



The leading property company specialising in low cost retail parks

2023 Half-year results

26 JULY 2023



**PATRIMOINE
& COMMERCE**

[patrimoine-commerce.com](https://www.patrimoine-commerce.com)

2023 Key first half figures



528,000

m² de surfaces



24.7

millions d'euros
de loyers¹



855

millions d'euros
de patrimoine²



28.0

euros
d'ANR³



42.9 %

LTV⁴



7.1 %

de taux de
capitalisation⁵

¹ Gross rental income

² Excl. transfer fees (incl. group share of Cherbourg and Studio Prod and assets held for sale)

³ Triple net / share (excluding treasury shares)

⁴ Adjusted for hedging instruments

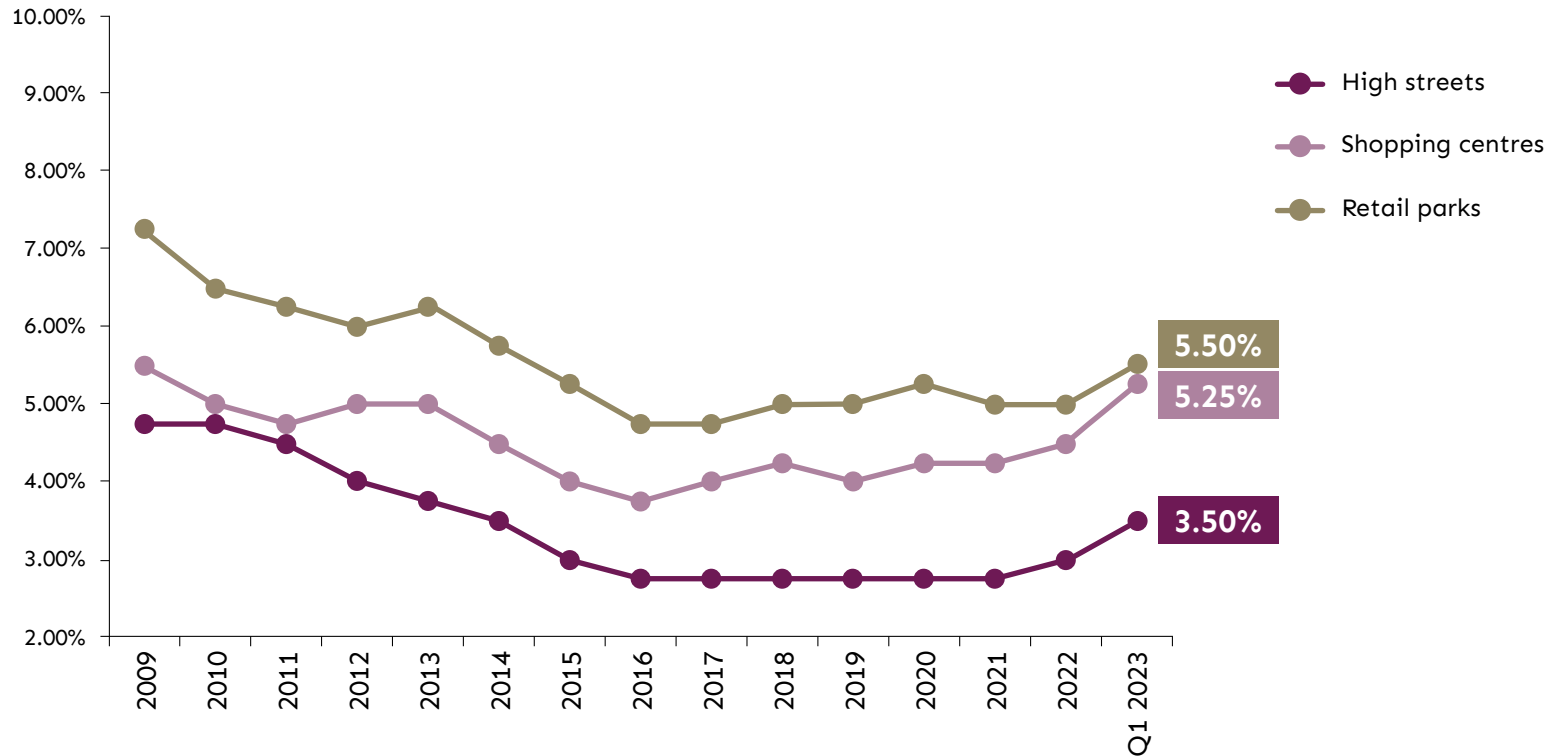
⁵ Annualised rental income + ERV of vacant spaces / value excluding transfer

Market dynamics



The attractiveness of retail parks increasingly strengthened in comparison to shopping centres

➤ PREMIUM RETAIL CAPITALISATION RATE TRENDS



Source: Knight Frank

The appetite for shops continues to grow both in and out of town

Moderate rents have made this asset class a success...

AN ATTRACTIVE ENVIRONMENT FOR RETAILERS



... with the lowest vacancy rate of all the commercial segments

VACANCY RATE



Source: Codata Digest France 2023



The appetite for shops continues to grow both in and out of town

Consumers are looking for low-cost actors in an inflationary context in order to combat the decline in purchasing power.

TOP 3 RETAILERS

that were net creators of new points of sale

+53
points of sale



+50
points of sale



+44
points of sale



	Retailer name	Retail locations (31/12/2022)	Points of sale opened by the retailer in 2022*	Points of sale closed by the retailer in 2022*	Net change in the number of points of sale	Points of sale: Foot of buildings (31/12/2022)	Points of sale: Shopping centres (31/12/2022)	Points of sale: Shopping areas (31/12/2022)
1	BASIC-FIT	365	54	1	53	47	46	272
2	ACTION	594	52	2	50	1	56	537
3	MARIE BLA-CHERE	506	46	2	44	4	23	479
4	MAXI ZOO	271	41	0	41	0	13	258
5	POKAWA	78	36	1	35	58	17	3
6	BURGER KING	375	35	2	33	38	25	312
7	FREE	168	35	3	32	67	100	1
8	KING JOUET	222	33	4	29	3	8	211
9	STUDIO COMME JAIME	40	27	1	26	7	5	28
10	BIOCOOP	426	36	11	25	87	6	333
11	JD	104	30	5	25	16	84	4
12	B&M	102	24	0	24	2	5	95
13	KRYS	646	38	14	24	305	233	108
14	APRIL (PARF.)	58	23	0	23	37	21	0
15	MISTER MENUISERIE	102	25	2	23	0	1	101
16	HUBSIDE. STORE	66	23	1	22	8	57	1
17	CIGUSTO	99	22	1	21	2	96	1
18	MANGEONS FRAIS	110	21	0	21	2	0	108
19	HIGH SOCIETY	77	29	10	19	73	1	3
20	LOCATION ELECLERC	111	24	5	19	1	56	54

The majority of points of sale that opened in 2022 concern out-of-town stores.

*Net change in the number of points of sale

Source: Codata Digest France 2023



Patrimoine & Commerce highlights



Sustained rental activity



16

leases signed in the
1st half-year 2023



€1.4_m

of gross annual
rent



6

new leases



10

renewals

Stable occupancy rate at 94.3%
(vs 94.3% as at 31/12/2022)

WALT of 4.9 years
(vs 5.5 as at 31/12/2022)

WALB of 2.3 years
(vs 2.4 years as at 31/12/2022)

Attractiveness of national brands



The top 15 retailers account for less than 33% of the total of Patrimoine & Commerce rents, distributed evenly across resilient sectors, i.e. 80% in home equipment, discount, leisure and food.

BREAKDOWN IN RENTAL INCOME by store type

22% Household goods

21% Personal products

19% Leisure and culture

14% Discount

10% Food

8% Services

6% Beauty and health

Disposal of 2 non-strategic assets

A retail unit in Salon-de-Provence (13)

A retail asset in Vandœuvre (54)

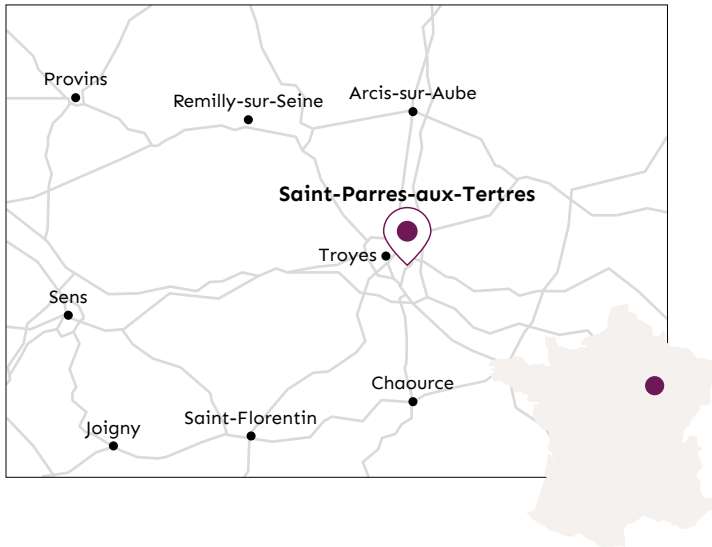
A plot of land in Lempdes (63)





For a total amount of €2.6m¹, in line with expert valuations.



¹ Net selling price

Acquisition of a retail park in Saint-Parres-aux-Tertres



			
Q2 2023	7,500	9.7	7.9%
acquisition	sqm of surface area	million euros	yield rate

- 100% leased
- 10 retail units
- Located in the department's key area, next to the Begreen centre (3,000,000 visitors per year)

Ville-du-Bois

An example of Patrimoine & Commerce's expertise

➤ DELIVERY OF A RESTRUCTURED SHOPPING MALL IN A RETAIL PARK



Restructured area:
8,000 sqm / Total area:
19,500 sqm



Creation
of 4 medium-sized stores
and 1 small shop
and 1 restaurant



Gross rents
expected at €1m



Opening to the public
July 2023

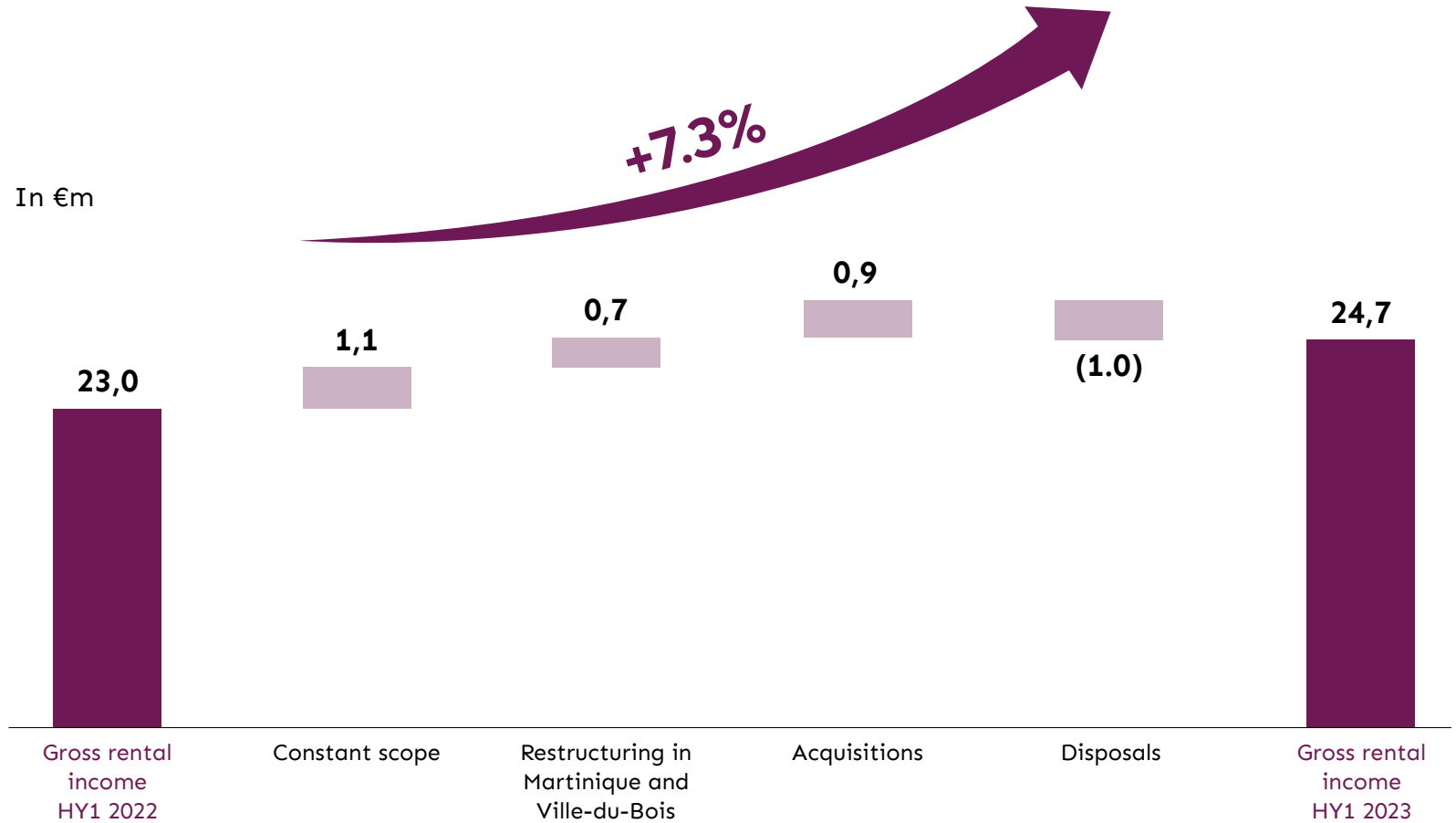
Financials



Simplified P&L as at 30/06/2023

In €m	6 months 30/06/2023	6 months 30/06/2022	Change in %
Gross rental income	24.7	23.0	+7.3%
Net rental income	22.6	21.1	+6.9%
Operating expenses and other income	(2.3)	(2.3)	(2.1%)
Normative EBITDA	20.3	18.8	+8.0%
Net cost of debt	(5.4)	(4.4)	+21.4%
Current taxes	(0.1)	(0.3)	
Funds from operations (FFO)	14.8	14.1	+5.4%
Change in FV of properties	(0.8)	12.3	
Change in FV of financial instruments	(0.3)	1.6	
Equity method investees	(1.4)	0.5	
Other income and expenses	(0.2)	(0.4)	
Net income	12.1	28.1	(56.9%)
Non-controlling interests	0.7	0.3	
Group share of net profit	12.8	28,4	(54.9%)

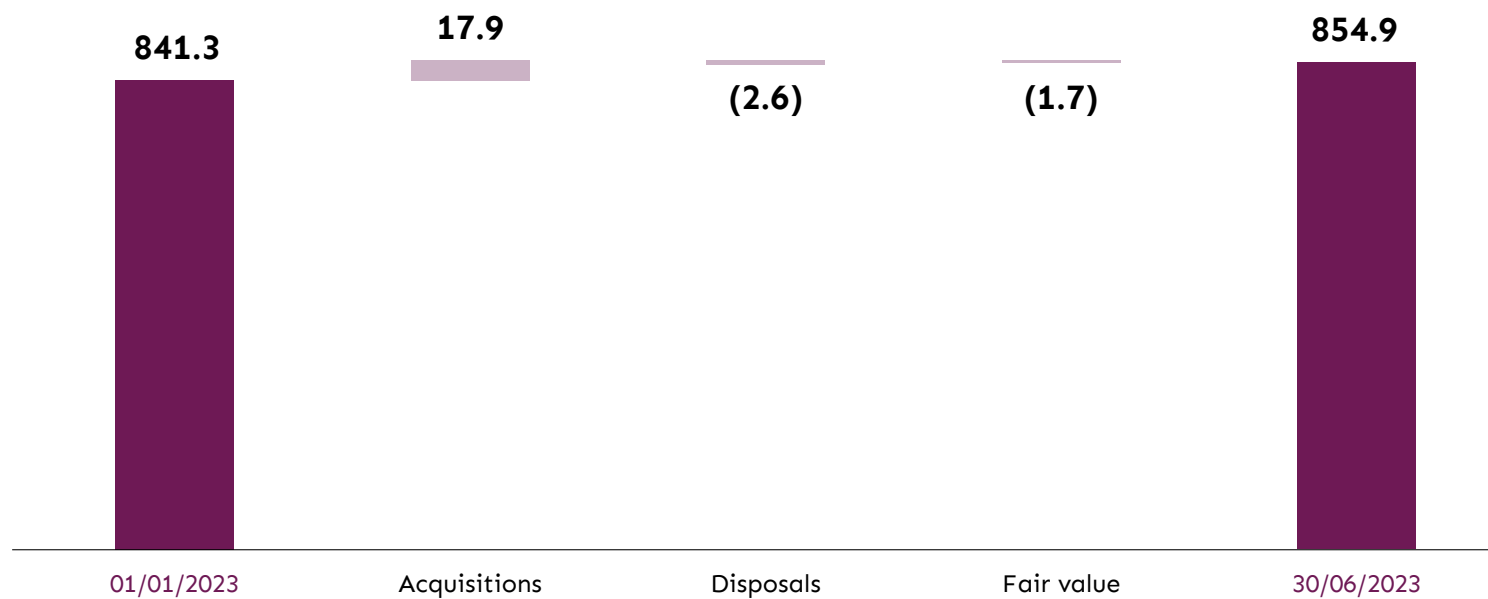
Gross rents trend



Asset value change

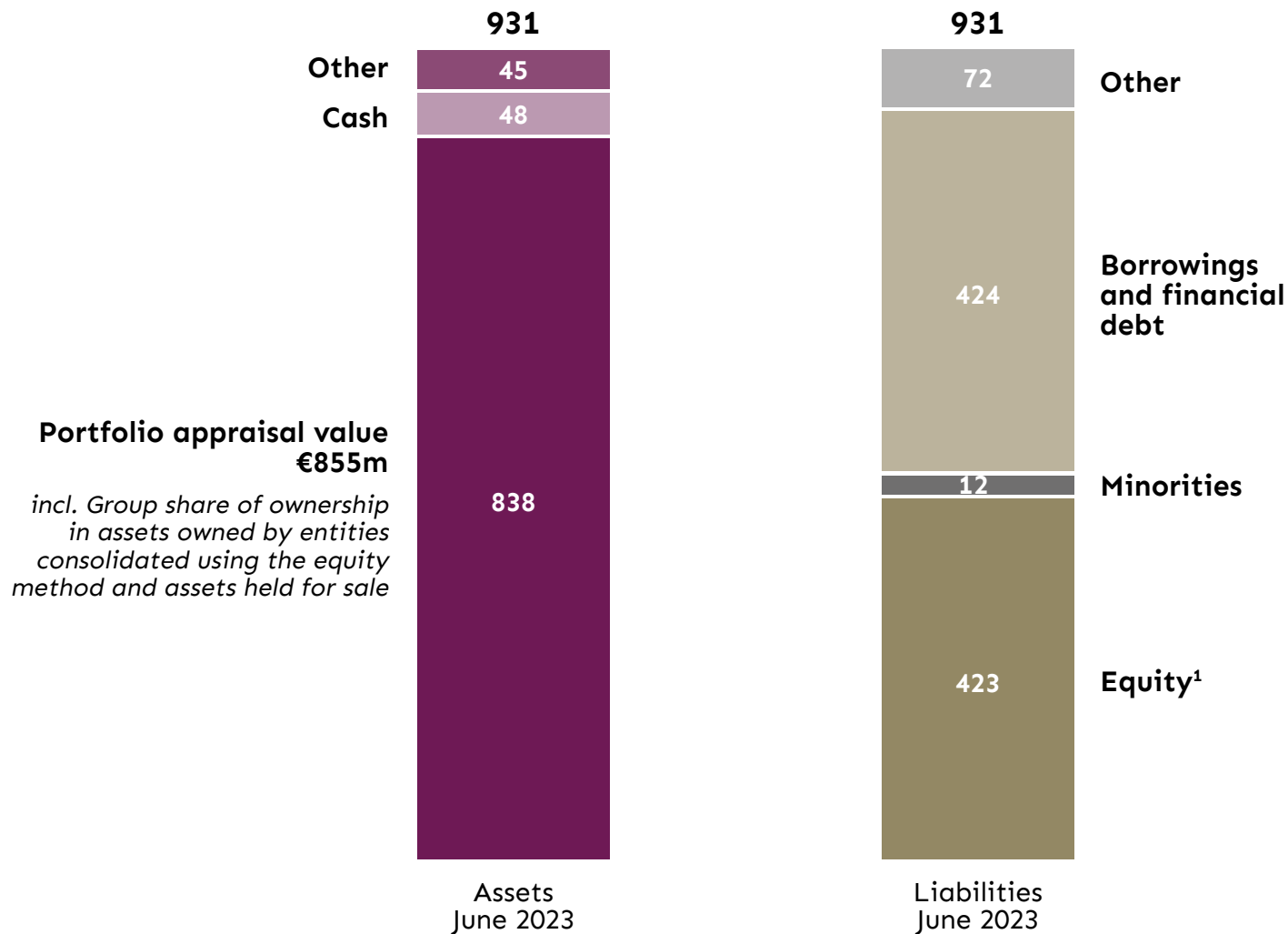
> INVESTMENT PROPERTY¹

In €m



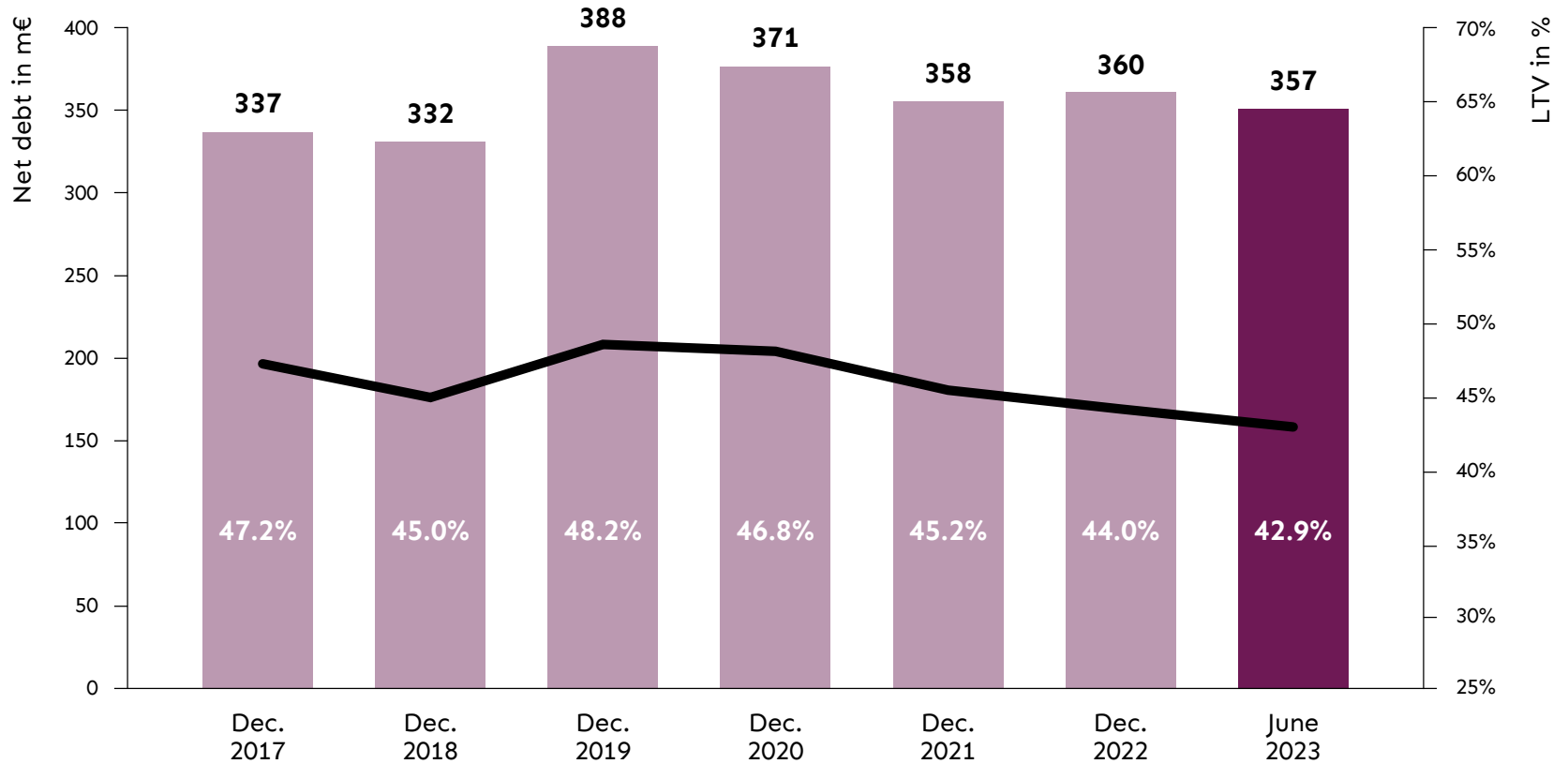
¹ Asset value excluding rights

Solid financial structure

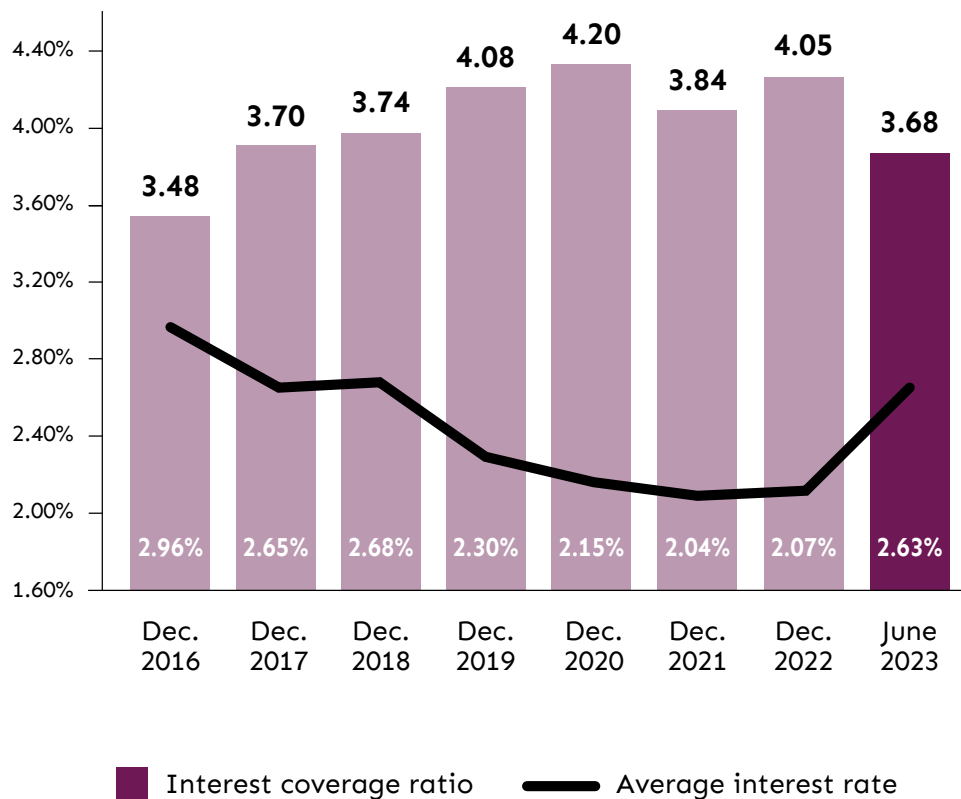


¹ Adjusted for the distribution of dividends, the RNAV would have been €443m (€29.40/share), up 3.1% from 31/12/2022.

Fall in the LTV ratio



Tightening of financing conditions



Debt structure as at 30/06/2023

Debt structure breakdown:

- Mortgages hypothécaires: 73%
- Corporate & debenture loans: 19%
- Financial lease: 8%

78% Hedged de la dette

4.3 years Average maturity de la dette





CSR commitment

Spotlight on EV charging stations



Partnership with the Atlante Group
in April 2023 to deploy fast
charging stations



100 charging stations at
18 Patrimoine & Commerce sites
*(study under way to extend
deployment to other sites)*



Projected calendar for activation
between end of 2023 and mid-2024



Estimated rents
of €160K



Strategy and outlook

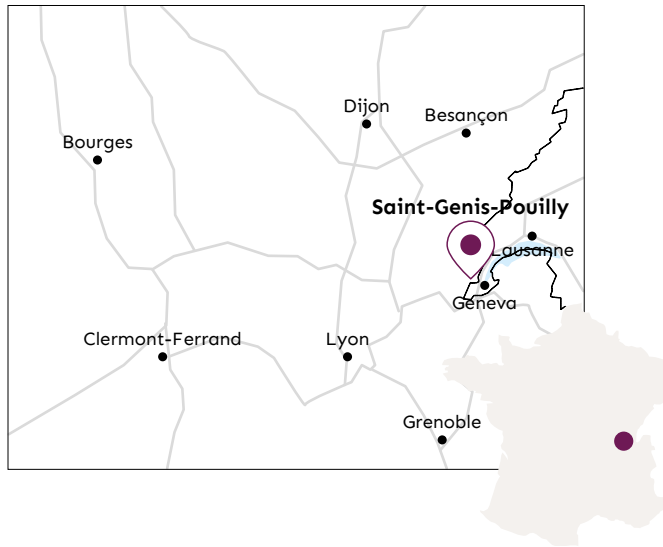
Patrimoine & Commerce,
a high-yield real estate company



Focus on development operations

➤ SAINT-GENIS-POUILLY (01)


- Building permit application submitted on 27 February 2023
- Pre-letting rate of 84% (advanced negotiations)



 7,000
sqm of surface area

 20
million euros
of investment

 8.8%
yield rate

 Provisional delivery
staggered over
2024/2025



Location

- Former multi-activity leisure complex of 19,000 sqm
- 3.7 km from the Swiss border
- 12 km from Geneva's water jet

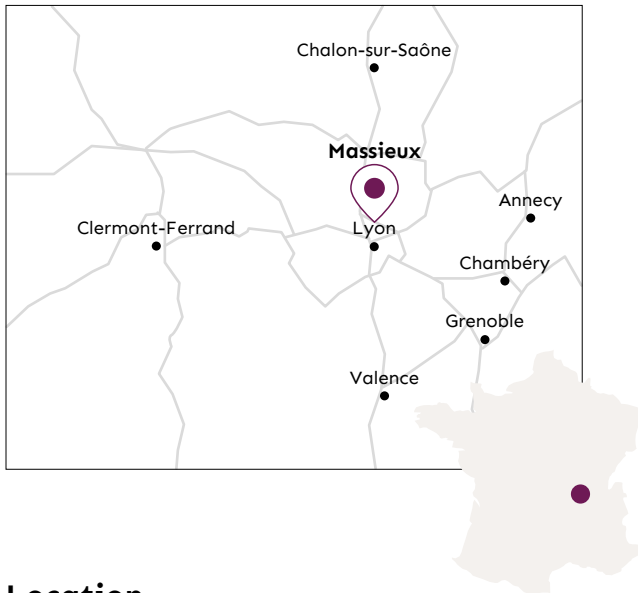
Strategic direction

- Reclamation of a brown field site
- BREEAM certification goal
- Installation of solar panels on the site
- Installation of permeable ground coverings
- Study under way for use of innovative and long-lasting construction materials

Focus on development operations

> MASSIEUX (01)

- Building permit application submitted on 26 January 2023
- Pre-letting rate of 95% (advanced negotiations)



 6,800
sqm of surface area

 12
million euros
of investment

 9.1%
yield rate

 Provisional delivery in
2024/2025



Location

- Former logistics site of 18,500 sqm
- 20 mins Villefranche-sur-Saône
- 35 mins centre Lyon

Strategic direction

- Reclamation of an industrial site
- BREEAM certification goal
- Inclusion of the project in the metropolitan reuse booster
- Installation of solar panels on the site
- Installation of permeable ground coverings

A critical size actor in France

KEY FIGURES AS AT 30/06/2023

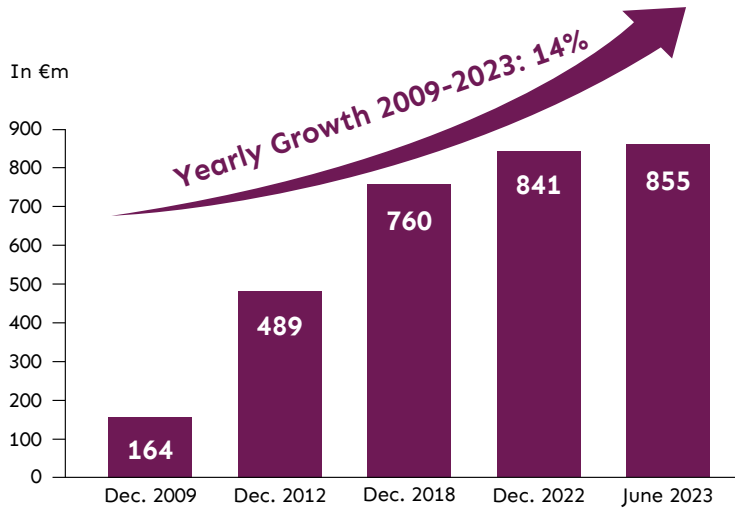
 **76**
assets

 **528,000**
sqm of commercial
space

 **855**
million euros of assets¹

 **6**
regional offices

ASSET VALUE CHANGE



A DENSE NATIONAL NETWORK



69
retail parks

6
shopping malls

1
tertiary buildings



¹ Asset value excluding rights

Winning strategy of a high-yield real estate company



PATRIMOINE & COMMERCE



The leader of low-cost retail parks in France



Target assets of €1bn



Yield greater than 7.0%



Loan to value ratio of around 50%



A distribution rate close to 60% of the FFO





Appendices



Shareholding and voting rights as at 30 June 2023

Poitiers Porte Sud Retail Park, Poitiers (86)



DUVAL FAMILY	PREDICA (Crédit Agricole)	BANQUE POPULAIRE VAL DE FRANCE (BPCE Group)	VERGELY FAMILY	GRAFF FAMILY	ROBBE FAMILY	SURAVENIR (Crédit Mutuel)	OTHER SHAREHOLDERS AND PUBLIC
28.4%	20.2%	10.1%	9.5%	6.6%	4.7%	3.6%	16.8%

SHAREHOLDING

24.0%	24.9%	12.1%	10.7%	5.8%	5.1%	2.2%	15.2%
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VOTING RIGHTS



Governance compliant with the MiddleNext Code



SUPERVISORY BOARD

15 members,

11 independents

Chairman: Louis Victor

REMUNERATION COMMITTEE

1 independent member / 2

AUDIT COMMITTEE

1 independent member / 3

INVESTMENT COMMITTEE

4 independent members / 5

CSR COMMITTEE

4 independent members / 5

NB: Predica (considered non-independent) has two members on the Supervisory Board and one member on each committee

Thank you!

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**PATRIMOINE
& COMMERCE**