



9M 2022 Revenue and business activity

26 October 2022



La vie ensemble

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

KEY FIGURES AND HIGHLIGHTS

9M 2022 RESULTS IN LINE WITH EXPECTATIONS

- **New home activity: market share gains in a deteriorated environment**
 - Sharp decline of the market since the beginning of the year (-21%)
 - 9M 2022 reservations: -8% in volume (-5% in value)
 - Strengthening the commercial strategy for institutional investors and managed real estate
 - Sales prices remain on an upward trend, on all types of clients
- **Revenue: contrasted performance by business line**
 - Stability in Group revenue excluding the H1 2021 base effect in Commercial real estate*
 - Continued strong growth in Services (+9%)
- **Still high level of backlog** (2 years of development activities), **growth in business potential**

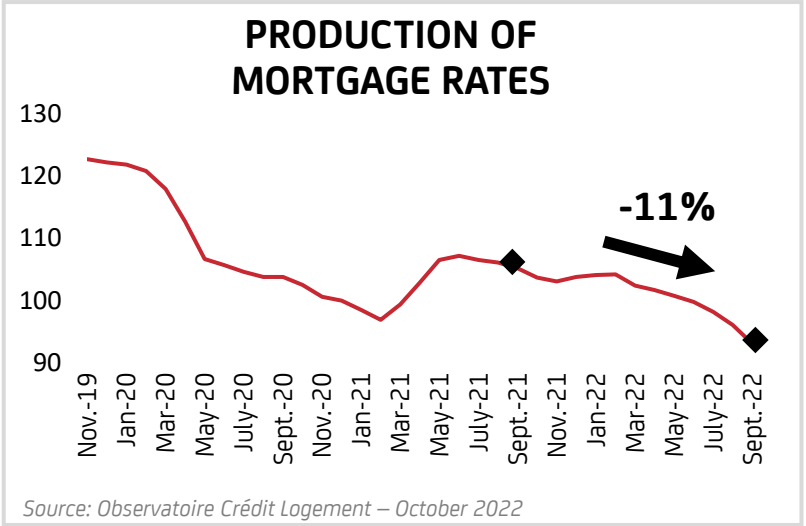
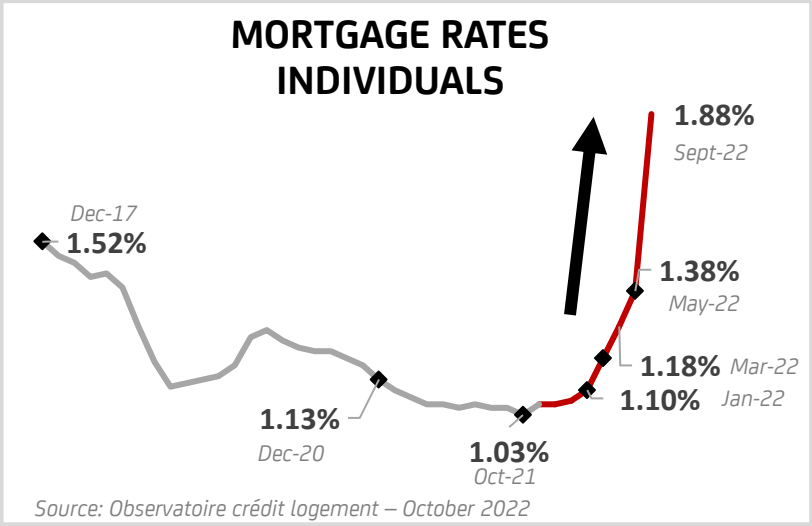
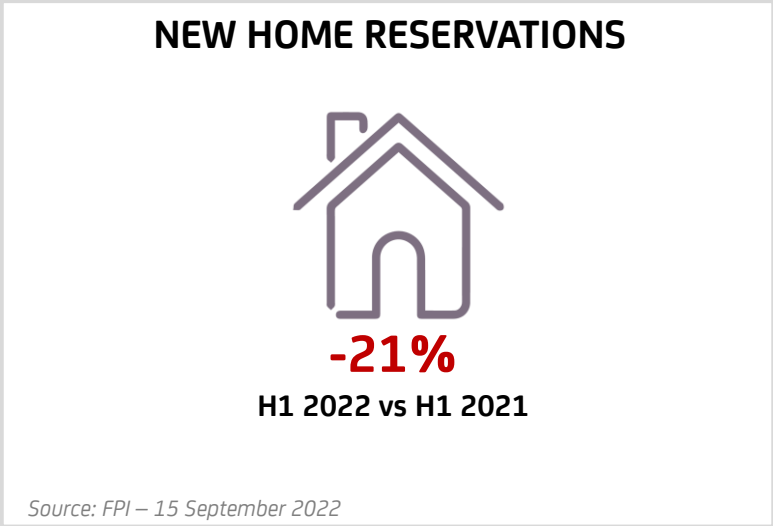
EXPENDING INTO NEW TERRITORIES

ACQUISITION OF ANGELOTTI GROUP



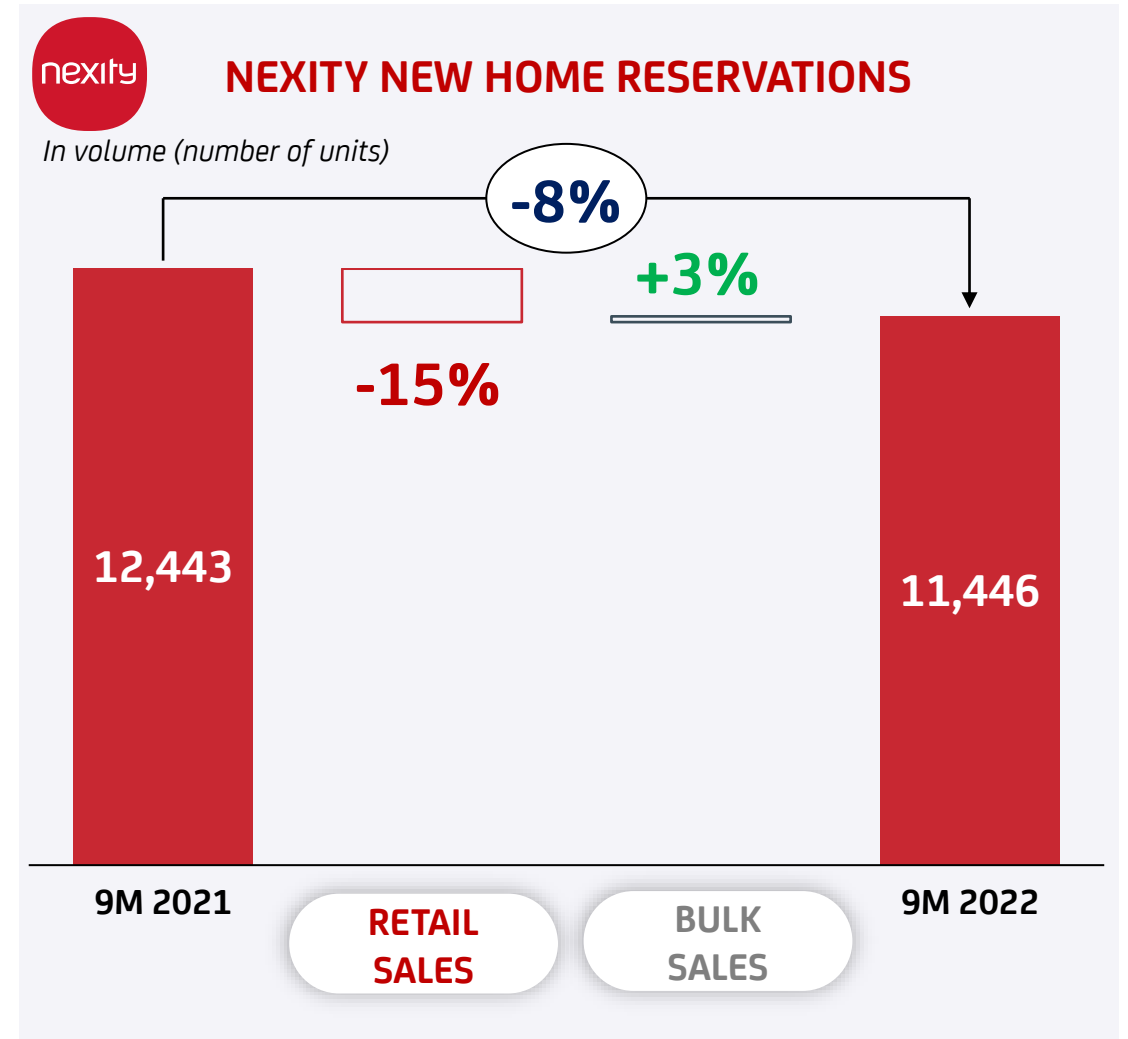
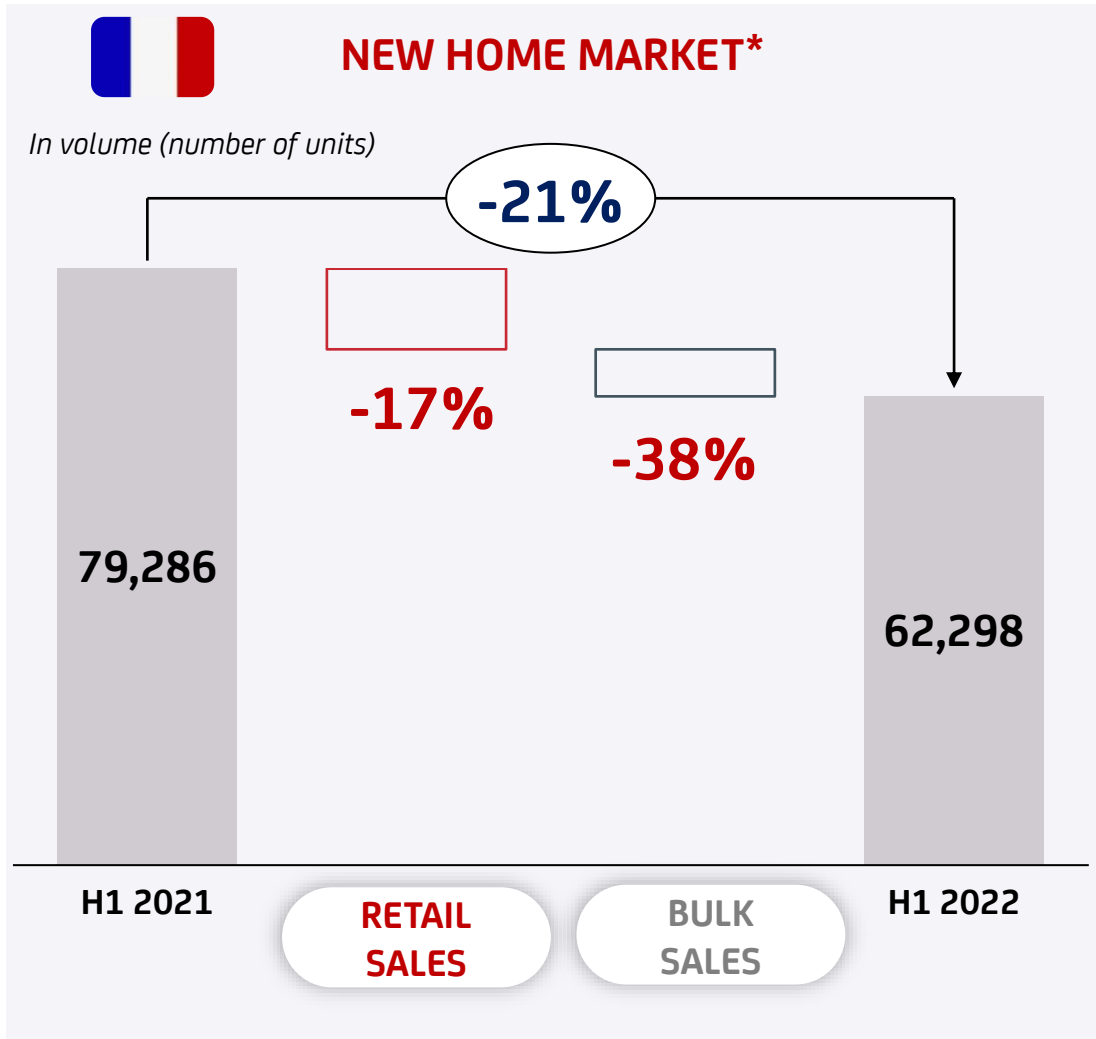
- Leader in Occitania (South of France) in urban planning and Residential real estate
- Complementary footprint and activities
- Strengthened territorial network, upstream of the value chain
- ~€200m revenue in 2022
- Consolidation from 1 November 2022
- Strong pipeline (c.6 years of revenue)

ONGOING DETERIORATION OF NEW HOME MARKET CONDITIONS IN Q3 2022



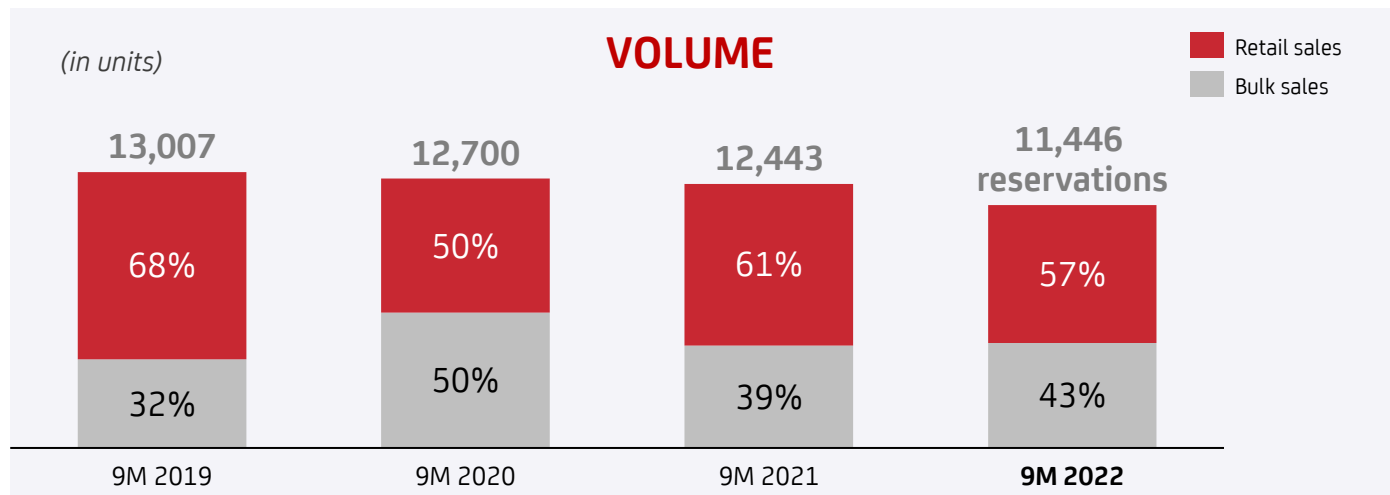
RESIDENTIAL REAL ESTATE

NEXITY'S OUTPERFORMANCE DRIVEN BY BULK SALES



RESIDENTIAL REAL ESTATE

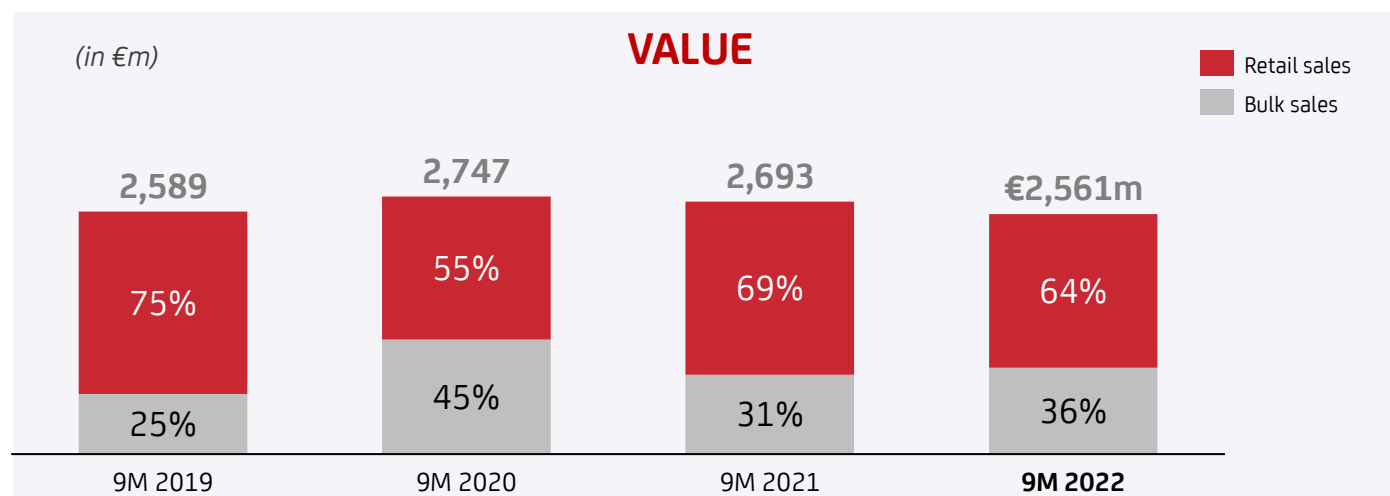
AGILE BUSINESS STRATEGY



RETAIL SALES

Volume: -15%, Value: -11% (vs 2021)

- Higher mortgage rates
- First-time buyers: 15% of total reservations
- Sales price per sq.m: **+2%**



BULK SALES

Volume: +3%, Value: +9% (vs 2021)

- Privileged relationship with Institutional Clients
- Strong growth of Serviced properties (+10% vs 9M 21)
- Sales price per sq.m: **+6%**

RESIDENTIAL REAL ESTATE

SUPPLY FOR SALE GRADUALLY REBUILT AND STILL AT LOW-RISK

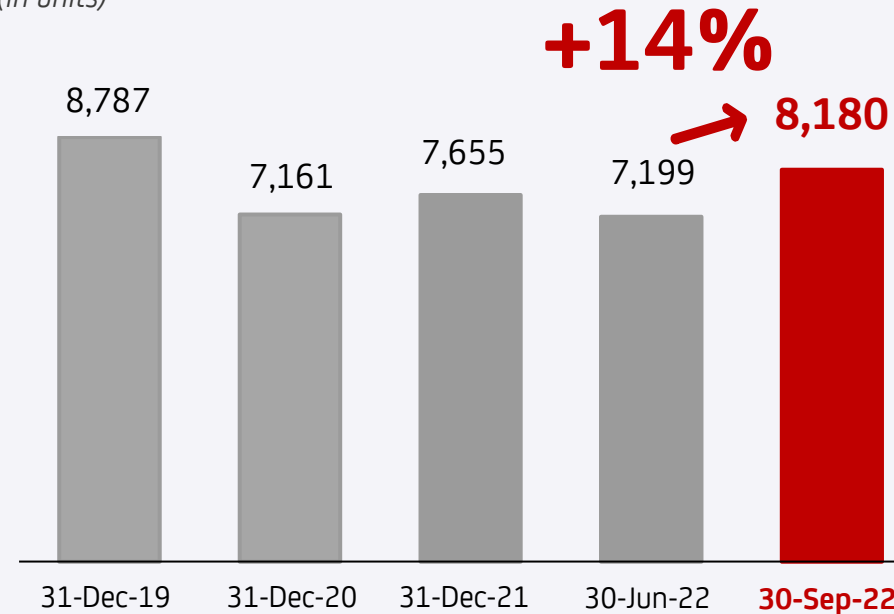
INCREASE IN BUILDING PERMITS OBTENTION

+26%

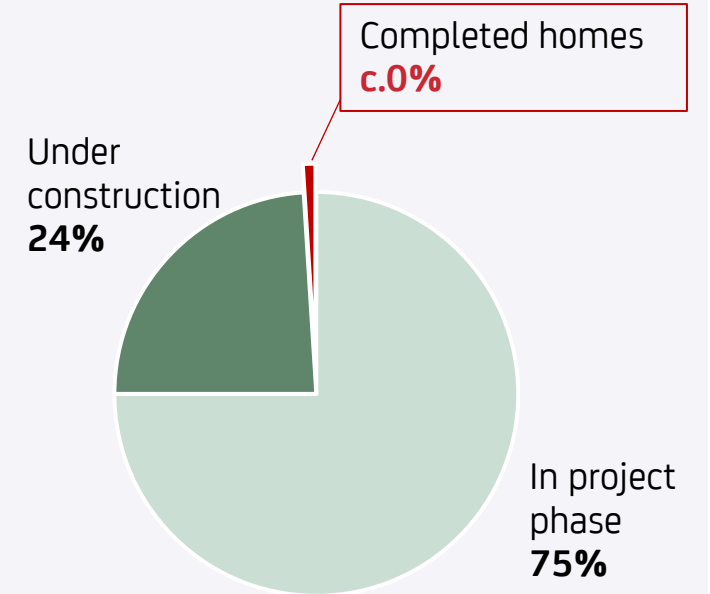
VS 9M 2021

GRADUALLY REBUILT OF SUPPLY FOR SALE

(in units)



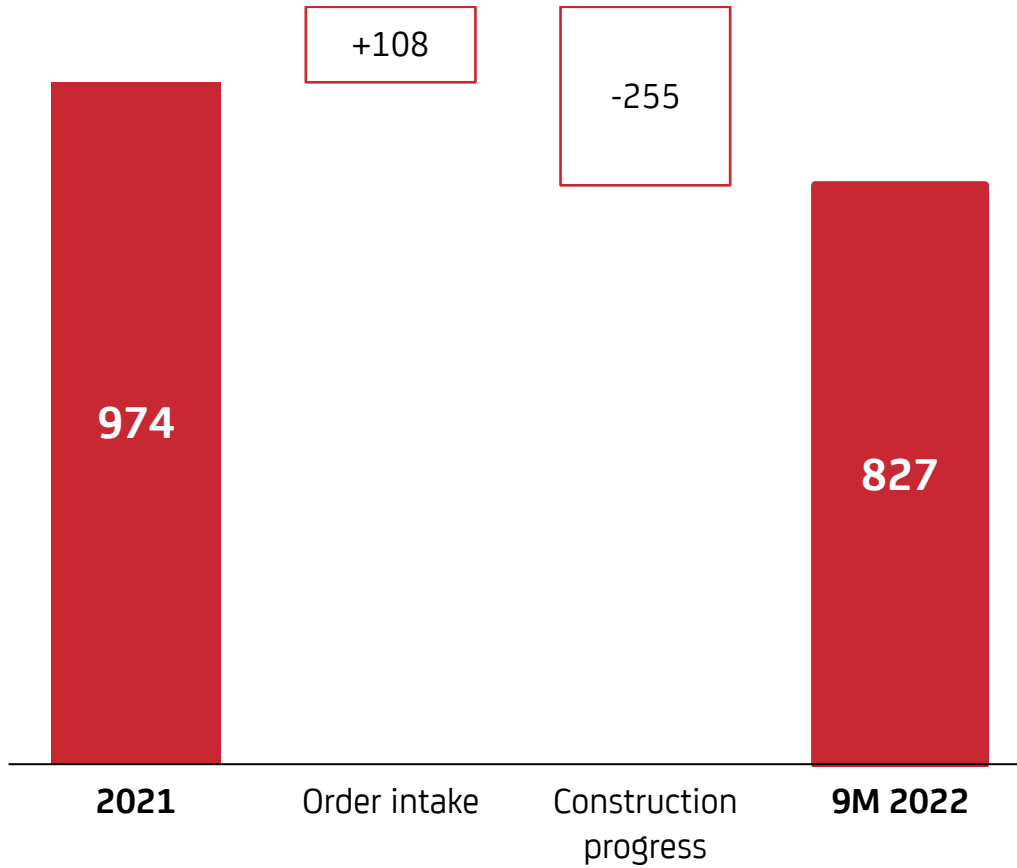
HEALTHY AND LOW-RISK SUPPLY FOR SALE



COMMERCIAL REAL ESTATE







€827M BACKLOG AT END-SEPTEMBER 2022

(in €m excl. VAT)



Campus Deloitte University Bailly-Romainvilliers (77)

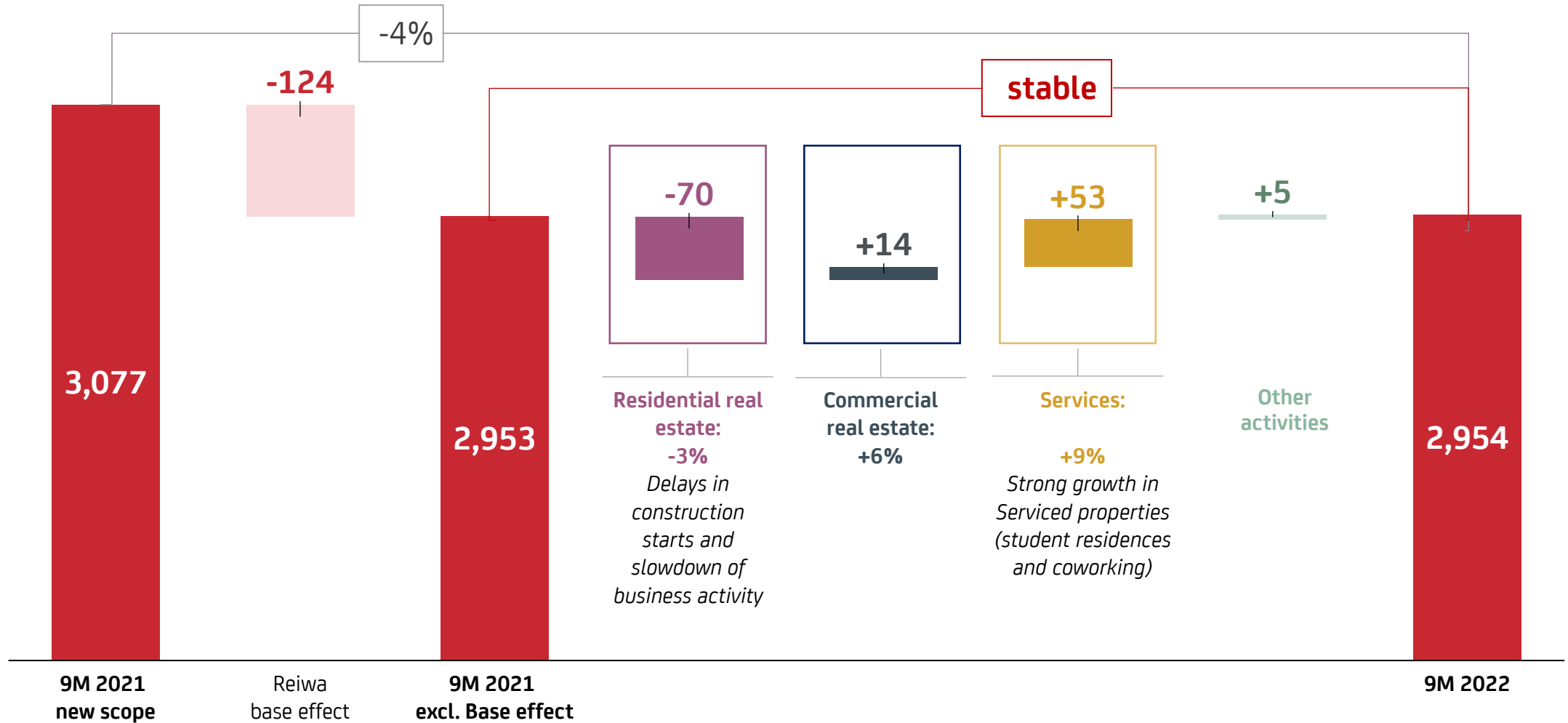
STRONG REVENUE GROWTH IN SERVICES +9%, €637M DRIVEN BY SERVICED PROPERTIES

			9M 2022 revenue	
Property management c.45% of revenue	 	<i>Residential: condominium management, rental management and brokerage</i> <i>Commercial: rental and technical management</i>	stable	Net increase of condominium and rental management units Growth in brokerage activities (+5%) Slowdown in rental activities (-8%) Acceleration of Nexity's support in energy renovation projects
Serviced properties c.25% of revenue	 	<i>Management of student residences</i> <i>Flexible commercial real estate for start-ups, scale-ups and head office extensions</i>	+41%	Studéa Revenue +12%, occupancy rate c.100% Morning Revenue x2, occupancy rate +14 pts
Distribution c.30% of revenue	 	<i>Distribution of real estate investment products</i> <i>Distinction between bare ownership and usufruct</i>	+4%	Good level of transformation of reservations into notarial deeds

9M 2022 REVENUE

STABLE EXCLUDING COMMERCIAL REAL ESTATE BASE EFFECT

(in €m, at 30 September 2022)



OUTLOOK

2022 TARGETS CONFIRMED

Market share* in
Residential real
estate

> 14%

in an expected market of
130,000 units

Revenue

> €4.6bn

Current operating
margin

Around 8%

Nexity will continue to closely monitor the current economic, social and health situation.

STRONG VISIBILITY ON FUTURE BUSINESS

STABLE DEVELOPMENT PIPELINE AT €21BN

(at 30 September 2022)



BUSINESS POTENTIAL (+4% vs 31 December)

~ 4 years of activity

Total volume of future real estate projects : current and future supply for sale, i.e. marketed, unmarketed units on acquired land plots and supply not yet launched on land plots under promise



BACKLOG (-3% vs 31 December)

~ 2 years

Future revenues already secured for development activities (new home reservations not yet taken up and part of the revenue that remains to be generated from notarial deeds already signed)



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