



2018 ANNUAL RESULTS

February 14, 2019

MERCIALYS

Preliminary remarks

The 2018 annual consolidated financial statements were approved by the Board of Directors on February 13, 2019.

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



Contents



01.

Foreword

4



02.

Leveraging our
operating
excellence in a
resilient market

8



03.

Financial
structure
and results

33



04.

Dividend and
2019 objectives

42



Foreword

Eric Le Gentil
Chairman

MERCIALYS

Dual governance structure set up, in line with best practices

► Separation of the roles of Chairman & CEO

- As proposed by the Chairman & CEO, E. Le Gentil, the Chairman & CEO roles have been separated
- E. Le Gentil will continue as Chairman of the Board, with V. Ravat appointed Chief Executive Officer, and E. Blaise appointed Deputy CEO

► Board structure as at December 31, 2018

11 members

Chairman Éric Le Gentil

7 independent Directors

3 Casino Group representatives

63.6%
independence

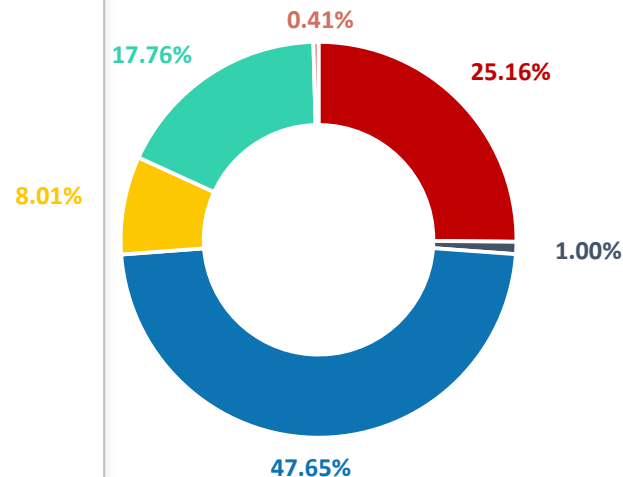
54.5%
women

55
average age

4 years average
seniority⁽²⁾

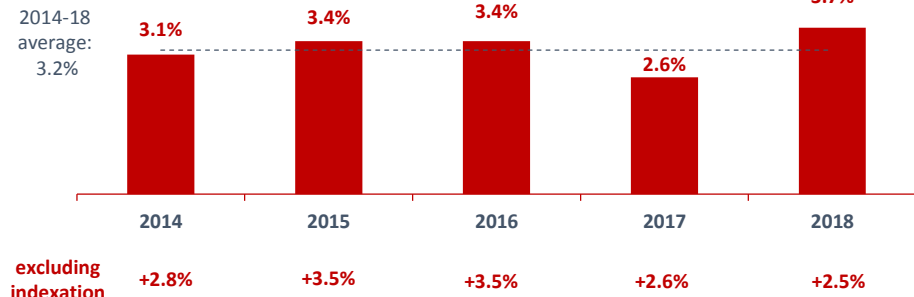
► Shareholding structure as at December 31, 2018

- Casino group
- Foncière Euris ⁽¹⁾
- Public
- Generali Group
- Crédit Agricole SA
- Treasury shares

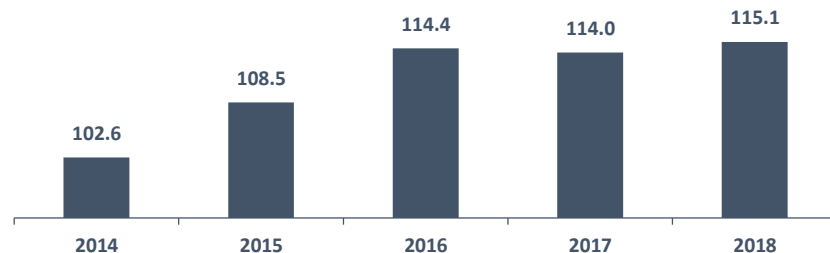


Proving our operating excellence over the years

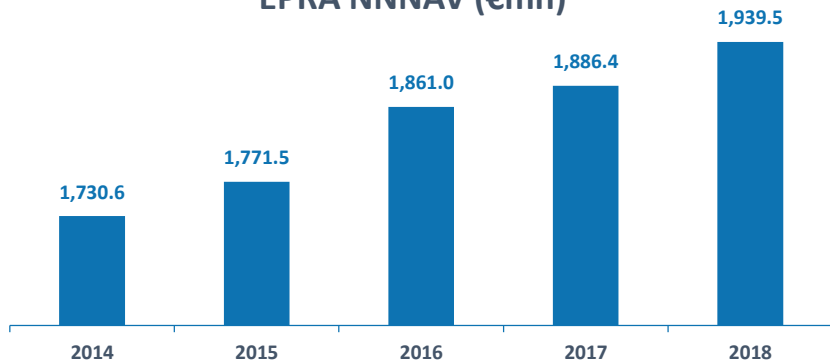
Organic growth, including indexation (%)



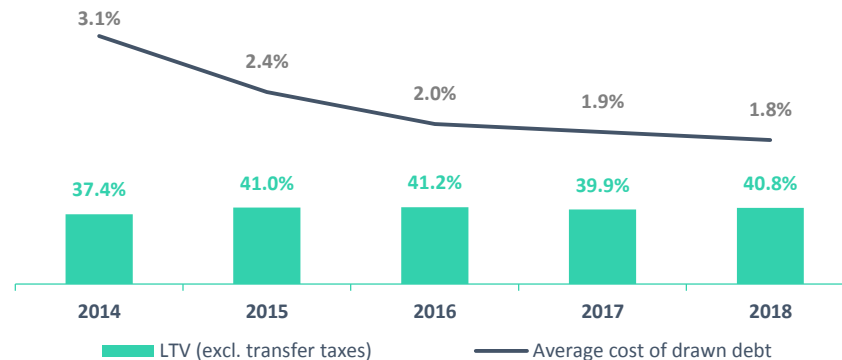
FFO (€mn)



EPRA NNAV (€mn)



LTV and average cost of drawn debt (%)

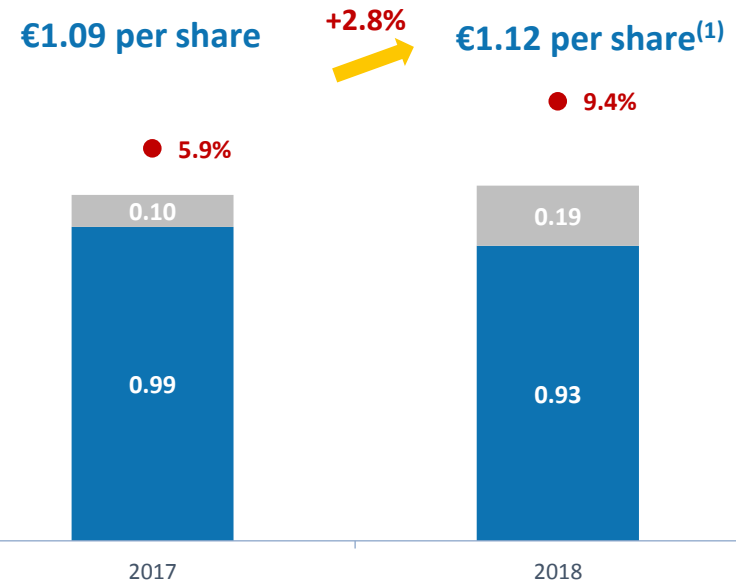


Dividend payment

Proposed dividend up +2.8%, corresponding to 90% of 2018 FFO

- ▶ Mercialys will propose a dividend of **€1.12 per share** at the 2019 General Meeting, including the interim dividend of €0.50 per share paid in October 2018
- ▶ For 2018, Mercialys will pay out
 - Mandatory distribution of its recurring taxable income under SIIC tax rules for €0.93 per share and all distributable capital gains on 2018 disposals for €0.06 per share
 - The remaining €0.13 per share of distributable capital gains on 2017 disposals
- ▶ Ex-dividend date: **April 29, 2019**
- ▶ Payment date: **May 02, 2019**

Breakdown of the dividend



■ Dividend / recurring tax income ■ Dividend / gains on disposals ● Return on year-end share price



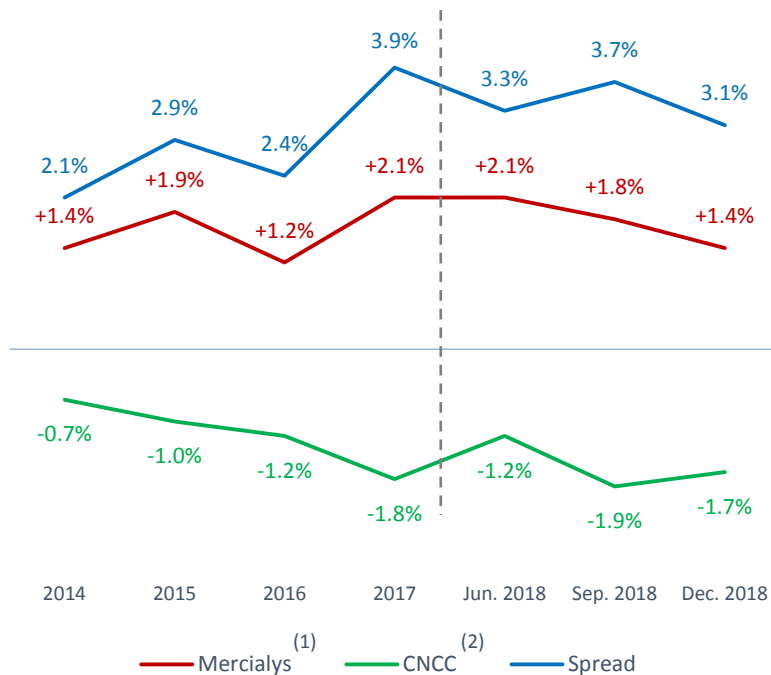
LEVERAGING OUR OPERATING EXCELLENCE IN A RESILIENT MARKET

Vincent Ravat
Chief Executive Officer

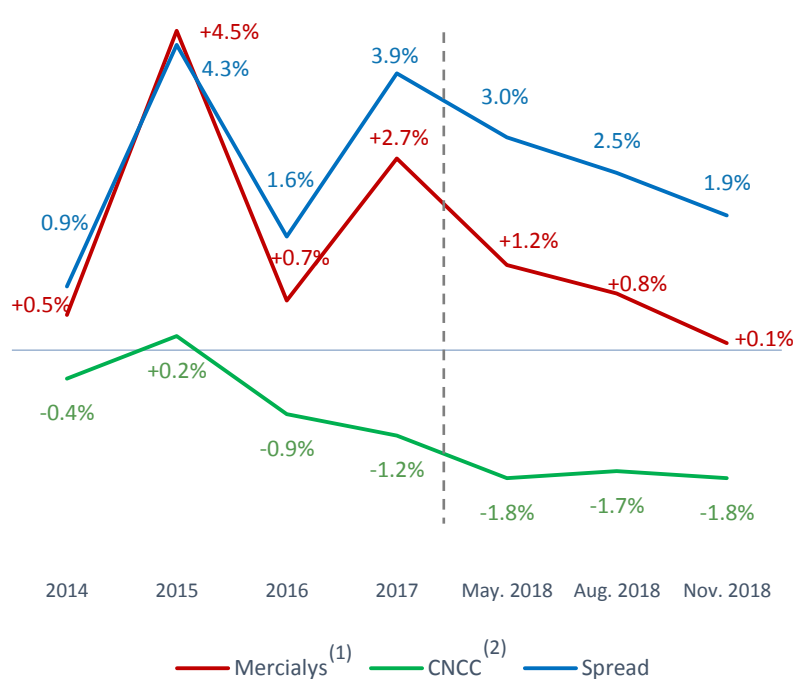
MERCIALYS

Another year of strong performance

Cumulative change in Footfall at end-December 2018



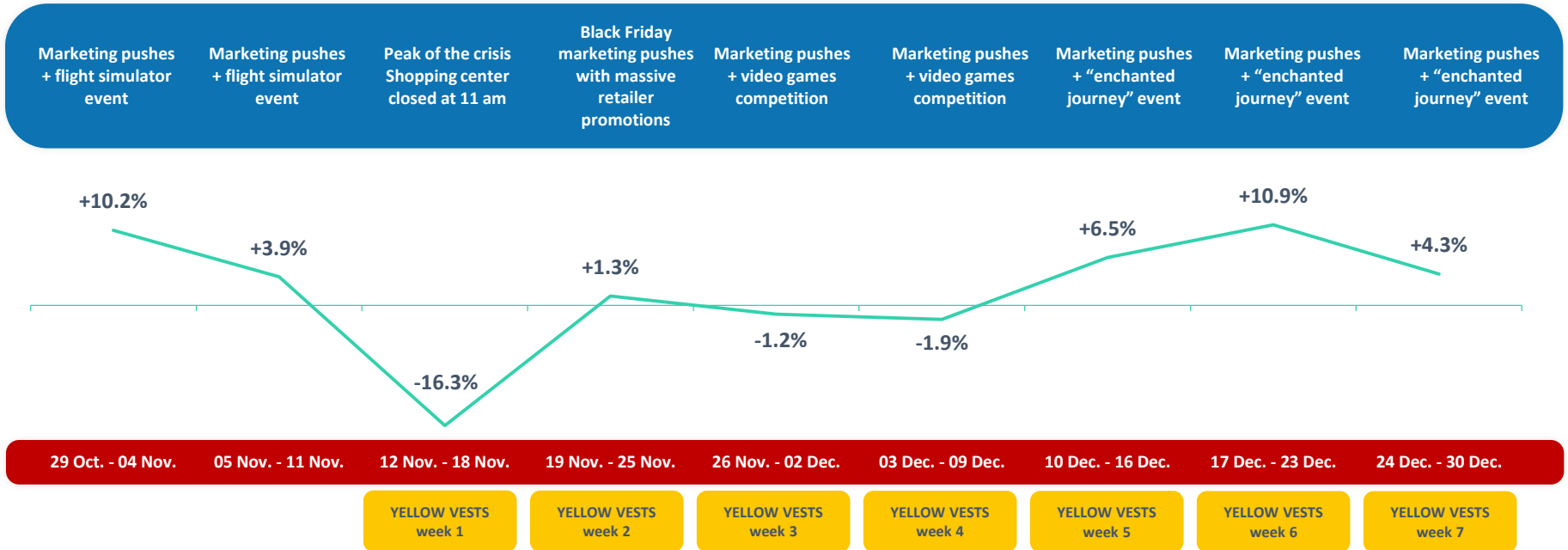
Cumulative change in Retailer sales at end-November 2018



Negative impact of “yellow vests” protests in Q4

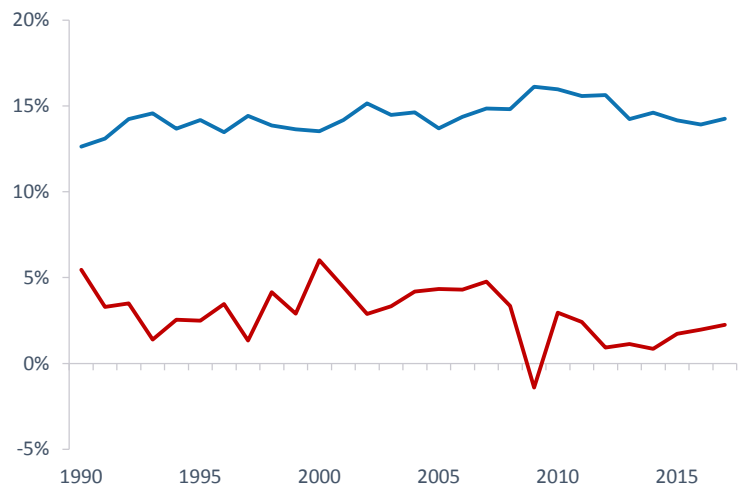
Partially offset by targeted marketing initiatives and on-site events

Year-on-year weekly footfall change for Mercialys' Angers shopping center

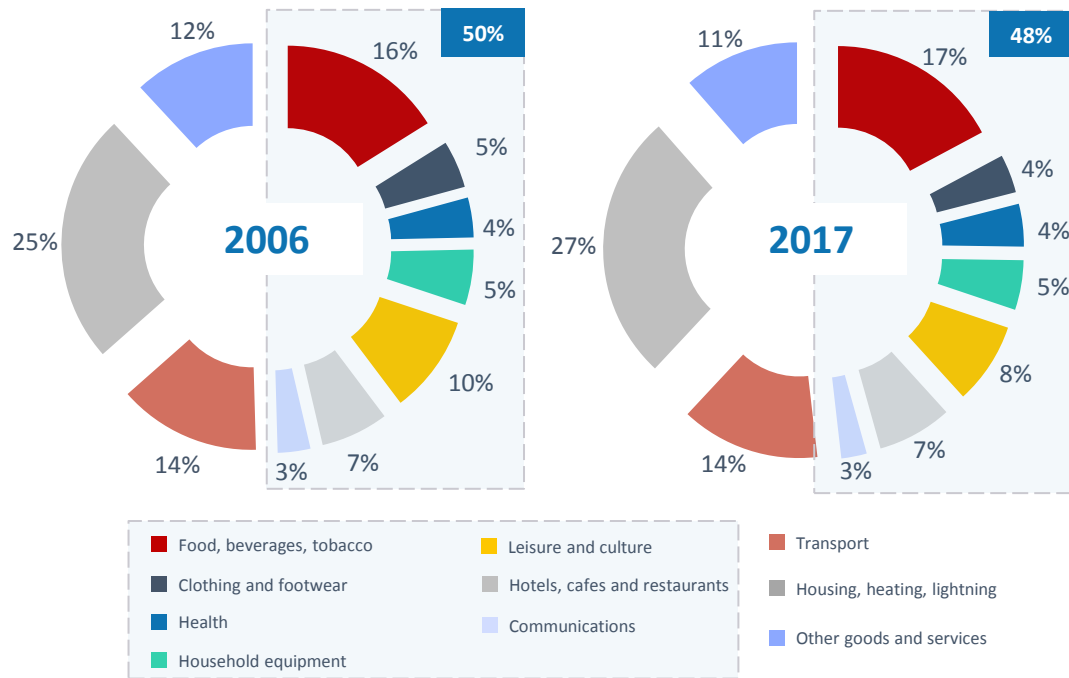


France: no major economic recovery in 2018, but consumption structurally sound and balanced

- Sustained change in household consumption and high level of savings over the long term⁽¹⁾



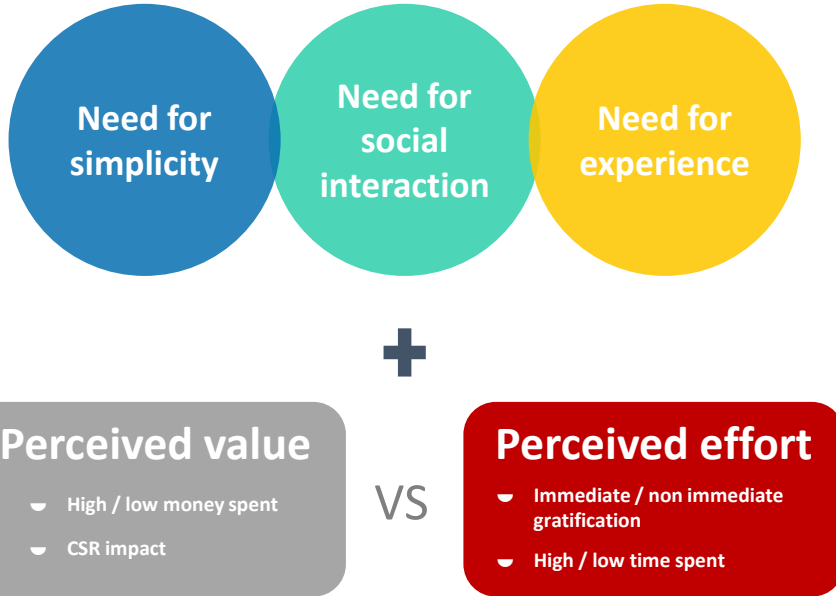
- Change in consumption habits, but virtually no changes in household consumption per destination⁽¹⁾



Percentage of consumption addressed by the shopping centers

Complementarity between on-line and off-line channels

Consumer choice matrix



Big spenders online are big spenders offline

- ▶ **The shop remains the main medium in shopping habits⁽¹⁾**
 - 65% of French respondents prefer buying products in-store in any category, especially young generations⁽¹⁾
 - “Showrooming” remains marginal in France: 5% of total traffic⁽¹⁾
 - 38% of online shoppers use click & collect, with 1/3 of these online purchases generating an extra in-store sale when customers come to pick up their goods⁽²⁾
- ▶ **Omni-channel retailers enjoy a strong “emotional premium” over pure online retailers thanks to the physical contact with customers⁽³⁾**
 - 83% of European customers like seeing and touching goods before buying them⁽⁴⁾
 - 79% like trying them and 62% like getting advice from sellers in shops⁽⁴⁾
 - 24% of customers return their online purchases because they are not satisfied⁽⁵⁾

Increasingly polarized retail market offering a premium to clearly positioned players

Winning brands



- ▶ **In-store experience:** customer care (personalized suggestions, workshops, trials and demos), service (service and support for IT products, clothing alterations, exchanges and reimbursements for online purchases, efficient check-outs)
- ▶ **Optimized logistics:** seamless online and offline offer, fast collection rotations, short time-to-market for new products, live inventory and localization, click & collect
- ▶ **Strong identity:** clear positioning, distinctive and customizable products, private labels, immersive and inspiring store layouts

Winning shopping locations



- ▶ **Motion:** continuous adaptation of merchandising mixes and asset structure (mix between shops and medium-sized stores, store rotation, capacity to redesign space, modularity)
- ▶ **Efficiency:** optimized shopping journeys, selection of omnichannel brands, best location within the catchment area and within strong commercial hubs
- ▶ **Affinity:** added services from the shopping center operators for both brands and end-customers, local anchoring

Not sector-specific



Not format-specific

Mercialys asset features aligned with customers' search for the best value for money



Maximal value

Most customer needs addressed

- 100% of France's top-selling brands present in our centers⁽¹⁾
- 80% of France's highest-selling online products present in our centers⁽²⁾

Money-effective

- Brands and pricing adapted to local catchment area's sociology, with, in all cases, a choice moving towards affordability

Strong social interaction and omnichannel shopping journey

- 845 marketing and commercial events
- 442 non-profit associations hosted
- 5 main types of phygital services available from our retailers (in-store availability, online product reservations, online appointment booking, click & collect, drive): 2,340 services referenced across our portfolio



Minimal effort

Time-effective

- Accessible within a 20-minute drive⁽³⁾
- Easy parking
- 36 minutes average visit, 58 times per year
- 4.4 shops visited on average per visit per customer
- Possible product returns in customers' neighborhood without additional costs

5 strategic drivers to further boost our shopping centers' attractiveness

35 in-house projects aimed at strengthening sites' local anchoring and continuing to better address the 3 fundamental customer needs



1 - From asset manager to retail & services hub

Objective: widen the range of value-added services offered for Mercialys retailers and end-customers

You feel good

- ▶ **Ongoing projects:** “dramatization” of spaces through spectacular yet capex-light decoration, enabling major changes in the visual perception of the shopping center’s interior and exterior
 - **For visitors:** making them feel at home while away from home, with architectural elements bringing more joy
 - **For retailers:** showcasing health and beauty products and their benefits, leading related brands outside of their traditional format using our convertible-kiosk to set up beauty parlors and massage corners



Shopping center showcase (Studio Poulanges)

You are taken care of

- ▶ **Ongoing projects:** improvement of the customer journey to boost footfall and satisfy existing customers through basic yet essential services
 - **For visitors:** automated cloakrooms, phone charging stations, helmet storage boxes, groom service
 - **For employees on-site:** carpooling for commuting, exclusive loyalty program offering discounts for on-site restaurants
 - **For retailers:** co-creation of the marketing plan, free access to our 700k members database through our B2B portal (La Galerie des Services), real-time access to the shopping center’s sales performance



Beauty corner project design

2 - From landlord to last mile player

Objective: leverage Mercialys shopping center locations and offers

You order when you want

- ▶ **Ongoing projects:** setting up a food delivery system; pilots at selected sites based on the structure of their primary catchment area, the center's food offer and existing competition for deliveries
- **For customers:** offering a food delivery service that is not available in the catchment area, leveraging Mercialys' economies of scale considering its existing food offer and location in the area, increasing the shopping center's attractiveness in its community
- **For restaurant operators:** providing a wider customer base and additional revenues for restaurants



Development of a dedicated online delivery platform



Set-up of delivery teams



Equipment installed in the restaurants



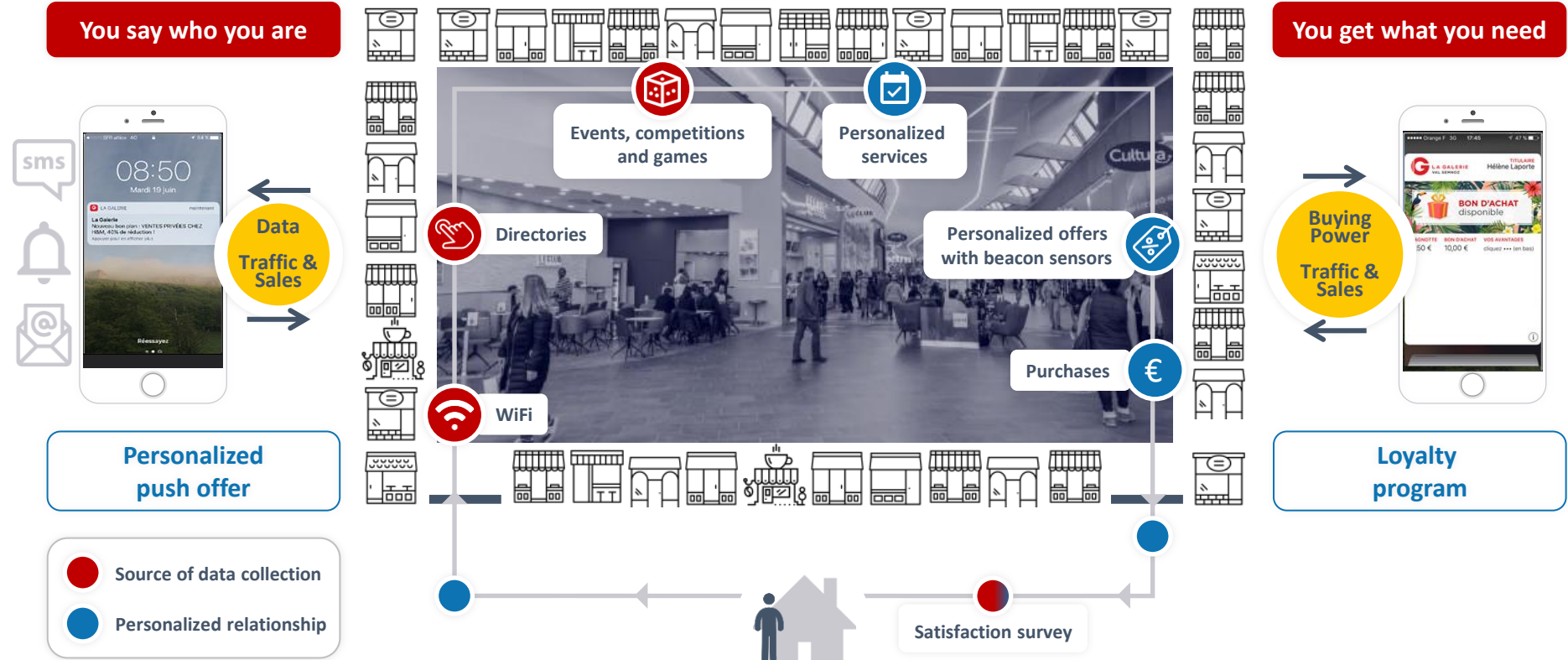
Springboard towards a larger local logistics service

3 - From customer knowledge to personalized customer relationships

End-customers

You say who you are

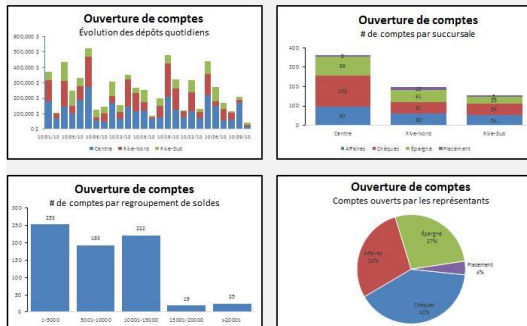
You get what you need



3 - From customer knowledge to personalized customer relationships

Tenants

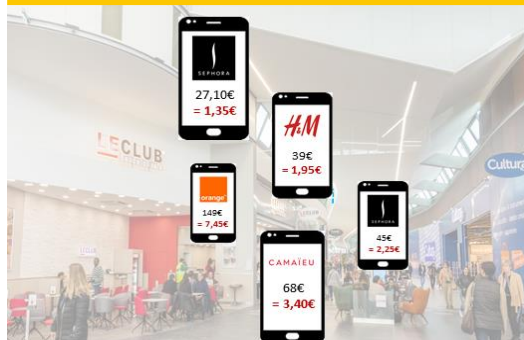
Audience / qualified database



Always more customers known within each catchment area

- ▶ +75% customers in database vs 2017 to 700,000 contacts
- ▶ +112% customers enrolled in our loyalty program vs 2017

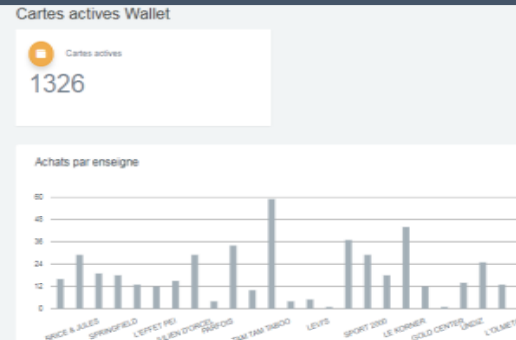
Synergies on commercial efforts between retailers



Always more granular data collected and understanding of expectations, frustrations and satisfactions

- ▶ Purchases data (shop, amount, date) collected thanks to our new loyalty program
- ▶ 14% of our customers complete our automatic qualitative surveys

ROI analysis per center/ per store / per customer



Always more marketing impact and transforming traffic

- ▶ 38% email opening rate
- ▶ +116% of purchases generated directly by our marketing activations (+94% in value) vs 2017



Low dependence on GAFAs

4 – From mass market consumption to better living

Objective: further strengthen our positive local impact on communities

You help us to be greener

- ▶ **Ongoing projects:** setting up dedicated selling spaces for local producers and equipment for recycling (batteries, textiles, waste) across the portfolio. Reestablishing plants in the urban environment by reintegrating nature into shopping center spaces (greening, urban farming)
 - **For visitors:** allowing clients to fulfill an increased need to be socially responsible, further anchoring the shopping centers' offer within the local production network

You share

- ▶ **Ongoing projects:** strengthening the car sharing possibilities with national operators, reinforcing our actions relating to the circular economy
 - **For visitors:** facilitating our centers' access, while reducing the environmental footprint of transportation, to enhance the centers' status as a meeting place
 - **For retailers:** helping shopping center employees to carpool by strengthening the car sharing possibilities with national operators



“La fermette”, a dedicated space to be rented by local food producers across the portfolio



Discussions underway to develop a daily car sharing service for people working at Mercialis shopping centers and potential extension of our existing partnership with BlaBlaCar

You have fun

- ## You launch your business

-

Existing spaces

RECAPITULATIF

Bureau partagé	14 pers.
Bureau Nomade	20 pers.
Zone Coworking	06 pers.
	40 pers.
Salle de réunion	02
Zone de reprographie	01
Food Corner	01

MERCIALYS

Further leveraging our 3 proven fields of expertise

Retail expertise ➤ more retail focused

- ▶ Knowledge of our tenants and end-customers' expectations and needs
700k qualified contacts in database
2019 target: 25% of unique customers in our catchment areas
- ▶ Knowledge of our catchment areas' dynamic and competitive environment
54% of the brands not present in Mercialis' shopping centers in 2009
Medium-term annual rotation target: 10%

▶ Proactive retail approach with early identification of brands aligned with the catchment areas' needs and permanent customer interactions

Real estate expertise ➤ more innovation focused

- ▶ Improving accessibility and customer inflows to our shopping centers through innovation
Ongoing studies with parking solutions operators (Clevercity, Smartgrains) and in-center flows analysis and optimization (Digeiz)
2019 target: 2 pilot sites
- ▶ Modular assets with an ability to make them evolve quickly in line with changes in tenant and end-customer needs
64 projects carried out on current asset portfolio since 2010
2019 target: 5 pilot sites for coworking and 2 test assets for leisure developments

▶ Assets constantly evolving to offer efficient and differentiating shopping journeys

CSR expertise ➤ more community focused

- ▶ Strategic geographical presence, with strong anchoring in local communities
20,617 local jobs supported by Mercialis shopping centers
80% of customers with a positive perception of our centers' accessibility
2020 target: 15% of leases with a new form of committed and alternative consumption
- ▶ Ethical and best-in-class management of the shopping centers, engaging them in their region's socioecological dynamics
56% of the portfolio in value BREEAM In-Use certified
Long-term target: carbon trajectory

▶ Full understanding of the multiple local realities and the expectations of the numerous stakeholders

New paradigm for portfolio management

Increased capital discipline and selectivity in investments

1

Value crystalized through asset disposals in 2018, but reduced appetite among investors for retail real estate

2

Commitment to ensuring value creation and attractive shareholder returns while protecting Mercialys' risk and financial profile

3

Ability to capitalize on Mercialys' asset management know-how and experience with partnerships

Further disposals and asset base rationalization

► 3 sites sold for €33.7m including transfer taxes in 2018 and February 2019

- Saint-Paul, Lannion, Gap
- Disposal prices sustaining portfolio valuation (+3% above appraisal values on average)

► Continuing strategy towards an optimized portfolio

- Focus on the most dynamic French regions, assets with critical mass, proven operating track record and remaining project development potential
- c. €200m of sites identified for sale

Stronger selection in developments with openness

► Review of each project's capacity to further enhance the shopping center's satisfaction of the 3 fundamental customer needs

- Strict focus on projects with proven commerciality and dynamic catchment areas
- Increased level of targeted profitability

► Search for new growth drivers

- Alternative investment schemes
- Alternative sources of revenues

More selective pipeline of Eur 568m at year-end 2018

High selectivity on development projects:

- ✎ **Eur 257m** pipeline contraction vs end-June 2018 on the back of **Eur 79.5m** of 2018 project completions and **Eur 177.5m** of investment withdrawals
- ✎ Decision to implement only **Eur 12.1m** of projects in 2019 so far, with the ability to start a further **Eur 23.9m** of projects on Aix-Marseille Plan de Campagne based on changes in the asset disposal plan

Strong and flexible pipeline:

- ✎ **30** assets with projects identified out of the **55⁽¹⁾** in Mercialys' total portfolio at end-2018
- ✎ Ability to **accelerate or slow down** any project based on changes in its catchment area's needs and business opportunities
- ✎ **Only** committed projects are financially binding

(in millions of euros)	Total investment	Investment still to be committed	Target net rental income	Target net yield on cost	Completion date
COMMITTED PROJECTS	12.1	11.7	0.9	7.1%	2019
Le Port	12.1	11.7	0.9	7.1%	2019
Food court	0.8	0.4	-	-	-
Retail Park	11.3	11.3	-	-	-
CONTROLLED PROJECTS	207.3	207.0	10.4⁽²⁾	6.7%⁽²⁾	2020 / 2022
Redevelopments and requalifications	66.2	65.9	4.4	6.7%	2020 / 2021
Aix-Marseille Plan de Campagne (transformation)	10.4	10.4	-	-	-
Extensions and retail parks	88.9	88.9	6.0	6.7%	2020 / 2022
Aix-Marseille Plan de Campagne (extension phase 1)	13.5	13.5	-	-	-
Mixed-use high-street projects	52.2	52.2	na	na	2021 / 2022
IDENTIFIED PROJECTS	348.3	348.2	21.6⁽²⁾	7.0%⁽²⁾	2022 / 2025
TOTAL PROJECTS	567.7	566.9	32.9⁽²⁾	6.9%⁽²⁾	2019 / 2025

COMMITTED

Projects fully secured in terms of land management, planning and related development permits

CONTROLLED

Projects effectively under control in terms of land management, with various points to be finalized for regulatory urban planning (constructability), planning or administrative permits

IDENTIFIED

Projects currently being structured, in emergence phase

Reunion Island – Project phases

2021 projects

7

Promenade

3,400 sq.m GLA, including 800 sq.m of leisure space and 2,600 sq.m of restaurants and stores

2019 projects

4

Indoor food court

8 units on 750 sq.m gross leasable area

5

Outdoor food court

6 units on 575 sq.m gross leasable area

6

Retail park

3 medium-sized stores on 3,600 sq.m

2018 completions

3

Multistorey car park

550 spaces

2

Extension

44 new shops including 5 medium-sized stores on 8,300 sq.m gross leasable area

1

Space requalification

1,000 sq.m gross leasable area



Reunion Island Le Port – Outdoor food court

• **€0.8m investment**

- Target net yield on cost: c.7.0%

Completion: 2019



Reunion Island Le Port – Promenade

► €20.0m investment

► Target net yield on cost: >7.0%

► Completion: 2021



Aix-Marseille Plan de Campagne – Project phases

Transformation

Hypermarket space requalification

6 new shops including 4 medium-sized stores on 7,500 sq.m gross leasable area

Extension phase 1

Outdoor foot court

16 units on 4,600 sq.m gross leasable area
Already fully let

Multistorey car park

1,020 spaces

Extension phase 2

Gallery extension

40 new shops including 4 medium-sized stores on 10,900 sq.m gross leasable area

**Overall target net yield
on cost >7.0%**



Aix-Marseille Plan de Campagne – Outdoor food court

▶ €13.5m investment

▶ Target net yield on cost: >7.0%

▶ Completion: 2020



Mandelieu – A new urban shopfront

€12.2m investment

Target net yield on cost: >7.0%

Completion: 2022



Sainte-Marie – An international destination

► €101.6m investment

► Target net yield on cost: >7.0%

► Completion: 2022



Saint-Denis – Mixed-use project

▶ €6.3m investment

▶ Target IRR: >8.0%

▶ Completion: 2022





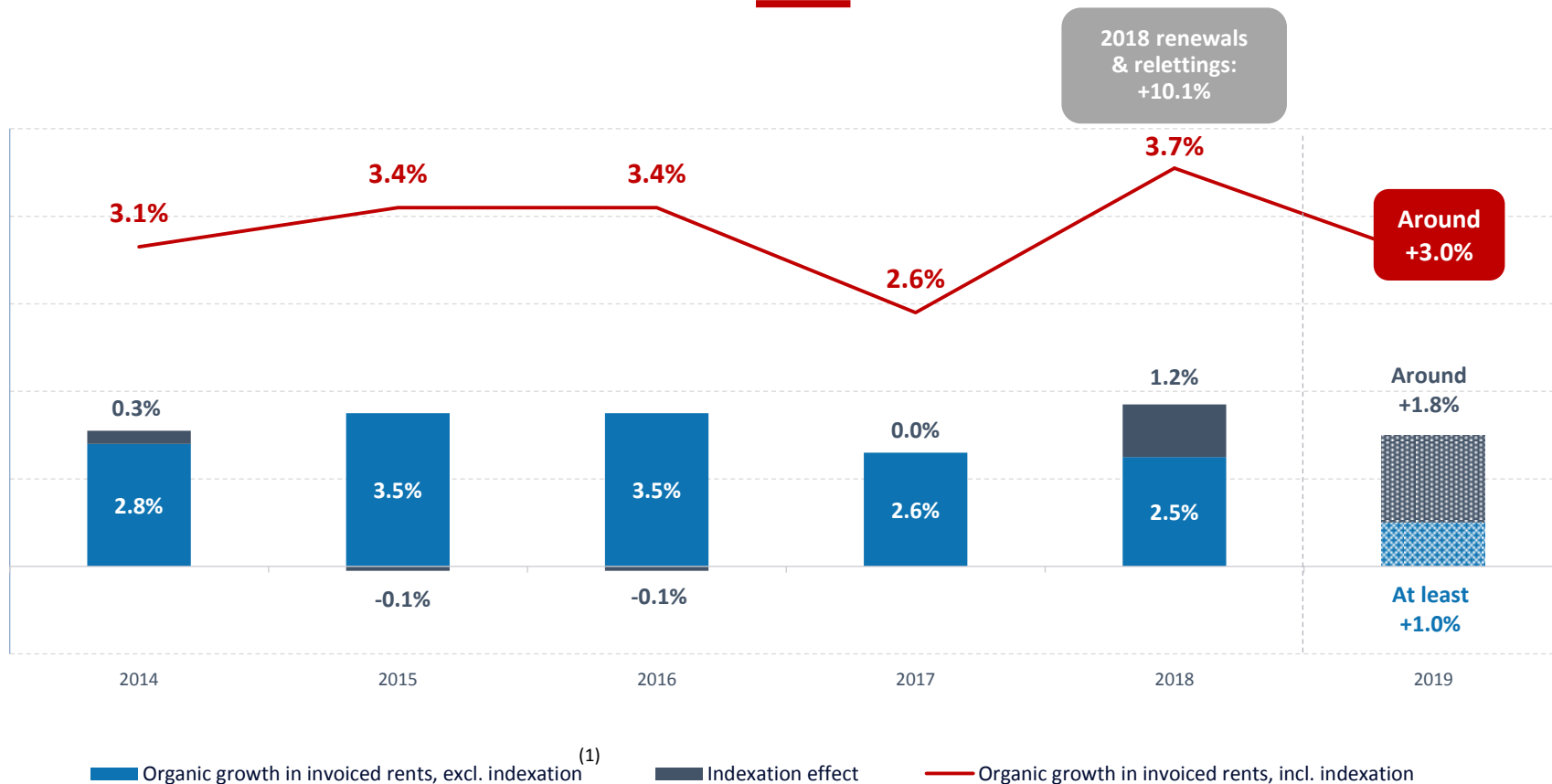
FINANCIAL STRUCTURE AND RESULTS

Elizabeth Blaise

Deputy Chief Executive Officer & CFO

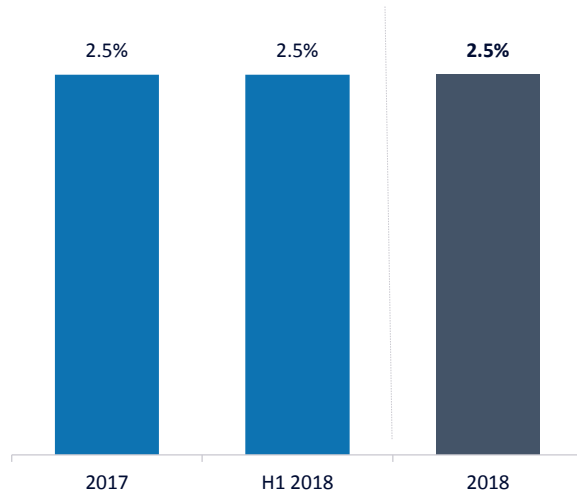
MERCIALYS

Organic growth continuing to benefit from dynamic relettings

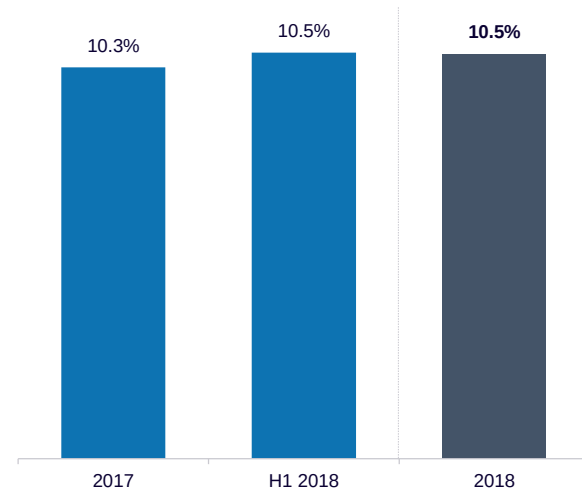


Stable vacancy rate and occupancy cost ratio

Change in recurring financial vacancy rate⁽¹⁾



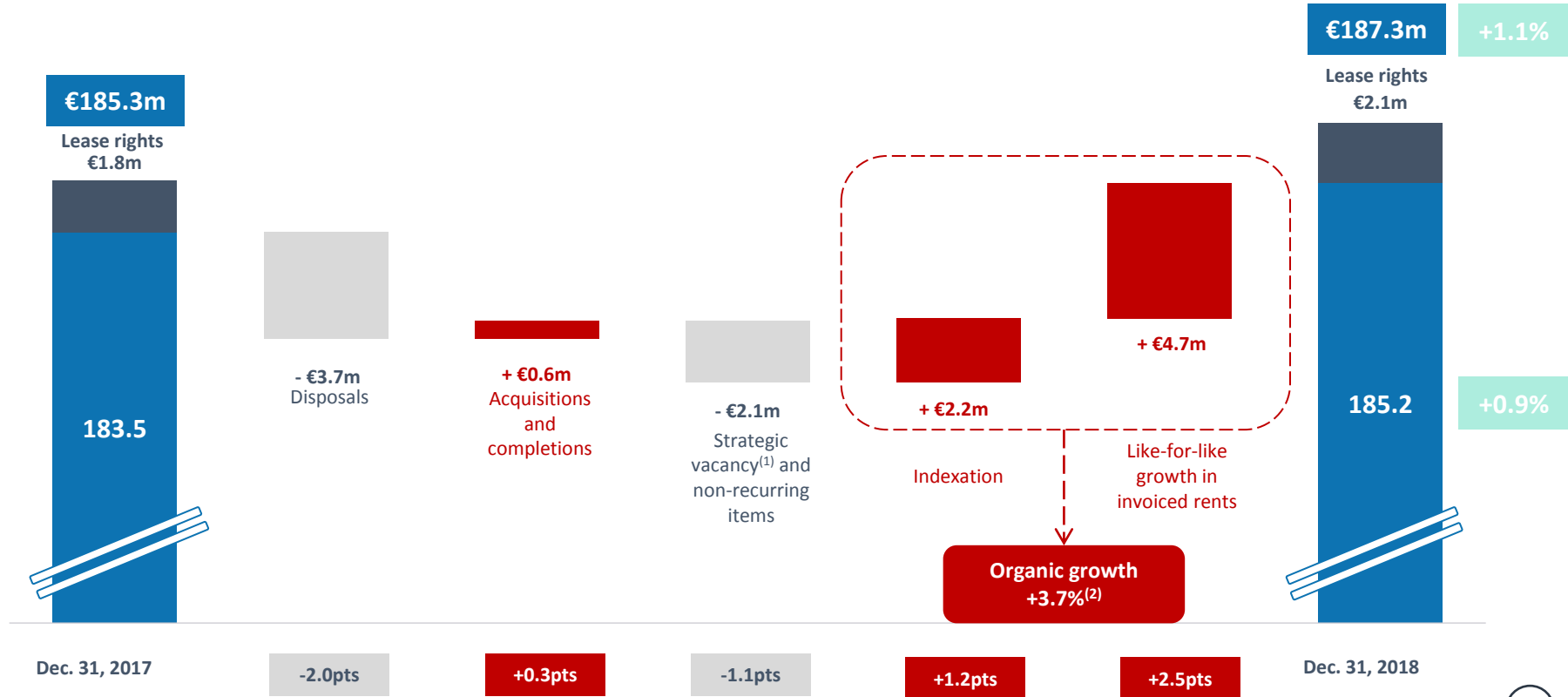
Change in occupancy cost ratio



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

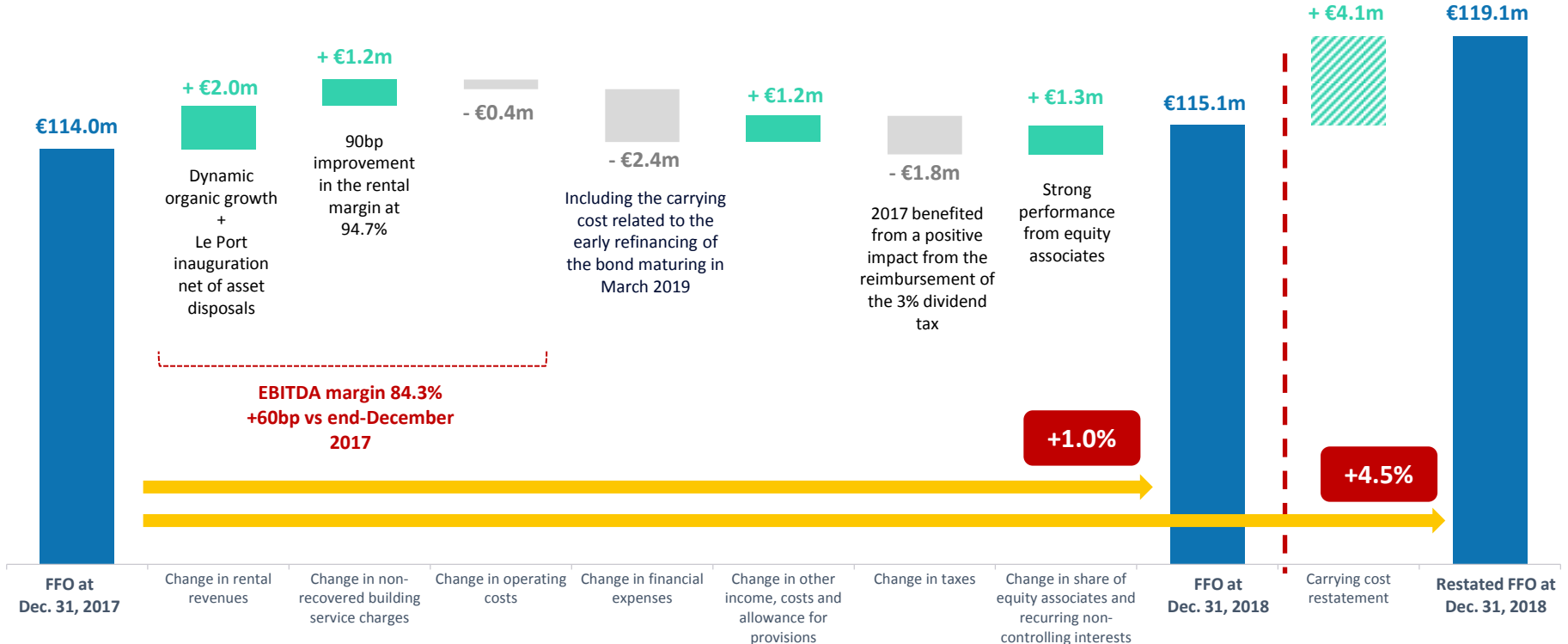
Rental revenues

Organic growth above the 2018 target



FFO

**+1.0 % increase including the carrying cost,
+4.5% without, significantly higher than the 2018 target**



Resilient financial profile

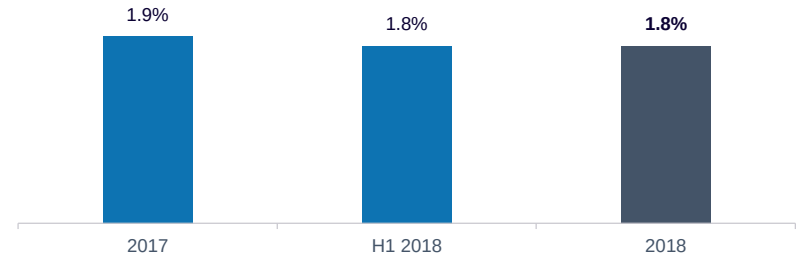
Optimized financing cost

- ▶ Net debt: **€1,478.2m** including
 - ☹ €1,679.7 m of bond debt, of which €479.7m to be reimbursed in March 2019
 - ☹ €183.0m of commercial paper
- ▶ Undrawn committed credit lines: **€410m**
- ▶ Standard & Poor's rating: **BBB / stable outlook**

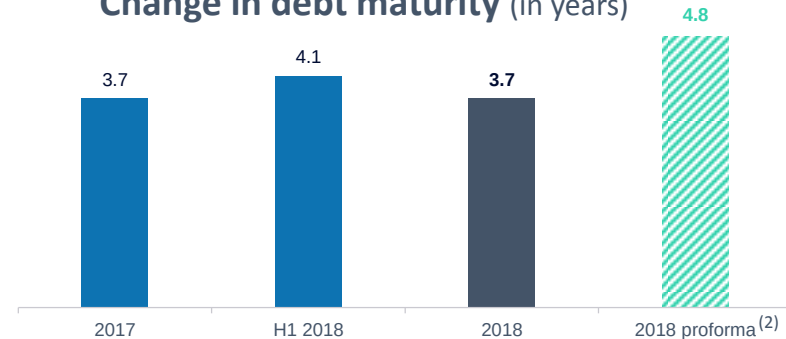


Following the redemption of the bond issue maturing in March 2019, Mercialys will benefit, all things being equal, from significantly reduced financial expenses, which will continue on an annual basis in 2020

Change in the cost of drawn debt⁽¹⁾



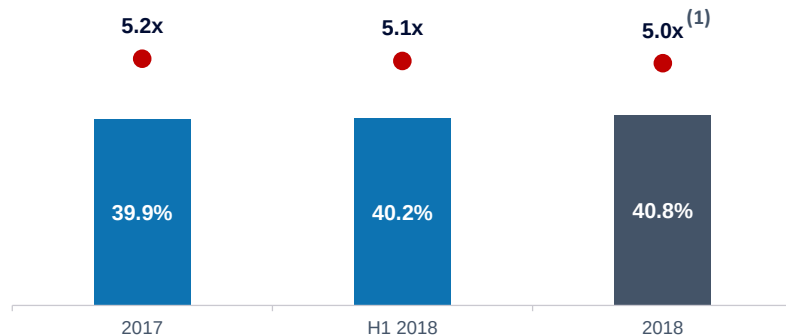
Change in debt maturity (in years)⁽¹⁾



Resilient financial profile

Controlled leverage

Change in LTV (excluding transfer taxes) and ICR

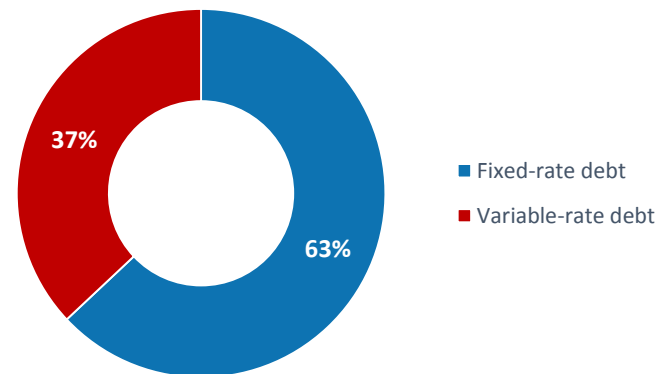


Change in net debt to EBITDA ratio



Debt: fixed vs. floating rate exposure

(including commercial paper program)



Change in portfolio value

€3,557m excluding transfer taxes, +1.2% over 12 months, -0.4% over 6 months

► +0.4% like-for-like over 12 months⁽¹⁾, including:

+0.6% from capex spent over the period, + €19.7m

+1.3% rent effect, + €46.4m

-1.5% yield effect, - €50.7m

Average appraisal yield rate	12/2017	06/2018	12/2018
	5.13%	5.07%	5.10%

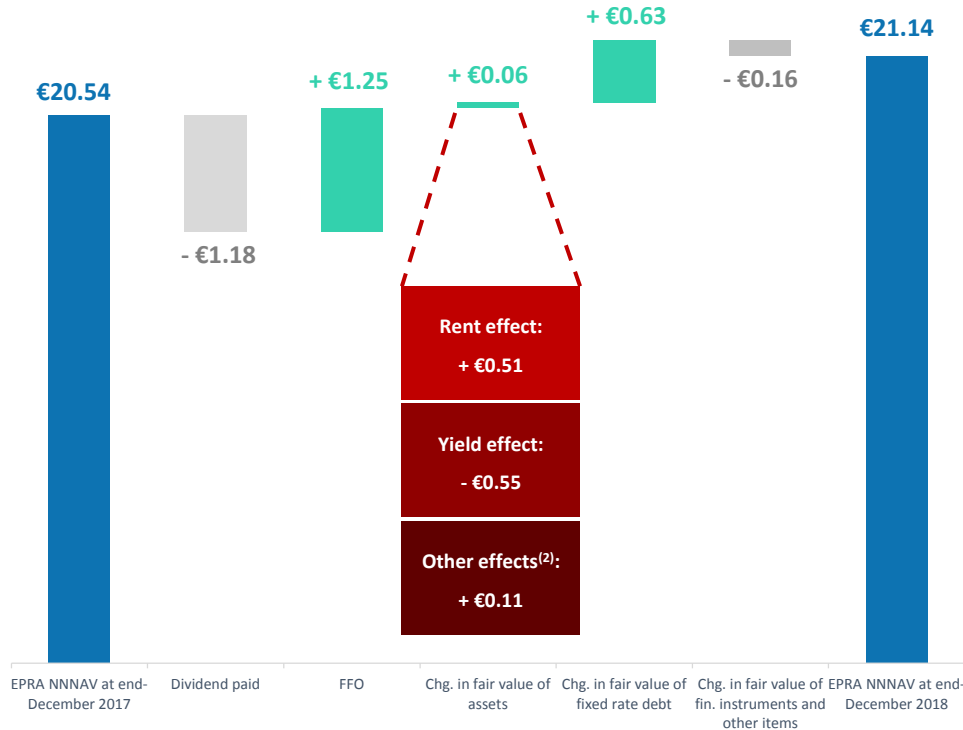
► The -3bp compression in the yield rate at end-2018 versus end-2017 primarily factors in:

- a mix effect linked to the changes in scope
- a positive contribution for investments made over the period (requalification of hypermarket space and residual payments on the redevelopments opened end-2017 in particular), which are increasing the value of the assets being redeveloped without impacting rents, mechanically reducing the headline rate

► Like-for-like and excluding the impact of investments, the impact of the upturn in appraisal rates for certain asset categories represents 8bp for the average rate, resulting in a €51m drop in the portfolio value, reflected in the change in the NAV

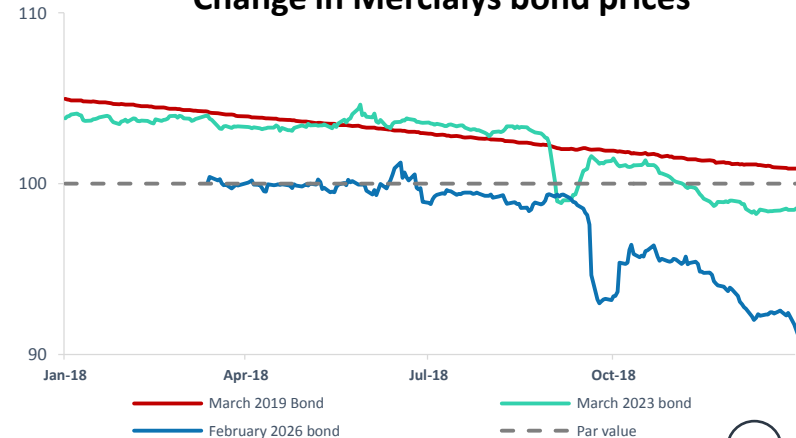
Change in NNNNAV per share⁽¹⁾

€21.14/share, +2.9% over 12 months, +1.6% over 6 months



- EPRA NNNNAV at end-2018 is up +2.9% over 12 months to €21.14/share, benefiting from a positive contribution for the marking to market of Mercialys' fixed-rate debt, with the 2023 and 2026 bonds trading below par. EPRA NAV at end-2018 is stable over 12 months at €20.86/share.

Change in Mercialys bond prices





2019 OBJECTIVES

Vincent Ravat
Chief Executive Officer

MERCIALYS

2019 objectives



Organic growth in invoiced rents:

Around +3%, with at least +1%
excluding indexation

Strong level of organic growth while
maintaining sustainable retailer
OCRs



Change in FFO:

At least +4%



Dividend policy:

At least stable
within a range of 85% to 95% of
2019 FFO



APPENDICES

MERCIALYS

Financial calendar

2019

April 23

● **Activity at March 31, 2019** (after market close)

April 25

● **2019 Annual Shareholders' Meeting**

July 24

● **Press release on 2019 half-year results** (after market close)

July 25

● **Conference call on half-year results**

October 16

● **Activity at September 30, 2019** (after market close)

Asset locations

Leading listed French real estate company that is a pure player for shopping centers

- ▶ Mercialys' portfolio is focused on large and neighborhood shopping centers, as well as high-street retail assets that are leaders in their areas
- ▶ Assets are concentrated in the most dynamic French regions

Portfolio focused on high-potential assets

- ▶ 55 shopping centers and city-center sites⁽¹⁾
- ▶ Leasable area: **873,000** sq.m
- ▶ Appraised asset value (including transfer taxes):
€3,780.2m at December 31, 2018
- ▶ Annualized rental income: **€182m**
- ▶ Over **600** retailers and **2,167** leases

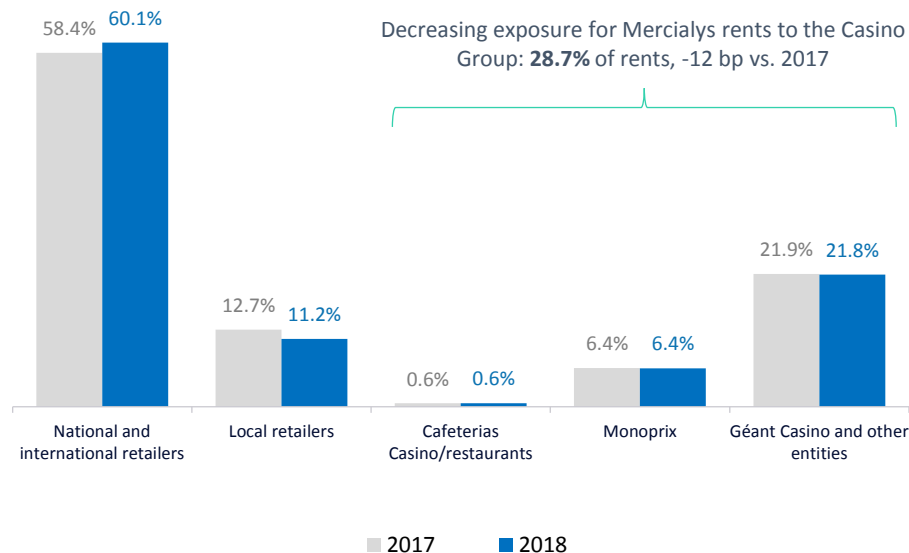
Mercialys portfolio



Mercialys portfolio

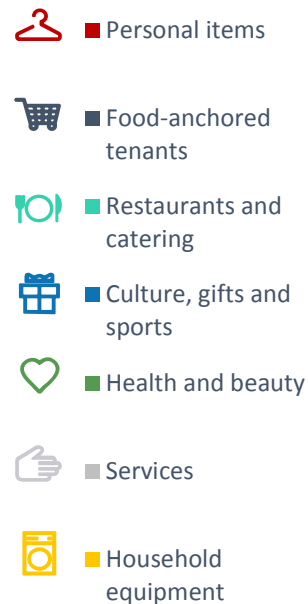
Change in the share of Casino brands in Mercialys' annualized rental income

(Rent paid by Casino brands as % of annualized rental income at December 31, 2018)



Breakdown of rental income by business sector

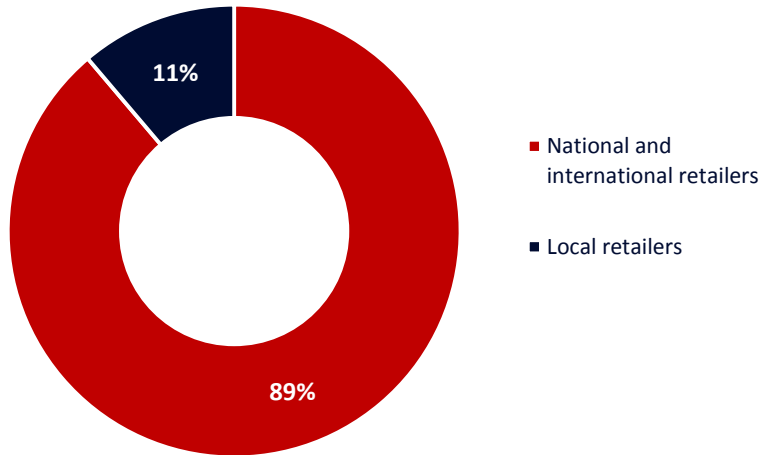
(% of annualized rental income at December 31, 2018 – including exposure to the Casino Group)



Mercialys portfolio

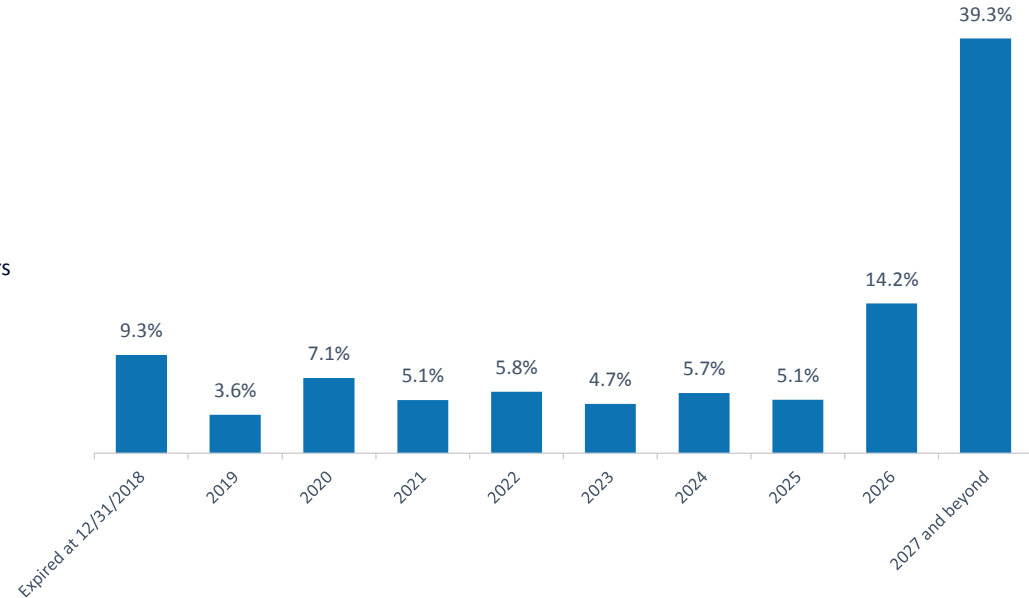
Types of retailers present in Mercialys assets

(% of annualized rental income at December 31, 2018 – including exposure to the Casino Group)



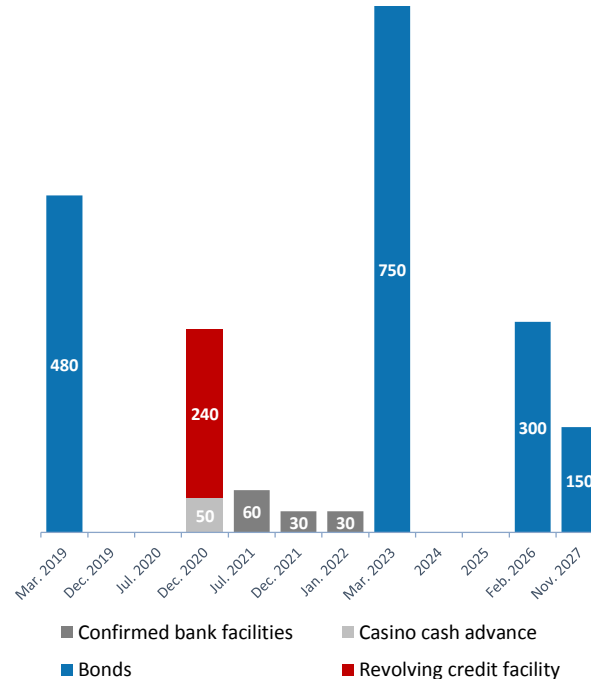
Lease expiry schedule

(percentage of leases expiring / guaranteed minimum rent)

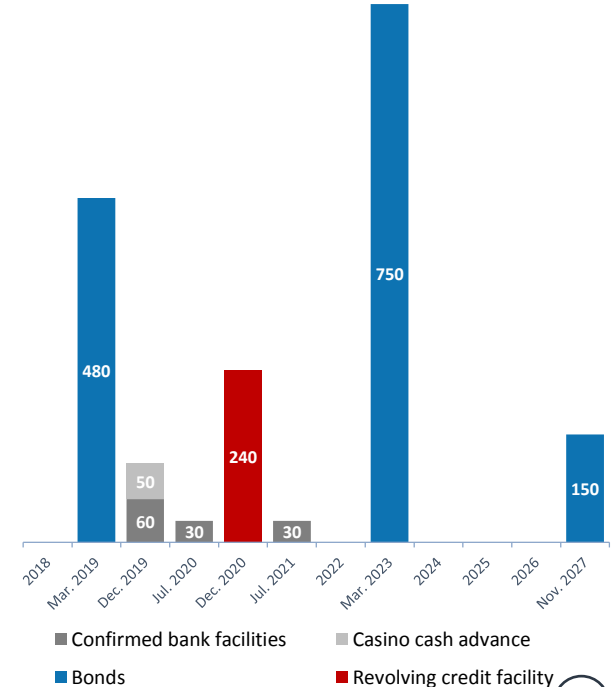


Financing structure & debt schedule

Debt schedule at end-2018⁽¹⁾
in €m



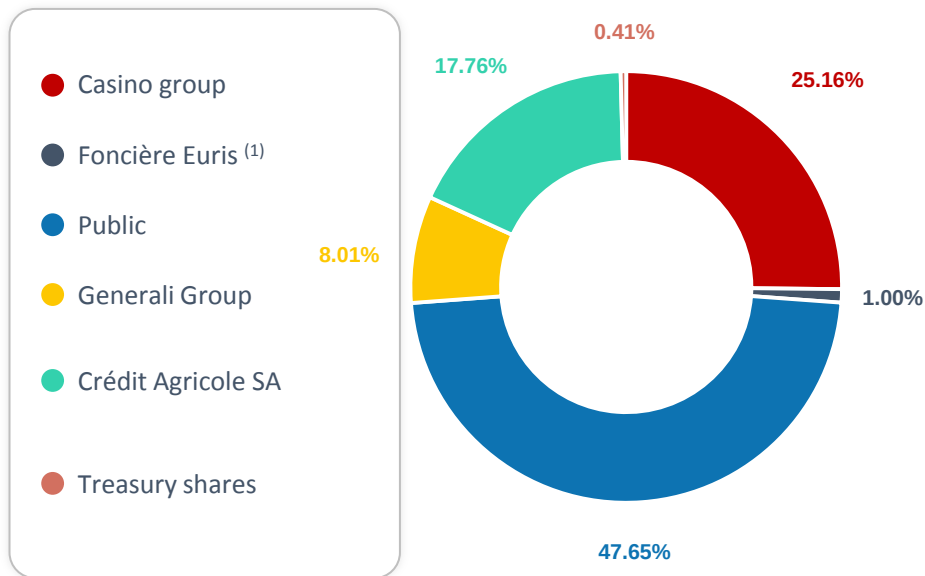
Debt schedule at end-2017⁽¹⁾
in €m



Mercialys shareholding structure and number of shares

	December 31, 2016	December 31, 2017	December 31, 2018
Number of shares outstanding at the end of the period	92,049,169	92,049,169	92,049,169
Average number of shares outstanding	92,049,169	92,049,169	92,049,169
Average number of shares (basic)	91,856,715	91,830,447	91,733,866
Average number of shares (diluted)	91,856,715	91,830,447	91,733,866

Mercialys shareholders at December 31, 2018



FFO, EPRA earnings & net income group share

In thousands of euros	December 31, 2017	December 31, 2018
Invoiced rents	183,514	185,213
Lease rights	1,805	2,074
Rental revenues	185,318	187,287
Non-recovered service charges and property taxes	-5,904	-5,000
Property operating expenses	-7,227	-6,920
Net rental income	172,188	175,367
Management, administrative and other activities income	4,066	3,076
Other income and expenses	-8,788	-8,050
Personnel expenses	-12,398	-12,581
EBITDA	155,069	157,812
Net financial items (excluding the impact of hedging ineffectiveness and banking default risk)	-30,375	-32,790
Reversals of / (allowance for) provisions	-1,528	-1,481
Other operating income and expenses (excluding capital gains on disposals and impairment)	-1,057	91
Tax expense	-645	-2,402
Share of net income from equity associates (excluding amortization and impairment)	2,540	4,201
Non-controlling interests (excluding capital gains and amortization)	-10,036	-10,371
FFO	113,969	115,060
<i>FFO per share (based on average diluted number of shares)</i>	<i>1.24</i>	<i>1.25</i>
EPRA earnings	113,969	115,060
FFO	113,969	115,060
Depreciation and amortization	-34,822	-37,016
Other operating income and expenses	7,416	4,780
Impact of hedging ineffectiveness and banking default risk	-1,607	-387
Non-controlling interests: capital gains and amortization	1,711	-1,585
Net income, Group share	86,667	80,851

Balance sheet

In thousands of euros		December 31, 2017	December 31, 2018
ASSETS	Intangible assets	2,486	2,710
	Property, plant and equipment	10	8
	Investment property	2,305,414	2,322,755
	Investments in associates	38,445	35,160
	Other non-current assets	37,529	46,773
	Deferred tax assets	319	1,727
	Non-current assets	2,384,203	2,409,134
	Trade receivables	15,839	22,341
	Other current assets	59,713	49,448
	Cash and cash equivalents	196,913	377,106
	Investment property held for sale	113	3,753
	Current assets	272,578	452,648
	TOTAL ASSETS	2,656,781	2,861,781
EQUITY AND LIABILITIES	Share capital	92,049	92,049
	Additional paid-in capital, treasury shares and other reserves	626,468	587,551
	Equity Group share	718,517	679,601
	Non-controlling interests	202,023	199,944
	Equity	920,540	879,545
	Non-current provisions	857	1,063
	Non-current financial liabilities	1,377,454	1,208,999
	Deposits and guarantees	22,694	22,081
	Other non-current liabilities	0	3,580
	Deferred tax liabilities	578	0
	Non-current liabilities	1,401,583	1,235,723
	Trade payables	12,516	14,769
	Current financial liabilities	281,396	690,939
	Current provisions	6,265	7,538
	Other current liabilities	34,432	33,218
	Current tax liabilities	49	49
	Current liabilities	334,658	746,513
	TOTAL EQUITY AND LIABILITIES	2,656,781	2,861,781

Breakdown of assets

Average rate of return: 5.10% at December 31, 2018

Type of property	Number of assets at December 31, 2018	Appraisal value (excl. transfer taxes) at December 31, 2018		Appraisal value (incl. transfer taxes) at December 31, 2018		Gross leasable area at December 31, 2018		Appraised net rental income	
		In €m	%	In €m	%	Sq.m	%	In €m	%
Regional / large shopping centers	25	2,832.8	79.6%	3,006.2	79.5%	654,852	75.0%	148.3	76.9%
Neighborhood shopping centers and city-center assets	30	701.0	19.7%	749.3	19.8%	209,039	23.9%	43.3	22.5%
Sub-total for shopping centers	55	3,533.8	99.4%	3,755.5	99.3%	863,890	99.0%	191.6	99.4%
Other sites	6	23.0	0.7%	24.7	0.7%	9,102	1.0%	1.2	0.6%
Total portfolio	61	3,556.9	100.0%	3,780.2	100.0%	872,992	100.0%	192.7	100.0%

Capitalization rate grid

Applicable under the Partnership Agreement with Casino

Rates applicable
in the **first half of**
2019

Type of property	Shopping centers		Retail parks		City center
	Mainland France	Corsica and overseas depts. & territories	Mainland France	Corsica and overseas depts. & territories	
> 20,000 sq.m	5.5%	6.0%	6.0%	6.4%	5.3%
5,000 to 20,000 sq.m	5.9%	6.4%	6.4%	6.7%	5.5%
< 5,000 sq.m	6.4%	6.7%	6.7%	7.3%	6.0%

Disclaimer

- ▶ This communication contains forward-looking information and statements about Mercialys. Forward-looking statements are statements that are not historical facts. These statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, products and services, and statements regarding future performance.
- ▶ Although Mercialys' management believes that the expectations reflected in such forward-looking statements are reasonable, investors and holders of Mercialys shares are informed that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond Mercialys' control, that could cause actual results and developments to differ noticeably from those expressed, suggested or projected in the forward-looking information and statements. These risks and uncertainties include those discussed or identified in Mercialys' public filings with the Autorité des marchés financiers (Financial Markets Authority) ("AMF"), including those listed under the heading of "Risk factors and insurance" in the Registration Document filed by Mercialys on March 19, 2018.
- ▶ This presentation has been prepared solely for information purposes and must not be interpreted as a solicitation or an offer to buy or an offer to sell any of these securities or related financial instruments. In addition, it does not offer and must not be treated as investment advice.
- ▶ No representation or warranty, express or implied, is provided in relation to the accuracy, completeness or reliability of the information contained in this document. Recipients should not consider it a substitute for exercising their own judgment. All of the opinions expressed in this document are subject to change without prior notice.
- ▶ This presentation and its contents are proprietary information and cannot be reproduced or distributed, in whole or in part, without Mercialys' prior written consent.