



# FY 2023 Earnings

Robust and positioned for growth

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## **1 Strong operational performance leading to significant cashflow growth**

*1.1 - Outperforming Rental growth*

*1.2 - ESG performance Energy and Carbon savings*

## **2 Strategic capital allocation decision**

*2.1 - Investment markets under pressure*

*2.2 - Active capital management (disposals & refinancings)*

## **3 Laying the groundwork for tomorrow's growth**

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*3.2 - Delivering the pipeline*

## **4 Guidance 2024 above expectations**

## **5 Appendix**



# In a nutshell

Operational and strategic successes in a more than ever polarised market



View from Boétie, Paris

# Office portfolio: Centrality & Scarcity

Grade A assets in Prime locations driven by favorable Supply/Demand and long-term rent growth

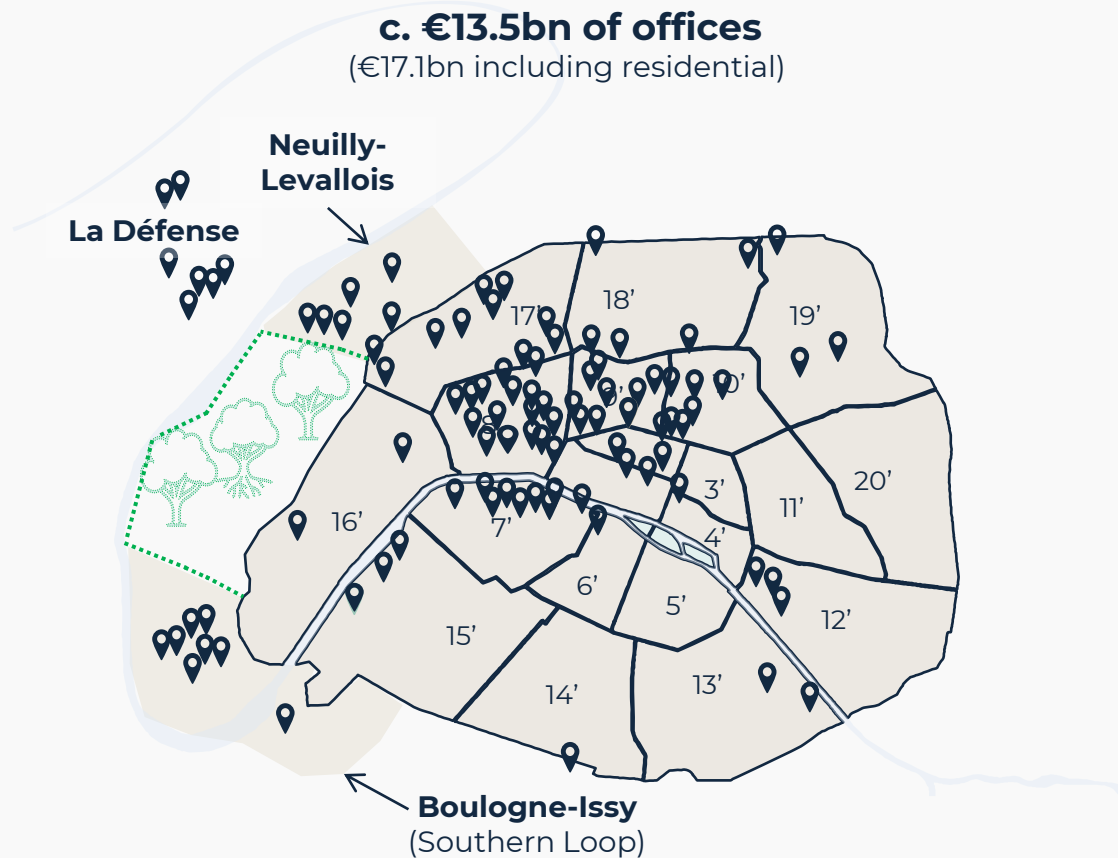


## Central Office portfolio:

86% in Paris City + Neuilly/Levallois + Boulogne/Issy (Southern Loop)

c. €13.5bn of offices

(€17.1bn including residential)



**35 Capucines**  
Paris CBD



**12 Place Vendôme**  
Paris CBD



**44 Champs Elysées**  
Paris CBD



**Boétie**  
Paris CBD



**41 Montaigne**  
Paris CBD



**3 Opéra**  
Paris CBD



# 2023 in a nutshell – Quick facts

## Cashflow growth outperforming



Gross rents

**+6.5%** yoy  
**+6.1%** LfL



RNI per share

**+8.2%**  
**€6.01** per share  
Above the guidance

## Improved all debt metrics after a challenging year



Significant debt  
Reduction by c. € 1 bn

LTV c. **34%**  
(incl. duties)



Debt hedgings increased

**92%** hedged  
in average 2024-2028

## ESG leadership reinforced with our energy efficiency plan



Energy consumption

**-10%** in 12 months <sup>(1)</sup>



CO<sub>2</sub> emissions

**-20%** in 12 months <sup>(1)</sup>

## Positioned for Growth Cost and financial expenses optimized



RNI Guidance 2024

**€6.35-6.40/share**  
(+5.5% to +6.5%)

# Successful strategic steps taken in 2023

**1** Accretive **capital allocation** decisions

Enhancing all debt aggregates  
Funding accretive pipeline  
Immediately accretive on CF

**2** **Well positioned** to face new reality

Potential opportunistic room

**3** Actively capturing **favorable market trends**

Rental growth visibility

**4** Securing **rental and cash flow growth**

CF growth potential embedded

**€1.3bn** Disposals in 2023  
+8% premium over last appraisals,  
2.5% average yield

**34%**  
LTV (incl. duties) stabilized

**5.9x**  
ICR raised

**2028**  
All debt maturities covered by  
available liquidity until 2028

**+14%** Rental uplift captured along  
tenant rotation on offices  
13% on residential portfolio

**+80pb** Occupancy rate  
improvement in 2023, to c.94%

**c.100%**  
Of Gecina's pipeline (2023-2024) is now let  
or pre let

**92%**  
Of our financial expenses are hedged in  
average for 2024-2028  
Average cost of debt (all in) is at 1.4%

## Robust & positioned for growth

# 1

**Strong  
operational  
performance  
leading to  
significant  
cashflow growth**



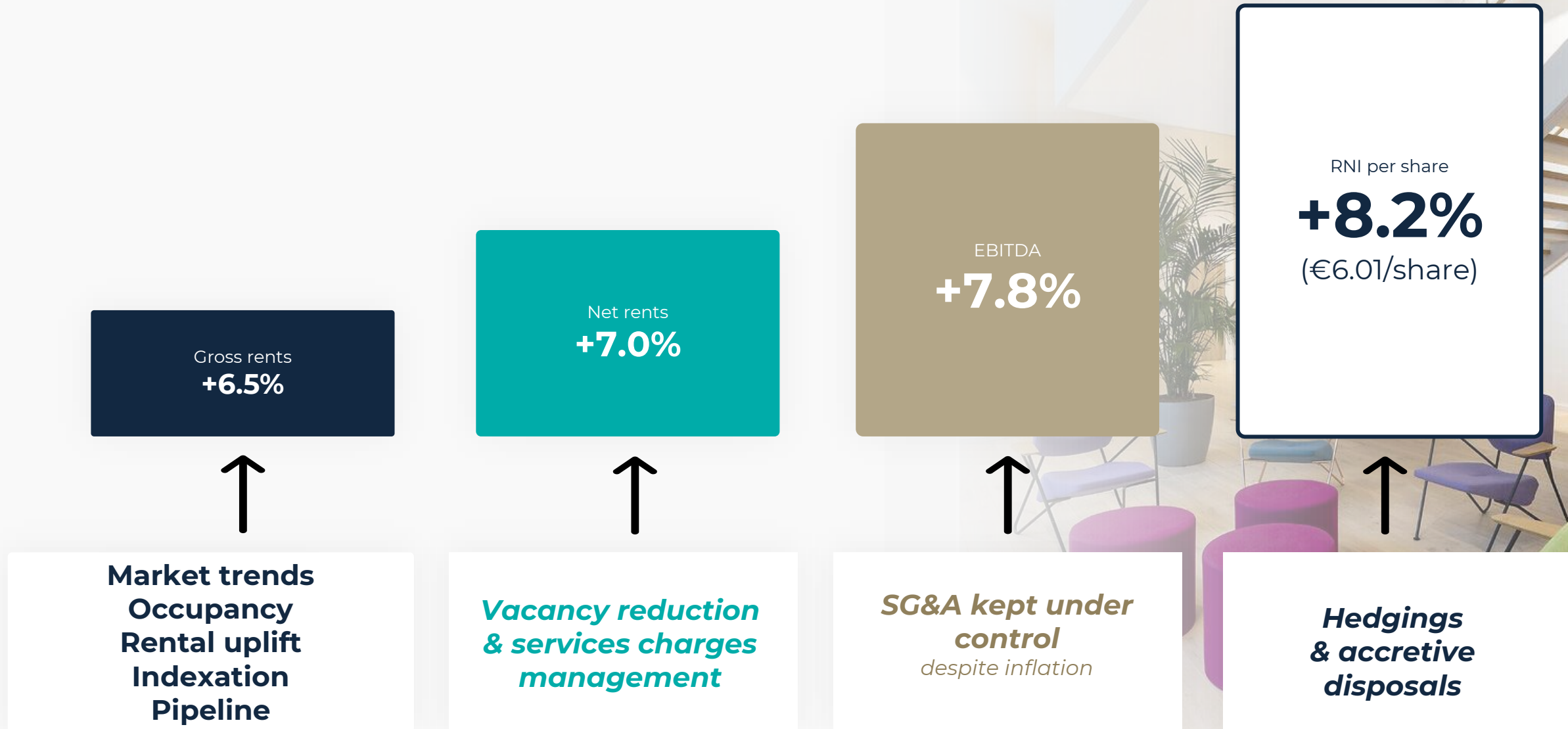
Mondo, Paris

**gecina**



# All drivers contributing to Cash flow out-performance

€6.01/share, slightly above a €5.9/€6.0 guidance



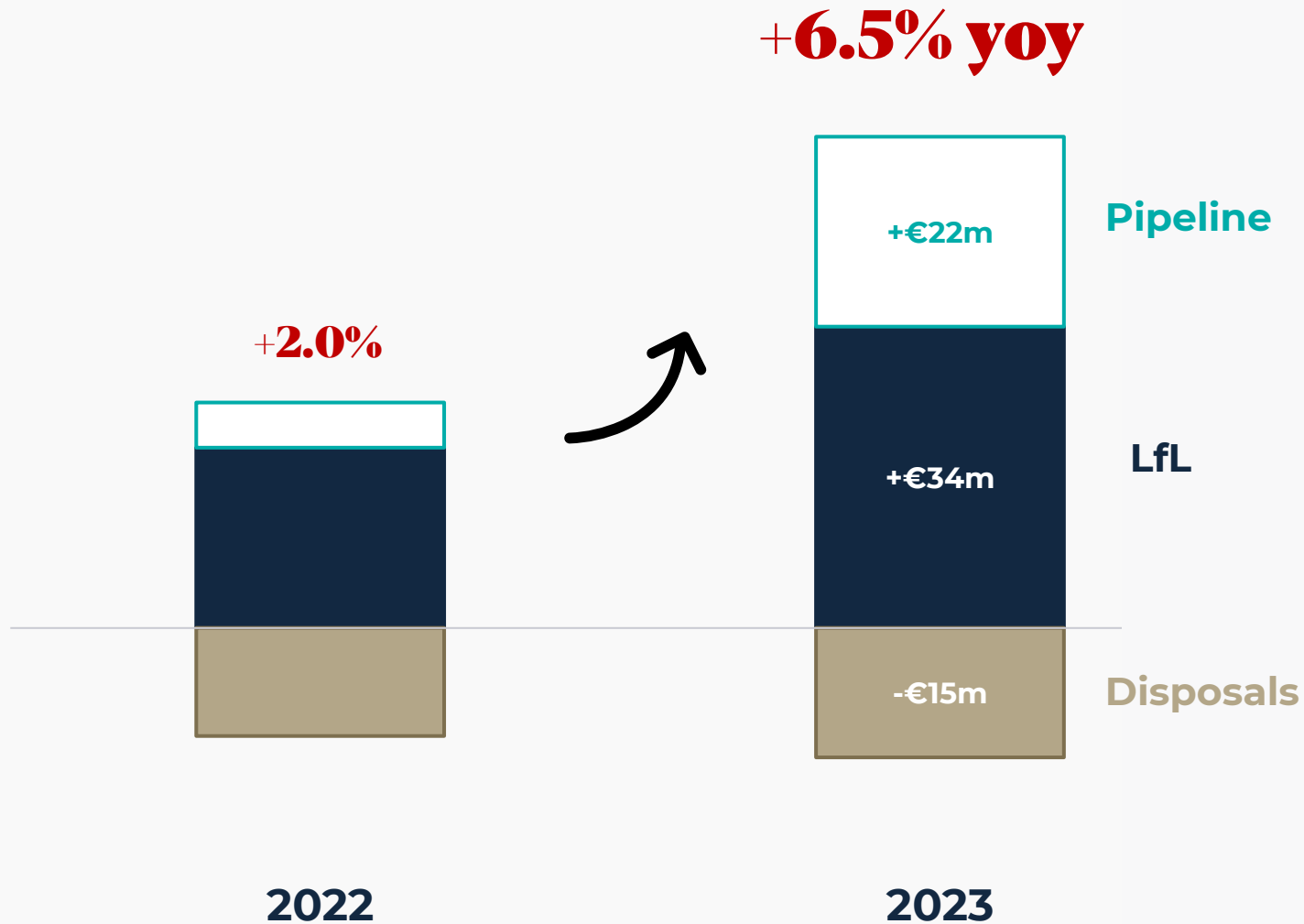


# 1.1

## Outperforming Rental growth



# Strong rental growth (yoy) in 2023: +€41m



## 2023

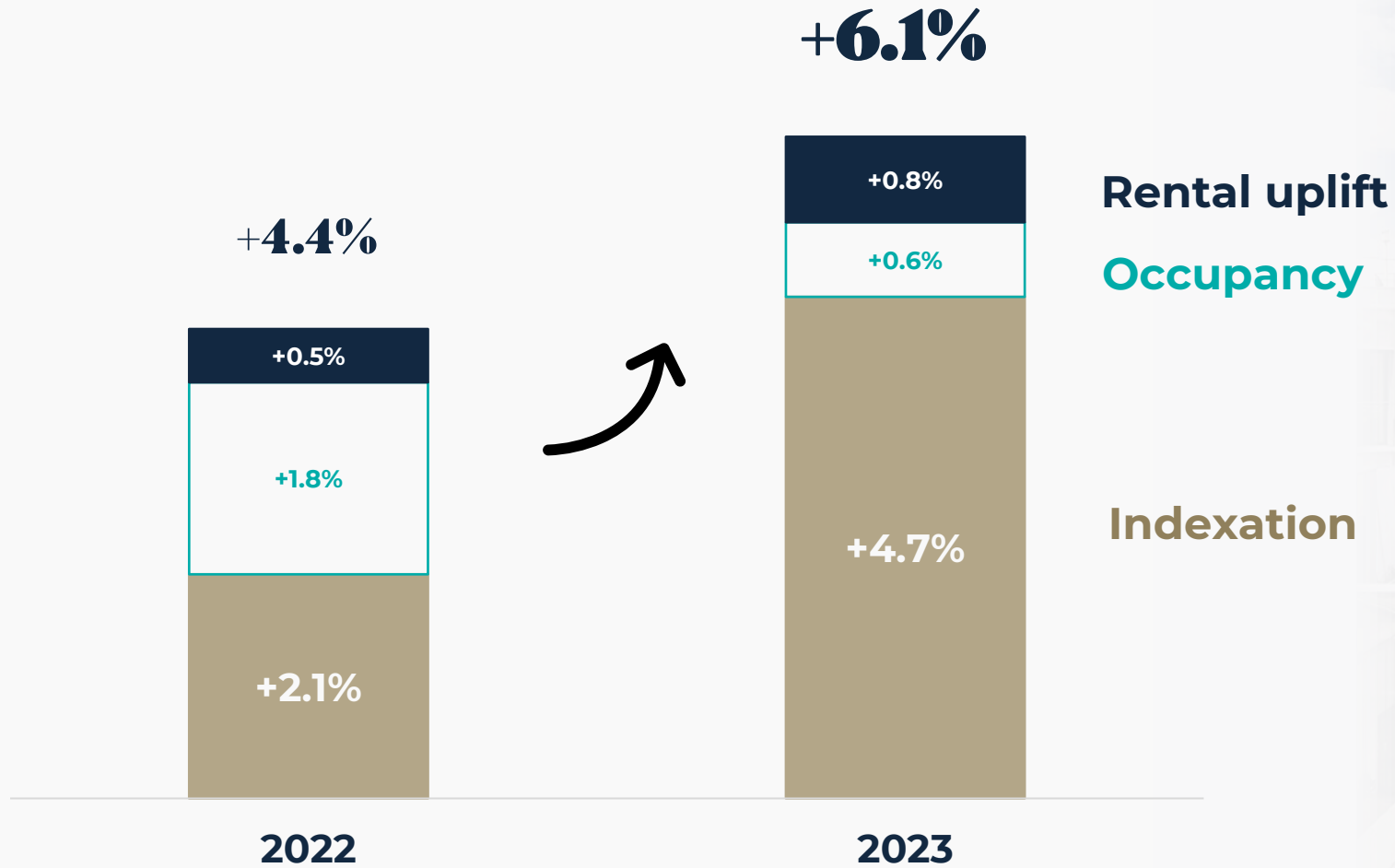
**Pipeline:** important deliveries along 2022-2023

**LfL:** Central location outperformance, breaking record on leasings, indexation

**Disposals:** €1.3bn sold at 2.5%



# LfL rental growth (+€34m) outperformance ...



**Offices**  
**+6.5% LfL**  
(+4.6% end 2022)

**Residential portfolio**  
**+4.6% LfL**  
(+3.7% end 2022)

# ... thanks to a robust office **leasing activity** for Gecina

**c. 156,000 sq.m** let YTD  
70% in Paris

c. 8.4y average firm maturity

**+60%**  
vs. 2022

**+7 months**  
vs. 2022

**+14%**  
rental uplift

**+90bp**  
Occupancy rate  
on offices in 12 months  
(to **93.7%** in 2023)

**100%** prelet  
(pipeline 2023-2024)

**€1,000** per sq.m/year  
A confirmed reference for prime assets in Paris-CBD



**44 Champs-Élysées**  
c. 3,000 sq.m



**35 Capucines**  
c. 6,300 sq.m  
Delivery Q2 2024



# Mondo, a 30,000 sq.m project fully let in H2 2023 to Publicis Group

Largest lease ever signed by Gecina



*"Today, it has been shown that working too much from home (...) has an impact on innovation. [...] It's imperative that our teams re-collaborate, exchange ideas, be physically present and pass on knowledge to those who have arrived more recently."*

**Arthur Sadoun**, CEO of Publicis, Le Figaro, November 18, 2023



*"We have designed and built Mondo post-covid with a strong conviction that offices buildings now need to offer a flexible, collaborative and energy efficient working environment, counting excellent floor plates, outdoor and indoor terrasses and cutting-edge services."*

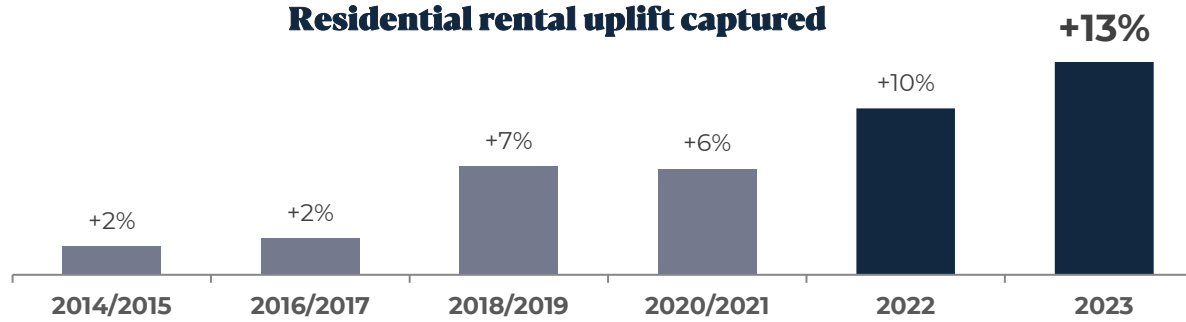
**Beñat Ortega**, CEO



Delivery Q3 2024

# Strong growth contribution also from Gecina's residential platform

## Residential rental uplift captured



**c. 3,500**

New lease signed in 2023  
(o.w >2,700 on student housings)

**94.7%**

Occupancy rate  
incl. student housing

**1 project**

Delivered in 2023

c. 10,000 sq.m in Ville d'Avray



# Pipeline generated a net contribution of +€22m

4 projects delivered in 2022 & 2023 ... more to come ahead



**157 CDG**  
Neuilly  
100% let



**L1ve**  
Paris CBD  
100% let

Deliveries  
**2022**



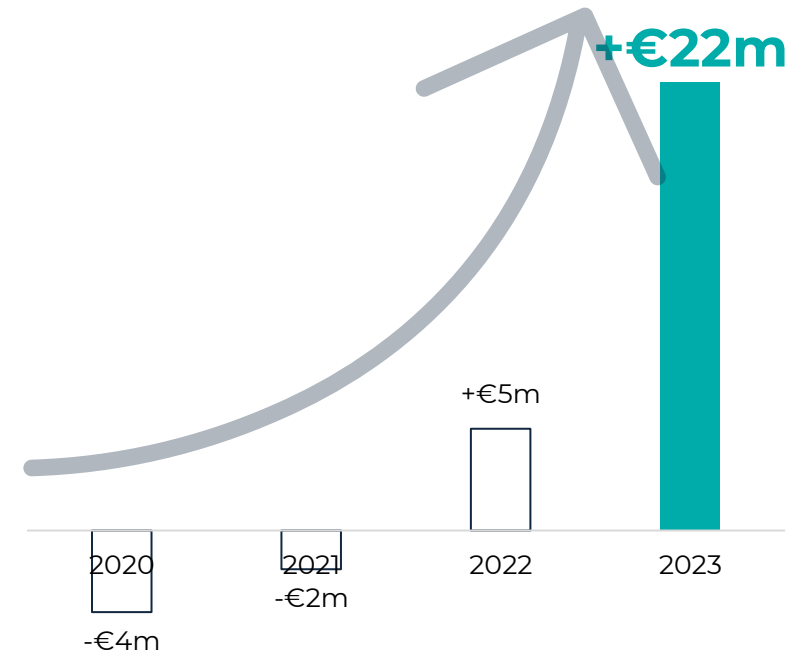
**Boétie**  
Paris CBD  
100% let  
Delivered H1-23



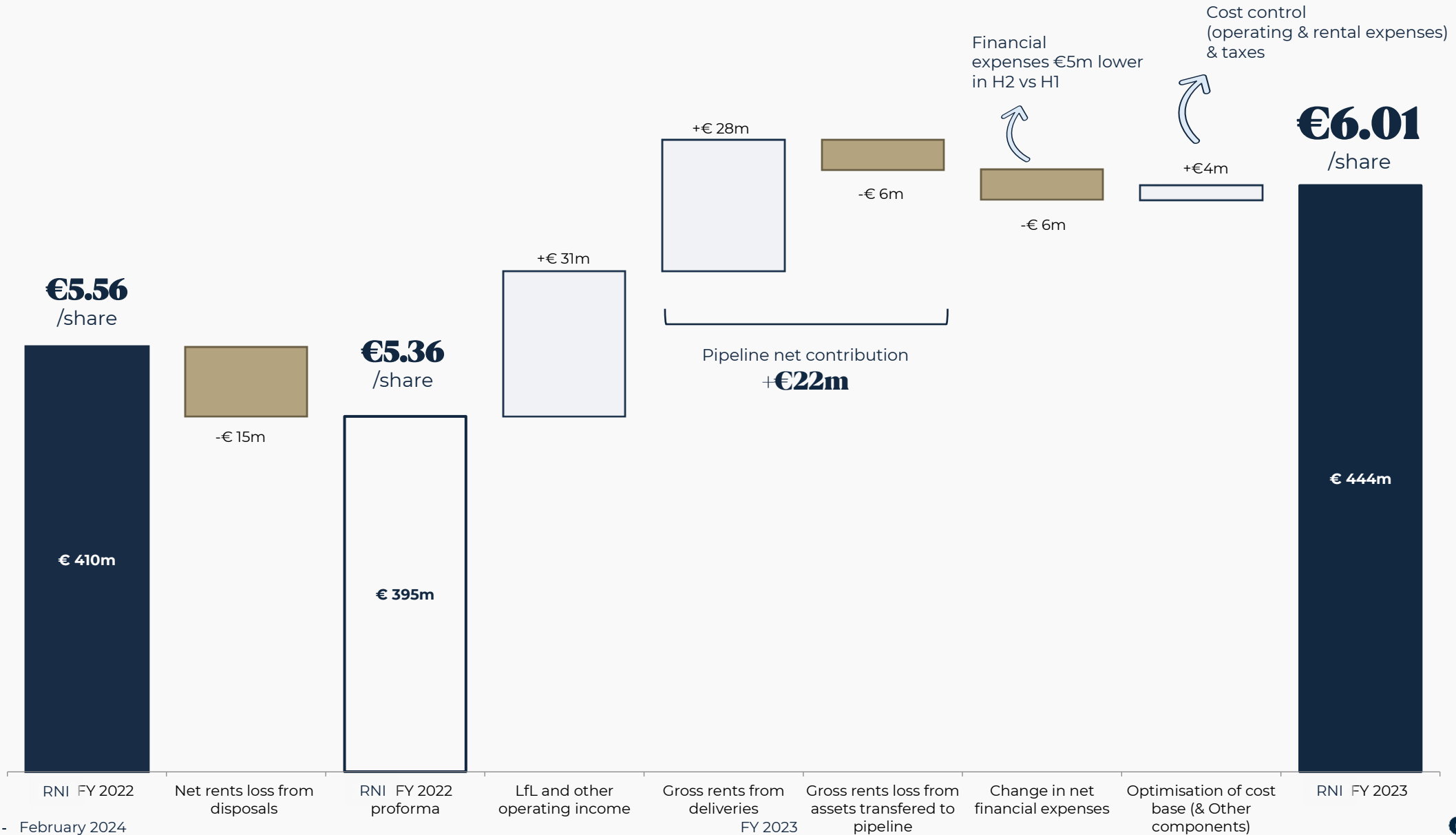
**Ville d'Avray**  
Delivered H1-23

Deliveries  
**2023**

Net rental contribution from the pipeline  
(in € m)



# Consequently, Recurrent Net Income is up by **+8.2% per share**





# 1.2

## ESG performance Energy and Carbon savings





# Confirming our ESG leadership

## European leadership

**#1 European Reit**  
amongst 100  
**96/100**



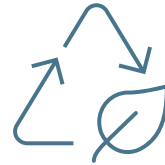
## CO<sub>2</sub> emission (offices)

**-20%** in 12 months <sup>(1)</sup>  
c.9kgco<sub>2</sub>/sq.m/year



## Energy consumption (offices)

**-10%** in 12 months <sup>(1)</sup>  
c.150kwhfe/sq.m/year



## Certification rate (offices)

**100%**  
Building in use in 2023  
Target 2025 already reached



## Paris Nation – Paris City



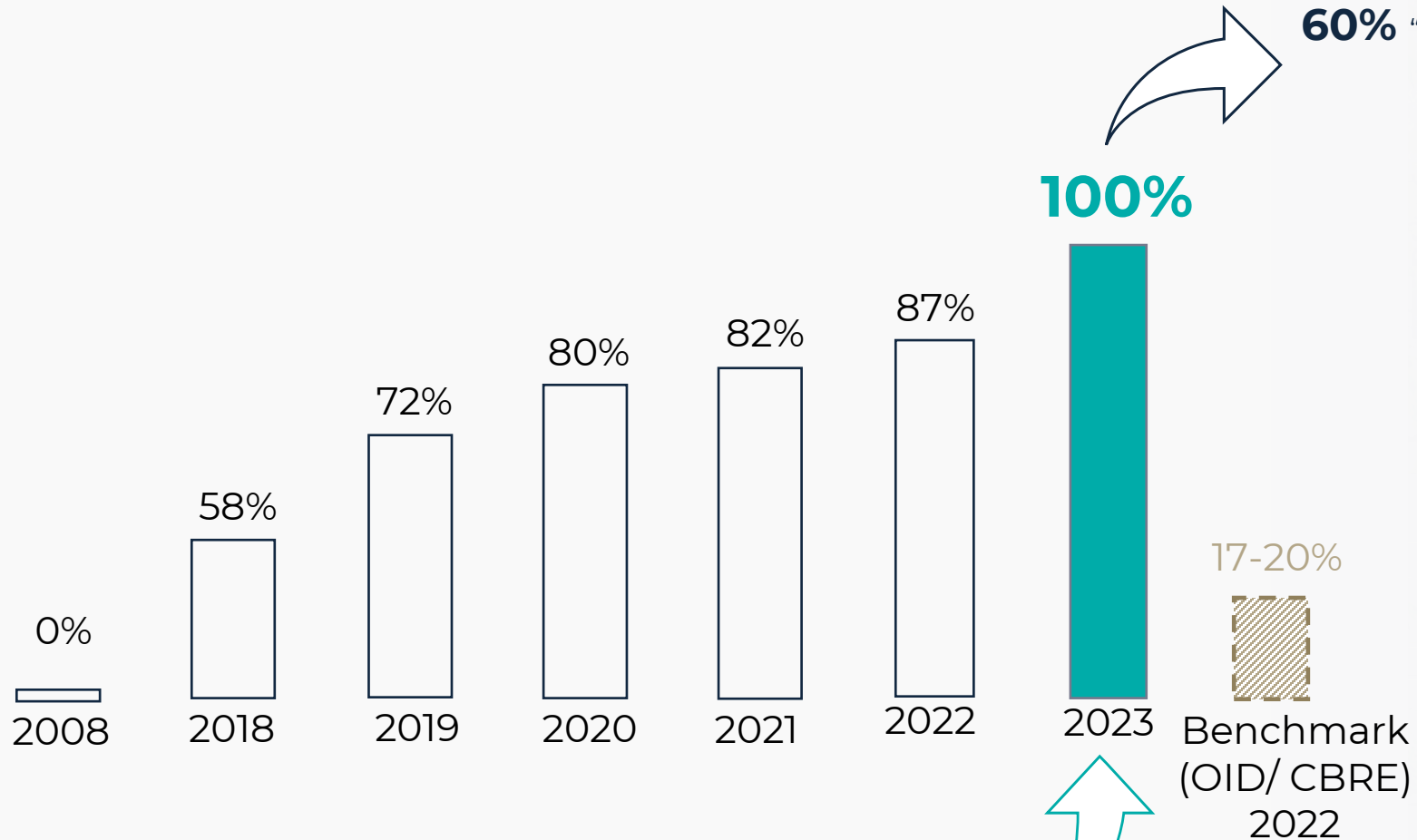
## Pipeline Best in class

**100%**  
Of assets under development  
targeting **HQE/LEED/BREEAM**  
with **Excellent/Exceptional** level



<sup>(1)</sup> For the commercial portfolio on which Gecina directly manages the technical equipment consuming energy

# Already reaching our 2025 target to operate a fully certified office portfolio



60% "excellent" or "outstanding"

100%

+23 assets certified BREEAM in 2023





# 2

## Decisive capital allocation moves

In a context of landing on new reality



Mondo, Paris

FY 2023

gec na



# 2.1

## Investment markets under pressure



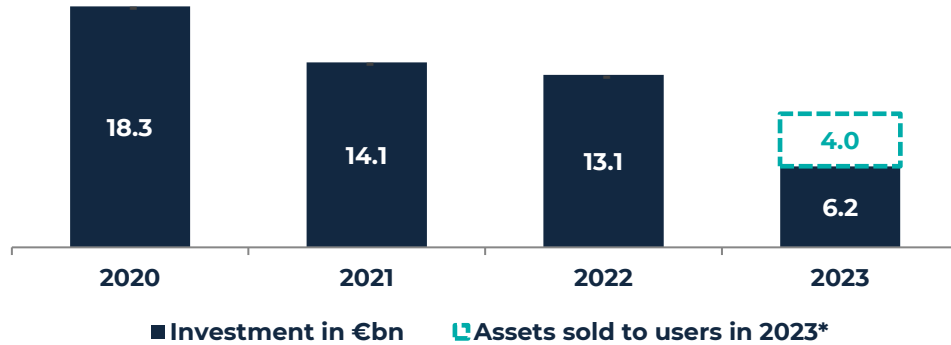
View from YouFirst Campus – Paris La Défense

# Muted investment markets... although polarized, putting yields under pressure

Investment markets down -53% vs. 2022

## Limited liquidity on Investment markets ...

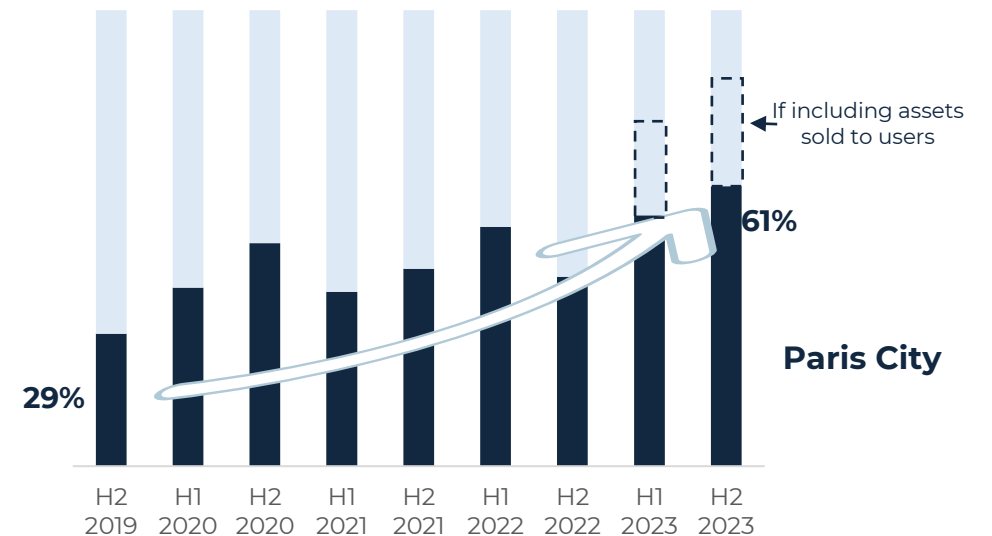
Office investments in Paris Region



Source: Immostat / \* CF News Immo: major transactions by luxury brands

## Polarized markets favouring central areas ...

Office investments breakdown per location

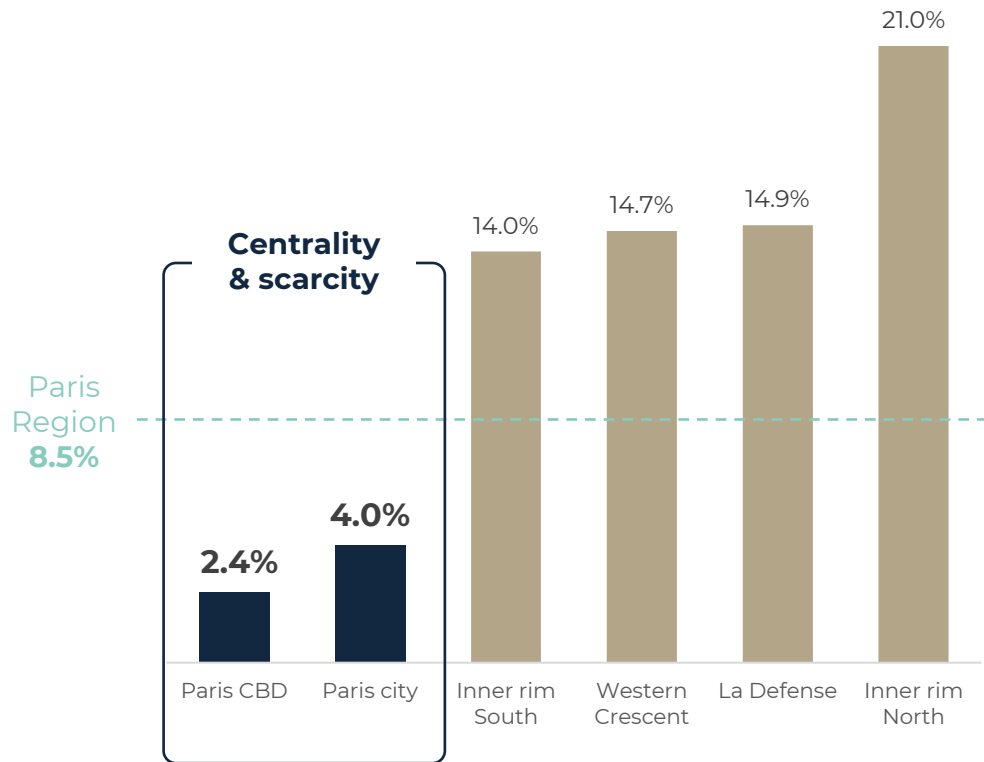


Source: Immostat



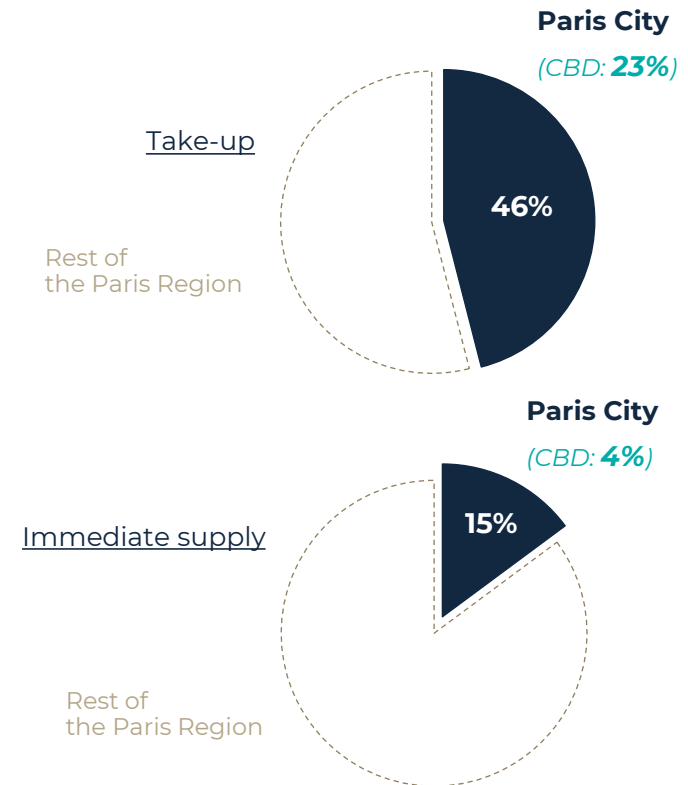
# Structural scarcity in central locations, provides rental pricing power

## Vacancy historically low in central locations



## Lack of supply in Paris City

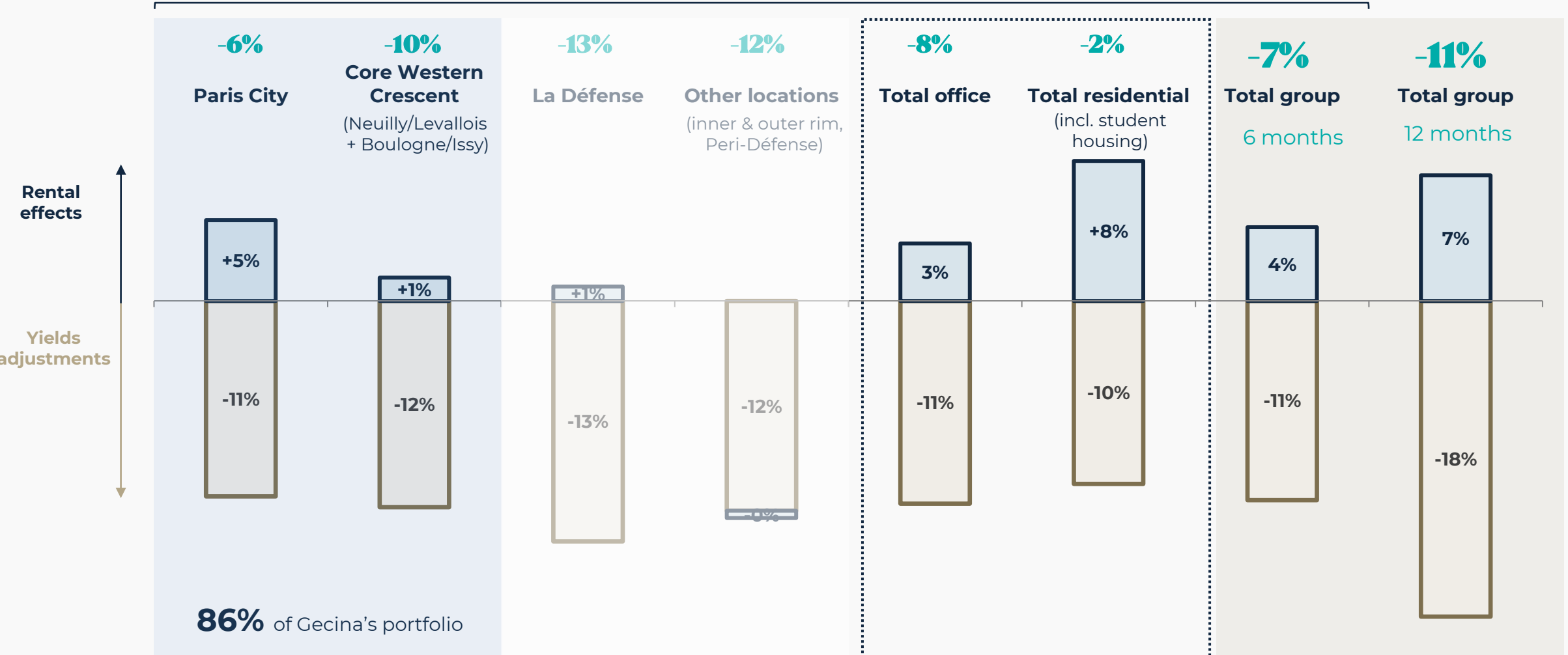
(% of total Paris region)



# Asset value driven downward, despite positive rental effect on Gecina's core locations

6 months

Gecina's LfL portfolio valuation change per geography/asset class

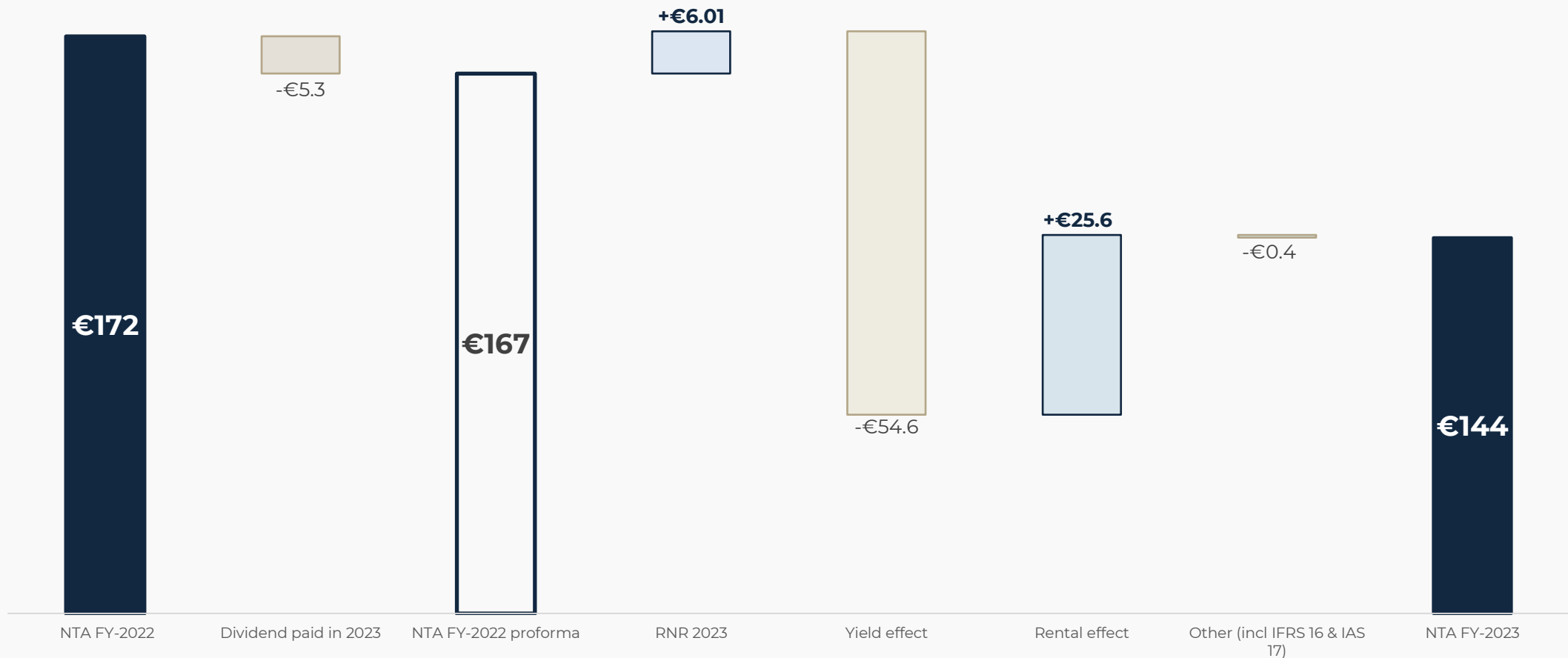


# NTA EPRA NAV : significant yield effect partly offset by positive rental effect

**NAV NDV €150.1** per share  
(€157.5 by unit<sup>1</sup>)  
**-13% in 6 months**

**NAV NTA €143.6** per share  
(€151.0 by unit<sup>1</sup>)  
**-11% in 6 months**

**NAV NRV €158.1** per share  
(€166.0 by unit<sup>1</sup>)  
**-11% in 6 months**





# 2.2

## Active capital management

€1.3bn of disposals combined with an exceptional refinancing activity in 2023



View from Boétie, Paris

# €1.3bn of assets sold in 2023, capturing the opportunity to enhance capital allocation

**€1.3bn sold in 2023: 6 assets sold in H1 / 7 assets sold in H2**  
+8% premium over last appraisals / 2.5% average exit yield

Offices - Paris City

**7 assets**  
21,300 sq.m  
€970m

Offices - Secondary locations

**3 assets**  
14,800 sq.m  
€40m

Residential assets

**3 assets**  
40,000 sq.m  
€258m (incl. €22m/unit)

On the top of the emblematic "101 Champs Elysées" disposal:

**12 assets** sold,  
**> €500m**,  
**+5% premium** over appraisals,  
**< 3.1%** exit yield





# Positive impacts from €1.3bn disposals achieved along the year

Accretive on all operational metrics

RNR ✓

NTA ✓

Portfolio  
NIY ✓

Positive impacts on all debt metrics

LTV ✓

Liquidity ✓

Hedging ✓

Net debt/  
EBITDA ✓

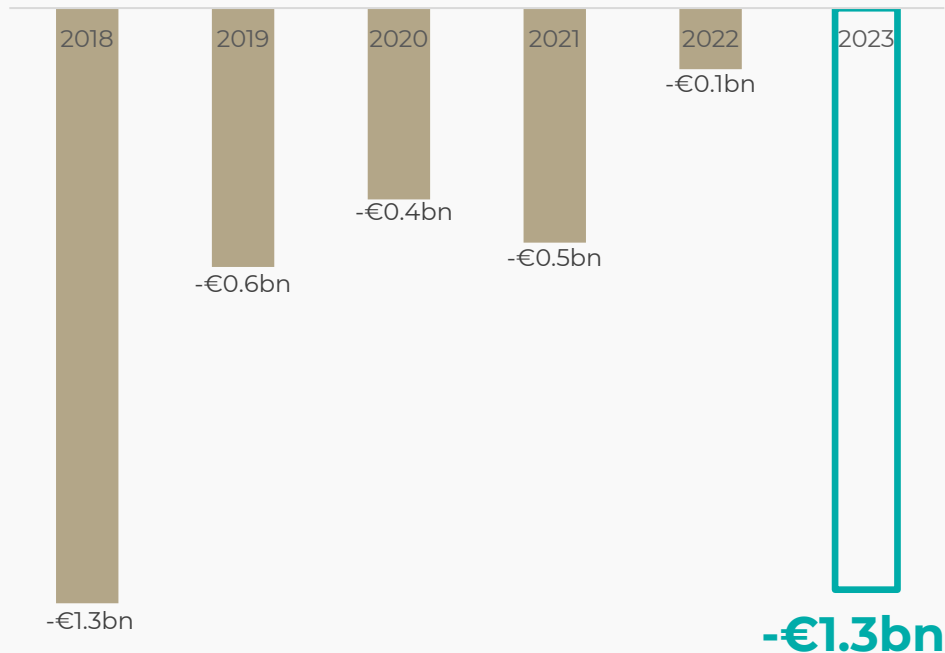
ICR ✓



# Stabilized LTV despite significant valuation decline

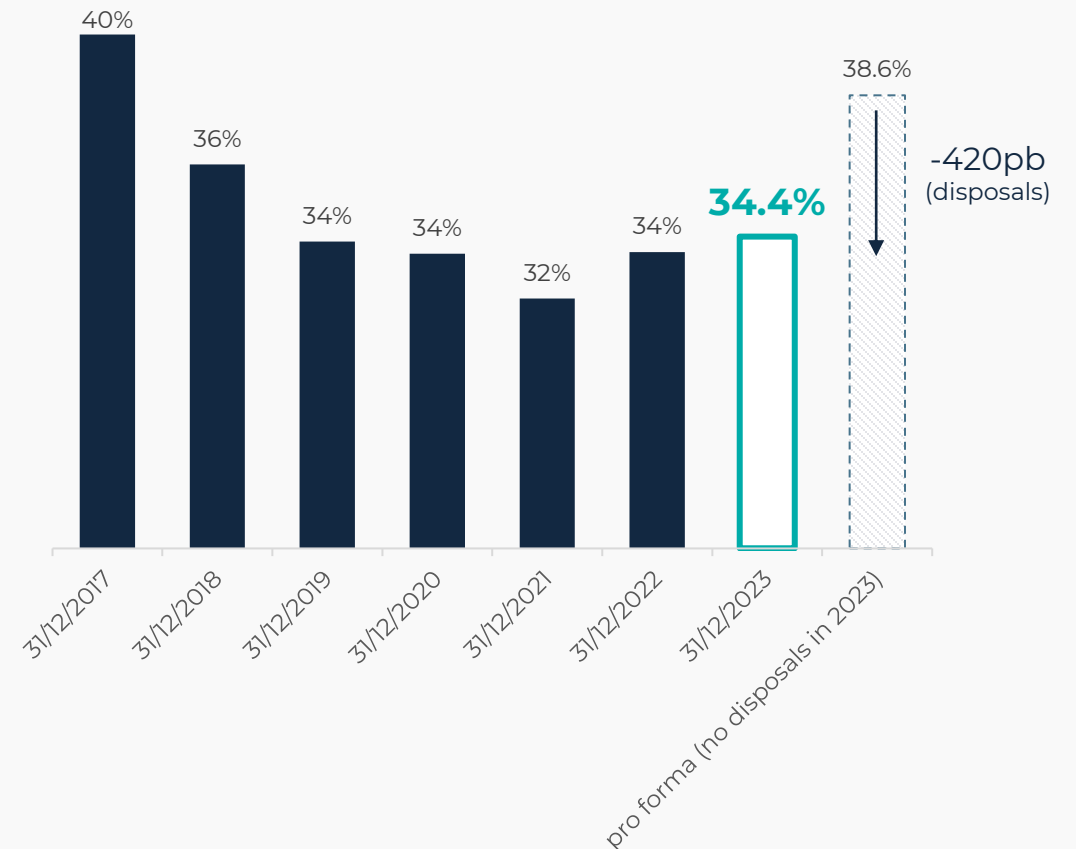
## Net disposals since 2018

Total disposals €4.6bn / Total acquisitions €0.4bn



## LTV stabilized despite declining appraisal values

(incl. duties)

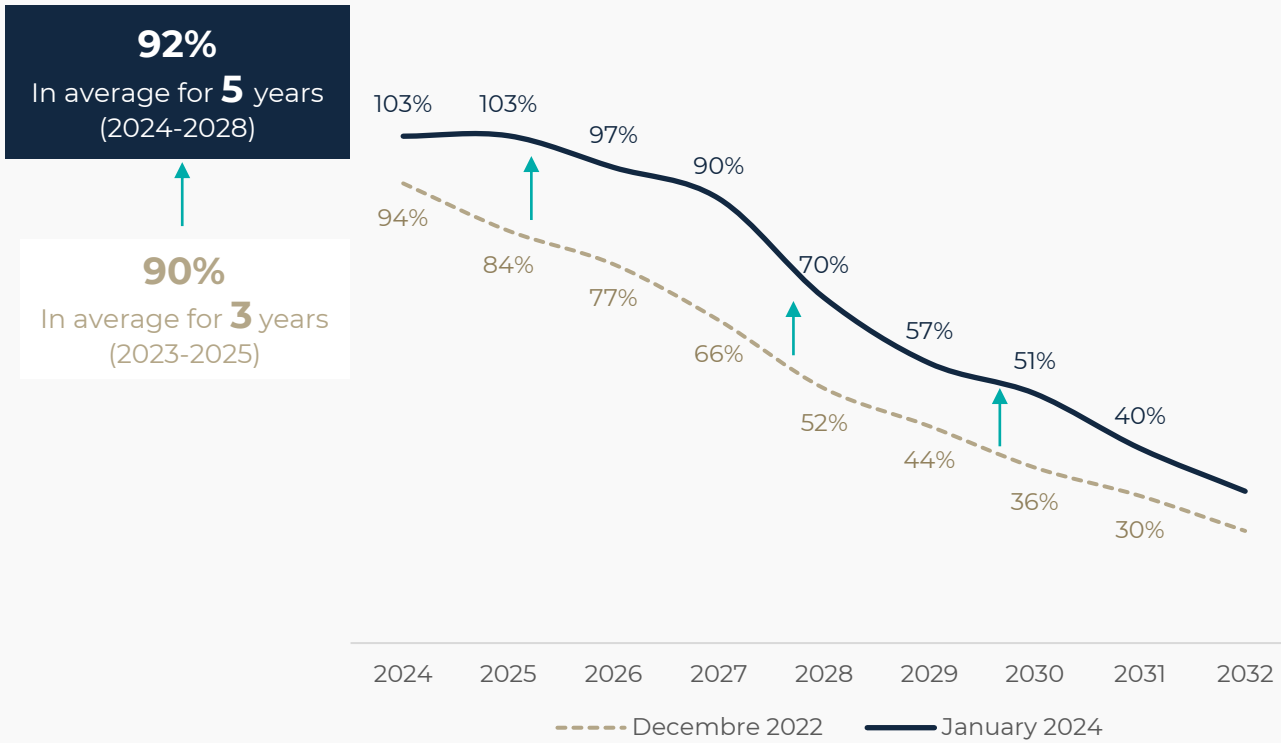


# Hedging position also reinforced in 2023, providing visibility for cashflow growth ahead

## Hedging position<sup>1</sup> significantly reinforced ... & largely secured before interest rates increase

% of debt hedged (at Dec-23 vs. at Dec-22)<sup>(1)</sup>

Breakdown of hedging instruments before/after interest rates hike<sup>(1)</sup>



% of current hedging signed before Jan 22  
**84%**

Average cost of debt in 2023  
**1.1%**  
(1.4% all in)

# Undisputed access to all funding sources in 2023

Opportunistic debt raising achievements, enhancing liquidity & refinancing schedule

**€1.7bn**

financing raised / renewed

## Attractive bond markets

**€400m** (6 taps)  
average maturity **8.5 years** and **87 bps** spread

## Attractive credit profile for new lenders

**€145m** (New term loans)  
Average maturity **5 years**

## Long term partnerships with our banking partners

**€1.2bn** (undrawn credit lines)  
Average maturity **7 years**

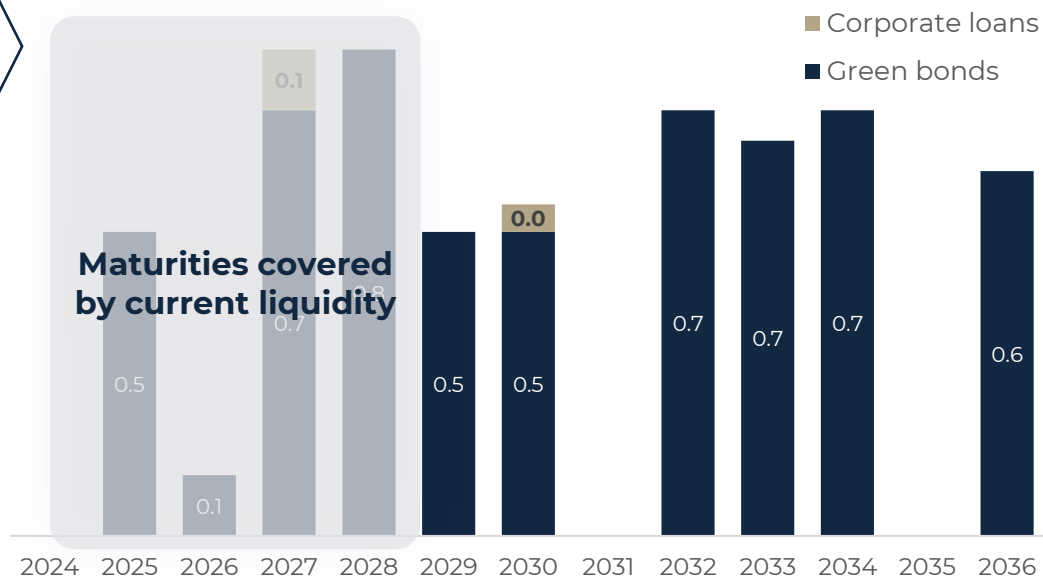
+

**€1.3bn** disposals



**€4.1bn**  
**net liquidity**

Covering financing maturities until 2028 & securing potential margin level ahead





# 3

## Laying the groundwork for tomorrow's growth



Boétie, Paris

**gecina**



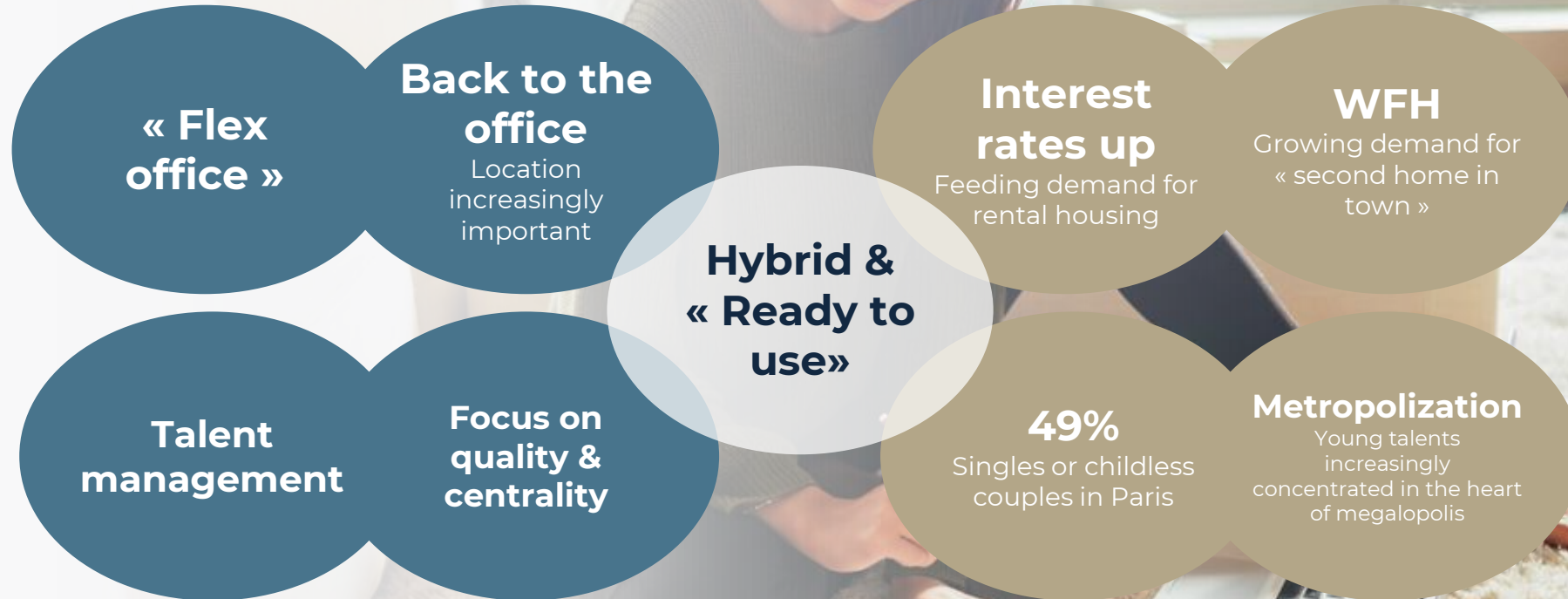
# 3.1

## New operational initiatives



35 capucines, Paris

# New trends on real estate markets in Paris



- An opportunity to meet tenant's needs for **furnished, smaller, serviced and hybrid** apartments and offices
- Increasing appetite for “operated” & “services” properties



# YouFirst Residence: further potential for growth **on residential business**

**From...**

**... through ...**

**... to**

## YouFirst Residence

(437,000 sq.m,  
€106m annualized rents)



## YouFirst Campus

(68,000 sq.m  
€26m annualized rents)

**Merging teams** and digital **leasing platforms** (students & traditional)

**Optimizing average flats size**  
from familial flats into studios

Offering **furnished** flats

Adding **services, facilities & amenities**  
(Fitness, Lounge, Reception rooms, Coworking, etc...)

## Operated Residential platform

Large range of products adapted to all different types of tenants (students, young workers, middle age, family, corporates, etc.)

- Services and/or furnished flats
- « Second home » in town
- « All in all » offer providing access to coworking, fitness, reception floors, etc.)
- etc.

# YouFirst Residence: further potential for growth on residential business



**220**

Apartments already furnished

**12**

Buildings to be enhanced adding  
coworking spaces & fitness  
(3 on-going already)

**195**

Apartments to be optimized



# YourPlace: operated offices by Gecina



A large diversity of tenants seeking for offices in Paris ...

... including smaller entities increasingly asking for prime « ready to use » office in central locations ...



## yourplace

**1- « Ready to use / plug & play »**  
(furnished, connected, etc.)

**2- Large range of optional services** on the top of the lease

**3- New marketing and leasing channels** network of partners

**3**

Buildings with floors turned into “operated office” already let that way

**9**

Additional buildings with floors under commercialization or to be launch as “operated” along 2024

**>2,300 sq.m**

Already let



# 3.2

## Delivering the pipeline





## 2 Projects delivered in 2023: 1 office in Paris CBD + 1 residential project



### Boétie / Ville d'Avray

20,000 sq.m

TIC €255m  
Delivered in H1-2023

**100%** let (office)

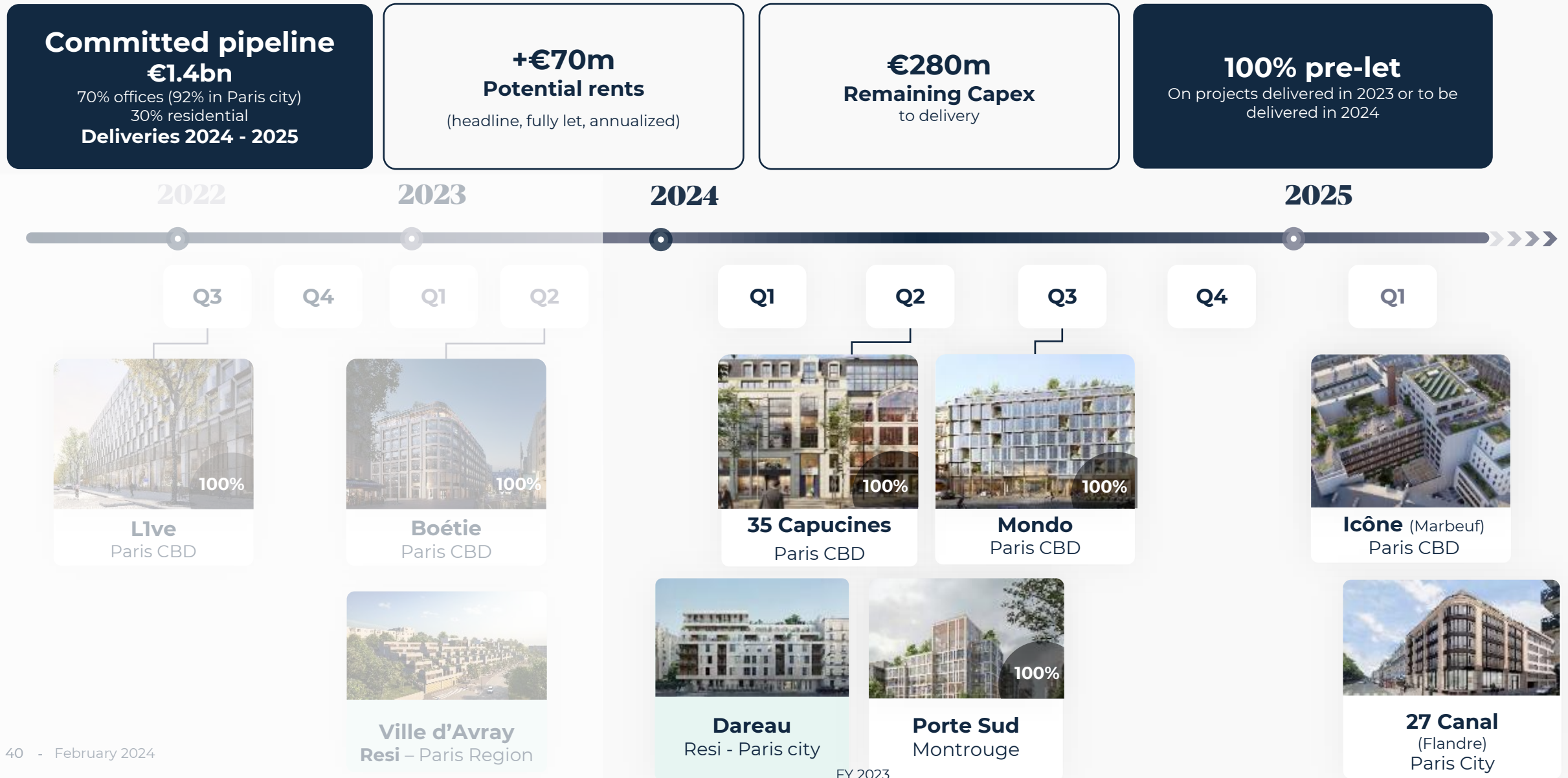
Rents (office)  
€900-€950/sq.m

Yield on Cost c.5%

**Main tenant**

**EIGHT  
ADVISORY** 

# Embedded growth along deliveries in the years ahead



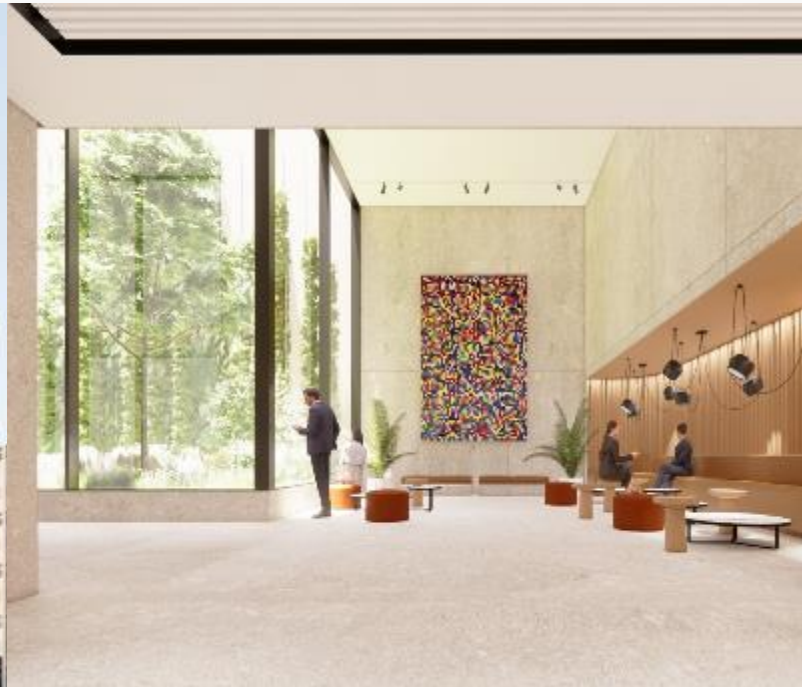


## Refueling the pipeline: 3 new emblematic **value creative** projects to be launched in central locations

**c.€35m/€40m additional rents**  
From 3 new projects to be committed, with deliveries expected in **2027**

**c.€500m**  
capex to delivery

**Ongoing discussions with local authorities**





# 4

## Guidance 2024 above expectations



# Guidance 2024 **beating expectations**





# Q&A



View from IBOX, Paris

# 5

## Appendix



Boétie, Paris

**gecina**



## 2023 P&L and Recurrent Net Income

in million euros	Dec 31, 22	Dec 31, 23	Change (%)
<b>Gross rental income</b>	<b>625.9</b>	<b>666.8</b>	<b>+6.5%</b>
<b>Net rental income</b>	<b>569.4</b>	<b>609.5</b>	<b>+7.0%</b>
Operating margin for other business	3.0	1.2	-59.0%
Other income net	3.8	2.1	-43.7%
Salaries and management costs	(79.7)	7.9	-2.3%
<b>EBITDA <sup>(1)</sup></b>	<b>496.5</b>	<b>535.0</b>	<b>+7.8%</b>
Net financial expenses	(83.6)	(90.0)	+7.6%
<b>Recurrent gross income</b>	<b>412.8</b>	<b>445.1</b>	<b>+7.8%</b>
Recurrent net income from associates	2.4	2.7	+11.9%
Recurrent minority interests	(1.8)	(2.0)	+9.2%
Recurrent tax	(3.6)	(1.6)	-54.1%
<b>Recurrent net income (Group share) <sup>(1)</sup></b>	<b>409.9</b>	<b>444.2</b>	<b>+8.4%</b>
<b>Recurrent net income per share (Group share)</b>	<b>5.56</b>	<b>6.01</b>	<b>+8.2%</b>
Gains from disposals	5.4	67.0	na
Change in fair value of properties	(285.7)	(2,186.4)	na
Depreciation and amortization	(2.6)	(29.7)	na
Non recurrent items	(7.7)	0.0	na
Change in value of financial instruments and debt	54.7	(66.2)	na
Non recurrent net income from associates	(8.5)	(23.5)	na
Non-recurrent minority interests	3.9	7.9	na
Non current and differed tax	0.2	(0.4)	na
<b>Net income (Group share)</b>	<b>169.6</b>	<b>(1,787.2)</b>	<b>na</b>
Average number of shares	73,763,378	73,848,175	

<sup>(1)</sup> EBITDA after deducting net financial expenses, recurring tax, minority interests, including income from associates and restated for certain non-recurring items



# 2023 Balance Sheet

ASSETS	Dec. 31,	Dec. 31,	LIABILITIES	Dec. 31,	Dec. 31,
<i>In million euros</i>	2022	2023	<i>In million euros</i>	2022	2023
<b>Non-current assets</b>	<b>20,267.3</b>	<b>17,174.9</b>	<b>Shareholders' equity</b>	<b>12,780.9</b>	<b>10,599.5</b>
Investment properties	18,131.2	15,153.5	Share capital	574.7	575.0
Buildings under redevelopment	1,354.1	1,398.4	Additional paid-in capital	3,303.9	3,307.6
Buildings in operation	78.4	81.8	Consolidated reserves	8,709.1	8,487.3
Other property, plant and equipment	11.2	9.3	Consolidated net income	169.6	(1,787.2)
Goodwill	183.2	165.8			
			<b>Capital and reserves attributable to owners of the parent</b>	<b>12,757.2</b>	<b>10,582.7</b>
Intangible assets	13.5	12.8	Non-controlling interests	23.7	16.7
Financial receivables on finance leases	48.9	32.8	<b>Non-current liabilities</b>	<b>5,591.7</b>	<b>6,051.0</b>
Long-term financial investments	57.3	51.2	Non-current financial liabilities	5,298.2	5,784.7
Investments in associates	108.5	86.7	Non-current lease obligations	50.1	49.6
Non-current financial instruments	279.8	181.9	Non-current financial instruments	152.2	123.9
Deferred tax assets	1.2	0.9	Non-current provisions	91.2	92.7
<b>Current assets</b>	<b>410.6</b>	<b>473.9</b>	<b>Current liabilities</b>	<b>2,305.2</b>	<b>998.3</b>
Properties for sale	207.5	184.7	Current financial liabilities	1,929.0	599.6
Trade receivables and related	38.1	35.4	Security deposits	87.6	86.4
Other receivables	91.0	82.9	Trade payables and related	178.2	185.6
Prepaid expenses	23.4	23.6			
Current financial instruments	0.0	3.6	Current taxes due & other employee-related liabilities	41.8	58.0
Cash & cash equivalents	50.6	143.7	Other current liabilities	68.6	68.7
<b>TOTAL ASSETS</b>	<b>20,677.9</b>	<b>17,648.7</b>	<b>TOTAL LIABILITIES</b>	<b>20,677.9</b>	<b>17,648.7</b>

## Portfolio value -10.6% LfL in 2023

Breakdown by segment <i>In million euros</i>	Appraised values		Net capitalisation rates		Change on comparable basis		Average value per sq. m*
	Dec 31, 2023	Dec 31, 2023	Dec 31, 2022	Dec 2023 vs. Dec 2022	Dec 2023 vs. June 2023	Dec 31, 2023	
<b>Offices</b>	<b>13,476</b>	<b>5.2%</b>	<b>4.3%</b>	<b>-12.1%</b>	<b>-8.1%</b>	<b>9,810</b>	
<b>Central locations</b>	<b>11,548</b>	<b>4.5%</b>	<b>3.7%</b>	<b>-10.3%</b>	<b>-7.2%</b>	<b>13,605</b>	
Paris City	9,481	4.1%*	3.4%	-9.1%	-6.4%	16,092	
Core Western Crescent (Neuilly, Boulogne)	2,067	5.9%	4.8%	-14.4%	-10.2%	8,551	
La Défense	966	8.0%	6.0%	-21.2%	-12.7%	6,608	
Other locations (Peri-Défense, Inner/outer rim, other regions)	961	9.6%	7.6%	-19.8%	-12.2%	2,754	
<b>Residential</b>	<b>3,565</b>	<b>3.4%</b>	<b>3.1%</b>	<b>-4.3%</b>	<b>-2.4%</b>	<b>6,814</b>	
YouFirst Residence	3,153	3.2%	3.0%	-5.0%	-3.0%	7,047	
YouFirst Campus	412	4.9%	4.4%	+0.3%	+2.1%	5,622	
Hotel & financial lease	42			0			
<b>Group Total</b>	<b>17,082</b>	<b>4.8%</b>	<b>4.0%</b>	<b>-10.6%</b>	<b>-7.0%</b>	<b>9,025</b>	

\*[4,5%-4,9%] if considering rents increase by the uplift potential to ERVs between +10% and +20%

Portfolio value decreased by -10.6% like-for-like, with very different trends observed between sub locations illustrating the polarization of markets

# EPRA NAV indicators at end of 2023

In million euros	December 31, 2023		
	EPRA NRV Net Reinstatement Value	EPRA NTA Net Tangible Asset Value	EPRA NDV Net Disposal Value
IFRS Equity attributable to shareholders	10,582.7	10,582.7	10,582.7
Due dividends	-	-	-
Include / Exclude			
i) Hybrid instruments	-	-	-
<b>Diluted NAV</b>	<b>10,582.7</b>	<b>10,582.7</b>	<b>10,582.7</b>
Include			
ii.a) Revaluation of IP (if IAS 40 cost option is used)	159.0	159.0	159.0
ii.b) Revaluation of IPUC (if IAS 40 cost option used)	-	-	-
ii.c) Revaluation of other non current investments	-	-	-
iii) Revaluation of tenant leases held as finance leases	0.7	0.7	0.7
iv) Revaluation of trading properties	-	-	-
<b>Diluted NAV at Fair Value</b>	<b>10,742.4</b>	<b>10,742.4</b>	<b>10,742.4</b>
Exclude			
v) Deferred tax in relation to fair value gains of IP	-	-	x
vi) Fair value of financial instruments	(61.6)	(61.6)	x
vii) Goodwill as result of deferred tax	-	-	-
viii) a) Goodwill as per the IFRS balance sheet	x	(165.8)	(165.8)
viii) b) Intangibles as per the IFRS balance sheet	x	(12.8)	x
Include			
ix) Fair value of fixed interest rate debt (1)	x	x	546.7
x) Revaluation of intangibles to fair value	-	x	x
xi) Real estate transfer tax	1 036.1	135.8	x
<b>EPRA NAV</b>	<b>11,717.0</b>	<b>10,638.1</b>	<b>11,123.3</b>
Fully diluted number of shares	74,101,680	74,101,680	74,101,680
<b>NAV per share</b>	<b>€158.1</b>	<b>€143.6</b>	<b>€150.1</b>

(1) Fixed rate debt has been fair valued based on the interest rate curve as of December 31, 2023



# Pipeline at end 2023 in detail

Project	Location	Delivery date	Total space (sq.m)	Total Investment (1) (€m)	Allready Invest (2) (€m)	Still to Invest (€m)	Est. Yield on cost (4)	% Pre-let
Montrouge - Porte Sud	Inner Rim	Q2-24	12,600	83				100%
Paris - 35 Capucines	Paris CBD	Q2-24	6,300	182				100%
Paris - Mondo	Paris CBD	Q3-24	30,100	387				100%
Paris - 27 Canal	Paris	Q1-25	15,300	123				-
Paris - Icône	Paris CBD	Q1-25	13,300	210				-
<b>Total offices</b>			<b>77,600</b>	<b>984</b>	<b>825</b>	<b>159</b>	<b>5.6%</b>	<b>63%</b>
Paris - Wood'up	Paris	Q1-24	8,000	97				n.a
Paris - Dareau	Paris	Q2-24	5,500	52				n.a
Rueil - Arsenal	Rueil	Q2-24	6,000	47				n.a
Rueil - Doumer	Rueil	Q2-24	5,500	46				n.a
Bordeaux - Belvédère	Bordeaux	Q3-24	8,000	39				n.a
Garenne Colombes - Madera	La Garenne Colombes	Q1-25	4,900	43				n.a
Bordeaux - Brienne	Bordeaux	Q2-25	5,500	26				n.a
Paris - Glacière	Paris	Q3-25	800	10				n.a
Paris - Porte Brancion	Paris	Q3-24	2,100	16				n.a
Paris - Vouillé	Paris	Q1-25	2,400	24				n.a
Paris - Lourmel	Paris	Q1-25	1,600	17				n.a
<b>Total residential</b>			<b>50,300</b>	<b>417</b>	<b>296</b>	<b>121</b>	<b>3.7%</b>	
<b>Total committed projects</b>			<b>127,900</b>	<b>1,401</b>	<b>1,121 (3)</b>	<b>280</b>	<b>5.0%</b>	
Controlled & Certain offices	Paris / Neuilly		97,100	1,237	729	508	5.3%	
Controlled & Certain residential			9,800	68	9	59	4.0%	
<b>Total Controlled &amp; Certain</b>		2026/2028	<b>106,900</b>	<b>1,305</b>	<b>738</b>	<b>567</b>	<b>5.2%</b>	
<b>Total Committed + Controlled &amp; Certain</b>			<b>234,800</b>	<b>2,705</b>	<b>1,859</b>	<b>846</b>	<b>5.1%</b>	
<b>Total Controlled &amp; likely</b>			<b>47,800</b>	<b>274</b>	<b>105</b>	<b>169</b>	<b>6.3%</b>	
<b>TOTAL PIPELINE</b>			<b>282,600</b>	<b>2,979</b>	<b>1,964</b>	<b>1,016</b>	<b>5.2%</b>	

(1) Total investment for the committed pipeline = latest appraisal value from when the project started up + total build costs. For the controlled pipeline = latest appraisal to date + operation's estimated costs

(2) Includes the value of plots and existing buildings for redevelopments + all capex spent so far if relevant

(3) Committed pipeline is valued at €1,215, this suggesting already book value creation is c.€94m

(4) Yield on cost is calculated using either the contracted rents when pre-let or the mandate given to brokers for committed projects. For others, if no mandate is ongoing, assumptions retained are based on internal assumptions

# Financial ratios & covenants

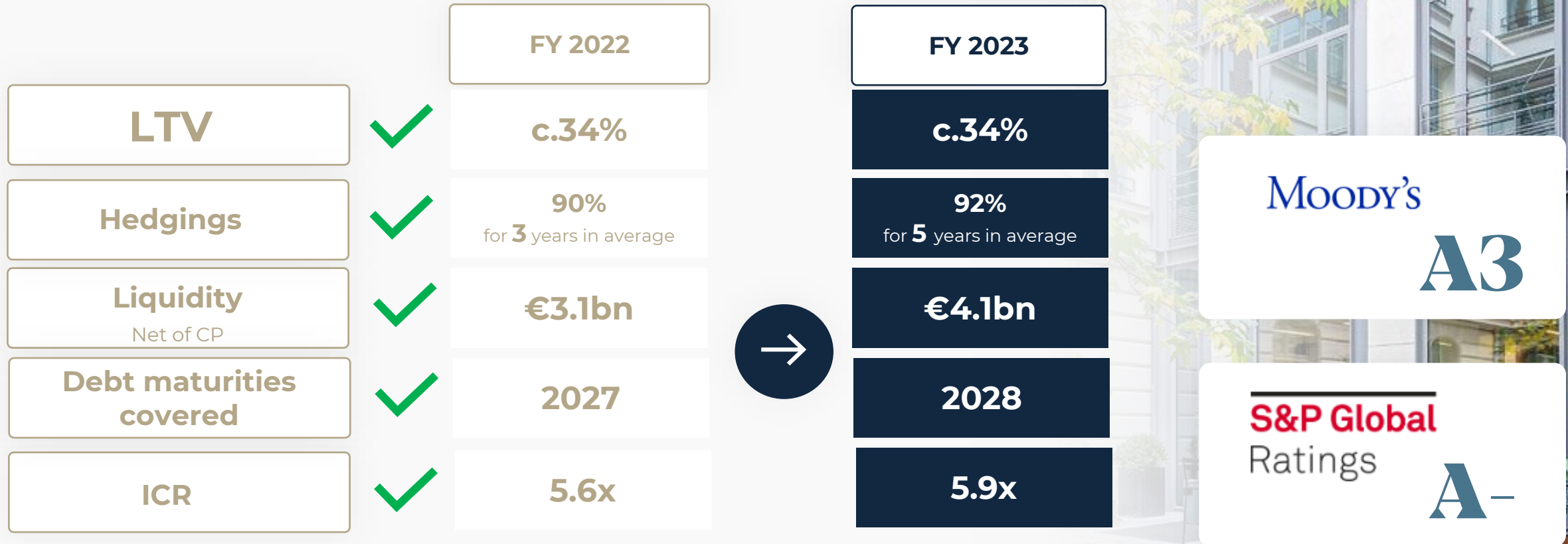
	31/12/2022	31/12/2023
Gross financial debt (€ billion) <sup>(1)</sup>	7.2	6.4
Net financial debt (€ billion) <sup>(2)</sup>	7.2	6.2
Gross nominal debt (€ billion) <sup>(1)</sup>	7.2	6.4
Unused credit lines (€ billion)	4.6	4.5
Average maturity of debt (in years, adjusted for unused credit lines)	7.5	7.4
LTV (excluding duties)	35.7%	36.5%
LTV (including duties)	33.7%	34.4%
ICR	5.6x	5.9x
Secured debt / Properties	0.0%	0.0%

(1) Gross financial debt (excluding fair value related to Eurosic's debt) = Gross nominal debt + impact of the recognition of bonds at amortized cost + accrued interest not yet due + miscellaneous.

(2) Excluding fair value related to Eurosic's debt, €6,303 million including those items.

Ratios	Covenant	31/12/2023
LTV Net debt/revalued block value of property holding (excluding duties)	< 60%	36.5%
ICR EBITDA / net financial expenses	> 2.0x	5.9x
Outstanding secured debt/revalued block value of property holding (excluding duties)	< 25%	0.0%
Revalued block value of property holding (excluding duties), in € billion	> 6.0	17.1

# All debt metrics improved in 2023 (vs. 2022), reinforcing our Credit ratings





## Annualized IFRS rent at end 2023

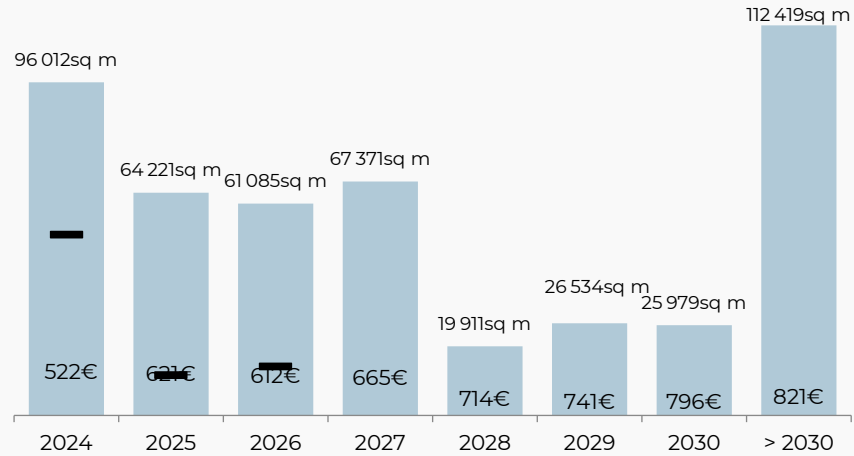
Annualized rents in €m	Dec 31, 2022	June 30, 2023	Dec 31, 2023
Offices	520	515	534
Residential	132	130	132
YouFirst residential	109	108	106
YouFirst Campus	23	22	26
<b>Total</b>	<b>652</b>	<b>645</b>	<b>666</b>

Annualized rental income is up +€14m versus December 31, 2022, despite significant impact from disposals achieved along 2023 (-€34m), but significantly benefiting from the good like-for-like performance (+€32m) and positive contribution from the pipeline net of departure of tenants from buildings transferred to the pipeline (+€11m), and other impacts including new leasing of buildings immobilized vacant during more than a year for light renovation process (+€5m)

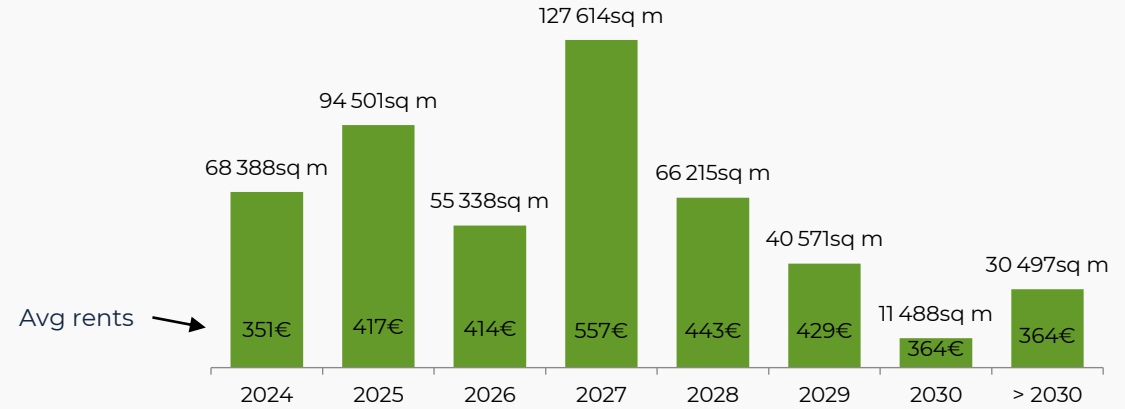
€22m of these annualized rental incomes come from assets intended to be vacated ahead for redevelopment (controlled pipeline), expected to deliver post completion (2026-2028) c.€65m of potential headline rents.

# Rental schedule in detail

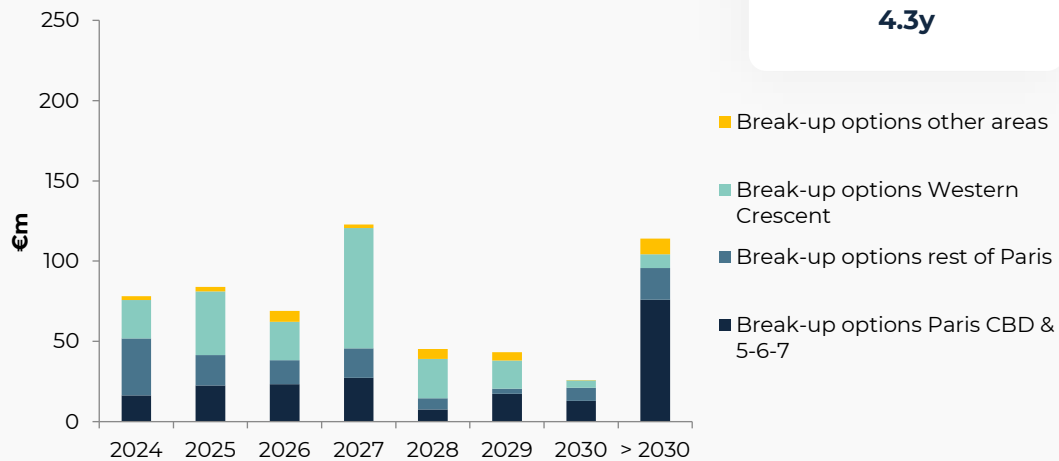
## Analysis of office break-up options in Paris city



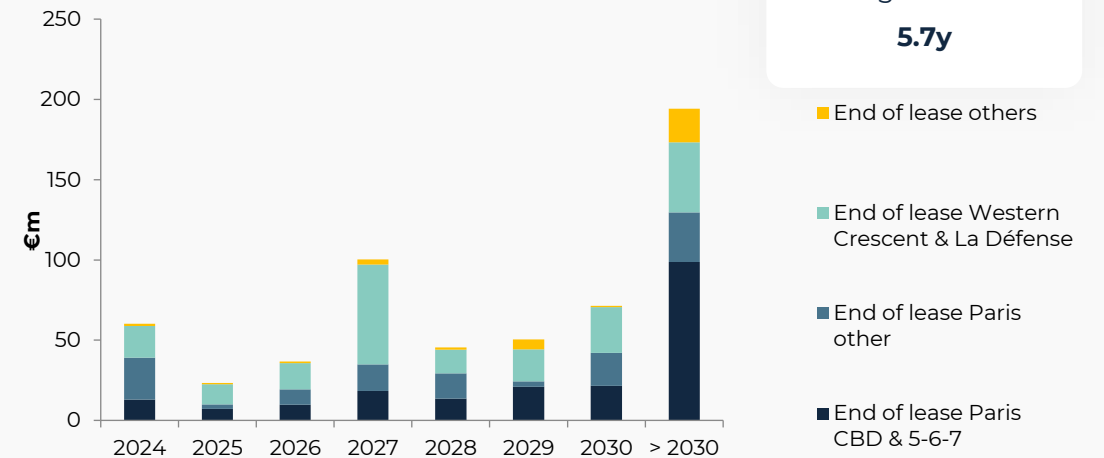
## Analysis of office break-up options outside of Paris city



## Upcoming break-up options

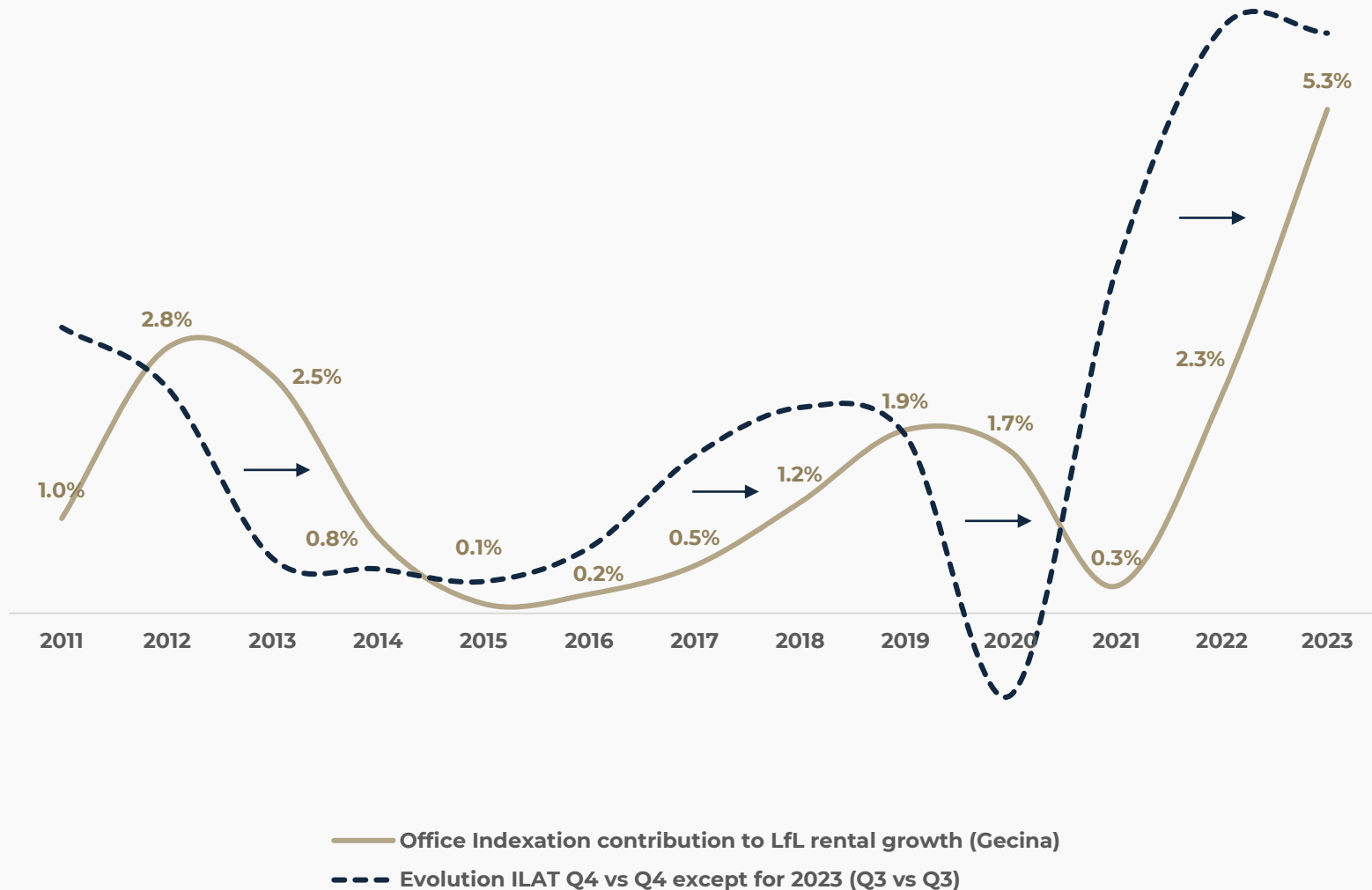


## Upcoming end of lease



# Indexation contribution to LfL

As following ILAT trends for offices with a lag effect



## ILAT composition:

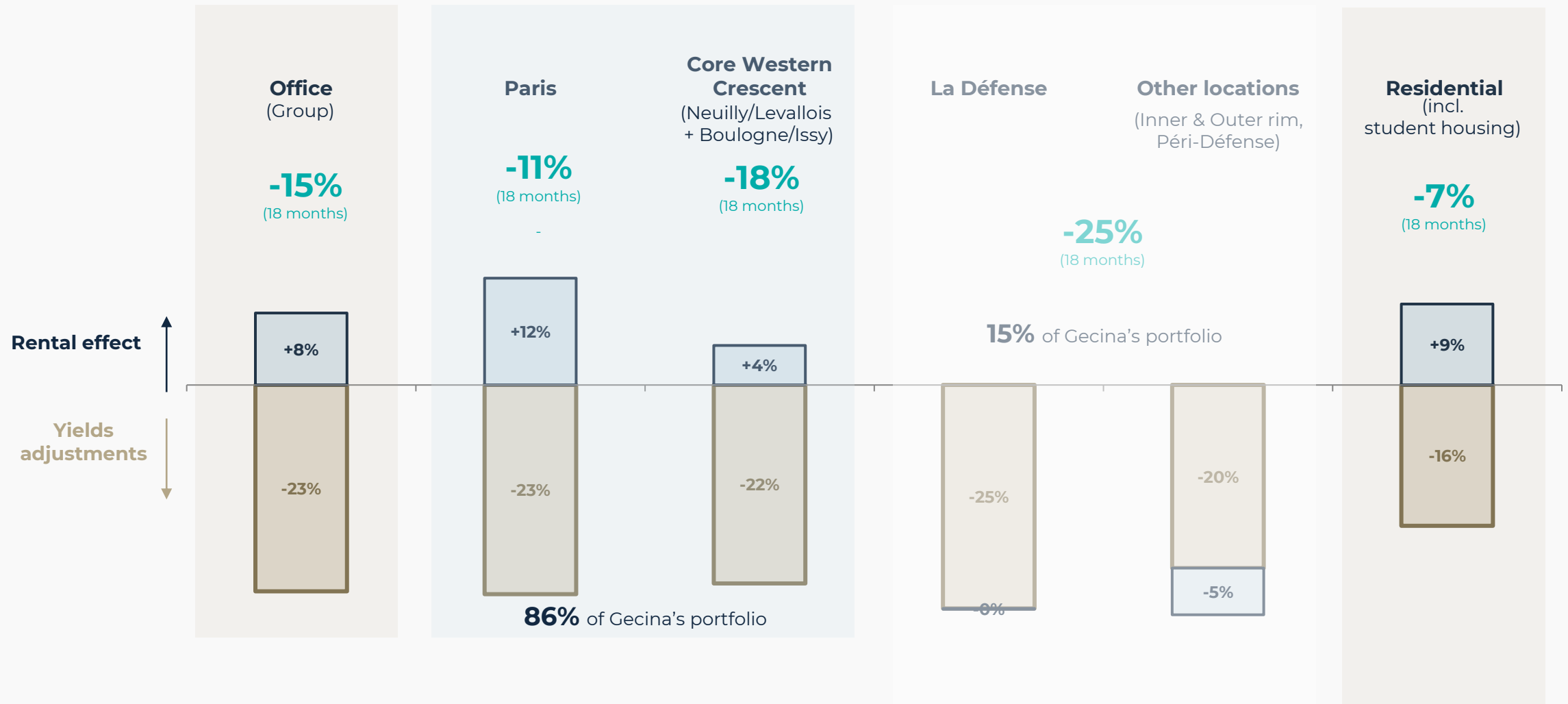
- 50% CPI
- 25% France GDP growth
- 25% Construction Cost Index

Gecina indexation's contribution to LfL follows ILAT trajectory with a lag effect



# Valuation lfl changes over 18 months: Peak to now

Gecina's LfL portfolio valuation change per geography/asset class  
**(18 months)**

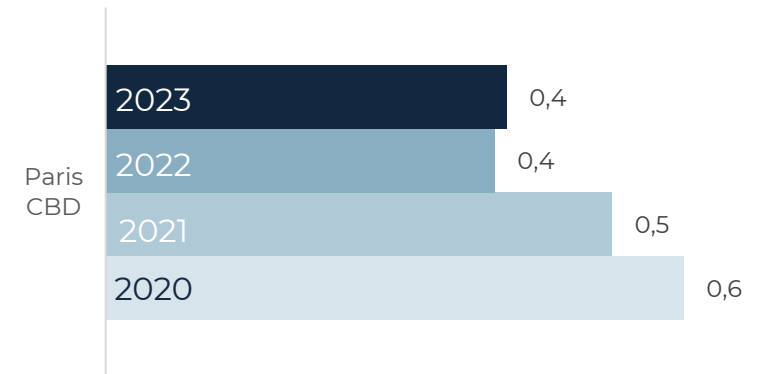
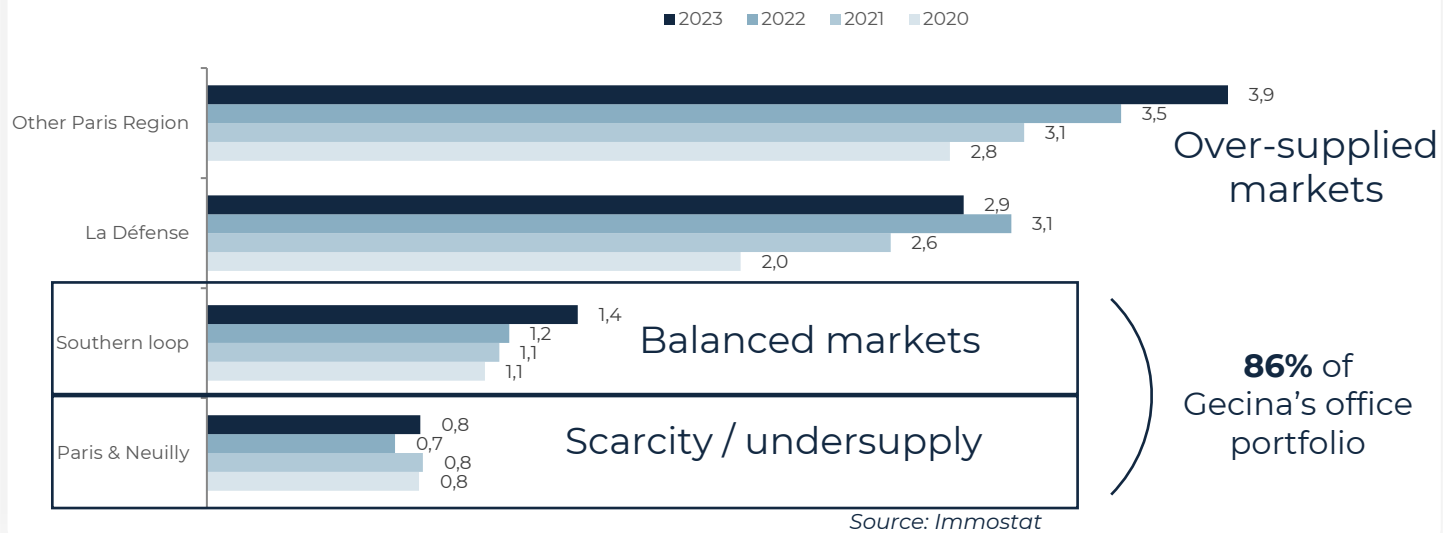


# Mixed trends on property market values

Heterogeneous trends amongst Paris region office locations

## Polarized markets favouring rental dynamics in central areas ...

Theoretical timeframe to clear vacant stock (in years)

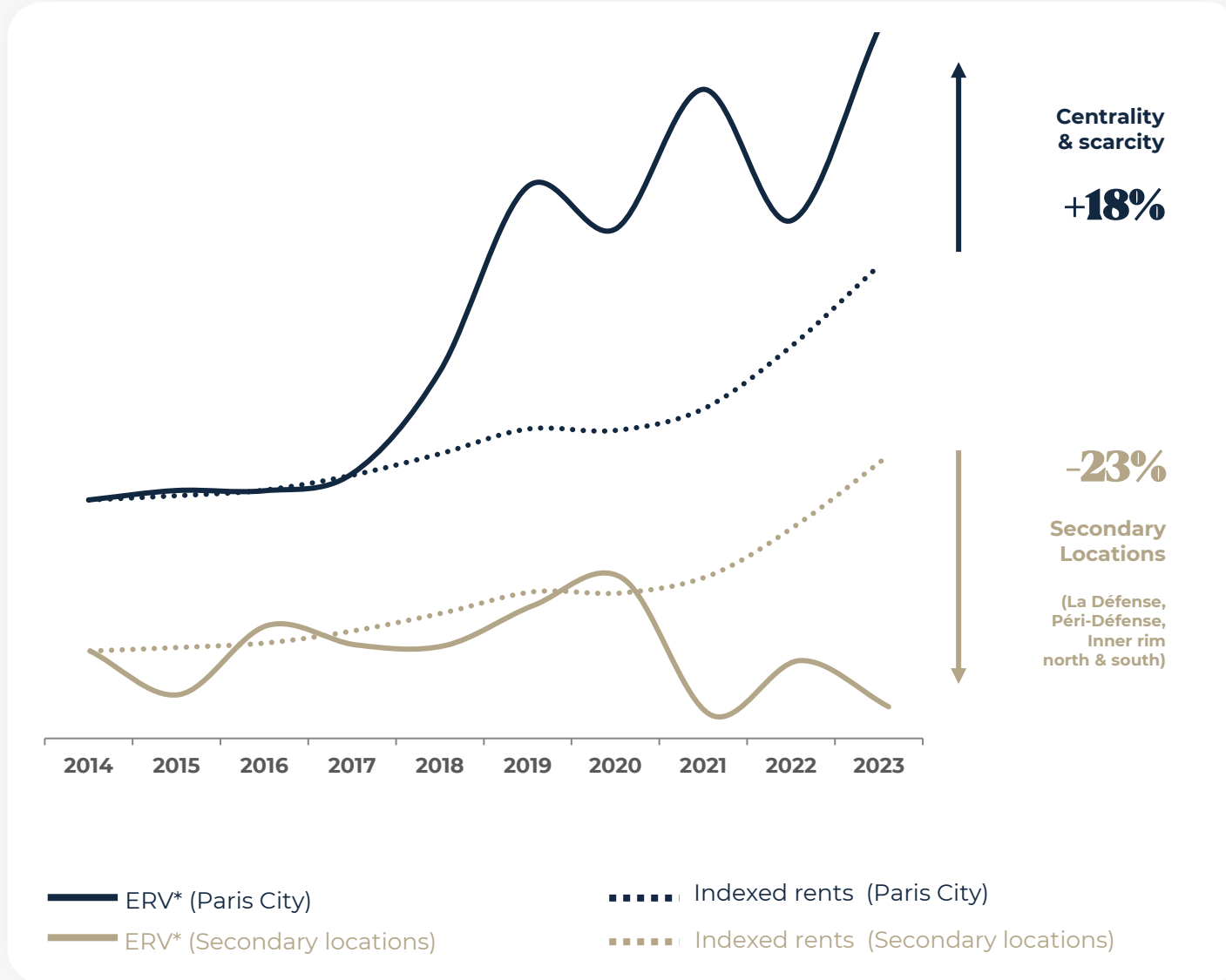


\*Theoretical timeframe obtained by dividing the immediate supply by the average take-up in the last ten years per zone

Source: immostat

... driving positive rental driver on valuation in central locations  
**« rental effect »**

# Supportive releasing spread on Gecina's core locations to be captured



Market rents largely bet indexation over the long term **in central locations**







**86%** of Gecina's office portfolio in central locations



Central locations  
=  
**Natural reversion & Inflation hedge**

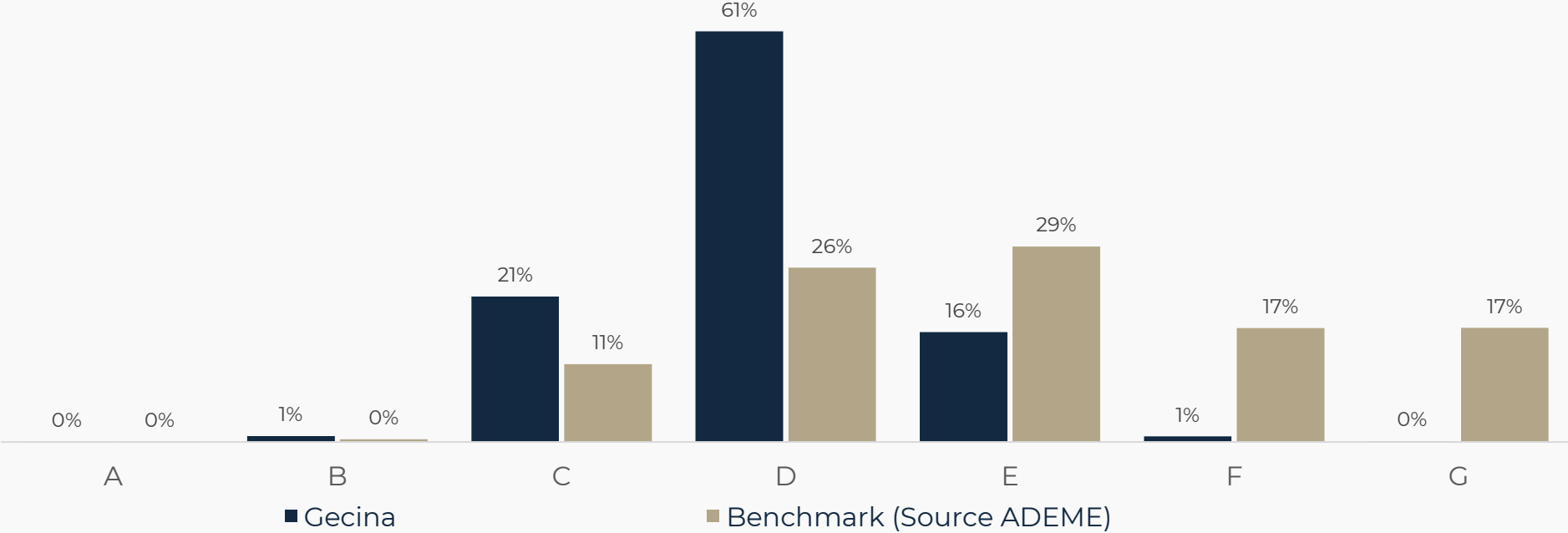


# An extra financial performance largely awarded

	ESG topics analyzed	Score 2023	Ranking
	Environmental targets, action plans and performance	<b>96/100</b>	#1 Europe (amongst 100)
	Governance Social responsibility of products Human resources	Low risk	Within the top 30%
	Governance Human capital Environmental performance	AAA	Within the top 20% worldwide
	CO <sub>2</sub> and energy performance, targets, actions plans and risk management	A	Within the top 1.5% worldwide
	The first climate-oriented index (Euronext) within the CAC family		
	Gecina part of the CAC 40 ESG index (Euronext) composed of 40 stocks, selected on ESG criterias		

# Residential portfolio breakdown per EPC (Energy Performance Certification)

Residential portfolio breakdown per EPC (Gecina vs. Market)



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