



Q1 2018 revenue: €435 million

First quarter driving toward the Group's growth targets

Property Development

- Residential: high level of new orders, with 2,607 units (+8%) for €594 million (-1%)
- Office: negotiations underway

Retail

- Rental income growth: +1.8% on a like-for-like basis

Consolidated indicator

- Consolidated revenue: €434.6 million (+7.3% after impact of IFRS 15¹, +16.5% on a comparable basis)
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Unaudited figures at 31 March 2018

¹ The Group has applied IFRS 15 (Revenue from Contracts with Customers) since 1 January 2018. This standard, which impacts the results of the Group's property development operations, leads to faster recognition of revenue based on the stage of completion and the resulting net property income.

I. PROPERTY DEVELOPMENT

Residential new orders: 2,607 units (+8%) for €594 million (-1%)

New orders (incl. tax)	31/03/2018		31/03/2017		Change
Institutional investors	1,087 units	42%	819 units	34%	+33%
Individuals - Residential Buyers	713 units	27%	553 units	23%	+29%
Individuals - Investors	807 units	31%	1,050 units	43%	-23%
Total in units	2,607 units		2,422 units		+8%
Institutional investors	€194 million	33%	€167 million	28%	+16%
Individuals - Residential Buyers	€217 million	36%	€188 million	31%	+16%
Individuals - Investors	€184 million	31%	€247 million	41%	-26%
Total in € millions	€594 million		€601 million		-1%

The Group recorded a strong increase in the number of new orders from residential buyers (+29%) and institutional investors (+33%). Cumulative sales grew by 8%.

In terms of value, the level of sales was stable (-1%), with an average sale price of €228,000 (incl. tax), compared to €248,000 (incl. tax) for Q1 2017.

Office: negotiations underway

Regarding short and long-term Office investments, numerous negotiations are under way and will lead to signing in the coming months.

II. RETAIL

Rental income up +1.8% on a like-for-like basis

During the quarter, Altarea Cogedim recorded rental income of €46.5 million (-0.2%). On a like-for-like basis, this represents growth of 1.8%.

III. FINANCE

Consolidated revenue for Q1 2018: €434.6 million (+7.3% after application of IFRS 15, +16.5% on a comparable basis)

With effect from 1 January 2018, Altarea Cogedim will recognise its revenue in accordance with the now effective IFRS 15.

The main change concerns the use of the percentage of completion method to recognise revenue from property development projects. This percentage now includes the land cost in the calculation, which is equivalent to the acceleration of revenue recognition.

Thus, revenue of almost €630 million, which should have been recognised during and after 2018, is considered to have been recognised before 1 January 2018, with a positive impact of approximately +€46 million on opening equity (Group share) and a negative impact on revenue for Q1 2018, which grew by 7.3% rather than 16.5% on a comparable basis.

By taking into account the new IFRS 15 standard, Q1 2018 revenue amounted to €434.6 million, an increase of 7.3% compared with published Q1 2017 revenue².

With application of IFRS 15 at 1 January 2018			
In € millions (excl. tax)	Q1 2018	Q1 2017 published	Change
Rental income	46.5	46.6	-0.2%
Services	4.6	4.4	+4.2%
Property development revenue	-	2.0	n/a
Retail	51.0	52.9	-3.6%
Revenue	339.5	280.0	+21.2%
Services	0.1	0.5	n/a
Residential	339.6	280.5	+21.0%
Revenue	42.0	69.9	-39.9%
Services	2.0	1.7	n/a
Office	44.0	71.6	-38.5%
Revenue	434.6	405.1	+7.3%

On a comparable basis, Q1 2018 revenue calculated according to the former consolidation standards would amount to €471.8 million, representing growth of 16.5%.

Former standard			
In € millions (excl. tax)	Q1 2018	Q1 2017 published	Change
Rental income	46.5	46.6	-0.2%
Services	4.6	4.4	+4.2%
Property development revenue	-	2.0	n/a
Retail	51.0	52.9	-3.6%
Revenue	371.2	280.0	+32.5%
Services	0.1	0.5	n/a
Residential	371.2	280.5	+32.3%
Revenue	47.6	69.9	-32.0%
Services	2.0	1.7	n/a
Office	49.5	71.6	-30.8%
Revenue	471.8	405.1	+16.5%

Backlog (Residential and Office)³: €3,535 million (-15.5% after application of IFRS 15, +1.7% on a comparable basis)

Taking IFRS 15 into account, the backlog for property development (Residential and Office) amounts to €3,535 million at end-March 2018, down 15.5% compared to end-2017 (on a non-comparable basis).

With application of IFRS 15 at 1 January 2018			
Backlog (excl. tax)	31/03/2018	31/12/2017 published	Change
Residential	€2,764 million	€3,273 million	-15.6%
Office	€771 million	€908 million	-15.1%
Property Development Backlog	€3,535 million	€4,181 million	-15.5%

² The Group has chosen to apply IFRS 15 according to the cumulative catch-up method, in its communications.

³ Residential Backlog: the residential backlog consists of revenues (excl. tax) from notarised sales to be recognised on a percentage-of-completion basis and individual and block reservations to be notarised.

Offices Backlog: the offices backlog consists of revenues (excl. tax) from notarised sales to be recognised in the accounting turnover using the percentage of completion method, sales agreements not yet regularised by notarial deed (signed "CPI" development contracts) and fees to be received from third parties for signed contracts.

On a comparable basis, this backlog amounts to €4,251 million (+1.7%).

Former standard			
Backlog (excl. tax)	31/03/2018	31/12/2017 published	Change
Residential	€3,382 million	€3,273 million	+3.3%
Office	€869 million	€908 million	-4.3%
Property Development Backlog	€4,251 million	€4,181 million	+1.7%

Financial position

Net financial debt (bank and bond) amounts to €2,691 million at 31 March 2018, compared with €2,526 million at 31 December 2017 (+€165 million). This change is mainly due to the implementation of Property Development projects and Retail REIT investments.

IV. 2018 DIVIDEND (in respect of the 2017 financial year)

As announced in the annual results, the Group will ask the General Shareholders' Meeting of 15 May 2018 to approve the payment of a dividend of €12.50 per share, up +8.7% compared to the dividend paid in respect of the 2016 financial year.

FINANCIAL CALENDAR

General Shareholders' Meeting: Tuesday 15 May 2018 at 11:00 AM
Dividend payment: Thursday 24 May 2018 (ex-coupon date: Tuesday 22 May)
H1 2018 results: Thursday 26 July 2018 after closing

ABOUT ALTAREA COGEDIM - FR0000033219 - ALTA

Altarea Cogedim is the leading property developer in France. As both a developer and an investor, the Group operates in the three main property markets (Retail, Residential and Offices), leading major mixed-use urban renewal projects in France. The Group has the required expertise in each sector to design, develop, market and manage made-to-measure property products. In Retail, Altarea Cogedim manages standing assets of €4.7 billion. Listed in Compartment A of Euronext Paris, Altarea has a market capitalisation of €3,3 billion at 31 March 2018.

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