



# SELECTIRENTE

THE LISTED PROPERTY COMPANY SPECIALISED IN CITY-CENTER RETAIL STORES

## PRESENTATION

HY 2024

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- This presentation is accompanied by the annual report and the consolidated financial statements and notes to the financial statements, which are available on the company's website. Participants are also invited to read the Company's reference document filed with the AMF (23 April 2024) and the risk factors in the reference document. The reference document is available free of charge from the Company's registered office and on the websites of the AMF (<http://www.amf-france.org>) and the Company (<http://www.selectirente.com>).
- Some of the statements contained in this document are forward-looking statements based on estimates, forecasts and assumptions, including assumptions about the Company's current strategy and the economic environment in which it operates. They involve known and unknown risks, uncertainties and other factors, which may cause the Group's actual results and performance to be materially different from those expressed in such forward-looking statements. These forward-looking statements and information are not guarantees of future performance.
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# 1

## SELECTIRENTE IN A NUTSHELL



# EVOLUTION OF THE COMPANY

## STRONG GROWTH AND SIGNIFICANT DEVELOPMENT SINCE 2019

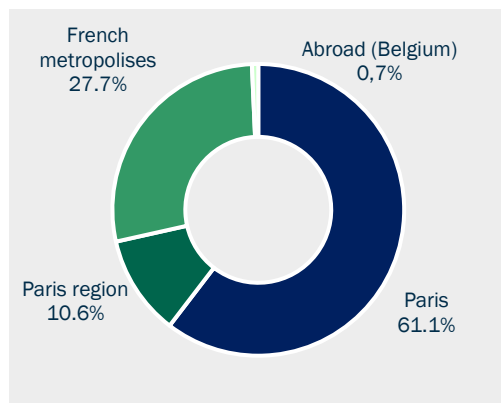
- **€217m capital increase** in December 2019
- Investment ~ **€325m** in 2020 / 2021 / 2022 / 2023
- **SELECTIRENTE's operational and financial performance** is constantly improving with the aim of becoming a major player in its market
- **€240m bank refinancing** in February 2022 to finance growth
- **€80m early refinancing of the RCF** with the historical banking partners at the beginning of July 2024



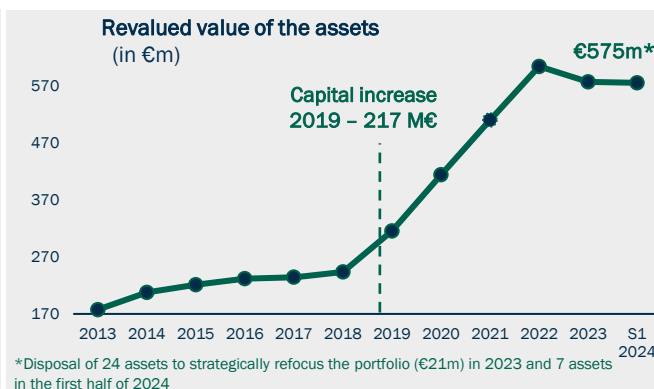
# SELECTIRENTE IN A NUTSHELL ( 1 / 2 )

- Created in 1997 on the initiative of SOFIDY and property professionals, SELECTIRENTE is a **listed property company specialised in the purchase of local retail premises in city centers**
- A **buoyant sector** with renewed **momentum** due to urban residents' desire to promote local trade
- SELECTIRENTE aims to **generate secure rental income** and to **optimize 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 center shops and a second, more opportunistic, axis based on the phenomenon of metropolization
- Leading institutional shareholders base** including Sofidy, Tikehau Capital, Praemia, Sogecap and Amundi

## MOSTLY LOCATED IN THE PARIS REGION ...



## WITH STRONG GROWTH



As at 30/06/2024

**€575m**

Overall portfolio value

**406** assets

**~ 100,000 sqm**  
of leased area

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

MARKET CAPITALISATION:  
(as at 30/06/2024)

**~ €355m**

**€89.33** per share

EPRA NAV NDV  
(vs €90.31 as at 31/12/2023)

**€15m** of gross rental  
income for 1<sup>st</sup> half 2024

**94.6%** average  
occupancy rate over the  
last 12 months

**37.5%** Net LTV as at  
30/06/2024

## 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.



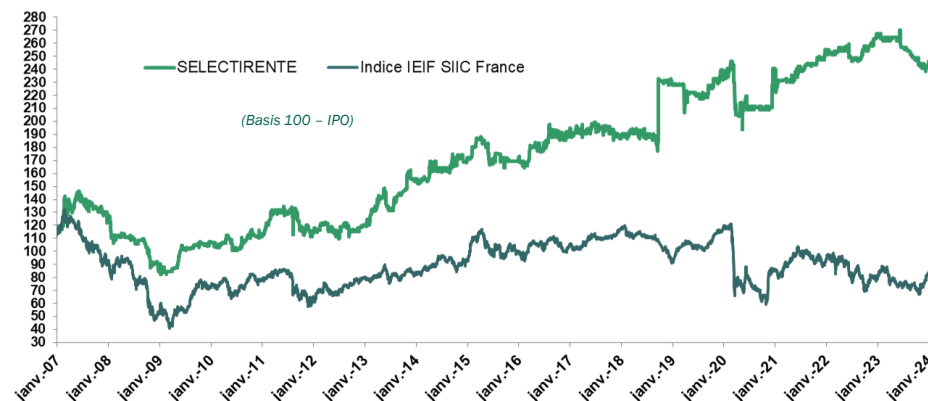
**Dany ABI AZAR**, Administrative and Financial Director of SELECTIRENTE Gestion, has held various positions in the financial departments of French and international companies. He is now responsible for financing policy, accounting, management control and risk monitoring at SELECTIRENTE.



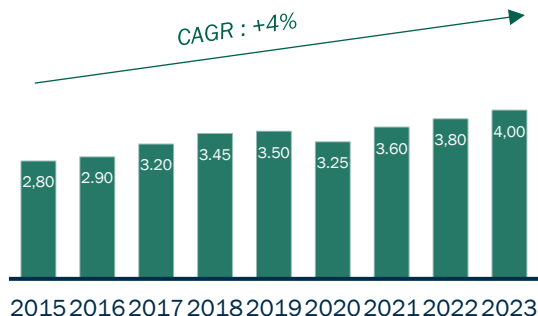
**Elisabeth DHONDT**, Director of Real Estate and Operations of SELECTIRENTE Gestion, worked at SOFIDY for 15 years as a retail asset manager. She is now responsible for analysing investment opportunities and valuing and managing the assets at SELECTIRENTE.

## A PROPERTY COMPANY THAT CREATES VALUE FOR ITS SHAREHOLDERS

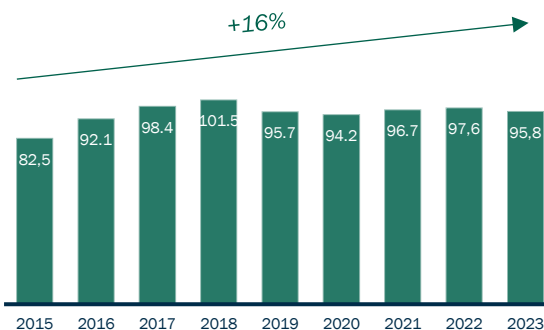
### Outperformance of the stock compared to its benchmark



### 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

# 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 centers 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**



**SELECTIRENTE**

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# 2

## COMMERCIAL PROPERTY: A RESILIENT MARKET



# RESILIENT ECONOMIES AND RISING FORECASTS, DESPITE A STILL DETERIORATING ECONOMIC CLIMATE

Despite a still uncertain macroeconomic environment, with **growth hesitating**, a **disinflation** cycle is slowly being confirmed and forecasts have been revised upwards for 2024. In **France**, **economic growth** remains **slightly positive**:

**+1,1%**

Estimated GDP 2024

**+2,2%**

Year-on-year inflation in  
June in France

**+0,7%**

Estimated household  
consumption 2024

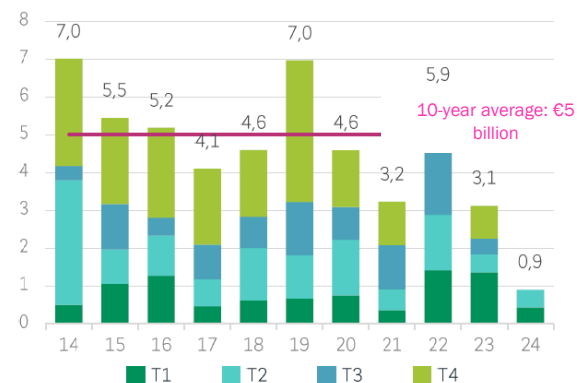
- France's **GDP** should remain **positive** in 2024 - with annual growth estimated at **+1.1%** according to new estimates in July.
- **Inflation has begun to fall**, and the ECB has cut interest rates for the first time.
- **Household consumption** is expected to rise slightly in 2024, despite **rising prices** and relatively weak economic growth. **Consumer confidence** remains **weakened** by geopolitical, economic and social **uncertainties**.

## SHARP SLOWING DOWN OF THE RETAIL MARKET IN FRANCE

After a buoyant 2023, **activity slowed in the first half of 2024**:

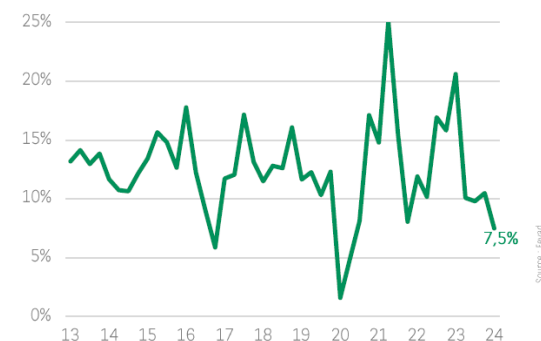
- The retail property market in France saw a significant drop in investment, with a **total volume of €0.9bn**. Transactional activity in retail premises in Q2 continued the trend of recent months, with total investment of almost €0.5bn, i.e. +2% vs. Q1 2024, but a timid decline of 3% vs. Q2 2023.
- City centre retail stores accounted for **39% of the amounts invested** in H1 2024 (+14 points compared with the ten-year average);
- The effect of competition from e-commerce no longer seems to be having much of an impact on footfall in physical shops, with Fevad (the French e-commerce federation) predicting that the e-commerce market share will stabilise at around 10% of the retail trade.

**Retail investment by quarter**  
(in billion euros)



## E-commerce turnover

(Growth rate in value at the end March 2024)



# RESILIENT ECONOMIES AND RISING FORECASTS, DESPITE A STILL DETERIORATING ECONOMIC CLIMATE

## ZOOM ON PARIS – Paris, the driving force behind retail activity

- Increased **footfall and dynamic** high street shopping, with a marked return of air traffic to the Île-de-France region.
- Tourism remains on a **positive trajectory**, with attractive exchange rates - **Paris** remains a **favoured destination** and will benefit from **opportunities** at the **2024 Olympic Games**.
- **Changes in Parisian retailing**: a proliferation of pop-up stores, communication shops and ephemeral shops, and a hybridization of retail formats.

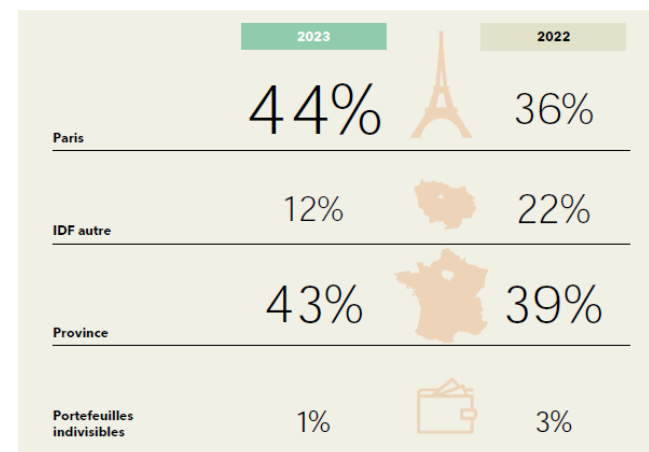
### INVESTMENT MOMENTUM

- **Paris** and the **Île-de-France** region accounted for **52%** of the volume invested in France in 2023.
- The **vacancy rate** for **Paris retail** premises remains very **low and is falling**, to **5.2%** at 31 December 2023.
- **Prime rents** in Paris are stabilizing at around a **4,35%** yield.
- The **Golden Triangle** remains as **attractive** as ever for retailers - particularly in the **luxury sector**. **Competition for the best locations** in Paris continues to intensify.
- **Paris** remains particularly attractive to **foreign retailers**, accounting for **81%** of the **47** new retailers to set up shop in France in 2023.

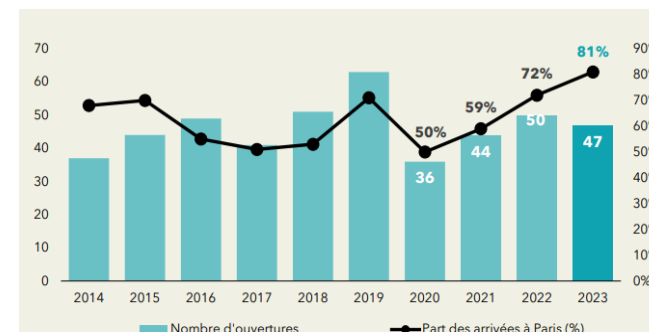
With more than **60%** of its portfolio located in Paris, SELECTIRENTE is fully in line with this **recovery** and intends to **strengthen its presence** in the **capital**

### Geographical breakdown of retail investment volumes

(in France, in % of total volume)



### Growth in the number of new chains in France



# GOOD MOMENTUM FOR RETAIL STORES AND CITY CENTRES DESPITE THE UNCERTAIN ENVIRONMENT



Household  
consumption:

**+0.7%**

estimated in 2024



**75%**

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



Retail investment:

**€0.9bn**

in H1 2024



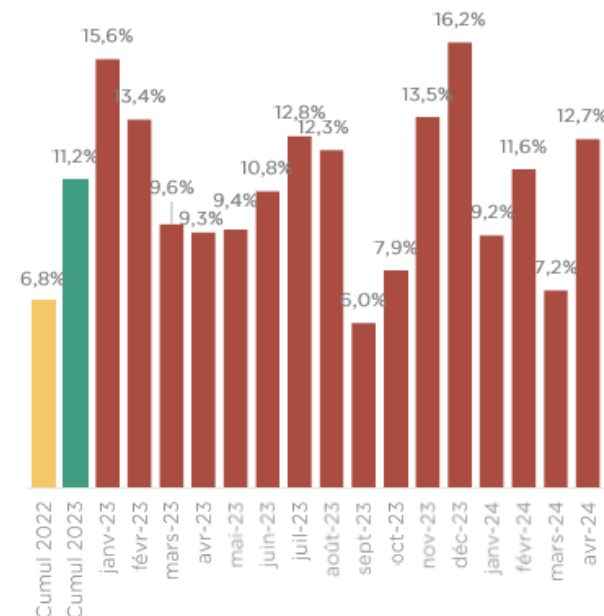
**64%**

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

## Major trends favoring local retail in France

- **Food shops transactions** accounted for more than **25%** of the volume invested in France during the first semester of 2024. Renewed interest in **short distribution channels** and "consuming local".
- **The concept of the "quarter-hour city"**: traffic **flows** are at the heart of town centre activity. There are fewer and fewer cars in cities, with the development of soft mobility, and retailers are rolling out their "city" concept (IKEA, Decathlon, Leroy Merlin, Castorama, Boulanger, etc.).
- Return of **foreign retailers** (47 new retailers by 2023) and proliferation of **new retailers** catering to the needs of the **Y, Z and Silver generations**.
- **Dynamic tourist flow** and positive impact of the 2024 Olympic Games (15 million visitors in Paris) for some of the best Parisian locations (vacancies down)
- **Consumption expected to pick up** - backdrop of steady decline in inflation and a recovery in purchasing power

Average footfall in French city centres



\*Sources : Knight Frank, LSA, INSEE, OCDE, Banque de France

\*\*Fédération des acteurs du commerce and Quantaflow, in partnership with OpinionWay

# TRADE AS A FRENCH NATIONAL ISSUE



Relever les défis  
du commerce  
de demain

As the **largest economic sector** in France, accounting for more than 3 million jobs, 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



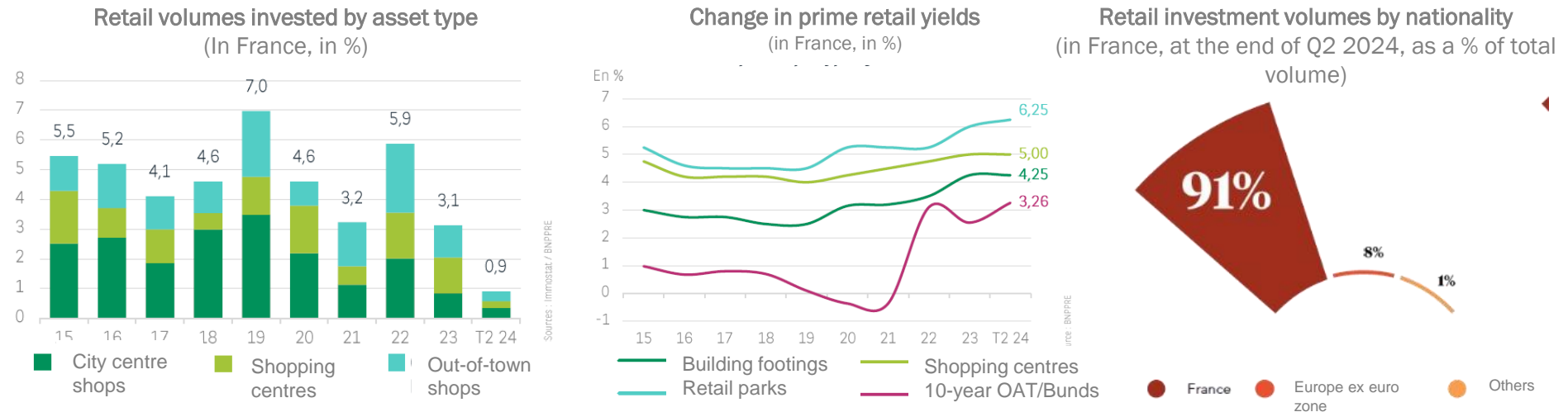
In 2023, Olivia Grégoire, French Minister for SMEs and Trade, announced the creation of a **National Retail Council**, with the ambition of working on the **evolution of the sector**.

A budget of €24 million is 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 has been launched for the period 2023-2026, with the aim of revitalising 234 medium-sized towns in mainland France and the overseas territories.

# LOCAL RETAILING, STILL A GOOD INVESTMENT OPPORTUNITY IN FRANCE

Against a relatively turbulent macroeconomic backdrop, **city-centre retail property** continues to prove its **resilience and remains promising**. **Footfall** in city-centres continues to rise, fuelled by the **French people's attachment** to their local shops, the **renewed dynamism of tourism** and **new consumer trends**.



- Property market still attractive to foreign investors: **retail properties** remain an **asset class** that **holds its place** in the market
- **Secured property** is proving **highly resilient**, with a risk premium that remains attractive. The flattening of the yield curve now offers greater visibility
- **Prime yields on retail premises** at the foot of buildings are **generally falling** - to **4.25-4.50%** on the best shopping streets  
→ A readjustment of values that has restored attractiveness
- The contractual environment linked to indexation is fuelling an **increase in rents** (decree 1953) due to a market with limited supply.

# OUTLOOK FOR THE SECOND HALF OF 2024

Despite the increasing number of geopolitical, economic and sectoral crises, the retail store sector continues to demonstrate its **resilience**.

Even though the property risk premium has rebounded this half-year, to +99 bp, notably in **anticipation of the easing of key ECB interest rates**, giving rise to **hopes of a modest improvement in committed volumes for H2 2024**, the property investment markets are still hanging on the **evolution of the French political context**, and its **consequences on sovereign bonds**.

The **renewed optimism** that accompanied the **1<sup>st</sup> cut in key interest rates** at the end of the quarter (-25bp) was short-lived: the **outlook** seems to be heading for a **new plateau** while we wait for better days. Added to this is the **national political and economic context**, which could prompt investors to be even more **cautious**, especially **foreign investors, who are still very much in the minority, with 15% of investments in the 1<sup>st</sup> half compared with a ten-year average of 36%**. Given this stop-and-go monetary situation, **yields remained cautiously stable** in the 2<sup>nd</sup> quarter.

**Property assets located in city centres and high-demand areas** represent a **prime opportunity for diversification** at a time of persistently high inflation and uncertainty. Despite a confirmed slowdown in the commercial property investment market in the first half of the year, **city centre retail premises** remain the **priority for investors**.

The retail shop sector is likely to continue to undergo a **number of transformations: new consumer habits**, the arrival of new concepts and foreign retailers, the concept of the "quarter-hour city", the revival of local shops, the impact of the **Climate and Resilience Act**, and **digitalisation**. E-commerce remains dynamic, but it is not going to make physical retailing disappear. The **two channels are essential** in the eyes of the French people, and are **highly complementary**.

**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.





# 3

## SELECTIRENTE: RESILIENCE & VALUE CREATION

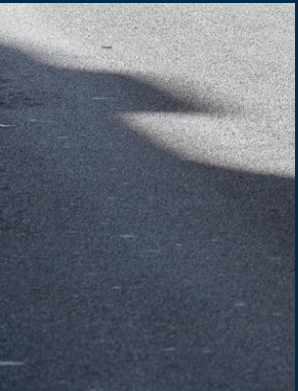




# 3

## SELECTIRENTE: RESILIENCE & VALUE CREATION

### A. STRATEGY & FUNDAMENTALS



# DNA OF THE SIIC

- 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 €45.6bn as at 30/06/2024)
- One of the only **pure player** European listed property companies in **city centre retailing**
- Strong growth and significant development of assets since 2019
- 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)



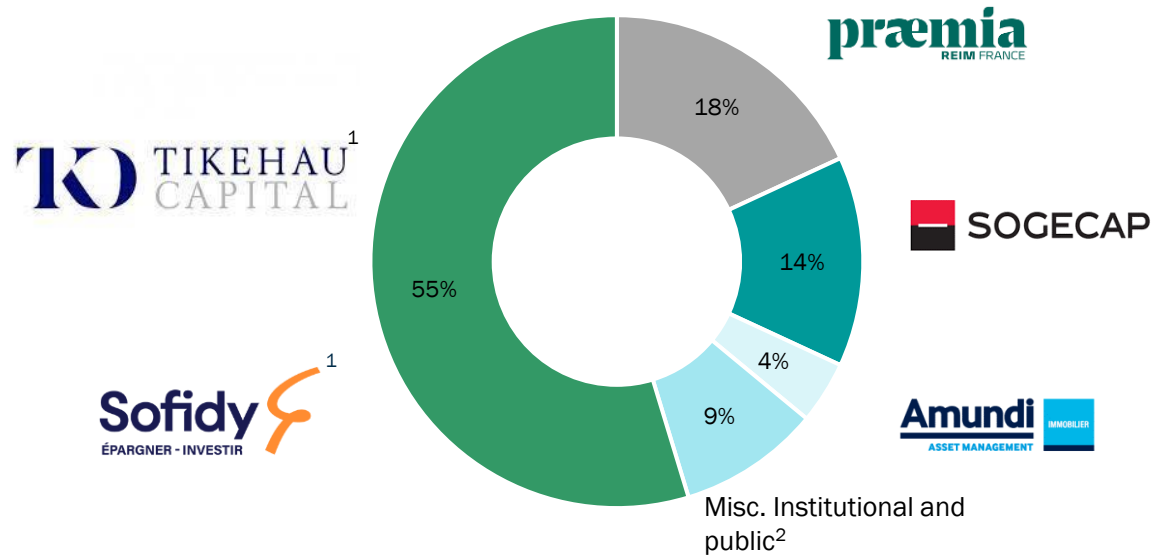
**SELECTIRENTE**

THE LISTED PROPERTY COMPANY SPECIALISED IN CITY-CENTER RETAIL STORES

# HIGH PROFILE SHAREHOLDERS

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

Breakdown of SELECTIRENTE's share capital at 30/06/2024  
(Indicative data to the Company's knowledge)



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

<sup>2</sup> 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



**SELECTIRENTE**

THE LISTED PROPERTY COMPANY SPECIALISED IN CITY-CENTER RETAIL STORES



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
- **+97%** of assets under management at the end of 2023 are local shops



### 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
- In 2023, **57%** of the leases signed involved retail tenants specialized in activities that contribute to society
- **314** stores carrying out a contributing activity to the society at the end of December 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
- In 2023, **99.6%** of stores meet these criteria





### 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**

A 2023 **carbon footprint** covering the 3 emission scopes: **20 kgCO<sub>2</sub>eq/sq m**

**Energy intensity** of Selectirente's portfolio in 2023: **275 kWhEF/sqm.**

- Carrying out an annual carbon assessment 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**
- **1 carbon footprint audit** in 2023 on 100% of assets, covering the 3 scopes

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

→ In 2023, an **eco-guide was attached to 100%** of new leases and lease renewals signed



**Analyzing the climate risks of assets to improve their resilience**

→ Climate risks analyzed on **100%** of assets, 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

- **Exclusion policy** implemented since 2022 for **100%** of tenants during the selection phase
- **ESG analysis** on **100%** of assets during preinvestment phase (11 criteria) but also in the acquisition phase (45 criteria)

### Integrating stakeholders into its ESG approach

- **ESG Risks cartography** conducted in January 2023 and updated as from 2024



### Integrating ESG issues into HR processes

- In 2023, **100%** of its employees were trained on ESG issues
- **100%** of employees with a part of variable remuneration indexed to ESG criteria



### Maintaining a policy of taking ESG risks into account

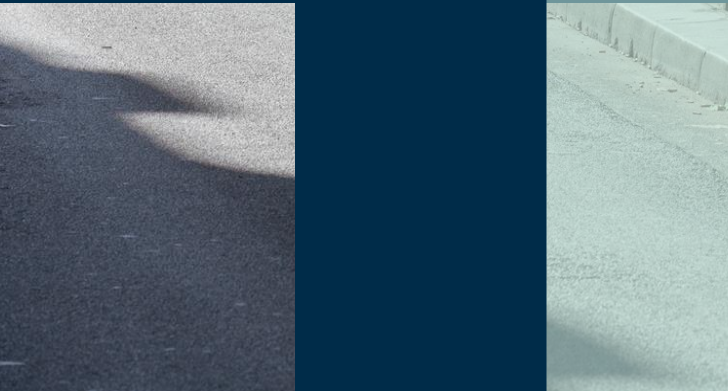
- Climate risks were analysed for **100%** of assets acquired and 100% of existing assets.



3

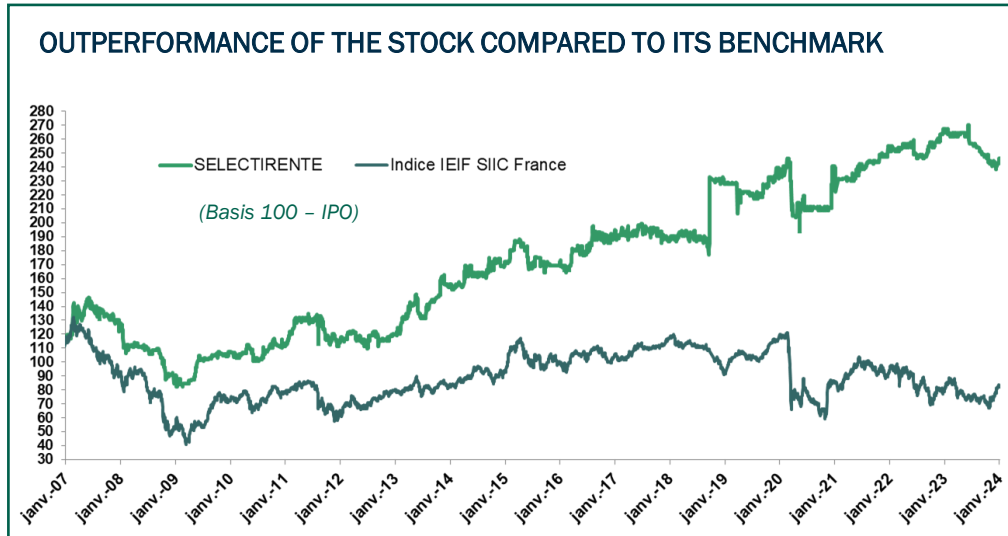
## SELECTIRENTE: RESILIENCE & VALUE CREATION

C. RIGOUROUS AND DYNAMIC  
PORTFOLIO MANAGEMENT



# CREATION OF VALUE FOR SHAREHOLDERS

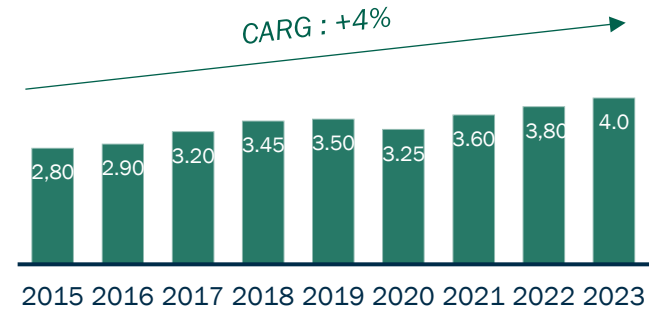
## Outperformance of the stock compared to its benchmark



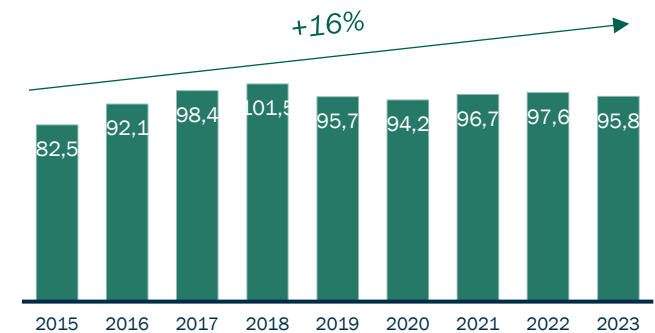
**MARKET CAPITALISATION ~ €355m**

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

## CHANGE IN DIVIDENDS (IN € / SHARE)



## CHANGE IN EPRA NRV (IN € / SHARE)

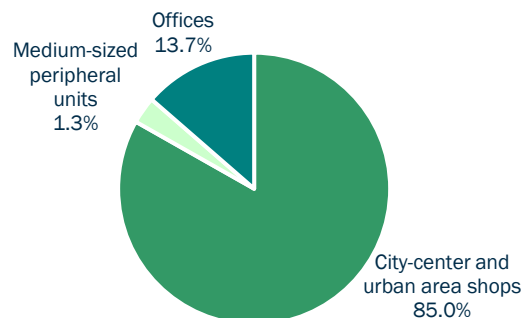


[Past performance is not a reliable indicator of future performance]

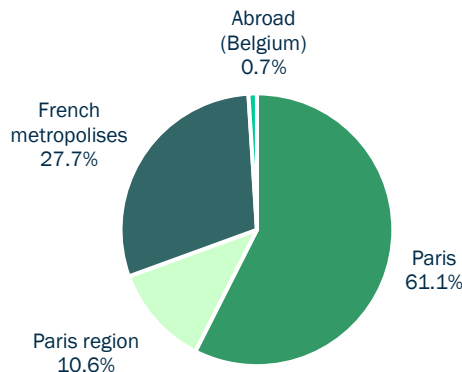
# DIVERSIFICATION OF THE PORTFOLIO AT THE END OF JUNE 2024

A diversified portfolio of high quality, directly owned properties, with 85% of the portfolio consisting of city-centre retail properties, more than 60% of which are located in Paris proper

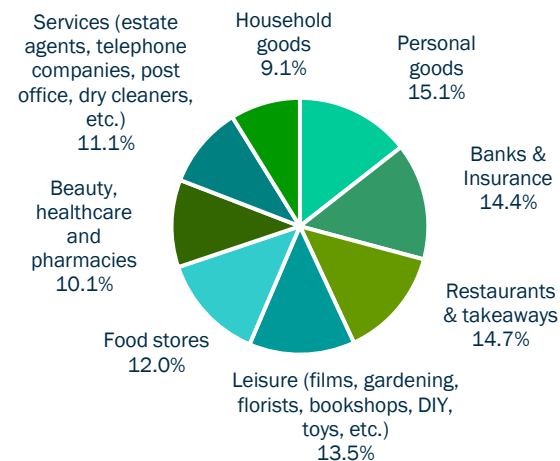
**Distribution of the direct real estate portfolio by asset type**  
(% in value as at 30/06/2024)



**Geographic distribution of direct real estate portfolio**  
(% in value as at 30/06/2024)



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



sandro  
PARIS

MONOPRIX



JONAK  
PARIS



Etam



VANESSA BRUNO



SEPHORA



CALZEDONIA



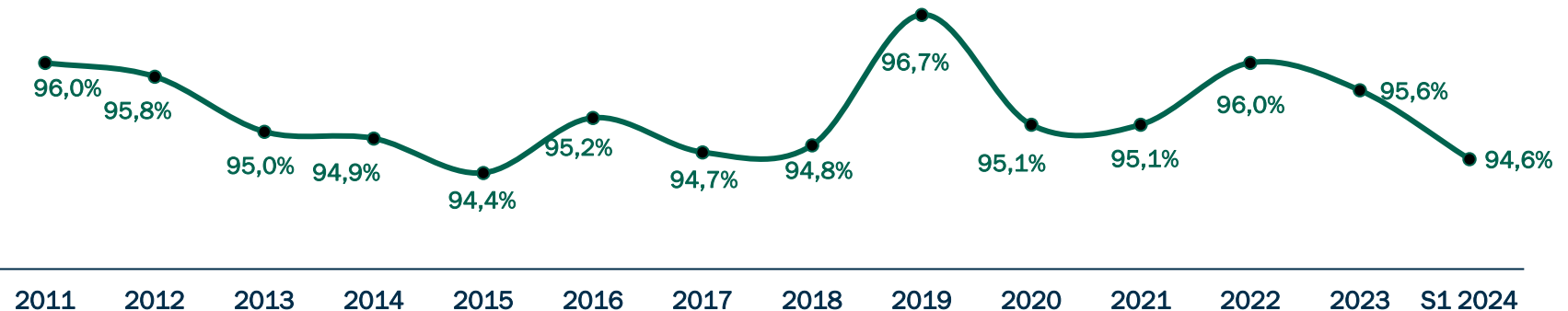
SELECTIRENTE



# DYNAMIC RENTAL MANAGEMENT – EVOLUTION & RESILIENCE

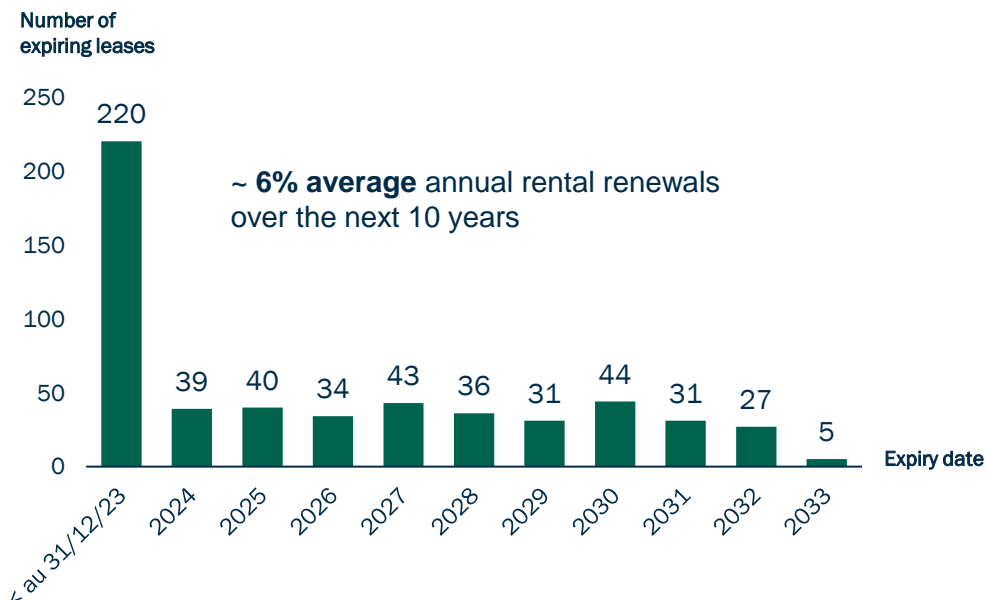
- SELECTIRENTE: excellent **track record** in the retail sector, recognized in the property industry
- Manager SELECTIRENTE Gestion : in-depth knowledge of the rental market based on **unique and proven expertise**
- Property management entrusted to **SOFIDY**, a leading historical player in the management 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 31/12/2023



- 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 <sup>2</sup> )	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	1 237	1 342	8,50%	49
<b>2023</b>	<b>44</b>	<b>8 900</b>	<b>2 072</b>	<b>2 262</b>	<b>9,2%</b>	<b>34</b>

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

- 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 2022,  
2023 & S1 2024

**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

**Continued strategic refocusing of the portfolio in 2023:** 24 assets sold, mainly in regional locations in medium-sized or small towns, for a total net selling price of > €21m, almost **4% above the appraised value at end-2022** and **15% above that at end-2021**, generating a **distributable capital gain of almost €11m**.

**Strategic refocusing programme in H1 2024:** sale of 6 retail units and an opportunistic arbitrage to create value in Paris, for a total net selling price of €8.1m, **15% above the appraised value excluding transfer taxes at the end of 2023**, and generating a **distributable capital gain of almost €3.8m**.

# EXAMPLES OF SUCCESSFUL ASSET MANAGEMENT

## Value accretion through Leasing

2023



**COMMERCIAL PREMISES**  
Rue Rambuteau - Paris 3<sup>ème</sup>

Acquisition date : 2022  
Purchase price : 68 M€

2 vacant cells at acquisition  
Duration of vacancy : 6 months

New annual rent : 180 K€

*3% increase in market value following the re-letting of these 2 retail units to international retailers at a rent higher than the market value (€140k)*

**Appraisal value : 70 M€**  
(at 31 December 2023)

## Value accretion Through Leasing

2024



**COMMERCIAL PREMISES**  
Rue de la Verrerie -  
Aix-en- Provence

Acquisition date : 2021  
Purchase price : 850 K€

Duration of vacancy: 2.5 months  
Previous annual rent: 59 K€

*New annual rent: 80 K€*

Increase in market value of **44%** following re-lease at a rent level well above the Market rental value (€57K)

**Appraisal value : 1,240 K€**  
(at 30/06/2024 Vs 860 K€ at 31 December 2023)

## Value accretion through Renewal

2023



**COMMERCIAL PREMISES**  
Avenue Victor Hugo -  
Paris 16<sup>ème</sup>

Acquisition date : 1998  
Purchase price : 107 K€

Annual rent 2022 : 19 K€  
Annual rent 2023 after renewal: 47 K€,  
**+144 %**

***65% increase in market value in S1 2023 following renewal of commercial lease***

**Appraisal value : 825 K€**  
(at 31 December 2023 vs 500 K€ at 31 December 2022)

# SOME EXAMPLES OF ASSETS



Neuilly-sur-Seine (92) – rue Achille Peretti



Paris 1<sup>er</sup> – rue Coquillière



Lyon (69) – rue Sainte-Catherine



Toulouse (31) – rue de Metz



Paris 7<sup>e</sup> – place du Palais Bourbon



Bordeaux (33) – place des Grands Hommes



Paris 3<sup>e</sup> – rue Rambuteau



Paris 7<sup>e</sup> – place Joffre



Rouen (76) – rue du Gros Horloge

# 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 31/12/23: **€12,6m**
- Multi-tenant including BNP Paribas, Pharmacie Peretti, Jardin de Neuilly...



**Avenue des Ternes  
Paris (17<sup>th</sup>)**

- 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 31/12/23: **€3.2m**



**Rue de Rivoli  
Paris (1<sup>st</sup>)**

- Acquired in 2024
- Purchase price ex. taxes: **€2.6m**
- Total surface area: **199 sqm**
- Value at 30/06/24: **€2.9m**
- Tenant: Pink Gellac

# 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 31/12/23: **€1.5m**
- Tenant: Calzedonia



Rue de Rivoli  
Paris (1<sup>st</sup>)

- Acquired in 2020
- Purchase price ex. taxes: **€1.5m**
- Total surface area: **108 sqm**
- Value at 31/12/23: **€2.9m**
- Tenant: Subdued



Place Wilson  
Toulouse (31)

- Acquired in 2014
- Purchase price ex. taxes: **€3m**
- Total surface area: **274 sqm**
- Value at 30/06/2024: **€2.9m**
- Tenant: Jonak

# 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 31/12/23: **€24.4m**
- Tenant: Société Générale



**Avenue de Suffren  
Paris (15<sup>th</sup>)**

- Acquired in 2020
- Purchase price ex. taxes: **€41m**
- Total surface area: **4, 564 sqm**
- Value at 31/12/23: **€45.9m**
- Tenants: Illumination Mac Guff (Groupe NBC Universal) and Sixt



**Rue de Metz  
Toulouse (31)**

- Acquired in 2021
- Purchase price ex. taxes: **€15m**
- Total surface area: **3, 722 sqm**
- Value at 31/12/23: **€14.9m**
- 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: €22.5m
- Shopping mall consisting of 12 shops and a coworking space, for a total surface area of 3,000 m<sup>2</sup>
- 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 – AMONG THE MOST EMBLEMATIC ASSETS

## FOCUS Portfolio UNITY

Acquisition in June 2022 of 22 retail units and one office:

- Total purchase price (AEM): €72m, the highest investment in the Company's history
- Ongoing value creation - **appraisal value rising: +3.5% in 2023**
- Occupancy rate rising since 2022: 100% at 31/12/2023



### 11 commercial premises :

ODS – 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:

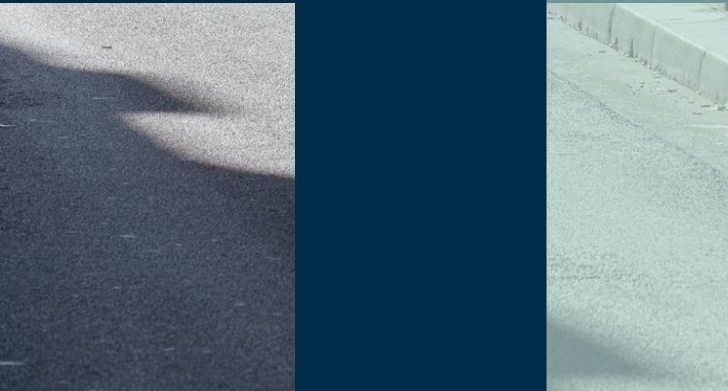
Exki – Le Cercle de la Forme – Mami  
Sushi – We Change – Cuvée Noire –  
Beaubourg Optique – Subway –  
Cash Express – Grindz of Hawaii –  
Association Intermusée – Gomu





# 4

## STRONG OPERATIONAL AND FINANCIAL PERFORMANCE





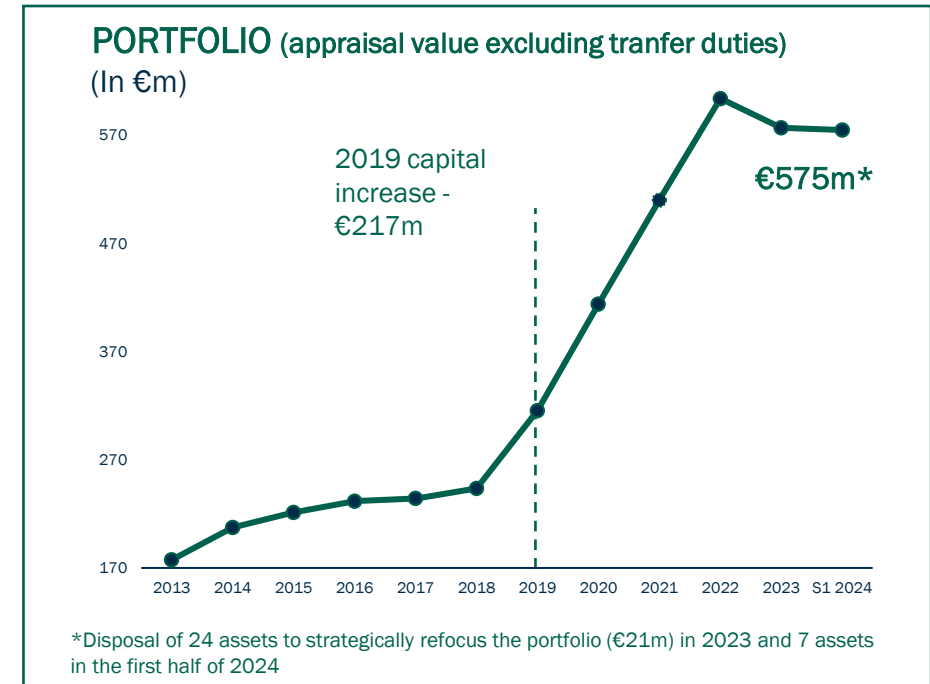
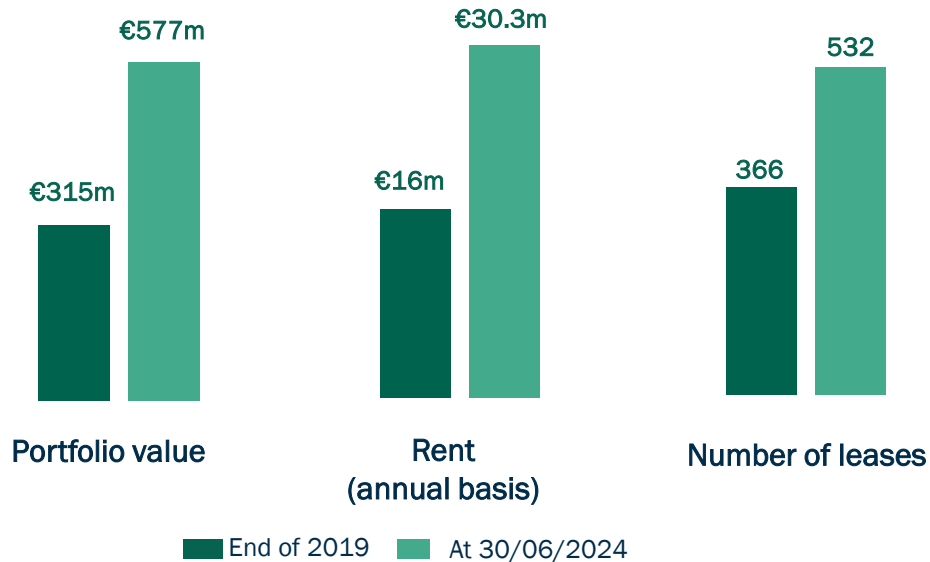
# 4

## STRONG OPERATIONAL AND FINANCIAL PERFORMANCE

### A. EVOLUTION SINCE 2019

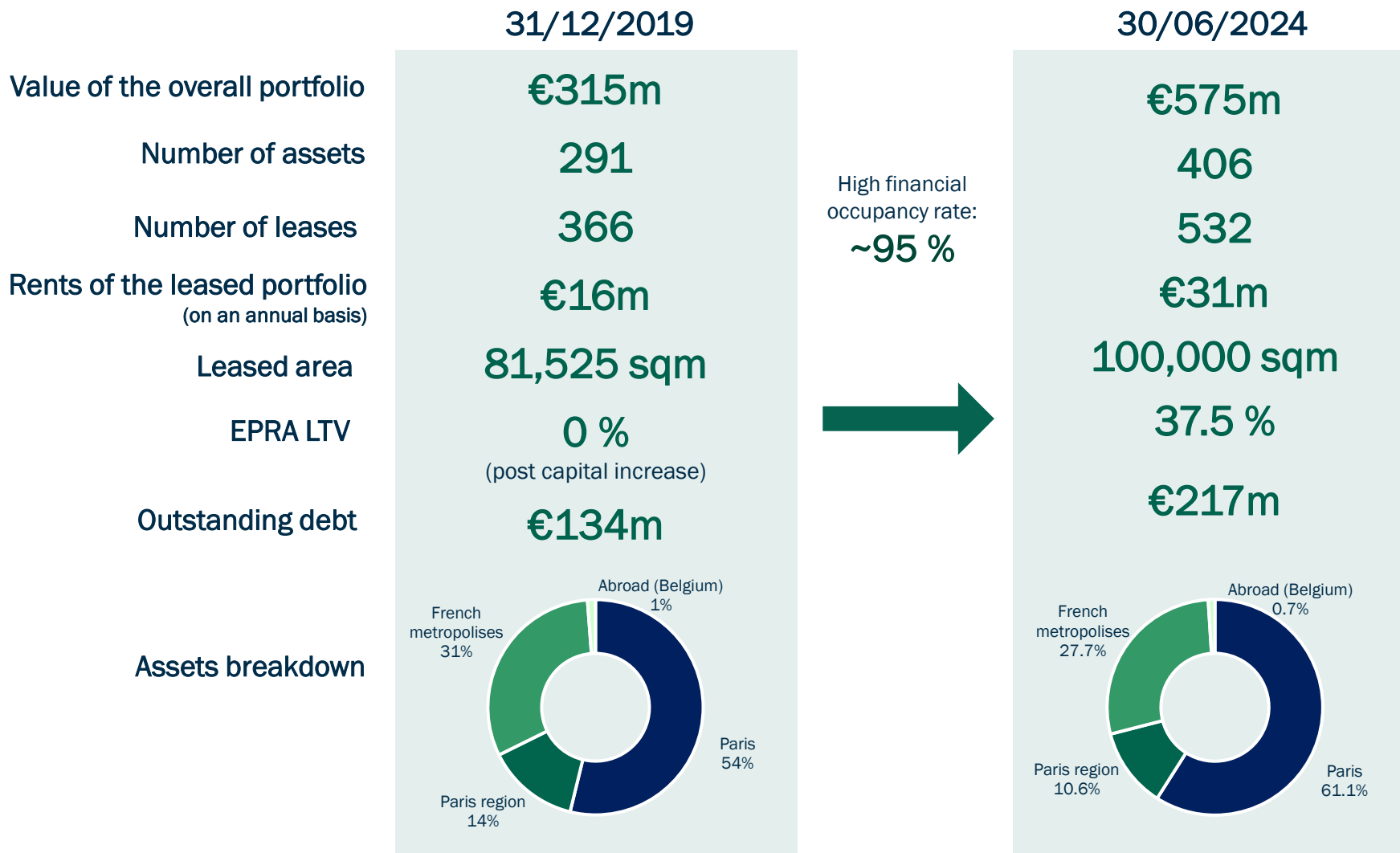


# SUSTAINED GROWTH SINCE THE LAST CAPITAL INCREASE (DEC 2019)



- Appraised values held up well, up 0.1% in the first half of 2024 (on a like-for-like basis)
- A stronger presence in Paris and major French cities (Bordeaux, Lyon, Toulouse, Nantes)

# KEY FIGURES SINCE DECEMBER 2019



# INVESTMENTS SINCE DECEMBER 2019

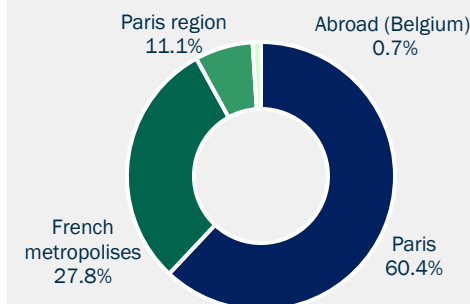
In December 2019, SELECTIRENTE completed a **€217m capital increase**, welcoming new shareholders (Sogecap, Capimmo, Amundi, Ceptentrion, Clay AM...), and reimbursed a **€25m corporate loan** for the acquisition of the Lutèce 2 portfolio (33 shops in Paris) as well as the regional headquarters of SG 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 **€315m** 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)
  - ✓ 2023: **€2.2m** (portfolio of 3 retail units in Paris (7th and 17th arrondissements))
  - ✓ H1 2024: **€2.9m** (1 shop on rue de Rivoli - Paris)
- 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)

Given its **€80m** refinancing operation in July 2024, SELECTIRENTE still has investment capacity of around **€25m**.

**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 1<sup>st</sup> and 3<sup>rd</sup>) for **€72m** in June

## 2023

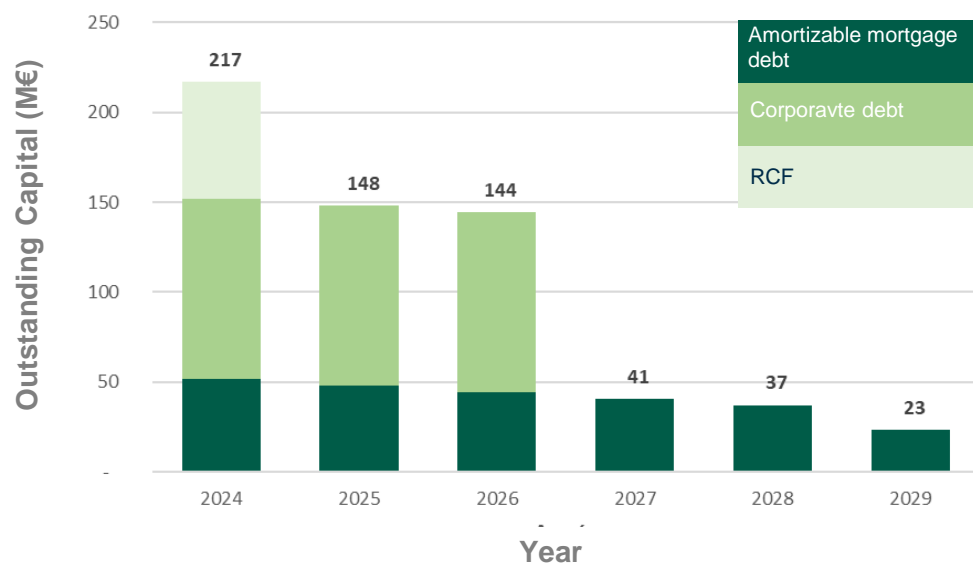
- **Continued the strategic arbitrage program to refocus the portfolio**, selling 24 assets for a total net selling price of €21m.
- **Confirmation of the Company's sustainable and responsible management approach**, with the publication of the Sustainable Development **Commitments** and the first Sustainable Development Report in early 2023.

## 2024

- **Ongoing programme of strategic arbitrages to refocus the business**
- Successful **refinancing: €80m** in corporate credit and RCFs

## OVERALL DEBT: OUTSTANDING CAPITAL BY YEAR - AT 30/06/2024

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

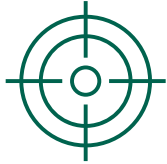


### As at 30/06/2024:

- Outstanding bank debt: €217m
- Cash and cash equivalents: €2.7m
- Undrawn bank financing: €75m
- LTV EPRA: 36.9 %
- Average residual maturity: 3.2 years
- Share of debt at fixed rate: 25% and at floating rate: 75 %
- Proportion of fixed rate and/or hedged debt: 100%
- Average cost of debt: 1.59 %

- SELECTIRENTE ensures that its debt is well controlled and rigorously monitored, while maintaining a net LTV target below 40%.
- On 12 July 2024, SELECTIRENTE successfully completed the **refinancing of €80m** of corporate credit and RCF with its historical banking partners, bringing forward its sole maturity to 2025.

# EVOLUTION OF THE FINANCING STRUCTURE



## STRUCTURING OPERATION TO ACCELERATE THE COMPANY'S GROWTH

In February 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

In July 2024 with the same historical banking partners

- A **€50m 5-year term corporate mortgage loan** with two one-year extension options;
  - A **new 3-year RCF of €30m**, with a one-year extension option, to finance the Company's growth, in particular through opportunistic acquisitions.
- 
- **Debt maturity** extended to almost 5 years
  - New financial resources to take advantage of opportunities to **acquire assets** in Paris and other major French cities
  - **Consolidation of the financial structure** in line with investment requirements



# 4

## STRONG OPERATIONAL AND FINANCIAL PERFORMANCE

### B. HIGHLIGHTS & PERFORMANCE AT 30/06/2024



# HIGHLIGHTS



Robust operating and financial performance



Very dynamic **rental activity**



Continued optimisation of assets through a particularly successful **programme of strategic arbitrages**



Resilience of asset valuations



Consolidation of the **financial structure**



Affirmation of the Company's sustainable and responsible management, through the annual publication of the **Sustainable Development Commitments** and the second Sustainable Development Report (2023).



**SELECTIRENTE**

## KEY FIGURES OF THE 1ST SEMESTER 2024

€575m

Value of assets  
excluding transfer duties

94.6%

Average annual financial  
occupancy rate

406 Assets

and 532 tenants

€15.0m

Gross rental income  
(Stable vs H1 2023)

€2.56/share

EPRA Earnings  
(vs €2.61/share in H1 2023)

€3.17/share

IFRS net income  
(vs. €1.2 /share in H1 2023)

€89.33/share

EPRA NDV  
(- 1% vs. 2023)

€2.60/share

Net Operating Cash Flow  
(+ 13% vs. H1 2023)

37.5%

EPRA LTV

# EPRA KPI (European Public Real Estate Association)

## European Association of Listed Real Estate Companies

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

In September 2024, for the **third year running**, the EPRA granted SELECTIRENTE a BPR Gold Award. This BPR Gold trophy, the **highest level of distinction established by EPRA** in the field of **financial communications**, once again testifies to the **excellence of the practices** established by the Company in this area.

For the **first time**, SELECTIRENTE was awarded an EPRA sBPR (Bronze level), a trophy which **recognises the overall performance of listed property companies in terms of sustainable development**. The company also received the 'Most Improved Award', which has only been awarded to three listed European property companies.

KPI EPRA	30/06/2024		31/12/2023	
	en M€	€/action	en M€	€/action
Résultat EPRA	10,6	2,56	22,3	5,35
EPRA NRV	394,8	94,68	399,3	95,75
EPRA NTA	354,3	84,96	358,5	85,98
EPRA NDV	372,5	89,33	376,3	90,23
Taux de rendement initial net	5,1%		5,1%	
Taux de rendement initial hors aménagement de loyers	5,1%		5,1%	
Taux de vacance	4,5%		4,1%	
Ratio de coût (dont coûts de vacance)	22,0%		16,0%	
Ratio de coût (hors coûts de vacance)	21,0%		15,4%	
LTV EPRA	37,5%		36,9%	



- EPRA earnings (equivalent to IFRS recurring net income) almost stable compared with the same period in 2023
- EPRA NDV NAV per share was €89.46 at 30 June 2024, compared with €90.31 at end-2023, representing a slight decline of 0.9%, mainly due to the distribution of the 2023 dividend in June 2024.
- Cost ratios are up, mainly due to the increase in net rental expenses (re-invoiced): renovation work not capitalised, cost of temporary vacancy, property taxes not rebilled and diagnostic fees.



**SELECTIRENTE**

THE LISTED PROPERTY COMPANY SPECIALISED IN CITY-CENTER RETAIL STORES

# PERFORMANCE PRAISED BY MEDIA

**BUSINESS**  
**IMMO**

Paris 1er : Selectirente  
s'empare d'un local  
commercial rue de  
Rivoli

Les Echos **investir**

Selectirente : destinée aux commerces de  
proximité

**LSA**

Les commerces physiques ne disparaissent pas,  
ils s'adaptent ! [Tribune]

**BOURSIER.COM**

Selectirente : refinancement de  
80 ME

LE JOURNAL DU  
**GRAND PARIS**  
et de l'Ile-de-France

**B SMART**



ET VOUS, QUELLES SONT VOS AMBITIONS ?

radio-immo.fr

COMMENT LE COMMERCE DE PROXIMITE A  
RÉSISTÉ À LA CRISE

#Actualités

A côté des grands centres commerciaux et des retails parks, comment les  
commerces en coeur de ville résistent à la crise ? réponses avec l'expert  
Jérôme Descamps, Président de Selectirent

Tribune – Les Jeux olympiques, une aubaine  
pour les commerces de proximité !

Dans une tribune, Jérôme Descamps, président de Selectirente, foncière cotée  
spécialisée dans les murs de commerce de proximité, estime que même s'ils  
engendreront des perturbations, les Jeux olympiques et paralympiques devraient  
aussi agir comme un catalyseur pour de nombreux secteurs d'activité et en  
particulier doper la fréquentation des commerces de proximité.

CFNEWS  
**IMMO**

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

**BUSINESS**  
**IMMO**

Les Echos **investir**

Selectirente s'attache à préserver sa « situation financière  
solide »

**SELECTIRENTE**

LA FONCIÈRE COTÉE SPÉCIALISÉE EN COMMERCE DE PROXIMITÉ EN CENTRE VILLE

50



Omniprésents à Paris – l'Apur  
(Atelier parisien d'urbanisme) en  
a recensé 14 700 à fin avril  
2023 –, les commerces de  
proximité font preuve d'une belle  
résilience dans un contexte  
immobilier pour le moins  
tumultueux. La crise sanitaire a  
de toute évidence suscité une  
prise de conscience générale et  
la perspective de fermetures de  
commerces dans lesquels les  
Parisiens ont  
effrayé non

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



Jérôme Descamps Président Selectirente Gestion : "Nous pensons qu'en 2024 il  
y aura des opportunités et nous sommes prêts".



# 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 **main 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**



**SELECTIRENTE**  
Gérant et associé commandité : **SELECTIRENTE**  
**GESTION**



Suivez-nous sur LinkedIn

<https://www.linkedin.com/company/selectirente/>

SELECTIRENTE Gestion est une filiale de SOFIDY.

**SELECTIRENTE Gestion SAS**

Société par actions simplifiée au capital social de 100 000 Euros

Siège social : 303, square des Champs Élysées - Évry Courcouronnes - 91026 Évry Cedex

Site internet : [www.selectirente.com](http://www.selectirente.com) - Email : [selectirente@selectirente.com](mailto:selectirente@selectirente.com)

Tél : 01 69 87 02 00 - Fax : 01 69 87 02 01