

## 2006 half year earnings

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*September 7, 2006*

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## Speakers

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**Catherine Oulé**, Executive Vice President ◀

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# First-half highlights

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## ► Mercialys achieved strong growth in first half

### Strong growth momentum

- ✓ Increase in annualized rents: Euro +14.3 million, up +20% over 2005 invoiced rents
  - > 251 relets or lease renewals on existing portfolio generating *euro 3.2 million in additional annualized rent* \*
  - > Excellent level of letting on Clermont-Ferrand and Poitiers shopping malls: *Euro 3.9 million* of annualized rent, giving an average yield of 9.1% (opening scheduled for 4Q 2006)
  - > Annualized rent on existing properties acquired or under contract : *Euro 7.2 million*

## ► Euro 500 million investment program well under way

### Strong organic and acquisition-led growth

- ✓ Euro 159 million of investments made or under contract
  - > *including Euro 100 million of existing properties acquired or under contract with an average yield of 7.2%*
  - > *including Euro 43 million of assets from the Casino development pipeline: Clermont-Ferrand and Poitiers shopping malls*
- ✓ Partnership agreement for the acquisition of 60% of five prime shopping malls in Corsica at Porto Vecchio, Corte, Ajaccio Mezzavia and Bastia (Furiani and Port Toga) totaling 78,700sqm, for a global amount of Euro 80 million\*

## ► Strong growth in first-half earnings

### *Mostly organic growth*

- ✓ First-half growth was chiefly due to realization of reversionary potential
  - > *Small increase in construction cost index*
  - > *Acquisitions mostly towards year end*

<i>Euro million</i>	1H05 pro forma	1H06**	Change
<b>Invoiced rents</b>	<b>36.7</b>	<b>38.9</b>	<b>+5.8%</b>
Rental revenues	37.2	39.6	+6.5%
Net rental income	34.7	37.1	+7.0%
Operating income	26.6	27.8	+4.3%
<b>Cash flow*</b>	<b>32.6</b>	<b>36.2</b>	<b>+11.1%</b>
<b>Net income, Group share</b>	<b>26.8</b>	<b>29.7</b>	<b>+10.7%</b>
<b>EPS (€ per share)</b>		<b>0.41</b>	

*Number of shares in thousands at June 30, 2006*

**72,918**



\* Net income before depreciation and non-cash items

\*\* Preliminary and non-audited earning

2006 first-half earnings

## ► Enterprise value already boosted by strong growth

### *Asset portfolio reveals value creation potential*

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- ✓ Value of asset portfolio up **+9.1%** to Euro1,120 million versus Euro 1,027 million at end-2005
  - ⇒ *Average yield of 6.6%, down 0.4 percentage points*
  - ⇒ *Market value up 6.9% over six months at constant scope*
- ✓ NAV per share including transfer taxes: Euro**17.93**, up **+15%** since the IPO after a Euro 43 million dividend distribution in May 2006 (Euro 0.59 per share)



- ▶ First half also devoted to building up resources required to step up growth

### ***Building a stronger team***

- ✓ Build-up of teams in charge of realizing reversionary potential (letting, asset management, marketing and valuation)
  - ⇒ *Four people hired or being hired*
- ✓ Creation of a team dedicated to accelerating the asset restructuring program
  - > *Appointment of Yves Cadelano, Executive Vice-President*
  - > *Creation of a team of project managers responsible for major redevelopment projects*
  - > *Acceleration of the Euro 100 million redevelopment and renovations program to 3 years versus 5 years initially planned*

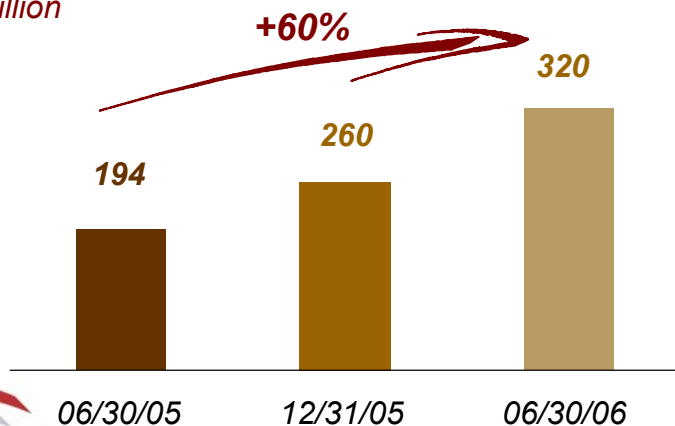
***Target: optimize and accelerate value creation from our asset portfolio***

## ➤ Growth in development project portfolio is substantially stepping up

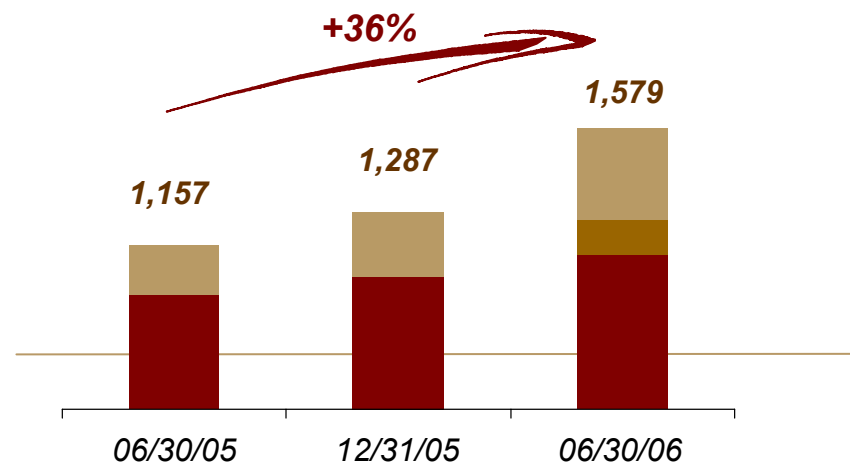
### *Acquisition-led growth accelerating time after time*

- ✓ Development pipeline: +60% in 12 months
  - > Euro **320** million versus Euro 194 million at June 30, 2005
  - > 33 projects including **4 totaling over 20,000 sqm**

Value of development pipeline  
Euro million



Potential portfolio  
Euro million



Pipeline value at period end

Investments under contract

Estimated asset value at period end

## The Board of Directors plans to pay an interim dividend of Euro 0.33 per share

- ✓ First-Half results over passed our initial ambitions
- ✓ Those results, the level of the growth momentum and the step up of the development pipeline confirm Mercialys business model combining growth and value
- ✓ Building up on those two points, the Board of Directors plans to pay an **interim dividend of Euro 0.33** per share\*

# Activity

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## ▶ Activity in the shopping centers remains buoyant and ahead of the market

### *Value enhancement measures beginning to pay off*

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- ✓ Strong growth in **sales** made by retailers in our large shopping centers
  - ⇒ +5.7% versus +2.6% for the market\*
- ✓ Strong improvement in **consumer traffic** in our redeveloped or recently opened centers i.e. in built-in phase
  - ⇒ Nimes Cap Costières +4.5%\*\*
  - ⇒ Tours La Riche Soleil +5.9%\*\*

## ► A record level of relets and lease renewals during first half

### *Growth in annualized rent of Euro 3.2 million*

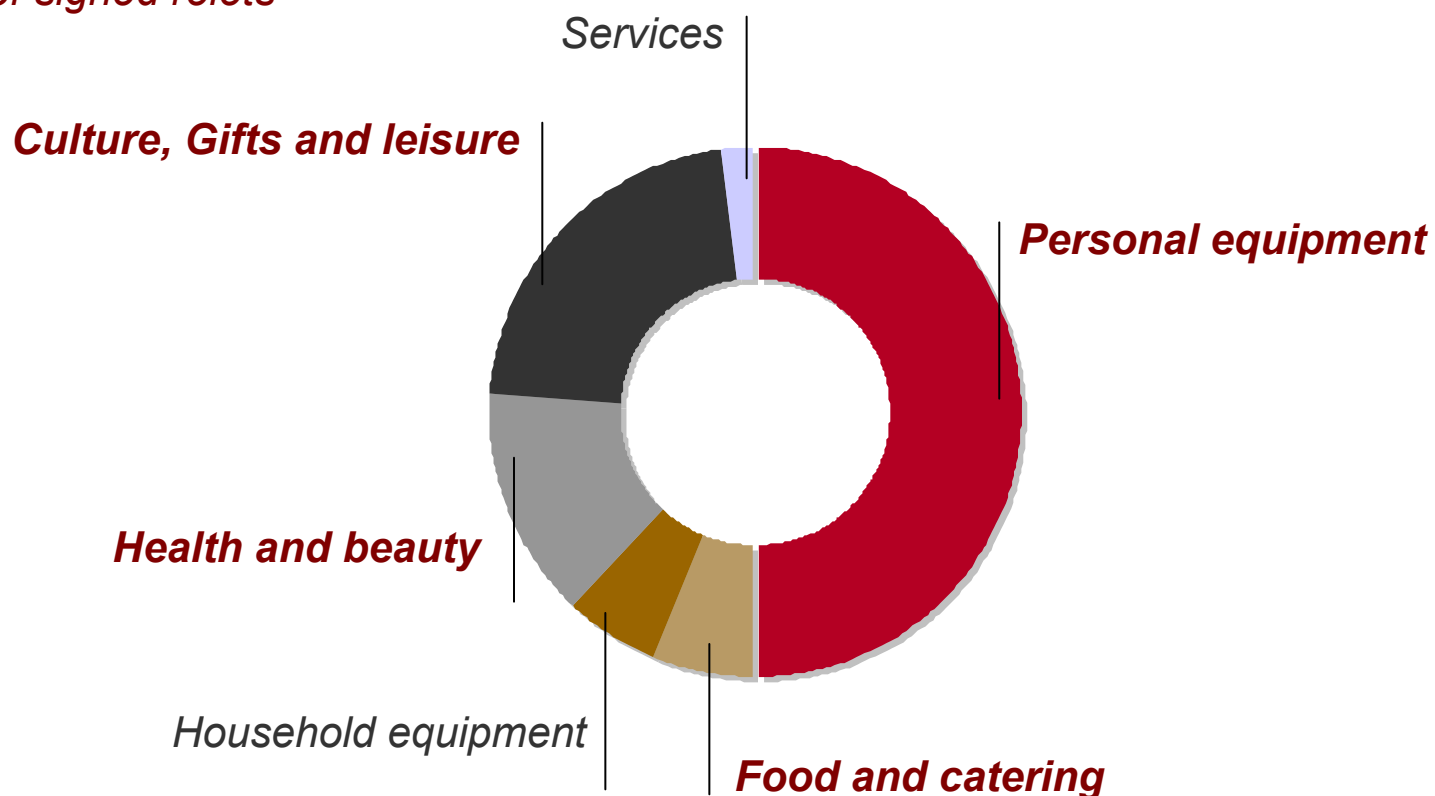
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- ✓ 251 relets or renewals during the first half
  - > 50 relets generating additional annual rent of Euro 1.4 million, *an increase of +125%*
  - > 92 renewals generating additional rent of €0.4 million, *an increase of +23%*
  - > 25 Feu Vert leases renewed: generating additional annual rent of €0.2 million, *an increase of +9%*
  - > 84 Cafétérias Casino leases renewed: generating additional rent of €0.9 million compared to 2005, *an increase of +11%*

## ► Target: focusing on high growth retail sectors...

***92% of first-half relets concentrated on 4 targeted sectors***

*First-half lettings by business sector  
In number of signed relets*



# ► ... and round out and diversify our portfolio of retail banners...

## *Targeting 'flagship' banners in their sector*

### ✓ Gifts and leisure

- > Bouygues
- > SFR



### ✓ Personal equipment

- > Zara
- > H&M
- > Camaieu
- > Promod
- > Christine Laure
- > Mexx
- > Exprit
- > Sergent Major



### ✓ Hygiene, health, fitness

- > Marionnaud
- > Nocibé
- > Franck Provost Group



### ✓ Catering

- > La Brioche Dorée
- > La Croissanterie





## ▶ Letting of Clermont-Ferrand and Poitiers extensions completed on excellent terms

### *An example of value creation*

- ✓ Lettings at higher than expected rents
  - > Annualized rents: **Euro 3.9 million**
  - > Average rent per m<sup>2</sup>: Euro 434 per sqm for the shops  
Euro 226 per sqm for the Medium-sized stores
  - > Immediate yield on investment: **9.1%**

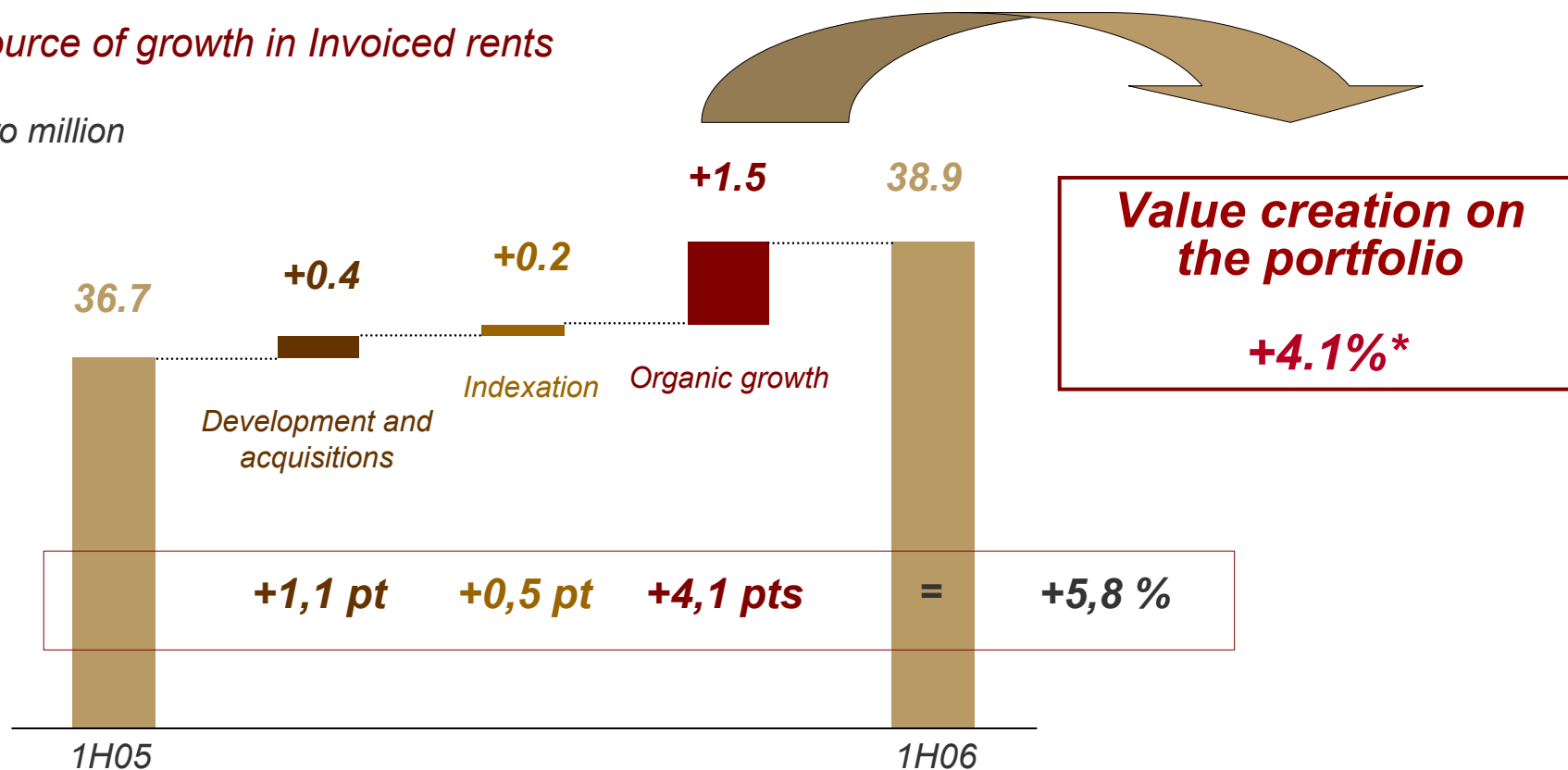


## ► Strong growth in first half invoiced rents...

*...driven by reversionary potential realization and an historically low indexation*

Source of growth in Invoiced rents

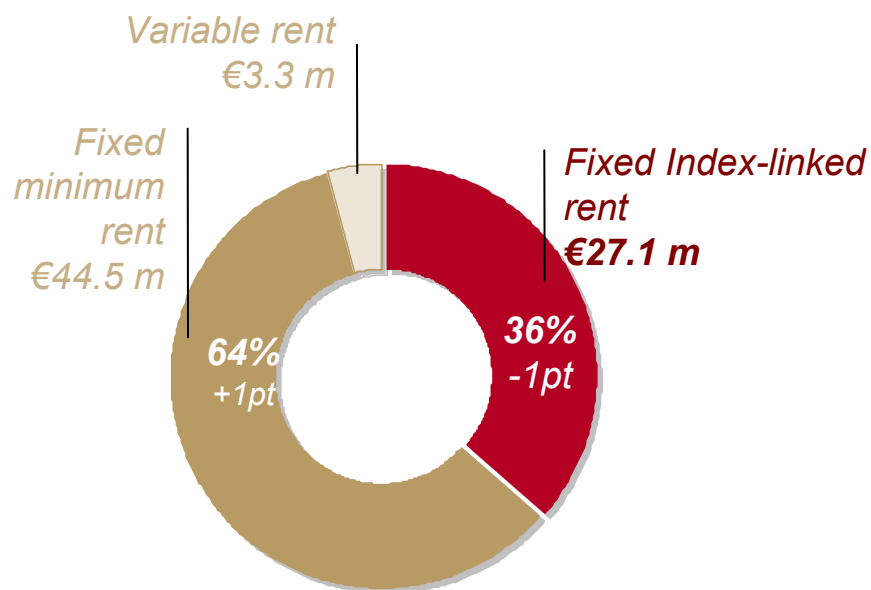
Euro million



## ► ... and an improvement in quality of leases

### *A further positive shift in the lease mix*

*Structure of rents at June 30, 2006  
Change versus December 31, 2005*



- 901 leases with variable component
- 1,094 leases with no variable component

✓ Rise in proportion of derestricted leases

- > Number of 10-year plus commercial leases: +5%
- > Number of 9-year leases: -5%

✓ Fall in proportion of fixed index-linked rents in portfolio

Business indicators remain good

- > Rent collection rate\*: 99.6%
- > Financial occupancy rate\*\*: 98%

## ► Portfolio still has strong potential

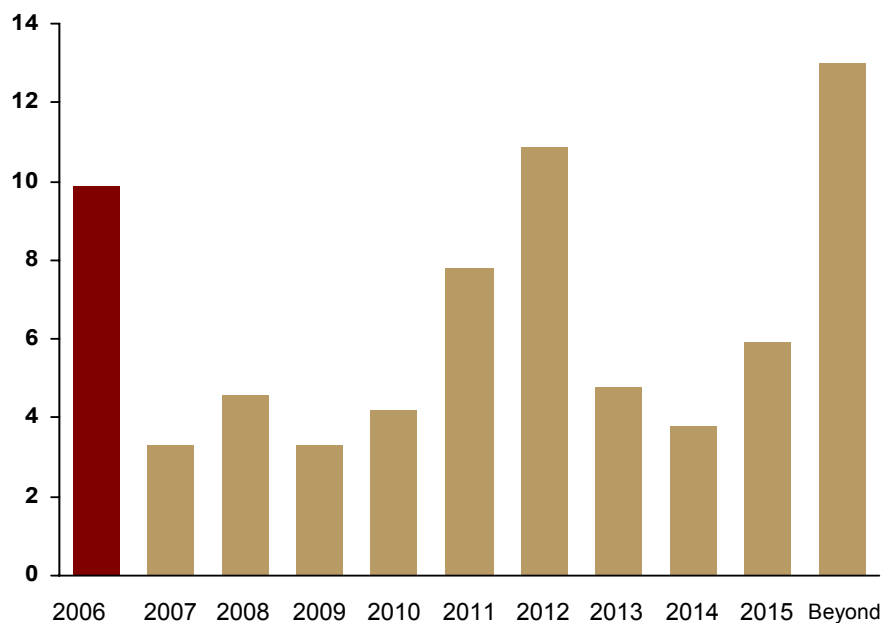
### *Strong reversionary potential*

- ✓ Substantial stock of leases in course of renewal or expiring by end 2006 (413 leases / Euro 9.8m in rent)

- ✓ Indicators point to further substantial leeway for value enhancement

- > *Occupancy cost ratio\**: 7.3%
- > *Gross average rental value*: €138 per sqm

*Lease expiration schedule  
In Euro million*



■ *Stock in value of expired leases*  
■ *Flow in value of expiring leases*

\* *Rent (excl. VAT) + service charges (excl. VAT) / revenues of the tenant (excl. VAT)*

# First-half investments

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# Investment plan well underway with Euro 159 million of assets acquired or under contract

## *A plan of over Euro 500 million*

Euro million	Original plan 2006-2007	Already committed as of 06/30/06	Original plan Beyond 2007	Controlled transactions	TOTAL	
					Original plan Total	Committed + controlled 06/30/06
Acquisition of assets in Casino development pipeline	72	43	128	320	200	363
Acquisition of existing assets	90	100	110	-	200	100
Renovation and redevelopment*	38	16	62	84*	100	100
<b>Total investment program</b>	<b>200</b>	<b>159</b>	<b>300</b>	<b>404</b>	<b>500</b>	<b>563</b>

## ➤ Market acquisitions represent an investment of Euro 100 million

### *Assets with value creation potential*

*Euro million*

- ✓ 60% of **5 Corsican shopping centers** and their hyper/supermarkets
    - Bastia Port Toga
    - Bastia Furiani
    - Ajaccio Mezzavia
    - Corte
    - Porto Vecchio
  - ✓ 1 Conforama MSS – Antibes (06)
  - ✓ Shopping mall – Aurillac (15)
  - ✓ Shopping mall – La Chapelle sur Erdre (44)
  - ✓ Shopping mall – Fontaine les Dijon (41)
  - ✓ Various co-ownership lots (St André de Cubzac, Chalon sur Saône, Chateauroux)
- 80
- 20

**Total market acquisitions committed** **100**

**Average yield** **7.2%**



## ► Five of Corsica's prime shopping malls

**Ajaccio - Mezzavia**



**Bastia - Port  
Toga**

**Corte**



**Bastia -  
Furiani**



**Porto Vecchio**



## ► Five of Corsica's prime shopping malls

### *Setting a partnership*

- ✓ Contractual commitment for 60% of the centers and partnership agreement with the developer and owner for pooling resources to develop the centers over the longer-term

Location	Description	Space sqm	Price in Euro million (Mercialys share 60%)
Port Toga Bastia	1 hypermarket +15 shops	7 000	8.1
La Rocade Furiani	1 hypermarket + 44 shops + 2 MSS	24 500	26.4
La Rocade Ajaccio Mezzavia	1 hypermarket + 33 shops + 2 MSS	27 300	25.4
Rond Point de la Gare Corte	1 Super + 13 shops	5 800	6.1
La Poretta Porto Vecchio	1 hypermarket + 32 boutiques + 3 MSS	14 100	13.7
<b>Total</b>		<b>78 700</b>	<b>79.7</b>

## ► A shopping mall with a leading hypermarket anchor

### *14 shops – Aurillac (15)*

- ✓ Shopping mall with 14 shops, cafeteria and auto center
- ✓ Anchor store: Géant hypermarket, leader on its market
- ✓ Space: 2,000 sqm GLA
- ✓ Center completely redeveloped and renovated in 2005 with construction of a parking silo



## ► Shopping mall in a dynamic area of Nantes suburb

### 17 shops – La Chapelle sur Erdre (44)

- ✓ Shopping mall with 17 shops + 1 cafeteria
- ✓ Anchor store: Géant hypermarket
- ✓ Space: 2,200 m<sup>2</sup> GLA
- ✓ Fully renovated in 2003

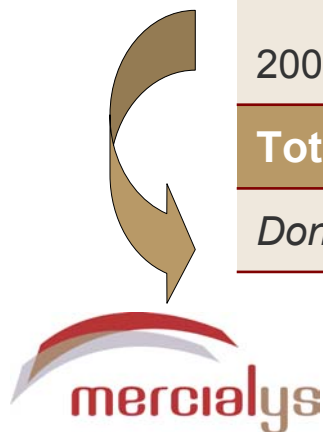


## ▶ A Euro 320 million development pipeline, up +23% over 6 months

+60% since the IPO

- ✓ Growth sustained by building up and structuring our teams
- ✓ 4 major advanced-stage development programs of over 20,000 m<sup>2</sup> totaling 119,500 m<sup>2</sup> of space
- ✓ Projects that all have at least land control

Completion	Number of projects	Space sqm	Investissement <i>Euro mill. *</i>
2007	11	21 900	35
2008	15	119 800	110
2009 and beyond	7	126 200	175
<b>Total</b>	<b>33</b>	<b>267 900</b>	<b>320</b>
<i>Dont opérations sup. 20 000m<sup>2</sup></i>	4	119 500	137



\* Based on 2006 capitalization rates i.e. 8% for shopping malls and 8.5% for isolated assets

## ► New 2007 projects

*Examples of projects that have received administrative authorization*

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Completion	Project	Description
T2 2007	<b>Canet en Roussillon</b>	Creation of MSS on the existing site (2,900 sqm)
T3 2007	<b>Sables d'Olonne</b>	Creation de 2,000 sqm of MSS
T4 2007	<b>Arles</b>	1,450 sqm to existing mall
T4 2007	<b>Valence Sud</b>	1,500 sqm to existing mall
Échelonnée 2007-2008	<b>Besançon Châteaufarine</b>	7,000 sqm including a 5,000 sqm extension of the existing mall linked with the transfer and extension of the Leroy Merlin (10,000 sqm)

# First-half results

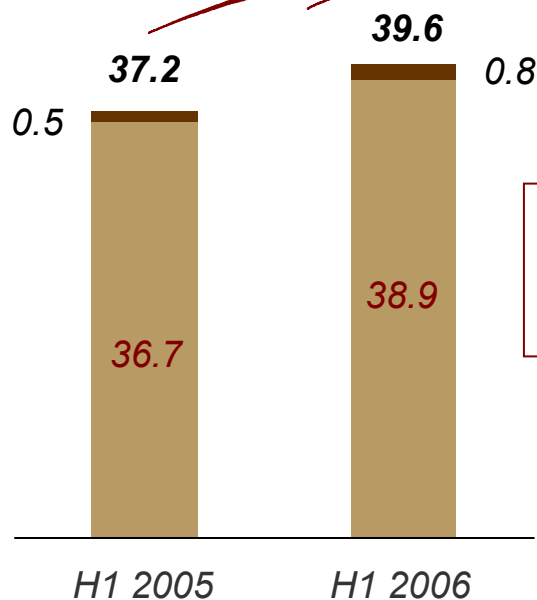
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## ► Results in line with targets set for 2006

### Rental revenues

*Euro million*

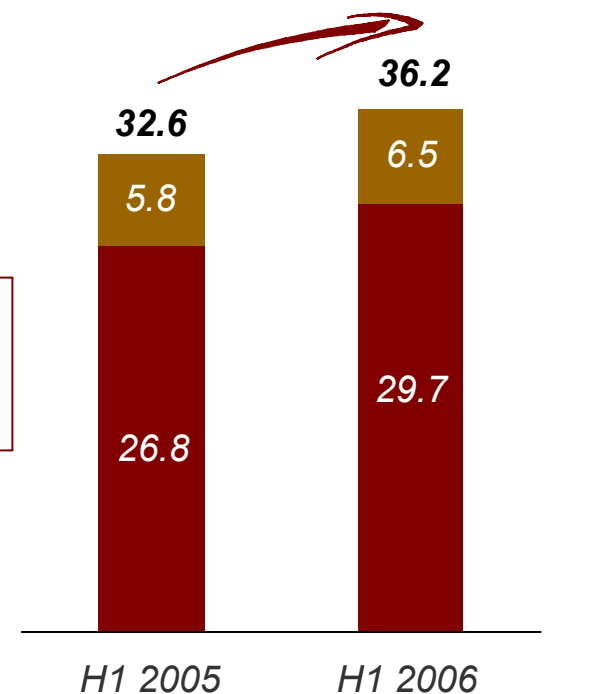
**Invoiced rents : +5.8%**  
**Rental revenues: +6.5%**



*EBITDA\*/Invoiced rents > 85%*

### Cash flow:\*\*

**Cash flow: +11.1%**



■ Lease premiums  
 ■ Invoiced rents

■ Depreciation and other non-cash items  
 ■ Net income



\*Operating cash flow

\*\* Net income before depreciation and non-cash items

2006 first-half earnings

## ► Net income, Group share up 10.7%

### *Condensed income statement*

- ✓ Structural costs in 2006 due to development efforts (personnel costs, investment-related costs, etc.) and Mercialys' new status as listed company (financial reporting, corporate governance, etc.)
- ✓ Strong growth in net financial income due to proceeds of capital increase

<i>Euro million</i>	1H05 pro forma	1H06**	Change
<b>Rent billed</b>	<b>36.7</b>	<b>38.9</b>	<b>+5.8%</b>
Rental revenues	37.2	39.6	+6.5%
Net rental income	34.7	37.1	+7.0%
Operating costs	(8.0)	(9.4)	+16.3%
<b>Recurring operating income</b>	<b>26.6</b>	<b>27.8</b>	<b>+4.3%</b>
Net financial income	0.2	3.0	
Income tax	0.0	(1.1)	
<b>Net income, Group share</b>	<b>26.8</b>	<b>29.7</b>	<b>+10.7%</b>
<b>EPS (<i>Euro per share</i>)*</b>		<b>0.41</b>	



*Number of shares in thousands at June 30, 2006*

**72,919**

*\*Based on number of shares at June 30, 2006*

*\*\* Preliminary non-audited accounts*

2006 first-half earnings



## Asset portfolio valued at Euro 1,120 million, including transfer taxes

**Portfolio up +9.1% over 6 months and 17% since the IPO**

Real estate asset class	Number of assets at 06/30/06	Appraisal value inc. transfer taxes 06/30/06		Gross leasable area at 06/30/06		Appraised net rents	
		Euro mill.	%	sqm	%	Euro mill.	%
Large shopping centers	27	693	62	277,300	49	42.8	58
Neighborhood shopping centers	62	320	29	188,600	34	23.0	31
Large food stores	12	16	1	31,000	6	1.3	2
Large specialty stores	7	19	2	15,200	3	1.3	2
Independent cafeterias	23	40	4	30,200	5	3.0	4
Other	22	33	3	18,900	3	2.6	3
	<b>153</b>	<b>1,120</b>	<b>100</b>	<b>561,200</b>	<b>100</b>	<b>74.0</b>	<b>100</b>

- ✓ Average yield based on appraisals: 6.6% versus 7.0% at December 31, 2005
- ✓ Rise in appraisal value on same property basis: 6.9% over 6 months, 14.4% over 12 months



\* Valuation method: Valuation based on appraisals by Atis Real and Galtier on June 30, 2006 using the conventional yield method and discounted future cash flow method

2006 first-half earnings

► Replacement NAV amounts to Euro 1,308 million, or Euro 17.93 per share

*NAV per share up +15% since the IPO (October 2005)*

<i>Euro million</i>	Dec. 31, 2005	June 30, 2006	Change
Consolidated equity	1,121.0	1,106.7	-1.3%
Net unrealized gains on assets	124.0	201.0	+62.1%
<b>Replacement NAV (including TT)</b>	<b>1,245.0</b>	<b>1,307.7</b>	<b>+5.0%</b>
<b><i>Euro per share*</i></b>	<b>17.07</b>	<b>17.93</b>	
Transfer taxes and disposal costs	(61.6)	(65.1)	
<b>Liquidation NAV (excluding TT)</b>	<b>1,183.4</b>	<b>1,242.5</b>	<b>+5.0%</b>

<b>Replacement NAV net of dividend distribution**</b>	<b>1,202.0</b>	<b>1,283.6</b>	<b>+6.8%</b>
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# Conclusion and outlook

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## Almost one year after its creation, Mercialys has kept its promises...

### ✓ Growth...

- > *Excellent first half, driven chiefly by organic growth as will be the full year*
- > *First half marked by an acceleration in all plans, including the investment program*
- > *NAV +15% since the IPO*

### ✓ ...and value

- > *Average yields of the portfolio 6,6%*
- > *2005 dividend: Euro 0,59*
- > *2006 interim dividend: Euro 0,33\**

## ► ...and accelerate strongly as part of an unchanged strategy

*Pursue a strategy that has already proved its worth*

- ✓ Remain a pure player...
- ✓ Realize reversionary potential on assets

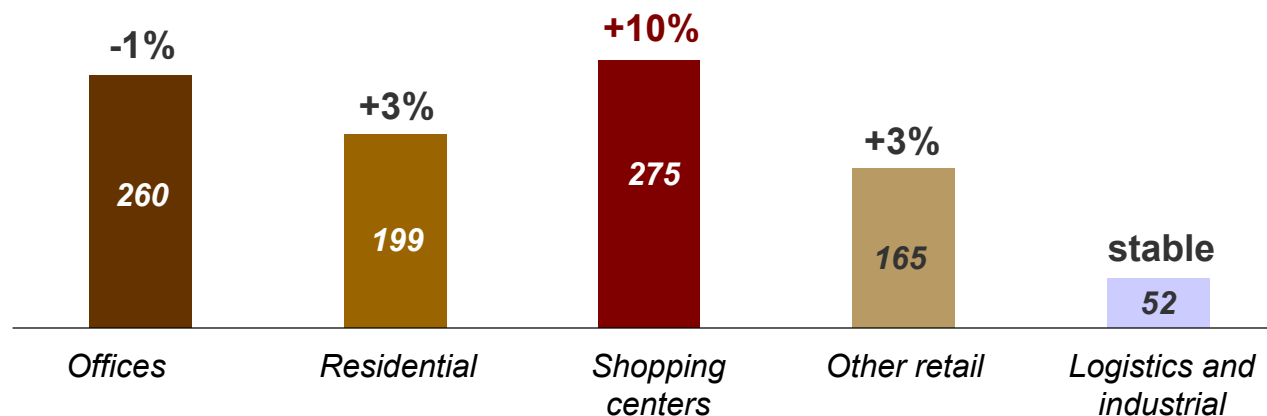


- ✓ Maintain acquisition momentum with a greater focus on new assets: Program completion schedule due to accelerate from 2008

## ➤ Outlook for retail real estate in 2006/2007 still attractive (1/2)

- ✓ An asset class that remains the most attractive in the real estate sector year after year
  - > *The latest IPD survey shows that retail real estate is the only sector that offers continued high reversionary potential with no fall between 2004 and 2005\*.*
  - > *Sector offering the highest yields (overall 2005 yield **26.2%\***) and the fastest growing (+14.5% between 2005 and 2004\*)*
  - > *Market rental values up sharply*

Market rental values\*  
Euro per sqm  
Growth 2005/2004





## Outlook for retail real estate in 2006/2007 still attractive (2/2)

- ✓ Consumer spending remains high
- ✓ Continued fall in unemployment
- ✓ Strong banners accelerate their development and grow their space needs in a constraintfull environment
- ✓ Shopping centers are targeting most dynamic sectors to adapt their offer to the demand
- ✓ The 2Q06 Index cost, which will be used as a reference in 2007 to index 80% of our leases, is expected to be historically high

## ► Mercialys outlook is very good (1/2)

*2006 will be better than expected*

- ✓ All indicators are pointing the direction of a very good outlook
  - > *The dynamic created in the first half of 2006*
  - > *Market conditions*
  - > *The robustness of the business model*
  
- ✓ 2006 targets revised up based on those elements...
  - > **Growth in rent billed in FY 2006 higher than 5-7% range initially forecast**
  - > **Growth in cash flow\* at the upper end of our forecast range, i.e. close to 15%**



## ► Mercialys outlook is very good (2/2)

*...while at the same time medium term outlook is confirmed*

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- ✓ ... 2007-2010 forecasts confirmed by 2006 first-half trends
  - > Double-digit growth in major aggregates
  - > Growth equally divided between organic growth and new developments or acquisitions
  
- ✓ 2007 will benefit from 3 specific factors which will boost trends:
  - > 2006 investments mostly signed by the end of the year (Corsica, Clermont-Ferrand and Poitiers),
  - > 2007 investments scheduled at the very beginning of the year (Corsica),
  - > A very strong indexation for 2007

# Questions/answers

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# Appendices

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## ► Condensed balance sheet

### Assets

<i>Euro million</i>	12/31/05	06/30/06
Investment properties	893.3	909.0
Financial assets	9.7	10.0
<b>Total non-current assets</b>	<b>903.0</b>	<b>919.0</b>
Cash and cash equivalents (incl. Casino CA)	237.9	214.8
Trade and other receivables	11.5	3.6
<b>Total assets</b>	<b>1,152.4</b>	<b>1,137.3</b>

### Equity and liabilities

Shareholders' equity, Group share	1,120.4	1,106.0
Minority interests	0.6	0.6
<b>Total Shareholders' equity</b>	<b>1,121.0</b>	<b>1,106.7</b>
Financial liabilities	22.3	22.3
<b>Trade and other payables</b>	<b>9.1</b>	<b>8.3</b>
<b>Total equity and liabilities</b>	<b>1,152.4</b>	<b>1,137.3</b>

- ✓ Net cash and cash equivalents of Euro 215 million at June 30, 2006
- ✓ Strong balance sheet to support our investment plan



## Condensed P&L

<i>Euro million</i>	1H05 Proforma	1H06**	Change
Invoiced rents	36.7	38.9	+5.8%
Lease rights	0.5	0.8	
<b>Rental revenues</b>	<b>37.2</b>	<b>39.6</b>	<b>+6.5%</b>
Non-recovered property tax	-0.0	-0.1	
Non-recovered rental expenses	-0.6	-0.7	
Building expenses	-1.9	-1.7	
<b>Net rental income</b>	<b>34.7</b>	<b>37.1</b>	<b>+7.0%</b>
Management, administrative and related income	0.5	0.4	
Amortization and depreciation	-6.1	-6.7	
Staff costs	-1.2	-1.5	
External costs	-1.2	-1.6	
<b>Operating costs</b>	<b>-8.0</b>	<b>-9.4</b>	<b>+16.3%</b>
<b>Operating income</b>	<b>26.6</b>	<b>27.8</b>	<b>+4.3%</b>
Net financial income	0.2	3.0	
Income Tax	0.0	-1.1	
<b>Net income, Group share</b>	<b>26.8</b>	<b>29.7</b>	<b>+10.7%</b>
<b>Earnings per share* (Euro)</b>		<b>0.41</b>	