

## 2014 consolidated half-year results

### RESULTS CONSISTENT WITH STRATEGIC REPOSITIONING



#### EPRA EARNINGS UP

- (+) Increase in gross rental income resulting from 100% integration of Bordeaux complex and logistics developments
- (-) Negative contribution from Banimmo

**LTV of 48.3 %  
AND COST OF DEBT DOWN TO 3.1 %**

#### CHANGE IN PORTFOLIO

- Hike in occupancy rate (91.5 %)
- €10.9m in improvements and developments
- €12.2m disposals
- New investments currently in advanced negotiations

#### EPRA NAV PER SHARE OF €23.7

- (-) Net earnings of -€6.4m due to fair value adjustments
- (-) Dividend distribution (€8.1m)

The Board of Directors of Affine, meeting on 29 July 2014, approved the condensed consolidated half-year financial statements as at 30 June 2014. The limited audit review is currently under process.

#### 1) EARNINGS

EPRA earnings, a measurement of the company's consolidated recurring earnings, were €7.9m compared to €6.8m in the first half of 2013 (+16.3%).

This change is due to:

- an increase in net rental income (+€3.5m or 20.5%) mainly resulting from 100% integration of Jardins des Quais (Bordeaux) as well as from the initial leasing of buildings completed by Concerto European Developer and a lag in accounting of services charges,
- the decline in income deriving from the property development business (€0.1m vs €0.9m) caused particularly by the end of the residential development programmes,
- the continued reduction in corporate expenses (-1.9%),
- a drop in the contribution from associates (including Banimmo) from -€0.2m to -€2.2m. The

loss deriving from Banimmo is due to the increased provisions on City Mall receivables.

The Group also made the following value adjustments:

- Affine posted a €9.4m decline in fair value of buildings (as opposed to -€9.8m in H1 2013) and a €2.3m decline in fair value of financial instruments (versus +€3.7m);
- Banimmo's negative contribution was €0.6m for the fair value of buildings (versus -€2.7m) and €0.5m for the fair value of financial instruments (versus +€1.1m) offset by €0.5m in capital gains on disposals; in addition, the company made a significant provision on its equity investment in City Mall (impact: -€2.0m).

Consequently the net consolidated earnings came to a loss of €6.4 versus a loss of €0.2m in the first half of 2013.

Funds from operation went up from €8.0m to €11.9m in connection with change in rental income. As a result of the markedly negative change in WCR (-€11.2m vs €2.2m) mainly due to payment of an amount of VAT collected at the end of 2013, operating cash-flow went from €16.2m in 2013 to €5.7m in 2014.

## 2) ACTIVITY

EPRA occupancy rate rose significantly to 91.5% versus 90.9% at the end of 2013.

In terms of rentals, Affine signed 9 new leases covering a total surface area of 19,800 sqm and total annual rent of €0.9m. Furthermore, 7 tenants cancelled their leases, representing a total surface area of 4,800 sqm and annual rents of €0.7m. Lastly, 19 leases were renegotiated for an amount of €2.1m.

During the first half of 2014 the company implemented the strategy announced for the next three years i.e. resuming investment within the framework of balanced development between Paris/Paris region and the major regional cities; at the same time, it continued to work to increase the quality of its properties (€10.9m) and the sale of mature or undersized assets (4 properties for a total amount of €12.2m, corresponding to their fair value).

The gross yield on headline rents thus amounts to 7.5%.

Total revenues in H1 2014 amounted to €22.5m versus €19.5m.

## 3) NET ASSET VALUE

At the end of June 2014, the fair value of investment properties was €583m (excluding transfer taxes), down 1.9 % on a like-for-like basis versus the end of 2013.

When the properties of the associates, that is, Banimmo and its subsidiaries, are included in the consolidation, the fair value (including transfer taxes) of total group assets at the end of June 2014 stood at €973m.

EPRA Net Asset Value (excluding transfer taxes), after deducting quasi-equity (PSL: perpetual subordinated loan notes) and after adjustments to the fair value of derivatives and deferred taxes, was down 5.2 % to €242.8m due to the negative earnings for the year and the 2013 related distribution (dividends and payment of the BRS [bonds redeemable in shares] and PSL). NAV per share (excluding treasury shares and after dilution due to BRS) went from €25.0 to €23.7.

Finally, EPRA triple net NAV (excluding transfer taxes), including the fair value of hedging instruments, deferred tax and the difference between the accounting value and discounted value of the debt (excluding Banimmo), amounted to €26.4 per share versus €28.2.

## 4) FINANCING

€9.9m in new loans were set up during the period and the company paid off a total of €18.0m.

At 30 June 2014, the financial debt, net of cash, remained stable at €347m. As regards the property business, the LTV ratio (net bank debt/market value of buildings including transfer taxes, plus property inventories, plus net position of associates) was 48.3% versus 46.8 % at the end of 2013.

The average cost of debt in the first half of 2014 was 2.0 % (or 3.1 % including hedging costs, versus 3.3 % in H1 2013). The company took advantage of the particularly low rates to optimise hedging on its debt by entering into new swaps in June (€15m) and caps (€60m) on very attractive terms. The average term of debt was 5.5 years. There are no significant debts maturing in the next few years.

## 5) OUTLOOK

Following the acquisition of Jardins des Quais in Bordeaux in December 2013, the company has focused on new investments. Although no acquisitions were finalised as of 30 June, Affine is well positioned in a number of negotiations that should lead to the emergence of some projects in the second half of the year.

This policy of selective investment, which in certain cases could be implemented in partnerships, aims to restore rents to the volume of previous years while at the same time maintaining LTV at a safe level.

At the same time, Affine is continuing its policy of improving its portfolio by disposing of assets no longer consistent with its investment criteria.

## 6) CALENDAR

- 22 October 2014: Third quarter revenues
- February 2015: 2014 Full-year revenues and results
- April 2015: First-quarter revenues
- April 2015: Annual General Meeting
- May 2015: Dividend payment

**CONSOLIDATED EARNINGS**

(€m) <sup>(1)</sup>	H1 2013	2013	H1 2014
Gross rental income	19.5	40.2	22.5
<b>Net rental income</b>	<b>17.1</b>	<b>34.8</b>	<b>20.7</b>
Other income	1.5	1.9	0.5
Operating expenses	(5.2)	(10.0)	(5.1)
<b>Current EBITDA <sup>(2)</sup></b>	<b>13.4</b>	<b>26.7</b>	<b>16.0</b>
<b>Current operating profit</b>	<b>13.3</b>	<b>26.5</b>	<b>16.0</b>
Other income and expenses	(0.9)	(2.7)	(0.2)
Net profit or loss on disposals	(0.2)	(0.1)	0.2
<b>Operating profit (before value adjustments)</b>	<b>12.2</b>	<b>23.7</b>	<b>15.9</b>
Net balance of value adjustments	(9.8)	(18.4)	(9.4)
<b>Net operating profit</b>	<b>2.4</b>	<b>5.4</b>	<b>6.5</b>
Net financial cost	(5.6)	(11.5)	(5.7)
Fair value adjustments of financial instr.	3.7	4.0	(2.3)
Taxes	(0.8)	(1.4)	(0.6)
Associates	(0.1)	(5.3)	(4.1)
Miscellaneous <sup>(3)</sup>	0.1	(0.1)	(0.1)
<b>Net profit</b>	<b>(0.2)</b>	<b>(8.8)</b>	<b>(6.4)</b>
<b>Net profit – Group share</b>	<b>(0.2)</b>	<b>(8.8)</b>	<b>(6.4)</b>

(1) Based on IFRS financial statements and EPRA recommendations.

(2) Current EBITDA represents the current operating profit excluding current depreciation and amortisation costs. This amount does not include in H1 2013, 2013 and H1 2014 impairments on development activity, for respectively €0.5m, €1.2m and €0.4m, stated in the other revenues and expenses.

(3) Net profit from activities that have been discontinued or are being sold, other financial income and expenses.

**EPRA EARNINGS**

(€m)	H1 2013	2013	H1 2014
<b>Net profit – Group share</b>	<b>(0.2)</b>	<b>(88)</b>	<b>(6.4)</b>
Value adjustments for investment and development properties <sup>(4)</sup>	10.3	21.7	9.8
Net profit or loss on disposals	0.2	0.1	(0.2)
Goodwill adjustment	-	-	-
Fair value adjustment of hedging instruments	(3.7)	(4.0)	2.3
Non-current tax, deferred and exit tax	0.4	0.9	0.4
Adjustments for associates	(0.2)	7.2	1.9
Minority interests in respect of the above	-	-	-
<b>EPRA earnings <sup>(4)</sup></b>	<b>6.8</b>	<b>17.0</b>	<b>7.9</b>

(4) The European Public Real Estate Association (EPRA) issued a guide on performance measures in September 2011, supplemented in January 2014 by additional recommendations. As detailed in the EPRA adjustments note, EPRA earnings essentially exclude the effects of fair value changes and gains or losses on sales. EPRA earnings for H1 2013 was adjusted by reintegrating other operational and financial income and expenses.

**EPRA EARNINGS (CURRENT/NON-CURRENT PRESENTATION - DIRECT METHOD)**

(€000')	H1 2013	2013	H1 2014
Gross rental income	19,489	40,230	22,544
<b>Net rental income</b>	<b>17,138</b>	<b>34,830</b>	<b>20,655</b>
Other income	1,466	1,911	531
Corporate expenses	(5,240)	(9,993)	(5,142)
<b>Current EBITDA <sup>(2)</sup></b>	<b>13,364</b>	<b>26,748</b>	<b>16,045</b>
<b>Current operating profit</b>	<b>13,286</b>	<b>26,480</b>	<b>15,980</b>
Other income and expenses	(406)	676	133
Net financial cost	(5,616)	(11,462)	(5,663)
Taxes (current)	(325)	(497)	(182)
Associates (current)	(223)	1,914	(2,212)
Miscellaneous (current) <sup>(3)</sup>	81	(98)	(144)
<b>Net current profit</b>	<b>6,796</b>	<b>17,013</b>	<b>7,913</b>
<b>EPRA earnings (Net current profit – Gs<sup>(5)</sup>)</b>	<b>6,796</b>	<b>17,009</b>	<b>7,904</b>
Other income and expenses (non-current)	(538)	(3,332)	(364)
Net profit or loss on disposals	(169)	(91)	169
Net balance of value adjustments	(9,762)	(18,371)	(9,443)
Fair value adjustments of hedging instr.	3,698	4,032	(2,348)
Taxes (non-current)	(426)	(854)	(389)
Associates (non-current)	153	(7,224)	(1,898)
Miscellaneous (non-current) <sup>(3)</sup>	0	(0)	0
<b>Net non-current profit</b>	<b>(7,043)</b>	<b>(25,840)</b>	<b>(14,273)</b>
<b>Net non-current profit – Gs<sup>(5)</sup></b>	<b>(7,043)</b>	<b>(25,840)</b>	<b>(14,273)</b>
<b>Net profit</b>	<b>(247)</b>	<b>(8,828)</b>	<b>(6,361)</b>
<b>Net profit– group share</b>	<b>(247)</b>	<b>(8,831)</b>	<b>(6,369)</b>

(5) Gs means Group share.

**ABOUT AFFINE GROUP**

Affine is a real estate company specialised in commercial property. At the end of June 2014, it directly owned 58 buildings with a total value of €583m, excluding taxes, for a total floor area of 540,200 sqm. The company owns office properties (52%), retail properties (22%), warehouses and industrial premises (25%). Its assets are fairly evenly divided between Ile-de-France (Paris region) and other French regions.

Affine is also the major shareholder (49.5%) of Banimmo, a Belgian property repositioning company with operations in Belgium and France. At the end of June 2014, Banimmo had total assets of 19 office and commercial buildings, with a value of €355m (taxes included). Finally, the Group also has a 99.6%-owned subsidiary Concerto European Developer, which specialises in logistics development.

Total Group assets are €973m (taxes included).

In 2003, Affine opted for French real estate investment trust (SIIC) status. Affine shares are listed on NYSE Euronext Paris (Ticker: IML FP / BTTP.PA; ISIN: FR0000036105) and admitted to the deferred settlement system (long only). It is included in the CAC Mid&Small, SIIC IEIF and EPRA indexes. Banimmo is also listed on NYSE Euronext. [www.affine.fr](http://www.affine.fr)

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