



**LANDOWNER
DEVELOPER
PROMOTER**

**INVEST
RECYCLE
TRANSFORM
ADD VALUE**

with creativity and common sense.



QILIN COMPANY - 2023

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Actor of a world in motion, we put our
experience and passion at the service of
responsible projects.



QILIN COMPANY

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Our DNA

QILIN COMPANY is specialised in investment and development of real estate assets.

The Group develops responsible real estate operations which respond to changes in lifestyles by making them a central value and placing the human experience at the heart of our thinking.

QILIN COMPANY invests in, recycles existing real estate assets, and transforms their uses to address issues of obsolescence and the reversibility of a building over time.





The President's statement

After more than 30 years of experience as a business leader, François GAUCHER founded QILIN COMPANY in 2019, a real estate development and investment company, leveraging the expertise of seasoned professionals and strong partnerships.

The goals of QILIN COMPANY are based on two essential vectors :

- Developing responsible operations in a recycling and usage transformation logic.
- Promoting teamwork where creativity and ingenuity are just as important as courage, cohesion, and collective intelligence to take precedence over individual brilliance.

"In this final part of my professional life which is opening up today through QILIN COMPANY, I have irrevocably chosen a collective identity that ensures competence, desire, and experience in each of the themes of investment or real estate projects.

Collective intelligence will definitively take the power of economic levers by putting the human at the heart of the system.

Indeed, the crisis that is constantly crackling on a global scale, with so many risks of state debt and climate and societal pressure, absolutely requires the gathering of women and men able to interact all together to renovate the world that is ours."

François GAUCHER

The Management

« *There is only wealth in men* »
(Jean Bodin)

The women and men of QILIN COMPANY are all seasoned real estate professionals driven by the same desire to undertake and innovate.



François GAUCHER

President - Founder



Cécile GUEPRATTE

Secretary General
Human Resources



Fabien WIECZOREK

General Director
Sourcing & Acquisitions



Gwennaëli KONIECZNY

General Director
Operations Division



Clément VERDET

Group Advisor
Financing and Fundraising Closings



Kevin FORGES

General Director
In charge of Financing &
Fundraising



Thierry HUMBERT

General Director
Structuring & Development



Samia FILLEUL

General Director
Institutional Sales



Quentin LAMEY

General Director
Finance



Luc GENTILS

Group Advisor
Technical expertise



Arnaud CARPIN

General Director
Engineering & Construction

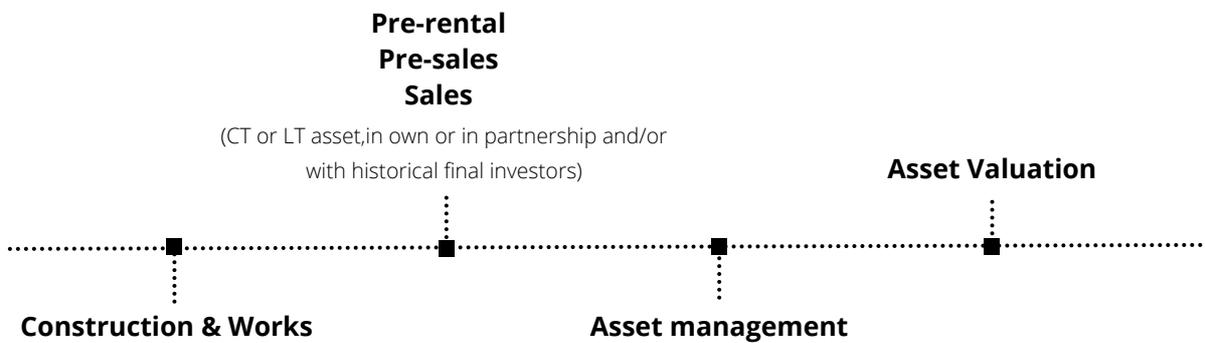
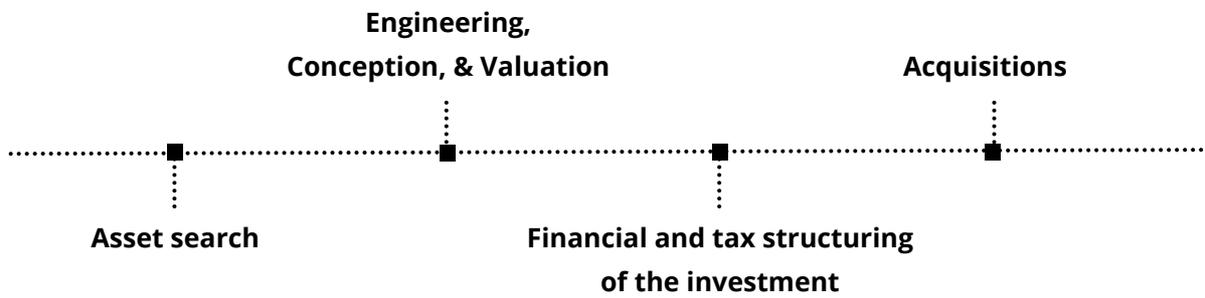


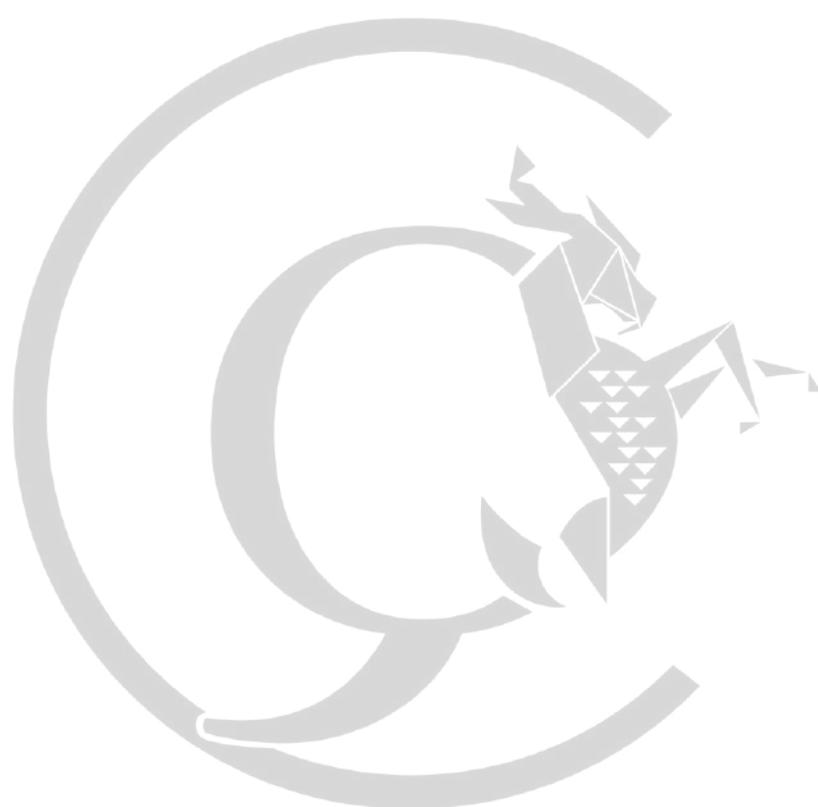
Marie GAUCHER DANG

General Director
Communication & Ongoing
Development

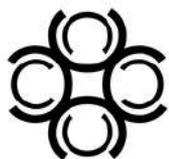


Our expertise



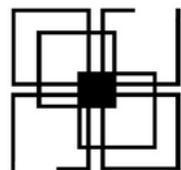


Asset typologies



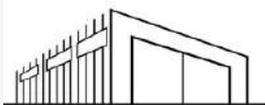
QILIN
COLLECTION

HOTELS



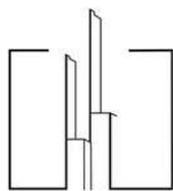
QILIN
INSTITUTES

SCHOOLS



QILIN
LOGISTIQUE

WAREHOUSES



QILIN
OFFICE

OFFICES



QILIN
H O M E

RESIDENTIAL



Boutique Hotel

In response to the evolution of the hospitality sector, the Boutique - Hotel segment is thriving, offering a new experience to customers, mixing originality and personalised services.

The location and the finishes' quality are key factors in meeting the travelers' expectations who will prefer dynamic, preserved or trendy areas over major avenues or more traditional neighborhoods.

Our business is to support our tenants and operating partners in their growth success.

QILIN COMPANY offers assets with strong potential, renovates sites, and rents out buildings by providing a tailored response to the specifications of its hotel tenants.

**Boutique Hotel
SAINT-GERMAIN-EN-LAYE - 78100**

In total alignment with the philosophy of Millésime Collection, which values its hotels while respecting the history of the location, QILIN COMPANY, as an "investor-renovator", supports its partner, the tenant-operator, in the development of the iconic Cazaudehore Relais & Château.



- Existing surface area: 2 982 sqm
- Extension surface area: 316 sqm
- Land surface area: 6 759 sqm outdoor spaces.

Key Elements

- Sourcing
- User identification
- Gathering of political stakeholders
- Definition of renovation's program
- Permit filing in January 2023
- Design and construction monitoring
- Projected opening for the 2024 Olympics

MILLESIME COLLECTION PARTNERSHIP



**Boutique Hotel
TALENCE - 33400**

In line with this philosophy, the QILIN COMPANY Group partners with the Millésime Collection Group, taking over a hotel already operated by the latter and supporting it in the redeployment of the site with the addition of 36 additional rooms and the expansion of the current spa.

- New construction: 1 731 sqm, divided as follows:
- 1 500 sqm for the hotel building
 - 231 sqm for the existing domain extension

Key Elements

- Management of the renovation operation on occupied site
- Projected opening: Summer 2023 for the spa
- Projected hotel opening: December 2023



SCHOOLS

In response to the marked transformation of the education sector, as a result of technological, environmental, and socio-economic changes, schools need new perspectives.

QILIN COMPANY has developed a real estate expertise that allows the tenant user, school, or training center to respond to the determining challenges of attractiveness and differentiation.

With the experience of its President, François Gaucher, and its teams, QILIN COMPANY supports its tenant-users in their search for real estate assets that match their operational needs.

The Group then proceeds with the acquisition, renovations, and availability of the buildings while incorporating the tenants' growth and operational objectives.

**Sale of a school "ready to build"
PARIS - 75016**

QILIN COMPANY acquired an old 700 sqm warehouse in a Parisian condominium (16th) to design and launch a project to build a new 1 493 sqm educational building (ERP4).

The Group managed all technical and legal design stages and sold this "ready-to-build" operation to a developer.



Key Elements

- Sourcing
- Program definition
- Obtaining the building permit
- Obtaining co-ownership approvals
- Managing all necessary technical studies for the implementation of works

SCHOOLS



Redevelopment of an office building into a school and creation of rooftop homes

PARIS - 75013

This building of 2 574 sqm located in the 13th district of Paris was once a flag-making factory. The building, with its remarkable architecture typical of the 1940s, was transformed and renovated to accommodate the "LISAA" design and architecture school.

Signing a 12-year firm lease and transferring the entire property to a real estate investment trust.

On its roof, 3 homes were created with gardens and terraces (see p.24).

- Deposit of building permit application: February 8, 2018
- Obtainment of building permit: May 22, 2018
- Commercialization: June 21, 2019

Key Elements

- Program definition
- Obtaining building permit
- Project management of all technical studies required for the implementation of works
- Construction management

Transformation and renovation PARIS - 75004

Transformation and renovation of a 756 sqm commercial space into a school housing bachelor's students of "l'Atelier de Sèvres" located in Paris 4th district, Le Marais.

Works for compliance with ERP standards were carried out.

A 9-year lease was signed with 6 years being firm.

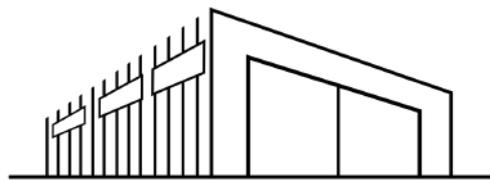
- Acquisition: May 21, 2021
- Commercialization: August 24, 2022



Key Elements

- Sourcing
- Program definition
- Signing of a 6-year lease
- Obtaining administrative approvals (ERP)
- Managing all works





QILIN

LOGISTIQUE

LOGISTIC WAREHOUSES

The ongoing revolution in retail and consumption patterns is having a direct impact on the world of logistics, storage, and direct customer delivery.

France is fully impacted by this rapidly accelerating process since the COVID crisis.

QILIN COMPANY focuses on this reshuffling of the storage and location cards that supply urban centers.

The Group develops logistical operations and provides custom solutions in response to growing user needs.

Long-term operation :
Renewal of the lease and restructuring works.

LE HAVRE - 76600

56 000 sqm warehouse located nearby autonomous port of Le Havre, leased to SAVERGLASS.

Significant restructuring works are currently underway, including the elevation of the roof and an environmental aspect with the installation of 27 000 sqm of photovoltaic panels.

The lease has been renewed for a firm term of 24 years.



Key Elements

- Asset held since 2010
- Renewal lease for a firm term of 24 years
- Program definition
- Obtainment of a preliminary declaration
- Contracting a CPI
- Management of all technical studies necessary for the construction works

LOGISTIC WAREHOUSES



Long-term operation : **ARQUES - 62510**

New building of 20 000 sqm located in the perimeter of a development zone called "ZAC Le Hocquet".

Rented for storage use to ALPHAGLASS, a subsidiary of the SAVERGLASS Group.

A 10-year firm lease was signed on the day of purchase.

Key Elements

- Tenant prime
- Secure and long-term lease
- Strategic location

Valuation

PLAINTEL - 22940

QILIN COMPANY and GROUPE YVRAI join forces through *SAS Compagnie de l'Isère et de l'Auvergne (CIA INVEST)*.

The 37 000 sqm real estate property is located in the industrial area of Plaintel in the Côtes d'Armor and consists of 3 storage buildings and offices, as well as a recent building for social use.

In the next 3 years, the platform will undergo significant renovations.



Key Elements

- Sourcing
- User Identification
- Renovation Program Definition
- Management of all technical studies necessary for the construction works

LOGISTIC WAREHOUSES



Turnkey restructuring for the user LE HAVRE - 76600

Building of 4 088 sqm on a land of 5 800 sqm, located in an old industrial district of Le Havre, close to the city center and Docks.

This site benefits from a strategic location 300 m from the Tramway extension project.

Operation underway for commercialization.

Key Elements

- Sourcing
- Management of all technical studies necessary for the completion of works for the submission of a building permit
- Steering and monitoring of upcoming works



OFFICES

The covid-19 pandemic has deeply changed work modes and the use of offices.

This transformation has forced companies to rethink more flexible, hybrid and attractive workspaces, as opposed to the austerity and conventional spaces of the past.

Telecommuting combined with flex office means reducing floor spaces or relying on co-working operators to optimize operating costs.

As many challenges as companies must overcome to retain their employees and attract new talents.

The office real estate is therefore seeking a new balance.

These are the challenges we face and towards which our commitment is strong in order to bring solutions as an operator.

Valuation
LE PECQ - 78230

QILIN COMPANY, through its subsidiary OTTAWA INVEST, acquires from MONCEAU INVESTISSEMENTS IMMOBILIERS, an office building with a surface area of 2 600 sqm and 60 parking spaces.

Renovation and compliance upgrades in preparation for dividing the building.



Key Elements

- Sourcing
- Program' definition
- Management of all technical studies required for the completion of the works.
- Management of construction and co-ownership
- Sale of the divided units.

OFFICES



Long-term operation : Enhancement
ST CLOUD - 92210

The story with the Colline offices began in 2010 with the acquisition of 8 000 sqm by François Gaucher.

The adventure continues with more than 6 000 sqm currently being acquired.

Renovation in preparation for their relocations.

Key Elements

- Sourcing
- Program' definition
- Identification of tenants
- Management of all technical studies required for the completion of the works
- Management of renovation works



QILIN
H O M E

RESIDENTIAL

Investing in a home represents a major step in building a life for many french people. It is considered as more secure than other markets.

For the past fifteen years, the residential real estate market has benefited from a relatively favorable climate.

However, with combined factors such as:

- The climate and resilience law of 2021
- Rising credit rates
- Inflationary context

The quest for virtuous housing will be a real challenge in light of the criteria for awarding real estate credits if the authorities do not relax them.

It is in this context that we are working to anticipate the evolution of the residential market as a real estate company and developer.

Rehabilitation
COLOMBES - 92700

Acquisition from a family real estate company of a 557 sqm plot containing a set of artist workshops and 420 sqm of gardens.

The program covers 6 lots.



Key Elements

- Sourcing
- Program' definition
- Obtaining the prior declaration
- Creation of the co-ownership by a surveying expert
- Management of all technical studies necessary for the completion of the works
- Management of the works

RESIDENTIAL



Rehabilitation
PUTEAUX - 92700

Acquisition from a family real estate company of a 684 sqm plot containing a building used for housing and 770 sqm of gardens.

The program includes 7 homes.

Key Elements

- Sourcing
- Program' definition
- Obtaining building permit
- Management of all technical studies necessary for construction works
- Construction Project Management

Creation of rooftop living spaces PARIS - 75013

This 2 574 sqm office building has been transformed and renovated to accommodate the LISAA school.

On its roof, three homes with gardens and vegetated terraces were created, for a total of 531 sqm of living space, 266 sqm of gardens, and 191 sqm of terraces.



Key Elements

- Sourcing
- Acquiring ownership approvals
- Managing all technical studies necessary for project implementation.
- Collaboration with urban planning services (environmental and architectural goals)
- Definition of the program
- Obtaining building permit

CREATION OF THE OH PERCHE ROOFTOP BRAND SPECIALISED IN THE CONSTRUCTION OF ROOFTOP LIVING SPACES



Creation of rooftop living spaces PARIS - 75018

Building on the success of the first rooftop project, we transformed and renovated a former art gallery into a 3-level, 500 sqm convenience store located in the 18th district of Paris.

On its roof, we created a 113 sqm loft with a vegetated terrace.

Key Elements

- Sourcing
- Management of all technical studies necessary for construction works
- Collaboration with urban planning services (environmental and architectural goals)
- Program definition
- Obtaining building permit
- Construction project management

THEY TRUSTED US



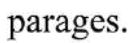
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PARIS.LOAN.BROKER





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