

PRESS RELEASE

87% increase in HY1 2021 turnover to €125.0 m
Out-performance of the regional developer model
In a declining market

- **125% growth in deeds of sale to €108.7 m**
- **Record level of reservations, standing at €133.2 m, +14%**
- **Strong property development level, amounting to €297.1 m**

Saint-Herblain, 20 July 2021, 6 p.m. The regional development group REALITES has just published its consolidated turnover for the 1st half of 2021.

<i>In millions of Euros (€m excl. tax)</i>	30/06/2021	<i>Variation n-1</i>	30/06/2020
Total turnover	125.0	+87 %	66.8

In the 1st half of 2021, in a market that is still under major strain (-5.5% in Q1 2021/Q1 2019*), the REALITES group recorded consolidated turnover of €125.0 m, up +87% compared with the 1st half of 2020.

This particularly strong growth has been boosted by the project management activity, with turnover increasing by +98% to €117.5 m. This can be compared with the 1st half of 2020 taking into account the 1st lockdown (-4.7%), whose impact was largely limited thanks to the Group's dynamic model

This sharp increase reflects the strong growth in deeds over the half year (+125% compared with HY1 2020) - boosted by scattered sales - and the transformation of property development generated by the Group over recent years with the launch of 18 new operations.

This marked out-performance compared with the market confirms the relevance of the Group's strategy and its model as regional developer serving public interest. The combination of its end-user consultancy and project management activities, enhanced by strong internal technical expertise, means that REALITES is able to offer innovative solutions for smarter regions. This breakthrough model allows the Group to maintain a high property development rate so that it can continue to offer its commercial services in a market characterised by a shortage of supply.

* Sales of new housing - source FPI 07/21. HY1 2021 data not yet available.

Distribution of turnover by sector of activity:

In millions of Euros (€m excl. tax)	30/06/2021	Share of turnover	30/06/2020	Share of turnover
Project management	117.5	94%	59.3	88.8%
End-user consultant	7.5	6%	7.5	11.2%
TOTAL	125.0	100 %	66.8	100 %

The end-user consultancy activity has recorded stable turnover of €7.5 m, pending contributions in the 2nd half of 2021 from two new serviced homes for the elderly HEURUS opened at the end of the half-year period in Noyal-Châtillon-sur-Seiche (35) and Brest (29), and a new student accommodation complex CAP'ETUDES, delivered at the beginning of August in Besançon (25).

During the 1st half of 2021, the Group pursued its active commercial launch policy with reservations up by +14% to €133.2 m, including 688 residential lots and 7,300 m² of tertiary property. At the same time, property development remained at a very high level with €297.0 m in land taxes over the period, allowing the Group to maintain a dynamic commercial activity.

This performance has been attained as part of the strategic plan Ambitions 2025, whose aim is to achieve turnover of €800 m with an operating result of 8%.

Financial schedule :

16 September 2021 (after trading) : Publication of half-yearly results 2021

17 September 2021 (10 a.m.) : SFAF meeting to present the half-yearly results

About REALITES

REALITES was founded in 2003 by its CEO, Yoann CHOIN-JOUBERT as 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. Thanks to its twofold positioning as project manager (construction of apartments, managed housing, shops, offices, business premises, etc.) and end-user consultant (running of retirement homes, student accommodation, health centres, leisure complexes), REALITES is able to develop projects which anticipate the needs of cities and local districts.

The Group is committed to the in-depth transformation of construction processes with REALITES Building Technologies (RBT), an off-site industrial construction engineering / technology centre, promoting carbon-free, high energy performance buildings insulated with bio-based materials. Thanks to its exclusive innovations and developments in the field of robotics, RBT is able to offer breakthrough solutions to balance out increasing costs and halve construction deadlines, whilst significantly reducing its carbon footprint.

As the leading social purpose corporation in France, REALITES is officially confirming its commitment to reconcile lucrative targets with collective interest, with the support of a mission committee made up of well-known experts.

With over 640 employees and an ambitious development strategy in France and Africa (Morocco and Senegal), REALITES recorded a turnover of €204 m in 2020, representing a 23.8% increase.

The Group's aim is to generate a turnover of €800 m in 2025, with an operating result of 8%.

REALITES has been listed on Euronext Growth Paris since 2014 and its stock is eligible for PEA PME (Isin code: FR0011858190, ticker: ALREA).

Further information: www.groupe-realites.com



Analysts/investors contact:

REALITES - Arnaud Tesson : +33 2 40 75 50 91 - comfi@realites.com

Press contact :

CAPVALUE - Gilles Broquelet : +33 1 80 81 50 00 - info@capvalue.fr



[Join Utiles en Actions,
the REALITES Shareholder Club](#)

Glossary

Project management: The group's core business, focusing on the development of multi-purpose urban property projects (residential, managed housing, shops, offices, sports equipment, etc.)

End-user consultancy: Operational services in identified market segments (serviced homes for the elderly, student accommodation, health, leisure, etc.)

Deeds: for the current year, reserved housing for which the notarised deed of sale or private contract have been signed.

Managed activities: activities consisting of creating serviced homes for the elderly and for students.

For VEFA sales (sales before completion), **commercial backlog** covers reserved housing for which the notarised deed of sale has not yet been signed and non-delivered reserved housing for which the notarised deed of sale has been signed for the proportion not yet included in the turnover (for a programme which is 30% complete, 30% of turnover from housing for which the notarised deed of sale has been signed is recorded as turnover and 70% is included in the *backlog*).

Order book includes (i) the property portfolio, (ii) the commercial offer and (iii) the commercial *backlog*.

Economic turnover: IFRS turnover, to which turnover from companies accounted for by the equity method is added in proportion to the Group's holdings.

Property development : potential future earnings from the commercialisation of programmes for all plots of land for which a commitment (i.e. sales agreement) has been signed during the year.

Delivered lots in stock : housing included in completed property projects that has not been sold.

Commercial offer : potential future earnings on the basis of commercially launched projects, i.e. all housing that has not been reserved on a given date (minus commercial tranches not yet open).

Property portfolio : potential future earnings from the commercialisation of programmes for all plots of land for which a commitment (i.e. sales agreement) has been signed.

Reservation : For the current year, reserved housing for which the notarised deed of sale has not yet been signed (for VEFA sales (sales before completion)).

CSR: Corporate Social Responsibility, defined by the European Commission as the voluntary integration by companies of social and environmental concerns in their commercial activities and relationships with stakeholders.

Block sale: sale of all or some of the lots in a property programme to a single purchaser (social landlord, institutional investor, private investor).

Scattered sale: sale of one housing unit (excluding social housing) within a property programme, intermediated or otherwise.

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 not a turnover.