

# Property company specialized in Commercial Real Estate (French Reit)

July 2017

## STRATEGY & OUTLOOKS

### CONCENTRATE INVESTMENTS

- by region: Paris Métropole\* and 6 regional cities (Bordeaux, Lille, Lyon, Marseille, Nantes, Toulouse),
- by type: offices and retail premises in city center.

\* Paris Métropole: Paris + Hauts-de-Seine + Seine-Saint-Denis + Val-de-Marne

### REJUVENATE THE PORTFOLIO

- Investing in new (turnkey project) or recent buildings, preferably with green certification,
- with an average size of €10m to €30m,
- and a potential for value creation.
- Continuing gradual disposal of non strategic properties.

### INCREASE THE RENT VOLUMES

- By investing in buildings with a good yield and good location,
- alone or in partnership.
- By restoring the occupancy rate.
- By incorporating the technological developments into tenant services.

### FUEL THE PIPELINE

- More than €75m of operations with €42m realised and €35m committed or controlled,
- representing €7.0m of gross rental income, 0.8m of which accounted in H1 2017.



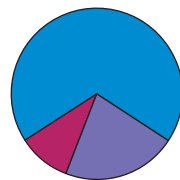
Direct properties <sup>1</sup>  
**€572m**

Direct gross annual rental income  
**€34m**

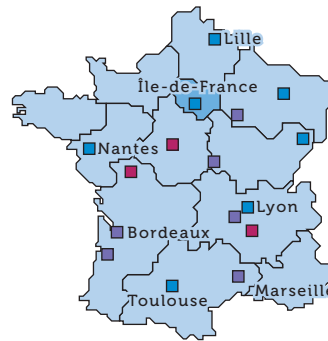
Total portfolio <sup>1-2</sup>  
**€796m**

### BREAKDOWN OF DIRECT PROPERTIES

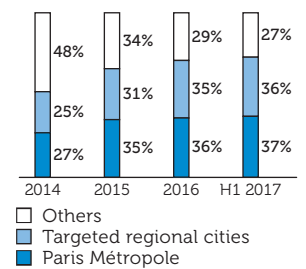
#### BY TYPE



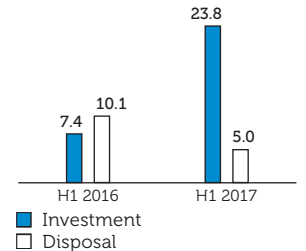
#### BY REGION



### PORTFOLIO BREAKDOWN



### CAPITAL RECYCLING (€m)



## H1 2017 IN BRIEF

### KEY TAKEAWAYS

#### NET PROFIT UP TO 6,9 M€ (+67.8%)

- Like-for-like rents increase (+0.3%)
- Impact of disposals (rents: -2.0%)
- Stable occupancy rate (+0.9 point)
- Cost of debt down to 2.0%
- Stability of fair value (-0.2%)
- Loss of Banimmco reduced by half (-€2.2m)

#### INCREASE IN EPRA EARNINGS (+24.5%)

#### CHANGE IN PORTFOLIO (+3,5%)

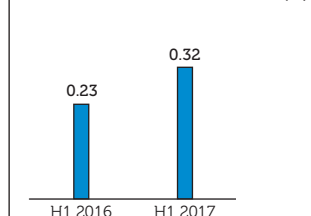
- €23.8m acquisitions and refurbishments
- €6.6m disposals
- €35m pipeline of committed investments and controlled projects

**EPRA NAV PER SHARE: €204**

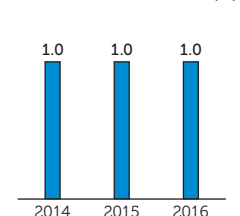
**EPRA NNAV PER SHARE: €23.5**

### KEY FIGURES

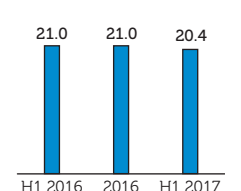
#### EPRA EARNINGS PER SHARE (€)



#### DIVIDEND PER SHARE (€)



#### EPRA NET ASSET VALUE PER SHARE (€)



1 - Transfer taxes included

2 - Including the fair value of properties of associates (Banimmco)



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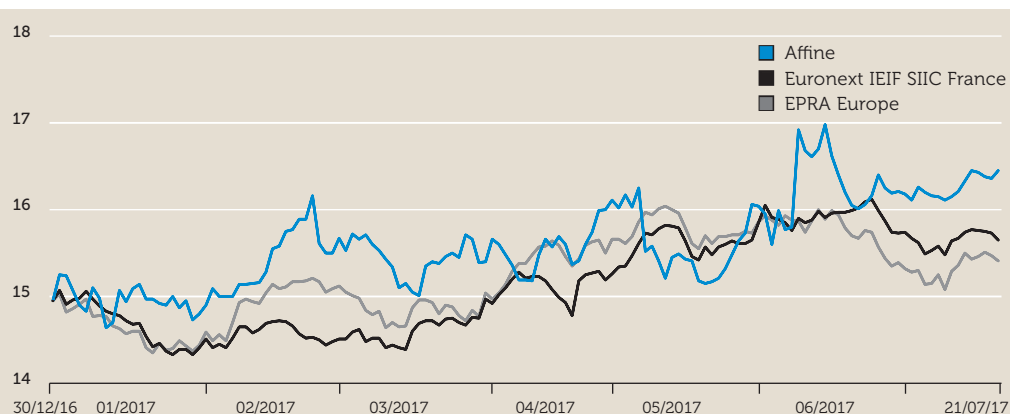
## FINANCIAL STATEMENTS

CONSOLIDATED EARNINGS (€m)	H1 2016	2016	H1 2017
Gross rental income	17.2	34.7	16.8
<b>Net rental income</b>	<b>14.7</b>	<b>29.4</b>	<b>14.0</b>
Other income	0.2	(0.1)	0.4
Corporate expenses	(4.1)	(8.6)	(4.2)
<b>Current EBITDA</b>	<b>10.8</b>	<b>20.7</b>	<b>10.3</b>
<b>Current operating profit</b>	<b>10.1</b>	<b>19.6</b>	<b>10.0</b>
Other income and expenses	0.0	0.3	0.5
Net profit or loss on disposal	(0.3)	(0.0)	1.6
<b>Operating profit (before value adj.)</b>	<b>9.8</b>	<b>19.9</b>	<b>12.1</b>
Net balance of value adjustments	2.4	(0.6)	(0.5)
<b>Net operating profit</b>	<b>12.2</b>	<b>19.3</b>	<b>11.6</b>
Net financial cost	(3.8)	(7.0)	(3.1)
Fair value adjustments of hedging instr.	0.1	1.1	0.7
Taxes	(1.0)	(1.3)	(0.3)
Associates	(0.1)	(0.3)	(0.0)
Miscellaneous	(3.2)	(6.4)	(2.0)
<b>Net profit</b>	<b>4.1</b>	<b>5.5</b>	<b>6.9</b>
<b>Net profit – group share</b>	<b>4.1</b>	<b>5.5</b>	<b>6.9</b>
<b>Net profit – group share (excl. Banimmo)</b>	<b>8.2</b>	<b>13.1</b>	<b>9.0</b>
EPRA adjustments	(0.7)	1.6	(2.7)
<b>EPRA earnings</b>	<b>3.4</b>	<b>7.1</b>	<b>4.2</b>
<b>EPRA earnings (excl. Banimmo)</b>	<b>5.6</b>	<b>11.7</b>	<b>6.9</b>

CONSOLIDATED BALANCE SHEET (€m)	H1 2016	2016	H1 2017
<b>ASSET</b>	<b>618.6</b>	<b>610.2</b>	<b>630.9</b>
Properties (excluding transfer taxes)	514.1	518.6	536.9
<i>of which investment properties</i>	489.0	469.4	489.7
<i>of which property held for sale</i>	25.1	49.2	47.2
Equity holdings	5.0	0.0	0.0
Equity affiliates	34.8	31.6	29.5
Cash	3.4	4.9	5.8
Other assets	61.3	55.1	58.7
<b>LIABILITIES</b>	<b>618.6</b>	<b>610.2</b>	<b>630.9</b>
Shareholders equity (before allocation)	284.8	285.0	280.9
<i>of which convertibles</i>	4.2	4.2	4.2
<i>of which PSL</i>	73.1	73.1	73.1
Bank debt	284.4	284.2	291.7
Other liabilities	49.3	41.0	58.4
<b>LTV (%)</b>	<b>46.5</b>	<b>46.4</b>	<b>48.6</b>

## AFFINE ON THE STOCK MARKET

INFORMATION AT 30 JUNE 2017	
Market	Euronext Paris
ISIN code	FR0000036105
Ticker	IML FP / BTPP.PA / F:IML
Indices	CAC Mid&Small, SIIC IEIF
Shares outstanding	10,056,071
Free float	41.8%
Closing price	€16.21
Market capitalization	€163.0m



## Banimmo IN BRIEF IN H1 2017

Affine holding: 49.5%

Relocating and built-to-suit tertiary and retail buildings in Belgium, France and Luxembourg

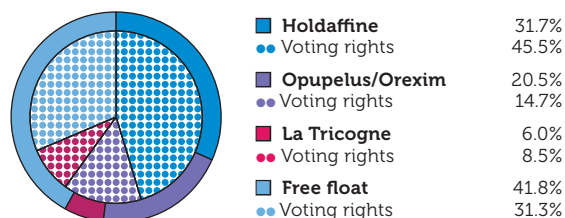
Turnover: €15.7m

Operating result: -€1.1m

Net result: -€4.4m

Portfolio: €224m (Belgium: 64% and France: 36%)

## BREAKDOWN OF AFFINE SHAREHOLDING



## SHAREHOLDERS' DIARY

18 October 2017: Third quarter revenues (after market)

February-March 2018: 2016 annual revenues and earnings (before market)

April 2018: First-quarter revenues (after market)

April 2018: Annual General Meeting

May 2018: Dividend payment

## CONTACTS AFFINE

Maryse Aulagnon, Chairperson

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