Leading Property Developer in France

2019 HALF-YEAR RESULTS

DISCLAIMER

This presentation has been prepared for information purposes only, and is intended to supplement other information published by Altarea Cogedim, which readers are encouraged to refer to. It is not, and must not be interpreted as, a solicitation, recommendation or offer to purchase, sell, exchange or subscribe for Altarea Cogedim securities or financial instruments.

Circulation of this document may be restricted in certain countries by law or regulations. Therefore, readers in possession of this presentation must make their own enquiries and adhere to these restrictions. Within the limits permitted by applicable law, Altarea Cogedim accepts no liability or commitment in the event of failure by any person to obey these restrictions.

This presentation is accompanied by a press release, the business review and the consolidated financial statements, available for download on the Finance page of Altarea Cogedim's site, in both French and English versions.

The cover page illustrates L'Hospitalité project, in Kremlin-Bicêtre (94)

Building the city, a huge market

Consolidated pipeline
Residential, Business Property, Retail

€19.4 billion
of potential value

675 projects

4.5 million m²

Altarea Cogedim, leading property developer in France

2019 half-year results and guidance

Consolidated Revenues: +17%

Strong sale increase in housing Residential

Successes in Business Property and Mixed-use projects

Significant value creation in Retail

2019 FFO: 17.50 – 17.70 €/share

2019 Dividend : 13.00 €/share

pending on the General Assembly approval

2020 FFO : €300 M *(Group share)*

Note : guidance includes IFRS 15 & 16 and IAS 23 impacts as well as the increase in taxes on non-SIIC activities

Existen'Ciel, Villeurbanne - La Soie (69)

Cœur de Ville, Issy-les-Moulineaux (92)

Large mixed-use projects: a step ahead of competitors

Altarea Cogedim : leader in large mixed-use projects

11 ongoing projects
€3.5 bn potential value

Communities formerly located on the outskirts of main urban areas are being transformed into real cities, with all city features

Tender won in 1st semester 2019

Quartier Les Simonettes-Nord
Champigny-sur-Marne
56,000 m²

450 units

12,000 m²

13,500 m²
ow 9.000 m² Cité artisanale

2,500 m²

Mixed-use projects: Bezons, redesigning a town centre in a city which lacks urban centrality

Cœur de Ville – Bezons (95)
100,000 m²

A new neighbourhood with all urban facilities

730 units

1 school group

18,000 m²

4.6 ha of gardens and sport grounds

A sustainable and certificated neighbourhood

NF HQE® HABITAT – Certifié par Cequami

Label Bâtiment Basse Consommation BBC

BREEAM® delivered by bre

Residential in high-demand areas: a shortage of housing deepened by a low supply

Shortage
+
Low interest rates
=
Rise in prices
&
Increased buyers' effort

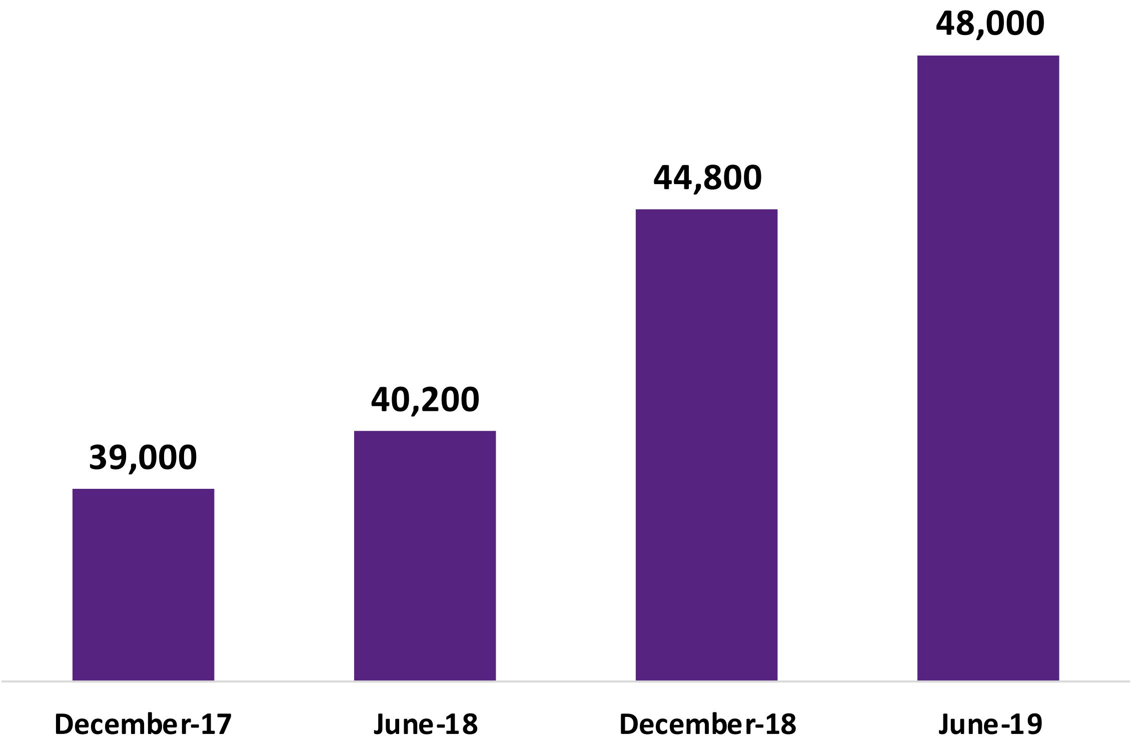
Complexity to deliver projects

Quick sale turnover

Municipal Elections
Increased shortage in the short term & carry-over effect phased-out post 2020

Our investment strategy aims at strengthening the production tool and gain market shares (target of 15,000 units sold per year)

Pipeline *(in units)*



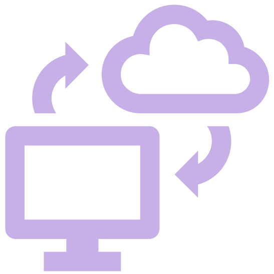
100% in high-demand areas

Increased workforce

+220

net new hires dedicated to operational functions (developers, program managers, vendors)

Advertising & digital e-resa



Mixed-use projects as leverage for development

JOIA MERIDIA

CŒUR DE VILLE

New offer

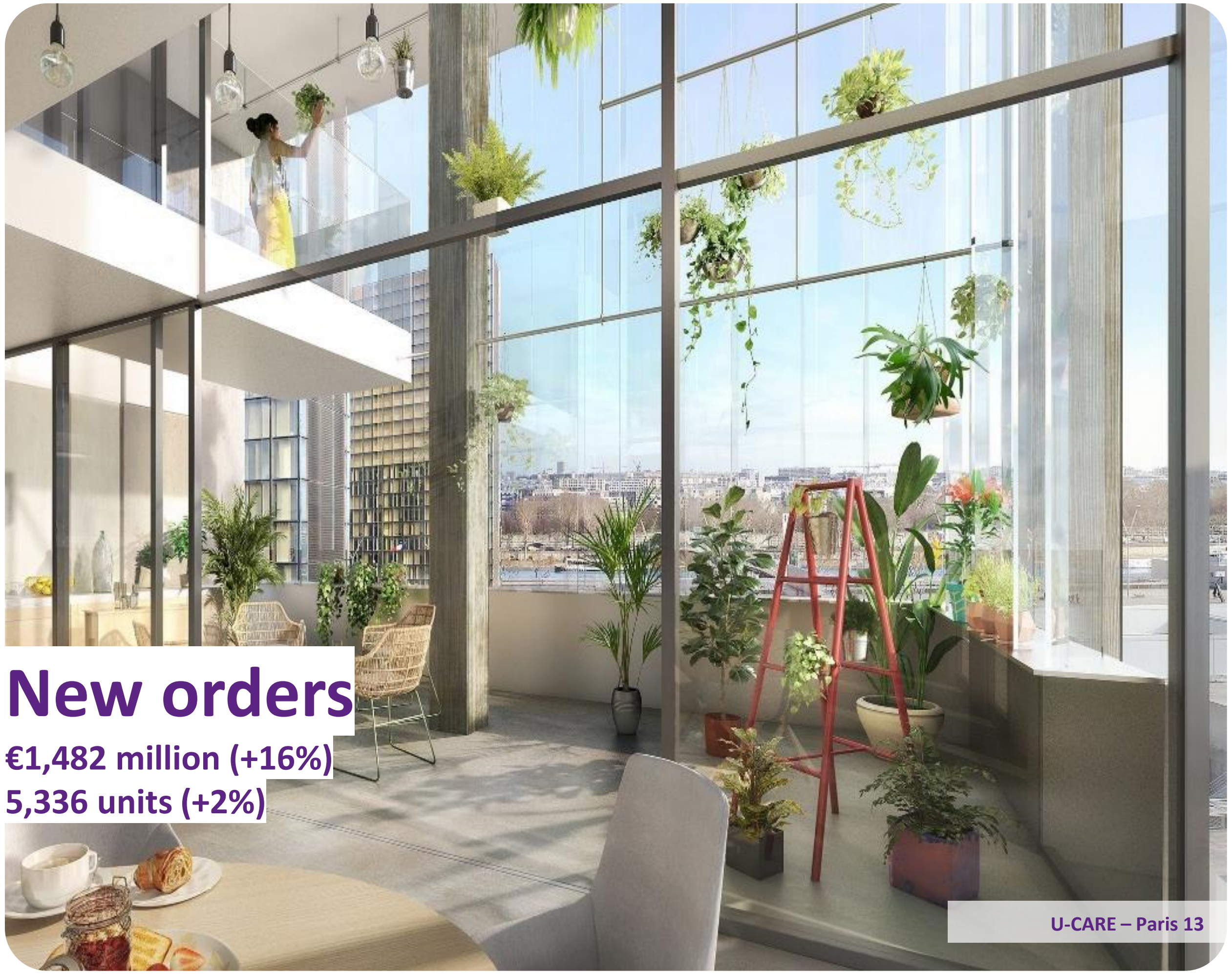
HISTOIRE & PATRIMOINE

Historical buildings

woodeum
L'IMMOBILIER PAR NATURE

Low carbon residential developer

New orders: +16% in value, market share gains
2nd developer in housing (up by one rank since 2018)



New orders
€1,482 million (+16%)
5,336 units (+2%)

U-CARE – Paris 13

Customer-focused approach

Targeted locations

99.9%
in high-demand areas

Paris Greater Area & major regional cities

A comprehensive range

High end / Mid-market / Entry-level housing

Serviced residences

Historical monuments, land & property deficit

A "multi-brand" strategy

Highly dynamic offer

Origination

RESTRUCTURATION OF FORMER IBM CAMPUS – Nice La Gaude
700 units by Cogedim + 250 units renovated by Histoire & Patrimoine

€2,771 m incl. tax (**11,592** units)

+39%

Commercial Launches

ROMAINVILLE LA MANUFACTURE – Paris Métropole 93
Launch of commercialisation – 161 units

€1,995 m (**7,205** units)

+54%

Properties for sale

BORDEAUX BELVEDERE – Bordeaux
1,275 units

€2,531 m incl. tax (**7,783** units)

+20%

Winning iconic competitions

HIGH GARDEN, Rueil-Malmaison (92)
Pitch Promotion – 220 units

CAMPUS DE L'ENFANCE, Bourg-la-Reine (92)
Cogedim – 150 units

REDEVELOPMENT OF THE EMILE AILLAUD "CLOUD TOWERS", Nanterre (92)
Cogedim and Histoire & Patrimoine – 1,000 units

***"Inventons la métropole du Grand Paris"* tenders**
5 projects won / **23** tenders

Exemplary renovation works and change of purpose
of historical buildings

architecture contemporaine remarquable

50% of Woodeum acquisition: a leader in low carbon residential development with a strong expertise in Cross-Laminated Timber (CLT)

ALTHEA – Velizy (78)

Strategic sector

- High ecological performance
- Speedy construction
- Reduction of pollution and waste

→ **Long term** investment **in high-end expertise** and **specialized skills ahead** of **cycle**

High potential player

- Niche expertise
- Broader residential offer
- Presence in major cities and high-demand areas
- Reknowned brand & management

→ **Numerous synergies in terms of skills and offer**

Success story & ambitions

Founded in 2014
2018 revenue: ~€100 million

3,600 units in the pipeline

→ **2,500 to 3,000 units/year in 2023**

Business property: refuelling the pipeline

Property development in Regions

EM LYON BUSINESS SCHOOL – Lyon

4 projects signed

88,600 m²

Investment

CNP ASSURANCES – Paris
Acquisition of the head office for redevelopment

1 major project with CDC

56,200 m²

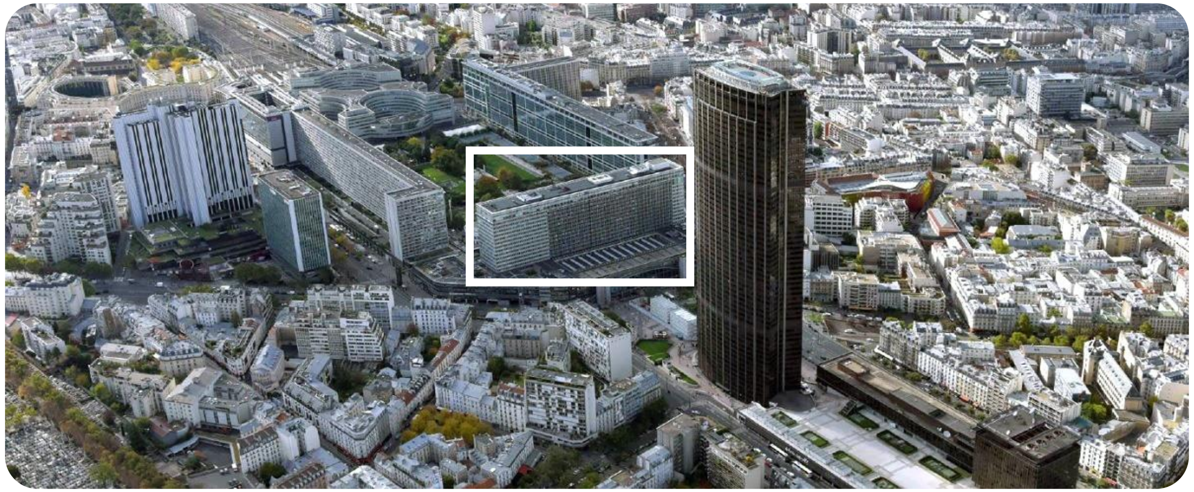
Overall pipeline

CAMPUS ORANGE – Lyon

€5.2 billion potential value (**+19%**)

1,425.600 m² - 62 projects

Maine-Montparnasse: redevelopment of the CNP Assurances head office



An exceptional redevelopment

Urban window on north façade (700 m²)

Balconies on south facade

SERVICES

3,500 m² services centre

In a rapidly modernising neighbourhood

New "Tower" in 2024

"Low carbon" pilot neighbourhood

8,000 m² planted area

Acquisition as a 50/50 joint-venture

GROUPE Caisse desDépôts

ALTAREA COGEDIM

Very strong commercial and operational activity

New orders

ISSY-CŒUR DE VILLE – Issy-les-Moulineaux (92)

€369 m incl. tax

Construction launches

CARRÉS DU GOLF – Aix-en-Provence

4 projects

63,300 m²

Projects under construction

RICHELIEU (ALTAREA COGEDIM) – Paris

29 projects

463,400 m²

Retail : portfolio rotation

The Group acts as a buyer or seller of assets depending on the circumstances

Development

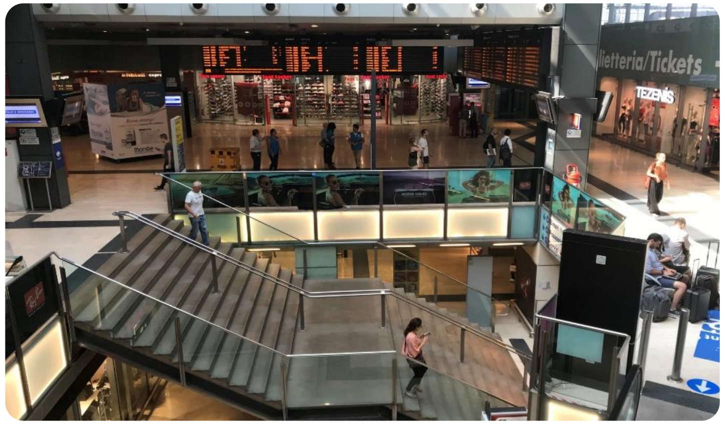
Local convenience stores: COEUR DE VILLE – Issy (92)

€1.8 billion of pipeline

21 projects

of which 9 large mixed-use projects

Acquisitions



PORTA GARIBALDI STATION– Milan

5 Italian stations

70 million passengers in the long run

Disposals

OKABE – Kremlin Bicêtre (94)

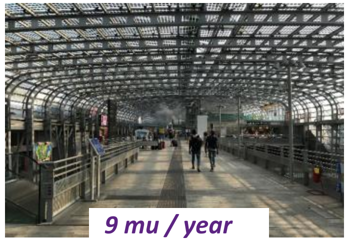
€122 million[1] (3 assets)

> 1.9% above 31/12/18 appraisals

Note (1) : including transfer taxes

Deployment of travel retail expertise in Italy

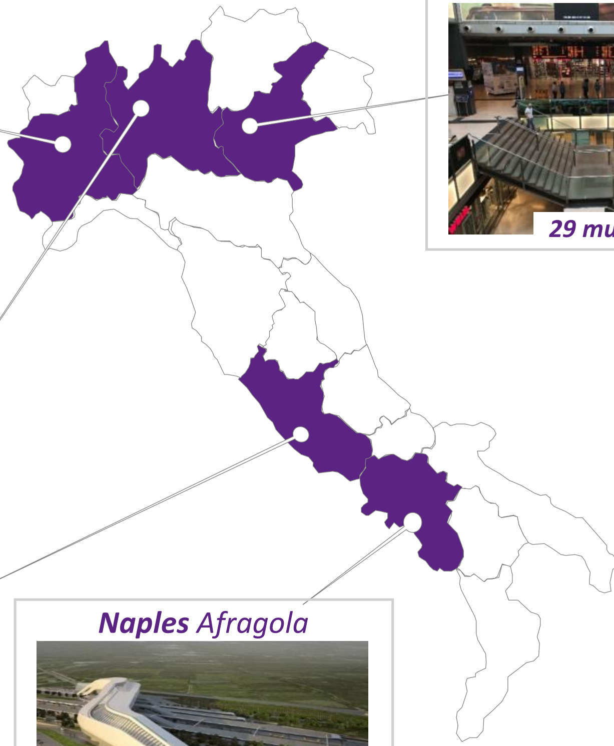
***Turin** Porta Susa*



9 mu / year

***Padua** Centrale*

21 mu / year



***Milan** Porta Garibaldi*

29 mu / year

***Rome** Ostiense*

7 mu / year

***Naples** Afragola*

4 mu / year

70 million
users (mu) / year

Acquisition of 5 Italian stations

Sales and advertising spaces

Long term concession → 2041

Diversification of uses and extension

+13,800 m²

Co-working

Hotels

~65 current shops & restaurants

PARFOIS · TEZENIS underwear · CALZEDONIA · DESPAR · flying tiger copenhagen · Foot Locker

~170 shops & restaurants planned

70 million users in the long run (mu) / year

Portfolio : strong operational performance

Large malls
Trendy places to visit

CAP 3000 – St Laurent du Var (Nice)
Final phase of restructuration & extension

Travel retail
High frequentation by nature

GARE PARIS-MONTPARNASSE
High demand from retail banners

Retail parks
An effective price/product ratio

FAMILY VILLAGE – Limoges

€4.8 bn (incl. taxes)
40 assets

€3.2 bn (group share)

€92.6 m
H1 net rents

+12.5% and +2.7% in like for like basis

+2.9%
Tenants' revenues

1.3%
Vacancy rate

1.6%
Bad debts

Retail : strong value creation

Disposals' added-value

+1.9%
vs. appraisals
+€5,8 m

Development

Montparnasse station & Cap 3000 Sud
+€81,8 m

Portfolio appraisals

-0.5%
like-for-like
€(16,0)m

€71.6 M value creation (Group share)

02/ FINANCIAL PERFORMANCE

Joia Meridia, Nice

2019 half-year key results

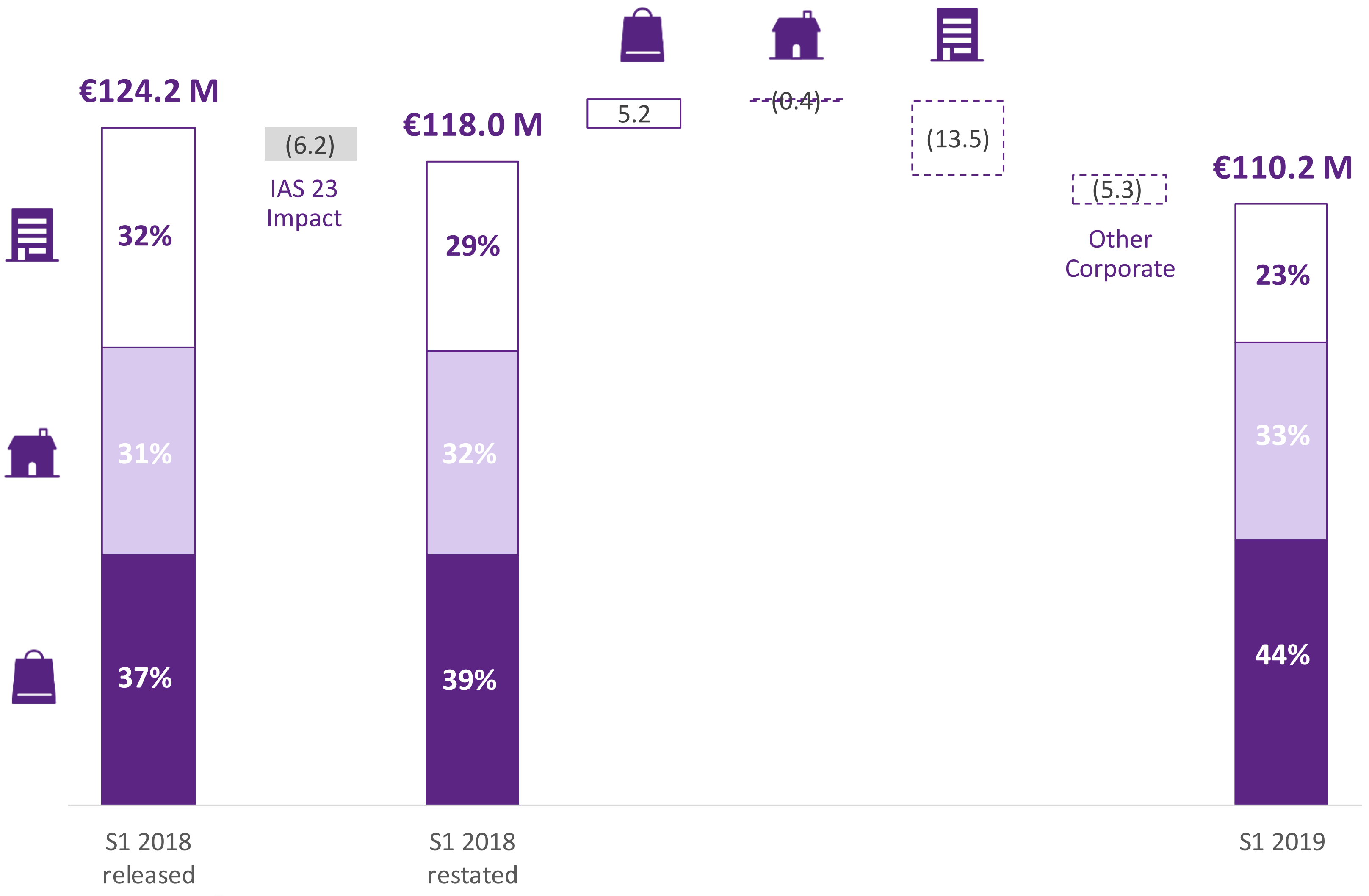
Consolidated Revenues
€1,279 M
+16.8%

FFO
€110.2 M
-6.6%
6.87
€/share
-7.0%
like for like basis

LTV
34.1
%
-80 bps

Diluted going concern NAV
€2,774 M
+3.5%
excl. dividend
166.5
€/share
+3.6%
excl. dividend

FFO group share: €110.2 M (-6.6% vs. S1 2018 restated, -11.3% vs. S1 2018 released)

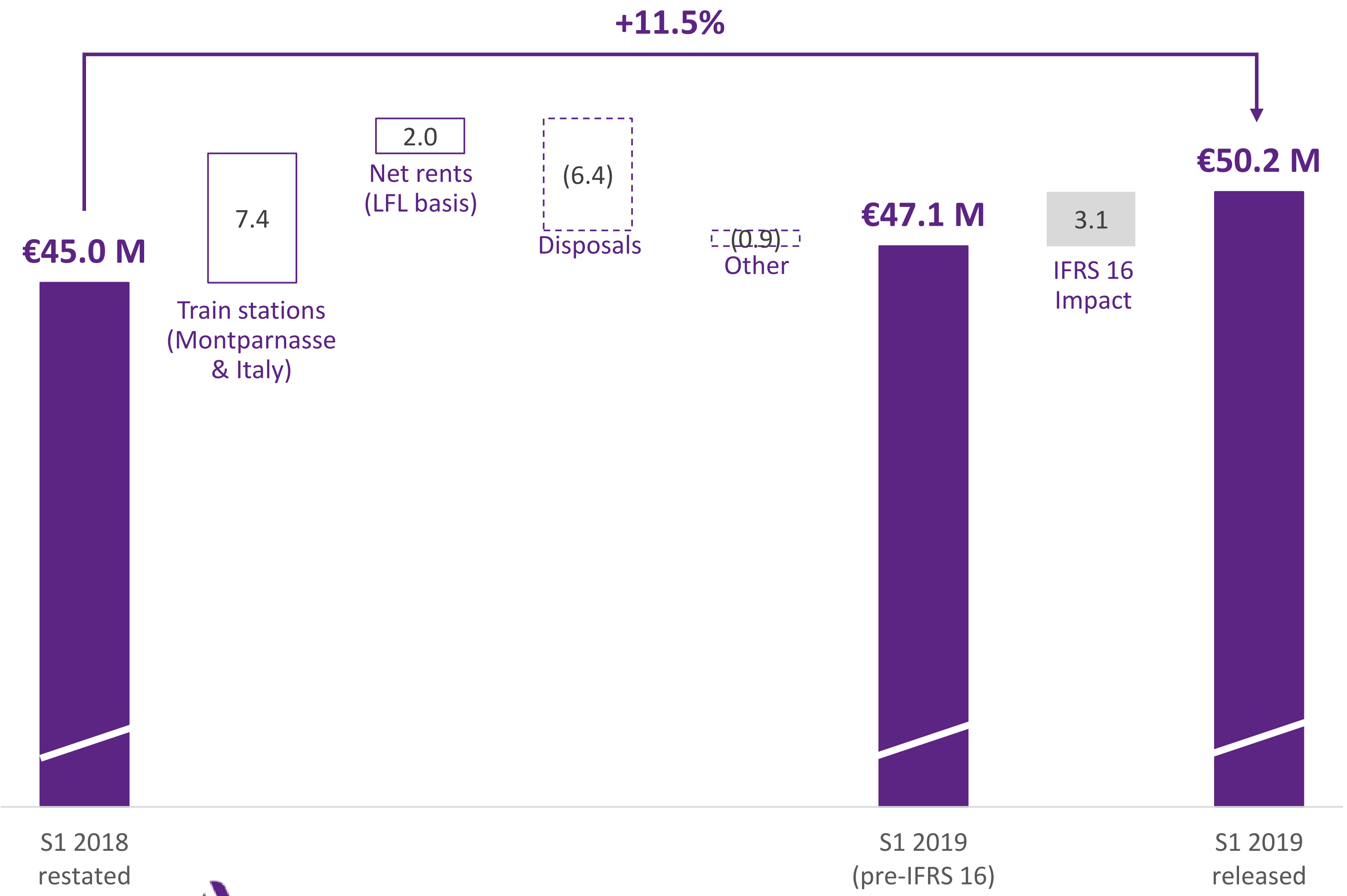


Retail : Strong performance

Residential : high seasonality effect

Business Property : perimeter effect (promote)

Retail FFO: €50.2 M up by +11.5%

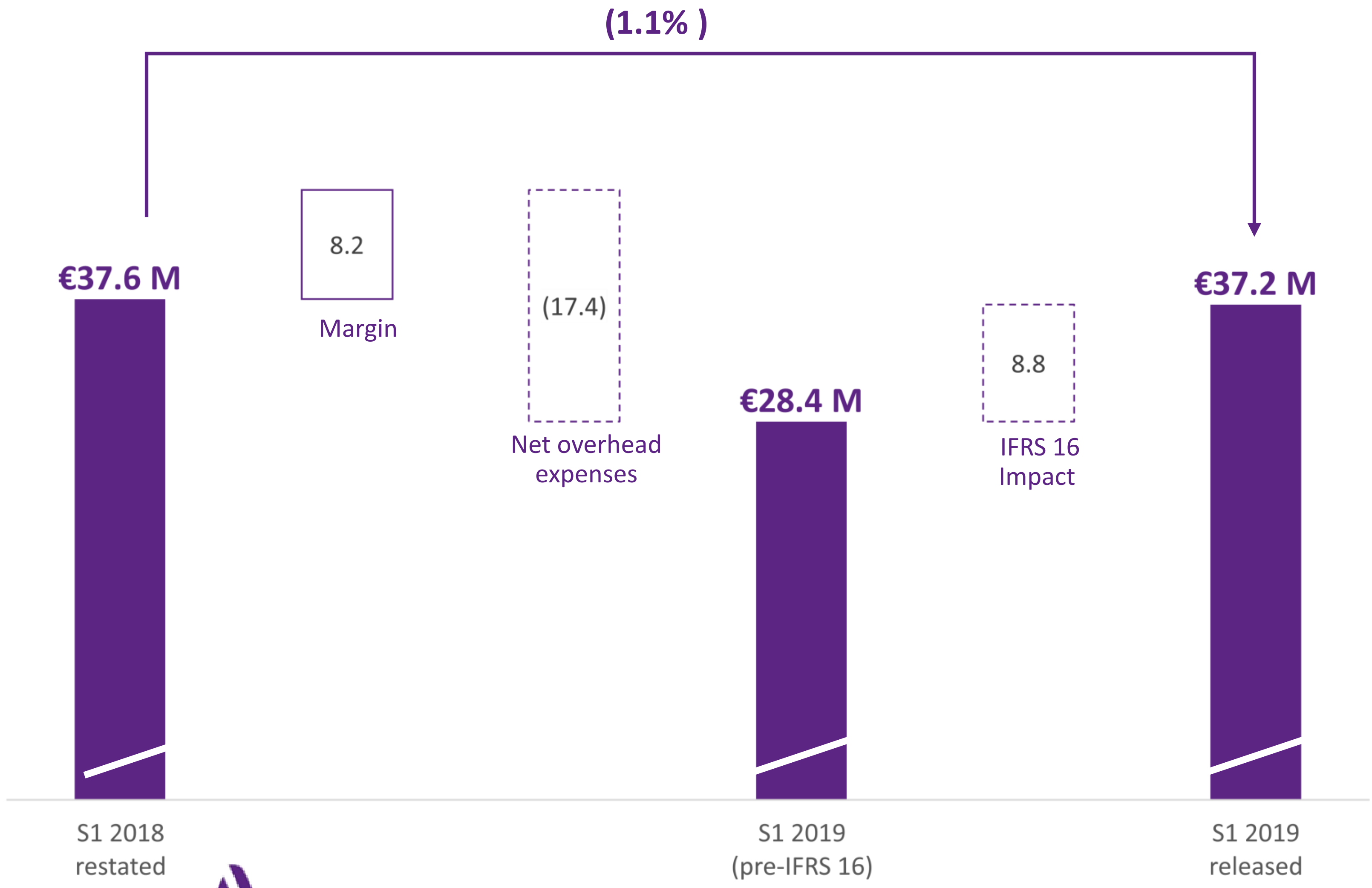


Increased emphasis on travel retail
Phase 1 Gare-Montparnasse
Italian train stations

Increase in net rents
+2.7% in a like for like basis
High occupancy rate
Managed costs and expenses

Disposals
Semmaris
Small commercial galleries disposals in 2018

Residential FFO : €37.2 M, in slight decrease (-1.1%)



Increased investments in high-demand areas

New hires

Commercial and digital investments

Intensified seasonality effect

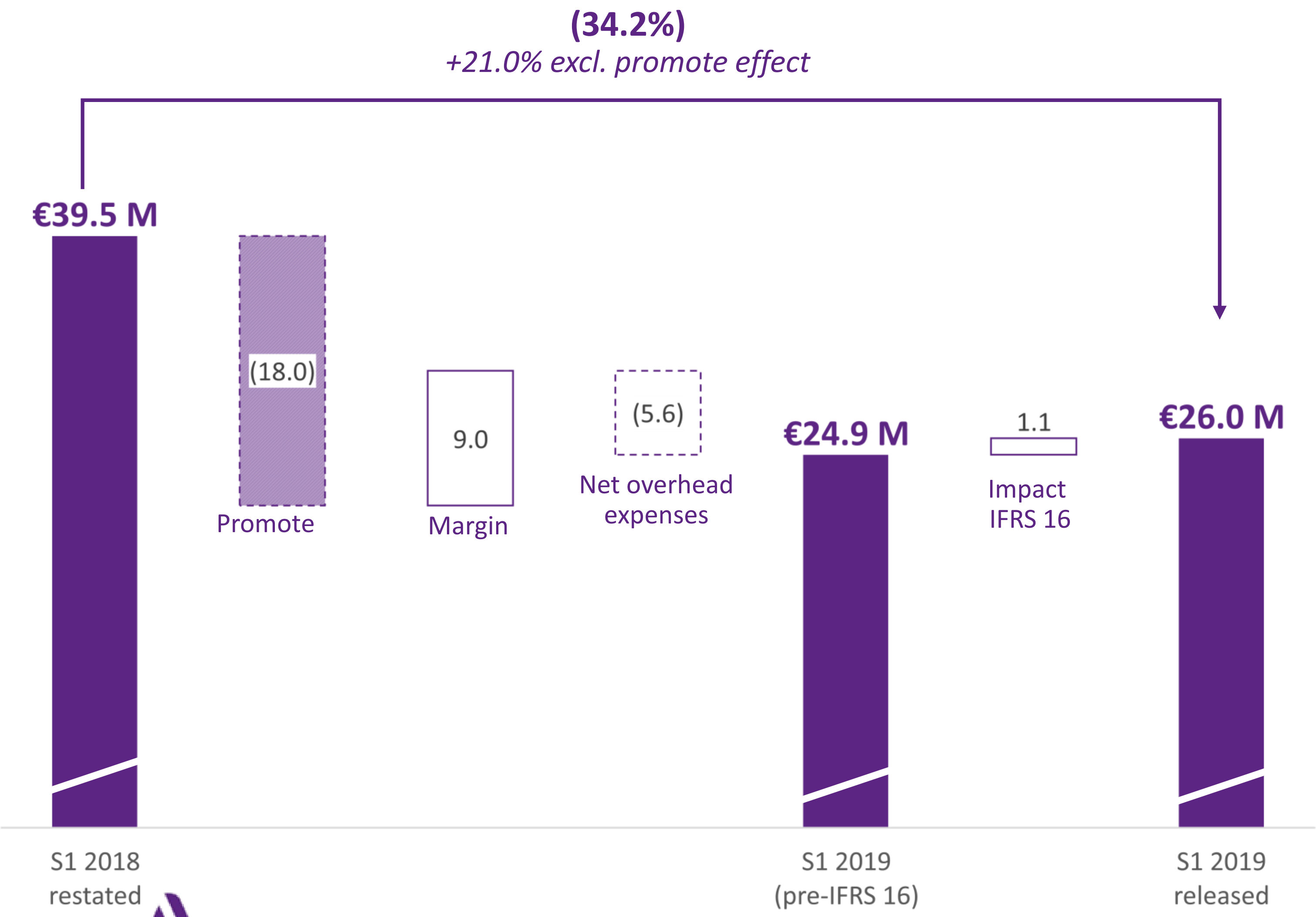
Schedule of land acquisition in S2

Delivery of large operations

Agreements with social landlords

Work progress

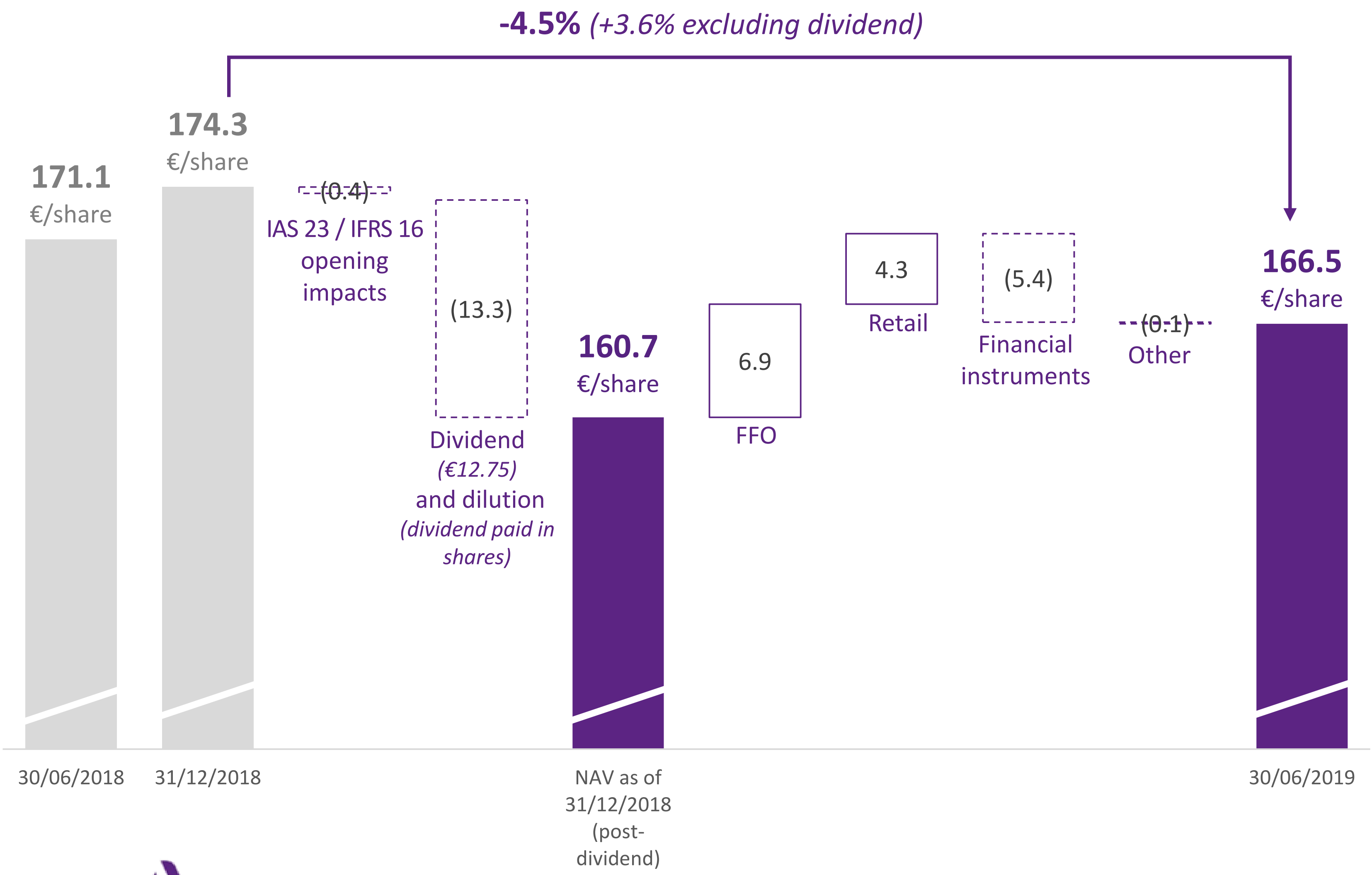
Business property FFO : €26.6 M, down by 34% (+21,0% excl. promote effect)



2018 perimeter effect
Altafund performance fees
(non-recurring promote)

Main operations contribute to margin increase
(CPI Bridge & Richelieu)

Diluted going-concern NAV: €2,774 M, i.e. 166.5 €/share (+3.6% post dividend)

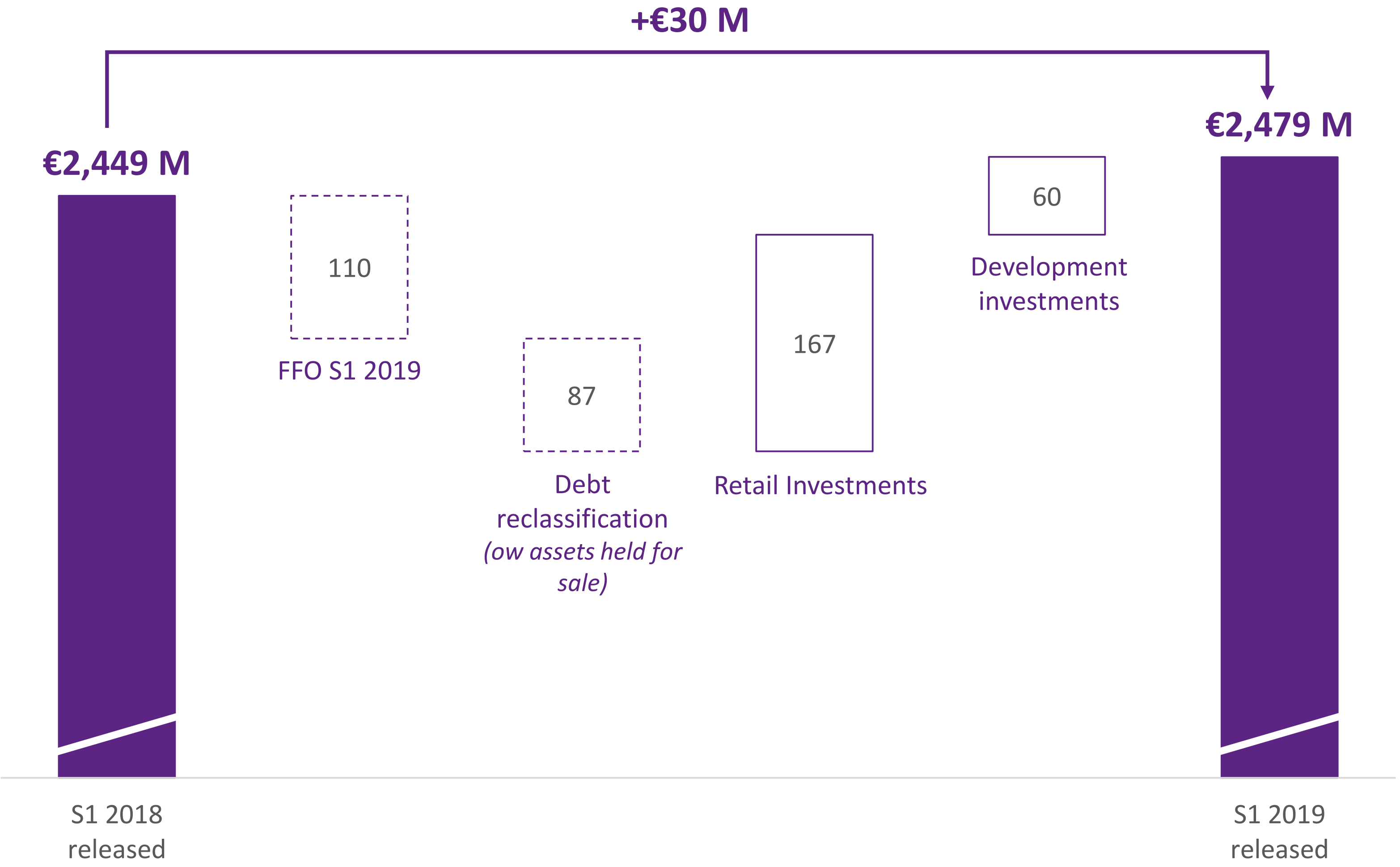


Value creation in Retail

Financial instruments
Impact of decrease in interest rates

EPRA NAV
(excl. financial instruments):
167.8 €/share
+6.9% *excluding dividend*

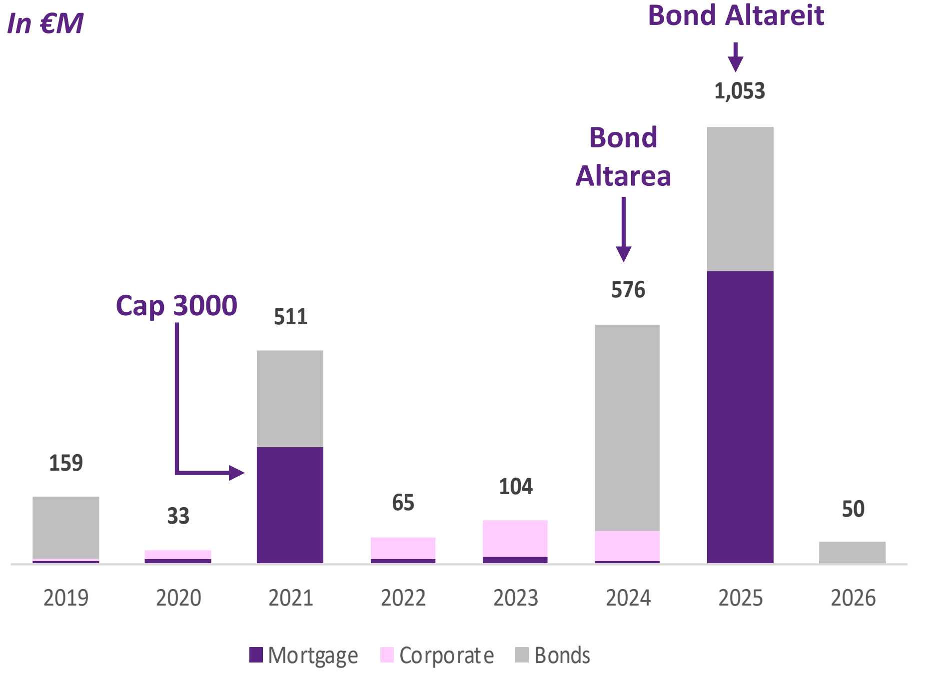
Net debt: remains at a steady €2,479 M



Retail investments
Capex (Montparnasse station, Cap 3000)
Acquisition of Italian train stations

Development investments
Acquisition of Severini
Business property equity
Development Net Working Capital

High investment grade credit profil



Success of dividend paid in shares
+€93.8 M in equity

Financial ratings confirmed by S&P Global

BBB / stable

LTV : 34.1% *(-80 bps)*
ICR : 5.9x

Duration :
4 years 7 months

Average cost:
2.06% *(+12 bps)*

Guidance 2019 and 2020

2019 FFO: 17.50 – 17.70 €/share

2019 Dividend : 13.00 €/share

pending on the General Assembly approval

2020 FFO : €300 M *(Group share)*

Note : guidance includes IFRS 15 & 16 and IAS 23 impacts as well as the increase in taxes on non-SIIC activities

Leading Property Developer in France

Glossary 1/2

- **Average cost of debt**: Average cost including related fees (commitment fees, CNU…).
- **Bad debt ratio / doubtful debtors**: Net amount of allocations to and reversals of provisions for bad debt plus any write-offs during the period as a percentage of total rent and expenses charged to tenants, at 100%. France and International.
- **Business Property:** New orders at 100%, with the exception of projects under joint control (equity-accounted) for which new orders are in Group share.
- **Cash available:** Cash and cash equivalents + undrawn revolving credit lines - commercial paper
- **Customer Service of the Year:** The "Elu service client de l'année" (Customer Service of the Year) award, which was created in 2007 by Viséo Customer Insight, uses mystery shoppers to annually test the quality of French companies' customer service in 42 different economic sectors. It is the benchmark ranking for customer relationships in France. Property developers were included for the second year.
- **Development backlog (Residential and Business Property):** *Residential*: Revenues (excl. tax) from notarised sales to be recognised on a percentage-of-completion basis and individual and block reservations to be notarised. *Offices*: notarised sales (excl. tax), not yet recognised on a percentage-of-completion basis, new orders (excl. tax), not yet notarised (signed property development contracts), and fees to be received from third parties on signed contracts.
- **FFO (Funds from operations) or recurring net result**: Net result excluding changes in value, calculated expenses, transaction fees and changes in deferred tax. Group share.
- **FFO restated :** FFO restated by the IAS 23 clarification.
- **Financial vacancy:** Estimated rental value (ERV) of vacant units as a percentage of total estimated rental value. France and International. Excluding property being redeveloped.
- **Gateway cities:** The Group operates in 12 regional gateway cities: Grand Paris, Métropole Nice Côte d'Azur, Marseille-Aix-Toulon, Toulouse Métropole, Grand Lyon, Grenoble-Annecy, Nantes Métropole, Bordeaux Métropole, Eurométropole de Strasbourg, Métropole européenne de Lille, Montpellier Méditerranée Métropole, Rennes Métropole.
- **Going concern Net Asset Value (NAV):** market value of equity with a view to continuing the business taking into account the potential dilution from its status as an SCA (partnership limited by shares). NAV = Going concern NAV unless otherwise specified.
- **GRESB:** The Global Real Estate Sustainability Benchmark, a leading international ranking, annually assesses the CSR performance of real estate companies around the world. In 2018 it assessed 874 companies and funds, 37 of which were listed retail companies.

Glossary 2/2

- **ICR (Interest Coverage Ratio):** Operating income / Net borrowing costs. (FFO column).
- **IAS 23 :** this standard consists of directly entering the financial expenses on development projects, previously in inventory, under charges.
- **IFRS 16 :** on the balance sheet, this standard leads to the recognition of an intangible asset corresponding to the value of the right of use of the leased asset, over the firm duration of the contract. As a balancing entry, a rental obligation is entered on the liabilities side under the heading "Borrowings and financial liabilities". On the income statement, rents from rental contracts (previously entered under operating charges) are replaced by, on the one hand, allocations to amortisation of the right to use, and on the other by notional financial expenses relating to the rental obligation (financial amortisation of the rental obligation).
- **Large mixed-use projects**: Complex real estate programmes, offering a mix of Residential, Retail and Office, and includes public and leisure facilities (hotel resorts, cultural and sports venues…).
- **LTV (Loan-to-value):** Net bond and bank debt/Restated value of assets including transfer duties.
- **Net rental income**: The Group now communicates net rental income including the contribution to the marketing fund, the rebilling of work and investments as lessor.
- **New Orders** – **Residential**: New Orders at 100%, with the exception of jointly controlled operations (New Orders In Group share). In Euros incl. VAT.
- **Operating income**: Recurring operating cash flow (FFO column in the consolidated P&L account).
- **Pipeline (in surface area):** Retail: retail area created. Business property: floor area. Residential: surface area (properties for sale and portfolio).
- **Pipeline (in potential value):** Estimated market value at delivery date. Retail – creations / extensions: potential market value (incl. transfer taxes) of projects on delivery at 100% (net rental income capitalised at market rates) – Retail component – large mixed-use projects: revenue (excl. tax) or potential value (incl. transfer taxes) of projects on delivery. Residential: property for sale and portfolio (incl. taxes). Business Property: potential market value excluding transfer duties on the date of disposal for investment projects (at 100%), amount (excl. tax) of off-plan sale/PDA contracts signed or estimated for the other development programmes (at 100%, or Group share for jointly owned projects), and delegated project management fees capitalised.
- **Residential Supply:** Sale agreements for land signed and valued as potential residential orders (incl. taxes).
- **Tenant sales**: Change in merchant sales on a same-site basis at 31 May 2019 (12-months rolling).