



**2018 Annual results**  
**14 February 2019**





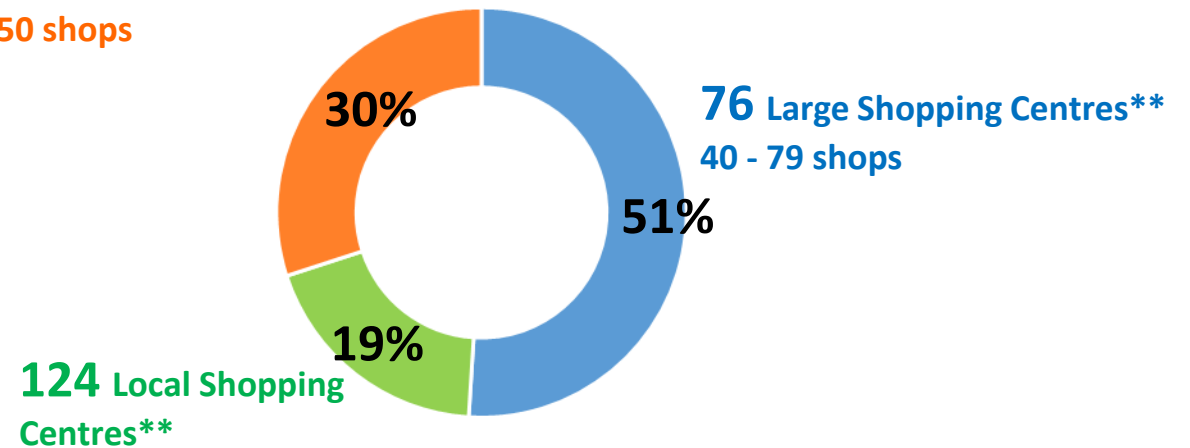
**2018 at a glance**

# Carmila, a unique player in the shopping centre market

- » Centres **connected** to their surroundings...
- » ... adjacent to a Carrefour **food anchor**
- » A **secured** pipeline for **creating value**
- » An **asset transformer**

**81%** of the portfolio value composed of **Regional and Large Shopping Centres\*\***

**15 Regional Shopping Centres\*\***  
80 - 150 shops



**87%** are leader or co-leader sites\*

(\*) Leader: a leading shopping centre in its area by number of commercial units (Codata) or a shopping centre with more than 80 commercial units in France or more than 60 in Spain or Italy. Co-leader: a non-leader shopping centre attached to a leader hypermarket in its commercial area in terms of revenues (Nielsen) or generating revenues in excess of €100 million in France or €60 million in Spain or Italy

(\*\*) CNCC classification

# A distinct, agile and innovative player

Specialised teams,  
**retailers** before being **landlords**

+ dedication to **retailer revenues**

+ **digital technology**

+ **innovation**

**Creativity** and **dynamism**

A **commercial** and **entrepreneurial**  
spirit

## Our conviction:

Managing a shopping centre in 2019 means providing retailers with **effective local digital marketing services** to help their business growth

- » **Pure player digital solutions** and **qualified local databases**
- » **Rapid** and **exponential roll-out** on a local scale thanks to centralised design



# New drivers for growth: building businesses that complement our core activity

## Value creation on assets

Average surface area of our sites **x 215 sites**  
**7 hectares/site**

Co-development right with Carrefour for  
**1.5 million sq.m** of easily accessible space close to urban centres

- » **Mixed use**
- » **Urban logistics**

## Carmila Ventures

*Identifying successful retail and service start-ups.  
Helping them develop within our centres.  
Providing funds and protecting our investments through a minority equity partnership*

**Double-digit IRR target\***

## LOUWIFI

*Capitalising on our technical and digital expertise to create and expand a specialist Wi-Fi/low voltage/network integrator company.*

*LOUWIFI is a wholly-owned subsidiary of Carmila*

**Industrial partners: Cisco, SFR, CLOUD4WI**  
**2018 EBITDA: €766k**

# This entrepreneurial spirit is the driver behind our past and future growth

## Cash flows rising significantly over 2018...

Gross rental income rising  
strongly

**+13.1%**

Gross rental income experiencing  
**robust organic growth**

**+2.8%\***

Recurring earnings  
increasing sharply...

**+13.5%\*\***

**€1.53/share\*\*\***

Dilutive effect of the capital  
increase of July 2017 entirely offset  
within one year



# ... and asset values are benefiting from actions taken during the last 5 years

Asset values continue to rise...

**GAV** ITT  
**€6,405m** **+10.3%** / 12 months

*The value creation dynamic generated by our teams has offset the minor increase in market rates on the French portfolio*

Growth on a like-for-like basis  
**+2.2%** / 12 months

... with NAV rising due to organic growth and improved asset quality

**€28.39/share**

**+3.3%\*** / 12 months  
**+0.6% on a comparable basis\*\***



Orléans - Cap Saran

**2018, a year of success stories**

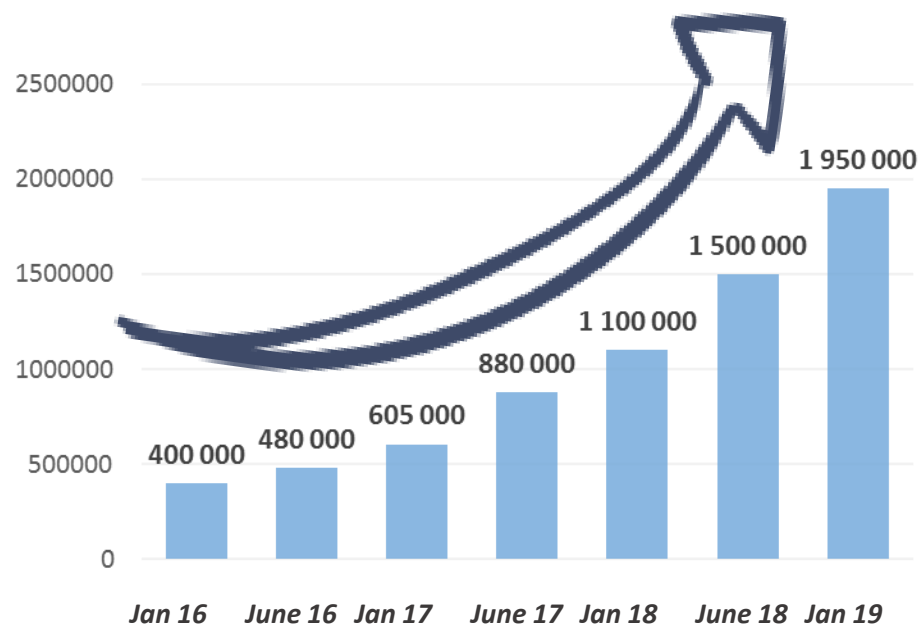


# The roll-out of our local digital marketing strategy continued to accelerate and prove its effectiveness



Number of contacts added to the database

**+77%** /12 months



**44.2 million** emails and text messages sent by centre managers



**420**

initiatives / month

**x2.2 vs. Dec 2017**



**2,750**

retailer users

**x2.8 vs. Dec 2017**



**2,500**

Local digital marketing campaigns

**Boost initiatives\*\*\***

**Exceeding targets**

**Sales >11.2pts**

Revenue growth vs. CNCC category  
Annual support  
(1 Kiosk/month)

**Black Friday campaign**

**Over performance**

**Sales >5.4pts**

Revenue growth of Hypermarkets in tested centres vs. benchmark in non beneficiary centres



2018 Annual results

(\*) All digital marketing services available to retailers

(\*\*) Platform of applications and services available directly to the centres and retailers

(\*\*\*) Support over several months to a retailer on a local marketing strategy using all of the tools developed by Carmila

# Actively seeking growth by buying assets that present value creation potential in the most dynamic countries

**€417 million**

in acquisitions

**GRAN VIA**  
DE HORTALEZA

**La Sierra**  
CENTRO COMERCIAL

**EL PASEO**  
CENTRO COMERCIAL

**la Verónica**  
CENTRO COMERCIAL

**Grand Vitrolles**  
CENTRE COMMERCIAL

*Enrich the portfolio with new assets to be transformed*

**Leading assets in their catchment areas**

**Significant value creation potential**

**3** extension projects

**4** restructuring projects

Average financial occupancy rate **95%**

Short-term yield growth **+65 bps**

*Increasing presence in Spain*

**Increasing our presence in the dynamic Spanish market**

**62%\***

of 2018 acquisitions



**23%\***

of the portfolio at the end of 2018  
versus 14% in 2014

# The extensions opened in 2018 are boosting the value and quality of the portfolio

Popular with  
brands

**96%**  
let

Yield-On-Cost\*

**7.6%**

Significant  
additional rental  
income

**+€11.0m**

in additional net rental  
income on an annualised  
basis

**+71,950sq.m**  
/ 186 units

Malaga - Los Patios



Orléans - Cap Saran



Athis-Mons (Southern Paris)





# The extensions delivered in 2018 are off to a good start and the existing part of the centres are seeing the benefits

## Letting rate\*

Cap Saran April 2018	100% 34/34 units
Douai February 2018	76% 6/7 units
Caen - Hérouville February 2018	69% 5/6 units
Besançon Chalezeule September 2018	98% 16/18 units
Évreux (phase 2) October 2018	97%** 58/61 units
Athis Mons November 2018	96% 21/22 units
Los Patios December 2018	95% 36/38 units

## Increased attractiveness

### Orléans - Cap Saran

**10** months after opening, strong performance both in the retail park and the existing mall

### Evreux

The extension has strengthened its leadership position as the area's destination shopping centre

### Athis-Mons (Southern Paris)

**3** months after opening, the main tenants are already exceeding their targets

### Malaga - Los Patios

The newly-let medium-sized retail units have boosted the attractiveness of the centre

Orléans - Cap Saran



Evreux



Athis-Mons



Malaga - Los Patios



BREEAM®

# Asset values on a comparable basis are stable in France and rising in Spain and Italy...

GAV ITT

€6,405m +10.3% / 12 months

Increase at constant  
scope\*

+2.2% / 12 months

 4,600

+1.0%

 1,450

+6.2%

 355

+4.1%

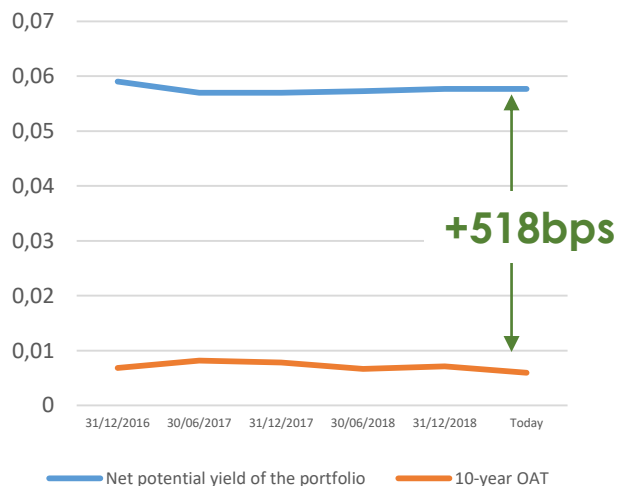
# ... strengthened by Carmila's actions which improve the quality of its assets and offset the marginal increase in capitalisation rates

Net potential yield (appraisals)

**5.77%**

**+7bps**/12 months

Risk premium/10-year OAT



 **+5.54%** **+5bps**

 **+6.40%** **+6bps**

 **+6.16%** **-5bps**

## Actions taken by the Carmila teams

Impact of asset management and improved asset quality

**-5bps**

Improved quality

**+3bps**

Increase in expected rental value (ERV) from vacant lots

**-5bps**

Effect of Nichelino's track record on the capitalisation rate

Impact of changes in scope

**-2bps**

**+3bps**

-

## Exogenous impact

Market impact  
Increase in capitalisation rates

**+12bps**

-

-



# Asset valuations: our experts' opinion

## Our experts' opinion

Values sustained by

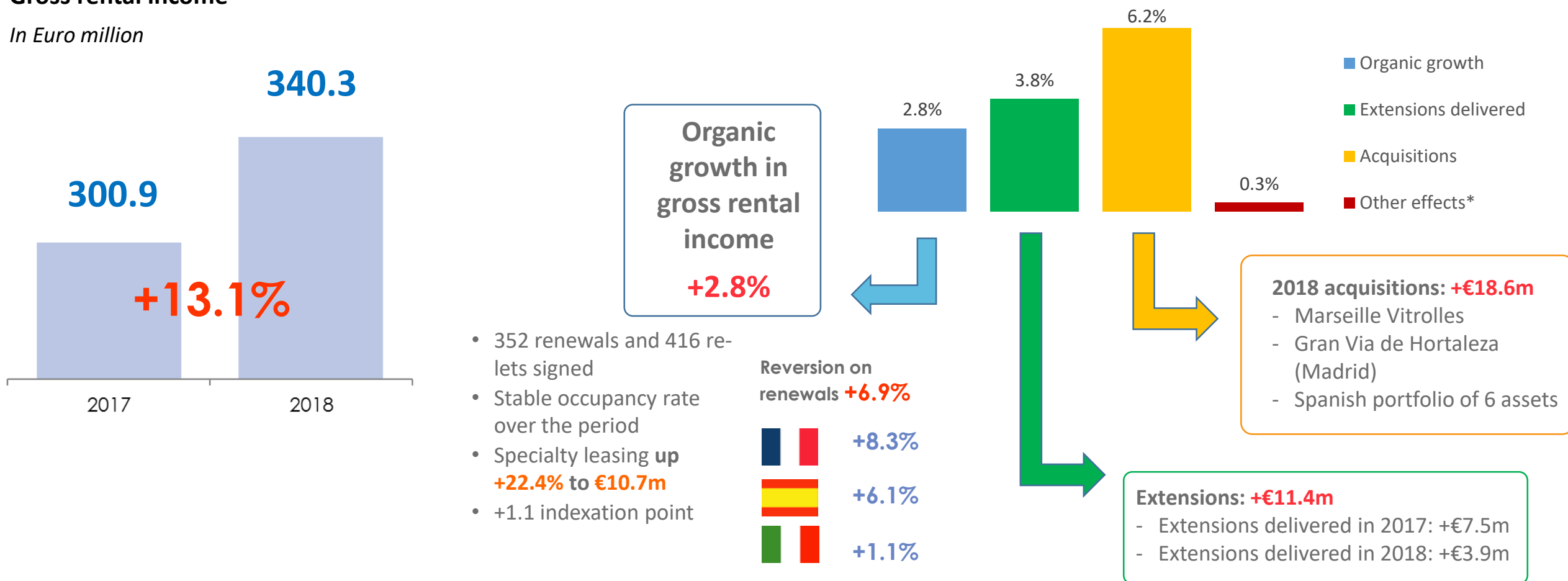
- the **total renovation** of our assets.
- **Significant expertise** of Carmila teams of shopping centres of this type.
- Daily evidence of lettings at least equal to the rental estimates used by experts.
- Substantive work carried out in collaboration with retailers.

	Reasonable capitalisation rates	Net rental income sustainable over the long term	Satisfactory occupancy cost ratios	
Regional shopping centres	5.3%	€289/sq.m	Clothing and accessories	15.7%
Large shopping centres	5.7%	€241/sq.m	Health, hygiene and beauty	9.4%
Local shopping centres	6.6%	€216/sq.m	Leisure, culture and gifts	8.5%
			Other	10.0%

# Momentum generated by the teams drives growth in gross rental income

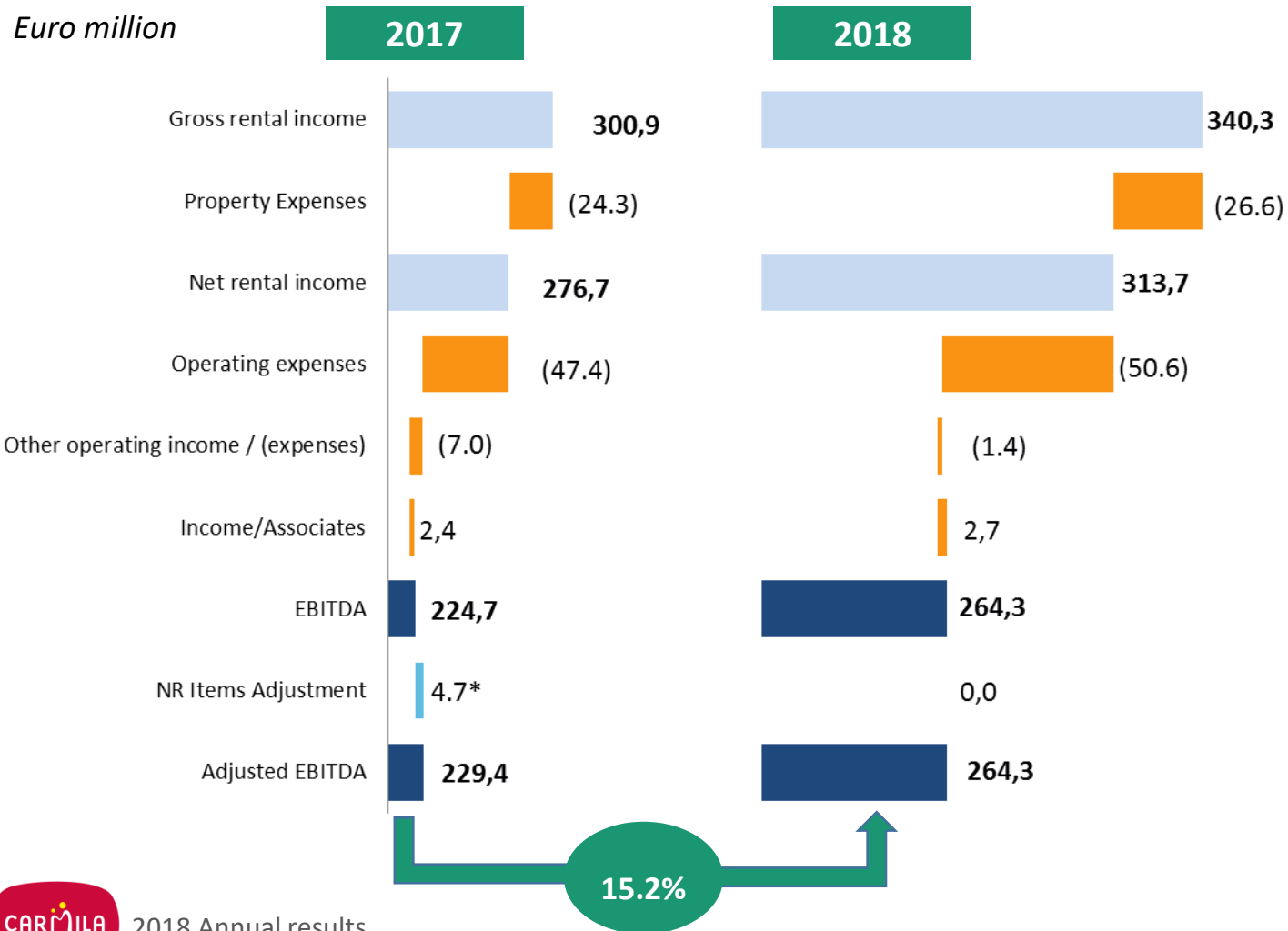
## Gross rental income

In Euro million



# EBITDA, adjusted for non-recurring items, up +15.2%

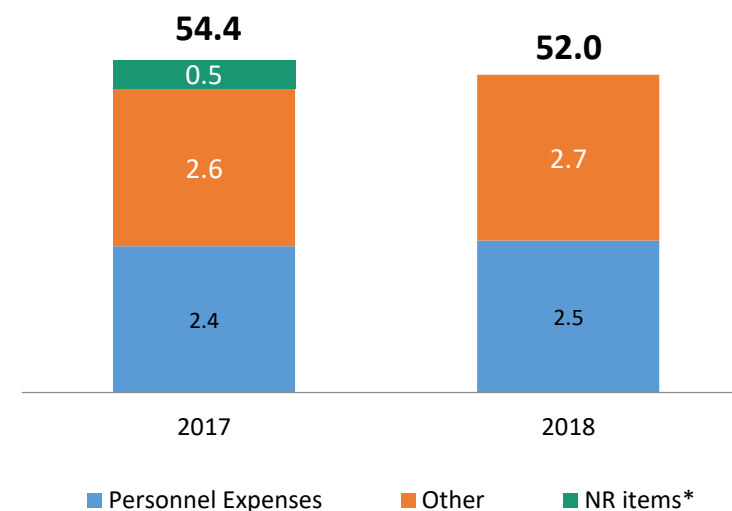
## Reconciliation of GRI to EBITDA



Total operating expenses for 2018 are stable at c. €50m.

Total structure costs including other operating income and expenses amounted to €52.0m for 2018, compared to €54.4m in 2017 (of which €4.7m\* non-recurring).

## General expenses and other operating income and expenses

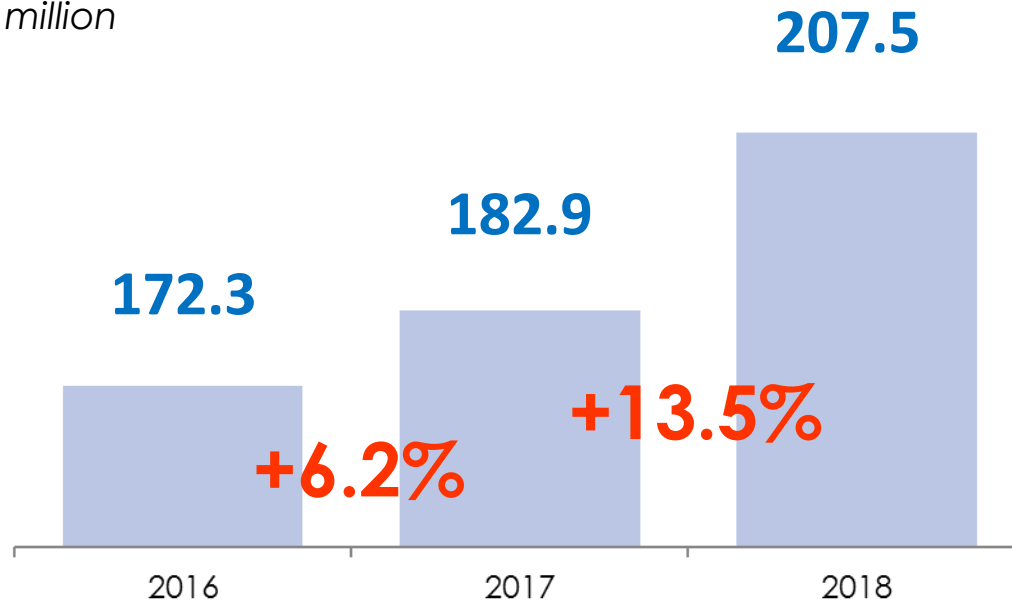




# Growth in cash flows higher than forecast thanks to effective strategy implementation

## Recurring earnings

*In Euro million*



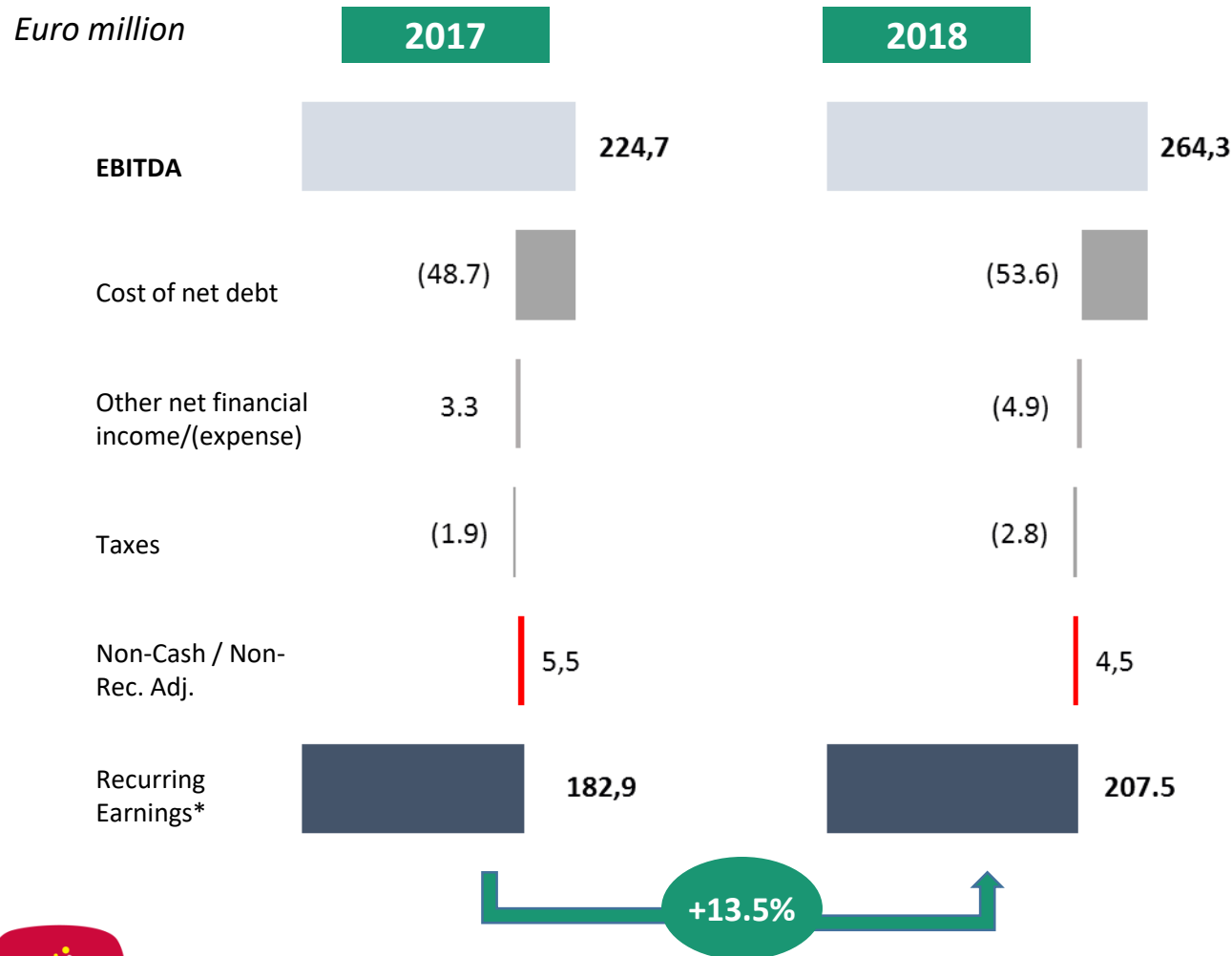
**Stable**  
Recurring  
earnings per  
share

**€1.53**/share

Dilutive effect of the capital  
increase of July 2017 entirely offset  
within one year

# Recurring earnings\* up +13.5%

## Reconciliation of EBITDA to Recurring EPRA Earnings



### Cost of debt

The €4.9m increase in the cost of net financial debt between 2017 and 2018 is mainly due to the expenses of the new bond issued in March (€6.1m in 2018). The average cost of debt for 2018 stands at 2.02%.

### Other financial income and expenses

Adjusted for non-cash items, other financial income and expenses totalled -€4.9m for 2018, against +€3.3m for 2017. The 2017 figure includes non-recurring financial income (badwill from the merger) of €6.5m.

For 2018, this item includes a €3m provision to adjust the portfolio of marketable securities in line with its market value at 31 December 2018.

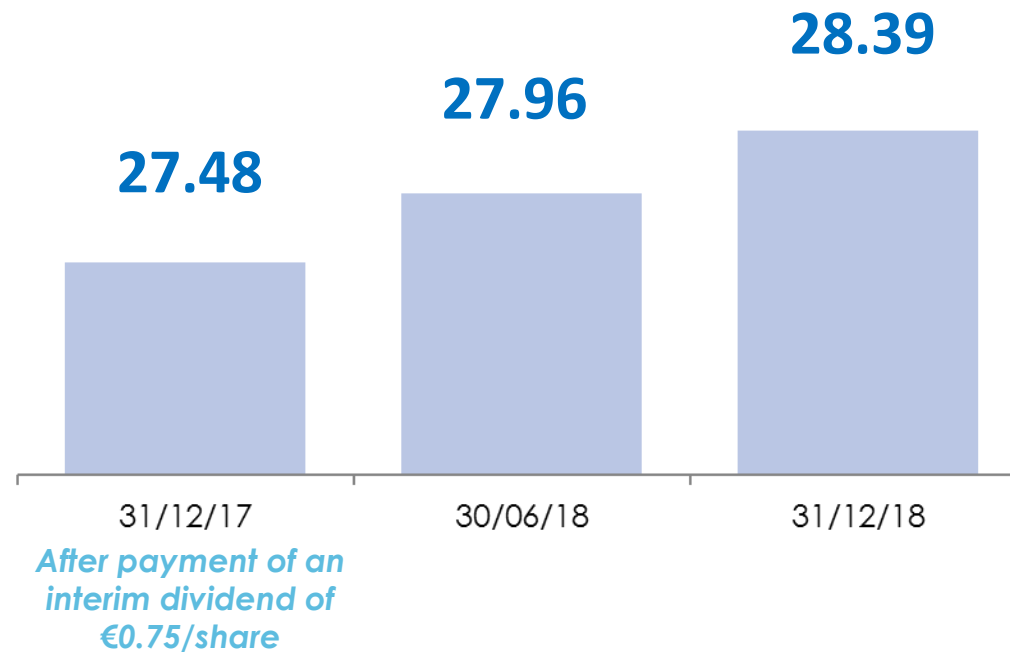
### Other non-cash items and adjusted non-recurring items

- Elimination of the adjustment payment on the sale of derivatives: +€2.6m
- Technical adjustments for first-time application of IFRS 9: -€0.4m
- Net impact of amortisation of issue costs and the fair value adjustment of derivatives: +€2.4m

# These factors combined boost the value of the company

**EPRA NAV\***  
in € per share

**+3.3%** / 12 months



**+0.6%** On the same calendar of distribution

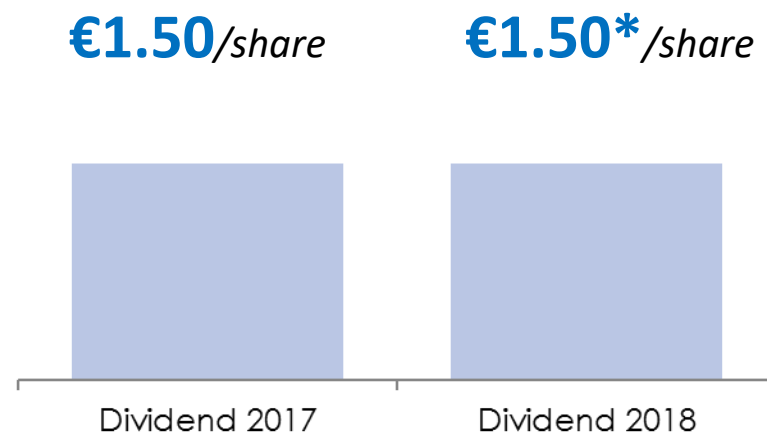


**Confident in its business model's strength and its teams' efficiency, the Company's management maintains the same dividend as in 2017**

**Dilutive effect of the 2017 capital increase absorbed**

**Dividend maintained at 2017 level**

*(\*) subject to approval by the General Meeting of 16 May 2019*



**Exceptional yield**  
based on closing price of 12/02/2019

**8.6%**  
c. 800 bps  
above OAT

**Payout/Recurring Earnings 110%**

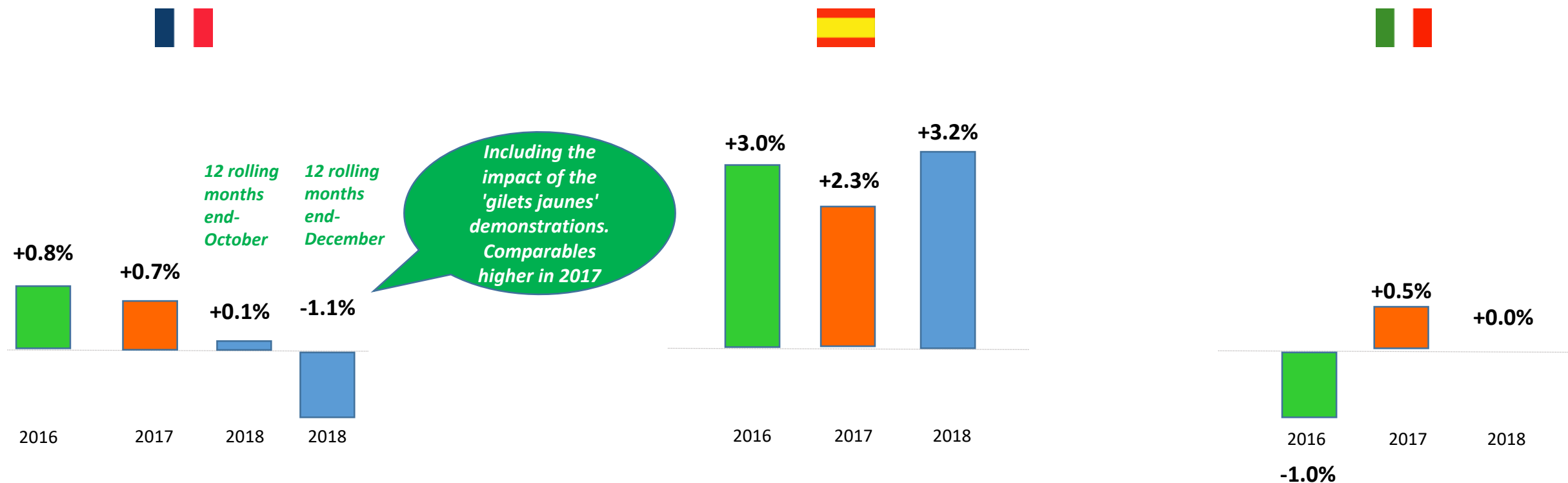
**98%**



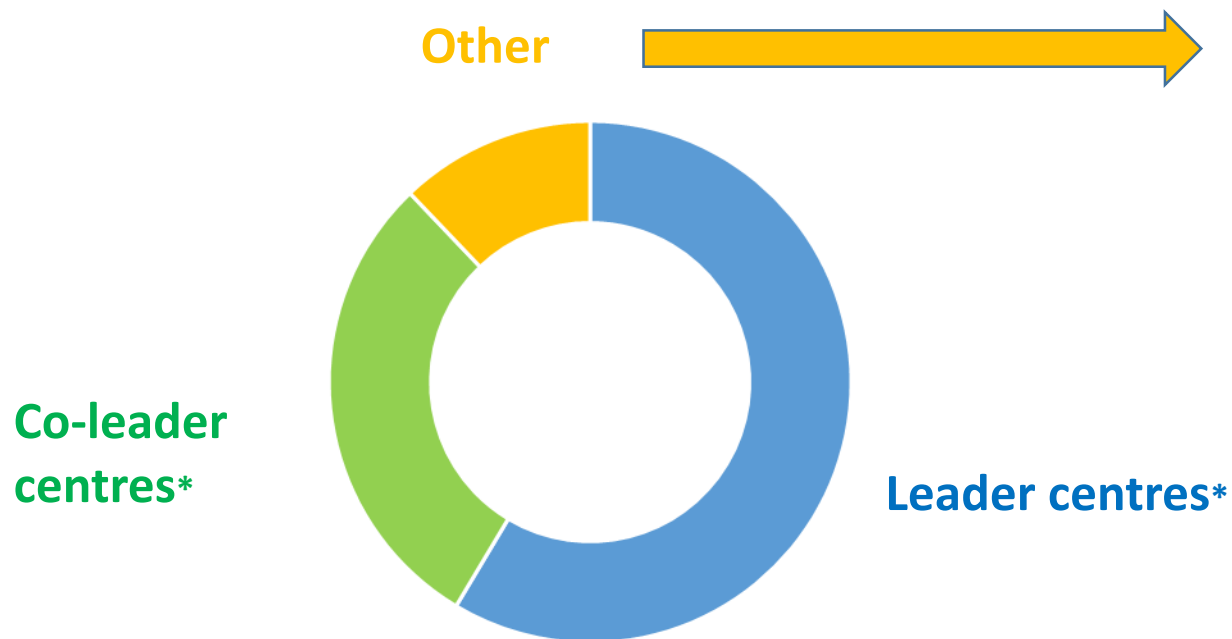
**Resilience and long-term growth**

# Spain remains dynamic / France and Italy resilient

Change in retailer revenues in Carmila shopping centres  
on a like-for-like basis



# Leader assets and well-established local shopping centres dedicated to service activities



Strategy: to boost their leadership or position these assets as local shopping centres dedicated to services that complement those offered by the hypermarkets

**Business and cash flow resilience**

Leader + Co-leader centres = **87%\*\*\***

**A strong anchor :**  
average food-related revenues of Carrefour hypermarkets

**€12,000/sq.m incl. taxes**

(\*) Leader: a "leader" shopping centre in its area in terms of commercial units (Codata) or a shopping centre with more than 80 commercial units in France or more than 60 in Spain or Italy

(\*\*) Co-leader: a non-leader shopping centre attached to a leader hypermarket in its commercial area in terms of revenues (Nielsen) or generating revenues in excess of €100 million in France or €60 million in Spain or Italy

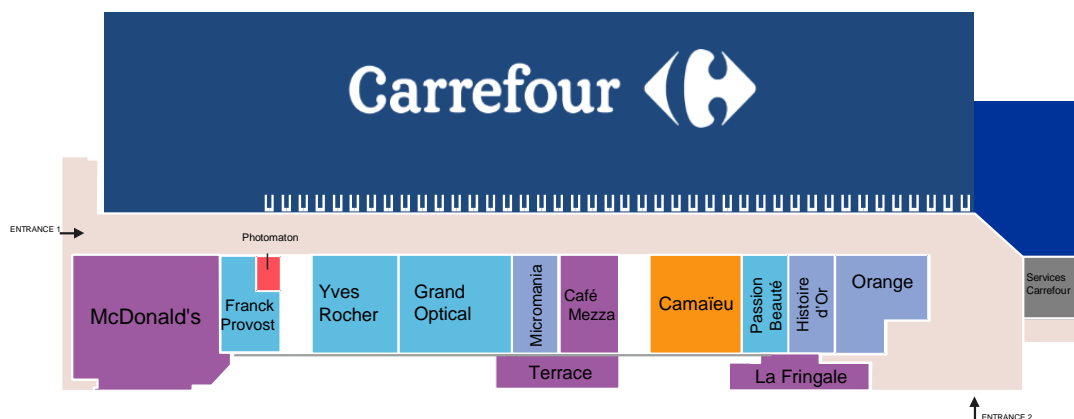
(\*\*\*) As a % of gross asset value, inclusive of transfer taxes



# Grenoble Meylan local shopping centre: an example of resilience and performance

- » A small yet successful shopping mall with a loyal and high purchasing power customer base (“CSP+”)
- » Excellent retailer performance
- » A leader hypermarket located in the affluent suburbs of Grenoble

- » 12 units with a commercial offering mainly comprised of services and health & beauty
- » 90% occupied by national brands (Micromania, Yves Rocher, Franck Provost, Camaïeu, Histoire d’Or, McDonald’s, Passion Beauté, Orange)
- » Impressive brand performance (McDonald’s revenue incl. tax: €3.9m, Camaïeu: €1.2m)
- » Recent renovation of the Grand Optical, Camaïeu and Orange shops
- » Reversion in 2019



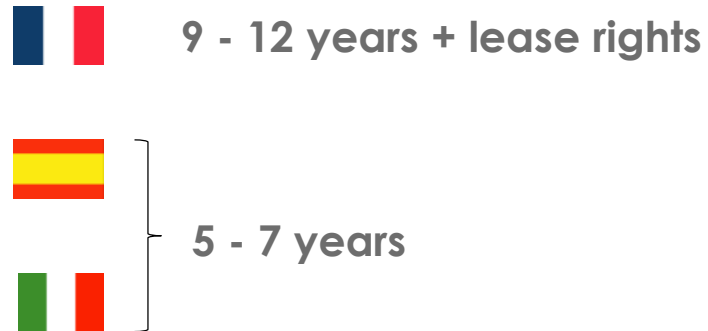
Annual gross rental income **€860k**

Occupancy rate **100%**

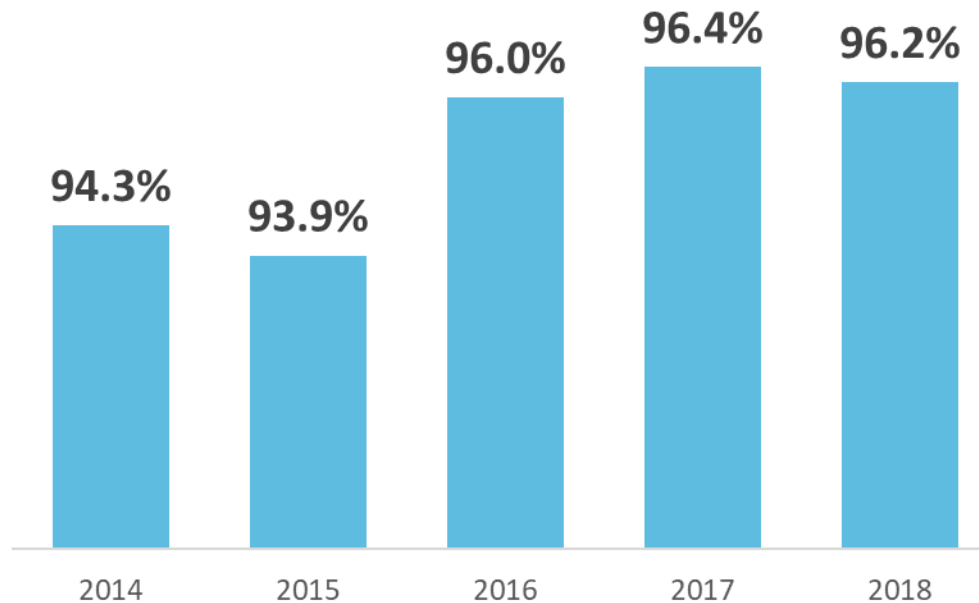
Footfall **3.9 million**

# Good visibility on medium/long-term rental income

## Long leases



## Long-term stable occupancy rates



**French resilience**  
[94.3% - 96.1%]

**Spanish dynamism**  
[90.3% - 96.2%]

**Italian stability**  
>99% over the past 4 years

# Cash flows immune to turmoil faced by retail brands

## Carmila's exposure

In # units In MGR

2014



# 6 units €0.8m

Feedback on retailers in difficulty  
Example: France from  
2014 - 2018

vivarte

# 53 units €5.6m

2015



# 8 units €0.5m



# 6 units €0.8m

2016

Jennyfer

# 14 units €1.5m



# 8 units €0.6m



# 23 units €1.6m

2018

Brice

Bizzbee

JULES

# 48 units €5.2m

**166** units affected

**€16.7m**

in rental income affected  
= 7% of our rental income  
in France over 4 years

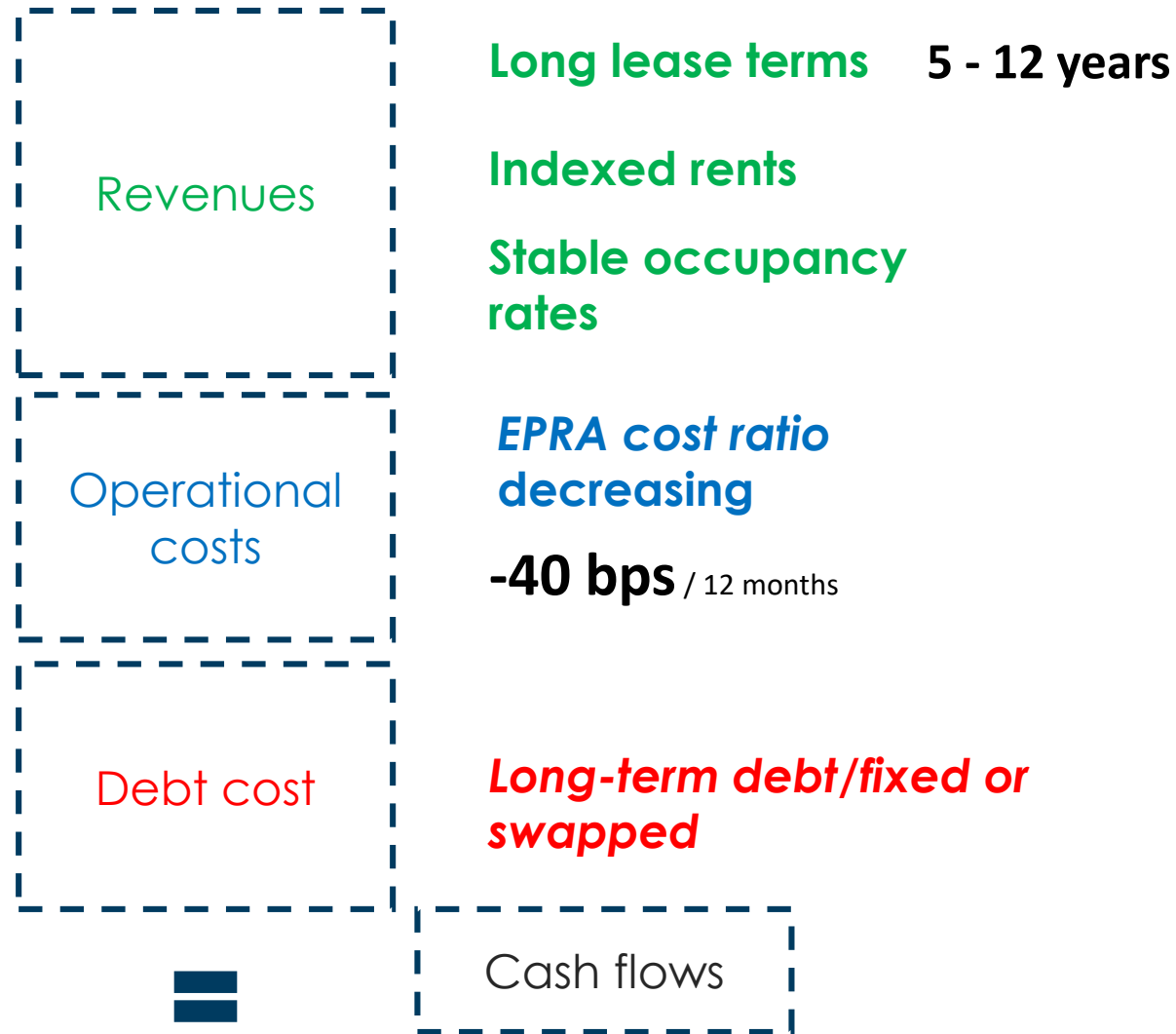
Takeover of the retailer  
by a new investor

Business continuity

Change in tenant / Re-  
letting

**94%** of MGR\*  
maintained

# Cash flows offering strong visibility and resilience





# A robust financial structure, minimally affected by rate rises and providing good cash flow visibility

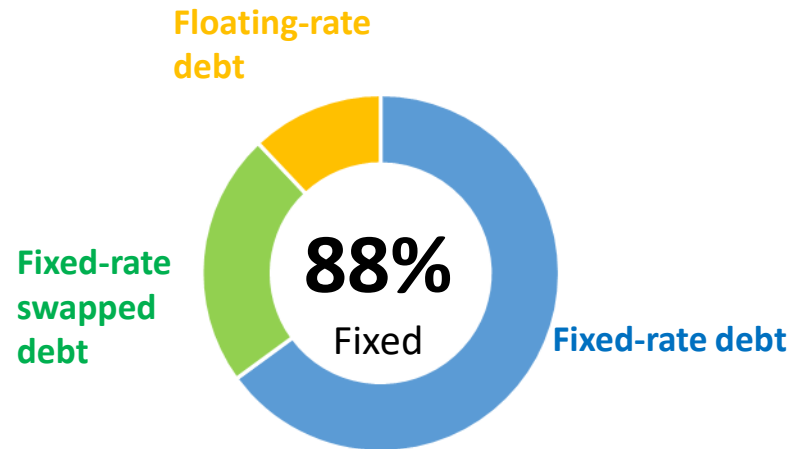
Low LTV ratio

**34.0%**

Average debt maturity

**5.5 years**

High percentage of fixed-rate debt



Strong financial liquidity

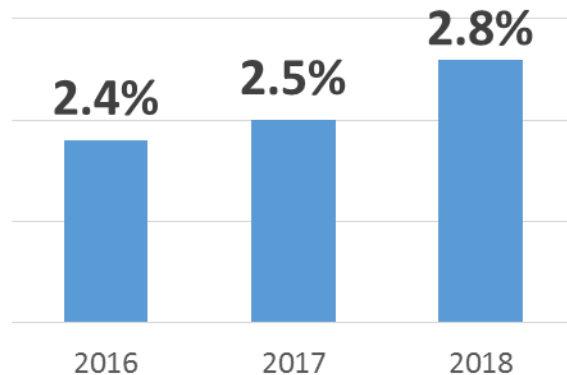
Undrawn facilities\* €1,009m

CP program €600m

***No need for equity resources over 3 years***

# Strong growth and value creation dynamic

## Sustained organic growth



## Good track record in delivering extensions...

**17** extensions  
delivered in 3 years

**€43m** in additional net  
rental income created

Letting rate  
close to  
**100%**

## ... and in creating value

Average YOC of the 17 projects delivered  
since 2016

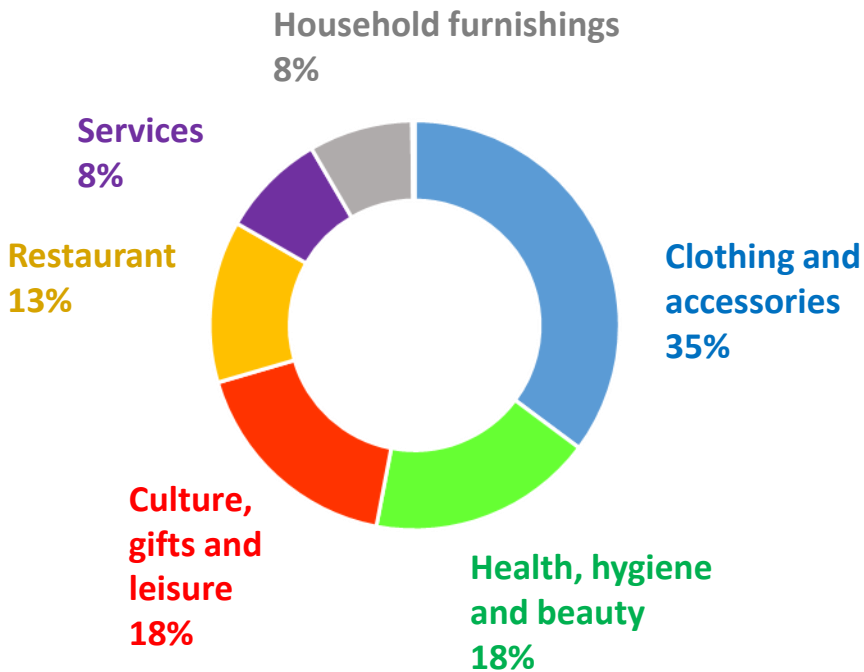
**6.7%\***

= an average of

**110 bps** above the  
capitalisation rates  
of appraisals

# Shopping centres are an established part of our customers' daily lives

## A balanced merchandising mix



Our role is to **adapt to new trends** and attract businesses that complement those of our existing tenants...

... whilst maintaining a **profitable business model**

## Health, hygiene and beauty

*Pharmacies and health centres, beauty salons*

**Rents\* €230/sq.m - €500/sq.m**

**Fitness centres** (1,000 - 2,000sq.m)

**Average rent\* €110/sq.m**

## Restaurants

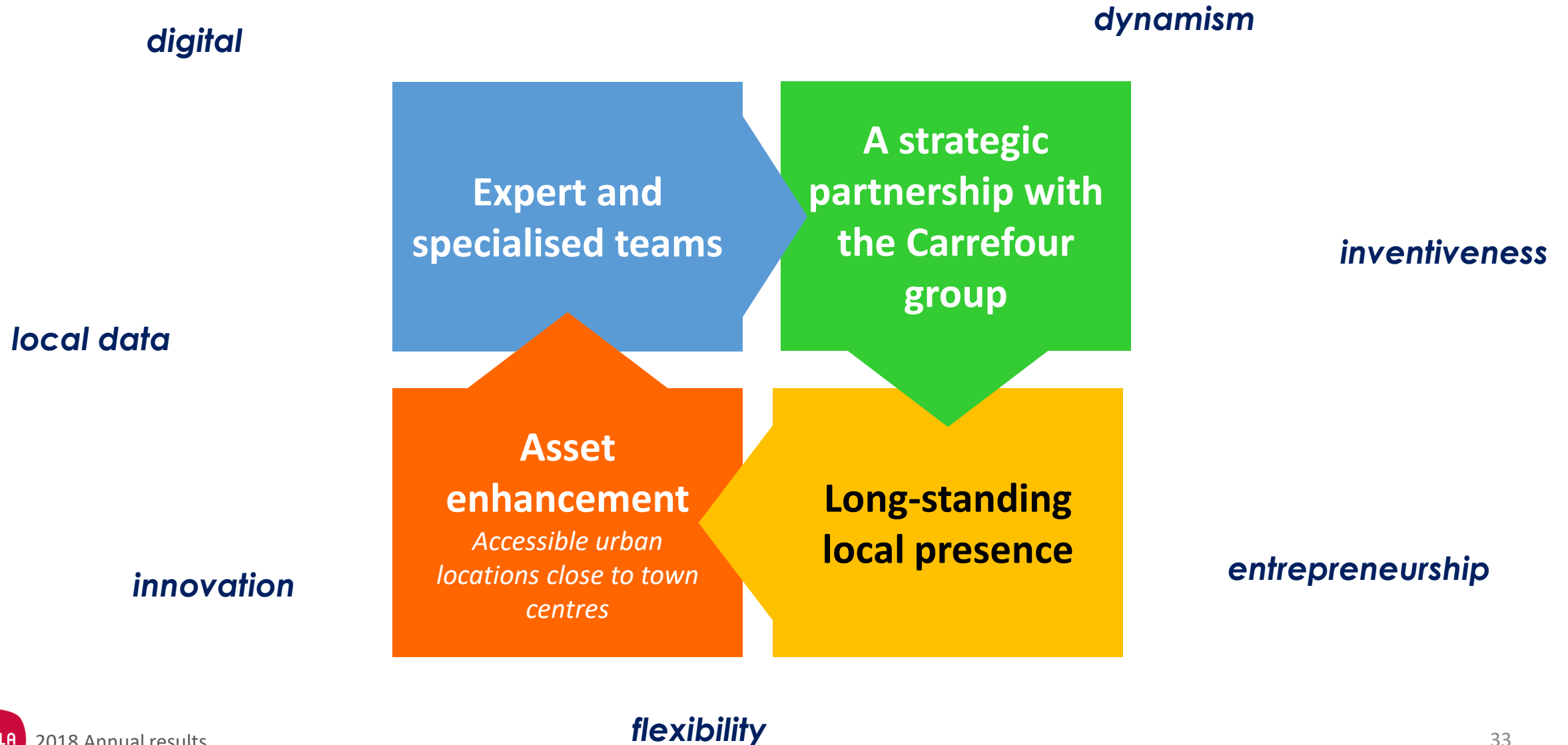
**Rent\* €110/sq.m - €650/sq.m**



**Outlook: capitalising on our assets for sustainable growth**



# Capitalising on our assets to generate long-term growth



# Building on our talents to cultivate operational excellence and foster transformation

## A professional organisation...



Portfolio Management  
Business Development



Marketing, innovation and  
digital

Shopping centre management



Letting activities  
Pop-up stores and  
Specialty leasing



CSR



Finance



## .... associated to a complementary partner



Real Estate development



Construction and works  
Management



Property Management



Logistics



Support functions:

HR, IT

Legal

Accounting



## ... sharing the same culture: customer service



**209 employees** in 2018  
**52% men** and **48% women**



**92% are proud to work for Carmila**  
**87% are satisfied at work**  
*Internal survey carried out in 2018*



**4,480 training hours** in 2018  
(+38% vs. 2017)

**21.4 training hours** on average per  
employee (vs. 14.1 in 2017)

# Locally active teams championing economic and social vitality in the regions



**Access to culture  
and sport**



**Charitable  
and solidarity  
initiatives**



**Regional,  
economic and  
social impact**



**Health**



**Sustainable  
development**

**750** jobs created in shops opened in 2018

**61** regional economic and social  
development initiatives (i.e. **148** event days)

**11** local projects funded and

**€50,000** raised by

**600** contributors in Toulouse and  
Perpignan on the crowdfunding platform :  
[Carrefour.MiiMOSA.com](https://Carrefour.MiiMOSA.com)

**>1,300** local CSR initiatives  
In the shopping centres

# Assets sustainably integrated into their environment



## Obtaining environmental certifications

BREEAM®

**14** certified sites

**13** in progress



**2020 target:**  
75% of the portfolio certified

**Target incorporated into the short and long-term compensation criterias of management and senior executives**



## Optimising environmental impacts

**61** sites equipped with a centralised technical management system (CTM)

**8%** reduction in energy consumption over 2018\*



**2025 target:**  
15% reduction in energy consumption / sq.m usable area (vs. 2017)



## Protecting biodiversity

**1** tree planted locally for every **1** sq.m constructed

**30,000** trees planted since 2017

**1<sup>st</sup>** BiodiverCity label awarded to Evreux

**2** new communal gardens at L'Hay Les Roses in partnership with the Carrefour Foundation, and at Turin-Nichelino



# Retaining our leadership position in local digital marketing and innovation

Continuing to invest in and develop our local customer knowledge and the digital transformation of our shopping centres and retailers

**Annual investment €5-7m**

*Development and customisation of tools, partnerships, dedicated digital marketing initiatives and specialist teams*

**Growing our local databases**  
**2.7 million** contacts

Fostering a local **culture of innovation** and supporting the **digital transformation** of our sales outlets



Improving the day-to-day support given to our retailers through local digital marketing solutions

*Initiatives*

**“Kiosque” 2019**

**450**

initiatives/month

Special partnerships with Google and Facebook

**Beta tester for**  
**Drive-to-Store solutions**



# Locally-managed marketing allows central services to focus on optimisation and innovation

## A successful industrialised platform



Contact acquisition cost  
**45% lower than the market average**

- 200 games terminals installed in shopping centres
- 800,000 players
- 100% customisable locally to meet retailer requirements



A **scalable** model and fast results

- x 2.8 website visits (vs. 2017)\*
- x 2.3 points of contact (in 10 months)
- 27 retailers supported over 10 months

## Continuous research & innovations that can be rolled out on a large scale

### #Local micro-influence

Ambassador clients speaking on behalf of shopping centres



### #Payment

Introduction of multi-mall gift cards

Unit cost: **2.5x** cheaper than market solutions



### #Delivery

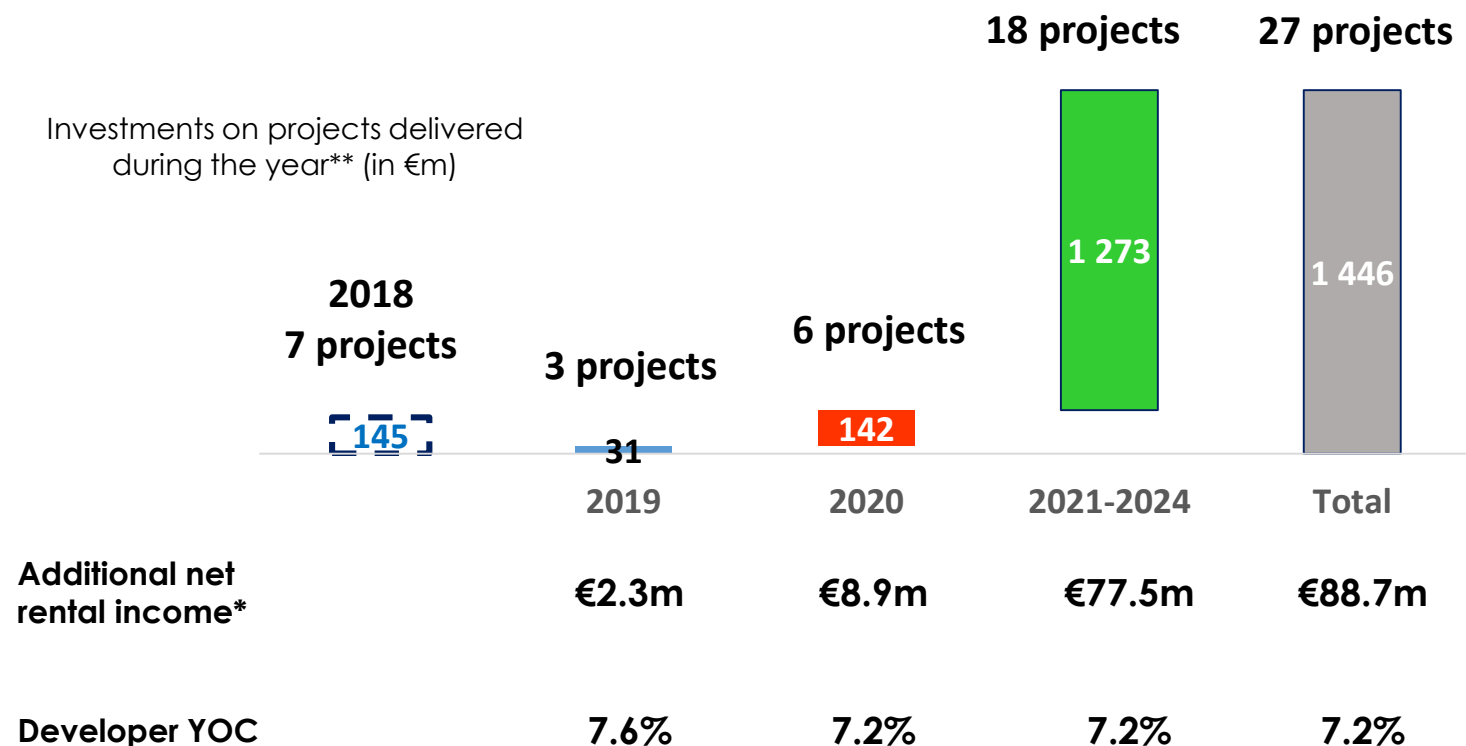
POC\*\* of a business ordering and delivery service

8 participating restaurants  
Over 270 orders / month



Test H1 2018: 5 test shopping centres  
Roll-out in 2019: 20 shopping centres

# Carefully selected pipeline projects - prioritising flagship and value-creating proposals



100% on existing sites

100% controlled

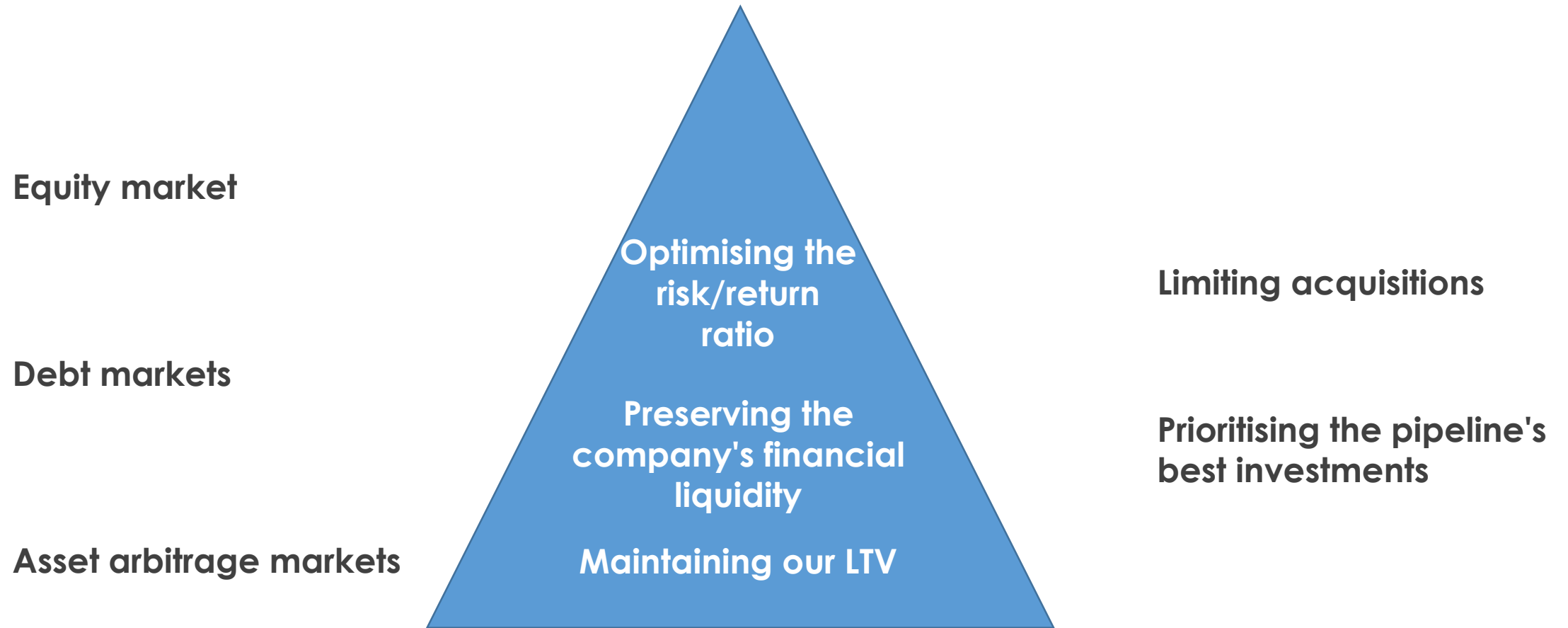
100% extensions

## Major flagship projects\*\*

Nice Lingostière	€98m
Marseille - Vitrolles	€108m
Barcelona (Tarrassa)	€123m
Toulouse Labège	€166m
Montesson (Western Paris)	€220m
Lyon-Vénissieux	€169m
Antibes	€280m

and further potential for increases ...  
notably with upcoming extensions  
in Spain

# Considering our environment when selecting investments



# Investing in creative start-ups to enhance our offering and develop growth drivers



## Objectives:

- ✓ To attract **effective and sustainable** retail concepts to Carmila, that are consistent with our marketing position
- ✓ To invest at an early stage in **innovative concepts** with the **right entrepreneurs** and prioritise their development throughout our shopping centres
- ✓ Enjoy **double-digit returns on investments** over 5 years

## Terms and conditions:

- ✓ Acquire equity interests of 15-30%
- ✓ Provide repayable funding for the shops' fit-out-costs
- ✓ Expansion within Carmila's shopping centres
- ✓ Option to sell our equity interests in 10 years

At end-2018

27

€1.1m

€4.6m  
o/w equity €2.9m

**1 success 5 promising retailers 1 provisioned risk**

Plan at end-2019

60

€2.2m

€10m  
o/w equity €4.6m

**Expected capital gains on equity interests of €3-6m**

# Enhancing high-potential assets through property densification, co-developing with Carrefour

Average surface area of our sites

**7 hectares/site**

*Joint-development rights with Carrefour*

**Their advantages:**



Proximity/  
suburban



Access



National  
network



Partnerships with Carrefour  
(access to land, technical expertise, etc.)

Potential for

**1.5 million  
sq.m**

**Boost the value of our properties in a  
50/50 partnership with Carrefour**

**Reallocation of space  
(Developer)**



Retail



Drive



Logistics

**Diverse range of activities  
(Planner + partnerships)**



Hotels



Offices



Retirement  
homes



Homes



Health  
centres



Business  
parks



Co-working  
spaces



Data centres



Managed  
residences



# An example of asset enhancement: Nantes Beaujoire

Hypermarket reduced by **2,000 sq.m**  
**2 medium-sized retailers** added



1

Mall extended by **8,000 sq.m**  
(Medium-sized retailers + shops)



2

LIAISON  
SOCIETE  
GENERALE

Creation of **6,000 sq.m**  
of office space



4

5

Construction of a  
health centre



3

Creation of **419** parking spaces under  
the mall



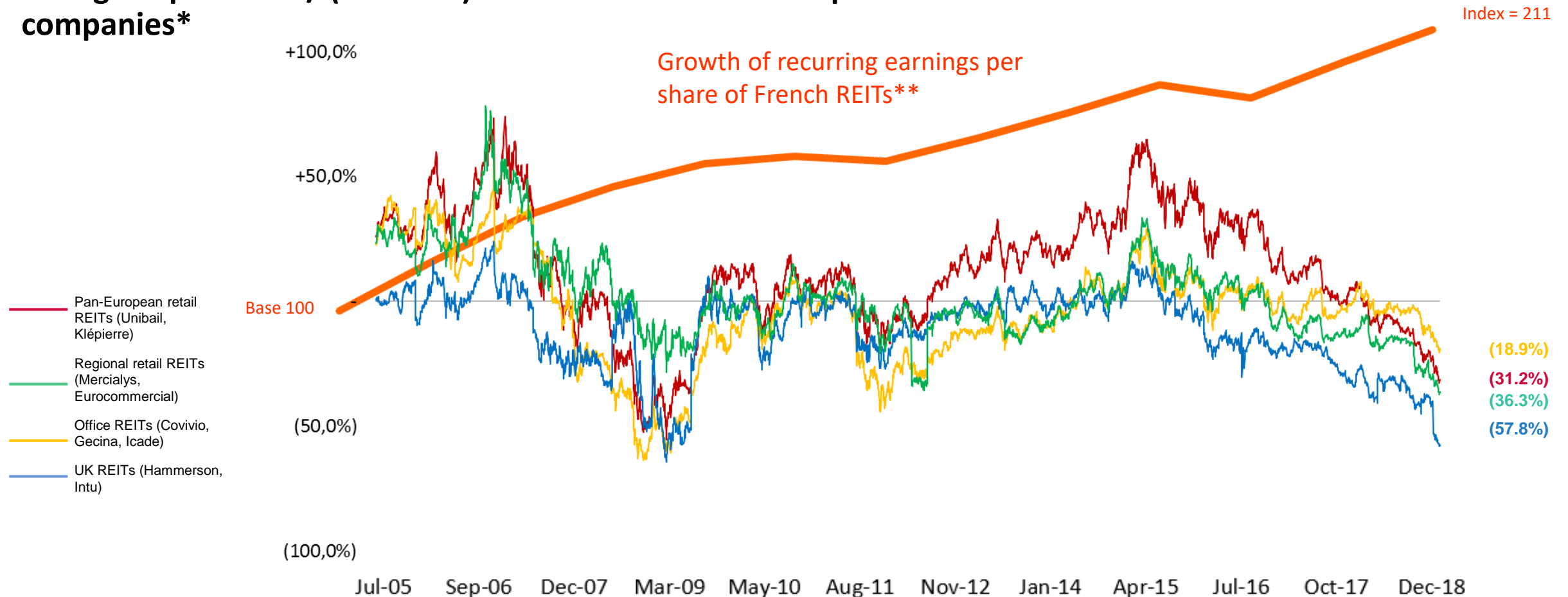
# After a year of strong growth, 2019 will be a year of consolidation

- » A growth momentum on the portfolio
- » A small number of extensions to be delivered and a year in which major projects for 2020-2024 will be launched
- » Monitoring LTV and liquidity
  - Prudent approach to acquisitions
  - Carefully selected investments
  - Financial liquidity monitoring

Target growth in  
**Recurring earnings per share  
between +5% and +6.5%**

# Continue to deliver over the cycle

## Change in premium / (discount) on NAV of the main European real estate companies\*

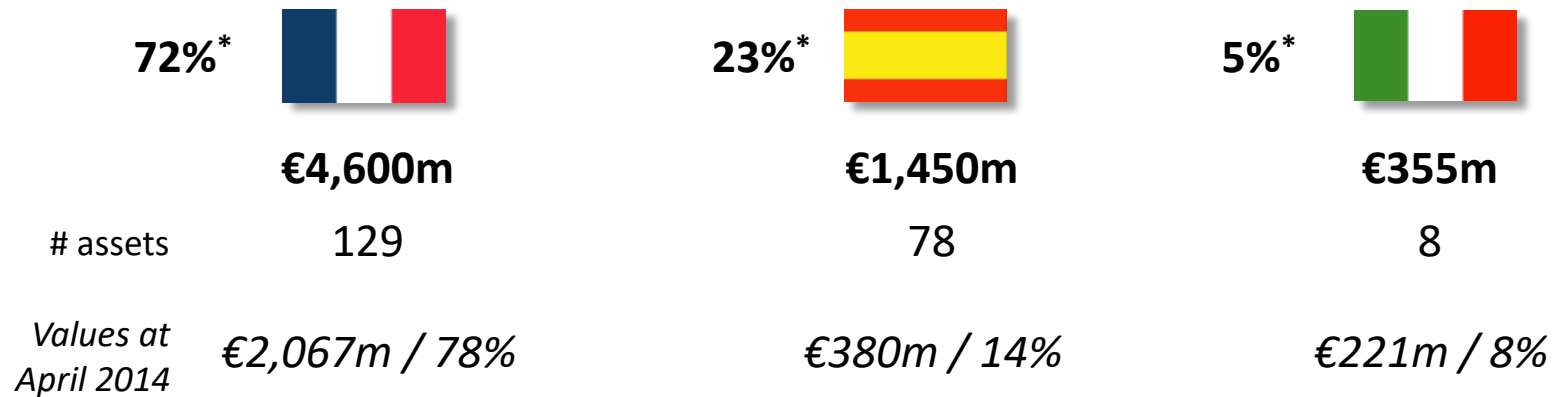
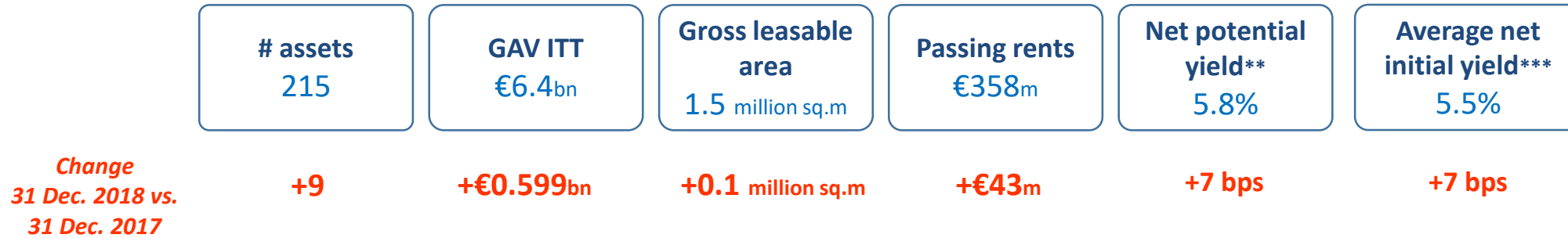






## Appendices

# A portfolio valued at €6,405 billion at 31 December 2018



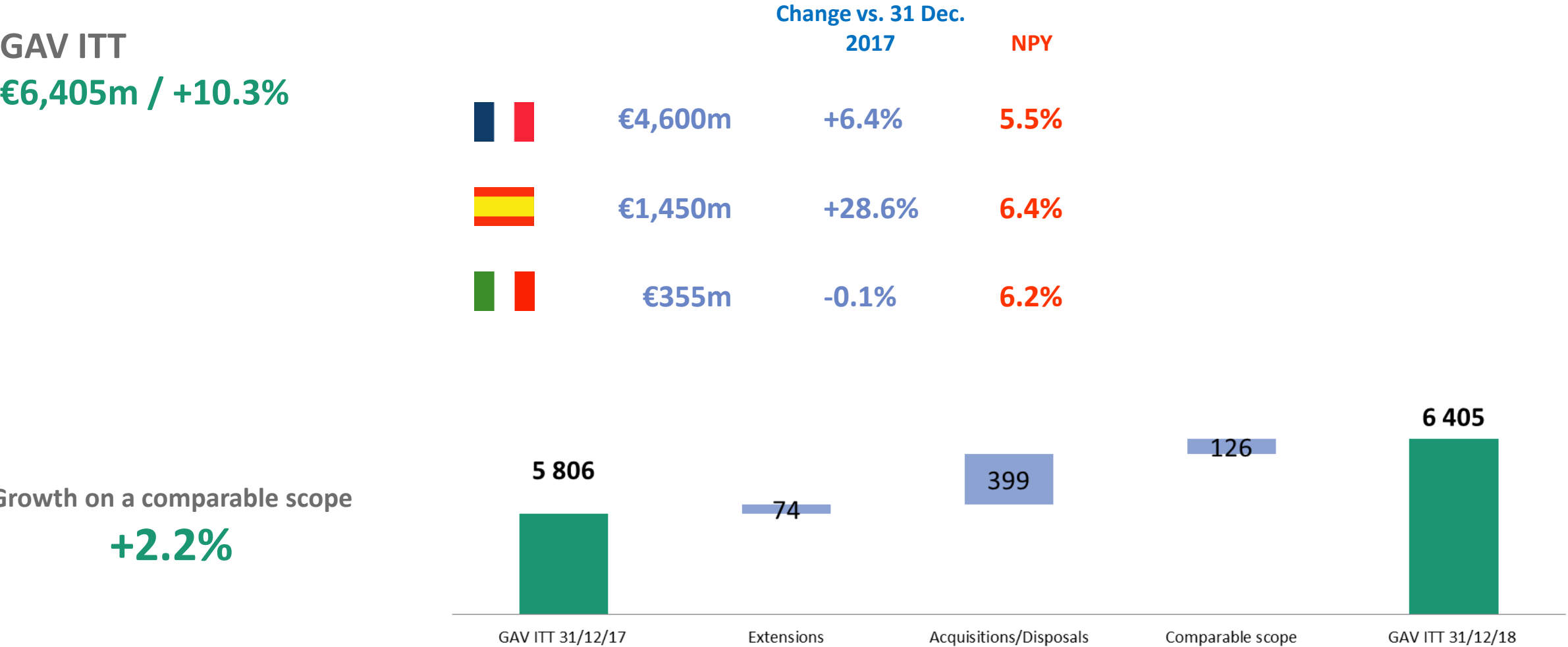
(\*) % of the gross asset value, inclusive of transfer taxes, at 31 December 2018

(\*\*) Net potential yield of the portfolio based on valuations by external appraisers 2018

(\*\*\*) Average yield on occupied units

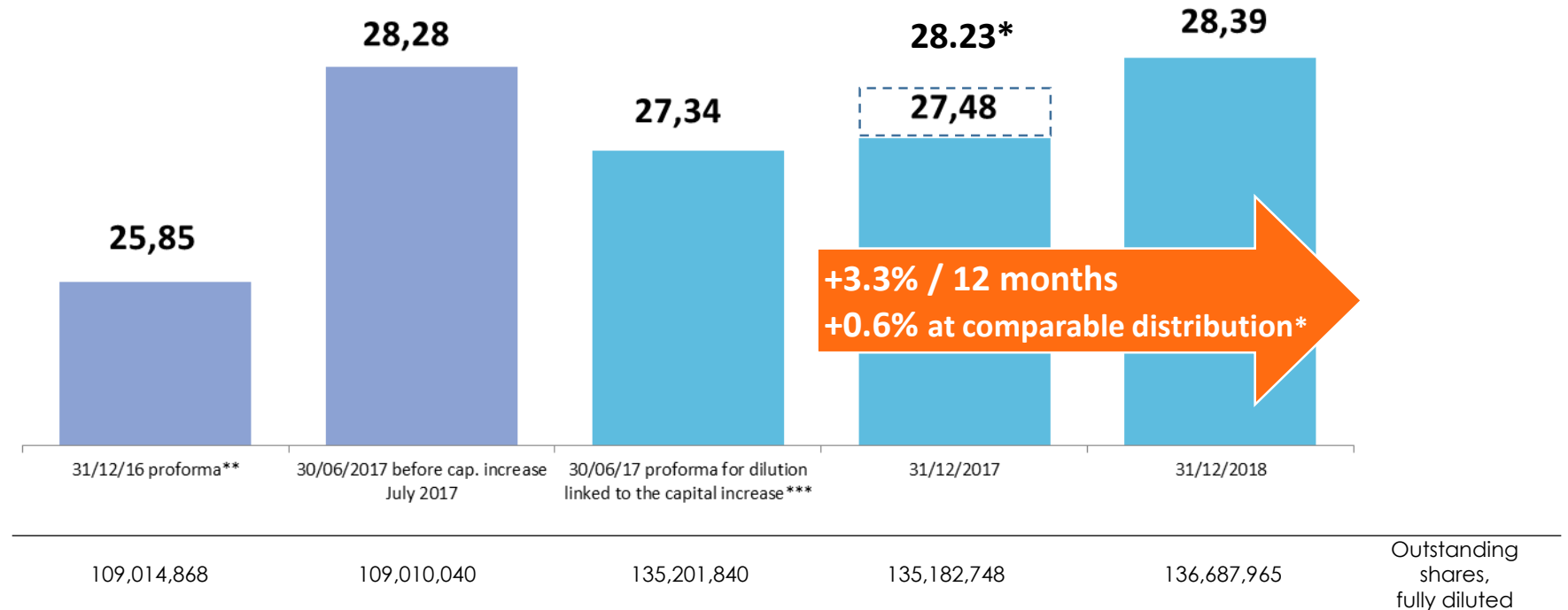


# Portfolio value up +10.3% (+€599m) since 31 December 2017, including +2.2 growth points on a like-for-like basis



# NAV up +3.3% over 12 months and +0.6% at a comparable distribution policy basis

EPRA NAV per share *fully diluted*  
in €/share



(\*) Growth adjusted for the interim dividend of €0.75 paid in November 2017

(\*\*) Proforma to the Cardety/Carmila merger completed 12 June 2017 – Cardety assets and liabilities at 31 December 2016 included

(\*\*\*) Taking account of a €614 million capital increase and IPO completed in July 2017, net of costs recognised and of 26.2 million newly issued shares

# Robust financial structure at 31 December 2018

Debt maturity  
**5.5 years**

LTV\*  
**34.0%**

ICR\*\*  
**4.9x**

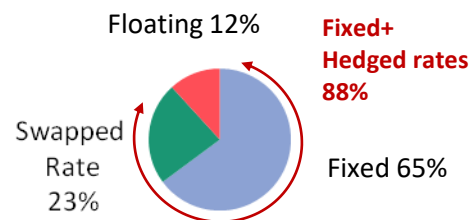
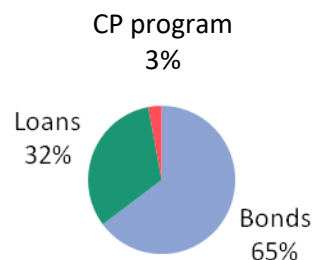
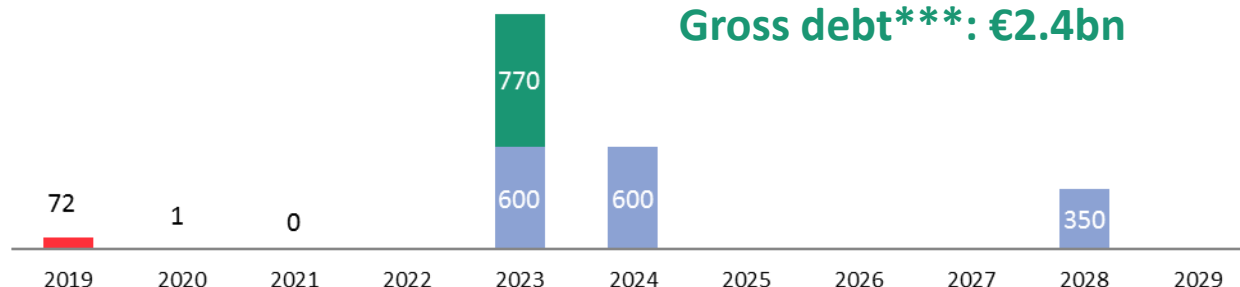
**S&P confirms Carmila's BBB rating with a positive outlook**

## Other highlights of the year

- Issue in February 2018 of a **€350 million 10-year bond** – coupon 2.125%
- Average cost of debt at 31/12/2018: 2.0% stable
- Stable liquidity reserves
- Bank debt maturity postponed by one year

## Debt repayment schedule

Gross debt\*\*\*: **€2.4bn**



Liquidity  
reserves  
available at  
31/12/18

**€1,216m**

