



 **PRIMONIAL**
REIM
VALUE FROM VALUES

www.primonialreim.com



Primonial REIM, Investing in property that **builds** our society

At Primonial REIM, investing in property is not just investing in bricks and mortar, but also investing in the foundations of society.

Because we are convinced that property is made up of living structures that play a major role for society, cities and people. Offices allow employees to create connections, health organisations allow patients to be treated in good conditions, educational spaces allow students to learn calmly, residential buildings allow residents to live fully.

Choosing to invest in socially useful structures means choosing long-lasting, solid and useful investments that generate financial performance.

Thanks to a team of international, specialised and confident experts, Primonial REIM bridges the gap between the performance requirements of its clients and the needs of society through an innovative vision of property investment.



Primonial REIM, a key player in real estate asset management in Europe

With **38,4 billion in assets under management**, with assets located in ten Eurozone countries, Primonial REIM is a key player in real estate asset management in Europe. With €19 billion dedicated solely to Healthcare Real Estate, Primonial REIM solidifies its position as the undeniable leader in the sector.

Our global vision combined with in-depth knowledge of the various markets thanks to local teams, gives us **privileged access to European property to provide our individual and institutional clients with the best opportunities.**

For them, **we structure and manage a wide range of property investment solutions, adapted to their risk profile and their strategies, generating income over the long term.**

€38,4bn
assets
under
management

+80,000
investors

1,695
property

A history spanning
10 European
countries

61
investment funds

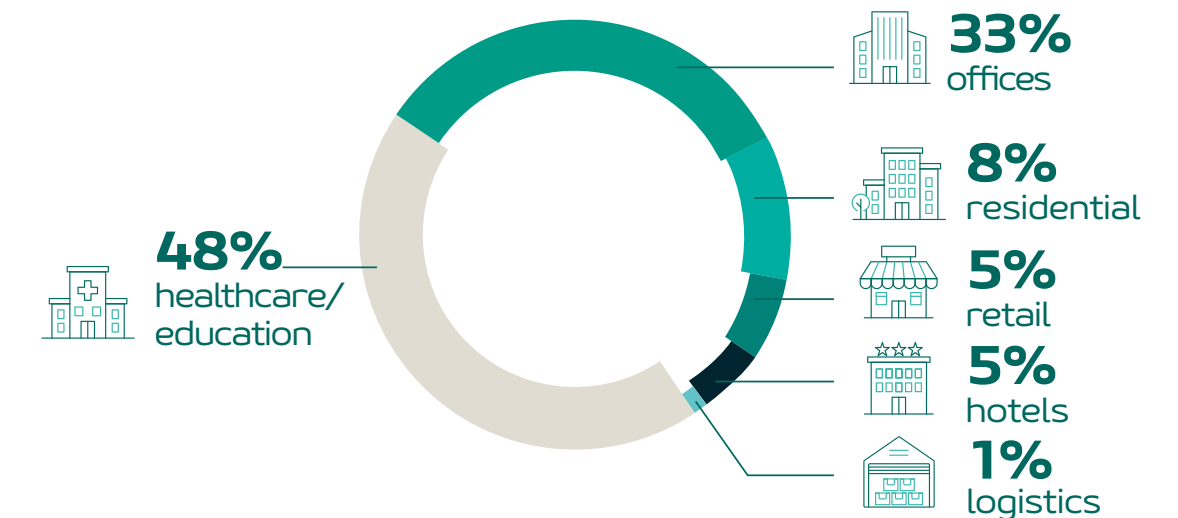
55%
institutions

45%
private

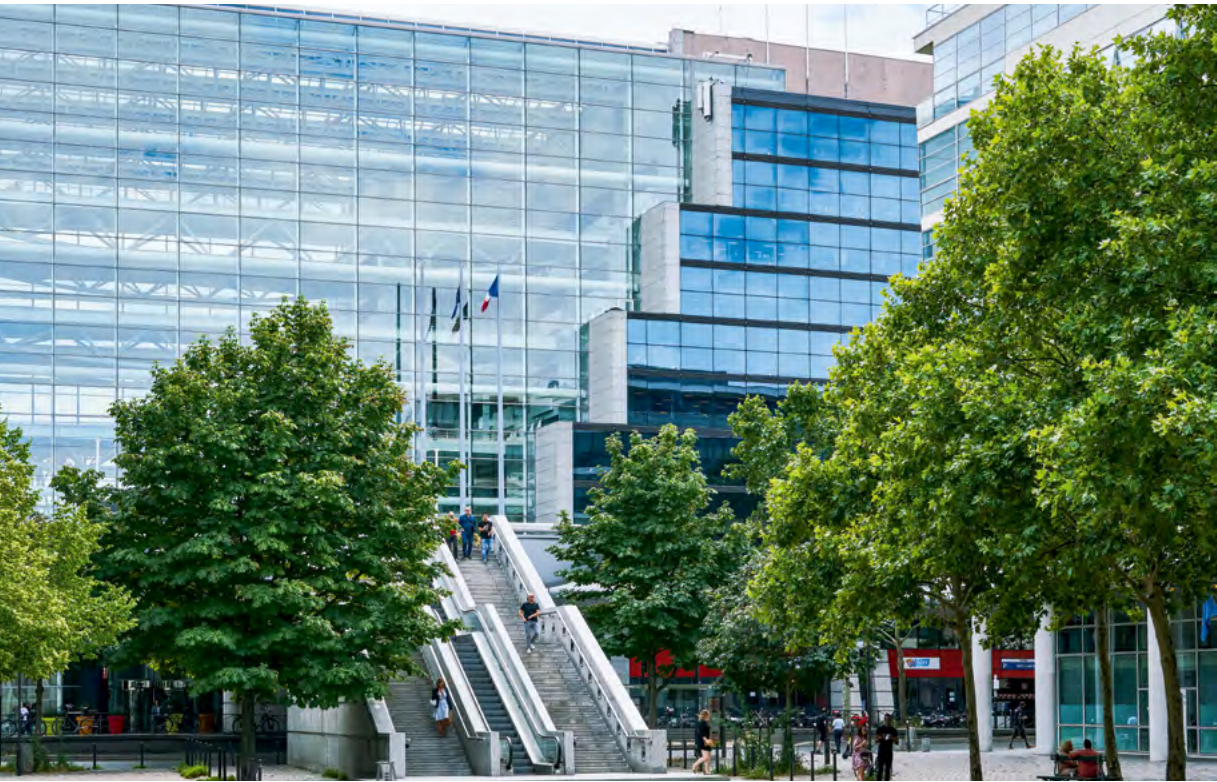
+450
employees
in Europe

Source: Primonial REIM.
Key figures as at 28/02/2024.

BREAKDOWN OF ASSETS BY TYPE



A pan-European real estate platform



WHAT MAKES US DIFFERENT

- **A belief-based management style** taking into account macro and micro economic dynamics as well as demographic and societal developments.
- **Robust asset allocation** based on sector, geographic and product diversification.
- **A wide range of investment solutions** with readable strategies by fund offering recurring and attractive income with moderate risk taking.
- **A pioneer and leader position in responsible investments** with an ESG approach integrated into the value creation chain and massive investments in socially useful sectors such as healthcare/education property or affordable residential property.

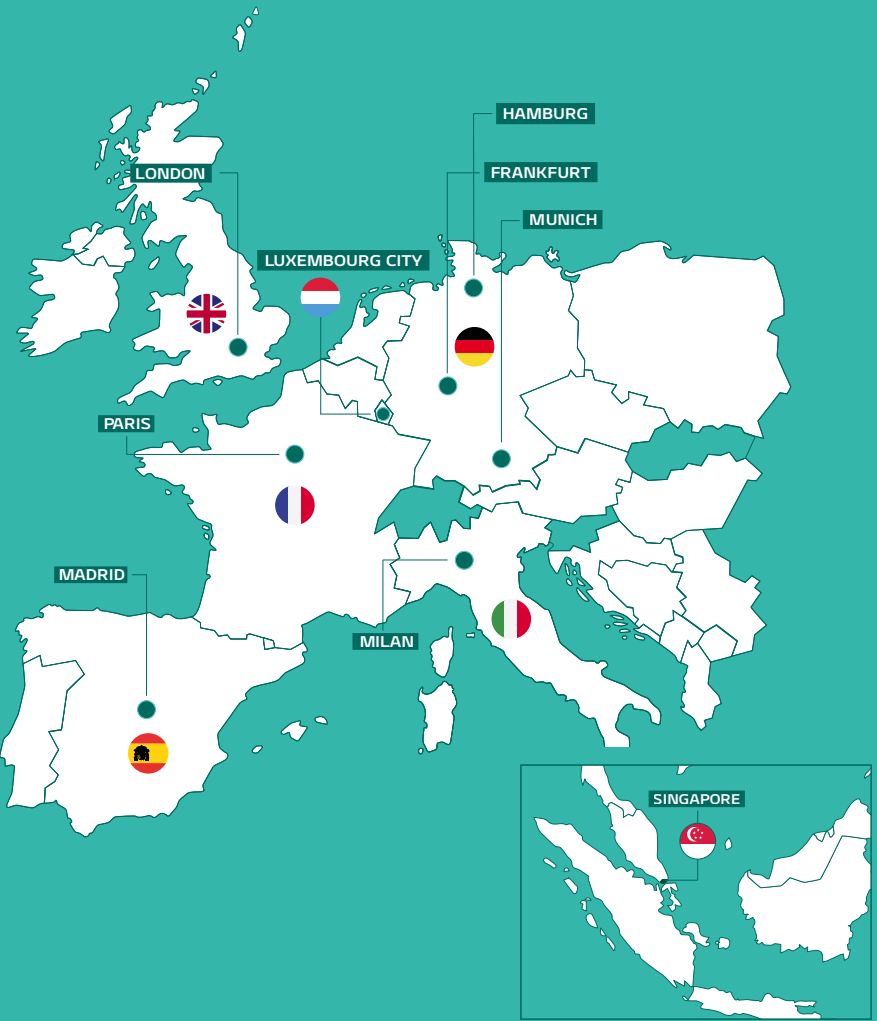


LOCALLY ESTABLISHED TEAMS

Primonial REIM is a European real estate platform with offices in France, Germany, Italy, Spain, Luxembourg, the UK and Singapore.

5 asset management companies

5 property management companies



Count on belief-based management

EXPERTISE

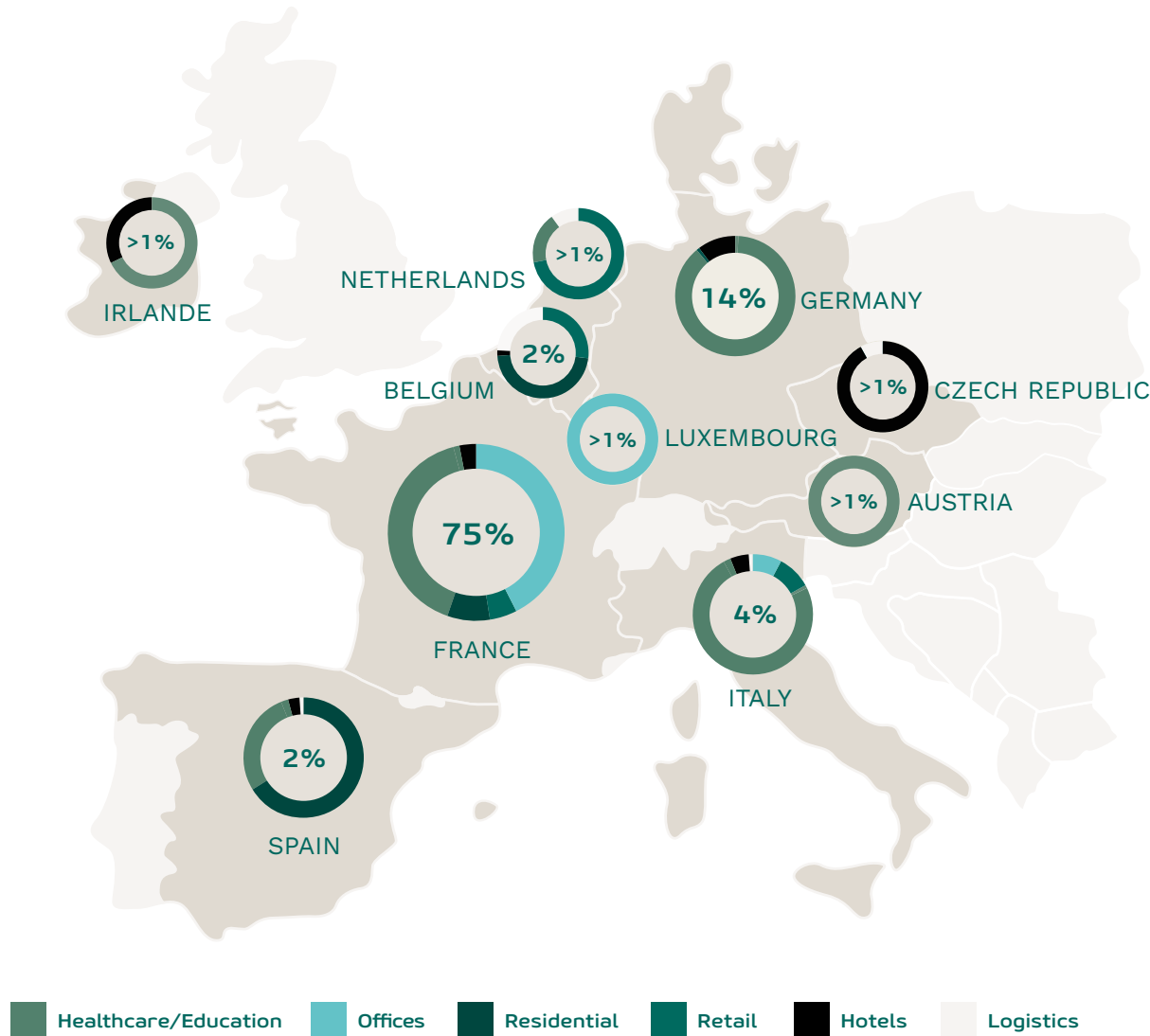
Specialised

Our teams, specialised in property asset class, have in-depth knowledge of each sector of intervention, which allows them to anticipate market cycles and to be one step ahead.

Multi-local

We understand each market with a local approach and expertise through our various investment and asset management teams. We rely on our property structures to locally manage our property assets and daily relations with our tenants.

COMPOSITION OF EUROPEAN PROPERTY ASSETS



DESIGN AND MANAGE A RESILIENT ASSET ALLOCATION

From the start, we have built a resilient property portfolio capable of withstanding major economic shocks.

To implement our real estate convictions and our allocation strategies, we rely on macro and micro economic analyses produced by our Research department.

We have a selective approach to investments, differentiated by geographic sectors, property asset classes and types of buildings.

OUR INVESTMENTS SO FAR

Our investments are primarily focused on:

In the Eurozone

- 1 - Healthcare/Education** establishments (senior residences, retirement homes, nursing homes, nurseries, schools, training centres, etc.) located in all the countries of the Eurozone, leased on a long-term basis to pan-European operators.
- 2 - Office assets, core/core+,** located in the heart of Greater Paris, a “headquarters building” occupied by large corporations.
- 3 - Residential property** located in European metropolises in tight zones (free or affordable housing, build-to-rent, etc.).
- 4 - Retail** in first-rate locations in the Eurozone (food, national brands, etc.).
- 5 - Hotels** industry backed by major operators in the Eurozone.

“Being **responsible for a property portfolio**, means not only offering our investors **visibility** in terms of rental income for the years to come, but also anticipating **trends** that will allow you to bring value.”

Laurent Fléchet,
Chairman & CEO, Primonial REIM.

Creating sustainable performance for our customers

more than 80,000
individual clients

more than 50
institutional clients

more than 150
distribution partners

A PAN-EUROPEAN REAL ESTATE PLATFORM



TRANSACTION MANAGEMENT

Detection of assets, conduct of due diligence, valuation, execution.



FUND MANAGEMENT

Fund structuring, asset/liability management, performance feedback, liquidity monitoring and prudential ratios.



ASSET MANAGEMENT

Marketing of vacant assets, negotiation of leases, business plan by asset, arbitration.



PROPERTY MANAGEMENT

Rental management, maintenance and technical monitoring of premises, administrative and legal monitoring of the property portfolio.

CUSTOMER RELATIONSHIPS AT THE HEART OF OUR ORGANISATION

► **A team dedicated to institutional investors** in charge of structuring the property transaction, monitoring relationships and providing reports related to the life of the fund.

► **A customer relationship service for individual investors** to support them throughout the duration of their investment, at each stage (subscription, distribution, reporting, arbitration, etc.).

► **A service dedicated to ongoing client relations and investor services.** The team provides international investors with a broad range of services while ensuring full compliance with local financial regulation.

INVESTMENT SOLUTIONS FOR INSTITUTIONAL AND INDIVIDUAL CUSTOMERS

We offer our clients to invest in tangible assets: real estate investment solutions, generating sustainable financial performance over the long term, with controlled volatility.

FOR INSTITUTIONAL INVESTORS

By drawing on our various areas of expertise, we are able to develop property transactions of all kinds in the Eurozone, including large-scale arrangements requiring cutting-edge engineering and sophisticated execution. Our local presence in France, Germany, Italy, Luxembourg, the UK and Singapore facilitates their implementation.

For national and international institutional investors who wish to invest in Europe (pension funds, insurance companies, mutual funds, retirement funds, etc.), we create various forms of support ranging from the simplest to the most complex:

- **Club deals** in Europe.
- **Sicav-Fis** in Germany.
- **Sicav-RAIF** in Luxembourg.

OUR CUSTOMERS



FOR INDIVIDUAL INVESTORS

In France, we design, structure and manage collective real estate investment solutions for savers.

Primonial REIM is one of the leaders in real estate savings in France and offers a complete range of SCPIs whose management is oriented by asset class.

To market our consumer funds in France, we rely on a network of multi-channel distribution partners. We are committed to developing a long-term close relationship with our partners and we support them if necessary in the training and conducting of their sales forces.



Innovate to give meaning to investments



INNOVATION IS IN PRIMONIAL REIM'S DNA SINCE ITS CREATION

In an increasingly complex and uncertain environment, identifying large, long-term structural changes on a global scale is essential to make informed investment decisions that will weather future turbulence and turn them into opportunities.

Primonial REIM's teams are constantly proposing new ideas, new concepts and new solutions to adapt to market changes, integrating long-term economic, demographic and societal trends.

Our teams cultivate collaborative work and build a permanent dialogue with all stakeholders and tenants of buildings in particular to meet their expectations and anticipate their future needs.



A Research & Strategy department to analyse megatrends

Our Research & Strategy department produces macro and micro economic analyses as well as studies on demographic and societal trends that impact the way real estate is conceived.

We integrate the new uses of today and tomorrow, including:

- **New residential uses** (build-to-rent, micro-apartment, co-living).
- **Reception structures for senior citizens** (hybrid nature of places, intergenerational housing).
- **Educational structures** (plurality of reception places, digital education).
- **New ways of working** (nomadism, flexibility of office spaces, plug and play systems).

A multidisciplinary new uses committee

We have set up a New Uses Committee whose mission is to anticipate and integrate into our offering the major trends that will impact the property market of tomorrow. This multidisciplinary committee brings together different expertise from Primonial REIM as well as external stakeholders.

Strategic partnerships with Proptech companies

We are also forging partnerships with Proptech players (Deepki, Olarchy, etc.) to integrate technological changes and to accelerate the digitisation of our operational processes in the service of performance.



Our commitments



CSR AT THE HEART OF THE VALUE PROPOSAL

Primonial REIM is a responsible actor, aware of the impacts of property on the planet and on society. We feel fully concerned by climate change, the challenges of urban planning for a more inclusive city, the human dimension. Environmental and Social Responsibility is at the heart of our work. **We include these considerations in the operation of the company and in all the investment solutions that we develop.**

Primonial REIM is a signatory of the Charter of Principles for Responsible Investment (PRI) defined by the Secretary General of the United Nations and which aims to help investors integrate Environmental, Social and Governance (ESG) considerations into the decision-making involved in investments.



A STRUCTURED AND INTEGRATED ESG APPROACH AT EUROPEAN LEVEL

The ESG approach is fully incorporated into our value creation chain. All our acquisitions are scrutinized through a rigorous selection process via specific scoring grids based on extra-financial criteria. In the management phase, we make the continuous improvement of the environmental performance of our property portfolio a priority. To respond to this strategic challenge, **we are deploying a European approach to energy management leading to a gradual decarbonisation of our property portfolio and better management of resources** (water, energy, etc.). Our goals : -5% carbon reduction per year across our entire real estate portfolio by 2030 and a “Net Zero Carbon” strategy by 2050.

PRIMONIAL REIM CERTIFICATION AND RESPONSIBLE RANGE

Primonial REIM offers a range of funds focused on responsible investments that take into account the challenges of sustainable development and have a social utility function.

Primonial REIM’s range of funds are classified under the framework of the new European Sustainable Finance Disclosure Regulation (SFDR) meeting social/environment and sustainability requirements.

These funds set specific objectives and follow specific processes (investment policies, extra-financial rating, monitoring of environmental data, measurement of positive externalities, ESG action plan, risk controls, investor reporting, etc.).



PIONEERING SOCIAL INFRASTRUCTURE INVESTMENTS

Our funds have enabled private and institutional capital to invest heavily in healthcare and education property, and in affordable housing.

European leader in healthcare and education property

From the creation of our activity, our positioning on the themes of health and education has always been evident. Promoting access to healthcare and facilitating the acquisition of knowledge are the seeds of development and progress. Naturally, these issues have become the pillars of our model. From a pioneer in these sectors, we quickly became the leader in healthcare and education real estate in Europe.

Actor committed to affordable residential property

We are also very involved in the residential sector and have set up key partnerships to develop an affordable housing supply. Our ambition: to help make metropolises more inclusive by promoting access to as many people as possible.



1st European healthcare asset manager

+€19bn in assets under management
- healthcare and education



LEAD A SPONSORSHIP NETWORK IN EUROPE

Patronage is for us an additional means of promoting our values and our convictions. It has been written into the genes of Primonial REIM's asset management activity since its inception. Today, it constitutes a real signature all over Europe. By strengthening our involvement in social life and by supporting associations that act in this way, we are committed to the subjects that are dear to us: health and education.



When we support a **charity organisation**, we have the impression not only of being **useful**, but of being part of a **shared adventure**.

Stéphanie Lacroix, Deputy CEO, Primonial REIM.



MOBILISING OUR EMPLOYEES

Our teams work alongside us to provide concrete help to the associations we finance. Their active and united participation in various charitable projects reinforces our societal approach. It creates a positive internal dynamic within Primonial REIM which brings together employees around meaningful projects. It is a powerful tool for strengthening the cohesion of the company and collective success.

Our management team, our *shareholders* and our history

THE MANAGEMENT TEAM OF PRIMONIAL REIM



Laurent Fléchet
Chairman & CEO



Stéphanie Lacroix
Deputy CEO

SHAREHOLDING

 **PRIMONIAL**

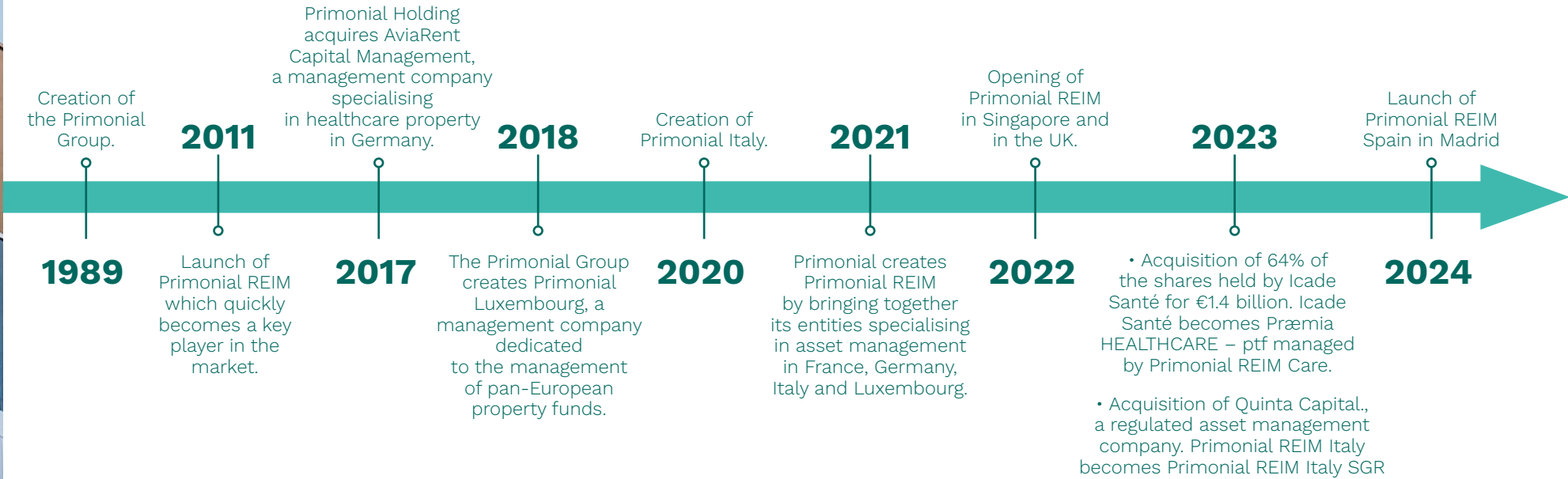
Leading independent design, management and advisory group in investment solutions



100%

 **PRIMONIAL**
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VALUE FROM VALUES

HISTORY OF PRIMONIAL REIM





www.primonialreim.com

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