

### A name, a story.



## COI Cultivating human values.

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### 112 Building the future



The strength of our group resides in the human values that underlie it as demonstrated by the commitment of our teams every day.

For nearly 30 years, Éric Duval, founder of the group, has been building one of the leading independent French real estate players trusted by the key decision-makers of the regions to promote their strengths. Today we are continuing our diversification and our development with an ever-growing international presence.

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.

Established in the heart of all the French regions and present in 21 countries, we employ more than 5,000 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.



# Standards

#### **ENTREPRENEURIAL VALUES**

Creativity

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.

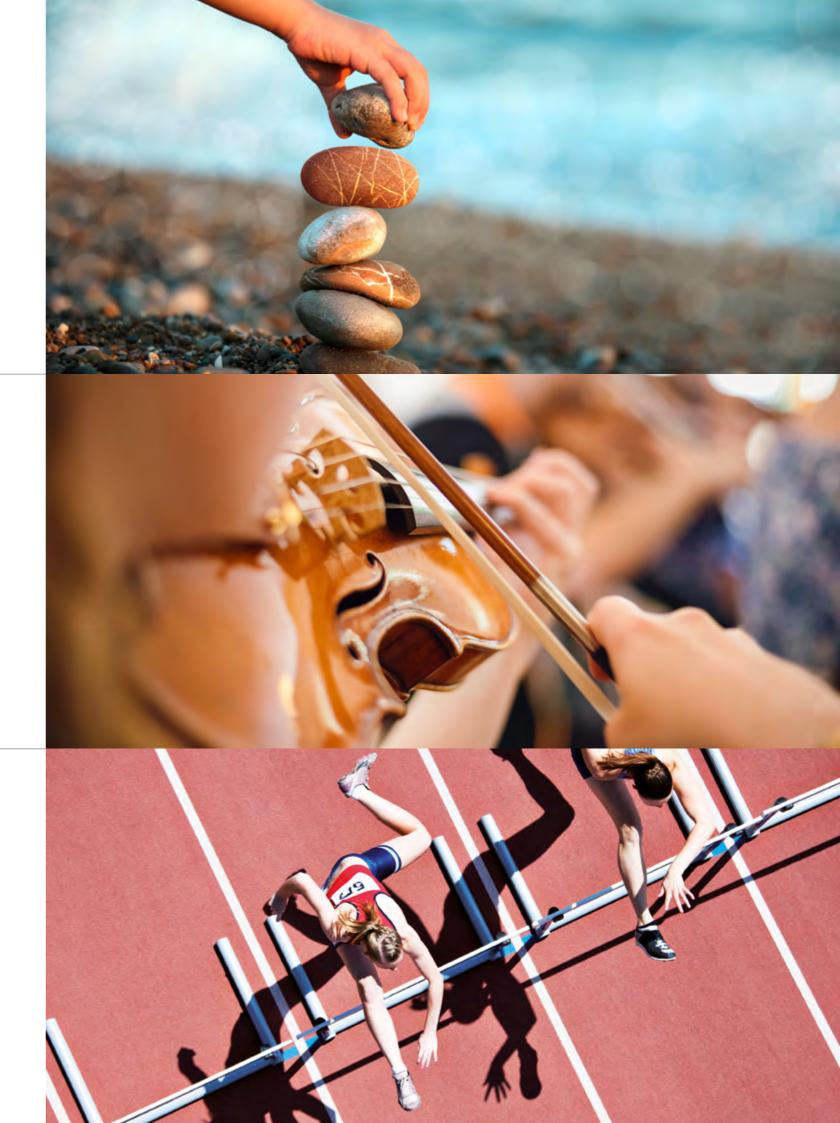
Being a family group allows us to make decisions that are both quick and close to the ground. Highly operational, our shareholders are in direct contact with our employees who have considerable discretion in deciding on the elements that will increase their performance by adapting to regional specificities.

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 standards 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.

#### We always act with integrity and in accordance with the law. Acting with uncompromising honesty and integrity in everything we do is our daily driving force and is representative of who we are as a business with regard to our customers, business partners and the general public alike. At the heart of our collective ethos, our corporate model is responsible, with respect for laws and human rights, the rejection of any form of fraud or corruption, exemplary management of natural resources and our environmental impacts and transparency in our dealings with our stakeholders. The standards we demand of ourselves and our employees is the backdrop to our everyday work.

Our expenditure commitment and investment selection processes are the guarantees of our financial rigour.





# billion euros of assets

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 fast and flexible solutions.

Forum Agora 90,000 sqm Lille (59)

## billion euros total revenues in 2022

Designed to be for multiple uses and open towards the regions, the group's projects are adapted to their environment, in phase with the needs of local people, actors and entrepreneurs, and everyone who lives and works there. They shape the regions, creating places of exchange and sharing.





# Employees

Groupe Duval is composed of people who have a passion for their work and who are both professional and committed, believe in their profession and are proud of what they do.

# managed residences

The diversity of our accommodation offering, which meets the needs of both leisure and business customers, reflects the agility that Odalys has always shown since its inception.



Prestige residence Odalys Front de Neige Plagne Villages (73)

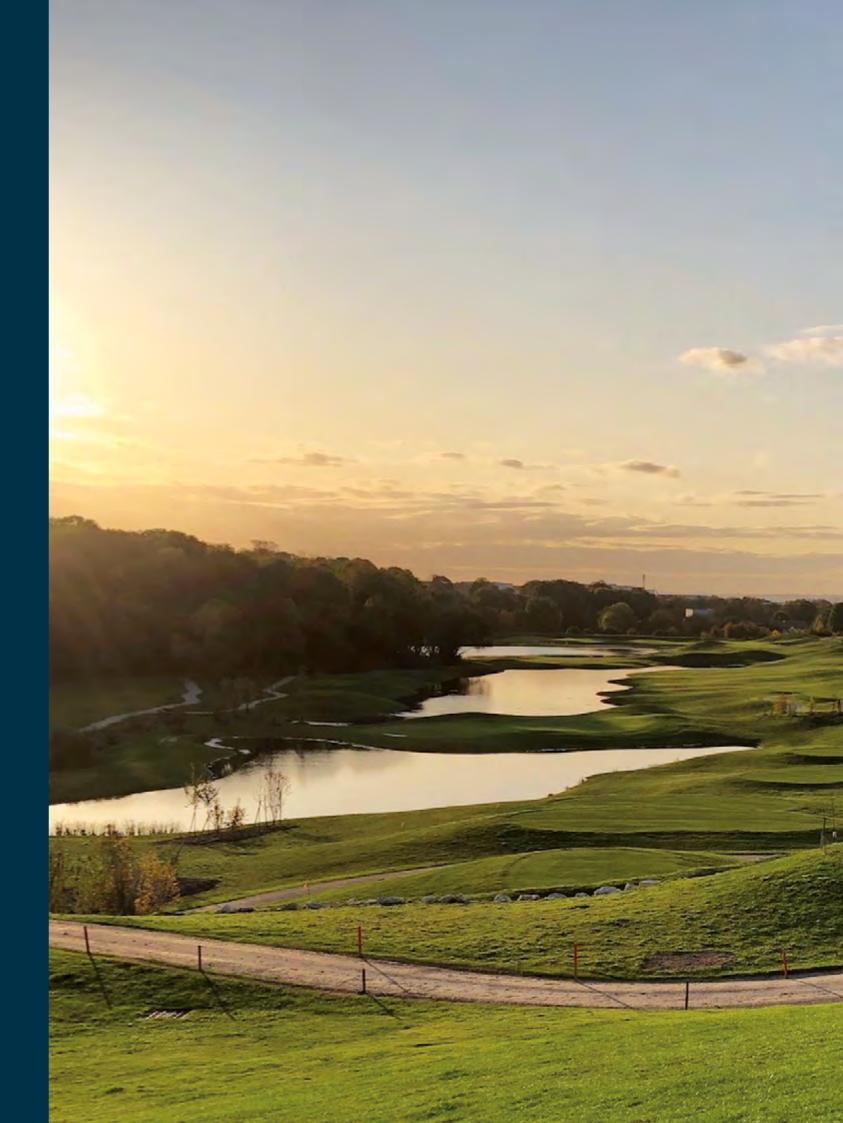


# 1 6 golf courses

Our ambition is to share our passion for golf with the greatest number of people. We offer a unique high-quality experience to today's golfers, but beyond that, we want to attract tomorrow's golfers by democratising the sport and making it accessible to all.

# 1 Courses in the world

1<sup>st</sup> world network, *LeClub Golf*.



National and European coverage. Germany France Spain





Internationalisation in Africa and in Asia.

### Present in

countries

### Overseas territories



Guadeloupe



Martinique



New Caledoni

### Teams driven 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 our staff believe in investment that creates value for companies who will build the future and shape the society of tomorrow.

### Governance

#### **Executive Committee**

Éric Duval Chairman

Pauline Boucon Duval

CEO

Lydia Le Clair Richard Falquerho Deputy CEO

Louis-Victor Duval Deputy CEO

Matthieu Gueugnier Deputy CEO

#### **Management Committee**

Pascal Buet

Detached Houses and Energy Renovation CEO

Laurent Dusollier

Africa CEO

05

Valérie Dubant-Küng Property Development CEO

Odalys CEO

Pierre Carpentier

Matthieu Gennot Deputy Legal and Compliance Director Claire Marteau Investments and Real Estate Assets Director

Didier Moutard Legal Director

Florian Silnicki Communications Director

Pierre-André Uhlen UGolf & BlueGreen CEO

Claudia Vlagea Transformation and Innovation Director

Émilie Decraene Administrative and

Finance Director

Matthieu Gazu Alamo CEO, SCO Afrique Manager

Isabelle Maurel Human Resources

Christophe Triballier Treasury and Financing

Director

Director







Attentive to the heritage passed on to future generations, we are investing in *sustainable* models, particularly in the circular economy, the inclusive and environmentally-friendly agricultural sectors, education and training systems, and health care.

impact jects have benefited from our support

### BUILDING A SUSTAINABLE SOCIETY

Our world is changing.
Our family spirit means we pay great attention to these transformations that will have an impact on future generations.
Through charitable programmes committed to young people and the transfer of knowledge, our group wants to give greater meaning to its interventions.

We have chosen to support all general interest actions in the school, educational and social fields. In particular, this has been materialised by aid for ophthalmologic treatment for children in Burkina Faso, the building of an orphanage in Togo and a dispensary in Cambodia. We have also been working in the field of training and professional integration of young people in Ivory Coast.

Our commitment to building a sustainable society is also exemplified by participation in companies whose economic models generate positive impacts.

The Duval Association has funded the organisation of access to housing for displaced families from Ukraine so that they can be accommodated free of charge in our Odalys residences.









### Team for the Planet

A not-for-profit investment fund for financing enterprises fighting greenhouse gas emissions.



### BUILDING A SUSTAINABLE SOCIETY

## Groupe Duval is partnering à *Team for the Planet* to find *innovative solutions to protect our planet*.

Team for the Planet is a mission-oriented company, which today has more than 100,000 shareholders. Its goal: to raise 1 billion euros to finance, by 2030, 100 companies that are combating climate change worldwide.

Team for the Planet identifies innovations with a high potential impact on greenhouse gas emissions by funding and bringing entrepreneurial expertise to the founding teams. These innovations are then deployed globally thanks to a model inspired by open source. Team for the Planet reinvests all its profits in financing and deploying new innovations.

The company measures its impact thanks to a certified and transparent indicator, the climate dividend: the number of tonnes  $CO_2$  eq. reduced or captured by an innovation. This new extrafinancial indicator makes it possible to index the rate of return of the financial investment.

To identify the most impactful innovations, *Team for the Planet* uses collective intelligence. More than 6,000 assessors have thus been trained to assess the innovations submitted to the website in order to check that they meet the *Team for the Planet* investment scope.

This assessment is based on six criteria:

- impact;
- technical feasibility;
- externality;
- replicability;
- market potential;
- viability of the open source.

Among the innovations, Cool Roof is a reflective paint solution to cool buildings and reduce the carbon footprint, or Leviathan Dynamics, which is a technology to produce cold in a responsible and sustainable way, by replacing polluting refrigerants with water.

Groupe Duval is a member of the *Team for the Planet* acceleration committee.

Accompanying innovation. We invest alongside start-ups and innovative entrepreneurs who share our values. We support them on a daily basis in their ambitious projects of value creation.

investments made





### ENHANCING THE ATTRACTIVENESS OF THE REGIONS

## Shaping urban spaces to offer life experiences.

For 30 years, we have been investing in the regions, enhancing their attractiveness, supporting innovation, and building a sustainable society through the diversity of our expertise and all our professions. This is our daily commitment.

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

A symbol of responsible building promoting biodiversity in the city. >>>





Mixed urban programmes



**Logistics**Warehouses
Factories



**Shops** *Shopping centres* 

Retail parks

Businesses
Offices
Activities



Managed residences

Tourism
Students
Seniors
Apartment-hotels



Connected housing



Leisure
Tourism
Golf courses



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



Energy renovation



## Shaping cities around better community living.

41

Designing
neighbourhoods
which are good to live
in, work in and relax.
Institutional players
and individuals place
their trust in us because
of our stability and
long-term vision.



Valérie Dubant-Küng Property Development CEO

Every day, we contribute to developing attractive cities by ensuring a mix of uses. We develop mixed urban programmes which combine shops, housing, business property, residences for tourists, students and seniors meeting economic, environmental and societal needs.

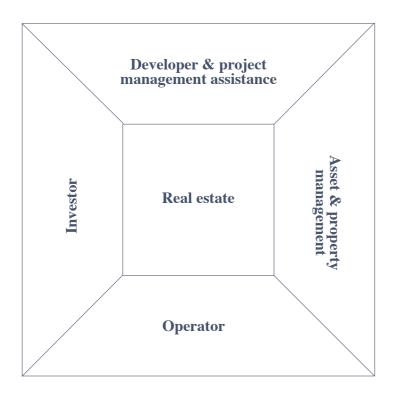
Innovating, responsible and sustainable are our watchwords for building the future. The synergies between the activities give us a unique capacity to develop large urban projects which fully match the challenges of the city of tomorrow.

### ENHANCING THE ATTRACTIVENESS OF THE REGIONS

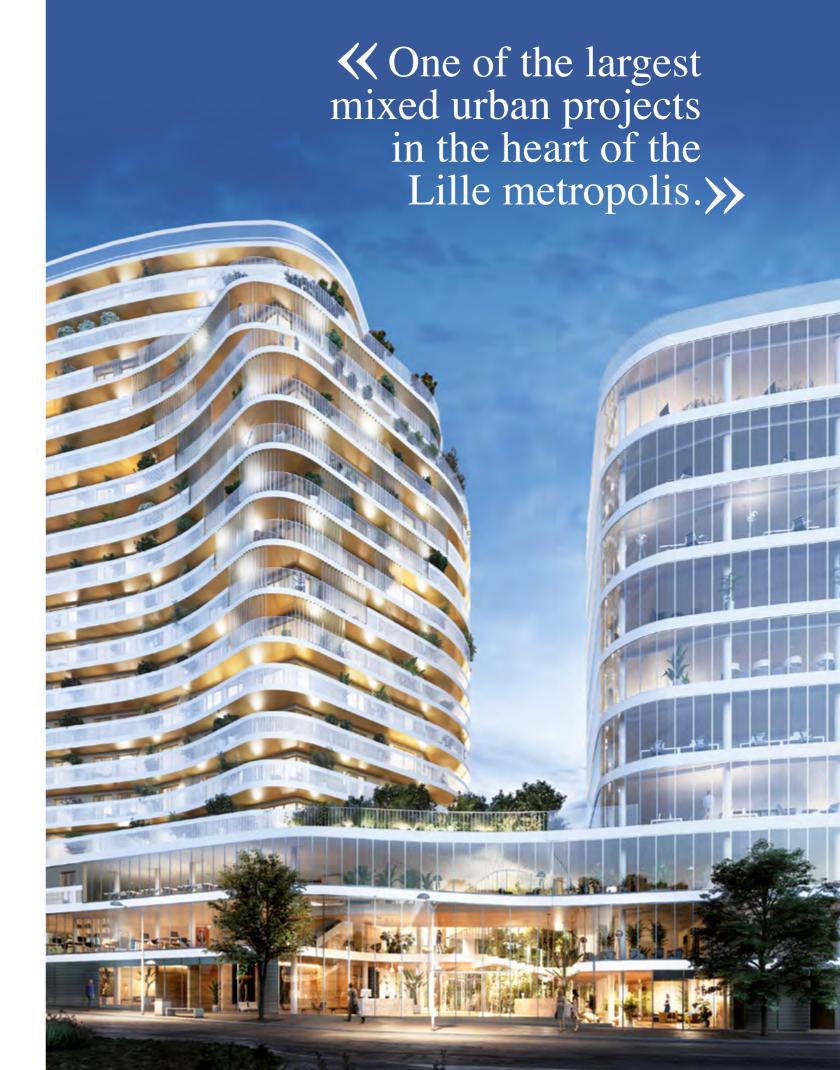
### Building the city of tomorrow.

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.



Emblem Lille (59)



### ENHANCING THE ATTRACTIVENESS OF THE REGIONS

### Supporting the economy of the regions.

We make ours, the everyday concerns of the regions by supporting them with 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 regions.

We offer local authorities the means to root companies in the heart of their regions 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.





trice Gillen



Éric Deroo Atlantique Regional Director



Élodie Galko Occitanie Regional Director



Bertrand Goeneau Hauts-de-France Regional Director



Grégoire Joly Île-de-France Regional Director



Sophie Lacogne Grand Est Regional Director



Hélène Priem Caribbean Regional Director



Felipe Pena Auvergne-Rhône-Alpes Regional Director



Frédéric Rouv Large Projects Director

The future administrative offices of Bordeaux Metropolis.



# **K** The ice hockey temple in France.

### ENHANCING THE ATTRACTIVENESS OF THE REGIONS

### Designing large-scale projects.

Local authorities, like Paris, have placed their trust in us to design large-scale projects to serve everyone's well-being.



Armelle de Gayffier Large Projects, PPP and Institutional Relations Director

We design large urban infrastructure (sports, leisure, etc.). 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.

### ENHANCING THE ATTRACTIVENESS OF THE REGIONS

### Enhancing the regions with attractive facilities.

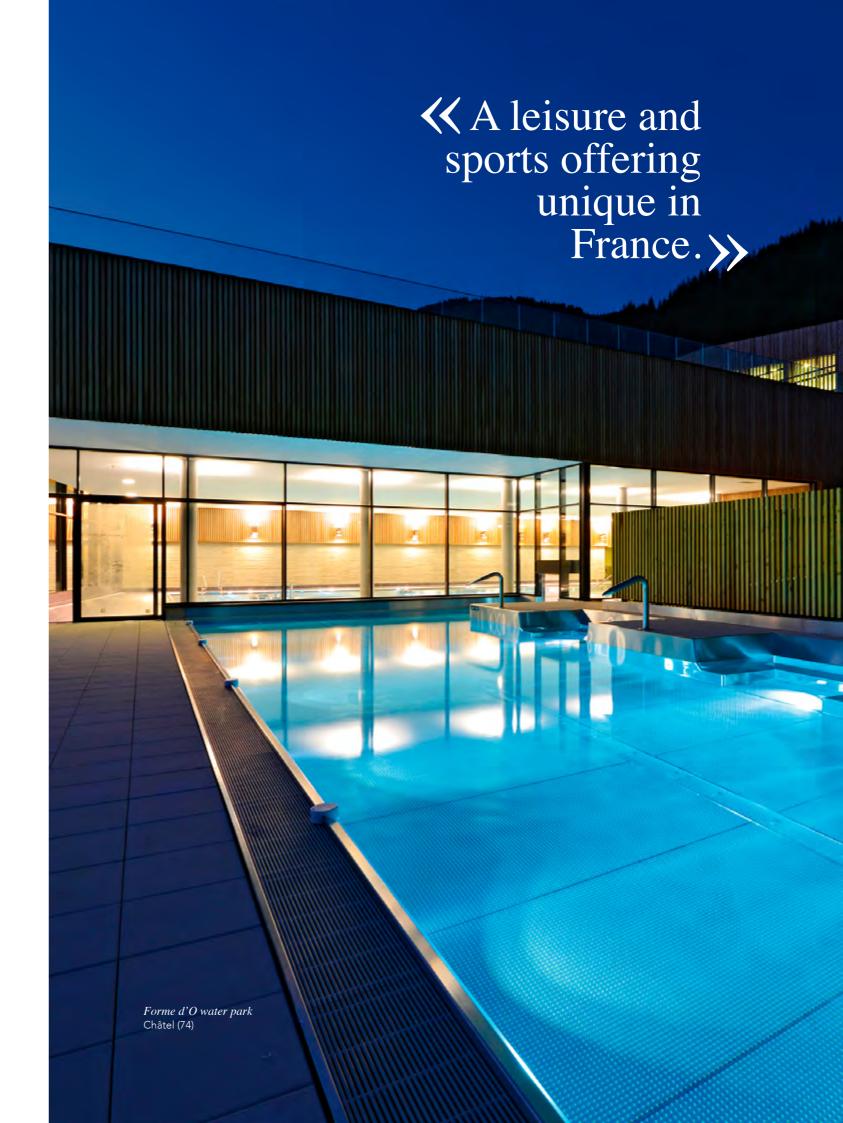


Philippe Riboud Duval Conseil CEO

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 its range of expertise.

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.

Duval Conseil specialises in innovative themes for the attractiveness of the regions. In particular, it has developed particular expertise in e-sport and the new implications and challenges of digital technology in sport.



# **</**The latest generation collaborative offices aimed at ensuring well-being.>>>

### ENHANCING THE ATTRACTIVENESS OF THE REGIONS

## Advice and support with your project management.

Alamo provides general expertise in the various property and building activities, harnessed to serve our customers' projects.

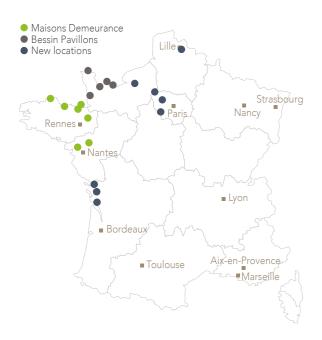




Matthieu Gazu Alamo CEO

We develop, through Alamo, project management expertise in order to provide full technical control of the administrative and financial aspects of real estate operations. Alamo works alongside its customers through various missions such as audit, consulting, project management assistance, delegated or turnkey project management. We have developed our 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.

### Bessin Pavillons, builder of detached houses in Normandy



### Bessin Pavilions has been established in the region since 1988.

The company has built more than 3,000 houses since its creation. Six building agencies cover Normandy in the Calvados department at Caen, Lisieux and Bayeux and in the Manche department at Cherbourg and Saint-Lô. This builder has real proximity with its future owners.



### Maisons Demeurance, an innovative global approach to energy renovation

Energy efficiency is at the heart of Maisons Demeurance's DNA.

In a constantly evolving market, Maisons Demeurance's teams are continuously adapting to meet the multiple needs of their customers by offering tailor-made energy protection solutions, both in terms of house design-construction and renovation. Far from the Franco-French archetype of the suburban model, Maisons Demeurance responds to a reality: the French are particularly attached to the detached house but also to its energy efficiency. Indeed, 72% of them place thermal insulation as the first criterion for choosing a home, and 40% of owners plan to carry out energy renovation work in the next 12 months. The market continues to grow.

From new buildings to rehabilitation, the teams of Maisons Demeurance endeavour to offer innovative energy performance solutions to their customers. A personalised service to meet the most exacting technical issues and design solutions combining design and energy performance.

Created in 1987, Maisons Demeurance has continued to grow and diversify into a regional group with projects throughout France. Maisons Demeurance's greatest strength certainly lies in its ability to intervene both on energy rehabilitation sites for social landlords and bespoke projects that cover the entire real estate value chain.





## Solid and diversified real estate assets in the heart of the regions.

The property company has a portfolio of high value added, valued at 2.8 billion euros and spread over 1,5 million sqm. Each asset benefits from the key skills of the asset management, property management and marketing teams that contribute to the value and performance of these assets.



Matthieu Gueugnier
Deputy CEO



Structured around experts specialised in real estate business lines, Groupe Duval offers bespoke solutions to a customer base of real estate professionals and institutional customers.

#### Tailor-made expertise

Management on behalf of third parties in the retail property field is a highly specific profession in which we have recognised added value. The Group here caters for investors who outsource their asset management.

In partnership, we have created specific private investment vehicles with territorial reference institutions such as the Caisse des Dépôts et Consignations, the regional banks Caisse d'Épargne, Crédit Agricole, Banque Populaire, Arkéa, Predica, etc. We work together on optimising their own funds to create more connected, more inclusive and more sustainable territories.

Through our subsidiary BluelMvest, we are also developing internationally, particularly in Germany where we are investing In partnership with Amundi, the leading European fund manager, Albingia, Primonial and La Française.

#### Valmi I and II

Investment vehicles created with Caisses d'Epargne, the purpose of the Valmi I and II funds is to offer mediumterm performance and a regular yield through participation in property assets which include a selection of property of predominantly commercial use in all the regions of Metropolitan France. Investment phase finalised for Valmi I and being finalised for Valmi II.

#### **Brie Picardie**

The Duval Group and the Regional section of Crédit Agricole Brie Picardie have come together to create the Val Brie Picardie Investissement property company.

The targets investments of the company will comprise business premises (offices, shops, logistics, etc...) and housing within the territory of the Regional section of Brie Picardie (Seine-et-Marne, Oise and Somme).

#### BlueIMvest

BlueIMvest is a real-estate investment and management specialist with special expertise in offices in the French and German markets. Certified by the AMF, BlueIMvest comprises a team of seasoned asset managers and offers dedicated funds tailored to its customers' needs, in line with international professional and ethical standards.

## The French number 1 of low-cost retail parks.

Listed on Euronext in Paris,
Patrimoine & Commerce owns and
operates a portfolio of real estate assets
consisting primarily of retail parks areas,
located on the outskirts of or in mediumsized towns across the whole of France.
The financial performance illustrates
the resilience of the model.







Human-scale retail parks,
Patrimoine & Commerce's
assets benefit from high
attractiveness and loyalty from
low-cost retailers who have outperformed in recent years.
Patrimoine & Commerce
has become the leading
French real estate company
of low-cost retail parks.

341 million euros of assets

Poitiers Porte Sud Retail Park Poitiers (86)

### One of the world leaders of golf courses.

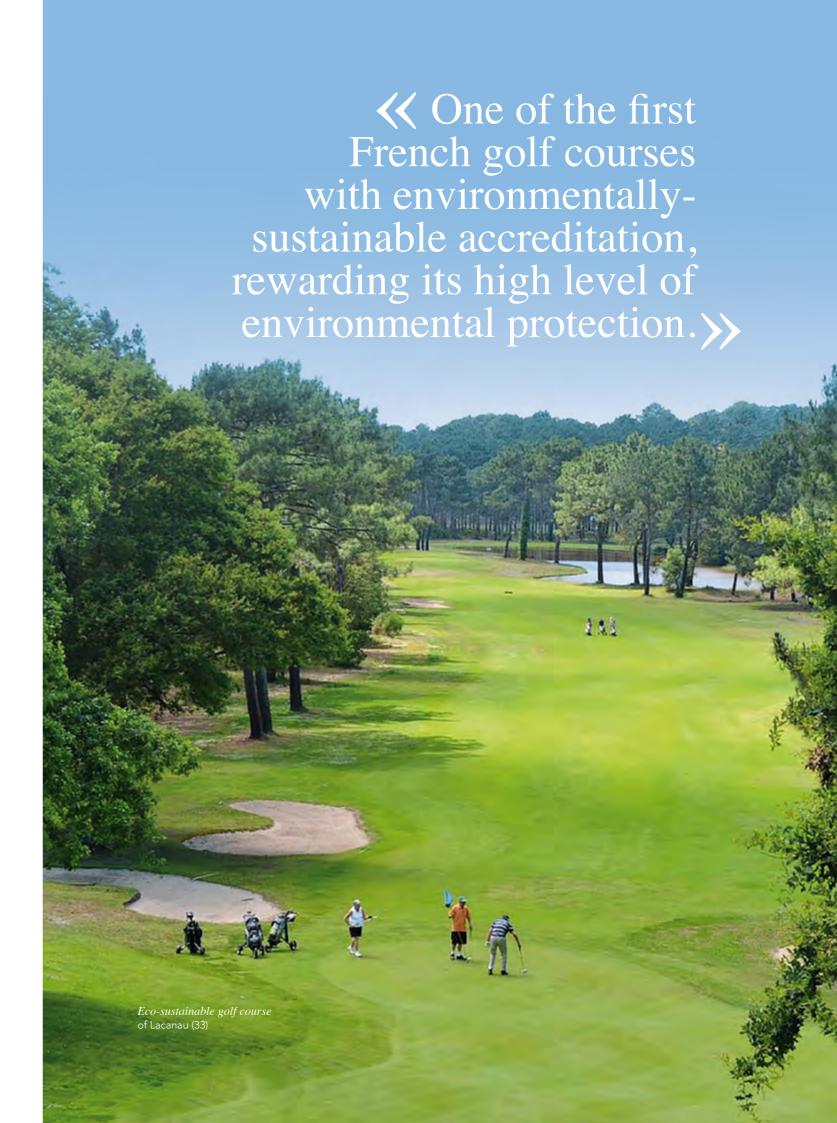


Pierre-André Uhlen UGolf CEO

A major actor in managing and operating golf courses in metropolitan and overseas France, Spain and Rwanda for local authorities, associations and private owners, Ugolf & Bluegreen led by Pierre-André Uhlen, is a key actor of golf and its management.







UGOLF

With over 20,000 golfers initiated 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 year, 2,500 children in the golf schools and 90 employed instructors.

learners every year





Le Club Golf, the leading global network of golf courses created by UGolf, offers golf enthusiasts a panel of nearly golf courses worldwide.

1 ( ) ( ) ( ) golf courses in the world



### Accelerating the *ecological* transition.

As the 5<sup>th</sup> global operator, we are committed to accelerating the ecological transition, in six main areas in particular:



The installation of hives and animal shelters



The use of grasses that need less water



Banning the use of pesticides



Conservation of flora and the respect of biodiversity



Optimisation of water management



Robotisation of mowing



## European number 2 of managed residences



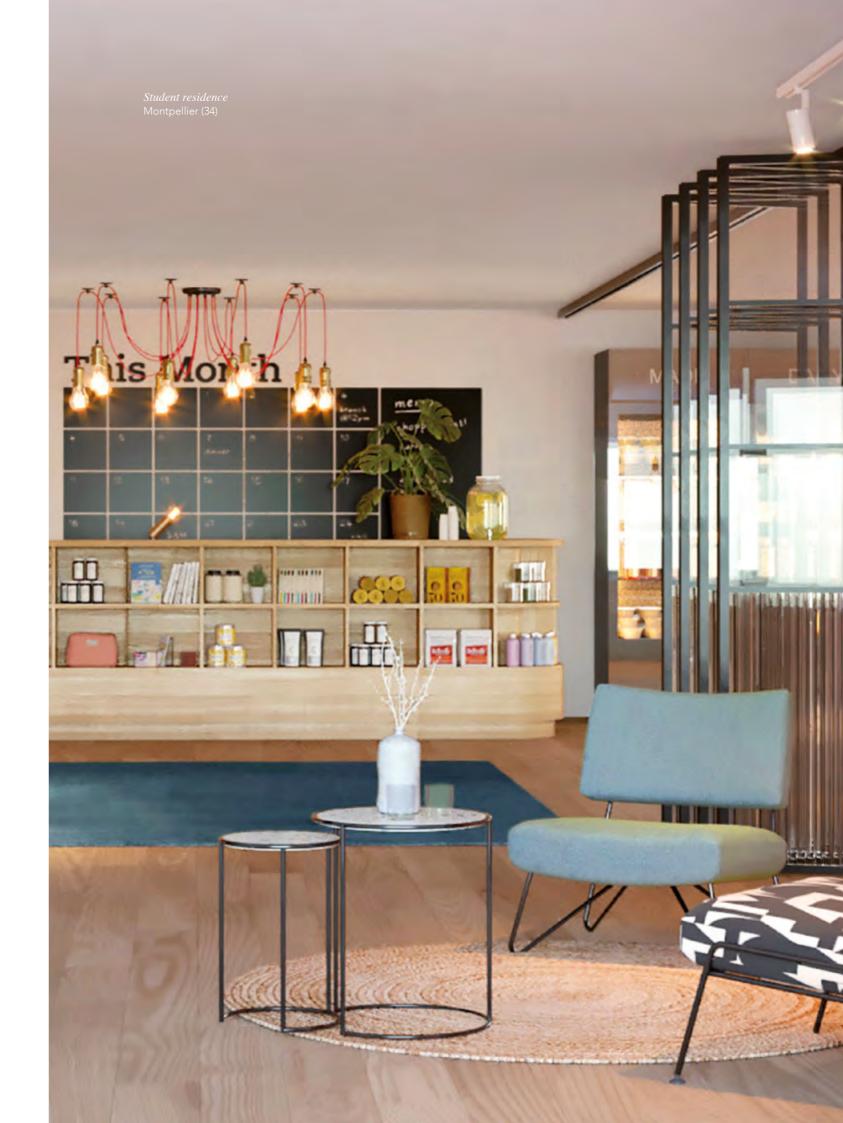
In 2000, Groupe Duval bought Odalys, a small, newly created structure, operating 8,000 beds in managed residencies.

Laurent Dusollier Odalys CEO

Led by Laurent Dusollier, Odalys currently operates more than 128,000 beds, in 550 residences receiving more than 2 million holidaymakers per year.







# Odalys is following the group's diversification strategy by creating commercial brands.

#### Odalys

Unpretentious residence apartments, offering many services, in the heart of the most beautiful destinations.



Mobile-homes by the sea or in the heart of beautiful landscapes, offering large aquatic-recreational spaces and many leisure facilities, in France and Southern Europe.



A new concept of ecologically responsible and environmentally friendly open air residential accommodation offering preserved spaces, a high level of service and high comfort accommodation units with clean lines immersed in nature.



City-centre residences designed for students with readyto-live-in accommodation and modular shared spaces.



Apartment-hotels consisting of studios with a kitchen area, office area and wi-fi access, and offering hotel services (24/7 reception, beds made on arrival, breakfast room) and relaxation and wellness areas.



Flower Campings is a French brand of outdoor hotels, which has more than 130 destinations in France, around sites rated from 3 to 5 stars. The leading network of franchised campsites in France, the brand has a unique positioning: campsites with a human face.



Apartments in Residences for Seniors with Services in France.

Our diverse offering meets the demand of both family holidaymakers and business travellers. It demonstrates the agility Odalys has always had since its inception to adapt to market opportunities and the new requirements of its customers and students.



Odalys is accelerating its internationalisation strategy in Europe and in Africa with the opening of one residence per month until 2025.



Douala Hotel
Douala, Cameroon



*Granjo Centro apartment-hotels* Porto, Portugal



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

Happy Senior enables older people to live in the heart of lively districts, in spacious and pleasant housing units, 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.

With 20 projected residences, the Happy Senior Residences are in the process of becoming a key actor of senior residences with services in France.

residences by 2026



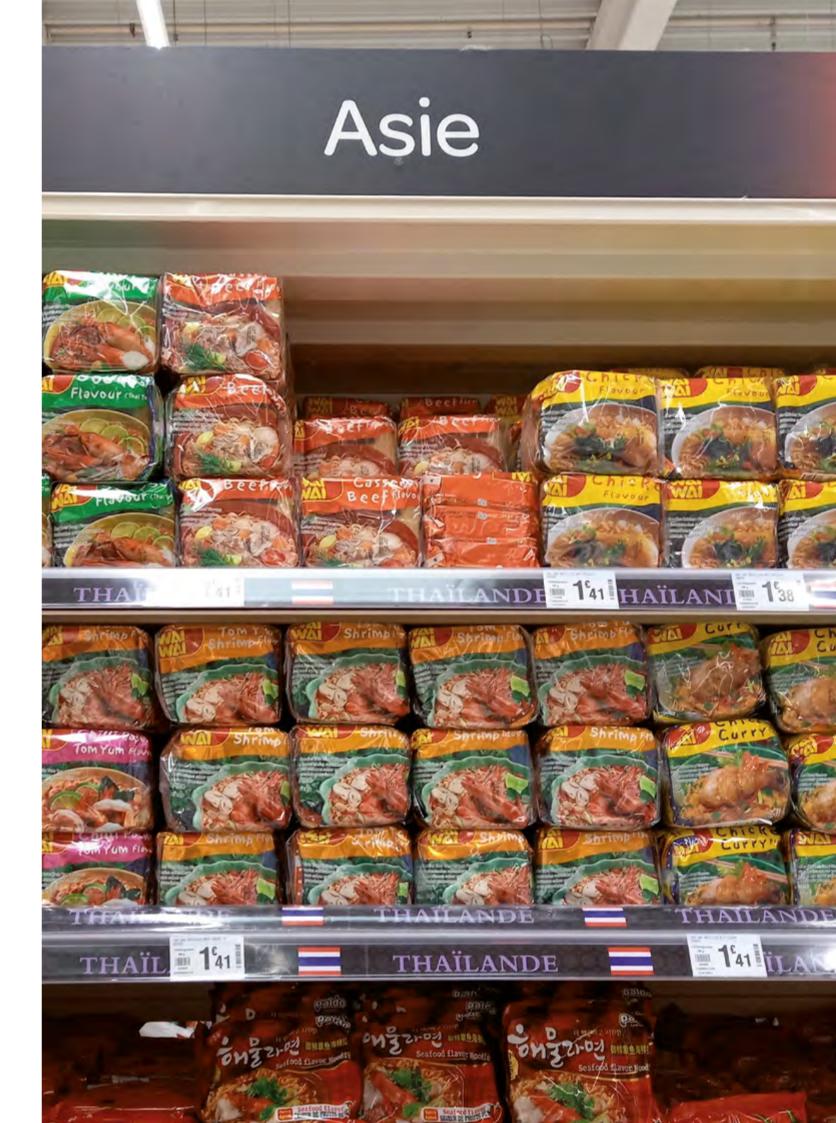
# The BtoB benchmark in the distribution of *Asian food products* in France.



Éric Sarrazin
Terr'Asia CEO

A specialist in the Asian dry grocery market for out-of-home catering and supermarkets, Terr'Asia.

It is constantly searching for new products in growth markets and aims to widen access and make more affordable, genuine, local products.



AFRICA

## A long-term commitment to Africa.



Pierre Carpentier Africa CEO

It is as a responsible investor that Groupe Duval operates in Africa, in order to contribute to the economic and social development of this exciting continent.

The group is contributing to urban renewal and the economic and social development of the continent through the diversity of our professions, backed by committed teams.

- We are imagining and building solutions for a more sustainable city of the future.
- We are offering inclusive financial and insurance services.
- We are improving access to water for people in rural areas in particular.
- We are supporting the large retailers in partnership with the Arno group to meet consumers' needs.

All of our drilling, microfinance, insurance and retail projects form part of a long-term growth strategy which illustrates our ability to look forward to the world of tomorrow.



Finafrica: building a leader of financial inclusion in French-speaking Africa.



Holy Garnier
Deputy CEO Finafrica

We form one of the largest networks of financial institutions in Africa, targeted at the financing of entrepreneurship, insurance development and microinsurance, promoting the continent's economic and social development.

Finafrica is growing rapidly through integrating and networking microfinance institutions and insurance companies with high potential. By being backed by a pan-African Group, they improve their operational and financial performance and accelerate their development. The strength of the Finafrica network relies on the synergies between the microfinance and insurance sectors, and on digitalisation, which is at the heart of our strategy.







## The development of the local economy at the heart of our strategy.

Finafrica meets the needs of entrepreneurs on the African continent by offering microfinance and insurance products that, combined with digital solutions, offer a full range of services to both urban and rural entrepreneurs.

Finafrica has set itself the mission of contributing to the professionalisation of the informal sector and the development of sectors with a strong impact (agriculture, health, education),

Finafrica also plans to support the the economic and social emancipation of women and the professional integration of young people.

#### Inclusive finance, a sector with strong potential

Inclusive finance means the possibility for individuals and companies to have access to a whole range of financial products and services, useful and in line with their needs: loans, insurance, savings, payment.

- 50% of micro-enterprises and SMEs have little or no access to financial services.
- Africa only has 1.4% of the world insurance market although it has 17% of the world's population.



# Innovation and digital at the heart of the development strategy.

Finafrica has partnered SPVIE Assurances, one of the leaders in 100% digital insurance in France to create InFi Software, which develops tailor-made digital solutions for the companies of the network.

InFi Software is overhauling the information and management systems of the institutions of the Finafrica network, the supply, deployment and maintenance of digital solutions, and plays strategic digital consultancy role.

Thanks to these digital solutions, Finafrica:

- Allows the rural populations, via digital channels, to access microfinance and microinsurance products in order to promote financial inclusion;
- Facilitates the granting of loans, secures daily collections in the field, increases productivity:
- Reaches a wider customer base, faster and at lower cost through the Agency Banking model;
- Improves the customer experience by offering mobile banking, SMS banking and web banking solutions.



#### The example of Finafrica Assurances Sénégal

InFi Software has developed an application for B2C claims reporting to facilitate our customers' administrative processes in reporting their claims, increasing efficiency and faster processing time.

## The institutions of the *Microfinance* network.



23 agencies



**86 984** *customers* 



**200** *staff* 

#### Finadev (Guinea)

The company Financial Development (Finadev) was founded in 1998. Finadev Guinea joined the Finafrica network in 2019. Since then, the reforms that have been made have enabled microfinance to expand to now rival Guinea's main institutions. Today, the institution has a network that ranks it second in terms of territorial coverage with 23 agencies, 15 of which are in the provinces. It ranks third national place in terms of the number of customers. Thanks to its appropriate savings and microloans offering and digital services, Finadev intends to maximise its social impact for women and young people. As part of the Integra programme, it has improved the quality of its financial services for young people, in particular through the development of financial education training.



**10** agencies



30 938 customers



**232** *staff* 

#### Focep (Cameroon)

Focep SA is a microfinance institution created in 2010. It joined the Finafrica network in 2019. Focep started its activities by opening two agencies in Douala and Yaoundé (the two largest cities in the country). In 2011 and 2020, the network expanded to 10 agencies, including one in Bafoussam and in Bangangté. Focep is benefiting from rapid expansion which has enabled the institution to gradually grow. With the support of the network, Focep is digitalising and improving its operational and financial performances.



**6** agencies







77 staff

#### PAMF (Ivory Coast)

PAMF Ivory Coast will join the network in 2023. This institution was created in 2008 by the Aga Khan Microfinance Agency, with the mission of reducing poverty, reducing the vulnerability of poor populations and alleviating economic and social exclusion. PAMF Côte d'Ivoire is strongly oriented towards the rural world and is aimed at a population that does not have access to financial services. In a few years, it has established itself as a development driver. The strategy proposed by Finafrica will lead to improving the supply of rural credit but also to expanding the credit offering in urban areas in order to diversify the credit portfolio. PAMF Ivory Coast will benefit from Finafrica's experience in digitalisation at Finadev Guinea.

**FINAFRICA** 

#### UFC (Rwanda)

UFC (Umutanguha Finance Company) Plc is a microfinance institution created in 2003 as a savings and credit cooperative, at the initiative of a group of women and whose name means "faithful friend". Its head office is in Kigali. UFC has undergone transformations with the merger of several other microfinance cooperatives. Its activities began in 2004. UFC is positioned among the very well-known microfinance institutions and has a strong untapped commercial potential with a base of more than 190,000 customers including 107,000 active customers. The legal and regulatory environment of microfinance in Rwanda is highly favourable to the emergence of financial institutions (secure and reliable guarantee system, personalised identification of customers, operational risk centre, no usury rate). The strategy of deploying new agencies in the capital, combined with the revitalisation of provincial agencies, will promote, with the contribution of financial resources, the take-off of the institution and greater profitability. The integration of UFC alongside Prime de Finafrica insurance will allow real synergies to be made between the three entities.

90 FINAFRICA

#### CSA (Senegal)

The network is continuing its development in Senegal, a strategic country, through the microfinance company Crédit Solidaire d'Afrique (CSA) created since 2005. Our recovery strategy, based in particular on a complete overhaul of the IT system, the development of innovative savings products to increase deposits, synergies with our insurance company and effective communication, is aimed at the activities of CSA being relaunched very quickly. Our goal is to raise it, over the next five years, to be among the most successful microfinance institutions in Senegal, aiming at it having a strong social impact.

#### Network expansion strategy

2023 will, for Finafrica, be that of a change of scale with the integration of three microfinance institutions in Ivory Coast, Senegal and Rwanda and two insurance companies in Cameroon and Rwanda. We will then be present in five African countries.

#### Prime (Rwanda)

The company was founded in 1995 as Cogear, a general insurance company approved by the National Bank of Rwanda (BNR). In December 2011, Cogear created Prime Life Assurance to comply with the regulator's directive to separate its general and non-life insurance businesses, and also to expand its businesses to provide long-term (life) insurance policies. The regulator authorised Prime Life Assurance in May 2012. The companies were renamed Prime Insurance and Prime Life Insurance respectively when UK-based Greenoaks Global Holdings acquired the company in 2014. In 2017, Prime Insurance and Prime Life Insurance became fully Rwandan, thanks to the acquisition of a majority stake by Rwandan entrepreneur Egide Gatera. Prime is strongly developing after a long period of recovery. Finafrica will hold 51% of the share capital and sale rights.

### The institutions of the *Insurance* network.



**2** agencies



30 000 customers



**45** *staff* 

#### Finafrica Assurances Sénégal

Founded in 1988, Finafrica Assurances Sénégal, formerly Salama, is a Senegalese P&C insurance company that, for more than 30 years, has developed its customer base of private companies, in particular through its membership in the Globus network, a pan-African network of insurance companies operating in 40 countries. Finafrica Assurances Sénégal's strategy is to leverage its existing customer portfolio and to offer its services to new customers thanks to the expansion of its distribution network and to launch new products. Digitalisation of its processes and services will enable it to reach a mass audience thus diversifying its customer base.



**12** agencies



**133 600** *customers* 



**81** staff

#### GMC(Cameroon)

Created in 1990 as a mutual to provide insurance solutions for the Cameroonian middle class, GMC became a limited company in 2003. It joined our network in 2022. GMC now ranks 7<sup>th</sup> in the P&C insurance market, in an environment dominated by foreign multinationals. Cameroon will be the first country to bring together in the same territory the two activities: microfinance and insurance, thus encouraging synergies. This rapprochement will enable the insurance company to speed up its development strategy of a mass customer base with a microinsurance and bank-insurance offering, but also by developing an agricultural insurance offering.

# At the heart of the challenges of the city of tomorrow.



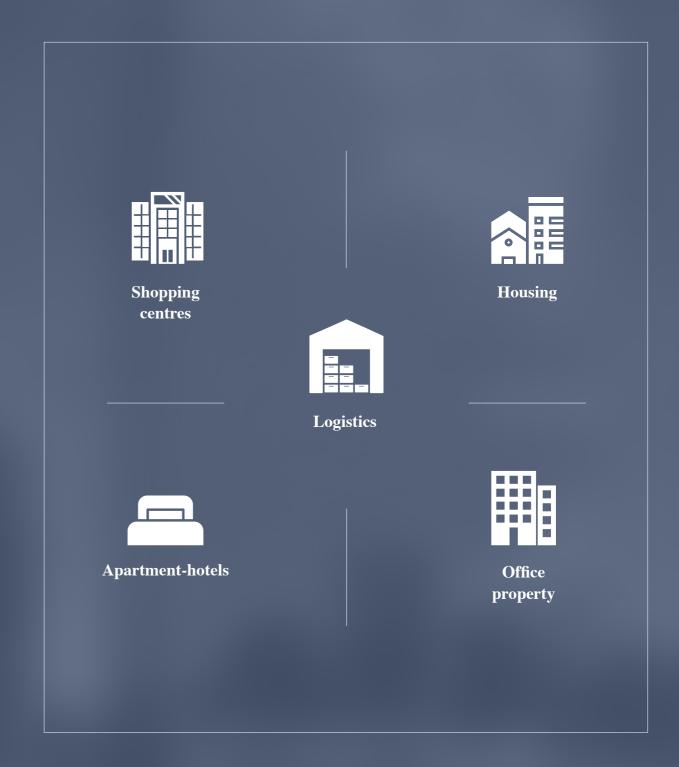
Vincent Thibault
Africa Property CEO

Groupe Duval uses its historical expertise to meet the real estate challenges of the African continent.

Participating in the urban renewal and economic development of the continent.

Building solutions for the sustainable city of tomorrow.

Supporting the States and local authorities with their projects.





Saint-Paul Abidjan, Ivory Coast







Inzovu Mall Kigali, Rwanda

Espace Diobass Thiès, Senegal







Shop'In Lomé Lomé, Togo

98 **SCO** 

## A real estate coordinator for 50 years.



Dominique Gaugry SCO Delegated Director

A company founded in 1964, the Société de Coordination et d'Ordonnancement (SCO), specialises in project management assistance.

SCO offers its project management assistance, delegated project management and contractor project management services, in the administrative, technical and financial fields for all building operations and public works

Africa's market has a growing demand for facilities, infrastructure, offices, shopping centres and logistics centres.

Our teams of highly qualified local engineers support private and public customers with enhancing their construction and restructuring projects of real estate assets.



Industrial buildings



Housing



**Development** of city centres



Hospitals



Offices



Secondary and high schools



Linear structures

#### FONDATIONS ET FORAGES D'AFRIQUE

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





Benjamin Soufflet
Fondations et Forages d'Afrique

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

We create boreholes down to a depth of 500 metres, 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 institutional players and and private companies of the African continent that renew their confidence in us.





A public health issue. We construct deep boreholes for the installation, in particular, 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.

## Specialised distribution.

DAD stems from a partnership between Groupe Duval and Groupe Arno, an expert in the sector for 60 years. The objective is to develop a distribution network in Africa specialised in furniture, interior design and food.

**Duval Arno Distribution has signed 2 franchise agreements** 



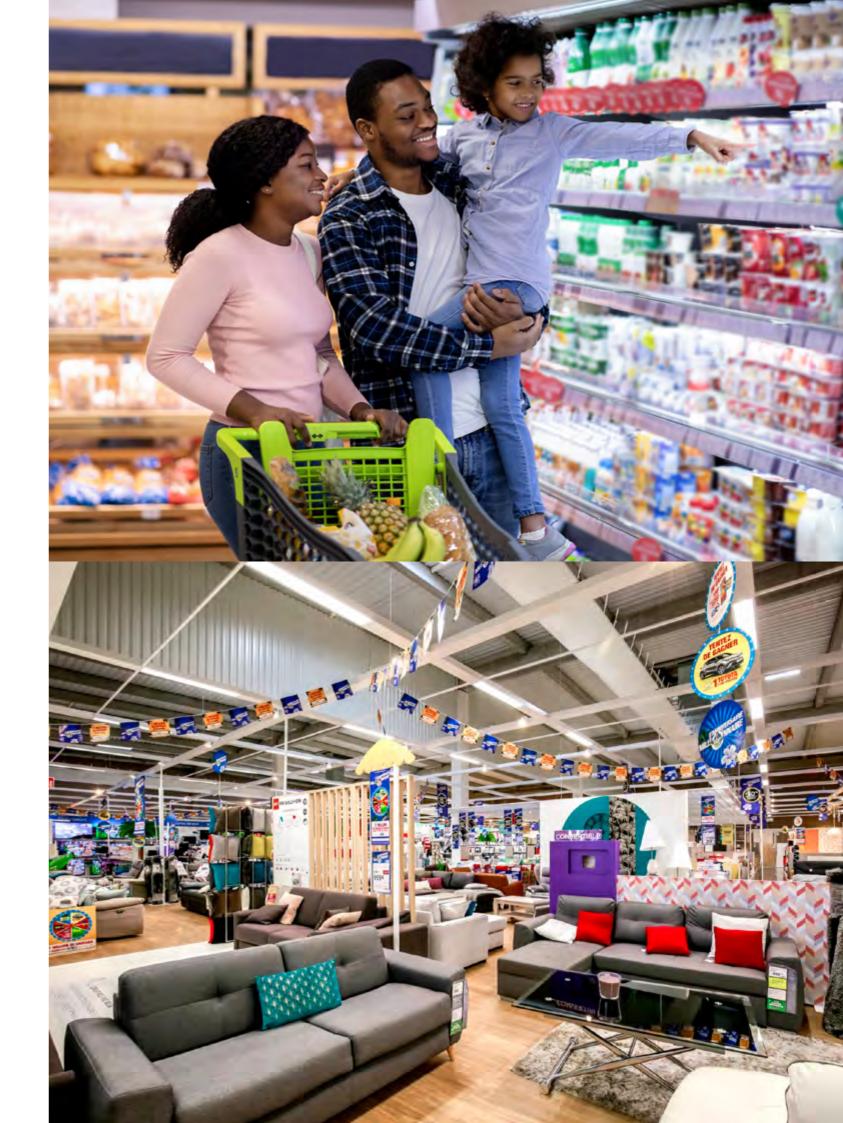
No.1

of omnichannel furniture brands in France

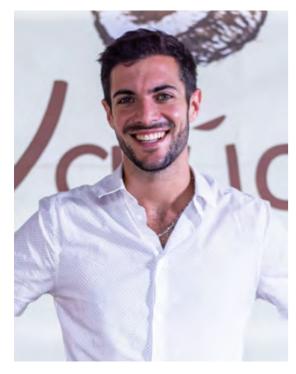


1 st

network of manufacturer distributors in France



# Valúdo, organic agriculture and fair trade.



Guillaume Taufflieb Valúdo Manager

Located in São Tomé-and-Príncipe, Valúdo commits to offering products derived from organically-certified and fair trade coconut, in particular virgin oil and flour.



Gourmet gold 2021

We support farmers through technical training to improve the productivity of their crops by combining traditional Santomean practices with modern quality and control processes. We are an economic driver and are committed to preserving the biodiversity.

Valúdo coconut oil originates from the wild and volcanic African soil of São Tomé, from French know-how (from harvesting to cold pressing) and from a desire to develop an ethical ecosystem respectful of people and nature.

Thus, more than a hundred plant jobs have been created and there are more than 500 pickers.





## A reference player in South-East Asia.

Groupe Duval has taken over the teams of *Comin Vietnam* 50 engineers and 30 years' experience to create Ukko, a company specialised in energy, transmission and distribution in the Sout-East Asia region.

Ukko's expertise in energy transmission and distribution projects is in engineering, supply, installation, testing and commissioning, and high voltage maintenance.

Our customers are local utilities, power plants, solar and wind farms and large electricity consumers (such as cement plants, industrial areas, ports, steel plants, etc.).



FEDRICE

# A reference producer and exporter of the rice sector in Cambodia.



The first investment in food by Groupe Duval, FedRice specialises in processing and distributing mainly varieties of jasmine rice (5 times voted the world's best rice) and fragrant rice. The plant also distributes other rice varieties, both conventionally and organically farmed.

Darasethy Oum FedRice CEO

The FedRice plant is located at Battambang, in Cambodia, close to the rice fields and its farmers. FedRice employs about 40 people full-time, a third of whom are women at all levels of responsibility. From the purchase of paddy until delivery to its customers, FedRice strictly controls the quality of its products. The plant has recently put in place a SCADA system, providing real-time data processing.

Proud of its know-how, FedRice is recognised as a quality producer and the holder of HACCP, FDA and USDA Organic certifications.











FedRice's activity is mainly concentrated on exports. Demand is greatest from China, Europe and North America are promising future markets. FedRice also distributes in Cambodia - a third of sales take place in the country. Buoyed by a growing middle class who consumption patterns are developing, our rice is now available via the Silver Elephant brand in supermarkets.



# CIIIS The future



By diversifying and internationalising, we are building the world of tomorrow by seeing the world of today through new eyes...

... by placing research on impacts and innovation at the heart of our entrepreneurial model, based on the deployment of economically competitive, socially responsible and environmentally effective real estate solutions.



For more information about our know-how, find us on **groupeduval.com** 

#### **Groupe Duval**

45 avenue Georges Mandel, 75116 Paris, France 33 (0)1 46 99 47 10 / contact@groupeduval.com



