

PRESS RELEASE

Annual turnover 2020

**Sharp rise in consolidated turnover of 23 %
to €204 m, exceeding the Group's targets**

2020 target profitability maintained

- 2020 consolidated turnover of €204 m (+23 % compared with 2019), exceeding expected targets
- Turnover in 2021 is expected to amount to around €250 m thanks in particular to the sharp increase in the number of deeds recorded in 2020 (€229 m, up 10% compared with 2019) and the continued development of its end-user consultancy activity, whose turnover is expected to increase by around +20% in 2021.
- Target profitability maintained in the 2020 financial year with a forecast EBITDA / turnover rate of 10.4%.
- Turnover goal multiplied by 4 between now and 2025

Saint-Herblain, 10 February 2020, 8.45 p.m. The regional development group REALITES has just published its annual consolidated turnover for the 2020 financial year.

<i>In millions of Euros excl. tax</i>	31/12/2020	<i>Variation 19-20</i>	31/12/2019	31/12/2018
IFRS turnover	204	+23 %	165.4	133.6

Against the background of the Covid-19 pandemic, the Group's consolidated turnover exceeded the symbolic level of €200 m for the first time, thus reaching the target set by the management in 2015. This performance parallels the launch of the "Ambitions 2025" plan under which REALITES intends to multiply its turnover by 4.

With organic growth of 15% and a €14.5 m contribution from its end-user consultancy activity to the Group's consolidated turnover, REALITES is confirming the relevance of its diversification strategy (end-user consultancy, major urban projects, international sphere) and its commitment to smart regional development, reflected in the adoption of the status of social purpose corporation at the beginning of 2021.

In the words of Yoann CHOIN-JOUBERT, CEO and founder of the Group: *"We had already announced our target of €200 m for 2020 in 2015. Exceeding this target for the first time has increased our confidence in our diversification strategy and our vision for regions. We are well on our way to becoming a mid-cap company with great potential, faithful to our values as a social purpose corporation in line with our "Ambitions 2025" plan. »*

Comments on activity in 2020

On 31 December 2020, the annual consolidated turnover of REALITES amounted to €204 m excl. tax, up 23 % compared with 31 December 2019.

This increase can be explained mainly by the growth of its project management activity (+15%) and the contribution of the end-user consultancy activity representing €14.5 m of the Group's consolidated turnover.

Distribution of turnover by sector of activity:

<i>In millions of Euros excl. tax</i>	31/12/2020	<i>Share of turnover</i>	31/12/2019	<i>Share of turnover</i>	<i>Variation 19-20</i>
Project management	189.5	93 %	165.4	100 %	+15%
End-user consultant	14.5	7 %	0	0	
TOTAL	204	100 %	165.4	100 %	

Distribution of turnover by geographical area:

<i>In millions of Euros excl. tax</i>	31/12/2020	<i>Share of turnover</i>
France	202.1	99 %
International	1.9	1 %
TOTAL	204	100 %

The Group is also continuing to develop its activity in Morocco with the launch of restoration and renovation work on the Hotel Lincoln in Casablanca, following the purchase of the property in December 2020.

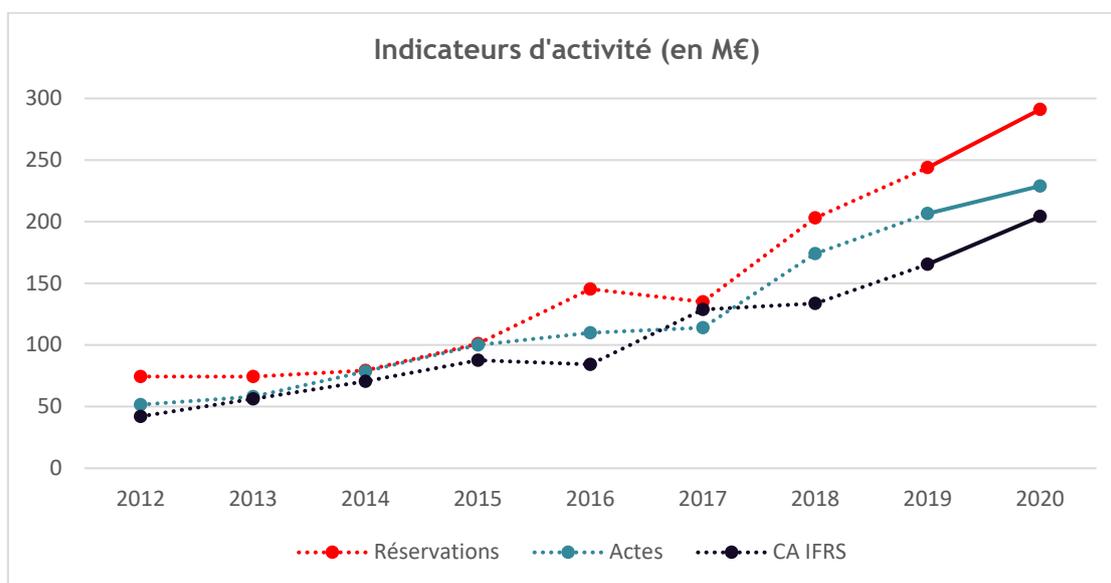
Project management activity

The project management activity has seen an increase in deeds (+11%) and reservations (+19%), which have reached an all-time high.

<i>In millions of Euros excl. tax</i>	31/12/2020	Variation 19-20	31/12/2019	31/12/2018
Deeds:	229	+11 %	206.6	174.1
Net reservations	291.1	+19 %	243.9	203.1

Deeds, which were hugely penalised in the 1st half of the year, benefited from a catch-up effect in the 2nd half, reaching €229 m at the end of the year with 1,415 lots recorded and 2,771 m² of office space, shops and business premises sold.

Reservations, which represent one of the Group's advanced commercial development indicators, have increased by 19 % to €291.1 m and are characterised by an increase in reserved lots (+3 % to 1,523 lots) and a sharp rise in equipment reservations (shops, business premises, schools), with 18,204 m² sold during the year.



The Group's on-board potential through reservations not yet recorded is at an all-time high at €185.9 m excl. tax (+29% compared with 2019).

End-user consultancy activity

End-user consultancy activities were entered in the REALITES accounts for the first time by full consolidation for the 2020 financial year as a whole and amount to €14.5 m, confirming the relevance of the diversification strategy initiated in 2013 by the Group.

The managed housing sector (elderly people with HEURUS and students with CAP'ETUDES) continues to account for a large proportion of this turnover.

<i>In millions of Euros excl. tax</i>	31/12/2020	<i>Share of turnover</i>
CAP'ETUDES	9.9	68 %
HEURUS	4.6	32 %
TOTAL	14.5	100 %

CAP'ETUDES has not been affected by the crisis and has recorded an increase in turnover to €9.9 m.

HEURUS has also increased its turnover to €4.6 m, boosted by the opening in 2020 of its 4th serviced home for the elderly in Saumur (49).

New ambitious prospects

The Group expects to record a further significant increase in its IFRS turnover, expected to amount to around €250 m, in 2021 in line with the sharp rise in the number of deeds recorded in 2020 and the continuous development of its end-user consultancy activity.

The Group is thus reiterating its “Ambitions 2025” plan unveiled on 28 January.

Financial schedule

Thursday 25 March 2021 (after trading) : Publication of annual results 2020

Friday 26 March 2021: SFAF presentation of annual results 2020

Glossary

- **Managed activities:** activities consisting of creating serviced homes for the elderly and for students.
- **IFRS turnover;** Turnover in line with the International Financial Reporting Standards. The turnover from property projects is recognised as the work progresses according to technical and commercial progress percentages.
- **Organic growth or internal growth :** turnover growth linked to an increase in sales in terms of volume and/or price.
- **Net property development:** property projects developed during the year, validated by the engagement committee on the basis of a financial balance and defined commercial and technical strategies, minus abandoned or lost projects.
- **EBITDA :** Earnings Before Interest, Taxes, Depreciation, and Amortization. Refers to a company's profit before the deduction of interest, taxes and duties, allowances for depreciation and provisions for fixed assets (but after allowances for provisions for inventories and customer receivables).
- **Social purpose corporation or “social purpose company”:** the status of social purpose corporation introduced by the PACTE law acknowledges the right of a company to introduce a fundamental purpose into their articles of association, taking into account the social, societal and environmental impacts of their activities. The aim is to reconcile economic performance with a contribution to public interest.

- **Delivered lots in stock:** housing included in completed property projects that has not been sold.
- **Reserved lots:** group of housing units for which a reservation contract has been signed and the cooling-off period has elapsed (SRU period), thereby committing the purchasers subject to financing.
- **Property portfolio:** group of housing units which are managed but have not been commercially launched.
- **Scattered reservation:** sale of one housing unit (excluding social housing) within a property programme, intermediated or otherwise.
- **Block sale:** sale of all or some of the lots in a property programme to a single purchaser (social landlord, institutional investor, private investor).
- **Volume of activity:** all the projects on which REALITES is working which could be accounted for by full consolidation or the equity method (according to the governance of the project concerned). This is therefore not an IFRS turnover.

About REALITES

REALITES is a regional development company which develops new, innovative solutions with and for cities and urban areas to create value, enhance attractiveness and promote economic development. From the regeneration of regions through end-user consultancy (serviced homes for the elderly and for students, indoor sports and leisure complexes, innovative health and well-being solutions, etc.) to implementation through project management (apartments, managed housing, shops, offices, business premises, etc.), REALITES is committed to developing and launching projects which correspond as closely as possible to the needs of a city, area or district. Through its commitments to child protection via its endowment fund, integration and success with Nantes Atlantique Handball and Red Star FC, REALITES is the first project manager in France to adopt the status of social purpose corporation. REALITES has made a commitment to be “useful everywhere at all times in support of smart regional development”, a motto which is underpinned by four societal objectives.

REALITES was founded in 2003 by its CEO, Yoann CHOIN-JOUBERT and is present in France and Africa (Morocco). With over 520 employees, REALITES recorded a turnover of 204 million euros excluding tax in 2020. REALITES has been listed on the Euronext Growth market since 2014 (Isin code: FR0011858190, ticker: ALREA).

Further information: www.groupe-realites.com



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