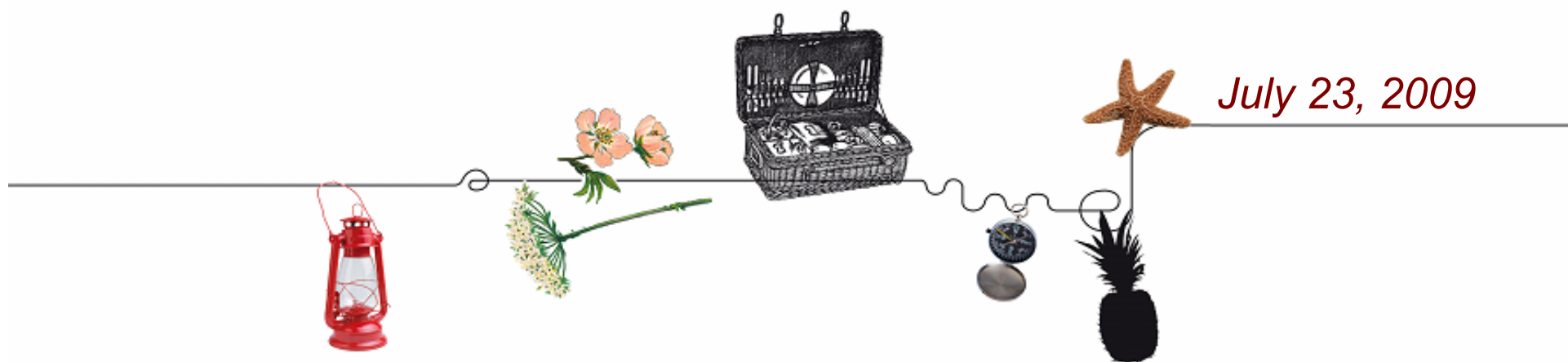




## First-half 2009 results









## Speakers

**Jacques Ehrmann**, Chairman and Chief Executive Officer ◀

**Géry Robert-Ambroix**, Chief Operating Officer ◀

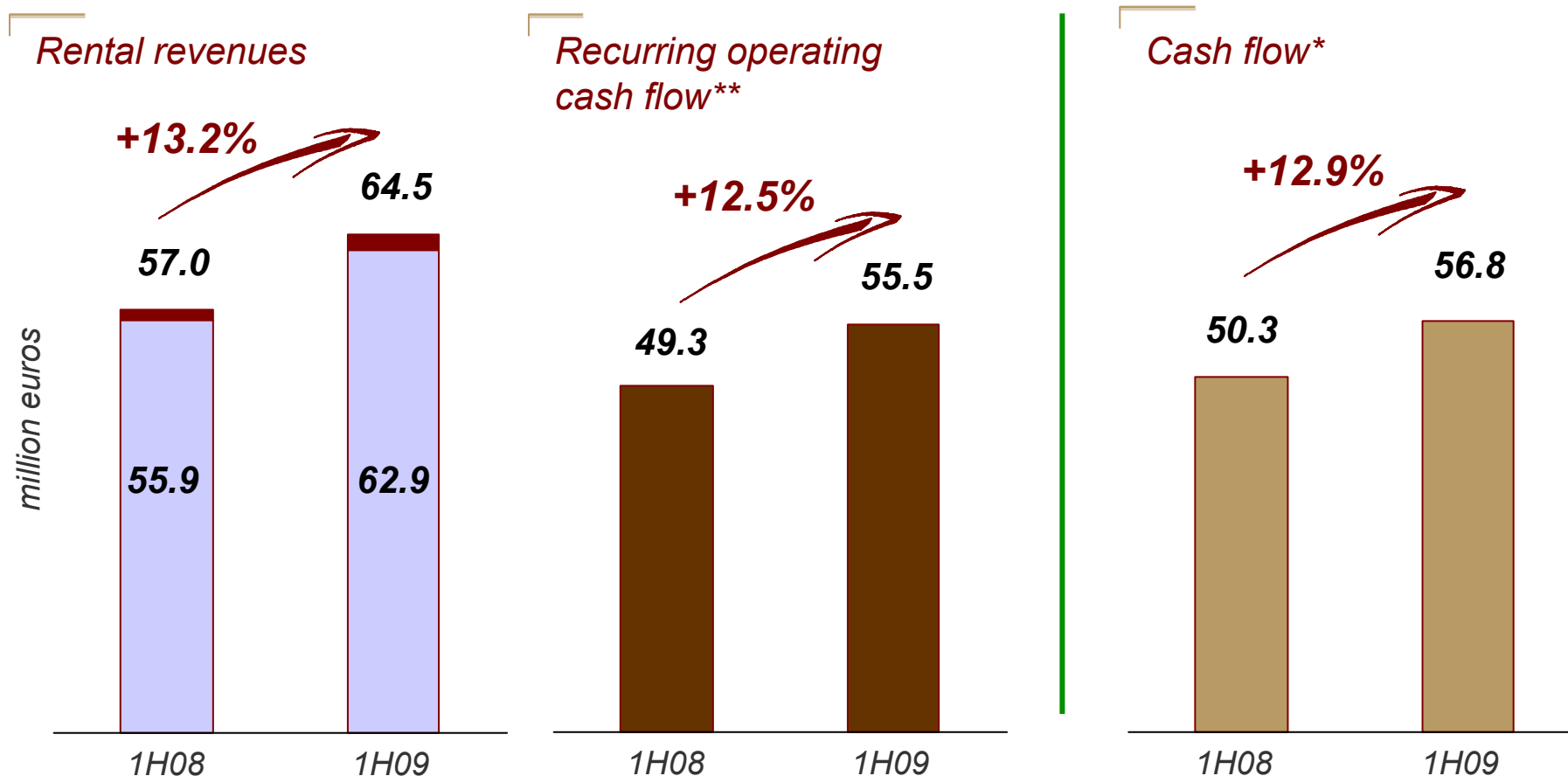
# Contents

	 <b>Page</b> 
 Overview of the first half	4
 First-half 2009 activity and results	12
 Developments	22
 Conclusions and outlook	32

## **Overview of the first half of 2009**

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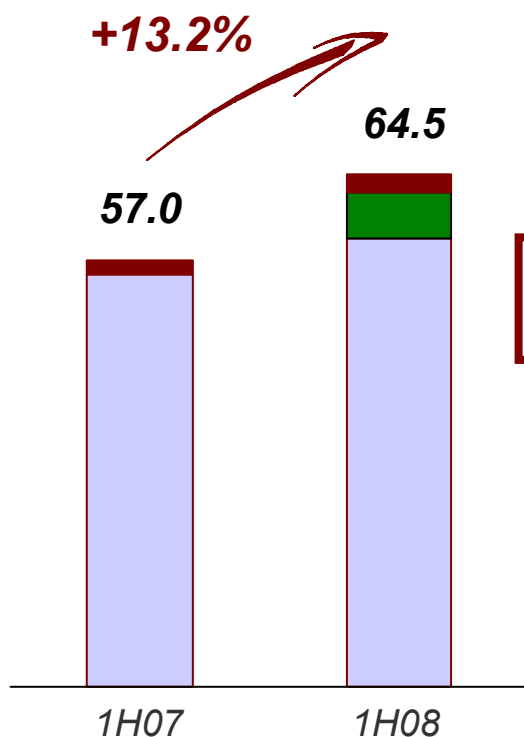
## ► Strong first half of 2009 for Mercialys...



## ► ... with continuing organic growth...

### Rental revenues

million euros



**Invoiced rents  
+12.5%**

**Impact of acquisitions in 2008  
and 2009  
+7.0 points**

**Strategic vacancy  
(relating to Alcudia program)  
-0.8 points**

**Organic growth\* (like-for-like)  
+6.3 points**

- Lease rights (IFRS)
- Invoiced rents: impact of acquisitions\*\*
- Invoiced rents like-for-like

\* Growth between invoiced rents in 2009 and the same period in 2008 on a like-for-like basis including the effect of indexation and excluding strategic vacancy

\*\* Including the effect of acquisitions in 2008 and 2009 and strategic vacancy relating to the Alcudia program

► ... and a major acquisition

Acquisition of **25 Alcudia/”Esprit Voisin”** development projects  
from Casino

**Euro 334 million**

Paid for with **14.2 million newly issued shares**

Casino has redistributed these shares to its shareholders

**Growth**

Value of assets  
**+18%\***  
Rents **+21%\***

**Yield**

**Positive impact on  
cash flow per share  
as of 2010**

**Control of  
risks**

Casino is still  
responsible for  
development risk  
Pre-letting rate **>60%**  
**65% of rents  
immediately**

**Enhanced  
stock market  
profile**

Free float of around  
**Euro 1bn**  
**Liquidity doubled**



*\*Growth relative to published figures for 2008*

First-half 2009 results

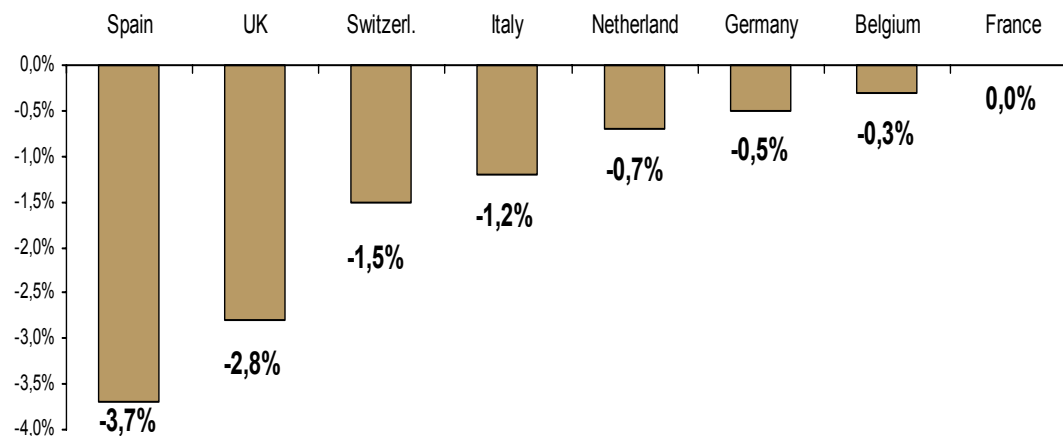


## The shopping center sector has managed to hold up despite worsening and irregular economic conditions

*The activity is driven by retail laws*

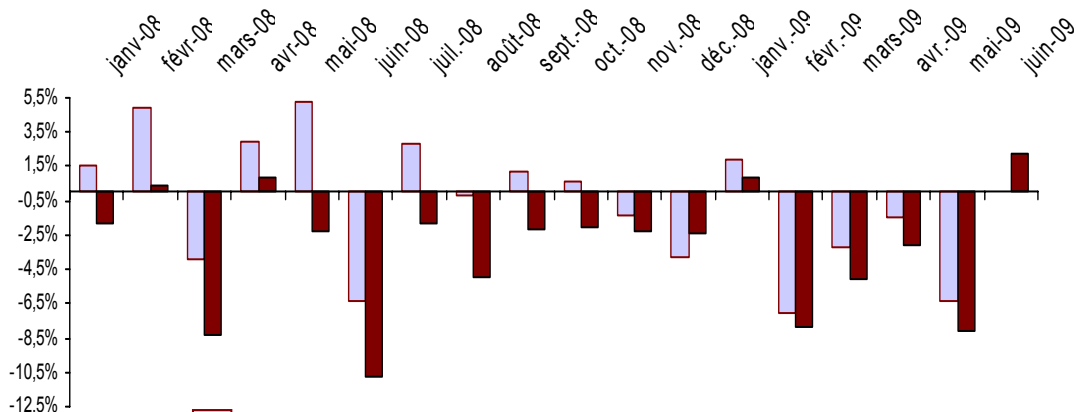
### ✓ French consumer spending leading the way in Europe

*Estimated actual growth in consumer spending in 2009 - Source: Exane BNP Paribas*



### ✓ Retailers showing adaptability and resilience

- > Sales have not fallen as sharply as footfall
- > Margins seem to be holding up
- > No major French retailers have gone into receivership - Liquidations still moderate



Monthly sales growth at neighborhood shopping centers - Source: CNCC

Monthly growth in footfall in city outskirts and provinces - Source: Quantaflow



## ► A sector also protected by structural factors

### *Sector fundamentals remain robust*

- ✓ Recurring and protected cash flow
  - > *Guaranteed minimum rents*
  - > *Indexation of guaranteed minimum rents*
  - > *Cash flow protected by French lease right system*
- ✓ A limited number of properties: around 680 shopping centers in France
- ✓ Few shopping centers up for sale / Buyers still plentiful
- ✓ Acquisition prices maintained
- ✓ Financing difficulties for developers
- ✓ Regulated supply (commercial urban planning)



**Very strong cash flow  
visibility**



**Vacancy rates still low  
and with little variation**



**Values maintained**



**Threat of eventual  
excessive supply has  
disappeared**

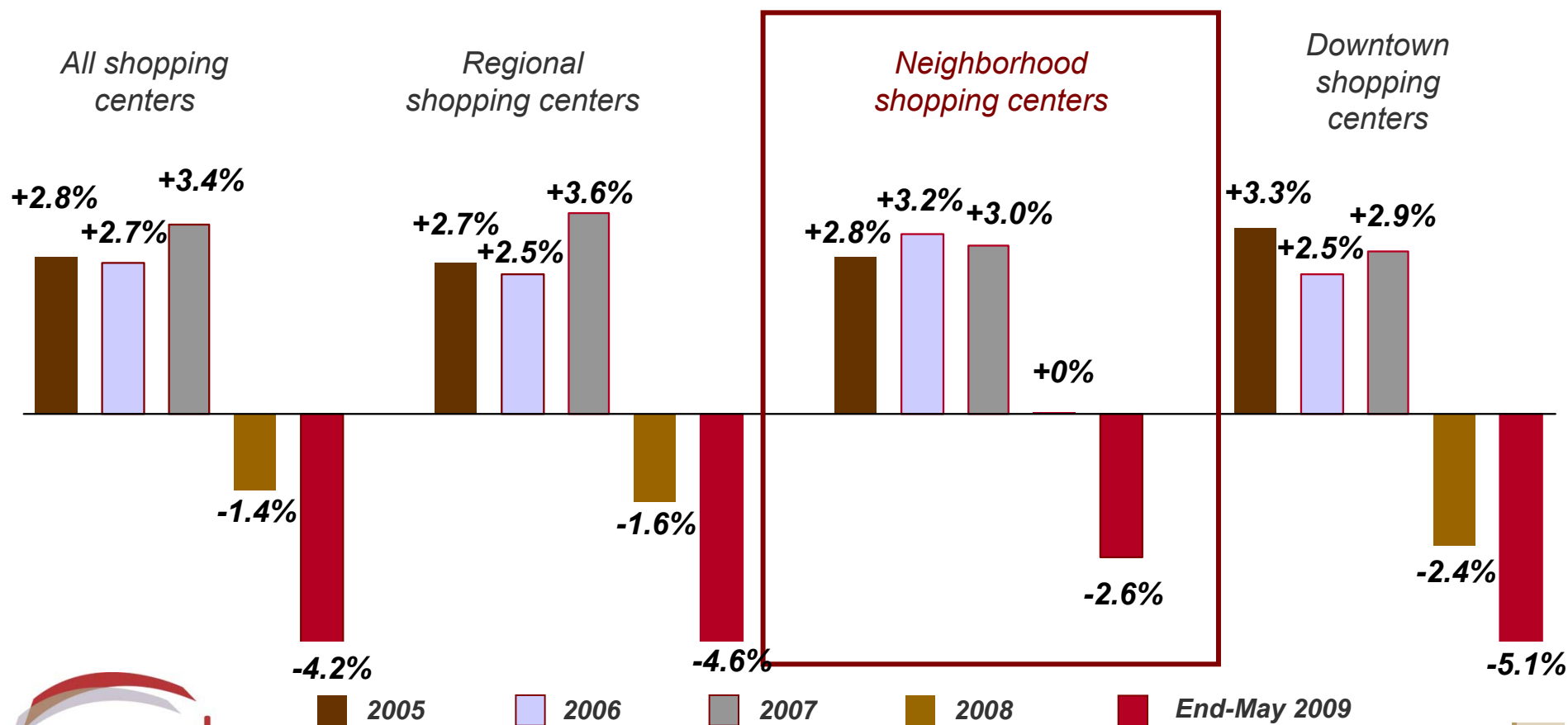


## Neighborhood shopping centers show above-average resilience

*Shopping centers located close to customers and meeting their needs*

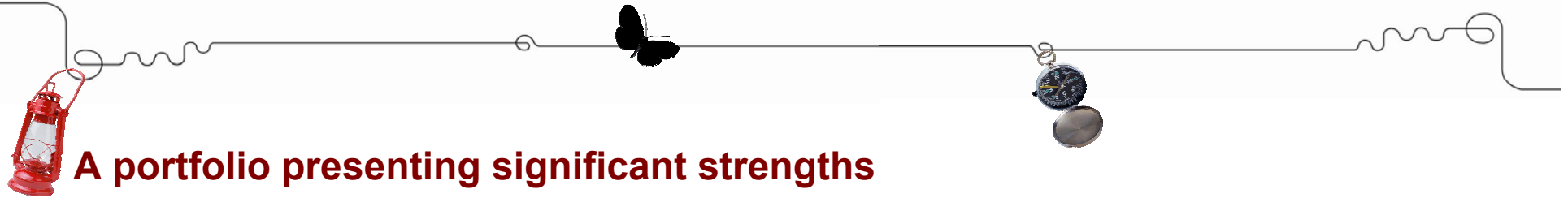
### Retailer sales trends

Source: CNCC – comparable perimeter





## Mercialys: A portfolio presenting a number of strengths, underpinned by a powerful positioning “L’Esprit Voisin”

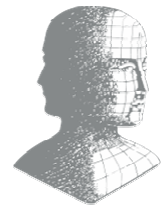


### A portfolio presenting significant strengths

- > *Shopping centers located in fast-growing regions of France*
- > *Strategic locations in built-up areas, on everyday routes, 10 minutes from the city center*
- > *Solid visitor flows benefiting from footfall to a food retailer and often a cultural attraction, personal equipment or homewares store ensuring weekly flows*

### ✓ “L’Esprit Voisin”: a powerful marketing positioning

- > *A positioning in line with consumer aspirations*
- > *A wide range of products and services to meet people's everyday needs*
- > *Renovated, modern and reassuring shopping centers that receives support from brands and the industry*



JANUS 2009  
DU COMMERCE

L’Esprit Voisin

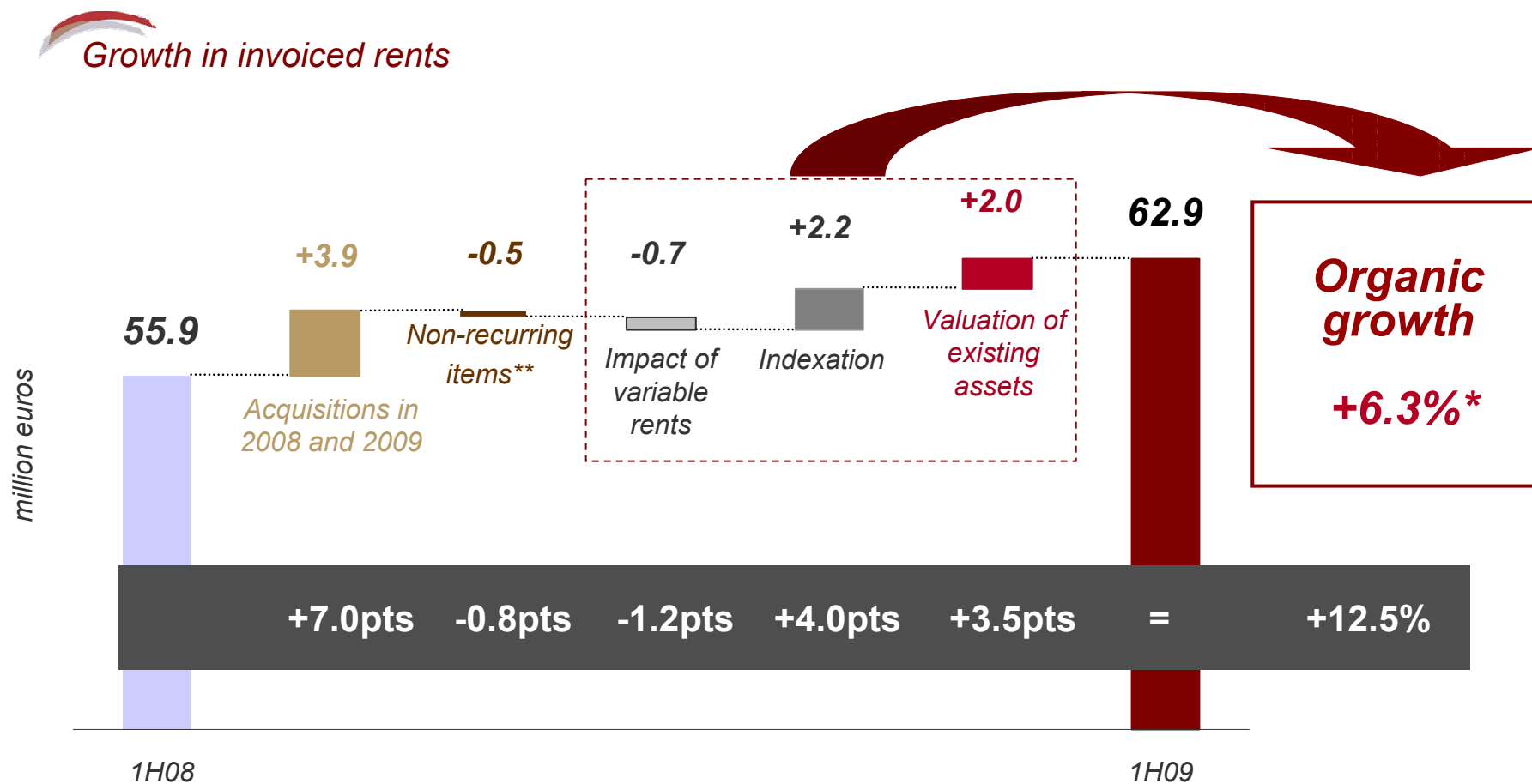
2009  
prizewinner



## **First-half activity and results**

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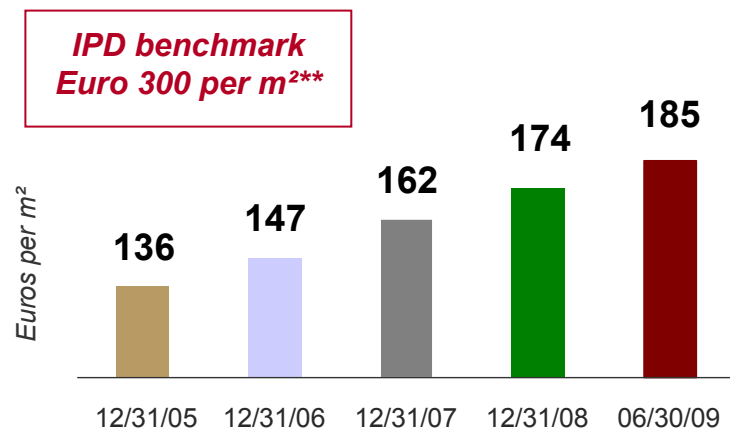
## ► Robust organic growth



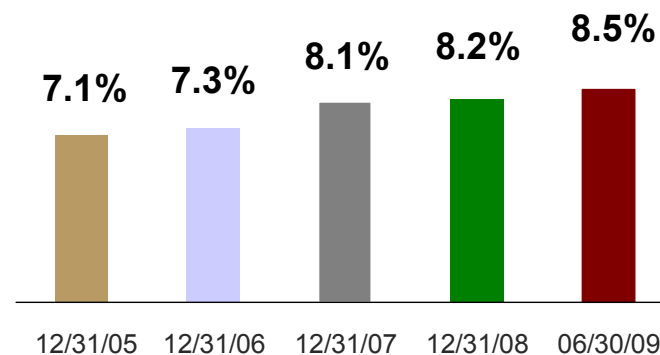
## ► Resilient shopping centers: in terms of organic growth

- ✓ **Performances in line** with past years
  - > Renewals: **+27%\***
  - > Relets: **+103%\***
- ✓ Market rents still **similar** to the levels seen 18 months ago but longer negotiating periods
- ✓ Rents still well below market levels and competitors

Rental value per m<sup>2</sup> for leases in the portfolio



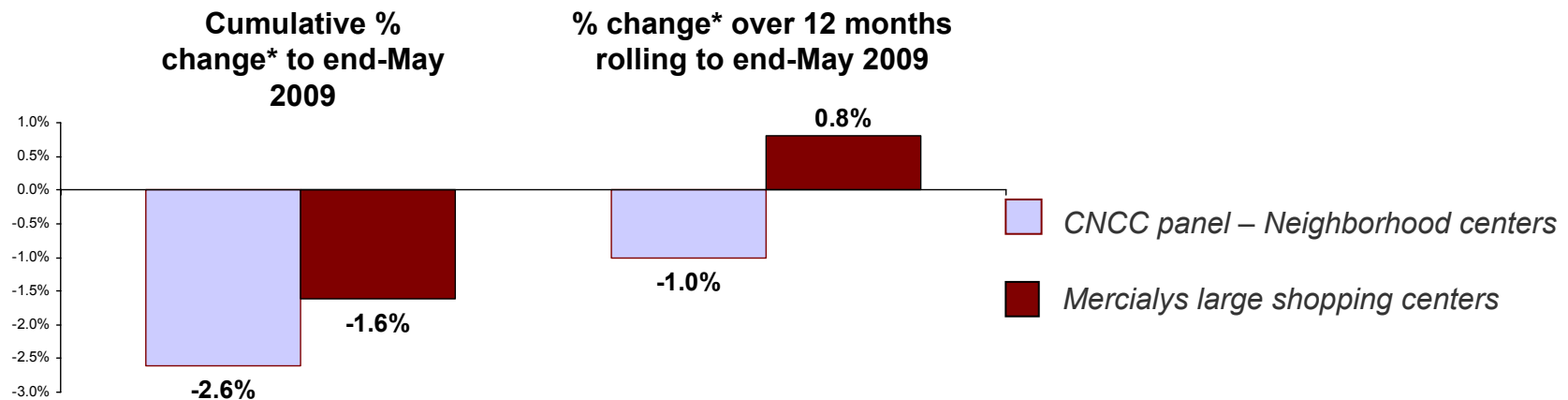
Occupancy cost\*\*\*



## ► Resilient shopping centers: in terms of retailers



### Retailers' sales growth



- ✓ Health of retailers: signs of resilience
  - > **2 liquidations** in the first half of the year
  - > Recovery rate in 2Q09: **96.9%\*\*** versus 98.3% at December 31, 2008
- ⇒ Retailers taking a pro-active approach: margins maintained
- ✓ Center occupancy: **protection of the business** provided by lease rights is paying off
  - > Recurring vacancy rate\*\*\*: **1.8%** (2,0% as at December 31, 2008)

\* All stores on a comparable basis

\*\* Proportion of revenues and services charges billed in 2Q09 and received at June 30, 2009

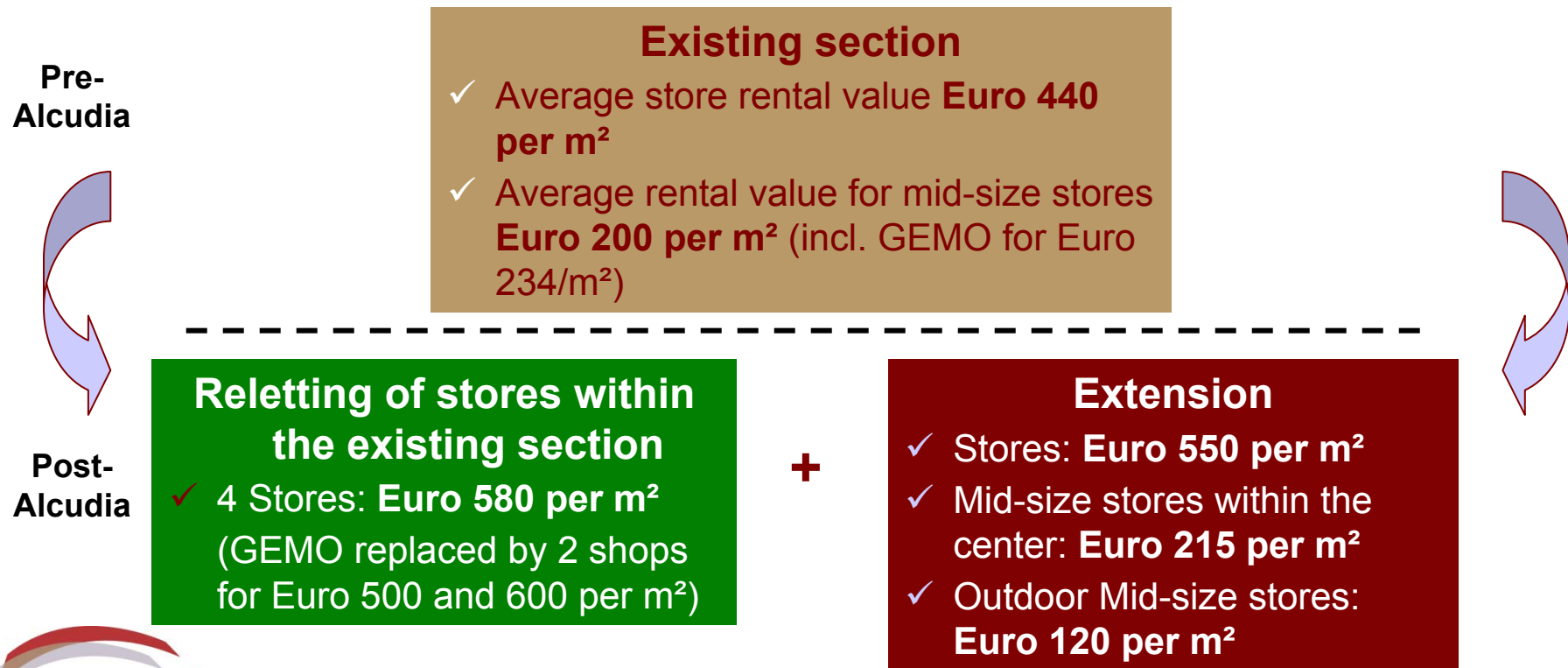
\*\*\* Excluding strategic vacancies relating to the Alcudia program. The total vacancy rate is 2.9%

## ► Resilient shopping centers: in terms of new developments

### *The Alcludia/"Esprit Voisin" program: a growth driver*

- ✓ The Alcludia/"Esprit Voisin" program provides a catalyst for the reversionary potential of our sites

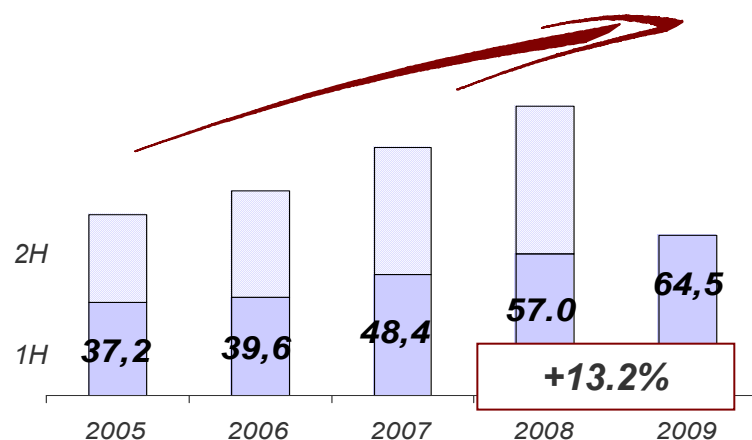
#### Case study: Besançon



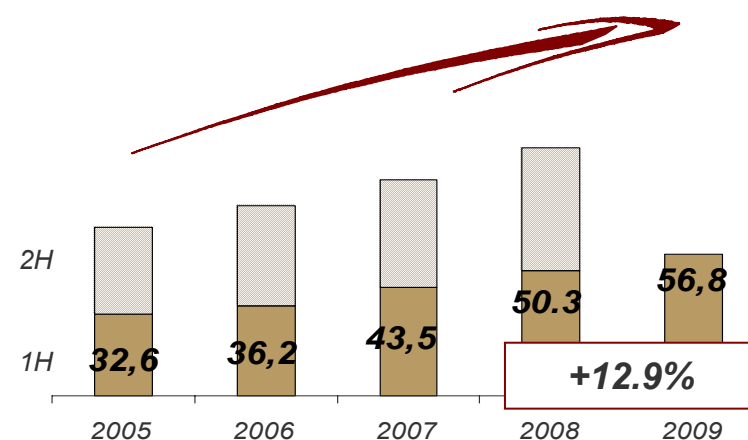


# Further improvement in Mercialys's main performance indicators

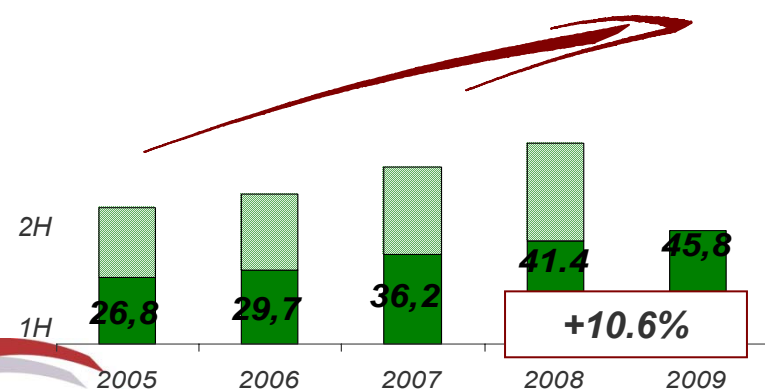
Rental revenues



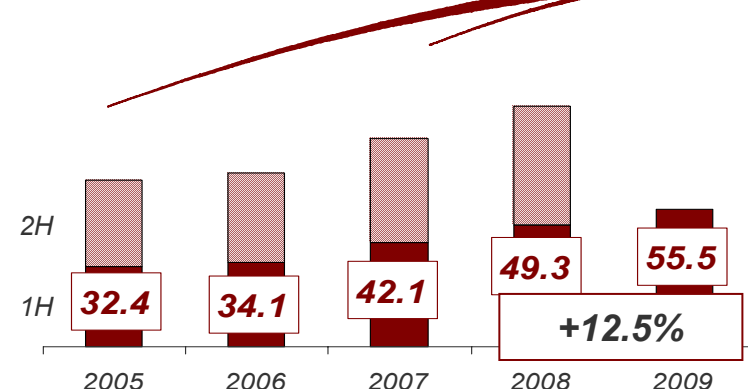
Cash flow\*



Net income, Group share



Recurring operating cash flow\*\*



Euro millions - 2005 pro forma figures

mercialys

\*Cash flow = net income before depreciation and other non-cash items

\*\*Cash flow excluding interest on cash and cash equivalents, net of tax, and non-recurring items

First-half 2009 results

## ► And further acquisitions by Mercialys

### Lot 1 (Euro 47m)

**New properties in operation**

Alcudia extensions completed in 1H09: Arles and Besançon

**Euro 3.2m** in full-year rental income  
Effective yield **6.8%**

### Lot 2 (Euro 113m)

**Properties at an advanced stage of development**

Alcudia extensions due for completion within 2 years, CDEC authoriz. and building permits obtained

**Euro 8.2m** in potential full-year rental income  
Initial capitalization rate **6.6%**

### Lot 3 (Euro 50m)

**Reduction in hypermarket area (storage and sales area)**

Selling back hypermarket retail space

**Euro 4.6m** in potential full-year rental income  
Initial capitalization rate **6.4%**

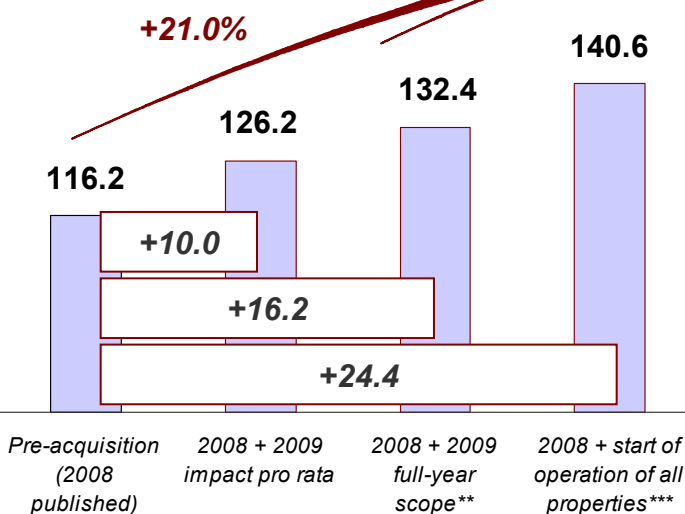
### Lot 4 (Euro 124m)

**Properties to be consolidated before complex restructuring**

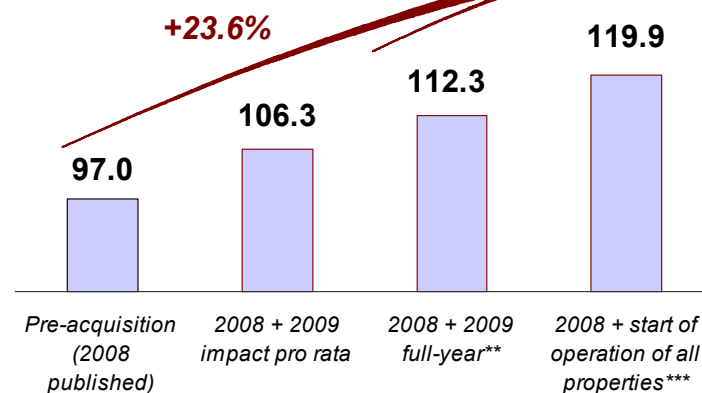
Hypermarkets/supermarkets in properties as part of a complex co-ownership site

**Euro 8.0m** in full-year rental income  
Initial capitalization rate **6.5%**

*Rental revenues (Euro millions)*

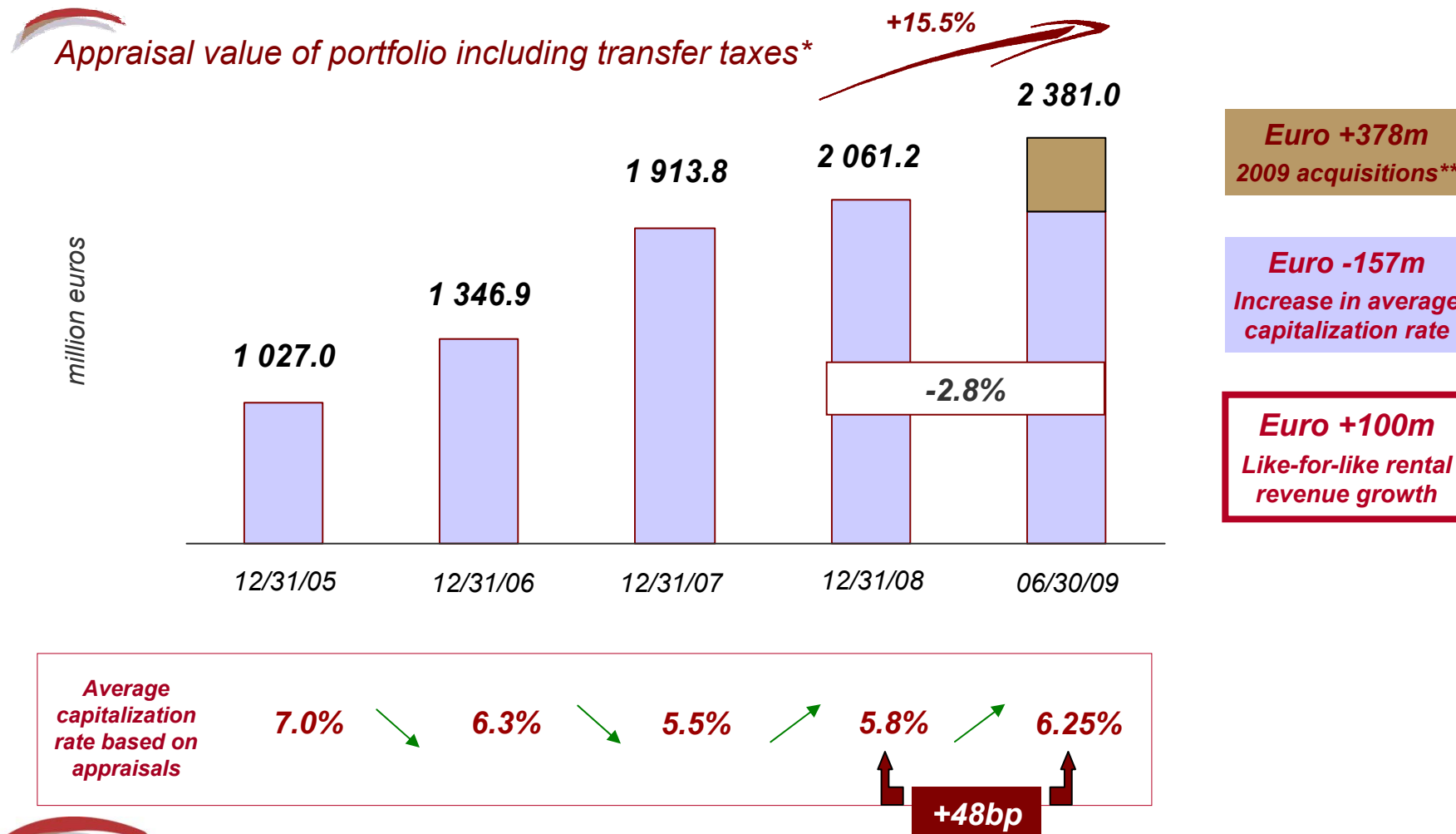


*Recurring operating cash flow (Euro millions)*



## ► Portfolio value up 15.5% over 6 months

*Organic growth makes up for rise in capitalization rates*



\* Valuation based on appraisals by Atis Real, Catella and Galtier

\*\* The 25 assets acquired from Casino are valued at their market value, calculated on the basis of appraisal valuations conducted at the time the assets were contributed.

First-half 2009 results

## ► Appraisal valuations supported by the market...

*And including one of the highest growth potential of the sector*

- ✓ Yields **in line with acquisitions** made in the first half of the year

Angers Fleur d'Eau	7.0%
Lille 31	6.05%
Paris 3 Quartiers	Valued at 6.6% Face value of 9.4%

- ✓ Yields **do not take account of the portfolio's full intrinsic reversionary potential**

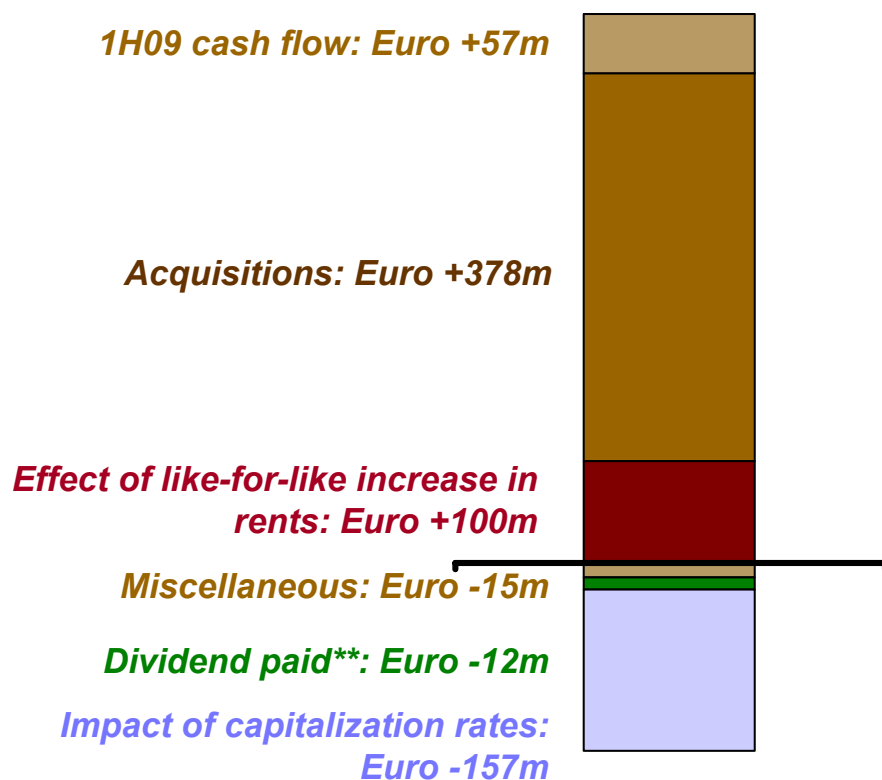
- > *Low values per m<sup>2</sup>*
- > *Renewals are included on maturity in DCF with a discount to the market rent*
- > *Additional potential resulting from the Alcudia program is not taken into account*

**At capitalization rates equal to those of its competitors, Mercialys's growth potential is well above average**

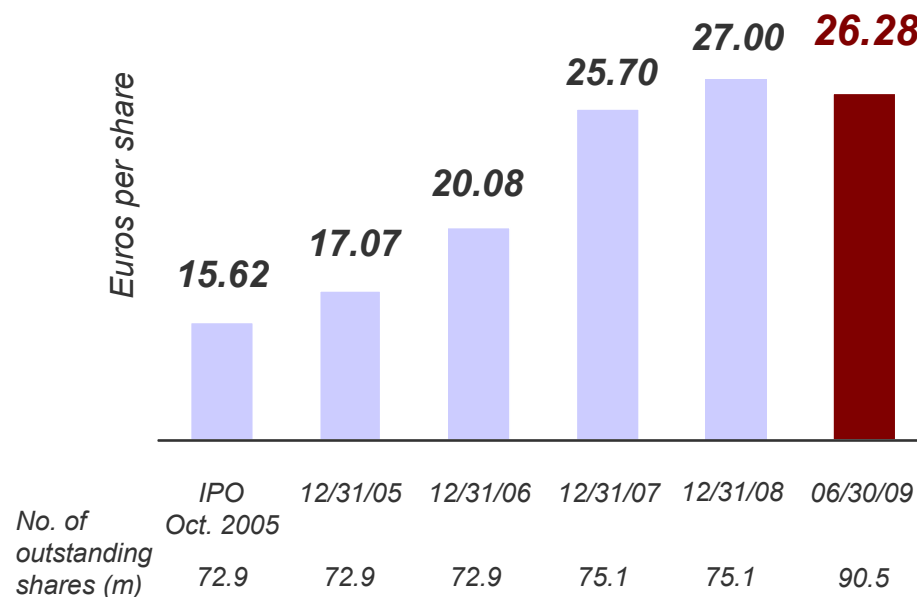
## ► Organic growth continuing to support NAV\*

Components of change in NAV between end-2008 and June 30, 2009 by value

**Euro +351m**



Replacement NAV per share



### Dilutive impact over the period

Acquisition of Alcudia/"Esprit Voisin" development projects:  
Neutral

Final dividend in shares: Euro -0.08 per share

# Developments

---

## ► Partnership Agreement: a flexible way of working...

*... allowing for a highly selective approach in choosing our acquisitions*

---

### ✓ **Casino pipeline: 3 options not exercised by Mercialys**

- > St Laurent des Arbres: small services center with supermarket
- > Tarnos – Retail park
- > Quimper: downtown shopping center
- > Small property without significant development potential
- > Small, isolated property, optimized in terms of value
- > Stores located in the street, not structured as a shopping center, of less than 5,000 m<sup>2</sup>

### ✓ **In these three cases, the decision not to exercise the option was validated by Mercialys's Investment Committee**

Mercialys's Investment Committee is made up of 5 members, including 2 representatives of Casino (who do not vote on issues involving Casino), 2 independent members (Pierre Vaquier - AXA REIM and Eric Sasson - Carlyle RE Advisors France) and Jacques Ehrmann.

## ► Partnership Agreement: a flexible way of working...

*... allowing for rapid adaptation to economic conditions*

- ✓ **Yields can be adapted to changes in market conditions:** on the basis of the change in the average yield based on appraisal valuations of Mercialys's portfolio (increase by +8.3%), the yield for options for 2H09 has developed as follows:

Type of property	Shopping malls		Retail parks		Downtown centers
	Mainland France	Corsica and overseas depts. and territories	Mainland France	Corsica and overseas depts. and territories	
<b>Large and regional shopping centers</b> (over 20,000 m <sup>2</sup> )	<b>6.8%</b>	7.4%	7.4%	7.8%	6.5%
<b>Neighborhood shopping centres</b> 5,000-20,000 m <sup>2</sup>	<b>7.3%</b>	7.8%	7.8%	8.3%	6.9%
<b>Other</b> o/w less than 5,000 m <sup>2</sup>	<b>7.8%</b>	8.3%	8.3%	9.0%	7.4%

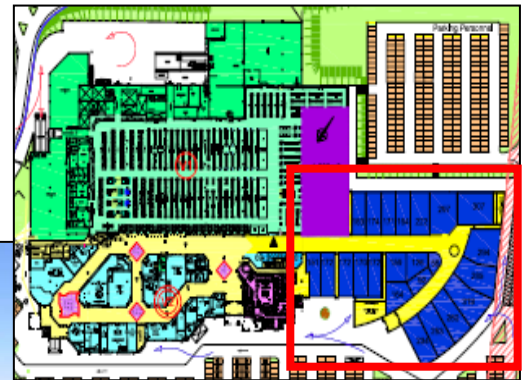


## ► Continuing works to enhance the value of the portfolio...

### *Projects undergoing works in 2009*



**Paris Saint Didier (16th arrondissement)**  
Redevelopment and renovation of existing mall  
Start of works: June 2009  
Completion: July 2010



**Annecy (\*)**  
Extension 4,800 m<sup>2</sup> and renovation  
Start of works: September 2009  
Completion: October 2010



## ► Continuing works to enhance the value of the portfolio...

### *Projects undergoing works in 2009*

**Sainte Marie de la Réunion (\*)**  
Extension 8,600 m<sup>2</sup> and renovation  
Start of works: August 2009  
Completion: December 2010



**Lons le Saunier (\*)**  
Construction of a retail park of 7,000m<sup>2</sup>  
Start of works: September 2009  
Completion: August 2010

**Fontaine les Dijon (\*)**  
Redevelopment and renovation  
Start of works: July 2009  
Completion: May 2010





## ► Continuing works to enhance the value of the portfolio...

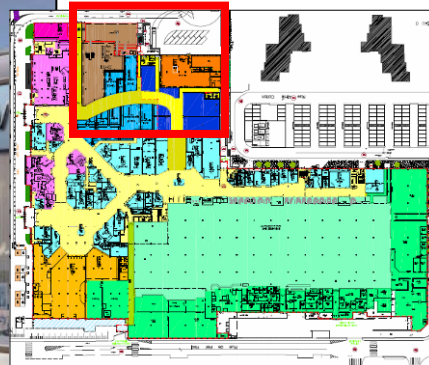
### *Projects undergoing works in 2009*

#### **Castres (\*)**

*Extension 2,260 m<sup>2</sup> and renovation*

*Start of works: September 2009*

*Completion: September 2010*



#### **Brest**

*Redevelopment and renovation*

*Start of works: November 2009*

*Completion: October 2010*

## ► ... and further works in the years ahead

### **Narbonne**

*Transformation of  
hypermarket surfaces into an  
extension of 1,300m<sup>2</sup> of  
shopping mall*



### **Marseille la Valentine**

*Transformation of hypermarket  
surfaces into an extension of  
7,000m<sup>2</sup> of shopping mall*

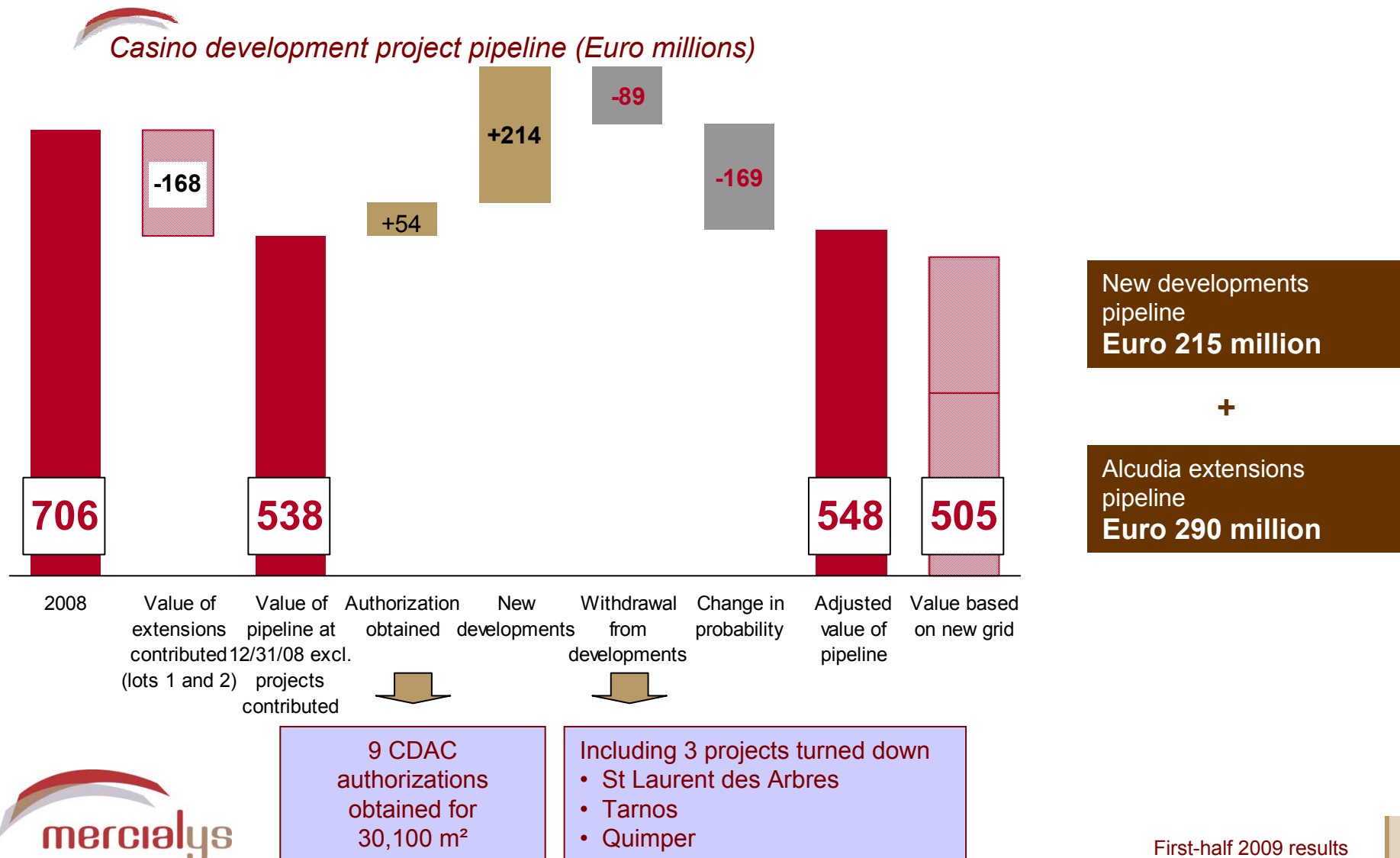


### **Sables d'Olonne**

*Extension of the shopping  
mall 1,600m<sup>2</sup>*



# Major changes to the development pipeline during the first half of the year





▶ 18 priority projects in the Alcudia pipeline representing a valuation of Euro 170 million

**Dijon Chenove**  
4,000 m<sup>2</sup> shopping mall  
extension



**Toulouse**  
Extension of shopping mall and  
creation of an adjacent retail park  
- 90,000 m<sup>2</sup>



**Istres**  
2,000 m<sup>2</sup> shopping mall  
extension

▶ 18 priority projects in the Alcudia pipeline representing a valuation of Euro 170 million



**Auxerre**  
*Extension of shopping mall and  
creation of an adjacent retail park -  
18,000 m<sup>2</sup>*



**Cholet**  
*5,300 m<sup>2</sup> shopping mall  
extension*



**Annemasse**  
*4,000 m<sup>2</sup> shopping mall  
extension*

## **Conclusions and outlook**

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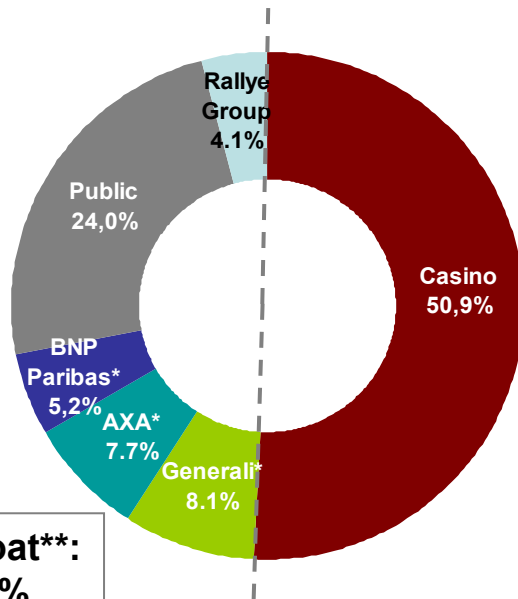


## Enhancement of Mercialys's stock market profile in the first half of the year...

### ✓ Free float increased to Euro 1 billion



Shareholding structure at July 14, 2009



Free float\*\*:  
49.1%

Market capitalization\*\*:  
**Euro 2 billion**

### ✓ A stock attracting a growing amount of coverage

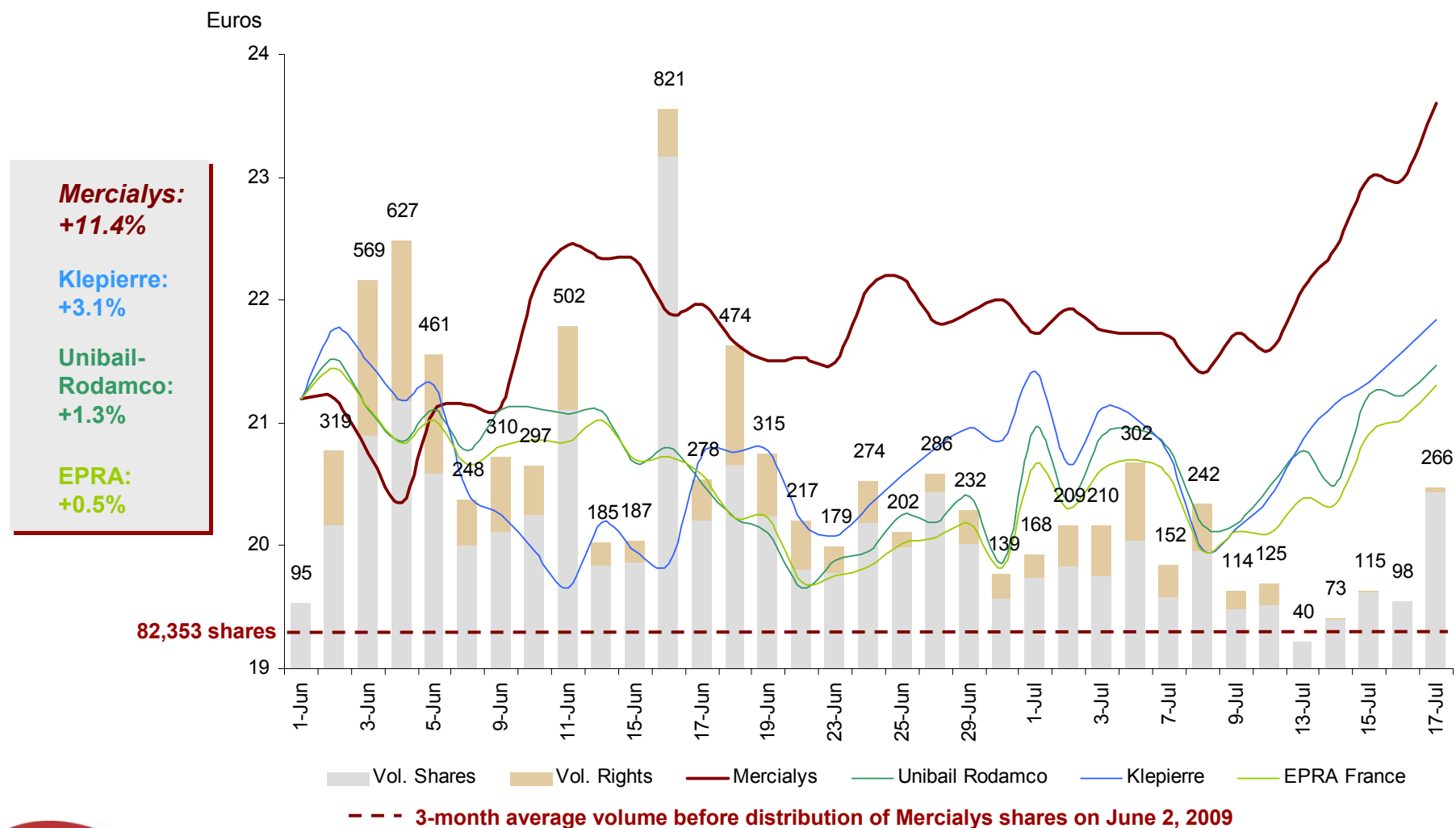
- > 17 analysts now cover the stock
- > 5 initiations of coverage in the first half of the year

### ✓ Mercialys strengthening its position in market indices

- > **EPRA indices:** Now one of the top 20 stocks in the EPRA Europe index – Free float increased from 40% to 50% - Index weighting increased from 1.45% to 1.8%
- > **Euronext indices:** Free float increased from 15% to 30%
- > **GPR 250 indices:** 0,1805% of the GPR 250 Europe index

# ► ... and absorption of Casino distribution of Mercialys shares

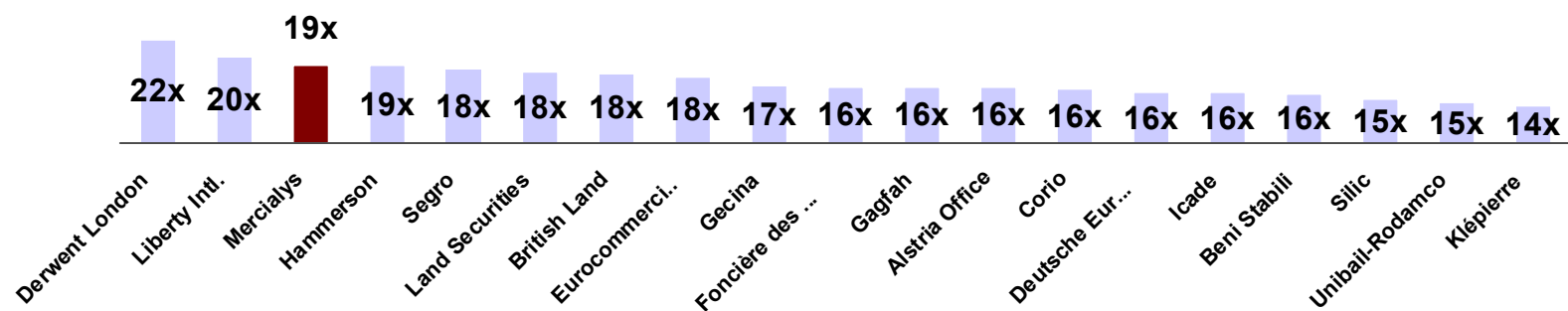
*Over 9 million shares traded since June 2, 2009*



# ➤ Mercialys confirms its position as one of the market's leading real estate investment companies....

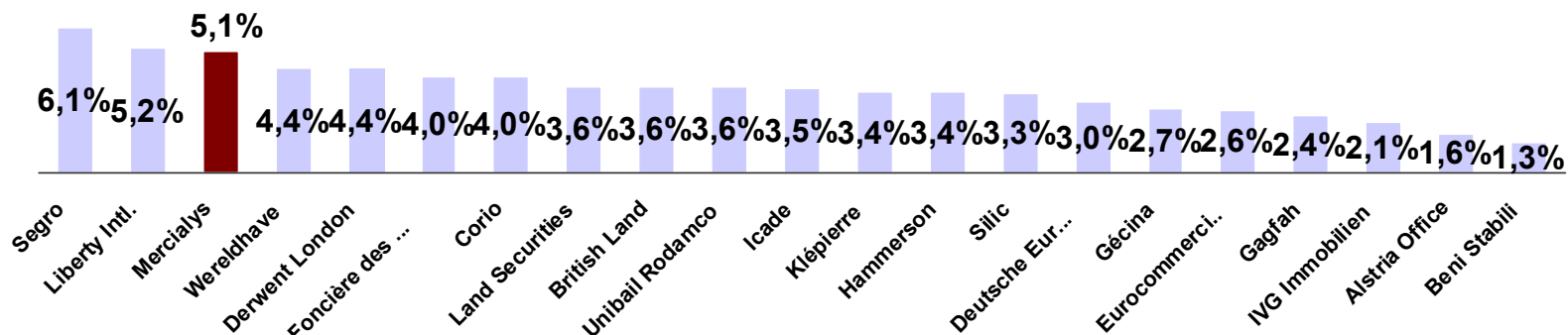
*Performance in line with the sector in terms of relevant indicators*

## ✓ EV/2009e EBITDA



Source: Bloomberg, IBES, Companies

## ✓ 2009e Operating cash flow/value of asset portfolio\*



Source: Companies, IBES



\* Last published portfolio value

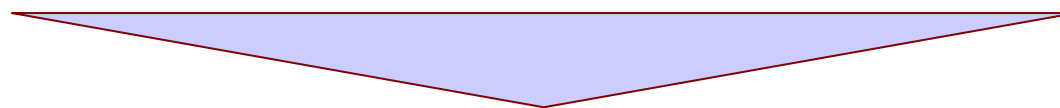
First-half 2009 results

## ► ... while maintaining robust growth potential

- ✓ Potential for **solid organic growth**: priority given to extracting reversionary potential, which remains significant
- ✓ Development pipeline presenting **strong growth potential** and **limited risk**
  - > *Mainly Alcudia extensions, which present lower risk for retailers and for Mercialys and are fully controlled*
- ✓ A high level of **financial flexibility**, allowing the company to seize any opportunities that may arise
  - > *No debt*
  - > *Secured credit lines from Casino*

## ► Favorable outlook for 2009

- ✓ Strong first-half performance confirms the resilience of our business model
  - > *Performance maintained in terms of organic growth over the period*
  - > *Resilient market trends in rents and highly pro-active approach by retailers*
- ✓ No major bad news in the first half of the year



**Providing  
stronger  
visibility on the  
outlook for 2009**

**Management has raised its objectives  
for the current year**

**Growth of 15%  
in rental revenues  
and  
recurring operating cash flow\*  
for 2009**

# Appendices

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## Alcudia development project acquisitions

### Lot 1: new properties in operation

#### Description

- ✓ Extension of retail space at 2 sites: Arles (already started) and Besançon (start date of March 10, 2009)
- ✓ Letting complete (one restaurant still to be let at the Arles site)
- ✓ Once this project is complete, the Besançon site became a large regional shopping center (GLA of over 40,000 m<sup>2</sup>)
- ✓ Main retailers: Boulanger, Courir, H&M, L'Occitane, Maison du Monde, Nocibé

#### Key figures

- ✓ Number of lots: 23 lots at 2 sites
- ✓ Area contributed: **GLA of 13,500 m<sup>2</sup>**
- ✓ Initial capitalization rate: **6.0%** (rate according to 2008 Partnership Agreement)
- ✓ Effective yield (on actual rents): **6.8%**
- ✓ Full-year rental income: **Euro 3.2m**
- ✓ 2009 invoiced rents (7.5 months): Euro 1.9m
- ✓ Amount of contribution: **Euro 47m**

## ▶ Alcudia development project acquisitions

### Lot 2: properties at an advanced stage of development

#### Description

- ✓ Extension of shopping centers at 7 sites: Annecy, Castres, Le Puy (Retail Park), Les Sables d'Olonne, Lons le Saunier (Retail Park), Sainte Marie du Parc (Reunion) and Valence Sud (phase 2)
- ✓ Contribution of shares in companies owning the properties
- ✓ Delegated project management agreements between Casino and Mercialys, with Casino remaining responsible for development risk
- ✓ No further payments relating to works expected for Mercialys
- ✓ Projected opening dates from 2010 to 2011
- ✓ pre-let > 60%

#### Key figures

- ✓ Number of lots: 121 lots at 7 sites
- ✓ Area contributed: **GLA of 31,200 m<sup>2</sup>**
- ✓ Initial capitalization rate\*: **6.6%** (1H09 rate under new Partnership Agreement)
- ✓ Potential full-year rental income: **Euro 8.2m**
- ✓ 2009 invoiced rents: none (sites under construction)
- ✓ Amount of contribution: **Euro 113m**



## Alcudia development project acquisitions

### Lot 3: reduction in hypermarket area (storage and sales area)

#### Description

- ✓ Extension and redevelopment of shopping malls in space currently occupied by hypermarkets at 10 sites: Agen Boé, Angoulême, Besançon, Béziers, Fontaine-Les-Dijon, La Ricamarie, Marseille La Valentine, Montargis, Montauban, Narbonne
- ✓ Lots contributed by Casino
- ✓ Rents guaranteed by Casino from the date of contribution until completion of works (based on projected final rents)
- ✓ Mercialis is only responsible for final partitioning works
- ✓ Projected opening dates: between late 2009 and 2011

#### Key figures

- ✓ Number of lots: 65 lots at 10 sites
- ✓ Area contributed: **GLA of 15,100 m<sup>2</sup>**
- ✓ Initial capitalization rate\*: **6.4%** (1H09 rate under new Partnership Agreement)
- ✓ Potential full-year rental income\*\*: **Euro 4.6m**
- ✓ 2009 rents guaranteed by Casino (7.5 months): Euro 2.8m
- ✓ Pre-defined cost of works for all 10 development projects: Euro 23m
- ✓ Amount of contribution: **Euro 50m**

## Alcudia development project acquisitions

### Lot 4: properties to be consolidated before extensive restructuring

#### Description

- ✓ Food stores at 5 inner-city sites:
  - Marseille Delprat
  - Marseille La Valentine
  - Marseille Michelet
  - Paris Massena (13th arrondissement)
  - Paris St Didier (16th arrondissement)
- ✓ Properties consolidated in order to facilitate the implementation of future complex Alcudia projects
- ✓ Institutional commercial lease signed by Géant / Casino supermarkets for food retail areas

#### Key figures

- ✓ Area contributed: **GLA of 65,400 m<sup>2</sup>**
- ✓ Initial capitalization rate: **6.5%**
- ✓ Full-year rental income: **Euro 8.0m**
- ✓ 2009 invoiced rents (7.5 months): Euro 4.9m
- ✓ Amount of contribution: **Euro 124m**

## ► Detailed income statement

<i>million euros</i>	06/30/08	06/30/09	Change 09 vs. 08
Invoiced rents	55.9	62.9	+12.5%
Lease rights	1.1	1.6	
<b>Rental revenues</b>	<b>57.0</b>	<b>64.5</b>	<b>+13.2%</b>
Non-recovered property taxes	-0.1	-0.1	
Non-recovered service charges	-1.1	-1.6	
Property operating expenses	-1.9	-2.1	
<b>Net rental income</b>	<b>53.9</b>	<b>60.7</b>	<b>+12.6%</b>
Management, administrative and other activities income	1.2	2.0	
Depreciation, amortization and impairment of assets	-8.5	-10.0	
Staff costs	-3.0	-4.1	
External costs	-2.5	-2.4	
<b>Operating expenses</b>	<b>-12.9</b>	<b>- 14.5</b>	<b>+12.8%</b>
<b>Operating income</b>	<b>41.1</b>	<b>46.2</b>	<b>+12.6%</b>
Net financial income	0.9	-0.1	
Tax	-0.5	-0.2	
<b>Net income, Group share</b>	<b>41.4</b>	<b>45.8</b>	<b>+10.6%</b>
<b>EPS (euros)*</b>	<b>0.54**</b>	<b>0.58</b>	

## ► Condensed balance sheet

### *Assets*

<i>million euros</i>	31/12/08	30/06/09
Investment property	1,231.3	1,568.6
Financial assets	11.7	12.2
Other assets	0.9	0.9
<b>Total non-current assets</b>	<b>1,244.0</b>	<b>1,581.7</b>
Cash and Casino current account	10.6	37.3*
Trade and other receivables	13.3	20.9
<b>Total assets</b>	<b>1,267.9</b>	<b>1,639.8</b>

### *Equity and liabilities*

<b>Shareholders' equity, Group share</b>	<b>1,206.1</b>	<b>1,573.2</b>
Minority interests	0.6	0.6
<b>Total shareholders' equity</b>	<b>1,206.7</b>	<b>1,573.8</b>
Financial liabilities	15.6	13.5
Deposits and guarantees	19.3	21.1
Trade and other payables	26.3	31.5
<b>Total equity and liabilities</b>	<b>1,267.9</b>	<b>1,639.8</b>

✓ Net cash of Euro 36.3 million at June 30, 2009

# Portfolio valued at Euro 2,381 million including lease rights

**Portfolio value up +15.5% over 6 months**

Type of asset	Number of assets 06/30/08	Appraisal value at 06/30/09*		Gross leasable area at 06/30/09		Appraisal net rents	
		mn euros	%	m <sup>2</sup>	%	mn euros	%
Regional and large centers	29	1,387	58	372,600	50	80.3	54
Neighborhood shopping centers	69	666	28	252,100	34	45.5	31
Large food stores	12	21	1	31,000	4	1.4	1
Large specialty stores	8	44	2	28,400	4	2.9	2
Independent cafeterias	22	53	2	32,500	4	3.7	2
Other	27	86	4	35,300	5	6.3	4
	<b>167</b>	<b>2,257</b>	<b>95</b>	<b>751,900</b>	<b>100</b>	<b>140.1</b>	<b>94</b>
Under development programs		124	5			8.2	6
	<b>167</b>	<b>2,381</b>	<b>100</b>	<b>751,900</b>	<b>100</b>	<b>148.3</b>	<b>100</b>



✓ **Average yield up +48bp: 6.25% at June 30, 2009**

\* Including lease rights. Valuation based on appraisals by Atis Real, Catella and Galtier using the conventional yield method and discounted future cash flow method

First-half 2009 results

## ▶ Valuing the pipeline on the basis of the stage of completion of each project

### *Different rates of probability at each stage of completion*

- ✓ The development pipeline, as it currently stands, contains projects presenting major differences in terms of stage of completion and chances of going ahead
- ✓ Until December 31, 2006, we valued projects for which land was controlled at 100% and others at 0%
- ✓ We have refined our valuation method to take account of the stage of completion of each project

