



PRESENTATION
2009
annual results

11th MARCH 2010



SOCIÉTÉ DE LA
TOUR EIFFEL

Annual
results
2009

Presentation of 2009 annual results

Summary

- A. Economic and financial context
- B. STE
- C. French office market
- D. Key figures
- E. Defensive portfolio
- F. Financial results
- G. Outlook 2010 & Calendar
- H. Appendices



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Annual
results
2009

A. Economic and financial context



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A. Economic and financial context

Head winds remain

- Credit crunch continues
- Recession bites
- Leasing markets impacted
- Asset values falling across the board
- Stock market turmoil – second half rebound



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results
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B. STE



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B. STE

Improved operating and financial outcome

- Limited impact of recession
 - Rents : 75.7 M€ (+7.2 %)
 - Net operating income : 59.3 M€ (+17.2%)
 - Cash flow : 33.3 M€ (+81 %)
- Resilience of property portfolio value
 - Annual reduction limited to 4.6 % (1 044.7 M€)
 - NAV stabilizes during second half : - 3.4 % (70€/share)



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B. STE

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results
2009

Satisfactory operating performance on target

- Rental progression : 75.7 M€ (70.6 M€ in 2008)
 - 20.000 m² of developments leased notably Porte des Lilas, Marseilles, Bordeaux (Parcs Eiffel)
 - Pragmatic approach of major lease renewals
 - Business park revenues exceed expectations (+5 %)
- 30.000 m² of largely pre-leased development completions
 - Massy Alstom, Aix, Nantes, Marseilles, Strasbourg,
- Selective disposals : 45 M€
- New investments confined to existing portfolio



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results
2009

B. STE

Financial framework

- Strict monitoring of debt levels :
 - No new finance undertakings in 2009
 - Debt pay down from disposals
- Benefit of reduced interest rates on 45 % of capped finance
- Consolidation of financial resources
- Success of final 2008 dividend payment in shares

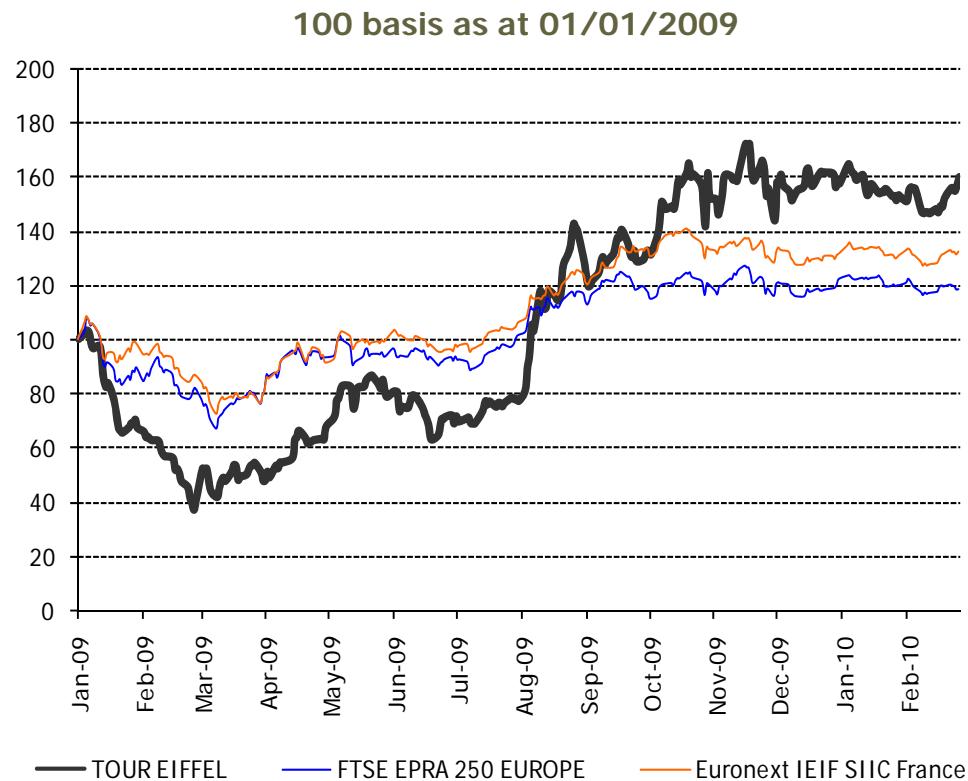


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results
2009

B. STE

Stock market performance



■ Key facts as at 31/12/2009 :

- Market capitalisation : 286.3 M€ (+64.1%)
- Share price : 52.7 € (+56.8%)
 - ✓ EPRA Europe : +29%
 - ✓ IEIF SIIC France : +37%
 - ✓ CAC 40 : +22%
- Discount to NAV : 25%
- Shares : 5 433 036
- Free float : 90% of capital
 - ✓ Turnover rate : 84% (+21% in 2009)

■ Introduction into Euronext SBF 250 and CAC Small 90 indices

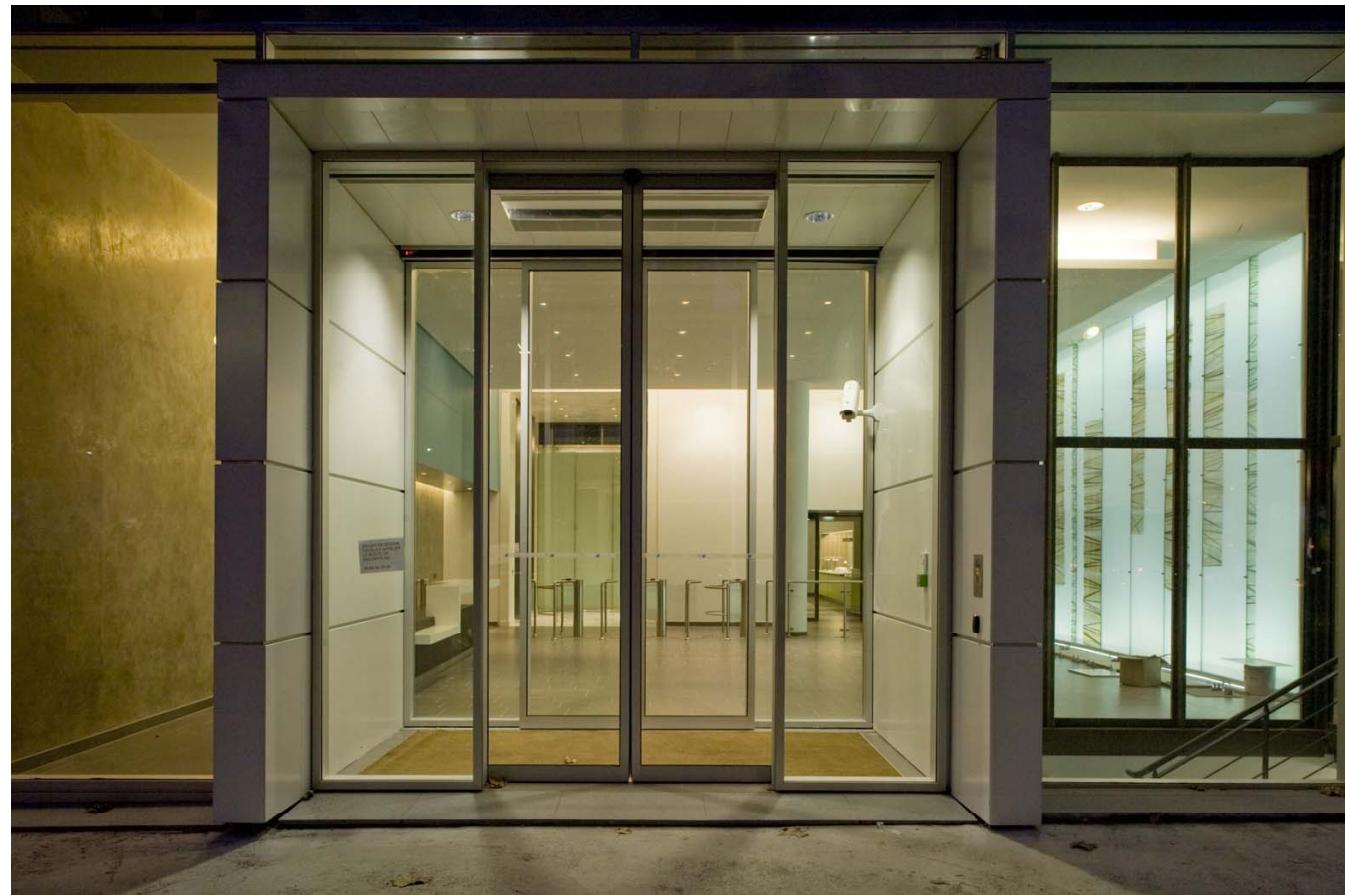


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results
2009

C. French office market

Status and outlook





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results
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C. French office market

Status and outlook

- Leasing markets depressed due to economic recession
- Immediate supply on the increase (+32%) and rents under pressure especially for prime and used space
- In addition rental indices falling

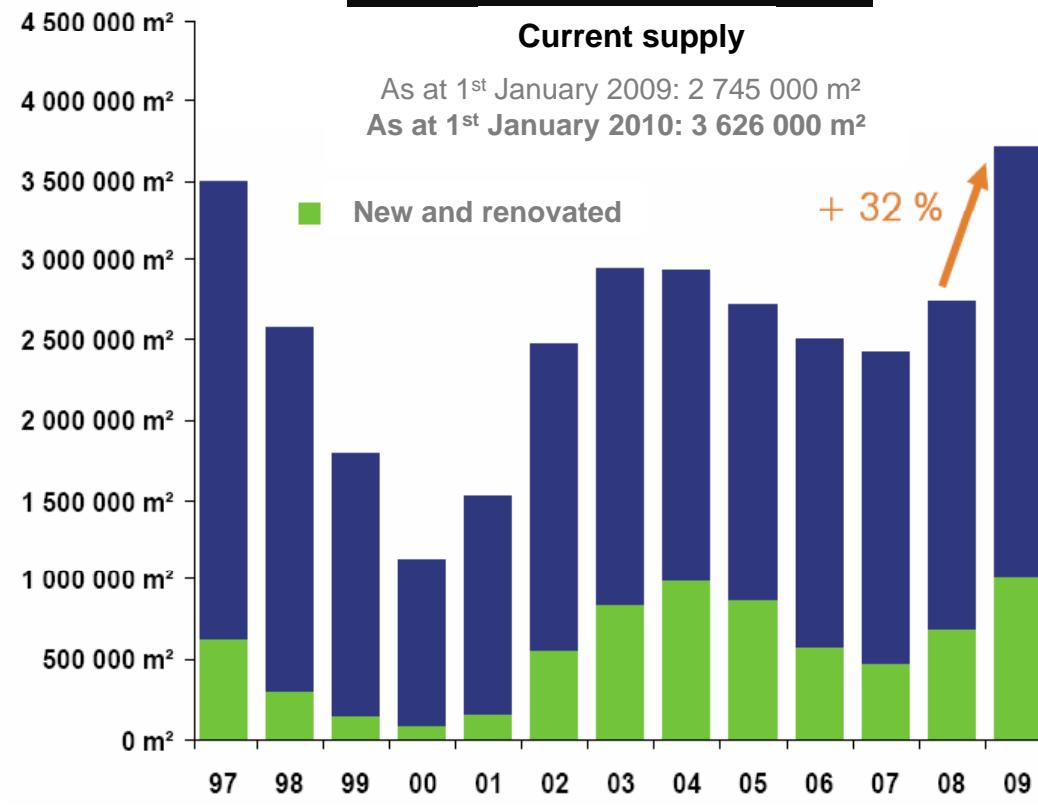
Paris area office market

Current supply

As at 1st January 2009: 2 745 000 m²
As at 1st January 2010: 3 626 000 m²

New and renovated

+ 32 %



Source : CB Richard Ellis / Immostat



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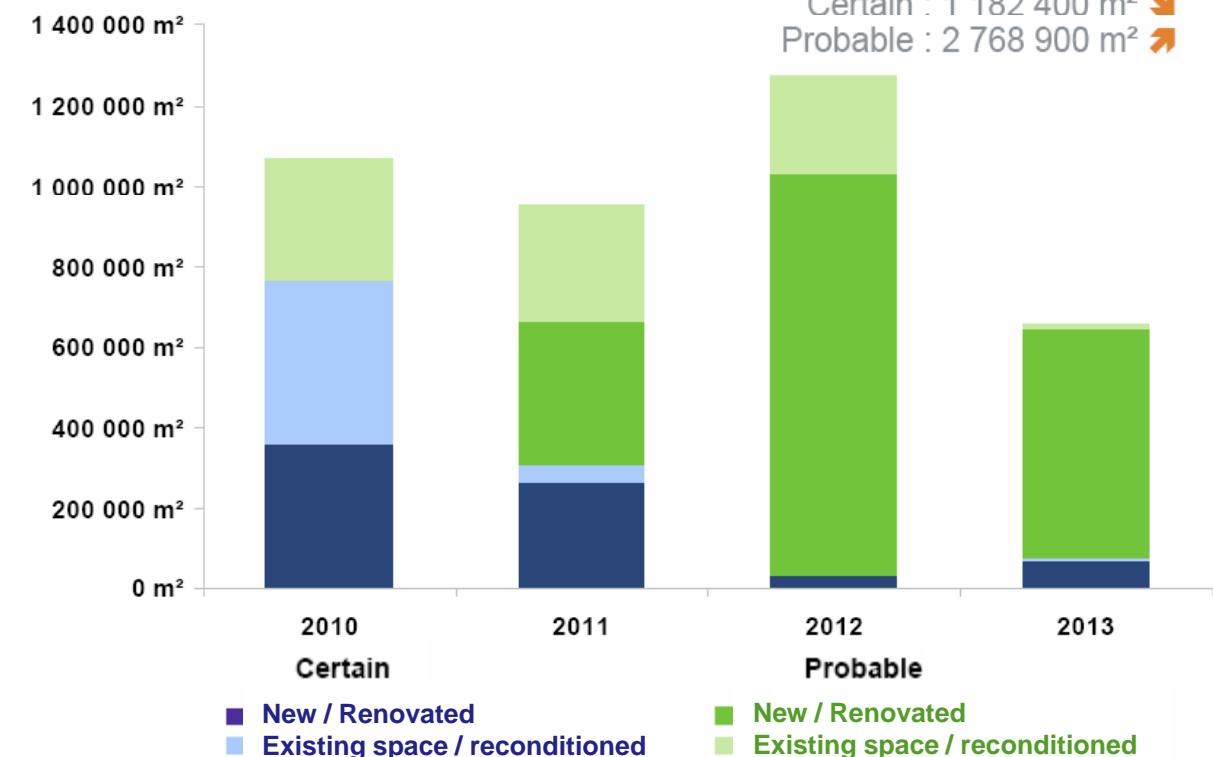
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2009

C. French office market

Status and outlook

- Limited development pipeline
- Shortage of large floor area anticipated from late 2010
- «Green» phenomenon on back burner but remains fundamental in the near term

Paris area office market



Source : CB Richard Ellis



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results
2009

C. French office market

Status and outlook

- Decline in investment transactions and a steady improvement in trading volumes but polarization in terms of quality and lot size
- Risk aversion

Source : CB Richard Ellis et Immostat





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results
2009

D. Key figures





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results
2009

D. Key figures

2009 key figures

	31/12/2009	31/12/2008
In M€		
Gross rental income	75.7	70.6
Net operating income	59.3	50.6
Net recurring profit	34.9	17.6
Fair value adjustment and disposal gains	-95.8	-33.4
Net consolidated result	-60.1	-16.7
Portfolio value	1 044.7	1 095.5
In € per share		
Cash flow per share	6.1 €	3.6 €
NAV excl. transfer costs	70.0 €	88.5 €
NAV incl. transfer costs	74.0 €	93.3 €
Distribution per share	4 €(*)	5 €

(*) 2€ payed out in october 2009 and 2€ proposed for AG 20th may 2010



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results
2009

D. Key figures

Cash flow

in M€	31/12/2009	31/12/2008	Variation
Gross rental income	75.7	70.6	7.2%
Property operating expenses	10.6	12.7	-16.5%
Current operating expenses	5.1	5.8	-12.1%
Net finance costs	26.9	33.1	-18.7%
Non cash adjustments	0.2	-0.6	
Cash flow	33.3	18.4	81.0%
Cash flow per share (in €)	6.1	3.6	69.4%



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Annual
results
2009

D. Key figures

Banking covenants : under control

In M€	31/12/2009	Principal covenants		Ratio STE		Maturity
	Consolidated debt	LTV maximum	ICR minimum	LTV	ICR	
MORTGAGE FACILITIES						
Calyon	58.6	80%	125%	56.0%	397%	15/04/2011
RBS / AXA / Calyon	140.5	75%	170%	54.8%	354%	15/06/2013
PBB (Ex HRE)	331.3	72.5%	140%	65.5%	382%	30/06/2013
Société Générale	13.1	NA	NA	NA	NA	14/01/2015
Société Générale / Crédit Foncier	55.6	65%	110%	59.9%	210%	27/03/2017
CORPORATE LOANS						
RBS / AXA / Crédit Foncier / Calyon	76.5	75%	180%	66.5%	323%	31/03/2010
GLOBAL DEBT						
	675.6					

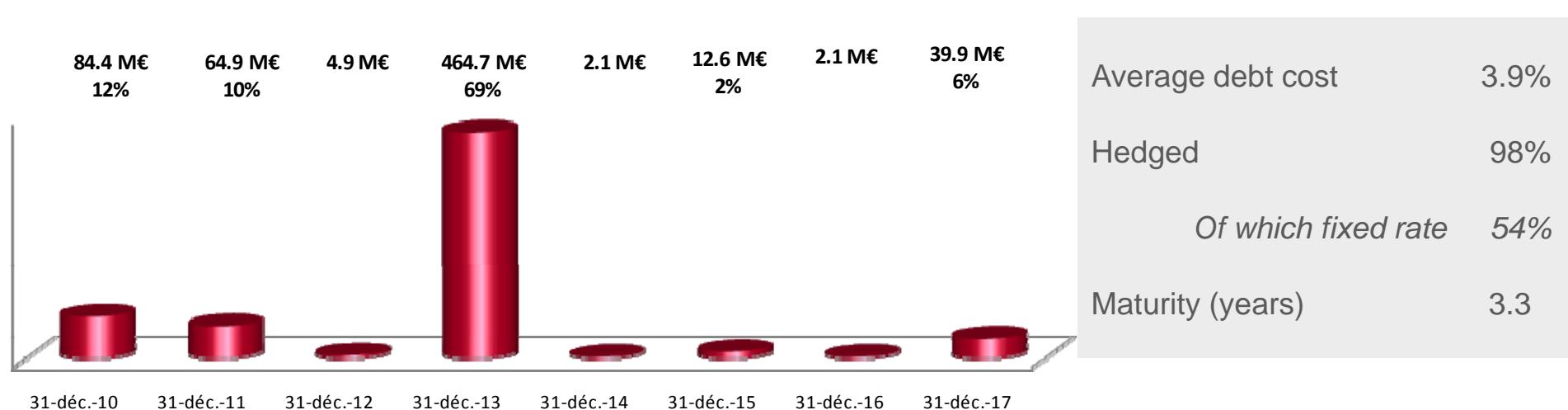


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results
2009

D. Key figures

Debt maturity and profile





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D. Key figures

Rental projections based on « as is » portfolio



- Rents generated by portfolio as at 31/12/2009 :
 - Indexation and renegotiation assumptions :
 - ✓ 2010 : -3%
 - ✓ 2011 : 0%
 - ✓ 2012 : +1%
 - ✓ 2013 : +1%
 - Excl. disposals or organic growth
 - Rental flow Vélizy Topaz in 2012 : 3.6 M€



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results
2009

D. Key figures

Development potential

- Offices : Massy – Ampère
 - Buildable area : 67 000 m²
 - Potential rent : 15 M€
- Parcs Eiffel and others :
 - Buildable area : 55 000 m²
 - Potential rent : 5.7 M€ notably
 - ✓ Parc du Golf – Aix en Provence : 8 000 m²
 - ✓ Parc d'Orsay : 8 000 m²
 - ✓ Parc des Près – Lille : 5 500 m²



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results
2009

E. Defensive portfolio





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results
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E. Defensive portfolio

Sound fundamentals

- Continued rejuvenation
 - 60% of buildings new or recent, 25% HQE
 - Limited capex liability
- Secure discernable cash flow
 - Financial occupancy rate improved to 91.1 %
 - Long leases on major assets, average term : End 2015
 - Robust rental performance of Parcs Eiffel
- Salable assets of reasonable lot size (average : 18 M€)
 - Potential for organic growth : La Poste (Caen & Vitrolles), clinics (Bourg en bresse)



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Annual
results
2009

E. Defensive portfolio

Portfolio value resilience

- Net valuation : 1 044.7 M€ (985.1 M€ in service)
- Decrease limited to 4.6% in 2009 (7.7% on a like for like basis)
 - Reduction principally during first half
 - Compensated by value increment on certain assets : Massy – Alstom, Strasbourg – Parc des Tanneries, Marseilles – Parc des Aygalades, Caen – La Poste
 - Disposals : 45 M€ (-3% on latest valuations)
- Average gross yield : 8%



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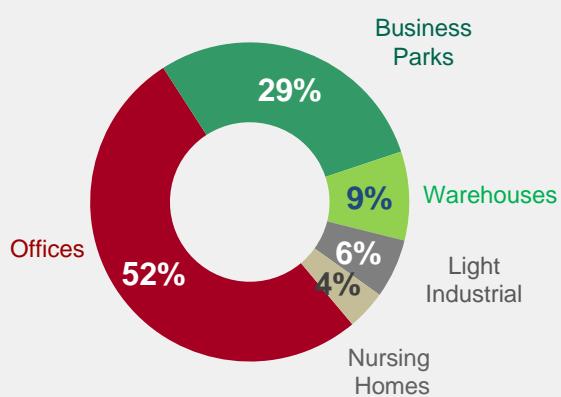
Annual
results
2009

E. Defensive portfolio

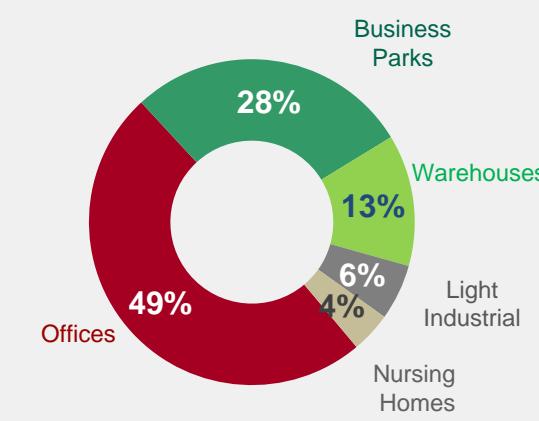
Portfolio value and breakdown

Commitments as at 31st December 2009

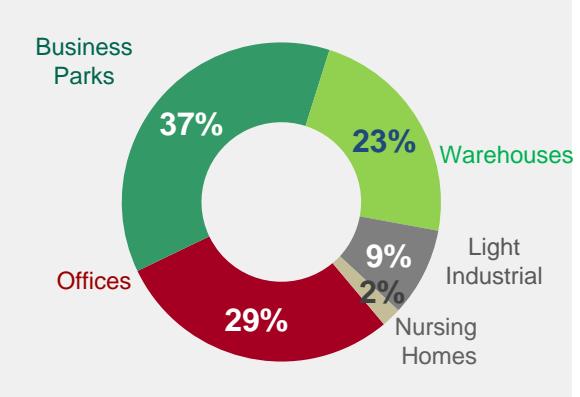
By value



By rent



By m²



1 058 M€

84 M€

670 103 m²

Paris / IdF 564 M€ (53%)

43 M€ (51%)

240 273 m² (36%)

Régions 494 M€ (47%)

41 M€ (49%)

429 830 m² (64%)



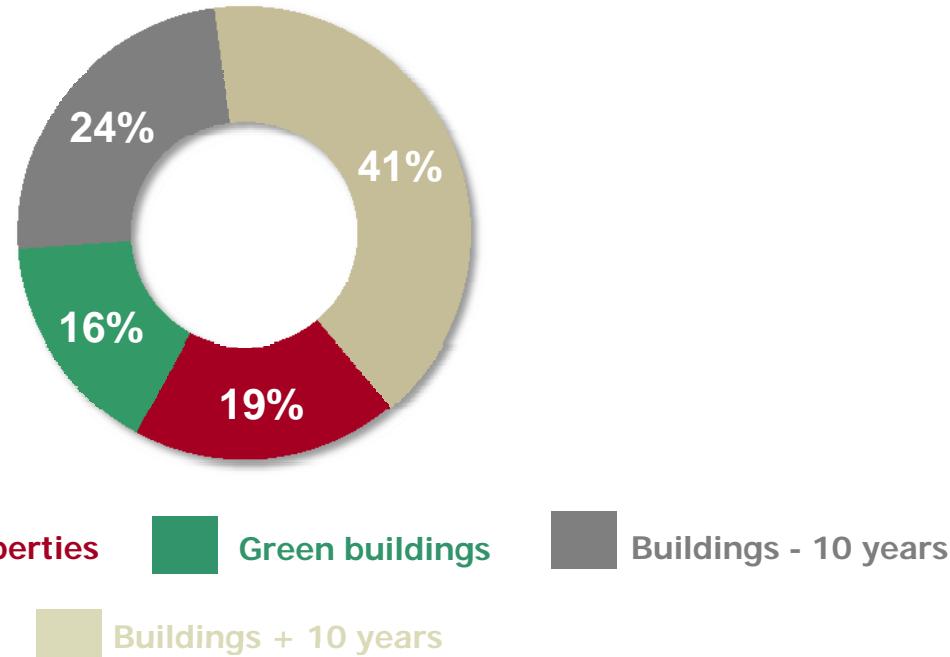
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2009

E. Defensive portfolio

A modern, homogeneous portfolio

82% offices and 59% buildings under 10 years of age

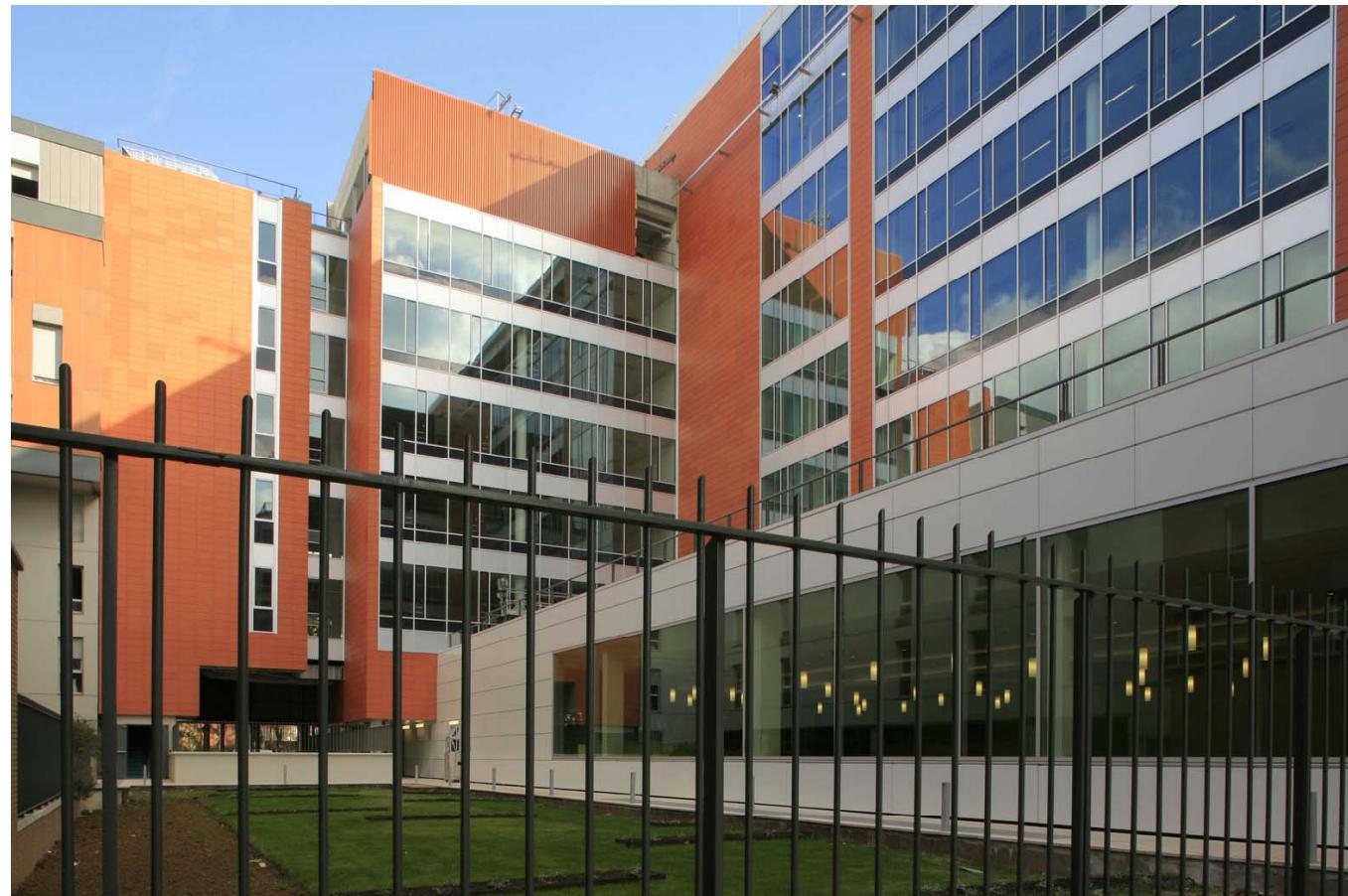




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Annual
results
2009

F. Financial results





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results
2009

F. Financial results

Consolidated result

in M€	31/12/2009		31/12/2008
	Recurring activity	Non recurring activity	Result
Gross rental income	75.7		75.7
Property operating expenses	-10.6		-10.6
Net rental income	65.1	0.0	65.1
Corporate expenses	-5.1	-0.7	-5.8
Current operating income	60.0	-0.7	59.3
Proceeds from disposals		-0.4	-0.4
Property fair value adjustment		-88.1	-88.1
Other operating income and expenses		0.8	0.8
Net current operating income	60.0	-88.4	-28.4
Net finance costs	-25.4		-25.4
Other financial income and expenses		-6.6	-6.6
Net financial result	-25.4	-6.6	-32.0
Profit / loss before tax	34.6	-95.0	-60.4
Tax	-0.3		-0.3
Net profit / loss	34.3	-95.0	-60.7
Minority interests	-0.6		-0.6
Net profit / loss (Group share)	34.9	-95.0	-60.1



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TOUR EIFFEL

Annual
results
2009

F. Financial results

Consolidated balance sheet

Assets	(in M€)	31/12/2009	31/12/2008
Investment properties		1 036.6	1 077.2
Assets earmarked for disposal		8.1	18.3
Other fixed assets		1.9	11.1
Receivables		46.1	54.3
Cash and equivalent		24.9	28.6
Total Assets		1 117.6	1 189.5
Liabilities	(in M€)	31/12/2009	31/12/2008
Share capital and reserves		345.6	418.7
<i>of which Result</i>		-60.1	-16.7
Long term debt		675.6	682.5
Other liabilities		96.4	88.3
Total Liabilities		1 117.6	1 189.5

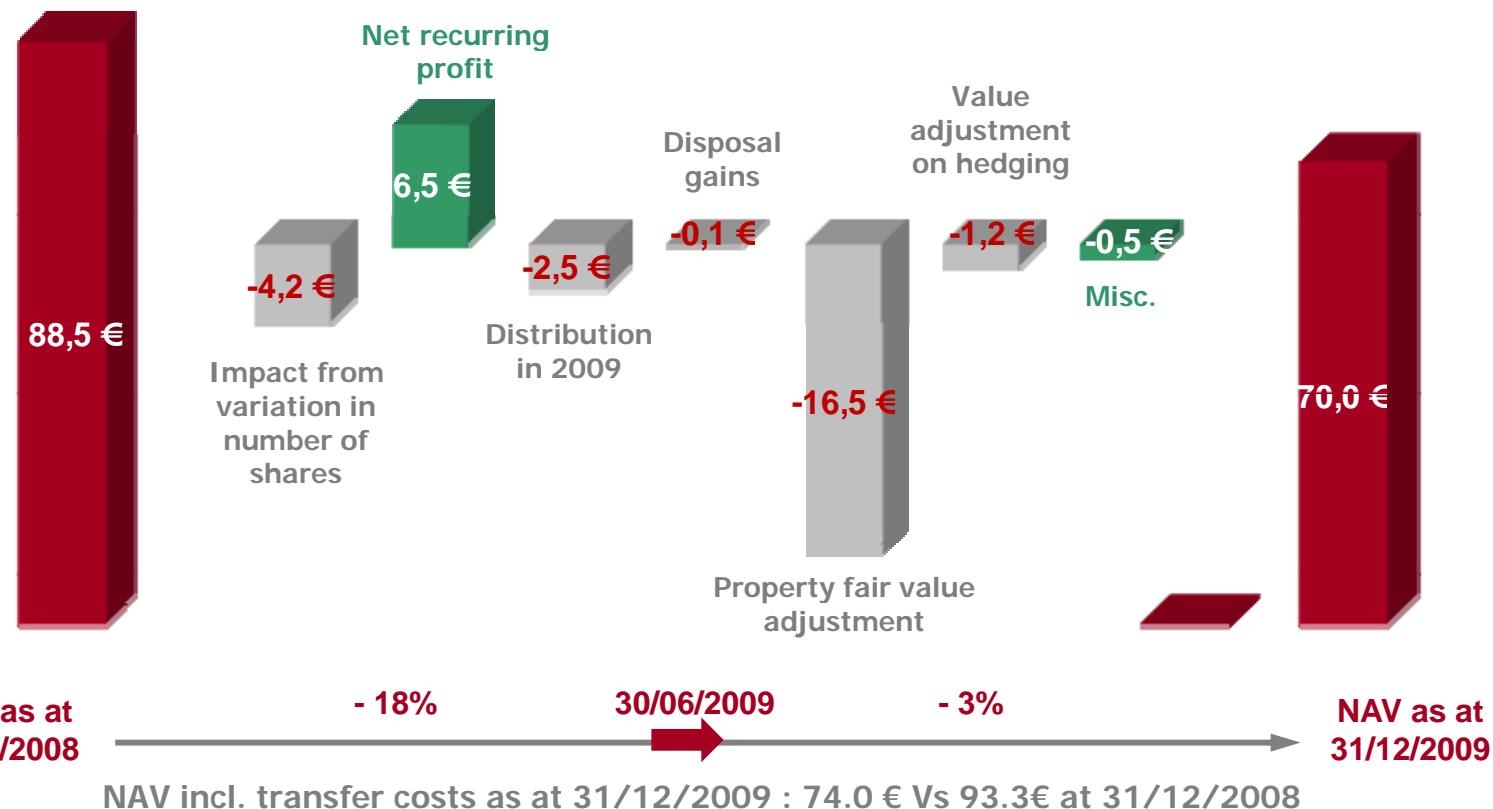


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Annual
results
2009

F. Financial results

NAV evolution in 2009 (excluding transfer costs)





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results
2009

G. Outlook 2010 & Calendar



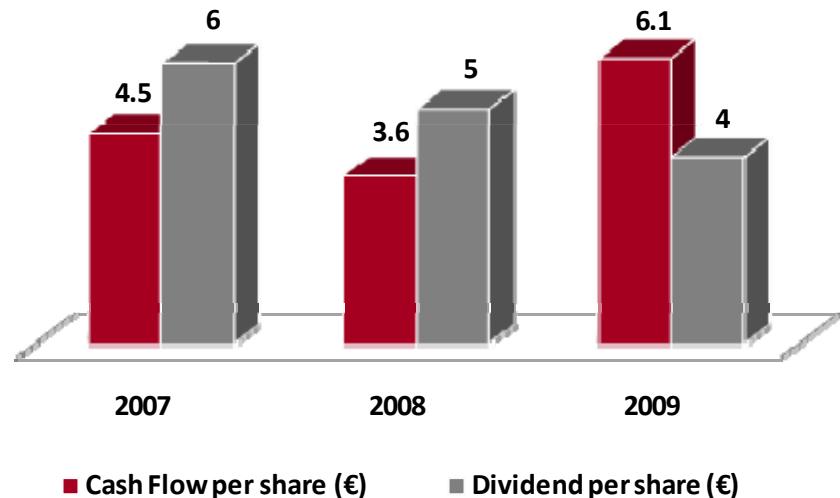


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Annual
results
2009

G. Outlook 2010

Distribution



- Distribution 2009 : 4€ per share
 - 2€ payed out in octobre 2009 and 2€ proposed for AG 20th may 2010
 - 2/3 of current cash flow
- Yield : 7.6% on 31/12/2009 share price



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Annual
results
2009

G. Outlook 2010

- Persual of organic growth and land back development (Massy, La Poste, Parcs Eiffel)
- Delivery and renting of Topaz and Chartres
- Selected disposals estimated 50 M€



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Annual
results
2009

G. Calendar 2010

20th May 2010

► Annual General Meeting

28th May 2010

► Final 2009 distribution pay out

29th July 2010

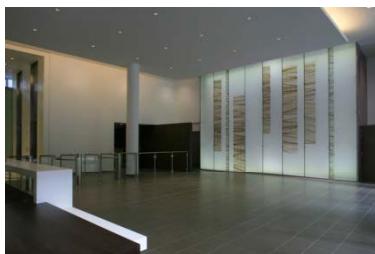
► First half 2010 results presentation



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results
2009

H. Appendices





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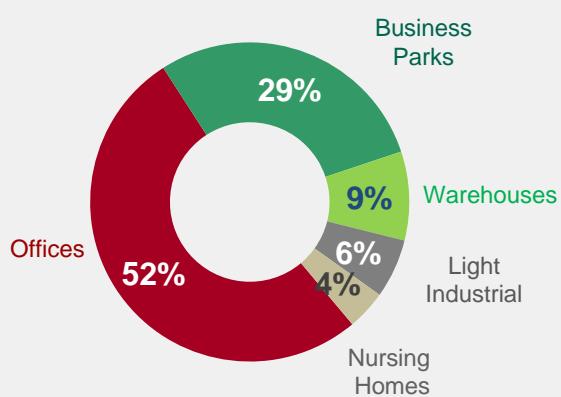
Annual
results
2009

H. Appendices

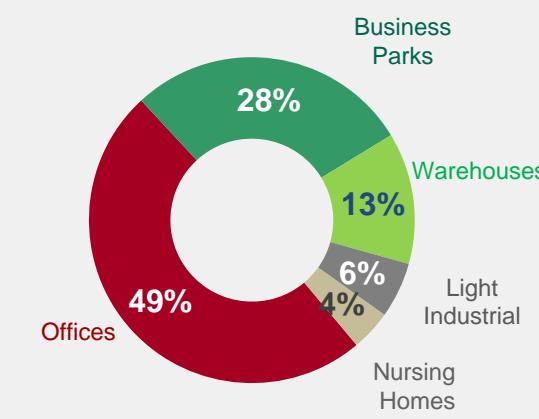
Portfolio value and breakdown

Commitments as at 31st December 2009

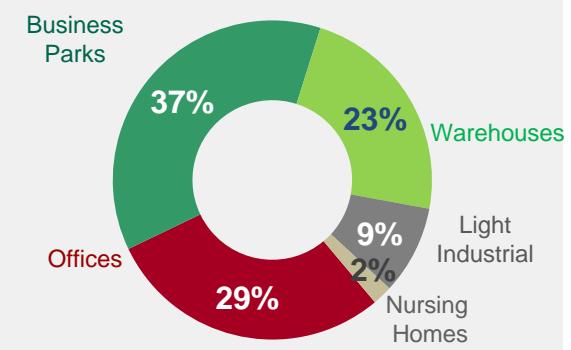
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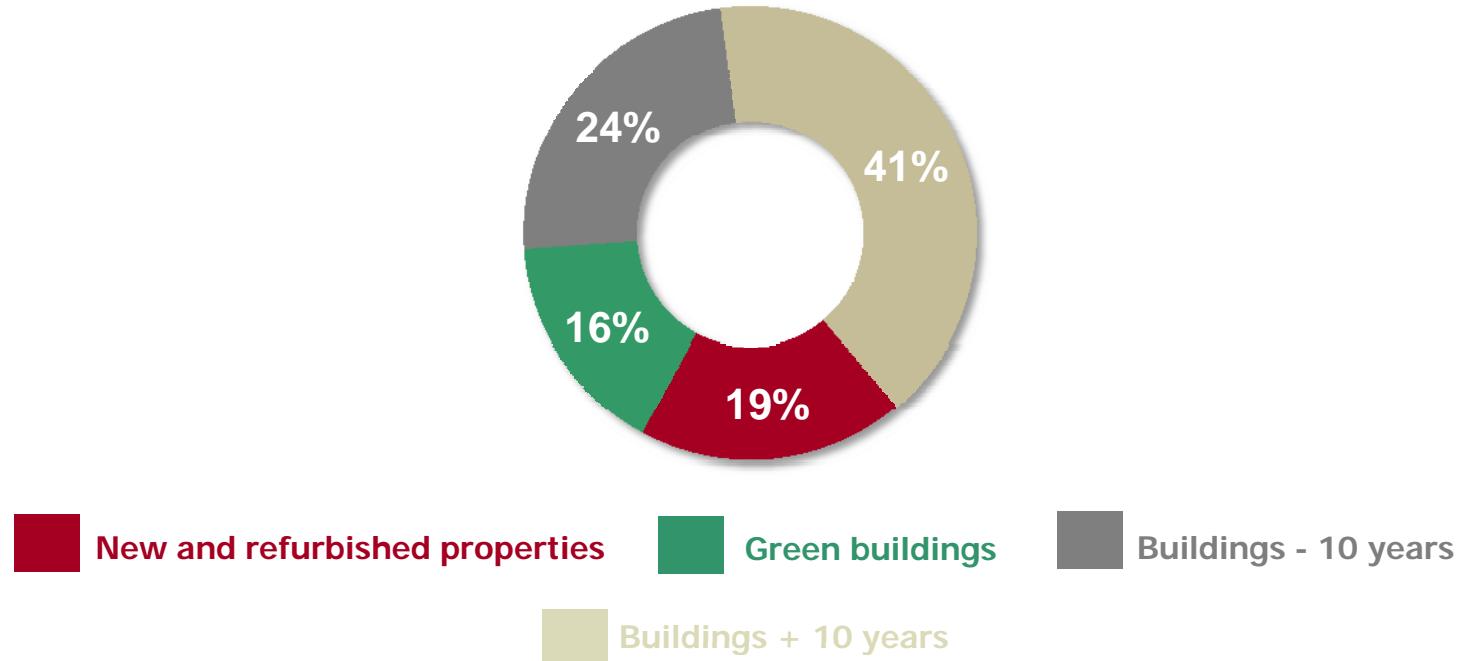
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Annual
results
2009

H. Appendices

A modern, homogeneous portfolio

82% offices and 59% buildings under 10 years of age





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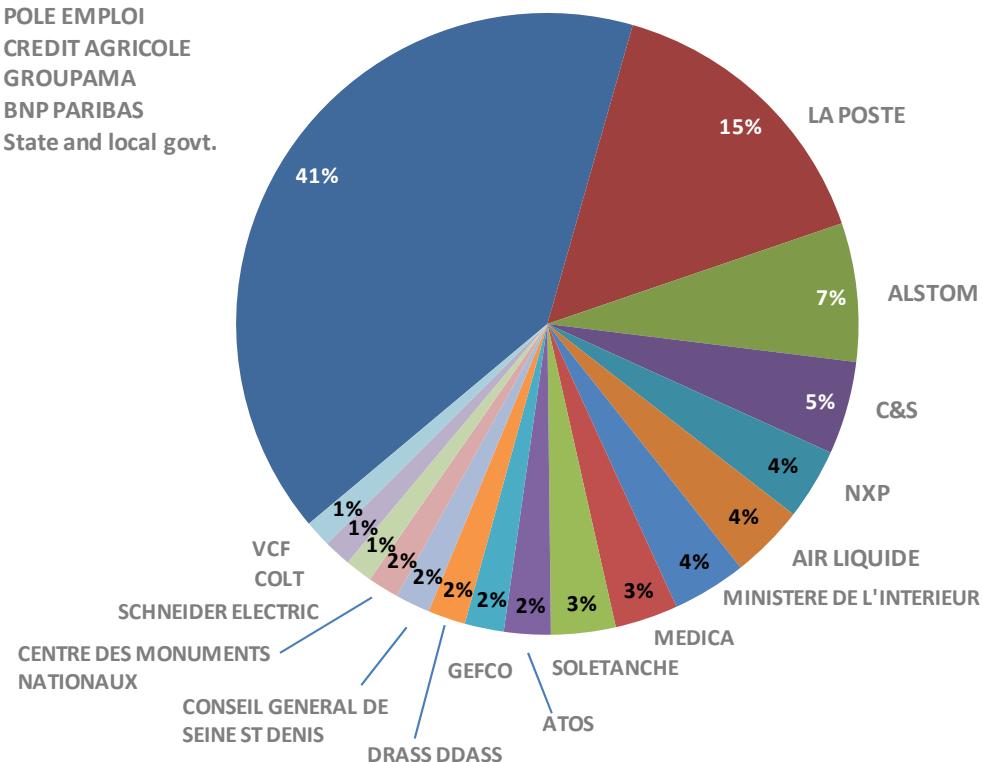
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results
2009

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A portfolio secured by quality covenants

Tenant breakdown as a % of total rents

Multitenants including
POLE EMPLOI
CREDIT AGRICOLE
GROUPAMA
BNP PARIBAS
State and local govt.



Average rent :
138 €/m²

Average gross yield :
8%



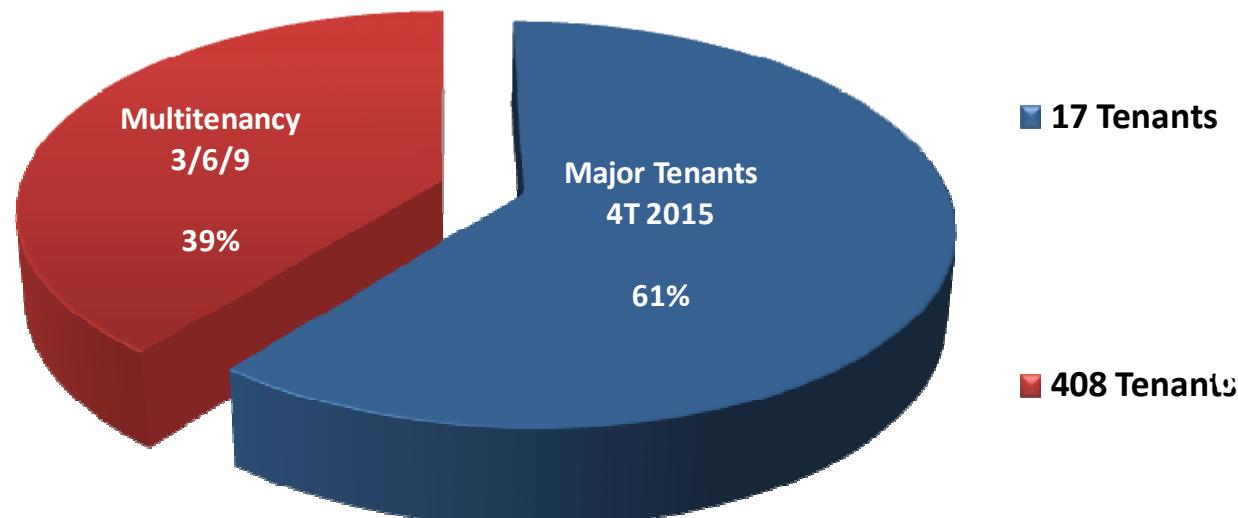
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results
2009

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Secure rental flow

Average weighted lease term



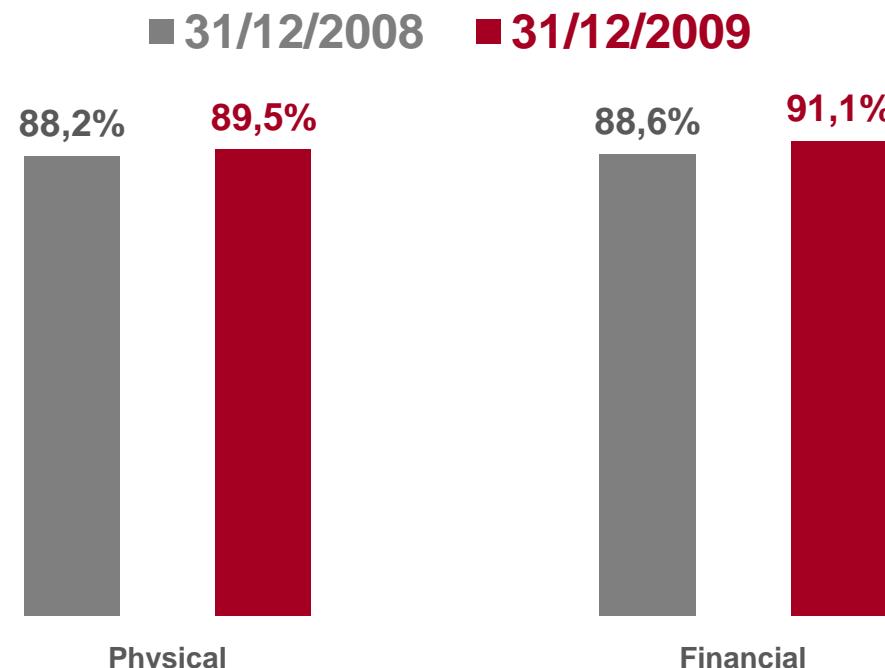


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Annual
results
2009

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Improved occupancy rates





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