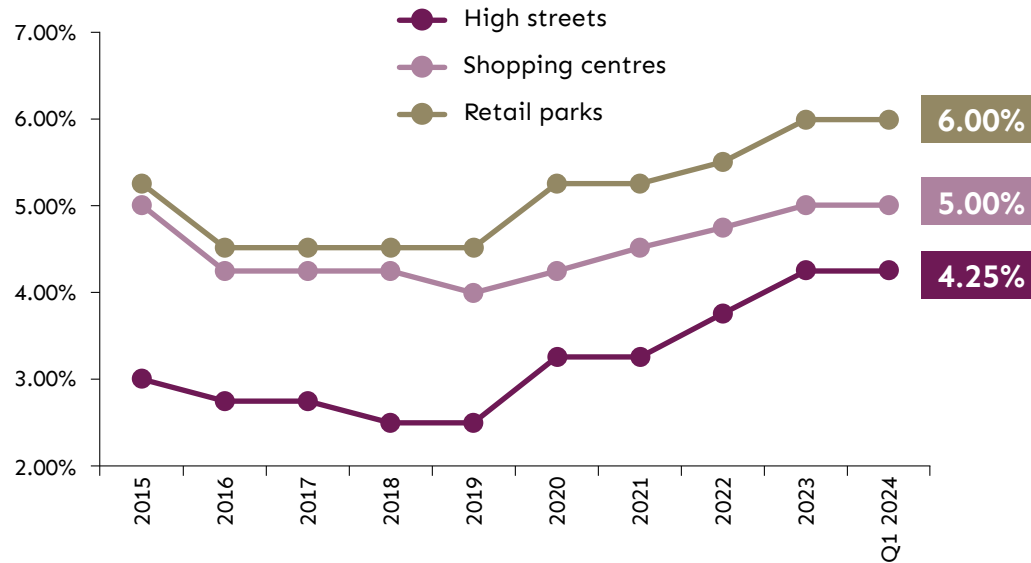
- French population's favourite chain in 2023 and 2024
- Revenue up 28% between 2022 and 2023 (up 17% across the same scope)
- 810 stores in France
- 10 store openings since January 2024



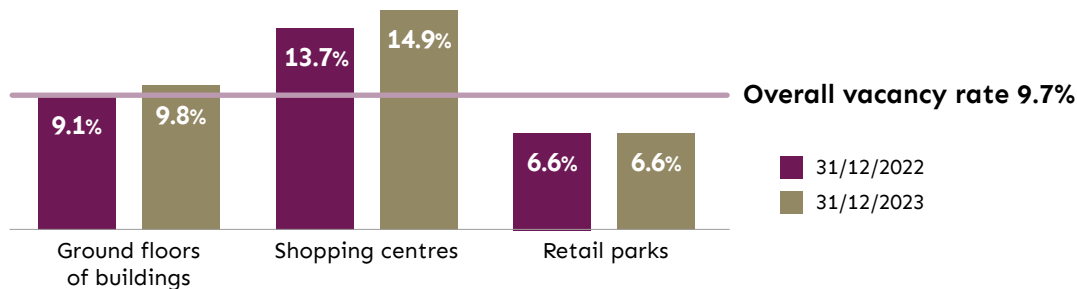
- 250 stores at year-end 2023
- 40+ store openings scheduled for 2024
- No. 1 chain of franchised bakeries in France
- Equity stake acquired by Lov Group (Ladurée, Banijay, Betclic) to speed up the chain's growth

The retail park: A resilient business model

HISTORICALLY HIGHER PRIME RATES OF RETURN THAN ON OTHER COMMERCIAL ASSETS



LOWER VACANCY RATES THAN OTHER RETAIL PROPERTIES



Chains

- Attractive rents (€110/sqm) and low charges (€10/sqm)
- Strong merchantability (footfall, parking and accessibility)
- Model aligned with new consumption patterns

Investors

- Resilient revenue (high occupancy rates and low overdue rates), ownership of operating permits and low CapEx
- Attractive returns and resilient retail tenants (such as discount stores)
- Opportunities for growth (including the potential for consolidation in a market that is still largely fragmented)



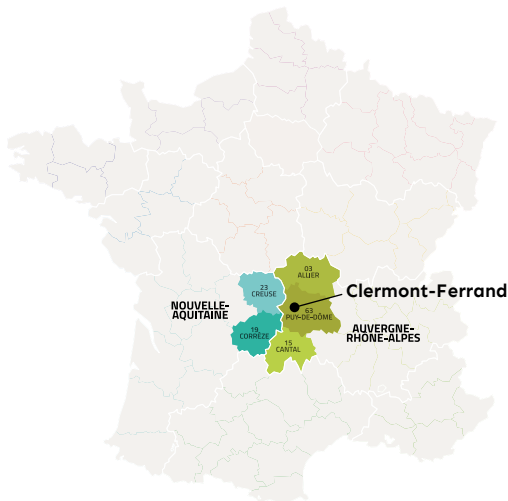
Patrimoine & Commerce highlights



Crédit Agricole Centre France invests in P&C



Cash capital increase restricted to Crédit Agricole Centre France, a regional section of the Crédit Agricole Group



No. 1 bank in its territory, which covers five departments (Allier, Cantal, Corrèze, Creuse and Puy-de-Dôme)

SUMMARY OF THE INVESTMENT

€20m
Invested capital

5.44%
CACF's stake in P&C

€23
Subscription price per share

+15%
Share premium vs stock market price as at April 25th 2024, adjusted for the dividends paid out for FY 2023

Subscription date: 1 August 2024

**Continuing P&C's development
whilst maintaining a solid financial structure**

Continuation of sustained rental activity



33

leases signed



€3.2_m

in gross annual
rent



14

new leases



19

renewals

Occupancy rates on the rise for the past 2½ years, reaching 95.2% as at 30/06/2024 (vs 94.7% as at 31/12/2023 and 94.3% at 31/12/2022)

99.1% recovery rate of rents, charges and taxes

WALT of 4.7 years
(vs 4.9 years as at 31/12/2023)

WALB of 2.2 years
(vs 2.3 years as at 31/12/2023)

Attractive retail tenants



The top 15 retailers account for less than a third of the total of Patrimoine & Commerce rents, distributed evenly across resilient sectors.

BREAKDOWN IN RENTAL INCOME by store type

23% Household goods

20% Personal products

19% Leisure and culture

16% Discount

12% Food

6% Services

4% Beauty and health

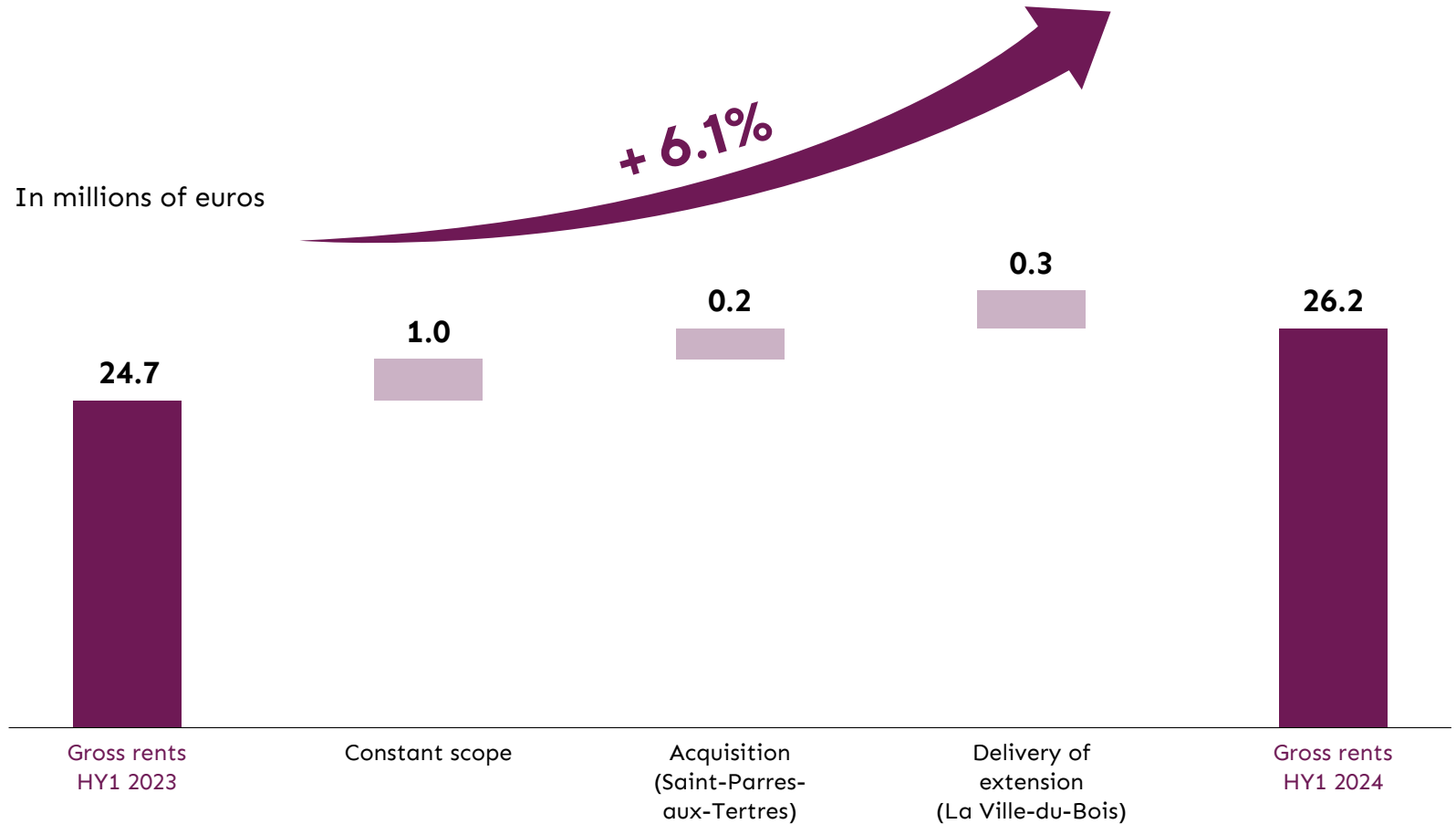
Financials



Simplified P&L as at 30/06/2024

In millions of euros	6 months 30/06/2024	6 months 30/06/2023	Change (as a %)
Gross rents	26.2	24.7	+6.1%
Net rental income	24.2	22.6	+7.2%
Operating expenses and other income	(3.0)	(2.3)	+32.0%
Normative EBITDA	21.2	20.3	+4.4%
Net cost of debt	(5.9)	(5.4)	+10.7%
Current taxes	(0.0)	(0.1)	
Funds from operations (FFO)	15.2	14.8	+2.4%
Change in fair value of properties	1.0	(0.8)	
Change in fair value of financial instruments	(0.5)	(0.3)	
Equity method investees	(0.6)	(1.4)	
Other income and expenses	(0.6)	(0.2)	
Net income	14.4	12.1	+18.8%
Non-controlling interests	0.5	0.7	
Group share of net profit	14.9	12.8	+16.2%

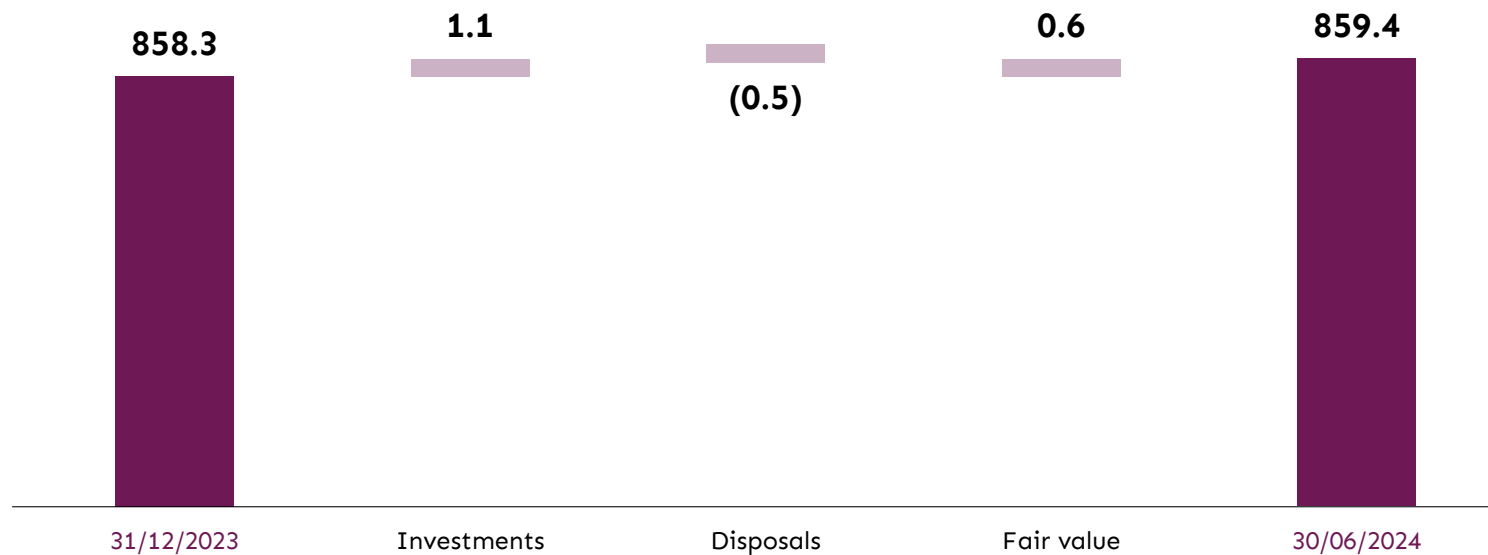
Trend in gross rents



Asset value change

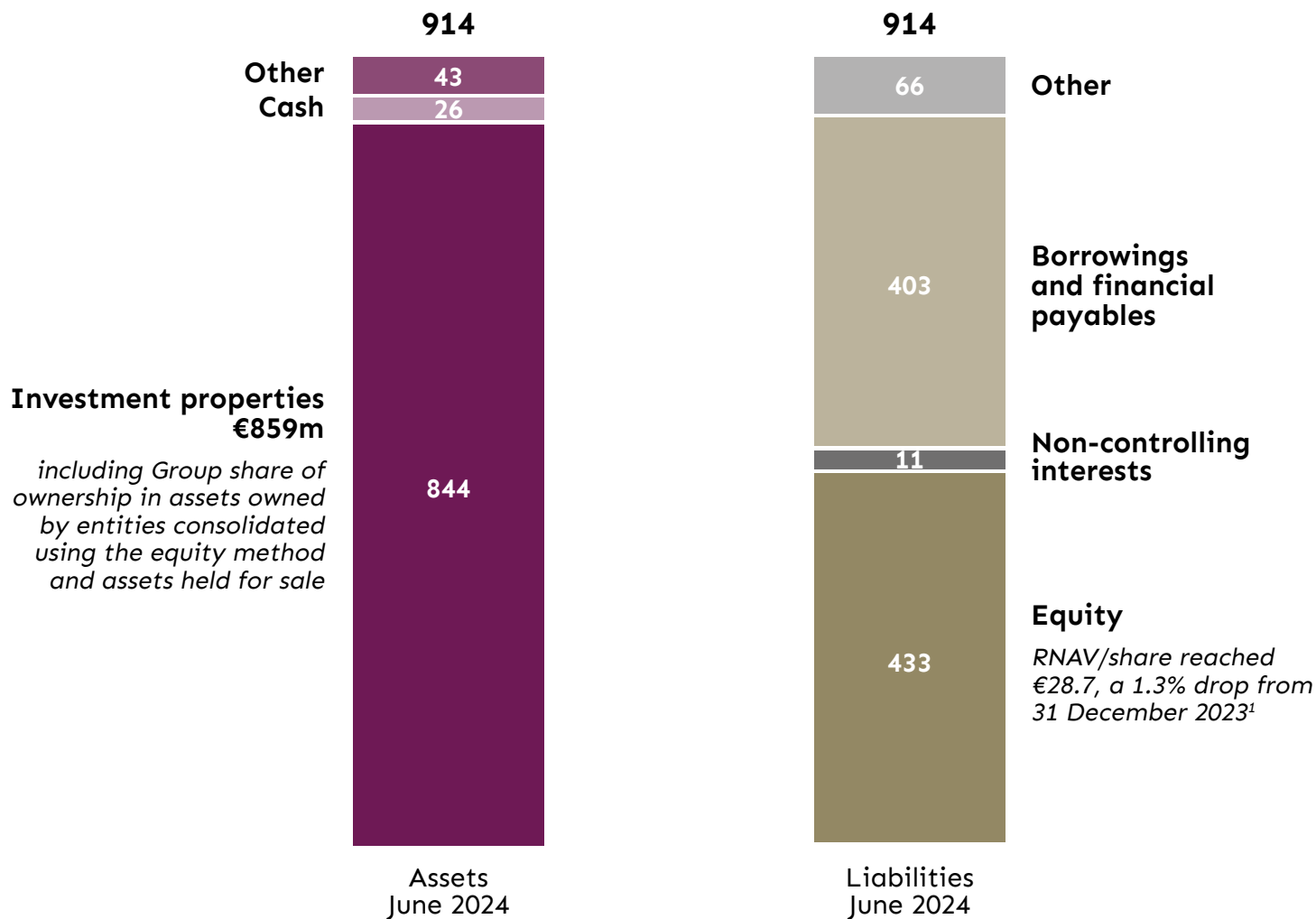
> INVESTMENT PROPERTY¹

In millions of euros



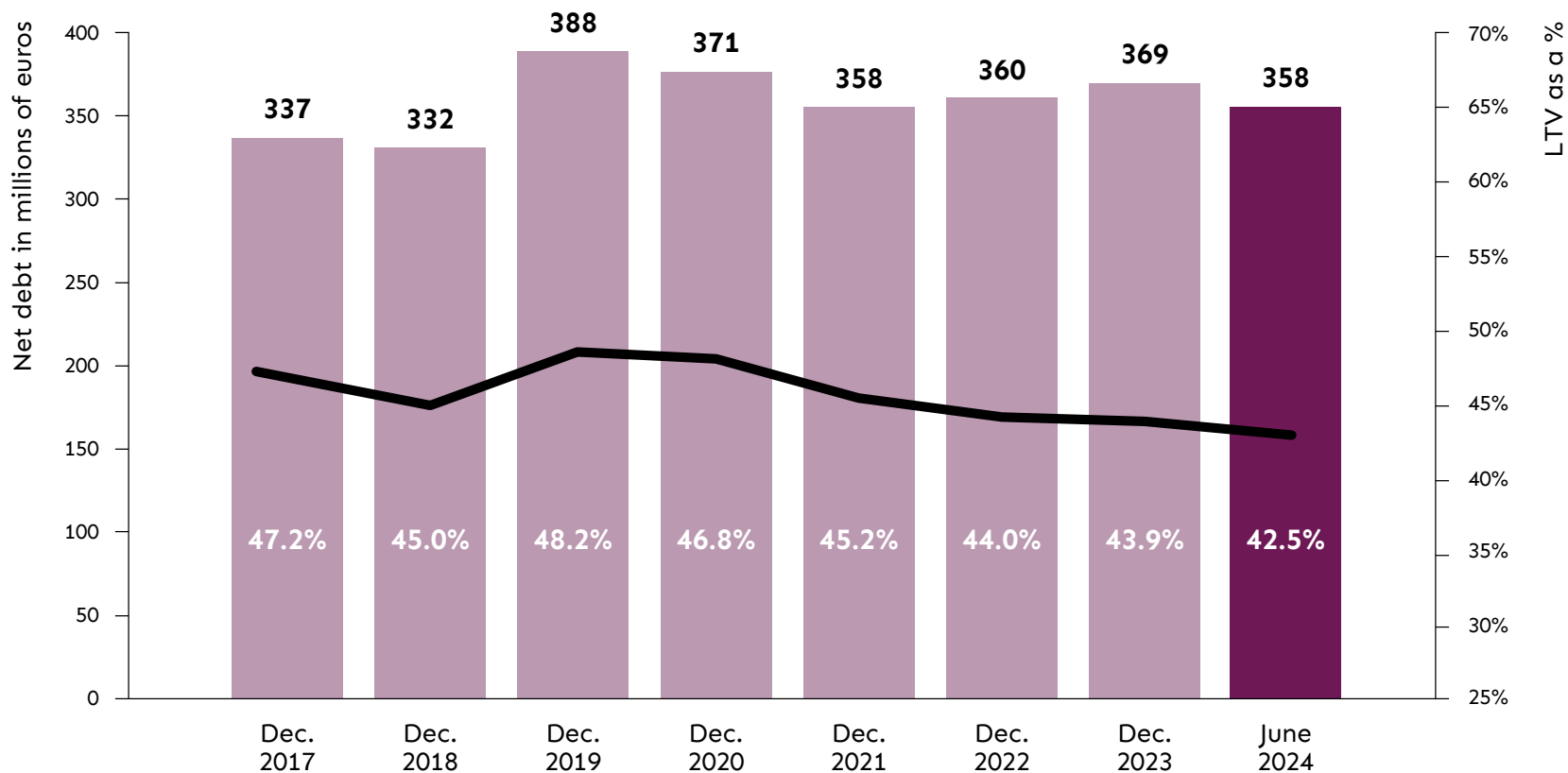
¹ Asset value excluding rights

Solid financial structure

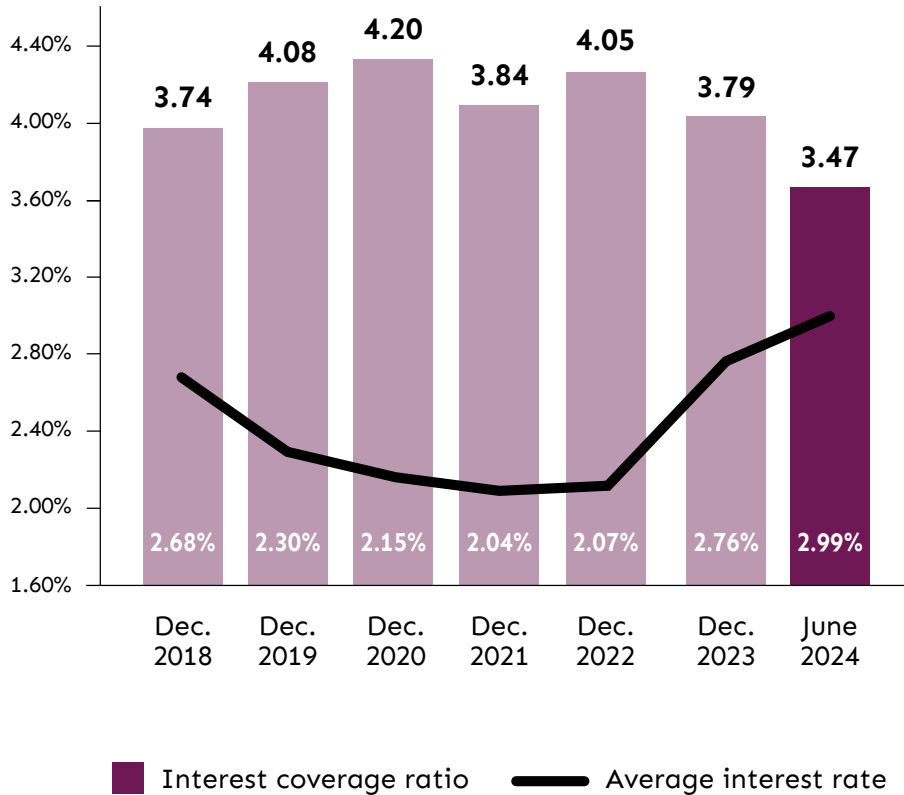


¹ Adjusted for the distribution of dividends, the RNAV would have been €454m (€30.10/share), up 3.4% from 31 December 2023

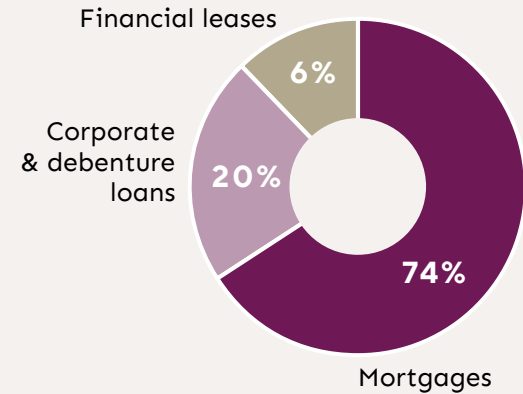
Fall in the LTV ratio




Tightening of financing conditions



Debt structure as at 30 June 2024



 **76%**
Hedged debt

 **4.1 years**
Average debt maturity



Strategy and outlook

Patrimoine & Commerce, a
high-yield real estate company



P&C: France's retail park leader

KEY FIGURES AS AT 30 JUNE 2024

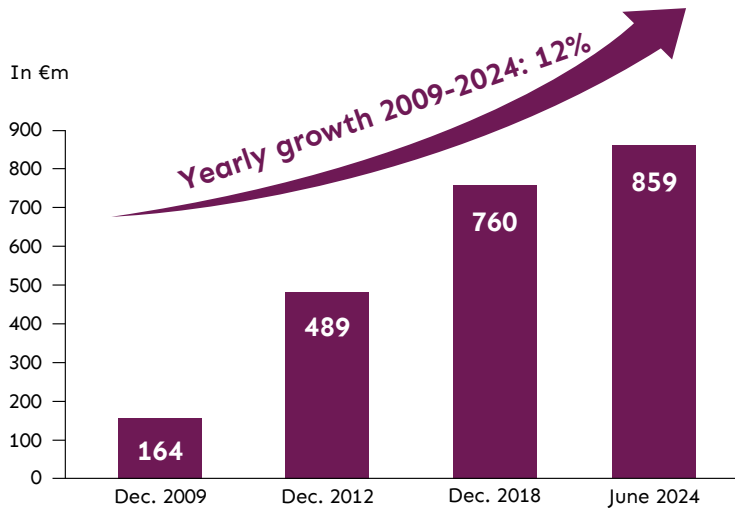
 **75**
assets

 **528,000**
sqm of surface
area

 **859**
million euros
in assets¹

 **6**
regional offices

ASSET VALUE CHANGE



A DENSE NATIONAL NETWORK



69
retail parks

5
shopping malls

1
tertiary buildings



¹ Asset value excluding rights.

Strategic priorities for P&C



Continue expanding our portfolio

Proactive management of the mix (strengthening discount, dining, leisure and food distribution)

Selective acquisition of relevant sites

Opportunities for external growth



Develop and transform existing assets

Seven projects that have received or applied for a building permit covering ~30,000 sqm, representing an investment of €55 million with an average return above 8%

30+ complementary projects already identified, about 10 of which aim to apply for building permits within a year (covering more than 25,000 sqm)



Support the energy transition

Rollout of electric charging stations

Implementation of measures to reduce energy consumption and the selective renovation of assets

Rollout of solar panels (30+ projects currently under consideration or awaiting application for a building permit)

SEPRIC, a property developer that enhances P&C's assets with consideration of sustainability issues

Goal of obtaining project certification to highlight sustainability efforts lead by P&C



EXAMPLE OF SALAISE-SUR-SANNE



Salaise-sur-Sanne, France

- **6,000 sqm** of land area, including **2,200 sqm** of shade structures and **2,000 sqm** of green space
- Building permit authorisation received on 23 May 2024
- Biodiversity Life certification underway
- Delivery planned for November 2024

Charging stations

Committed to promoting green transport

> ROLLOUT OF STATIONS WITH THREE OPERATORS




Zero CapEx / zero OpEx model: payment of a portion of the revenue to P&C in the name of rent for the installed locations


> ROLLOUT PLAN

Cumulated view

- **2024: 23 car parks**
(24% of total)
- **2025: 68 car parks**
(70% of total)
- **2026-2027: 96 car parks**
(100% of total)

 96
Car parks

 ~400
Stations installed

 22-300 kWh
Mix of charging power to meet the different needs of visiting customers (high-power stations at an average of 140 kWh)

 €0.7 m
Expected target rent

 2027
Completion of rollout

Charging stations

Already rolled out to 7 sites, 200+ charging points by year-end 2024

7 INSTALLED SITES

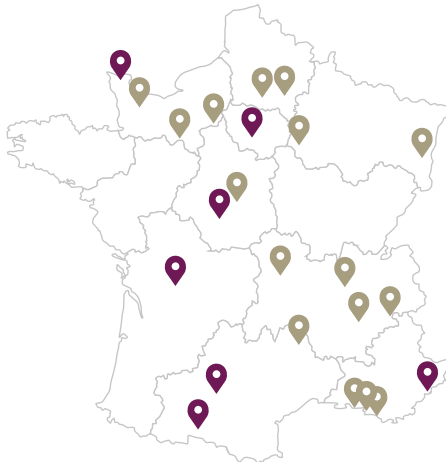
21 stations / 42 charging points

Average power: 125 kWh
300+ vehicles charged in the last 90 days

16 SITES CURRENTLY BEING INSTALLED

81 stations / 162 charging points

Average power: 150-200 kWh



EXAMPLES OF INSTALLED SITES



**ZAC des Perrières
Vineuil,
France**

- 2 charging stations
- 4 charging points (1 at a disabled parking space)
- 150 kWh
- 121 vehicles charged in the last 90 days



**Saint-Gaudens,
France**

- 4 charging stations
- 8 charging points (1 at a disabled parking space)
- 22-150 kWh
- 73 vehicles charged in the last 90 days



Winning strategy of a high-yield real estate company



PATRIMOINE & COMMERCE



Leader in low-cost retail parks in France



Target assets of €1bn



Returns greater than 7%



Loan to value ratio of around 50%



A distribution rate close to 60% of FFO



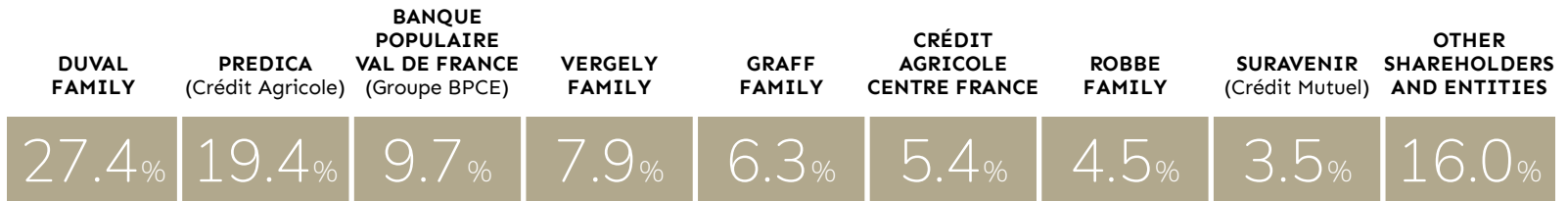


Appendices

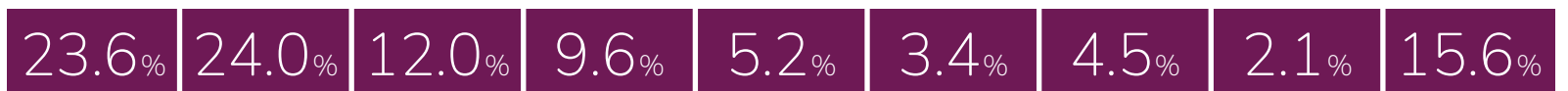


Shareholding structure and voting rights after CACF's investment

Poitiers Porte Sud Retail Park, Poitiers, France



SHAREHOLDING STRUCTURE



VOTING RIGHTS



Thank you!

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