

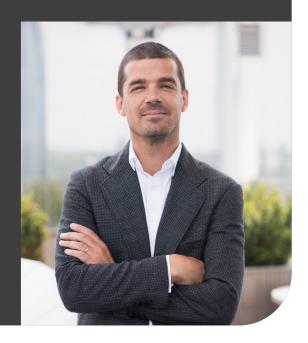
**Designing towns.**Improving lifestyles.



Vincent

LEGENDRE

Chairman



## **Editorial**

# The world is changing - and so is the Legendre Group. We are ready to face the challenges of tomorrow.

Once again, the past year made our group grow. It went from a  $630M \in \text{turnover}$  to  $750M \in \text{in 2019}$ . Our teams were mobilised to set up our strategies based on a 3 trades organisation. They are now the reason why the Legendre group is a company that stands out, is able to tackle the challenges of the real estate, energy and construction markets.

Even if 2018 was a year of mixed results, we genuinely believe that the group will continue to grow thanks to the efforts made throughout the year. Construction trades especially suffered these last years. The global context of the market was marked by a raise of our costs in order to face ever lower prices. The Legendre group registered an increase in business since mid-2017 and prepared itself for future success. We tend to reduce our exposure concerning tenders in order to prioritise design and build projects. And it pays off! The proportion of traded over-the-counter markets, without calls for competition, significantly increased. Same observation when it comes to our general contractor activity. We had this will since 2017 and we are really proud to say that our ambitions have been fulfilled. With the takeover of GSB, close to Chambery, we have put forth the first step of our establishment in Rhône-Alpes. We are pursuing our international expansion beyond the French territory: Our first operation in Jersey has started and we will be opening a subsidiary in Portugal very soon. In the meantime, real estate trades worked really well.

The real estate turnover doubled and raced the whole group to the top. Turnkey projects are increasing and facilities management is taking off with a second managed residence. Legendre XP teams are getting ready to manage a new kind of place: the multi activity "Glaz Arena" located in Cesson-Sévigné (35). In terms of asset management, we were fortunate enough to have a favourable climate to run our property assets.

Finally, the energy market has pretty much stabilised. We benefited from self-consumption project legislation and refocused our expertise on this specific activity. This is a success, since then our teams did more than 15 megawatts of on-farm consumption solar projects on buildings of different nature in 2018. Regarding this statement and taking our ambitions for 2019 into consideration, the Group confirms its position and stands firm in its commitment to its fundamentals. supervisory board, a board of directors - which I take the chair alongside four general managers from within the Group - and an executive committee.

Moving forward without turning our back on the past,

This is what's guiding Legendre Group employees daily.

Vincent Legendre Chairman

# The history and values of the Group

## 1946

The creation of the company by Jean-Baptiste Legendre - Amanlis (35)

## 1974

# Company takeover by Jean-Paul Legendre • 3 employees - including Jean and Gilbert Legendre • Annual turnover: €38,000

## 1983

## From craftsmanship to an SME

• Retirement of Jean-Baptiste Legendre • 1st large-scale sites in Cherbourg Evreux, Tours and Paris • 25 employees

## 1993

## Turning points

 Specialisation in housing construction.
 Starting property development.

80 employees
 Annual turnover: €9 M

## 2003

#### New era

Arrival of Vincent Legendre
 Co-management
 Internal and external growth
 389 employees
 Annual turnover: €79 M

## 2015

### Succession

- Departure of Jean-Paul
   Company taken over
   by Vincent
   New Governance
- 1,400 employees •Annual turnover: €470 M

## 1976

The relocation of the company Arrival in Vern sur Seiche (35)

## 1991

## Major construction crisis

- 60 employees
- Annual turnover: €7.8 M

## 1998

### Expansion

- Relocation to La Hallerais (headquarters), and to Bourgbarré (material centre)
- 250 employees
- Annual turnover: €29 M

## 2011

## **Grey Matter**

- New headquarters, known as "Grey Matter" in Rennes
- Property development and the hotel industry
- 1000 employees
- Annual turnover: €218 M

## 2016

#### A new era, new ambitions

- 1,500 employees
- Turnover: €440 M

## 2017

#### Growth

- 1,800 employees
- Turnover: €560 M

#### The Legendre Group: a family affair

Initially established in Amanlis near Rennes (35), the SME imposed itself throughout the 1980s as a major player within the field of construction in western France. Bold choices, sustained growth and the diversification of the Group's activities have made it possible to go on to develop markets in the Île-de-France, in major French cities and more recently in England and Africa.

## The independence and proximity of a global player in the construction industry

The Group is family-owned yet independent and has kept its freedom in terms of its actions and the decision to sustain its development. Through its acquisitions and installations, the Legendre Group has consolidated its global expertise within all of its businesses and territories.

#### Respect for both its history and commitment to tomorrow

Being a responsible actor means working according to certain rules and respecting the Group's founding values while also looking towards the future. Anticipating, planning, innovating, daring, the Legendre Group is committed to meeting the many challenges of the infrastructure and housing of tomorrow.

#### Ethical and technical values

Deeply rooted in its DNA, the Group relies on strong values that nurture the company's culture and underpin its very identity.

## · A Durable Partnership

The commitments, involvement and loyalty of the Group give it the confidence and legitimacy it requires as far as its partners and clients are concerned. The Group works closely with all of them in order to ensure long-term relationships.

### Entrepreneur

Calculated risk-taking has guided the Group's development since its inception. Exploring new markets, leaving the freedom of initiative to the employees were, are and will be the keys to the success of the Legendre Group.

#### Human

The commitment of the men and women who work for and with the Group is expressed throughout each of the activities and projects carried out. From the attention paid to the integration of teams in terms of knowledge-sharing to the proximity of each employee to its clients, people remain central of the Group's professional exchanges.

#### Expert

This mastery of the entire chain of businesses enables the Legendre Group to carry out large-scale projects with high added value. It pushes the limits of each of its construction sites thanks to a recognised technical agility and continuous innovations.

## 2018

## First flag in Rhône-Alpes

- · Acquisition of GSB company
- 2,000 employees
- Annual turnover : €630 M

## 2019

## International

- New agency in Lisbon, Portugal.
- Annual turnover : €750 M

# Presentation of the Group

A family-owned and independent company founded in 1946, the Legendre Group is continuing its development and its aim to become a "key player in the construction, property and energy industries of tomorrow". Promoting innovation and long-term vision, it intends to continue to diversify its activities and expand its geographical coverage on both a national and international level. At the heart of its strategy and organisation, the Legendre Group is committed to the sustainable construction of cities and territories.

## Who are we?















- Buildings
- · Civil Engineering
- Refurbishment
- Metallic Construction
- Project Development



- · Property Development
- · Facilities Management
- Hotel Industry
- · Asset Management



- · Production of Renewable Energies
- · Solar Asset Management
- · Operation and Maintenance







2,200 employees



## Our vision

If we are to stand the test of time our Group must excel in:

- · Creating value
- · Remaining agile
- Innovating
- Expanding internationally
- Construction
- · Providing associated services
- Mastering energy

## Our ambitions

From this vision come strong ambitions - ambitions which, for some, have greatly contributed to our success:

- · Conserve our values
- · Cultivate our differences,
- Keep our DNA... and extend it into the energy industry
- Develop our business at an international level

## Our strategy

In order to reach the ambitious aims we have set for ourselves, we have implemented a strategy based around three key points:

1

#### The development of new markets and new businesses

The Legendre Group is strengthening its high added value businesses by making property development one of its priorities. We are also investing in new markets by extending our range of services to refurbishment, turnkey projects, facilities management, production and energy efficiency. We design, implement and exploit eco-responsible projects because we are fully convinced that we must participate in building a green, sustainable and supportive city model. We want to go beyond the realm of possibilities by imagining new solutions. This is a constant objective at the heart of the Group's ambitions. R & D and collaborative engineering are among the major pillars of our development. Our positioning on major projects, made possible through our expertise in civil engineering and construction (including the integration of energy efficiency into our business) will make us a Group that continues to innovate, differentiate itself, and move forward.

2

## An agile, innovative and communicative organisation

In a constantly changing world, a company must be able to adapt to a new ecosystem, new practices and new demands. To respond to current and future problems, our organisation must anticipate the changes that lie ahead. To do this, we rely on the vital forces that make up the Legendre Group by pooling expertise when necessary and developing our engineering, working method and communication. We keep in mind what allows for the continuity of an organisation - that is its ability to remain agile and to adapt to its environment. Building and developing life within the Group is a daily concern - a guarantee of expertise.

2

## The expansion of our territory

Expanding our geographical limits is a strategic focus of the group with a view to continuing development. In France, we are extending our network by favouring major metropolises. After Bordeaux in 2015, we expanded our presence in Rhône-Alpes in 2018. Paris, and more broadly, Île de France, constitute an extremely dynamic market.

Reducing our dependency to a territory leads us to the point where we want to make the international scene a cornerstone of our strategy. Thus, following the steps of our first operation in London, we will conduct another operation as a co-promoter and a builder for the state of Jersey. We are also developing our activity in Africa with a joint venture in Algers and a first contract in Bamako.



Horizon - Jersey

## Governance

The Legendre Group is committed to developing the means to match its ambitions: a long-term business project, creation of specialised subsidiaries, strong territorial anchoring in major metropolises... In order to do this, it relies on a strengthened governance based on three key boards:

## A Supervisory Board

Our Supervisory Board was created on 1 January, 2016. Composed of four members, it is chaired by Jean-Paul Legendre and works with the new governance in terms of the strategic orientations of the Group.

## Board of Management

The Management Board, set up at the end of 2015, is in charge of the Group's strategic orientations and decisions. It meets at least once a month. Vincent Legendre, its chairman, is accompanied by five of our general managers: Alain Girard, Pascal Martin, Olivier Roualec, Bertrand Ruaux & Denis Motard.

## An Executive Committee

The Executive Committee has been "leading" the company on a daily basis since 2011. Its mission is to share the vision of the Management Board and the strategy of the Group with the all company managers. It contributes to communication in terms of the Group's strategic axes and their applications.



Legendre Group Supervisory Board, from left to right: Grégoire Charmetant, Denis Motard, Pascal Martin, Alain Girard, Olivier Roualec and Vincent Legendre,

## **Organisation**

With a view to being closer to its clients and partners, the Legendre Group operates in a decentralised manner by promoting the autonomy of its employees and of each agency within its territorial network. While the majority of the administrative functions are centralised at the headquarters in Rennes, the Group is organised under 5 main axes with some 22 agencies, responsible and generating their own business. Proximity and knowledge of the local market are fundamental elements of the Group's organisation and strategy.

# Agencies and locations







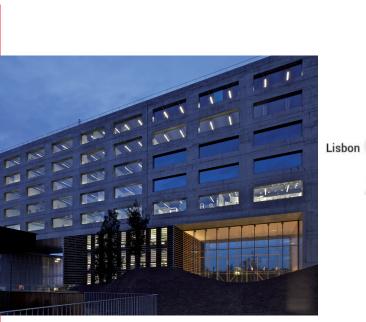
## Developmental and territorial partners

The Group relies on strong regional network. With total autonomy, each subsidiary or antenna of the Group is thus closer to its clients and partners.

This local "anchoring" allows them to offer tailor-made solutions to suit their clients' needs and expectations.

#### Our locations:

- Normandy/ Brittany / Pays de la Loire
- Ile de-France
- · Nouvelle Aquitaine
- Occitanie
- · Rhône-Alpes
- England
- Portugal
- Africa



Head office in Rennes







## **Building trust**

The Group's core business combines experience, know-how and technical agility to design the buildings of tomorrow in residential, commercial or other functional buildings. Experts and other members of staff at Legendre Construction work together and commit themselves to providing tailor-made answers while respecting the quality, costs and deadlines of each project. Design, build and renovate: our solutions are adapted to the needs of our partners and clients

Legendre Construction bases its activity around 5 areas of expertise: buildings, civil engineering, refurbishment, metal construction and property development.

To better serve the interests of its construction sites, the construction division has an integrated design office and prefabrication plant. A material and earthmoving company also works exclusively with the construction companies within the Group.

## **BUILDINGS**

Construction brings together all new building activities of the Legendre Group: Structural works, sub-trade works, restoration and outdoor arrangements. The group designs the buildings of tomorrow whether it's residential properties, functional works or commercial buildings.

Since delivery deadlines are getting tighter, the building division is adapting to its client's needs, whether they're from the public or private sector, by delivering a tailor made offer from structural work to design and execution, even going so far as to exploitation with DCOM projects (Design, Construction, Operation, Maintenance). Most of all, it guarantees the energy efficiency of constructed buildings, controls its environmental impacts and enforces a strong CSR policy.

#### **CIVIL ENGINEERING**

Line B of the metro in Rennes, one of the flagship projects of the Group, demonstrates that the Civil Engineering division is developing its expertise in terms of design and as a specialist in infrastructure on highly technical projects. Legendre Civil Engineering has also become one of the major players in logistics construction in France.

#### **REFURBISHMENT**

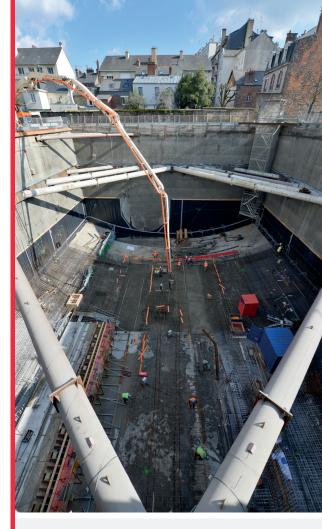
Building on its experience in new buildings, Legendre Construction has been investing in the refurbishment market since 2015. We renovate office buildings, houses, hotels, public works... whether light or heavy refurbishments or busy sites.

#### **METALLIC CONSTRUCTION**

OMS, a metal construction subsidiary, has over 30 years' experience in two complementary trades: framing and locksmithing / metalwork. It works both in new projects and refurbishment.

## PROPERTY DEVELOPMENT

Through Legendre Development and in support of its various businesses, Legendre Construction also works in property development by carrying out all kinds of turnkey operations on behalf of public users or private investors.



Rennes Metro - Site 1 - Jules Ferry Station

## **KEY FIGURES**

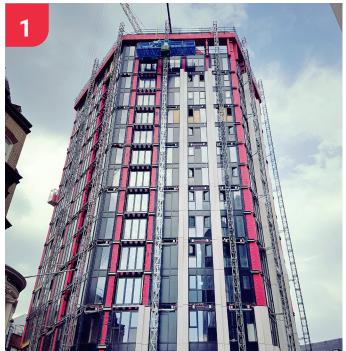
- ANNUAL TURNOVER 2021: €580M
- Our locations: Rennes, Nantes, Paris, Bordeaux, Lyon, Annecy, Le Havre, Le Mans, Chartres, Rouen, Londres, Lisbonne, Jersey

## **AREAS OF ACTIVITY**

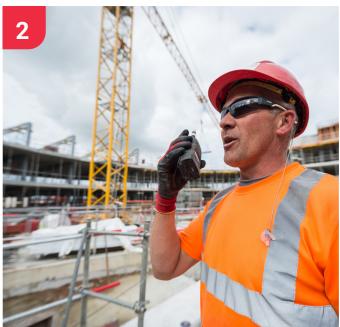
- Industrial building
- Residential
- Commercial
- Health
- EducationDefense
- Environment
- Energy
- Shopping centres
- Retail parks
- Logistics
- · Transport infrastructure...

## **LEGENDRE CONSTRUCTION**

- Buildings
- Civil Engineering
- Refurbishment
- Metallic Construction
- Property Development



- 1. Parker Tower London (UK)
- 2. Legendre Construction site operative
- 3. Rue de Londres Paris (FR)
- 4. Logistic Plateform Goodman Allonnes (FR)









## City in motion!

As a developer with almost 25 years' experience, Legendre real estate is led by major projects located in Ile de France and West of France. Legendre real estate picks hybrid projects (from 20,000 m² to 30,000 m²) willingly: involving diverse activities (housing, services, shops) Legendre real estate wishes to position itself as a genuine urban designer.

Thus, in collaboration with players from a range of projects (architects, construction professionals, economists, institutions and other partners), Legendre Real Estate is already inventing the spaces of tomorrow. More collaborative, more mixed, more functional, more connected... and more environmentally friendly.

Legendre Real Estate works with all communities:

- Local and regional development authorities and development structures
- · Businesses, institutional and private investors
- · Individuals: property owners, investors or tenants

Its global approach, know-how and proximity to its clients allows it to respond to a very diverse range of problems with a tailor-made approach. The activity is in line with responsible construction and respect for the environment.

The Legendre Group's property division is based around 4 activities:

### PROPERTY DEVELOPMENT

Is the traditional line of business of Legendre real estate, it involves setting up real estate operations from design and launch through to building. The real estate division operates on both commercial and housing projects although strongly emphasises mixed development programs from 20,000 to 30,000 m<sup>2</sup>.

### **FACILITIES MANAGEMENT**

The development of Legendre XP subsidiary serves as a guarantee regarding projects Legendre real estate takes part in. Legendre XP intention is to consider uses as a major concern with the help of 4 development axes: coliving residences (with both serviced apartments and classical residential structures), services, health or sports facilities.

#### THE HOTEL INDUSTRY

The hotel business is represented at Legendre Real Estate by Suitcase Hospitality. This subsidiary specialises in the assembly, development, financial engineering and facilities management of hotels and tourist residences (from 2 to 5 stars). Thanks to the synergies within the Legendre Group, it controls the entire chain, from design through to facilities management via construction. To date, Suitcase Hospitality has a portfolio of 15 hotels (either operational or in development) with close to 1,900 rooms.

## ASSET MANAGEMENT

I3L, a property company belonging to the Legendre Group, is committed to its sustainable property portfolio (industrial and commercial premises, offices, residential housing) that it leases or enhances in its best interests.



Halls of Residence (students) Whoo - Rennes (FR)

## **KEY FIGURES**

- · ANNUAL TURNOVER 2021: €170 M
- Our locations: Rennes, Paris,

Nantes, Bordeaux, Lyon, Londres, Lisbonne

- 2,200 homes delivered
- 200,000 m² of company property delivered

## AREAS OF ACTIVITY

- · Residential property
- Company property (offices/ business parks)
- Hotel / Restaurant Industry
- Residence Services

## LEGENDRE REAL ESTATE

- Property Development
- · Facilities Management
- Hotel Industry
- · Asset Management



- 1. Campus Avril Bruz (FR)
- 2. Broadway Vanves (FR)
- 3. Laz Hotel Paris (FR)
- 4. Halles Bacalan Bordeaux (FR)
- 5. Campus Horizons Villejuif (FR)











# Going green for the future

Created in 2007 and promoted by its subsidiary, Armorgreen, Legendre Energy is committed to a clean economy through the optimisation of the energy potential of our natural resources. Legendre Energy focuses on proximity, the performance of the energy mix and the cooperation of all stakeholders in this new green economy.

Legendre Energy works with public authorities, companies and individuals by focusing on proximity and cooperation. Present throughout France but also on the international scene, its offer focuses on three principal activities: Production of Renewable Energies, Energy Efficiency, Facilities Management and Maintenance.

Its expertise is expressed throughout the entire chain of a project: development, technical engineering and design, realisation and installation, maintenance, financial engineering and facilities management.

In perfect synergy with other businesses, Legendre Energy fuels the Group's overall energy efficiency offer and reinforces its position as a major partner in the sustainable sector in terms of transformation of infrastructures and territories.

#### PRODUCTION OF RENEWABLE ENERGIES

With its Armorgreen subsidiary, Legendre Energy is specialised in solar photovoltaic power plant installation whether it's ground-base, on the roof or parking shelters. Armorgreen acts as a general contractor and becomes an energy supplier: the company offers its clients an opportunity to preserve their cash flow by financing their plant and selling cheaper, greener and locally produced energy at the same time.

Legendre Energy developed a turnkey offer in collective self-consumption. Self-consumption is considered collective when one or several photovoltaic installations are connected to public power grids and provides customers' energy needs (offices, residences...) within a distance of 1km from the plant. This offer includes a precise analysis of the territory, facility management and also the photovoltaic power plant maintenance.

## **SOLAR ASSET MANAGEMENT**

Legendre Energy has a solar park of 8 MWp representing about thirty photovoltaic installations.

## **FACILITIES MANAGMENT AND MAINTENANCE**

Established in 2015 and based in Rennes (35), Ener24 brings together all the skills related to Facilities Management and Maintenance, which it applies to renewable energy production plants (photovoltaics, methanisation). It also offers its services in the field of multi-technical building management.



La Nef - Tours (FR)

## **KEY FIGURES**

- · ANNUAL TURNOVER 2021: €20 M
- Our locations: Rennes, Nantes, Lyon
- 550 projects throughout France

## **AREAS OF ACTIVITY**

- Public buildings
- Homes
- Industries
- Agriculture

## LEGENDRE ENERGY

- Production of Renewable Energies
- Solar Asset Management
- Facilities Management & Maintenance

- 1. Halle Pajol Photovoltaic roof installation, 3,020m² Paris (FR)
- 2. Rouen Metropolis Photovoltaic roof installation of 354 kW (FR)
- 3. Toulouse Blagnac Airport Photovoltaic roof installation of 1 MW (FR)
- 4. Methanisation unit 220 Kw L'Aiguillon sur Vie (FR)









## The Legendre spirit

To ensure our commitment to building incredible lives in incredible cities, we are involved in meaningful internal and external practices.

## 3 commitments

## **Participatory innovation**

We see innovation as a sign of differentiation - and it is anchored in our corporate culture. Collaborative work is a constant lever for innovation - it goes so much beyond our inventions. Our partnership with INSA Rennes (Engineering University), collaboration with stakeholders within the project, integrated thinking and management allow us to multiply our intelligence and push our limits.

## Diversity, integration and professional development

We attach particular importance to the men and women of the company. A profoundly human Group, we can truly count on our multi-cultural teams. We have a total of 31 nationalities within the Group - and this really enriches our vision of the world and our businesses. Engaged on a long-term basis in staff training, we encourage staff professionalism and initiative on a daily basis.

#### **Local initiatives**

We make it a point of honor to support local initiatives as a local partner whether cultural, sporting or of use to the public. We support many charities and people who encourage, like us, the values of effort, humility and enterprise because people are at the center of our concerns.

Reaching your goals means taking risks. This is a motto we share with all employees within the Group.

## MEN AND WOMEN WITHIN THE GROUP:

- · Average age: 39 years old
- Number of nationalities: 41
- Number of training days per year: 2,200

## **DISTRIBUTION OF EMPLOYEES**





Philanthropy - Les Transmusicales



Partnership - Arkea-Samsic



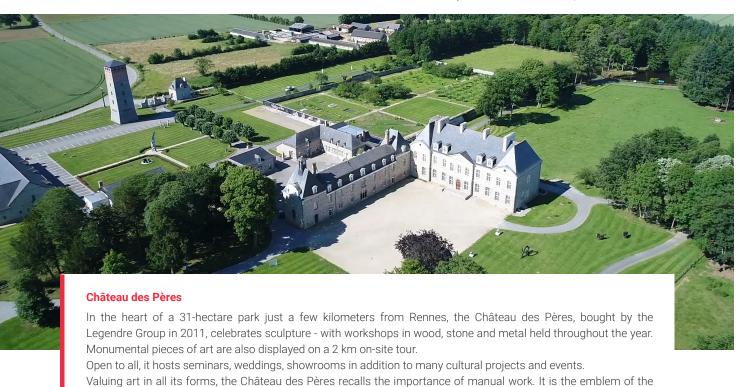
Challenge Company - La Parisienne

# Sponsorship and partnerships

Group's know-how and values.

## Sponsorship and the Group: Support for creativity and innovation

The Legendre Group is involved in various sponsorship activities at both a local and national level. The Nominoë-CHU Rennes Foundation for Health (teaching hospital), the support of cultural festivals in Rennes (Tombées de la Nuit and Transmusicales), numerous sponsorships for sporting events and subsidiary actions (Château des Pères). All these partnerships reflect and convey the values of the Group.





The Nominoë-CHU de Rennes Foundation was launched in 2014 to encourage local players to commit themselves to medical excellence. Innovation is at the heart of the Group's concerns. The company thus collaborates with the CHU in Rennes (teaching hospital) to develop therapeutic actions and innovative technologies to advance research. All data collected is made available to the French, European and international scientific community.



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