



Paris, le 22 février 2022, 18h

## Résultats annuels 2021 en forte progression et poursuite de la croissance attendue en 2022

« Succès du pipeline de développement, année record en commercialisation bureaux, forte croissance des valeurs et des loyers en résidentiel allemand, rebond et perspectives positives en hôtellerie : Covivio performe sur l'ensemble de ses activités. Au-delà de la qualité du patrimoine qui s'améliore en continu, avec plus de 90% d'actifs certifiés verts en Europe, c'est aussi la confiance de nos clients et partenaires dans notre stratégie qui se renforce. »

Christophe Kullmann, Directeur Général de Covivio

### Un patrimoine en croissance et en adaptation continue

- ▶ 27 Md€ de patrimoine (18 Md€ PdG), en hausse de 1 Md€ sur un an
- ▶ Croissance de +4% à périmètre constant portée par le résidentiel allemand et les développements bureaux
- ▶ 901 M€ de nouveaux engagements de cession avec +4% de marge, à 80% en bureaux
- ▶ Succès du pipeline de développement bureaux : 485 M€ de livraisons louées à 96% et 1,1Md€ de nouveaux engagements déjà pré-loués à 53%
- ▶ Acquisitions sélectives en résidentiel à Berlin, pour 208 M€, avec un potentiel de croissance substantiel sur les loyers et les valeurs

### Une très bonne activité opérationnelle, qui s'est accélérée au second semestre

- ▶ Une année record pour les locations en bureaux : 180 000 m<sup>2</sup> loués et pré-loués dont les 2/3 au 2<sup>nd</sup> semestre
- ▶ Reprise de l'activité Hôtels au second semestre : croissance des revenus à périmètre constant de +27%
- ▶ Forte croissance locative en résidentiel allemand à +4,5%
- ▶ Hausse des revenus de +3,2% à périmètre constant (vs -2,6% au S1)

### Stratégie ESG : de nouvelles avancées dans tous les domaines

- ▶ Trajectoire carbone : objectif de réduction de -40% d'ici à 2030 sur les scopes 1, 2 et 3 (y compris la construction)
- ▶ Augmentation de la part de patrimoine vert : à fin 2021, 91% des actifs bénéficient d'une certification environnementale, deux fois plus qu'il y a cinq ans
- ▶ Le client au centre de notre stratégie : très bons résultats du sondage locataires en bureaux ; récompense « Fairest landlord » en résidentiel Allemagne ; note de satisfaction sur la localisation de 8,8/10 en hôtellerie
- ▶ Lancement de la Fondation Covivio : soutien à 12 projets européens axés sur la promotion de l'égalité des chances, en lien avec la Raison d'être de Covivio
- ▶ Renforcement de l'expertise du Conseil d'Administration : proposition de nomination de Daniela Schwarzer en tant qu'administratrice indépendante

### Résultats 2021 supérieurs aux objectifs

- ▶ Réduction de la LTV de 2 points, à 39%
- ▶ Hausse des ANR de +6% à +10% sur un an (EPRA NTA de 106,4€ et EPRA NDV de 97,8€)
- ▶ EPRA Earnings ajusté en croissance de +6,6% à 410 M€ (4,35€ et +3,3% par action) et résultat net historique à 924 M€
- ▶ Proposition d'un dividende en numéraire de 3,75€ par action, en hausse de +4,2%

### Perspectives

- ▶ Objectif d'EPRA Earnings ajusté 2022 de l'ordre de 4,5€ par action, dans l'hypothèse d'une poursuite de la reprise en hôtels

## Des fondamentaux de marchés encourageants<sup>1</sup>

### Bureaux : redémarrage de l'activité et polarisation du marché

La reprise amorcée à la fin du premier semestre s'est confirmée au second semestre, avec une hausse sensible de l'activité locative. En Ile-de-France, la demande placée s'établit à 1,9 million de m<sup>2</sup> (+32% vs 2020), dont plus d'un tiers a été conclu au dernier trimestre. A Milan, la demande placée est en hausse de 32% par rapport à 2020, à 390 000 m<sup>2</sup>, supérieure de 11% à sa moyenne décennale. En Allemagne, les six premières villes voient leur demande placée atteindre 3,2 millions de m<sup>2</sup>, en hausse de 27% par rapport à 2020, avec près de 60% des accords locatifs conclus au second semestre.

En parallèle, la demande s'est polarisée vers les localisations centrales (centre-ville, proximité immédiate aux transports) et les actifs prime. Ainsi, Paris intra-muros voit sa demande placée augmenter de +46% par rapport à 2020. A Milan, le QCA et le centre ont connu une hausse de +69% sur un an. Cette dynamique se retrouve dans l'évolution des loyers, avec des croissances concentrées sur les actifs neufs les mieux situés (+3% à Paris, +8% à Berlin et à Milan).

### Résidentiel allemand : des tendances structurelles favorables

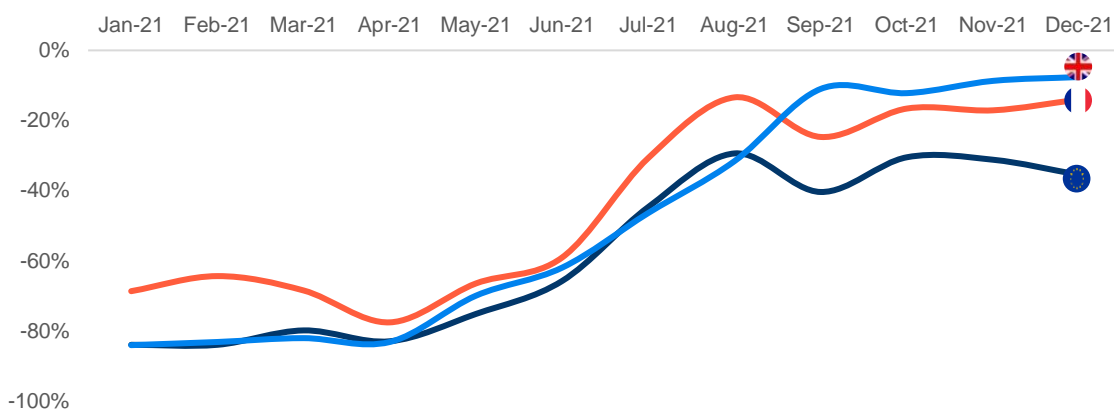
Le déficit structurel de logements en Allemagne s'est encore accru en 2021, pour s'établir à 400 000 logements. Cette sous-offre est le catalyseur des grandes tendances du marché. A Berlin notamment, le taux de vacance atteint des plus bas historiques à 2,2%, et les loyers de marché progressent à nouveau d'environ 13% sur un an (à 19,95 €/m<sup>2</sup>/mois pour le neuf et 12,90 €/m<sup>2</sup>/mois pour l'ancien). La rareté des appartements tire également les prix à la hausse, avec une croissance de l'indice des prix moyen de +11% en 2021 selon Destatis, pour des prix moyens qui s'élèvent à 5 220€ /m<sup>2</sup> à Berlin et 6 250 €/m<sup>2</sup> à Hambourg.

### Hôtels : l'année 2021 confirme la capacité de rebond et amorce la reprise

Après un 1er semestre encore très impacté par la crise sanitaire et les différentes restrictions gouvernementales, le 2ème semestre s'est révélé très dynamique, dépassant parfois les performances de 2019. Au global, en Europe, la performance du marché est bien supérieure à 2020, avec une hausse de RevPAR de +42%, même si elle reste encore en retrait de -54% par rapport à 2019.

Les performances ont confirmé le fort rebond des pays bénéficiant d'une importante clientèle domestique, notamment la France, le Royaume-Uni et l'Allemagne, représentant la majeure partie des revenus hôtels de Covivio, et ont, par ailleurs, témoigné des bons fondamentaux de l'hôtellerie, notamment du segment loisir.

Evolution des RevPAR<sup>2</sup> en Europe par pays en 2021 comparé à 2019 (en %)



<sup>1</sup> Sources : Cushman & Wakefield, BNPP RE, Guthmann.de

<sup>2</sup> RevPAR : Revenu par chambre disponible – Source MKG

## Covivio : un patrimoine en croissance et en adaptation continue

Avec un patrimoine de 26,7 Md€ (17,7 Md€ PdG) d'actifs en Europe, en croissance de 1 Md€ sur un an, Covivio construit son développement sur la diversification dans des activités où le groupe joue un rôle d'acteur de premier plan :

- **57% du patrimoine est composé de bureaux** en France, Italie et Allemagne, majoritairement dans des localisations centrales à Paris, Milan et dans les principales villes allemandes ;
- **Le résidentiel en Allemagne représente 28% du patrimoine (+3 points vs 2020)**. Il est situé dans les centres-villes de Berlin, Dresde, Leipzig, Hambourg, et les grandes villes de la Rhénanie-du-Nord Westphalie ;
- **Les hôtels (15% du patrimoine)**, situés dans les grandes villes touristiques européennes (Paris, Berlin, Rome, Madrid, Barcelone, Londres, etc.), sont loués ou gérés directement par les opérateurs leaders : Accor, IHG, B&B, NH Hotels, etc.

41% des immeubles en valeur sont situés en Allemagne, contre 38% en France et 16% en Italie.

Ce patrimoine est géré selon **trois piliers stratégiques** :

1. **La localisation au cœur des grandes métropoles européennes**, en particulier Paris, Berlin et Milan. Ainsi, 97% des actifs se situent à moins de 5 minutes à pied d'un transport en commun.
2. **Le développement**, afin d'offrir un immobilier neuf, alliant performance énergétique, bien-être et adaptation à l'évolution des usages. Covivio développe aujourd'hui 1,8 Md€ part du groupe de projets de bureaux et 437 M€ part du groupe de logements en Europe. La majorité de ces développements concernent des actifs existants.
3. **La culture-client**, qui place l'utilisateur au centre de la stratégie. Covivio accompagne dans la durée ses clients dans leurs stratégies immobilières, en co-définissant avec eux leurs projets et en nouant des relations partenariales durables (maturité moyenne ferme des baux de 7 ans). Cela se traduit notamment par une approche conseil forte, une politique servicielle ambitieuse et toujours plus de flexibilité, avec par exemple des offres hybrides alliant bail commercial et contrat flexible.

### Succès du pipeline de développement bureaux

Covivio a livré 112 200 m<sup>2</sup> d'immeubles de bureaux en 2021, à Paris, Milan, Lyon, Montrouge (Grand Paris), et Montpellier, d'ores et déjà loués à 96% en moyenne, à des clients de 1<sup>er</sup> plan comme EDF, Orange, NTT Data ou Expertise France. Au-delà du succès commercial, ces actifs contribuent à l'amélioration continue du patrimoine. Les immeubles Gobelins (Paris 5<sup>e</sup>) et Silex<sup>2</sup> (Lyon) ont notamment été distingués par les directeurs immobiliers des grandes entreprises françaises en recevant les grands prix SIMI 2021. Enfin, s'ajoute une création de valeur totale de près de +40% par rapport aux coûts de revient (485 M€ part du groupe).

En parallèle, Covivio a engagé 9 nouveaux projets de développement en 2021, à 53% pré-loués à des grands comptes (dont L'Oréal et Moncler en Italie), et majoritairement situés dans les centres-villes de Paris, Berlin et Milan. Le coût de revient s'élève à 1,1 Md€ part du groupe, pour un objectif de création de valeur de plus de 30%.

A fin décembre, le groupe affiche ainsi un pipeline de projets de bureaux (ou mixtes) engagés de 1,8 Md€ en part du groupe et 286 000 m<sup>2</sup>, situés à 82% dans les centres-villes de Paris, Berlin et Milan, et pré-loués à près de 50%.

### Montée en puissance des programmes de promotion résidentielle

L'activité de promotion résidentielle s'est également intensifiée avec la montée en puissance de la transformation de bureaux en logements en France. 8 projets sont en cours de construction, représentant 1 472 logements, à Bordeaux et dans le Grand Paris, pour 247 M€ de coût de revient et un objectif de marge sur vente de plus de 10%. En y ajoutant les projets de promotion logements en Allemagne, pour 114 M€, 2 000 logements sont actuellement en construction, dont près de la moitié ont été pré-vendus. L'activité de promotion a généré 15 M€ de marges en 2021.

### Acquisitions sélectives en résidentiel à Berlin

Covivio a continué à renforcer son exposition en résidentiel en Allemagne, avec 208 M€ part du groupe d'acquisitions situées principalement en centre-ville de Berlin. Le rendement de 3,3% bénéficiera du potentiel de réversion de 55% en moyenne par rapport aux loyers réglementés. Enfin, le prix d'achat, de 3 400 €/m<sup>2</sup> en moyenne, est très inférieur (55% en moyenne) à la valeur au détail sur le marché, alors que l'essentiel des logements sont en copropriété.

### 901 M€ de nouveaux engagements de cessions avec une marge de +4% sur les valeurs d'expertise

En 2021, Covivio a poursuivi sa stratégie de rotation de portefeuille, en signant pour 901 M€ part du groupe (1,3 Md€ à 100%) d'engagements de cessions, avec une marge de +3,7% sur les valeurs d'expertise. Près de 80% du volume concerne des actifs de bureaux (713 M€ signés). Depuis début 2020, le groupe a ainsi cédé pour 1,4 Md€ d'actifs de bureaux, avec une marge moyenne de 4,4% sur les valeurs d'expertise. En décembre 2021, Covivio a notamment signé la vente des immeubles Carré Suffren (25 000 m<sup>2</sup> à Paris 15<sup>e</sup>) et Campus Eiffage (33 000 m<sup>2</sup> à Vélizy-Villacoublay). Ces deux actifs, acquis en 2004 et 2010, illustrent la capacité à créer de la valeur sur la durée grâce à la qualité et la pertinence des politiques de développement et d'asset management.

En résidentiel allemand, Covivio a également cristallisé la réversion sur les valeurs d'expertises, avec 126 M€ de cessions (82 M€ PdG) et +26% de marges sur les dernières valeurs d'expertise, dont +53% sur les ventes au détail (37 M€ PdG). En hôtels, Covivio a vendu pour 134 M€ à 100% et 31 M€ PdG d'actifs sur la base d'un taux de rendement moyen de 4,8% et une marge de +23% sur la valeur d'expertise.

Enfin, Covivio a cédé le solde de son activité de concessions de parkings et le dernier centre commercial en Italie.

### Croissance du patrimoine de +4% à périmètre constant

Le patrimoine du groupe progresse de 1 Md€ sur le semestre (+0,6 Md€ PdG), à 26,7 Md€ et 17,7 Md€ part du groupe. A périmètre constant, la valeur des actifs croît de +3,8%.

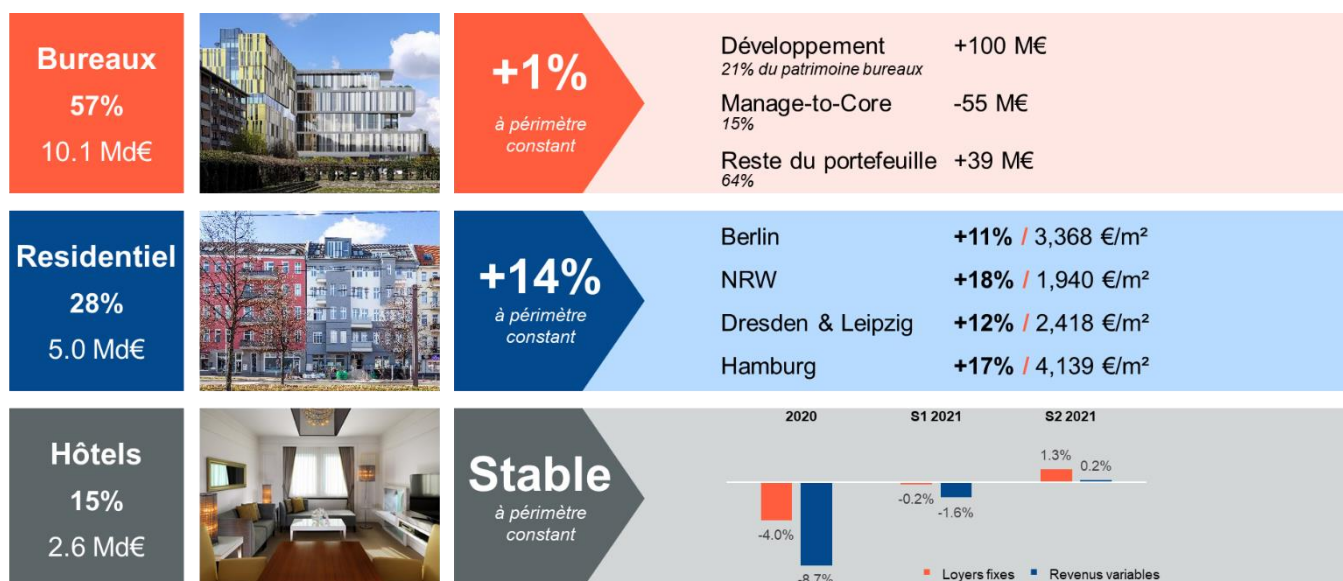
**En bureaux, les valeurs d'actifs progressent de +0,8% à périmètre constant.** Les baisses de valeurs se concentrent sur quelques actifs faisant face à des enjeux locatifs spécifiques ou situés dans des localisations impactées par la crise (comme La Défense, péri-Défense ou hors Milan en Italie). Elles sont plus que compensées par **la très bonne performance des immeubles livrés ou en cours de développement qui affichent une progression des valeurs de +7% à périmètre constant.**

**En résidentiel allemand, les valeurs d'expertises gagnent +13,7%** et sont bien orientées sur l'ensemble des régions : Rhénanie du Nord-Westphalie (+18,2%), Hambourg (+16,8%), Dresde & Leipzig (+12,4%), et Berlin (+11,3%). Cette performance tient à un manque structurel de logements, un fort attrait des investisseurs, comme l'atteste le volume record d'investissements réalisés en 2021 (51 Md€), et des valeurs détail très supérieures aux valeurs bloc (au-delà de 50%). La valeur moyenne du patrimoine s'établit à 3 370 €/m<sup>2</sup> à Berlin et 1 940 €/m<sup>2</sup> en Rhénanie-du-Nord Westphalie.

**En hôtels, la valeur du patrimoine est stable par rapport à fin 2020 (-0,3% à périmètre constant) :** le rebond des performances du second semestre a permis aux actifs en bail fixe de renouer avec une croissance des valeurs (+1,3% au S2 2021) et aux actifs à revenus variables de se stabiliser (+0,2% au S2 2021).



**COVIVIO**  
**RESULTATS ANNUELS 2021**

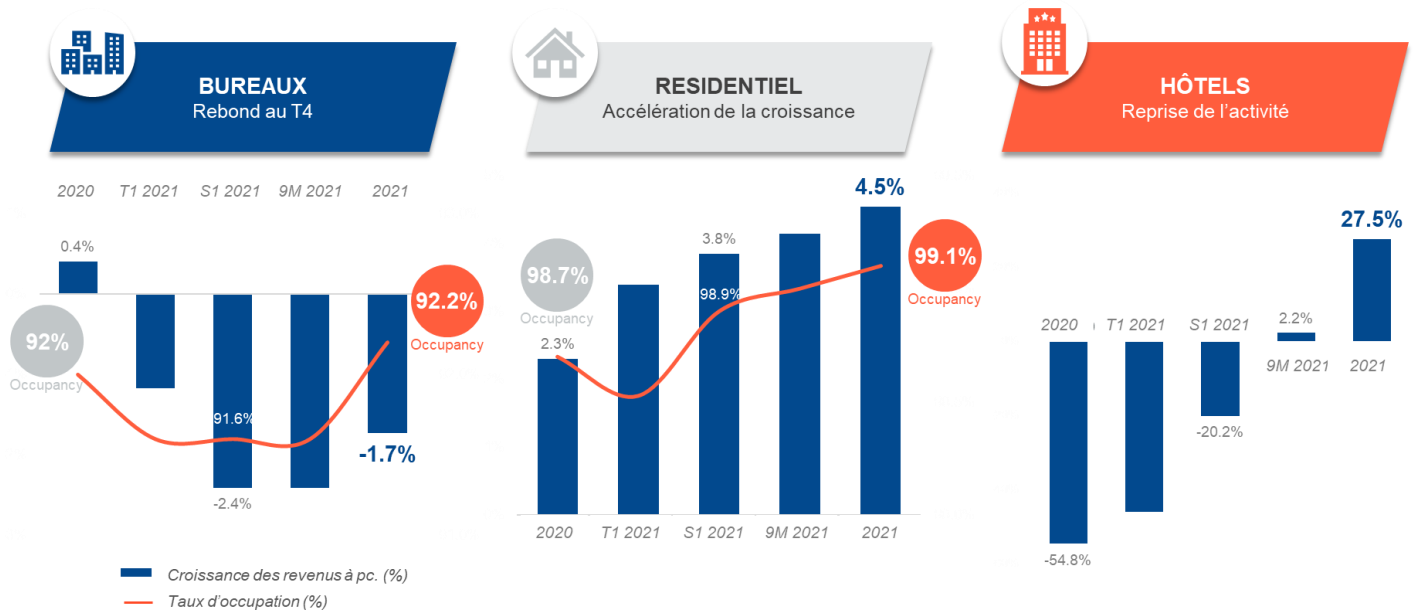


**Une bonne activité opérationnelle, qui s'est accélérée au second semestre**

**Hausse de +3,2% des revenus locatifs à périmètre constant**

2021, million €	Revenus 2020 Part du Groupe	Revenus 2021 100%	Revenus 2021 Part du Groupe	% variation à périmètre constant Part du Groupe	Taux d'occupation %	Durée ferme des baux en années
<i>Bureaux France</i>	207,1	218,7	189,5	-2,8%	93,2%	4,6
<i>Bureaux Italie</i>	126,8	152,3	115,5	-0,2%	96,6%	7,1
<i>Bureaux Allemagne</i>	49,3	51,3	44,8	+0,6%	78,8%	4,4
Total Bureaux	383,2	422,4	349,9	-1,7%	92,2%	5,4
Résidentiel Allemagne	157,7	260,2	168,4	+4,5%	99,1%	n.a.
Hôtels en Europe	57,6	197,3	80,4	+27,5%	100%	13,3
<b>Total activités stratégiques</b>	<b>598,5</b>	<b>879,8</b>	<b>598,7</b>	<b>+3,2%</b>	<b>95,0%</b>	<b>7,0</b>
Non stratégique (commerces)	11,0	8,4	5,3	-35,7%	100,0%	8,9
<b>TOTAL</b>	<b>609,5</b>	<b>888,2</b>	<b>604,0</b>	<b>+3,0%</b>	<b>95,0%</b>	<b>7,0</b>

**COVIVIO**  
**RESULTATS ANNUELS 2021**



**Bureaux : une année record pour les locations**

Covivio a conclu en 2021 un record de commercialisations, avec 180 000 m<sup>2</sup> d'engagements locatifs en bureaux, sur une durée moyenne ferme de 10 ans. Après un premier semestre pénalisé par les restrictions sanitaires (63 200 m<sup>2</sup> commercialisés), l'activité s'est fortement accélérée avec 2/3 des commercialisations de l'année effectuées entre juillet et décembre. 110 000 m<sup>2</sup> concernent des pré-commercialisations sur des actifs en développement. La qualité de ces actifs a permis d'attirer de nombreuses entreprises de renommée internationale, qui ont souhaité y implanter leurs sièges mondiaux ou régionaux. C'est le cas de Moncler (38 000 m<sup>2</sup>), SNAM (19 000 m<sup>2</sup>), L'Oréal (11 600 m<sup>2</sup>) ou LVMH (4 000 m<sup>2</sup>) sur Symbiosis et The Sign à Milan, de Samsung (10 500 m<sup>2</sup>), Roland Berger (3 900 m<sup>2</sup>) ou One Point (9 100 m<sup>2</sup>) à Paris et Bordeaux.

De plus, Covivio a renouvelé près de 104 000 m<sup>2</sup> en 2021, dont 45% en France, 45% en Italie, et 10% en Allemagne, avec une extension de la maturité de 3 ans en moyenne.

A périmètre constant, les loyers sont impactés par les libérations de 2020 et du début d'année 2021 alors que la remontée du taux d'occupation, à 92%, s'est opérée au second semestre.

**Hôtels : reprise de l'activité au second semestre**

Les revenus de l'activité Hôtels en Europe, qui étaient en baisse de -20% au premier semestre 2021 comparé au premier semestre 2020, ont rattrapé leur retard sur la seconde partie de l'année, bénéficiant de la reprise du marché amorcée à partir de mai 2021. Les revenus affichent ainsi une hausse de +27% à périmètre constant sur l'année, tirés par la progression de +146% sur les loyers variables (35% du patrimoine hôtelier principalement loué à AccorInvest) et par le fort rebond de +356% en mur et fonds (20% du patrimoine hôtelier). Enfin, les actifs en bail fixe (45% du patrimoine hôtelier) sont en baisse limitée de -1% à périmètre constant, en raison des franchises accordées en 2020 et 2021 en échange de prolongation des durées d'engagement. Le taux de collecte de loyers atteint 96% (85% y compris paiements différés et franchises accordées).

Début 2022, Covivio et InterContinental Hotels Group ont revu leurs accords sur le portefeuille de 12 hôtels situés dans des localisations prime au cœur des principales métropoles britanniques (Londres, Edimbourg, Glasgow, etc. ; 344 M€ part du groupe et 2% du patrimoine Covivio). Les parties ont signé un accord portant sur la conclusion d'avenants aux baux. Il prévoit notamment un réajustement du loyer minimum garanti et la mise en place d'un loyer variable indexé sur le chiffre d'affaires, ainsi que des tests de performance. Un nouveau bail devrait être signé fin mars. Cet accord permet de cibler un rendement sur ce portefeuille de l'ordre de 6% une fois passée la phase de reprise de l'activité.

### Forte croissance locative en résidentiel Allemagne

Le déficit d'offre de logements persistant en Allemagne (déficit accru de +40 000 logements en 2021), couplé à une stratégie active d'asset management, a tiré les loyers à la hausse en 2021, à +4,5% à périmètre constant. Les loyers ont progressé sur l'ensemble des zones géographiques : Berlin (+5,0%), Rhénanie du Nord Westphalie (+4,7%), Hambourg (+2,9%) et Dresde et Leipzig (+2,3%). La croissance des loyers résulte pour plus d'un tiers du programme de modernisation engagé sur le patrimoine, qui tend à rénover en moyenne 3% du parc chaque année. Un second tiers est tiré par l'indexation, les relocations comptant pour le tiers restant.

## Stratégie ESG : de nouvelles avancées dans tous les domaines

### La nouvelle trajectoire carbone validée par l'initiative SBT

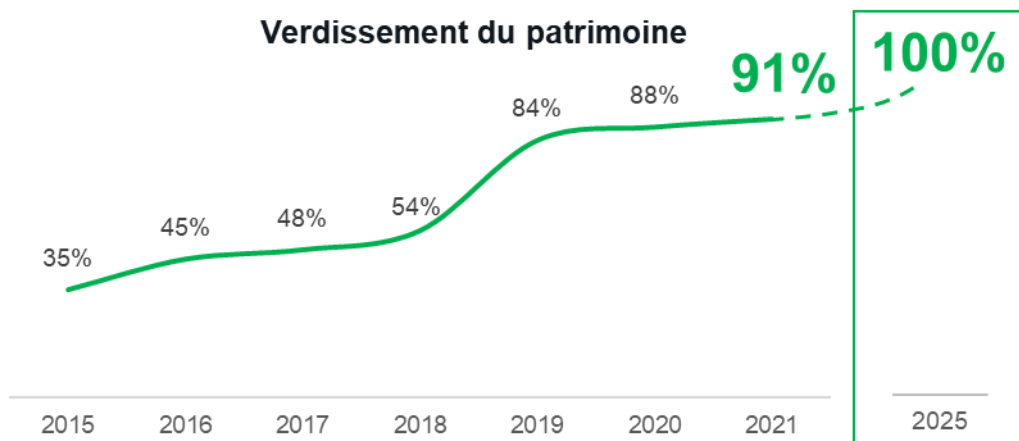
Covivio a annoncé en 2021 une nouvelle trajectoire carbone et a relevé ses ambitions pour atteindre 40% de réduction des émissions de gaz à effet de serre d'ici à 2030 (objectif précédemment fixé à -34%). Cet objectif, qui concerne l'ensemble des scopes 1, 2 et 3, couvre l'intégralité des activités en Europe et la totalité du cycle de vie des actifs : matériaux, construction, restructuration et exploitation. De surcroît, Covivio vise le Net Zero Carbon dès 2030 sur ses scopes 1 et 2.

Ces objectifs de réduction des émissions de gaz à effet de serre viennent d'être approuvés par l'initiative SBT et seront publiés sur leur site internet le 24 février.

Par ailleurs, le taux d'éligibilité moyen des activités de Covivio à la Taxonomie ressort à 94,5%<sup>3</sup> : 89% sur le chiffre d'affaires (l'activité de gestion d'hôtels détenus en murs et fonds n'est à ce jour pas couverte par les règles de la Taxonomie) et 100% sur les capex.

### 91% de patrimoine vert

Covivio a poursuivi sa dynamique en matière de verdissement : la part de patrimoine bénéficiant d'une certification HQE, BREAM, LEED ou équivalent, en opération et/ou en construction, atteint 91% (+3 points).



Cette stratégie de verdissement du patrimoine contribue activement à l'atteinte de la nouvelle trajectoire Carbone. Elle s'accompagne d'un engagement pour la construction bas-carbone à l'échelle européenne. Par exemple, à Lyon avec le projet Silex<sup>2</sup> livré mi-2021 et le choix d'une opération de redéveloppement, Covivio a pu économiser 17 500 tCO<sub>2</sub>e par rapport à une démolition/reconstruction. Le bâtiment émettra jusqu'à 30 tCO<sub>2</sub>e/an en moins au cours de sa phase d'exploitation, par rapport à un immeuble de bureaux rénové au niveau énergétique RT 2012. Autre exemple à Milan avec l'immeuble The Sign A, qui a obtenu la plus haute certification LEED délivrée en Europe en 2021 (LEED Platinum, 90/100) et devient le premier immeuble en Italie labélisé BiodiverCity.

<sup>3</sup> Chiffres part du Groupe. Taux d'éligibilité sur les données IFRS à 100% de 86% en chiffre d'affaires et 100% en capex

### L'utilisateur au centre de notre stratégie

Toujours plus proche de ses clients, Covivio mène régulièrement des enquêtes de satisfaction. Les résultats d'une étude réalisée par OpinionWay en France sur l'activité Bureaux font ressortir un taux de satisfaction de 86%<sup>4</sup> parmi les nouveaux clients et de 89% pour les locataires existants. Quant à l'activité Wellio, elle est plébiscitée par 96% des occupants qui se déclarent satisfaits ou très satisfaits, tant par la qualité de l'accompagnement des équipes de Covivio, que la qualité des espaces ou des services proposés. En parallèle, sur son activité résidentielle, Covivio a de nouveau reçu en 2021 le label de « Fairest landlord » en Allemagne par la revue Focus Money. Enfin, les hôtels du patrimoine bénéficient d'une très bonne appréciation sur Booking.com avec une note de 8,8/10 pour la localisation.

### Lancement de la Fondation Covivio

Suite à l'expression de sa Raison d'être « Construire du bien-être et des liens durables », Covivio a mis en place sa fondation d'entreprise en 2020 et choisi de concentrer ses actions sur deux piliers : la promotion de l'égalité des chances et la préservation de l'environnement. Pour sa première année de fonctionnement, la fondation a priorisé les associations et projets venant en aide aux populations les plus fragilisées par les effets de la crise sanitaire. Grâce au sourcing réalisé par les équipes Covivio en Europe et suite à la publication d'un appel à manifestation d'intérêt (AMI) en France, 12 projets ont pu bénéficier d'un soutien de la fondation, qui dispose d'un budget de 1,7 M€ sur 5 ans. En 2022, Covivio prévoit de lancer deux AMI en Allemagne et en Italie pour intensifier sa démarche et démultiplier ses actions.

### Renforcement de l'expertise du Conseil d'Administration

Le Conseil d'Administration proposera à l'Assemblée Générale du 21 avril 2022 la nomination de Daniela Schwarzer au poste d'administratrice indépendante.

Mme Schwarzer est la directrice générale des Fondations Open Society en Europe et en Asie, le plus grand donateur privé au monde pour les ONG et associations, œuvrant pour la défense des droits de l'homme, de la justice et de la démocratie. De 2016 à 2021, elle a dirigé le Conseil allemand des relations étrangères, dont elle est désormais membre non exécutif du conseil d'administration. Elle est également membre non exécutif du Conseil d'Administration de BNP Paribas. Elle est professeure honoraire de la Freie Universität Berlin, où elle enseigne l'intégration européenne et les affaires internationales.

En apportant son expérience et notamment sa connaissance fine de l'environnement économique et social allemand, elle participera à maintenir les meilleurs standards d'engagement, d'indépendance et de compétence du Conseil d'Administration.

### Nouvelle amélioration des notations ESG

Les performances et la pertinence de la politique RSE de Covivio ont une nouvelle fois été récompensées par les agences de notation. Le groupe a ainsi vu progresser ses notations auprès du GRESB (90/100), Sustainalytics (8,3) ou MSCI (AAA), faisant de Covivio l'un des leaders sur son secteur.

## Des résultats 2021 supérieurs aux objectifs

### Réduction de la LTV, à 39%

Le rythme élevé de cessions et la bonne performance des valeurs d'expertise ont permis de réduire de 2 points le ratio de LTV, à 39% à fin 2021. Le taux moyen de la dette diminue également, à 1,2% vs 1,3% fin 2020, et l'ICR s'améliore à 6,7x vs 6.1x à fin 2020.

Notée BBB+, perspective stable par S&P, Covivio affiche un bilan solide, avec une dette diversifiée et longue (5,4 ans de maturité). Le taux de couverture atteint 84% pour une maturité moyenne des instruments de couverture de 6,8 ans.

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<sup>4</sup> Moyenne des notes « satisfait » ou « très satisfait » attribuées sur les thèmes « Qualité de l'accompagnement par Covivio », « Vie dans l'immeuble » et « Réponses apportées »



### Progression des ANR de +6 à +10% sur un an

La progression des valeurs d'actifs, portée par le développement bureaux et le résidentiel en Allemagne, est à l'origine de la croissance de +7% de l'ANR EPRA NTA par action, à 106,4€ et 10,1 Md€. L'ANR de liquidation (EPRA NDV) s'élève à 9,3 Md€ et 97,8€ (+10%) et l'ANR de reconstitution (EPRA NRV) à 11,1 Md€ et 116,9€ par action (+6%).

### EPRA Earnings ajusté en croissance de +6,6%

L'EPRA Earnings ajusté s'élève à 410 M€, en croissance de +6,6% sur un an (4,35€ par action et +3,3% suite au paiement du dividende 2020 en actions). La baisse des revenus locatifs bureaux, liée à la rotation du patrimoine, a été plus que compensée par la croissance sur les hôtels et la performance en résidentiel allemand. Le résultat a également bénéficié de la bonne tenue des coûts de fonctionnement et la réduction du coût de l'endettement financier. En 2021, le résultat net de Covivio a atteint son plus haut niveau, à 924 M€.

### Proposition d'un dividende en numéraire de 3,75€ par action, en hausse de +4.2%

Covivio proposera au vote de l'Assemblée Générale du 21 avril prochain le paiement en numéraire d'un dividende de 3,75€ par action, en hausse de +4,2% par rapport à 2020, soit un taux de distribution de 86%. Le détachement du coupon aura lieu le 25 avril 2022 et le paiement le 27 avril 2022.

## Perspectives

Au cours de l'année 2022, Covivio entend poursuivre sa dynamique de croissance en s'appuyant sur trois axes principaux :

- **La poursuite du pipeline de développement**, qui porte principalement sur le redéveloppement d'actifs existants à Paris, Berlin et Milan. Situés dans des zones *prime* recherchées par les utilisateurs, ces immeubles recèlent également d'importants potentiels de réversion locative. Covivio vient d'ailleurs de pré-louer l'intégralité du projet Anjou, immeuble de 9 300 m<sup>2</sup> situé dans le QCA parisien, à un grand groupe de luxe français, 3 ans avant la livraison. Un accord préliminaire a également été signé pour 9 000 m<sup>2</sup> sur Stream Building, à Paris 17<sup>e</sup>, permettant au projet d'afficher un taux de pré-commercialisation de 100%.
- **Le travail d'asset management pour extraire les réserves de croissance locative** via la réversion locative en résidentiel allemand, la réduction de la vacance sur les actifs *manage to core* (16% du patrimoine bureaux) et l'intensification de l'offre de services en bureaux. A ce titre, de nouveaux accords locatifs ont été signés ces dernières semaines sur le prochain site Wellio à Milan QCA, amenant son taux de pré-commercialisation à 90% trois mois avant la livraison.
- **La reprise en hôtels**. Les perspectives de STR, MKG ou Tourism economics prévoient un retour des nuitées au niveau de 2019 d'ici à 2023-2024. Par rapport aux revenus de 2019, le potentiel de croissance pour le groupe s'élève à +54 M€.

Dans ce contexte, et en particulier l'hypothèse d'une reprise continue en hôtels, Covivio se donne pour objectif un Epra Earnings ajusté 2022 de l'ordre de 4,5€ par action.

## AGENDA

- ▶ Assemblée Générale : 21 avril 2022
- ▶ Activité du 1<sup>er</sup> trimestre 2022 : 21 avril 2022
- ▶ Détachement du dividende : 25 avril 2022
- ▶ Paiement du dividende : 27 avril 2022
- ▶ Résultats du 1<sup>er</sup> semestre 2022 : 21 juillet 2022

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## A PROPOS DE COVIVIO

Fort de son histoire partenariale, de ses expertises immobilières et de sa culture européenne, Covivio invente l'expérience utilisateur d'aujourd'hui et dessine la ville de demain.

Acteur immobilier de préférence à l'échelle européenne, Covivio se rapproche des utilisateurs finaux, capte leurs aspirations, conjugue travailler, voyager, habiter, et coinvente des espaces vivants.

Opérateur européen de référence avec 27 Md€ de patrimoine Covivio accompagne les entreprises, les marques hôtelières et les territoires dans leurs enjeux d'attractivité, de transformation et de performance responsable. Construire du bien-être et des liens durables telle est ainsi la Raison d'être de Covivio qui exprime son rôle en tant qu'opérateur immobilier responsable auprès de l'ensemble de ses parties prenantes : clients, actionnaires et partenaires financiers, équipes internes, collectivités, générations futures. Par ailleurs, son approche vivante de l'immobilier ouvre à ses équipes des perspectives de projets et de parcours passionnants.

Le titre Covivio est coté sur le compartiment A d'Euronext Paris (FR0000064578 - COV), ainsi que sur le marché MTA (Mercato Telematico Azionario) de la bourse de Milan, admis au SRD et rentre dans la composition des indices MSCI, SBF120, Euronext IEIF « SIIC France », CAC Mid100, dans les indices de référence des foncières européennes « EPRA » et « GPR 250 », EPRA BPRs Gold Awards (rapport financier et développement durable), CDP (A-), Green Star GRESB, ainsi que dans les indices éthiques ESG FTSE4 Good, DJSI World et Europe, Euronext Vigeo (World 120, Eurozone 120, Europe 120 et France 20), Euronext® CDP Environment France EW, Oekom, Ethibel et Gaïa.

### Notations sollicitées :

Volet financier : BBB+ / perspective Stable par Standard and Poor's

Volet extra-financier : A1+ par Vigeo-Eiris



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# 1. BUSINESS ANALYSIS

## Changes in scope:

Two changes occurred between 2020 and 2021, with impact on Covivio's percentage of ownership of its subsidiaries:

- ▶ Covivio's stake in its hotel subsidiary, Covivio Hotels, increased following the asset contribution from Covivio to Covivio Hotels, from 43.5% at year-end-2020 to 43.8% at year-end-2021.
- ▶ Covivio shared its flagship Alexanderplatz mixed-use project in Berlin which detention rate went from 100% to 55% now.

## A. REVENUES: €604 MILLION IN 2021

(€ million)	100%			Group share				% of revenue
	2020	2021	Change (%)	2020	2021	Change (%)	Change (%) LfL <sup>1</sup>	
<b>France Offices</b>	<b>237.3</b>	<b>218.7</b>	<b>-7.8%</b>	<b>207.1</b>	<b>189.5</b>	<b>-8.5%</b>	<b>-2.8%</b>	<b>31%</b>
Paris	87.8	80.9	-7.8%	82.3	76.3	-7.2%	-2.3%	13%
Greater Paris (excl. Paris)	103.8	100.8	-2.8%	85.4	83.2	-2.5%	-5.8%	14%
Major regional cities	35.9	30.7	-14.4%	29.6	23.7	-19.9%	+2.9%	4%
Other French Regions	9.8	6.3	-36.4%	9.8	6.3	-36.4%	-20.6%	1%
<b>Italy Offices</b>	<b>166.6</b>	<b>152.3</b>	<b>-8.6%</b>	<b>126.8</b>	<b>115.5</b>	<b>-8.9%</b>	<b>-0.2%</b>	<b>19%</b>
Offices - excl. Telecom Italia	85.4	77.1	-9.7%	85.4	77.2	-9.6%	-0.6%	13%
Offices - Telecom Italia	81.2	75.2	-7.4%	41.4	38.3	-7.4%	+0.6%	6%
<b>German Offices</b>	<b>60.3</b>	<b>51.3</b>	<b>-14.9%</b>	<b>49.3</b>	<b>44.8</b>	<b>-8.9%</b>	<b>+0.6%</b>	<b>7%</b>
Berlin	10.2	10.0	-2.2%	7.2	6.9	-3.7%	+0.2%	1%
Other cities	50.1	41.4	-17.5%	42.1	37.9	-9.8%	+63.8%	6%
<b>German Residential</b>	<b>245.6</b>	<b>260.2</b>	<b>+6.0%</b>	<b>157.7</b>	<b>168.4</b>	<b>+6.8%</b>	<b>+4.5%</b>	<b>28%</b>
Berlin	118.5	127.2	+7.3%	76.7	83.4	+8.8%	+5.0%	14%
Dresden & Leipzig	24.6	22.9	-6.8%	15.7	14.8	-5.9%	+2.3%	2%
Hamburg	16.3	17.1	+4.9%	10.7	11.2	+5.2%	+2.9%	2%
North Rhine-Westphalia	86.2	93.0	+7.9%	54.6	59.0	+8.0%	+4.7%	10%
<b>Hotels in Europe</b>	<b>147.2</b>	<b>197.3</b>	<b>+34.0%</b>	<b>57.6</b>	<b>80.4</b>	<b>+39.6%</b>	<b>+27.5%</b>	<b>13%</b>
<b>Hotels - Lease Properties</b>	<b>139.3</b>	<b>175.4</b>	<b>+25.9%</b>	<b>54.3</b>	<b>71.0</b>	<b>+30.8%</b>	<b>+18.2%</b>	<b>12%</b>
France	50.9	58.1	+14.1%	16.1	19.8	+23.2%	+25.9%	3%
Germany	30.7	29.5	-3.9%	13.1	12.7	-2.9%	-0.5%	2%
UK	0.0	12.0	n.a.	0.0	5.2	n.a.	n/a	1%
Spain	29.6	29.1	-1.8%	12.9	12.7	-1.0%	-2.4%	2%
Belgium	8.9	10.2	+14.1%	3.9	4.5	+15.0%	+11.3%	1%
Others	19.2	36.6	+90.6%	8.3	16.0	+92.0%	+0.5%	3%
<b>Hotels - Operating Properties (EBITDA)</b>	<b>7.9</b>	<b>21.9</b>	<b>+176.4%</b>	<b>3.3</b>	<b>9.4</b>	<b>+185.2%</b>	<b>+356.0%</b>	<b>2%</b>
<b>Total strategic activities</b>	<b>857.0</b>	<b>879.8</b>	<b>+2.7%</b>	<b>598.5</b>	<b>598.7</b>	<b>+0.0%</b>	<b>+3.2%</b>	<b>99%</b>
<b>Non-strategic</b>	<b>17.7</b>	<b>8.4</b>	<b>-52.7%</b>	<b>11.0</b>	<b>5.3</b>	<b>-51.8%</b>	<b>-35.7%</b>	<b>1%</b>
Retail Italy	5.4	2.9	-47.3%	5.4	2.9	-47.3%	n.a.	0%
Retail France	11.9	5.5	-54.0%	5.2	2.4	-53.5%	-35.7%	0%
Other (France Residential)	0.4	0.0	-91.7%	0.4	0.0	-91.7%	n.a.	0%
<b>Total revenues</b>	<b>874.7</b>	<b>888.2</b>	<b>+1.5%</b>	<b>609.5</b>	<b>604.0</b>	<b>-0.9%</b>	<b>+3.0%</b>	<b>100%</b>

<sup>1</sup> LfL : Like-for-Like

Group share revenues stand at €604 million vs €609 million in 2020 under the following effects:

- ▶ **The revenues of strategic activities increase by +3.2% (+€16.1 million) on like-for-like basis due to :**
  - **Hotels activity**, the like-for-like revenues increased by 27.5% (+€14.5 million) due to the start of recovery in H2 2021 with a like-for-like evolution of +356% on the operating properties EBITDA and +146% on variable rents;
  - German Residential +4.5%, driven by strong rental reversion;
  - Office portfolio -1.7% on like-for-like with mainly increase in vacancy in 2020 in France.
- ▶ **Deliveries of new assets** (+€20.6 million), mainly in France with five deliveries in 2021 (+€14.7 million) in major regional cities and in the 1st ring, and in Milan with two buildings (+€5.8 million).
- ▶ **Acquisitions** (+€16.2 million) especially in Hotels (+€7.8 million), and German residential (+4.3 million) German Offices (+€4.0 million) through Godewind.

- ▶ **Asset disposals:** (-€41.4 million), especially:
  - In France Offices (-€16.7 million), in 2020 and 2021 of mature assets in Western Crescent and French regions;
  - In Italy (-€15.4 million) non-core and mature assets;
  - In German Residential (-€3.8 million) mainly involving a portfolio of mature assets in Berlin and Leipzig in 2020 as well as some privatisations in Berlin;
  - In Hotels (-€0.6 million);
  - Non-strategic assets (-€4.9 million) mainly retail in Italy and France.
- ▶ **Vacating for redevelopment** (-€12.8 million), mainly in Paris and Milan CBDs.
- ▶ Other effects (-€4.3 million), mainly from We Work indemnity accounted for in 2020.

## B. LEASE EXPIRIES AND OCCUPANCY RATES

### 1. Annualized lease expires: 7.0 years average lease term

#### Average lease duration by activity

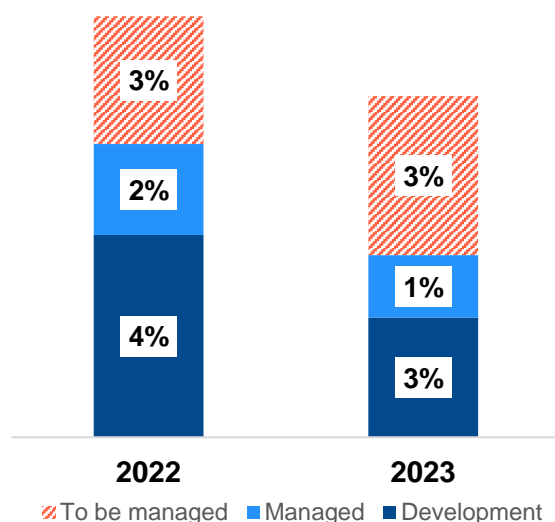
(Years)	By lease end date (1st break)		By lease end date	
	2020	2021	2020	2021
<b>Group share</b>				
France Offices	4.6	4.6	5.5	5.5
Italy Offices	7.4	7.1	7.9	7.5
Germany Offices	4.9	4.4	5.8	5.2
Hotels in Europe	14.2	13.3	15.7	14.6
<b>Total strategic activities</b>	<b>7.3</b>	<b>7.0</b>	<b>8.2</b>	<b>7.8</b>
Non-strategic	7.4	8.9	7.7	9.4
<b>Total</b>	<b>7.3</b>	<b>7.0</b>	<b>8.2</b>	<b>7.8</b>

The average firm residual duration of leases stays stable at 7.0 years at end December 2021.



## Lease expiries schedule

(€ million ; Group share)	By lease end date (1st break)	% of total	By lease end date	% of total
2022	66	9%	56	8%
2023	51	7%	29	4%
2024	25	4%	19	3%
2025	51	7%	34	5%
2026	15	2%	16	2%
2027	34	5%	27	4%
2028	37	5%	36	5%
2029	10	1%	30	4%
2030	74	11%	84	12%
2031	20	3%	31	4%
Beyond	113	16%	134	19%
<b>Total Offices and Hotels leases</b>	<b>495</b>	<b>71%</b>	<b>495</b>	<b>71%</b>
German Residential	174	25%	174	25%
Hotel operating properties	31	4%	31	4%
<b>Total</b>	<b>701</b>	<b>100%</b>	<b>701</b>	<b>100%</b>



Out of the €66 million of lease expiries scheduled for 2022, representing 9% of Covivio annualized revenues:

- ▶ 4.1% relate to assets to be redeveloped after the tenant departure, including 3 mature assets in Paris CBD occupied by Orange.
- ▶ 2.4% relate to tenants with no intent to vacate the property.
- ▶ 2.7% to be managed of which:
  - 2% relate to core assets, mostly located in Paris CBDs, and fully accessible in public transports;
  - 0.7% relate to Manage-to-core Assets, located in major European cities.

In 2023, the €51 million of lease expiries representing 7% of Covivio annualized revenues are mainly split as follow:

- ▶ 3.8% is already managed due to assets that will be vacated for redevelopment (2.5%), mostly located in Paris CBD or to break option that will not be exercised and disposal (1.3%).
- ▶ 3.2% to be managed in France (61%), Italy (11%) and Germany (28%), of which:
  - 2.1% related to assets well located in Paris, Lyon, Milan, and Berlin CBDs, and with good accessibility in public transports;
  - 1.1% relate to Manage-to-core Assets, mainly located in the Western Crescent, La Défense and other major European cities.

## 2. Occupancy rate: 95%

(%)	Occupancy rate	
Group share	2020	2021
France Offices	93.1%	93.2%
Italy Offices	96.8%	96.6%
German Offices	76.7%	78.8%
German Residential	98.7%	99.1%
Hotels in Europe	100.0%	100.0%
<b>Total strategic activities</b>	<b>94.7%</b>	<b>95.0%</b>
Non-strategic	99.4%	100.0%
<b>Total</b>	<b>94.8%</b>	<b>95.0%</b>

The occupancy rate is slightly increasing to 95.0% for strategic activities.

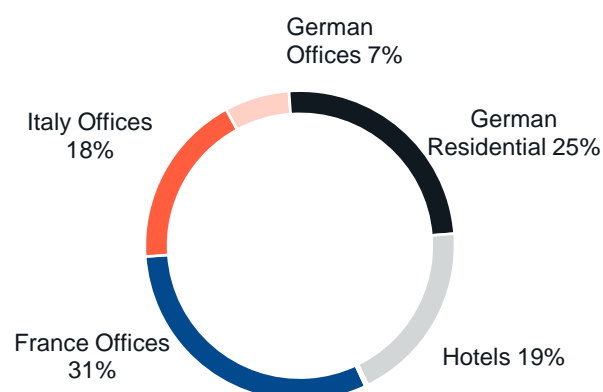
## C. BREAKDOWN OF ANNUALIZED REVENUES

### By major tenants

(€ million, Group share)	Annualized revenues <sup>1</sup>	
	2021	%
Telecom Italia	35	5%
Orange	34	5%
Accor	34	5%
Suez	21	3%
IHG	19	3%
NH	19	3%
B&B	14	2%
Tecnimont	14	2%
Dassault	13	2%
Thalès	12	2%
Vinci	10	1%
Natixis	8	1%
EDF / Enedis	6	1%
Fastweb	6	1%
Eiffage	6	1%
Creval	6	1%
Cisco	5	1%
Intesa San Paolo	5	1%
Hotels lease properties	21	3%
Other tenants <€5M	240	34%
German Residential	174	25%
<b>Total</b>	<b>701</b>	<b>100%</b>

<sup>1</sup> : The hotels annualized revenues are based on the 2021 fixed revenues and 2019 variable revenues

### By activity



Covivio can rely on a strong tenant base, with around 90% of large corporates in offices, resilient revenue base in German residential and partnerships with major hotel operators in Hotels.

## D. COST TO REVENUE RATIO BY BUSINESS

(€ million, Group share)	France Offices	Italy Offices (incl. retail)	Germany Offices	German Residential	Hotels in Europe (incl. retail)	Other (Mainly France Residential)	Total	
	2021	2021	2021	2021	2021	2021	2020	2021
Rental Income	189.5	118.4	37.9	175.4	73.4	0.0	606.2	594.6
Unrecovered property operating costs	-12.3	-13.2	-6.6	-1.5	-0.9	-0.1	-30.3	-34.7
Expenses on properties	-2.9	-6.1	-1.4	-13.0	-0.4	0.1	-21.5	-23.7
Net losses on unrecoverable receivable	0.4	1.9	-0.4	-2.0	-5.6	0.1	-15.4	-5.5
<b>Net rental income</b>	<b>174.8</b>	<b>101.0</b>	<b>29.5</b>	<b>158.8</b>	<b>66.6</b>	<b>0.1</b>	<b>539.0</b>	<b>530.7</b>
<b>Cost to revenue ratio</b>	<b>7.8%</b>	<b>14.6%</b>	<b>22.2%</b>	<b>9.4%</b>	<b>9.3%</b>	<b>n.a</b>	<b>11.1%</b>	<b>10.7%</b>

## E. RESERVES FOR UNPAID RENT

**Collection rate:** 96% for hotels excluding rent free and deferred payment.

**Provisions:** At December-2021, a €5.5 million provision has been accounted for and is focused on hotels.

## F. DISPOSALS: €901M OF NEW AGREEMENTS IN 2021 WITH 3.7 % MARGIN

(€ million)		Disposals (agreements as of end of 2020 closed)	Agreements as of end of 2020 to close	New disposals FY 2021	New agreements FY 2021	Total FY 2021	Margin vs 2020 value	Yield	Total Realized Disposals
		1		2	3	= 2 + 3			= 1 + 2
France Offices	100 %	295	22	106	599	705	2.8%	4.2%	401
	Group share	251	22	106	350	456	2.8%	4.2%	357
Italy Offices	100 %	32	-	234	52	286	2.3%	6.9%	265
	Group share	26	-	145	51	196	1.8%	6.8%	171
Germany Offices	100 %	-	-	-	-	-	0.0%	n.a.	0
	Group share	-	-	61	-	61	0.0%	n.a.	61
Germany Residential	100%	14	-	104	22	126	26.0%	2.8%	118
	Group share	9	-	68	14	82	26.0%	2.5%	77
Hotels in Europe	100 %	13	19	-	134	134	21.1%	4.9%	13
	Group share	6	8	-	31	31	22.7%	4.8%	6
Non-strategic	100 %	21	1	57	41	98	-6.1%	9.4%	78
	Group share	10	1	35	39	74	-7.7%	10.9%	45
<b>Total</b>	<b>100 %</b>	<b>375</b>	<b>42</b>	<b>500</b>	<b>847</b>	<b>1,348</b>	<b>5.4%</b>	<b>5.2%</b>	<b>875</b>
	<b>Group share</b>	<b>302</b>	<b>31</b>	<b>415</b>	<b>485</b>	<b>901</b>	<b>3.7%</b>	<b>5.5%</b>	<b>717</b>

New disposals and agreements were signed for €901 million Group share (€1,348 million at 100%) with 3.7% average margin on last appraisal values. Covivio maintained its strategy of mature offices' disposals on which the value creation potential is fully extracted, together with disposal of non-core assets. In details, the disposals agreements include:

- ▶ **Mature assets and sharing of development project:** €651 million Group share (€944 million in 100%):
  - Core Mature offices €460 million Group share with a 4.1% margin on average, in Milan (6 assets), Paris, Paris inner ring and Lyon;
  - Some privatizations and bloc sales in German residential: €82 million Group share, generating a 26.0% margin on average compared to last year market value;
  - Alexanderplatz: €61 million (share of development project);
  - Other Italian disposal agreements for €48 million.
- ▶ **Non-core assets:** €145 million Group share (€172 million at 100%) in secondary French and Italian locations, and disposals of Telecom Italia assets;
- ▶ **Hotels:** €31 million Group share (€134 million at 100%) with +23% margin;
- ▶ **Non-strategic assets:** €74 million Group share (€98 million at 100%), mainly retail stores in Italy and in France (Jardiland and Courtepaille).

## G. INVESTMENTS: €607M REALIZED IN 2021 GROUP SHARE

€607million Group share (€825 million at 100%) of investments were realized in 2021:

- ▶ Reinforcement in **German residential** with €208 million Group share (€262 million at 100%) acquisitions:
  - 4 portfolios in Berlin, totaling 1071 units on 32 assets at a 3.3% yield. Most of the assets are divided in condominium and offer a high growth potential, both on price (acquisition price of c.€3,400 per sqm, while the median condominium price in Berlin is €5,220/m<sup>2</sup>) and rent (reversion potential of +24% vs Federal rental brake and +55% vs average market rate); and
  - Buyback shares of some minority stake in German residential portfolios.
- ▶ Capex in the **development pipeline** total €279 million Group share (€390 million at 100%), mostly related to:
  - Development projects in France, mainly in Paris (€164 million Group share);
  - Development projects in Milan (€53 million Group share);
  - Development projects including land (€54 million Group share), mainly in Berlin, to fuel future Residential and Office developments.
- ▶ €120 million Group share (€173 million at 100%) **works on the operating portfolio** were realized including €56 million (€87 million at 100%) of Capex in German Residential (see next pages for more details on German residential Capex).

## H. DEVELOPMENT PROJECTS:

- 1- Deliveries
- 2- Committed Office Pipeline
- 3- Committed Residential Pipeline – Germany
- 4- Build-to-sell pipeline – Germany and France
- 5- Managed Pipeline

### 1. Deliveries: 112,200 m<sup>2</sup> of offices delivered in 2021

Seven projects were delivered in 2021 totaling 112,200 m<sup>2</sup> of office spaces in France and Italy with an average occupancy rate of 96%. These were:

- ▶ **Flow** in Montrouge (23,500 m<sup>2</sup>), 100% let to Edvance (EDF Group);
- ▶ **Gobelins** in Paris (4,400 m<sup>2</sup>), 100% let to Expertise France;
- ▶ **Two buildings** in Montpellier (18,000 m<sup>2</sup>), one fully let to Orange and the other one, also a 100% let building with services;
- ▶ **Silex 2** in Lyon (30,900 m<sup>2</sup>), 91% let mainly to Solvay;
- ▶ **The Sign B+C** in Milan (16,900 m<sup>2</sup>), 100% let mainly to NTT Data;
- ▶ **Symbiosis D** in Milan (18,500 m<sup>2</sup>), 100% let on the office part to LVMH and Boehringer.

The gross yield on costs achieved upon delivery of these projects is about 6.5% at full occupancy.

### 2. Committed Office Pipeline: €1.8 BN Group share pre-let at 47%

Covivio has a pipeline of office buildings in France, Germany, and Italy:

Committed projects	Surface <sup>1</sup> (m <sup>2</sup> )	Total Budget <sup>2</sup> (€m, 100%)	Total Budget <sup>2</sup> (€m, Group share)	Pre-let (%)	Target yield <sup>3</sup> (%)
France offices	142,000	1,360	1,090	54%	4.6%
Italy offices	77,100	420	420	67%	5.9%
Germany Offices	67,500	562	317	0%	5.1%
<b>Total offices</b>	<b>286,250</b>	<b>2,342</b>	<b>1,827</b>	<b>47%</b>	<b>5.0%</b>

<sup>1</sup> Surface at 100%, <sup>2</sup> Including land and financial costs, <sup>3</sup> Gross yield on total rents including car parks, restaurants, etc

- ▶ Nine projects were committed in 2021 : Paris Anjou (100% pre-let), Paris Madrid St-Lazare (100% pre-let), Bordeaux Jardin de l'Ars (51% pre-let), Lyon Sévigné, Milan Corso Italia, Milan The Sign D (92% pre-let), Milan Symbiosis G+H (100% pre-let), Berlin Loft and Berlin Alexanderplatz.
- ▶ The current pipeline is composed of 16 projects representing 286,250 m<sup>2</sup>, a total cost of €1.8 billion Group Share (€2.3 million at 100%) with currently an average occupancy rate of 47% and a 5.0% target yield on costs.

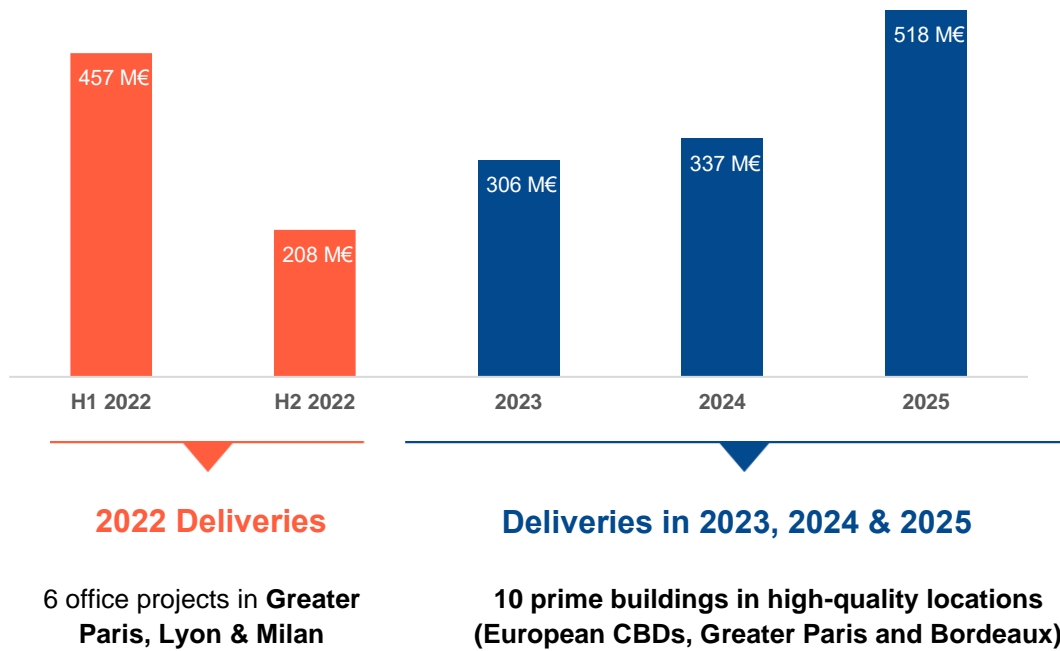
**For detailed figures on the committed projects, see next pages of this document.**



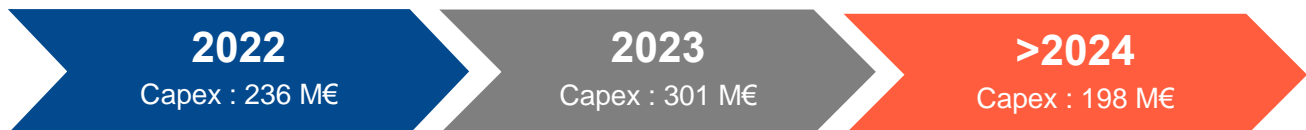
**Pipeline at end-2021:**



€x m Cost in Group share  
■ Delivery schedule



Capex still to be spent on the development pipeline at end-2021 : **€735m**



Committed projects	Location	Project	Surface <sup>1</sup> (m <sup>2</sup> )	Delivery	Target rent (€/m <sup>2</sup> /year)	Pre-leased (%)	Total Budget <sup>2</sup> (M€, 100%)	Total Budget <sup>2</sup> (M€, Group share)	Target Yield <sup>3</sup>
Jean Goujon	Paris	Regeneration	8,600 m <sup>2</sup>	2022	930	58%	196	196	4.0%
N2 Batignolles (50% share)	Paris	Construction	15,600 m <sup>2</sup>	2022	575	26%	168	84	4.2%
So Pop (50% share)	Paris	Regeneration	31,300 m <sup>2</sup>	2022	400	33%	230	114	5.7%
Alis	Levallois	Regeneration	19,800 m <sup>2</sup>	2022	500	0%	208	208	4.8%
Sévigné	Lyon	Regeneration	4,200 m <sup>2</sup>	2022	240	10%	17	17	5.4%
<b>To be delivered in 2022</b>			<b>79,500 m<sup>2</sup></b>			<b>27%</b>	<b>818</b>	<b>618</b>	<b>4.6%</b>
DS Campus Ext. (50% share)	Vélizy	Construction	27,500 m <sup>2</sup>	2023	325	100%	141	71	7.2%
Madrid - St Lazare	Paris	Regeneration	5,850 m <sup>2</sup>	2023	800	100%	101	101	3.8%
Jardins de l'Ars	Bordeaux	Construction	19,200 m <sup>2</sup>	2024	220	51%	72	72	6.1%
Anjou	Paris	Regeneration	9,300 m <sup>2</sup>	2025	890	100%	227	227	3.5%
<b>To be delivered in 2023 and beyond</b>			<b>61,850 m<sup>2</sup></b>			<b>90%</b>	<b>542</b>	<b>472</b>	<b>4.5%</b>
<b>Total France Offices</b>			<b>141,350 m<sup>2</sup></b>			<b>54%</b>	<b>1,360</b>	<b>1,090</b>	<b>4.6%</b>
Duomo	Milan	Regeneration	4,500 m <sup>2</sup>	2022	480	100%	47	47	4.6%
<b>To be delivered in 2022</b>			<b>4,500 m<sup>2</sup></b>			<b>100%</b>	<b>47</b>	<b>47</b>	<b>4.6%</b>
Corso Italia	Milan	Regeneration	11,600 m <sup>2</sup>	2023	500	0%	109	109	5.0%
The Sign D	Milan	Construction	13,200 m <sup>2</sup>	2024	300	92%	64	64	6.5%
Vitae	Milan	Construction	10,000 m <sup>2</sup>	2024	315	18%	42	42	6.5%
Symbiosis G+H	Milan	Construction	38,000 m <sup>2</sup>	2024	319	100%	159	159	6.5%
<b>To be delivered in 2023 and beyond</b>			<b>72,800 m<sup>2</sup></b>			<b>64%</b>	<b>373</b>	<b>373</b>	<b>6.0%</b>
<b>Total Italy Offices</b>			<b>77,300 m<sup>2</sup></b>			<b>67%</b>	<b>420</b>	<b>420</b>	<b>5.9%</b>
Loft (65% share)	Berlin	Regeneration	7,600 m <sup>2</sup>	2023	280	0%	40	26	5.3%
Alexanderplatz (55% share)	Berlin	Construction	60,000 m <sup>2</sup>	2025	449	0%	522	291	5.1%
<b>To be delivered in 2023 and beyond</b>			<b>67,600 m<sup>2</sup></b>			<b>0%</b>	<b>562</b>	<b>317</b>	<b>5.1%</b>
<b>Total Germany Offices</b>			<b>67,600 m<sup>2</sup></b>			<b>0%</b>	<b>562</b>	<b>317</b>	<b>5.1%</b>
<b>Total committed pipeline</b>			<b>286,250 m<sup>2</sup></b>			<b>47%</b>	<b>2,342</b>	<b>1,827</b>	<b>5.0%</b>

<sup>1</sup> Surface at 100%

<sup>2</sup> Including land and financial costs

<sup>3</sup> Yield on total rents

### 3. Committed Residential Pipeline – Germany

- ▶ Two projects were delivered in Berlin in 2021 for a total budget of €11 million (€17 million at 100%) generating a €6 million value creation with an average yield on cost 5.9%.
- ▶ Five residential projects build-to-let were committed, mainly located in Berlin, totaling 133 residential units and for a total cost of €22 million Group share.
- ▶ At end of 2021, the pipeline is composed of 13 projects, mainly located in Berlin, totaling 419 residential units and a total cost of €76 million Group share with a value creation target of 18%. €42 million Group share remains to be spent.

Committed projects	Units	Total Budget <sup>1</sup> (€M, 100%)	Total Budget <sup>1</sup> (€M, Group share)	Target Yield
Berlin - Müllerstraße NB	57	18	12	5.0%
Berlin - PrenzlauerPromenadeL	113	32	21	4.3%
<b>To be delivered in 2022</b>	<b>170</b>	<b>50</b>	<b>33</b>	<b>4.6%</b>
<b>To be delivered in 2023 and beyond (11 projects)</b>	<b>249</b>	<b>66</b>	<b>43</b>	<b>4.6%</b>
<b>Total Germany Residential (Build to let)</b>	<b>419</b>	<b>116</b>	<b>76</b>	<b>4.6%</b>

<sup>1</sup> Including land and financial costs

### 4. Build-to-sell pipeline

#### Germany

- ▶ Two projects were delivered and sold in 2021 for a total budget of €17 million (€25 million at 100%), generating a €8 million promotion margin.
- ▶ One residential project build-to-sell was committed in Berlin totaling 92 residential units and for a total cost of €14 million Group share.
- ▶ At end of 2021, the pipeline is composed of five projects all located in Berlin, totaling 534 residential units and a total cost of €114 million Group share with a target promotion margin of 26%.

Committed projects	Units	Total Budget <sup>1</sup> (€M, 100%)	Total Budget <sup>1</sup> (€M, Group share)	Pre-sold rate (%)
Berlin - Biesdorf NB	106	36	24	66 %
Berlin - PrenzlauerPromenadeS	165	45	29	30 %
<b>To be sold in 2022</b>	<b>271</b>	<b>81</b>	<b>53</b>	<b>46 %</b>
Berlin - Großbeerenstraße	73	12	8	-
Berlin - Markelstraße	92	21	14	-
Berlin - Iceland Sales	98	60	40	-
<b>To be sold in 2023 and beyond</b>	<b>263</b>	<b>93</b>	<b>61</b>	<b>-</b>
<b>Total Germany Residential</b>	<b>534</b>	<b>174</b>	<b>114</b>	<b>22 %</b>

## France

- ▶ The current pipeline is composed of 8 projects located mainly in the Greater Paris and Bordeaux, representing 88,500 m<sup>2</sup>, a total cost of €247 million Group Share, with a target margin above 10%.

Committed projects	Units	Total Budget <sup>1</sup> (€M, 100%)	Total Budget <sup>1</sup> (€M, Group share)	Pre-sold rate (%)
Le Raincy	97	20	20	100 %
Meudon Observatoire	26	12	12	100 %
Saint-Germain-lès-Corbeil	83	13	13	100 %
<b>To be sold in 2022</b>	<b>206</b>	<b>45</b>	<b>45</b>	<b>100 %</b>
Chartres Sully	110	15	15	64 %
Bordeaux Lac Tr1	199	39	39	90 %
Bordeaux Lac Tr2	405	55	55	0 %
Bordeaux Lac Tr3	122	26	26	0%
Saint-Germain-en-Laye	24	12	12	90 %
Fontenay-sous-Bois Tr1	248	64	32	73 %
Bobigny CT	158	34	23	90 %
<b>To be sold in 2023 and beyond</b>	<b>1,266</b>	<b>245</b>	<b>202</b>	<b>49%</b>
<b>Total French Residential</b>	<b>1,472</b>	<b>290</b>	<b>247</b>	<b>59%</b>

<sup>1</sup> Including land and financial costs

## 5. Managed Pipeline

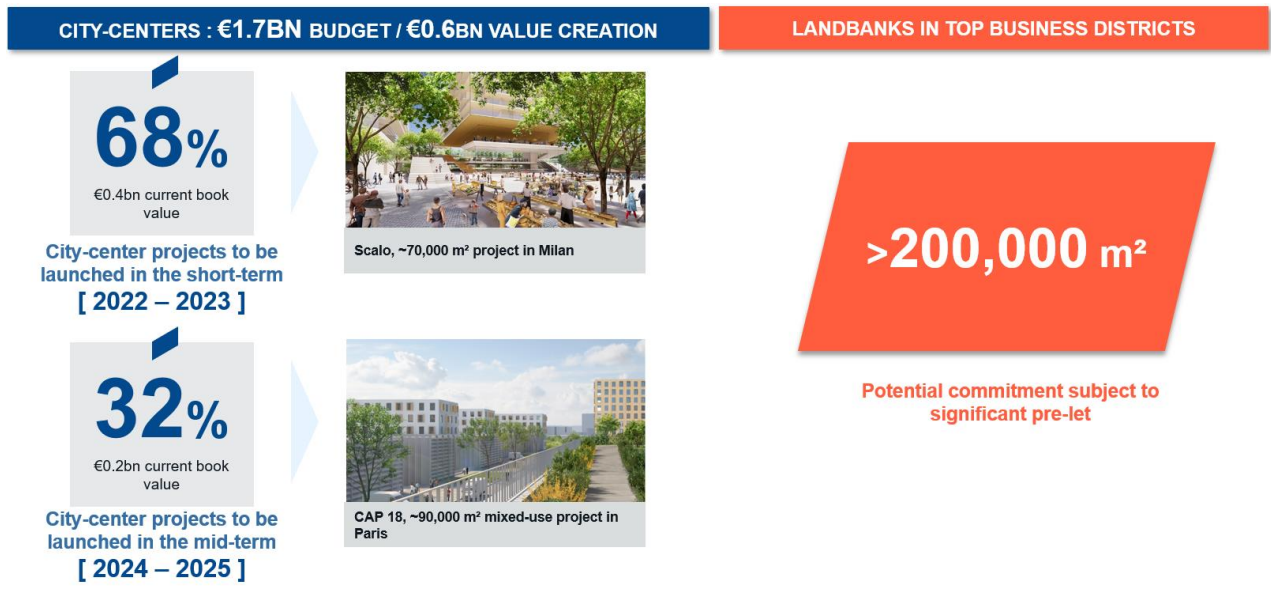
### Offices to be committed in 2022:

- ▶ Covivio will launch 3 projects with an estimated total cost including land at €330 million, of which €150 million of remaining CAPEX to spend. Two of those projects are located in European CBDs (Paris & Berlin), and the other is a dedicated development for a Covivio's historical tenant.
- ▶ In 2023-2024, Covivio plans to launch additional projects for an estimated total cost of ~€740 million.

### Landbanks:

In the long-term, Covivio also owns more than 350,000 m<sup>2</sup> of landbanks that could welcome new development projects:

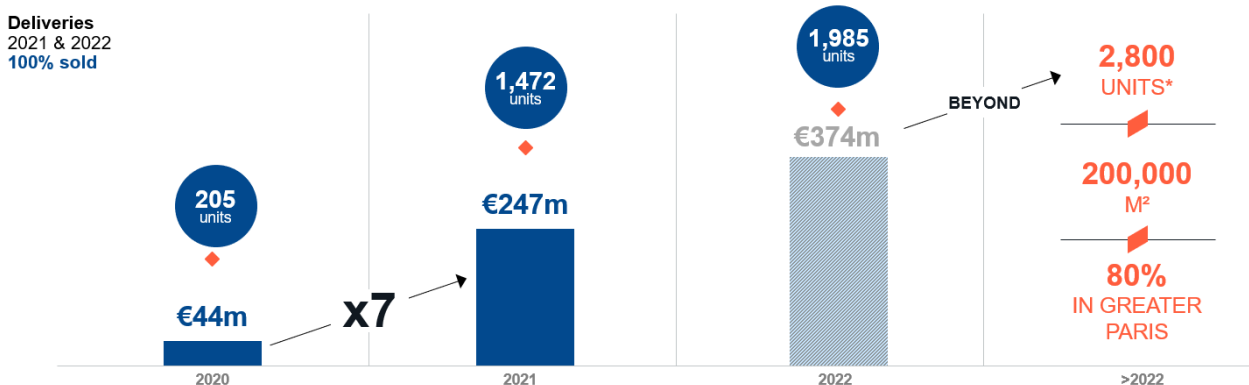
- in Greater Paris (70,000 m<sup>2</sup>) and Major French Cities (110,000 m<sup>2</sup>) mainly for turnkey developments;
- in Milan with Symbiosis (20,000 m<sup>2</sup>) and Porta Romana (70,000 m<sup>2</sup>);
- in Germany with the potential for a second tower of 70,000 m<sup>2</sup> in Alexanderplatz in Berlin;
- And more than 50,000 m<sup>2</sup> in Berlin, Leipzig and Dresden.



**French residential managed projects:**

- ▶ Since 2017 Covivio has been constantly looking for opportunities to transform its secondary location offices into residential. To date 71,000 m<sup>2</sup>, corresponding to 1,040 flats, are to be committed as from 2022.
- ▶ In addition, approximately 200,000 m<sup>2</sup> are under study with the will to progressively be launched after 2022. This pipeline amounts to 2,800 flats, 80% of which being in Greater Paris while the remainder is located in major regional cities.

**€247m / 100,000 m<sup>2</sup> pipeline in France at end 2021**



**Total of 5,000 units to be developed over the next ~7 years  
Ramp-up of development margin to reach ~€10-15M per year from 2022 until ~2028**

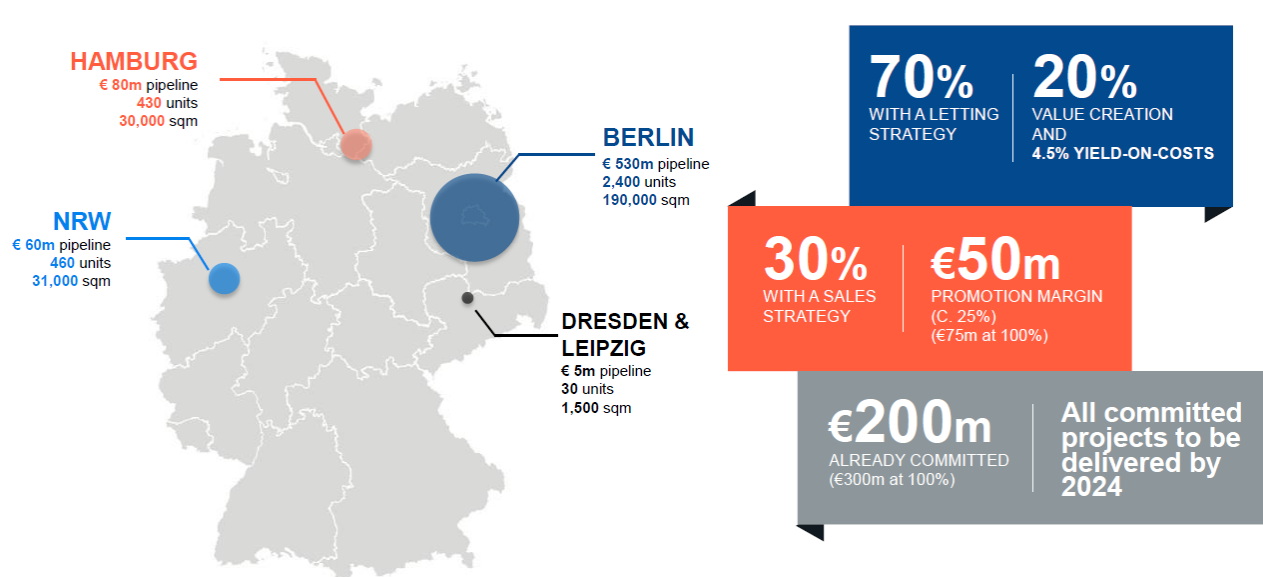
\* Including 1,200 units from mixed-use projects



## Germany residential managed projects:

Covivio continues to strengthen its medium-term pipeline thanks to existing landbanks and acquisition of new lands:

- ▶ ~130,000 m<sup>2</sup> of residential area with a letting strategy, in order to generate high reversion and increase values. It will be gradually launch from 2022 represent a total cost of ~€520 million (€340 million Group share);
- ▶ ~40,000 m<sup>2</sup> of residential area with a sales strategy, in order to generate more promotion margins. It represents a total cost of ~€170 million (€111 million Group share).



## I. PORTFOLIO

Portfolio value: **+3.8% like-for-like growth**

(€ million, Excluding Duties)	Value 2020 Group Share	Value 2021 100%	Value 2021 Group share	LfL <sup>1</sup> 12 months change	Yield <sup>2</sup> 2020	Yield <sup>2</sup> 2021	% of portfolio
France Offices	5,933	7,236	5,880	+1.6%	4.8%	4.6%	33%
Italy Offices	2,719	3,244	2,653	+0.2%	5.2%	5.3%	15%
German Offices	1,541	1,772	1,515	-1.0%	3.4%	3.4%	9%
Residential Germany	4,257	7,730	5,010	+13.7%	3.7%	3.5%	28%
Hotels in Europe	2,532	6,584	2,578	-0.3%	5.5%	5.3%	15%
<b>Total strategic activities</b>	<b>16,982</b>	<b>26,566</b>	<b>17,636</b>	<b>+3.9%</b>	<b>4.4%</b>	<b>4.4%</b>	<b>100%</b>
Non-strategic	123	102	68	-9.3%	9.4%	7.1%	0%
<b>Total</b>	<b>17,104</b>	<b>26,669</b>	<b>17,703</b>	<b>+3.8%</b>	<b>4.5%</b>	<b>4.4%</b>	<b>100%</b>

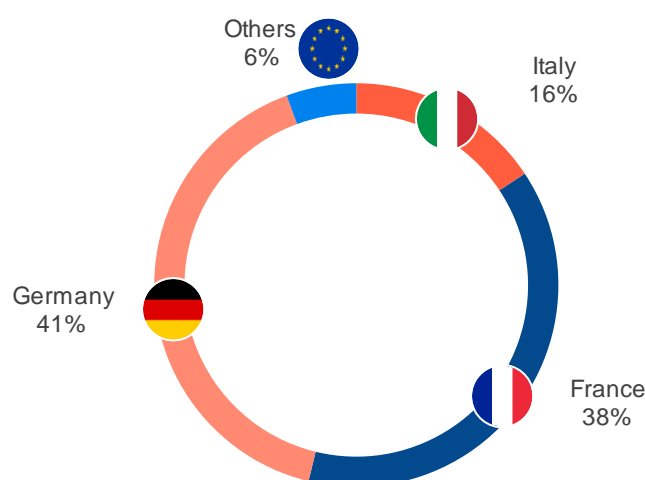
<sup>1</sup> LfL: Like-for-Like

<sup>2</sup> Yield excluding development projects. Yield on hotels based on 2021 fixed revenues and 2020 variable revenues

The portfolio grew by €0.6 billion to reach €17.7 billion Group share (€26.7 billion in 100%) mostly due to the increase in value of the German Residential portfolio. At constant scope, Covivio proved its solidity with a +3.8% increase explained by:

- ▶ +6.5% driven by the office development pipeline, as an acknowledgement for Covivio's development strategy for high quality assets in attractive locations.
- ▶ +13.7% like-for-like growth on German residential. All German cities where Covivio's residential portfolio is located showed like-for-like growth: in Berlin (+11.3%), in North Rhine-Westphalia, the second largest exposure (+18.2%), Hamburg (+16.8%) and Dresden & Leipzig (+12.4%).

### Geographical breakdown of the portfolio in 2021 94% in major European cities and +3 pts in Germany vs 2020



## J. LIST OF MAIN ASSETS

The value of the ten main assets represents almost 15% of the portfolio Group share, stable vs end 2020.

Top 10 Assets	Location	Tenants	Surface (m <sup>2</sup> )	Covivio share
CB 21 Tower	La Défense (Greater Paris)	Suez, Verizon, BRS	68,100	75%
Garibaldi Towers	Milan	Maire Tecnimont, LinkedIn, etc.	44,700	100%
Herzogterassen	Düsseldorf	NRW Bank, Deutsche Bank, Mitsui	55,700	94%
Jean Goujon	Paris 8th	Roland Berger, etc.	8,700	100%
Dassault Campus	Velizy (Greater Paris)	Dassault Systèmes	97,000	50%
Carré Suffren	Paris 15th	AON, Institut Français, OCDE	25,200	60%
Frankfurt Airport Center	Frankfurt	Lufthansa, Fraport, Operational Services	48,100	94%
Zeughaus	Hamburg	Universitätsklinikum Hamburg-Eppendorf	43,500	94%
Art&Co	Paris 12th	Wellio, Adova, Bentley, AFD	13,500	100%
Alis	Levallois (Greater Paris)	In development	19,800	100%

## 2. BUSINESS ANALYSIS BY SEGMENT

### A. OFFICES: 57% OF COVIVIO'S PORTFOLIO

The offices' market is recovering after 2 years of crisis, marked by strong transformation and structural changes. To adapt to the market trends, Covivio is continuing improving its portfolio quality, focusing on attractive locations (city-centers and well-connected business districts) and develops high-quality assets offering a full range of services that ensure optimal well-being for its tenants.

Covivio owns offices in France (33% of Covivio's portfolio), Italy (15%), and Germany (9%) with a portfolio of €12.3 billion (€10.0 billion Group share) at end-2021. For several years now, the Group has implemented an active asset rotation with selective acquisitions and development policy, reinforcing its footprint on strategic locations.

Thus, Covivio's portfolio has been strategically splitted as follows:

- ▶ **Core assets (52%** of Covivio's office portfolio): including assets with strong value resiliency and liquidity, in good locations (60% in city-centers and 40% in well-connected top-business districts), with high occupancy (96%) and long WALB (6.7 years). They benefit from a strong asset management work to catch their reversionary potential before strategically disposing to finance new acquisitions and development capex.
- ▶ **Manage-to-Core assets (16%)**: including assets with good fundamentals but high vacancy (28%) or short-term lease expiries. They are mostly in established areas (84% in major Business Districts) with attractive locations (83% <5 min to public transports). These assets can provide significant upside potential, that is why they benefit from strong asset management initiatives to turn them into 'Core' assets.
- ▶ **Development Pipeline (21%)**: this bucket includes current and future office developments with high value creation potential (>30% value creation).
- ▶ **Transformation into residential (4%)**: gathers obsolete office assets in France with opportunities to be converted into residential on a build to sell strategy.
- ▶ **Telecom Italia portfolio (6%)**: includes Italian assets, fully let to Telecom Italia on a long-term basis (10-year WALB).



**CORE ASSETS (52% ; €5.2 billion Group share)**

Core assets in City – centers in Paris, Milan, Top German cities and french regional cities

**€3.2bn**  
market value

**89%**  
green assets

**96%**  
Occupancy

**98%**  
<5 min from metro

**5.4 years**  
WALB

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 assets in Top business districts: Attractive locations

**€2.0bn**  
market value

**84%**  
green assets

**96%**  
Occupancy

**76%**  
<5 min from metro  
(88% excl. Symbiosis)

**8.1 years**  
WALB

Selected examples of our portfolio – ~70% of our core assets in top business districts →

Thalès campus, Vélizy-Meudon

The Sign, Milan

Symbiosis School, Milan

Dassault campus, Vélizy-Meudon

Symbiosis A&B, Milan

Sunsquare, Munich

Ecole Ducasse, Vélizy-Meudon

Frankfurt Airport Center

Flow, Montrouge

**MANAGE-TO-CORE ASSETS (16% ; €1.6 billion Group share)**

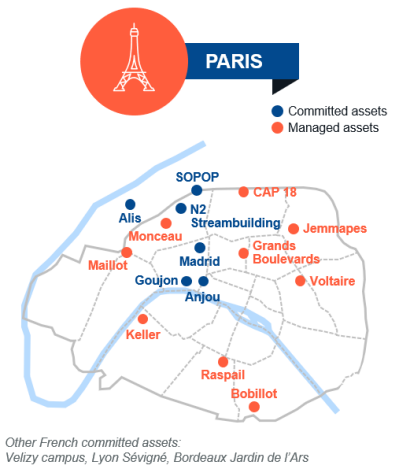


**60%**  
OF TOTAL OFFICES  
VACANCY

**ASSET  
& MANAGEMENT**  
Ca. €50m  
REFURBISHMENT  
CAPEX

**€20M**  
POTENTIAL  
ANNUALIZED  
RENTS

**DEVELOPMENT PIPELINE (21% ; €2.1 billion Group share)**





## B. FRANCE OFFICES: 33% OF COVIVIO'S PORTFOLIO

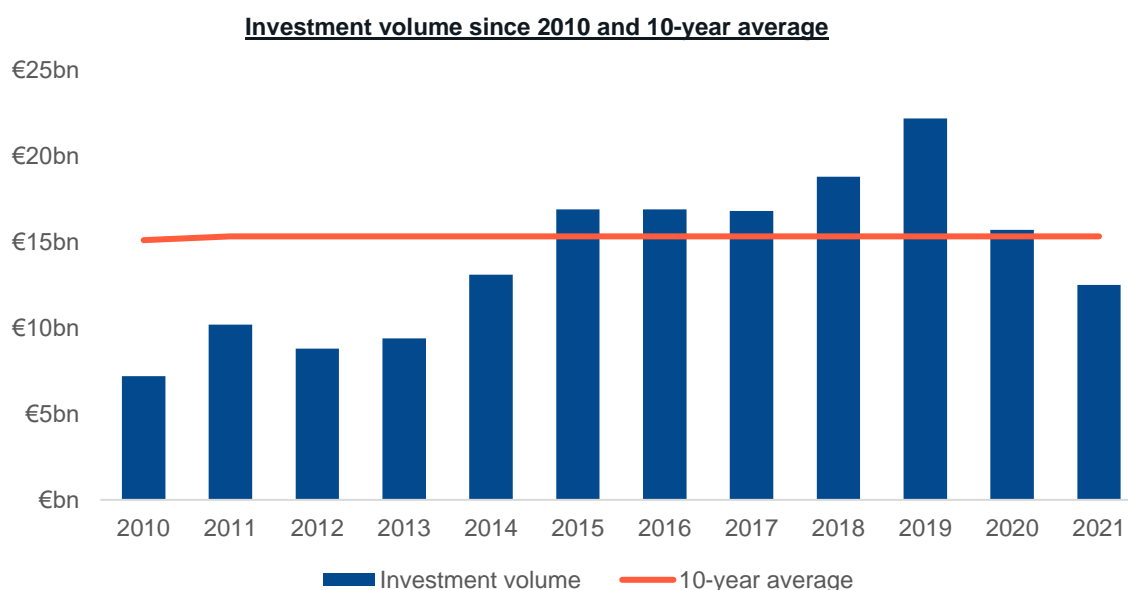
Covivio owns an office portfolio in France of €7.2 billion (€5.9 billion Group share) located:

- 51% in Paris & Neuilly / Levallois;
- 36% in top business districts of Greater Paris;
- 12% in the centre of major regional cities.

### 1. Rebound in letting activity with investment traction restored

2021 was marked by the pandemic and its two lockdowns in the first half and a notable rebound of rental activity in the second half of the year. Overall, the investment activity remained dynamic through the year:

- ▶ **Take-up** in Paris region reached 1.9 million m<sup>2</sup> (+32% YoY), thanks to an acceleration of recovery in the fourth quarter that amounts to 631,000 m<sup>2</sup> (+29% YoY):
  - **In Paris**, take-up increased by 49% to 791,700 m<sup>2</sup>;
  - **In Greater Paris** (excl. 2<sup>nd</sup> ring), the take-up (860,200 m<sup>2</sup>) increased by 26% excluding the Total transaction in La Défense which has driven take-up in this area last year (126,000 m<sup>2</sup>);
  - The number of transactions for surfaces over 5,000 m<sup>2</sup> has doubled up to 56 (vs 20 in 2020).
  - Good performance of major regional cities, where the Take-up increased by 34% in Lyon and remained stable in Bordeaux compared to 2020.
- ▶ **Vacancy rate** increased to 7.4% from 6.8% end-2020, still close to the 10-year vacancy rate at 6.7%. The immediate supply is now up to 4 million m<sup>2</sup>. The new spaces represent 34% of this vacancy:
  - In **Paris**, the vacancy remained stable at 3.27% (vs 3.21% in 2020) of which 3.1% in Paris CBD
  - In **La Défense**, the vacancy rate stood at 12.86%.
  - In **major regional cities**, where the vacancy rates stood at: 4.92% in Lyon and 4.83% in Bordeaux.
- ▶ **Future available supply** at end-2021 decrease from 2.4 million m<sup>2</sup> stock under construction in 2020 to 1.7 million m<sup>2</sup> in 2021, with 31% pre-let.
- ▶ Average **headline rents for new or restructured space** rose by 1.5% year-on-year to €414/m<sup>2</sup> and for second-hand space by 3.0% to €415/m<sup>2</sup>:
  - Prime rents in Paris remains at its all-time high of €930 m<sup>2</sup>/year (record reached by Covivio in one of its flagship development projects in Paris CBD);
  - Incentives in the Paris region increased by 20.8% over the year to 24.4%, above the 5-year average of 21%.
- ▶ **Office investments** in Greater Paris totalled €12.5 billion in 2021, down 20% YoY and still below the last 10-years average (€15.1 billion). However, this asset class largely remains the most popular among investors, accounting for 85% of total investments in Greater Paris. Prime yields remain stable YoY at 2.5% in Paris CBD.



At end December 2021, the France Offices activity was marked by:

- ▶ **+1.6% like-for-like value growth** over one year, thanks mainly to value creation on our development projects offsetting decreases on temporary challenging assets.
- ▶ Deliveries of 5 assets in Paris, Montrouge, Lyon and Montpellier (2 buildings including a Service building), with average occupancy of 96%.

## 2. Accounted rental income: **-2.8%** at a like-for-like scope

(€ million)	Rental income 2020	Rental income 2020	Rental income 2021	Rental income 2021	Change (%)	Change (%)
	100%	Group share	100%	Group share	Group share	LfL <sup>1</sup>
Paris Centre West	35.5	35.5	29.3	29.3	-17.4%	+1.4%
Paris South	31.7	26.2	31.1	26.5	+1.4%	-6.4%
Paris North- East	20.6	20.6	20.5	20.5	-0.6%	-0.6%
<b>Total Paris</b>	<b>87.8</b>	<b>82.3</b>	<b>80.9</b>	<b>76.3</b>	<b>-7.2%</b>	<b>-2.3%</b>
Western Crescent and La Défense	51.0	48.7	39.2	37.8	-22.5%	-7.5%
First ring	49.5	33.4	59.0	42.8	+28.1%	+1.1%
Second ring	3.3	3.3	2.7	2.7	-18.5%	+0.6%
<b>Total Paris Region</b>	<b>191.6</b>	<b>167.7</b>	<b>181.8</b>	<b>159.6</b>	<b>-4.8%</b>	<b>-3.0%</b>
Major regional cities	35.9	29.6	30.7	23.7	-19.9%	+2.9%
Other French Regions	9.8	9.8	6.3	6.3	-36.4%	-20.6%
<b>Total</b>	<b>237.3</b>	<b>207.1</b>	<b>218.7</b>	<b>189.5</b>	<b>-8.5%</b>	<b>-2.8%</b>

<sup>1</sup> LfL: Like-for-Like

Overall, rental income evolution, mainly as a result of:

- ▶ **disposals** (-€16.7 million), in 2020 and 2021 of mature assets in Western Crescent and French regions;
- ▶ **decrease of rental performance** (-€5.1 million) with -2.8% on a like-for-like basis mostly driven by releases of 2020 in Paris South (Carré Suffren) and La Défense partially re-let since then;
- ▶ **deliveries** (+€14.7 million) in 2020 and 2021 in major regional cities and in the 1<sup>st</sup> ring;
- ▶ **releases of assets, essentially for redevelopment** (-€10.7 million), half from last year releases and half from releases of 2021 (5,1 M€) especially in Paris Centre West.

### 3. Annualized rents: €216.2 million Group share

(€ million)	Surface (m <sup>2</sup> )	Number of assets	Annualized rents 2020 Group Share	Annualized rents 2021 100%	Annualized rents 2021 Group Share	Change (%)	% of rental income
Paris Centre West	89,557	11	33.4	20.8	20.8	-38%	10%
Paris South	43,253	8	25.7	35.8	29.7	16%	14%
Paris North- East	139,658	7	20.8	21.4	21.4	3%	10%
<b>Total Paris</b>	<b>272,468</b>	<b>26</b>	<b>79.8</b>	<b>78.0</b>	<b>71.9</b>	<b>-10%</b>	<b>33%</b>
Western Crescent and La Défense	182,923	11	61.3	59.2	52.5	-14%	24%
First ring	446,440	23	46.3	87.8	58.3	26%	27%
Second ring	38,951	12	3.1	2.6	2.6	-15%	1%
<b>Total Paris Region</b>	<b>940,781</b>	<b>72</b>	<b>190.5</b>	<b>227.7</b>	<b>185.3</b>	<b>-3%</b>	<b>86%</b>
Major regional cities	395,562	37	33.2	39.1	28.0	-16%	13%
Other French Regions	78,401	26	8.3	2.9	2.9	-65%	1%
<b>Total</b>	<b>1,414,744</b>	<b>135</b>	<b>232.0</b>	<b>269.7</b>	<b>216.2</b>	<b>-6.8%</b>	<b>100%</b>

Thanks to the restructuring of the asset portfolio in the past years, the portfolio is now focused on:

- ▶ 26 assets in Paris, new or with high potential for redevelopment (46% of portfolio value);
- ▶ 62 assets of high quality in Greater Paris and centre of major regional cities (52% of portfolio value);
- ▶ 27 non-core assets, of which 7 are under disposal agreements (1%);
- ▶ 20 assets under study for residential development (1%).

The 7% decrease is mainly explained by the following variations:

- ▶ In the Western Crescent including La Défense (-14%). This decrease is explained by the disposal of EDO;
- ▶ The decrease in Paris Center West (-38%) is mainly due to release for restructuring of 3 main Parisian assets (Paris Madrid St Lazare, Paris Monceau and Paris Anjou) in last quarter of 2021;
- ▶ Partially offset by deliveries in the First Ring (+26%) and in Paris South (+16%).

### 4. Indexation

The indexation effect is +€0.6 million (Group share). For current leases:

- ▶ 88% of rental income is indexed to the ILAT (Service Sector rental index);
- ▶ 11% to the ICC (French construction cost index);
- ▶ The balance is indexed to the ILC or the IRL (rental reference index).

## 5. Rental activity: 116,000m<sup>2</sup> renewed or let during 2021

	Surface (m <sup>2</sup> )	Annualized Top up rents 2021 (€m, GS)	Annualized rents 2021 (€/m <sup>2</sup> , 100%)
Vacating	93,427	24.7	274
Letting	38,230	8.2	253
Pre-letting	32,621	10.1	407
Renewals	45,185	9.6	343

Covivio proved its ability to sign contracts in a challenging environment, and benefitted from the market acceleration in H2:

- ▶ **More than 45,000 m<sup>2</sup> were renegotiated or renewed** in 2021 with a +3-year lease extension on average. Covivio has notably renegotiated more than 33,000 m<sup>2</sup> in Velizy with Eiffage at the same level of rent with a 10-year lease.
- ▶ **70,900 m<sup>2</sup> have been let or pre-let** in 2021, including 32,600 m<sup>2</sup> on development projects, with:
  - **10,500 m<sup>2</sup> on So Pop**, to be delivered in 2022 and 33% pre-let with a 9-year lease to Samsung;
  - **9,100 m<sup>2</sup> on Jardin de l’Ars in Bordeaux**, to be delivered in 2024 and 50% pre-let with a 12-year lease to Onepoint;
  - **5,500 m<sup>2</sup> on Stream Building**, to be delivered in 2022 and 26% pre-let with a 12-year lease to Zoku through a management contract;
  - **5,100 m<sup>2</sup> on Jean Goujon in Paris CBD**, to be delivered in 2022 and now 58% pre-let with a 9-year lease to Roland Berger and a 6-year lease to an executive search firm;
  - **10,400 m<sup>2</sup> in Silex 2 in Lyon**, to Axa, Archimed and Accenture, in a building in the heart of the Part-Dieu district, now 92% let;
  - **3,400 m<sup>2</sup> in La Défense-CB21** with 5 new tenants.
- ▶ **93,400 m<sup>2</sup> were vacated**, mostly in major regional cities (40,000 m<sup>2</sup>), Paris Centre West (23,600 m<sup>2</sup>), and Western Crescent & La Défense (11,300 m<sup>2</sup>) including:
  - 64,000 m<sup>2</sup> for redevelopment (47,625 m<sup>2</sup> and € 15 million of top up GS) or residential (13,324 m<sup>2</sup> & €1.4 million of Top up GS)) and mixed (2,624 m<sup>2</sup> and € 0.2 million of Top up GS) redevelopment, mostly in Paris Centre West and major regional cities (Montpellier, Nice);
  - 21,000 m<sup>2</sup> on well positioned assets in central locations mainly in Paris, La Défense and Levallois, and well connected to public transports (in front of metro stations);
  - 9,000 m<sup>2</sup> to be sold in regional cities (Creil, Le mans).

## 6. Lease expiries and occupancy rate

### 6.1. Lease expiries: firm residual lease term of 4.6 years

(€ million)	By lease end date (1st break)	% of total	By lease end date	% of total
2022	40.1	19%	32.0	15%
2023	34.4	16%	19.8	9%
2024	13.9	6%	6.5	3%
2025	33.7	16%	27.8	13%
2026	3.4	2%	1.9	1%
2027	20.1	9%	13.4	6%
2028	6.9	3%	18.0	8%
2029	5.2	2%	22.1	10%
2030	37.9	18%	45.9	21%
2031	2.6	1%	10.1	5%
Beyond	18.0	8%	18.6	9%
<b>Total</b>	<b>216.2</b>	<b>100%</b>	<b>216.2</b>	<b>100%</b>

The firm residual duration of leases was stable vs year-end-2020 (4.6 years).

In 2022, the €40 million of lease expiries representing 6% of Covivio annualized revenues are split as follow:

- ▶ 3.7% of Covivio annualized revenues (€26 million) already managed due to assets that will be vacated for redevelopment (€25 million), mostly located in Paris CBD (€15 million);
- ▶ 2.0% of Covivio annualized revenues (€14 million) to be managed:
  - 1.4% relate to Core Assets, well located in Paris CBD and in the first rim, and with good accessibility in public transports;
  - 0.5% relate to Manage-to-core assets, mainly located in Western Crescent and La Défense.

### 6.2. Occupancy rate: 93.2% at end 2021

(%)	2020	2021
Paris Centre West	99.8%	99.9%
Southern Paris	95.3%	99.6%
North Eastern Paris	95.3%	98.6%
Paris	<b>97.1%</b>	<b>99.4%</b>
Western Crescent and La Défense	92.9%	90.1%
Inner ring	87.3%	89.2%
Outer ring	86.8%	96.2%
<b>Total Paris Region</b>	<b>92.9%</b>	<b>93.3%</b>
Major regional cities	96.8%	96.4%
Other French Regions	84.1%	65.9%
<b>Total</b>	<b>93.1%</b>	<b>93.2%</b>

- ▶ In Paris, the occupancy rate is exceptionally high and close to 100% at end-2021, with no vacancy excepted for few spaces in Cap 18, a tertiary activity area in the North of Paris that aims to be fully redeveloped in the coming years.
- ▶ In the Western Crescent, the vacancy increase is mainly related to the releases happened on CB21 at the beginning of the year: 81% occupancy rate in 2021 vs 89% in 2020.
- ▶ The main variations in the outer Rim and in other French regions compensate each other and represent less of 1% of Covivio annualized rents.

## 7. Disposals: €705M secured in 2021

(€ million)	Disposals (agreements as of end of 2020 closed)	Agreements as of end of 2020 to close	New disposals 2021	New agreements 2021	Total 2021	Margin vs 2020 value	Yield	Total Realized Disposals
	1		2	3	= 2 + 3			= 1 + 2
Total Paris	-	11	3	388	392	n/a	3.0%	3
Total Paris Region	147	6	2	190	192	n/a	5.7%	149
Major regional cities	109	2	94	-	94	5.7%	4.6%	202
Other French Regions	39	4	7	21	27	-10.7%	9.1%	46
<b>Total 100%</b>	<b>295</b>	<b>22</b>	<b>106</b>	<b>599</b>	<b>705</b>	<b>2.8%</b>	<b>4.2%</b>	<b>401</b>
Total Group share	251	22	106	350	456	2.8%	4.2%	357

Covivio secured €705 million of disposals (€456 million Group share), enabling it to finance development projects with strong value-creation potential.

- ▶ **4 Core mature assets:** €420 million Group share
  - €327 million in Paris and Vélizy (share deal of respectively 60% on Carré Suffren and 50% on Velizy) on mature assets; and
  - €94 million located in Lyon and Lille on which Covivio extracted the full potential of value creation through the entire real estate cycle: development, full letting at delivery achieving top rent, asset management and disposal.
- ▶ **20 non-core assets** in French regions: €36 million Group share. Now, only 33 non-core assets remain in the portfolio, equivalent to 1% of the France Offices portfolio, with 16 under disposal agreements.

## 8. Portfolio values

### 8.1. Change in portfolio values: -€53 million in Group Share since 2020

(M€, Including Duties Group share)	Value 2020	Acquis.	Invest.	Disp.	Value creation on acquis./disp.	Change in value	Change in scope	Value 2021
Assets in operation	4,898	-	84	-357	6	23	227	4,880
Assets under development	1,036		120	-	-	70	-227	1,000
<b>Total</b>	<b>5,933</b>	<b>-</b>	<b>203</b>	<b>-357</b>	<b>6</b>	<b>93</b>	<b>-</b>	<b>5,880</b>

The portfolio value decreased by -€53 million since year-end-2020 (-0.9%) mainly driven by:

- ▶ + €93 million from **like-for-like** value growth, mostly resulting from development assets;
- ▶ + €203 million invested in **development projects** and in **upgrading work** on assets in operations;



- ▶ - €357 million from **disposals** that allowed Covivio to crystallize the value from mature assets and to finance investments in the development pipeline.

## 8.2. Like-for-like portfolio evolution: +1.6%

(€ million, Excluding Duties)	Value 2020		Value 2021		Lfl (%) change <sup>1</sup> 12 months	Yield <sup>2</sup> 2020	Yield <sup>2</sup> 2021	% of SubTotal
	100%	Group share	100%	Group share				
Paris Centre West	1,287	1,233	1,466	1,389	+8.4%	3.4%	3.1%	24%
Paris South	861	711	898	743	+3.2%	3.9%	4.0%	13%
Paris North- East	617	515	680	554	+1.3%	5.0%	5.0%	9%
<b>Total Paris</b>	<b>2,764</b>	<b>2,459</b>	<b>3,044</b>	<b>2,686</b>	<b>+5.4%</b>	<b>3.9%</b>	<b>3.9%</b>	<b>46%</b>
Western Crescent	1,432	1,281	1,298	1,148	-3.2%	5.3%	5.4%	20%
<i>Neuilly / Levallois</i>								6%
<i>La Défense/ Péri Défense/ Rueil</i>								10%
<i>Issy-les-Moulineaux / Boulogne</i>								3%
<b>Inner ring</b>	<b>1,789</b>	<b>1,262</b>	<b>1,810</b>	<b>1,271</b>	<b>-1.1%</b>	<b>5.1%</b>	<b>5.1%</b>	<b>22%</b>
<i>Montrouge / Malakoff / Châtillon</i>								7%
<i>Vélizy / Meudon</i>								10%
<i>Other</i>								5%
<b>Outer ring</b>	<b>54</b>	<b>54</b>	<b>40</b>	<b>40</b>	<b>-2.2%</b>	<b>5.6%</b>	<b>6.5%</b>	<b>1%</b>
<b>Total Paris Region</b>	<b>6,038</b>	<b>5,056</b>	<b>6,192</b>	<b>5,145</b>	<b>+1.7%</b>	<b>4.6%</b>	<b>4.6%</b>	<b>87%</b>
<b>Major regional cities</b>	<b>1,107</b>	<b>774</b>	<b>991</b>	<b>682</b>	<b>+2.0%</b>	<b>5.5%</b>	<b>4.3%</b>	<b>12%</b>
<i>Lyon / Marseille / Bordeaux</i>								6%
<i>Other</i>								6%
<b>SubTotal</b>	<b>7,145</b>	<b>5,830</b>	<b>7,183</b>	<b>5,827</b>				<b>99%</b>
<b>Other French Regions</b>	<b>103</b>	<b>103</b>	<b>53</b>	<b>53</b>	<b>-7.5%</b>	<b>8.0%</b>	<b>5.5%</b>	<b>1%</b>
<b>Total</b>	<b>7,249</b>	<b>5,933</b>	<b>7,236</b>	<b>5,880</b>	<b>+1.6%</b>	<b>4.8%</b>	<b>4.6%</b>	<b>100%</b>

<sup>1</sup> Lfl: Like-for-Like

<sup>2</sup> Yield excluding assets under development

Covivio's France Office portfolio locations breaks down as follows:

- ▶ 51% in Paris and Neuilly Levallois;
- ▶ 36% in top business districts in Greater Paris;
- ▶ 12% in top locations in major regional cities (Lyon, Marseille, Bordeaux).

The high quality of the portfolio explains the increase in values by 1.6% on a like-for-like basis at end of December 2021 despite the crisis, further illustrating Covivio's secured profile in France Offices made up of:

- ▶ A dynamic **development portfolio** with significant value increase (+7.5%) explained by its strong and attractive locations.
- ▶ Increases on assets delivered in the year 2021 in Paris CBD, Greater Paris, or major regional cities, highlighting Covivio's ability to bear development projects and successfully extracting value creation in every area of France with an average +6.4% LFL:
  - Paris Gobelins, delivered in March already fully occupied by Expertise France through our Wellio brand;
  - Montrouge Flow delivered in March already fully let to a subsidiary of Edvance (EDF Group);
  - Two buildings in Montpellier, one already fully let to Orange and the other one dedicated to services.
  - Silex 2 in Lyon, delivered in July, 91% let mainly to Solvay
- ▶ Decreases on the temporarily **challenged assets** mainly in La Défense/Peri-Defense/Rueil area.

## 9. Assets partially owned

Partially owned assets are the following:

- CB 21 Tower (75% owned) in La Défense.
- Carré Suffren (60% owned) in Paris, under disposal agreement at year end.
- The Silex 1 and 2 assets in Lyon (50.1% owned and fully consolidated).
- So Pop project in Paris 17<sup>th</sup> (50.1% owned and fully consolidated).
- N2 Batignolles project in Paris 17<sup>th</sup> (50% owned and fully consolidated).
- The Eiffage (Under sales agreement) and Dassault campuses in Vélizy (50.1% owned and fully consolidated).
- The New Vélizy campus for Thales (50.1% owned and accounted for under the equity method).
- Euromed Centre in Marseille (50% owned and accounted for under the equity method).
- Bordeaux Armagnac (34.7% owned and accounted for under the equity method - Exchange process with Icade completed in Jan 2022).
- Coeur d'Orly in Greater Paris (50% owned and accounted for under the equity method).

## C. ITALY OFFICES: 15% OF COVIVIO'S PORTFOLIO

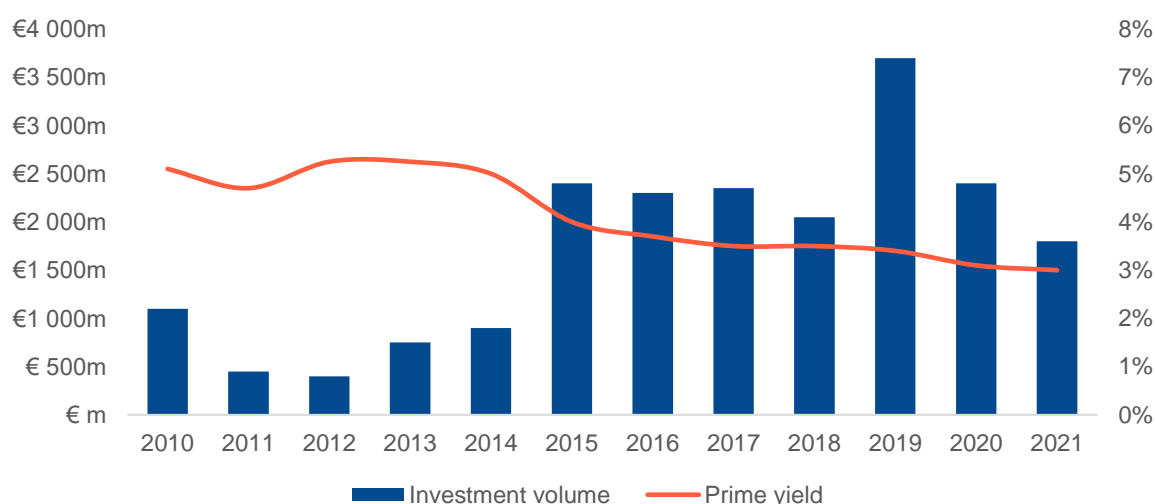
Covivio's Italy strategy is focused on Milan, where the Group's acquisitions and developments are concentrated. At end-December 2021, the Group owned offices worth €3.2 billion (€2.7 billion Group share) composed of:

- 77% (€2.0 billion) of offices in Milan, mostly in the CBD and centre of the city;
- 17% (€0.5 billion Group share) Telecom Italia assets, 100% occupied with 9.8 years firm lease;
- 6% (€0.2 billion) non-core assets outside Milan.

### 1. Milan Office market: Strong market fundamentals

- ▶ Milan Office **take-up** stood at 390,000m<sup>2</sup> at end 2021 (+32% vs 2020) 11% above 10-year average, with an increase in the number of transactions from 162 to 267.  
Grade A buildings were the most in demand, representing 73% of the take-up.
- ▶ The **vacancy rate** increased to 11.1% (vs 9.4% at the end-2020), with strong disparity between the center where most of Covivio's portfolio is located (6.1% in the CBD; 5.5% in semi-center) and the periphery (14.3%).
- ▶ **Prime rents** in Milan increased by +8.3% in the CBD at €650/m<sup>2</sup>. This evolution is mainly due to the search for centrality and quality spaces.
- ▶ Total **investment volumes** in Milan reached €1.8 billion, down 30% year-on-year and in line with the 10-year average.
- ▶ Prime yields slightly decreased to 3.0% (vs 3.1% at end-2020) as investors have been focusing on core assets.

**Investment volume since 2010 and prime yield**



Covivio's activities in Italy in 2021 were marked by:

- ▶ A resilient **occupancy rate of 97%**;
- ▶ Acceleration of **non-core disposals**, with €108 million Group share, from Telecom Italia assets and non-core properties outside Milan;
- ▶ Success of the development pipeline (lettings in Symbiosis D, Symbiosis GH, built to sell for SNAM);
- ▶ Stability of values with a +1.1% like-for-like in Milan.

## 2. Accounted rental income: -0.2% like-for-like

(€ million)	Rental income 2020 100%	Rental income 2020 Group share	Rental income 2021 100%	Rental income 2021 Group share	Change (%)	Change (%) LfL <sup>1</sup>	% of total
Offices - excl. Telecom Italia	85.4	85.4	77.1	77.2	-9.6%	-0.6%	50.6%
<i>of which Milan</i>	68.9	68.9	61.8	61.8	-10.3%	-0.7%	40.6%
Offices - Telecom Italia	81.2	41.4	75.2	38.3	-7.4%	0.6%	49.4%
<b>Total</b>	<b>166.6</b>	<b>126.8</b>	<b>152.3</b>	<b>115.5</b>	<b>-8.9%</b>	<b>-0.2%</b>	<b>100%</b>

<sup>1</sup> LfL: Like-for-Like

Overall, rental income decreased by €11.3 million compared to 2020 due to:

- ▶ **disposals** of non-core and core-mature assets (-€15.4 million);
- ▶ **Stable like-for-like rents** (-€0.2 million) mainly because of:
  - vacancy on high street retail spaces in Milan Via Dante and Symbiosis AB (-0.9%),
  - partially offset by new leases on Garibaldi Complex (+0.4%) with +41% LFL on IFRS rent vs old rents
  - inflation impact mostly on Telecom Italia portfolio (+0.2%);
- ▶ **deliveries** of The Sign B and The Sign C in Milan (+€5.8 million);
- ▶ **vacating for redevelopment** (-€1.5 million), in Milan CBD.

### 3. Annualized rental income: €128 million Group share

(€ million)	Surface (m <sup>2</sup> )	Number of assets	Annualized rents 2020 Group share	Annualized rents 2021 100%	Annualized rents 2021 Group share	Change (%)	% of total
Offices - excl. Telecom Italia	373,559	43	83.9	92.8	92.8	10.6%	73%
Offices - Telecom Italia	826,371	92	40.9	68.5	34.9	-14.5%	27%
Development portfolio	89,492	5	0.0	0.0	0.0	-	n.a
<b>Total strategic</b>	<b>1,289,423</b>	<b>140</b>	<b>124.7</b>	<b>161.3</b>	<b>127.7</b>	<b>2.4%</b>	<b>100%</b>

(€ million)	Surface (m <sup>2</sup> )	Number of assets	Annualized rents 2020 Group share	Annualized rents 2021 100%	Annualized rents 2021 Group share	Change (%)	% of total
Milan	452,605	45	75.3	92.3	85.2	13.2%	67%
Rome	66,510	11	4.2	8.3	4.2	1.4%	3%
Turin	69,918	6	6.9	7.0	5.8	-16.0%	5%
North of Italy (other cities)	405,832	45	27.5	32.4	21.0	-23.4%	16%
Others	294,558	33	10.9	21.2	11.4	4.7%	9%
<b>Total Strategic</b>	<b>1,289,423</b>	<b>140</b>	<b>124.7</b>	<b>161.3</b>	<b>127.7</b>	<b>2.4%</b>	<b>100%</b>

Annualized rental income increased by 2.4% mainly due to the disposal.

### 4. Indexation

The annual indexation of rental income is usually calculated by applying the increase in the Consumer Price Index (CPI) on each anniversary of the signing of the agreement.

During the 2021, the average monthly change in the CPI was +1.9%.

### 5. Rental activity: 88.500m<sup>2</sup> let or prelet in 2021

(€ million)	Surface (m <sup>2</sup> )	Annualized Top up rents 2021 Group Share	Annualized rents 2021 (100%, €/m <sup>2</sup> )
Vacating	11,857	4.6	390
Lettings on operating portfolio	11,806	6.0	511
Lettings on development portfolio	57,737	17.0	295
Renewals	45,809	10.3	225
Sell to end-user	19,036	n.a	n.a

In 2021, around **88,500 m<sup>2</sup> of new leases** were signed:

- ▶ 11,800 m<sup>2</sup> on the operating portfolio, of which 2,400 m<sup>2</sup> on the Garibaldi complex with a 41% increase vs old IFRS rent;
- ▶ 57,700 m<sup>2</sup> pre-letting on development portfolio. Of which 4,000 m<sup>2</sup> on Symbiosis D to LVMH Italia, highlighting the recognized quality of Covivio's buildings; 11,600 m<sup>2</sup> on The Sign D to L'Oréal Italia with expected delivery in 2024; 37,600 m<sup>2</sup> on Symbiosis G+H fully let to Moncler showing the great attractiveness of the area around Scalo di Porta Romana that will be redeveloped in the coming years and will host 2026 winter Olympic village;
- ▶ 19,000 m<sup>2</sup> in a sell to end-user deal with SNAM.

Additionally, 31,300 m<sup>2</sup> have been renewed with a duration extension of 2.8 years, mostly on one building in Milan, let to a large Italian group.

**11,900 m<sup>2</sup> were vacated** during 2021 in Milan:

- ▶ 10,300 m<sup>2</sup> have already been re-let or sold;
- ▶ 1,600 m<sup>2</sup> are under negotiation, located in excellent locations.

## 6. Lease expiries and occupancy rates

6.1. Lease expiries: **7.1** of average firm lease term

**7.1**  
years

(€ million Group share)	By lease end date (1st break)	% of total	By lease end date	% of total
2022	16.6	13%	17.5	14%
2023	4.9	4%	3.2	3%
2024	4.3	3%	3.1	2%
2025	8.5	7%	2.7	2%
2026	4.9	4%	7.6	6%
2027	7.3	6%	8.5	7%
2028	15.8	12%	16.1	13%
2029	2.7	2%	3.5	3%
2030	24.9	19%	19.9	16%
2031	12.1	9%	10.0	8%
Beyond	25.9	20%	35.7	28%
<b>Total</b>	<b>127.7</b>	<b>100%</b>	<b>127.7</b>	<b>100%</b>

The firm residual lease term stabilized at 7.1 years thanks to new deliveries (The Sign B and The Sign C) and the renewal signed in Milan.

In 2022, the €16.6 million of lease expiries representing 2.4% of Covivio annualized revenues are split as follows:

- ▶ 2.2% of Covivio annualized revenues (€15.5 million) already managed due to break option not exercised and new contracts already signed (€12.1 million) and also vacating for redevelopment (€3.5 million);
- ▶ 0.1% of Covivio annualized revenues (€1.0 million) to be managed.

## 6.2. Occupancy rate: a high-level of 96.6%

(%)	2020	2021
Offices - excl. Telecom Italia	95.4%	95.4%
Offices - Telecom Italia	100.0%	100.0%
<b>Total</b>	<b>96.8%</b>	<b>96.6%</b>

## 7. Disposal agreements: €286M secured in 2021

(€ million, 100%)	Disposals (agreements as of end of 2020 closed)	Agreements as of end of 2020 to close	New disposals 2021	New agreements 2021	Total 2021	Margin vs 2020 value	Yield	Total Realized Disposals
	1		2	3	= 2 + 3			= 1 + 2
Milan	19	-	25	50	74	3.8%	4.8%	44
Rome	-	-	-	-	-	n.a.	n.a.	-
Other	13	-	209	2	211	1.8%	7.3%	222
<b>Total 100%</b>	<b>32</b>	<b>-</b>	<b>234</b>	<b>52</b>	<b>286</b>	<b>2.3%</b>	<b>6.9%</b>	<b>265</b>
<b>Total Group share</b>	<b>26</b>	<b>-</b>	<b>145</b>	<b>51</b>	<b>196</b>	<b>1.8%</b>	<b>6.8%</b>	<b>171</b>

During 2021, Covivio signed new agreements for €196 million of disposals of mature assets in Milan and non-core assets outside Milan (mostly Telecom Italia portfolios) at a 1.8% margin, in line with Covivio's strategy to focus on Milan.

## 8. Portfolio values

### 8.1. Change in portfolio values

(€ million, Group share Excluding Duties)	Value 2020	Acquisitions	Invest.	Disposals	Change in value	Transfer	Value 2021
Offices - excl. Telecom Italia	1,678	-	15	-58	-8	178	1,805
Offices - Telecom Italia	704	-	-	-95	5	-	615
Development portfolio	337	-	66	-	9	-178	234
<b>Total strategic activities</b>	<b>2,719</b>	<b>-</b>	<b>81</b>	<b>-153</b>	<b>6</b>	<b>-</b>	<b>2,653</b>

### 8.2. Portfolio in Milan: 93% of the portfolio excluding Telecom Italia

(€ million, Excluding Duties)	Value 2020 Group share	Value 2021 100%	Value 2021 Group share	LfL <sup>1</sup> change	Yield <sup>2</sup> 2020	Yield <sup>2</sup> 2021	% of total
Offices - excl. Telecom Italia	1,678	1,805	1,805	-0.4%	5.0%	5.2%	68%
Offices - Telecom Italia	704	1,206	615	0.9%	5.8%	5.7%	23%
Development portfolio	337	234	234	4.1%	n.a.	n.a.	9%
<b>Total strategic activities</b>	<b>2,719</b>	<b>3,244</b>	<b>2,653</b>	<b>0.2%</b>	<b>5.2%</b>	<b>5.3%</b>	<b>100%</b>

<sup>1</sup> LfL: Like-for-Like

<sup>2</sup> Yield excluding development projects



(€ million, Excluding Duties)	Value 2020 Group share	Value 2021 100%	Value 2021 Group share	LfL <sup>1</sup> change	Yield <sup>2</sup> 2020	Yield <sup>2</sup> 2021	% of total
Milan	1,983	2,203	2,049	1.1%	4.6%	4.7%	77%
Turin	123	121	102	-4.2%	5.6%	6.2%	4%
Rome	88	175	89	0.3%	4.7%	4.7%	3%
North of Italy	309	426	242	-2.7%	7.6%	8.4%	9%
Others	216	319	172	0.1%	6.8%	7.1%	6%
<b>Total</b>	<b>2,719</b>	<b>3,244</b>	<b>2,653</b>	<b>0.2%</b>	<b>5.2%</b>	<b>5.3%</b>	<b>100%</b>

<sup>1</sup> LfL: Like-for-Like

<sup>2</sup> Yield excluding development projects

The weight of Milan Offices now represents 77% of the portfolio (+4.3 pts vs end-2020) and 93% excluding Telecom Italia assets. Milan's exposition is in line with Covivio's strategy to focus on major European cities.

- ▶ Milan portfolio values have grown (+1.1%), sustained by the development portfolio's good performance (+4.1%) despite some value adjustments on high street retail surfaces (-3.1%).
- ▶ Telecom Italia portfolio slightly increased (+0.9%), relying on its strong fundamentals:
  - 100% occupancy;
  - 9.9 years average lease term.
- ▶ Non-core offices (outside Milan) continue to show a decrease (-14.9%) due to the general market situation. Covivio has greatly reduced its exposure in the last few years to these assets, which now represent only 6% of the portfolio.

## D. GERMANY OFFICES: 9% OF COVIVIO'S PORTFOLIO

### 1. Stable letting market, appetite for investments

- ▶ **Take-up** in German's top six markets in 2021 increased by 27% year-on-year to 3.2 million m<sup>2</sup>, with strong disparity between the cities: Cologne (+60%), Hamburg (+43%), Frankfurt (+40%), Berlin (+17%), Munich (+16%) and Düsseldorf (+14%).
- ▶ **Immediate supply** increased by 17% to 4.7 million m<sup>2</sup>. The vacancy rate stood at 4.3% on average (+0.80pts compared to 2020) with strong disparities, Berlin displaying the tightest vacancy level at 2.5%, Munich (4.0%) Frankfurt (7.5%) and Düsseldorf (7.1%).
- ▶ **Future supply** is also limited, with around 3.7 million m<sup>2</sup> under construction of which 1.9 million m<sup>2</sup> will be delivered by the end of 2022 in German top six cities:
  - Little risk of oversupply in short-term: high pre-let ratio of 48 %
  - Future available space until 2022 represents 1.2 year of take-up (2021)
- ▶ **Prime rents** have continued growing at an overall 3.7% rate with +8% in Berlin (€516/m<sup>2</sup>) +9% in Munich (€516/m<sup>2</sup>) and +3% in Hamburg (€396/m<sup>2</sup>).
- ▶ **Investment in German Offices** in 2021 amount to €30.7 billion of which €23.8 billion in the top six cities (+23% compared to 2020), +30% above the 10-year average.
  - Berlin (+22%), Munich (+125%) and Frankfurt (+20%) showed great dynamism being the most attractive cities in Germany.
  - The office prime yield of 2.7% in the top six cities offers is stable year-on-year.

## 2. Accounted rental income: - €4.5 million Group share in 2021

(€ million)	Rental income 2020 100%	Rental income 2020 Group share	Rental income 2021 100%	Rental income 2021 Group share	Change (%) Lfl <sup>1</sup> Group share	% of rental income
Berlin	10.2	7.2	10.0	6.9	+0.2%	15%
Frankfurt	19.7	16.0	19.1	17.5	+0.0%	39%
Düsseldorf	15.5	14.1	9.0	8.5	+83.2%	19%
Hamburg	10.5	8.7	9.0	8.5	-4.4%	19%
Munich	2.6	2.2	2.4	2.3	+0.0%	5%
Other	1.8	1.2	1.9	1.2	+2.7%	3%
<b>Total</b>	<b>60.3</b>	<b>49.3</b>	<b>51.3</b>	<b>44.8</b>	<b>+0.6%</b>	<b>100%</b>

<sup>1</sup> Lfl: Like-for-Like

Rental income amounted to €44.8 million in Group Share, down by €4.5 million compared to 2020 due to:

- ▶ Break-up fee from We Work received in 2020 following the cancellation of their lease agreement on Herzogterrassen in Düsseldorf.
- ▶ Rental income increased by €2.1 million, thanks to the full-year impact of the acquisition of Godewind assets executed in 2020. The rental income deriving from this portfolio was fully consolidated in FY 2021 whilst it amounted to 84% on average in FY 2020.

LFL on rental income excludes Godewind, bought in 2020, and therefore covers a small scope. The +0.6% is mainly linked to relettings on small assets located in Berlin and in Düsseldorf.

## 3. Annualized rents: €47.4 million Group share

### Geographic breakdown

(€ million)	Surface (m <sup>2</sup> )	Number of assets	Annualized rents 2020 Group share	Annualized rents 2021 100%	Annualized rents 2021 Group share	Change Group share (%)	% of rental income
Berlin	75,766	14	7.2	10.2	7.0	-2.1%	15%
Frankfurt	118,649	4	19.1	20.7	19.0	-0.5%	40%
Düsseldorf	68,882	2	8.3	8.8	8.3	-0.1%	18%
Hamburg	70,920	2	8.2	9.7	9.1	10.8%	19%
Munich	37,104	2	2.7	3.0	2.8	5.5%	6%
Other	21,428	3	1.2	1.9	1.2	3.8%	3%
<b>Total</b>	<b>392,749</b>	<b>27</b>	<b>46.6</b>	<b>54.3</b>	<b>47.4</b>	<b>1.8%</b>	<b>100%</b>

## 4. Indexation

Rents are indexed on the German consumer price index for 42% of lease, 10% have a fixed uplift and 33% have an indexation clause if CPI goes above an annual increase between 5% and 10% the other percent are not indexed (16%).

## 5. Rental activity

	Surface (m <sup>2</sup> )	Annualized Top up rents 2021 (€m, GS)	Annualized rents 2021 (€/m <sup>2</sup> ,100%)
Vacating	9,243	1.4	181
Letting	21,223	3.7	208
Renewals	12,974	2.6	215

The rental activity in 2021 was marked by:

- ▶ More than 21,000 m<sup>2</sup> let, of which 5,900 m<sup>2</sup> in Hamburg (Zeughaus); 3,100m<sup>2</sup> in Munich (Sunsquare); 3,300 m<sup>2</sup> in Frankfurt (several assets).
- ▶ About 13,000 m<sup>2</sup> renewed during the past 12 months, with +7.2 years maturity, on assets in Frankfurt, Berlin, Hamburg, and Düsseldorf.
- ▶ 9,200 m<sup>2</sup> of vacated space, including 1,800 m<sup>2</sup> in Munich (Eight Dornach).

## 6. Lease expiries and occupancy rate

### 6.1. Lease expiries: firm residual lease term of 4.4 years

(€ million)	By lease end date (1 <sup>st</sup> break)	% of total	By lease end date	% of total
2022	8.1	17%	6.2	13%
2023	7.6	16%	6.2	13%
2024	6.0	13%	6.6	14%
2025	6.3	13%	3.2	7%
2026	3.7	8%	4.0	8%
2027	6.1	13%	4.7	10%
2028	1.1	2%	1.2	2%
2029	1.8	4%	4.7	10%
2030	0.8	2%	3.8	8%
2031	0.0	0%	0.7	1%
Beyond	6.0	13%	6.2	13%
<b>Total</b>	<b>47.4</b>	<b>100%</b>	<b>47.4</b>	<b>100%</b>

The firm residual duration of leases stands at 4.4 years (vs 4.9 years at end-2020).

€8.1 million of expiries are coming in 2022, representing 1.2% of Covivio annualized revenues. They include:

- ▶ 0.6% already managed, including rental agreements on small office spaces, renewed automatically once a year and made with companies in the liberal professions (e.g. Medical doctors' offices).
- ▶ 0.6% to be managed mainly in Frankfurt, Hamburg and Munich, among which 0.4% is expected to be renewed.

## 6.2. Occupancy rate of 78.8%

(%)	2020	2021
Berlin	96.8%	94.7%
Frankfurt	86.2%	87.4%
Düsseldorf	58.3%	58.5%
Hamburg	77.4%	85.9%
Munich	51.4%	55.3%
Other	98.2%	99.7%
<b>Total</b>	<b>76.7%</b>	<b>78.8%</b>

The occupancy rate has improved and stands at 78.8% (+2.1 pts compared to year-end 2020) due mainly to lettings in Hamburg and Munich.

73% of the vacancy (15 pts) is focused on Herzogterrassen in the centre of Düsseldorf, Zeughaus in Hamburg and Eight Dornach in Munich. A refurbishment of Herzogterrassen is ongoing in order to reposition the asset as an attractive offer in Düsseldorf city center.

## 7. Disposals: €61.3M Group Share

Covivio sold 45% of its shares in Alexanderplatz development project to Covéa and Generali, a flagship development project in Berlin.

## 8. Portfolio values

### 8.1. Change in portfolio values

(€ million, Group share, Excluding Duties)	Value 2020	Acqu.	Invest.	Disposals	Value creation on Acquis. /Disposals	Change in value	Other	Value 2021
Berlin	333	1	27	-61	0	17	1	317
Frankfurt	471	0	9	0	0	-12	1	470
Düsseldorf	317	0	3	0	0	-14	1	306
Hamburg	285	0	2	0	0	2	1	290
Munich	114	0	4	0	0	-9	0	110
Other	21	0	1	0	0	0	0	22
<b>Total</b>	<b>1,541</b>	<b>1</b>	<b>45</b>	<b>-61</b>	<b>0</b>	<b>-15</b>	<b>4</b>	<b>1,515</b>

The portfolio value in Group Share has decreased by €26 million since year-end 2020, mainly due to the disposal of 45% of shares of the Alexanderplatz project in Berlin for €61 million, investment of €27 million into development projects and investment of €18 million into existing assets.

## 8.2. Like-for-like portfolio evolution



(€ million, Excluding Duties)	Value 2020 100%	Value 2020 Group share	Value 2021 100%	Value 2021 Group share	LfL <sup>1</sup> change	Yield 2020	Yield 2021	% of total value
Berlin	413	333	477	317	+5.5%	4.1%	3.7%	21%
Frankfurt	513	471	510	470	-2.5%	4.0%	4.1%	31%
Düsseldorf	337	317	325	306	-4.4%	2.7%	2.7%	20%
Hamburg	305	285	310	290	+0.8%	2.9%	3.1%	19%
Munich	121	114	117	110	-7.2%	2.3%	2.5%	7%
Other	33	21	34	22	+0.8%	5.6%	5.6%	1%
<b>Total</b>	<b>1,722</b>	<b>1,541</b>	<b>1,772</b>	<b>1,515</b>	<b>-1.0%</b>	<b>3.4%</b>	<b>3.4%</b>	<b>100%</b>

<sup>1</sup> LfL: Like-for-Like

Covivio Germany Office portfolio reaches a critical size with €1.8 billion of assets:

- ▶ The like-for-like change (-1.0%) includes decreases in valuation for assets in Munich and Dusseldorf which are still recovering from last year's tenant departures.
- ▶ In the meantime, assets in Berlin and Hamburg registered +5.5% and +0.8% like-for-like growth respectively.



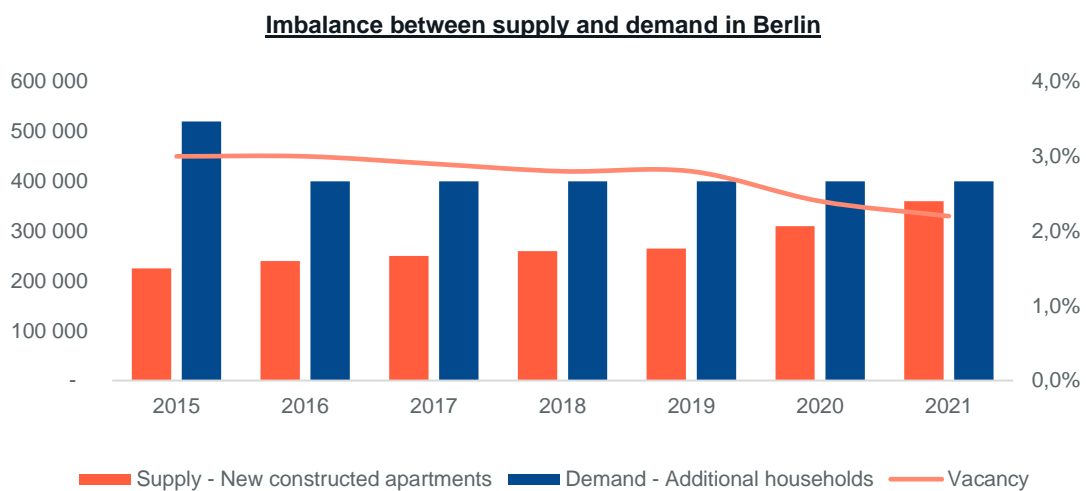
## E. GERMANY RESIDENTIAL: 28% OF COVIVIO PORTFOLIO

Covivio operates in the German Residential segment through its 61.7% held subsidiary Covivio Immobilien. The figures presented are expressed as 100% and as Covivio Group share.

Covivio owns around ~40,800 apartments in Berlin, Hamburg, Dresden, Leipzig and North Rhine-Westphalia, representing €7.7 billion (€5.0 billion Group share) of assets.

### 1. Strong market fundamentals

- ▶ **The housing shortage** widens with a deficit of around 400,000 units in Germany at end-2021
  - **Especially marked in Berlin** with a lack of 229,000 units.



- ▶ This shortage continues to drive an important **increase in rents and values** in Germany. In **Berlin** in 2021:
  - The median **asking rent** on new buildings increased by 12.7% to €19,95/m<sup>2</sup> over a year while asking rent on existing buildings increased by 12.2% to €12,90/m<sup>2</sup>.
  - The median **asking price increased by 3.4%** and now stands at €5,220 /m<sup>2</sup>, well above the current valuation of Covivio's residential portfolio (€3,368/m<sup>2</sup> in Berlin). The square meter price for new buildings also **reached a new high** of €8,390/m<sup>2</sup> (+21.8%).
- ▶ In February 2020, Berlin implemented the Mietendeckel law to freeze housing rent for five years and in November 2020 it set rent caps on residential units. This law was cancelled in April 2021 and a petition has been launched by the citizens to expropriate big corporate landlords by over 3,000 housing units.
- ▶ The German residential market registered its **highest transaction volume** with €51 billion, +160% compared to 2020 (including the €22 billion DW/Vonovia deal and the €5 billion Heimstaden deal), which represents 47% of the German real estate investment with €111 billion in 2021.

Around 62% of the transaction are made in the top six German cities.

In 2021, Covivio's activities were marked by:

- ▶ Continued rental growth: +4.5% on a like-for-life basis, driven by NRW and Berlin where the Mietendeckel has been cancelled in April;
- ▶ Strong value growth: +14% increase on a like-for-like basis;
- ▶ Acquisition of 1,071 units in Berlin for an average of €3,397 /m<sup>2</sup>.

## 2. Accounted rental income: +4.5% at a like-for like scope

(In € million)	Rental income 2020 100%	Rental income 2020 Group share	Rental income 2021 100%	Rental income 2021 Group share	Change Group share (%)	Change Group share (%) LfL <sup>1</sup>	% of rental income
Berlin	118.5	76.7	127.2	83.4	8.8%	+5.0%	50%
of which Residential	96.4	62.3	103.2	67.6	8.6%	+5.5%	40%
of which Other commercial <sup>2</sup>	22.2	14.4	24.0	15.8	9.5%	+2.9%	9%
Dresden & Leipzig	24.6	15.7	22.9	14.8	-5.9%	+2.3%	9%
Hamburg	16.3	10.7	17.1	11.2	5.2%	+2.9%	7%
North Rhine-Westphalia	86.2	54.6	93.0	59.0	8.0%	+4.7%	35%
Essen	30.8	19.1	34.0	21.2	10.8%	+4.9%	13%
Duisburg	15.4	9.6	16.2	10.1	5.8%	+3.5%	6%
Mulheim	10.2	6.5	10.6	6.7	3.8%	+2.9%	4%
Oberhausen	9.7	6.5	10.2	6.8	4.3%	+3.9%	4%
Other	20.2	12.8	21.9	14.1	9.6%	+6.5%	8%
<b>Total</b>	<b>245.6</b>	<b>157.7</b>	<b>260.2</b>	<b>168.4</b>	<b>6.8%</b>	<b>+4.5%</b>	<b>100%</b>
of which Residential	216.0	138.5	228.0	147.3	6.4%	+4.8%	87%
of which Other commercial <sup>2</sup>	29.6	19.2	32.2	21.1	9.8%	+2.8%	13%

<sup>1</sup> LfL: Like-for-Like

<sup>2</sup> Ground-floor retail, car parks, etc

Rental income amounted to €168 million Group share in 2021, up 6.8% (+€10.7 million) due to:

- ▶ In Berlin, the like-for-like rental growth is +5.0% (+€3.5 million) with the cancellation of the Mietendeckel at +2.8 pts and 2.2 pts due to the reletting and the indexation. On the residential side only, the growth is +5.5% (+€3.2 million);
- ▶ Outside Berlin, like-for-like rental growth was strong in all areas (+4.1% on average, +€3.2 million) due to the reletting impact (including modernisation) and the indexation;
- ▶ Acquisitions mainly in Berlin in 2020 and 2021 (+€4.3 million);
- ▶ Disposals (-€3.8 million) mainly involving a portfolio of mature assets in Berlin and Leipzig in 2020 as well as some privatisations with high margins in Berlin;
- ▶ Others (+€3.5 million) which include the increase of Covivio detention.

### 3. Annualized rental income: €174.4 million Group share

(In € million)	Surface (m <sup>2</sup> )	Number of units	Annualized rents 2020 Group share	Annualized rents 2021 100%	Annualized rents 2021 Group share	Change Group share (%)	Average rent €/m <sup>2</sup> /month	% of rental income
Berlin	1,293,882	17,663	73.4	135.3	90.0	22.5%	€8.7 /m <sup>2</sup>	52%
of which Residential	1,128,051	16,711	58.6	110.5	73.5	25.4%	€8.2 /m <sup>2</sup>	41%
of which Other commercial <sup>1</sup>	165,831	952	14.8	24.9	16.4	11.1%	€12.5 /m <sup>2</sup>	9%
Dresden & Leipzig	270,117	4,373	14.4	23.1	15.0	4.2%	€7.1 /m <sup>2</sup>	9%
Hamburg	141,864	2,340	11.1	17.3	11.3	1.6%	€10.1 /m <sup>2</sup>	6%
North Rhine-Westphalia	1,098,654	16,516	57.5	92.4	58.2	1.2%	€7.0 /m <sup>2</sup>	33%
Essen	392,986	5,755	20.6	34.1	21.2	2.5%	€7.2 /m <sup>2</sup>	12%
Duisburg	204,364	3,146	9.9	16.3	10.1	1.9%	€6.6 /m <sup>2</sup>	6%
Mulheim	126,733	2,129	6.7	10.6	6.6	-0.7%	€6.9 /m <sup>2</sup>	4%
Oberhausen	124,775	1,831	6.7	9.8	6.4	-4.6%	€6.5 /m <sup>2</sup>	4%
Others	249,795	3,655	13.6	21.7	13.9	2.4%	€7.2 /m <sup>2</sup>	8%
<b>Total</b>	<b>2,804,517</b>	<b>40,892</b>	<b>156.4</b>	<b>268.0</b>	<b>174.4</b>	<b>11.5%</b>	<b>€8.0 /m<sup>2</sup></b>	<b>100%</b>
of which Residential	2,587,283	39,613	136.5	235.2	152.8	12.0%	€7.6 /m <sup>2</sup>	88%
of which Other commercial <sup>1</sup>	217,234	1,279	20.0	32.9	21.6	8.3%	€12.6 /m <sup>2</sup>	12%

<sup>1</sup> Ground-floor retail, car parks, etc

The portfolio breakdown has been relatively stable for the past few periods, with Berlin generating slightly above 50% of the rental income, through residential units and some commercial units (mainly ground-floor retail).

Rental income per m<sup>2</sup> (€8.0 /m<sup>2</sup>/month on average) offers solid growth potential through reversion in all our markets including, Berlin (20-25%), Hamburg (20-25%), Dresden and Leipzig (10-15%) and in North Rhine-Westphalia (15-20%).

### 4. Indexation

Rental income from residential property in Germany changes depending on multiple mechanisms:

#### Rents for re-leased properties:

In principle, rents may be increased freely, provided the property is not financed through governmental subsidies.

As an exception to the unrestricted rent setting principle, cities like Berlin, Hamburg, Cologne and Düsseldorf have introduced rent caps (*Mietpreisbremse*) for re-leased properties. Discussions are currently ongoing in Dresden and Leipzig to implement such a measure by the summer 2022. In these cities, rents for re-leased properties cannot exceed the public rent reference (*Mietspiegel*) by more than 10%, except in the following conditions:

If the property has been modernised in the past three years, the rent for the re-let property may exceed the +10% limit by a maximum of 8% of the costs to modernise it.

In the event the property is completely modernised (work amounting to more than one-third of new construction costs), the rent may be increased freely.

If the rent received from the previous tenant is higher than the +10% limit, then the previous rent will be the limit in the case of re-letting.

Properties built after 1 October 2014 do not adhere to the rent cap.

### For current leases:

For residential tenants, the rent can generally be adjusted based on the local comparative rent (*Mietspiegel*), which is usually determined based on the rent index. In addition to this adjustment method, an index-linked or graduated rent agreement can also be concluded. A successive combination of adjustment methods can also be contractually agreed (e.g. graduated rent for the first 5 years of the contract, followed by adjustment to the local comparative rent).

**Adjustment to the local comparative rent:** The current rent can be increased by 15% to 20% within three years, depending on the region, without exceeding the local comparative rent (*Mietspiegel*).

### For current leases with work carried out:

If works have been carried out, rents may be increased by up to 8% of the cost of work, in addition to the possible increase according to the rent index. This increase is subject to three conditions:

- The works aim to save energy, increase the utility value, or improve the living conditions in the long run.
- The tenant must be notified of this rent increase within three months.
- The rent may not be increased by more than €3/m<sup>2</sup> for work to modernise the property within a six-year period (€2/m<sup>2</sup> if the initial rent is below €7/m<sup>2</sup>).

## 5. Occupancy rate: a high level of 99.1%

(%)	2020	2021
Berlin	98.3%	98.7%
Dresden & Leipzig	99.3%	99.5%
Hamburg	100.0%	100.0%
North Rhine-Westphalia	98.9%	99.5%
<b>Total</b>	<b>98.7%</b>	<b>99.1%</b>

The occupancy rate remains high, at above 99%. It has remained above 98% since the end of 2015 and reflects the Group's very high portfolio quality and low rental risk.

## 6. Disposals and disposals agreements: €126 M with a 26% margin on appraisal value

(In € million)	Disposals 2020 (agreements as of end-2020 closed)	Agreements as of end-2020 to close	New disposals 2021	New agreements 2021	Total 2021	Margin vs end-2020 value	Yield	Total Realized Disposals
Berlin	13	-	51	12	62	49%	1.5%	64
Dresden & Leipzig	1	-	-	-	-	-	-	1
Hamburg	-	-	-	-	-	-	-	-
North Rhine-Westphalia	-	-	53	10	63	10%	4.1%	54
<b>Total 100%</b>	<b>14</b>	<b>-</b>	<b>104</b>	<b>22</b>	<b>126</b>	<b>26%</b>	<b>2.8%</b>	<b>118</b>
<b>Total Group share</b>	<b>9</b>	<b>-</b>	<b>68</b>	<b>14</b>	<b>82</b>	<b>26%</b>	<b>2.5%</b>	<b>77</b>

In 2021, Covivio secured €126 million of disposals (€82 million group share), with a balanced split between privatizations and bloc sales:

- ▶ Privatizations (mainly in Berlin): 168 units sold for €57 million (€37 million group share) at 53% margin.
- ▶ Bloc sales (mostly in NRW): disposal of a portfolio in NRW consisting in 472 units sold for €58 million (€38 million group share) with a 5% margin.
- ▶ Other disposals for the remaining part including the sale of empty land plots, single houses disposals and adjustment price for a 2020 operation.

## 7. Acquisitions: €208M realized in 2021

(In € million, Including Duties)	Surface (m <sup>2</sup> )	Number of units	Acquisitions 2021 realized		
			Acq. price 100%	Acq. price Group share	Gross yield
Berlin	76,973	1,071	262	167	3.3%
Dresden & Leipzig	-	-	0	0	-
Hamburg	-	-	-	-	-
North Rhine-Westphalia	-	-	-	-	-
<b>Total Acquisitions</b>	<b>91,029</b>	<b>1,265</b>	<b>262</b>	<b>167</b>	<b>3.3%</b>
<b>Shares buyback of minority stakes</b>			<b>n.a.</b>	<b>41</b>	<b>n.a.</b>

In 2021, Covivio closed several deals for €208 million group share, all of them in Berlin:

- ▶ Acquisition of 1,071 existing units for €167 million Group share in the centre of Berlin at an average of €3,400 /m<sup>2</sup> with a reversionary potential of near 25%;
- ▶ Buyback shares of some minority stake in German residential portfolio (€41 million Group share).

## 8. Portfolio values: €7.7 billion (€5.0 billion Group share)

### 8.1. Change in portfolio value: 17.7% growth

(In € million, Group share, Excluding Duties)	Value 2020	Acq.	Invest.	Disposals	Value creation on Acquis./Disposals	Change in value	Change of scope <sup>(1)</sup>	Value 2021
Berlin	2,387	166	17	-31	6	246	68	2,859
Dresden & Leipzig	371	-	4	-	-	43	6	424
Hamburg	327	-	5	-	-	50	2	384
North Rhine-Westphalia	1,172	-	30	-32	-	176	-4	1,342
<b>Total</b>	<b>4,257</b>	<b>166</b>	<b>56</b>	<b>-63</b>	<b>6</b>	<b>515</b>	<b>72</b>	<b>5,010</b>

<sup>(1)</sup> Including shares buyback operation for €41m

In 2021, the portfolio's value increased by +17.7%, to €5.0 billion Group share. The growth was first driven by the like-for-like increase in value (€515 million) and second, by the contribution of acquisitions and investments net of disposals (€237 million).

8.2. Change on a like-for-like basis: **+14%** growth

(In € million, Excluding Duties)	Value 2020 Group share	Surface 100% in m <sup>2</sup>	Value 2021 100%	Value 2021 in €/m <sup>2</sup>	Value 2021 Group share	LfL <sup>1</sup> change	Yield 2020	Yield 2021	% of total value
Berlin	2,387	1,293,882	4,358	3,368	2,859	+11.3%	3.1%	3.1%	57%
of which Residential	2,054	1,128,051	3,750	3,324	2,460	+11.1%	2.9%	2.9%	49%
of which Other commercial <sup>2</sup>	333	165,831	608	3,666	399	+12.1%	4.4%	4.1%	8%
Dresden & Leipzig	371	270,117	653	2,418	424	+12.4%	3.9%	3.5%	8%
Hamburg	327	141,864	587	4,139	384	+16.8%	3.4%	2.9%	8%
North Rhine-Westphalia	1,172	1,098,654	2,132	1,940	1,342	+18.2%	4.9%	4.3%	27%
Essen	445	392,986	839	2,135	521	+19.3%	4.6%	4.1%	10%
Duisburg	188	204,364	354	1,730	220	+18.1%	5.3%	4.6%	4%
Mulheim	132	126,733	231	1,821	145	+13.3%	5.1%	4.6%	3%
Oberhausen	115	124,775	188	1,509	123	+18.7%	5.8%	5.2%	2%
Other	292	249,795	520	2,083	333	+18.8%	4.7%	4.2%	7%
<b>Total</b>	<b>4,257</b>	<b>2,804,517</b>	<b>7,730</b>	<b>2,756</b>	<b>5,010</b>	<b>+13.7%</b>	<b>3.7%</b>	<b>3.5%</b>	<b>100%</b>
of which Residential	3,805	2,587,283	6,926	2,677	4,484	+13.9%	3.6%	3.4%	90%
of which Other commercial <sup>2</sup>	451	217,234	804	3,700	526	+12.2%	4.4%	4.1%	10%

<sup>1</sup> LfL: Like-for-Like

<sup>2</sup> Ground-floor retail, car parks, etc

Covivio's residential portfolio in Germany is valued at €2,756 /m<sup>2</sup> on average, offering a significant growth potential, especially in Berlin where the current valuation of residential units stands at €3,324 /m<sup>2</sup>, significantly below the average asking price of condominiums (€5,220 /m<sup>2</sup> at end 2021).

In 2021, values increased by +13.7% on a like-for-like basis since end-2020 which represents yet another very dynamic period of growth:

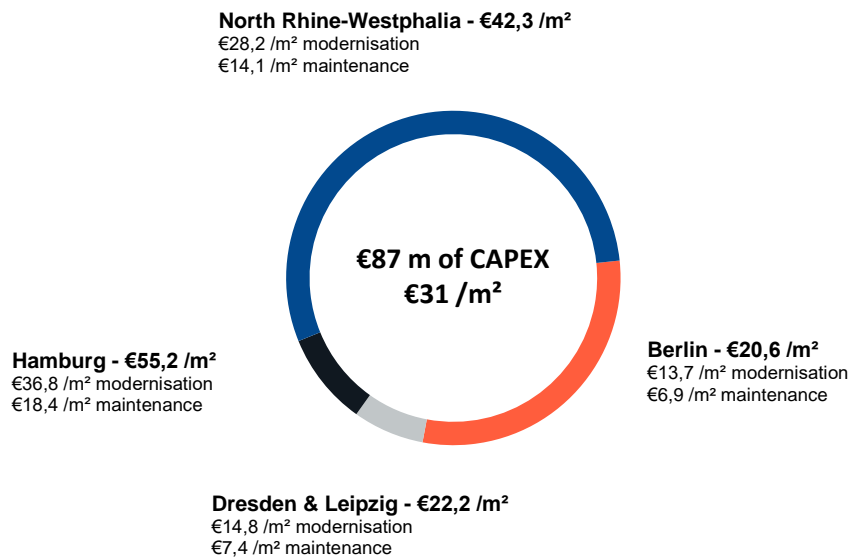
- ▶ +11.3% in Berlin due to the increase in values in highly sought-after locations;
- ▶ Strong increase in NRW (+18.2%), Hamburg (+16.8%) and Dresden and Leipzig (12.4%) thanks to the continued dynamic of rental growth and the increase in value in large German cities.



## 9. Maintenance and modernisation CAPEX

In 2021, CAPEX totalled €87 million, (€31 /m<sup>2</sup>; €56 million in Group share) and OPEX came to €19 million (€6.7 /m<sup>2</sup> ; €12 million in Group share), 11% below the Capex spent in 2020.

**Modernisation CAPEX**, used to improve asset quality and increase rental income, accounts for 67% of the total (vs 59% in 2020). Due to a restrictive regulation in Berlin most of them were invested in NRW. The quality of the portfolio in NRW enables us to benefit both from rent and value increase in this area.



## F. HOTELS IN EUROPE: 15% OF COVIVIO'S PORTFOLIO

Covivio Hotels, a 43.8%-owned subsidiary of Covivio as of 31 December 2021, is a listed property investment company (SIIC) and leading hotel real-estate player in Europe. It invests both in hotels under lease and hotel operating properties.

The figures presented are expressed at 100% and in Covivio Group share (GS).

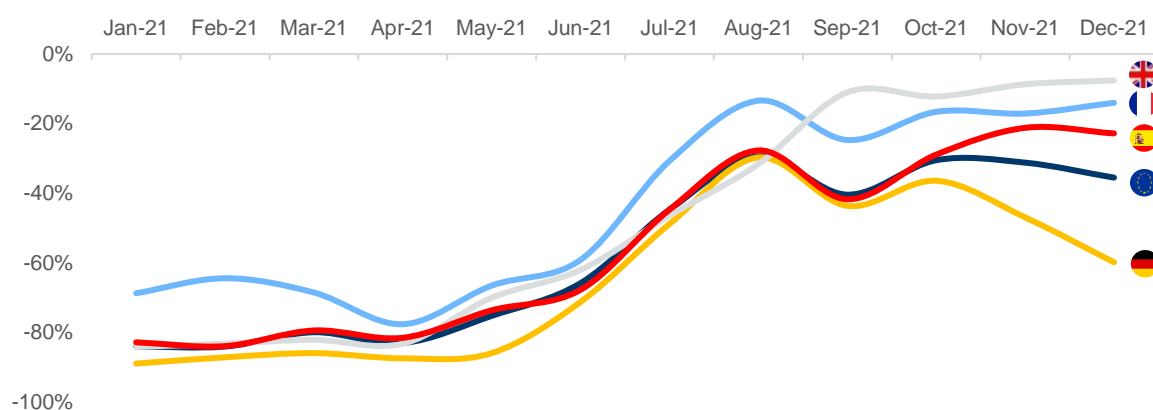
Covivio owns a high-quality hotel portfolio worth €6.6 billion (€2.6 billion in Group share), focused on major European cities and let or operated by 16 major hotel operators such as Accor, B&B, IHG, NH Hotels, etc. This portfolio offers geographic and tenant diversification (across 12 European countries) and asset management possibilities via different ownership methods (hotel lease and hotel operating properties).

### 1. Sustained recovery in 2021

Continued lockdowns weighed on hotels performances at the beginning of the year, but the roll-out of the vaccination campaign coupled with the gradual lifting of restrictions and the lower impacts of Covid-19 waves led to accelerate the recovery from second half of the year.

- ▶ In Europe, the **hotel recovery** was sustained in H2, RevPar rebounding from -66% (vs 2019) in June to -36% in December.
- ▶ The summer performance confirmed the **strong rebound** in countries with a large domestic clientele, notably France and Germany, which account for 57% of Hotel's revenues, and testified to the good fundamentals of the hotel industry, particularly the leisure segment.
- ▶ Compared to its European neighbors, **France** and Paris in particular, recorded a strong recovery throughout the second half of the year, with RevPAR up 110% between July and November 2021, demonstrating that, in addition to leisure, business customers have also recovered rapidly.
- ▶ German growth was interrupted in November with the introduction of new restrictions (RevPar down 63% vs. 2019). Still below 2019 levels, some other European countries benefited more from the recovery in H2:

**Rebound in performances (RevPar) in H2 2021 vs. 2019**



- ▶ On the investment side, the volume of transactions recorded in Europe in 2021 amounts to €16 billion, an increase of 59% compared to 2020 (€10 billion investment volume).
- ▶ The UK and Germany represent respectively 30% and 14% of the transactions, with relatively stable average prices per room (from €200,000 to €250,000).
- ▶ Spain accounted for 15% of total transactions (vs. 6% in 2019): the number of assets exchanged appears stable compared to 2019 (c. 50 assets), but prices were much higher (€210,000 per room on average vs. €143,000 in 2019). The second half of the year accounted for 67% of total transaction volume.

Assets not wholly owned by Covivio Hotels include:

- 8 operating properties in Germany (94.9% owned)
- 90 B&B assets in France (50.2%)
- 11 B&B assets in Germany (93.0%)
- 8 B&B assets in Germany, 5 of them 84.6% held and the other 3, 90.0% held
- 2 Motel One assets in Germany (94.0%)
- Club Med Samoëns (50.1%) under disposal agreement
- 32 AccorInvest assets in France (30 assets) and Belgium (2 assets), 31.2% (26 assets) and 33.3% (6 assets) owned respectively

## 2. Recognised revenues: **+27%** on a like-for-like basis

(In € million)	Revenues 2020 100%	Revenues 2020 Group share	Revenues 2021 100%	Revenues 2021 Group share	Change (%) Group share	Change Group share (%) LfL <sup>1</sup>
Hotel Lease properties - Variable	16.2	7.0	26.7	11.7	66%	69%
Hotel Lease properties - Fixed	123.1	47.3	136.7	54.1	14%	-1%
Hotel properties - UK	0.0	0.0	12.0	5.2	n.a	n.a
Operating properties - EBITDA	7.9	3.3	21.9	9.4	185%	356%
<b>Total revenues Hotels</b>	<b>147.2</b>	<b>57.6</b>	<b>197.3</b>	<b>80.4</b>	<b>39.6%</b>	<b>27.5%</b>

<sup>1</sup> LfL: Like-for-Like

Hotel revenues increased by +40% in 2021 (+€22.8 million Group share) compared to 2020, due to:

▶ **Leased hotels:**

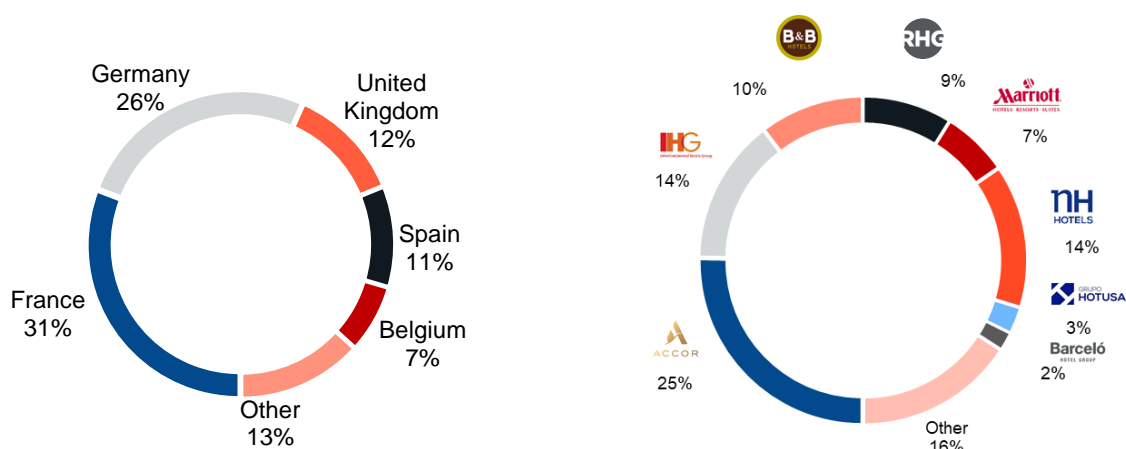
- The **AccorInvest hotel portfolio** (22% of the hotel portfolio), which is indexed on hotel turnover, increased by 69% like-for-like compared to 2020, due to the suspension of restrictions in Europe in the third quarter of 2021. These midscale and economy hotels are located in France and Belgium.
- **Hotels located in the UK** (13% of the hotel portfolio): We note a reversal of booked rents of €12 million (vs 0M 2020) thanks to the re-opening in the summer 2021.
- **Other leases:** increase of €6.8 million Group share mainly due to the integration of an acquisition in September 2020. On a like-for-like basis the -1% performance is explained by free-rent periods granted to sustain our tenants.

- ▶ **Operating hotels:** mainly located in Germany and in the north of France. The increase is due to the less restrictive health measures in the summer of 2021. However, France recorded better performance thanks to its health crisis management (+630% vs 2020) than Germany (+49% vs 2020).

**Collection rate:** 96% for hotels excluding rent free and deferred payment.

### 3. Annualized revenue

**Breakdown by operators and by country** (based on 2021 fixed revenues and 2019 variable revenues) which amount to €133 million in Group share.



Rents are splitted using the following breakdown: fixed (42%), variable (22%) UK (12%), and EBITDA (24%)

### 4. Indexation

Fixed-indexed leases are indexed to benchmark indices (ICC and ILC in France and the consumer price index for foreign assets).

### 5. Lease expiries: 13.3 of firm residual lease term years

(In € million, Group share)	By lease end date (1st break)	% of total	By lease end date	% of total
2022	1.2	1%	0.0	0%
2023	4.4	4%	0.0	0%
2024	1.0	1%	2.2	2%
2025	2.0	2%	0.6	1%
2026	3.3	3%	2.3	2%
2027	0.0	0%	0.0	0%
2028	13.6	13%	0.9	1%
2029	0.0	0%	0.0	0%
2030	10.3	10%	14.6	14%
2031	3.7	4%	10.3	10%
Beyond	62.5	61%	71.0	70%
<b>Total Hotels in lease</b>	<b>101.9</b>	<b>100%</b>	<b>101.9</b>	<b>100%</b>

The hotel firm lease duration remains very high at 13.3 years (-0.9 years vs end-2020), the main operation in 2021 being the renegotiation on one asset in Spain extending the lease by 8 years.

Despite the crisis, all our hotels are fully let to operators.

## 6. Disposals and disposal agreements: €134M

(In € million)	Disposals (agreements as of end of 2020 closed)	Agreements as of end of 2020 to close	New disposals 2021	New agreements 2021	Total 2021	Margin vs 2020 value	Yield	Total Realized Disposals
	1		2	3	= 2 + 3			= 1 + 2
Hotel Lease properties	13	19	-	134	134	21%	4.9%	13
Hotel Operating properties	-	-	-	-	-	-	-	-
<b>Total Hotels - 100%</b>	<b>13</b>	<b>19</b>	<b>-</b>	<b>134</b>	<b>134</b>	<b>21%</b>	<b>4.9%</b>	<b>13</b>
<b>Total Hotels - GS</b>	<b>6</b>	<b>8</b>	<b>-</b>	<b>31</b>	<b>31</b>	<b>23%</b>	<b>4.8%</b>	<b>6</b>

In 2021, Covivio signed two new engagements for a total of €134 million (€31 million GS), mostly one leisure asset in French ski resort, with a staggering 21% margin. Closings of both sales are expected in H1 2022.

## 7. Portfolio values

### 7.1. Change in portfolio values

(In € million, Excluding Duties, Group share)	Value 2020	Acquis.	Invest.	Disposals	Change in value	Others	Value 2021
Hotels - Lease properties	2,022	-	12	-6	-8	37	2,057
Hotels - Operating properties	510	-	8	-	-1	4	521
<b>Total Hotels</b>	<b>2,532</b>	<b>-</b>	<b>20</b>	<b>-6</b>	<b>-9</b>	<b>41</b>	<b>2,578</b>

At the end of December 2021, the portfolio amounted to €2.6 billion Group share, up €47 million compared to year-end 2020, essentially explained by the positive impact of the GBP variation (+€25 million) and the investments realized during the year (+€20 million).

## 7.2. Change on a like-for-like basis: -0.3%

(In € million, Excluding Duties)	Value 2020 Group share	Value 2021 100%	Value 2021 Group share	LfL <sup>1</sup> change	Yield <sup>2</sup> 2020	Yield <sup>3</sup> FY 2021	% of total value
France	716	2,283	730	+0.6%	5.0%	4.9%	28%
Paris	304	827	304				12%
Greater Paris (excl. Paris)	132	498	133				5%
Major regional cities	187	583	193				7%
Other cities	93	374	100				4%
Germany	269	650	280	+3.5%	4.9%	4.7%	11%
Frankfurt	31	74	31				1%
Munich	21	48	21				1%
Berlin	30	73	34				1%
Other cities	187	454	193				8%
Belgium	112	283	112	-1.5%	6.2%	6.3%	4%
Brussels	35	100	35				1%
Other cities	77	183	77				3%
Spain	276	630	276	-1.4%	5.5%	5.2%	11%
Madrid	119	283	124				5%
Barcelona	98	213	93				4%
Other cities	59	134	59				2%
UK	340	785	344	-6.4%	5.5%	4.8%	13%
Italy	113	265	116	+1.2%	5.2%	5.1%	4%
Other countries	196	454	199	+3.0%	5.2%	5.2%	8%
<b>Total Hotel lease properties</b>	<b>2,021</b>	<b>5,351</b>	<b>2,057</b>	<b>-0.4%</b>	<b>5.3%</b>	<b>5.0%</b>	<b>80%</b>
France	111	261	114	-0.1%	5.5%	5.4%	4%
Lille	47	106	47				2%
Other cities	63	155	68				3%
Germany	347	847	352	-0.3%	6.8%	6.7%	14%
Berlin	242	596	248				10%
Dresden & Leipzig	82	198	82				3%
Other cities	23	53	22				1%
Other countries	52	125	55	+0.9%	7.3%	7.1%	2%
<b>Total Hotel Operating properties</b>	<b>510</b>	<b>1,234</b>	<b>521</b>	<b>-0.1%</b>	<b>6.4%</b>	<b>6.3%</b>	<b>20%</b>
<b>Total Hotels</b>	<b>2,532</b>	<b>6,584</b>	<b>2,578</b>	<b>-0.3%</b>	<b>5.5%</b>	<b>5.3%</b>	<b>100%</b>

<sup>1</sup> LfL : Like-for-Like

<sup>2</sup> Yield excluding assets under development; EBIDTA yield for hotel operating properties

<sup>3</sup> Yields calculated on the basis of 2021 fixed revenues and 2019 variable revenues

At the end of December 2021, Covivio held a unique hotel portfolio of €2.6 billion (€6.6 billion at 100%) in Europe. This strategic portfolio is characterised by:

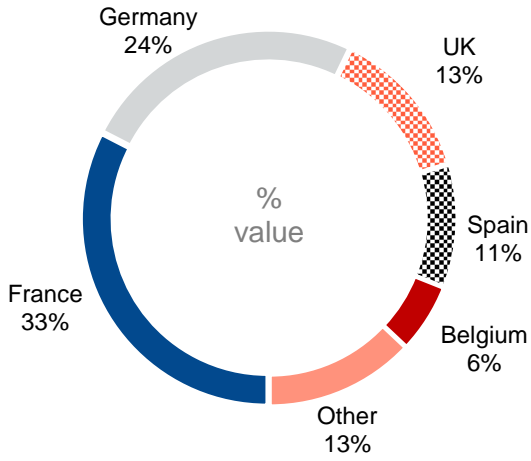
- **High-quality locations:** average Booking.com location grade of 8.8/10.
- **Diversified portfolio:** in terms of countries (12 countries, none representing more than 33% of the total portfolio), and segment (69% economic/midscale and 31% upscale).
- **Major hotel operators** with long-term leases: 16 hotel operators with an average lease duration of 13.3 years.

The portfolio value decreased by -0.3% Like-for-Like a mix of:

- 1- **Value adjustments on the UK portfolio (13% of hotels):** a -6.5% decrease was accounted during H1 on these 12 assets leased to IHG. Values remained stable during H2 (+0.1%) and take into consideration the new lease agreement found with IHG.
- 2- **Slight increase on other leased assets (+0.9%):** resilience on these assets, in line with the high margin on new disposal agreements and slightly better visibility on Accor variable rent cash-flows (+0.6%).
- 3- **Stable values on operating portfolio (-0.1%):** resilience on these assets, thanks to excellent locations and start of recovery in H2.



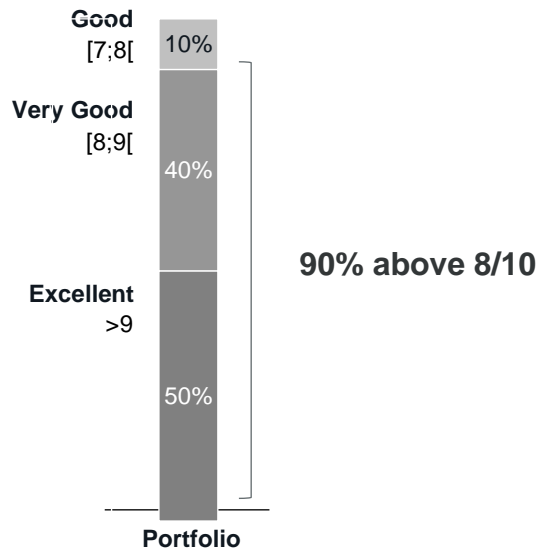
**Portfolio breakdown by value and geography**



**88% in major European destinations**



**Portfolio split by location grade on Booking.com**  
**(8.8/10 on average)**



## 3. FINANCIAL INFORMATION AND COMMENTS

Covivio's activity involves the acquisition or development, ownership, administration, and leasing of properties, particularly Offices in France, Italy and Germany, Residential in Germany, and Hotels in Europe.

Registered in France, Covivio is a public limited company with a Board of Directors.

The German Residential information in the following sections include some Office assets owned by the subsidiary (Covivio Immobilien).

### CONSOLIDATED ACCOUNTS

#### 3.1. Scope of consolidation

On 31 December 2021, Covivio's scope of consolidation included companies located in France and several European countries. The main equity interests in the fully consolidated but not wholly owned companies are as follows:

Subsidiaries	31 Dec. 2020	31 Dec. 2021
Covivio Hotels	43.5%	43.8%
Covivio Immobilien	61.7%	61.7%
Covivio Office 6 GmbH	89.7%	89.9%
Covivio Office GmbH (Godewind)	99.8%	100.0%
Sicaf (Telecom Italia portfolio)	51.0%	51.0%
OPCI CB 21 (CB 21 Tower)	75.0%	75.0%
Fédérmmo (Carré Suffren)	60.0%	60.0%
Covivio Alexanderplatz	50.1%	55.0%
SCI Latécoère (DS Campus)	50.1%	50.1%
SCI Latécoère 2 (DS Campus extension)	50.1%	50.1%
SCI 15 rue des Cuirassiers (Silex 1)	50.1%	50.1%
SCI 9 rue des Cuirassiers (Silex 2)	50.1%	50.1%
Sas 6 Rue Fructidor (So Pop)	50.1%	50.1%
SCI 11, Place de l'Europe (Campus Eiffage)	50.1%	50.1%
SCCV Fontenay sous bois (France Residential)	50.0%	50.0%
SCCV Bobigny (France Residential)	60.0%	60.0%
SNC N2 Batignolles promo (Paris N2)	50.0%	50.0%
SCI N2 Batignolles (Paris N2)	50.0%	50.0%

#### 3.2. Accounting principles

The consolidated financial statements have been prepared in accordance with the international accounting standards issued by the IASB (International Accounting Standards Board) and adopted by the European Union on the date of preparation. These standards include the IFRS (International Financial Reporting Standards), as well as their interpretations. The financial statements were approved by the Board of Directors on 22 February 2022.

### 3.3. Simplified income statement - Group share

(In € million, Group share)	2020	2021	var.	%
Net rental income	539.0	530.7	-8.3	-2%
EBITDA from hotel operating activity & flex-office	9.0	17.6	+8.6	+96%
Income from other activities (incl. Property development)	31.5	42.8	+11.3	+36%
<b>Net revenue</b>	<b>579.5</b>	<b>591.1</b>	<b>+11.6</b>	<b>+2%</b>
Net operating costs	-83.2	-77.6	+5.6	-7%
Amortisations of operating assets	-41.5	-49.5	-8.0	+19%
Net change in provisions and other	1.7	7.7	+6.0	n.a.
<b>Current operating income</b>	<b>456.5</b>	<b>471.7</b>	<b>+15.2</b>	<b>+3%</b>
Net income from inventory properties	-3.8	-2.1	+1.7	n.a.
Income from value adjustments	148.3	553.9	+405.6	n.a.
Income from asset disposals	-1.1	-1.3	-0.2	n.a.
Income from disposal of securities	8.1	-1.2	-9.3	n.a.
Income from changes in scope & other	-13.8	-10.6	+3.2	n.a.
<b>Operating income</b>	<b>594.2</b>	<b>1,010.4</b>	<b>+416.2</b>	<b>+70%</b>
Cost of net financial debt	-101.0	-94.7	+6.3	-6%
Interest charges linked to financial lease liability	-6.6	-6.9	-0.3	+5%
Value adjustment on derivatives	-79.5	86.4	+165.9	n.a.
Discounting of liabilities-receivables, and Result of change	-0.2	-0.3	-0.1	n.a.
Early amortisation of borrowings' cost	-0.7	-2.1	-1.4	n.a.
Share in earnings of affiliates	7.8	21.4	+13.6	+174%
<b>Income before tax</b>	<b>413.9</b>	<b>1,014.1</b>	<b>+600.2</b>	<b>+145%</b>
Deferred tax	-34.8	-67.0	-32.2	+93%
Corporate income tax	-19.3	-23.5	-4.2	+22%
<b>Net income for the period</b>	<b>359.8</b>	<b>923.6</b>	<b>+563.8</b>	<b>+157%</b>

► **€591.1 million net revenue (+2.0%)**

Net rental income in Group share increased mainly due to recovery in hotels activity and rental growth in german residential.

(In € million, Group share)	2020	2021	var.	%
France Offices	193.5	174.8	-18.8	-9.7%
Italy Offices (incl. retail)	109.1	101.0	-8.1	-7.4%
German Offices	35.4	29.5	-5.9	-16.7%
German Residential	148.5	158.8	+10.3	+6.9%
Hotels in Europe (incl. retail)	52.3	66.6	+14.3	+27.3%
Other (incl. France Residential)	0.3	0.1	-0.2	-66.7%
<b>Total Net rental income</b>	<b>539.0</b>	<b>530.7</b>	<b>-8.3</b>	<b>-1.5%</b>
EBITDA from hotel operating activity & flex-office	9.0	17.6	+8.6	+95.6%
Income from other activities	31.5	42.8	+11.3	+35.9%
<b>Net revenue</b>	<b>579.5</b>	<b>591.1</b>	<b>+11.6</b>	<b>+2.0%</b>

**France Offices:** decrease mainly due to the sale of assets.

**Italy Offices:** decrease due to the disposals in secondary locations outside Milan.

**Germany Offices:** -€5.9 million due to the one-off indemnity received from Wework in 2020.

**German Residential:** increase driven by acquisition and continuing rental growth.

**Hotels in Europe:** increase in variable revenues in H2 following the recovery in the activity.

- ▶ **EBITDA from the hotel operating activity and flex-office:** The first 4 months of 2021, the hotel activity remained heavily impacted by the health crisis and various government restrictions. The recovery was sustained in the 2nd half of 2021. The flex-office activity increased slightly thanks to the ramp-up of this activity and the opening of new spaces in Milan.
- ▶ **Income from other activities:** net income from other activities comes from the income generated by the property development activity (€15 million), asset and development fees on partnerships (€22 million) and marginally by car park activity (€5.2 million).
- ▶ **Net operating costs:** -€77.6 million including +€25.1 million in property management fees. Net operating costs decreased by €1.1 million (-21.8%) due to savings on staff costs and travel expenses.
- ▶ **Amortisation of operating assets:**  
Note that this item includes the amortisation linked to the right of use according to IFRS 16. This amortisation of right of use is mainly related to owner-occupied buildings and headquarters. The increase for the year is mainly due to a refurbishment in our own-occupied building (Gobelins operated under our Wellio flexible workspace brand).
- ▶ **Net change in provision and other:**  
Before the application of IFRS 16, ground lease expenses and ground lease recharge were reported within net rental income. Because of the application of IFRS16 “Leases”, there is no longer a ground lease expense (this expense is replaced by an interest charge), therefore the ground lease recharge is reported under “Net change in provision and other” so as to not artificially increase Net rental income. During 2020 there was no ground lease recharge in UK companies whereas the amount is €2.8 million in 2021.
- ▶ **Net income from inventory properties:**  
This item refers to a marginal real estate trading activity, mainly in Italy.
- ▶ **Change in the fair value of assets:**  
The income statement recognises changes in the fair value (+€553.9 million) of assets based on appraisals carried out on the portfolio.  
This line item does not include the change in fair value of assets recognised at amortised cost under IFRS but is taken into account in the EPRA NAV calculation (hotel operating properties, flex-office assets and other own-occupied buildings).  
For more details on changes in the portfolio by activity, see section 1 of this document.
- ▶ **Income from asset disposals & disposal of securities:**  
Income from asset disposals contributed -€2.5 million during the year. This loss is mainly in Italy Office activity with depreciation of receivables relating to disposal (-€5.6 million).
- ▶ **Income from changes in scope and other:**  
This item negatively impacted the income statement by around -€10.6 million. It includes costs linked to the acquisition of a Germany Offices listed company (squeeze-out costs) and goodwill depreciation tied to the hotel operating activity (-€7.8 million).
- ▶ **Cost of net financial debt:**  
The cost of net financial debt decreased thanks to continuous debt restructuring efforts.
- ▶ **Interest charges linked to finance lease liability:**  
The Group rents some land under long term leasehold. According to IFRS 16, such rental costs are stated as interest charges. The interest charges refer to the hotel activity for an amount equal to -€5.5 million.
- ▶ **Value adjustment on derivatives:**  
The fair value of financial instruments (hedging instruments) is positively impacted by an average 50 bps increase in the long term interest rates. For the year, the P&L impact is a revenue of +€86.4 million, while for 2020 it was -€79.5 million.

**Share of income of equity affiliates**

Group share	% interest	Contribution to earnings (€million)	Value	Change in equity value (%)
OPCI Covivio Hotels	8.6%	2.9	38.8	6.9%
Lénovilla (New Vélizy)	50.1%	8.6	65.0	4.2%
Euromed	50.0%	0.3	31.4	-44.1%
Cœur d'Orly	50.0%	6.1	30.4	18.0%
Bordeaux Armagnac (Orianz / Factor E)	34.7%	1.7	17.4	11.0%
Phoenix (Hotels)	14.6%	1.8	46.9	3.9%
<b>Total</b>		<b>21.4</b>	<b>230.1</b>	<b>-9.8%</b>

The equity affiliates include Hotels in Europe and the France Offices sectors:

- ▶ OPCI Covivio Hotels: two hotel portfolios, Campanile (32 hotels) and AccorHotels (39 hotels) 80%-owned by Crédit Agricole Assurances.
- ▶ Lénovilla: the New Vélizy campus (47,000 m<sup>2</sup>), let to Thalès and co-owned with Crédit Agricole Assurances.
- ▶ Euromed in Marseille: one office building (Calypso) and a hotel (Golden Tulip) in partnership with Crédit Agricole Assurances. One office building (Astrolabe) has been sold in the first half of 2021.
- ▶ Cœur d'Orly in Greater Paris: two buildings in the Orly airport business district in partnership with ADP.
- ▶ Bordeaux Armagnac: development project, delivered in 2019 in partnership with Icade, of three buildings near the new high-speed train station. In early 2022, the partnership has been closed by exchanging the respective interests in the assets. Covivio owns since January 2022 100% of one office building.
- ▶ Phoenix hotel portfolio: 32% stake held by Covivio Hotels (43.8% subsidiary of Covivio) in a portfolio of 32 Accor Invest hotels in France & Belgium.

**Taxes**

The corporate income tax corresponds to the tax on:

- ▶ Foreign companies that are not or are only partially subject to a tax transparency regime (Italy, Germany, Belgium, the Netherlands, United Kingdom and Portugal).
- ▶ French subsidiaries with a taxable activity.

The corporate income tax amounted to -€23.5 million, including taxes on sales (-€16 million).

### Adjusted EPRA Earnings increased by +7 % to €410.5 million (+€25.5 million vs 2020)

	Net income Group share	Restatements	Adjusted EPRA E. 2021	Adjusted EPRA E. 2020
<b>Net rental income</b>	<b>530.7</b>		<b>530.7</b>	<b>539.0</b>
EBITDA from the hotel operating activity & flex-office	17.6		17.6	9.0
Income from other activities (incl. Property development)	42.8		42.8	31.5
<b>Net revenue</b>	<b>591.1</b>	<b>0.0</b>	<b>591.1</b>	<b>579.5</b>
Net operating costs	-77.6		-77.6	-83.2
<i>Management &amp; administration income</i>	25.1		25.1	21.8
<i>Operating costs</i>	-102.7		-102.7	-105.1
Amortisations of operating assets	-49.5	29.1	-20.4	-22.6
Net change in provisions and other	7.7	-2.9	4.8	-1.1
<b>Operating income</b>	<b>471.7</b>	<b>26.3</b>	<b>498.0</b>	<b>472.6</b>
Net income from inventory properties	-2.1	2.1	0.0	0.0
Income from asset disposals	-1.3	1.3	0.0	0.0
Income from value adjustments	553.9	-553.9	0.0	0.0
Income from disposal of securities	-1.2	1.2	0.0	0.0
Income from changes in scope & other	-10.6	10.6	0.0	0.0
<b>Operating result</b>	<b>1,010.4</b>	<b>-512.4</b>	<b>498.0</b>	<b>472.6</b>
Cost of net financial debt	-94.7	4.3	-90.3	-92.9
Interest charges linked to finance lease liability	-6.9	4.2	-2.7	-2.6
Value adjustment on derivatives	86.4	-86.4	0.0	0.0
Discounting of liabilities-receivables and Foreign Exchange Result	-0.3		-0.3	-0.2
Early amortisation of borrowings' costs	-2.1	2.1	-0.1	-0.1
Share in earnings of affiliates	21.4	-7.9	13.5	13.5
<b>Pre-tax net income</b>	<b>1,014.1</b>	<b>-596.1</b>	<b>418.0</b>	<b>390.2</b>
Deferred tax	-67.0	67.0	0.0	0.0
Corporate income tax	-23.5	16.0	-7.5	-5.2
<b>Net income for the period</b>	<b>923.6</b>	<b>-513.1</b>	<b>410.5</b>	<b>385.0</b>
<i>Average number of shares</i>			94,334,096	91,383,658
<b>Per share</b>			<b>4.35</b>	<b>4.21</b>

- ▶ The restatement of the amortisation of operating assets (+€29.1 million) offsets the real estate amortisation of the flex-office and hotel operating activities.
- ▶ The restatement of the net change in provisions (-€2.9 million) consists of the ground lease expenses linked to the UK leasehold.
- ▶ There was a €4.3 million impact on the cost of debt due to early debt restructuring costs.
- ▶ Concerning the interest charges linked to finance lease liabilities relating to the UK leasehold, as per IAS 40 §25, €4.2 million was cancelled and replaced by the lease expenses paid (see the amount of -€2.9 million under the line item "Net change in provisions and other").
- ▶ The restatement of the share in earnings of affiliates allows for the EPRA earnings contribution to be displayed.
- ▶ The restatement of the corporate income tax (+€16 million) is linked to the tax on disposals.

## Adjusted EPRA Earnings by activity

(In € million, Group share)	France Offices	Italy Offices <sup>1</sup>	Germany Offices	Germany Residential	Hotels in lease <sup>1</sup>	Hotel operating properties	Corporate or non-attributable sector	2021
Net rental income	174.8	101.0	29.5	158.8	66.6	-	0.1	530.7
EBITDA from Hotel operating activity & flex-office	6.2	2.0	0.0	-	-	9.4	-	17.6
Income from other activities (incl. Property development)	22.9	3.3	0.6	10.8	0.0	-	5.2	42.8
<b>Net revenue</b>	<b>203.8</b>	<b>106.4</b>	<b>30.1</b>	<b>169.6</b>	<b>66.5</b>	<b>9.4</b>	<b>5.3</b>	<b>591.1</b>
Net operating costs	-31.2	-7.2	-3.3	-28.0	-3.1	-1.0	-3.7	-77.6
Amortisation of operating assets	-6.9	-1.5	-0.9	-2.4	-	-1.9	-6.8	-20.4
Net change in provisions and other	8.0	-1.6	-1.4	-0.4	-1.3	0.7	0.8	4.8
<b>Operating result</b>	<b>173.7</b>	<b>96.0</b>	<b>24.5</b>	<b>138.9</b>	<b>62.1</b>	<b>7.2</b>	<b>-4.4</b>	<b>498.0</b>
Cost of net financial debt	-20.5	-14.6	-8.4	-23.1	-19.0	-5.0	0.3	-90.3
Other financial charges	<b>-0.1</b>	<b>-0.2</b>	<b>-0.5</b>	<b>0.1</b>	<b>-1.6</b>	<b>-0.6</b>	<b>-0.3</b>	<b>-3.1</b>
<i>Finance lease interest</i>	-0.1	0.0	-0.5	0.0	-1.3	-0.6	-0.3	-2.7
<i>Discounted receivable/payable</i>	-	-	-	-	-0.3	-	-	-0.3
<i>Irregular financial amortisation</i>	-	-0.1	-	0.1	-	-	-	-0.1
Share in earnings of affiliates	11.1	-	-	-	2.4	-	-	13.5
Corporate income tax	-0.6	-	-0.3	-4.5	-1.9	-0.2	-0.1	-7.6
<b>Adjusted EPRA Earnings</b>	<b>163.6</b>	<b>81.3</b>	<b>15.4</b>	<b>111.3</b>	<b>42.1</b>	<b>1.4</b>	<b>-4.5</b>	<b>410.5</b>
<b>Promotion margin</b>	<b>-0.7</b>	<b>-3.3</b>	<b>-</b>	<b>-11.0</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-15.0</b>
<b>EPRA Earnings</b>	<b>162.8</b>	<b>77.9</b>	<b>15.4</b>	<b>100.4</b>	<b>42.1</b>	<b>1.4</b>	<b>-4.5</b>	<b>395.5</b>

<sup>1</sup>: Including non-strategic retail in the subsidiary scope

## EPRA Earnings of affiliates

(In € million, Group share)	France Offices	Hotels (in lease)	2021
Net rental income	13.5	3.8	17.3
Net operating costs	-0.6	-0.5	-1.1
Amortisation of operating properties	0.0	0.0	0.0
<b>Operating result</b>	<b>12.8</b>	<b>3.3</b>	<b>16.2</b>
Cost of net financial debt	-1.7	-1.0	-2.7
Corporate income tax	-	0.1	0.1
<b>Share in EPRA Earnings of affiliates</b>	<b>11.1</b>	<b>2.4</b>	<b>13.5</b>



**3.4. Simplified consolidated income statement (at 100%)**

(In € million, 100%)	2020	2021	var.	%
Net rental income	776.1	779.3	+3.2	+0.4%
EBITDA from hotel operating activity & flex-office	13.6	30.1	+16.5	+121.3%
Income from other activities (incl. Property development)	26.4	28.8	+2.4	+9.1%
<b>Net revenue</b>	<b>816.1</b>	<b>838.2</b>	<b>+22.1</b>	<b>+2.7%</b>
Net operating costs	-116.5	-114.2	+2.3	-2.0%
Amortisation of operating assets	-67.3	-75.2	-7.9	+11.7%
Net change in provisions and other	4.4	17.0	+12.6	n.a.
<b>Current operating income</b>	<b>636.7</b>	<b>665.8</b>	<b>+29.1</b>	<b>+4.6%</b>
Net income from inventory properties	-3.4	-2.0	+1.4	-41.2%
Income from asset disposals	-1.2	4.6	+5.8	n.a.
Income from value adjustments	128.2	835.3	+707.1	n.a.
Income from disposal of securities	12.1	-0.8	-12.9	n.a.
Income from changes in scope	-16.1	-23.3	-7.2	n.a.
<b>Operating income</b>	<b>756.3</b>	<b>1,479.6</b>	<b>+723.3</b>	<b>+95.6%</b>
Cost of net financial debt	-172.4	-167.0	+5.4	-3.1%
Interest charge related to finance lease liability	-14.0	-14.8	-0.8	+5.7%
Value adjustment on derivatives	-115.5	142.6	+258.1	n.a.
Discounting of liabilities and receivables	-0.1	-0.7	-0.6	n.a.
Early amortisation of borrowings' costs	-1.2	-4.1	-2.9	n.a.
Share in earnings of affiliates	0.2	27.4	+27.2	n.a.
<b>Income before tax</b>	<b>453.3</b>	<b>1,463.0</b>	<b>+1,009.7</b>	<b>+222.7%</b>
Deferred tax	-25.8	-137.7	-111.9	n.a.
Corporate income tax	-35.3	-31.5	+3.9	-10.9%
<b>Net income for the period</b>	<b>392.3</b>	<b>1,293.9</b>	<b>+901.7</b>	<b>+229.8%</b>
Non-controlling interests	-32.5	-370.3	-337.8	n.a.
<b>Net income for the period - Group share</b>	<b>359.8</b>	<b>923.6</b>	<b>+563.9</b>	<b>+156.7%</b>

The +€563.9 million (+€156.7%) increase in net income for the period is related to the increase in value of the properties of +€128.2 million last year vs +€835.3 million this year (gain €707.1 million), and the positive impact of derivatives' value of -€115.5 million last year vs +€142.6 million this year (gain €258.1 million).

Net revenue increased by c.€22.2 million, mainly due to the recovery of activity in the hotel sector and rental growth in german residential.

(In € million, 100%)	2020	2021	var.	%
France Offices	222.9	202.3	-20.6	-9.3%
Italy Offices (incl. Retail)	145.3	134.5	-10.8	-7.4%
German Residential	231.5	245.6	+14.1	+6.1%
German Offices	41.4	31.6	-9.8	-23.8%
Hotels in Europe (incl. Retail)	134.8	164.7	+29.9	+22.2%
Other (mainly France Residential)	0.2	0.6	+0.4	+183.5%
<b>Total Net rental income</b>	<b>776.1</b>	<b>779.3</b>	<b>+3.2</b>	<b>+0.4%</b>
EBITDA from the hotel operating activity & flex-office	13.6	30.1	+16.5	+121.2%
Income from other activities	26.4	28.8	+2.4	+9.2%
<b>Net revenue</b>	<b>816.1</b>	<b>838.3</b>	<b>+22.2</b>	<b>+2.7%</b>

### 3.5. Simplified consolidated balance sheet (Group share)

(In € million, Group share)					
Assets	2020	2021	Liabilities	2020	2021
Investment properties	14,127	14,640			
Investment properties under development	1,411	1,341			
Other fixed assets	903	852			
Equity affiliates	255	230			
Financial assets	408	304			
Deferred tax assets	83	94			
Financial instruments	77	45	<b>Shareholders' equity</b>	<b>8,582</b>	9,194
Assets held for sale	296	505	Borrowings	8,995	8,728
Cash	1,134	929	Financial instruments	312	142
Inventory (Trading & Construction activities)	190	153	Deferred tax liabilities	684	769
Other	395	668	Other liabilities	705	927
<b>Total</b>	<b>19,279</b>	<b>19,760</b>	<b>Total</b>	<b>19,279</b>	<b>19,760</b>

#### ► Investment properties, Properties under development and Other fixed assets

The portfolio (including assets held for sale) at the end of December by operating segment is as follows:

(In € million, Group share)	2020	2021	var.
France Offices	5,523	5,496	-26
Italy Offices (incl. Retail)	2,749	2,653	-96
German Offices	1,393	1,349	-43
German Residential	4,440	5,202	762
Hotels in Europe (incl. Retail)	2,587	2,600	13
Car parks (and other)	45	37	-8
<b>Total Fixed Assets</b>	<b>16,737</b>	<b>17,337</b>	<b>600</b>

The decrease in **France Offices** (-€26 million) was mainly due to the disposals (-€314 million) and the depreciation tied to own-occupied buildings (-€11 million), partly offset by +€232.3 million of CAPEX and the change in fair value (+€69 million).

**In Italy Offices**, the change (-€96 million) was mainly due to disposals for the year (-€173 million), the slight decrease in fair value (-€2 million) due to the negative performance on assets outside Milan and non-strategic retail assets, offset by the CAPEX & acquisition of the year (+€86.8 million).

The increase in **German Residential** (+€762 million) was mainly due to the growth in fair value (+€529 million), CAPEX and acquisitions (+€234.6 million), offset by disposals for the year (-€63.6 million) and transfer from inventories (development activity) to investment properties (+€6.9 million).

**German Offices** (-€43 million) was mainly due to the change in fair value (-€28 million).

The decrease in the **Hotels in Europe portfolio** (+€13 million) was mainly driven by the disposals (-€30 million) and the change in fair value (-€14 million), offset by foreign currency exchange gains mainly in the UK portfolio (+€30 million) and the CAPEX (+€33.6 million).

▶ **Assets held for sale (included in the total fixed assets above), €505 million at the end of December 2021**

Assets held for sale consists of assets for which a preliminary sales agreement has been signed. The breakdown by segment is as follow:

- 74.3% of offices in France (mostly Carré Suffren and Eiffage campus).
- 8.7% of offices in Italy.
- 8% of hotels in Europe.
- 6.4% of parking.

▶ **Total Group shareholders' equity**

Shareholders' equity increased from €8,582 million at the end of 2020 to €9,194 million at 31 December 2021, i.e. +€612 million, mainly due to:

- Income for the period: +€924 million.
- The dividend distribution: -€339.6 million.
- Change in detention rate: +€23 million.
- Change in Other Comprehensive Income +€0.6 million.

▶ **Deferred tax liabilities**

Net deferred taxes represent €675.8 million in liabilities versus €601.2 million on 31 December 2020. This €74.6 million increase is mainly due to the growth of appraisal values in Germany (+€84 million).

### 3.6. Simplified consolidated balance sheet (at 100%)

(In € million, 100%)					
Assets			Liabilities		
	2020	2021		2020	2021
Investment properties	20,912	21,450			
Investment properties under development	1,713	1,707			
Other fixed assets	1,602	1,525			
Equity affiliates	361	340			
Financial assets	282	138	Shareholders' equity	8,582	9,194
Deferred tax assets	104	106	Non-controlling interests	3,986	4,430
Financial instruments	99	64	<b>Shareholders' equity</b>	<b>12,568</b>	<b>13,623</b>
Assets held for sale	335	902	Borrowings	12,296	11,834
Cash	1,246	1,063	Financial instruments	429	201
Inventory (Trading & Construction activity)	249	212	Deferred tax liabilities	1,077	1,222
Other	475	730	Other liabilities	1,009	1,357
<b>Total</b>	<b>27,380</b>	<b>28,237</b>	<b>Total</b>	<b>27,380</b>	<b>28,237</b>

## 4. FINANCIAL RESOURCES

### Summary of the financial activity

Covivio is rated BBB+ with a stable outlook by S&P.

At end- 2021, Covivio's Loan-to-Value (LTV) ratio is down by 2pts vs 2020 at 39% (LTV policy < 40%) thanks to active portfolio rotation and strong value growth in German residential. Average cost of debt continues to decrease, at 1.20%, and maturity of debt is stable at 5.4 years.

The liquidity position is also strong, with €2.1 billion available at end-December 2021 on Covivio SA, including €1.3 billion of undrawn credit lines and €0.8 billion of cash.

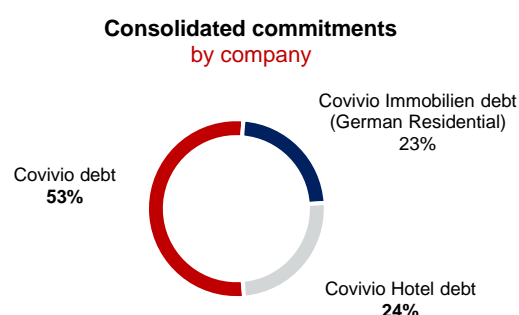
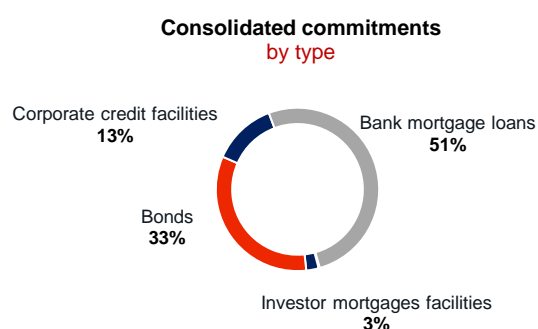
### 4.1. Main debt characteristics

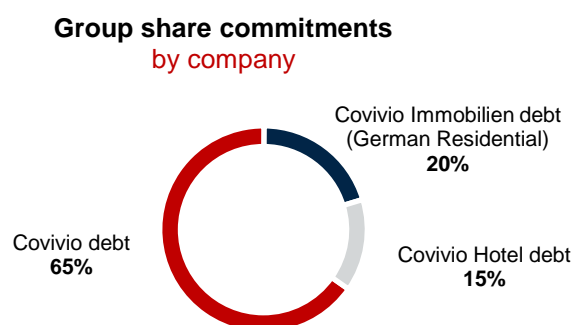
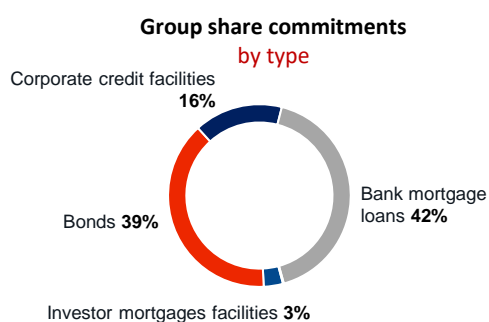
Group share	31 Dec. 2020	31 Dec. 2021
Net debt, Group share (€ million)	7,861	7,799
Average annual rate of debt	1.29%	1.20%
Average maturity of debt (in years)	5.7	5.4
Debt active hedging average rate	81%	78%
Average maturity of hedging	6.5	6.8
LTV including duties	40.9%	39.1%
ICR	6.1	6.7

### 4.2. Debt by type

Covivio's net debt stands at €7.8 billion in Group share at end-2021 (€10.8 billion on a consolidated basis), €0.1 billion lower compared to end-2020.

As regards the commitments attributable to the Group, the share of corporate debts (bonds and loans) grows up to 55% at end-December 2021. Additionally, Covivio had €1.5 billion in commercial paper outstanding at 31 December 2021.



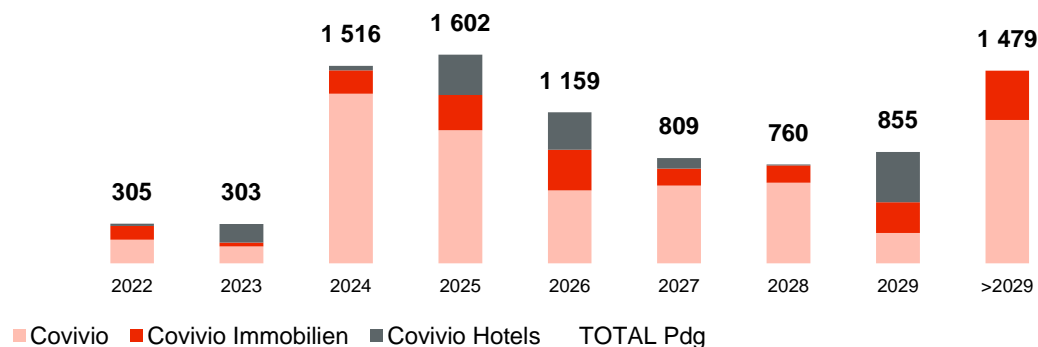


### 4.3. Debt maturity

The average maturity of Covivio's debt stands at 5.4 years at end-December 2021 (excluding commercial paper). Until 2024, there is no major maturity that has not already been covered or is already under renegotiation.

The next large maturities occur in 2024 and are mainly composed of a bond of €300 million and a mortgage debt of €285 million Group share linked to the Telecom Italia portfolio.

**Debt amortization schedule by company**  
€ million (Group share)

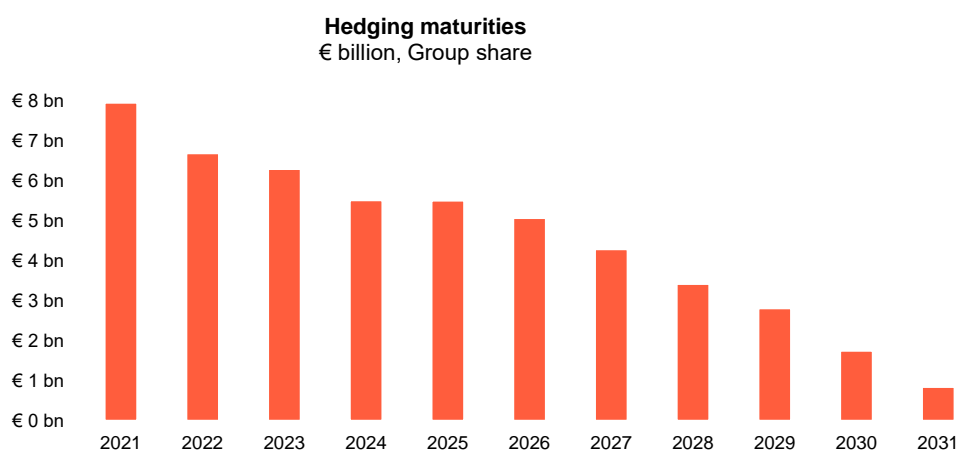


<sup>1</sup> Excluding commercial papers

### 4.4. Hedging profile

At end-December 2021, the hedging management policy remained unchanged, with debt hedged at 85% on average over the year, at least 75% of which through short-term hedges, and all of which with maturities equivalent to or exceeding the debt maturity.

Based on net debt at 31 December 2021, Covivio is hedged at 84% with an average term of the hedges of 6.8 years Group share.



#### 4.5. Average interest rate on debt and sensitivity

The average interest rate on Covivio's debt decreased again by 9 bps to 1.20% in Group share. For information purposes, an increase of 25 basis points in the three-month Euribor rate would have a negative impact of 1.2% on the adjusted EPRA Earnings.

#### Financial structure

Excluding debts raised without recourse to the Group's property companies, the debts of Covivio and its subsidiaries generally include bank covenants (ICR and LTV) applying to the borrower's consolidated financial statements. If these covenants are breached, early debt repayment may be triggered. These covenants are established on a Group share basis for Covivio and Covivio Hotels and the other subsidiaries of Covivio (if their debt includes them).

- ▶ The most restrictive consolidated LTV covenants amounted, at 31 December 2021, to 60% for Covivio and Covivio Hotels.
- ▶ The most restrictive ICR consolidated covenants applicable to the REITs, at 31 December 2021, are of 200% for Covivio and Covivio Hotels.

With respect to Covivio Immobilien (German Residential), for which almost all of the debt raised is "non-recourse" debt, portfolio financings do not contain any consolidated financial covenants.

Lastly, with respect to Covivio, some corporate credit facilities are subject to the following ratios:

Ratio	Covenant	31 Dec. 2020	31 Dec. 2021
LTV	60.0%	44.1% <sup>1</sup>	42.2% <sup>1</sup>
ICR	200%	605%	672%
Secured debt ratio	25.0%	4.7%	4.8%

<sup>1</sup> Excluding duties and sales agreements

All covenants were fully complied with at year end 2021. No loan has an accelerated payment clause contingent on Covivio's rating, which is currently BBB+, Stable outlook (S&P rating).

## Detail of Loan-to-Value calculation (LTV)

(In € million Group share)	31 Dec. 2020	31 Dec. 2021
Net book debt	7,861	7,799
Receivables linked to associates (full consolidated)	-173	-226
Receivables on disposals	-119	-110
Preliminary sale agreements	-325	-377
Purchase debt	82	72
<b>Net debt</b>	<b>7,327</b>	<b>7,158</b>
Appraised value of real estate assets (Including Duties)	17,838	18,414
Preliminary sale agreements	-325	-471
Financial assets	15	18
Receivables linked to associates (equity method)	110	105
Share of equity affiliates	255	230
<b>Value of assets</b>	<b>17,892</b>	<b>18,297</b>
<b>LTV Excluding Duties</b>	<b>43.1%</b>	<b>41.2%</b>
<b>LTV Including Duties</b>	<b>40.9%</b>	<b>39.1%</b>

## 4.6. Reconciliation with consolidated accounts

### Net debt

(In € million)	Consolidated accounts	Minority interests	Group share
Bank debt	11,833	-3,105	8,728
Cash and cash equivalents	1,063	-134	929
<b>Net debt</b>	<b>10,770</b>	<b>-2,971</b>	<b>7,799</b>

### Portfolio

(In € million)	Consolidated accounts	Portfolio of companies under the equity method	Fair value of operating properties	Other assets held for sale	Right of use of investment properties	Minority interests	Group share
Investment & development properties	23,157	1,207	1,701		-262	-8,571	17,232
Assets held for sale	902			-36		-395	471
<b>Total portfolio</b>	<b>24,059</b>	<b>1,207</b>	<b>1,701</b>	<b>-36</b>	<b>-262</b>	<b>-8,965</b>	<b>17,703</b>
						Duties	921
						Portfolio group share including duties	18,624
						(-) portfolio of companies consolidated under the equity method	-392
						(-) Fair value of car park activity	-37
						(+) Fair value of trading activities	153
						(+) Right of use of operating properties	28
						(+) Advances and deposits on fixed assets	37
						<b>Portfolio for LTV calculation</b>	<b>18,414</b>



## Interest Coverage Ratio

(In € million)	Consolidated accounts	Minority interests	Group share
EBITDA (net rents (-) operating expenses (+) results of other activities)	757.3	-211.7	545.6
Cost of debt	146.4	-65.1	81.3
<b>ICR</b>			<b>6.72</b>

## 5. EPRA REPORTING

The German Residential information in the following sections includes some Office assets owned by the subsidiary Covivio Immobilien.

### 5.1. Change in net rental income (Group share)

€ million	2020	Acquis.	Disposals	Developments (deliveries & vacating for redevelopment)	Indexation, asset management & occupancy	Others	2021
France Offices	194	0	-17	+4	-5	-1	175
Italy Offices (incl. retail)	109	0	-18	+4	0	+6	101
German Offices	35	+4	0	0	-2	-8	29
German Residential	148	+4	-3	0	+8	+2	159
Hotels in Europe (incl. Retail & excl. EBITDA from operating properties)	52	+7	-4	0	+10	+1	67
<b>Total</b>	<b>539</b>	<b>+15</b>	<b>-42</b>	<b>+7</b>	<b>+12</b>	<b>-0</b>	<b>531</b>

The LFL growth (including EBITDA from Hotels) is 15M€ and +3% cf page 12.

#### Reconciliation with financial data

	2021
Total from the table of changes in Net rental Income (GS)	531
Adjustments	-
Total net rental income GS (Financial data § 3.3)	531
Minority interests	249
<b>Total net rental income 100% (Financial data § 3.4)</b>	<b>779</b>

### 5.2. Investment assets – Information on leases

Annualized rental income corresponds to the gross amount of guaranteed rent for the full year based on existing assets at the period end, excluding any incentives.

$$\text{Vacancy rate at end of period} = \frac{\text{Market rental value on vacant assets}}{\text{Contractual annualized rents on occupied assets} + \text{Market rental value on vacant assets}}$$

$$\text{EPRA vacancy rate at end of period} = \frac{\text{Market rental value on vacant assets}}{\text{Market rental value on occupied and vacant assets}}$$

(€ million, Group share)	Gross rental income (€m)	Net rental income (€m)	Annualized rents (€ m)	Surface (m <sup>2</sup> )	Average rent (€/m <sup>2</sup> )	vacancy rate (excluding Secured area) (%)	ERV of spot vacant space (€ m)	ERV of the whole portfolio (€ m)	EPRA vacancy rate (%)
France Offices	190	175	216	1,414,744	191	6.8%	20	238	8.2%
Italy Offices (incl. retail)	118	101	128	1,289,423	125	3.4%	5	136	4.0%
German Offices	38	29	47	392,749	138	21.2%	15	66	22.5%
German Residential	175	159	174	2,804,517	96	0.9%	2	175	0.9%
Hotels in Europe (incl. Retail & excl. EBITDA from operating properties)	73	67	104	n.c	n.c	-	0	104	-
<b>Total <sup>1</sup></b>	<b>595</b>	<b>531</b>	<b>670</b>	<b>5,901,433</b>	<b>174</b>	<b>5.0%</b>	<b>41</b>	<b>718</b>	<b>5.7%</b>

1. Including French residential and others

The spread between the vacancy rate excluding the secured area (5.0%) and the EPRA vacancy rate (5.7%) is due to the secured vacant area which are included in the EPRA vacancy as vacant even if already let.

Regarding the German Residential the 175 M€ of ERV doesn't include the potential reversion in all our markets Berlin (20-25%), Hamburg (20-25%), Dresden and Leipzig (10-15%) and in North Rhine-Westphalia (15-20%).

Average metric rents are computed on total surfaces, including land banks and vacancy on development projects.

### 5.3. Investment assets - Asset values

(€ million, Group share)	Market value	Change in fair value over the year	Duties	EPRA NIY
France Offices	5,880	69	270	3.6%
Italy Offices (incl. Retail)	2,654	-2	93	3.8%
German Residential	5,010	529	362	3.0%
German Offices	1,515	-28	79	2.2%
Hotels in Europe (incl. Retail)	2,605	-14	118	4.5%
Other (France Resi. and car parks)	40	0	0	n.a.
<b>Total 2021</b>	<b>17,703</b>	<b>554</b>	<b>921</b>	<b>3.4%</b>

The EPRA net initial yield is the ratio of:

$$\text{EPRA NIY} = \frac{\text{Annualized rental income after deduction of outstanding benefits granted to tenants (rent-free periods, rent ceilings) - unrecovered property charges for the year}}{\text{Value of the portfolio including duties}}$$

## Reconciliation with financial data

€ million	2021
<b>Total portfolio value (Group share, market value)</b>	<b>17,703</b>
Fair value of the operating properties	-941
Fair value of companies under equity method	-392
Inventories of real estate companies and others	34
Right of use on investment assets	121
Fair value of car parks facilities	-39
<b>Investment assets Group share <sup>1</sup> (Financial data § 3.5)</b>	<b>16,486</b>
Minority interests	7,573
<b>Investment assets 100% <sup>1</sup> (Financial data § 3.5)</b>	<b>24,059</b>

<sup>1</sup> Fixed assets + Developments assets + asset held for sale

## Reconciliation with IFRS

€ million	2021
Change in fair value over the year (Group share)	554
Others	-
<b>Income from fair value adjustments Group share (Financial data § 3.3)</b>	<b>554</b>
Minority interests	281
<b>Income from fair value adjustments 100% (Financial data § 3.3)</b>	<b>835</b>

## 5.4. Assets under development

	Ownership type <sup>2</sup>	% ownership (Group share)	Fair value December 2021	Capitalized financial expenses over the year	Total cost <sup>1</sup> (€m, Group share)	% progress	Delivery date	Surface at 100% (m <sup>2</sup> )	Pre-letting	Yield (%)
Paris So Pop (50% Share)	FC	50%		2.0	114	87%	2022	31,300 m <sup>2</sup>	33%	5.7%
N2 (50% share)	FC	50%		1.4	84	85%	2022	15,600 m <sup>2</sup>	26%	4.2%
DS Extension 2 (50% share)	FC	50%		0.2	71	63%	2023	27,500 m <sup>2</sup>	100%	7.2%
Levallois Alis	FC	100%		2.7	208	54%	2022	19,800 m <sup>2</sup>	0%	4.8%
Jean Goujon	FC	100%		4.6	196	54%	2022	8,600 m <sup>2</sup>	58%	4.0%
Paris Anjou	FC	100%		0.4	227	0%	2025	9,300 m <sup>2</sup>	100%	3.5%
<b>Total France Offices</b>			<b>860</b>	<b>11.4</b>	<b>900</b>	<b>48%</b>		<b>112,100 m<sup>2</sup></b>	<b>52%</b>	<b>4.5%</b>
Duomo	FC	100%		1.0	47	77%	2022	4,500 m <sup>2</sup>	100%	4.6%
Corso Italia	FC	100%		1.6	109	12%	2023	11,600 m <sup>2</sup>	0%	5.0%
Symbiosis G+H	FC	100%		1.2	159	1%	2024	38,000 m <sup>2</sup>	100%	6.5%
The Sign D	FC	100%		0.5	64	6%	2024	13,200 m <sup>2</sup>	92%	6.5%
<b>Total Italy Offices</b>			<b>187</b>	<b>4.3</b>	<b>378</b>	<b>14%</b>		<b>67,300 m<sup>2</sup></b>	<b>70%</b>	<b>5.8%</b>
Alexanderplatz	FC	55%		3.8	291	45%	2025	60,000 m <sup>2</sup>	0%	5.1%
<b>Total German Offices</b>			<b>162</b>	<b>3.8</b>	<b>291</b>	<b>45%</b>		<b>60,000 m<sup>2</sup></b>	<b>0%</b>	<b>5.1%</b>
<b>Total</b>			<b>1,209</b>	<b>19.4</b>	<b>1,569</b>	<b>39%</b>		<b>239,400 m<sup>2</sup></b>	<b>47%</b>	<b>5.0%</b>

<sup>1</sup> Total cost including land and financial cost

<sup>2</sup> FC : Full consolidation

The total cost of committed projects is therefore € 1.827 million (cf 1.G. Development projects).

### Reconciliation with total committed pipeline

(€M, Group share)	Capitalized financial expenses over the year	Total cost incl. financial cost (Group share)
Projects fully consolidated	19.4	1,569
Projects on own-occupied buildings (Paris Madrid Saint Lazare)	0.7	101
Others (Vitae + Lyon Sévigné + Bordeaux Jardin de l'Ars)	0.2	157
<b>Total Offices Committed pipeline</b>	<b>20.4</b>	<b>1,827</b>
German Residential	-	190
French Residential	-	247
<b>Total Committed pipeline</b>	<b>20.4</b>	<b>2,264</b>

### Reconciliation with financial data

	2021
Total fair value of assets under development	1,209
Project under technical review and non-committed projects	131
<b>Assets under development (Financial data § 3.5)</b>	<b>1,341</b>

## 5.5 Information on leases

	Firm residual lease term (years)	Residual lease term (years)	Lease expiration by date of 1st exit option				Total (€m)	Section
			Annualized rental income of leases expiring					
			N+1	N+2	N+3 to 5	Beyond		
France Offices	4.6	5.5	19%	16%	24%	42%	216	2.B.6
Italy Offices (incl. retail)	7.1	7.5	13%	4%	14%	69%	128	2.C.6
Germany Offices	4.4	5.2	17%	16%	34%	33%	47	2.D.6
Hotels in Europe (incl. retail)	13.2	14.5	1%	4%	6%	88%	104	2.F.5
Others (German Residential, Hotels Ebitda, others)	n.a	n.a	n.a	n.a	n.a	n.a	206	
<b>Total<sup>1</sup></b>	<b>7.0</b>	<b>7.8</b>	<b>9%</b>	<b>7%</b>	<b>13%</b>	<b>70%</b>	<b>701</b>	

1. Percentage of lease expiries on total revenues

In 2022, 6.5% of the lease expiries are managed as 2.4% have no intention to vacate the property and 4.1% are going to be redeveloped. The other part, 2.7%, has to be managed.

## 5.6 EPRA Net Initial Yield

The data below shows detailed yield rates for the Group and the transition from the EPRA topped-up yield rate to Covivio's yield rate.

- EPRA topped-up net initial yield is the ratio of:

$$\text{EPRA Topped-up NIY} = \frac{\text{Annualized rental income after expiration of outstanding benefits granted to tenants (rent-free periods, rent ceilings) - unrecovered property charges for the year}}{\text{Value of the portfolio including duties}}$$

- EPRA net initial yield is the ratio of:

$$\text{EPRA NIY} = \frac{\text{Annualized rental income after deduction of outstanding benefits granted to tenants (rent-free periods, rent ceilings) - unrecovered property charges for the year}}{\text{Value of the portfolio including duties}}$$

(€ million, Group share) Excluding French Residential and car parks	Total 2020	France Offices	Italy Offices (incl. Retail)	German Offices	German Residential	Hotels in Europe (incl. Retail)	Total 2021
Investment, disposable and operating properties	17,105	5,880	2,654	1,515	5,010	2,605	17,703
Restatement of assets under development	-1,347	-929	-234	-117	-39	-22	-1,340
Restatement of undeveloped land and other assets under development	-206	-229	0	-11	-	-20	-260
Duties	884	270	93	79	362	118	921
Value of assets including duties (1)	16,436	4,992	2,513	1,466	5,333	2,681	17,025
Gross annualized IFRS revenues	661	195	111	41	174	134	656
Irrecoverable property charge	-72	-15	-16	-9	-16	-13	-70
Annualized net revenues (2)	589	180	95	32	158	122	586
Rent charges upon expiration of rent free periods or other reductions in rental rates	45	21	17	6	-	1	45
Annualized topped-up net revenues (3)	634	201	111	38	158	123	631
EPRA Net Initial Yield (2)/(1)	3.6%	3.6%	3.8%	2.2%	3.0%	4.5%	3.4%
EPRA "Topped-up" Net Initial Yield (3)/(1)	3.9%	4.0%	4.4%	2.6%	3.0%	4.6%	3.7%
Transition from EPRA topped-up NIY to Covivio yield							
Impact of adjustments of EPRA rents	0.5%	0.3%	0.7%	0.7%	0.3%	0.5%	0.4%
Impact of restatement of duties	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
<b>Covivio reported yield rate</b>	<b>4.5%</b>	<b>4.6%</b>	<b>5.3%</b>	<b>3.4%</b>	<b>3.5%</b>	<b>5.3%</b>	<b>4.4%</b>

<sup>(a)</sup> Including French Residential

<sup>(b)</sup> On Hotels the annualized revenues includes the 2021 fixed rents and the 2019 variable rents

## 5.7. EPRA cost ratio

(€million, Group share)	2020	2021
Cost of other activities and fair value	-30.3	-34.7
Expenses on properties	-21.5	-23.7
Net losses on unrecoverable receivables	-15.4	-5.5
Other expenses	-5.1	-4.0
Overhead	-99.9	-98.7
Amortisation, impairment and net provisions	-0.9	5.5
Income covering overheads	21.8	25.1
Cost of other activities and fair value	-3.9	-2.7
Property expenses	0.7	0.8
<b>EPRA costs (including vacancy costs) (A)</b>	<b>-154.5</b>	<b>-137.9</b>
Vacancy cost	12.8	18.8
<b>EPRA costs (excluding vacancy costs) (B)</b>	<b>-141.7</b>	<b>-119.1</b>
Gross rental income less property expenses	605.5	593.8
EBITDA from hotel operating properties & coworking, income from other activities and fair value	62.0	74.1
<b>Gross rental income (C)</b>	<b>667.5</b>	<b>667.9</b>
<b>EPRA costs ratio (including vacancy costs) (A/C)</b>	<b>23.2%</b>	<b>20.6%</b>
<b>EPRA costs ratio (excluding vacancy costs) (B/C)</b>	<b>21.2%</b>	<b>17.8%</b>

The EPRA cost ratio is decreasing due to the decrease of unpaid rents and improvement of overhead costs. The calculation of the EPRA cost ratio excludes car parks activities.

## 5.8. EPRA Earnings: €395 m in 2021

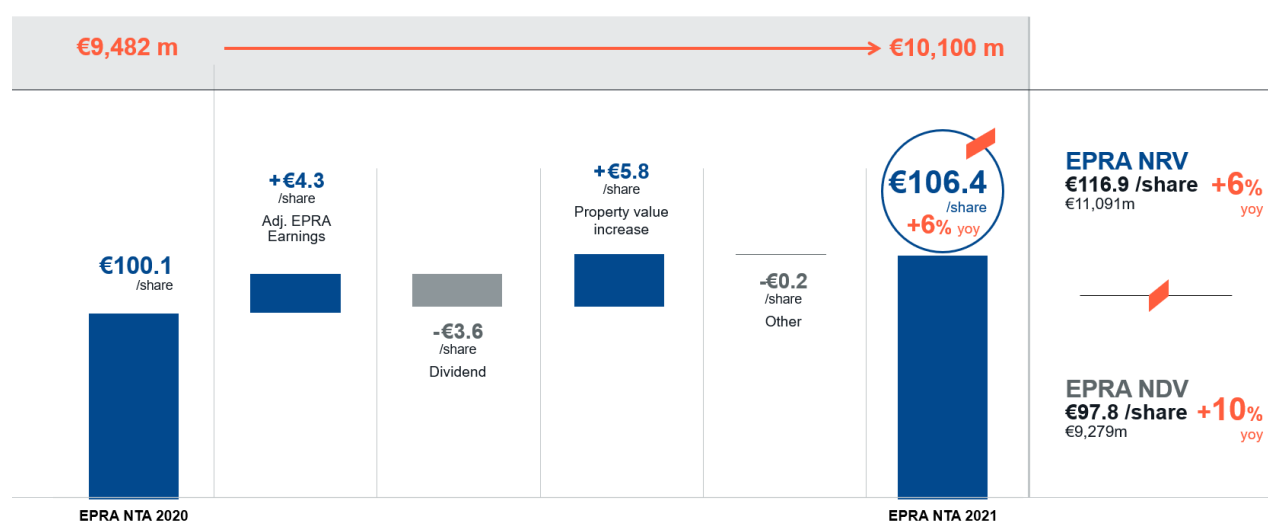
(€million)	2020	2021
<b>Net income Group share (Financial data §3.3)</b>	<b>359.8</b>	<b>923.6</b>
Change in asset values	-148.3	-553.9
Income from disposal	-3.2	4.7
Acquisition costs for shares of consolidated companies	13.8	10.6
Changes in the value of financial instruments	79.5	-86.4
Interest charges related to finance lease liabilities (leasehold > 100 years)	4.0	4.2
Rental costs (leasehold > 100 years)	-2.8	-2.9
Deferred tax liabilities	34.8	67.0
Taxes on disposals	14.1	15.9
Adjustment to amortisation	18.9	29.1
Adjustments from early repayments of financial instruments	8.7	6.4
EPRA Earnings adjustments for associates	5.7	-7.9
<b>Adjusted EPRA Earnings</b>	<b>385.0</b>	<b>410.5</b>
<b>Adjusted EPRA Earnings in €/share</b>	<b>4.21</b>	<b>4.35</b>
Promotion margin	-11.8	-15.0
<b>EPRA Earnings</b>	<b>373.2</b>	<b>395.4</b>
<b>EPRA Earnings in €/share</b>	<b>4.08</b>	<b>4.19</b>
Average number of shares (C)	91,383,658	94,334,096



## 5.9. EPRA NRV, EPRA NTA and EPRA NDV

	2020	2021	Var.	Var. (%)
EPRA NRV (€ m)	10,452	11,091	639	+6.1%
EPRA NRV / share (€)	110.3	116.9	6.6	+6.0%
EPRA NTA (€ m)	9,482	10,100	617	+6.5%
EPRA NTA / share (€)	100.1	106.4	6.3	+6.3%
EPRA NDV (€ m)	8,464	9,279	815	+9.6%
EPRA NDV / share (€)	89.3	97.8	8.5	+9.5%
Number of shares	94,773,299	94,882,277	108,978	+0.1%

### Evolution of EPRA NTA



**Reconciliation between shareholder's equity and EPRA NAV**

	2020 (€ m)	2020 (€/share)	2021 (€ m)	2021 (€/share)
<b>Shareholders' equity</b>	<b>8,582</b>	<b>90.6</b>	<b>9,194</b>	<b>96.9</b>
Fair value assessment of operating properties	124		175	
Duties	884		921	
Financial instruments and ORNANE	240		99	
Deferred tax liabilities	621		702	
<b>EPRA NRV</b>	<b>10,452</b>	<b>110.3</b>	<b>11,091</b>	<b>116.9</b>
Restatement of value Excluding Duties on some assets	-839		-886	
Goodwill and intangible assets	-82		-78	
Deferred tax liabilities	-49		-27	
<b>EPRA NTA</b>	<b>9,482</b>	<b>100.1</b>	<b>10,100</b>	<b>106.4</b>
Optimization of duties	-45		-35	
Intangible assets	24		28	
Fixed-rate debts	-185		-40	
Financial instruments and ORNANE	-240		-99	
Deferred tax liabilities	-572		-675	
<b>EPRA NDV</b>	<b>8,464</b>	<b>89.3</b>	<b>9,279</b>	<b>97.8</b>

Valuations are carried out in accordance with the Code of conduct applicable to SIICs and the Charter of property valuation expertise, the recommendations of the COB/CNCC working group chaired by Mr Barthès de Ruyter and the international plan in accordance with the standards of the International Valuation Standards Council (IVSC) and those of the Red Book of the Royal Institution of Chartered Surveyors (RICS).

The real estate portfolio held directly by the Group was valued on 31<sup>st</sup> December 2021 by independent real estate experts such as Cushman, REAG, CBRE, HVS, JLL, BNPP Real Estate, MKG and CFE. This did not include:

- ▶ assets on which the sale has been agreed, which are valued at their agreed sale price
- ▶ assets owned for less than 75 days, for which the acquisition value is deemed to be the market value.

Assets were estimated at values excluding and/or including duties, and rents at market value. Estimates were made using the comparative method, the rent capitalisation method and the discounted future cash flow method.

Car parks were valued by capitalising the gross operating surplus generated by the business.

Other assets and liabilities were valued using the principles of the IFRS standards on consolidated financial statements. The application of fair value essentially concerns the valuation of debt coverages.

For companies co-owned with other investors, only the Group share was considered.

**Fair value assessment of operating properties**

In accordance with IFRS, operating properties are valued at historical cost. To take into account the appraisal value, a €113.9 million value adjustment was recognised in EPRA NRV.

**Fair value adjustment for the car parks**

Car parks are valued at historical cost in the consolidated financial statements. NAV is restated to consider the appraisal value of these assets net of tax. The impact on EPRA NRV was €20.8 million on 31 December 2021.

**Fair value adjustment for own occupied buildings and operating hotel properties**

In accordance with IAS 40, owner-occupied buildings and operating hotel properties are not recognised at fair value in the consolidated financial statements. In line with EPRA principles, EPRA NRV was adjusted for the difference resulting from the fair value appraisal of the assets for €40.2 million. The market value of these assets is determined by independent experts.

#### Fair value adjustment for fixed- rate debts

The Group has taken out fixed-rate loans (secured bond and private placement). In accordance with EPRA principles, EPRA NDV was adjusted for the fair value of fixed-rate debt. The impact was -€39,8 million at 31 December 2021.

#### Recalculation of the base cost excluding duties of certain assets

When a company, rather than the asset that it holds, can be sold, transfer duties are re-calculated based on the company's net asset value (NAV). The difference between these re-calculated duties and the transfer duties already deducted from the value had an impact of €35.1 million at 31 December 2021.

#### Deferred tax liabilities

The EPRA NTA assumes that entities buy and sell assets, thereby crystallising certain levels of unavoidable deferred tax.

For this purpose, the Group uses the following method:

- **Offices:** takes into account 50% of deferred tax considering the regular asset rotation policy,
- **Hotels:** takes into account deferred tax on the non-core part of the portfolio, expected to be sold within the next few years
- **Residential:** includes the deferred tax linked to the building classified as Assets available held for sale, considering the low level of asset rotation in this activity.

### 5.10 CAPEX by type

€ million	2020		2021	
	100%	Group share	100%	Group share
Acquisitions <sup>1</sup>	50	30	7	4
Renovation on portfolio excl. Developments <sup>2</sup>	214	147	206	136
Developments <sup>3</sup>	379	308	359	249
Capitalized expenses on portfolio <sup>4</sup> (except under equity method)	25	21	67	59
<b>Total</b>	<b>668</b>	<b>507</b>	<b>639</b>	<b>448</b>

<sup>1</sup> Acquisitions including duties

<sup>2</sup> Renovation on portfolio excluding developments

<sup>3</sup> Total acquisition and renovation expenses (excl under equity method) on development projects

<sup>4</sup> Commercialization fees, financial expenses capitalized on development portfolio and other capitalized expenses

The €136 million GS of renovation Capex on operating portfolio is mainly composed of :

- c.€65 million of refurbishment work to improve the quality and value of strategic offices properties (e.g. Carre Suffren or CB 21) and hotels, creating additional service offer, green areas, etc.
- €37 million of modernization Capex on German Residential, generating revenues
- €34 million maintenance Capex.

## 5.11. EPRA performance indicator reference table

EPRA information	Section	in %	Amount in €	Amount in €/share
EPRA Earnings	5.8	-	€395 m	€4.2 /share
EPRA NRV	5.9	-	€11,091 m	€116.9 /share
EPRA NTA	5.9	-	€10,100 m	€106.4 /share
EPRA NDV	5.9	-	€9,279 m	€97.8 /share
EPRA net initial yield	5.6	3.4%	-	-
EPRA topped-up net initial yield	5.6	3.7%	-	-
EPRA vacancy rate at year-end	5.2	5.7%	-	-
EPRA costs ratio (including vacancy costs)	5.7	21.0%	-	-
EPRA costs ratio (excluding vacancy costs)	5.7	18.2%	-	-
EPRA indicators of main subsidiaries	5.2 & 5.3	-	-	-

## 6. FINANCIAL INDICATORS OF THE MAIN ACTIVITIES

	Covivio Hotels			Covivio Immobilien		
	2020	2021	Change. (%)	2020	2021	Change. (%)
EPRA Earnings full-year (M€)	38.8	<b>99.0</b>	+155.5%	156.6	<b>162.5</b>	+3.8%
EPRA NRV	3,582	<b>3,868</b>	+8.0%	4,595	<b>5,470</b>	+19.0%
EPRA NTA	3,195	<b>3,498</b>	+9.5%	4,147	<b>4,953</b>	+19.4%
EPRA NDV	2,819	<b>3,167</b>	+12.3%	3,397	<b>4,134</b>	+21.7%
% of capital held by Covivio	43.5%	<b>43.8%</b>	+0.3 pts	61.7%	<b>61.7%</b>	0.0 pts
LTV including duties	41.9%	<b>37.1%</b>	-4.8 pts	34.4%	<b>32.0%</b>	-2.4 pts
ICR	2.2	<b>3.1</b>	+88 bps	6.1	<b>6.8</b>	+66 bps

## 7. GLOSSARY

▶ **Net asset value per share (NRV/share), NTA and NDV per share**

NRV per share (NTA and NDV per share) is calculated pursuant to the EPRA recommendations, based on the shares outstanding as at year-end (excluding treasury shares) and adjusted for the effect of dilution.

▶ **Operating assets**

Properties leased or available for rent and actively marketed.

▶ **Rental activity**

Rental activity includes mention of the total surface areas and the annualized rental income for renewed leases, vacated premises and new lettings during the period under review.

For renewed leases and new lettings, the figures provided take into account all contracts signed in the period so as to reflect the transactions completed, even if the start of the leases is subsequent to the period.

Lettings relating to assets under development (becoming effective at the delivery of the project) are identified under the heading "Pre-lets".

▶ **Cost of development projects**

This indicator is calculated including interest costs. It includes the costs of the property and costs of construction.

▶ **Definition of the acronyms and abbreviations used:**

MRC: Major regional cities, i.e. Lyon, Bordeaux, Lille, Aix-Marseille, Montpellier, Nantes and Toulouse

ED: Excluding Duties

ID: Including Duties

IDF: Paris region (Île-de-France)

ILAT: French office rental index

CCI: Construction Cost Index

CPI: Consumer Price Index

RRI: Rental Reference Index

PACA: Provence-Alpes-Côte-d'Azur

LFL: Like-for-Like

GS: Group share

CBD: Central Business District

Rtn: Yield

Chg: Change

MRV: Market Rental Value

▶ **Firm residual term of leases**

Average outstanding period remaining of a lease calculated from the date a tenant first takes up an exit option.

▶ **Green Assets**

“Green” buildings, according to IPD, are those where the building and/or its operating status are certified as HQE, BREEAM, LEED, etc. and/or which have a recognised level of energy performance such as the BBC-effinergieR, HPE, THPE or RT Global certifications.

▶ **Unpaid rent (%)**

Unpaid rent corresponds to the net difference between charges, reversals and irrecoverable loss of income divided by rent invoiced. These appear directly in the income statement under net cost of irrecoverable income.

▶ **Loan To Value (LTV)**

The LTV calculation is detailed in Part 4 “Financial Resources”

▶ **Rental income**

Recorded rent corresponds to gross rental income accounted for over the year by considering deferment of any relief granted to tenants, in accordance with IFRS standards.

The like-for-like rental income posted allows comparisons to be made between rental income from one year to the next, before taking changes to the portfolio (e.g. acquisitions, disposals, building works and development deliveries) into account. This indicator is based on assets in operation, i.e. properties leased or available for rent and actively marketed.

Annualized “topped-up” rental income corresponds to the gross amount of guaranteed rent for the full year based on existing assets at the period end, excluding any relief.

▶ **Portfolio**

The portfolio presented includes investment properties, properties under development, as well as operating properties and properties in inventory for each of the entities, stated at their fair value. For the hotel operating properties it includes the valuation of the portfolio consolidated under the equity method. For offices in France, the portfolio includes asset valuations of Euromed and New Vélizy, which are consolidated under the equity method.

▶ **Projects**

- **Committed projects:** these are projects for which promotion or construction contracts have been signed and/or work has begun and has not yet been completed at the closing date. The delivery date for the relevant asset has already been scheduled. They might pertain to VEFA (pre-construction) projects or to the repositioning of existing assets.
- **Managed projects:** These are projects that might be undertaken and that have no scheduled delivery date. In other words, projects for which the decision to launch operations has not been finalised.

▶ **Yields/return**

The portfolio returns are calculated according to the following formula:

$$\frac{\text{Gross annualized rent (not corrected for vacancy)}}{\text{Value excl. duties for the relevant scope (operating or development)}}$$

The returns on asset disposals or acquisitions are calculated according to the following formula:

$$\frac{\text{Gross annualized rent (not corrected for vacancy)}}{\text{Acquisition value including duties or disposal value excluding duties}}$$

▶ **EPRA Earnings**

EPRA Earnings is defined as "the recurring result from operating activities". It is the indicator for measuring the company's performance, calculated according to EPRA's Best Practices Recommendations. The EPRA Earnings per share is calculated using the average number of shares (excluding treasury shares) over the period under review.

Calculation:

- (+) Net Rental Income
- (+) EBITDA of hotels operating activities and *Coworking*
- (+) Income from other activities
- (-) Net Operating Costs (including costs of structure, costs on development projects, revenues from administration and management)
- (-) Depreciation of operating assets
- (-) Net change in provisions and other
- (-) Cost of the net financial debt
- (-) Interest charges linked to finance lease liability
- (-) Net change in financial provisions
- (+) EPRA Earnings of companies consolidated under the equity method
- (-) Corporate taxes
- (=) EPRA Earnings**

▶ **Surface**

SHON: Gross surface

SUB: Gross used surface



▶ **Debt interest rate**

Average cost:

$$\frac{\text{Financial Cost of Bank Debt for the period} + \text{Financial Cost of Hedges for the period}}{\text{Average cost of debt outstanding in the year}}$$

Spot rate: Definition equivalent to average interest rate over a period of time restricted to the last day of the period.

▶ **Occupancy rate**

The occupancy rate corresponds to the spot financial occupancy rate at the end of the period and is calculated using the following formula:

1 - Loss of rental income through vacancies (calculated at MRV)

rental income of occupied assets + loss of rental income

This indicator is calculated solely for properties on which asset management work has been done and therefore does not include assets available under pre-leasing agreements. Occupancy rate are calculated using annualized data solely on the strategic activities portfolio. Future leases secured on vacant spaces are accounted for as occupied.

The “Occupancy rate” indicator includes all portfolio assets except assets under development.

▶ **Like-for-like change in rent**

This indicator compares rents recognised from one financial year to another without accounting for changes in scope: acquisitions, disposals, developments including the vacating and delivery of properties. The change is calculated using rental income under IFRS for strategic activities.

This change is restated for certain severance pay and income associated with the Italian real estate (IMU) tax.

Given specificities and common practices in German residential, the Like-for-Like change is computed based on the rent in €/m<sup>2</sup> spot N versus N-1 (without vacancy impact) on the basis of accounted rents.

For operating hotels (owned by FDMM), like-for-like change is calculated on an EBITDA basis

Restatement done:

- Deconsolidation of acquisitions and disposals realised on the N and N-1 periods
- Restatements of assets under works, ie:
  - Restatement of released assets for work (realised on N and N-1 years)
  - Restatement of deliveries of assets under works (realised on N and N-1 years).

▶ **Like-for-like change in value**

This indicator is used to compare asset values from one financial year to the next without accounting for changes in scope: acquisitions, disposals, developments including the vacating and delivery of properties.

The like-for-like change presented in portfolio tables is a variation taking into account CAPEX works done on the existing portfolio. The restated like-for-like change in value of this work is cited in the comments section. The current scope includes all portfolio assets.

Restatement done:

- Deconsolidation of acquisitions and disposals realised over the period
- Restatement of work realised on assets under development during period N