

COVIVIO

Build sustainable relationships and well-being



Goujon - Paris



Naiadi - Rome



Uhland - Berlin



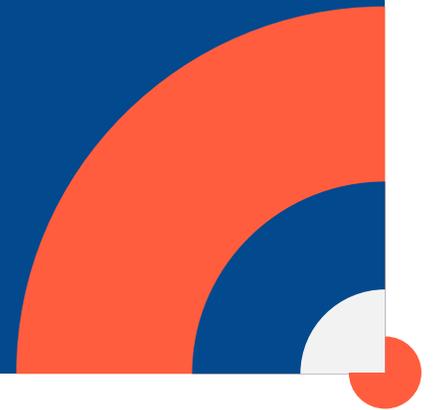
Wellio - Milan Duomo

COVIVIO H1 2022 RESULTS



SUMMARY

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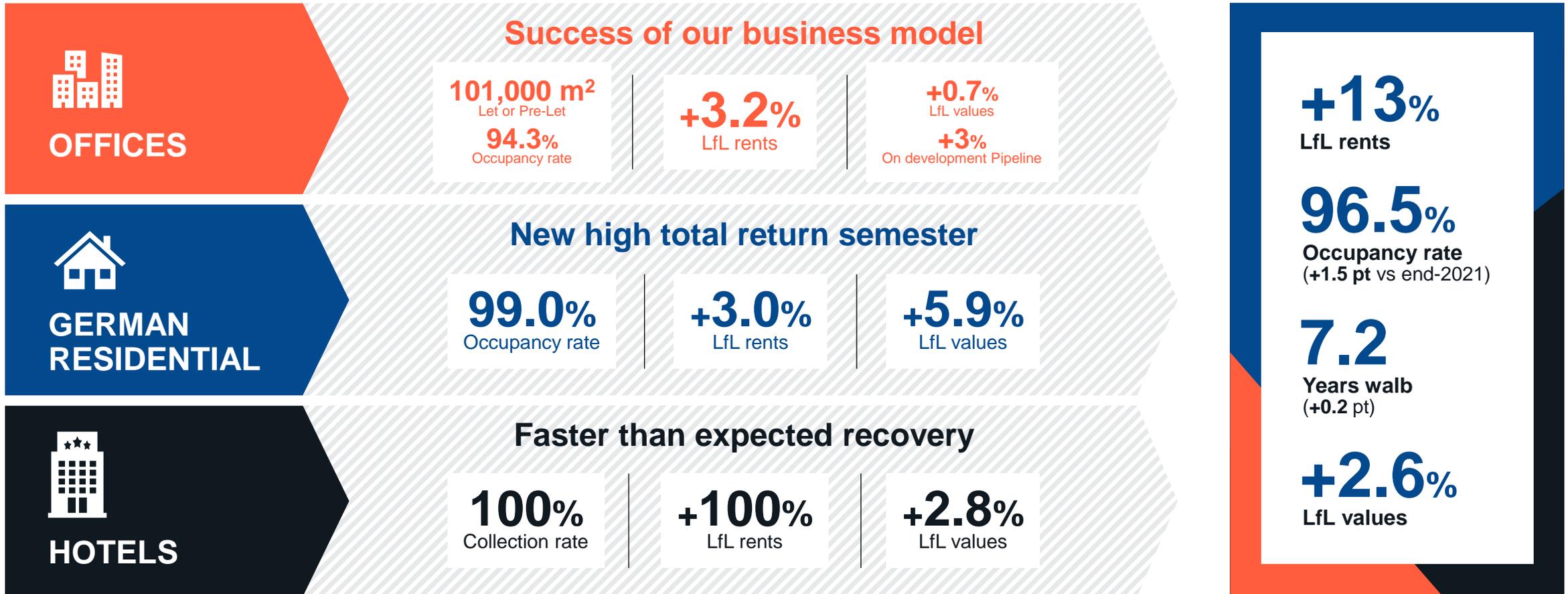
INTRODUCTION
BUILDING MOMENTUM

Percier – Paris



GAINING MOMENTUM IN H1 2022

STRONG ACTIVITY PERFORMANCE ACROSS ALL BUSINESSES



STRONG GROWTH IN H1 2022 RESULTS...

EXCELLENT FINANCIAL PERFORMANCE

+8%
YOY

ADJUSTED
EPRA
EARNINGS
€2.37/sh.

+17%
YOY

EPRA NDV
€107.4/sh.

+8%
YOY

EPRA NTA
€109.4/sh.

HEALTHY BALANCE SHEET

86%
HEDGING RATIO
(VS 84% 2021)

LTV
39.5%
-170BPS YOY

AVERAGE
COST
OF DEBT

1.14%
-6BPS vs. 2021

...DRIVEN BY A SUCCESSFUL STRATEGY

Increasing centrality

FOCUS ON MAJOR EUROPEAN CITIES

96%
of our assets
in top locations*
vs **72%** in 2015



Offices
96% in H1 2022
vs **78%** in 2015

Residential
100% in H1 2022
vs **81%** in 2015

Hotels
89% in H1 2022
vs **64%** in 2015

Focus on new buildings

STRONG PIPELINE POTENTIAL

€2.5bn
committed offices
pipeline
61% pre-let

€0.4bn
residential
pipeline

91% of group
portfolio
certified assets
vs **35%** in 2015

Client centricity

>**95%** OCCUPANCY RATE
ON AVERAGE SINCE 2010

4.3/5
property management
satisfaction
on offices

8.8/10
average booking.com
location grade
for hotels

 **FAIREST
LANDLORD
AWARD**
2022 focus-money survey
for german residential

* Offices: large European cities; Hotels: top touristic destinations; Residential: city-centers of Berlin, Dresden, Leipzig, Hamburg and large cities of NRW



II. ACCELERATION IN OPERATING PERFORMANCE

Maslö – Levallois





1. Offices - Success of our business model

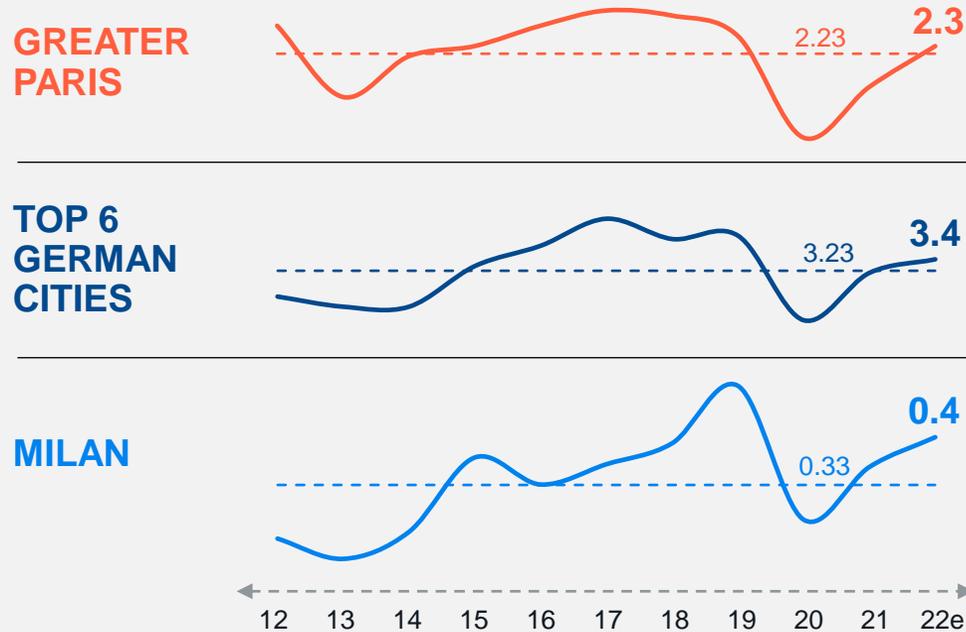
Wellio - Gare de Lyon



OFFICE MARKET - TAKE-UP REBOUND IN ALL AREAS

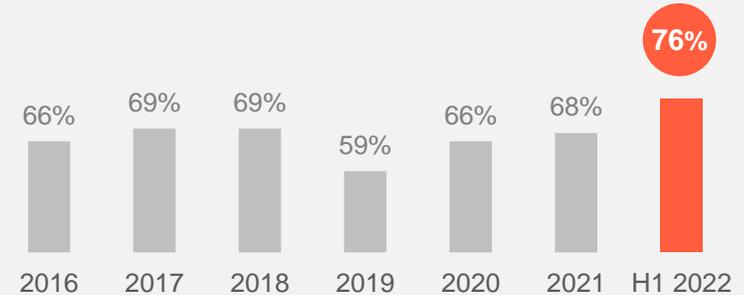
INCREASING TAKE-UP IN EUROPE

Take-up in Europe expected to be above 10yr averages by end-2022
In millions of sq.m.



A CHANGING DEMAND: FOCUS ON WELL LOCATED, GRADE-A, FLEXIBLE AND SERVICING ASSETS...

% Grade A offices evolution in % of Take-up in Milan



... LEADING TO A FURTHER POLARIZATION

Vacancy rates in CBDs vs. Periphery



COVIVIO OFFICES – STRATEGY BEARING FRUITS



PURSUIT OF 2021 TREND WITH A NEW RECORD LEVEL OF LETTING ACTIVITY



INCREASE IN OUR DEVELOPMENT PIPELINE PRELETTINGS



SUCCESSFUL FLEX-OFFICE OFFER AND CLIENT APPROACH



Corso Italia - Milan



A RECORD FIRST HALF: 101,000M² LET OR PRE-LET

Historical first half lettings and pre-lettings



PRE-LETTINGS

70,000 m²

On state-of-the-art buildings
Well located and connected
With high services standards

COMMITTED PIPELINE
PRE-LET AT...

47%
AT END-2021

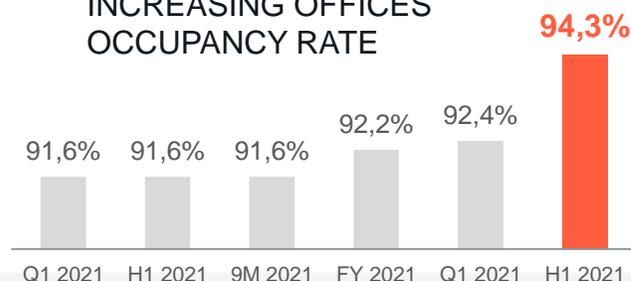
↑ 61%
END-JUNE 2022

NEW LETTINGS

31,000 m²

Mainly on Manage-to-Core Assets

INCREASING OFFICES
OCCUPANCY RATE





MAJOR PROGRESS IN THE RATIONALIZATION OF OUR MANAGE-TO-CORE PORTFOLIO

KEY ACHIEVEMENTS IN OUR MANAGE-TO-CORE PORTFOLIO

MANAGE-TO-CORE PORTFOLIO

9

ASSETS

16%

OF OFFICES PORTFOLIO

€20M

POTENTIAL RENTS



DISPOSAL AGREEMENT OF **VIALE INNOVAZIONE** IN Q1 2022

16,000² NEW LETTINGS IN 2022

REDEVELOPMENT PLAN FOR **HERZOGTERRASSEN**



24%⁽¹⁾

OF THE LETTING CHALLENGES SECURED

(1) Around 3 points linked to the disposal of Viale Innovazione

HERZOGTERRASSEN – CREATING A NEW REFERENCE IN THE HEART OF DÜSSELDORF

TODAY

An iconic building

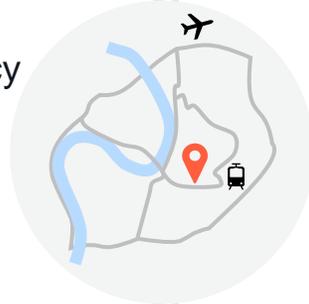
In the center of Düsseldorf:

➤ **3.9%** market vacancy rate in inner city

With **excellent transport access:**

➤ **200m** from metro

➤ **800m** from suburb train station



NEW CONCEPT PROJECT

Complete repositioning of the building through a **38 000m²** refurbishment plan

Modern, sustainable and green building with **5 stars services offer**

Project in line with our environmental ambitions: **DGBN gold label targeted**

SURFACE **63,728 m²**



OCCUPANCY **52%**

CAPEX **€64m** Group Share



DELIVERY **2023**



COMMITTED PIPELINE: WELL POSITIONED & SECURED

€2.5BN
BUDGET

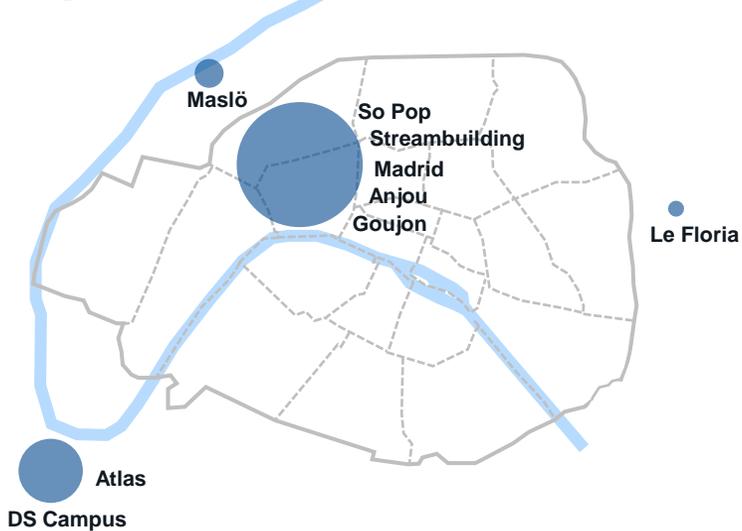
~84%
IN CITY CENTERS

5.3%
YOC

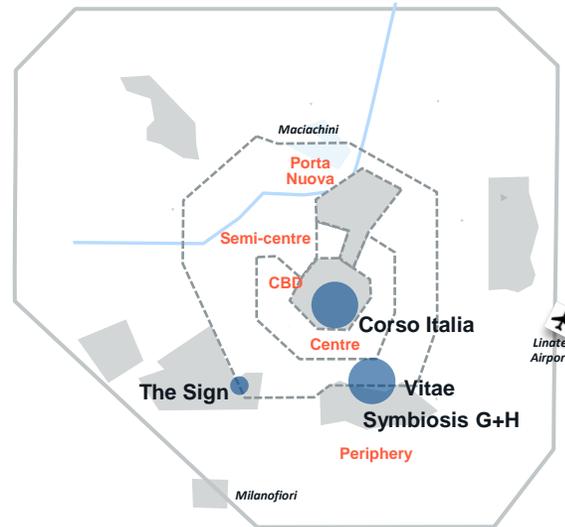
61%
PRE-LET

€0.6BN
VALUE CREATION
OF WHICH **€350M**
TO BE CAPTURED

€1.3BN
IN GREATER PARIS



€0.4BN
IN MILAN



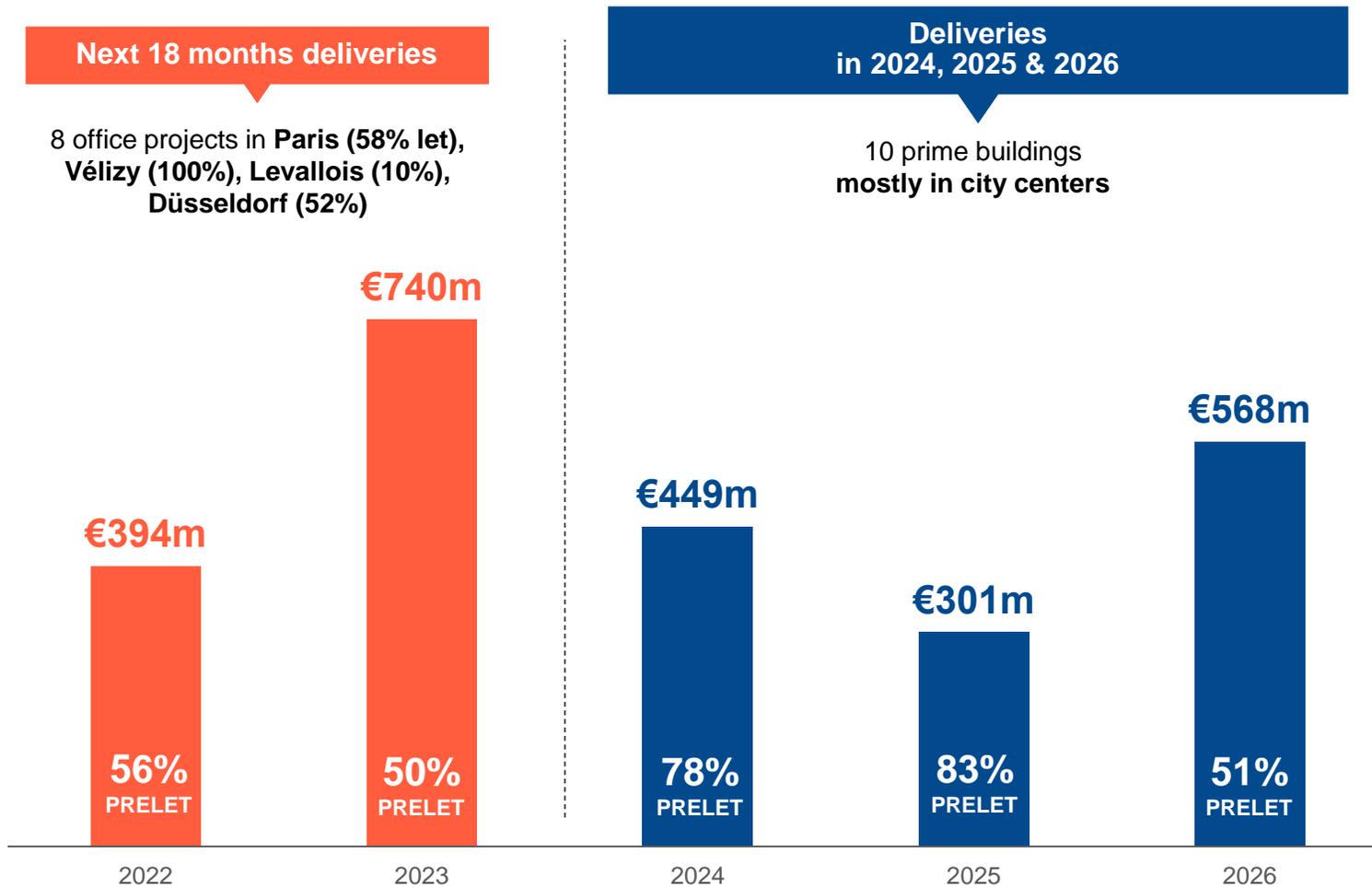
€0.7BN
IN BERLIN & DÜSSELDORF





COMMITTED PIPELINE: WELL POSITIONED & SECURED

WELL SPREAD DELIVERY SCHEDULE



Next 18 months deliveries

8 office projects in Paris (58% let),
Vélizy (100%), Levallois (10%),
Düsseldorf (52%)

Deliveries
in 2024, 2025 & 2026

10 prime buildings
mostly in city centers

80%
secured costs

~50M
MAXIMUM RISK

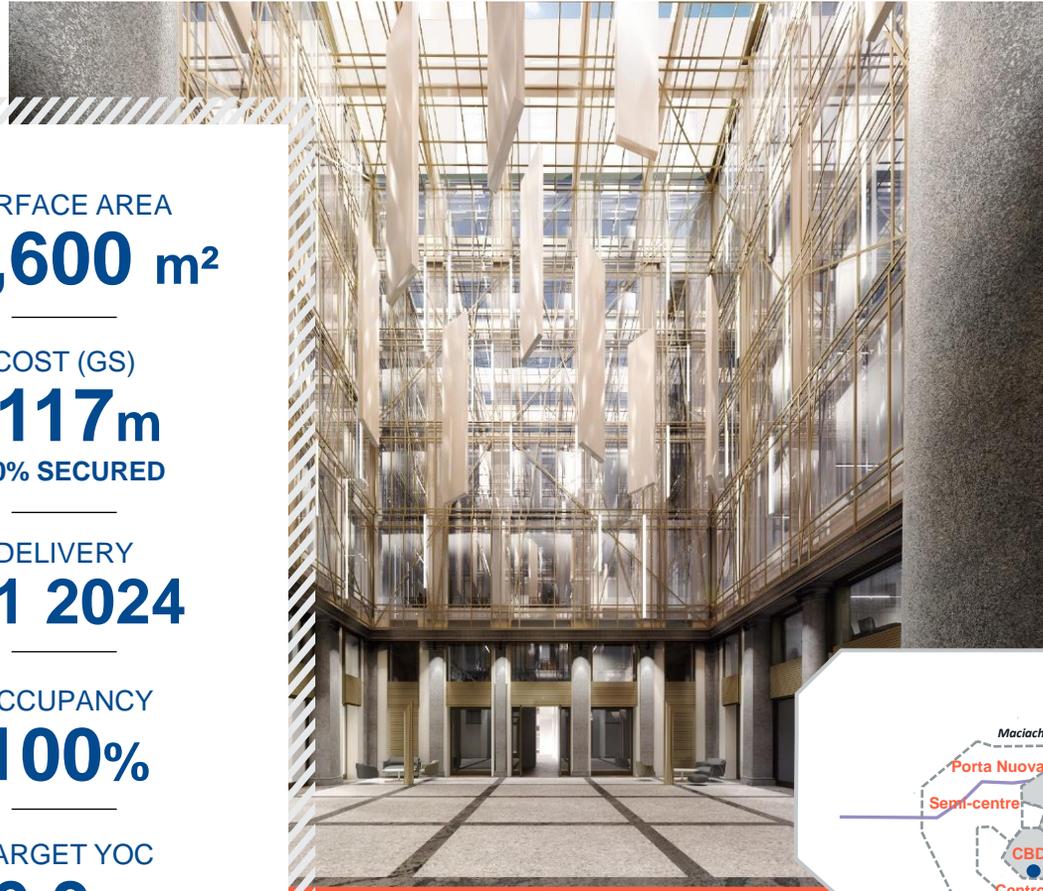
~€350m

Value creation
still to be
captured

CORSO ITALIA – AN EXAMPLE OF PRICING POWER IN MILAN CBD

A PRESTIGIOUS RESTRUCTURING PROJECT...

... WITH RENTS EXCEEDING TARGETS



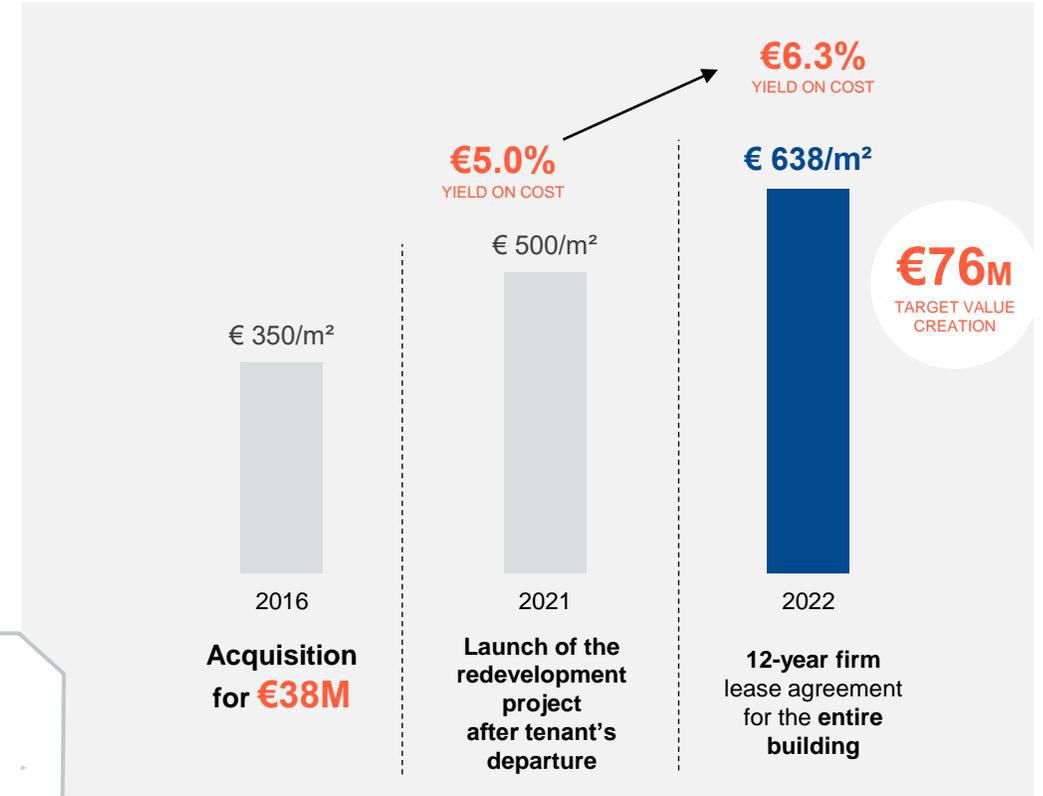
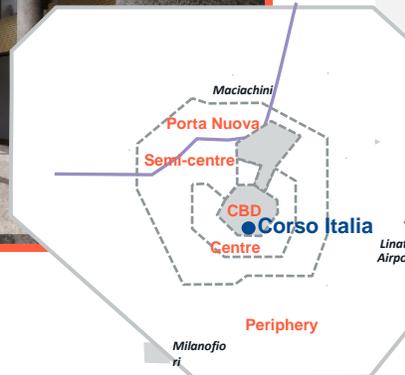
SURFACE AREA
11,600 m²

COST (GS)
€117m
100% SECURED

DELIVERY
Q1 2024

OCCUPANCY
100%

TARGET YOC
6.3%



SUPPORTING THALES FOR ITS 3RD SITE IN VELIZY

A 20-YEAR SUCCESS STORY IN VELIZY

1

PROOF OF THE ATTRACTIVENESS OF A 'TECH AND DEFENSE' AREA

Covivio's
tenants:

THALES
2 SITES

**DASSAULT
SYSTEMES**
4 BUILDINGS

ÉCOLE DUCASSE
MASTER MORE THAN COOKING
1 BUILDING

2

SUPPORTING THE GROWTH OF OUR TENANTS

Hélios 2 – Agreement for Thalès' 3rd site in 2022 (delivery: 2026)

€229m
COST

38,000 m²
SURFACE

7%
YOC

100%
PRE-LET

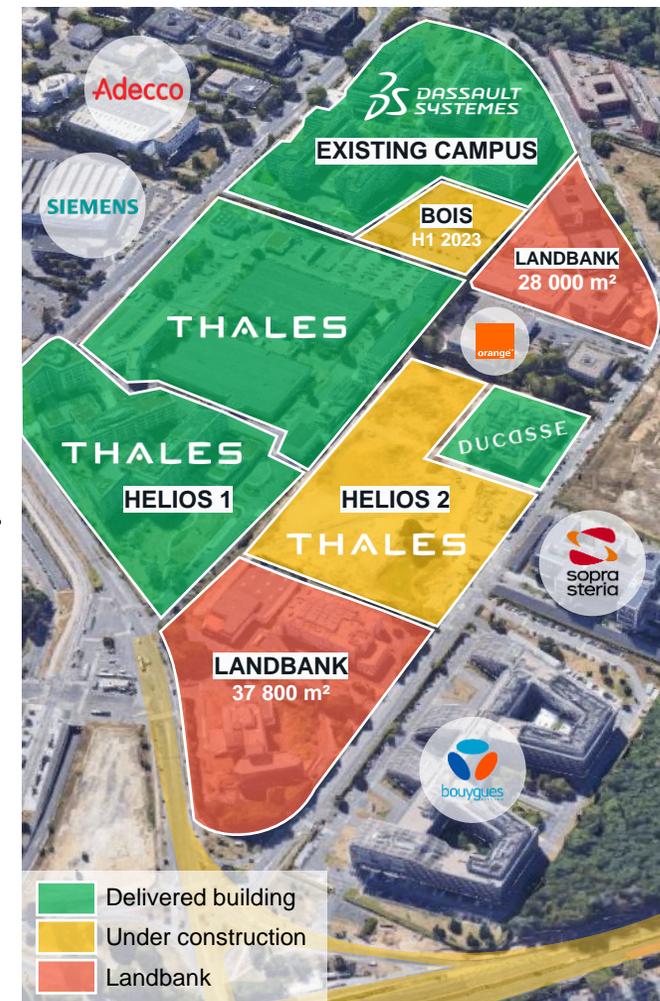
>30%
VALUE CREATION

3

SUCCESSFUL ASSET MANAGEMENT WITH THALÈS

Extension of the existing leases by 15 years at passing rent (€11.5m)

12-year average lease maturity on Vélizy portfolio / €26 M per year GS





ALL-IN-ONE OFFER: OUR COMPETITIVE EDGE

REINFORCING OUR USER EXPERIENCE & DRIVING LETTING ACTIVITY

2017: LAUNCH OF FLEXIBLE OFFER WITH WELLIO...

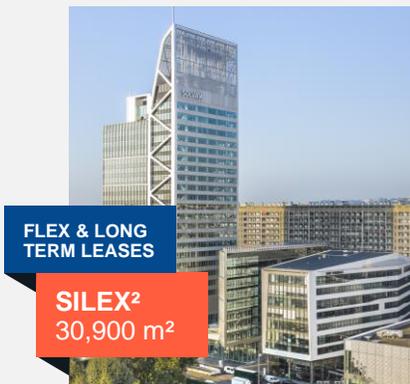
9
Assets

95%
Occupancy⁽¹⁾

35,000m²
Surface

+31%
Ebitda in H1 2022

... BECOMING AN ALL-IN-ONE OFFER FOR ALL OUR OFFICES PORTFOLIO



HIGHER CLIENTS' SATISFACTION

KINGSLEY SURVEY JUNE 2022⁽²⁾

4.3/5

Property management overall satisfaction

3.8/5 Surveyor's index

4.1/5

Facility management overall satisfaction

3.6/5 Surveyor's index

⁽¹⁾ On assets delivered for more than one year. New openings: Wellio Duomo (100% occ.) and Wellio Silex 2 (50% occ.)

⁽²⁾ Survey on offices in France and Italy



2. German Residential – Fundamentals remain sound

Prenzlauer Promenade – Berlin



GERMAN RESIDENTIAL MARKET – STRONG FUNDAMENTALS

DEMAND / SUPPLY GAP IS WIDENING...

Demography

- ▶ Immigration & aging population
- ▶ Expected households : **c. +971,000** by **2040**
- ▶ Migrants from Ukraine: **700,000** registered in Germany

Pressure on offer

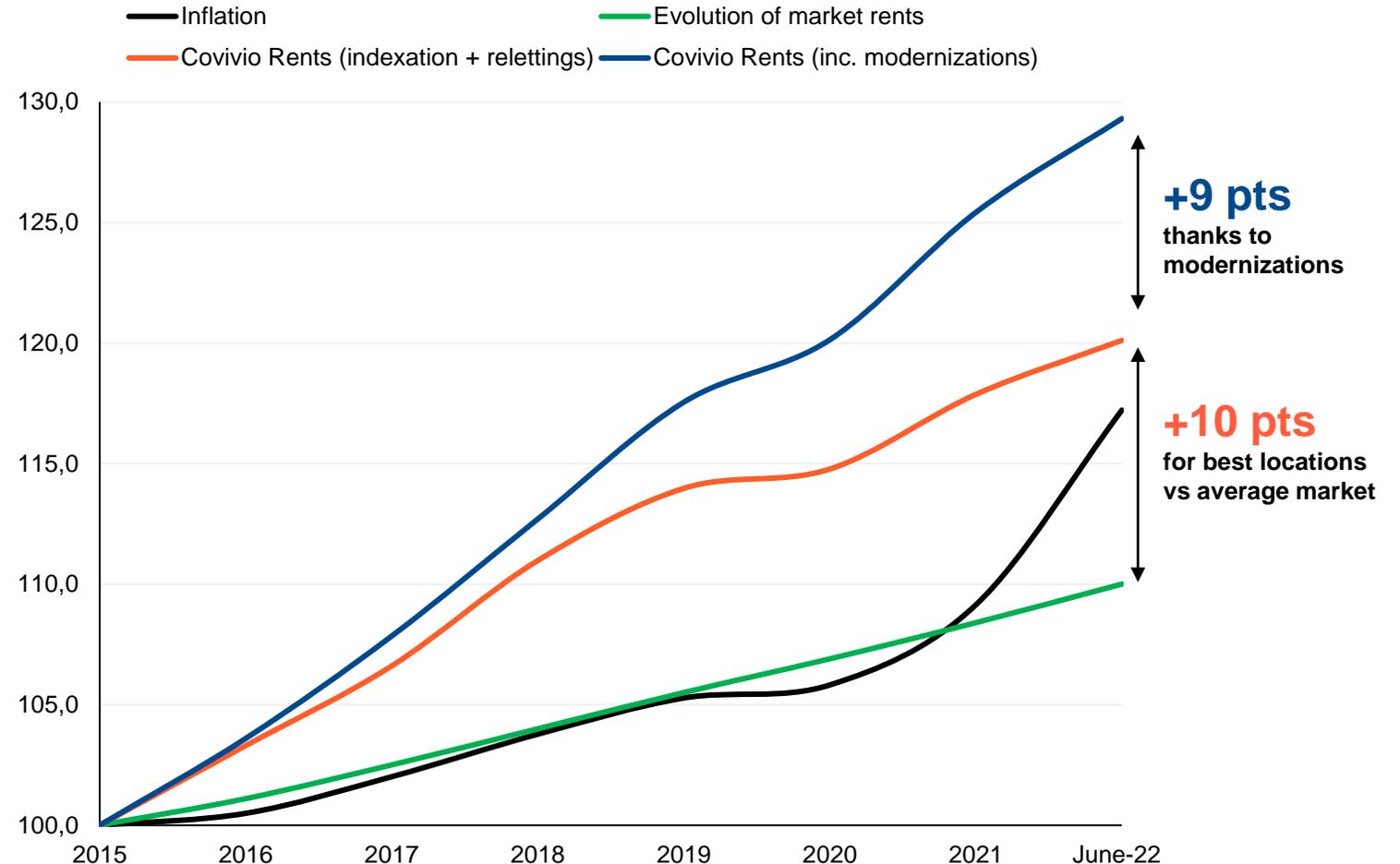
- ▶ Increased construction costs & construction workers shortage (**191,000 vacancies**)
- ▶ Berlin : **>200,000** lots lacking / **217** candidates per available apartment in Berlin (vs. 177 in Q1)

Growth reserves

Market rents and prices keep on growing:

- ▶ Berlin: **+8%** new market rent YoY
- ▶ Berlin: **+6%** av. price YoY

...AND COVIVIO'S RENTS OUTPERFORM INFLATION

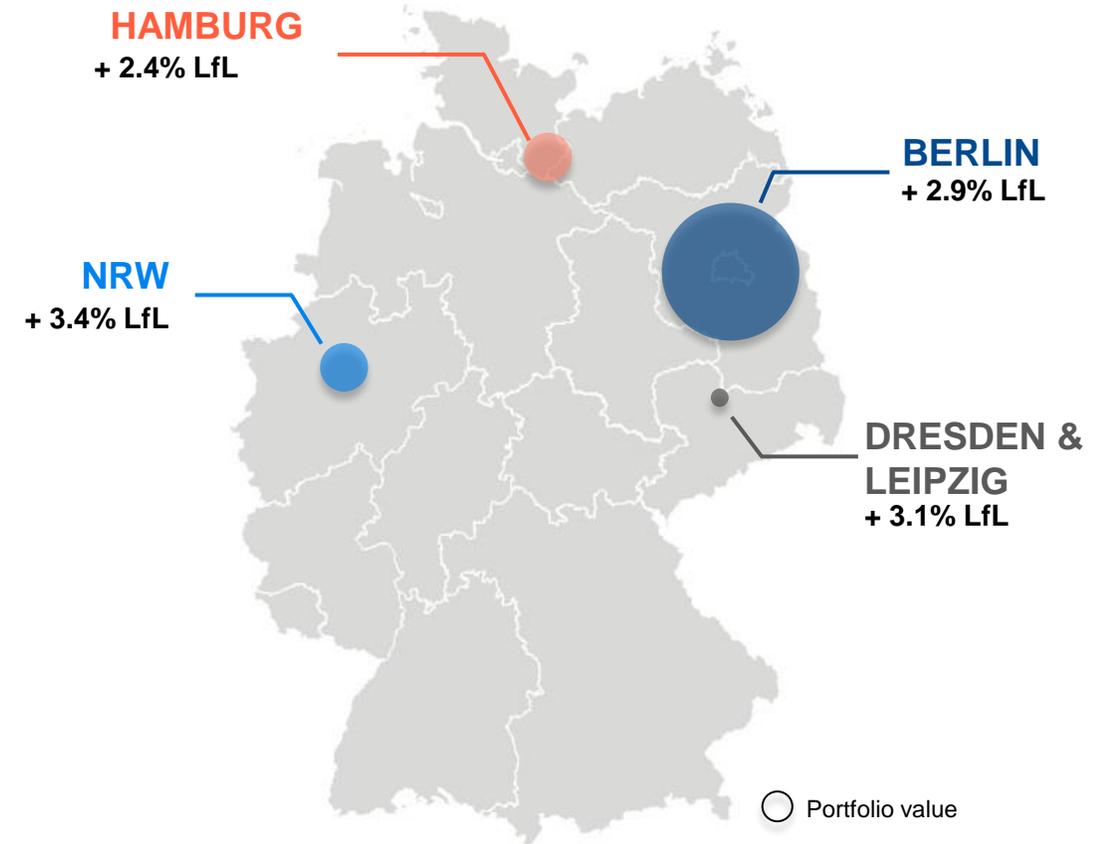
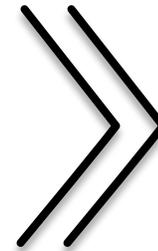


Sources: Nuremberg Institute for Employment Research, The World Bank, Catella

GERMAN RESIDENTIAL – RENTAL INCOME STILL INCREASING



- +1.4%** due to **Indexation**
- +0.8%** due to **Reletting**
- +1.0%** due to **Modernizations**
- (0.2)%** of **Vacancy effect** linked to **future privatizations**



GERMAN RESIDENTIAL – DEVELOPMENT DRIVING FUTURE GROWTH

COMMITTED PIPELINE MOSTLY IN BERLIN CITY-CENTER

Total budget
€176M
(Group share)

BUILD TO SELL €99M
(Group share)

High margins
35% targeted

BUILD TO LET €76M
(Group share)

High yields
~5% YoC
~20% value creation

~ €50M GS
VALUE CREATION STILL TO BE CAPTURED

MANAGED PIPELINE

TOTAL BUDGET
€510M
(Group share)



> €130M GS
VALUE CREATION FOR THE FUTURE

PRENZLAUER PROMENADE – SUCCESSFUL HOUSING DEVELOPMENT IN BERLIN

RESIDENTIAL PROJECT IN BERLIN (5km from city center)

€77m
budget
(€50M GS)

➤ **€32m**
build-to-let

➤ **€45m**
build-to-sell



BUILD-TO-LET

➔ **4.7%**
YIELD ON COST

37%
VALUE CREATION

BUILD-TO-SELL

➔ **€6,000/m²**
PRICE TARGET

56%
MARGIN



278
UNITS

c.18,000 m²
SURFACE

2022
DELIVERY



3. Hotels – Faster than expected recovery

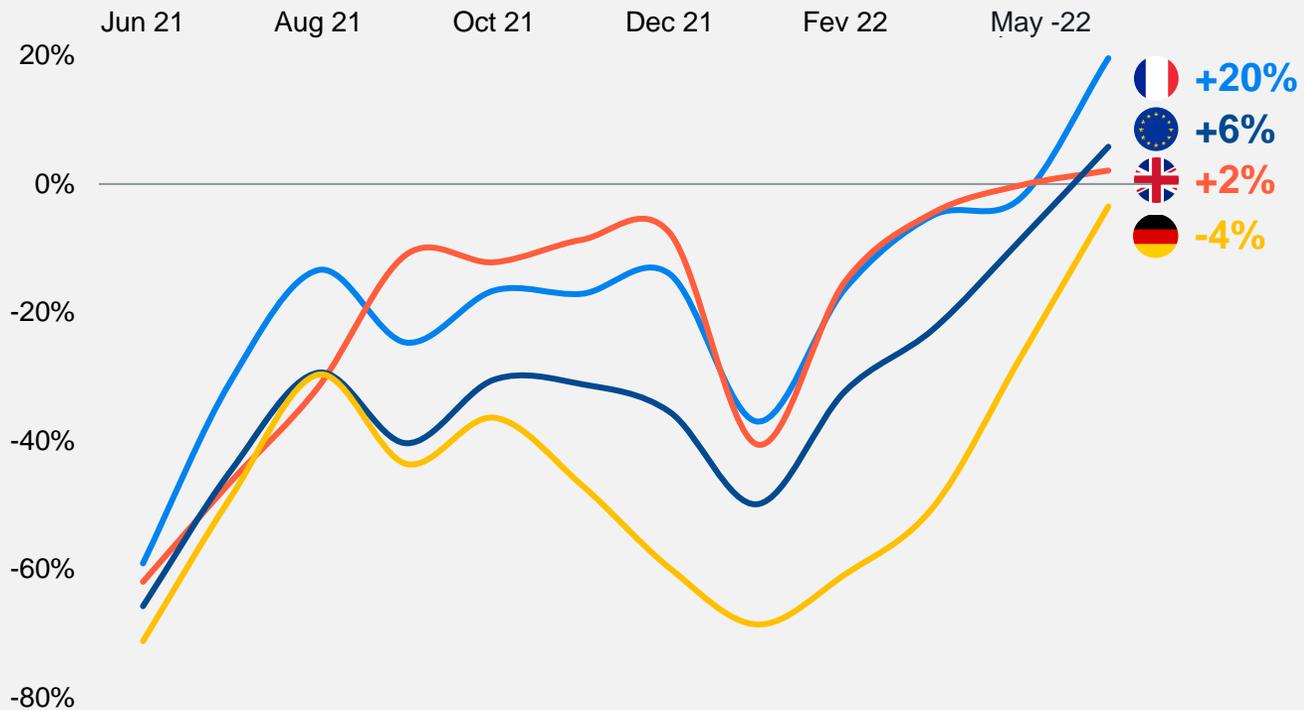
Motel One – Paris Porte Dorée



HOTELS MARKET – A FASTER-THAN-EXPECTED RECOVERY

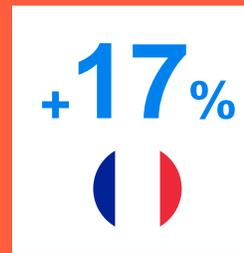
HOTELS MARKET DEMAND IS BACK TO 2019 LEVELS

Monthly RevPAR vs 2019



STRONG PRICING POWER

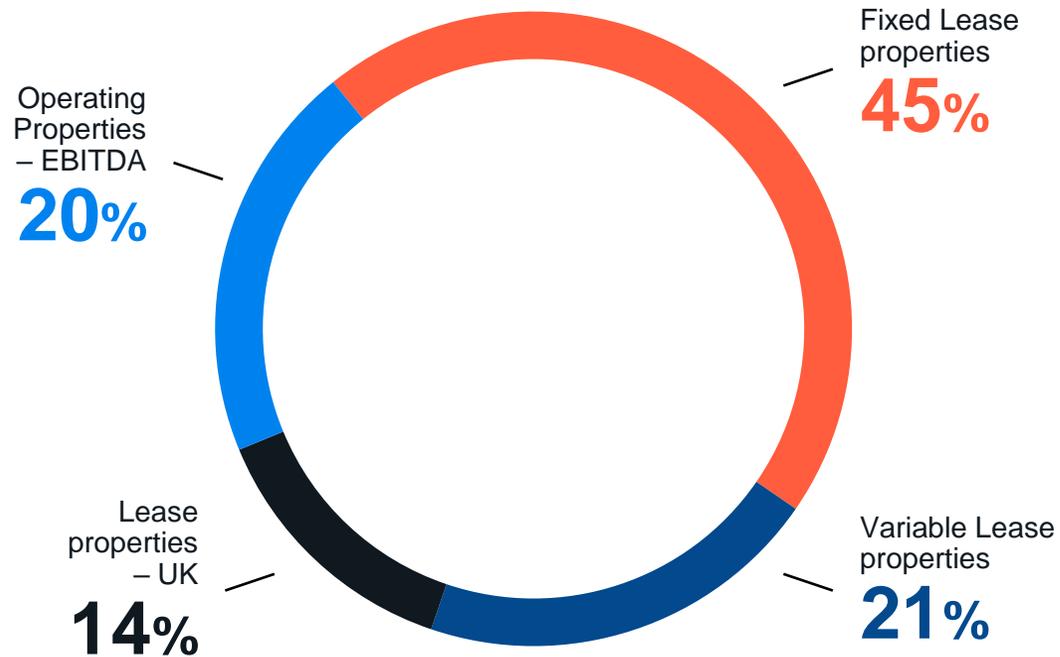
AVERAGE PRICES PER ROOM BEATING 2019 LEVELS IN MAY



HOTEL PORTFOLIO – REBOUND ACROSS REVENUE SEGMENTS

A WELL BALANCED AND DIVERSIFIED HOTEL PORTFOLIO¹

15% OF TOTAL PORTFOLIO VALUE



+100%

LIKE-FOR-LIKE REVENUES

1

VARIABLE RENTS

€9.3m vs. €3.2m

OPERATING PROPERTIES

– EBITDA

€8.1m vs. (-€1.5m)

2

FIXED RENTS (excl. UK)

€28.9m vs. €26.4m

UK FIXED RENTS

€7.2m vs. €0m

VARIABLE REVENUES DRIVING STEADY RECOVERY

ACCORINVEST RENTS IN 2022 VS 2019

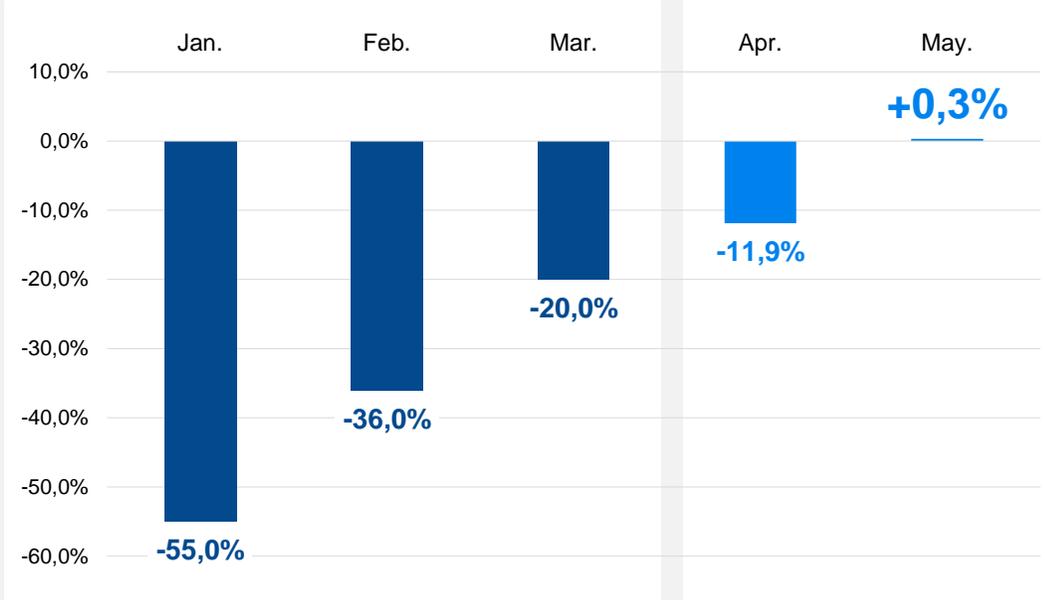
21% OF OUR HOTELS PORTFOLIO

UNTIL MID-MARCH

Lagging performances due to Omicron wave

SINCE APRIL

Strong recovery dynamic, even faster than expected, exceeding 2019 levels



OPERATING PROPERTIES EBITDA IN 2022 VS 2019

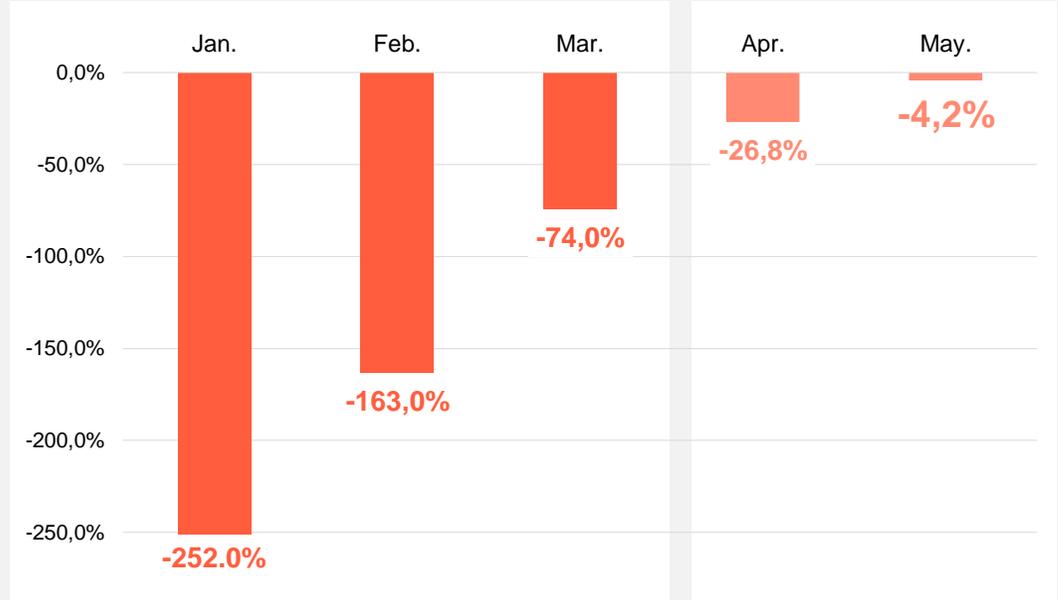
20% OF OUR HOTELS PORTFOLIO

UNTIL MID-MARCH

Lagging performances suffering from the lockdown in Germany

SINCE APRIL

Starting a rapid recovery



2

STRONG INCREASE IN FIXED RENTS

45% OF OUR HOTELS PORTFOLIO

FIXED RENTS ALSO INCREASED SHARPLY, MAINLY DRIVEN BY:

SOLID TENANT BASE

100%
COLLECTION
RATE IN H1 2022

100%
2021 OVERDUES
FULLY RECOVERED



STRONG LIKE-FOR-LIKE GROWTH

INDEXATION

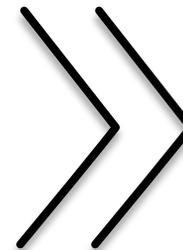
+2.1 pts

POSITIVE REVERSION

+3.0 pts

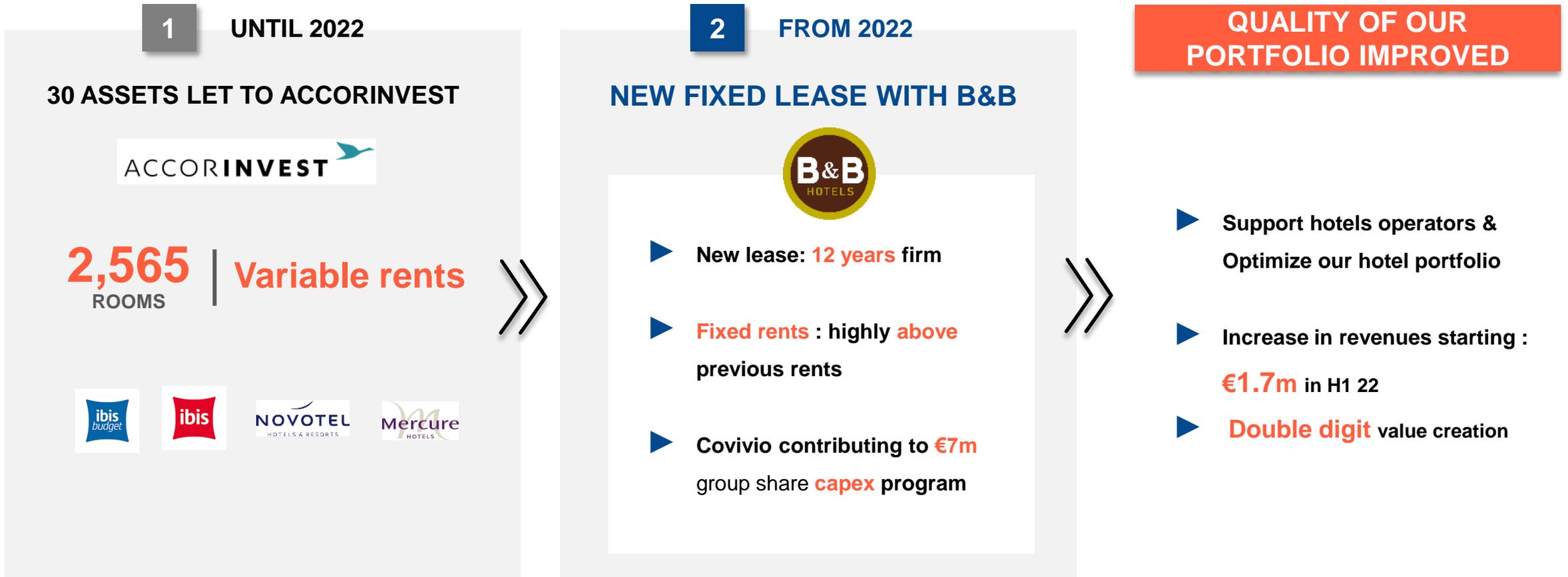
OTHER EFFECTS
(STEP RENTS / COVID)

+3.5 pts



+9%
LIKE-FOR-LIKE
FIXED RENTS

SUCCESSFUL HOTEL BRAND MANAGEMENT OPERATION



A 1ST ILLUSTRATION OF THE ASSET MANAGEMENT POTENTIAL IN OUR PORTFOLIO



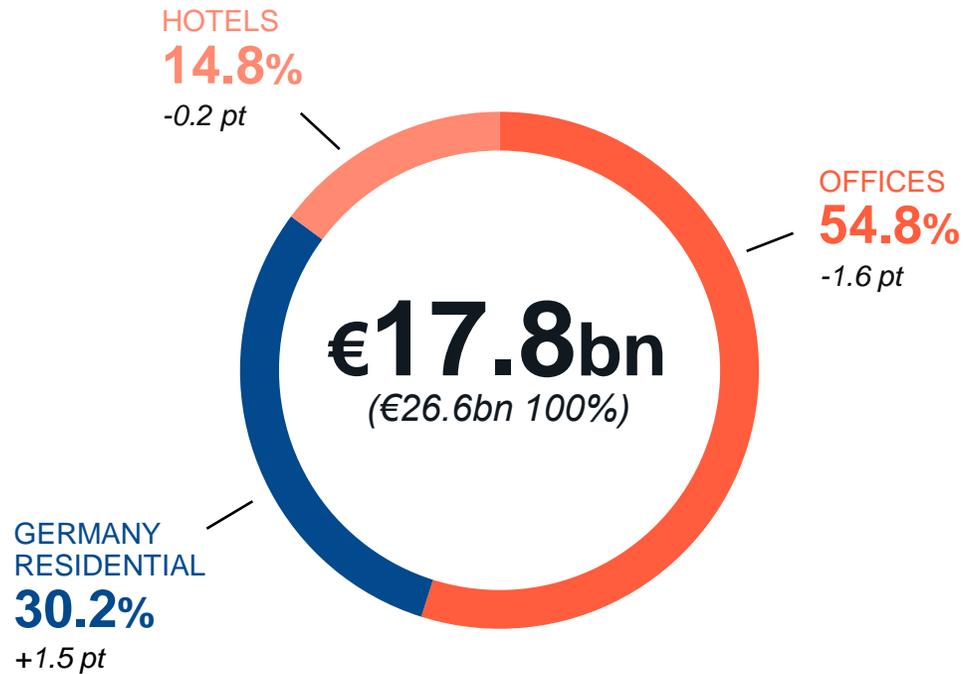
III. H1 2022 RESULTS: GROWTH IN ALL KPIs

Hotel B&B – Porte des Lilas



PORTFOLIO VALUE GROWTH (FIRST HALF)

PORTFOLIO AS OF JUNE 30TH, 2022

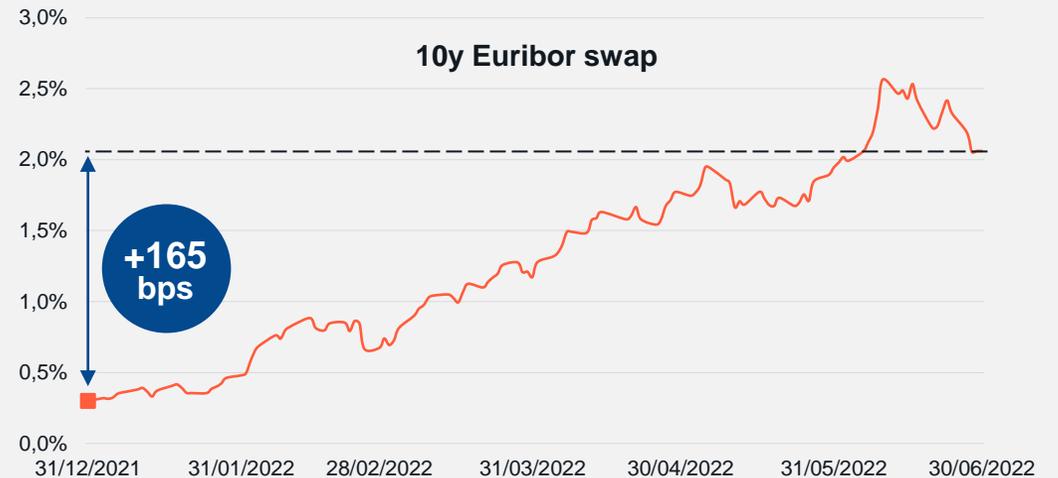


VALUATIONS UP

+2.6%
Like-For-Like

AT END OF JUNE

IN A CONTEXT OF INCREASED INTEREST RATES



LFL VALUE GROWTH COMING FROM ALL ACTIVITIES



SUCCESS OF DEVELOPMENTS

- **+3.0% LFL** on developments assets
- **+0.9% LFL** on core assets mostly in city centers
- **-2.7% LFL** on 'Manage-to-Core' and Non core assets (peripheric)

OFFER/DEMAND GAP SUPPORTS VALUE GROWTH

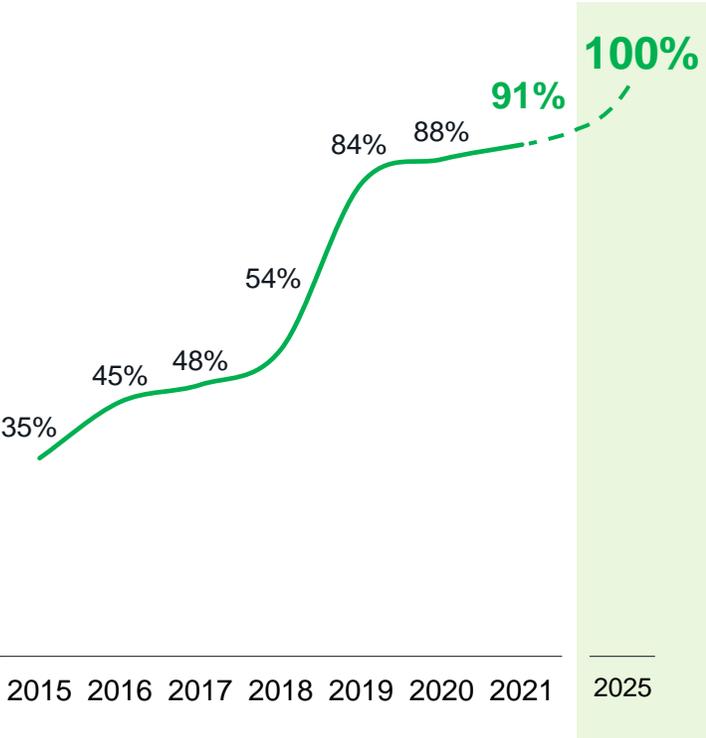
- Increase in rents due to market, lettings and modernizations
- Scarcity driving pressure on condominium values

REBOUND IN VALUES DRIVEN BY RECOVERY AND ASSET MANAGEMENT

- **+2.5% LFL** on Operating properties
- **+4.4%** on UK Portfolio and **+2.9%** for fixed leases thanks to our asset management works

ESG - ON TRACK FOR 100% GREEN CERTIFICATION

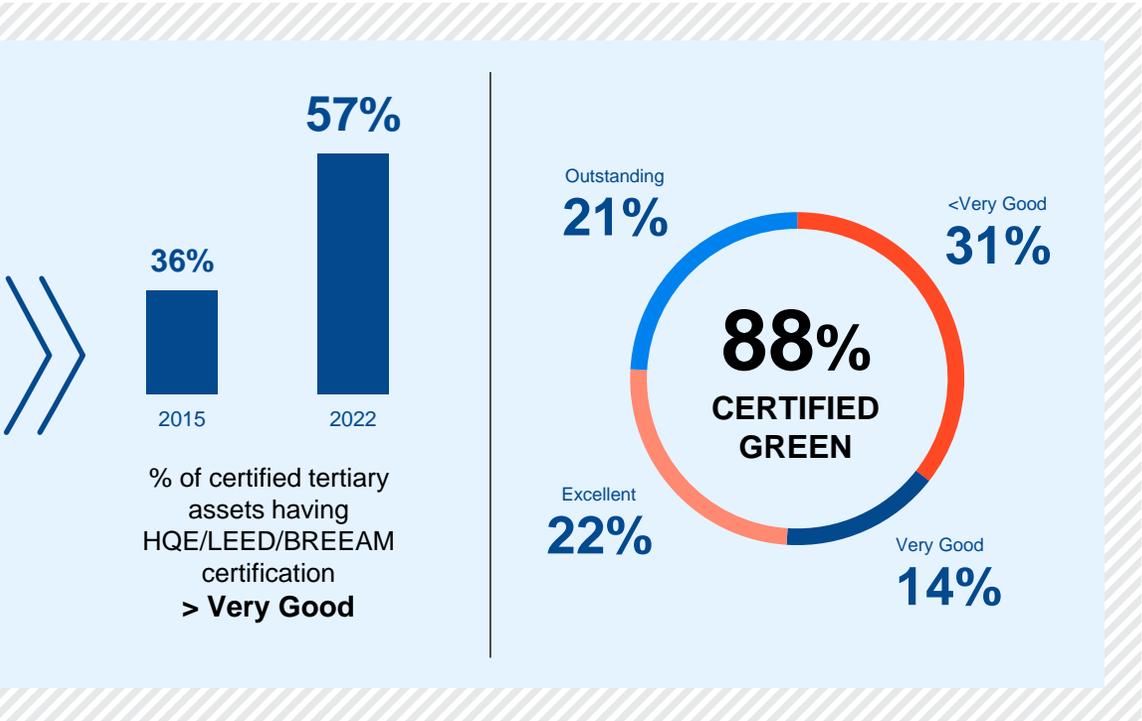
GREENING THE PORTFOLIO Share of Certified Portfolio¹



GERMAN RESIDENTIAL
100%
CERTIFIED GREEN
30% OF THE PORTFOLIO

OFFICES
88%
CERTIFIED GREEN
55% OF THE PORTFOLIO

HOTELS
80%
CERTIFIED GREEN
15% OF THE PORTFOLIO



¹ Share of portfolio granted an environmental certification

ASSET ROTATION – DRIVING PORTFOLIO ENHANCEMENT

QUALITATIVE ASSET ROTATION IN H1 2022

€260m
DISPOSALS
+0.6%
ABOVE LAST APPRAISALS



€203m
OFFICES

MAINLY
INNOVAZIONE
& TELECOM
ITALIA ASSETS



€37m
GERMAN RESI
& HOTELS

36% AVERAGE
MARGIN ON
GERMAN RESI
PRIVATISATIONS

€20m
NON CORE
ASSETS

MAINLY IN FRANCE
AND ITALY

€172m
INVESTMENTS

€94m
DEVELOPMENT
CAPEX MOSTLY
IN OFFICES

€56m
MODERNIZATION
CAPEX MOSTLY
IN GERMAN
RESIDENTIAL

Sustained transformation of our office portfolio

c.€1.6BN
OFFICES SOLD
SINCE EARLY 2020

AT **4.2%**
AVERAGE MARGIN

& **4.9%**
EXIT YIELD

REINVESTED IN
CENTRAL & PRIME
DEVELOPMENTS

€1.1BN
ASSETS DELIVERED
SINCE EARLY 2020

5.5%
YIELD ON COST

28%
VALUE CREATION

RENTAL PERFORMANCE ACCELERATING OVER H1 2022



OFFICES

Rebound in 2022 thanks to higher occupancy rate & indexation

92%

Occupancy rate
End-2020

92%

Occupancy rate
End-2021

94%

Occupancy rate
H1 2022



GERMAN RESIDENTIAL

Sustained rental growth

99%

Occupancy rate
End-2020

99%

Occupancy rate
End-2021

99%

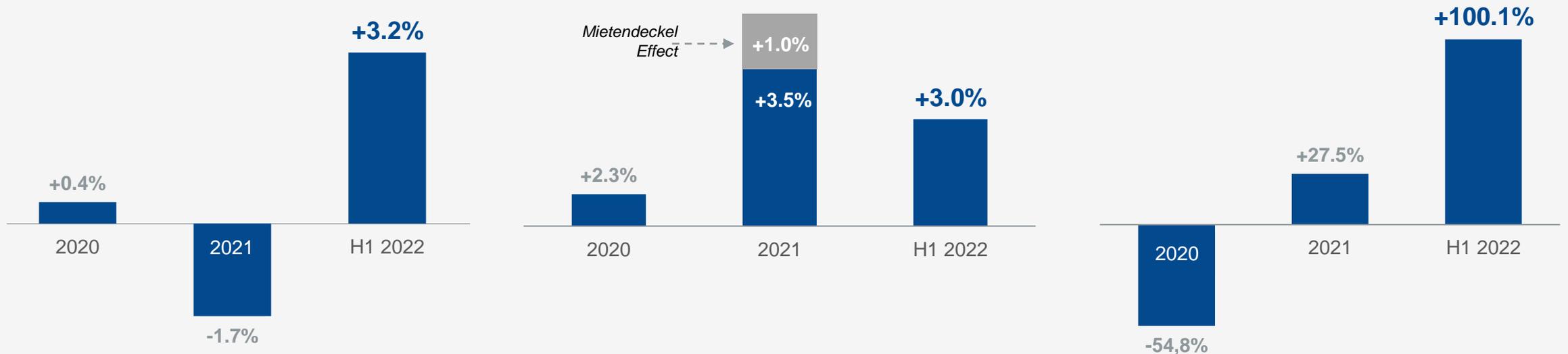
Occupancy rate
H1 2022



HOTELS

Strong recovery

LfL rents (%) evolution since 2020



H1 2022 REVENUES / +13% LFL

H1 2022, €million	Revenues H1 2021	Revenues H1 2022	Revenues H1 2022	% change like-for-like	Occupancy rate	Average lease term
	Group share	100%	Group share	Group share	%	firm, in years
France Offices	96.6	100.5	86.1	+2.2%	94.2%	4.8
Italy Offices	57.9	71.6	55.4	+3.6%	98.1%	7.2
Germany Offices	21.0	25.5	22.7	+6.4%	84.9%	4.3
Offices in Europe	175.6	197.7	164.2	+3.2%	94.3%	5.5
Germany Residential	84.5	134.8	87.2	+3.0%	99.0%	n.a.
Hotels in Europe	28.2	129.0	53.4	+100.1%	100.0%	12.9
TOTAL STRATEGIC ACTIVITIES	288.3	461.4	304.8	13.0%	96.5%	7.2
Non-strategic	3.0	2.2	1.0	3.3%	100.0%	8.5
TOTAL	291.3	463.6	305.8	13.0%	96.5%	7.2



+8% GROWTH IN ADJUSTED EPRA EARNINGS PER SHARE

€million – Group share	H1 2021	H1 2022	Change €m	Change %
Net rental income	265.3	273.1	+7.8	+3%
EBITDA from hotel operating activities & coworking	3.3	14.2	+10.9	+330%
Income from other activities (incl. dev. margins)	25.7	14.4	-11.3	-44%
Net revenue	294.3	301.7	+7.4	+3%
Net operating costs	-38.1	-35.5	+2.6	-7%
Depreciations & Amortizations	-7.3	-5.1	+2.2	-30%
Operating income	248.9	261.1	+12.2	+5%
Cost of net financial debt & Other	-44.0	-40.8	+3.2	-7%
Share in earnings of affiliates	6.1	7.2	+1.1	+18%
Corporate income tax	-4.0	-4.7	-0.7	+18%
Adjusted EPRA EARNINGS	206.9	222.7	+15.8	+8%
Average number of shares	94,318,440	94,154,158		
Adjusted EPRA EARNINGS per share	2.19	2.37	+0.2	+8%

+8% growth in Adjusted EPRA Earnings:

Lower property development margins
more than offset by :

- **Strong letting activity & hotels recovery**
- **Reduction of net operating costs**
- **Reduction of cost of debt**

HEALTHY BALANCE SHEET

SOUND DEBT METRICS

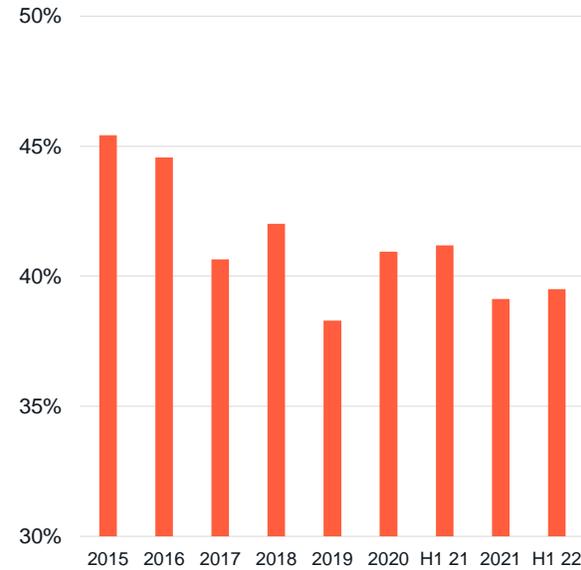
LTV **39.5%** -170bps
Yoy

LOW COST OF DEBT **1.14%**

HIGH ICR **7.3x**

LONG DEBT MATURITY **5.1** years

LONGSTANDING LTV REDUCTION



HEDGING PROFILE UNDER CONTROL

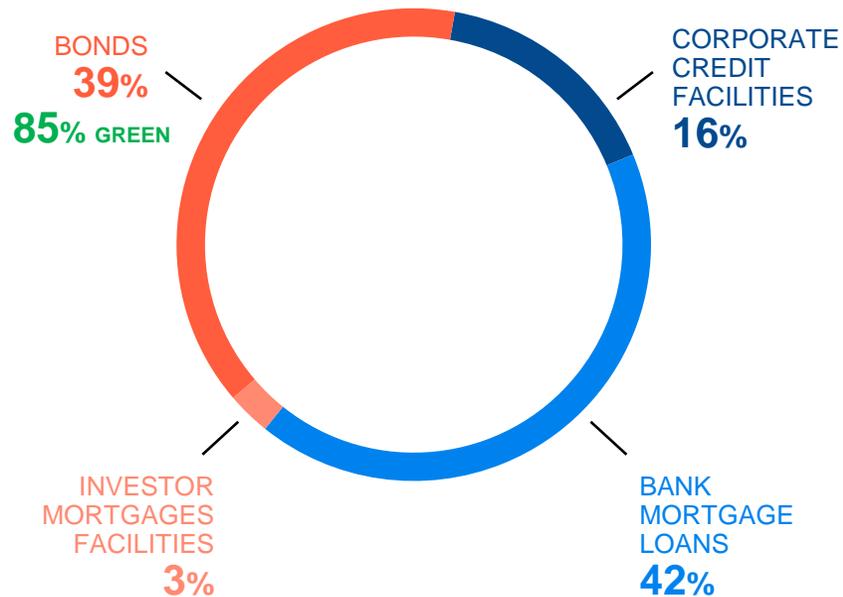
86%
HEDGED DEBT

6.6 YEARS
HEDGING
MATURITY

RATING BBB+, STABLE OUTLOOK (confirmed on April 27th)

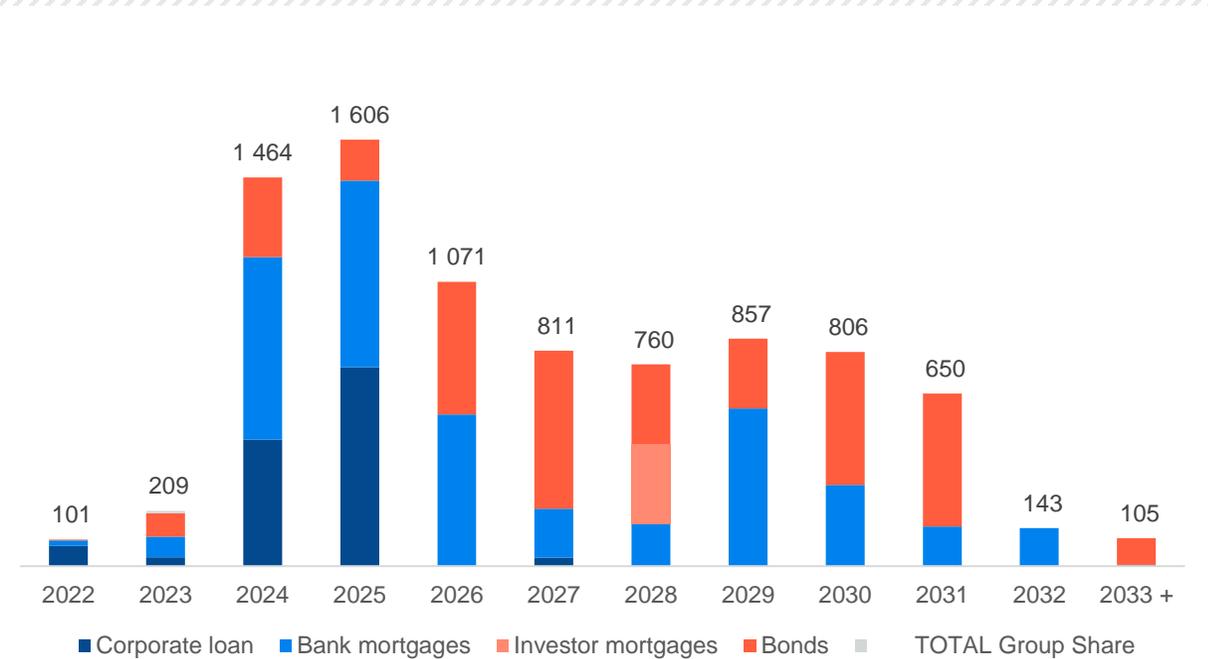
HEALTHY BALANCE SHEET

DIVERSIFIED DEBT PROFILE



Diversified maturities

Debt maturities (in €million, Group share)



Bank lending highly available, at attractive conditions

2 new financings signed in July at conditions well below bond markets

FRENCH OFFICES : €115M / 8 YEARS

GERMAN RESI : €145M / 10 YEARS

+8% INCREASE IN EPRA NTA & +17% IN EPRA NDV

EPRA NTA 2021

EPRA NTA H1 2022

€10,100 m

€10,314 m

June 2022 Vs. Dec. 2021 Vs. June 2021

€106.4 /share

+€2.3 /share
Adj. EPRA Earnings

-€3.75 /share
Dividend

+€4.0 /share
Property value increase

+€0.3 /share
Other (o/w €38m share buy back)

€109.4 /share
+2.8%

EPRA NRV / share 120.2 € +2.8% +7.1%

EPRA NTA / share 109.4 € +2.8% +7.6%

EPRA NDV / share 107.4 € +9.8% +17.1%



IV. OUTLOOK & GUIDANCE

Stream Building – Paris 17th

GOVERNANCE – CONTINUITY IN CHANGE

NEW CHAIRMAN OF THE BOARD



**Jean-Luc
BIAMONTI**

Following the resignation of Jean LAURENT for health reasons

Independent member of the Board of Covivio since 2011, former Chairman of Remuneration and Appointments Committee then Audit Committee

Ex investment banker
Expertise in Finance, Investment & Hotel operations

EVOLUTION OF THE BOARD COMMITTEES

INDEPENDENT MEMBERS



Catherine SOUBIE

Chairwoman of the remuneration and nomination committee



Olivier PIANI

Chairman of the strategic and investment committee



Alix d'OCAGNE

Chairwoman of the ESG committee



Christian DELAIRE

Chairman of the audit committee

COVIVIO WELL PREPARED FOR A CHANGING ENVIRONMENT (1/2)

**SOLID
EPRA
EARNINGS**

Our **diversified business model** is our strength

Covivio is well positioned to **benefit from inflation**

Financing costs are **under control**

7.2 years
WALB

96.5%
OCCUPANCY
RATE



Full indexed rents
& reversionary potential in city centers



20% reversionary potential
vs. regulated rents



2019 no longer a ceiling
Strong recovery & pricing power

No major debt expiries
BEFORE 2024



86%
HEDGED DEBT

COVIVIO WELL PREPARED FOR A CHANGING ENVIRONMENT (2/2)

VALUE POTENTIAL

RENTAL GROWTH, FROM INDEXATION AND/OR RENTAL UPLIFT



c.€400m VALUE CREATION TO BE CAPTURED FROM COMMITTED PIPELINE



c.40% GAP BETWEEN APPRAISALS AND UNIT MARKET VALUE



HIGH RISK PREMIUM **> 250BPS** AND ASSET MANAGEMENT POTENTIAL

ROBUST DEBT RATIO



LTV (<60%) & ICR (>2x) covenants



-30%
VALUE BUFFER
TO REACH LTV COVENANT

2022 ADJ. EPRA EARNINGS GUIDANCE CONFIRMED

TAKING INTO ACCOUNT

→ INCREASE IN INTEREST RATES ON NON-HEDGED DEBT

LOWER PROPERTY DEVELOPMENT MARGINS

BENEFITTING FROM

→ HIGHER THAN EXPECTED INDEXATION (WITH FULL EFFECT IN 2023) & STRONG LETTING ACTIVITY

FASTER THAN EXPECTED RECOVERY IN HOTELS

Guidance Confirmed

~ €4.5/sh

(VS. €4.35 IN 2021)



STRATEGY WILL MAKE THE DIFFERENCE

OFFICES

Markets trends

Changing demand profile
Focused on central & grade a assets

Our strategy

Centrality
New sustainable buildings
All in one offer

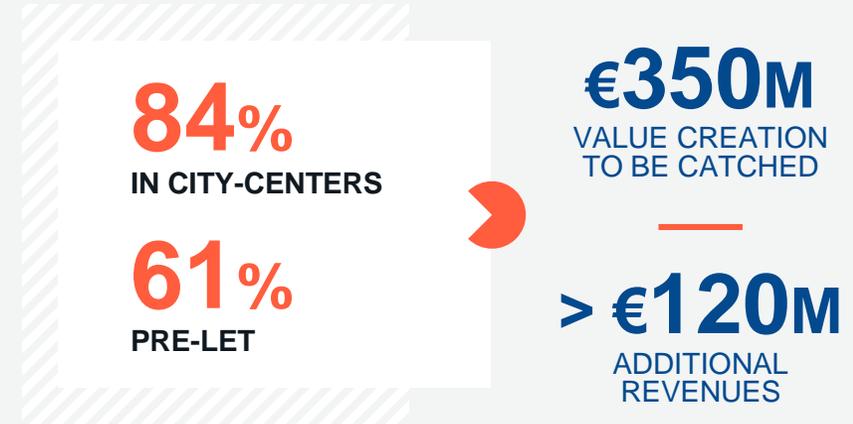
Future results

- 1 High quality portfolio & pricing power
- 2 Value creation from committed pipeline client satisfaction

1 HIGH QUALITY PORTFOLIO



2 VALUE CREATION FROM COMMITTED PIPELINE





STRATEGY WILL MAKE THE DIFFERENCE

GERMAN RESIDENTIAL

Markets trends

Housing shortage increasing
& Reduced developments

Our strategy

High Quality portfolio in city centers
Rents and value well below market levels
Client centricity

Future results

Increasing rents
Extract value

HIGH RENTAL REVERSIONARY POTENTIAL

~ €70M RENTAL HEADROOM

+20%

VS. REGULATED RENT:
€35m

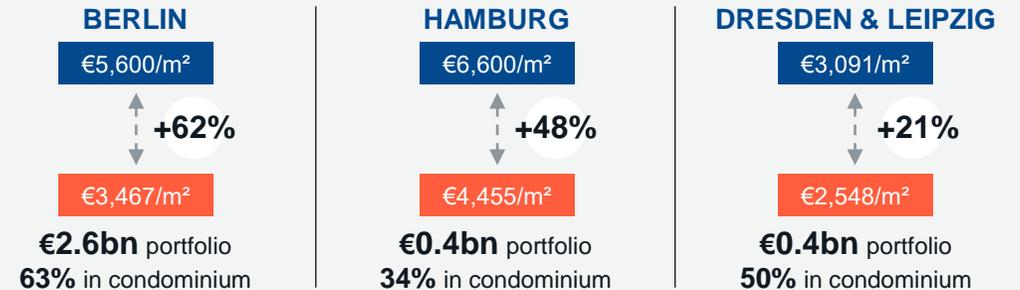
> +40%

VS. MARKET RENT:

HIGH VALUE GROWTH POTENTIAL

~ €1.0BN VALUE RESERVES

■ Market price ■ Covivio's Book value





STRATEGY WILL MAKE THE DIFFERENCE

HOTELS

Markets trends

Strong recovery
Operators need to adapt their business models

Our strategy

Strategic locations
Strong partnerships
Asset management opportunities

Future results

Recovery & pricing power driving revenues
Capacity to catch indexation
Extract asset management opportunities

RECOVERY & PRICING POWER DRIVING REVENUES

COMING BACK TO 2019 REVENUES

+€22M

YET TO BE REVERSED POST 2022

2019 NO LONGER A CEILING

OCCUPANCY RECOVERY ONGOING...
...WHILE AVERAGE DAILY RATES ARE ALREADY > 2019

Tourist arrivals expectations

In '000,000 nights in hotels



ASSET MANAGEMENT OPPORTUNITIES

ACCOR – B&B DEAL IS ONLY A FIRST STEP

KEY TAKEAWAYS

1 NEW RECORD SEMESTER IN OFFICES NEW LETTINGS

2 RECOVERY IN HOTELS BEATS EXPECTATIONS (BACK TO 2019 LEVELS)

3 SUSTAINED GROWTH IN GERMAN RESIDENTIAL AFFIRMED

4 SOUND H1 2022 RESULTS
LFL RENTS +13% - ADJ. EPRA EARNINGS +8% - LTV 39.5% - EPRA NTA/NDV +8%/+17%

5 2022 GUIDANCE CONFIRMED
ADJ. EPRA EARNINGS ~ €4.5/SHARE

6 COVIVIO PROFILE & BUSINESS MODEL
WELL PREPARED FOR A CHANGING ENVIRONMENT

KEY UPCOMING EVENTS



Q3 2022 ACTIVITY:

October, 20th 2022

CAPITAL MARKETS DAY:

November, 29th 2022

APPENDIX

OFFICE MARKETS

GREATER PARIS OFFICE MARKET

Take-up
H1 2022

1,008,368 m²
+24% vs H1 2021

Immediate
offer

4.1 million m²
+1% vs. 2021

Vacancy
rate

7.4% (flat vs 2021)
of which 2.5% in CBD

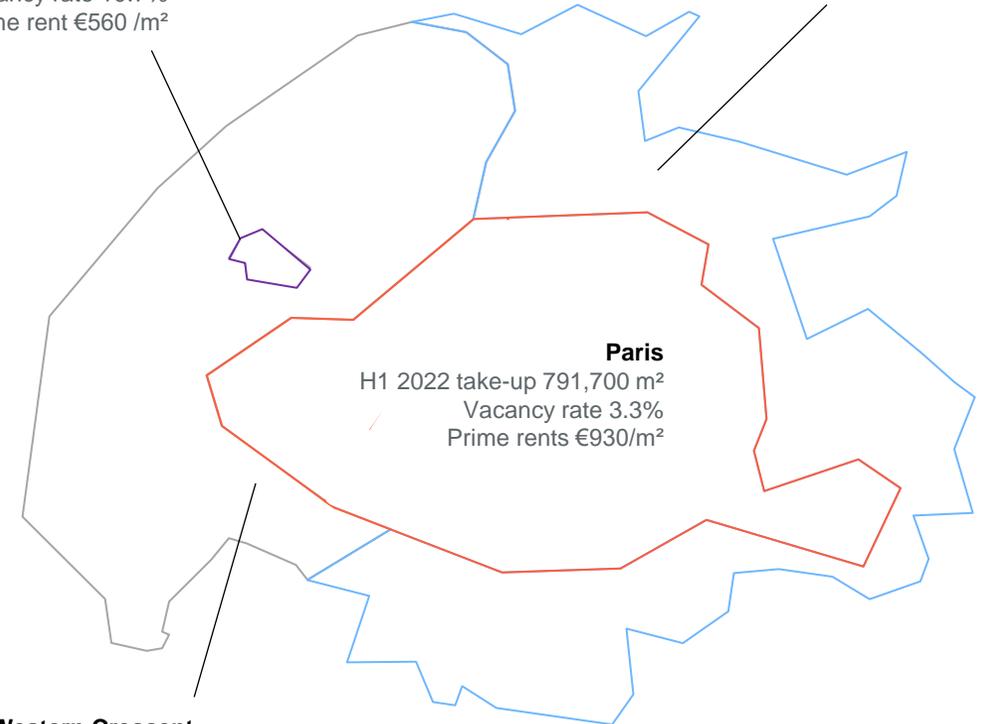
Prime
rent

€960/m²
(+3% vs. 2021)

Paris Office Sub-markets

La Défense
H1 2022 take-up 113,715 m²
Vacancy rate 10.7%
Prime rent €560 /m²

First Ring
H1 2022 take-up 124,278 m²
Vacancy rate 9.7%
Prime rent €410 /m²



Paris
H1 2022 take-up 791,700 m²
Vacancy rate 3.3%
Prime rents €930/m²

Western Crescent
H1 2022 take-up 179,389 m²
Vacancy rate 10.3%
Prime rents €680 /m²

MILAN OFFICE MARKET

Take-up
H1 2022

260,000 m²
+60% vs H1 2021

Immediate
offer
Grade A/B/C

1.3 million m²
-6% vs. 2021

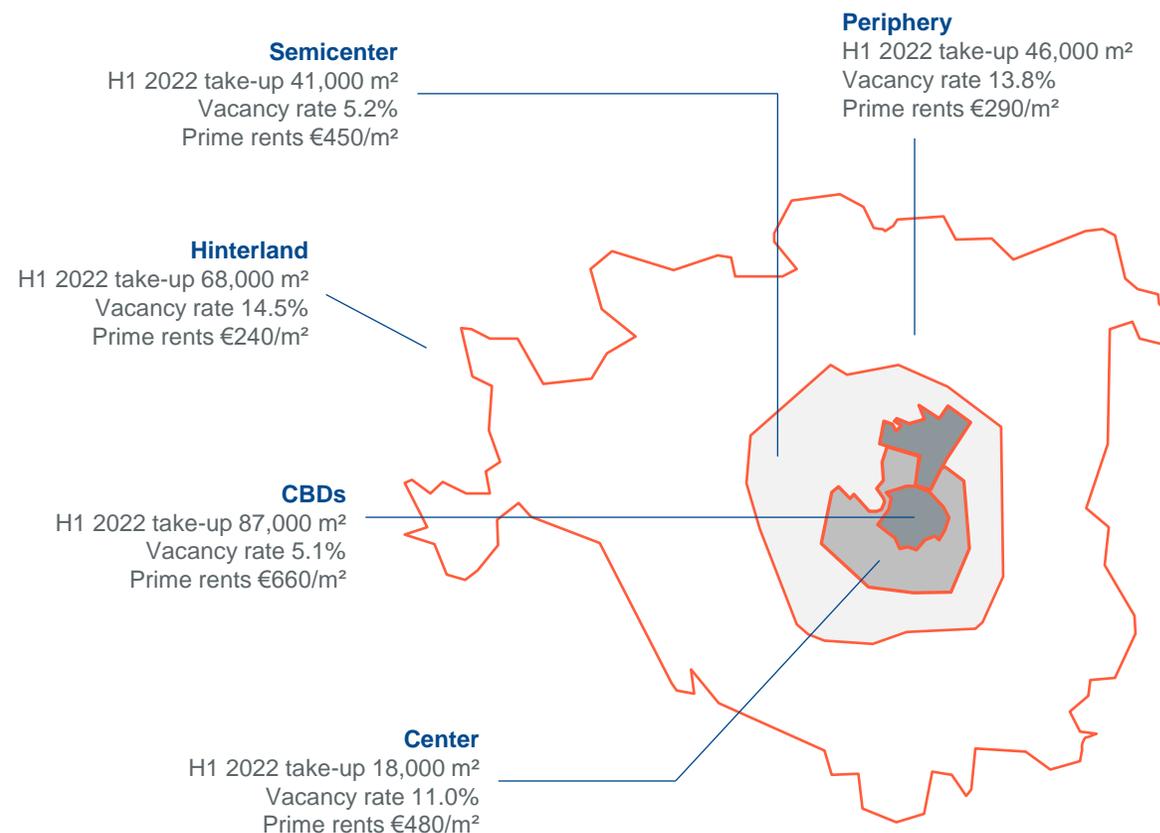
Vacancy
rate
Grade A/B/C

10.3% (-0.8 pts vs 2021)
of which 5.1% in CBD

Prime
rent

€660/m² (+6% vs. 2021)

Milan Office Sub-markets



GERMANY OFFICE MARKET

Take-up
H1 2022

1,612,100 m²
+36% vs H1 2021

Immediate
offer

4.8 million m²
(+1% vs 2021)

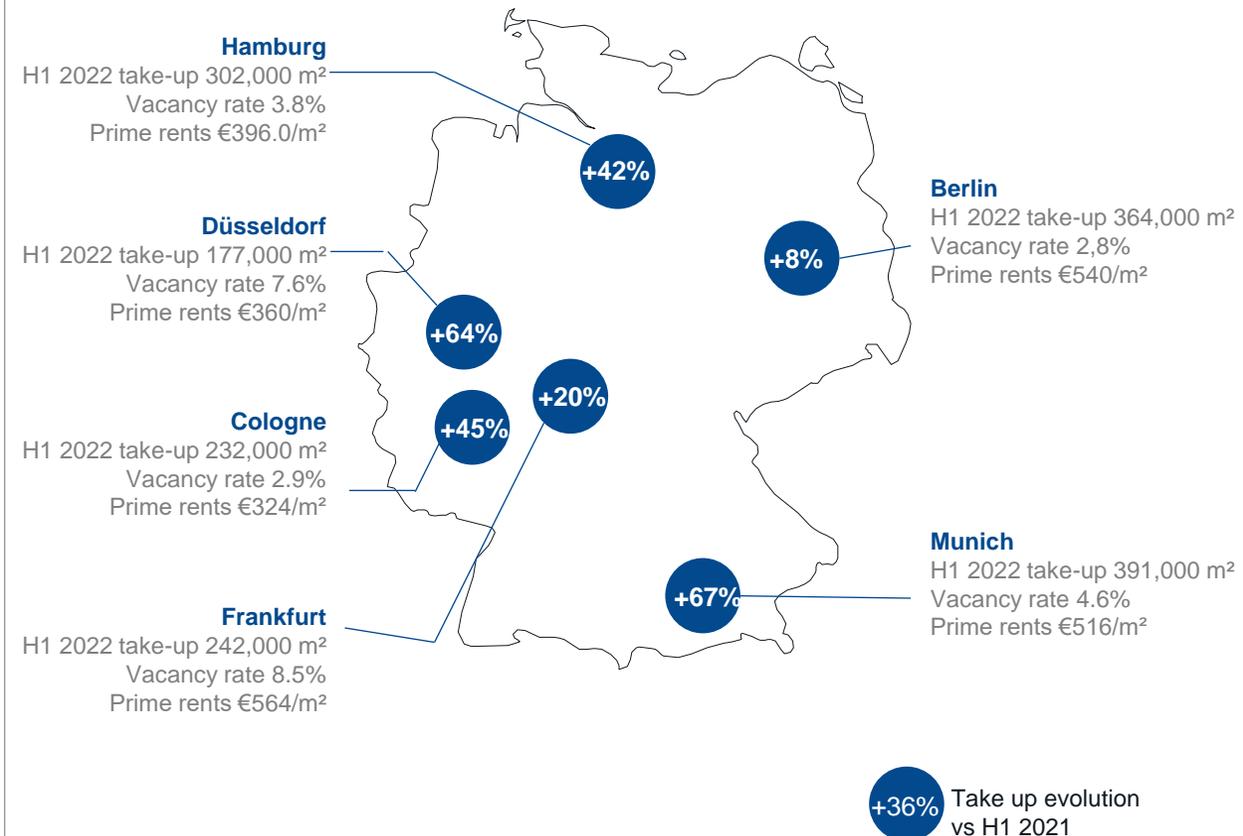
Vacancy
rate

4.7% (+0.4 pts vs 2021)
of which 2.8% in Berlin

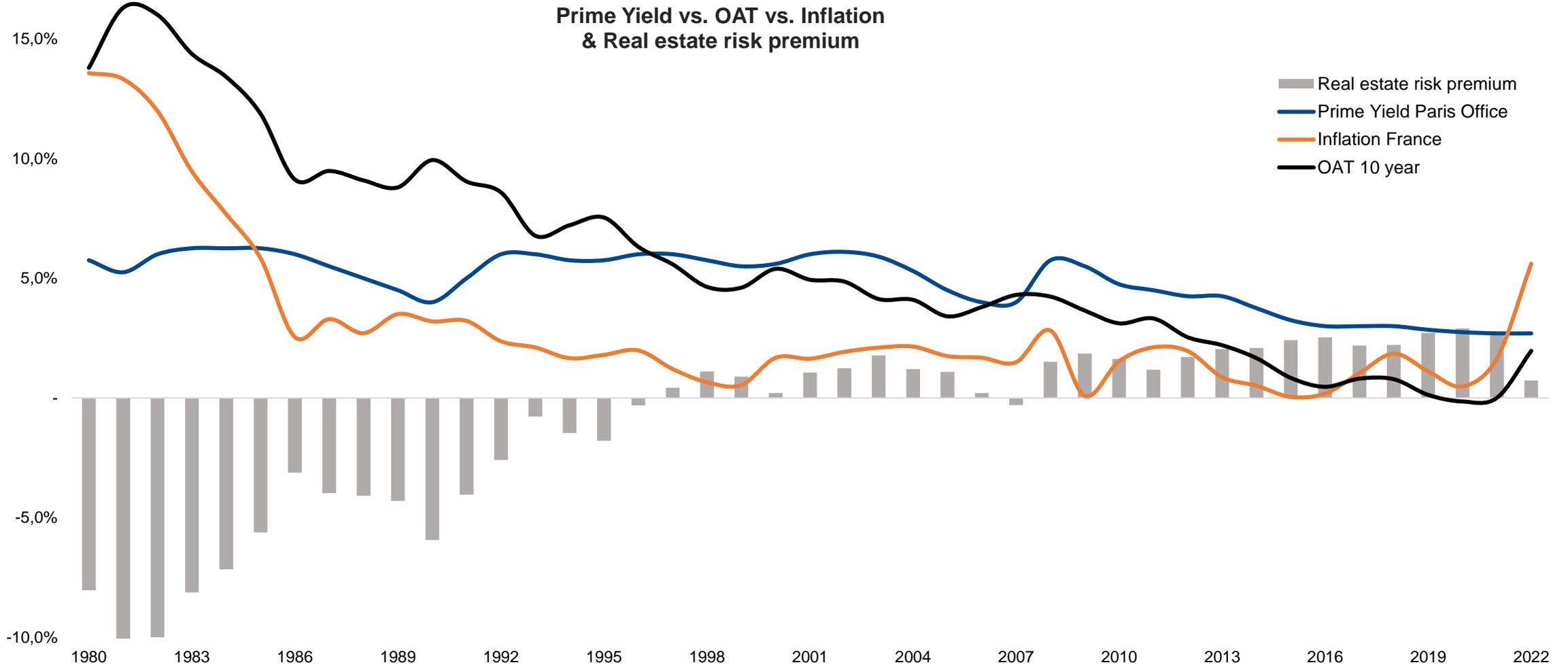
Prime
rent

€540/m² in Berlin
(+5% vs 2021)

Top 6 cities Sub-markets



LONG TERM EVOLUTION OF REAL ESTATE RISK PREMIUM



COMMITTED PIPELINE

COMMITTED PIPELINE / €2.5 BN OF OFFICES – 61% PRELET

Committed projects	Location	Project	Surface ¹ (m ²)	Delivery	Target rent (€/m ² /year)	Pre-leased (%)	Total Budget ² (M€. 100%)	Total Budget ² (M€. Group share)	Target Yield ³
Jean Goujon	Paris	Regeneration	8,600 m ²	2022	930	58%	196	196	4.0%
Streambuilding (50% share)	Paris	Construction	15,600 m ²	2022	575	94%	168	84	4.2%
So Pop (50% share)	Paris	Regeneration	31,300 m ²	2022	400	33%	230	114	5.5%
To be delivered in 2022			55,500 m²			56%	594	394	4.5%
Maslo	Levallois	Regeneration	19,800 m ²	2023	500	10%	208	208	4.5%
DS Campus Ext. (50% share)	Vélizy	Construction	27,500 m ²	2023	n.a.	100%	141	71	7.2%
Madrid - St Lazare	Paris	Regeneration	5,850 m ²	2023	800	100%	101	101	n.a.
Le Floria	Fontenay	Regeneration	9,300 m ²	2023	240	0%	43	43	5.5%
Jardins de l'Ars	Bordeaux	Construction	19,200 m ²	2025	220	51%	72	72	5.6%
Anjou	Paris	Regeneration	9,300 m ²	2025	890	100%	228	228	3.5%
Thalès 2	Meudon	Construction	38,000 m ²	2026	n.a.	100%	229	229	7.0%
To be delivered in 2023 and beyond			128,950 m²			73%	1,022	952	5.2%
Total France Offices			184,450 m²			69%	1,616	1,346	5.0%
Corso Italia	Milan	Regeneration	11,600 m ²	2024	638	100%	117	117	6.3%
The Sign D	Milan	Construction	13,200 m ²	2024	300	92%	64	64	6.5%
Vitae	Milan	Construction	10,000 m ²	2024	315	18%	42	42	6.5%
Symbiosis G+H	Milan	Construction	38,000 m ²	2024	319	100%	159	159	6.5%
Rozzano Strada	Milan	Regeneration	25,700 m ²	2024	140	28%	41	41	8.4%
Total Italy Offices			98,500 m²			82%	423	423	6.4%
Herzogterrassen (94% share)	Düsseldorf	Regeneration	55,700 m ²	2023	246	52%	338	318	4.1%
Loft (65% share)	Berlin	Regeneration	7,600 m ²	2024	280	0%	40	26	5.5%
Alexanderplatz (55% share)	Berlin	Construction	60,000 m ²	2026	516	0%	603	339	4.5%
To be delivered in 2023 and beyond			123,300 m²			23%	970	683	4.4%
Total Germany Offices			123,300 m²			23%	970	683	4.4%
Total committed pipeline			406,250 m²			61%	3,008	2,452	5.3%

COMMITTED PIPELINE RESIDENTIAL

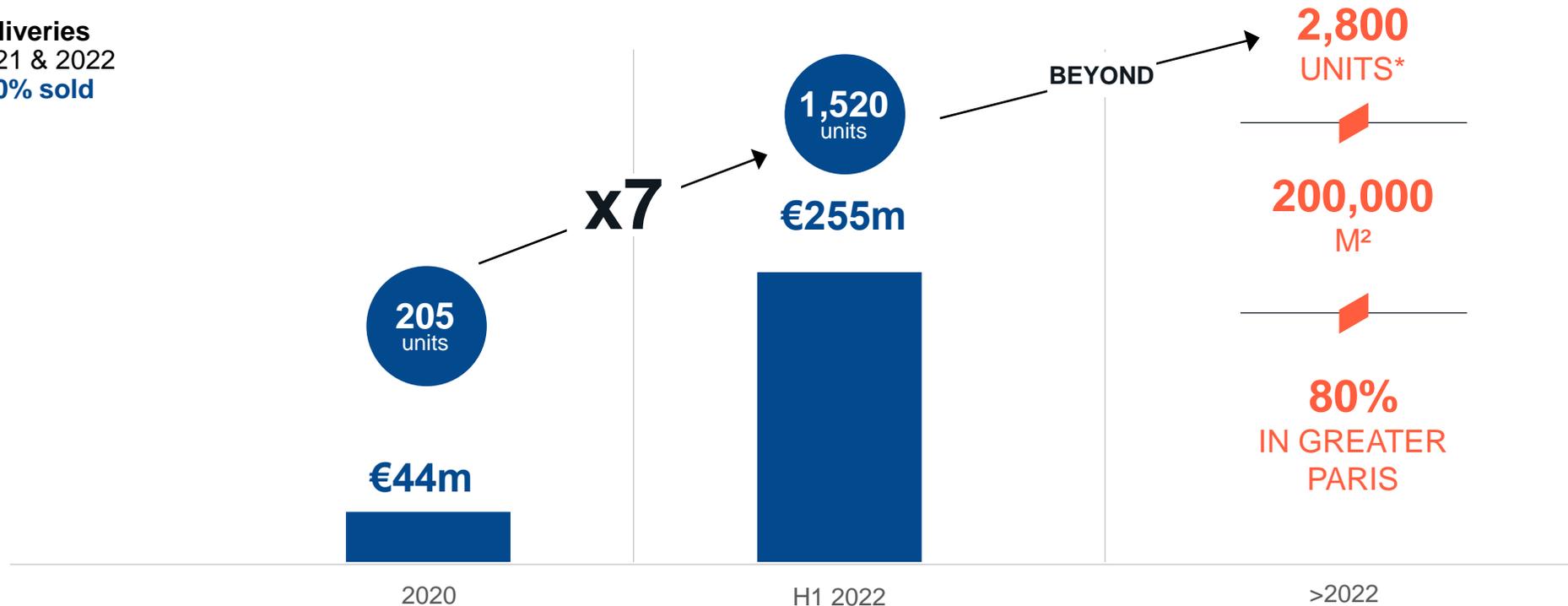
2,306 housing units IN FRANCE AND GERMANY

Committed projects	Units	Total Budget ¹ (€M. 100%)	Total Budget ¹ (€M. Group share)	Pre-sold rate (%)
Le Raincy	97	20	20	100%
Saint-Germain-lès-Corbeil	83	13	13	100%
To be sold in 2022	180	33	33	100%
Chartres Sully	110	15	15	85%
Bordeaux Lac	729	126	118	10%
Saint-Germain-en-Laye	24	13	13	92%
Fontenay-sous-Bois (Phase 1)	251	64	32	78%
Bobigny CT	158	34	23	92%
Antony CDG	68	21	21	0%
To be sold in 2023 and beyond	1340	273	222	37%
Total French Residential	1520	306	255	46%
Committed projects	Units	Total Budget ¹ (€M. 100%)	Total Budget ¹ (€M. Group share)	
Berlin - PrenzlauerPromenade	165	45	29	
To be sold in H2 2022	165	45	29	
Berlin - Großbeerenstraße	73	12	8	
Berlin - Markelstraße	92	21	14	
Berlin - Iceland Sales	98	54	36	
Berlin - Iceland Tower	19	20	13	
To be sold in 2023 and beyond	282	107	70	
Total Germany Residential	447	152	99	
Committed projects	Units	Total Budget ¹ (€M. 100%)	Total Budget ¹ (€M. Group share)	Target Yield
To be delivered in H2 2022 (Berlin - Müllerstraße NB)	57	18	12	5.0%
To be delivered in 2023 and beyond (13 projects)	282	98	64	4.7%
Total Germany Residential (Build to let)	339	116	76	4.8%

FRENCH RESIDENTIAL PIPELINE, DRIVING UP DEVELOPMENT MARGINS

€255m / ~100,000 m² pipeline in France at end-June 2022

Deliveries
2021 & 2022
100% sold



PORTFOLIO

STRATEGIC SCORING OF OUR OFFICE PORTFOLIO IN LIGHT OF MARKETS' EVOLUTIONS



CORE OFFICES IN THE CITY-CENTERS

IN PARIS, MILAN, TOP GERMAN CITIES & FRENCH REGIONAL CITIES

*Selected
examples of our
portfolio*



Citygate,
Frankfurt



Wellio Gare de Lyon, Paris



Wellio Montmartre, Paris



Steel, Paris



Wellio Miromesnil, Paris



Wellio Via Dante, Milan



Marquette, Toulouse



Via Amedei, Milan



Thais, Levallois

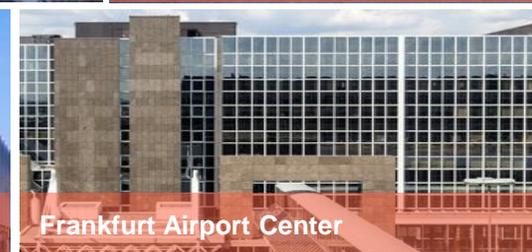


Wellio Gobelins, Paris

CORE OFFICES IN TOP BUSINESS DISTRICTS

ATTRACTIVE LOCATIONS & LONG-TERM LEASES

*Selected
examples of our
portfolio*



OFFICES: INVESTING IN EUROPEAN MAJOR CITIES

COMMITTED PIPELINE

€2.5bn

Total budget GS
€250m/per year on average remaining capex by 2026

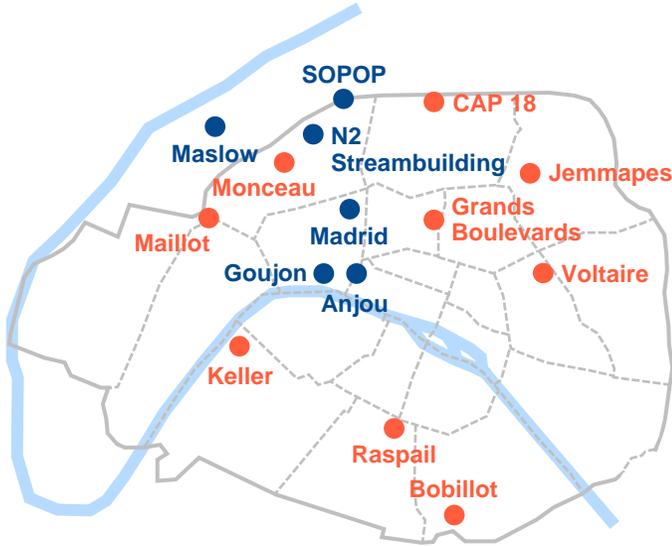
€0.6bn

Value creation
€350m remaining to be booked



PARIS

● Committed assets
● Managed assets

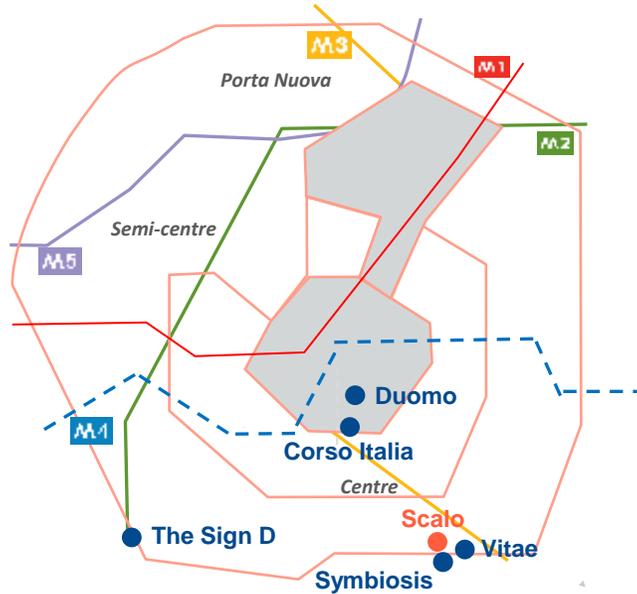


Other French committed assets:
Velizy campus, Lyon Sévigné, Bordeaux Jardin de l'Ar



MILAN

● Committed assets
● Managed assets



BERLIN

● Committed assets
● Managed assets



GERMAN RESIDENTIAL PORTFOLIO OVERVIEW

COVIVIO IS ACTIVE ON RESIDENTIAL THROUGH ITS SUBSIDIARY (COVIVIO IMMOBILIEN)
OWNED AT 61.7%

PORTFOLIO 100%

€8.3BN

PORTFOLIO GROUP SHARE

€5.4BN

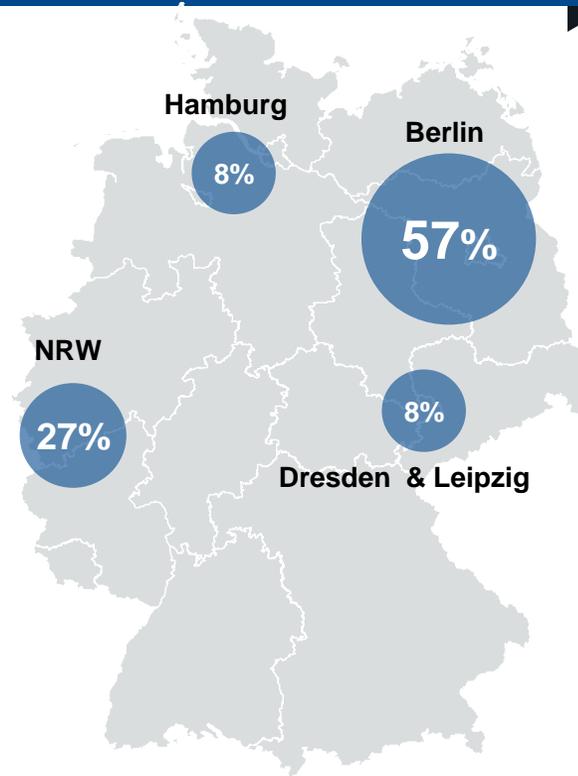
RENTAL YIELD

3.3%

VALUE / SQM

€2,928

PORTFOLIO END-JUNE 2022



Gap book value
vs unit market value

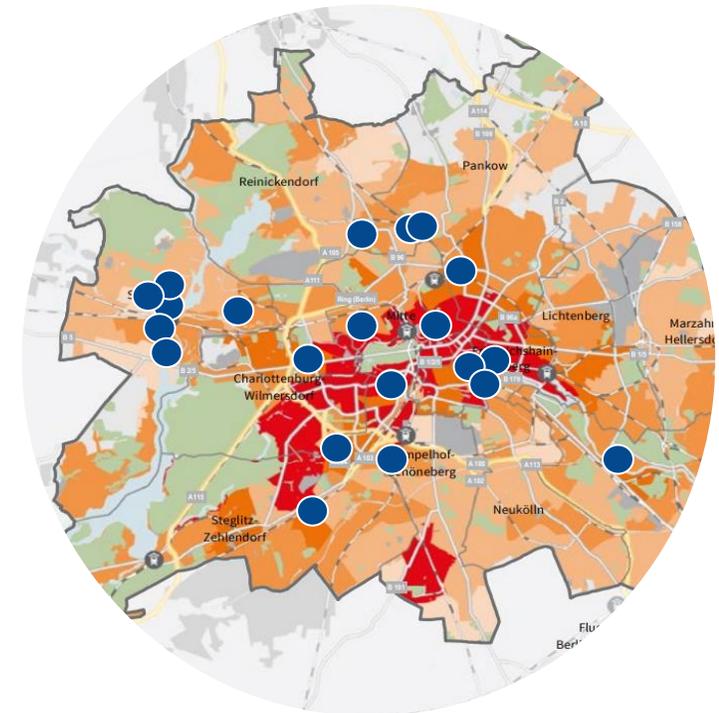
~40%

Reversion vs
regulated rent

~20%

FOCUSED ON CENTRAL AREAS

BERLIN ASSETS



A LEADER IN HOTEL REAL ESTATE

COVIVIO IS ACTIVE ON HOTELS THROUGH ITS SUBSIDIARY (COVIVIO HOTELS) OWNED AT 43.9%

Covivio Hotels business at a glance



A strategic portfolio for operators

~60%

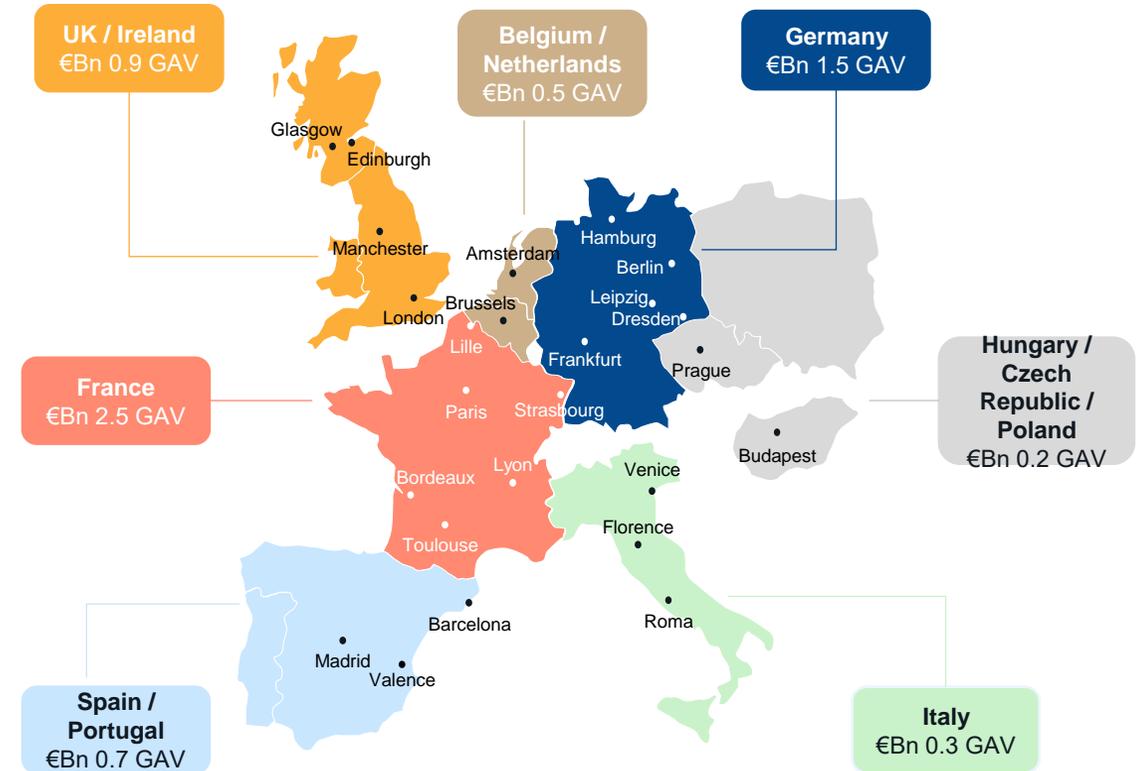
Sustainable average effort rate



8.8/10

Average Booking.com Location grade for managed assets

Diversified Pan-European portfolio



FINANCIAL & OPERATIONAL KEY PERFORMANCE INDICATORS

LEASE EXPIRIES 2022 & 2023

€673m

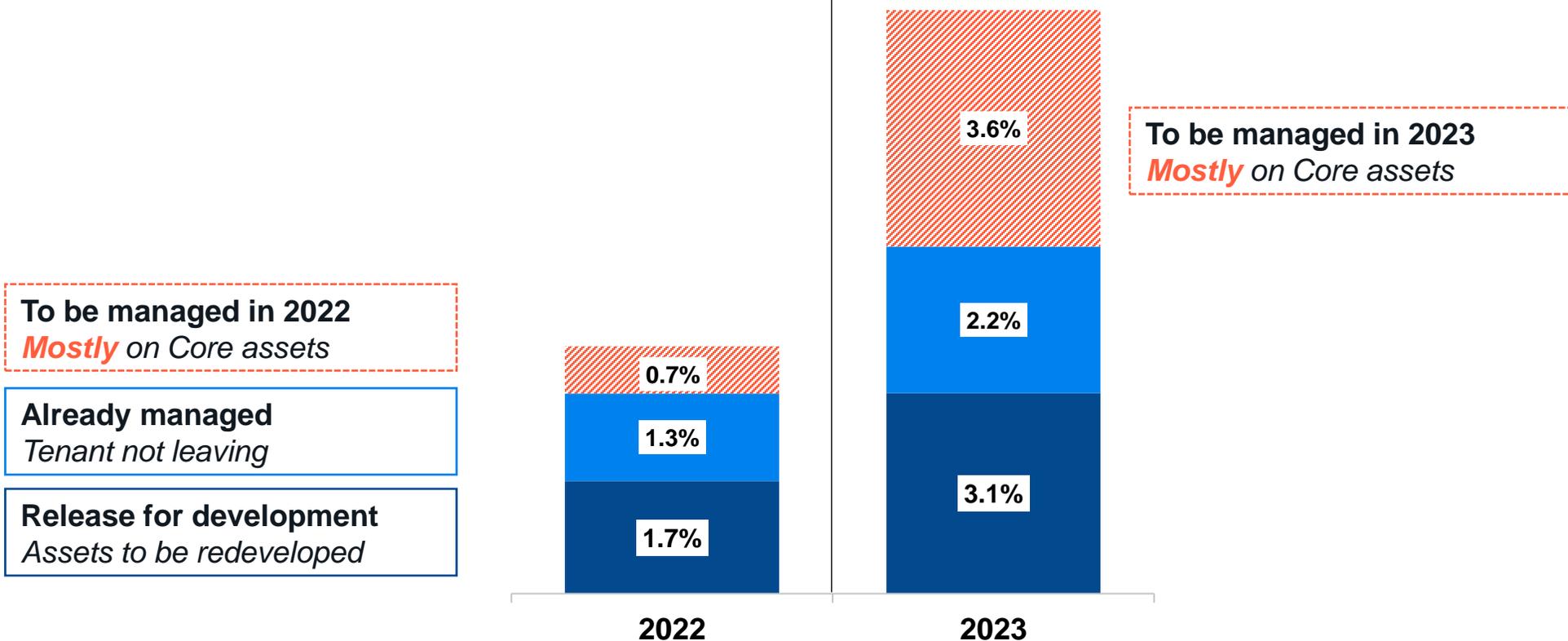
ANNUALIZED RENTS

0.7%

TO BE MANAGED IN 2022

3.6%

TO BE MANAGED IN 2023



H1 2022 DISPOSALS / €260 MILLION GROUP SHARE

(€ million)		Disposals (agreements as of end of 2021 closed)	Agreements as of end of 2021 to close	New disposals H1 2022	New agreements H1 2022	Total H1 2022	Margin vs 2021 value	Yield	Total Realised Disposals
		1		2	3	= 2 + 3			= 1 + 2
Offices in Europe	100 %	576	60	144	173	316	3.3%	6.2%	720
	Group share	327	60	77	126	203	1.9%	6.1%	404
Germany Residential	100 %	11	11	27	10	37	22.3%	3.5%	38
	Group share	7	7	18	6	24	22.0%	3.3%	25
Hotels in Europe	100 %	134	31	7	34	40	14.4%	5.5%	141
	Group share	29	14	1	13	13	12.9%	5.0%	29
Total Core	100 %	721	102	177	216	394	5.9%	5.9%	899
	Group share	363	80	95	145	240	4.2%	5.7%	458
Non core & Non strategic	100 %	11	31	7	15	22	-26.0%	16.7%	19
	Group share	9	31	6	14	20	-28.7%	17.7%	14
Total	100 %	733	133	185	231	416	3.5%	6.5%	917
	Group share	372	111	101	160	260	0.6%	6.6%	473

H1 2022 REVENUES / +13.0% LFL RENTAL GROWTH

(€ million)	100%			Group share				
	H1 2021	H1 2022	Change (%)	H1 2021	H1 2022	Change (%)	Change (%) LfL ¹	% of revenue
France Offices	110.8	100.5	-9.3%	96.6	86.1	-10.9%	+2.2%	28.0%
Paris	41.2	37.2	-9.6%	39.0	34.9	-10.6%	+5.0%	11.0%
Greater Paris (excl. Paris)	54.9	47.8	-12.9%	43.7	37.7	-13.7%	+5.1%	12.0%
Major regional cities	10.4	12.6	+21.2%	9.6	10.6	+9.9%	+1.2%	3.0%
Other French Regions	4.3	2.9	-32.7%	4.3	2.9	-32.7%	-22.4%	1.0%
Italy Offices	77.0	71.6	-7.0%	57.9	55.4	-4.3%	+3.6%	18.0%
Offices - excl. Telecom Italia	38.0	38.5	+1.3%	38.0	38.5	+1.3%	+4.7%	13.0%
Offices - Telecom Italia	39.0	33.1	-15.1%	19.9	16.9	-15.1%	+1.2%	6.0%
German Offices	23.6	25.5	+8.0%	21.0	22.7	+8.2%	+6.4%	7.0%
Berlin	3.6	3.8	+6.3%	2.5	2.7	+7.2%	+3.9%	1.0%
Other cities	20.1	21.7	+8.2%	18.5	20.1	+8.3%	+6.8%	7.0%
Total Offices	211.4	197.7	-6.5%	175.6	164.2	-6.5%	+3.2%	54.0%
German Residential	131.5	134.8	+2.5%	84.5	87.2	+3.2%	+3.0%	28.0%
Berlin	65.0	68.7	+5.7%	42.2	45.1	+6.9%	+2.9%	15.0%
Dresden & Leipzig	11.5	11.4	-1.1%	7.4	7.4	+0.4%	+3.1%	2.0%
Hamburg	8.6	8.6	+0.4%	5.6	5.6	+0.6%	+2.4%	2.0%
North Rhine-Westphalia	46.3	46.0	-0.8%	29.2	29.0	-0.8%	+3.4%	9.0%
Hotels in Europe	71.8	129.0	+79.7%	28.2	53.4	+89.6%	+100.1%	17.0%
Hotels - Lease Properties	75.6	109.7	+45.1%	29.7	45.4	+52.6%	+54.9%	15.0%
France	24.9	36.8	+47.6%	7.8	13.4	+72.0%	+55.8%	4.0%
Germany	14.8	15.3	+3.4%	6.3	6.6	+5.0%	+3.5%	2.0%
UK	0.0	16.4	n.a.	0.0	7.2	n.a.	n/a	2.0%
Spain	15.6	16.2	+3.8%	6.8	7.1	+4.7%	+3.8%	2.0%
Belgium	4.5	6.5	+45.8%	1.9	2.8	+47.1%	+51.6%	1.0%
Others	15.9	18.6	+17.4%	6.9	8.2	+18.5%	+17.6%	3.0%
Hotels - Operating Properties (EBITDA)	-3.8	19.2	n.a.	-1.5	8.1	n.a.	n.a.	3.0%
Total strategic activities	414.7	461.4	+11.3%	288.3	304.8	+5.7%	13.0%	100.0%
Non-strategic	4.7	2.2	-53.9%	3.0	1.0	-68.2%	+3.3%	0.0%
Retail Italy	1.7	0.0	-100.4%	1.7	0.0	-100.4%	n.a.	0.0%
Retail France	3.0	2.2	-27.7%	1.3	1.0	-27.0%	+3.3%	0.0%
Other (France Residential)	0.0	0.0	-100.0%	0.0	0.0	-50.0%	n.a.	0.0%
Total revenues	419.4	463.6	+10.5%	291.3	305.8	+5.0%	+13.0%	100.0%

H1 2022 PORTFOLIO : +2.6% LFL VALUE GROWTH

(€ million. Excluding Duties)	Value 2021 Group share	Value H1 2022 100%	Value H1 2022 Group share	LfL ¹ 6 months change	Yield ² 2021	Yield ² H1 2022	% of portfolio
France Offices	5,880	6,742	5,681	+1.0%	4.6%	4.5%	31.9%
Italy Offices	2,653	3,151	2,612	+0.7%	5.3%	5.1%	14.7%
German Offices	1,445	1,702	1,464	-0.2%	3.4%	3.8%	8.2%
Residential Germany	5,079	8,305	5,382	+5.9%	3.5%	3.3%	30.2%
Hotels in Europe	2,578	6,666	2,641	+2.8%	5.3%	5.2%	14.8%
Total strategic activities	17,636	26,566	17,780	+2.6%	4.4%	4.3%	99.8%
Non-strategic	68	60	28	-0.5%	7.1%	6.1%	0.2%
Total	17,703	26,626	17,808	+2.6%	4.4%	4.3%	100.0%

¹ LfL: Like-for-Like

² Yield excluding development projects. Yield on hotels based on 2021 fixed revenues and 2019 variable revenues

EPRA NAV +8% & +17% YEAR ON YEAR

	2021	H1 2022	Var.	Var. (%)
EPRA NRV (€ m)	11 091	11 332	241	+2.2%
EPRA NRV / share (€)	116,9	120,2	3,3	+2.8%
EPRA NTA (€ m)	10 100	10 314	214	+2.1%
EPRA NTA / share (€)	106,4	109,4	3,0	+2.8%
EPRA NDV (€ m)	9 279	10 124	845	+9.1%
EPRA NDV / share (€)	97,8	107,4	9,6	+9.8%
Number of shares	94 882 277	94 297 856	-584 421	-0.6%



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