



SELECTIRENTE

THE LISTED PROPERTY COMPANY SPECIALISED IN CITY-CENTER RETAIL STORES

PRESENTATION

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1

ENVIRONMENT



STRONG GROWTH AND SIGNIFICANT DEVELOPMENT OF THE COMPANY SINCE 2019

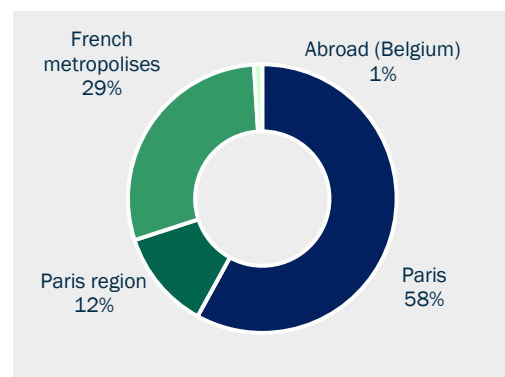
- **€217m capital increase** in December 2019
- Investment ~ **€325m** in 2020 / 2021 / 2022
- **SELECTIRENTE's operational and financial performance is constantly improving** with the aim of becoming a major player in its market
- **€240m bank refinancing** in February 2022 to finance growth



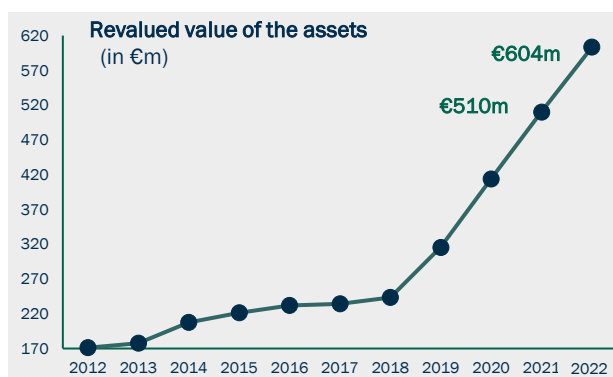
SELECTIRENTE IN A NUTSHELL (1 / 2)

- Created in 1997 on the initiative of SOFIDY and property professionals, SELECTIRENTE is a listed property company specialising in the purchase of local retail premises in city centres
- A **buoyant sector** with renewed **momentum** due to urban residents' desire to promote local trade
- SELECTIRENTE aims to **generate secure rental income** and to **optimise the value and yield of the assets held**, with a view to long-term ownership
- SELECTIRENTE is pursuing a **dual growth strategy**, with a first axis focused on city centre shops and a second, more opportunistic axis based on the phenomenon of metropolisation
- Leading institutional shareholders base** including Sofidy, Tikehau Capital, Primonial, Sogecap and Amundi

MOSTLY LOCATED IN THE PARIS REGION ...



WITH STRONG GROWTH



As at 31 December 2022

€604m

Overall portfolio value

615 rental units

≈ 111,000 sqm
of leased area

€93.11 per share

EPRA NAV NDV
(vs €88.71 as at 31/12/21)

€31m in rents

(annual basis on assets at
31/12/22)

~ 39% Net LTV as of
31/12/22
(vs 27% as of 31/12/21)

SELECTIRENTE –
EURONEXT Paris Comp.B
TICKER – SELER
ISIN – FR0004175842

MARKET CAPITALISATION:
> €410m

PREMIUM AND DIVERSIFIED TENANTS



SELECTIRENTE

THE LISTED PROPERTY COMPANY SPECIALISED IN CITY-CENTER RETAIL STORES

SELECTIRENTE IN A NUTSHELL (2 / 2)

EXPERT IN PROPERTY MANAGEMENT AND INVESTMENT



Jérôme DESCAMPS has been Chairman of SELECTIRENTE Gestion since March 2021. He has more than 20 years of experience in financial management in the asset management industry, including 15 years as a financial director, member of the executive committee and board of directors of listed real estate investment companies: Société de la Tour Eiffel in France and Cofinimmo in Belgium.



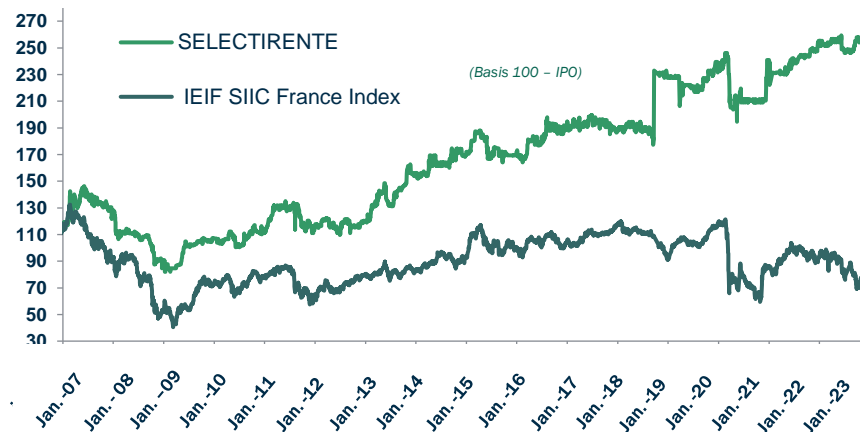
Dany ABI AZAR, Administrative and Financial Director of SELECTIRENTE Gestion, has held various positions in the financial departments of French and international companies. He is now responsible for financing policy, accounting, management control and risk monitoring at SELECTIRENTE.



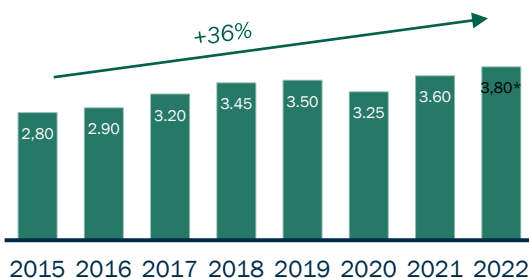
Elisabeth DHONDT, Director of Real Estate and Operations of SELECTIRENTE Gestion, worked at SOFIDY for 15 years as a retail asset manager. She is now responsible for analysing investment opportunities and valuing and managing the assets at SELECTIRENTE.

A PROPERTY COMPANY THAT CREATES VALUE FOR ITS SHAREHOLDERS

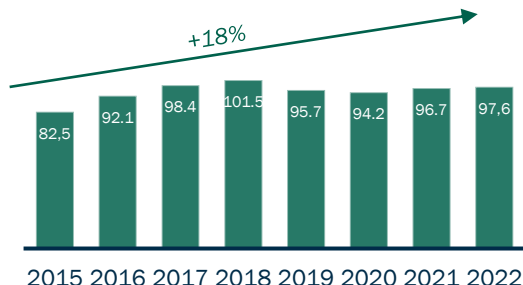
Outperformance of the stock compared to its benchmark



Change in Dividends
(in € / share)



Change in EPRA NRV
(In € / share)



STRONG AMBITIONS FOR MAINTAINING GROWTH MOMENTUM AND CONTINUING TO CREATE VALUE

- Strengthening position in the top 10 French cities and developing investments in Europe
- Continuing sectoral and commercial diversification of tenants
- Continuing asset sharing
- Maintaining a dynamic, disciplined and rigorous property management approach

* Proposed dividend subject to approval by the General Meeting on 2nd June 2023

A UNIQUE AND OPPORTUNISTIC INVESTMENT IN REAL ESTATE

A **niche** and **resilient asset class** with strong **growth opportunities**

A high **quality, well-diversified** portfolio, mainly located in Paris and in the city centres of major French metropolises, generating **stable and predictable cash flow** over the **long term**

A **value creating** business model generating **high** and **sustainable returns on investment**

Supported by its **shareholders**, its **manager SELECTIRENTE GESTION** as well as the **track record** of its main partner, **Sofidy**, and unique capacity (35 years) to **source** and **manage** this **resilient asset class**





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COMMERCIAL PROPERTY : A RESILIENT MARKET



ENCOURAGING MACROECONOMIC INDICATORS, DESPITE THE UNCERTAIN ENVIRONMENT

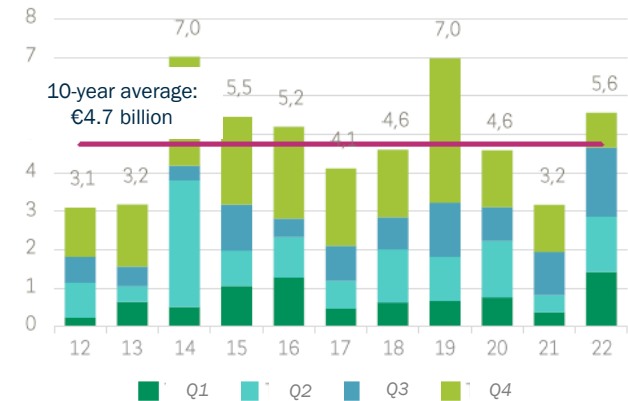
The global **economy**, which has been under pressure since the beginning of the year, is seeing its outlook deteriorate due to persistently high and likely long-term inflation. The continuing war in Ukraine, the energy crisis, the weight of China's long-standing zero-covid policy, and the general trend towards higher key interest rates by the major central banks are affecting growth. Despite this, the French economy is resilient:

- Estimated **GDP** growth of **2.6%** in **2022**, due to the deterioration of foreign trade and a slight decline in household consumption due to the weight of inflation
- **Strong job creation** starting in 2021 with a fairly stable unemployment rate since the beginning of the year, at 7.4% in France in Q3 2022, among its lowest for over 10 years
- French **household consumption**, estimated at +2.4% in 2022, will **support retailers' sales** and the **dynamism of rental activity**
- The rebound in **retail property investment** is confirmed in 2022, illustrating the renewed interest of investors
- The development of **omnichannel** and **working remotely** has **accelerated** the transformation of **consumption patterns**



- The willingness of investors to **diversify**
- **Continuing change** in the local retail sector with a strong **digital transformation**
- **ESG** :
 - the European framework is being strengthened thanks to the taxonomy and the implementation of extra-financial reporting
 - Job creation, local development, public interest activity

Investment in the retail sector by quarter
(in billions of euros)



The retail sector ended 2022 with €5.6bn invested (+76% over one year). The sector accounts for 20% of the amounts committed in 2022 in commercial property (compared with an average of 17% over the last decade)

ENCOURAGING MACROECONOMIC INDICATORS, DESPITE THE UNCERTAIN ENVIRONMENT

PARIS FOCUS - Recovery confirmed in the Parisian retail market

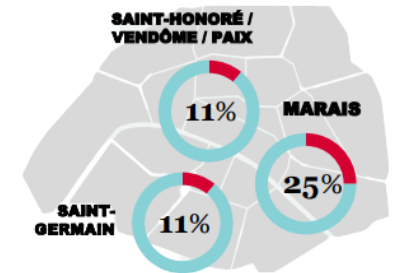
- Increase in the **number of visitors** and **foot traffic** of the main shopping streets
- Retailers demand for real estate is picking up, thanks to a normalization of the **sanitary situation** and the **return of tourists**
- Recovery and acceleration of brand expansion and the **arrival of new players**
- **Decline in vacancies** in high street shops, premium locations and locally attractive streets
- **Change in Parisian retailing**: proliferation of pop-up stores, expansion of on-site marketing and temporary shops, hybridization of distribution formats

In 2022

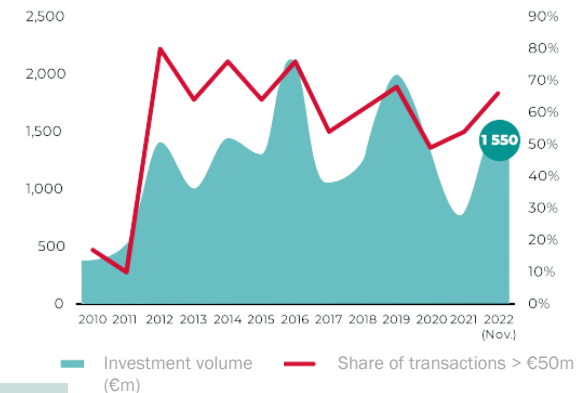
- The **demand for retail real estate** is much more pronounced for shops <600 sqm
- The recovery will mainly benefit the **best Parisian locations**, with a **drop in vacancy rates** and the **gradual return of rental values** in certain areas to their **pre-pandemic levels**
- **Tourism** remains on a **positive growing trajectory** with the gradual lifting of travel restrictions - **Paris** remains a **favoured destination** and will benefit in the longer term from **opportunities** related to the **2024 Olympic Games**

With almost **59%** of its portfolio located in Paris, SELECTIRENTE is fully in line with this **recovery trend** and intends to **strengthen its presence in the capital**

Top 3 districts privileged by new entrants



Investment volume in retail in Paris since 2010 Ground-floor retail premises, in millions of euros



DYNAMIC RECOVERY IN INVESTMENT DESPITE THE UNCERTAIN ENVIRONMENT



Household
consumption:
+2.4%
in 2022*



Retail investment:
€5.6bn
in 2022, +76% over one year



75%

of French people try to shop in physical stores rather than on the internet **



64%

of consumers believe that physical shops are an important contact point, even if they buy online from the same retailer**.

Support for local shops:

- **Retail properties** accounted for **21%** of investment **volumes** in France in 2022, all asset types combined, compared with 13% in 2021
- Household consumption still on the rise, despite uncertainties about purchasing power due to inflation
- Renewed interest in **short supply chains** and “consuming **locally**”
- The concept of the “quarter-hour city”: **flows** are at the heart of the activity of city centres. With the development of soft mobility, there are less cars in cities and mall retailers are rolling out their “city” concept (IKEA, Décathlon, Leroy Merlin, Castorama, Boulanger, etc.)
- Return of **foreign brands** and proliferation of **new brands** meeting the demand of **generations Y and Z** and the **silver generation**
- Gradual **return** of tourism: tourist visits continue to increase

*INSEE, Banque de France forecast

**Opinionway/Quantaflow Septembre 2022, Ayden

Sources : BNP Paribas RE, Insee, Xerfi, Knight Frank, Odoxa

TRADE AS A NATIONAL ISSUE



As the **largest economic sector** in France, accounting for more than 3.5 million jobs, including more than 2.1 million in the retail sector alone, trade has seen an **accelerated changes** since the beginning of the **pandemic**

- New consumption patterns
- Need for **digital transformation**

Given their role as key factors in the **dynamism** of **territories** and **employment**, working to **strengthen** these **omnichannel players** in **trade** is even more important and urgent, in the deteriorating economic situation

Launched on 1st December 2021, the **Assises du commerce** will lead to the implementation of a **Plan Commerce 2030**. SELECTIRENTE was solicited on this occasion.

Government initiative: this event highlighted the **ecological transition** and the **growth of e-commerce** as current concerns



On 20 October, Olivia Grégoire, French Minister for SMEs and Trade, announced the creation of a **National Retail Council**, with the ambition of working on the **evolution of the sector**.

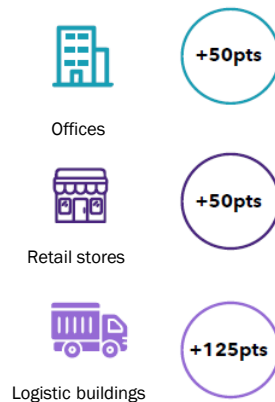
A budget of €24 million will be allocated in 2023 to **stimulate and accelerate the transformation of stores** with "test" local authorities

At the same time, a new section of the "**Action cœur de ville**" programme is being prepared

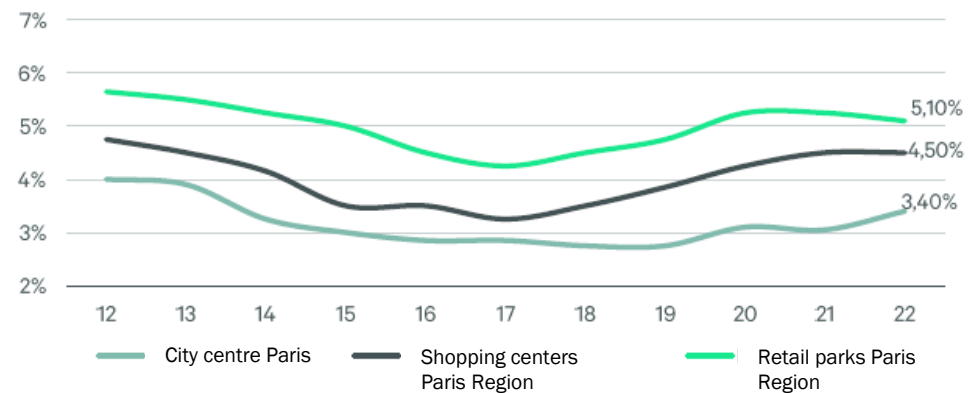
LOCAL RETAIL: AN APPROPRIATE INVESTMENT IN FRANCE

Despite a year 2022 impacted by inflation and a lack of visibility, the French retail investment market has achieved its third best year ever. Real estate investors are continuing to position themselves in formats such as well-located ground floor units.

Evolution of premium yields over one year



Evolution of premium yields by type of asset in Paris



- **Secured real estate is very resilient** with a still attractive risk premium
- Premium yields for retail premises decompress slightly to 3.4% at the end of 2022 in Paris, and evolve between 3.85% and 4.40% in the regions
- The contractual environment linked to indexation guarantees an **increase in rents** (1953 decree) due to a market with limited supply
- Property market still attractive to **foreign investors**

2023 OUTLOOK

Since the outbreak of the Covid-19 epidemic, investors who were cautious about **retail** have been convinced of its **resilience**

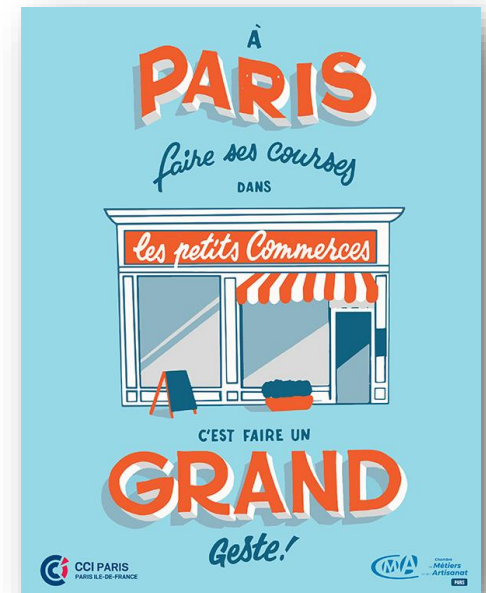
With **strong pricing power** due to their rare locations and significant flows, **city centre and high-demand real estate assets** represent a **prime diversification opportunity** to be favoured in times of inflation and uncertainty.

Foreign and domestic investors alike are expected to **confirm their interest** in the **French retail investment market**, which currently enjoys **higher returns** than most other asset types.

The retail sector is expected to **undergo numerous transformations**: **new household consumption patterns**, the “quarter-hour city”, renewal of proximity, continued development of **e-commerce**, impacts of the **Climate & Resilience Act**, **digitalisation**. E-commerce will not make physical retail sector disappear but will transform it, as these two consumption channels are very complementary.

The recent modification of the **ILC** (Index of Commercial Rents), followed by the Law of 16 August 2022 on **emergency measures** to **protect purchasing power**, in particular the **capping of the indexation of commercial leases** at 3.5% for **VSEs** and **SMEs** - **SELECTIRENTE's** preferred targets - is intended to be a **protective measure** for **small shops** and a government aid for the **diversity** of the **economic fabric**.

Mega-trends favourable to physical commerce: **metropolisation**, ageing of the population, the return of **proximity**, the need for new places of welcome and **conviviality**, **pedestrianisation** and **soft mobility** in urban areas and reduction in the use of the car which encourage the reduction of long journeys and favour purchases in local shops.





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SELECTIRENTE: RESILIENCE & VALUE CREATION





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SELECTIRENTE: RESILIENCE & VALUE CREATION

A. STRATEGY & FUNDAMENTALS



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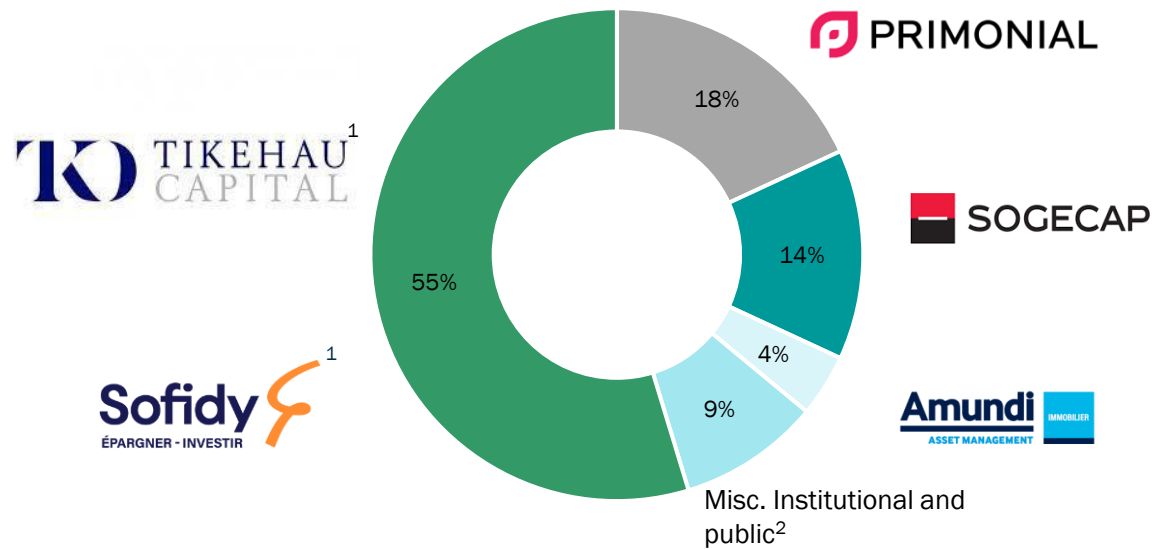
- Managed by SELECTIRENTE GESTION: a subsidiary wholly owned by **SOFIDY**, one of the main players in real estate fund management, belonging to the **TIKEHAU CAPITAL Group** (AUM €37.8bn)
- One of the only **pure player** European listed property companies in **city centre retailing**
- **A Dedicated expert management team**
- An entrepreneurial culture, **long-term** and unique vision of the commercial property market
- **Asset quality** and **resilience** of the traditional city centre retail sector in major cities
- **Robust financial structure**
- **Sustainable** and **proactive** distribution policy
- Member of **EPRA**, **IEIF**, **CNCC**, **OID** and **FEI** (Ex FSIF)



HIGH PROFILE SHAREHOLDERS

A specialist property company, supported by financial industry experts and committed shareholders

Breakdown of SELECTIRENTE's share capital at 31/12/22
(Indicative data to the Company's knowledge)



¹ Sofidy acts in concert with Tikehau Capital, Sofidiane, Makemo Capital, AF&Co, Mr Antoine Flamarion and Mr Christian Flamarion.

² including Etoile du Nord Foncière, Clay Asset Management and Sighs Wood Investissements (none of which holds more than 5% of the capital or voting rights)

A DUAL GROWTH STRATEGY

ABILITY TO IDENTIFY PROJECTS THAT WILL CREATE VALUE

1. The local retail trade mainly...

Retailers and brands in city centers, mainly in Paris and the Île-de-France region, with particular attention paid to the reputation of tenants and sectoral diversification

2. ...and an opportunistic and value accretive development

focused on the phenomenon of metropolisation (sectoral and commercial mix, whole buildings, promotion/development of new districts, development of small urban logistics, etc.)

... through strict compliance with prudent acquisition criteria and a track record in investment



INVESTMENT FUNDAMENTALS

Quality of locations

Reasonable rents in relation to market values

High granularity of assets

Tenant mutualisation and diversity





3

SELECTIRENTE: RESILIENCE & VALUE CREATION

B. ESG COMMITMENTS



ESG COMMITMENTS (1/3)

SELECTIRENTE is the only listed French real estate company to own a large majority of **ground floor retail properties**. At the end of January 2023, SELECTIRENTE published its Sustainable Development Commitments.



SOCIAL

In order to promote the **economic development of city centers**, the Company is committed to:

Working towards the development of dynamic urban centers

- By maintaining the number of local shops in its assets at 80% of its overall portfolio



Participating in the diversification of local shops for activities that contribute to society

- By reaching 50% of the number of assets whose activity is contributing or particularly contributing to the society

SELECTIRENTE counted 335 stores carrying out a contributing activity to the society at the end of January 2023

Continuing to invest in assets close to environmentally friendly mobility solutions

- By maintaining the proportion of assets within 500 meters of public transport AND/OR access to soft mobility AND/OR electric vehicle charging stations at over 95% of its overall portfolio





ENVIRONMENT

SELECTIRENTE is aware of the ecological issues at stake and has taken numerous measures to ensure that its **activities are environmentally friendly**. The Company is therefore committed to :



Monitoring and reducing the GHG emissions and energy consumption of its assets

- Carrying out an annual carbon assessment (20 kg CO2 equivalent/sqm in 2022) and defining a plan to reduce its emissions
- By monitoring the energy consumption of 100% of its assets
- In partnership with **deepki** and **CBRE GREEN SOLUCE**

CBRE
GREEN
SOLUCE

Working to improve the quality of waste sorting and sustainable water management

- By raising awareness among all its tenants through the distribution of eco-guides attached to the leases



Analyzing the climate risks of assets to improve their resilience

- By analyzing climate risks at acquisition AND annually on existing assets



GOVERNANCE

SELECTIRENTE aims to **make ESG issues an intrinsic feature of its governance policy**. To achieve this objective, the Company is committed to :



Integrating ESG issues into investment and tenant selection

- By analyzing all of its assets in the pre-investment and existing phases according to an ESG grid that includes a policy of exclusion in the choice of tenants

Integrating stakeholders into its ESG approach

- By adding an environmental appendix to 100% of new leases signed and by providing an eco-guide to all its tenants



Integrating ESG issues into HR processes

- By training 100% of its employees in ESG issues
- Systematically indexing a portion of employees' variable remuneration to ESG criteria

Maintaining a policy of taking ESG risks into account

- Carrying out and updating the extra-financial risk map each year





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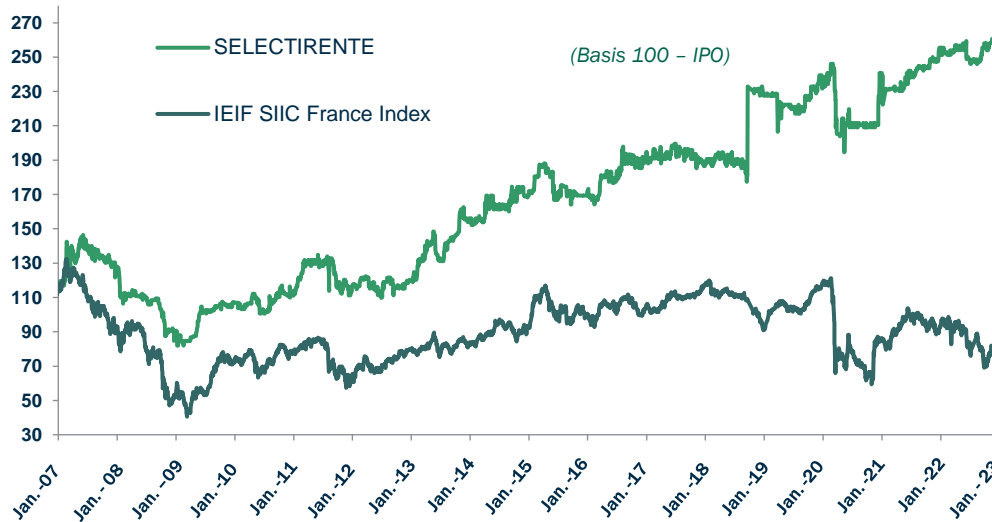
SELECTIRENTE: RESILIENCE & VALUE CREATION

C. RIGOUROUS AND DYNAMIC
PORTFOLIO MANAGEMENT



CREATION OF VALUE FOR SHAREHOLDERS

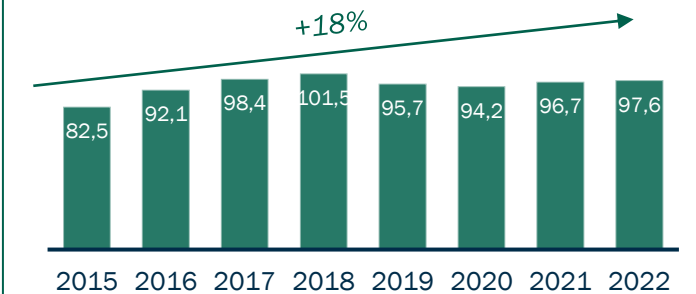
Outperformance of the stock compared to its benchmark



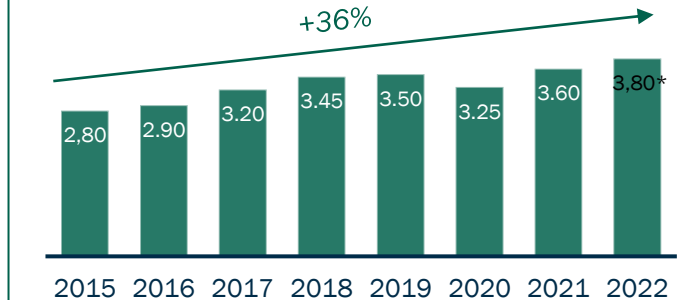
MARKET CAPITALISATION > €410m

SELECTIRENTE - Euronext Paris Compartment B
 TICKER – SELER
 ISIN – FR0004175842

CHANGE IN EPRA NRV, (IN € / SHARE)



CHANGE IN DIVIDENDS (IN € / SHARE)



* Proposed dividend subject to approval by the General Meeting on 2nd June 2023

[Past performance is not a reliable indicator of future performance]

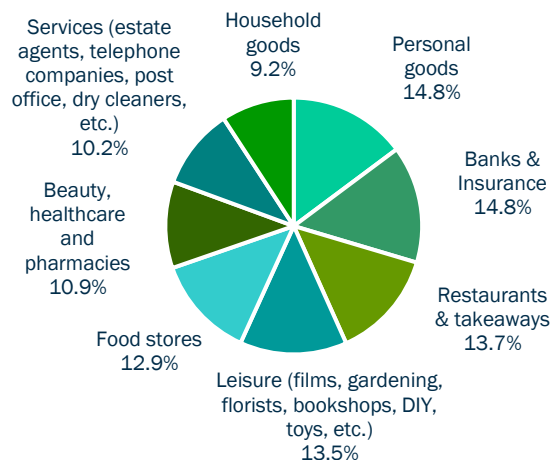
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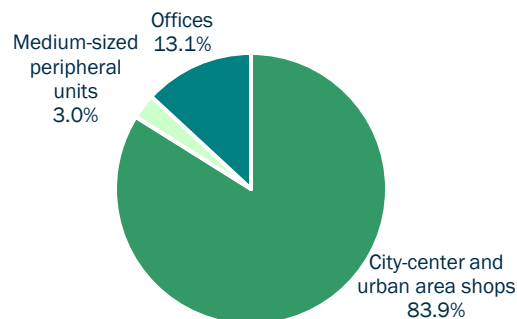
DIVERSIFICATION OF THE PORTFOLIO AT THE END OF DECEMBER 2022

A diversified portfolio of high quality, directly owned properties, with 84% of the portfolio consisting of city-centre retail properties, 59% of which are located in Paris proper

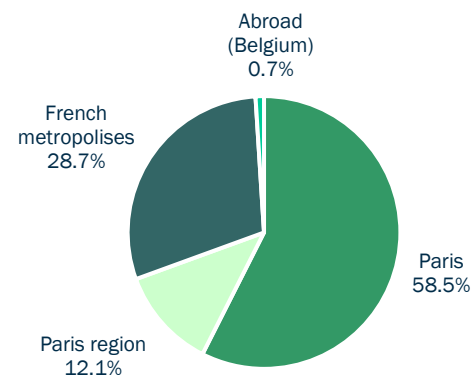
Sector distribution of direct real estate portfolio
(% of theoretical annual rental income)



Distribution of the direct real estate portfolio by asset type
(% in value as at 31 December 2022)



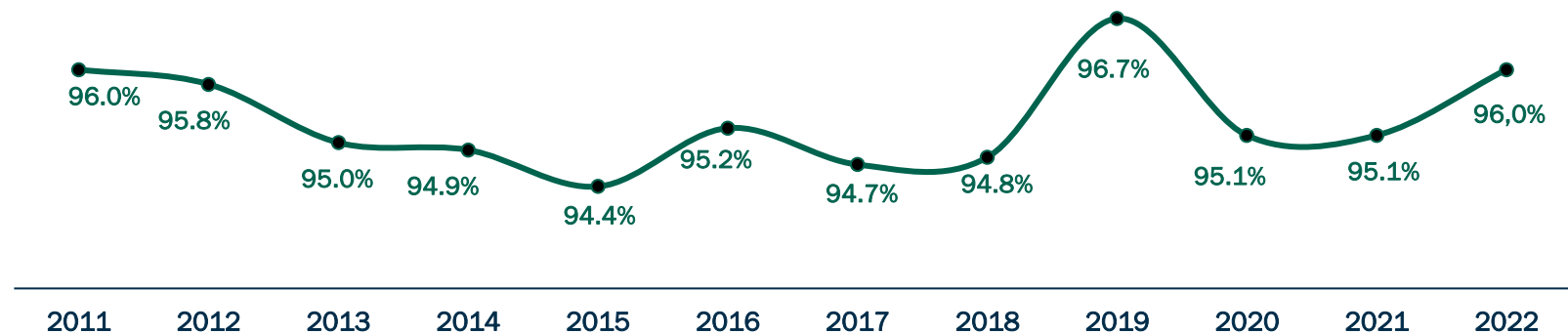
Geographic distribution of direct real estate portfolio
(% in value as at 31 December 2022)



DYNAMIC RENTAL MANAGEMENT – EVOLUTION & RESILIENCE

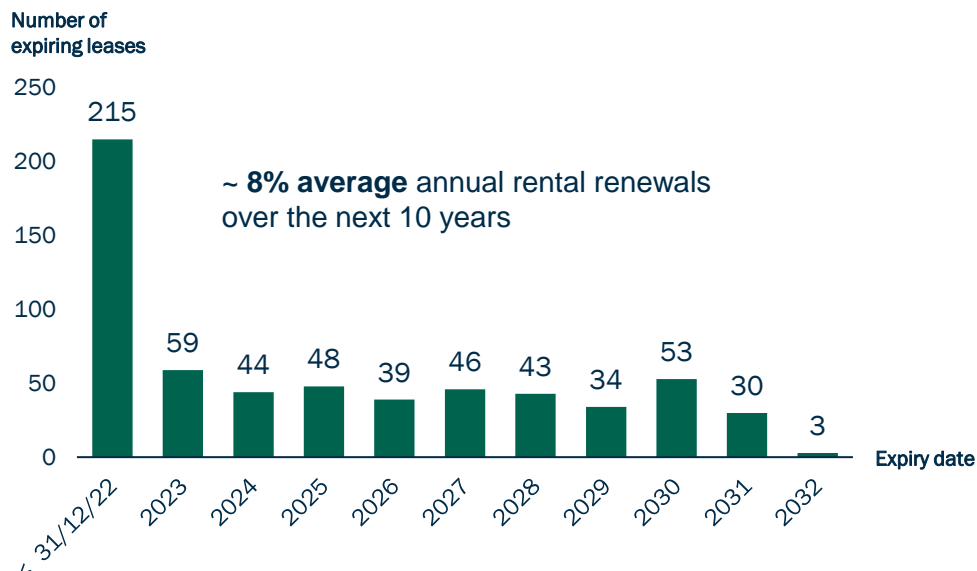
- SELECTIRENTE: excellent **track record** in the retail sector, recognized in the property industry
- Manager SELECTIRENTE Gestion : in-depth knowledge of the rental market based on **unique and proven expertise**
- Property management entrusted to **SOFIDY**, a leading historical player in the management of “retail properties”
- Closeness to tenants and retailers
- **Arbitrage** policy: strategic, active and continuous, creating value and performance

HIGH AND STABLE FINANCIAL OCCUPANCY RATE OVER TIME
(AVERAGE 95%) GENERATING SUSTAINABLE INCOME



LONG-TERM CASH FLOW VISIBILITY AND RECURRING VALUE CREATION

Lease schedule at 31/12/2022



- Lease renewals give SELECTIRENTE the opportunity to renegotiate **rents upwards**, thereby creating value for the assets concerned

Dynamic historic rental management

Annual rental management*	Number	Area (m ²)	Previous annual rents (€k)	Annual rents obtained (€k)	Variation	Allowances for despecialisation or entry fees (€k)
2012	28	4 435	733	757	3,30%	102
2013	45	12 756	1 621	1 745	7,70%	122
2014	28	12 660	1 709	1 656	-3,10%	50
2015	23	5 870	981	989	0,90%	16
2016	32	4 175	1 159	1 094	-5,70%	92
2017	35	3 988	994	1 046	5,30%	50
2018	39	7 317	1 572	1 492	-5,10%	133
2019	31	4 144	1 286	1 339	4,20%	70
2020	22	3 148	800	1 135	41,80%	35
2021	47	11 449	2 321	2 376	2,40%	74
2022	30	3 520 m ²	1 237	1 342	8,50%	49

* Renewal, assignment of leases with despecialisation and/or relocation

- Dynamic rental management in 2020, 2021 and 2022, despite the health crisis
- In line with SELECTIRENTE's investment strategy, many leases have a **potential for reversion** in the event of a change of tenants

Lease terms are generally renewed every 9 years; thus evenly distributed renewals provide SELECTIRENTE **long-term visibility** on its cash flows, as well as frequent **opportunities for reversion**

A STRATEGY OF RECURRENT ARBITRAGE BY SELECTIRENTE

Since its creation, SELECTIRENTE has demonstrated its great resilience and ability to create value by selling non-strategic or mature assets at attractive prices to optimise its portfolio

CREATING VALUE

Results through **capital gains** from the sale of mature assets:

- **Value creation** already achieved and **market value** at the top
- **Proven market liquidity** to optimise asset sale price

REFOCUSING THE ASSETS

- **Selling assets** that no longer correspond to SELECTIRENTE's investment target
- Protecting against **future vacancies**
- Assets requiring future **capital expenditure**
- Preferably **sold** to a user or a developer

FOCUS 2021
& 2022

2021 **arbitrage programme of a portfolio** of 10 shops located in Paris and the Paris region, mainly focused on the "Creating value" criterion, generating a **€13.7m** distributable value

2022 **arbitrage programme to strategically refocus** Selectirente's portfolio (assets no longer corresponding to its investment target): 16 assets sold, mainly in the regions, for a net sale price of €11m, generating a **€5.1m** distributable value

EXAMPLES OF SUCCESSFUL ASSET MANAGEMENT

Value accretion through Leasing

2022



COMMERCIAL PREMISES

Rue de Rivoli - Paris 1st

Acquisition date: 2020
Purchase price: €1,450 K

Duration of vacancy: 21 month
Effective date of new release: 04/2022

Property purchased vacant
New annual rent: €127 K

71% increase in market value following the leasing of the asset to an international retailer at a rent level well above the MRV (€89 K)

Estimated value: €2,900 K
(at 31/12/2022)

Value accretion by Transferring the leasehold rights

2022



COMMERCIAL PREMISES

Rue Lecourbe, rue Cambronne - Paris 15th

Acquisition date: 2001
Purchase price: €156 K

Annual rent 2021: €5 K
Annual rent 2022: €13 K

28% increase in market value following the transfer of the leasehold rights and the signing of a new lease at a rent level well above the last rent paid

Estimated value: €880 K
(at 31/12/2022 Vs €685 K at 31/12/2021)

Value accretion through Renewal

2021



COMMERCIAL PREMISES

Rue du Louvre - Paris 1st

Acquisition date: 2004
Purchase price: €1,980 K

Annual rent 2020: €243 K
Annual rent 2021 after renewal: €292 K, **+20%**

11% increase in market value in H1 2021 following the renewal of commercial leases

Estimated value: €6,700 K
(at 31/12/2022 Vs €6,625 K at 31/12/2021)

ASSETS – DIVERSIFICATION AND VALUE CREATION



PORTFOLIO - DIVERSIFICATION & VALUE CREATION

Some examples of our flagship assets...



**Avenue Achille Peretti
Neuilly sur Seine (92)**

- Acquired in 2011
- Purchase price ex. taxes: **€9m**
- Total surface area: **1,564 sqm**
- Value at 31/12/22: **€13,3m**
- Multi-tenant including BNP Paribas, Pharmacie Peretti, Jardin de Neuilly...



**Avenue des Ternes
Paris (17th)**

- Acquired in 2021
- Purchase price ex. taxes: **€3.0m**
- Useable area: **328.70 sqm**
- Formerly managed by the DUCASSE Group (RECH)
- New tenant: **Cheffe Stéphanie LE QUELLEC**
- Value at 31/12/22: **€3.5m**



**Rue d'Algérie
Lyon (69)**

- Acquired in 2020
- Purchase price ex. taxes: **€5.5m**
- Total surface area: **1,735 sqm**
- Value at 31/12/22: **€5.6m**
- Multi-tenant including Carrefour, Terme optique, Piu Bella, TW Terreaux, Cavalcante ...

PORTFOLIO - DIVERSIFICATION & VALUE CREATION

Some examples of our flagship assets...



Rue du Gros Horloge
Rouen (76)

- Acquired in 2014
- Purchase price ex. taxes: **€1.6m**
- Total surface area: **122 sqm**
- Value at 31/12/22: **€1.5m**
- Tenant: Calzedonia



Avenue Georges V
Paris (8th)

- Acquired in 2019
- Purchase price ex. taxes: **€3.5m**
- Total surface area: **154 sqm**
- Value at 31/12/22: **€3.8m**
- Tenant: La Maison du Caviar



Rue du Faubourg du Temple
Paris (10th)

- Acquired in 2020
- Purchase price ex. taxes: **€4.2m**
- Total surface area: **197 sqm**
- Value at 31/12/22: **€4.4m**
- Tenant: Bienfait Santé Invest

PORTFOLIO - DIVERSIFICATION & VALUE CREATION

Some examples of our flagship assets...



**Cours de l'Intendance
Bordeaux (33)**

- Acquired in 2019
- Purchase price ex. taxes: **€24.4m**
- Total surface area: **3, 232 sqm**
- Value at 31/12/22: **€24.4m**
- Tenant: Société Générale



**Avenue de Suffren
Paris (15th)**

- Acquired in 2020
- Purchase price ex. taxes: **€41m**
- Total surface area: **4, 564 sqm**
- Value at 31/12/22: **€45m**
- Tenants: Illumination Mac Guff (Groupe NBC Universal) and Sixt



**Rue de Metz
Toulouse (31)**

- Acquired in 2021
- Purchase price ex. taxes: **€5m**
- Total surface area: **3, 722 sqm**
- Value at 31/12/22: **€15m**
- Multi-tenant including Société Générale, Free Mobile, Institut Supérieure Vidal, Editions Privat, Talents RH...

The Grands Hommes shopping mall Bordeaux (33)



- Acquired in 2022
- Purchase price ex. taxes: **€24.1m**
- Shopping mall consisting of 12 shops and a coworking space, for a total surface area of 3,000 m²
- **Golden Triangle of Bordeaux**

An **emblematic asset in a historically affluent district** of the city, a location still sought after by **luxury and affordable luxury brands**, **166 locations listed**, 57% retailers (Baccarat, Boss, Lancel, Louis Vuitton, Nespresso, Zapa, Cartier, Dinh Van, Montblanc, etc.)

PORTFOLIO - LATEST ACQUISITIONS - 2022

UNITY portfolio (Rue Rambuteau) signed at the end of June 2022 (Acquisition price = €71.8m All-in Cost)

Acquisition enabling SELECTIRENTE to open up its investment spectrum from local shops to **more institutional real estate assets**, and as a perfect extension of the acquisition of the Grands Hommes shopping center in Bordeaux



UNITY
Project
RAMBUTEAU



11 commercial premises :

Bizzbee – Hema – Orange –
Du bruit dans la Maison –
Léon de Bruxelles –
Timberland – Saint James –
Valege – Sagone – Pirouette
– Gong Cha

11 commercial premises and 1 office space:

Exki – Le Cercle de la Forme –
Pazzi – Mami Sushi – We
Change – Sunny Thé –
Beaubourg Optique – Subway –
Cash Express – Grindz of Hawaii
– Association Intermusée - Gomu



UNITY
Project
HORLOGE





4

STRONG OPERATIONAL AND FINANCIAL PERFORMANCE





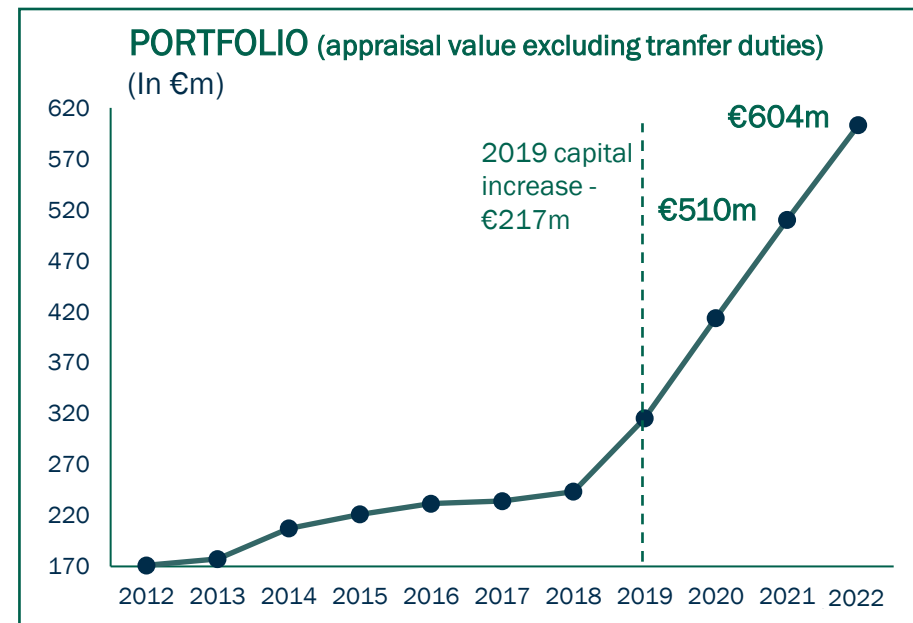
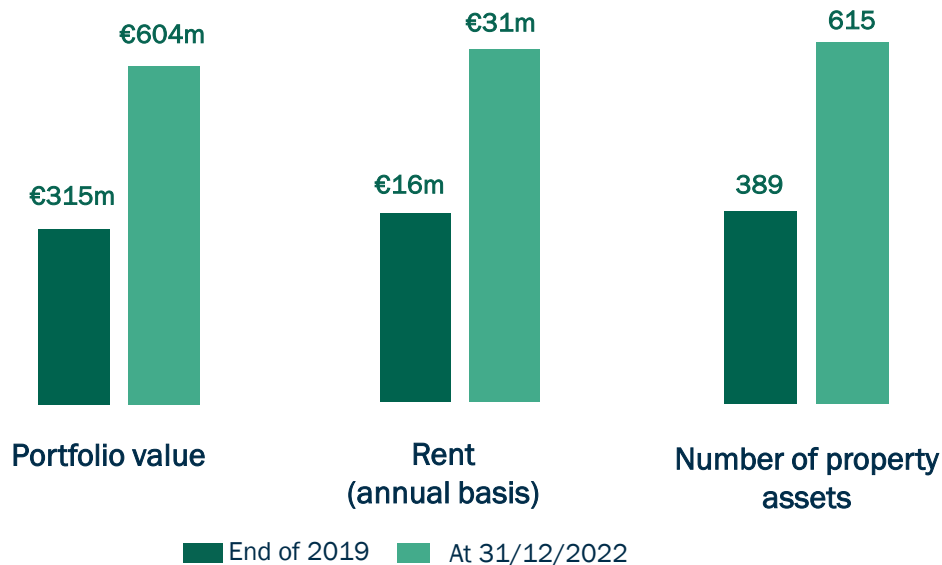
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STRONG OPERATIONAL AND FINANCIAL PERFORMANCE

A. EVOLUTION SINCE 2019



SUSTAINED GROWTH SINCE THE LAST CAPITAL INCREASE (DEC 2019)



- Appraisal values up by **+0.8%** in 2022 (on a like for like basis)
- A stronger position in Paris and in the major French metropolises (Lyon, Bordeaux, Toulouse, Nantes):
109 new shops in France in 2021 and **50** in 2022 (+ 2 offices)

KEY FIGURES SINCE DECEMBER 2019

31/12/2019

Value of the overall portfolio

€315m

Number of rental units

389

Rents of the leased portfolio
(on an annual basis)

€16m

Leased area

81,525 sqm

EPRA LTV

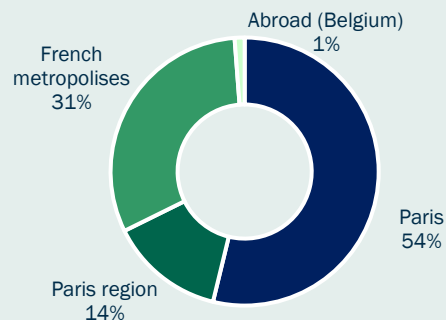
0 %

(post capital increase)

Outstanding debt

€134m

Assets breakdown



31/12/2022

€604m

615

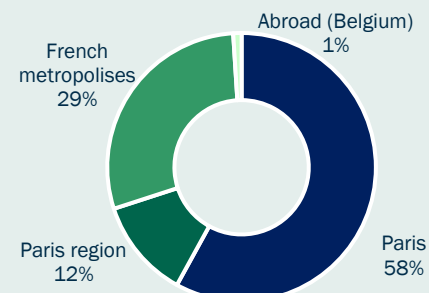
€31m

111,000 sqm

38.9 %

€255m

(+€45m of additional RCF drawdown capacity)



High financial
occupancy rate:
~96 %



INVESTMENTS SINCE DECEMBER 2019

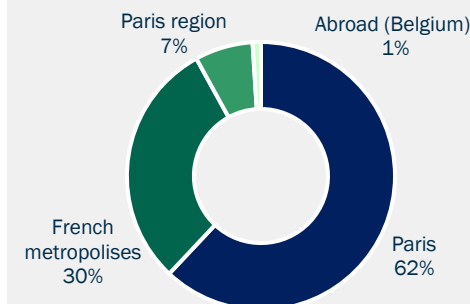
In December 2019, SELECTIRENTE completed a **€217m capital increase**, welcoming new shareholders (Sogecap, Capimmo, Amundi, Ceptentrion, Clay AM...), and reimbursed a **€25m corporate loan** for the acquisition of the Lutèce 2 portfolio (33 shops in Paris) as well as the regional headquarters of SG located in Cours de l'Intendance in Bordeaux (33), a transaction with a cumulative value of nearly **€70m**

The Company also invested over €325m (post Paris-Rambuteau deal):

- invested nearly **€311m** in **direct real estate** with an initial yield of **4.7%** at the time of acquisition:
 - ✓ 2020: **€98.3m** (76 assets and the flagship Paris Suffren asset)
 - ✓ 2021: **€106.7m** (116 assets and a mixed-use building in Toulouse)
 - ✓ 2022: **€106,1m** (15 assets, the Grands Hommes shopping centre in Bordeaux and the Paris-Rambuteau portfolio)
- invested nearly **€12.6m** in **indirect real estate**:
 - ✓ 2020: **€10.2m** (617,728 shares in the Dutch REIT Vastned)
 - ✓ 2021: **€2.4m** (33,822 shares in the Dutch REIT Vastned and 5,602 shares in the SCPI Immorente 2 managed by Sofidy)

Following its **€240m** refinancing operation completed on February 4, 2022, SELECTIRENTE still has investment capacity of around **€45m**

GEOGRAPHIC BREAKDOWN OF DIRECT REAL ESTATE PORTFOLIO
since the December 2019 capital increase
(% of acquisition values)*



*: Distribution not taking into account the repayment of the €25m corporate loan used in the context of the acquisition of the Lutèce 2 portfolio and the mixed-use building located on Cours de l'Intendance in Bordeaux (33)

RECENT HIGHLIGHTS

2021

- Transformation into a **joint stock company**
- Creation of a dedicated and experienced management team, SELECTIRENTE Gestion, chaired by Jérôme DESCAMPS
- Strong growth in **operational and financial performance**
- **Assets under management exceeded €500m**, sustained growth by taking advantage of adverse events (Covid 19, Gilets jaunes, war in Ukraine, end of government aid, changes in interest rates, etc.)



2022

- Successful **refinancing operation: €240m** in corporate loan and RCF
- Acquisition for **€24.1m** of the iconic Grands Hommes shopping centre in Bordeaux
- Acquisition of the Rue Rambuteau portfolio (two sections in Paris 1st and 3rd) for **€72m** in June



STRUCTURING OPERATION TO ACCELERATE THE COMPANY'S GROWTH

concluded on 02/04/2022 with BECM, HSBC, Crédit du Nord and Société Générale

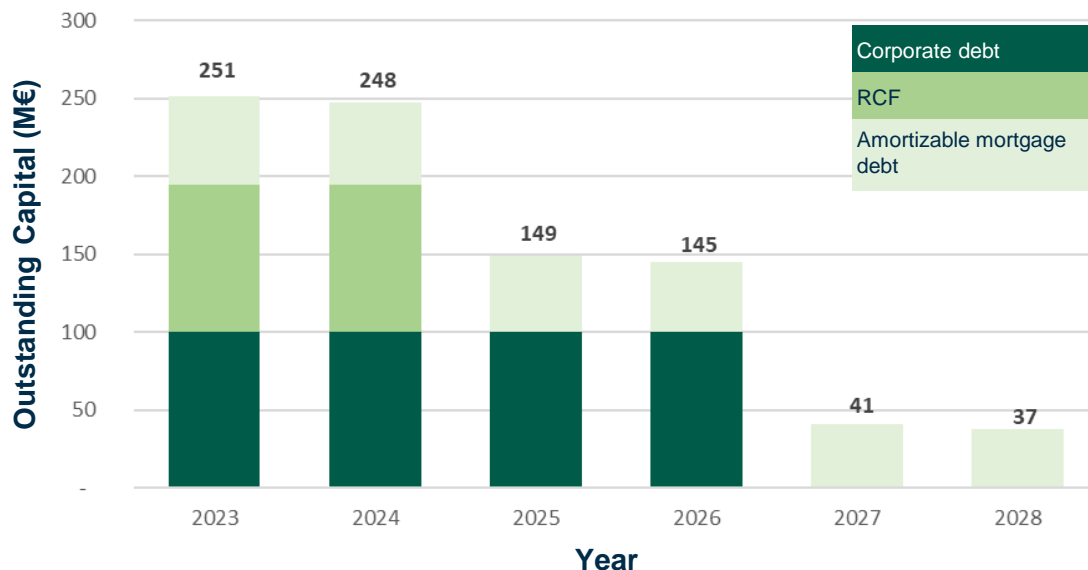
- **Corporate loan of €100m** - mainly to repay portions of the pre-existing mortgage debt (€84m)
- **RCF of €140m** over 3 years - giving the Company increased investment capacity

- Better **flexibility** and **controlled financing costs**
- Continuation of the **strategy of acquiring assets** in Paris and the main French metropolises
- **Financial structure adapted** to sustained investment needs in a fast-changing market

OVERALL DEBT: OUTSTANDING CAPITAL PER YEAR

NO SIGNIFICANT REPAYMENT BEFORE 2025

Evolution of the outstanding capital by year and by type of debt



As at 31/12/2022:

- Outstanding bank debt: €254m
- Cash and cash equivalents: €20.4m
- Net debt: €234m
- €18m invested in 6 months term accounts @ 2.70%
- Undrawn bank financing: €45m
- Gross LTV: 42.1 %
- Net LTV: 38.7 %
- Average residual maturity of 4.5 years and duration of almost 4 years
- Share of debt at fixed rate: 24% and at floating rate: 76 %
- Proportion of fixed rate and/or hedged debt: 92% at 31/12/22 and 102% at 01/01/23
- Average cost of debt: 2.0 %

- Selectirente ensures that its debt is well controlled and rigorously monitored, while maintaining a net LTV target of no more than 40%.
- The next significant repayment date is in 2025: repayment of the RCF drawn at 67% (€95m)



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STRONG OPERATIONAL AND FINANCIAL PERFORMANCE

B. 2022 PERFORMANCE



2022 KEY FIGURES - GROWTH & RESILIENCE OF THE PROPERTY COMPANY



Appraisal overall portfolio : **€604m**
84% of city centre stores



Rents: **€28.1m**, +25% vs 2021
Premium and diversified tenants



Financial occupancy rate: **96%** (average for 2022)
Rent collection rate: **93.7%** at the end of 2022 (96,2% at 07/02/2023)



EPRA LTV debt ratio: **38.9%**
EPRA NAV NDV: **€93.11/share**



Dividend 2022* : **€3.80/share**
+5.6% vs 2021

** Proposed dividend subject to approval by the General Meeting on 2nd June 2023*

As of 31 December 2022



2022 PERFORMANCES

OPERATIONAL DYNAMICS

Acquisitions: **€106.1m** (initial yield of nearly 5%)

Disposals : **€11m** (distributable capital gains of €5.1m)

Gross rental income: **€28.3m** (+25% vs 2021)

Average financial occupancy rate: **96%**

Rent collection rate 2022 : **93.7%** at end 2022

Capitalization rate (including transfer duties): **4.9 %** (vs 4.7% in 2021)

STRONG GROWTH IN RESULTS

EPRA results: **€19.5m** (vs €16.8m in 2021)

EPRA NAV NDV: **€93.11/share** (+5% vs 2021)

EPRA NDV: **€388.3m**

Net Current Cash flow : **€18m** (vs €15.5m in 2021)

IFRS net result: **€13.4m** (vs €17.1m in 2021)



EPRA KPI (European Public Real Estate Association)

Selectirente has been a member of EPRA since the beginning of 2021.

During its ReThink Conference 2022, EPRA awarded SELECTIRENTE a Gold Award, among other leading European listed companies. SELECTIRENTE was thus distinguished for the **first time** with this award.

This BPR Gold award, the **highest level of distinction established by the EPRA**, recognizes the excellence of the Company's **financial reporting practices**.

It also recognizes the quality of its communication with investors and shareholders, meeting the highest standards of **financial transparency**.



EPRA KPIs	31/12/2022		31/12/2021	
	€m	€/share	€m	€/share
EPRA earnings	19,5	4,68	16,8	4,04
EPRA NRV	407,1	97,62	403,0	96,69
EPRA NTA	364,6	87,42	367,4	88,15
EPRA NDV	388,3	93,11	369,8	88,71
Net initial yield	5,0%		4,8%	
Net initial yield excluding rent relief	4,9%		4,9%	
Vacancy rate	1,6%		2,8%	
Cost ratio (including vacancy costs)	16,1%		19,6%	
Cost ratio (excluding vacancy costs)	15,5%		19,1%	
EPRA LTV	38,9%		27,0%	

- EPRA earnings, equivalent to recurring net income, up thanks to the growth in rental income from the various investments
- Net asset value per share Net Disposal Value under EPRA standards was €93.11 per share at 31 December 2022, compared with €88.71 at the end of 2021, i.e. growth of +5.0% over the year, mainly due to the double effect of the MTM of SWAPs and fixed-rate debt, as well as the positive change in property assets.
- Vacancy rate down thanks to various rental actions



PERFORMANCE REPORTED BY THE PRESS

CFNEWS
IMMO

Selectirente boucle la plus grande acquisition de son histoire

Selectirente completes the largest acquisition in its history

LesEchos **investir**

Selectirente fait l'acquisition de 22 commerces dans le centre de Paris

Selectirente acquires 22 shops in the centre of Paris

LesEchos **investir**

Selectirente, la foncière des petits commerces

Selectirente, the property company for small retailers

BUSINESS
IMMO

Selectirente franchit la barre des 500 M€ d'actifs sous gestion

Selectirente reaches the €500m mark in assets under management

IMMO WEEK
NEWS & CONNEXIONS IMMOBILIÈRES

Pour Selectirente, le commerce de proximité vit un « retour en grâce »

According to Selectirente, local shops are experiencing a "comeback".

Boursorama

SELECTIRENTE finalise avec succès le refinancement de sa dette

Selectirente successfully completes debt refinancing

LE FIGARO

Selectirente acquiert deux nouveaux portefeuilles de commerces de centre-ville

Selectirente acquires two new city centre retail portfolios

BUSINESS
IMMO

Selectirente acquiert une galerie commerciale dans le Triangle d'or bordelais

Selectirente acquires a shopping mall in Bordeaux's Golden Triangle

CFNEWS
IMMO

Selectirente s'empare de 71 commerces de proximité, à plus de 5 %

Selectirente takes over 71 local shops, at over 5%.

SELECTIRENTE



4

STRONG OPERATIONAL AND FINANCIAL PERFORMANCE

C. OUTLOOK



OUTLOOK (1 / 2)

Pursuing the wise and selective growth dynamic...

- By capitalising on:
 - its **resilient asset base**, with strong cash flow generation and positive valuation trends
 - its solid **investment fundamentals**
 - its **strengthened financial structure**
 - its goal to reach **critical size**
- Broadening the shareholder base and **liquidity of the stock**
- By maintaining a **proactive distribution**
- By intensifying **ESG practices**

...to establish itself as **THE** listed property company for local shops



OUTLOOK (2 / 2)

....and keeping the **value creation** strategy

- through **disciplined and rigorous property management** based on the expertise and track record of the operational teams (property and asset management)
- by using the **dynamics of increasing densification** of large metropolises and the **attractiveness** of some central cities in their region or particularly touristy ones
- by strengthening SELECTIRENTE's position in Paris and the **top 10 French metropolises** and then developing investments in **Europe**
- through **regular asset rotation** to maximise return to shareholders
- providing the financial resources to **seize investment opportunities** and **pursue growth**



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