

## Quarterly information as at 30 September 2012

### LIKE-FOR-LIKE RENTAL INCOME ALMOST STABLE

#### 1) PRO FORMA CONSOLIDATED REVENUES (NINE MONTHS)

(€m)	9M 2011	9M 2012	CHANGE (%)
<b>Rental income</b>	<b>36.6</b>	<b>34.9</b>	<b>-4.6%</b>
Re-invoiced service charges and other	11.1	11.9	7.1%
<b>Total revenue investment properties</b>	<b>47.7</b>	<b>46.8</b>	<b>-1.9%</b>
Finance leases	9.5	5.7	
Property development	0.7	2.3	
<b>Total consolidated revenues</b>	<b>57.9</b>	<b>55.5</b>	<b>-4.0%</b>

\* Since 1 October 2011, the Banimmo sub-group, as well as Jardins des Quais, have been consolidated by Affine under the equity method. These companies are therefore no longer included in the company's published revenues. So as to ensure year-on-year comparability, revenues for the first three quarters of 2011 are presented on a pro forma basis.

Like for like rental income for the first nine months of 2012 reduced marginally (down 0.8%), largely due to expiry of rental guarantees on commercial properties in Nevers and Nîmes. After the net impact of disposals, which was partially offset by acquisitions, rents were down 4.6% at €34.9m.

Revenues for the Property activity amounted to €46.8m, a moderate fall of 1.9% due to a more effective re-invoicing of rental expenses.

The €1.6m increase in property development revenues resulted from the completion of the residential programme in Nanterre and from Concerto European Developer beginning construction of the Sunclear project. The property development revenues increase partially offsets the €3.8m reduction in revenues for finance lease properties as this business was halted several years ago.

Overall, during the first nine months of 2012, the Affine Group posted revenues of €55.5m, down 4.0% compared to 2011 pro forma revenues for the same period.

#### Activity

During the third quarter, Affine signed 5 new leases covering a total surface area of 562 sqm and a total annual rent of €0.1m. Furthermore, 5 tenants terminated their leases representing a total surface area of 25,250 sqm and an annual rent of €1.1m. Lastly, 4 leases were renegotiated amounting to €0.9m in rent.

As asset manager on behalf of its subsidiary AffiParis, Affine negotiated the sale of its property located on the corner of the Rue Paul Baudry and the Rue de Ponthieu in Paris (8th arrondissement). A mutual option agreement was signed on 23 October with a view to close the sale before the year end. The net sales price for the seller is €96m (€101.8m including transfer taxes). Given the capital loss recorded by the company, this transaction will not give rise to any mandatory dividend payment by AffiParis. This transaction is the culmination of a sale process that was launched in late 2011, in order to sell an asset that was of high quality, but accounted for a too large portion (around 15%) of the group total properties (further details are given in the 10 October press release available at [www.affine.fr](http://www.affine.fr)).

The terms of the Affine/AffiParis merger that were published on 25 September were approved by both companies' boards of directors. The special auditors appointed by the president of the Paris commercial court for the absorption/merger, and the independent expert, Ricol Lasteyrie, commissioned by AffiParis, concluded that the 0.46 exchange ratio was fair. The *Autorité des marchés financiers* (French financial markets regulator) stated in a press release dated 17 October that the transaction will not involve a buy-out offer (*offre publique de retrait*). The absorption/merger is subject to approval by the shareholders of both companies voting in Extraordinary General Shareholders Meetings scheduled for 7 December 2012 (further details are given in a press release dated 2 October available at [www.affine.fr](http://www.affine.fr)).

## **2) FINANCIAL SITUATION AS AT 30 SEPTEMBER**

The financial situation has not significantly changed compared to 30 June 2012.

## **3) OUTLOOK**

The net gain on sale of the Baudry building amounting to around €20m will lead to a marked improvement in the LTV ratio (net debt / assets including transfer taxes).

Furthermore, the disposal of this 100% let building that accounted for nearly 15% of total Group assets will automatically reduce the average occupancy rate.

Affine is scheduled to take over its subsidiary AffiParis on 7 December, the same date as the general meetings convened to approve the merger/absorption. In exchange for their AffiParis shares, AffiParis's minority shareholders will receive Affine shares, providing greater visibility, improved liquidity and a higher return.

Affine's priorities for the fourth quarter relate to reducing the vacancy rate, continuing to upgrade rental management, especially by improving the company's internal procedures, and completing the 2012 refinancing programme, which is already over 90% accomplished. New investments may be undertaken depending on opportunities arising.

## **4) SCHEDULE**

- 7 December 2012: Extraordinary General Meeting convened to decide on Affine's merger-absorption of AffiParis.
- February 2013: 2012 annual revenues and earnings
- May 2013: 1st quarter revenues
- May 2013: Dividend payment

## PRO FORMA CONSOLIDATED REVENUES (THREE MONTHS)\*

(€m)	3M 2011	3M 2012	CHANGE (%)
<b>Rental income</b>	<b>11.9</b>	<b>11.8</b>	<b>-0.9%</b>
Re-invoiced service charges and other	5.8	6.1	5.1%
<b>Total revenue investment properties</b>	<b>17.7</b>	<b>17.9</b>	<b>1.0%</b>
Finance leases	3.9	2.6	
Property development	0.5	1.6	
<b>Total consolidated revenues</b>	<b>22.1</b>	<b>22.1</b>	<b>0.0%</b>

\* Since 1 October 2011, the Banimmo sub-group, as well as Jardins des Quais, have been consolidated by Affine under the equity method. These companies are therefore no longer included in the company's published revenues. So as to ensure year-on-year comparability, the revenues for third quarter 2011 are presented on a pro forma basis.

## About Affine Group

Affine is a property company specialising in commercial property. At 30 June 2012, Affine and its subsidiary AffiParis owned and managed 65 properties with a total value of €702m inclusive of taxes, spread over a total surface area of 524,000 sqm. The company owns office property (60%), commercial property (11%) and warehouses (28%). Its business activity is evenly divided between the Ile de France (Paris region) and other French regions.

Affine is the largest shareholder of Banimmo (49.5%), the Belgian repositioning property company present in Belgium, France and Luxembourg, and of Concerto European Developer, a subsidiary specialising in organising development operations in logistic property.

In 2003, Affine adopted the special tax treatment applicable to French real estate investment trusts (SIIC). Affine shares are listed on NYSE Euronext Paris (Ticker: IML FP / BTTP.PA; ISIN code: FR0000036105) and admitted to the deferred settlement service (long only). Affine shares are included in the CAC Mid&Small, SIIC IEIF and EPRA indices. AffiParis and Banimmo are also listed on NYSE Euronext. [www.affine.fr](http://www.affine.fr)

## Contact

### INVESTOR RELATIONS

Frank Lutz  
+33 (0)1 44 90 43 53 – [frank.lutz@affine.fr](mailto:frank.lutz@affine.fr)

### PRESS RELATIONS

Watchowah – Cyril Levy-Pey  
+33 (0)6 08 46 41 41 – [levy-pey@watchowah.com](mailto:levy-pey@watchowah.com)