



**Q1 2022**

**Business activity and revenue**

27 April 2022



**La vie ensemble**

# DISCLAIMER

*The information contained in this document has not been independently verified. No representation, warranty or undertaking, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein. Neither the Company, nor its shareholders, nor their advisors or representatives, nor any other person shall have any liability whatsoever for any loss arising from any use of this document or its contents or otherwise arising in connection with this document.*

*This document does not constitute an offer to sell or an invitation or solicitation of an offer to subscribe for or purchase any securities, and this shall not form the basis for or be used for any such offer or invitation or other contract or engagement in any jurisdiction.*

*The information, assumptions and estimates that the Company could reasonably use to determine its targets are subject to change or modification, notably due to economic, financial and competitive uncertainties. Furthermore, it is possible that some of the risks described in Chapter 2 of the Universal Registration Document filed with the AMF under number D.22-0248 on 6 April 2022 could have an impact on the Group's operations and the Company's ability to achieve its targets. Accordingly, the Company cannot give any assurance as to whether it will achieve its stated targets, and makes no commitment or undertaking to update or otherwise revise this information;*

*No assurance is given as to the fairness, accuracy, completeness or correctness of the information or opinions contained in this document.*

*All financial figures are presented according to IFRS with joint ventures proportionately consolidated.*

# FIRST QUARTER 2022

## KEY FIGURES AND HIGHLIGHTS

New homes:  
Stable reservations  
**3,490** units

Development Backlog  
~2 years of revenue  
**€6.5 bn**

Services:  
**+11%** in revenue

Dividend for the fiscal  
year 2021  
**€2.50 / share**

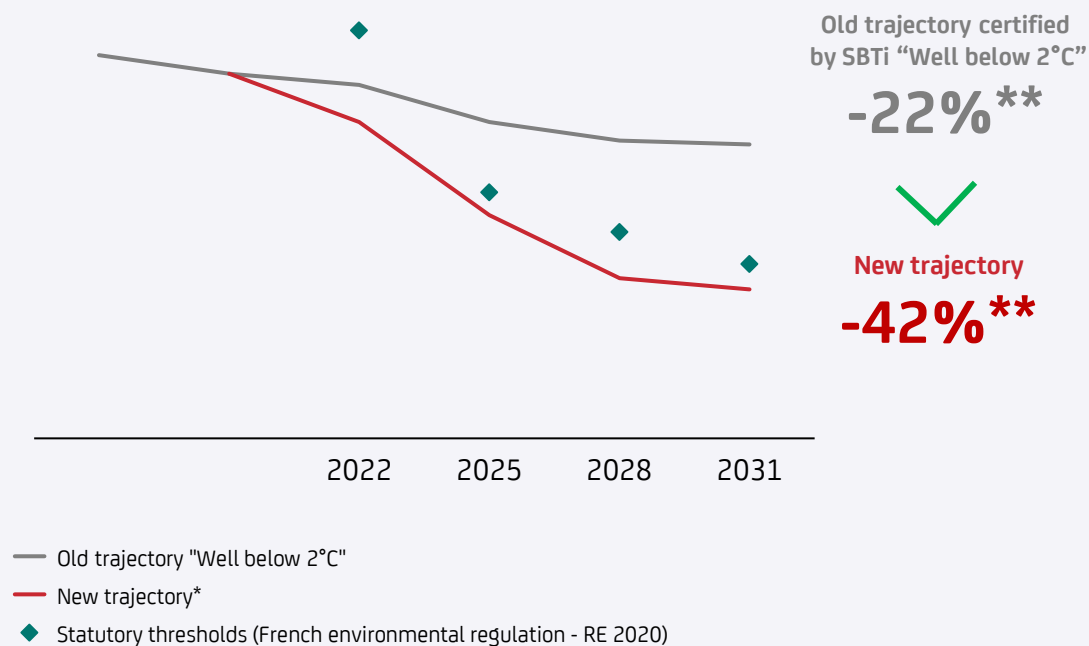
- Quarter traditionally not representative of the activity expected during the year
- Continued good sales momentum in Residential Real Estate
- Persistent supply shortage
- Very strong growth in Services, driven by coworking activities
- No significant short-term impact of the global geopolitical context on business
- Increase in construction costs managed and absorbed for new projects

# LEADERSHIP IN DECARBONATION IN REAL ESTATE SECTOR

## A STRENGTHENED AMBITION

### ENHANCED CARBON DECREASE TRAJECTORY\* 10% MORE AMBITIOUS THAN FRENCH REGULATION (RE 2020)

CO<sub>2</sub> emissions /sq.m



### PROTECTING BIODIVERSITY THROUGH 4 COMMITMENTS

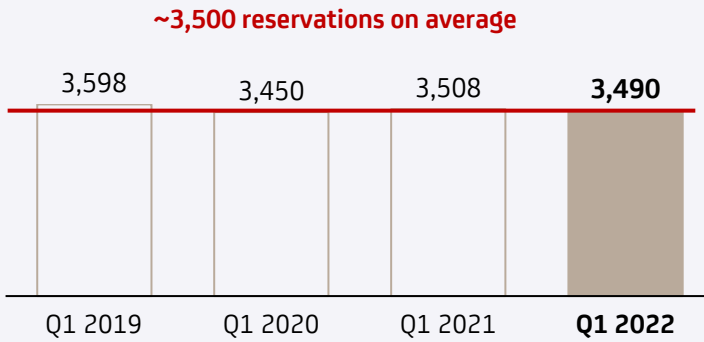
1. **Measure biodiversity footprint** across all business activities
2. **100% of residential and commercial projects delivered from 2023 with planted areas**
3. **Contribute to limiting soil sealing and land artificialisation** on the development projects delivered from 2024
4. **Train and engage 100% of the involved employees** by the end of 2022

\* Nexity is targeting a SBTi certified trajectory which is 1.5 °C-aligned

\*\* Change in 2030 vs 2019 of GHG emissions linked to the life cycle of buildings delivered as part of the development activity (Scope 3). In CO<sub>2</sub>/sq.m eq.

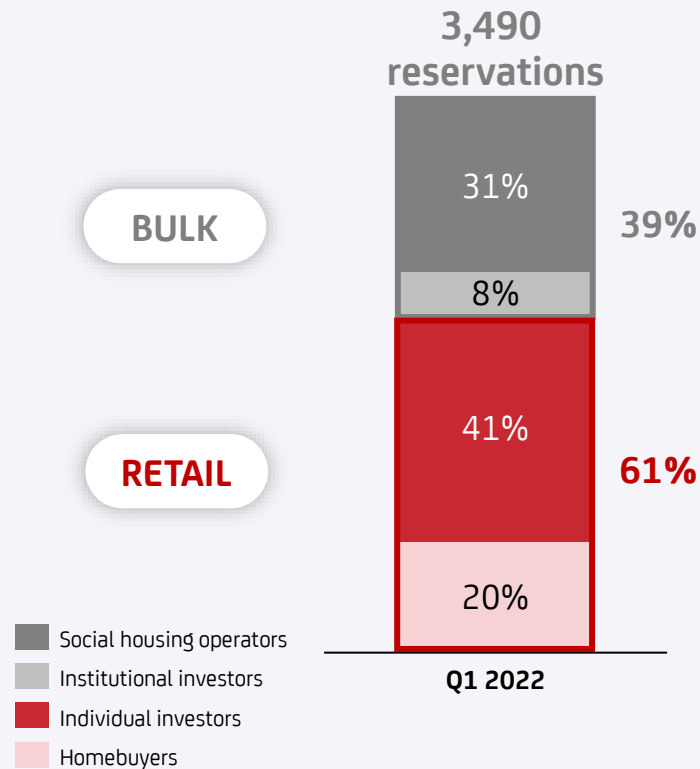
# RESIDENTIAL REAL ESTATE CONTINUED STRONG DEMAND

## STABLE RESERVATIONS IN VOLUME\*



\* on a like-for-like basis

## A BALANCED CLIENT MIX



## BULK SALES

- Strong base of social housing operators
- Institutional investors still attracted by the defensive and resilient nature of residential real estate

## RETAIL SALES

- Still attractive financing conditions
- Sales price per sq.m **up 4.2% in supplied-constrained areas** (“A” and “B1” zones, accounting for 80% of Nexity’s reservations)

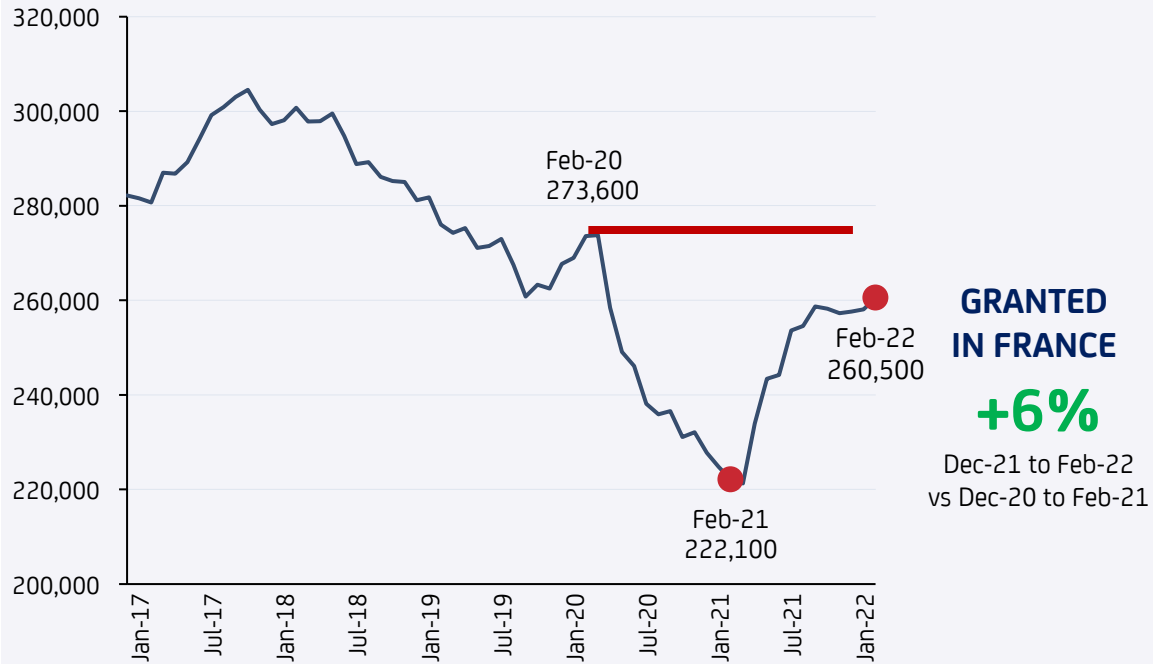
# RESIDENTIAL REAL ESTATE

## PERSISTENT SHORTAGE OF SUPPLY

### SLOW RECOVERY IN BUILDING PERMITS

**Building permits granted (apartments)**

(Rolling 12-months, February 2022)



Source: ECLN



### SUPPLY FOR SALE REBUILDING IN A STILL DEMANDING MARKET

**GRANTED PERMITS**



**+17%** vs Q1 2021

**TIME-TO-MARKET**



**-10%** vs Q1 2021  
(3.4 months)



# COMMERCIAL REAL ESTATE

## DELIVERY OF PARIS-COLISÉE IN Q1 2022



Offices adapted to new uses  
Rebuilding the city over the city

Conversion of parking spaces in the heart of Paris 8<sup>th</sup> district

Refurbishment of 8,700 sq.m

- Green spaces, gardens, terraces
- Coworking space
- Parking spaces for electric vehicles

**Certifications:** NF Bâtiments Tertiaires – Démarche HQE 2016 Passeport Niveau Très Performant – BREEAM Very Good – BBC\_ RT2012 -40% et EFFINERGIE BBC Rénovation (Cep ≤ Cref -40%)

# SERVICES: +11% IN Q1 2022

## VERY STRONG GROWTH DRIVEN BY COWORKING

# morning,

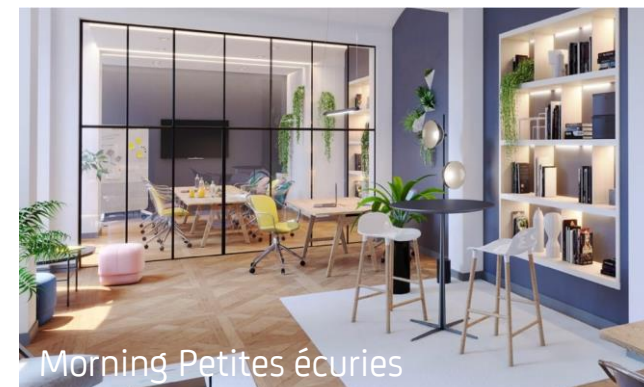
> X 2  
Revenue

#3  
In France

- 5 new spaces opened (+10,000 sq.m)
- Average occupancy rate of 90%

At end-March 2022

- 30 spaces, 67,000 sq.m under management, 7,800 work stations

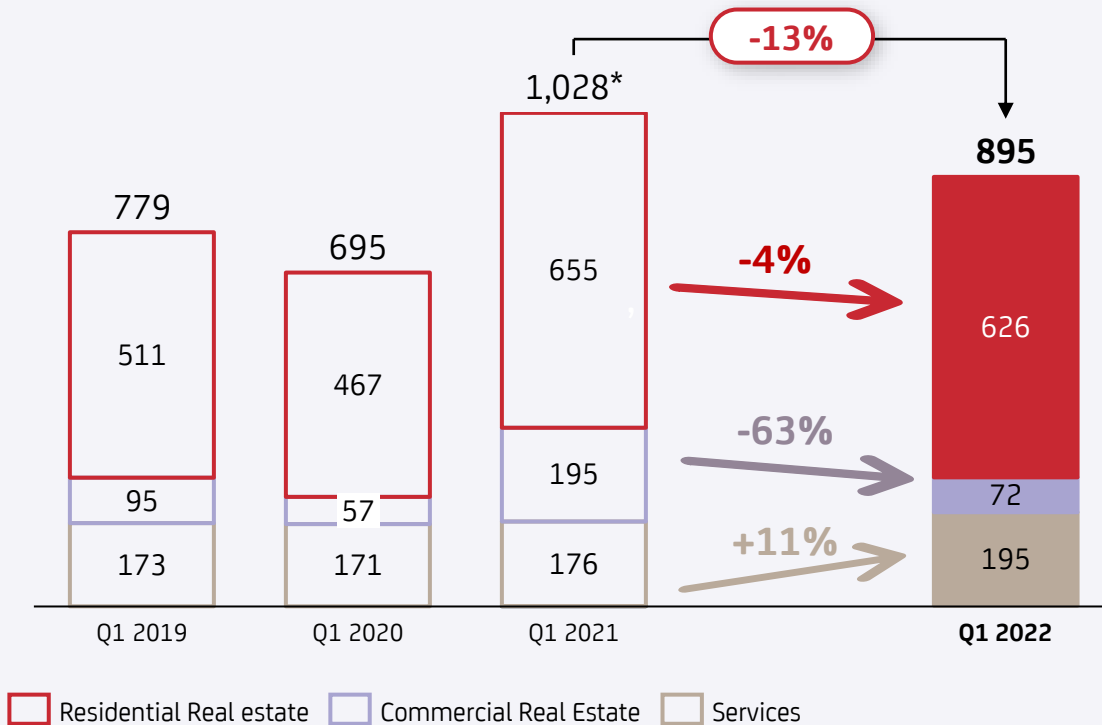




# Q1 2022 REVENUE

## DECREASE IN LINE WITH THE PRODUCTION CYCLE

(in €m)



### Residential Real Estate:

- Weaker start of new operations

### Commercial Real Estate:

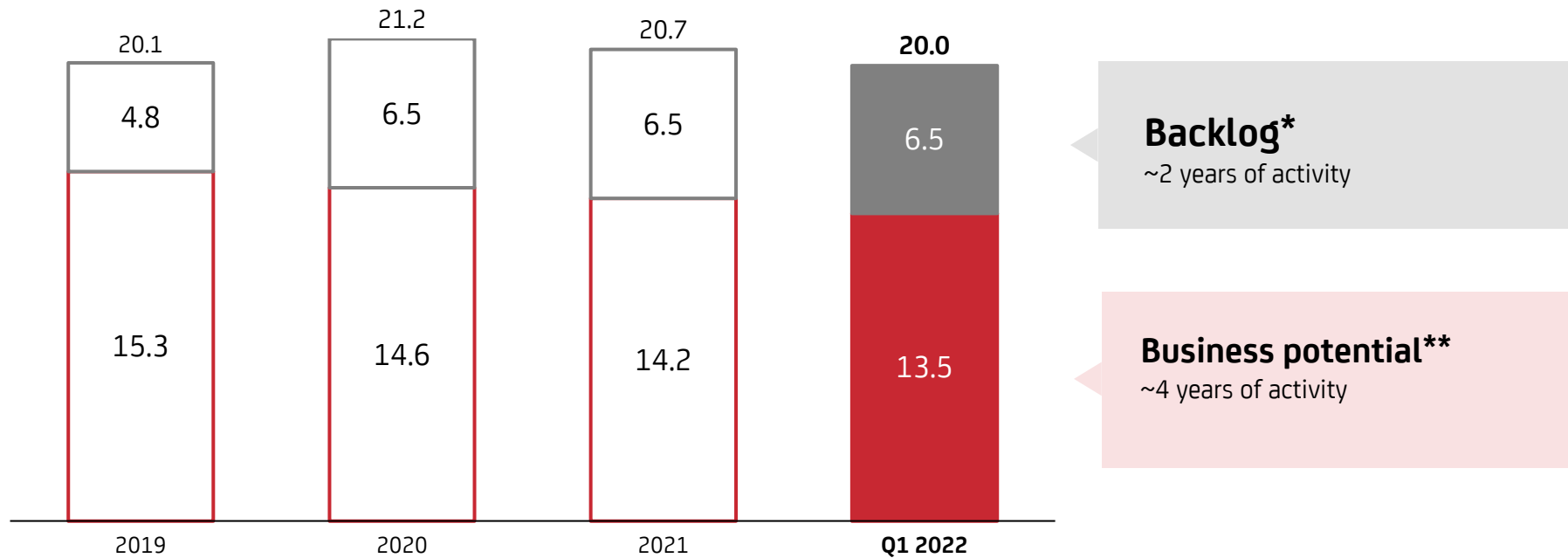
- High comparison base with revenue generated by the Reiwa order intake in Q1 2021 (>€120m)

### Services:

- Serviced properties: +40%, sites openings and increase in occupancy rates
- Property management: +1%, good performance of the transaction and seasonal rental activities
- Distribution : +10%, good level of notarial deeds

# OUTLOOK

## DEVELOPMENT PIPELINE STILL HIGH AT €20 bn



Data on a like-for-like basis

\* Represents the Group's already secured future revenue, expressed in euros, for its real estate development businesses (Residential Real Estate and Commercial Real Estate). The backlog includes reservations for which notarial deeds of sale have not yet been signed and the portion of revenue remaining to be generated on units for which notarial deeds of sale have already been signed (portion remaining to be built)

\*\* The total volume of potential business at any given moment, expressed as a number of units and/or revenue excluding VAT, within future projects in Residential Real Estate (New homes, Subdivisions and International) as well as Commercial Real Estate, validated by the Group's Committee, in all structuring phases, including the projects of the Group's urban regeneration business (Villes & Projets); this business potential includes the Group's current supply for sale, its future supply (project phases not yet marketed on purchased land, and projects not yet launched associated with land secured through options)

# OUTLOOK

## IN MOTION TO ADAPT TO AN UNCERTAIN ENVIRONMENT

- Strengthened purchasing policy ; leveraging benefits of scale
- Ability to innovate
- Products optimisation to market conditions
- Promoting our unique low carbon know-how

**Strong track record of profitability resilience across cycles**

# OUTLOOK

## 2022 OBJECTIVES UNCHANGED

Market share in  
Residential Real  
Estate

**> 14%**<sup>(1)</sup>

Current operating  
profit

**At least €380m**<sup>(2)</sup>

Subject to economic, social and health situation

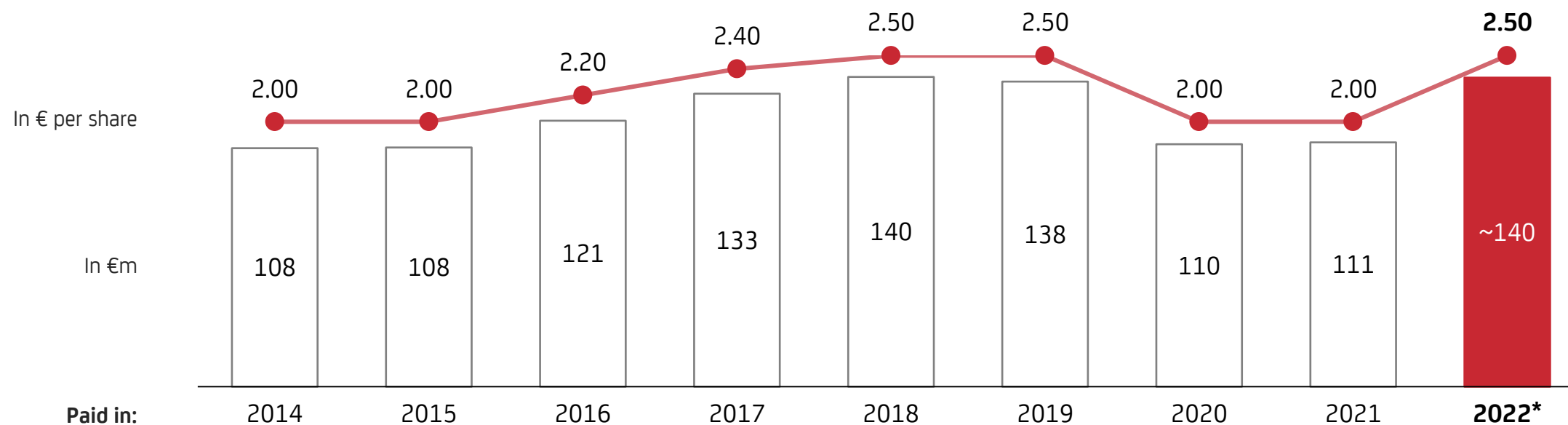


*(1) In a new home market expected to grow slightly (c.150,000 units)*

*(2) i.e a current operating margin around 8.0%*

# SHAREHOLDERS' MEETING OF 18 MAY 2022

## DIVIDEND BACK TO PRE COVID LEVEL AT €2.50 PER SHARE







19, rue de Vienne  
75 008 Paris  
Tél. : +33 (0)1 85 55 12 12  
[nexity.fr](http://nexity.fr)