



#investin
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nexity
19 June 2018



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The information, assumptions and estimates that the Company could reasonably use to determine its targets are subject to change or modification due notably to economic, financial and competitive uncertainties.

Furthermore, it is possible that some of the risks presented in Section 2 of the Registration Document filed with the AMF under number D.18-0272 on 5 April 2018, could have an impact on the Company's ability to achieve these objectives. Accordingly, the Company cannot give any assurance as to whether it will achieve the objectives described, and makes no commitment or undertaking to update or otherwise revise this information.

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Unless stated otherwise, the financial data and indicators presented are based on Nexity's operational reporting (under IFRS with joint ventures proportionately consolidated), and reflect the impact of two new reporting standards, IFRS 15, application of which is mandatory in periods beginning on or after 1 January 2018, and IFRS 16, mandatory in periods beginning on or after 1 January 2019, which the Group is applying early from 1 January 2018.



#Introduction

Alain DININ

As this section presents historical data, it is presented before adjustments for IFRS 15 & 16 and new operational segments





Your presenters

The Executive Committee and...



Eric Lalechère
Chief Financial Officer



Aurélie Lemoine
Strategic Marketing
Director



Valérie de Robillard
CSR Director



Jean-Marie Fournet
Chairman and CEO
ÆGIDE-DOMITYS



Frédéric Walther
Managing Partner
ÆGIDE-DOMITYS





Who we are: a services company focused on serving our Clients by pursuing a clear strategy

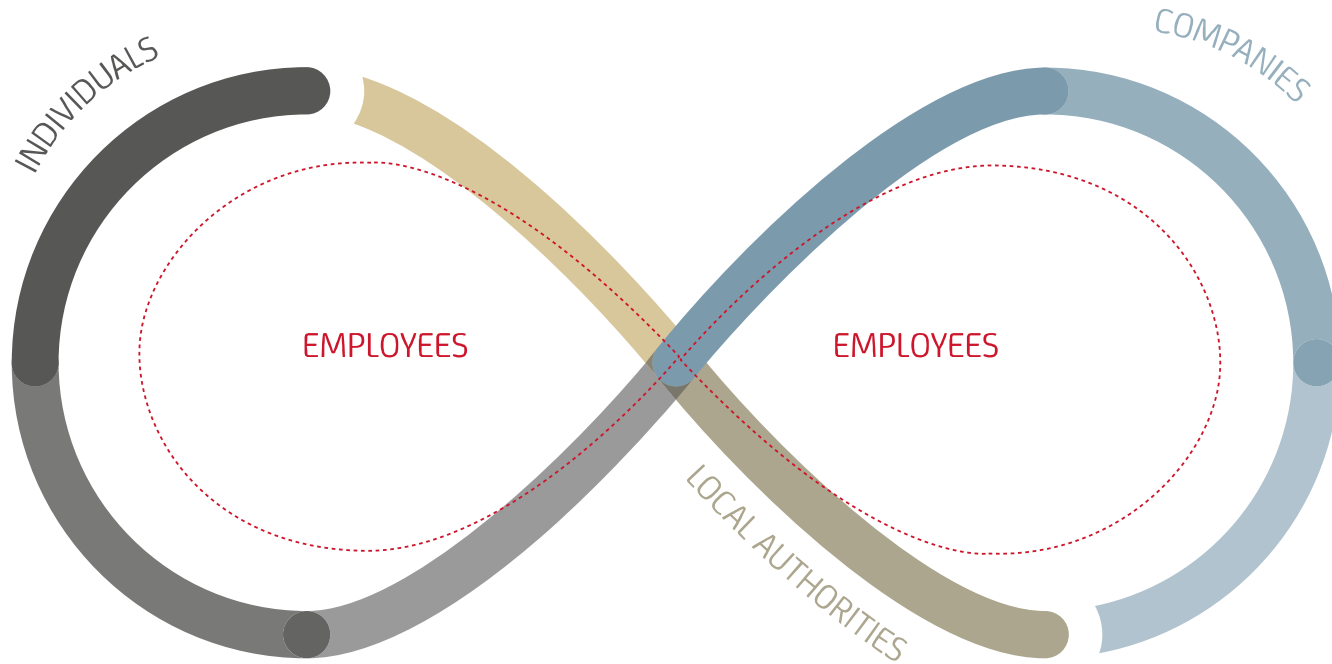
**Being useful to the
“world” in which we
operate**

So we need to:

- # Provide solutions to **demographic**, sociological and environmental **challenges**
- # Devise solutions to our Clients' requirements by **harnessing new uses** and create shared value
- # **Think about all aspects** of urban life
- # Build **sustainably**
- # **Act locally**, respecting regions and their specific priorities



Our services platform



Development of new homes and subdivisions

Property management for individuals, brokerage, operation of serviced residences

Franchise networks



Commercial real estate

Commercial property management, commercial real estate advisory services and space planning



Villes & Projets: urban planning, urban projects, new urban uses

ORGANISATION FOCUSED ON EACH OF ITS CLIENTS ONGOING GROWTH IN EACH OF ITS BUSINESS LINES

Employees – our Internal Clients – are at the heart of Nexity’s transformation, committed to an approach centred around clients and user experience





Management team

// Executive Committee



Alain DININ
Chairman and CEO



Véronique Bédague
Deputy Managing Director, in charge of **COMMERCIAL AND LOCAL AUTHORITY CLIENTS**



Julien Carmona
Deputy CEO in charge of **INTERNAL CLIENTS**

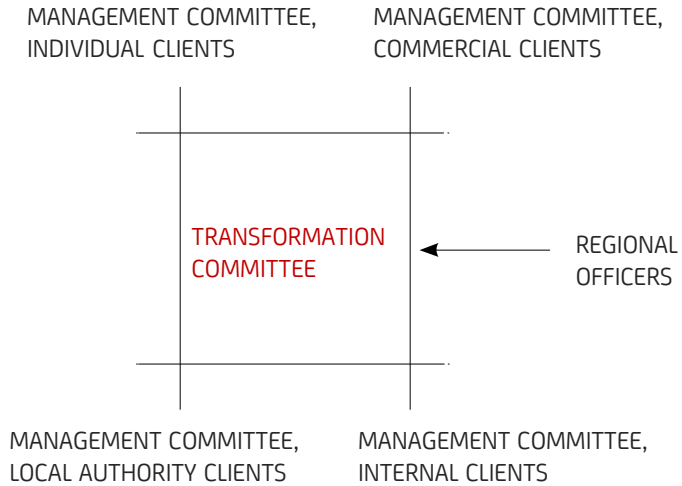


Jean-Philippe Ruggieri
Deputy CEO in charge of **INDIVIDUAL CLIENTS**



Frédéric Verdavaine
Deputy CEO in charge of **INDIVIDUAL CLIENTS**

// Transformation Committee



// Club 100

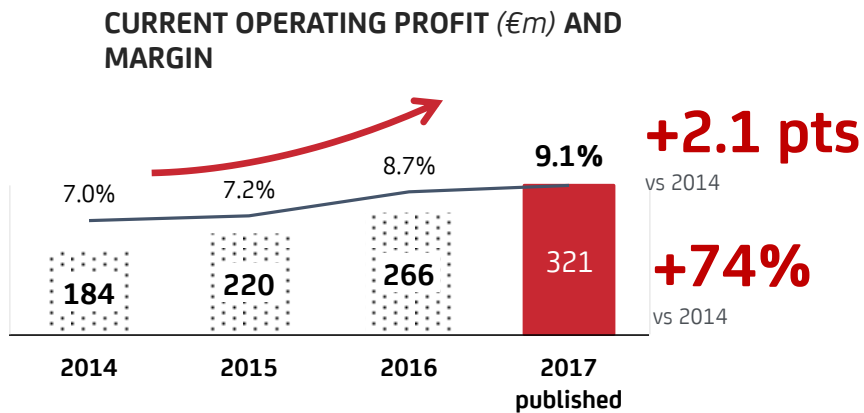
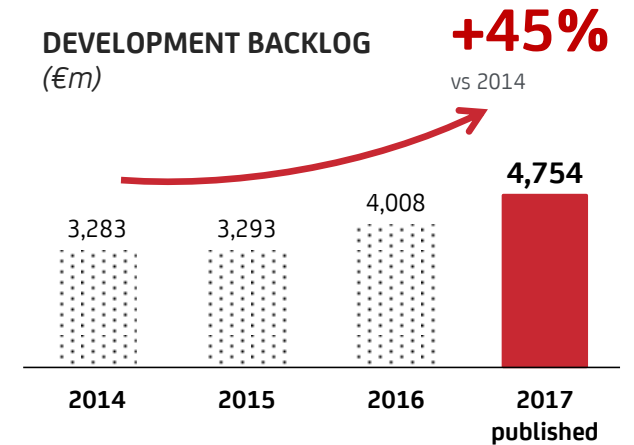
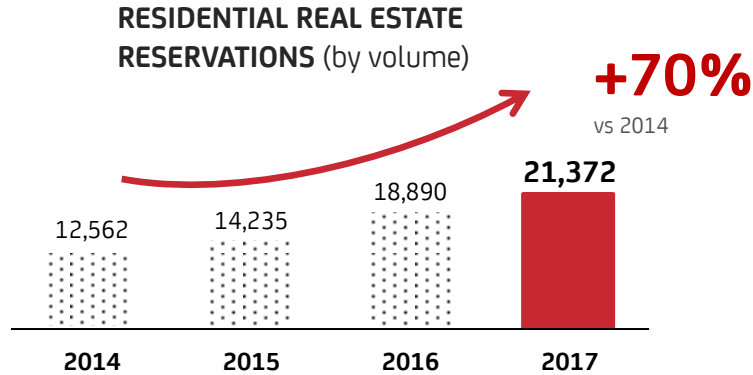
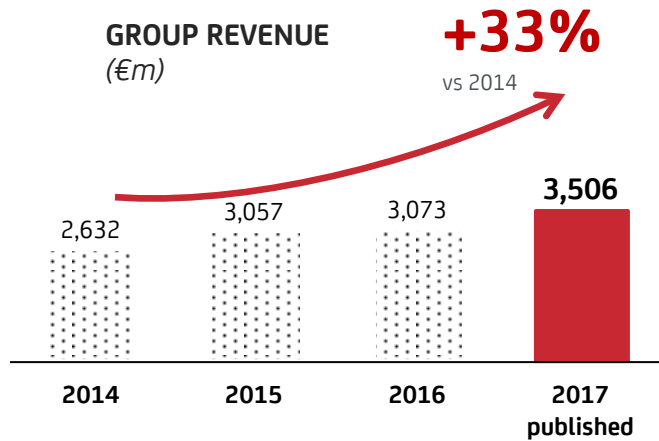
It is made up of Nexity's main operational and functional directors.

It is informed of changes to the Group and is involved in defining strategy.





Track record of growth (2014-2017)



A YEAR AHEAD OF SCHEDULE ON ITS 2018 GOAL*

* Target of €325m in current operating profit by 2018 (February 2017)

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A resilient business in upbeat market conditions

// 2017 key figures*

- Revenue: **€3.6bn**
- EBITDA: **€461m**
- Net profit (Group share): **€183m**

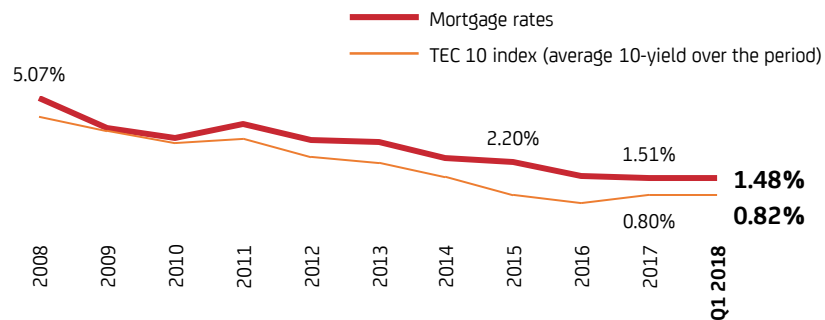
// Clear regulatory outlook

- 2018 finance bill: Pinel and PTZ interest-free loan frameworks extended in supply-constrained areas until year-end 2021
- ELAN bill (2018) favourable to supply but will not push prices lower

// Clear operational outlook

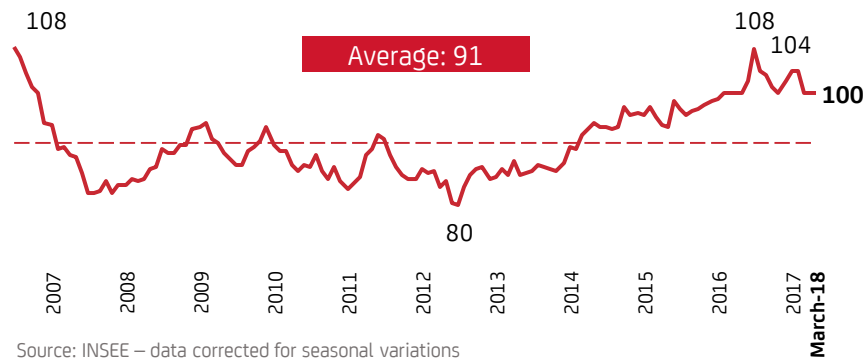
- Development backlog of **€4.8bn**
- Development “pipeline” of around **€12bn**

// A favourable interest-rate environment



Sources: Observatoire Crédit Logement et Finance Active

// Growth trend of ~2% p.a.



Source: INSEE – data corrected for seasonal variations

Monthly consumer confidence survey – synthetic index

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* After new segmentation and application of new reporting standards



A resilient business model generating cashflows

EBITDA
(in €m)

Average 2008-2017: 254



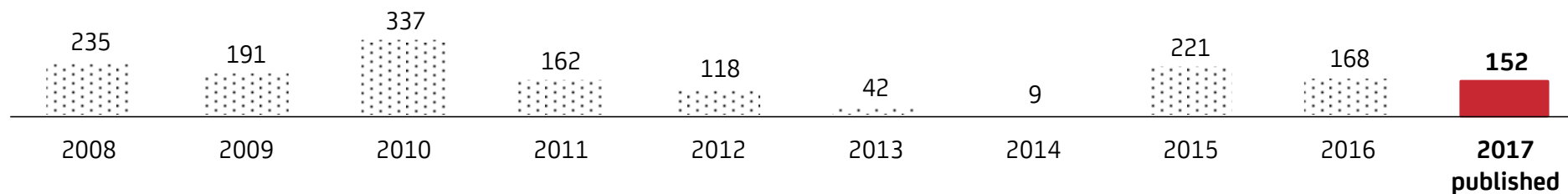
Cash flow from operating activities after financial and tax expenses
(in €m)

Average 2008-2017: 149



Free cash flow
(in €m)

Average 2008-2017: 164

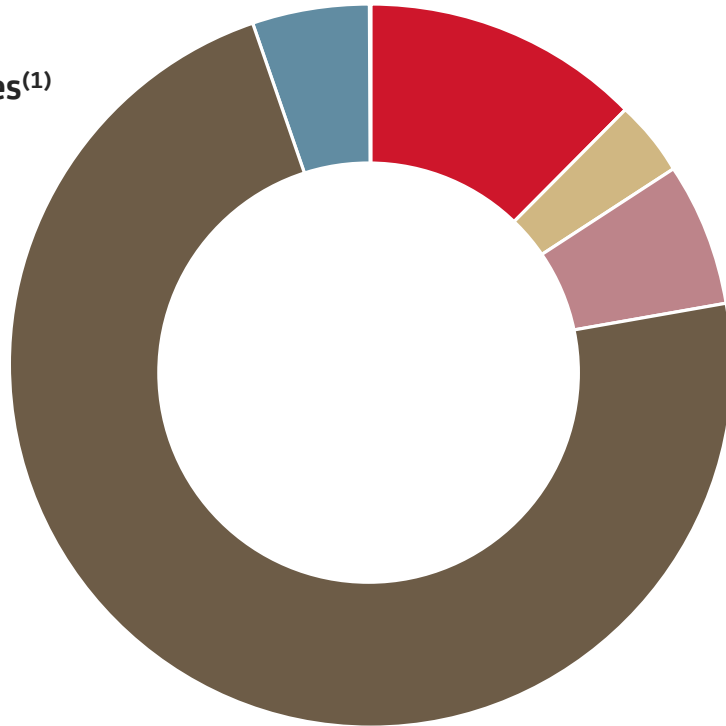




Nexity's ownership structure

31 May 2018

56,129,724 shares⁽¹⁾



Crédit Mutuel Arkéa

5.3%

A. Dinin, New Port ⁽²⁾ and other Nexity managers
belonging to the concert group

12.4%

FCPE et autres FCPE and other employees ⁽³⁾

3.4%

Crédit Agricole Assurances

6.4%

Free float

72.5%

15.8%

(1) o/w treasury shares: 0 share (0%)

(2) New Port: 6.3%

(3) o/w FCPE (Nexity Actions and Nexity Levier 2017): 2.7%



Our businesses

Leadership positions in all our markets⁽¹⁾

NO. 1

IN RESIDENTIAL REAL ESTATE

Market share
14.1%



NO. 3

IN COMMERCIAL REAL ESTATE

Market share
7.3%⁽²⁾



NO. 1

IN COMMERCIAL PROPERTY MANAGEMENT

Market share
17%⁽⁴⁾

NO. 2

IN PROPERTY MANAGEMENT FOR INDIVIDUALS

// Condominium management
Market share: 7.4%
// Rental management
Market share: 4.6%



NO. 1

IN BROKERAGE

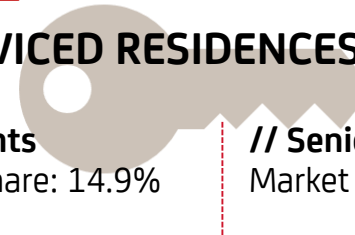
Market share
6.1%⁽³⁾

NO. 1

IN SERVICED RESIDENCES

// Students
Market share: 14.9%

// Seniors
Market share: 18.6%



**MORE THAN 1 MILLION INDIVIDUAL CLIENTS
IN REAL ESTATE SERVICES**

(1) Calculated on the basis of market data for 2017
(2) Market share over the 2013-2017 period for offices in the Paris region
(3) Including Century 21 and Guy Hoquet l'Immobilier
(4) Market share calculated on revenue





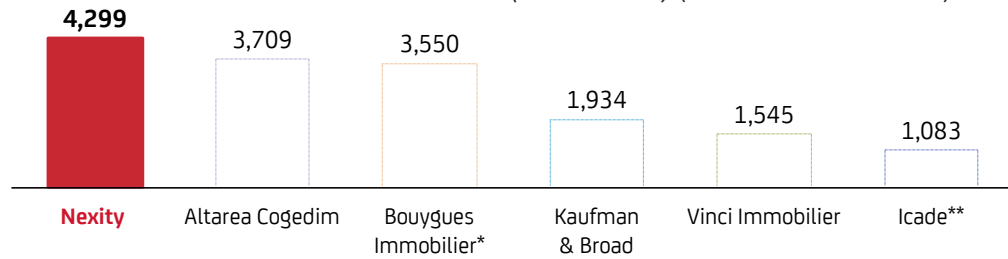
Nexity, France's leading real estate developer

(2017 data – Residential and Commercial)

BUSINESS ACTIVITY

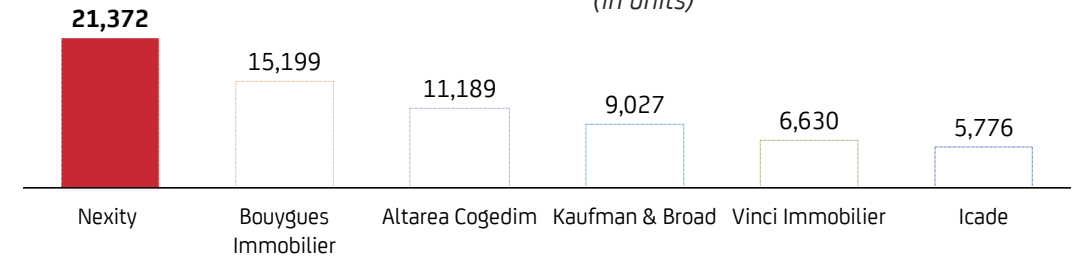
ORDER INTAKE

(€m incl. VAT) (residential + commercial)



RESIDENTIAL REAL ESTATE RESERVATIONS

(in units)

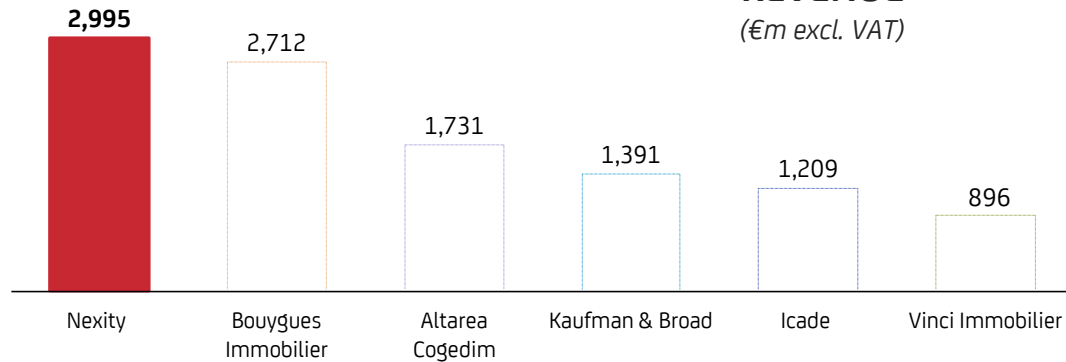


FINANCIAL PERFORMANCE

Real estate development (residential and commercial)

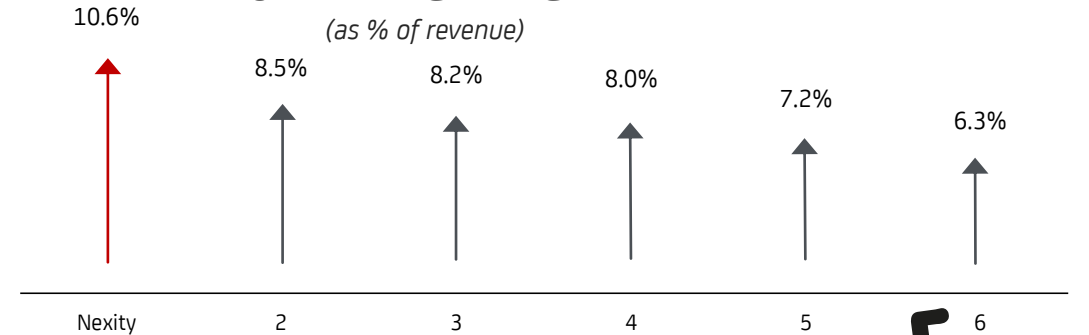
REVENUE

(€m excl. VAT)



OPERATING MARGIN

(as % of revenue)



* Based on the €3,065m excl. VAT in order intake reported by Bouygues Immobilier, estimated at €3,550m incl. VAT by Nexity ** Commercial real estate order intake not disclosed by Icade

Source: company press releases of the sample (based on company-specific methods)





Our strategic outlook

OPPORTUNITIES AND CORE STRENGTHS

- Upbeat economic environment in a domestic market relatively sheltered from international tensions
- Strong potential for demand in the short, medium and long term
- Visible stimulus measures boosting demand
- Nexity's ability to outperform its markets
- Additional growth opportunities in the seniors market
- Entrepreneurial mindset underpinning its performance, and focus on creating value
- ELAN Bill

RISKS

- Abrupt rise in interest rates
- Financial risks and impact on the French banking system
- Prolonged increase in construction costs
- Disintermediation and emergence of newcomers



NEXITY'S ABILITY TO MANAGE ITS RISKS AND ADJUST ITS BUSINESS PLAN UNDER ITS PRUDENTIAL, AGILE AND RESILIENT MODEL





#Trends

Aurélie LEMOINE




Strategy underpinned by 4 macro-trends

A grey icon depicting three stylized human figures in various poses, representing demographics and social priorities.

HELP MEET
DEMOGRAPHIC
CHALLENGES AND
SOCIAL PRIORITIES

A grey icon depicting several stylized buildings of varying heights, representing urbanisation.

SEIZE OPPORTUNITIES
ARISING FROM
CONTINUING
URBANISATION

A grey icon of a hand with the thumb pointing up, representing approval or new uses.

INCORPORATE NEW
USES AND THINK
ABOUT FUTURE USES

A grey icon of a single leaf, representing conservation and resources.

CONSERVE
RESOURCES



Population growth and sociological changes

7 MILLION MORE INHABITANTS **AND 6 MILLION MORE**
HOUSEHOLDS IN FRANCE BY 2040 VS 2014

LIFE EXPECTANCY HAS INCREASED BY **14 YEARS** OVER THE PAST 60 YEARS
(EMERGENCE OF A WHOLE NEW CATEGORY OF VERY ELDERLY)

MAJOR **TRANSFORMATION IN LIFESTYLES**
INCREASINGLY LARGE NUMBER OF INCREASINGLY SMALL HOUSEHOLDS

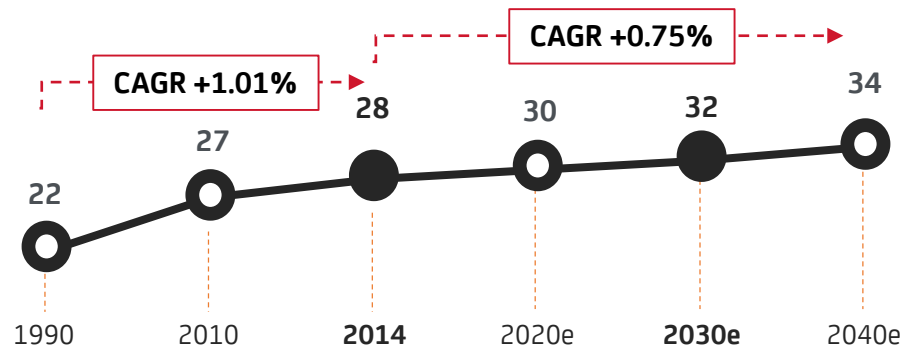
RESIDENTIAL BEHAVIOURS AFFECTED BY THE PRICE INCREASE IN
SUPPLY-CONSTRAINED AREAS



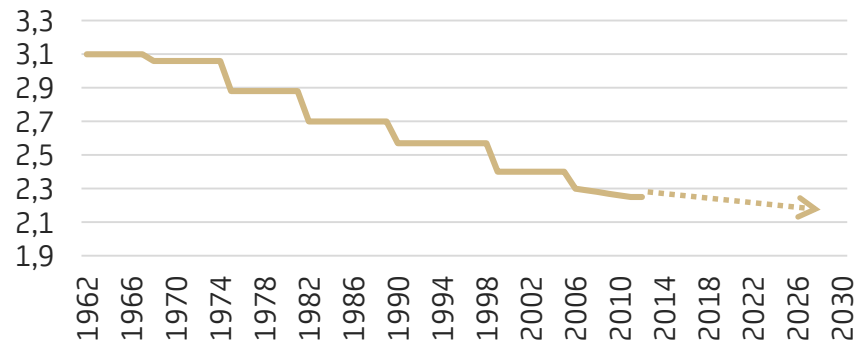
Housing that needs to adapt to demand

Ever larger number of households

(in millions of households)



Number of people per households



2010-2014 trends

(as % and number at year-end 2014)

+7%

SINGLE PEOPLE

9,847,917

+1%

COUPLES WITHOUT CHILDREN

7,486,338

+8%

SINGLE-PARENT FAMILIES

2,534,339

+2%

OTHER HOUSEHOLDS*

726,236

0%

COUPLES WITH CHILDREN

7,449,539

Account for 88% of growth over the period

Average household monthly income (median)

€1,800 / €1,900

In France

In the Paris region



Source: INSEE 2012, INSEE, metropolitan France, 2013 census and 2006 projection // INSEE – available household revenue in France / 2015 and median income in the Paris region / 2014

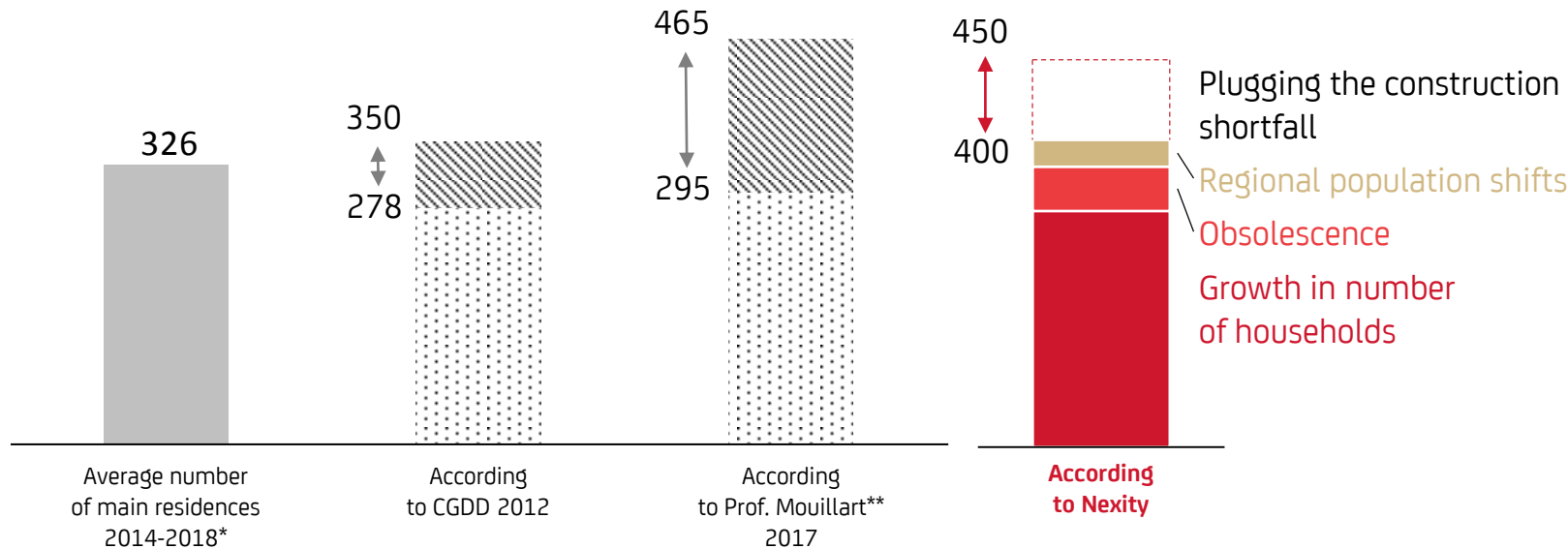
* Other households consist of individuals not forming a family and living in a household of at least two people, irrespective of their arrangement (shared rental, sub-rental, one person accommodating the other, etc.). They may have a broader family tie (brother, sister, grandparents, etc.) or no family tie whatsoever (friend, flatmate, etc.)



Structural need for housing

Estimated number of homes required per year by 2040
(in thousands of units)

DEMAND FOR AT LEAST 400,000 NEW HOMES PER YEAR BY 2040, VS AN AVERAGE OF 326,000 HOMES BUILT BETWEEN 2014 AND 2018



* Nexity estimate = 90% of average housing starts during the period (January 2014 – March 2018)

** Source: *Observatoire immobilier du Crédit Foncier*





Continuing urbanisation and distinctive demographic trends

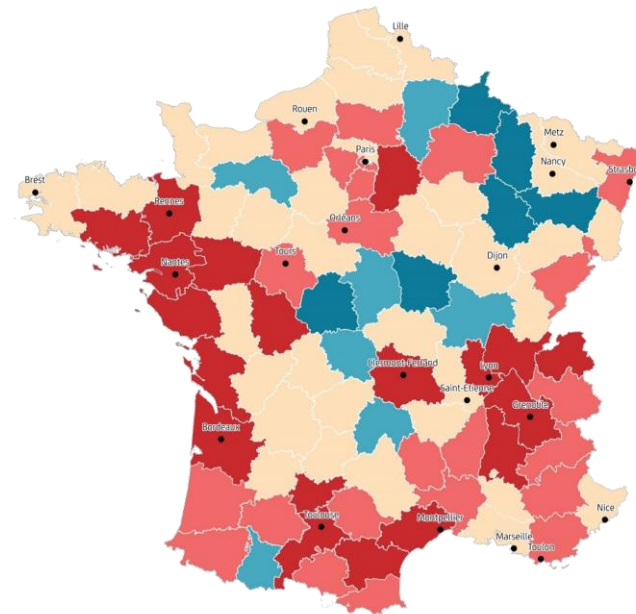
Steady growth in the urban population living in major cities

AVERAGE ANNUAL GROWTH RATE FROM 1982 TO 2011

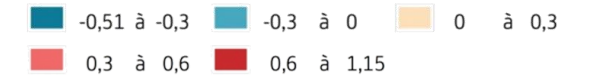
France	+0.54%
Paris urban area	+0.58%
13 largest urban areas outside the Paris region	+0.82%

<https://www.insee.fr/fr/statistiques/1280958>

Distinctive demographic trends



Taux de variation annuel de la population
Entre 2013 et 2030, en %



Source : INSEE, Omphale 2017

NEXITY WELL-PLACED THANKS TO
 ITS NATIONWIDE COVERAGE





Le Grand Paris (Greater Paris project)

Urban development project

- // 200 km of automated lines
- // 68 new stations
- // Goal of rebalancing eastern and western areas of the Paris region

Already a factor driving up prices in the Paris region

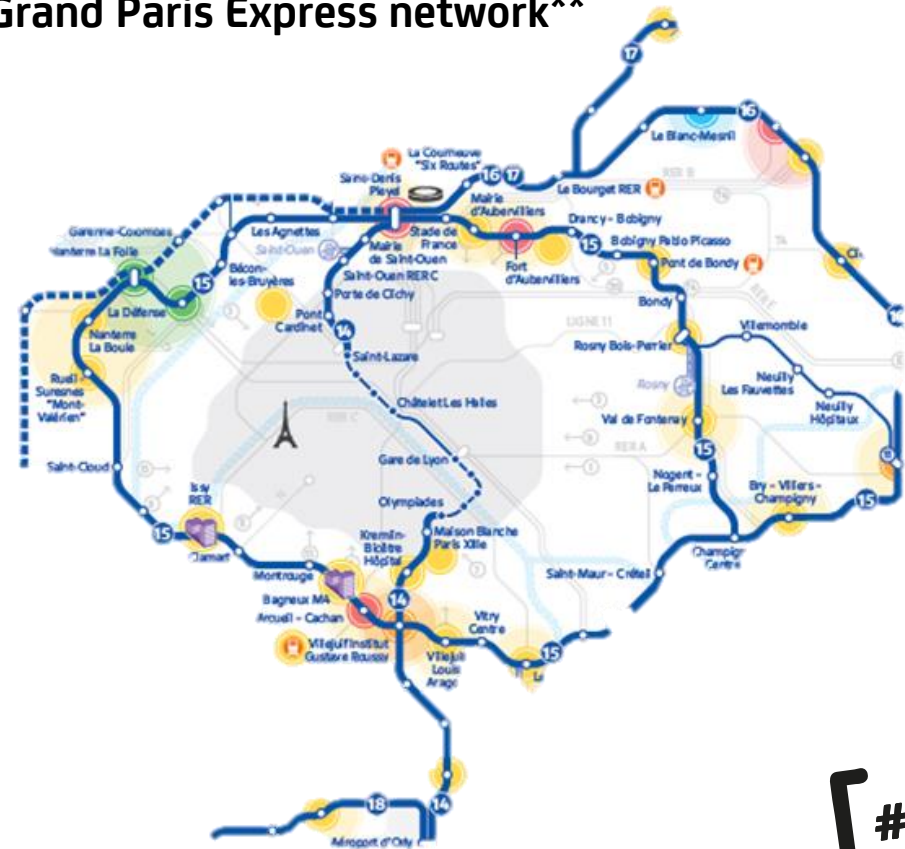
- // Growth in real estate prices already observed in 2017*

	NEW TRAIN STATION	PRICE TRENDS IN 2017
Saint-Ouen	2019	+9%
Cachan	2022	+12%
Bagneux	2022	+5%
Villiers-sur-Marne	2022	+2%

* Sources: INSEE, SDES, Press

** Source: Société du Grand Paris

Grand Paris Express network**





New uses at home and at work

- CO
- CARE
- SUSTAINABLE DEVELOPMENT, CSR
- LARGE-SCALE DIGITISATION, IOT, AI
- LEISURE ECONOMY AND CUSTOMER EXPERIENCE

ADVENT OF THE SERVICE
ECONOMY AND NEW ATTITUDES
TO OWNERSHIP

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Individual Clients: trends and uses

EXPANDING OUR RANGE OF SERVICES

- Development of serviced residences
- New generation of student residences
- Digital services

REVISITING FORMS OF OWNERSHIP AND OCCUPANCY

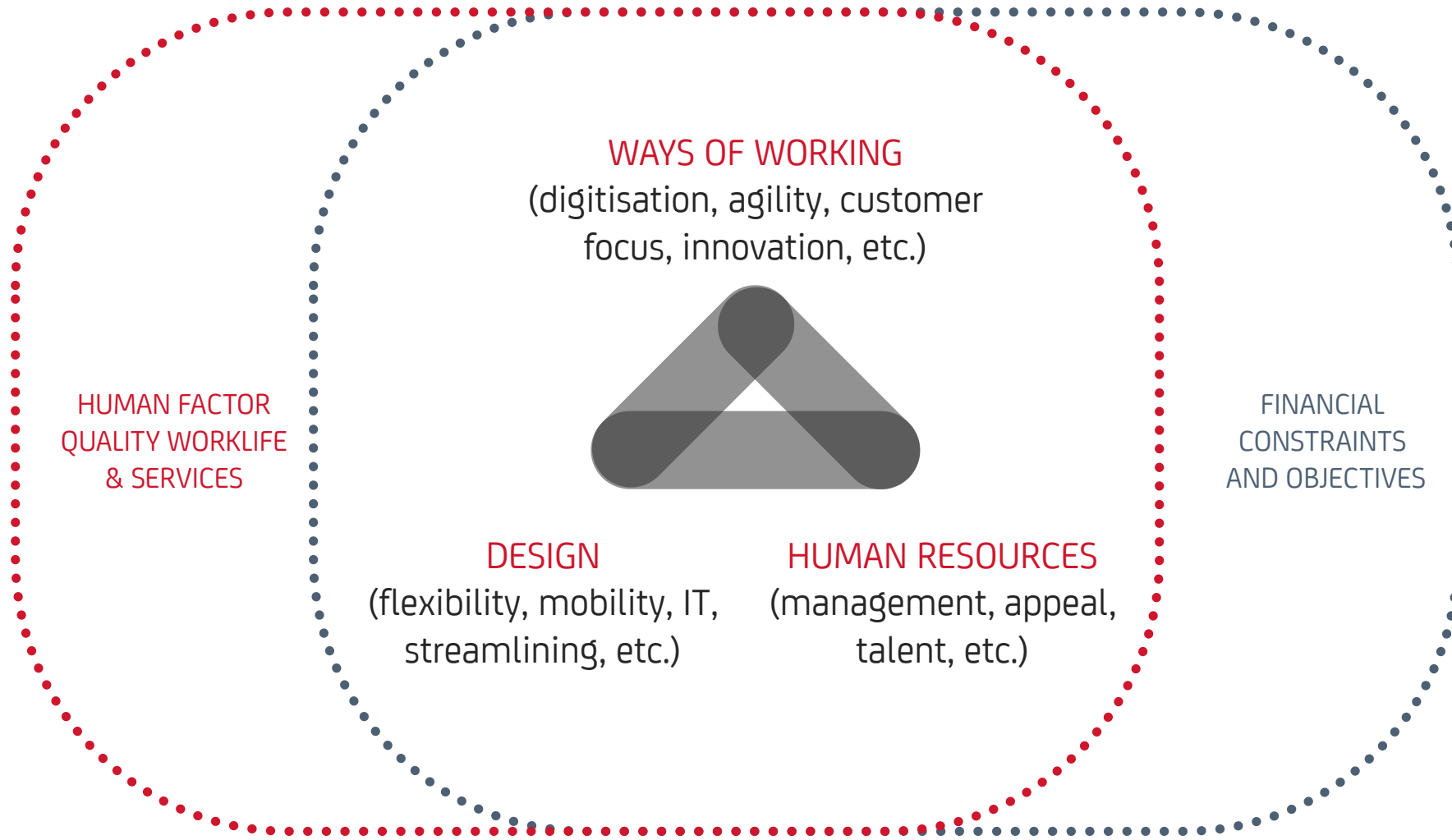
- Coliving, coworking
- Division of ownership
- Home ownership hiring

MEETING DEMAND FROM INSTITUTIONAL INVESTORS

- Coverage of all product ranges
- Bulk sales
- Combination of development & operation



Commercial Clients: Key transformation driver



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Responsibility to society



PERFORMANCE



SUSTAINABLE DENSITY



ENERGY IMPERATIVES



REASONABLE CONSUMPTION



RECYCLING, CIRCULAR ECONOMY



FRUGALITY / CONSERVING RESOURCES



ANTHROPOCENE



LEADING BY EXAMPLE



Nexity well-placed to respond to and benefit from all these trends

HELP MEET DEMOGRAPHIC AND SOCIAL PRIORITIES

- # Structural growth in demand for housing in major cities
- # Products and services catering for every stage of life and in all price categories
- # Properties suited to every type of household

SEIZE OPPORTUNITIES ARISING FROM CONTINUING URBANISATION

- # Nexity, leading position in Greater Paris (20% market share) and other major cities
- # A very wide range of products enabling it to develop mixed-use real estate projects geared to meeting complex urban challenges
- # Strategy focused on mixed-use and better collective living

INCORPORATE NEW USES AND THINK ABOUT FUTURE USES

- # Innovative digital services
- # Services platform putting users at the centre of our offerings
- # Create new hybrid, modern places

CONSERVE RESOURCES

- # Ambitious CSR strategy with quantified and fully integrated objectives
- # Emphasis on energy renovation
- # Energy performance management





#Building more sustainable cities

Valérie DE ROBILLARD





From design to managing operations, Nexity creates long-term value through CSR

INTEGRATED REAL ESTATE SERVICES PLATFORM

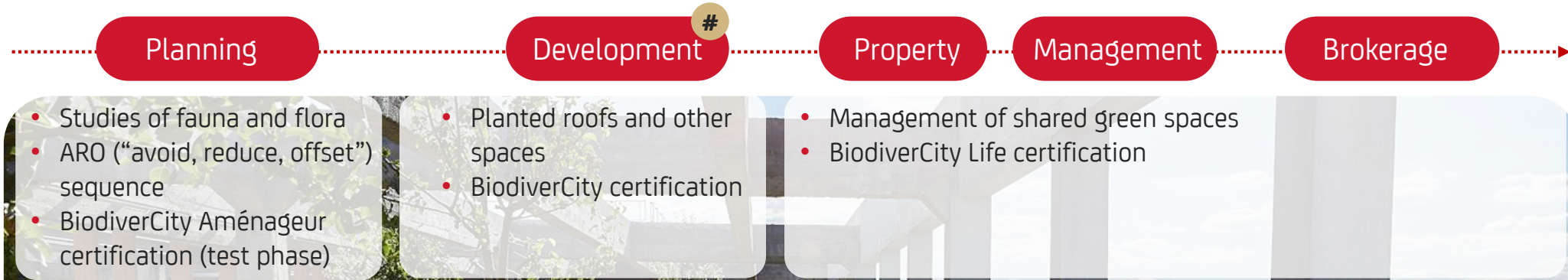


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Biodiversity: remaining an active partner over the long term

INTEGRATED REAL ESTATE SERVICES PLATFORM



Example: Les magasins généraux – Pantin

- Delivered in 2016; 19,226 sq.m total floor area
- 1,000 sq.m of planted surfaces
- Green, smart open-air working environment
- Activities organised by non-profit association Noé, project partner for two years
- BiodiverCity certification





Circular economy: recycling and reusing materials to extend their lifespans

INTEGRATED REAL ESTATE SERVICES PLATFORM



Example: Pilot project at the Magellan site in Colombes

- Former Thales site in Colombes
- Partnership with three circular economy players: Veolia, EPEA, Upcyclea
- Participation in the demolition and construction phases, development of a methodology that can be replicated elsewhere



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Quantitative CSR targets for 2020–2030

DESIGNING AND CREATING SUSTAINABLE, RESPONSIBLE CITIES

- # **REDUCE GREENHOUSE GAS EMISSIONS BY**
 - 30% per new home delivered
 - 21% per sq.m of floor area for office space
 - 35% per employee by 2030
- # **Increase use of new construction methods** such as cross-laminated timber
- # **30% of projects based on a circular economy** approach by 2025



BETTER ACCESS TO HOUSING AND HIGHER-QUALITY NEIGHBOURHOODS

- # **Continue to lead the market (>20% market share) in priority urban planning districts** and remain the number-one partner of social housing operators
- # **Occupancy cost control plan** provided for **100% of condominiums delivered in ANRU urban regeneration zones**
- # **30 condominium properties to be renovated** by 2020



BETTER BUILDING PRACTICES FOR HIGHER QUALITY OF LIFE AT WORK

- # **Timber-frame offices to make up 20% of office development projects** by 2030 and **BBCA low-carbon building certification** for 50% of timber-frame developments
- # **50% of projects to be offered with WELL (or equivalent) certification**



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...and cross-disciplinary CSR objectives

BEING A PREFERRED EMPLOYER

- **Employees given a stake in the Group's success**
 - ✓ €13m in compulsory and voluntary profit-sharing paid in 2017
 - ✓ Portion of share capital held by employee shareholders above 15%
- **Commitment to an inclusive HR approach**
 - Women make up 35% of Nexity's Club 100 members in 2020 vs 23% in 2016
- **Management focused on supporting employees by building relationships founded on trust**
 - ✓ Mutual Engagement Interviews (MEIs) held each year for more than 80% of employees with their supervisors
 - ✓ 2,000 employees take advantage of remote working one day each week
- **Commitment to continuous improvement in quality of life in the workplace**
 - Great Place to Work® approach

GOOD GOVERNANCE PRACTICES

- ✓ A representative of employee shareholders on the Board of Directors
- ✓ A specialised committee established by the Board of Directors to focus on CSR (Remuneration, Appointments and CSR Committee)
- ✓ Variable remuneration granted to the Chairman and CEO taking CSR performance into account
- Establishment of a Stakeholder Committee in H2 2018
- ✓ Signing of an anti-corruption declaration under the UN Global Compact
- Campaign to prevent corruption: 100% of the Group's employees to receive training in this area by 2020

✓ Target met

➤ Ongoing target





Four pillars of Nexity's CSR policy

←.....DIALOGUE AND TRANSPARENCY WITH OUR STAKEHOLDERS.....→



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Local Authority Clients

Véronique BEDAGUE

Julien CARMONA





Local Authority Clients

LOCAL AUTHORITY



#

Institutional organisation
uncertainty



#

Thinking about the City differently
Digital / CSR



#

Scarcity of territory's
resources



#

Evolution and increasing
demand of the relationship
with citizens



ENVIRONMENT UNDERGOING FARREACHING CHANGE





#Local Authority Clients

Urban regeneration: Villes & Projets

Véronique BEDAGUE





Villes & Projets: No. 1 developer-planner in France

15 YEARS OF EXPERTISE AND PARTNERSHIPS IN SERVICE OF LOCAL AUTHORITIES

Planning and developing cities: expertise across the entire value chain for urban projects, together with a comprehensive solution strategy

Obtaining building rights for the Group's subsidiaries: acquisition of land and role as a conduit for our subsidiaries (homes, offices, retail premises)

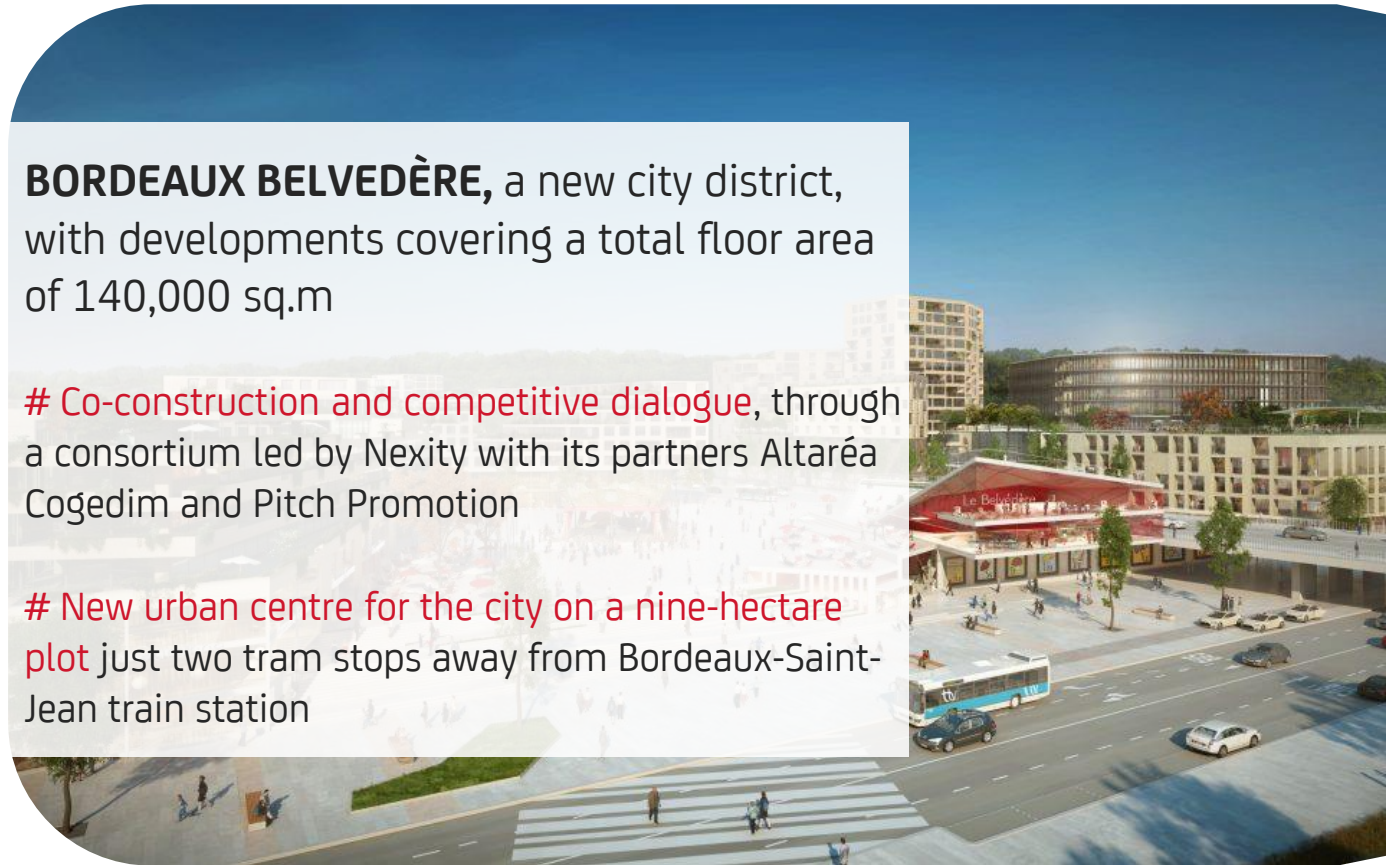
20 MAJOR URBAN PROJECTS CARRIED OUT BY NEXITY VILLES & PROJETS SINCE 2004

€2.0BN IN REVENUE GENERATED SINCE 2004, OF WHICH €1.2BN IN RESIDENTIAL REAL ESTATE

BORDEAUX BELVEDÈRE, a new city district, with developments covering a total floor area of 140,000 sq.m

Co-construction and competitive dialogue, through a consortium led by Nexity with its partners Altaréa Cogedim and Pitch Promotion

New urban centre for the city on a nine-hectare plot just two tram stops away from Bordeaux-Saint-Jean train station



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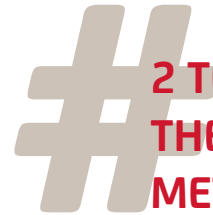
Player in the inclusive smart cities

FUTURE VISION AND NEW USES: analysis and integration of social, economic and environmental changes to design cities that evolve alongside their users

- # **Coordination of bids** on behalf of local authorities and both private and public property owners, and co-management of calls for tenders relating to development
- # **Research & development** to leverage value and market trends across a given area or region

SMART HOME: NEXITY, THE 1ST URBAN OPERATOR to develop its own app to # **Connect residents** to their homes, managing agent, neighbours and city district

INCLUSIVE CITY
Controlled prices and family shelters



2 TENDERS WON FOR PROJECTS SUBMITTED TO THE “INVENTING THE GREATER PARIS METROPOLIS” COMPETITION:

CLICHY-SOUS-BOIS AND MORANGIS

3 PROJECTS SELECTED FOR THE 2ND ROUND OF THE “REINVENTING PARIS 2” COMPETITION

PLUS:
MGEN IN MARSEILLE, MONTPELLIER, ETC.





Unique know-how for complex projects in densely populated areas

REUSING AND RESTORING LAND: tapping the strategic potential of land thanks to our expertise in remediating polluted sites and soils:

- # **Environmental upgrade of brownfield sites** in supply-constrained areas
- # Considerable experience in remediating and converting all kinds of polluted sites, for which we act as **third-party applicant** (*tiers demandeur*)

INTEGRATION OF CSR on the whole value chain, from planning to management



CREATING NEW DISTRICTS: a few highlights of some projects in France





#Local Authority Clients

Creation of an investment vehicle for high-potential land plots

Julien CARMONA



An optimised land bank strategy

Nexity's model continues to be based on VEFA off-plan contracts and the use of land purchase options

- # Risk management
- # Low contribution of land to WCR
- # Vast majority of homes pipeline located on land not yet acquired (under option)
- # €12bn of potential revenue

Nexity has no intention of becoming a property company...

But needs to find an answer to increasing competition in some regions and on land prices...

...and to strengthen its ability to acquire high-potential land (in Greater Paris and other major metropolitan areas across France) to provide access to “raw material” for its activities

- # Cash acquisition at an early stage and without conditions precedent
- # Take advantage of the discount between the value of undeveloped/unauthorised land and the value of a “developer-ready” plot (30% to 40% discount)
- # Use our expertise as a planner, in partnership with local authorities
- # Seize market opportunities, paving the way for and expanding the portfolio of future business
- # Very low volume of at-risk land assets in the balance sheet
 - €101m at 31 March 2018
 - Strict limit of €250m*
- # **Acquisitions in excess of this limit will be carried out via one or more investment vehicles majority-owned by outside investors**

* Excluding international business



Backed by the creation of an investment vehicle

- # An **investment approach** designed around urban regeneration and the Grand Paris project that also meets CSR criteria...
- # ...developed through an **original, unique partnership with Nexity**...
- # ...targeting projects with **relatively short visibility** (permits obtained in two to five years, plots ranging from three to ten hectares)...
- # ...with a **strong alignment of interests** between outside investors and Nexity (30% stake in the vehicle held by Nexity or ~80M€ equity, priority sourcing rights, land repurchase agreements at a guaranteed price by Nexity after obtaining administrative authorisations, etc.)...
- # ...ultimately allowing for the participation in **co-development projects** with Nexity, which guarantees the sharing of value creation. Profitability target: **~8/10%**



TARGETS:

€300M IN LAND ASSETS TO BE ACQUIRED BY THE VEHICLE BY 2021

+ €150M ADDITIONAL CAPACITY ON NEXITY'S BALANCE SHEET

= €450M OF **LAND BANK INVESTMENTS** BY 2021

= €1.5BN OF DEVELOPMENT "PIPELINE" REVENUE*

* Not taken into account in the plan



#Commercial Clients

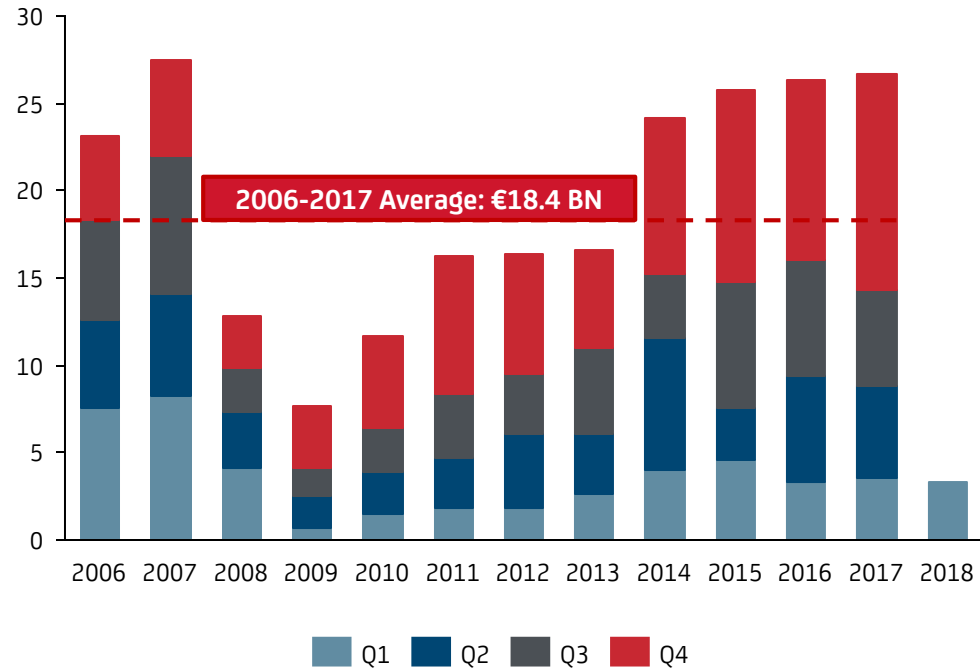
Véronique BEDAGUE



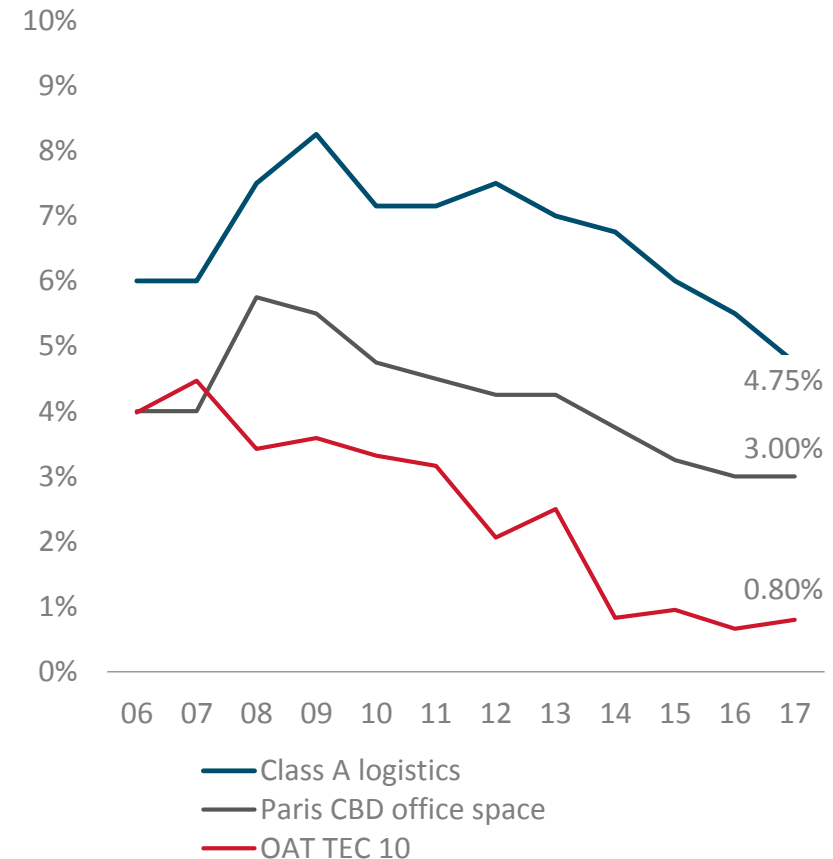


Attractiveness of French commercial real estate sector

Commercial real estate investments in France (€ billions)



Comparison of prime real estate and government bond yields



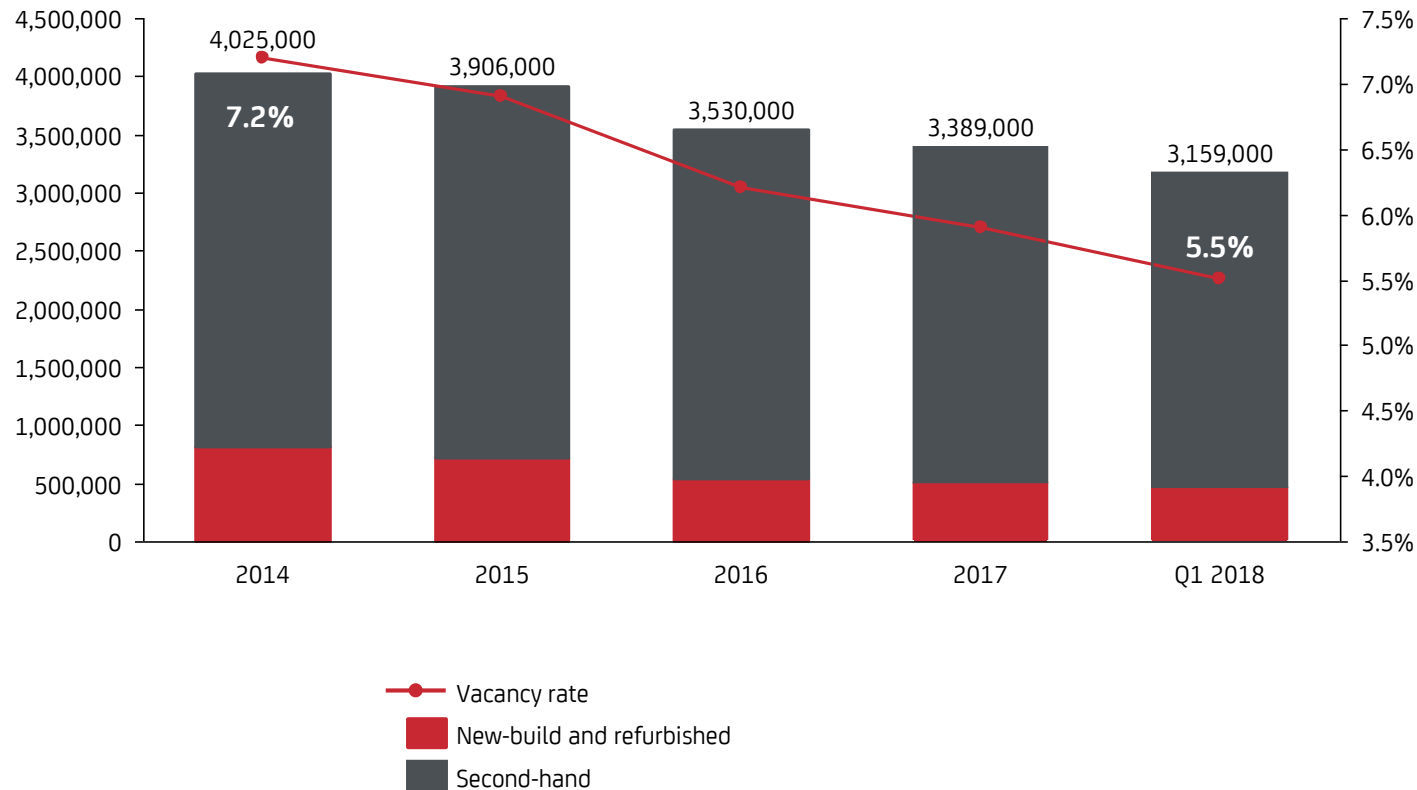
Sources : CBRE, Banque de France





Particularly low supply of office space in the Paris region, ensuring a healthy market over the next 3 years

Office space in the Paris region: immediately available supply and vacancy rates



THE SCARCITY OF GOOD-QUALITY SUPPLY IN THE MARKET IS PROMPTING USERS TO INVEST AT AN EARLY STAGE IN NEW-BUILD PROJECTS

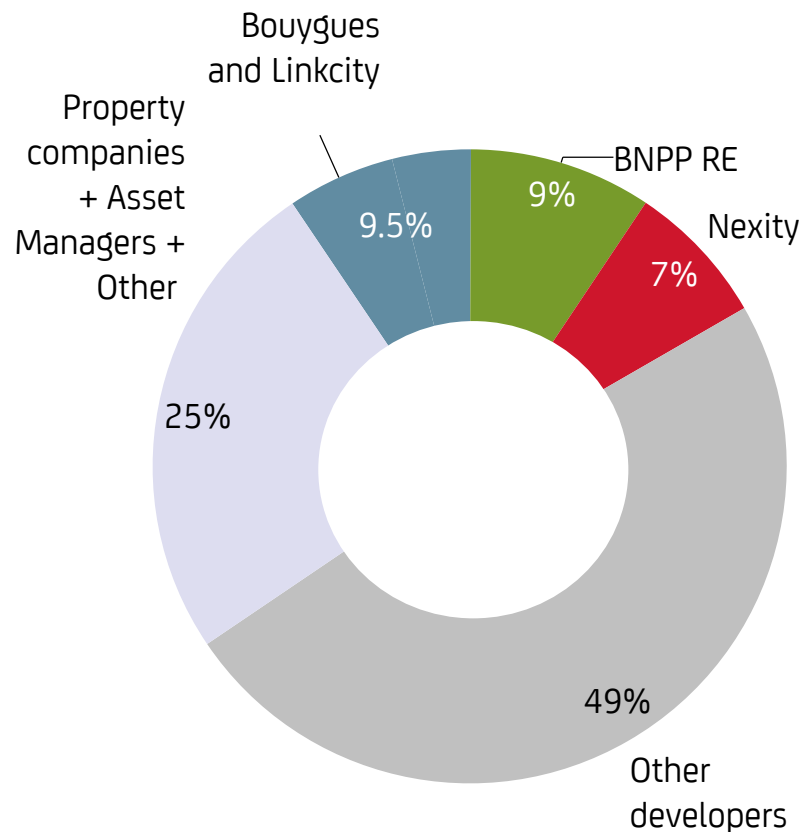
Source: CBRE and ImmoStat





Competitive environment and advantages

Market share in the Paris region 2013–2017



Our strengths on the market

- # State-of-the-art skills and expertise offered by our teams
- # Timber-frame construction (market leader in France with 120,000 sq.m delivered or under construction)
- # Products and supply diversification throughout the entire region
- # Major, complex projects
- # BIM and CSR
- # Separated specialised contractors

Source: CAPEM and Nexity

OFFICE DEVELOPER IN THE PARIS REGION
NO. 1 IN 2017
3RD-LARGEST 2013-2017





Our Paris-region projects



OFFICES TAILORED TO CLIENT REQUIREMENTS
SMART SIDE
CLICHY (92) / SAINT-OUEN (93)
FOR EDF USER CLIENT



VALUE-ENHANCING REHABILITATION
PENTHIÈVRE
PARIS 8th arrondissement (75)
FOR AG2R LA MONDIALE UNDER CPI CONTRACT





Our projects elsewhere in France



LEADER IN TIMBER-FRAME OFFICE BUILDINGS

TÉRÉNÉO
LILLE (59)
FOR IBM USER CLIENT



PRODUCT DIVERSIFICATION

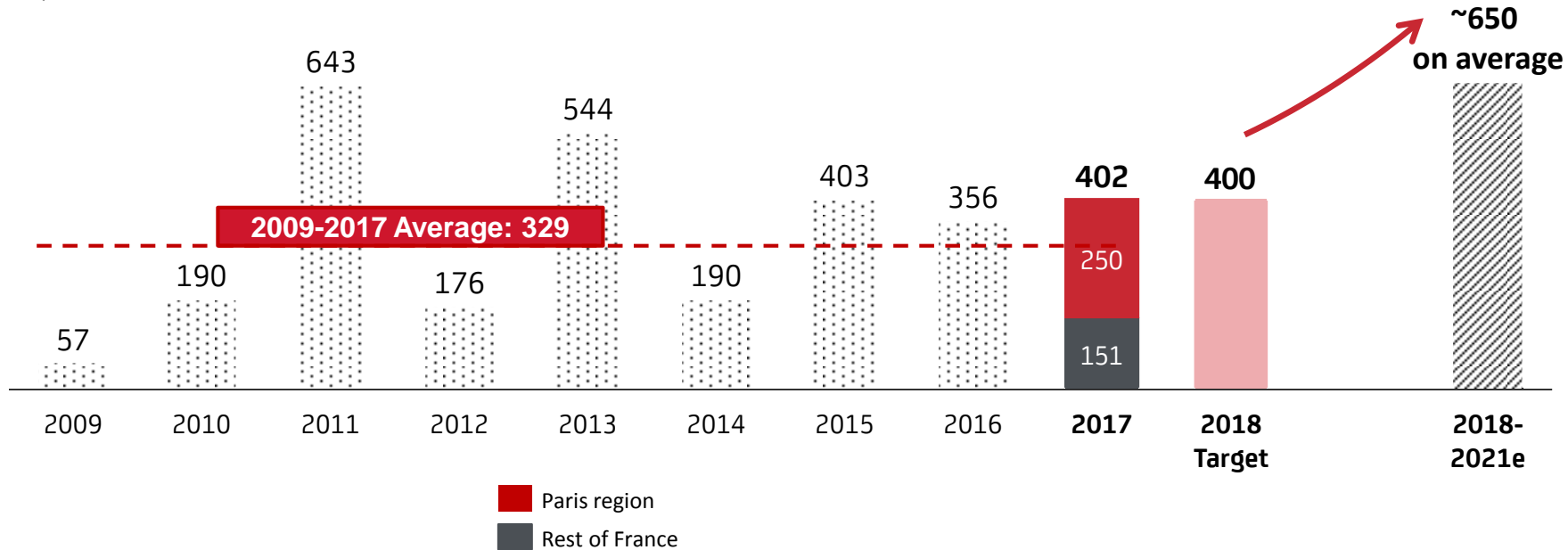
LOGISTICS FACILITY
NÎMES (30)
FOR AUCHAN USER CLIENT





Sights set on strong growth in business

New orders
(in €m)



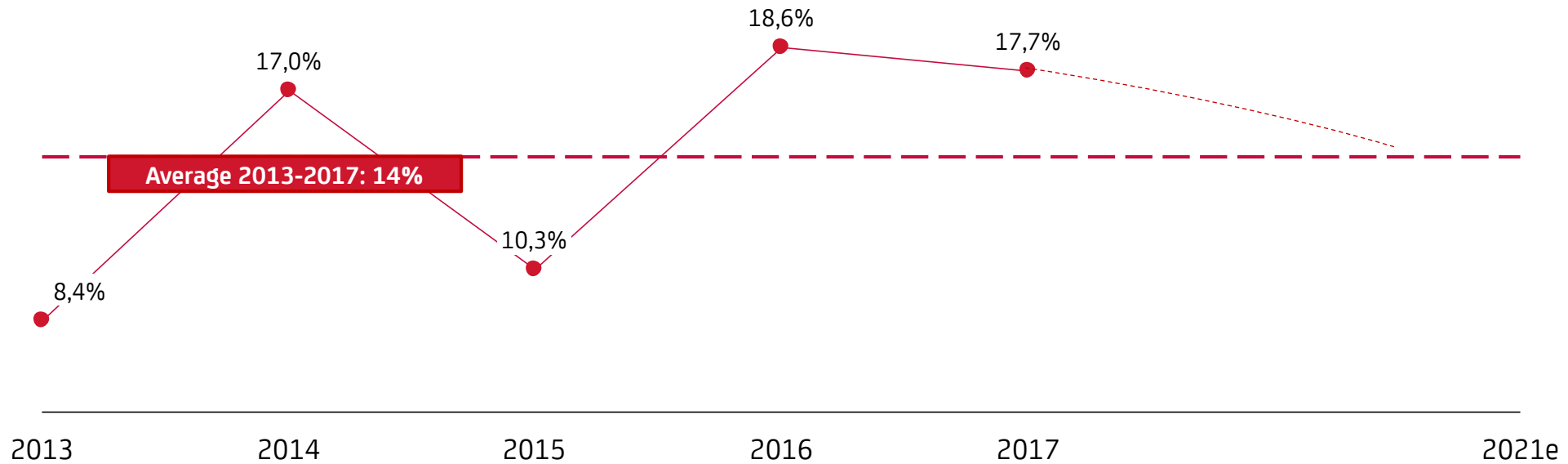
VISIBILITY REGARDING FUTURE BUSINESS
THANKS TO A BUSINESS POTENTIAL OF €2.4BN AT 31 MARCH 2018





Operational performance

MARGIN RATE*
(in %)



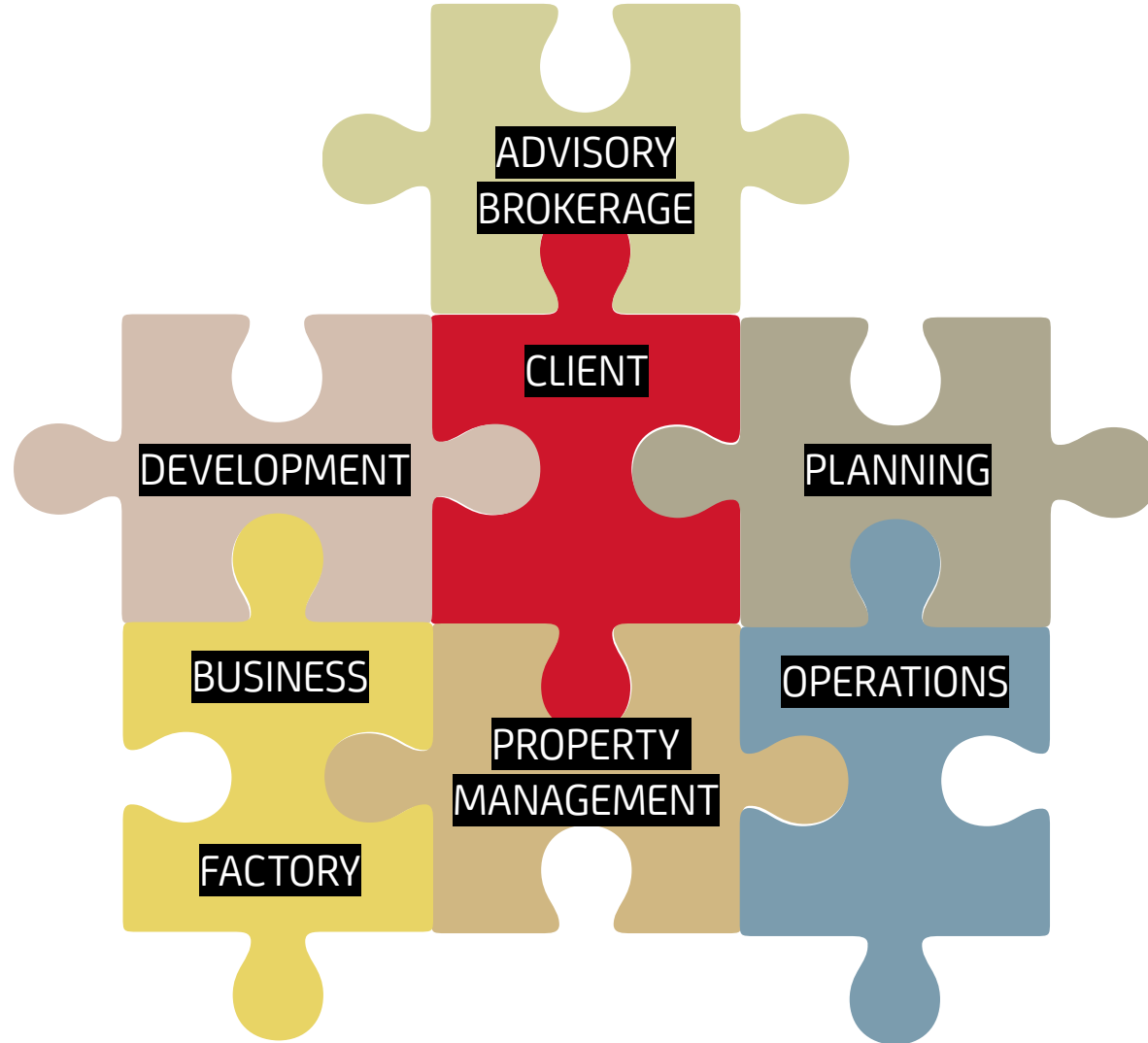
EBITDA MARGIN SUSTAINABLY GREATER THAN ITS
NORMATIVE LEVEL OF 10%

* Current operating margin rate (COP/Revenue) from 2006 to 2017





Adapting our solutions to meet client needs



CREATION OF NEXITY ENTERPRISE SOLUTIONS

LEADER IN:
// RESILIENT IN OFFICE BUILDINGS
// COMMERCIAL PROPERTY MANAGEMENT
// USER PROJECTS
// NEW SERVICES





#Ægide - Domitys

Frédéric VERDAVAINE

Jean-Marie FOURNET

Frédéric WALTHER



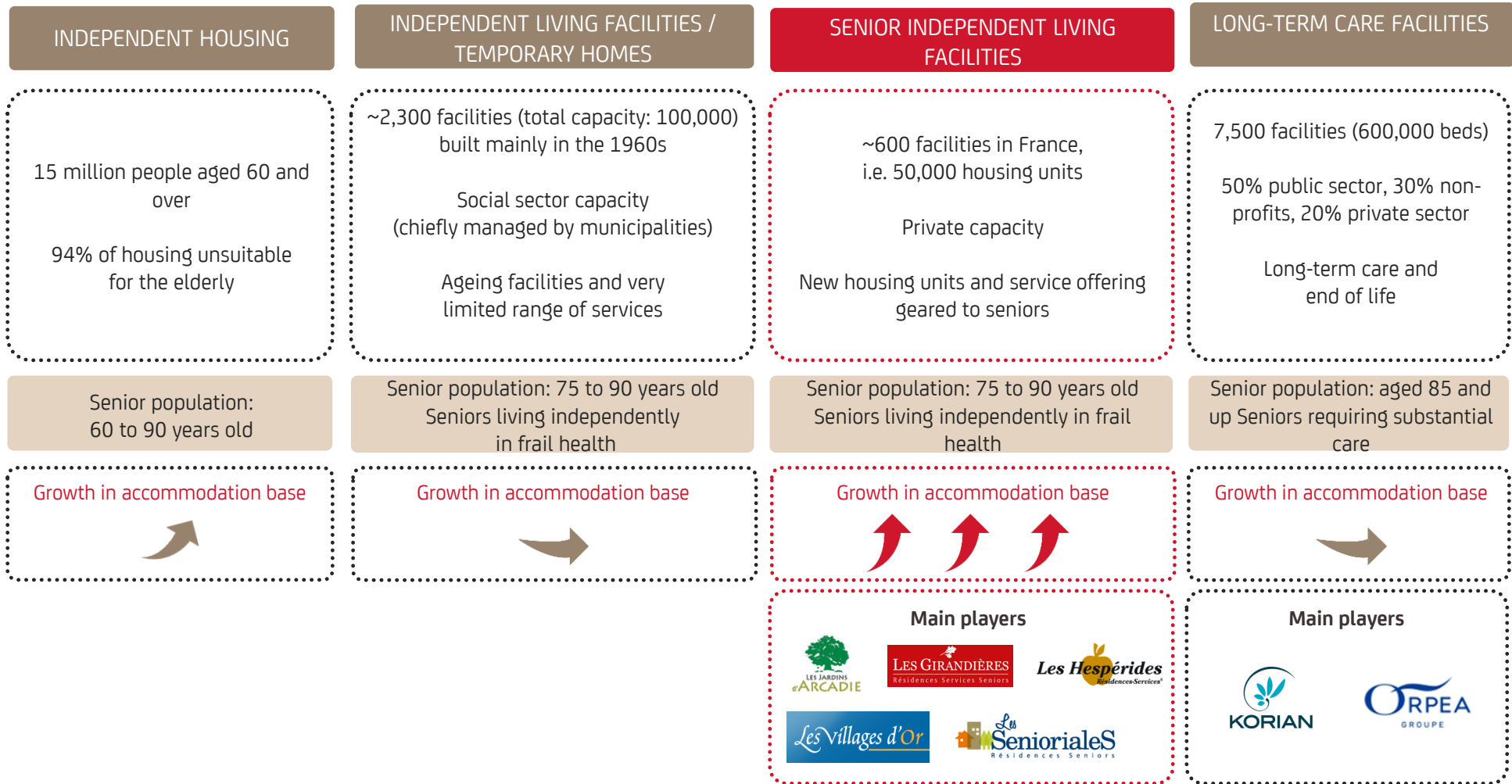


About the transaction

- # Partnership initiated in 2007
- # Increase in Nexity's stake in the Ægide-Domitys group from **45% to 63%** of share capital. Fully consolidated by Nexity as of 1 July 2018
- # Long-term partnership with founder directors
- # Serviced senior residences: a market offering great potential
 - Significant lack of homes for the elderly
 - Growing demand for an alternative to retirement homes/long-term care facilities
 - Increase in the average level of female pensioners (majority of residents)
 - Return of institutional investors to the housing sector in France (bulk sales)
- # An opportunity for Nexity to strengthen its position in the senior market
 - Enlargement of the product range (from poorly fitted out and medium-sized serviced senior residences like Edenea to residences with a larger number and variety of services like Ægide)
 - Creation of a senior services platform centred around home renovation works, social and multi-generational serviced senior residences etc.
- # Driving Nexity's international expansion
- # Increasing the proportion of services activities (operation of serviced senior residences) in Nexity's business activities



Senior living market



Source: Xerfi Precepta / Primary sources: DREES, ARS, Finess and data from operators (2015-2016)

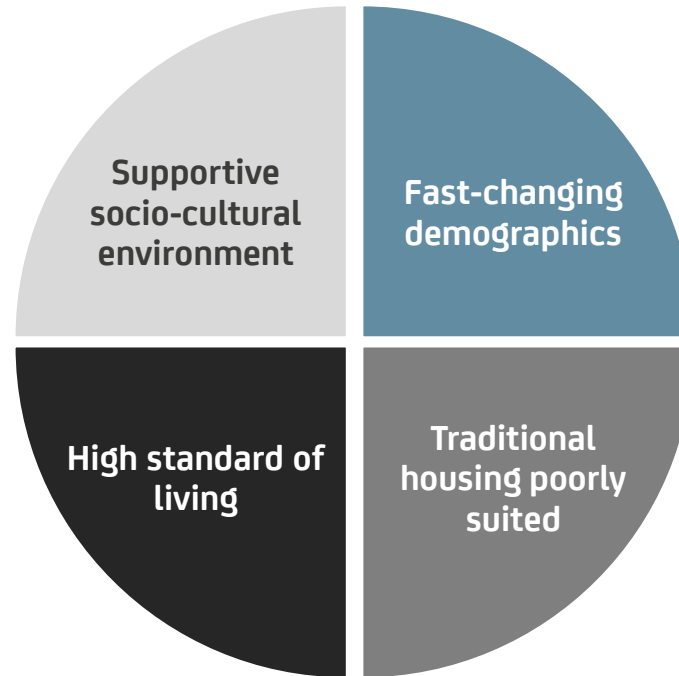
#investin investor day nexity



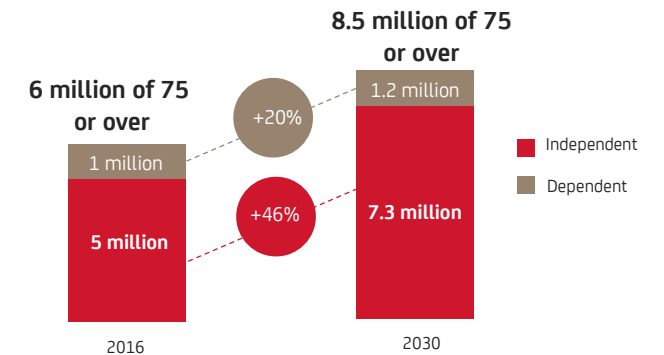
A senior independent living facilities market underpinned by solid fundamentals

- # Growing need for social ties and security
- # Shift in expectations, with more and more individuals voluntarily choosing to move (into a long-term care facility, for example)

- # Average income (average pension + additional income) of €2,770 per month, slightly above the average for the rest of the population
- # Steady increase in women's average pension (70% of Domitys residents)



- # The population of those aged 75 or over is set to grow by 40% by 2030 to reach 8.5 million



- # 1/3 of those aged 65 or over suffer a fall every year
- # 40% of seniors hospitalised after a fall are admitted to a long-term care facility

“ **SENIOR INDEPENDENT LIVING FACILITIES ARE THE ONLY INTERMEDIATE SOLUTION** ABLE TO PROVIDE A LARGE-SCALE RESPONSE TO THE CURRENT AND FUTURE NEEDS OF FRAIL ELDERLY PEOPLE ”





The Ægide-Domitys group

Founded almost 20 years ago by Jean-Marie Fournet, Frédéric Walther and Didier Jaloux, the Ægide-Domitys group is **France's leading provider of senior independent living facilities**



DEVELOPS AND MARKETS SENIOR INDEPENDENT LIVING FACILITIES



DOMITYS

MARKETS, LEASES AND OPERATES SENIOR INDEPENDENT LIVING FACILITIES

- # **~2,600 units marketed** in France in 2017, including around 1,000 units (9 residences) to institutional investors
- # **13 programmes delivered** in 2017, or around 1,500 units
- # Around **80 programmes** launched, including **35 under construction**

- # **72 residences in operation at year-end 2017**
- # **Occupancy rate of 98%** for the 34 “cruising speed” residences*
- # Average revenue generated per resident: **€1,800 per month**, breaking down into:
 - 60% (~€1,000) in services
 - 40% (~€800) in rent
- # Average age of residents: **78-85 years old**
- # Average stay: **6 years**

18.1% MARKET SHARE, 2 TIMES HIGHER COMPARED WITH THE 1st COMPETITOR**

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day
nexity

* Occupancy rate over than 95% at 1 January 2017

** Based on 2017 market data



Domitys: an innovative, high-quality product

Residences with an average of 120 apartments purpose-built for the elderly



Douche facilement accessible, robinet avec douchette, meuble vasque adapté, éclairage étudié...



Appartements adaptés à la perte d'autonomie : prises électriques surélevées, éclairage très présent, plans de travail à hauteur, mobilier ergonomique...



Surélévation du réfrigérateur; placards avec tiroirs, grandes poignées sur les portes de placards...

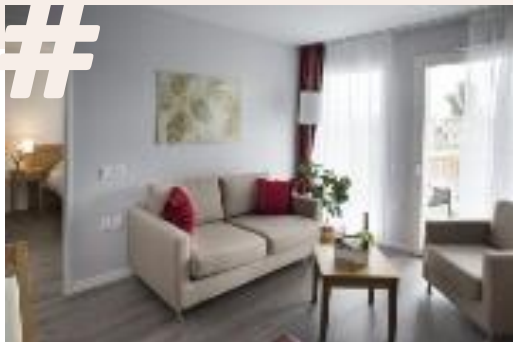
- 1** Entrée
- 2** Salle de Bain
- 3** Cuisine
- 4** Séjour
- 5** Chambre
- 6** Terrasse

BETWEEN 800 AND 1,000 SQ.M OF SERVICE AREAS



Présence d'une équipe 24h/24 et 7j/7, équipements permettant de donner l'alerte et de géolocaliser rapidement les résidents en cas de chute en intérieur comme en extérieur, espaces et mobilier adaptés...

- 1** Bassin d'aquagym
- 2** Salle de gymnastique
- 3** Espace beauté
- 4** Atelier
- 5** Accueil
- 6** Salon bar
- 7** Espace multimédia
- 8** Restaurant
- 9** Cuisine du restaurant



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day
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Rapidly growing portfolio of residences

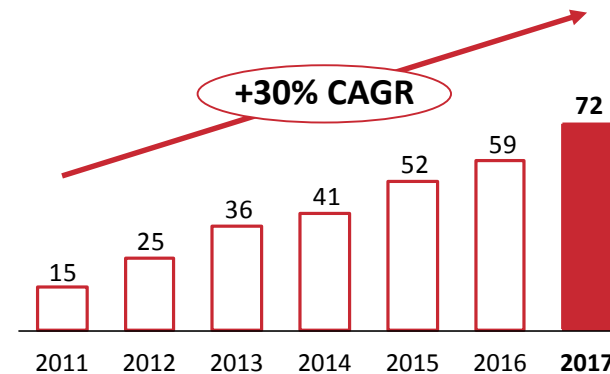
In France

- # Portfolio of 72 residences in service at end-December 2017, including 34 “cruising speed” residences*
- # Very extensive project pipeline
 - 35 projects under construction
 - 30 projects being sold

Outside France

- # 2 residences in service in Belgium (Brussels and Antwerp)
- # Several projects in a start-up phase and under development in several target countries:
 - Belgium, Italy, Mauritius, Germany, etc.

Domitys residences (in number)



Key figures for “cruising speed” residences*

- # Revenue: €2.5 M
- # EBITDA: >40%
- # EBITDA restated from leases (IFRS16): ~10%
- # Current operating profit: ~7%

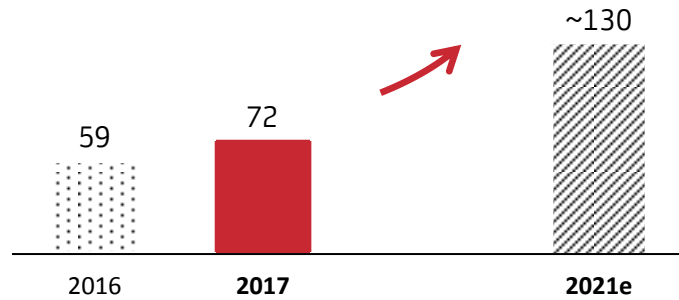
* Residences with an occupancy rate of 95% or higher at 1 January 2017



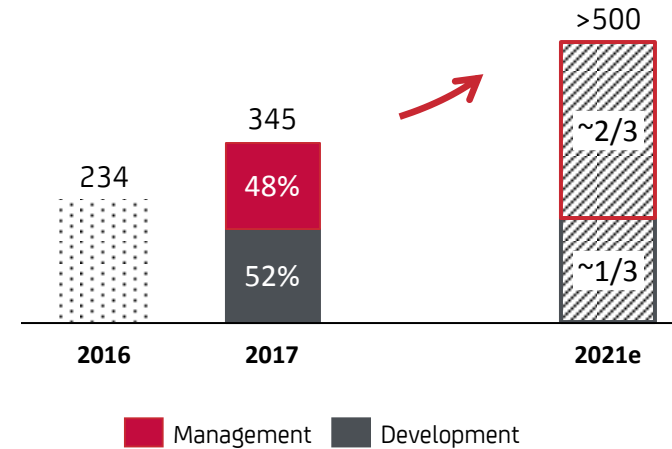


Ægide-Domitys indicators

Number of residences –
Management



Revenue
(in €m)



STRONG DEVELOPMENT FOR SENIOR INDEPENDENT LIVING FACILITIES
TARGET PACE OF OPENING BETWEEN 15 AND 20 NEW RESIDENCES PER YEAR





#International

Julien CARMONA





Expansion outside France

Multi-product strategy (Development and/or Services) for Individual Clients in 5 countries: Poland, Italy, Belgium, Portugal and Switzerland

Location criteria

- European country
- Supply-constrained housing
- Low speculation market
- Limited capital intensity
- Local team and control
- Fragmented competitive landscape

Example of Poland

- Since 2011, 400 reservations in 2017 and outlook for more than 1,000 units in 2021

Expansion strategy

- # Target: growth and diversification with risks controlled
- # Focus on existing locations and possibly in Germany (external growth or partnerships)
- # Rollout of Real Estate Services Platform to international operations (development, Real estate services to individuals, Ægide-Domitys, Studéa)

2021 AMBITION
~1,500 RESERVATIONS
REVENUE: ~€170 M
EBITDA: ~€18 M
WCR: ~€160 M





#Internal Clients

Julien CARMONA





Our employees, a driver of future growth

// Our key production factor: Nexity's employees

- Constant growth in the workforce since Nexity's initial public offering
- Primary ambassadors of the Group

// Attract and retain talent: win-win for employee and employer

- Employee share ownership
- Profit-sharing
- Individual and collective development programme (NEXT)

// Mobile, trained, connected employees – Client-oriented cross-functional organisation

- Mobile working arrangements
- New collaborative methods
- Nexity Live collaborative platform
- Significant investment in technology and digital tools used by employees (doubling of expenditure since 2014)

// Highly decentralised organisational model with an entrepreneurial culture

7,276 employees and around 10,000 including Ægide-Domitys

92% of employees on permanent contracts

1,176 of employees on permanent contracts

16% of the share capital owned by employees and managers, the Group's leading shareholders

€13m paid in 2017 in compulsory and voluntary profit-sharing

77 employees took part in the NEXT programme since 2016





#Individual Clients

Jean-Philippe RUGGIERI

Frédéric VERDAVAINE





#Individual Clients

Becoming the go-to company for real estate

Jean-Philippe RUGGIERI

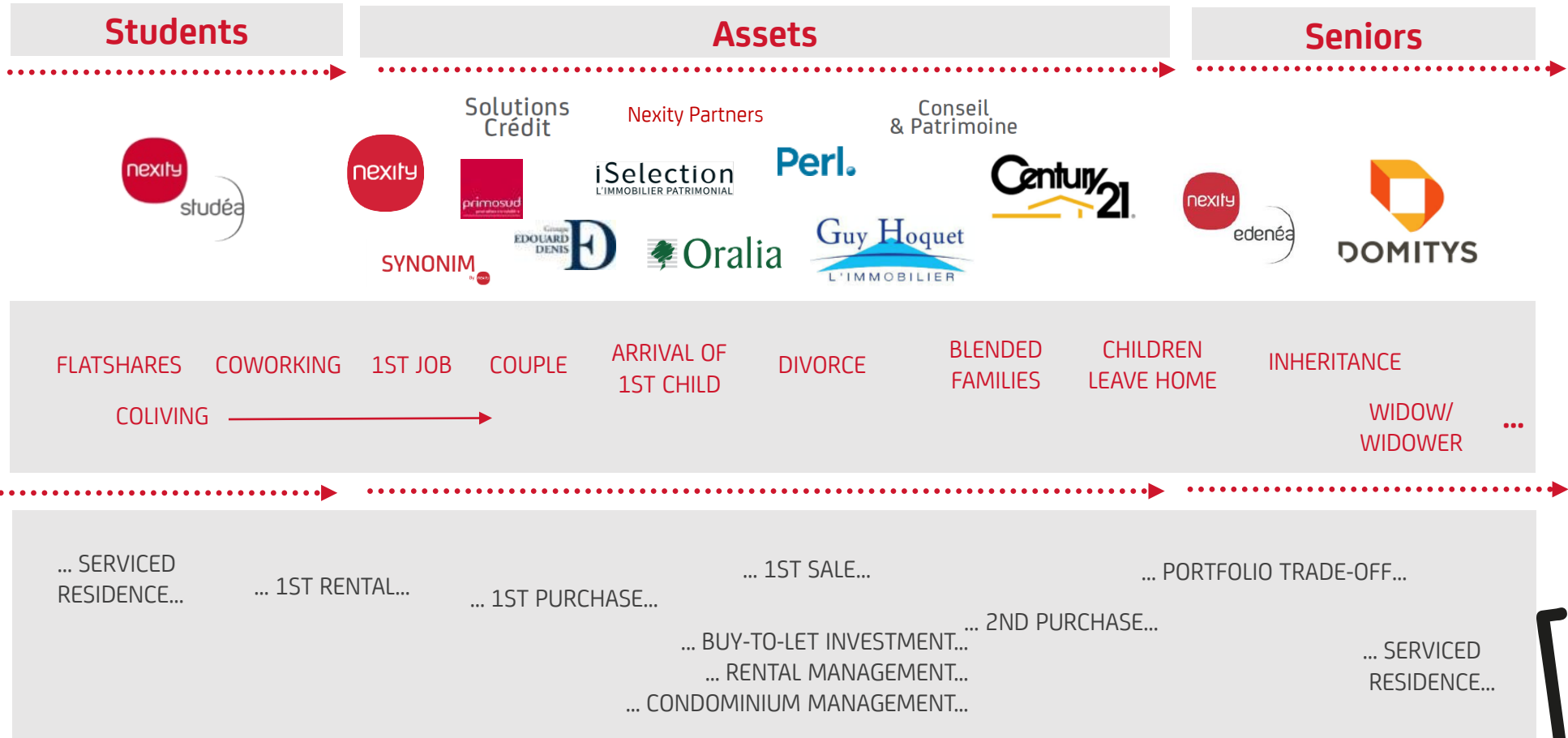
Frédéric VERDAVAINE





Supporting our clients as their real estate needs evolve

As the only integrated real estate group in France (development + services) serving Individual Clients...



A LIFETIME

REAL ESTATE LIVES

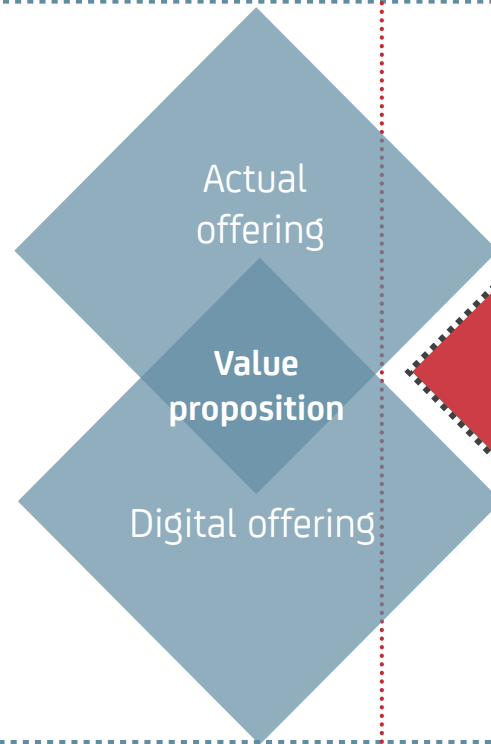
#investin investor day nexity



By offering suitable properties responding to new types of use

RANGE OF OFFERINGS

- # Combine a traditional and digital offering
- # Digital technology: saving time and energy for the customer
- # The diversity of consumers requires a shift to a personalised offering
- # Capitalise on knowledge of our customers' day-to-day lives thanks to our physical networks



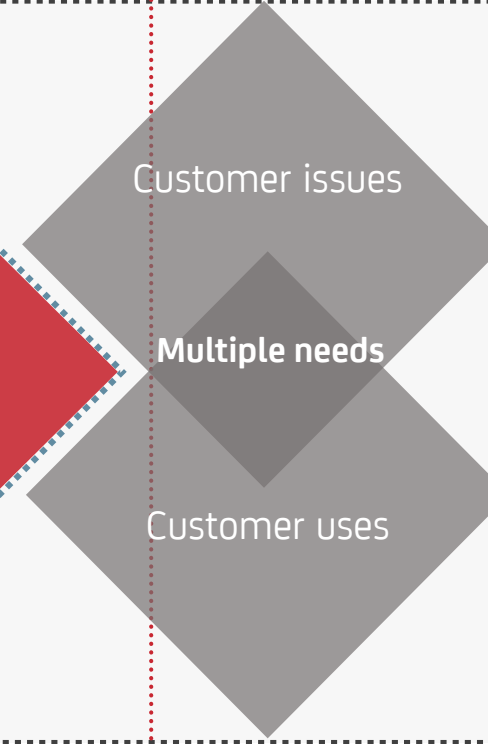
CUSTOMER EXPERIENCE
COMPLETE AND OMNICHANNEL

Integrating an ecosystem of
strategic start-ups

REAL ESTATE
SERVICES
PLATFORM

INDIVIDUAL CLIENTS

- # Respond to the each of the issues that punctuate people's real estate LIVES and life changes of individual clients
- # Factor in:
 - The impact of changes in how people live (social media, connectivity, mobility etc.) in the properties we offer
 - Demographic, economical and ecological issues into our business models
- # Target the customer universe as a whole:
 - City / District / Home



Connecting our ecosystem of
service providers



#Individual Clients

Residential Real Estate

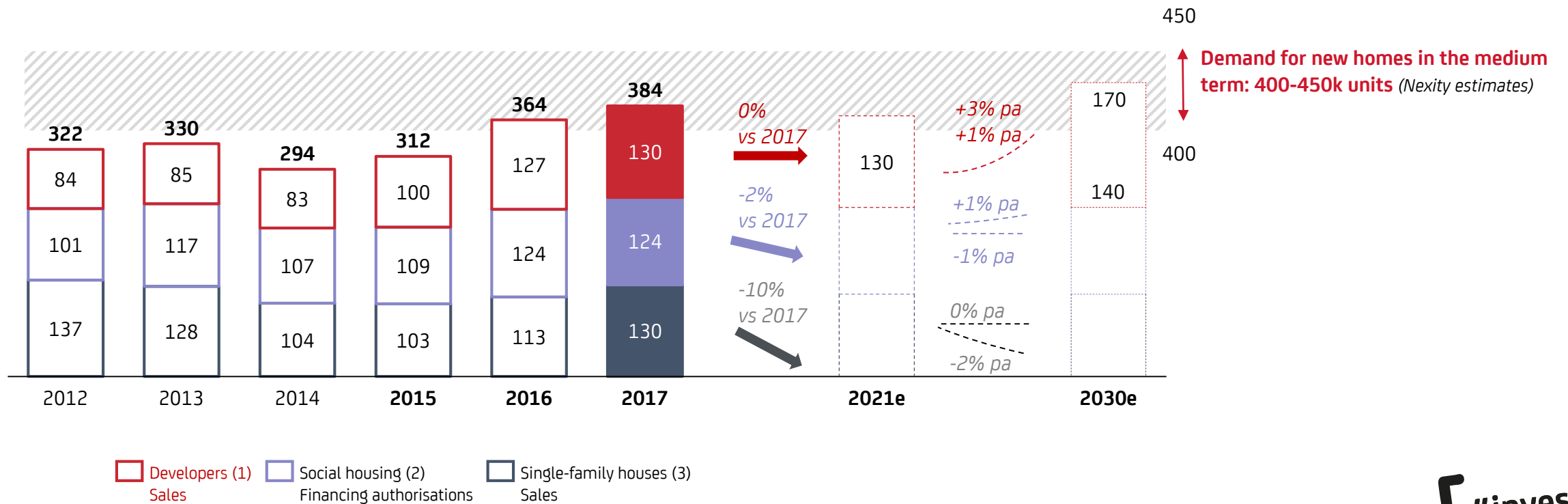
Jean-Philippe RUGGIERI





Estimate of the total “sales” volume for new homes in France

(in thousands of units)



(1) Gross sales by developers, i.e. individual and collective housing taken together – Source: Commissariat Général au Développement Durable

(2) Number of homes financed, outside ANRU urban regeneration areas – Source: Ministère de l'Égalité des Territoires et du Logement – Nexity estimate for 2017

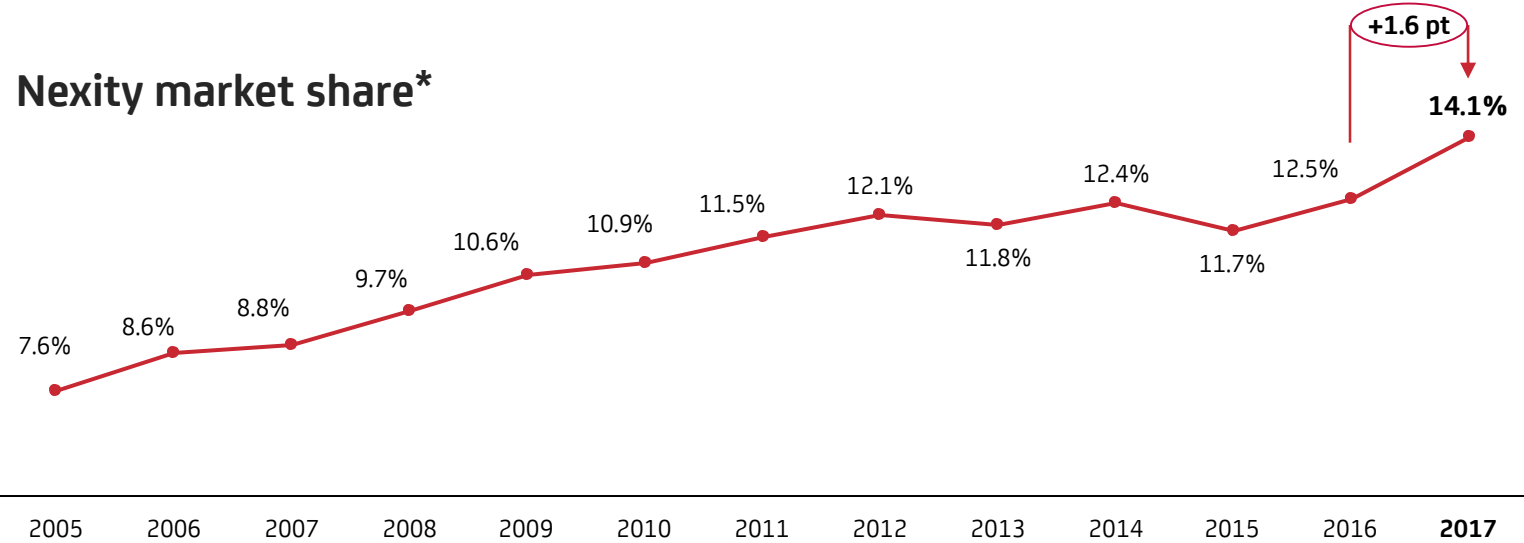
(3) Contracts for the construction of detached and semi-detached houses – Source: Union des Maisons Françaises 2012 – 2015 and Crédit Foncier – February 2017



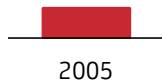


Multi-product growth strategy

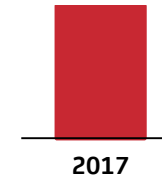
Nexity market share*



4 products



32 products



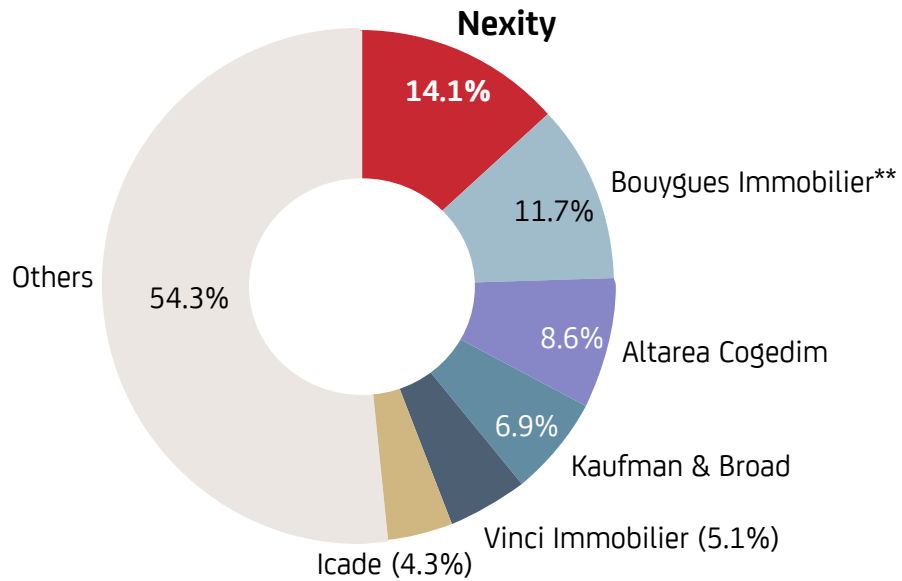
* Nexity market share calculated based on Nexity's net reservations relative to ECLN market data - Figures updated based on more recent data from ECLN as part of the 2017 overhaul of the Enquête sur la Commercialisation des Logements Neufs (ECLN2) published in May 2017





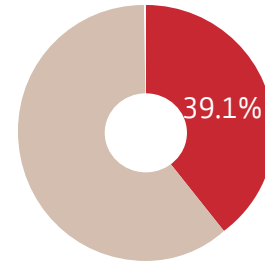
Positioning Nexity as undisputed market leader in 2017

For real estate development in France...

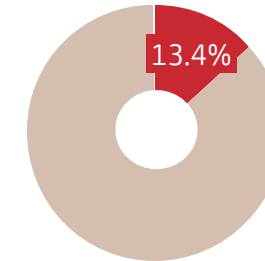


...but also for:

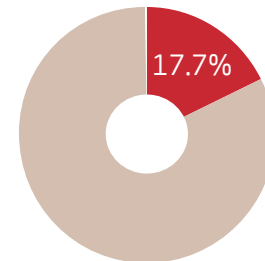
Reduced VAT



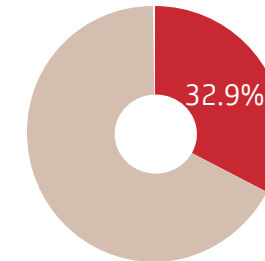
Social housing off-plan sales



Bulk sales



Serviced residences



Source: new home reservations market: French General Commission on Sustainable Development (ECLN)

* Market share calculated by Nexity, based on the latest figures published by ECLN

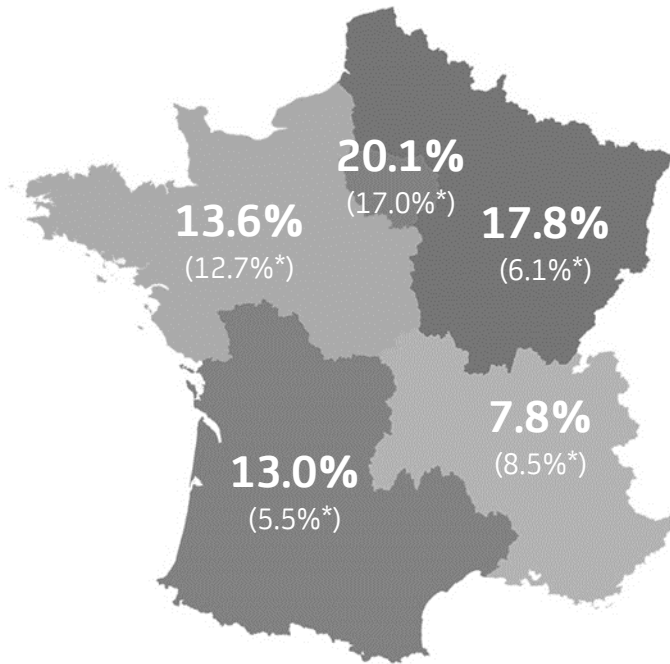
** Including subdivisions and commercial space (excluding international)



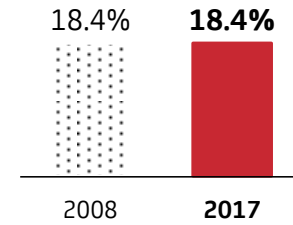


With a good positioning across all of France

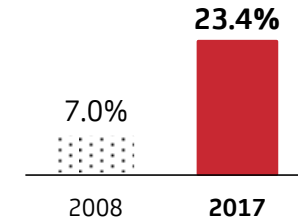
Nexity market share at 31 December 2017



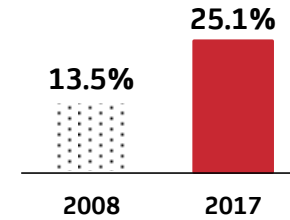
STRASBOURG



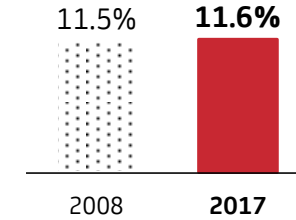
LILLE



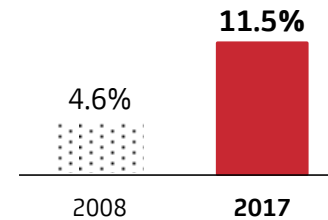
BORDEAUX



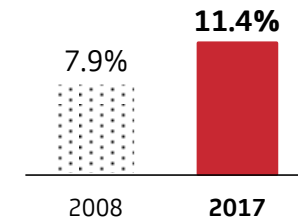
LYON



TOULOUSE



MARSEILLE



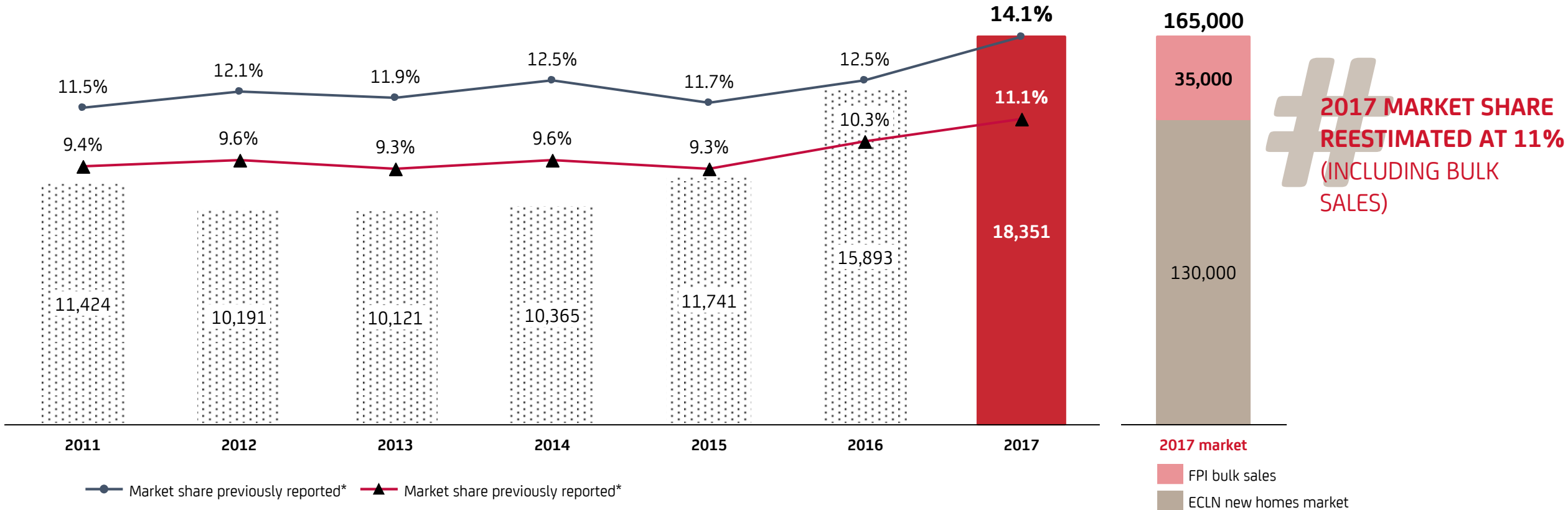
Source: new home reservations market: French General Commission on Sustainable Development (ECLN)

* Market share as at 31 December 2008, before updating of historic data by ECLN





Another way of looking at our market share



Sources: Nexity, ECLN and FPI

* Comparing Nexity's total sales to the ECLN market

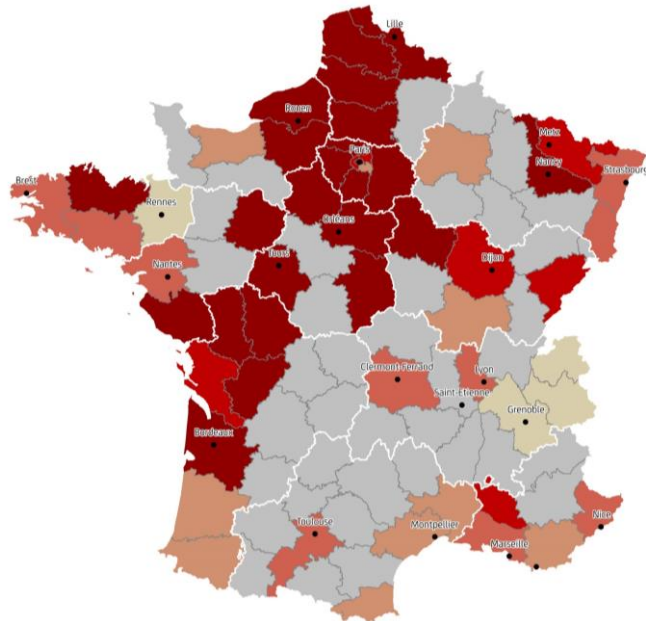
** Comparing Nexity's total sales to the ECLN market plus the FPI market for bulk sales





Potential for growth in market share

Nexity's market share as at 31 December 2017

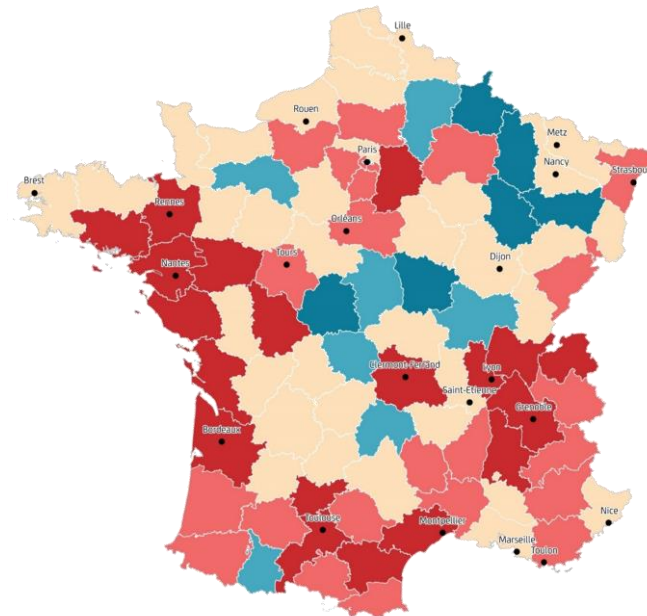


Parts de marché de Nexity
En 2017

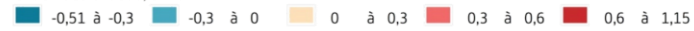


Sources : ECLN et Nexity (y compris ISelection, Perl, Edouard Denis et Primosud)

Distinctive demographic trends



Taux de variation annuel de la population
Entre 2013 et 2030, en %



Source : INSEE, Omphale 2017

CAPACITY TO INCREASE
OUR MARKET SHARE

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Continuation of multi-product and multi-brand growth strategy

A unique product offering in the market

- # More than 32 products covering first-time homebuyers, social housing and intermediate housing, themed housing and specific uses

External growth

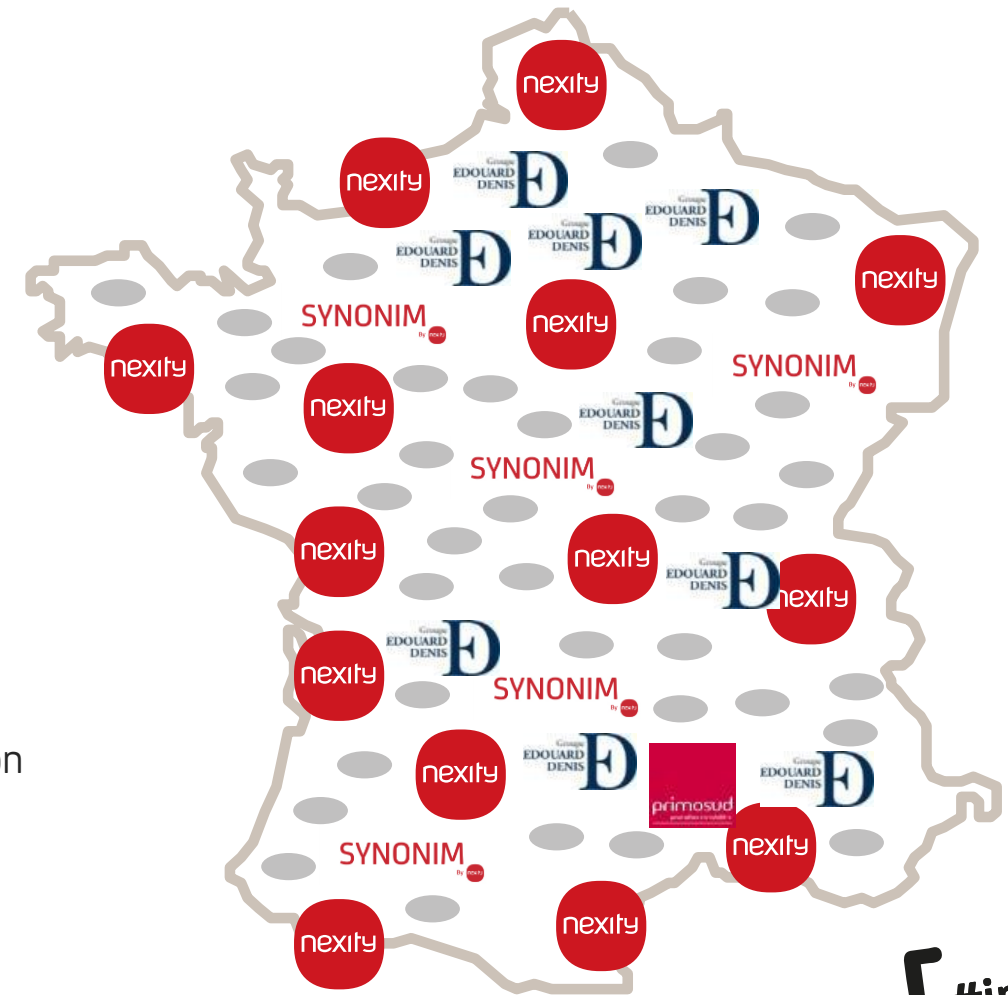
- # Edouard Denis: ~1,400 units in 2016 to >4,000 units in 2021
- # Primosud

Creation of new markets:

- # Enhancing value of real estate assets: Patrimoine et Valorisation
- # Multi-generational serviced residences: Complicity
- # In-house growth projects: Synonym and Domaines du Sud

Partnerships

- # Nexity Partners



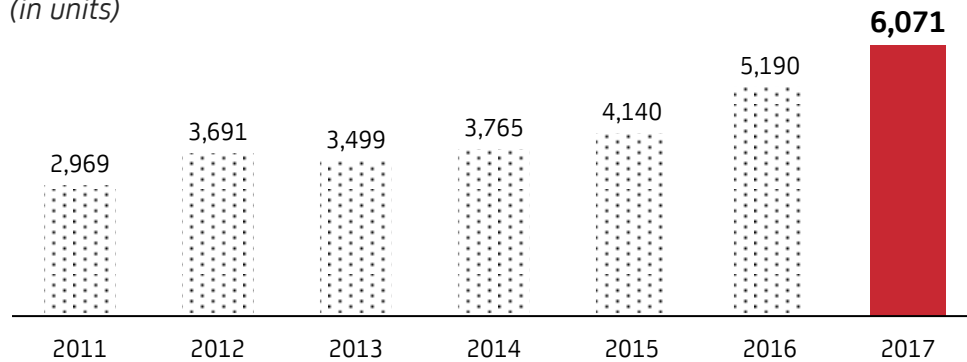
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* Source : DGALN/DHUP/PH4 infocentre SISAL



Nexity, the No. 1 partner for professional landlords (social, intermediate, unallocated)

Nexity's new homes bulk sales (in units)



Non-exclusive partnerships with:

- Social landlords (73% of 2017 bulk sales)
- Private investors in intermediate housing (15% of 2017 bulk sales)
- Private landlords (12% of 2017 bulk sales)

INTERMEDIATE HOUSING

- # Offering launched in 2014
- # Intended for institutional investors or social housing operators
- # Reduced-rate VAT at 10% and 20-year exemption from property tax



- Framework agreement signed in 2014 with SNI for 800 to 1,000 homes per year
- New framework agreement signed in 2018 for 5,000 homes during 3 years

- In early 2018, Action Logement via its subsidiary in'li announced its intention to acquire 100,000 intermediate homes in France by 2025

- # Favouring large professional landlords to national operators, ensuring a certain volume of acquisitions



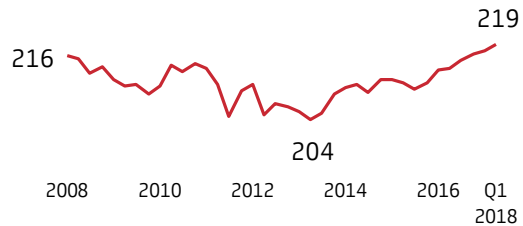


Sensitivity to rises in interest rates

LONGER AVERAGE LOAN TERM

- Average of 18 years at end-March 2018

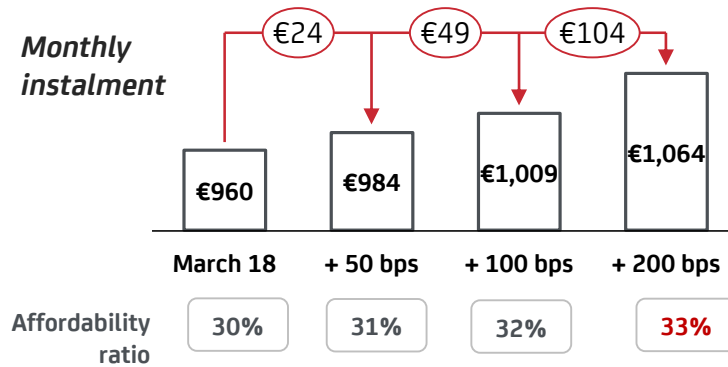
(in months)



Share of loans over 25 years:

- 16 % in 2013
- 27 % in 2017

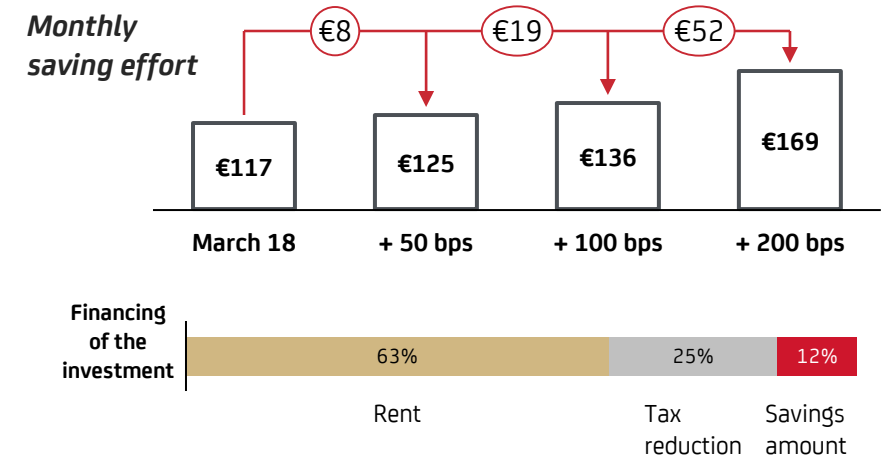
FIRST-TIME BUYERS*



Impact of a 100 bp rise in interest rates:

- Amount available to borrow reduced from €245,000 to €234,000
- Floor area purchased reduced from 65 sq.m to 62 sq.m

INDIVIDUAL INVESTOR – PINEL**



LIMITED IMPACT OF RISE IN INTEREST RATES ON CUSTOMERS' PURCHASING POWER

Sources: Observatoire Crédit Logement for loans figures / Nexity - figures given for illustrative and indicative purpose only

* Herblay (95), 64.7 sq.m, €245,000 including VAT, Couple with dependent child, monthly income of €3,200, financing: personal contribution of 10% + 40% PTZ interest-free loan + 50% bank loan over 25 years, Interest rate: 1.66% excluding insurance

** Montreuil (93), 41.3 sq.m, €215,000 including VAT, Single person aged over 50, first-time investor, Financing: 100% bank loan over 25 years, Interest rate: 1.85% excluding insurance, Monthly rent: €806

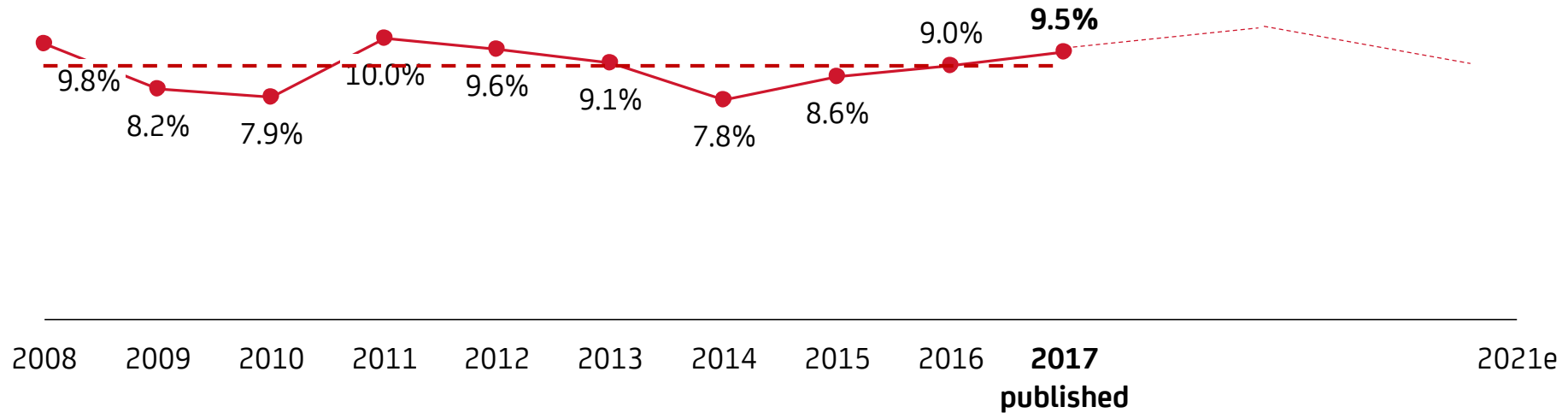




Operational performance

MARGIN RATE*
(%)

Yearly average 2008–2017: 9%



**MAINTENANCE OF MARGIN RATE OVER THE PLAN
EBITDA MARGIN \geq 10% BY 2021**

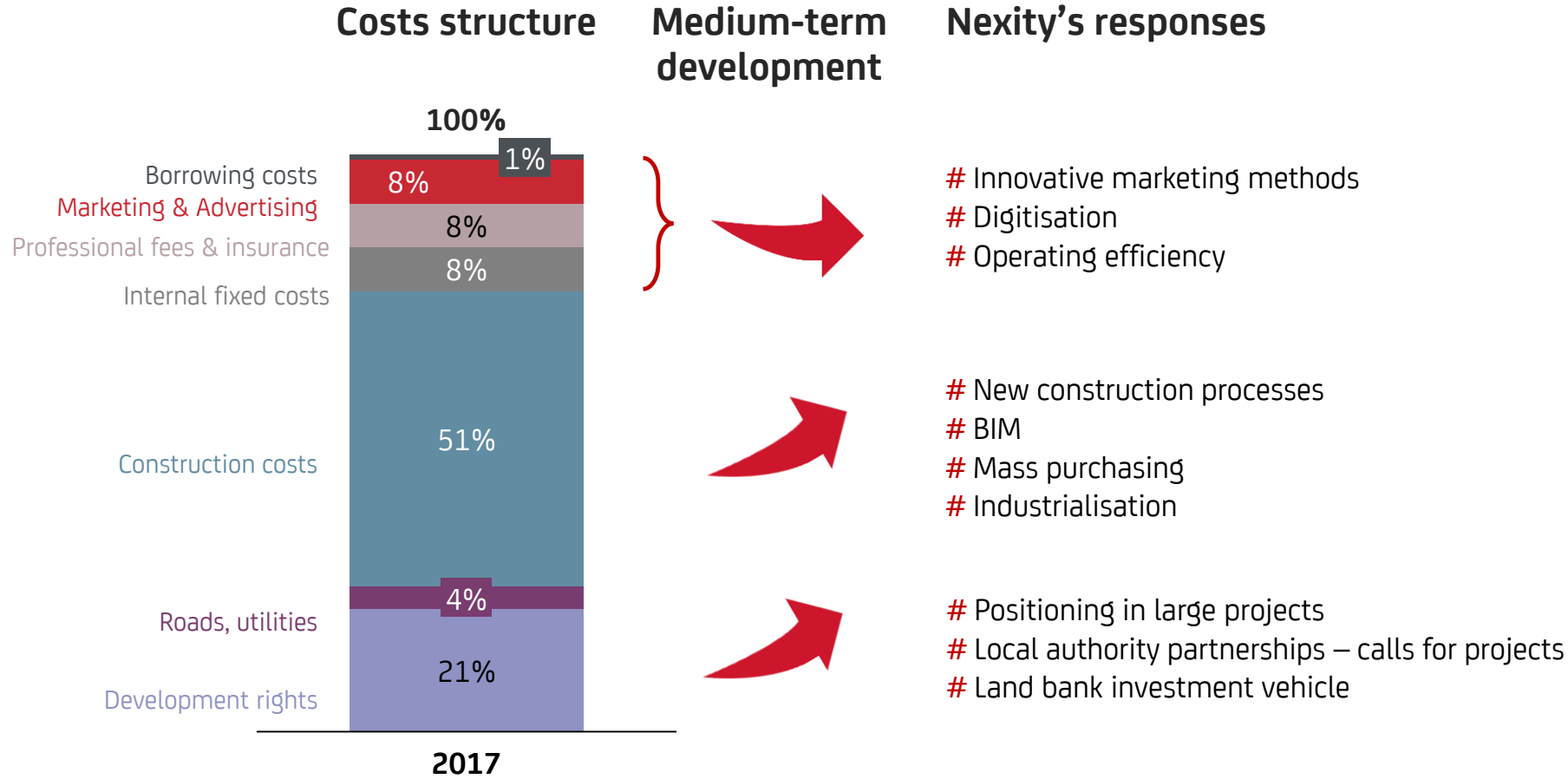
* Current operating margin rate (COP/Revenue) from 2008 to 2017 (Including iSelection from 2013 and PERL from 2014)

** Restatement related to the reclassification of marketing and selling activities under Real Estate Services to Individuals





Control of production cost of new homes*



#

**ABILITY TO MAINTAIN
OPERATING MARGIN OF
AROUND 10% BY 2021**

**TARGET FOR GROWTH IN
NEW HOME RESERVATIONS
2017/2021**

* Average cost of programmes





Eugénie – service platform for Individual Clients



CONNECTS THE RESIDENT
TO THEIR ENTIRE
ECOSYSTEM

HOME

- Connected home
- Alarm/remote monitoring
- Monitoring of electricity consumption
- Emergency works *in private areas*

CONDOMINIUM MANAGEMENT

- *System for sharing news* from the managing agent *with Eugénie users*
- Reporting anomalies/incidents in *communal areas to the managing agent*

NEIGHBOURS

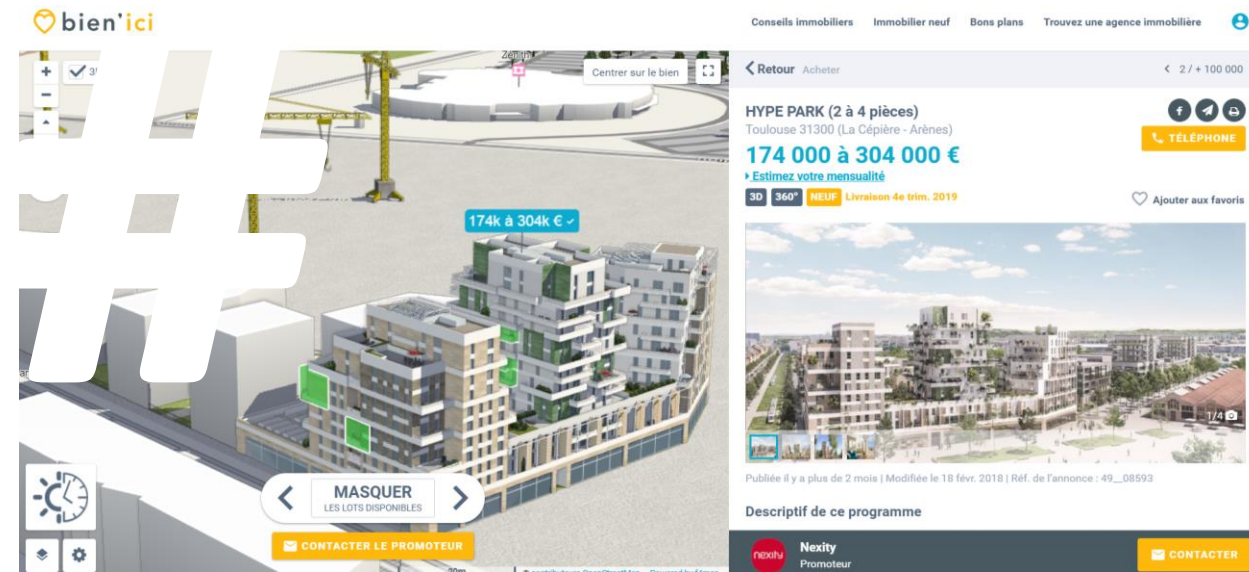
- Residence classified ads
(between occupants)

DISTRICT

- News from the town council



Bien'ici, 3rd largest real estate portal in the French market

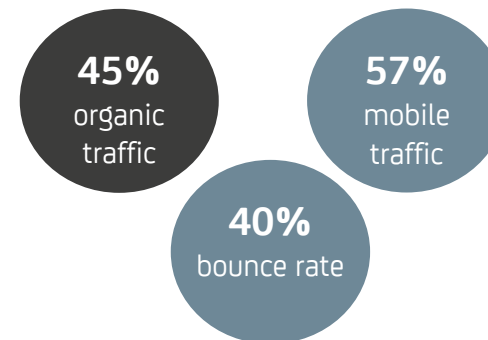


Exceptional use rate and solid performance...

...with traffic that is growing rapidly and still high-quality

- 4.8 million monthly visits*
- +8.5 pages viewed per visit
- 95% of visitors use the map
- Time spent per visit: >9 min.

X2.3
vs
May 17



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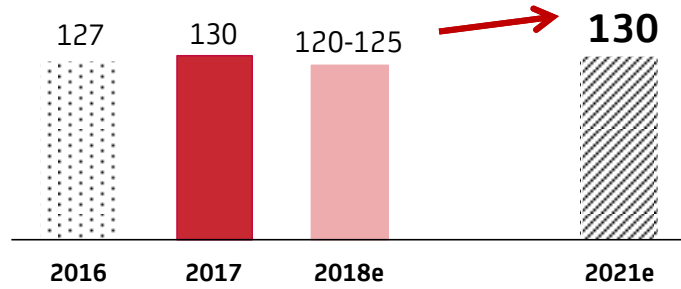
* Traffic at 31/05/2018



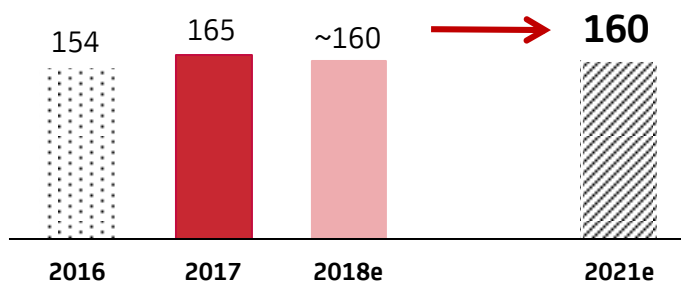
Key indicators for Individual Clients Residential Real Estate*

Residential market
(in thousands of units)

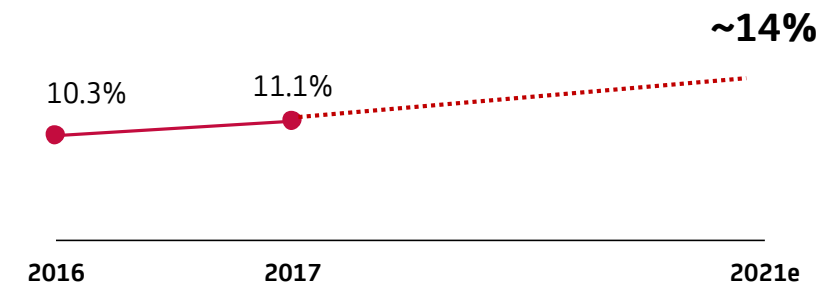
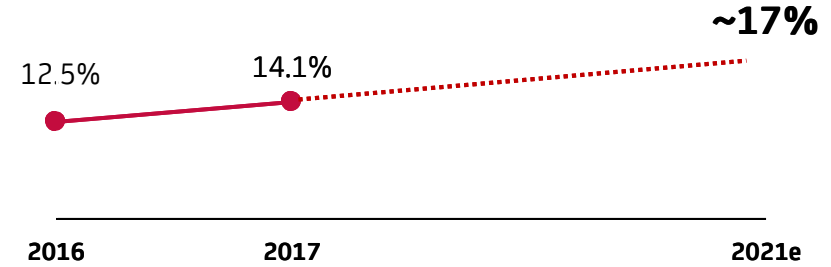
OLD METHOD



NEW METHOD
(INCLUDING BULK SALES)



New homes market share in France
(as %)



**STRONG MARKET SHARE GAIN OF 3 PERCENTAGE POINTS
BY 2021**

* Including Ægide-Domitys





#Individual Clients

Real Estate Services to Individuals

Frédéric Verdavaine



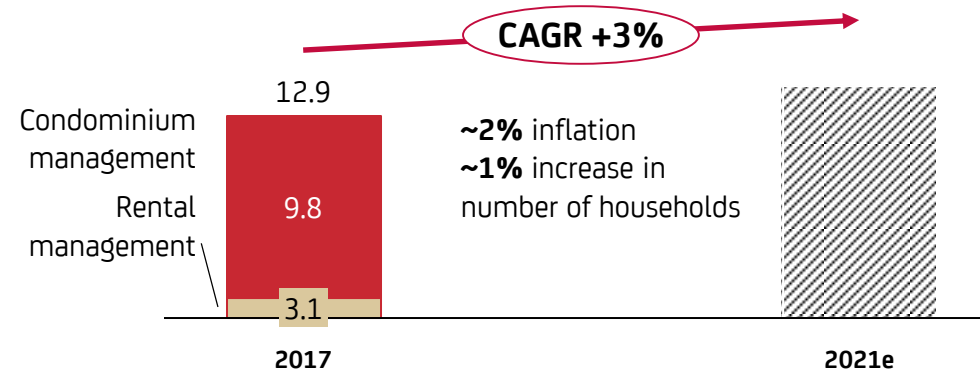


Property Management for Individuals, a market with strong fundamentals

- # **28.6 million** of main residences in France* in 2017 (+37% in 20 years)
- # **58%** homeowners and **40%** tenants (**17%** public landlords, **23%** private landlords)
- # The private rental sector has grown by **30%** in 20 years
- # **2/3** of French properties were built before 1970. These buildings use the most energy. **More than 56%** of French homes are classified D and E
- # Average term of mandate in property management for individuals: **10 years**

Development of lots managed under Property Management for Individuals in France

(in millions of units)



85% of people pay attention to energy performance labels for homes

84% of people think that in a few years energy-efficient homes will be worth more than homes requiring a lot of energy

IFOP/OptimHome survey - OptimHome press conference – May 2018 / Survey of a sample of 1,504 people representative of the French population aged 25 to 65

* Mainland France, INSEE, <https://www.insee.fr/fr/statistiques/3269496>, Xerfi



Brokerage / Franchises: an hybrid model

62% of people who bought their main residence used a real estate agent (down 3 points vs 2016) / 70% are over 42 (“Generation X”)

Base: people who bought their main residence in the last 3 years, i.e. 14% of the sample

71% of people who sold their main residence used a real estate agent (up 2 points vs 2016)

Base: people who sold their main residence in the last 3 years, i.e. 7% of the sample

Property search resources

More than **70%** of people asked would use a website/advertising portal or a real estate professional as their main resource, the same across all generations*

30% of people asked use their smartphones

Millennials* use their smartphones almost **twice as much** as Generation X



Source: IFOP/OptimHome survey - OptimHome press conference – May 2018 / Survey of a sample of 1,504 people representative of the French population aged 25 to 65

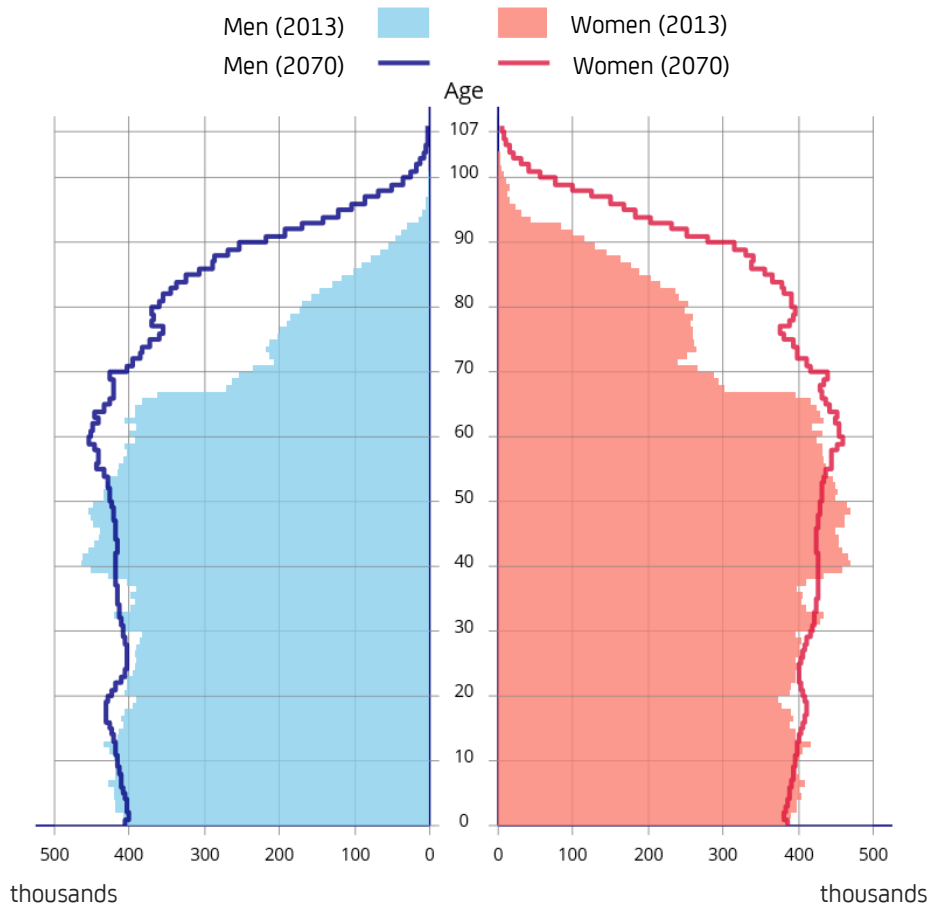
* Millennials: born between 1984 and 1993; Xennials: born between 1977 and 1983; Generation X: born between 1966 and 1976

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Serviced residences: at the heart of demographic issues

Age pyramid in 2013 and 2070



thousands
 Champ : France.
 Source : Insee, projections de population 2013-2070.

30% OF THE FRENCH POPULATION WILL BE OVER 65 IN 2070

High level of expectation of personal services in their place of residence from elderly and very elderly people

>>> Stagnation in number of carers

Variety of residential options, decline in children leaving home, needs for flexibility

Millennials: high level of mobility, international outlook, living separately





An integrated and unique range of Real Estate Services to Individuals

PROPERTY MANAGEMENT FOR INDIVIDUALS

- Condominium management
- Rental management

No. 2 in France

DISTRIBUTION ACTIVITIES

Perl.

iSelection
L'IMMOBILIER PATRIMONIAL

Reservations **+16%**
vs 2015

+47%
vs 2015



BROKERAGE AND FRANCHISES



No. 1 in France

SERVICED RESIDENCES



No. 1 in France

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Property Management for Individuals (PMI)

CONDOMINIUM MANAGEMENT

Nexity is in charge of the management of communal parts and property management of buildings

RENTAL MANAGEMENT

Nexity is in charge of managing private areas and overseeing value creation, securing revenues, optimising owners' return on investment and renting out properties

BROKERAGE

Nexity takes care of all aspects of selling or looking for a property



- # Managing agent: **721,000** units managed at end-2017
7.4% market share
- # Rental management: **168,000** units managed at end-2017
4.6% market share
- # Portfolio churn in 2017: **-0.9%** at current scope*
- # **2017 synergies: 200** property records handed over on average per year over the last 2 years, mainly in the Paris region, between real state services for individuals and residential property branches
- 5,400** agreements signed at end-2017
Exclusivity rate: **60%** (+5 pts vs December 2016)



* -1.1% like-for-like

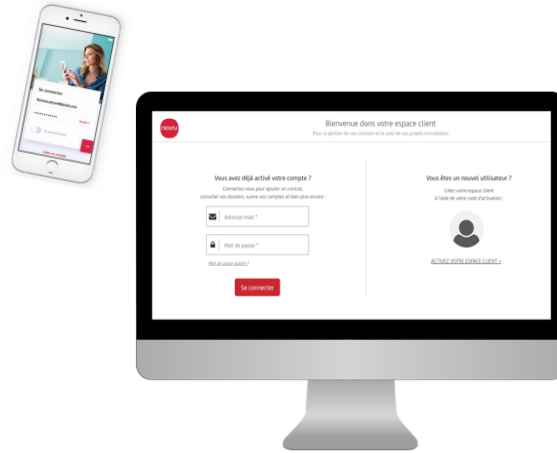


Nexity is a pioneer in its service offering



DIGITISATION OF SERVICES

- Management and prospecting tools using a tablet
- Online client accounts
- Online supplier accounts



PACKAGED SERVICES FOR INVESTOR CUSTOMERS WHEN BUYING A NEW HOME

- **“Peace of mind” mandate:** rental guarantee within 30 days of delivery and 100% of rents received in the event of non-payment

ENERGY EFFICIENCY WORKS

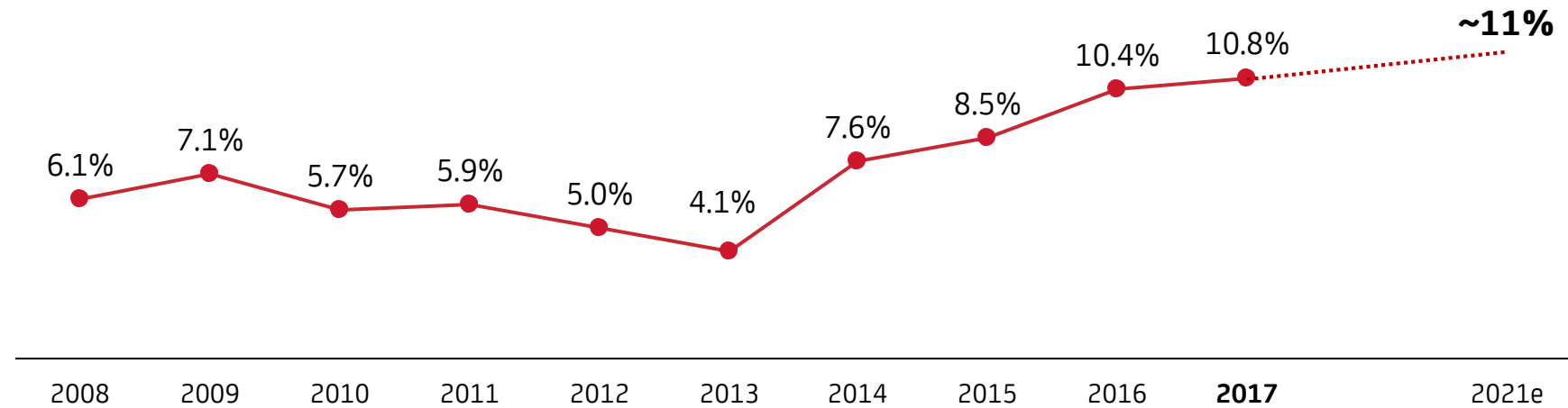
- **Since 2012: Nexity is a committed operator that works closely with public bodies**
 - **2018: signing of a Green Deal with *Plan Bâtiment Durable***
 - **2018-2020: more than 350 employees trained and a minimum of 20 employees specialising in energy efficiency works**
- **Nexity offers its customers a comprehensive range of services**
 - **Effective technical, social and financial support and “turnkey” services for condominium properties**
 - Today: **around 10** condominium properties have been renovated; **around 60** projects have been identified, equal to around **7,050 units** (including 20 projects at the research or works stage)

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Higher returns Real Estate Services to Individuals (PMI)

MARGIN RATE*
(en %)



BY 2021
EBITDA MARGIN AROUND 21% (~14% excluding IFRS 16 leases)

* Current operating margin rate (COP/Revenue) from 2008 to 2017





Franchises

Nexity franchises take care of all aspects of selling or looking for a property and also offer rental properties

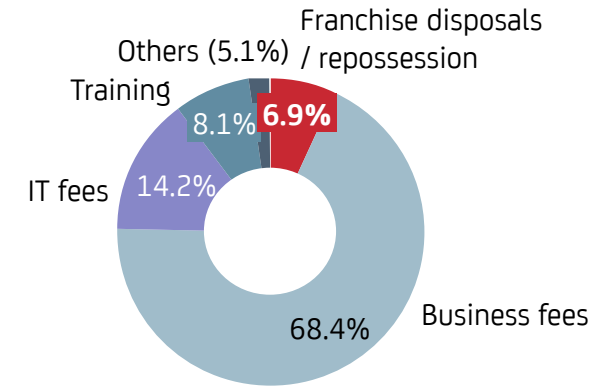
Century 21 also manages condominium properties (condominium management) and on behalf of owners (rental management)

NEXITY = FRANCHISER

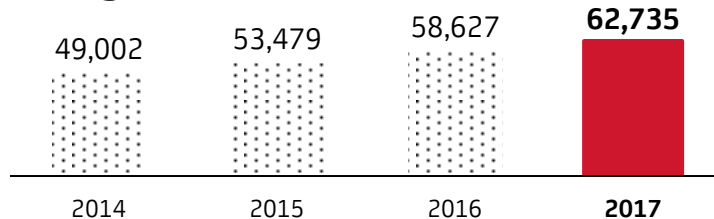


ESTIMATED 8.3% "AGENCY" MARKET SHARE

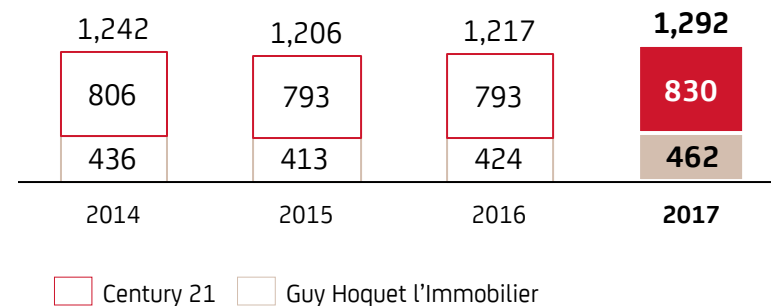
- # 20 million of client data collected
- # Different type of revenue



Change in number of provisional sale agreements **+28%** vs 2014



Change in number of agencies **+4%** vs 2014



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Student residences



Robust growth in the French student housing market

- **1.5** million students to be housed outside the family home in 2018
- 2025 growth forecast: **+16.4%**
- Equal to **1.75** million students to be housed, including 470,000 international students (China, North Africa, Senegal)*



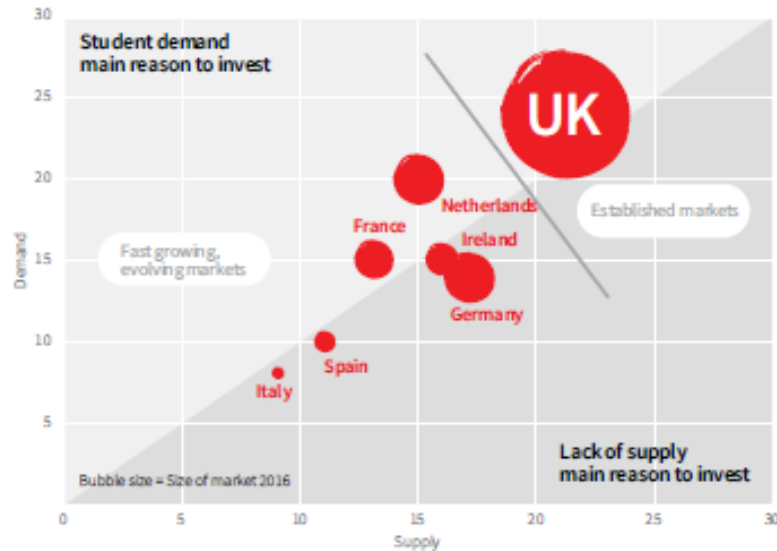
NEXITY, A LEADING NAME IN STUDENT RESIDENCES

124 residences at year-end 2017

15,300 units managed at year-end 2017

91.5% average occupancy rate in 2017

Supply demand scoring matrix



Source: JLL

Segmentation of the offering on the basis of uses and market needs:

- **53%** in general properties
- **11%** PSBA** vs 24% in the United Kingdom and 16% in the Netherlands
- Price range: €200 in social housing to €800 in the private sector

Managed student residential properties **attractive to institutional investors: +245% in France en 2016*****

* French Ministry for Schools, Higher Education and Research

** PSBA: Purpose-Built Student Accommodation

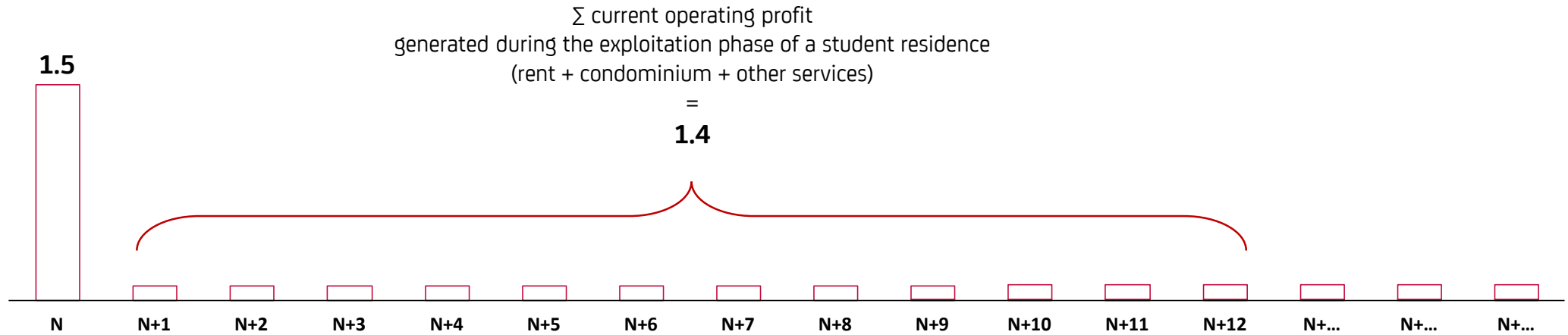
*** Sources: JLL, Savills





Studéa, a recurring model

in millions of euros



**RECURRING GENERATION OF CURRENT OPERATING RESULT DURING THE LEASE
ALMOST EQUAL TO THE REAL ESTATE DEVELOPMENT MARGIN**

* Figures given for illustrative purpose





Strengthening our leading position around Individual Clients and investors

BROAD RENTAL OFFERING

- Nexity network: 20,000 homes available Q1 / Q2
- Capitalising on other networks: Oralia, Century 21, Guy Hoquet l'Immobilier



- Leading brand on the market, with 15,300 homes
- Occupancy rate: 91%
- Average age: 20
- 15% foreign customers
- New generation residence: Toulouse Purpan 2018

DIGITAL SERVICE PLATFORM

- Help with decision-making
- Exhaustive offering
- Support services
- Contracts
- Student community
- European partnership

BOT / Companion
Mobility 24 / 7

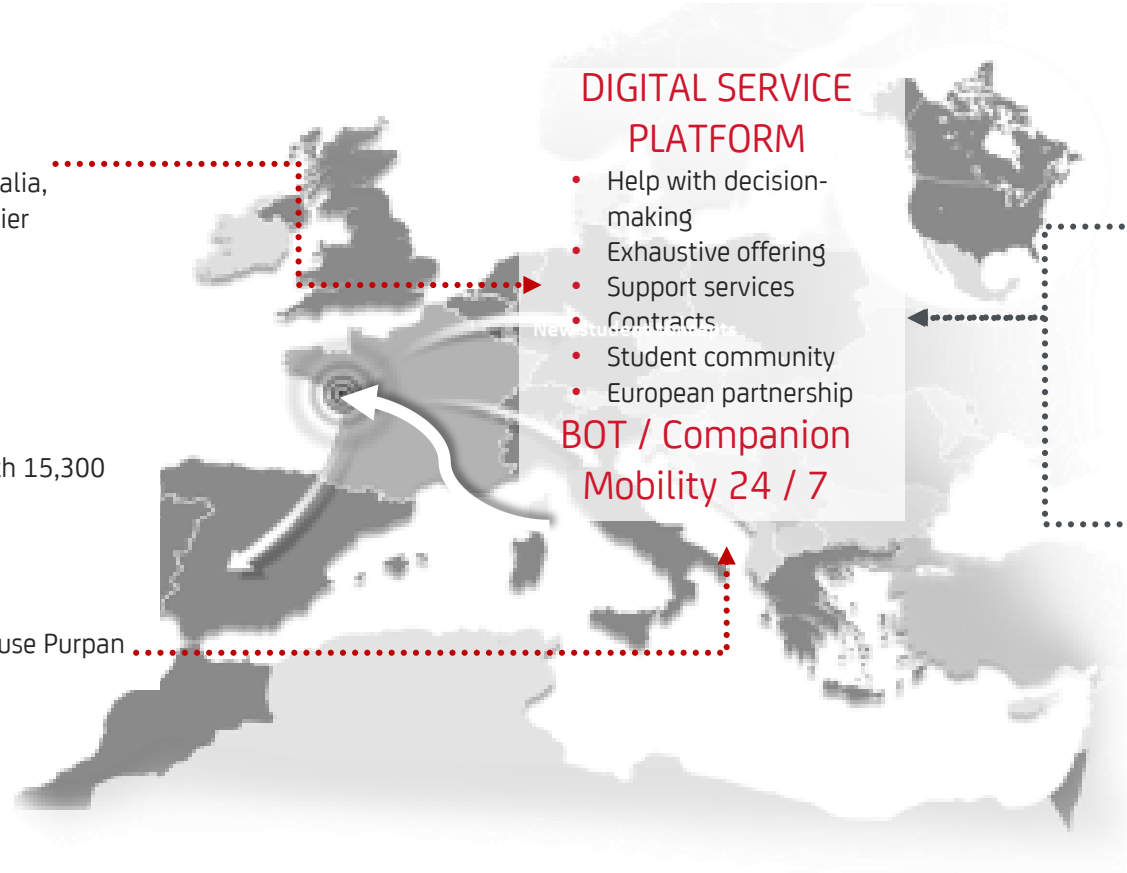
NEW STUDENT CONCEPT

Customer experience is based on 3 key pillars: location, services, design

- Business model developed for French and international institutional investors

CAMPUS MANAGEMENT

- **Services for schools**
- Steering of operating activities in housing, events, services





Senior residences

EDENÉA

Customers: low average spend

- Homes without associated services
- Developer-operator concept

MIXED RESIDENCES (SOCIAL / GENERATIONAL)

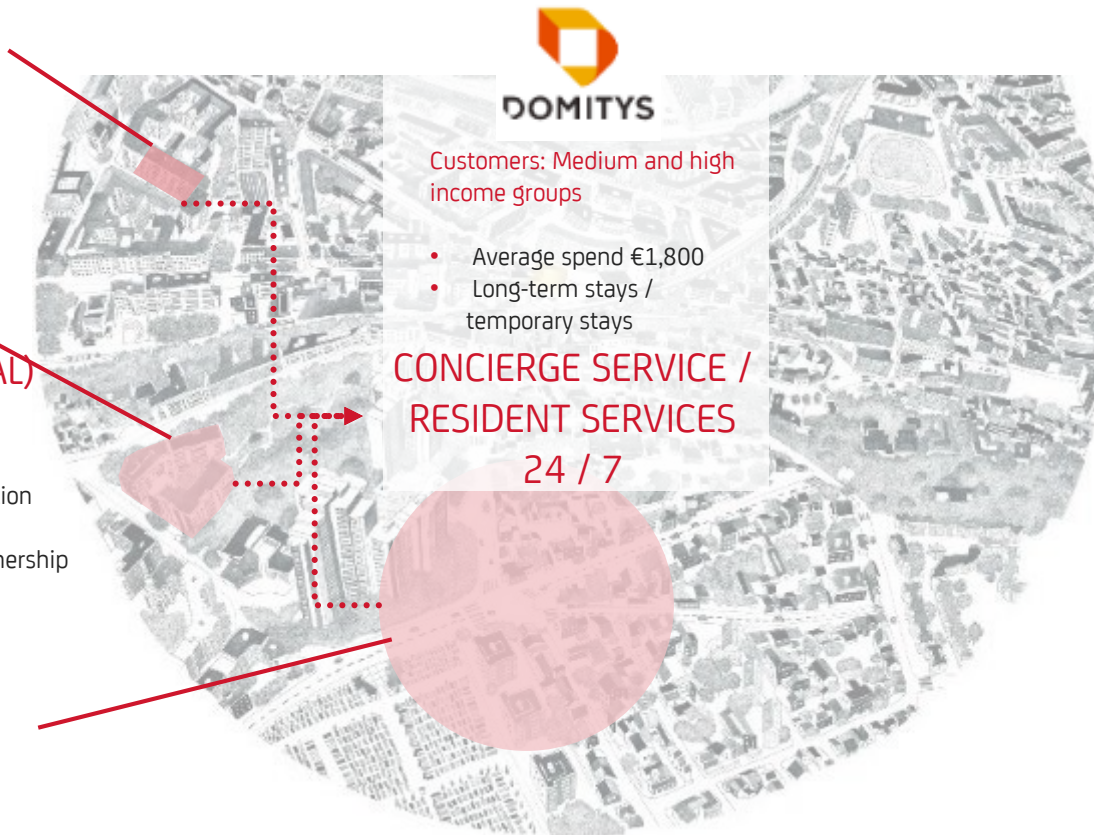
Customers: Low average spend

- Subsidised housing in connection with social landlords
- Developer/local authority partnership concept

OWN HOME

Customers: Seniors aged over 80 remaining at home who can call on the services of a residence located within 5 to 10km

>>> 80% seniors aged over 80



DEDICATED APPLICATION FOR CARERS:

- Administrative support
- Chat bot
- Services



MOVING SUPPORT SERVICES:

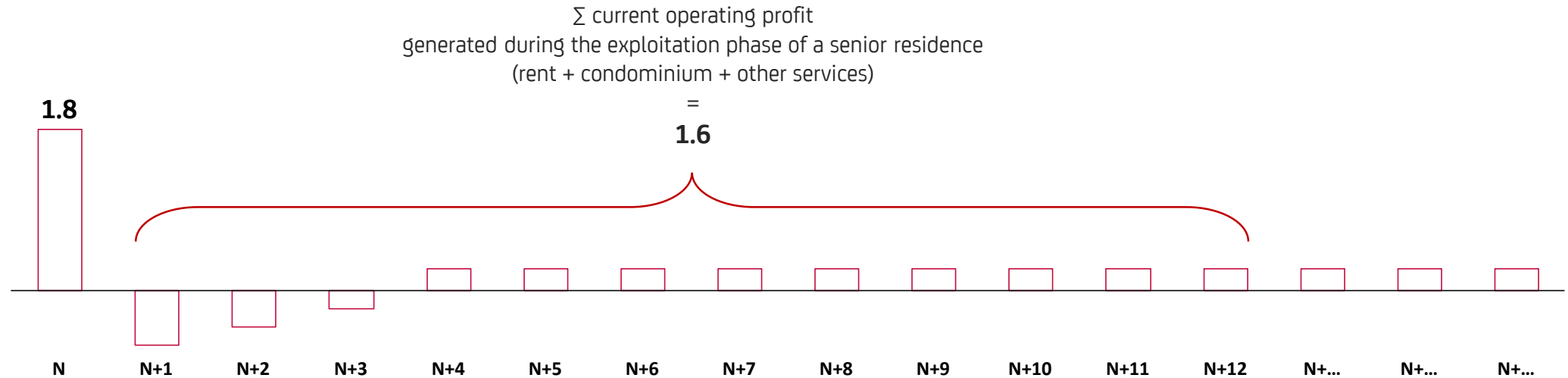
- Broad environment
- Diagnosis and recommendations of ideal homes for seniors





Senior residences, a recurring model

in millions of euros



**RECURRING GENERATION OF CURRENT OPERATING RESULT DURING THE LEASE
ALMOST EQUAL TO THE REAL ESTATE DEVELOPMENT MARGIN**





Create value by knitting together development and services

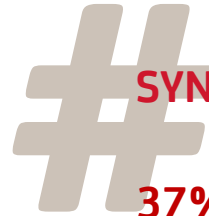


CUSTOMER EXPERIENCE AND SERVICES

Increase in service offering

Increased customer satisfaction

thanks to a global, common and coordinated answer



SYNERGIES AND CROSS-SELLING

37% of condominium management mandates

24% of rental management mandates come from Residential Real Estate (new homes)

Win rate of rental management mandates

from sales to residential real estate investors **to double to 50%**

Positive impact of more than €10m on revenue over the plan



GROWTH LEVER

29 new student residences to open between 2018 and 2021

Target pace of **between 15 and 20 new senior independent living facilities** to open every year





Key indicators for Individual Clients

Real Estate Services to Individuals (PMI)*

Strong increase expected in revenue



Growth in the number of units managed in property management for individuals over the period 2019-2021



GROWTH EXPECTED BETWEEN 2017 AND 2021

* Including Ægide-Domitys





#Targets for 2018-2021

Julien CARMONA

Eric LALECHERE





#Target for 2018-2021

Changes in operational segments and reporting standards

Eric LALECHERE



New segmentation in 2018

The Group now uses its client-centred organisation in its financial communications

Individual Clients

- Development
- Services: Distribution, Serviced Residences, Property Management for Individuals

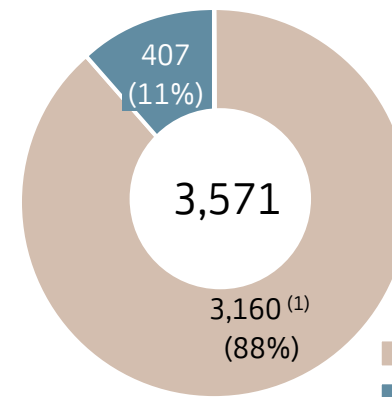
Commercial Clients

- Development
- Services: Brokerage, Commercial Property Management

Other Activities

- Local Authorities (Urban regeneration: Villes & Projets)
- Holding company and innovation

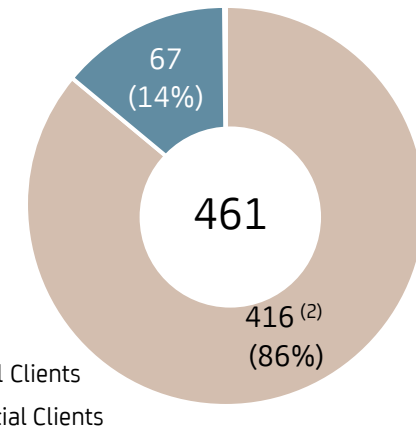
2017 REVENUE*
(as a % and €m)



* o/w €4m from Other Activities

⁽¹⁾ o/w Residential Real Estate (€2,350m)
o/w Real Estate Services for Individuals (€810m)

2017 EBITDA**
(as a % and €m)



** o/w -€23m from Other Activities

⁽²⁾ o/w Residential Real Estate (€239m)
o/w Real Estate Services for Individuals (€177m)

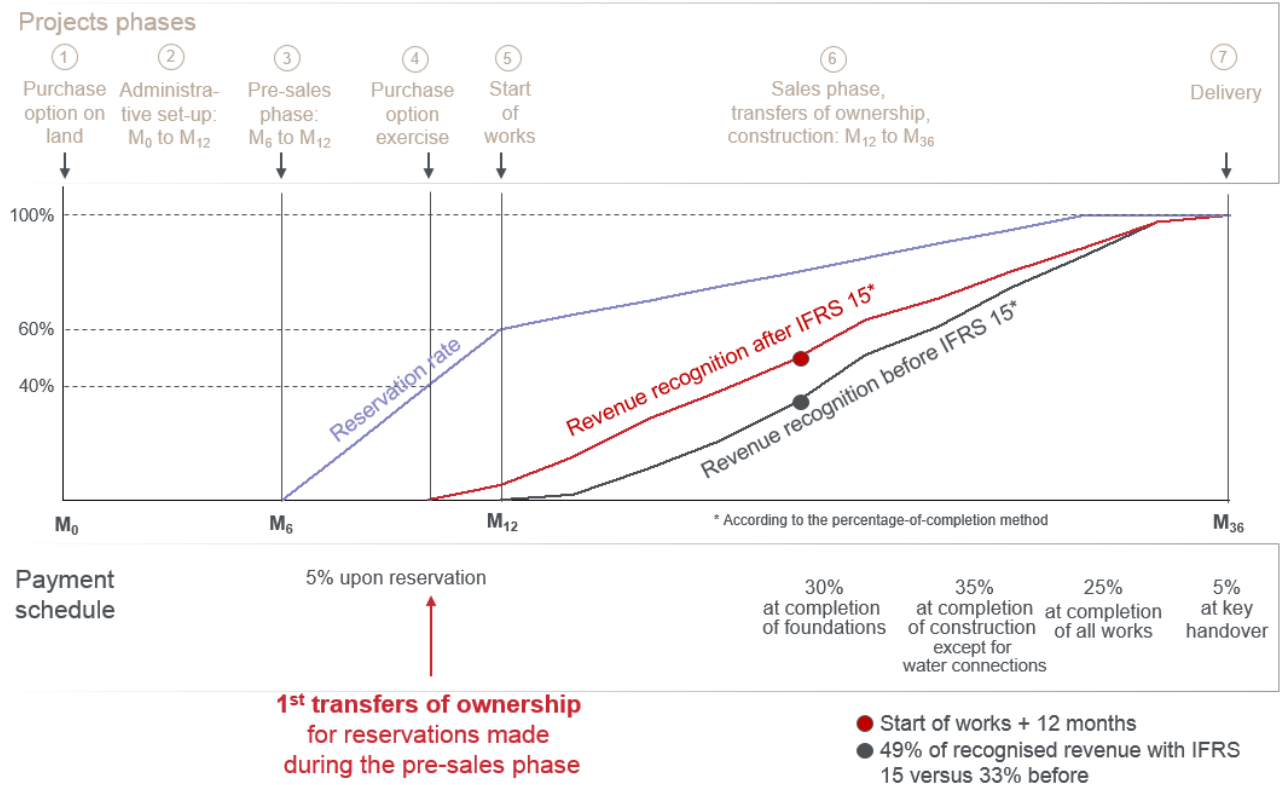


New reporting standard: IFRS 15

Revenue from Contracts with Customers

Percentage-of-completion principle maintained for real estate development activities in France, but percentage of completion must be calculated based on all inventoriable costs (including land)

FASTER RECOGNITION OF REVENUE AND MARGINS WITH CORRESPONDING DECREASE IN THE BACKLOG
OPERATING PROFIT MORE CLOSELY CORRELATED TO FLUCTUATIONS IN BUSINESS ACTIVITY





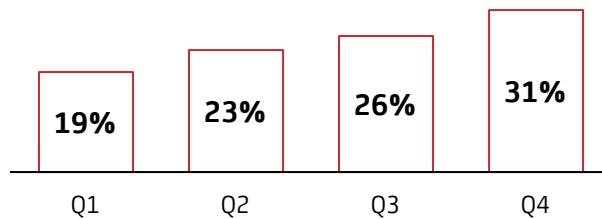
Seasonality of business, impact on revenue (2017 baseline)

NEW HOMES IN FRANCE

Trigger for the start of revenue recognition

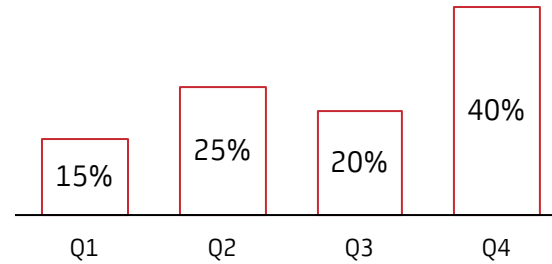
RESERVATIONS

(as a % of total annual reservations)



START-UP OF WORK

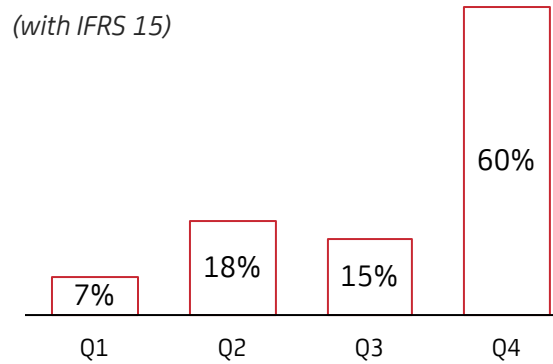
(prior to IFRS 15)



INITIAL NOTARISED

AGREEMENTS/TRANSACTIONS

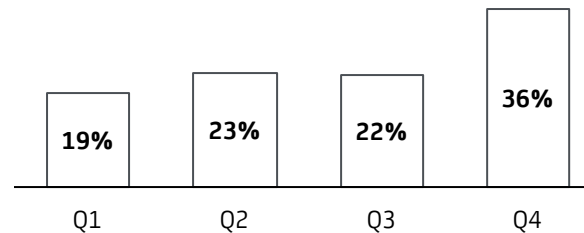
(with IFRS 15)



CONSOLIDATED GROUP REVENUE

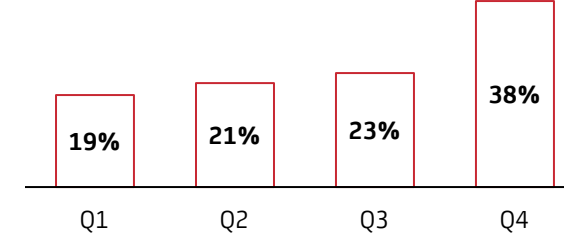
(as a % of total annual revenue)

Published revenue



2% of annual revenue (€40m) from Q4 in respect of transactions on which construction began during the quarter (40% of annual production)

Revenue restated for IFRS 15



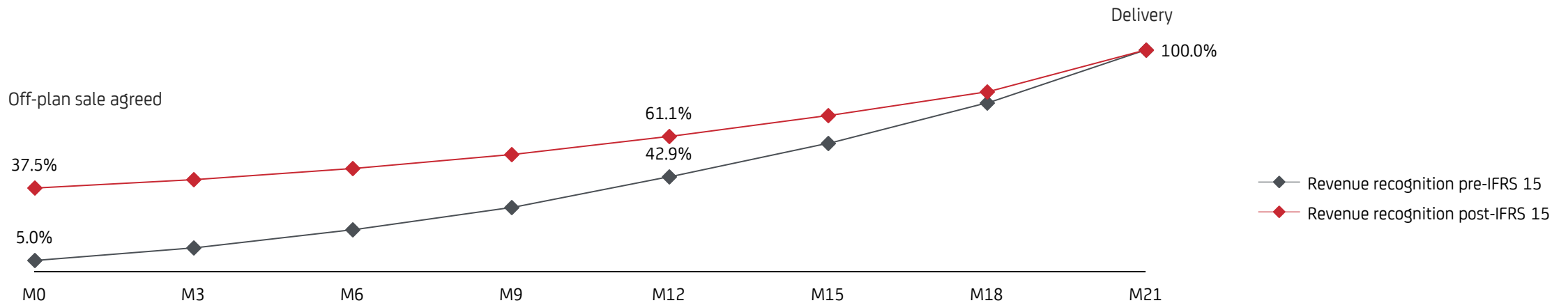
5% of annual revenue (€100m) from Q4 in respect of transactions with an initial notarised agreement (60% of annual production)





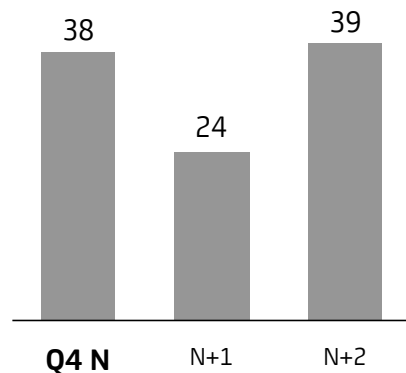
Simulated IFRS 15 impact – commercial development

Pattern of revenue recognition for a typical commercial development in the inner suburbs of Paris
(land: 30% of cost)

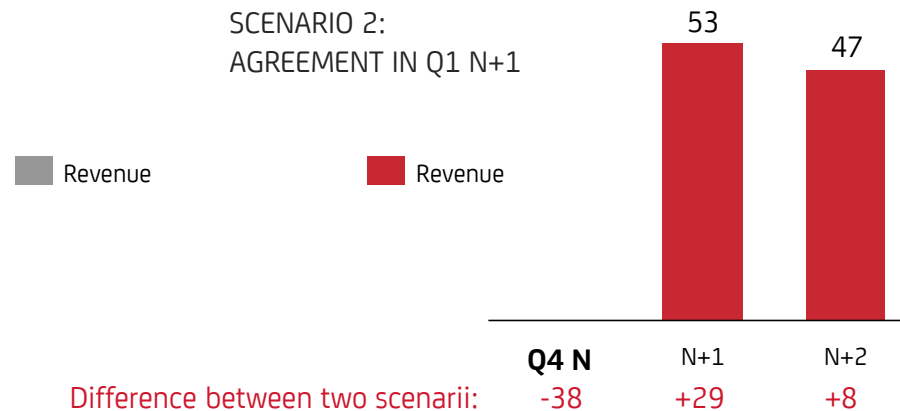


Impact of the month in which an agreement is sealed (as a % of development revenue)

SCENARIO 1:
AGREEMENT IN Q4 N



SCENARIO 2:
AGREEMENT IN Q1 N+1



Difference between two scenarii: -38 +29 +8



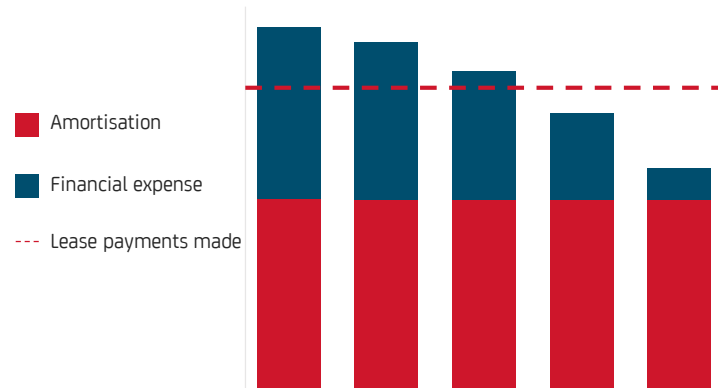


IFRS 16 Leases

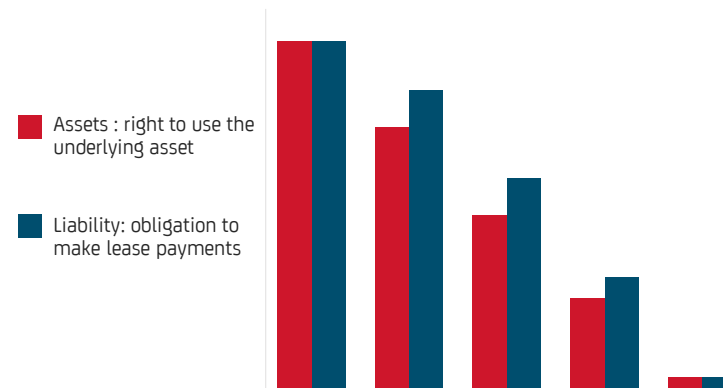
With new standard, the amount payable on leases* will be presented in the Group's statement of financial position in the form of a right-of-use asset under fixed assets, and a lease liability under borrowings

Impact of restating a 5-year lease

INCOME STATEMENT



BALANCE SHEET



ITEMS CHANGES
IN FINANCIAL ANALYSIS

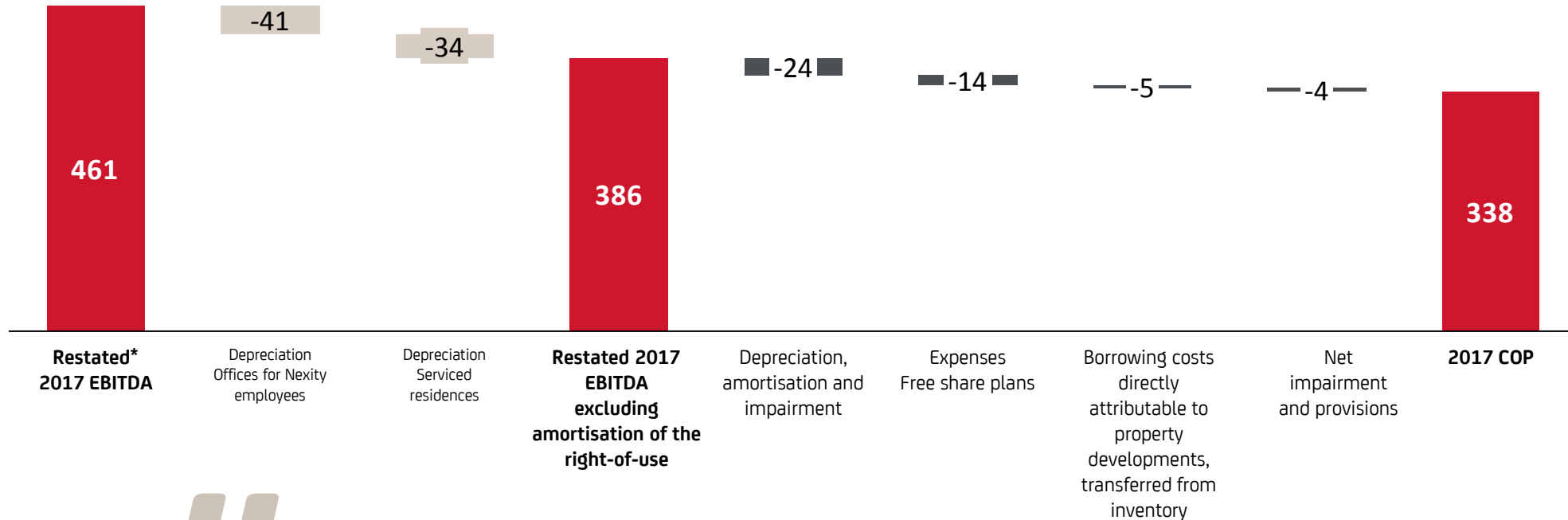
* buildings used for business operations, IT equipment, future lease payments for serviced residences





Bridge from EBITDA to operating profit

Expenses not included in EBITDA



EBITDA GUIDANCE FOR 2018 OF €500M
 (vs €461m in 2017 after reclassification of the CVAE levy)

EBITDA is equal to current operating profit before depreciation, amortisation and impairment of fixed assets (including future lease payments due restated under IFRS 16), net changes in provisions, share-based payment expenses and the transfer from inventory of borrowing costs directly attributable to property developments, plus dividends received from equity-accounted investees whose operations are an extension of the Group's business. This guidance is equivalent to the guidance given to the market of €485m, compared with €448m in 2017 restated to reflect IFRS 15 and IFRS 16, the two new reporting standards, before the reclassification of the CVAE levy





#Targets for 2018–2021

Financial elements

Julien CARMONA





Main assumptions used

Market trends announced previously

Rise in interest rates \leq 200 bps

Currently applicable standards and methods

Identical operational segmentation

Consolidation of Ægide-Domitys from 1 July 2018

No other significant external growth transactions



Business targets for 2018–2021

INDIVIDUAL CLIENTS

// Residential Real Estate

- Market share gain of **3 percentage points** for Nexity between 2017 and 2021 (including Ægide) from 11% to **14%** based on a French new home market in 2021 at around 160,000 units (updated estimate)*

// Real Estate Services to Individuals

- **Growth** in the number of units served by Nexity's individual property management business (condominium management and rental property management services) beginning in 2019

COMMERCIAL CLIENTS

// Commercial Real Estate

- Average order intake for the period 2018–2021: **~€650m**, double the average for the period 2009–2017



SIGHTS SET ON STRONG GROWTH IN BUSINESS

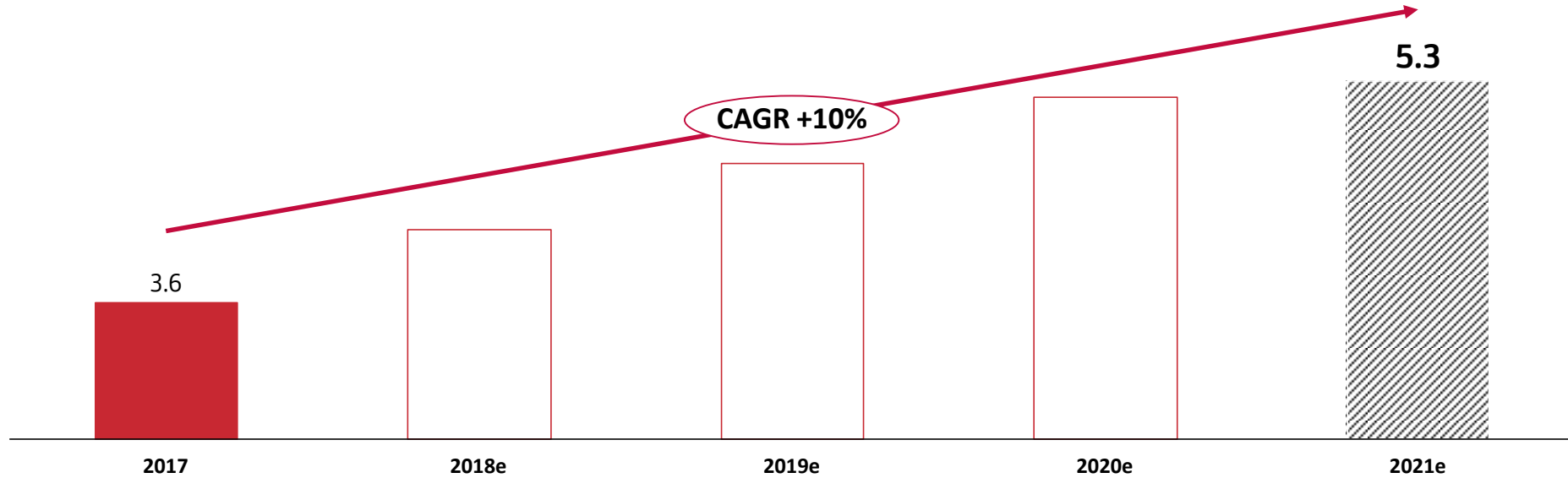
* From 14% to 17% based on a French new home market in 2021 at around 130,000 units (current estimate)





Revenue

in € billions



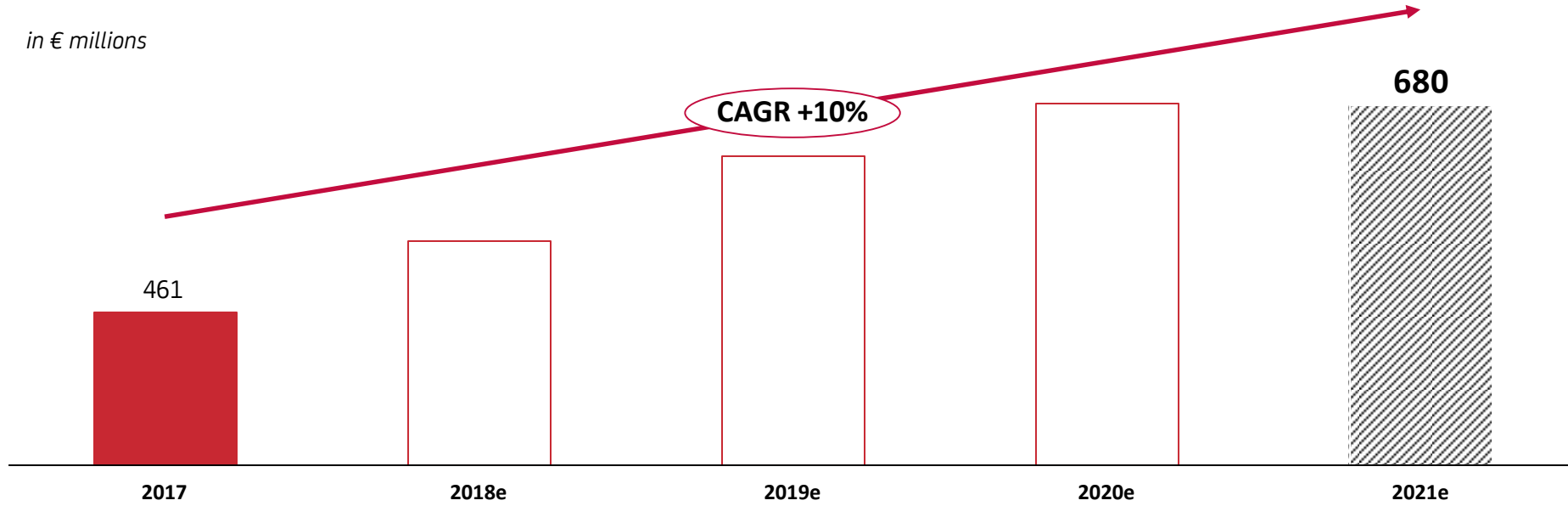
**€1.7 BILLION INCREASE IN CONSOLIDATED REVENUE
BY 2021**





EBITDA

in € millions



€220 MILLION INCREASE IN EBITDA BY 2021
NORMATIVE 2021 MARGIN OF ABOUT 13%
CONTRIBUTION OF SERVICES TO EBITDA BY 2021: ~45%

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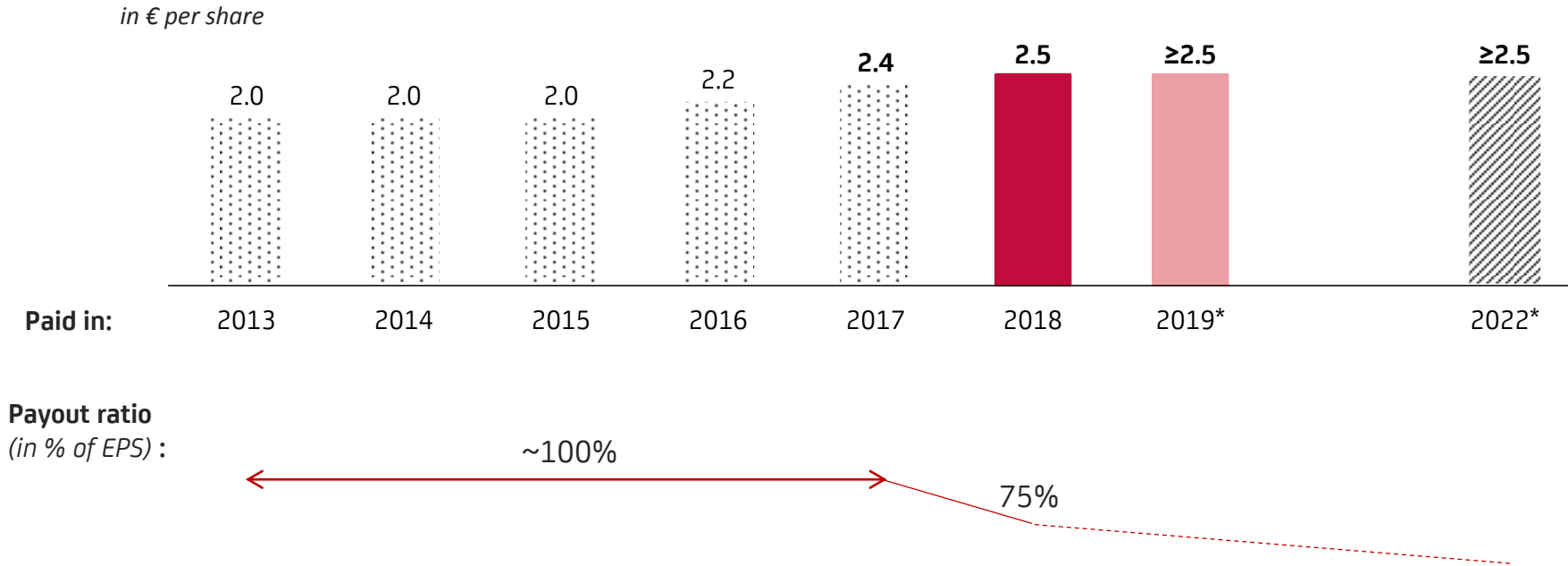


Balance sheet and capital management

- # Maintenance of a strong solvency position
- # Target for return on equity (ROE): > 10% over the entire period
- # €65m in normative CAPEX per year, including €30m dedicated to digital initiatives
- # Increase in leverage ratio as part of growth plan
 - “Optimal” target ratio: 2.5x EBITDA excluding the impact of IFRS 16
 - Allows for investments and acquisitions not included in the medium-term plan
- # Dividend policy
 - At least €2.50 per share over the entire period of the plan
 - Dividend set each year by the Board of Directors taking into account the Group’s financial structure, actual and forecast cash flows, and outlook
- # Share buyback policy to offset dilution due to grants under free share plans (about 1% of the share capital each year)
- # Maintenance of a prudent risk profile



Dividend policy



* Pending the decision of Nexity's Board of Directors and approval at the Shareholders' Meeting





Acquisitions policy focusing on value creation

Individual Clients – Residential Real Estate

- Edouard Denis and Primosud in 2016

Individual Clients – Real Estate Services to Individuals

- PERL and Oralia in 2014
- 12 individual property management firms between 2014 and 2017

Commercial Clients – Real Estate Services to Companies

- Térénéo in 2014, Thalium and Moreau Experts in 2016

Other activities and innovation

- 3 investments in venture capital funds managed by Demeter, Elaïa Partners and NewFund
- Investments in 5 startups: Bien'ici, Cowork.io, Realiz3d, Luckey Homes and UrbanCampus

// Acquisitions over the period 2014–2017

Total EV: **€553 M**

2017 EBITDA from acquisitions (2014/2017): **€62 M**

Average multiple paid **8.9x (11% margin)**



ALL OF THE ACQUIRED COMPANIES HAVE SEEN IMPROVEMENTS IN EBITDA SINCE THEIR ACQUISITION DATE
EDOUARD DENIS EXAMPLE: 2016/2018 EBITDA +50%





Priorities for external growth and investments over the period of the plan

No transformational acquisitions

Individual Clients – Real Estate Development

- Profitable regional/niche players
- Multi-brand model with open architecture
- Possibly in International activities (Germany, Poland)
- New products (LOA, etc.)

Individual Clients – Real Estate Services to Individuals

- Property Management for Individuals
- Serviced residences

Commercial Clients – Real Estate Services to Companies

- Commercial Property Management
- New services (assistance to users, digital services, etc.)

Startups

Additional investment capacity for external growth (2018-2021)

- Around €400m
- Compatible with "optimal" debt ratio
- May generate an additional €40m to €50m EBITDA in 2021 (not included in the financial objectives of the plan)

// Already included in the plan

- Land acquisition and new land positions
- Digital investments and other CAPEX



#Conclusion

Alain DININ



Strategic focus on comprehensive real estate services

PROFITABILITY

- EBITDA margin \geq 13% over the period of the plan
- Synergies between the development and services businesses

GROWTH

- Nexity's ability to outperform its underlying markets:
 - Underlying growth
 - New products
 - Partnerships
 - Acquisitions
- Increase in the contribution of Services to EBITDA
- Senior residences as strong growth driver

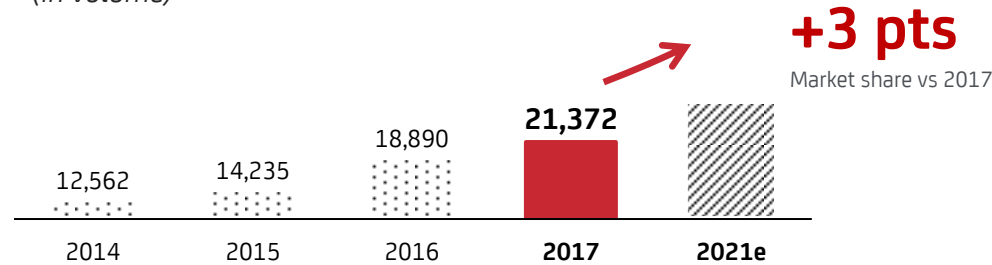
CREATING VALUE FOR SHAREHOLDERS

- Dividend \geq €2.50 per share
- Share buybacks
- Efficient use of capital resources

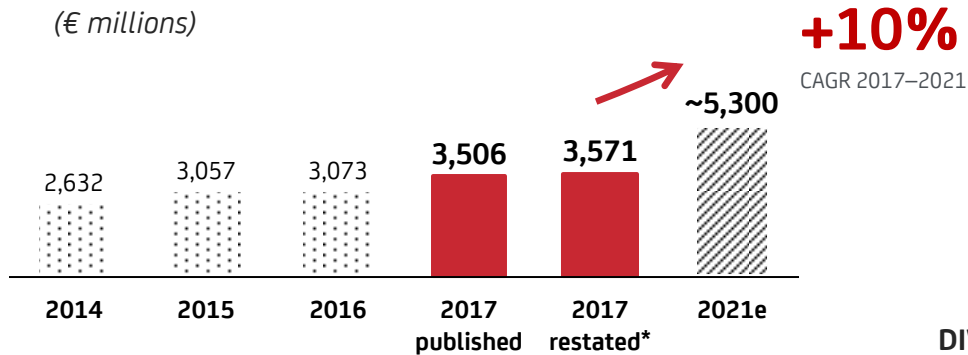


Nexity will continue to be a growth stock with strong returns

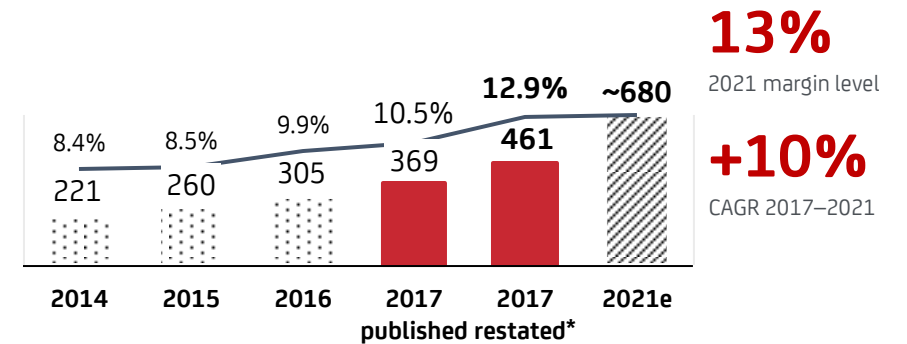
RESIDENTIAL NEW HOME RESERVATIONS
(in volume)



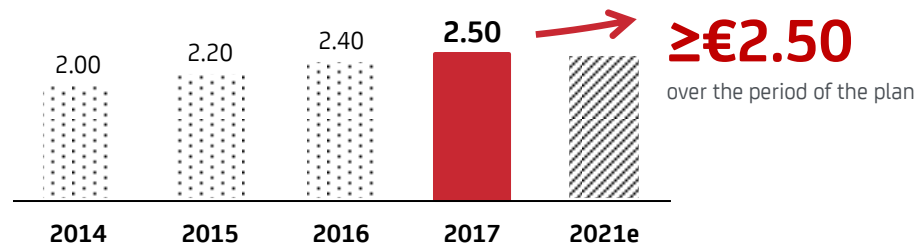
TOTAL GROUP REVENUE
(€ millions)



EBITDA (€ millions) AND MARGIN RATE



DIVIDEND PER SHARE
(in €)



* Including adjustments for new standards (IFRS 15 and 16), and reclassification of the CVAE (French tax on value added by the business) as an income tax

** Recurring net earnings per share corresponds to current net profit (Group share of net profit, after restating for one-off items) divided by the number of shares outstanding

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“ No business wins when the world loses. ”

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Community housing – Nexity “non-profit”

NEW HOMES

// Family shelters

- ~20 homes, mainly studios
- Managed by specialised associations (Fondation Abbé Pierre, Habitat & Humanisme, and other charities)
- Tenant receives housing allowances and pays a very modest rent
- Social support
- Financial structure: VEFA off-plan sale or division into usufruct and bare ownership (through PERL)

// The first family shelter is currently being built in La Ciotat under a Nexity programme

VACANT HOUSING

- Rental intermediation model (making vacant homes available to non-profit organisations)
- Uses homes vacant for over 6 months that Nexity manages
- Community lease under the “Affordable rent” scheme
- Managed by specialised associations (Fondation Abbé Pierre, Les Restos du Coeur, and other charities)
- Controlled rent in a designated area
- Partnership with ANAH (French national housing agency)



NEXITY'S COMMITMENT:

1,000 HOMES PER YEAR WITHIN THREE YEARS – PRO BONO MODEL





Nexity Foundation



Every day, through its wide range of activities, Nexity shapes towns and cities by:

- Taking an **active role in urban life**
- Building meaningful relationships where people decide and structure how they **live together**

Launched in April 2017, the Nexity Foundation:

- Promotes this **ambition**
- Embodies the Group's **civic and social engagement**

Mission

- Encourage and organise **community initiatives** to make cities more inclusive
- Through **social inclusion projects focused on housing, employment and training for disadvantaged individuals**
- By continuing the Group's **philanthropic initiatives** with an average 5-year budget of €1m (the Nexity Foundation cannot provide advertising-based sponsorship)

3 strategic priorities:

- Building a large-scale partnership with major socially engaged housing associations to promote decent, affordable housing
- Working together on inclusive community projects through local partnerships to provide tailored solutions to regional employment and training needs
- Developing a **skills-based sponsorship programme open to Group employees** (one day per year per employee)

Core values of sharing and cooperation

- Active co-participants in inclusive community projects
- Engaged **employees**





#Annexes



A unique offer of products on the market

FIRST-TIME HOME OWNERSHIP	SOCIAL AND INTERMEDIATE HOUSING	RESIDENCES FOR SPECIFIC CATEGORIES OF CLIENTS	SPECIAL USES AND INNOVATION
<ol style="list-style-type: none"> 1. Collective housing 2. Access Design 3. Homes for first-time owners sold at controlled prices or affordable housing 4. First-time home ownership in reduced-rate VAT areas 5. Detached houses and intermediate housing 6. Subdivisions 	<ol style="list-style-type: none"> 7. Social residences 8. Family social housing 9. Multi-generational residences (Complicity) 10. Intermediate rental housing (10% VAT) 11. Intergenerational residences 12. PSLA scheme (a French rent-to-own loan for social housing) 13. Social usufruct rental (ULS) scheme or Division of ownership (distinction between usufruct and bare ownership) 	<ol style="list-style-type: none"> 14. Student residences (Studéa) 15. Residences for students and career starters 16. Social-purpose apartment hotels (RHVSs) 17. Residences for tourists and business travellers 18. Independent living facilities for seniors 19. Edenéa 	<ol style="list-style-type: none"> 20. Ywood 21. Villanova 22. Renovation 23. Office-to-residential conversions 24. Extensions to existing buildings (additional storeys) 25. Reinventing cities 26. Ground-floor retail premises 27. Eugénie 28. Co-working spaces 29. Co-living spaces 30. Car sharing and shared parking facilities

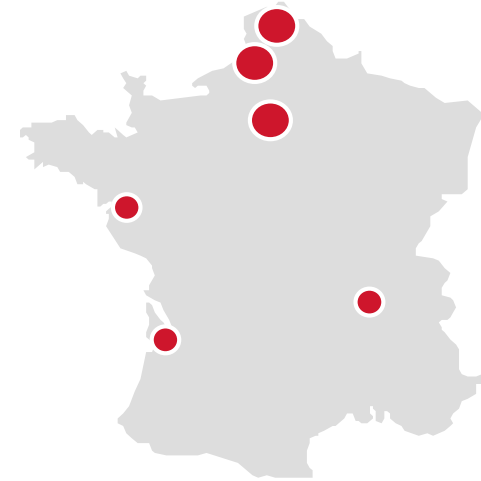




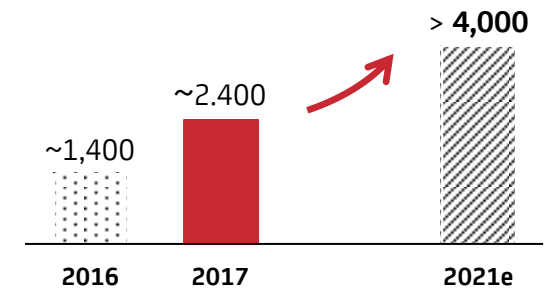
Edouard Denis case study



- # A highly entrepreneurial, multi-regional residential property development company founded in 1996
- # Founding entrepreneur still in position, under its own brand name with operating autonomy
- # Application of multi-product strategy: access to all of Nexity's offering
- # Access to Nexity tools (construction and distribution costs)
- # Nexity owns 55% of share capital with a shareholders' agreement until 2023



Reservations
(number of units)



SOLID GROWTH
POTENTIAL

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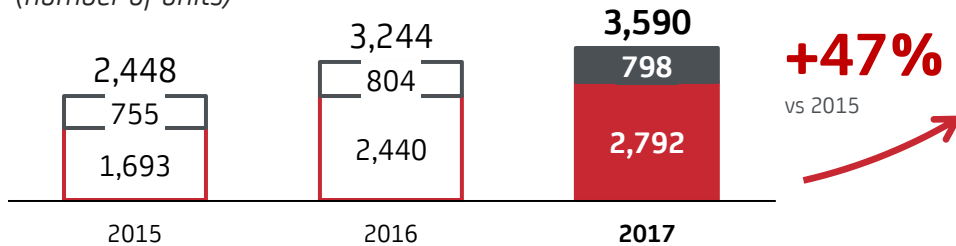
Services platform for individual investors: distribution activities

iSelection

L'IMMOBILIER PATRIMONIAL

- # Real estate investment sales network focusing on individuals, a wholly owned subsidiary of Nexity
- # Selection of real estate programmes:
 - In the form of marketing mandates from national and regional developers
 - Via its operator business (property trader)
- # Marketing by independent investment management advisors (CGPI) or a network of bank branches

Reservations
(number of units)

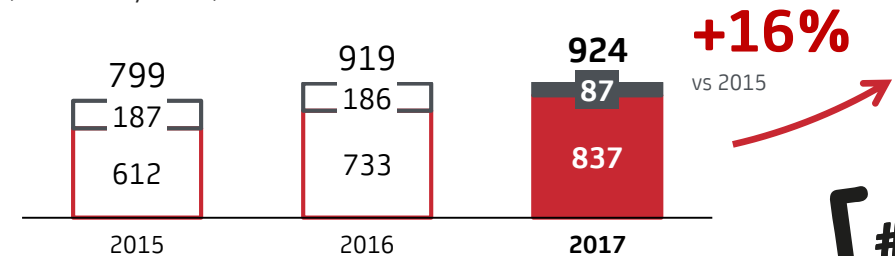


□ Operator
 □ Marketer

Perl.

- # Off-plan sales of land or existing buildings
- # PERL structures properties and then distributes them:
 - Direct sale of usufruct rights to social housing operators
 - Sale of bare ownership to private investors, via a network of CGPIs and banking/insurance partners

Reservations
(number of units)

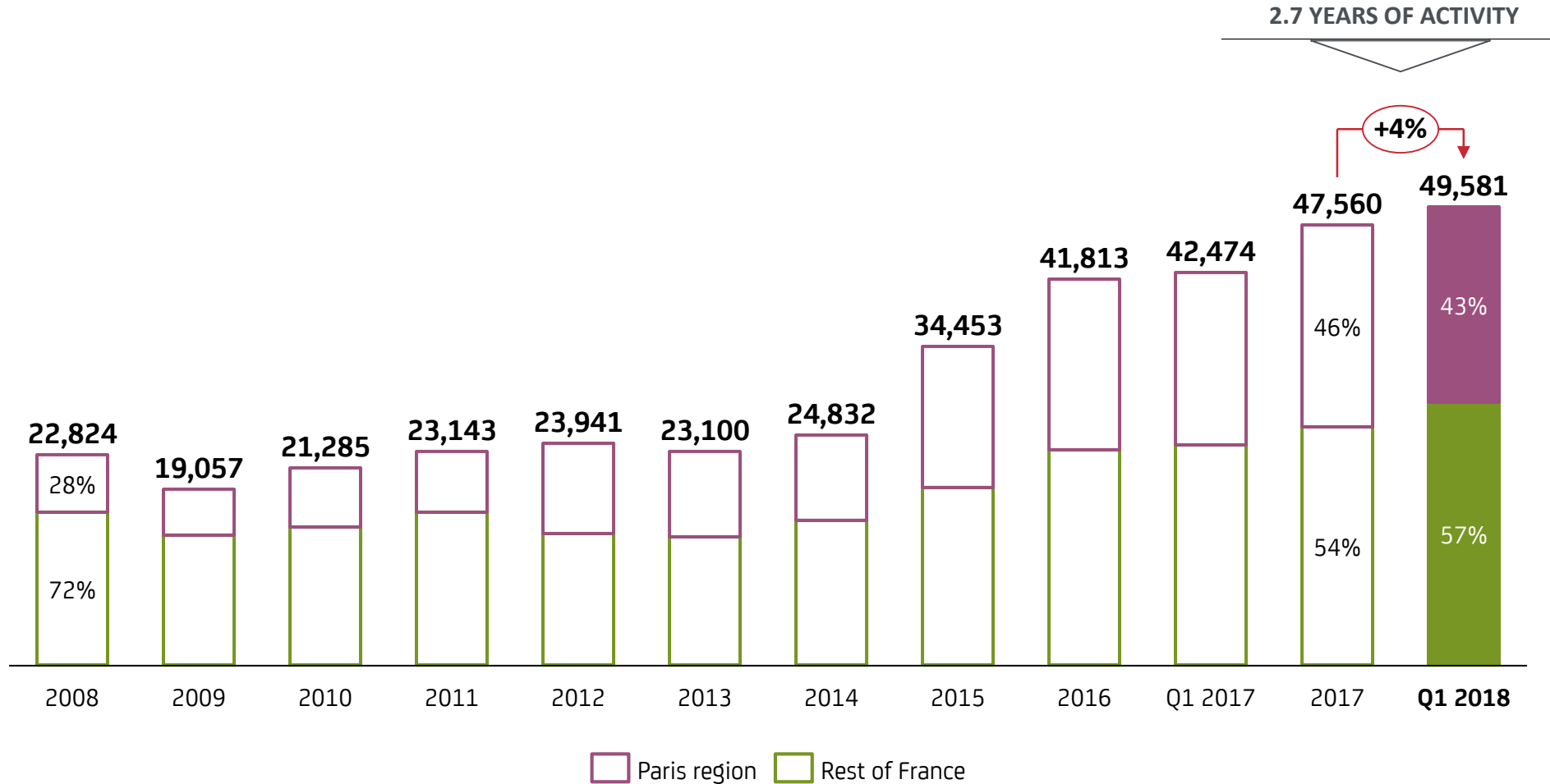


□ Existing □ New-build

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Business potential for new homes

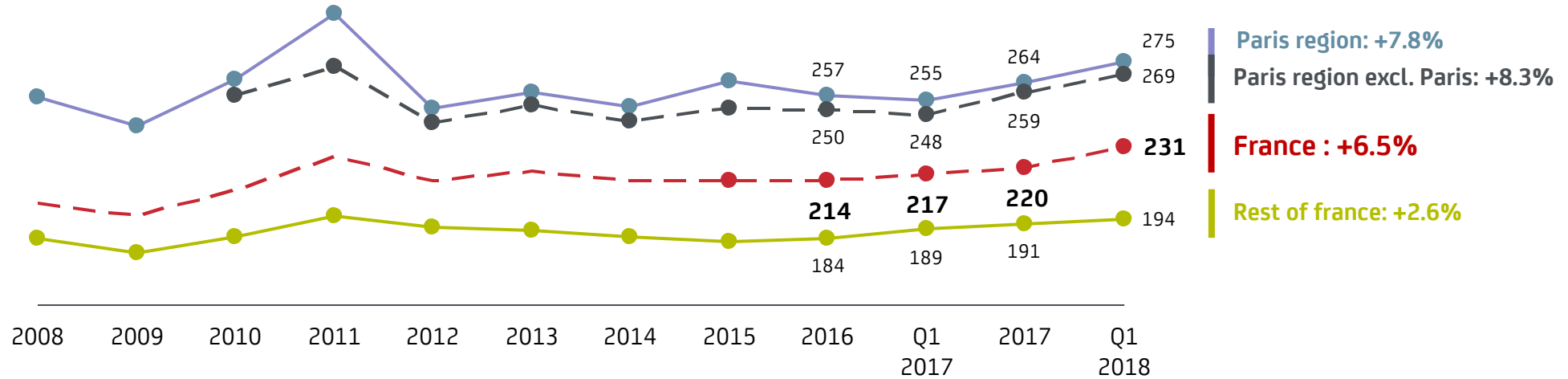




Nexity new homes: price trends

AVERAGE PRICE

(in thousand of euros, excl. Iselection, PERL, International, and bulk sales)



RETAIL SALES	Q1 2017	Q1 2018	Change
Average home price incl. VAT (sq.m.)	3,816	3,980	+4.3%
Average surface area per home (sq.m.)	56.8	58.0	+2.1%
Average price incl. VAT per home (€k)	216.9	230.9	+6.5%





Innovative sales and marketing methods



Augmented client relations centre

DESTINED TO BECOME THE GROUP'S PRIMARY SOURCE OF CONSUMER INSIGHT

- # Statistic: 250,000 conversations per year (thus over 5,000 per call centre advisor)
- # Nexity's solution: Analysis of conversations to generate intelligence

MOVING INTO THE AGE OF INSTANTANEITY

- # Statistic: sharp decline in reachability of clients when we call back more than 5 minutes after their submission of a request using an online form
- # Nexity's solution: call back the highest-potential prospects as quickly as possible

Online reservation platform

MUTUAL BENEFITS:

- # For clients: simplification of reservation process and shortening of time required, no more waiting on hold
- # For Nexity: better management of client flows, reduction in launch costs, better client experience





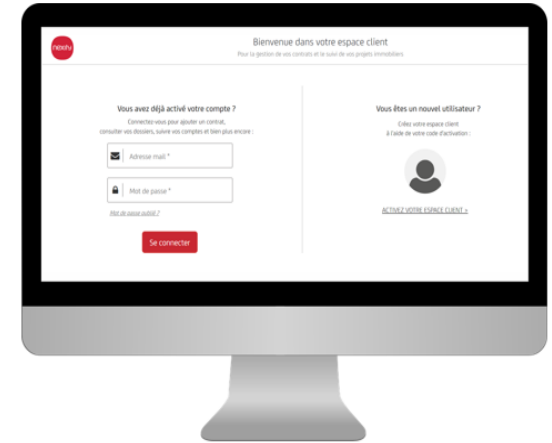
Nexity leading the field with online client accounts...

Nexity's **online client accounts** offers a range of useful services for all clients: condominium owners, landlords and tenants, investors and first-time buyers

- Completely paperless electronic payment methods
- Electronic notices and electronic minutes of condominium association general meetings
- Monitoring of progress on developments under construction

Clients are now connected with agency staff and our suppliers (via **online supplier accounts**)

Information on maintenance and other work activities in our managed buildings is provided to everyone in real time



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...and online supplier accounts



Aim: Becoming the market leader for opinions and information provided by real estate professionals and clients about suppliers working in buildings



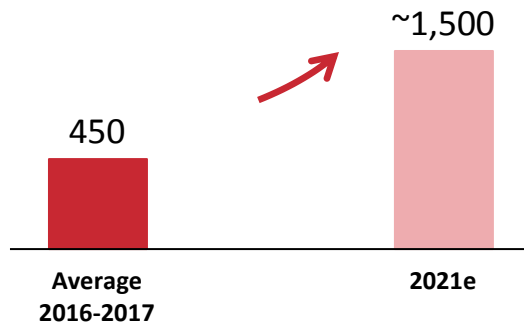
Objectives:

- Implementation of a platform for the **verification of legal compliance by suppliers** (semi-automatic control of URSSAF, insurance, proof of registration in Trade and Companies Register, etc.)
- **Promotion of listed suppliers** among clients with a double rating system (clients and agencies)
- **Establishment of the subscription system** necessary for the listing of suppliers and guaranteeing regular income

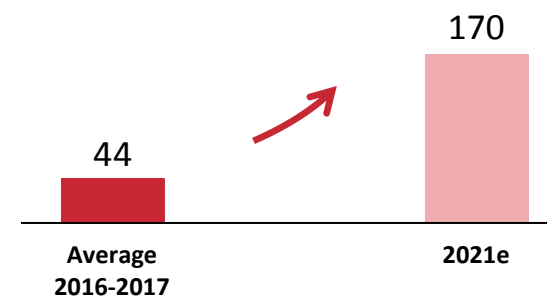


Key indicators for International activities*

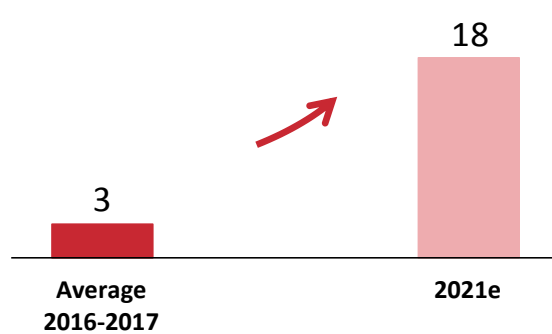
Reservations
(number of units)



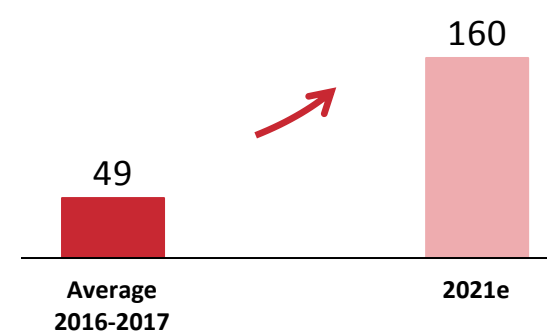
Revenue
(in €m)



EBITDA
(in €m)



WCR
(in €m)



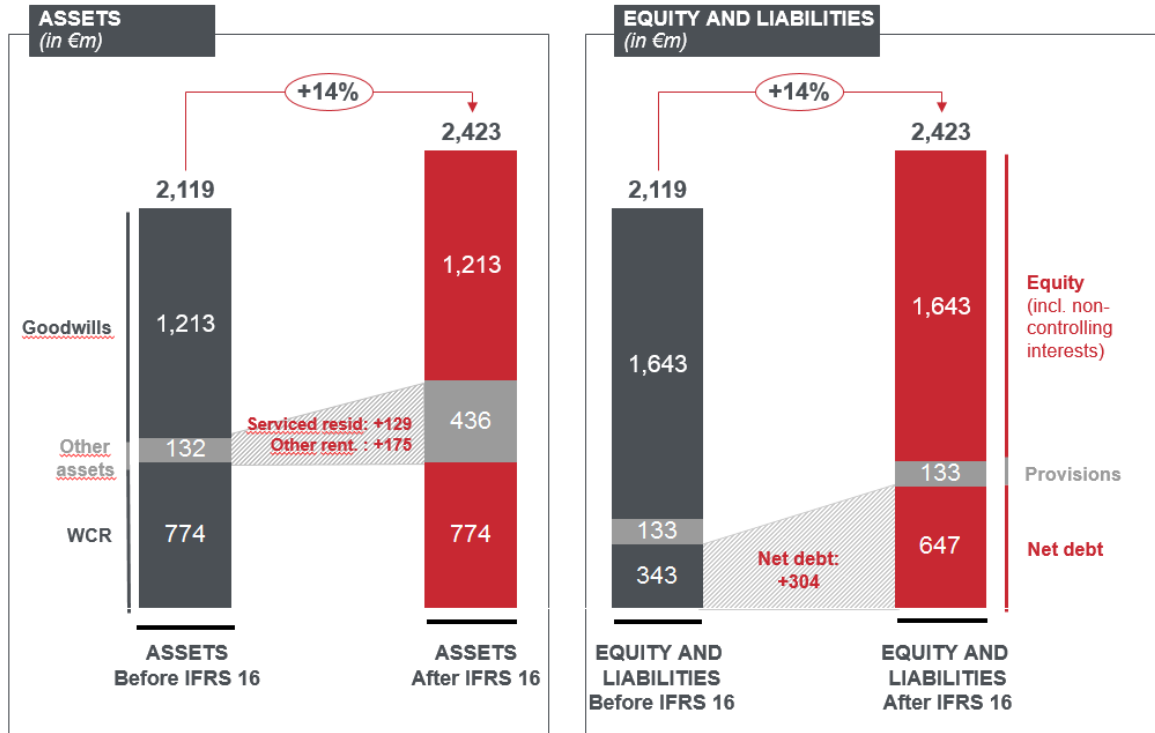
* Excluding Ægide-Domitys and Property Management for Individuals





New standard: IFRS 16 Leases

Figures at 31 December 2017



- # Scope: Leases of buildings used for business operations, IT equipment, future lease payments for serviced residences
- # Current standard: information provided off balance sheet in the notes to the financial statements
- # New standard: the amount payable will be presented in the Group's statement of financial position in the form of a right-of-use asset under fixed assets, and a lease liability under borrowings

IMPROVEMENT IN OPERATING PROFIT, DECLINE IN NET FINANCIAL INCOME/(EXPENSE), STRONG IMPROVEMENT IN CASH FROM OPERATING ACTIVITIES BEFORE CHANGES IN WORKING CAPITAL AND IN EBITDA INCREASE IN DEBT





Additional details about key indicators

	31/12/2017 Operational reporting published	31/12/2017 Operational reporting restated
<i>(in millions of euros)</i>		
Revenue	3,506.1	3,571.3
EBITDA	368.5	460.6
<i>% of revenue</i>	10.5%	12.9%
Current operating profit	320.5	337.9
<i>% of revenue</i>	9.1%	9.5%
Net profit before non-current items ⁽¹⁾	178.7	175.8
<i>(in euros)</i>		
Net profit before non-current items per share⁽¹⁾	3.22	3.17

// CVAE * levy included in corporate income tax (from 1 January 2018) – similar restatement in 2017 to facilitate comparisons, since it is treated as a tax on earnings (see IAS 12)

- €12.5m in 2017, expected to increase in 2018 (expansion of the tax base to include all Group companies, stronger business trends)
- (1) Net profit before non-current items reflects the Group's share of net profit restated to exclude any non-current items, such as:
- Repayment of the 3% tax on dividends claimed in 2017
 - Fair value of the ORNANE bonds
 - Items included in "Non-current operating profit": goodwill impairment, remeasurement of equity-accounted investments following assumption of control

* French tax on business added value



Income statement of “cruising speed” serviced residence including average debt under IFRS 16

BUSINESS CASE (in euros)	STUDENT RESIDENCES (% of revenue)		SENIOR RESIDENCES (% of revenue)	
Term of operating leases	10 years		12 years	
Number of units in the residence	110		120	
Average monthly rent excl. VAT (tenant)	€600		€800	
Monthly services			€1,000	
Landlord rent	€325		€680	
Immob IFRS 16 Fixed assets under IFRS 16 (leasing)	€4m		€10m	
Occupancy rate “cruising speed” residences	92%		98%	
Breakeven occupancy rate	80%		90%	
Annual revenue, rentals	€729,400	100%	€1,129,000	44%
Annual revenue, services	€0	€0	€1,411,200	56%
Annual revenue	€729,400		€2,540,200	
Operating expenses	€213,300	29%	€1,461,200	58%
Ebitda	€516,100	71%	€1,079,000	42%
Amortisation under IFRS 16	€382,400	52%	€832,292	33%
EBITDA restated for IFRS 16 amort.	€133,700	18%	€246,708	10%
Depreciation of tang. fixed assets	€2,600	0%	€60,000	2%
Operating profit	€131,100	18%	€186,708	7%

* Based on a discount rate of 3% – straight-line amortisation over term of commitment
Student residences: around half of the portfolio leased under agreements renewed automatically



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19 June 2018