



A name,  
a story.

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GRUPE

**DUVAL**

[www.groupeduval.com](http://www.groupeduval.com)

# Investing in values



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# 25 years of an entrepreneurial and family story. 25 years of investment.

In twenty-five years, Éric Duval has built an independent French real estate player trusted by the country's key decision-makers. Today we are continuing our diversification and our development with an ever-growing international presence.

When Pauline Duval, the Executive Director, decided to concentrate part of the investment in innovation, she applied the same rules as those which ensured the Group's success in real estate.

We owe our current success in all the business lines to our permanent capacity to integrate innovations.

Our businesses are undergoing an evolution whose acceleration has proved to be ever faster. We are determined to ensure that the outcome of this constant growth proves to be an asset for our customers reflected in innovative solutions.

Our results and our growth attest to the dynamism and resilience of our family Group's business model.

Located in all the French regions, we employ more than 4,000 staff. The strength of our Group resides in the human values that underlie it as demonstrated by the commitment of our teams every day.

Together, we will continue to work tirelessly to honour the trust placed in us to contribute to improving the life of the whole community.



Éric Duval  
Founding Chairman

Pauline Duval  
Executive Director

# Our values



**Agility** Agility is central to our way of working.

We are free of preconceived ideas that could prevent us from quickly adapting to the reality on the ground and to the needs of our customers. For us, belonging to a family group is a guarantee of being firmly rooted and enjoying stability which allows us to move forward with audacity and to be able to propose innovative solutions because we are fast and flexible.



**Creativity** Creativity is our driving-force. It is at the heart of our way of looking at life.

We listen to our customers and the needs of the market, but we also listen to ideas. Inventiveness and innovation are part of our DNA. Our imperative and our ability to create make us want to be the first, but this will not result in us sacrificing our desire to remain simple and true to ourselves.



**Imperative** We take pleasure in developing projects, visions, assets and regions.

We work by assisting our customers — at all times — and adapting — constantly. Adapt to find tailored solutions that force us to question our approach.

# Our key figures



2.3  
billion euros  
of assets



400  
tourist  
residences



56  
golf



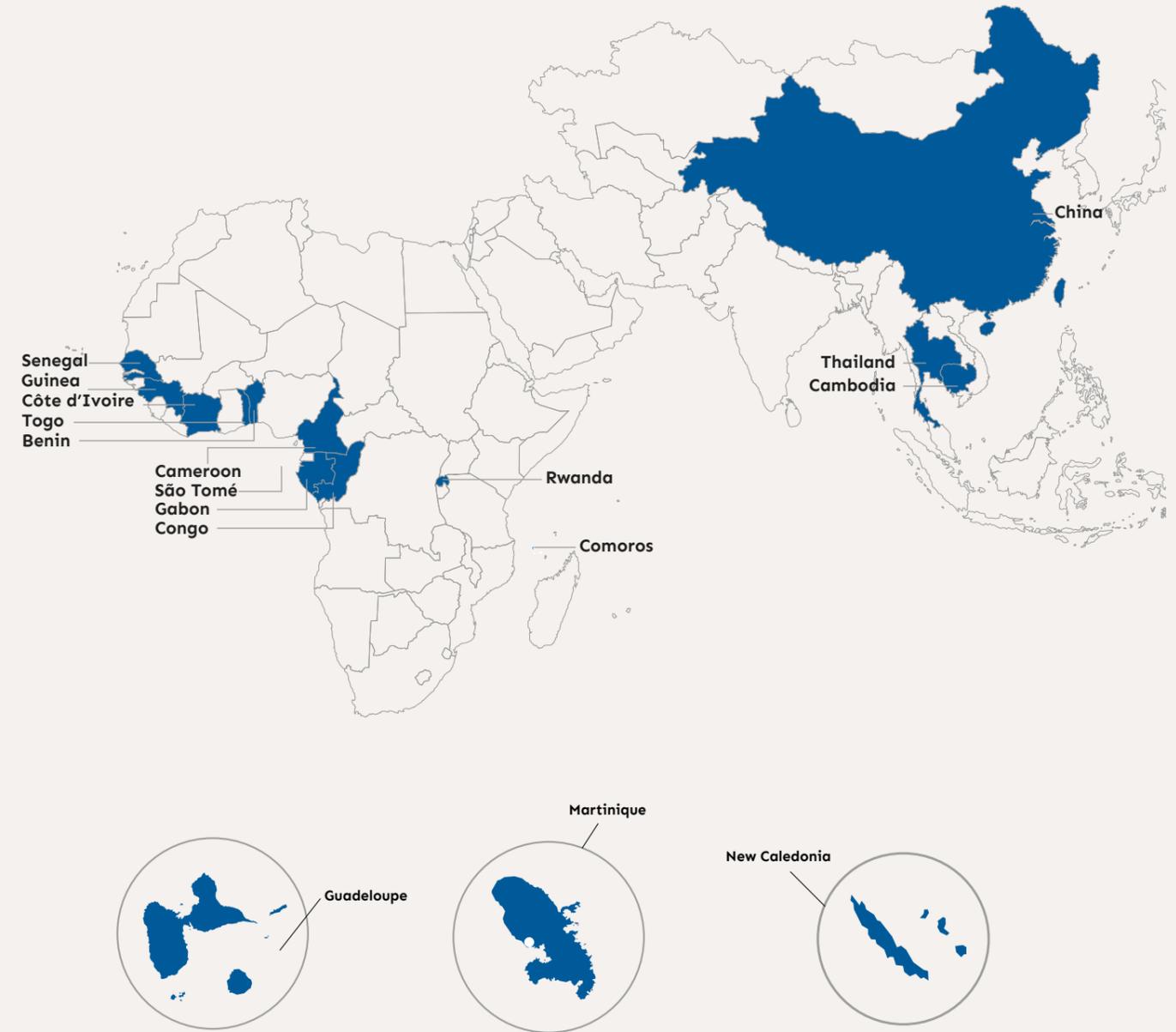
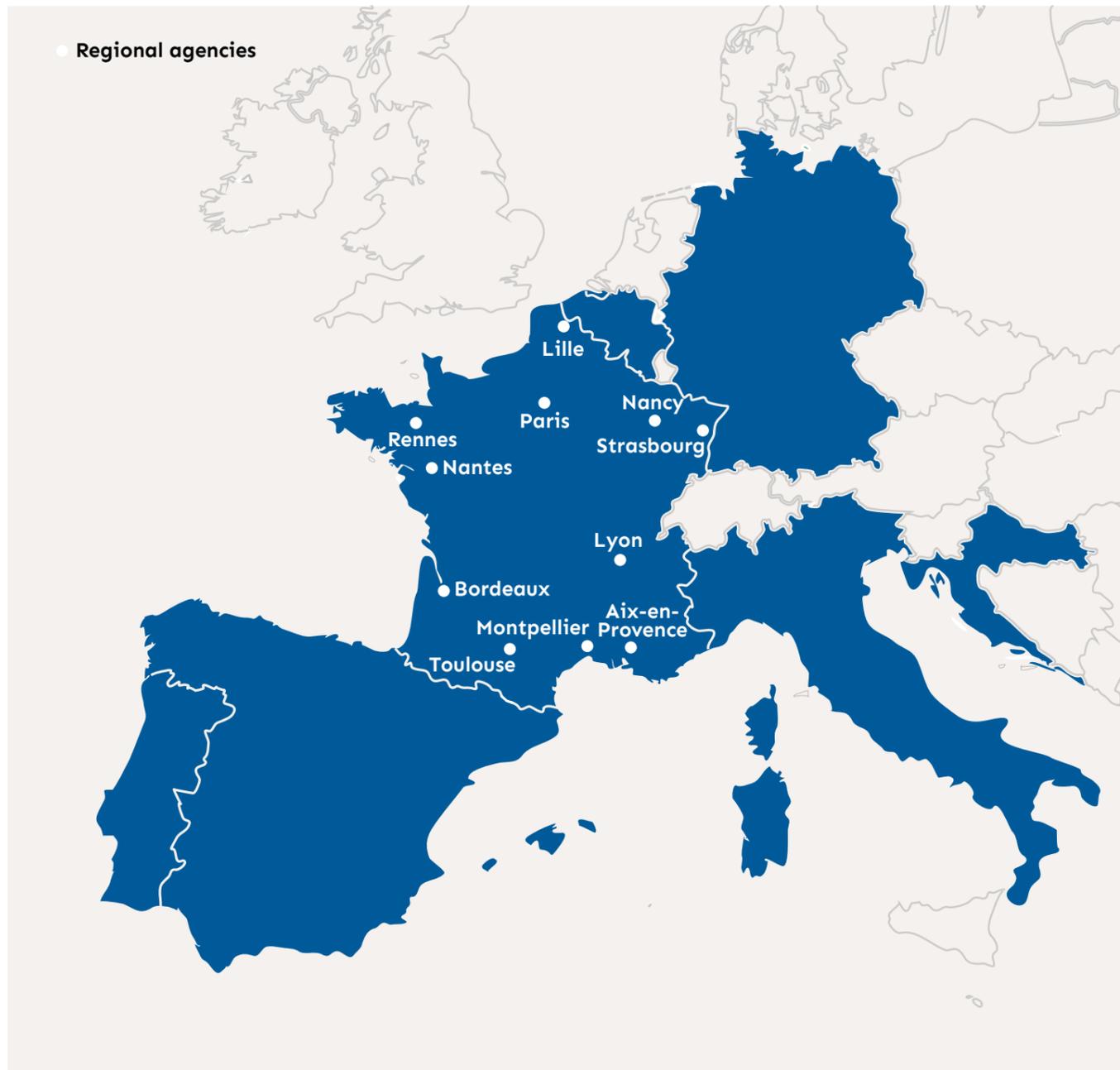
720  
million euros  
of turnover



4,000  
employees



1,000  
golf partners



# Our offices

After creating a national and European network, the Duval Group is now active in Africa and Asia.

# Teams animated by the same passion

To develop long-term projects in France and internationally and to build the world we believe in, we work with passion and by passion, by focusing on people.

That is why all our staff believe in investment that creates value for companies who will build the future and shape the society of tomorrow.



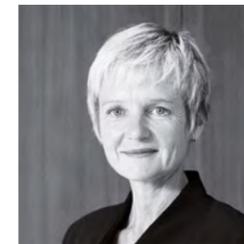
## OUR EXECUTIVE COMMITTEE



**Éric Duval**  
Chairman



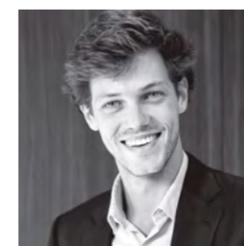
**Pauline Duval**  
Executive Director



**Lydia Le Clair**  
Executive Director



**Richard Falquerho**  
Deputy Executive Director



**Louis-Victor Duval**  
Strategy and Development  
Director

**Marie-Aimée Gonant**  
Administrative and  
Finance Director

**Frédéric Lamoureux**  
Secretary General  
Compliance

**Isabelle Maurel**  
Human Resources  
Director

**Didier Moutard**  
Legal & Corporate  
Director

**Florian Silnicki**  
Communications  
Director

**Christophe Triballier**  
Treasury and Financing  
Director

# Investing in the territories. Enhancing their attractiveness.

The world is changing, lifestyles too. To address today's challenges, we are shaping urban spaces to provide living experiences.

After 25 years of existence, we are now a leading real estate player, thanks to the diversity of our expertise and the success of our projects. With our practice of all the real estate activities, we invest in the territories, enhance their attractiveness and support innovation, while building a sustainable society.

We have thus created strategic synergies that allow us to stand out in all the major markets.

Grouping of the departmental services of the Nord.

Forum  
Lille (59)



# Shaping cities around better community living

Designing neighbourhoods which are good to live in, work in and relax. This has been our raison d'être for more than 25 years.

For twenty-five years, local institutional actors have placed their trust in us because of our stability and long-term vision. Every day, we contribute to developing attractive cities by ensuring a mix of uses. This centre is led by Valérie Dubant-Küng, Property Development CEO.



**Valérie Dubant-Küng**  
Property Development  
CEO

We develop mixed urban programmes which combine shops, housing, business property, residences for tourists, students and seniors.

Innovation and responsibility are our watchwords for building the future. The synergies between the activities give us a unique capacity to develop large urban projects.



**Leisure**  
Tourism  
Golf courses



**Logistics**  
Warehouses  
Factories



**Shops**  
Shopping centres  
Retail parks



**Managed residences**  
Student residences  
Seniors  
Apartment-hotels



**Businesses**  
Offices  
Activities



**Connected housing**



**Public-Private Partnerships**  
Public and sports facilities



**Mixed urban programmes**



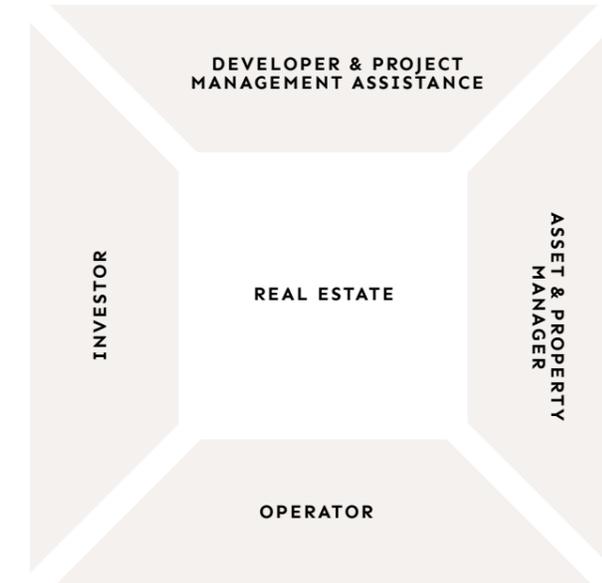
One of the largest urban projects in wood in France.

Les bois d'Angers  
Angers (49)



# Building the city of tomorrow

Innovative and responsible, our commitment for building the future.



We are simultaneously a real estate developer, operator, manager and investor. We are recognised as one of the pioneers of urban development having integrated all the real estate activities in a single group.

We have integrated the real estate value chain which is now its base. We provide services to local authorities for all their real estate projects: commercial infrastructure, corporate real estate, PPP and mixed urban and housing programmes.



The ice  
hockey temple  
in France.

— Aren'Ice  
Cergy-Pontoise (95)

## Designing large-scale projects

For over two decades, local authorities, like Paris, have placed their trust in us to design large-scale projects to serve everyone's well-being.

We design large urban infrastructure (sports, leisure, etc.) under the management of Armelle de Gayffier, who oversees all the Public-Private Partnerships. Their planning, siting and hosting capacity ensure the attractiveness of the local area to which they contribute by strengthening social ties. Our cross-cutting approach to property is an acknowledged benefit.



**Armelle de Gayffier**  
Large Projects, PPP and  
Institutional Relations  
Director

# Enhancing the territories with attractive facilities

We work with Duval Conseil for private and public actors on their property projects to produce overall analyses of possible property products at the scale of a territory.

Led by the multi-medalled Olympic champion Philippe Riboud, Duval Conseil assists institutional players and businesses with their property strategy over the totality of the project, thanks in particular to our range of expertise.



**Philippe Riboud**  
Duval Conseil CEO

From the master plan to structuring the operation and finance, including an analysis of the property market, or by an assessment of the existing assets, without forgetting new environmental issues, Duval Conseil is involved in the entire value chain of a large-scale property project.



A leisure and sports offering unique in France.

Forme d'O  
water park  
Châtel (74)

Latest generation collaborative offices based on well-being.

—— **Imacif**  
Nantes Chantrerie (44)



## Advice and support with your project management

A first-rate actor of project management assistance in France, Alamo provides general expertise in the various property and building activities, harnessed to serve our customers' projects.



**Matthieu Gazu**  
Alamo CEO

For the past 20 years, through Alamo, we have developed a project management assistance culture in order to provide full technical expertise for property developments as regards the administrative and financial aspects. Led by Matthieu Gazu, Alamo works alongside its customers through various missions such

as audit, consulting, project management assistance, delegated or turnkey project management. We have developed our expertise and know-how over more than 2 million sqm of operations and are able to intervene in all the main property markets. Our strength combines know-how, innovation and striving for excellence.

# A real estate coordinator

Ranked 4 in France in property management, Yxime provides support to its customers in their investments, by optimising their assets and providing on-site management for all tertiary real estate.

Our teams of experts, led by Céline Buchart, provide quality services that are essential for managing all of our clients' real estate assets and the well-being of its occupants.

We enhance the value of our customers' real estate assets by providing the property management of their buildings, by supporting them with their property transactions, arbitrages and portfolio optimisation, managing their service providers and overseeing the work of all kinds of their assets. We also provide advice with letting their assets and with their relations with tenants.

We strive to improve the profitability and sustainability of their investments while reducing the costs of managing the assets.

We carry out specific consulting missions such as technical audits, operating budgets, on-site start-ups, energy optimisation, warranty management, etc.



**Céline Buchart**  
Yxime CEO

At the heart of the Paris region's dynamism.

— Magnetik building  
Paris (75)

# Backing the leaders of tomorrow. Supporting innovation.

We invest alongside innovative entrepreneurs who share our values. We assist them daily in their ambitious value creation projects and the constitution of long-lived competitive advantage in France and internationally.

Every day, we support young innovative companies by making our know-how available for their ambitious projects. We build the future with entrepreneurs who share our values and in turn, inspire us.

Together, we grow their businesses by creating synergies between our respective activities.

Passionate enthusiasm, certain ambition and the desire to grow those entrepreneurs who dare imagine the world of tomorrow: our investor's DNA is mainly family-reliant and entrepreneurial. We want to write inspiring stories of businesses and entrepreneurs, rooted in a long-term vision and shared values.

# 22

Investments  
made





## Supporting the economy of the territories

We respond to the everyday concerns of the territories and support them in their development.

With all our regional teams we have the ambition to mobilise the economic actors around the challenges of local employment, sustainable development and attractiveness of the territories.

We offer local authorities the means to root companies in the heart of their territories in line with their history, their traditions and their know-how.

We give life to the territorial policies of economic development and the principles of urban and social diversity.

We work every day with territorial institutional players of reference such as the Caisse des Dépôts et Consignations and the regional banks of Caisse d'Épargne, Crédit Agricole, Vinci, Banque Populaire, Nexity, Arkéa, Predica, etc.

We offer a comprehensive offering for optimisation of their assets, providing, in particular, support to them on issues related to funding. Our objective is to create more connected, more attractive, more inclusive and more sustainable territories.

# Committed to building a sustainable society

Attentive to what we will pass on to future generations, we invest in sustainable models of recycling, agri-food, education, health and support for the disabled.

Our world is changing. Our family spirit leads us to look carefully at the world that surrounds us and at the challenges of sustainable development that are connected to it. With its charitable activities, our Group wishes to give more meaning to its actions by placing people at the heart of its values.

We have chosen to support all general interest actions in the school, educational and social fields.

This has been notably materialised by aid for ophthalmologic treatment for children in Burkina Faso, the building of an orphanage in Togo and a dispensary in Cambodia.

Our commitment to building a sustainable society is illustrated also by the shareholding we have made in AGR which sorts and markets waste, or in Valúdo, producing certified organic and fair-trade coconut oil for the cosmetic industry.



40 projects have  
benefited from  
our support.



# Success stories

## UGolf

— The European number 1 for golf courses, the 1st global golf course network

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One of the first French golf courses with environmentally-sustainable accreditation, rewarding its high level of environmental protection.

——— Environmentally-sustainable golf course of Lacanau (33)



## UGolf

The European number 1 of golf courses.

A major actor in managing and operating golf courses in metropolitan France, Spain and France overseas for local authorities, associations and private owners, UGolf, led by Pierre-André Uhlan, is a key golf actor, managing 56 different courses.

Since 2017, UGolf has accelerated its international development, especially in Spain. In 2019, UGolf was awarded the management of three new golf courses in Spain, Murcia, designed by prestigious and internationally recognised architects, confirming its development momentum in Europe.



**Pierre-André Uhlan**  
UGolf CEO

With over 20,000 golfers initiated into the sport every year, UGolf is the leading creator of players in France through the UGolf Academy.

For 40 years, UGolf has developed its own academy. It trains both new golfers and golf instructors, as well as professional and high-level amateur players. It allows beginners and seasoned players alike to learn the game and increase their skills with pleasure and enjoyment.

The UGolf Academy receives 10,000 learners every day, 2,500 children in the golf schools, and 90 employed instructors.



LeClubGolf, is the No. 1 golf network in the world.

UGolf has also created LeClubGolf, the 1<sup>st</sup> network which offers golf enthusiasts a panel of nearly 1,000 golf courses worldwide.

# Odalys

European number 2  
for tourist residences

In 2000 Éric Duval took over control of Odalys, a small, newly created structure, operating 8,000 beds in tourist residences. Led by Laurent Dusollier, Odalys currently operates more than 132,000 beds, in 400 residences receiving more than 2 million holidaymakers per year.



**Laurent Dusollier**  
Odalys CEO

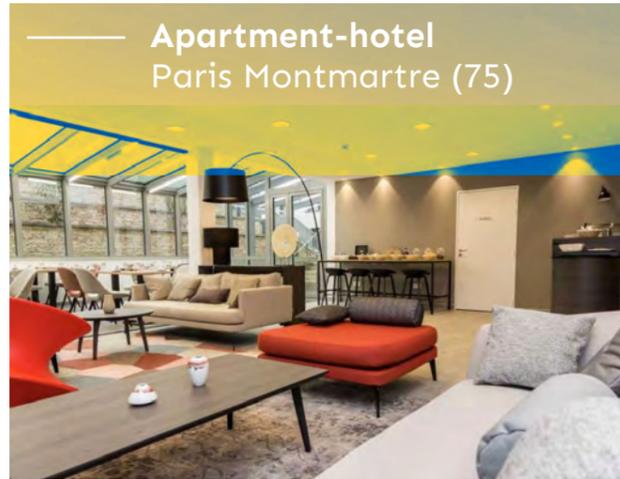
Nakâra Prestige Residence  
Le Cap d'Agde (34)



Eden Arc Residence  
Arc 1800 (73)



Apartment-hotel  
Paris Montmartre (75)



Odalys  
has created  
5 trade marks.

First specialised in the tourist residence segment, Odalys has led a multiple diversification strategy around new brands, Odalys Campus for student residences, Odalys City, offering a wide range of city-centre apartment hotels and Odalys Plein Air for mobile-home accommodation. In addition, we are the leading accommodation provider in the mountains.

Odalys is accelerating its internationalisation strategy and deploying its Odalys Vacances, Odalys City and Odalys Campus brands in Europe, Africa and Asia with the opening of one residence per month until 2025.

Douala Apartment-hotel  
Douala, Cameroon



A latest generation senior residence in the heart of a new neighbourhood of Marseille.

—— Le Château residence  
Marseille (13)



## Happy Senior

Enabling seniors to benefit from all everyday services in tailored accommodation.

With the Happy Senior residences, we offer an innovative response to the property needs of the independent older people of today. This new concept, led by Guillaume Truong, allows residents to retain and enhance their assets by moving into a residence offering both all services for daily needs and high quality assistance in accordance with the autonomy of these seniors in good health.

With 35 projected residences, the Happy Senior Residences are in the process of becoming a key actor of senior residences with services in France.



**Guillaume Truong**  
Happy Senior CEO

Happy Senior enables them to live in the heart of lively districts, in spacious and pleasant housing, while benefiting from a secure quality of services.

Our residences are therefore located in the heart or in the immediate vicinity of town centres, in those places where the social mix means that cross-generational links and social diversity can be developed. They are living places open to the outside. The life of the residences is organised around shared spaces and multiple activities, always respecting our residents' private life to ensure their personal fulfilment and everyday well-being.

Capinghem Residence  
Common room,  
Capinghem (59)



# Patrimoine & Commerce

The French number 1 of low-cost retail parks

In 2012, Eric Duval became the manager of Patrimoine & Commerce.

Listed on Euronext in Paris and led by Matthieu Gueugnier, Patrimoine & Commerce owns and operates a portfolio of real estate assets consisting primarily of recent retail areas, located on the outskirts and in the centres of medium-sized towns and cities around the whole of France.

Made up of retail parks and city centre shopping malls, Patrimoine & Commerce's assets are highly attractive, with occupancy rates that have been close to 100 % for several years.

Patrimoine & Commerce has become the leading French real estate company of low-cost retail parks.



**Matthieu Gueugnier**  
Patrimoine & Commerce CEO

Grand Épagny  
Épagny (74)



# Food



## Eridan Food

The BtoB benchmark in the distribution of Asian food products in France.

Now present in the French ethnic market of non-domestic catering and supermarkets, Eridan Food benefits from synergies in commercial, R&D and marketing terms to best meet the needs of its customers. Its high-value-added products are part of a fair-trade approach, with the search for new exclusive offerings by sourcing through Thai, Vietnamese, Indian and Cambodian brands.

## Fedrice

One of the major importers of Asian products in the French ethnic market.

The Group specialises in importing Asian food products into the French market and positioning itself as one of the main players in its sector. The Group also offers rice wafers and vermicelli made in Vietnam, as well as rice, in particular long grained jasmine fragrant rice, harvested and prepared in Cambodia (elected the world's best rice producer in 2018). It is also positioned on an organic rice and fair-trade offering. Directly imported from Asia and particularly Thailand, China, Vietnam and India, the dry products grocery range is made up of sauces and condiments, rice, noodles, preserves and rice cakes.

### Certifications

GMB, Organic, HACCP

**L'Atelier du Poissonnier** (fish workshop) has a fresh products activity and cannery activity with a strong local impact.

Simultaneously an artisanal cannery, fishmonger and sea-food caterer, the Atelier du Poissonnier is located in Agon-Coutainville, a small Channel resort of the Manche department. Founded in 2010, it was acquired in 2018 by the Duval Group, thus contributing its expertise and experience with the aim of developing "fresh-food" catering activities.

# Fondations et Forages d'Afrique

One of the major actors on the African continent for water boreholes and deep drilling.

Fondations et Forages d'Afrique works over the entire drilling cycle: drilling, pumping, filtration, storage and distribution through "smart" fountain terminals.

We create boreholes, special foundations and water conveyance networks and provide all high added-value services related to their engineering. Our expertise, our mastery of advanced technological processes and our strict safety requirements are recognised by the public and private (large companies) institutional players of the African continent that renew their confidence in us year in year out.





A public health issue.

We construct water boreholes, and deep boreholes in particular, for the installation of drinking water conveyance networks in the villages. These facilities provide African villages with drinking water, which resolves the health problems related to drinking unfiltered and untreated water.

# Finafrica

A network of microfinance institutions: the development of the local economy is at the heart of our strategy.



**Pierre Carpentier**  
Africa CEO

Distribution of Finafrica agencies



Support for entrepreneurship in Africa is one of the Group's commitments. By acquiring microfinance institutions, Finafrica thus enables them to join a pan-African group network that improves their operational and financial performance.

The growth strategy is primarily based on the development of financial services for local businesses. The goal is to be one of the largest networks of financial institutions in Africa, targeted at entrepreneurship financing.

The African economies are characterised by the very large weight of very small businesses (VSB), a sector that is unable to access bank credit. Microfinance provides access to financial services, thus allowing them to benefit from a wide range of credit, payment and savings products.



23 agencies  
in Guinea

6 agencies  
in the Comoros

Without a dominant reference player, the market offers an opportunity for a strong and ambitious private player to create a leading group in French-speaking Africa.





SAS with capital of €150,000,000 - 444 523 567 Commerce Register of Nanterre - Intracompany VAT No. FR 66 444 523 567

For more information  
about our know-how,  
find us on  
[www.groupeduval.com](http://www.groupeduval.com)

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