



2023 FULL-YEAR RESULTS

February 15, 2024

MERCIALYS

Preliminary remarks



THE 2023 FULL-YEAR

consolidated financial statements were approved by the Board of Directors on February 14, 2024



THE AUDIT PROCEDURES

have been completed by the statutory auditors. The audit certification report is underway



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01

EARNINGS OUTPERFORMANCE & high returns for shareholders

MERCIALYS

Merrialys outperformed its 2023 earnings target



€1.17 net recurrent earnings (NRE) per share up **+3.3%** vs. 2022, above the **+2%** target



Restated in 2022 and 2023 for exceptional items related to the health crisis period, NRE per share would be up **+11.0%** in 2023

INCREASE IN 2023 MERCIALYS RETAILERS' SALES

> **+2.2%**

SUSTAINED ORGANIC GROWTH

> **+4.1%**

HIGH OCCUPANCY LEVEL

> **97.1%** flat vs. 2022
(**+40 bp** vs H1 2023)

STRONG CREDIT METRICS

> LTV ex.TT **38.9%**, ICR **5.1x**

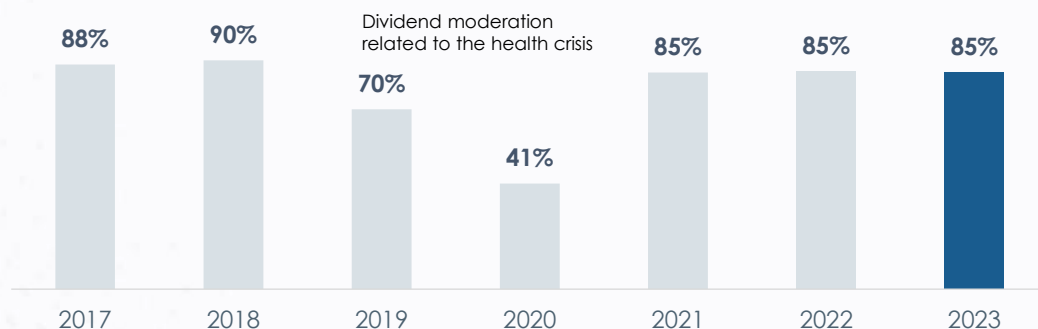


The dividend yield remains central to Mercialys' business model

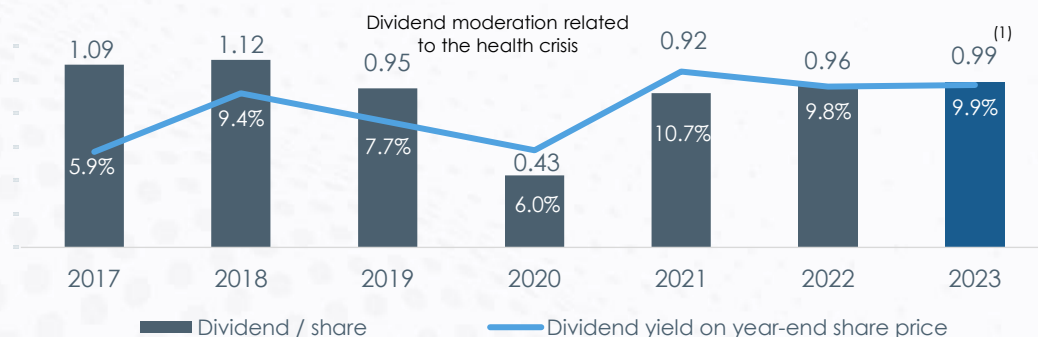


Proposed dividend up **+3.1%**, corresponding to **85%** of 2023 NRE / share

DIVIDEND AS % OF NET RECURRENT EARNINGS (NRE)

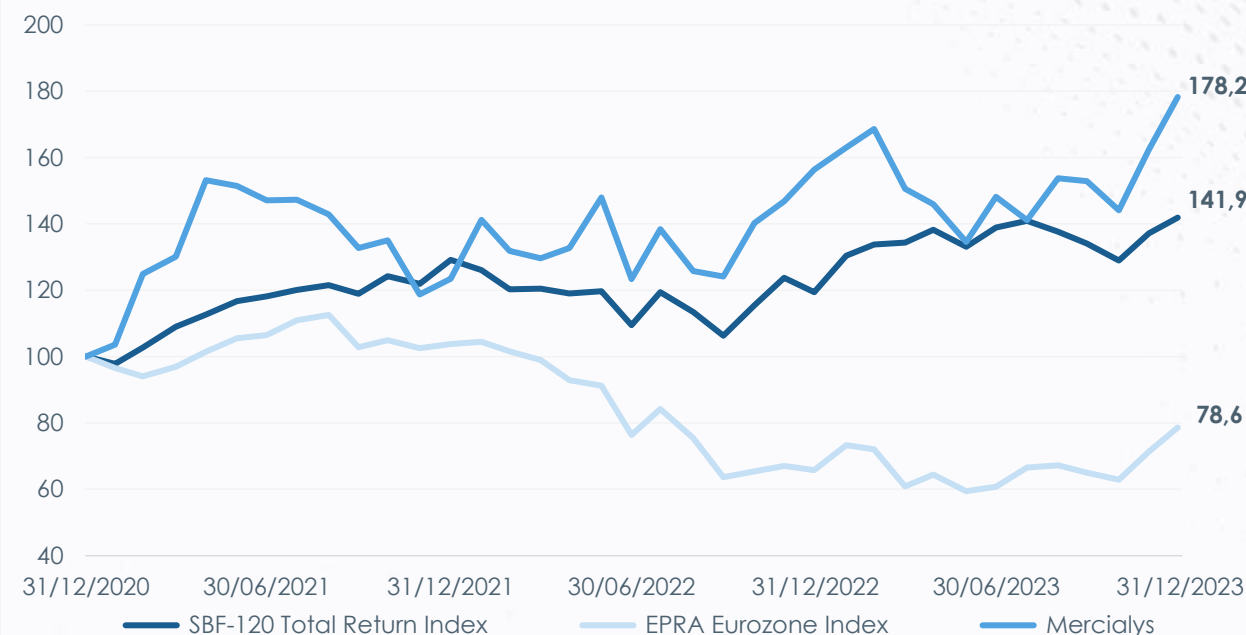


DIVIDEND AND DIVIDEND YIELD



MERCIALYS' SHAREHOLDER RETURN⁽²⁾ VS. SBF 120 & EPRA EUROZONE INDEX

(base 100 at Jan. 1st, 2021)



The **strong TSR** vs. the real estate sector and leading French index illustrates the quality and long-term perspective of Mercialys' strategy

(1) Subject to approval by the General Meeting on April 25, 2024 /
Ex-dividend date: April 29, 2024 / Payment date: May 2, 2024

(2) Source : Bloomberg ; with reinvested dividend

New milestones successfully achieved with our sustainable roadmap looking ahead to 2030



FOR OUR ENVIRONMENT

- › Carbon neutrality: **15.2** kgCO₂eq.sq.m vs. 23.3kg in 2017
- › Waste recovery: **66.2%** (target 100%)
- › Pesticide use: **5.0 L** (target 0 L)
- › Soil artificialization: **0 sq.m** (in line with target)



FOR OUR STORES

- › Asset certification: **100% of strategic assets** certified (in line with target)
- › Responsible retail offering and services: 83.1% of **strategic assets** offering responsible retail & services (target 100%)
- › Health and safety: **92.2/100 average score** in safety audits (target 95%)
- › Responsible landlord-tenant commitments: 0% engaged (target 100%)



FOR OUR COMMUNITIES

- › Regional development: **49.3% of centers** involved (target 100%)
- › Multifunctional space: **59.5% of strategic centers** (target 100%)
- › Responsible purchasing: **87.9% of shopping centers and 32.6% corporate purchasing** with CSR clauses (target 100%)
- › Eco-mobility: **100% of shopping centers** close to public transport (in line with target)



FOR OUR TALENTS

- › Workplace equality: **93/100 gender equality index** (target focused on maintaining best practices for equality)
- › Ethical practices: **96.4% of employees trained in ethics** (target 100%)



Mercialys continues to be one of Europe's top CSR performers



2023	Score: 89/100 Green Star status	Rating: A A List status maintained	N/A	Score : 8,8 ⁽²⁾ 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
2022	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
2021	Score: 89/100 Green Star status	Rating: A A List status maintained	Score: 89/100 #1 in its category Member of the Gaia 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
2020	Score: 85/100 ⁽¹⁾ Green Star status	Rating: A A List status maintained	Score: 87/100 #1 in its category Member of the Gaia 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
2019	Score: 90/100 Green Star status	Rating: A A List status maintained	Score: 85/100 Member of the Gaia 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
2018	Score: 87/100 Green Star status	Rating: A Inclusion in the A List	Score: 82/100 Member of the Gaia 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

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

2024 target: Steady NRE growth profile enabling a balanced dividend return



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



**THIS DISTRIBUTION
RANGE WILL
CONTRIBUTE TO A
SUSTAINED 2024
RETURN, WITH THE
FINANCIAL RESSOURCES
FREEING UP FUELING THE
MEDIUM-TERM TSR**

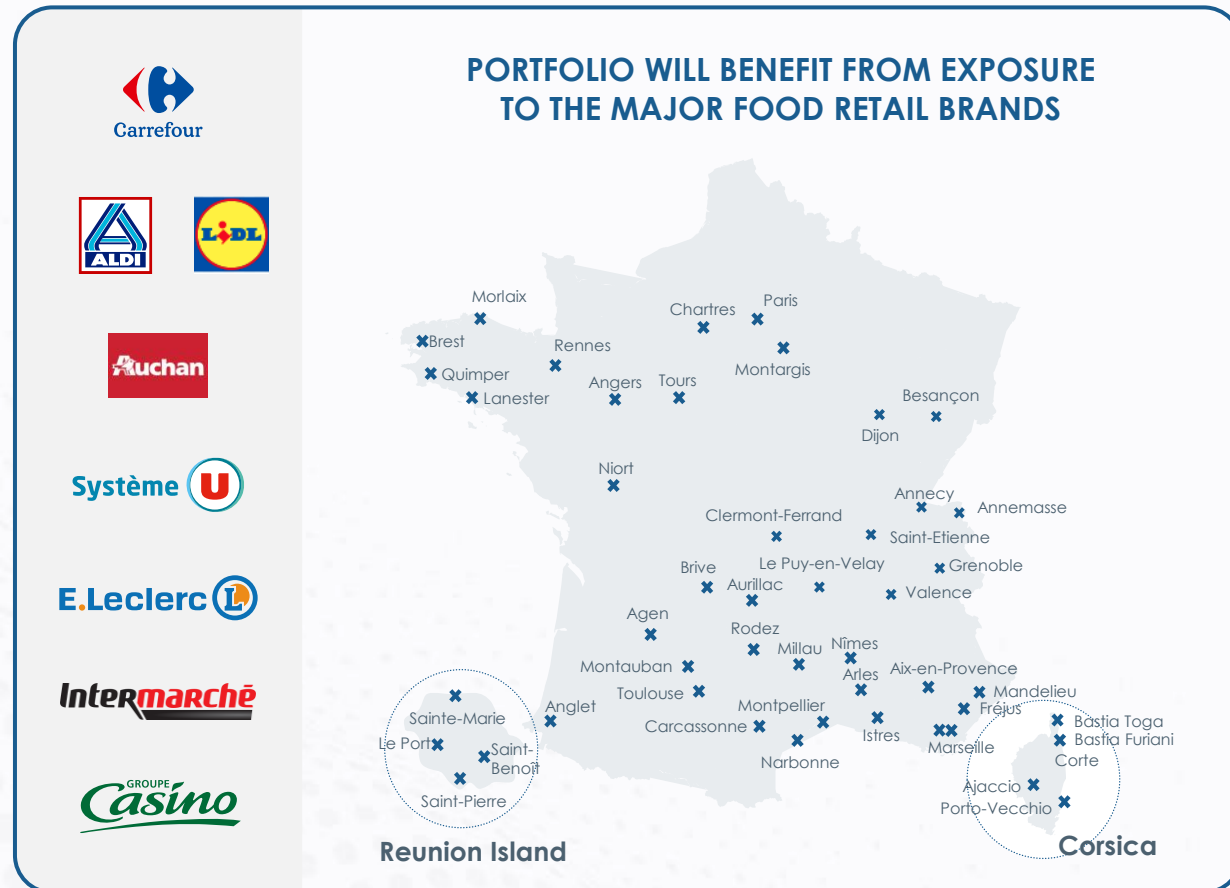


02

**STRONG
LETTING ACTIVITY**
& substantial risk
profile improvement

MERCIALYS

Mercialys' risk profile to be radically improved and its portfolio anchored by the major French food retailers



THE LIST OF HYPERMARKETS OPERATED BY CASINO AND TRANSFERRED TO AUCHAN AND INTERMARCHÉ HAS BEEN PUBLISHED BY LSA (Jan 22, 2024)

- › Corsica has been excluded by Casino group to the transfers so far
- › Some portfolio adjustments may occur (subject to competition authorities), which would further improve Mercialys' risk diversification



THIS TRANSFER OF OPERATIONS WILL CONTRIBUTE TO IMPROVED LETTING DIVERSIFICATION FOR MERCIALYS...

- › Mercialys' **economic exposure** ⁽¹⁾ to food retail at end-2023 (pro-forma) would be spread between Intermarché (5.2%), Auchan (4.1%) and Carrefour (2.0%)
- › Casino group would represent 6.2% with Corsica at 3.6%, Monoprix 1.5% and Casino Hyper at 1.1%



...AND CREATE STRONGER ANCHORS FOR ALL ITS SHOPPING CENTERS

- › Better-positioned food retailers will represent an asset for Mercialys' shopping center as drivers for additional footfall
- › These flows will strengthen the assets' profile for Casual Leasing and contribute to a positive local reputation

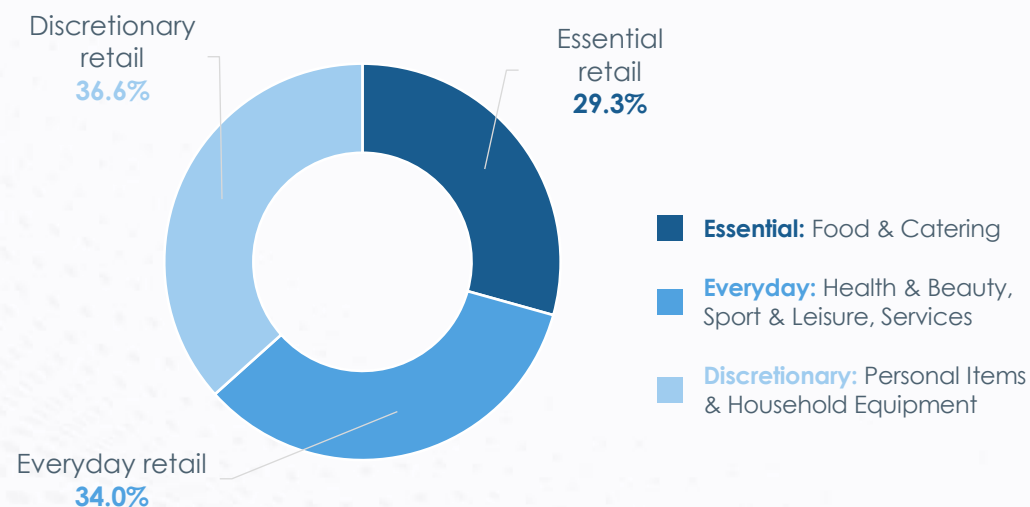
(1) Economic exposure corresponds to the rent paid by Casino to Mercialys, adjusted downwards for the 49% minority interests held by BNP Paribas REIM in 2 vehicles, which together own a total of 10 hypermarkets operating under the Géant Casino banner, and adjusted upwards for Mercialys' 25% minority interest in SCI AMR with Amundi, which holds 3 Monoprix stores and 2 hypermarkets operating under the Géant Casino banner

Mercialys is strengthening its global value proposition for customers



BREAKDOWN OF MERCIALYS' RENTAL INCOME BY CUSTOMER NEEDS

(2023)



- › **More than 60% of the tenant-mix positioned in the essential and everyday categories**
- › **Accessibility** does not mean cheap and boring, but **choice and best value for money reflected in Mercialys' tenant mix**
- › This positioning appears to be particularly relevant in an inflationary context, in which consumers are making trade-offs with their spending

(1) Source : Kantar

THE HYPERMARKET ANCHOR IS CENTRAL TO THE SHOPPING CENTERS' VALUE PROPOSITION



The hypermarket channel accounts for 45% of the spendings of 25.7 million households in France ⁽¹⁾



Out of every €100 spent on consumer staples nearly €40 are spent in hypermarkets, with 45% on promotional items ⁽¹⁾



Out of 100 items purchased, just over 37 are in hypermarkets, i.e. €14.7bn items out of €39.2bn in total ⁽¹⁾



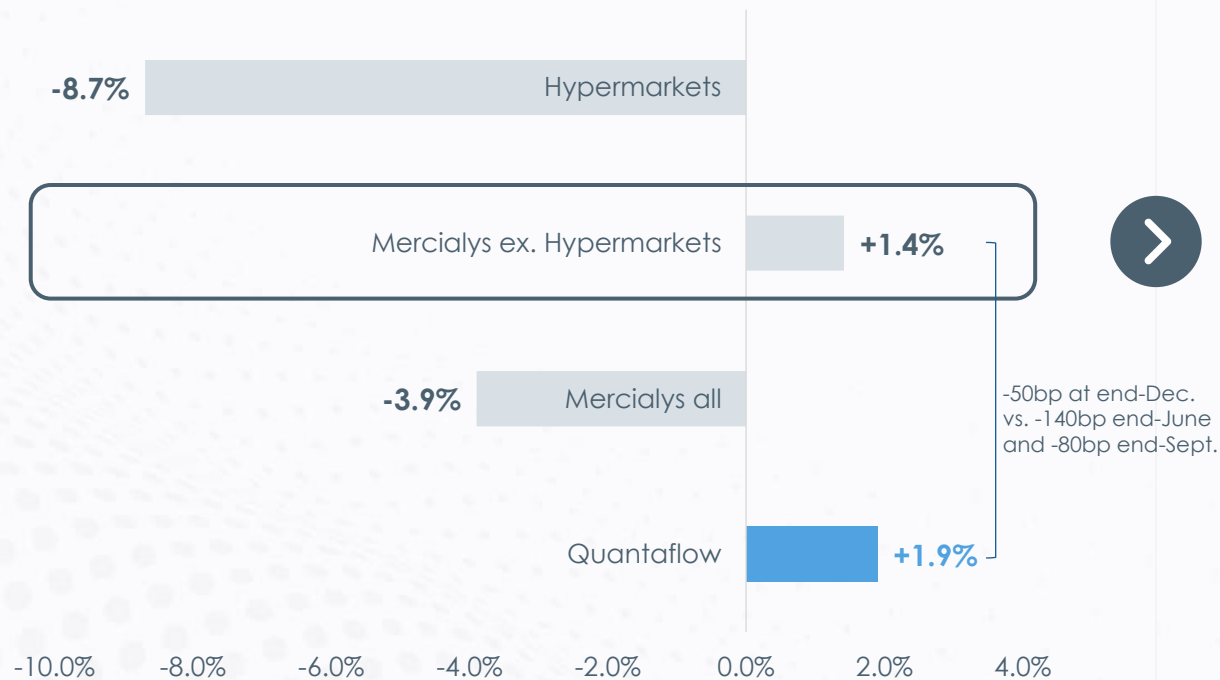
Out of €100 of "Traditional" Fresh Products purchased, €28 are in hypermarkets, i.e. €10.5bn out of €37.5bn in total ⁽¹⁾

Significant footfall growth for Mercialys shopping centers, despite underperformance by Casino hypermarkets in 2023



CUMULATIVE CHANGE IN FOOTFALL AT END-DECEMBER 2023 ⁽¹⁾

(% change vs. FY 2022)



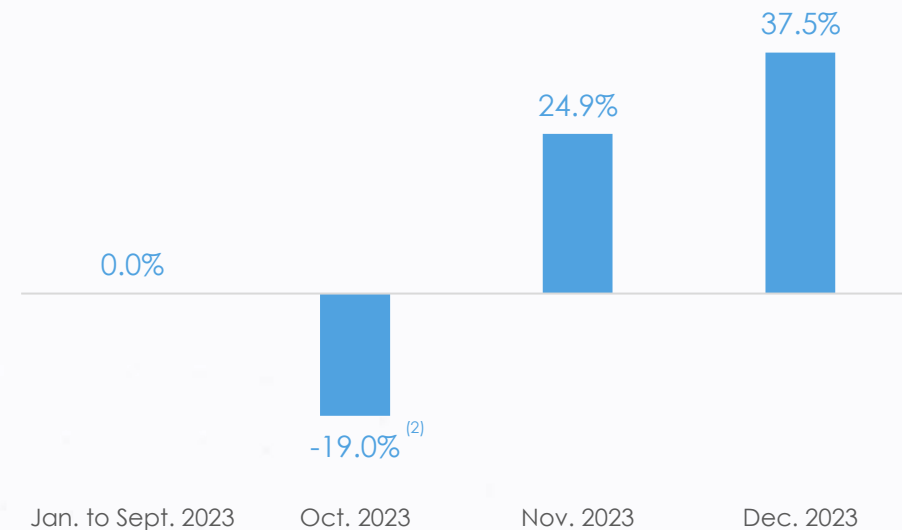
(1) Mercialys' large centers and main convenience shopping centers based on a constant surface area, representing more than 80% of the value of the Company's shopping centers.

BESANÇON HYPERMARKET: CHANGE IN 2023 FOOTFALL

(% change vs. 2022)

Géant
Casino

Intermarché

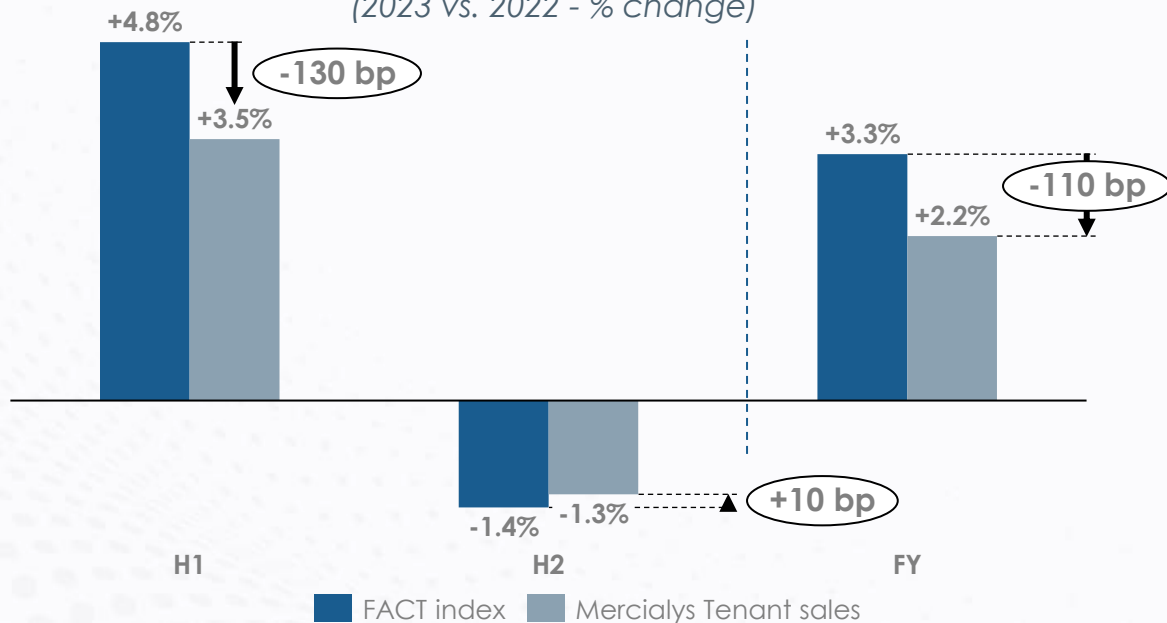


(2) Including 2 weeks of closure linked to the rebranding.

2023 increase in retailer sales: illustrating the appeal of Mercialys shopping centers

RELATIVE PERFORMANCE OF MERCIALYS' CHANGE IN TENANT SALES (1) vs BENCHMARK (2)

(2023 vs. 2022 - % change)



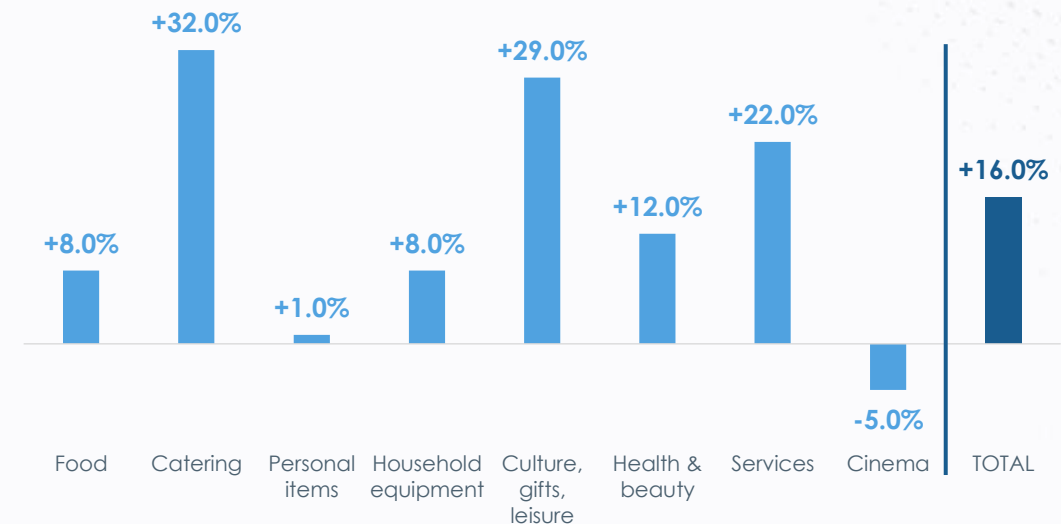
- › Mercialys' retailer sales are up +2.2% (12-months to end-December 2023)
- › Dilution of the positive basis effect impacting the national panel in H1 2023, as the health pass was still in place for large shopping centers during Q1 2023
- › Mercialys' retailer sales outperformed the Panel in H2
- › Positive momentum for retailer sales in Mercialys' portfolio, supporting 2023 organic growth

(1) 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

(2) FACT

CHANGE IN CONSUMPTION SEGMENTS IN VALUE (2)

(2019 - 2023)



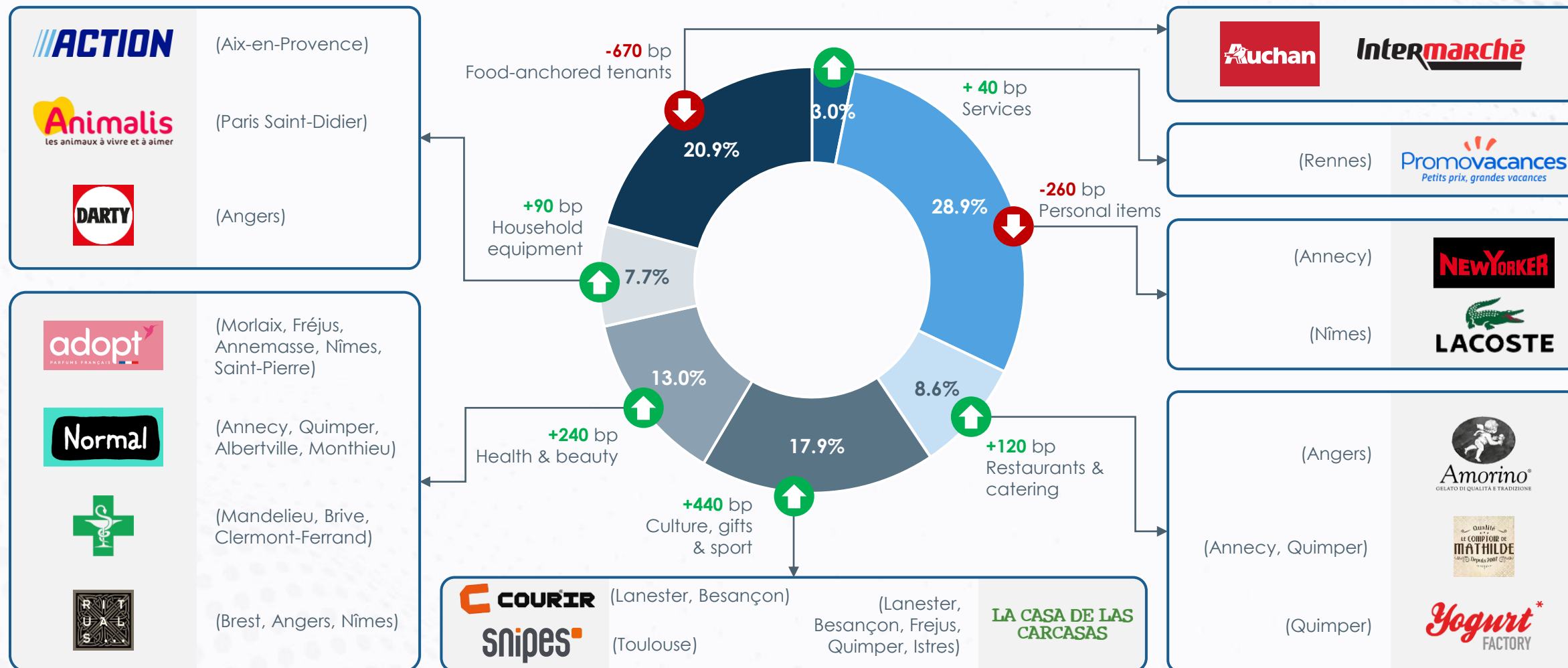
- › Sustained trend across the different consumption segments over 2019-2023, supported by a price effect as well as volume growth for Catering and Culture, gifts and leisure
- › Personal items segment remains under pressure despite inflation

Intense letting efforts contributing to balanced rental income



BREAKDOWN AND EVOLUTION OF MERCIALYS' RENTAL INCOME BY BUSINESS SECTOR

(% of annualized rental income end-2023 - change vs. end-2018)



Rental dynamics helping strengthen leading assets...



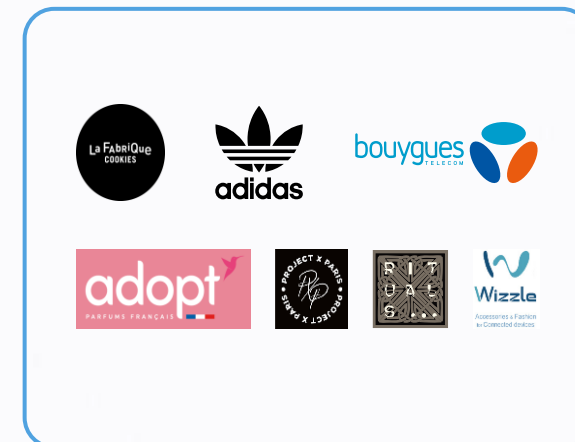
ANGERS ESPACE ANJOU

Total financial vacancy
1.8% 2022  1.6% 2023



NÎMES CAP COSTIÈRES

Total financial vacancy
1.5% 2022  0.7% 2023



...or relaunch sites



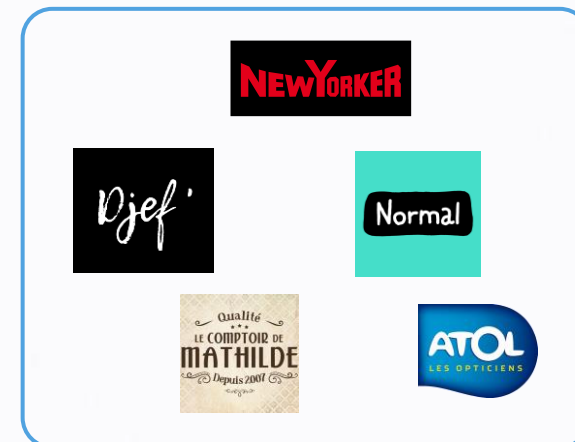
TOULOUSE FENOUILLET

Total financial vacancy
5.5% 2022  5.4% 2023



ANNECY SEYNOD

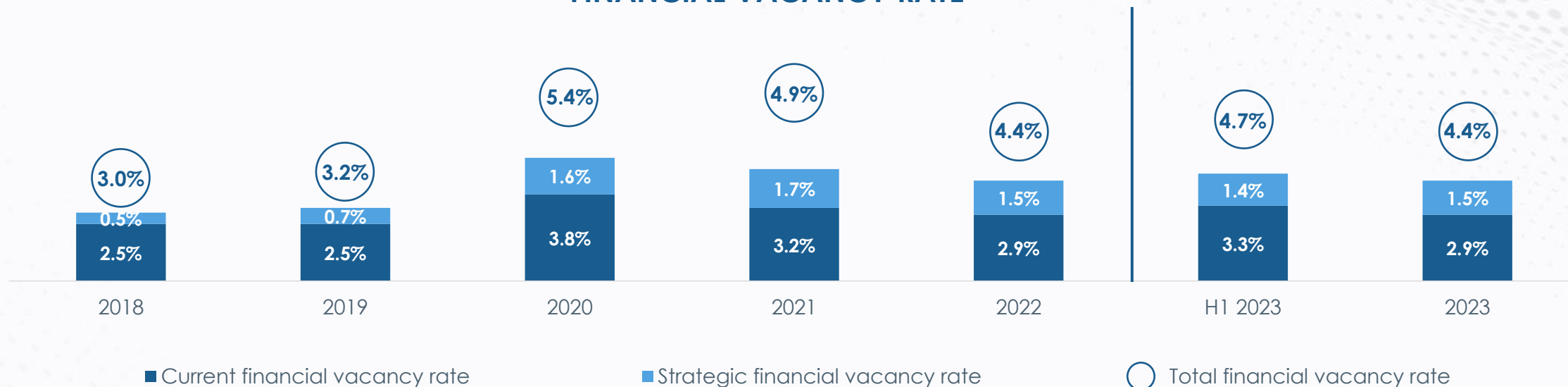
Total financial vacancy
4.9% 2022  3.6% 2023



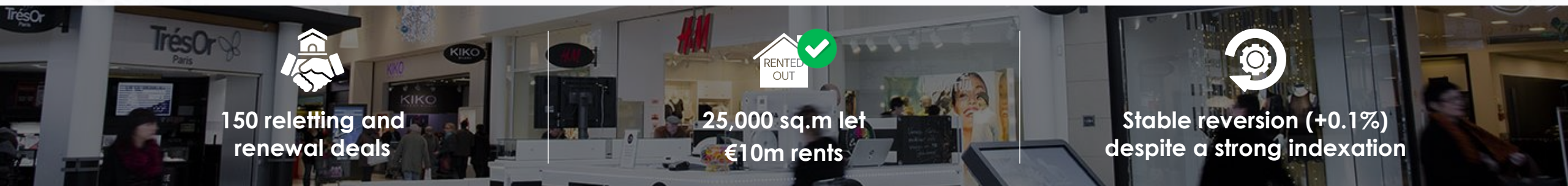
Financial vacancy rate stable vs. 2022 at a low level



FINANCIAL VACANCY RATE (1) (2)



MERCIALYS' PORTFOLIO ABSORBED THE IMPACT OF RECEIVERSHIPS AND COMPULSORY LIQUIDATIONS IN THE TEXTILE SEGMENT



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

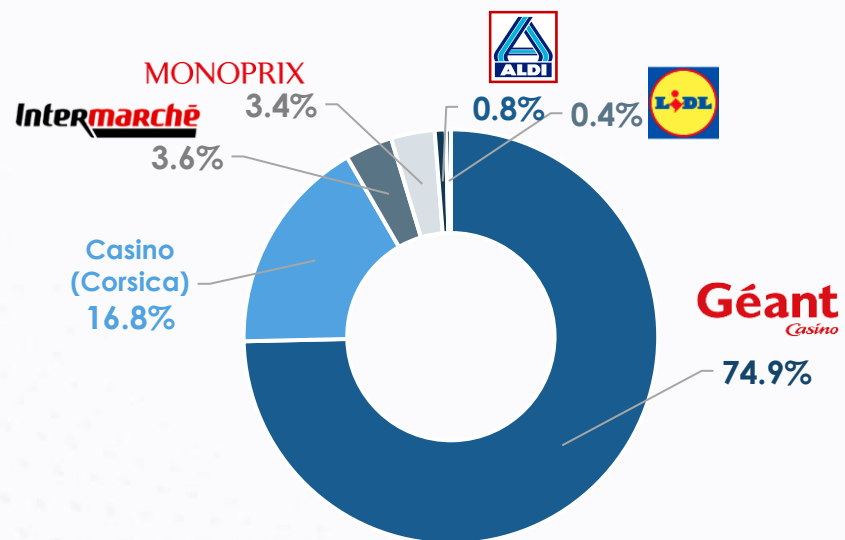
(2) In accordance with the EPRA calculation method: rental value at vacant units / (annualized minimum guaranteed rent on occupied units + rental value of vacant units)

Major realignment of Mercialys' food retail rental exposure

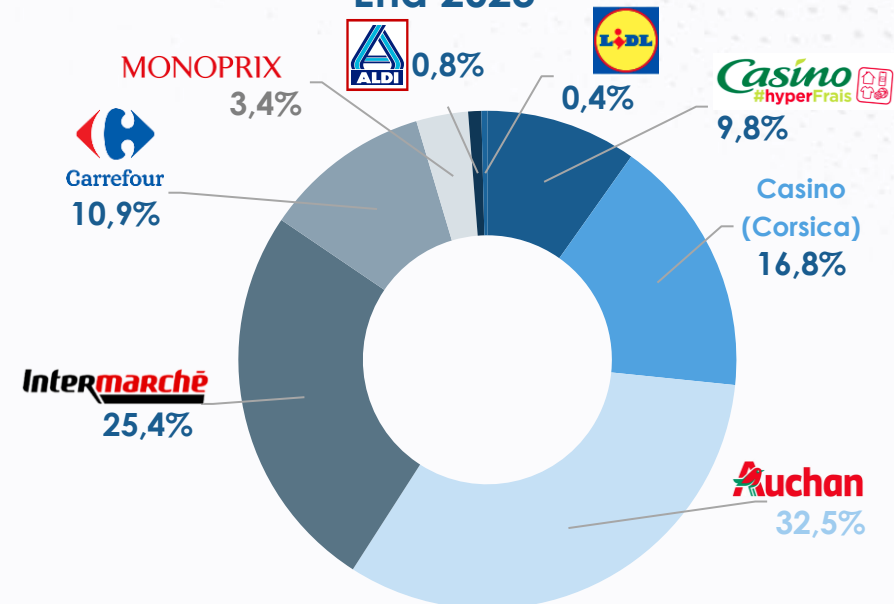


FOOD RETAILER MIX IN MERCIALYS' RENTAL BASE

End 2023 (1)



End 2023 (2)



20.9% of the rental base



Food retail consolidation with the sale of Casino's hypermarkets and supermarkets to Auchan, Intermarché and Carrefour triggering:

- › complete reshaping of Mercialys' risk profile
- › well diversified exposure to this strategic consumption segment for the Company

(1) Consolidated exposure of Mercialys' 2023 rental revenues to food retail

(2) Proforma consolidated exposure estimation based on the last public informations available: Casino press release (18 Dec. 2023), LSA articles (24 Jan. 2024 and 25 Jan. 2024)

Measured OCR for tenants and normalized recovery rate



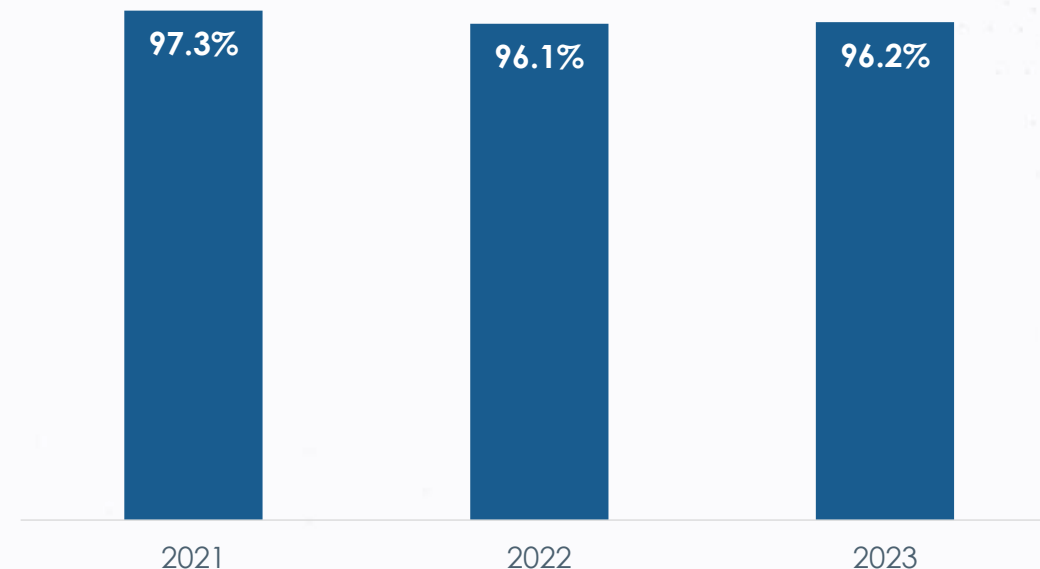
OCR REMAINS SUSTAINABLE FOR MERCIALYS' TENANTS, DESPITE THE IMPACT OF INDEXATION

OCCUPANCY COST RATIO ⁽¹⁾



COLLECTION OF RENTS AND CHARGES

(at end-2023) ⁽²⁾



(1) (rents + charges including marketing costs + work charged back to tenants, including tax) / tenants' sales including tax
Excluding large food stores

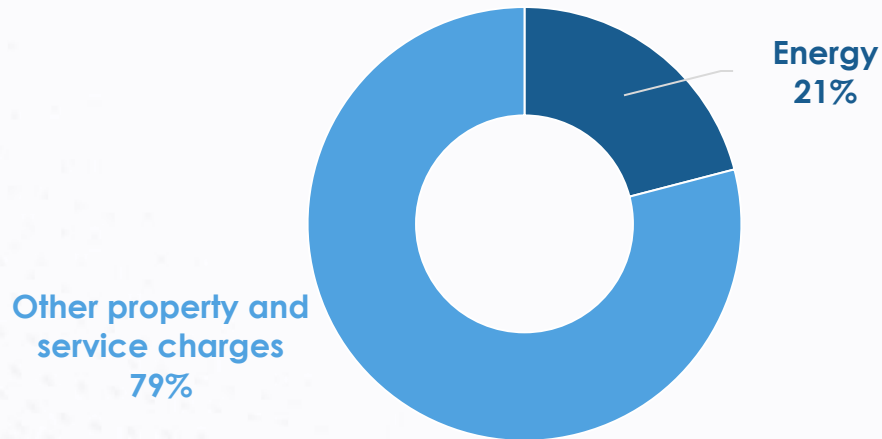
(2) Collection rate at end-2021 for the year 2021 was 88.8% and 95.1% at end 2022 for the year 2022

Strict cost control on property charges and energy in particular



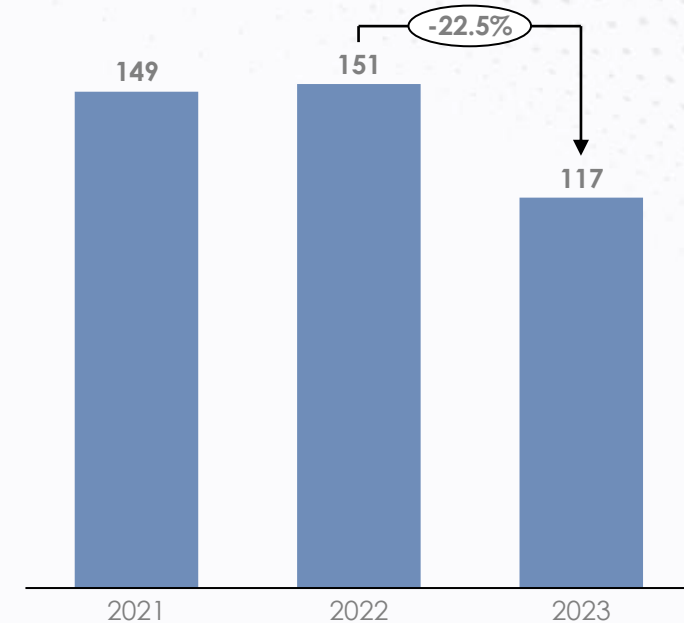
BREAKDOWN OF PROPERTY AND SERVICE CHARGES

(2023)



CHANGE IN ENERGY CONSUMPTION

(In kwh/sq.m on communal areas)



Average charges billed to tenants
(excl. land tax): €48 /sq.m in 2023



Average annual rent:
€244 / sq.m in 2023

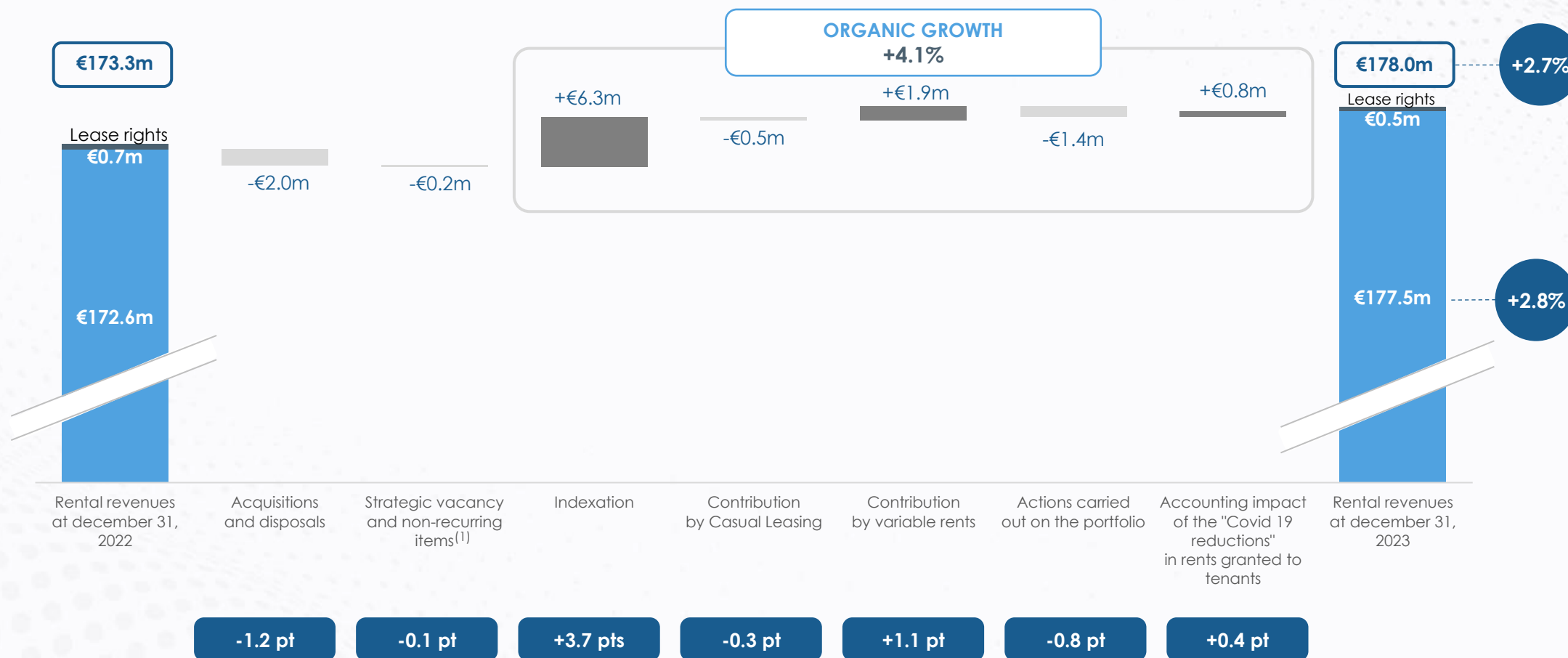


03

2023 FULL-YEAR EARNINGS

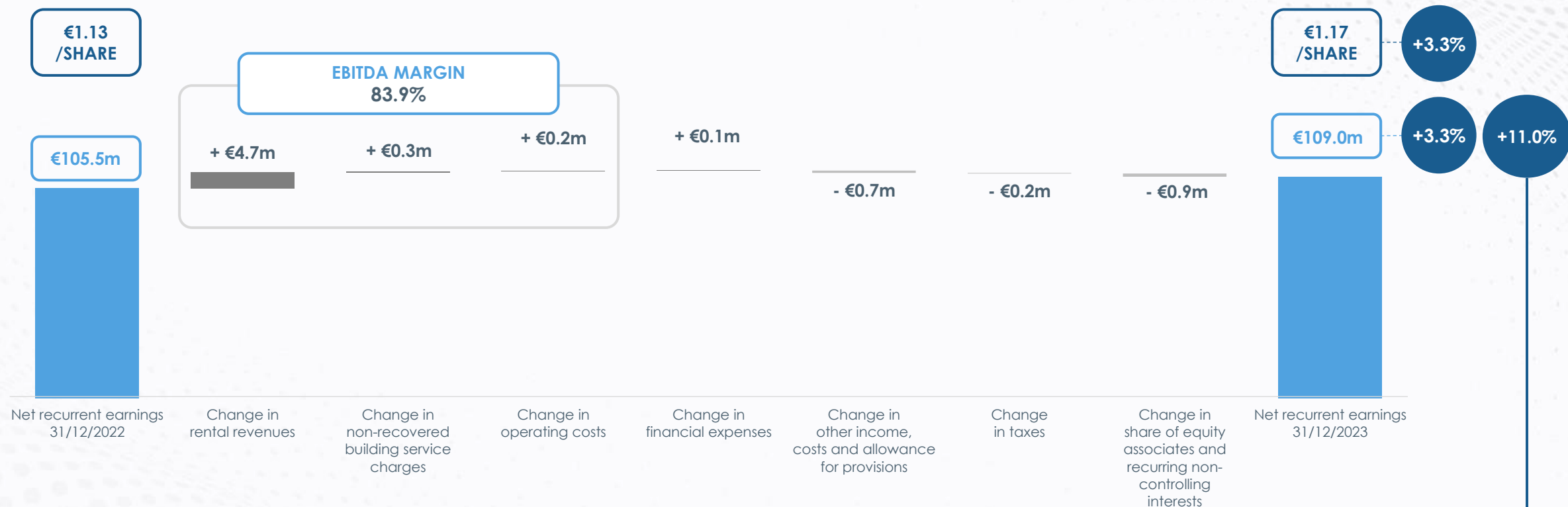
MERCIALYS

Organic growth driven by indexation and variable rents



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

Net recurrent earnings of €109.0m (+3.3%), with +3.3% per share, above the +2.0% target



- › The basis for comparison at Dec. 31, 2022 incorporated various elements relating to the health crisis representing +€7.8 million of NRE
- › NRE at end-Dec 2023 includes a non-significant amount of net income relating to this situation for +€0.4 million
- › On a basis restated for the non-recurring impacts, NRE **at end-2023 shows an increase of +11.0%.**

Significant appraisal yield shift in H2 2023, offsetting a sustained positive trend for rents



Change in portfolio value excluding transfer taxes

CHANGE ON A LIKE-FOR-LIKE BASIS ⁽¹⁾

	H1 2023	H2 2023	FY 2023
of which rent effect	+4.0%	+2.4%	+6.1%
of which yield effect	-7.4%	-6.1%	-13.1%
TOTAL CHANGE IN PORTFOLIO VALUE	-3.4%	-3.7%	-7.0%



No significant change in the appraisals regarding the strong underlying fundamentals of Mercialys' sites, but a higher capitalization yield in the 2023 appraisals and an increased risk premium related to the rents paid by the Casino group

MERCIALYS

Average annual rent (€/sq.m)	244
Net rental income CAGR (10-year)	2.9% ⁽²⁾
Average valuation (€/sq.m. excl. transfer taxes)	3,467
Net Initial Yield (EPRA, incl. transfer taxes)	5.97%

⁽¹⁾ Sites on a constant scope and constant surface area basis

⁽²⁾ 2024-2033 CAGR, including indexation, used by Mercialys' main real estate appraisers, BNP Paribas Real Estate and BPCE Expertises Immobilières, which handles 56% of the Company's asset appraisals

Mercialys' portfolio yields 6.61% at end-2023, a historically high 405 bp premium above the risk-free rate



Potential yield and EPRA NIY

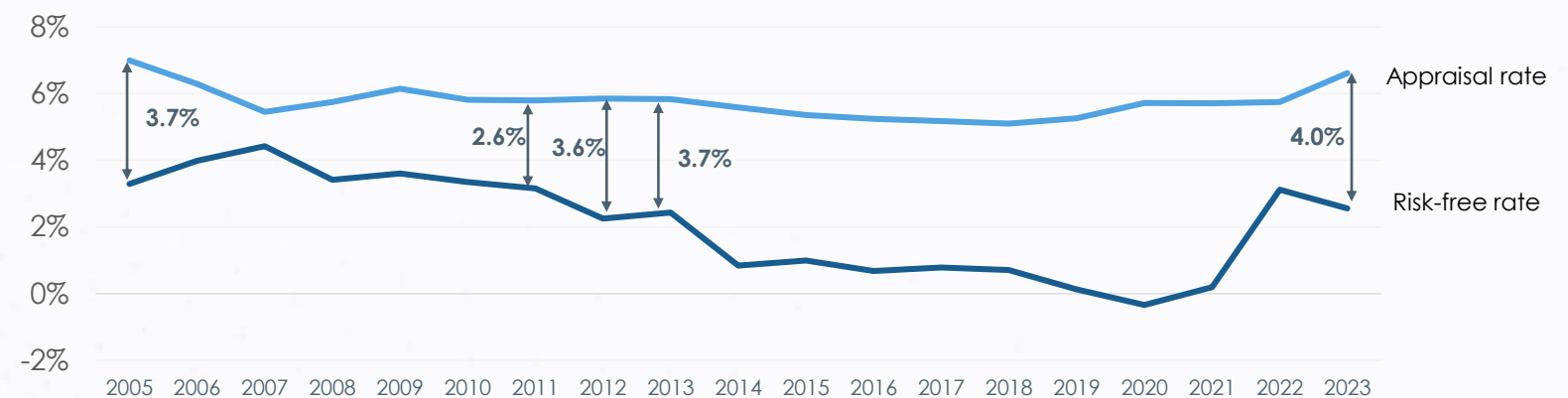
	12/2018	12/2019	12/2020	12/2021	12/2022	06/2023	12/2023
Average appraisal yield rate	5.10%	5.26%	5.72%	5.71%	5.75%	6.21%	6.61%
EPRA Net Initial Yield	4.81%	4.94%	5.28%	5.24%	5.29%	5.63%	5.97%

2023 materializes the highest spread between Mercialis' appraisal rate and the risk-free rate since the 2005 IPO in a similar risk-free rate environment...



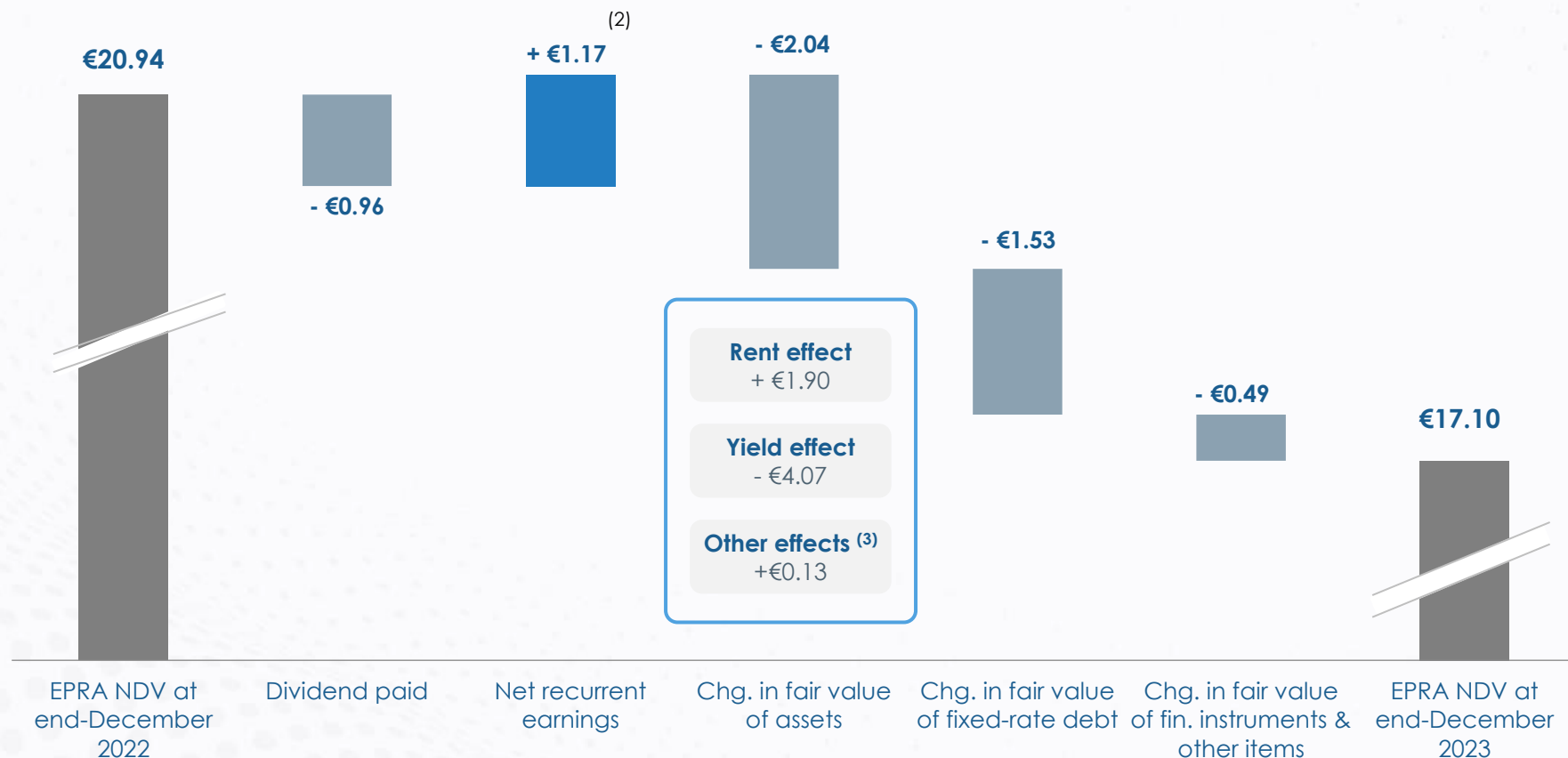
...despite the continuous improvement of the portfolio's structure over the period: **€54m average asset value⁽¹⁾ in 2023 vs. €6.5m in 2005**

SPREAD BETWEEN RISK-FREE RATE AND MERCIALYS' AVERAGE APPRAISAL YIELD RATE



(1) Ex rights and including dispersed assets

Change in EPRA NDV per share



EPRA NDV

- › €17.10/share⁽¹⁾
- › **Down -9.1%** over 6 months
- › **Down -18.4%** over 12 months

EPRA NRV

- › €18.25/share
- › **Down -4.1%** over 6 months
- › **Down -11.2%** over 12 months

EPRA NTA

- › €16.29/share
- › **Down -4.1%** over 6 months
- › **Down -11.6%** over 12 months

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

(2) Calculation based on the average number of shares, as this concerns the impact of NRE on the change in NDV per share

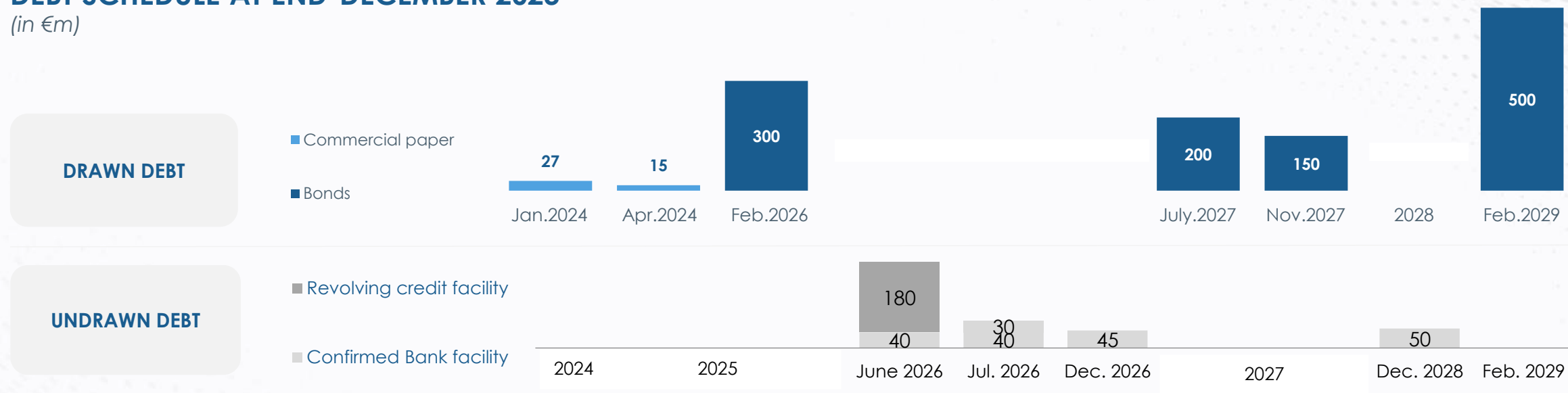
(3) Including impact of revaluation of assets outside of organic scope and associates, maintenance capex and capital gains or losses on asset disposals

Healthy level of liquidity, with well-spread debt maturities



DEBT SCHEDULE AT END-DECEMBER 2023

(in €m)



€385m of undrawn credit lines,
of which 90% were extended in 2023



Average debt maturity: 3.8 years at
end-2023 (vs. 4.5 years at end-2022)

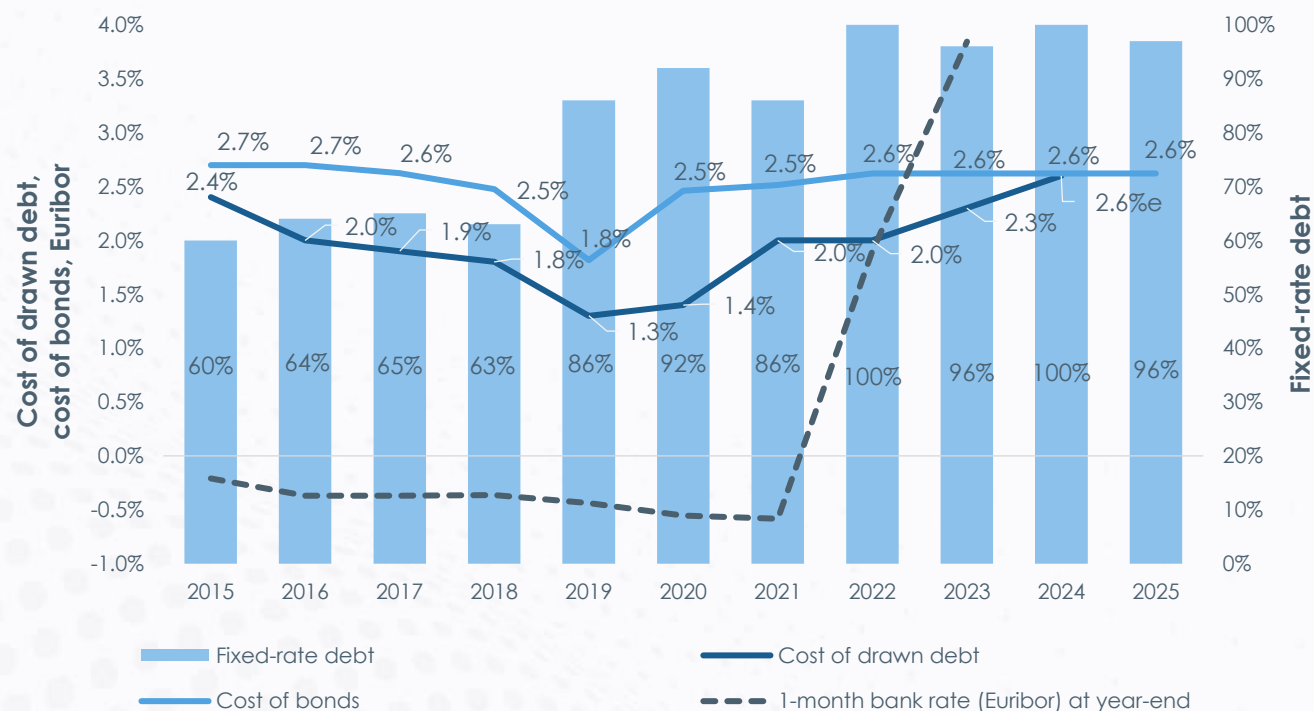


€118.2m cash position and €385m undrawn
debt facilities cover 42% of gross debt

Cost of debt still low at end-2023, with a strong hedging profile moving forward



CHANGE IN MERCIALYS' COST OF DRAWN DEBT AND HEDGING VS. RATE ENVIRONMENT

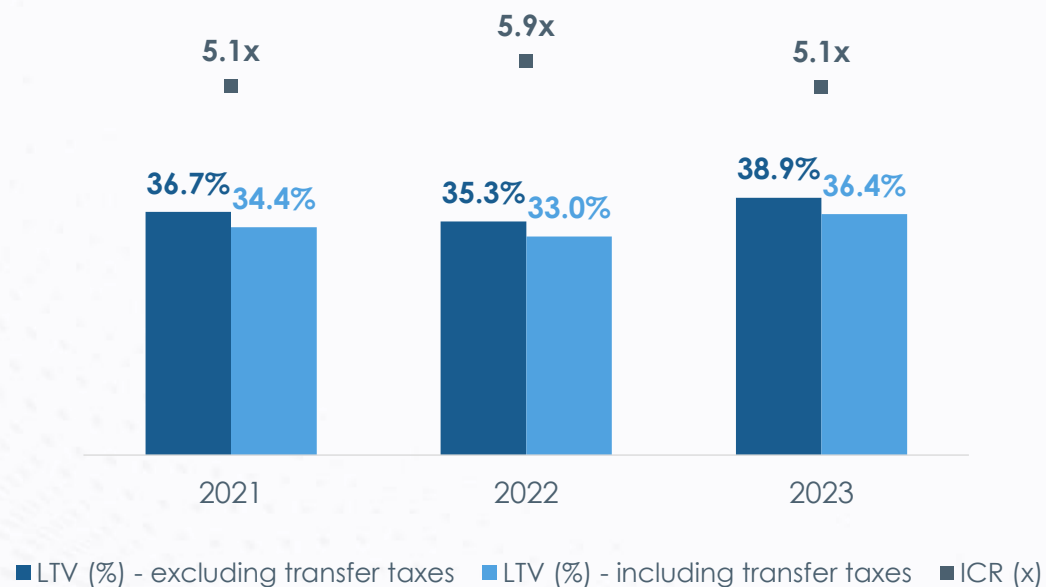


- › Mercialys benefited from fixed to variable hedging over 2014 to H1 2022, leading to a substantially lower cost of debt vs. cost of bonds
- › Mercialys' debt is 96% fixed rate for 2023, 100% for 2024 and 96% for 2025, with additional hedging positions put in place in 2023
- › Given these hedging positions, the financial results' sensitivity to higher interest rates is limited for 2024:
 - A +100bp increase in the 1-month Euribor would have a -€0.5m impact on the financial results
- › 2.6% cost of debt expected for end-2024 with the impact of some historical hedges maturing, close to the average cost of bonds

Sound financial profile

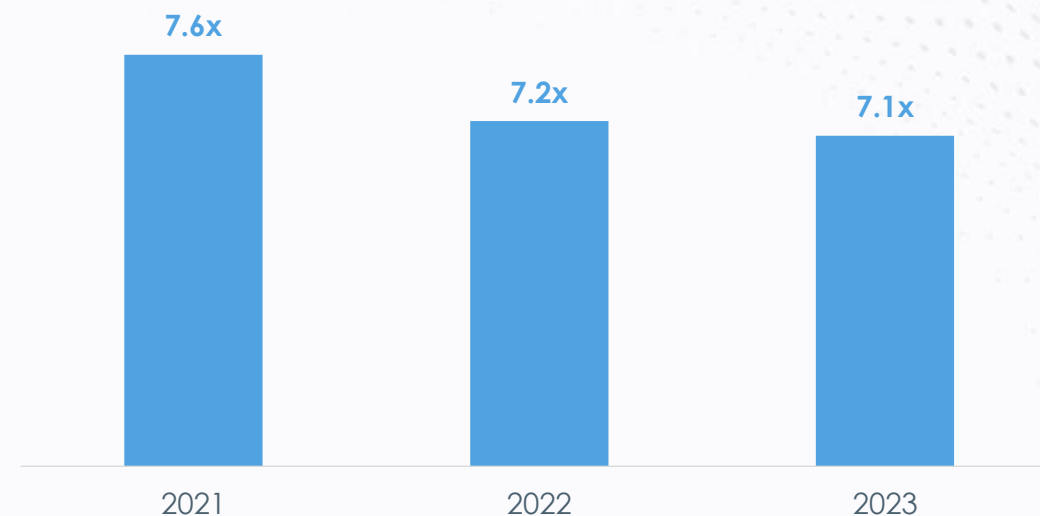


CHANGE IN LTV AND ICR



LARGE COVENANT HEADROOM AT END-2023
both on LTV and ICR

CHANGE IN NET DEBT / EBITDA



STANDARD & POOR'S RATING: BBB / STABLE
Renewed on October 20, 2023



04

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OUTLOOK

MERCIALYS



Mercialys' real estate fundamentals represent a strong platform for medium-term investment



~110 million
visitors per year

Portfolio that represents both a platform for shopping center brands and also those usually adapted to retail parks, and that benefits from adapted financial conditions while clients enjoy their easy customer journey



INITIATIVES TO MAXIMIZE THE REVENUE OF EACH SITE

CASUAL LEASING: ~ €10M OF REVENUES PER YEAR

- › ~50% of new customers every year : database for potential long-term leases
- › Further potential to be unlocked as > 20% of Mercialys assets generates ~70% of Casual leasing revenues

ONLINE / OFFLINE MARKETING STRATEGY

- › **> 1 million** qualified contacts in the loyalty programme and data collected over **€25m** of purchases in 2023
- › Le Shop marketplace: +58% revenues in 2023, with a ~ €40 basket

EXTENSION OF MULTI-USE

- › Coworking spaces: >2,000 sq.m created, fully operated by Mercialys, with 1,600 sq.m of projects moving forward

In a volatile environment, Mercialys maintains a defensive profile enabling distribution and controlled investment



**38.9% LTV
at end-2023**



**250 bp spread between yields on projects
or acquisitions and refinancing cost**

BOLT-ON ACQUISITIONS

- › Acquisitions primarily targeting the company's core business or offering relevant diversification, sources of growth and value creation
- › Acquiring assets on a stand-alone basis or with partners and developing third-party management



INCREASING AND SECURING THE ASSETS' CASH FLOW PROFILE

inocom
partners

DEPUR EXPÉRIENCES
SUCCESSFOOD & BEVERAGE®

DEVELOPMENT PIPELINE

- › Developing already owned landbanks or taking part in major developments, on a stand-alone basis or with partners
- › Taking part in major urban developments with partners



**BENEFITING FROM A DEVELOPMENT MARGIN, KEEPING
A LOW RISK PROFILE**



STAYING POSITIONED ON THE RETAIL PARTS OF DEVELOPMENTS

Merrialys is developing a multi-use real estate tool with the acquisition of Imocom Partners



TRANSACTION STRUCTURED IN TWO PHASES

- › 30% of Imocom Partners acquired for €5.7m in Dec. 2023
- › Merrialys will acquire the remaining 70% in H1 2025 ⁽¹⁾
- › Imocom Partners' current management will accompany and support the development of the business during this interim period



LEADING RETAIL PARK ASSET MANAGER

- › The fund under ImocomPartner management has a 2032 maturity and holds 33 retail parks, with a rental area of 385k sq.m, let to ~400 tenants
- › The fund's assets represent a value of €653m including transfer taxes and generate ~€40m of annual rental income.



STRONG VALUE CREATION EXPECTED

- › Fees secured until 2032 for Merrialys
- › Increased visibility for tenant retailers, cross-expertise capabilities (digital marketing and environment)
- › Increased capacity to carry out retail or mixed real estate development projects on land reserves
- › Ability for Merrialys to increase its investment capacity by participating in new thematic funds in cooperation with institutional investors

(1) Subject to AMF approval



INTERSPORT
OUTLET

BASIC-FIT

STOKOMANI
DES MARQUES, DES PRIX !



Generale d'Optique
la fin des lunettes chères

CENTRAKOR



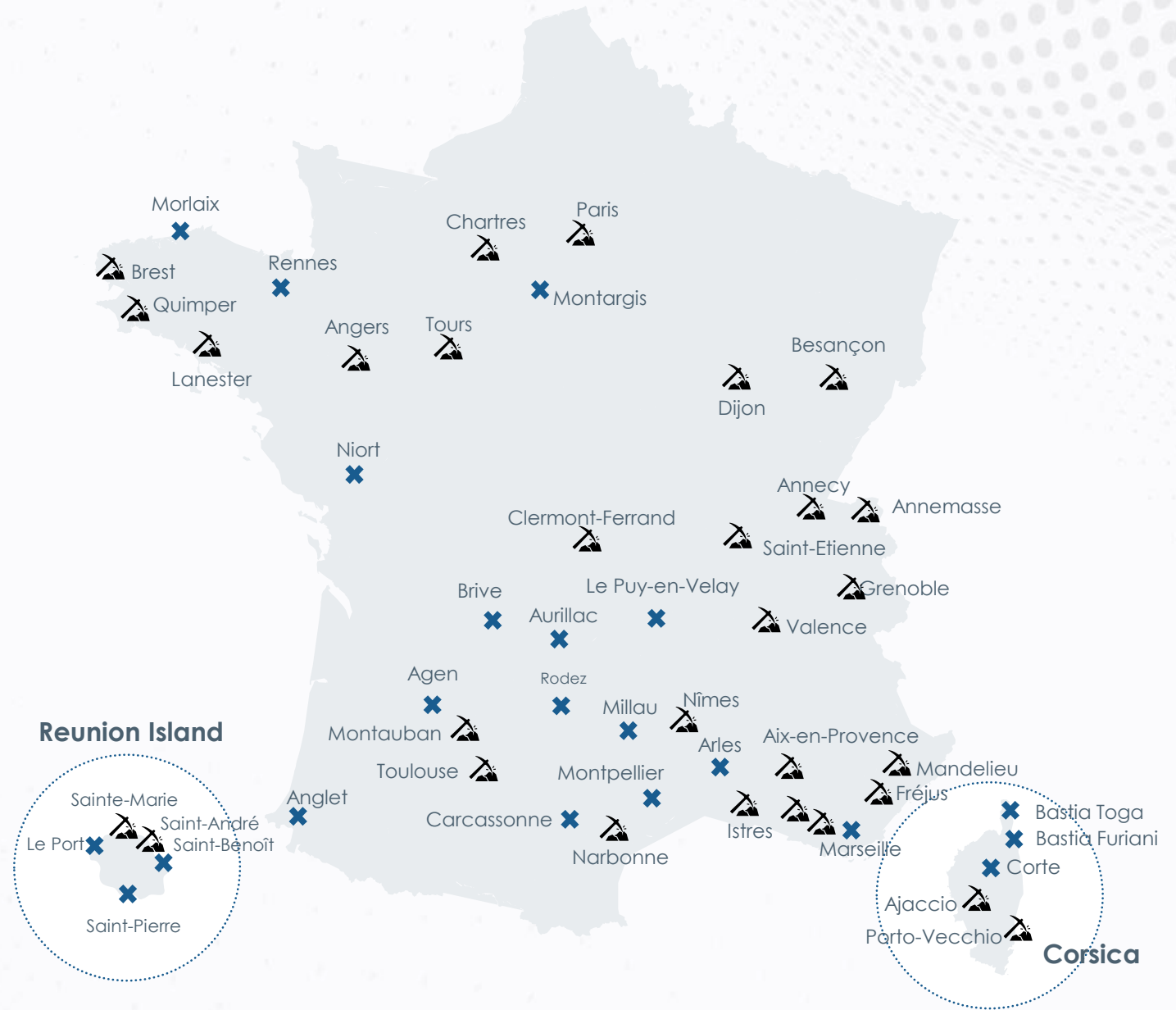
ACTION

Pipeline with a strong multi-usage focus



(€m)	TOTAL INVESTMENT	INVESTMENT STILL TO BE COMMITTED	COMPLETION DATE
COMMITTED PROJECTS	20.2	18.8	2024 / 2026
Tertiary activities	20.2	18.8	2024 / 2026
CONTROLLED PROJECTS	181.2	171.3	2024 / 2026
Retail	152.2	142.6	2024 / 2026
Dining and leisure	14.1	14.0	2025 / 2026
Tertiary activities	14.9	14.7	2025 / 2026
IDENTIFIED PROJECTS	227.5	227.2	2024 / > 2028
Retail	148.5	148.3	2024 / > 2028
Dining and leisure	65.9	65.8	2026 / > 2028
Tertiary activities	13.1	13.1	2025 / > 2028
TOTAL PROJECTS	428.8	417.4	2024 / > 2028

Medium-term developments spread across the portfolio



Grenoble Caserne de Bonne (2025^e)

Restructuring the shopping center's covered section, transforming the retail offer into the city-center medium-sized formats and integrating a festive food market



3,000 SQ.M OF RESTRUCTURED SURFACES:

- › Creation of 3 medium-sized stores for more than 2,000 sq.m
- › Creation of a ~ 900 sq.m food market



50% OF THE ADDITIONAL SPACES CREATED IN THE EXISTING MALL



Reunion Island Sainte Marie Duparc (2026^e)



EXTENSION OF THE SHOPPING CENTER, ON MERCIALYS' LAND BANK, TO COMPLETE THE RETAIL OFFER AND INTEGRATE NEW USES



OVER 11,300 SQ.M OF ADDITIONAL SPACE :

- › 3,900 sq.m of shops
- › 1,900 sq.m of small and medium-sized stores
- › 2,000 sq.m of leisure spaces
- › 950 sq.m medical center
- › 2,000 sq.m of restaurants
- › 500 sq.m coworking space



Reunion Island Saint André (2026^e)



DEVELOPMENT OF A LAND RESERVE OWNED BY MERCIALYS, COVERING MORE THAN THREE HECTARES IN THE SAINT ANDRÉ DISTRICT (EAST OF THE ISLAND)



CREATION OF A RETAIL PARK OF ALMOST 13,000 SQ.M:

- › 8,900 sq.m of medium-sized stores
- › 750 sq.m of shops
- › 650 sq.m of medical centers
- › 850 sq.m of restaurants
- › 1,700 sq.m of sport center
- › 1 coworking space



Real estate partner for France's leading hypermarket operators and ready to support their realignment around their food offering



SINCE ACQUIRING HYPERMARKETS IN 2014 AND 2015, MERCIALYS HAS SUCCESSFULLY TRANSFORMED SIGNIFICANT HYPERMARKET SPACE INTO STORES OR MEDIUM-SIZED UNITS

- › Mercialys to **capture reversion** between hypermarket and shopping center rents
- › Helping **strengthen the attractiveness of the sites** with new non-food anchors



MERCIALYS OWNS 240,000 SQ.M OF HYPERMARKET SPACE, WITH AN AVERAGE OF 12,600 SQ.M PER UNIT

- › Operators are **focusing on their food offering and significantly reducing non-food areas**, in line with the current retail specialization trend
- › Considering an average of 9,000 sq.m as standard for hypermarkets, Mercialys could, with the agreement of current or potential tenants, **take back ~90,000 sq.m of space to benefit the adjacent shopping centers**
- › Targeted merchandizing mix including medium-sized stores for personal items or housing equipment, as well as services, health-related businesses and dining
- › Potential positive reversion





APPENDICES

MERCIALYS

Financial calendar



2024



2024 ANNUAL
SHAREHOLDERS'
MEETING

APRIL 18

ACTIVITY AT
MARCH 31, 2024
(after market close)



APRIL 25



CONFERENCE
CALL ON 2024
HALF-YEAR RESULTS

JULY 24

PRESS RELEASE
ON 2024
HALF-YEAR RESULTS
(after market close)



JULY 25



OCTOBER 17

ACTIVITY AT
SEPTEMBER 30, 2024
(after market close)

Rental income structure

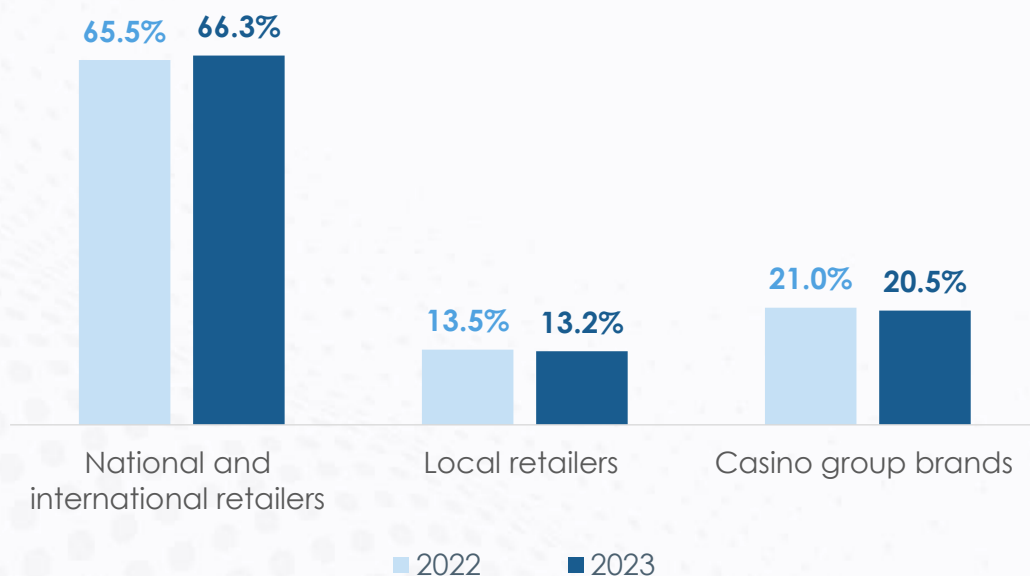


OVER 900 RETAILERS AND 2,038 LEASES

BREAKDOWN OF MERCIALYS' RENTAL INCOME BY TYPE OF RETAILER

CONSOLIDATED VISION

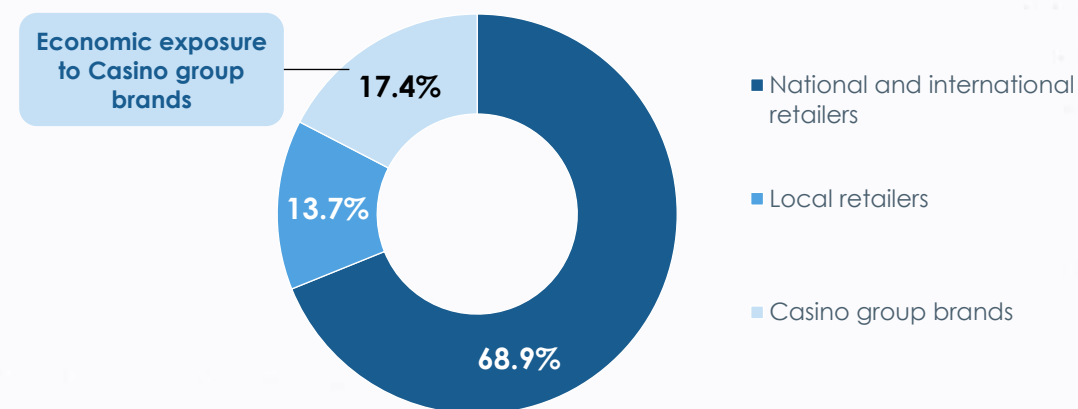
(% of annualized rental income at Dec. 31, 2023 and Dec. 31, 2022)



BREAKDOWN OF MERCIALYS' RENTAL INCOME BY TYPE OF RETAILER

ECONOMIC EXPOSURE

(% of annualized rental income at Dec. 31, 2023)



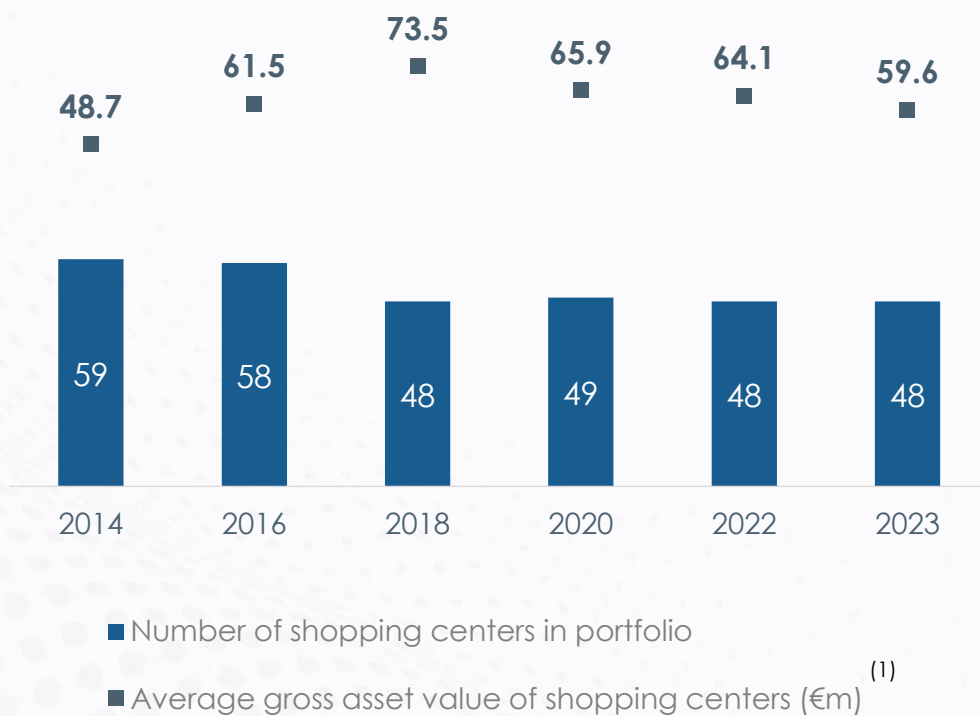
RESTATED FOR:

- › The **49%** held by BNPP REIM France in SAS Hyperthetis Participations and Immosiris (which owns 10 Géant hypermarkets)
- › The **25%** minority stake held by Mercialys in SCI AMR (which owns 3 Monoprix stores and 2 Géant hypermarkets)

Shopping center portfolio structure



NUMBER OF SHOPPING CENTERS AND AVERAGE VALUE

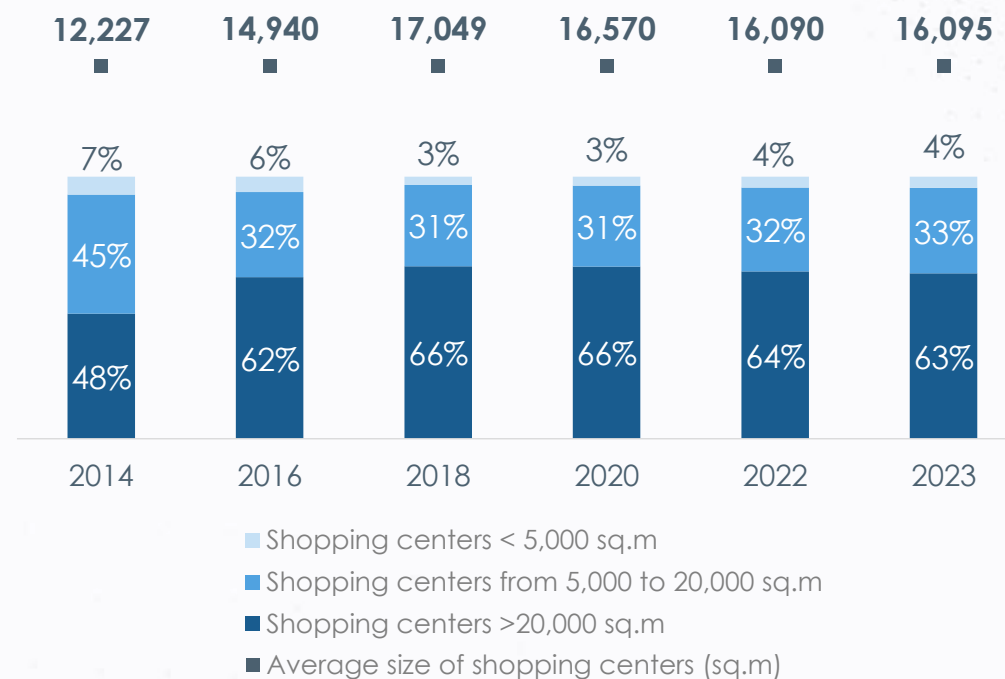


(1)

(1) Excluding dispersed assets

SHOPPING CENTER BREAKDOWN BY SIZE

(% of portfolio gross asset value including rights at December 31, 2023)

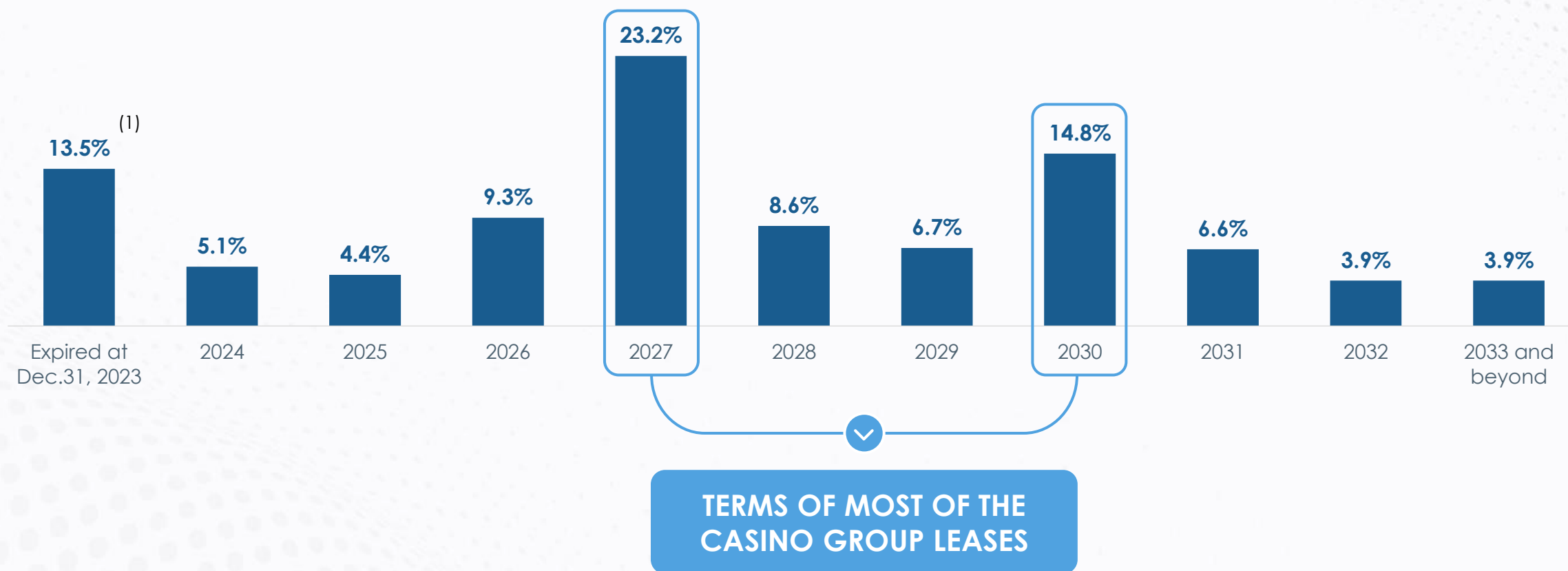


Lease expiry schedule effectively staggered over time



LEASE EXPIRY SCHEDULE

(percentage of leases expiring / guaranteed minimum rent at December 31, 2023)



(1) Of which 1.7% are subject of agreements signed in Jan-2024

Breakdown of food retail anchors (owned by Mercialys)



SITES	CURRENT FOOD RETAILER	FUTURE FOOD RETAILER ⁽¹⁾	% ownership
ANNEMASE	Casino Hyper	Intermarché	100%
LANESTER	Casino Hyper	Carrefour	100%
QUIMPER	Casino Hyper	Intermarché	100%
MARSEILLE-PDC	Casino Hyper	Intermarché	100%
GRENOBLE	Monoprix	Monoprix	100%
AJACCIO	Casino Hyper	Casino Hyper	60%
FURIANI	Casino Hyper	Casino Hyper	60%
PORTO-VECCHIO	Casino Hyper	Casino Hyper	60%
CORTE	Casino Hyper	Casino Hyper	60%
TOGA	Casino Hyper	Casino Hyper	60%
CLERMONT FERRAND	Casino Hyper	Intermarché	51%
LE PUY	Casino Hyper	Intermarché => Carrefour	51%
BREST	Casino Hyper	Casino Hyper	51%
NIORT	Casino Hyper	Casino Hyper	51%
NIMES CAP COSTIERES	Casino Hyper	Auchan	51%
NARBONNE	Casino Hyper	Auchan	51%
ANGERS	Casino Hyper	Auchan	51%
AIX-EN-PROVENCE	Casino Hyper	Auchan	51%
FREJUS	Casino Hyper	Auchan	51%
ISTRES	Casino Hyper	Auchan	51%
BESANCON	Casino Hyper	Intermarché	25%
GASSIN	Casino Hyper	Auchan	25%
PUTEAUX	Monoprix	Monoprix	25%
MARCQ-EN-BAROEUL	Monoprix	Monoprix	25%
CHAVILLE	Monoprix	Monoprix	25%

(1) According to press releases (Casino, Intermarché and Carrefour) on Jan.24, 2024 and several press reports (LSA) on Jan.24, 2024 and Jan 25, 2024, (Télégramme) on Feb.8, 2024

Breakdown of food retail anchors (not owned by Mercialys)



SITES	CURRENT FOOD RETAILER	FUTURE FOOD RETAILER ⁽¹⁾
MONTAUBAN	Super U	Super U
RENNES	Super U	Super U
RODEZ	Super U	Super U
PARIS MASSENA	Casino Super	Intermarché
PARIS ST DIDIER	Casino Super	Auchan
MILLAU	Casino Super	Intermarché
VALENCE	Casino Super	Intermarché
MORLAIX	Casino Hyper	Carrefour
TOURS	Casino Hyper	Intermarché
MONTARGIS	Casino Hyper	Intermarché
CHARTRES	Casino Hyper	Intermarché
DIJON	Casino Hyper	Casino Hyper
ANNECY	Casino Hyper	Auchan
SAINT-ETIENNE	Casino Hyper	Auchan
MANDELIEU	Casino Hyper	Auchan
TOULOUSE	Casino Hyper	Auchan
AGEN	Casino Hyper	Intermarché
BRIVE	Casino Hyper	Casino Hyper
MONTPELLIER	Casino Hyper	Intermarché
ARLES	Casino Hyper	Casino Hyper
AURILLAC	Casino Hyper	Casino Hyper
CARCASSONNE	Casino Hyper	Auchan
MARSEILLE-LA VALENTINE	Casino Hyper	Auchan
LE PORT	Carrefour	Carrefour
SAINT PIERRE	Carrefour	Carrefour
SAINT BENOIT	Carrefour	Carrefour
SAINTE MARIE	Intermarché	Intermarché
ANGOULEME	Casino Hyper	Auchan
ALBERTVILLE	Casino Hyper	Intermarché

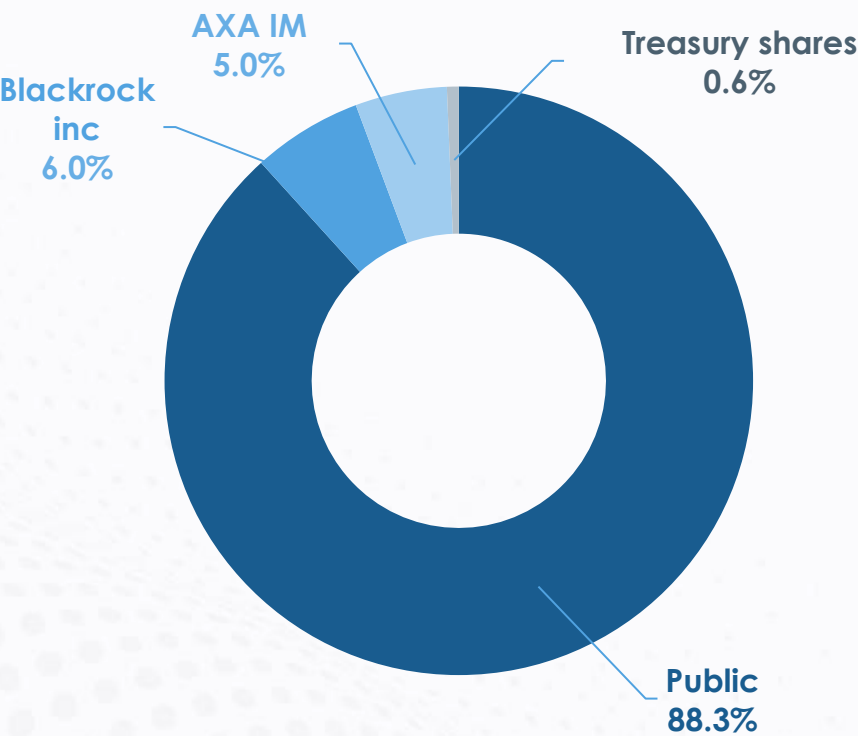
(1) According to press releases (Casino, Intermarché and Carrefour) on Jan.24, 2024 and several press reports (LSA) on Jan.24, 2024 and Jan 25, 2024, (Télégramme) on Feb.8, 2024

Shareholding structure



SHAREHOLDING STRUCTURE

(At December 31, 2023)



NUMBER OF SHARES

	DECEMBER 31, 2021	DECEMBER 31, 2022	DECEMBER 31, 2023
Number of shares outstanding at the end of the period	93,886,501	93,886,501	93,886,501
Average number of shares outstanding	93,179,835	93,886,501	93,886,501
Average number of shares (basic)	92,839,729	93,384,221	93,305,357
Average number of shares (diluted)	92,839,729	93,384,221	93,305,357

EPRA performance indicators



	DECEMBER 31, 2022	JUNE 30, 2023	DECEMBER 31, 2023
EPRA earnings - € per share	1.13	0.62	1.17
EPRA NRV - € per share	20.54	19.03	18.25
EPRA NTA - € per share	18.42	16.99	16.29
EPRA NDV - € per share	20.94	18.80	17.10
EPRA net initial yield - %	5.29%	5.63%	5.97%
EPRA “topped-up” net initial yield - %	5.38%	5.72%	6.05%
EPRA vacancy rate - %	4.4%	4.7%	4.4%
EPRA cost ratio (including direct vacancy costs) - %	18.7%	19.6%	17.8%
EPRA cost ratio (excluding direct vacancy costs) - %	16.7%	17.5%	16.1%
EPRA capital expenditure - in millions of euros	24.0	11.7	22.5
EPRA Loan-to-value (LTV)	37.3%	40.6%	41.2%
EPRA Loan-to-value (LTV) - % incl. TT	35.0%	38.1%	38.7%

Net recurrent earnings & EPRA earnings



IN THOUSANDS OF EUROS	DECEMBER 31, 2022	DECEMBER 31, 2023
Invoiced rents	172,602	177,495
Lease rights	674	515
Rental revenues	173,277	178,010
Property taxes	-13,948	-14,265
Rebiling to tenants	11,701	12,048
Non-recovered property taxes	-2,247	-2,217
Service charges	-31,211	-36,813
Rebiling to tenants	26,182	33,152
Non-recovered service charges	-5,029	-3,661
Management fees	-7,073	-952
Rebiling to tenants	4,113	4,032
Losses on and impairment of receivables	3,263	-4,411
Other expenses	-372	153
Net property operating expenses	-69	-1,208
Net rental income	165,932	170,924
Management, administrative and other activities income	2,846	3,078
Other income and expenses	-5,859	-4,433
Personnel expenses	-18,690	-20,169
EBITDA	144,229	149,400
Net financial items (excluding non-recurring elements ⁽¹⁾)	-29,659	-29,593
Reversals of / (allowance for) provisions	-2,527	-4,774
Other operating income and expenses (excluding capital gains on disposals and impairment)	624	2,179
Tax expense	-463	-634
Share of net income from associates and joint ventures (excluding capital gains, amortization and impairment)	3,680	3,574
Non-controlling interests (excluding capital gains, amortization and impairment)	-10,360	-11,191
Net recurrent earnings	105,524	108,961
Net recurrent earnings per share (based on average diluted number of shares)	1.13	1.17
EPRA EARNINGS	105,524	108,961

(1) Impact of hedging ineffectiveness, banking default risk, premiums, non-recurring amortization and cost relating to bond redemptions, proceeds and costs from unwinding hedging operations

Net income attributable to owners of the parent



IN THOUSANDS OF EUROS	DECEMBER 31, 2022	DECEMBER 31, 2023
Net recurrent earnings	105,524	108,961
Depreciation and amortization	-37,729	-38,540
Other operating income and expenses	1,630	-22,447
Impact of hedging ineffectiveness, banking default risk, net impact of bond redemptions and net proceeds or costs from hedging operations	-26,671	-10,589
Share of net income from associates, joint ventures and non-controlling interests (amortization, depreciation and capital gains or losses)	339	15,987
NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT	43,094	53,373

Balance sheet



ASSETS



EQUITY AND LIABILITIES

IN THOUSANDS OF EUROS	DECEMBER 31, 2022	DECEMBER 31, 2023
Intangible assets	3,381	3,144
Property, plant and equipment other than investment property	4,743	5,825
Investment property	1,907,148	1,864,950
Right-of-use assets	10,184	10,615
Investments in associates	35,203	39,557
Other non-current assets	50,219	37,577
Deferred tax assets	1,601	1,614
Non-current assets	2,012,478	1,963,282
Trade receivables	28,557	35,936
Other current assets	31,854	31,902
Cash and cash equivalents	216,085	118,155
Investment property held for sale	0	1,400
Current assets	276,496	187,393
TOTAL ASSETS	2,288,974	2,150,676
Share capital	93,887	93,887
Additional paid-in capital, treasury shares and other reserves	631,246	583,337
Equity attributable to owners of the parent	725,132	677,224
Non-controlling interests	205,294	188,871
Equity	930,426	866,095
Non-current provisions	1,225	1,406
Non-current financial liabilities	1,131,974	1,131,627
Deposits and guarantees	23,622	24,935
Non-current lease liabilities	9,409	9,529
Other non-current liabilities	2,377	4,834
Non-current liabilities	1,168,607	1,172,332
Trade payables	13,910	9,265
Current financial liabilities	126,353	53,037
Current lease liabilities	1,084	1,331
Current provisions	13,279	15,581
Other current liabilities	35,237	32,940
Current tax liabilities	78	95
Current liabilities	189,941	112,249
TOTAL EQUITY AND LIABILITIES	2,288,974	2,150,676

Breakdown of assets

Average appraisal yield rate: 6.61% at December 31, 2023



TYPE OF PROPERTY	NUMBER OF ASSETS AT DECEMBER 31, 2023	APPRAISAL VALUE (EXCL. TRANSFER TAXES) AT DECEMBER 31, 2023		APPRAISAL VALUE (INCL. TRANSFER TAXES) AT DECEMBER 31, 2023		GROSS LEASABLE AREA AT DECEMBER 31, 2023		APPRAISED NET RENTAL INCOME	
		In €m	%	In €m	%	Sq.m	%	In €m	%
Regional / large shopping centers	25	2,279.7	84.7%	2,430.9	84.6%	604,840	77.9%	154.0	81.1%
Neighborhood shopping centers	23	400.5	14.9%	428.1	14.9%	167,726	21.6%	35.3	18.6%
Sub-total	48	2,680.2	99.5%	2,859.0	99.5%	772,567	99.5%	189.4	99.8%
Other sites	2	12.1	0.5%	13.0	0.5%	3,987	0.5%	0.5	0.2%
TOTAL PORTFOLIO	50	2,692.3	100%	2,872.0	100%	776,554	100%	189.8	100%

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