



# 2014 Ordinary General Meeting



## **Forward-looking statement (safe harbour)**

This presentation includes forward-looking statements (drawn up in accordance with the Private Securities Litigation Reform Act, 1995). Such statements by nature entail an element of risk and uncertainty. These forward-looking elements stem from the company's assessment of future events and are based on information currently available. Consequently, the company is unable to guarantee either their accuracy or their comprehensiveness. Moreover, actual results may differ significantly from the company's forecasts, due to a number of uncertain elements largely unknown to the company. For more information on these elements and other key factors likely to modify the company's actual results compared with forecasts, please refer to the reports filed by the company with the French regulator, the Autorité des Marchés Financiers.



## Overview of 2013

- Highlight: recapitalisation operation - François de Varenne, Chairman
- Review of operations - Jacques Blanchard, Chief Executive Officer
- Consolidated financial statements - Marine Pattin, Chief Financial Officer
- Conclusion - François de Varenne, Chairman





## 2013 highlight Recapitalisation of MRM



# 2013: a decisive year for MRM


**Start of  
2013**

- Insufficient equity
- Bank loans and bond debt maturing in 2013: €122m
- Tight cash position and insufficient cash flow generation



**13 May  
2013**

- Proposal for SCOR SE to acquire a majority stake in MRM approved by the **general shareholders' meeting**



**29 May  
2013**

## Recapitalisation and restructuring of the balance sheet

- **SCOR SE** acquires a **59.9%** stake
- Restructuring of liabilities
- New governance and organisational structure



**H2 2013**

- Stronger financial position
- Earnings capacity restored

# Successful recapitalisation operation and restructuring of the balance sheet

29 May 2013

## SCOR SE Majority shareholder

- **MRM** capital increase reserved for **SCOR SE** (with cancellation of shareholders' preferential subscription rights)
- Subscription in cash: injection of liquidity (€53.3m)

## Conversion of bonds

- **100%** of bonds issued by DB DF (nominal amount of €54m) converted into **MRM** shares
- Payment of capitalised interest (€8.1m)

## Shareholders holding shares before the operation

- Bonus allocation of stock warrants
- Exercise period from 5 June to 31 December 2013
- 4,568 stock warrants exercised

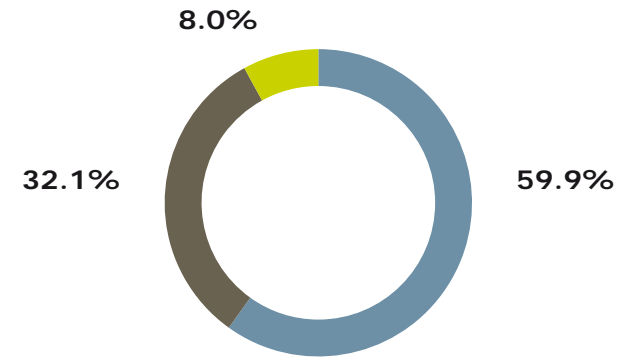
## Restructuring of bank liabilities

- HSH Nordbank loan: partial early repayment (€21.3m) + debt haircut (€10m)
- Maturity of SaarLB and ING Bank N.V. loans extended to 2017

# Strengthening of MRM's shareholding structure

- Shareholding structure centred around **SCOR SE**, majority shareholder
- Interests of all shareholders aligned
- Free float of **40.1%**
- **SIIC** status maintained

Shareholding structure  
as at 29 May 2013  
(completion of the operation)



- SCOR SE
- Former bondholders
- Shareholders holding shares before the operation

## Number of outstanding MRM shares

<b>Total before operation</b>	<b>3,501,977</b>
Creation of new shares	
. reserved capital increase	+ 26,155,664
. conversion of bonds	+ 14,007,888
. exercise of stock warrants	+ 2,284
<b>Total as at 31.12.2013</b>	<b>43,667,813</b>

<sup>1</sup> Number of outstanding MRM shares as at 03.06.2014 = 43,667,813

# Improvement in MRM's financial position

Healthier  
balance  
sheet

- Increased equity
- Total debt reduced
- Restored cash position
- Net LTV ratio lowered to **around 50%**
- Majority of bank loan maturity dates extended to **2017**

Earnings  
capacity  
restored

*As from the second half of 2013*

- Lower cost of debt as a result of the reduction in debt and interest rates remaining at a low level
- Reduction in asset management fees: compensation paid to CBRE Global Investors adapted to its new scope of intervention

**Stronger financial position**



- **François de Varenne**, Chairman of the Management Board of SCOR Global Investments, Board member and Chairman of the Board of Directors of MRM
- **Gérard Aubert**, independent Board member
- **Jacques Blanchard**, Board member and Chief Executive Officer of MRM
- **Brigitte Gauthier-Darcet**, independent Board member
- **Jean Guitton**, Head of Real Estate at SCOR, Board member
- **SCOR SE**, Board member, represented by Karina Lelièvre, Deputy General Secretary of SCOR

New composition of the Board of Directors

Separation of the functions of Chairman of the Board and Chief Executive Officer

Creation of a Strategic Committee

- François de Varenne, Chairman of the Strategic Committee
- Jacques Blanchard
- Jean Guitton

New composition of the Audit Committee

- Brigitte Gauthier-Darcet, Chairman of the Audit Committee
- Gérard Aubert
- Jean Guitton

Executive management team brought in-house

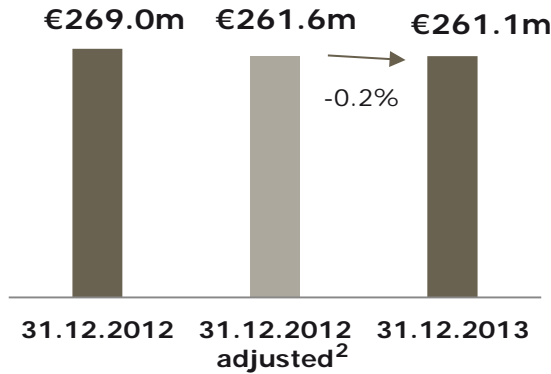
- Jacques Blanchard, Chief Executive Officer
- Marine Pattin, Chief Financial Officer



## Review of operations



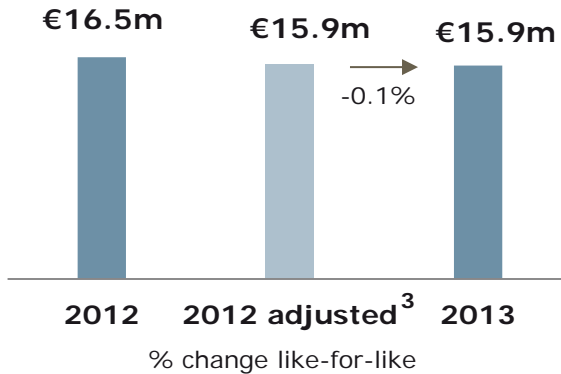
Portfolio value<sup>1</sup>



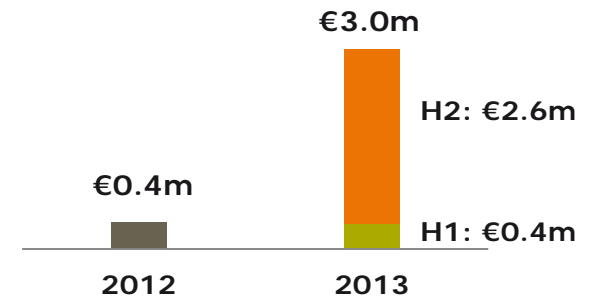
Total debt



Gross rental income



Net operating cash flow<sup>4</sup>

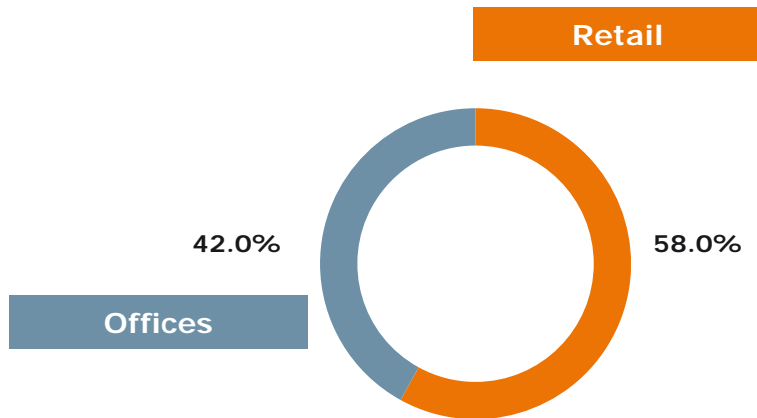


**Stable portfolio value and revenues**  
**Earnings capacity restored in H2 2013**

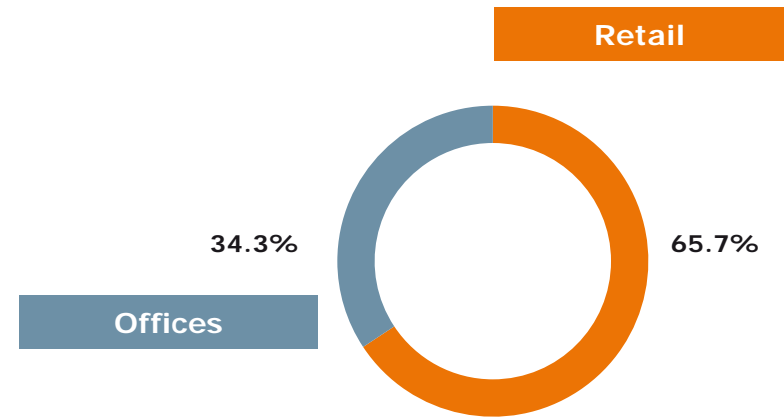
<sup>1</sup> Based on appraisal values from Catella, Savills and Jones Lang Lasalle - excluding transfer taxes <sup>2</sup> Adjusted for 2013 asset sales

<sup>3</sup> Adjusted for asset sales since 01.01.2012 <sup>4</sup> Net operating cash flow = net income before tax adjusted for non-cash items

Value<sup>1</sup>



Net annualised rent<sup>2</sup>



**Strategy: gradual refocusing of MRM's business activities on the ownership and management of retail properties**

<sup>1</sup> Based on appraisal values from Catella, Savills and Jones Lang Lasalle at 31.12.2013 – excluding transfer taxes

<sup>2</sup> Properties in operation at 01.01.2014, excluding taxes, rent-free periods and support measures for lessees

# 6 shopping centres and a portfolio of mid-size stores



**Carré Vélizy, 11,300 sqm,  
Vélizy-Villacoublay**



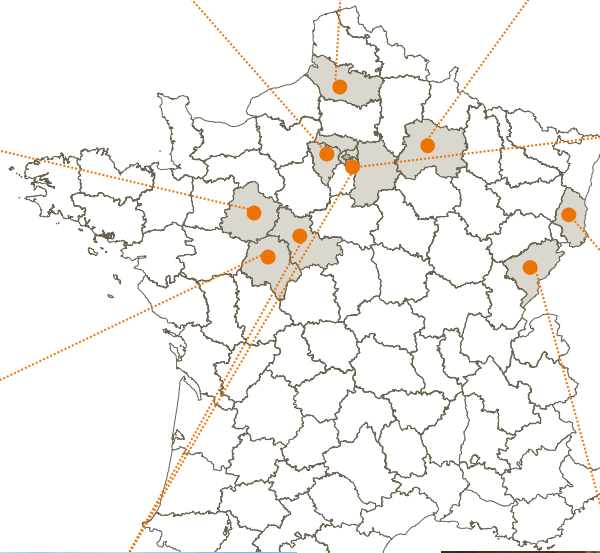
**Les Halles,  
7,600 sqm, Amiens**



**Street-level store,  
2,500 sqm, Reims**



**Vivier retail park,  
10,100 sqm, Allonnes**



**Sud Canal, 11,600 sqm,  
St-Quentin-en-Yvelines**



**Galerie du Palais,  
6,800 sqm, Tours**



**Passage de la Réunion,  
6,000 sqm, Mulhouse**



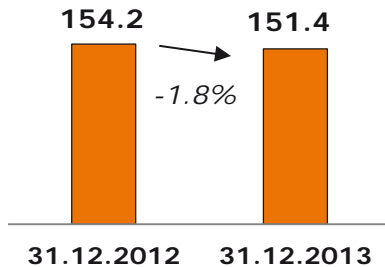
**Gamm Vert  
Portfolio 24,900 sqm,  
Centre and Paris region**



**Ecole Valentin  
shopping mall,  
4,000 sqm, Besançon  
(before proposed extension)**

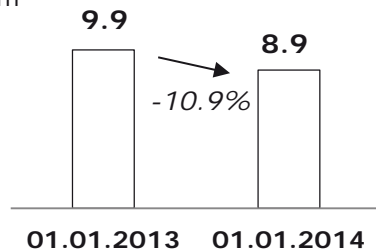
## Value<sup>1</sup>

€m

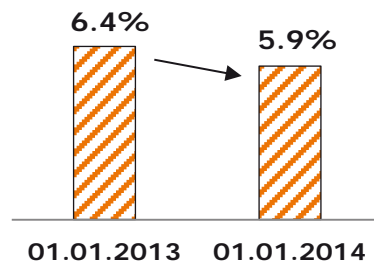


## Net annualised rent<sup>2</sup>

€m



## Net yield



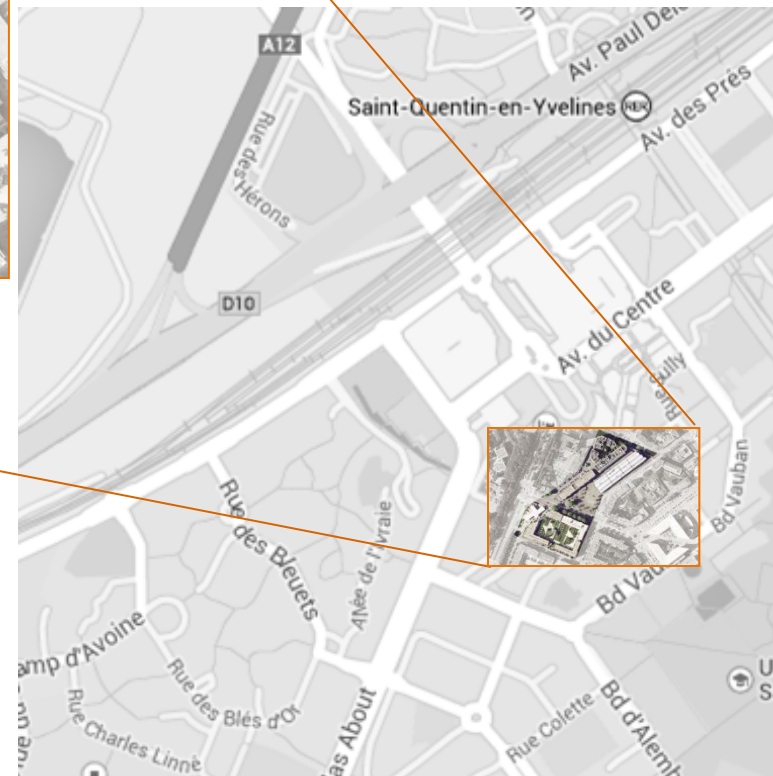
- **9** property complexes developing a total area of **84,781 sqm**
- **8** leases<sup>3</sup> signed in **2013**, representing annual rental income of **€0.4m**
- Closure of Bricorama store (**5,225 sqm**) at Sud Canal (Saint-Quentin-en-Yvelines); impact as at 01.01.2014 on net annualised rental income, occupancy rate and value of the property
- Slight reduction in portfolio value
- Occupancy rate: **84%** at 01.01.2014
- Lower indexation effect than in 2012

<sup>1</sup> Based on appraisal values excluding transfer taxes, change at current scope <sup>2</sup> Excluding taxes, rent-free periods and support measures for lessees <sup>3</sup> New or renewed leases



- Within the **Saint-Quentin-en-Yvelines** shopping centre, a few minutes from the N10 linking the A12 and the N12
- **30 stores covering 11,600 sqm**: food, services, clothing

- Saint-Quentin-en-Yvelines:**
- Catchment area of **350,000** people
  - **8,900** businesses
  - **110,000** jobs



# Priorities for retail properties

- Tougher market conditions
- Need to **adapt to changes** in retail and evolving consumer behaviour
- Adapt and implement **value-enhancement plans for each property:**
  - Positioning / tenant mix
  - Renovation / technical upgrading
  - Lettings / relettings
  - Communications







Cap Cergy, 12,800 sqm,  
Cergy-Pontoise



Nova, 10,700 sqm,  
La Garenne-Colombes



Urban, 8,000 sqm,  
Montreuil



Cytéo, 4,000 sqm,  
Rueil-Malmaison



Plaza, 2,900 sqm,  
Paris 12<sup>th</sup>



**SOLD IN 2014**

Cadet, 2,300 sqm,  
Paris 9<sup>th</sup>



Solis, 11,400 sqm,  
Les Ulis



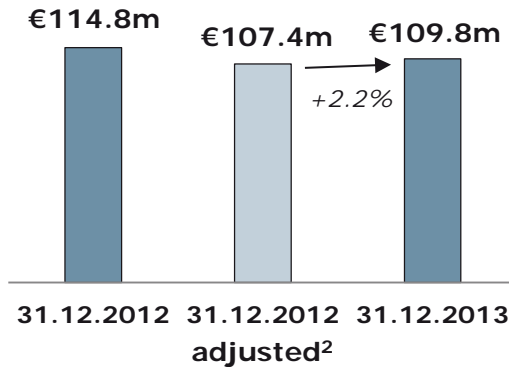
**SOLD IN 2013**

Bourse, 1,100 sqm,  
Paris 2<sup>nd</sup>

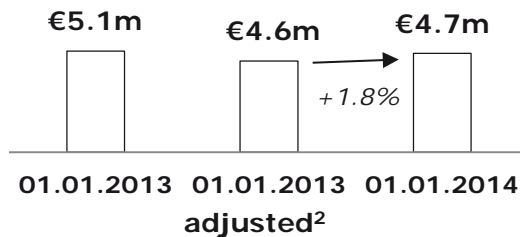


Delta, 8,700 sqm,  
Rungis

## Value<sup>1</sup>



## Net annualised rent<sup>3</sup>



- 8 properties
- Total area of **60,726 sqm**
- Sustained letting activity
  - Total of **18** leases<sup>4</sup> signed
  - Corresponding to **€2.5m** in annual rental income
- Contrasting rental situations
  - Occupancy rate at 01.01.2014

Between 0 and 30%	Between 30 and 70%	Between 70 and 100%
Urban	Cytéo	Plaza
Cap Cergy	Nova	Cadet
		Solis
		Delta

**Positive impact of lettings achieved in H2 2013**

<sup>1</sup> Based on appraisal values excluding transfer taxes <sup>2</sup> Adjusted for asset sales carried out in 2013 <sup>3</sup> Properties in operation, excluding taxes, rent-free periods and support measures for lessees <sup>4</sup> New or renewed leases

# Letting of the Nova building in La Garenne-Colombes (92)



- **10,000 sqm** at the gateway to La Défense: **5 mins by the T2 tram line**
- Completely redeveloped; works completed in **2012**
- **3 leases signed in 2013** representing total rental income of **€1.2m**
- Occupancy rate of **40%** at 01.01.2014 (vs. 0% at 01.01.2013)



# Progress made in office properties disposal plan

## ▪ December 2013

- Building on Rue de la Bourse (Paris 2<sup>nd</sup>)
- Area of **1,100 sqm** fully-let
- Selling price: **€10.4m** (excl. transfer taxes)



## ▪ April 2014

- Building on Rue Cadet (Paris 9<sup>th</sup>)
- Area of **2,300 sqm** fully-let
- Selling price: **€12.0m** (excl. transfer taxes)





# 2013 Consolidated financial statements



# Consolidated income statement

<b>Simplified IFRS income statement</b> €m	<b>2013</b>	<b>H2 2013</b>	<b>H1 2013</b>	<b>2012</b>
<b>Gross rental income</b>	<b>15.9</b>	<b>8.0</b>	<b>7.9</b>	<b>16.5</b>
Non-recovered property expenses	(4.5)	(2.1)	(2.4)	(3.8)
<b>Net rental income</b>	<b>11.4</b>	<b>5.9</b>	<b>5.5</b>	<b>12.7</b>
Operating expenses	(4.7)	(1.9)	(2.8)	(4.9)
Provisions net of reversals	(0.6)	(0.3)	(0.3)	(0.8)
<b>Current operating income</b>	<b>6.1</b>	<b>3.6</b>	<b>2.5</b>	<b>7.0</b>
Net gains/(losses) on disposal of assets	2.5	2.5	0.0	(0.2)
Change in fair value of properties	(3.0)	(1.0)	(2.0)	(3.5)
Other operating income and expense	0.2	0.2	0.0	(0.0)
<b>Operating income</b>	<b>5.8</b>	<b>5.3</b>	<b>0.5</b>	<b>3.3</b>
Net cost of debt	(3.9)	(1.5)	(2.4)	(7.2)
Other financial income and expense	36.3	(0.4)	36.7	(0.4)
<b>Net income before tax</b>	<b>38.3</b>	<b>3.5</b>	<b>34.8</b>	<b>(4.3)</b>
Income tax	(0.0)	0.2	(0.2)	(0.1)
<b>Consolidated net income</b>	<b>38.3</b>	<b>3.8</b>	<b>34.5</b>	<b>(4.4)</b>

# Net operating cash flow

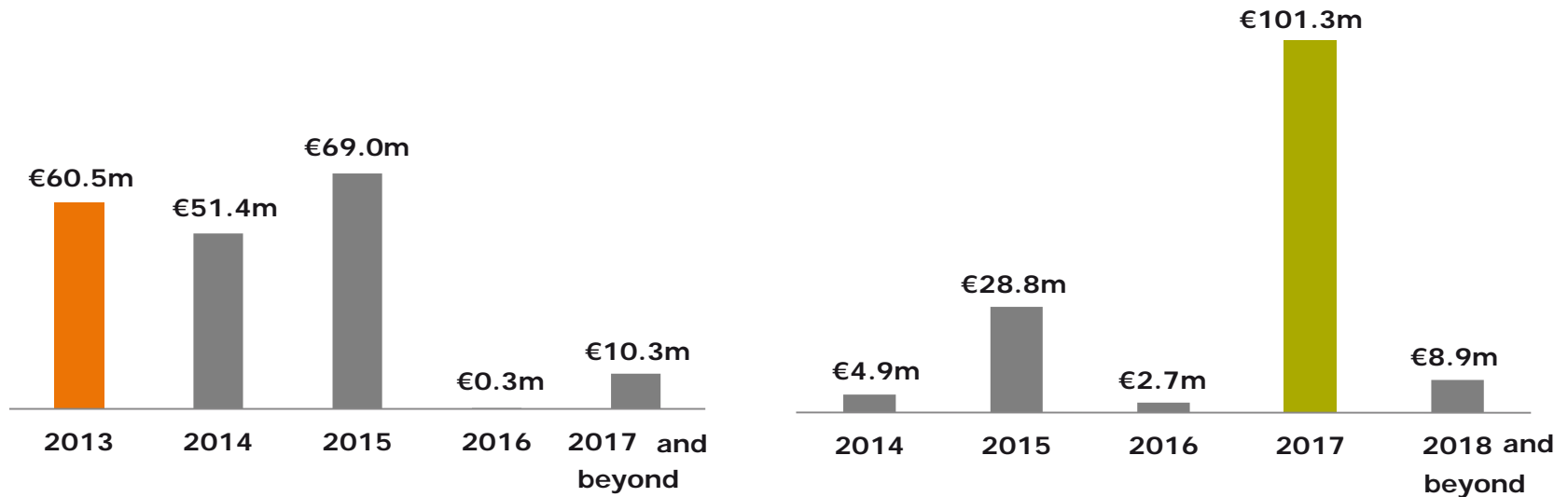
€m	2013	H2 2013	H1 2013	2012
<b>Net rental income</b>	<b>11.4</b>	<b>5.9</b>	<b>5.5</b>	<b>12.7</b>
Operating expenses	(4.7)	(1.9)	(2.8)	(4.9)
Other operating income and expense	0.3	0.3	(0.0)	0.1
<b>Gross operating income</b>	<b>6.9</b>	<b>4.1</b>	<b>2.8</b>	<b>7.9</b>
Net cost of debt	(3.9)	(1.5)	(2.4)	(7.5)
Other non-operating income and expense	0.0	0.0	(0.0)	0.0
<b>Net operating cash flow</b>	<b>3.0</b>	<b>2.6</b>	<b>0.4</b>	<b>0.4</b>

**Strong net operating  
cash flow generation in H2**

# Bank debt restructured

**€191.5m**  
Bank debt as at 31.12.2012

**€146.7m**  
Bank debt as at 31.12.2013



▪ **Bank debt reduced by €44.8m in 2013:**

- Impact of restructuring of bank liabilities: **-€36.0m**
  - including debt haircut of **-€10.0m** and early repayments of **-€26.0m**
- Contractual repayments: **-€3.1m**
- Repayments relating to asset sales: **-€5.2m**
- Reduction in IFRS discounting charges: **-€1.1m**
- Capitalised interest: **+€0.6m**



# Balance sheet reinforced

<b>Simplified IFRS balance sheet €m</b>	<b>31.12. 2013</b>	<b>31.12. 2012</b>		<b>31.12. 2013</b>	<b>31.12. 2012</b>
Investment properties	233.3	253.8	Equity	135.0	16.9
Assets held for sale	27.8	15.2	Bonds	-	62.1 <sup>1</sup>
Current receivables/assets	10.9	9.7	Bank loans	146.7	191.5
Cash and cash equivalents	19.9	4.0	Other debt/liabilities	10.2	12.2
<b>Total assets</b>	<b>291.9</b>	<b>282.7</b>	<b>Total equity and liabilities</b>	<b>291.9</b>	<b>282.7</b>

## Assets

- Impact of asset sales
- Restored cash position

## Liabilities

- Increase in equity
- No more bond debt, 100% converted
- Reduction in bank debt

**Net LTV ratio<sup>2</sup> = 48.5%**  
(versus 94.1% at 31 December 2012)

<sup>1</sup> Including capitalised interest

<sup>2</sup> Total net debt / portfolio value excluding transfer taxes



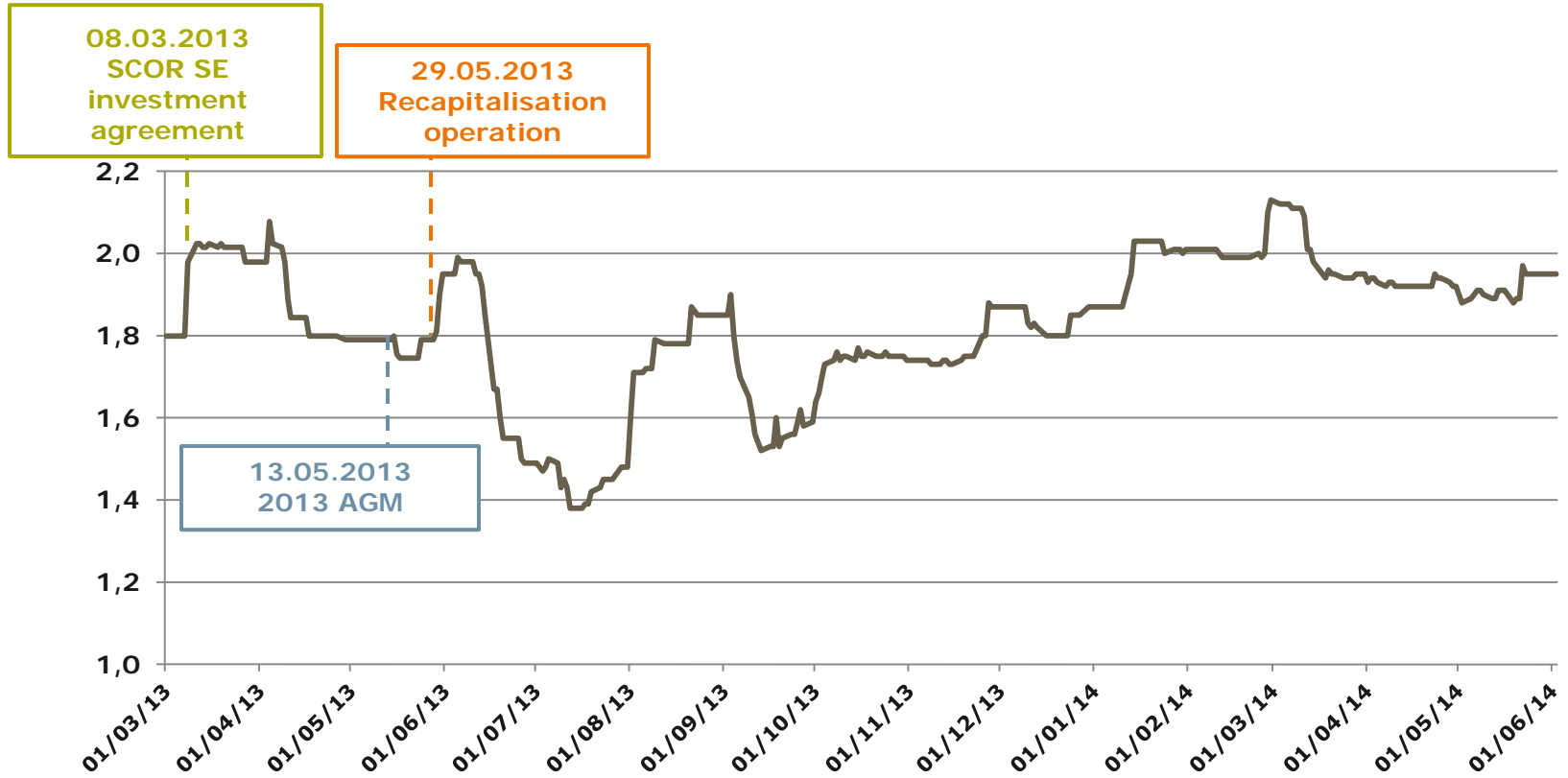
# Conclusion



Values as at 31 December 2013

- Liquidation NAV = €3.1 per share
- Replacement NAV = €3.4 per share

## MRM share price performance since 07.03.2013



# Proposed dividend in respect of the 2013 financial year

- **2013**: profitable year and leeway restored

For the first time, payment of a dividend is subject to the vote at the general shareholders' meeting in respect of the 2013 financial year.

- Amount proposed: **€0.10 per share** vs CFON: €0.07 per share
- Yield of **5.2 %** based on the share price as at 03.06.2014

- Strategy of refocusing on retail property initiated in May 2013:
  - Optimised and gradual sale of office properties
    - Letting of vacant space
    - Sale of two office buildings already carried out
    - Target of around 3 years
  - Active management and investment in the retail portfolio
    - Adaptation of plans for each property to tougher market conditions
    - Taking account of longer implementation times (letting, discussions with retailers, etc.)
- **MRM** has the leeway needed to be able to roll out this programme **over the medium term**

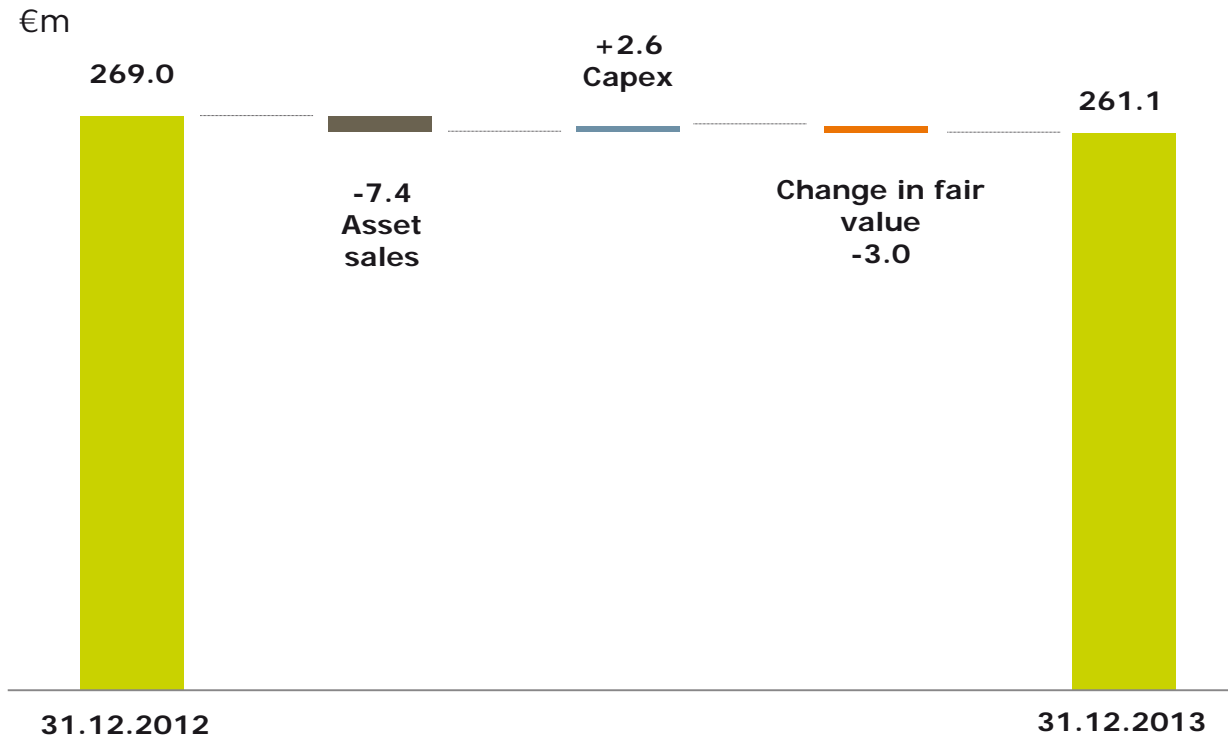
Continued implementation of the strategy announced



# Appendices



# Change in portfolio value<sup>1</sup>



<sup>1</sup> Based on appraisal values from Catella, Savills and Jones Lang Lasalle – excluding transfer taxes

Consolidated revenues €m	2013	2012	Change	Change like-for-like <sup>1</sup>
Retail	10.4	10.5	-0.2%	+0.8%
Offices	5.5	6.0	-8.7%	-1.8%
Total gross rental income	15.9	16.5	-3.3%	-0.1%

Revenues stable on a like-for-like basis

<sup>1</sup> Adjusted for asset sales carried out since 01.01.2012

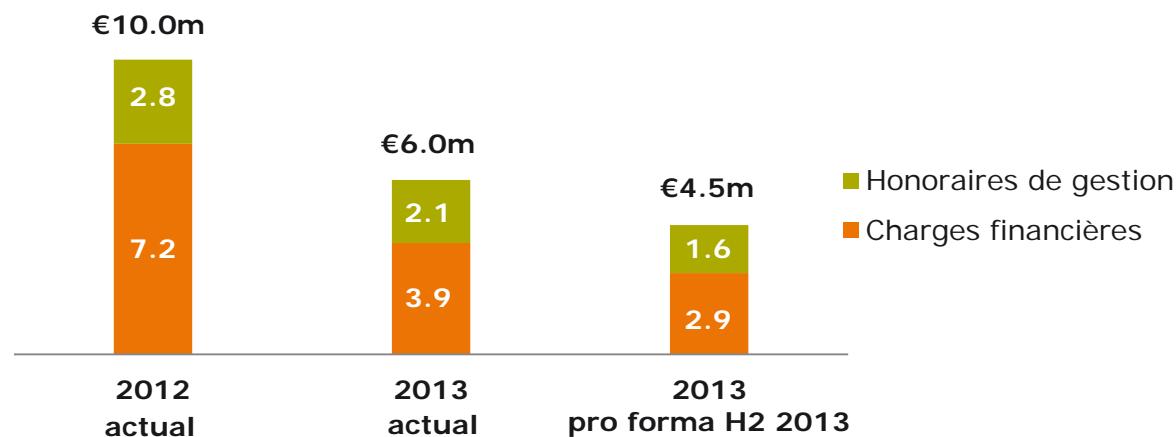


<b>Consolidated revenues €m</b>	<b>Q1 2014</b>	<b>Q1 2013</b>	<b><i>Change</i></b>	<b><i>Change like-for-like<sup>1</sup></i></b>
<b>Retail</b>	<b>2.33</b>	2.69	-13.3%	<b>-13.3%</b>
<b>Offices</b>	<b>1.50</b>	1.42	+5.9%	<b>+14.1%</b>
<b>Total gross rental income</b>	<b>3.83</b>	<b>4.11</b>	-6.7%	<b>-4.3%</b>

<sup>1</sup> Adjusted for asset sales carried out since 01.01.2013

# Significant reduction in management fees and financial charges

Change in expenses  
over the full year (pro forma) H2 2013



- Reduction in asset management fees relating to the adaptation of compensation paid to **CBRE Global Investors** to its new scope of intervention
- Lower cost of debt as a result of the reduction in total debt (bank and bond debt) and interest rates remaining at a low level

Significant impact on cash flow generation

# Portfolio summary as at 31.12.2013

	Retail	Offices	Total
Area	84,781 sqm	60,726 sqm	145,507 sqm
Value <sup>1</sup>	€151.4m	€109.7m	€261.1m
Occupancy rate	84%	52%	71%
Net annualised rent <sup>2</sup>	€8.9m	€4.7m	€13.6m
Net yield	5.9%	4.2%	5.2%

<sup>1</sup> Excluding transfer taxes

<sup>2</sup> Properties in operation at 01.01.2014, excluding taxes, rent-free periods and support measures for lessees