

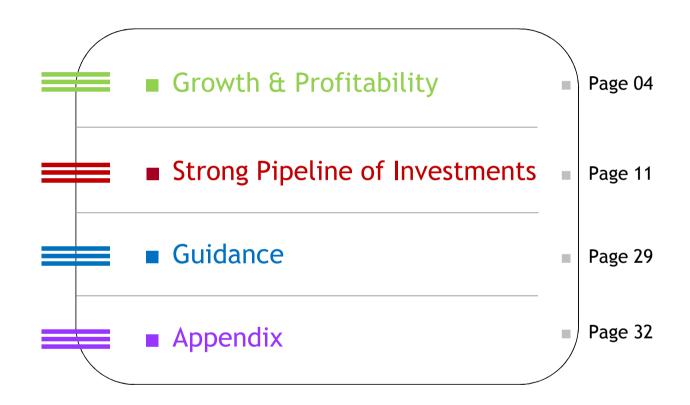
# **Analyst Meeting**

First Half 2013 Results

# ■Growth & Profitability

Strong Pipeline of Investments

# Contents





# Growth & Profitability





#### **Evolution of Rental Income**

M€
2012 PF Rental Income
Organic
Acquisitions
2013 Rental Income

H1	FY
14.5	30.6
+1.5	+2.3
+1.1	+2.5
17.1	35.4

# ■ Organic Growth = +10%

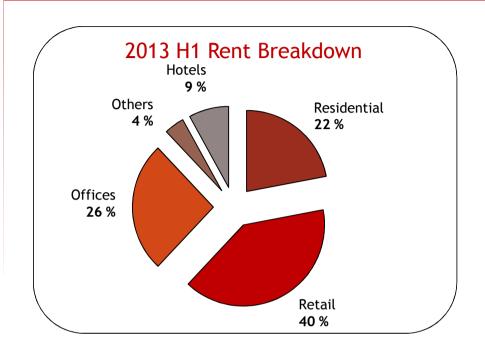
- Retail progress in Marseille Rue de la République - Seg 3: McDonalds, Monoprix, Casino, Picard, Brioche Dorée
- □ Carlton lease renewed in Lyon
- Total Growth= +18%
  - □ Impact of 2012-2013 acquisitions





5

# 2013 H1 Key Figures: Increase in Profitability



М€	2013 Reported	2012 proforma
Rental Income	17.1 M€	14.5 M€
EBITDA Margin	11.4 M€ 67%	8.7 M€ 60%
Cash Flow	8.3 M€	5.3 M€

- EBITDA +31% (vs proforma)
  - □ Company structure adapted
  - □ +7 margin points vs proforma

- Cash Flow +57% (vs proforma)
  - Lower cost of debt



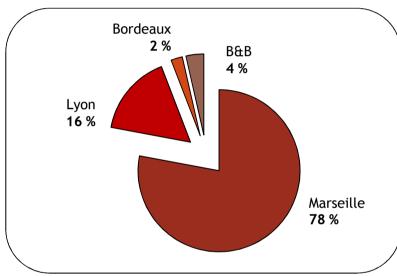
### Solid Portfolio Value = €927M

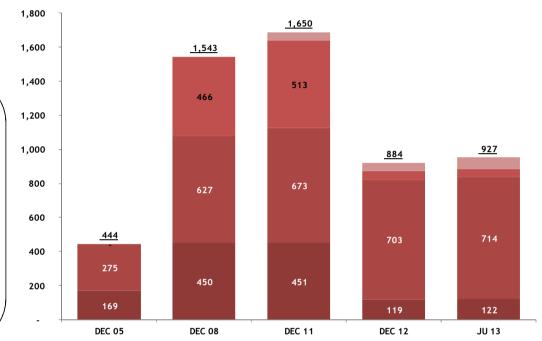






- □ Stable cap rate across portfolio
- Limited impact in residential for comparison value



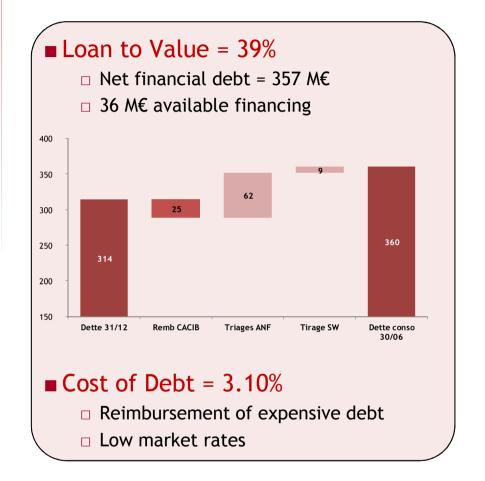


# ■ Yield applied by appraisers

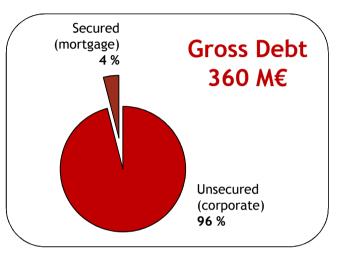
Marseille	30/06/2013	31/12/2012
Commerces	5.60% - 7.90%	5.60% - 7.90%
Bureaux	6.60% - 8.00%	6.60% - 8.00%
Logements (hors loi 48)	4.40% - 5.60%	4.40% - 5.60%



# Strong Financial Structure = Firepower to Implement Strategy



#### **Debt sources Breakdown**

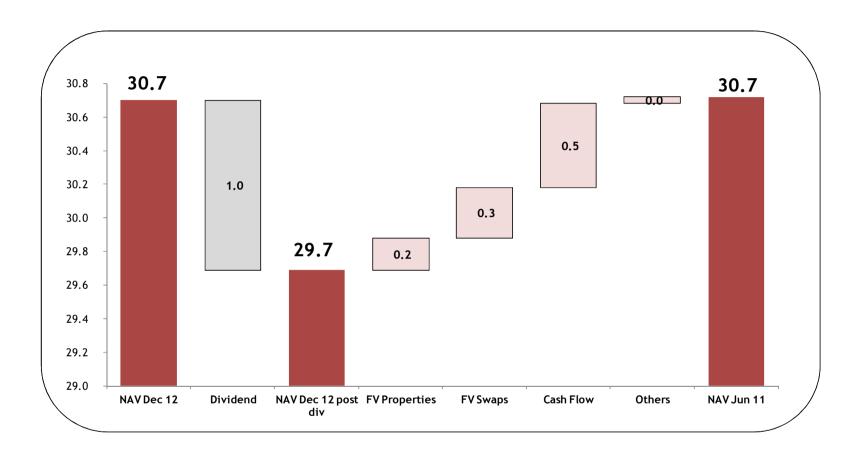


# ■ 2014 Refinancing Discussions

- Diversify sources and maturities
- □ 225 M€ refinancing + new debt



# Stable Triple Net Asset Value



EPRA Triple Net Asset Value 30.7 €/share





# Strong Pipeline of Investments







#### Value added to GAV



#### **■** Follow-up identified developments

- □ Renovation of Marseille Haussmann assets 62 M€
- Identified developments in Marseille (Ilot 34, Rabatau, Desbief, SNCM et Montolieu) and Lyon (TAT): 108 M€

Marseille Lyon

+ 170 M€



#### ■ Acquisitions in top French cities outside Paris

Large cities with committed public developments

Bordeaux Lyon Marseille etc...

+ 240 M€

\_

# Disposals



#### ■ Follow-up assets rotation

 Mainly residential to balance asset type & geographical exposure Marseille Lyon Hotels

- 238 M€

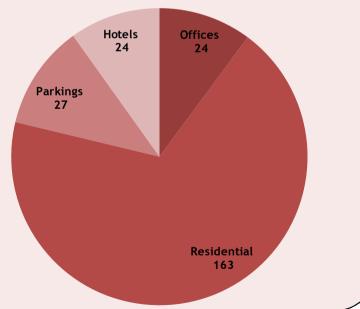


# Status on Disposal Plan

#### Lower residential share

## 238 M€ Medium Term Disposal Plan

- □ 84% in Marseille; 69% in residential
- □ 53% launched: 20% already secured & 33% work-in-progress



#### ■ 69% in residential = 163 M€

- $\square$  73,000 m<sup>2</sup>, ie c.75% of total area
- □ In 6 months 50% of total program initiated: already 15% secured & 35% work-in-progress
- 10% in hotels = 24 M€
  - □ Fully secured with Foncière des Murs



# ANF Approach on acquisitions

#### **LOCATION**

- Focus on French domestic market major provincial cities (outside of Paris)
  - □ ANF expertise & knowledge of local markets
  - ☐ Less foreign competition drives reasonable valuation
- Along with city development
  - Part of large scale ambition involving public & private actors
  - Capitalize on local footprint
- Selected cities so far
  - Marseille Euroméditerranée, Vélodrome
  - Lyon Confluence, Carré de Soie
  - Bordeaux Bassin à Flots, Euratlantique

# ■ ANF's Angle on Location

- Strong relationship with local partners
- Buildup orientation



# ANF Approach on acquisitions

#### **ASSET TYPE**

- Focus on liquid assets
  - □ Proven track record on acquisition, property management & asset management
  - ☐ Less foreign competition drives reasonable valuation
- Decreased appetite for residential
  - □ Significant current exposure with limited room for appreciation
  - Uncertainty of fiscal regime
- Selected asset types
  - □ Offices
  - □ Retail
  - Hotels

# ■ ANF's Angle on Asset Type

- □ Strong expertise in Asset management
- Ability to build partnerships



# 2013 H1 Highlights: Very Active in Investments



#### Banque de France (Lyon)

- □ 2 buildings Rue de la République 8,000 m²
- □ ANF keeps 3,500 m² of retail
- □ Vinci Immobilier 4,500 m² res./offices

### ■ Committed during 2013 H1

- ☐ Silky Way Lyon: 36,600 m<sup>2</sup>;
- □ La Fabrique Bordeaux : 5,000 m²
- □ B&B Airport Marseille
- Ongoing pipeline
  - □ Nautilus Bassin à Flots

#### ■ Strong performance of Marseille

- More attraction developed in connection with European Capital of Culture
- Sustainable retail activity in Rue de la République
- No worsening economic conditions on tenants' credits

#### ■ Marseille - Ilot 34 delivered

- □ 26,000 m² delivered in Euroméditerranée
- □ 4,000 m² sold; 13 000 m² already rented

Acquisitions = 110 M€ committed in H1 2013

## ■ Under study

- □ Bordeaux Euratlantique : Armagnac
- Lyon : several opportunities





# New Acquisition Lyon - Banque de France







# **Acquisition**

# Banque de France - Lyon

3,500 m<sup>2</sup> retail 4,500 m<sup>2</sup> residential/offices

Delivery expected by 2015

Gross Bid Price 16 M€

Partnership with VINCI Immobilier

#### Environment

- Exceptional location where demand is high for retail premises
- □ Located in the 2<sup>nd</sup> district, easy access to public transportation (subway station Cordeliers Bourse, tramway and bus stations)
- Built in the mid 1850's and features a high architectural quality

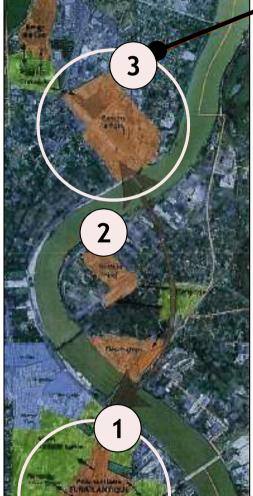






# Two Areas Selected: Euratlantique & Bassins à Flots





- Euratlantique
- Bastide
- Bassins à flots

#### ■ Bordeaux Office Market

- ☐ Size of Office market = 2.2 M m<sup>2</sup>
- □ Shortfall of immediate supply
- $\square$  2013, available supply = 120,000 m<sup>2</sup> out of which 11,800 m<sup>2</sup> are new (8,500 on Euratlantique and pre-let)
- □ Rental value 160-180 €/m<sup>2</sup>



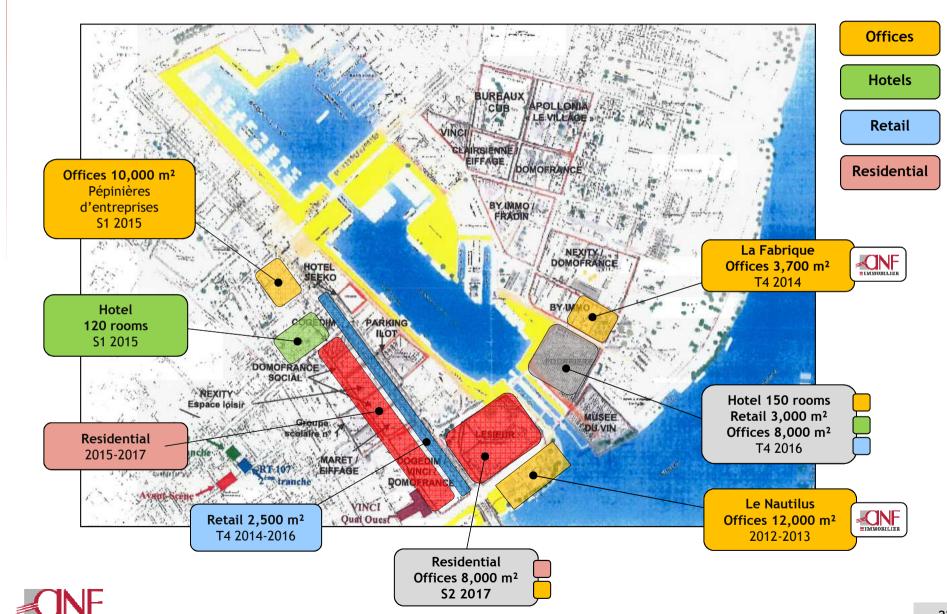


Bordeaux - Bassins à flots

Le Nautlilus

*Wine Museum* Delivery 2014

# Bordeaux - Les Bassins à Flots Outlook





Acquisition

Bordeaux

Bassins à flots La Fabrique

Gross Price 10 M€



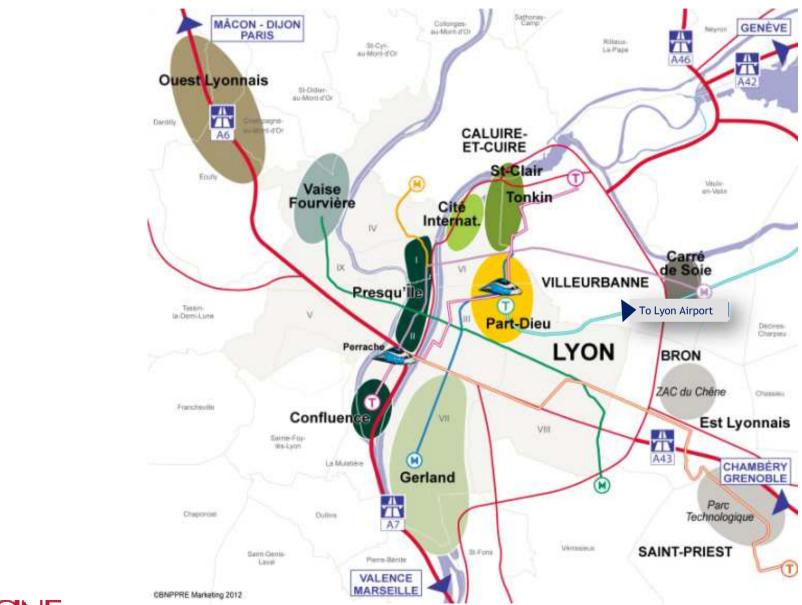
#### **■** Environment

- □ Shortage of new offices supply in 2013/2014
- □ 3,700 m² office building, next to Nautilus
- Delivery by Q4 2014





# Commercial Sectors in Lyon





# New Acquisitions Lyon - Carré de Soie

Acquisition
Lyon
Carré de Soie - offices

Gross Price 100 M€

12 year lease



#### ■ 36,600 m<sup>2</sup> offices

- □ Fully rented to <u>Alstom Transport</u> (12 year lease)
- □ Delivery expected by 07/2015
- □ HQE & BREAM Very Good certifications expected
- □ Investment in partnership alongside Caisse d'Epargne (35%) and a developer (5%)





# **Strong Pipeline**

# Total committed to date 175 M€



Total program 240 M€

# ■ Committed Developments



Project	Location	Туре	Price*	Delivery
Banque de F	Lyon - Rue République	Retail 3,000 m <sup>2</sup>	19 M€	2015
St Victoret	Marseille - Aéroport	1 hotel property	4 M€	Q4 2015
Silky Way	Lyon - Carré de Soie	Offices 36,600 m <sup>2</sup>	65 M€	2015
Vélodrome	Marseille - Vélodrome	2 hotel properties	12 M€	Q4 2015
Fabrique	Bordeaux - Bassins à Flots	Offices 3,700 m <sup>2</sup>	10 M€	Q4 2014
Nautilus	Bordeaux - Bassins à Flots	Offices 12,800 m <sup>2</sup>	27 M€	Q3 2014
SNCM	Marseille - Sea front	25,000 m <sup>2</sup> mixed	21 M€	2017
MilkyWay	Lyon - Confluence	Offices 4,400 m <sup>2</sup>	17 M€	Delivered

# ■ Ongoing study

- □ Bordeaux Euratlantique under exclusive study for 54,200 m²
- Lyon: several opportunities under study



# Marseille: 80% of the Current Portfolio European Capital of Culture in 2013 & Euroméditerranée















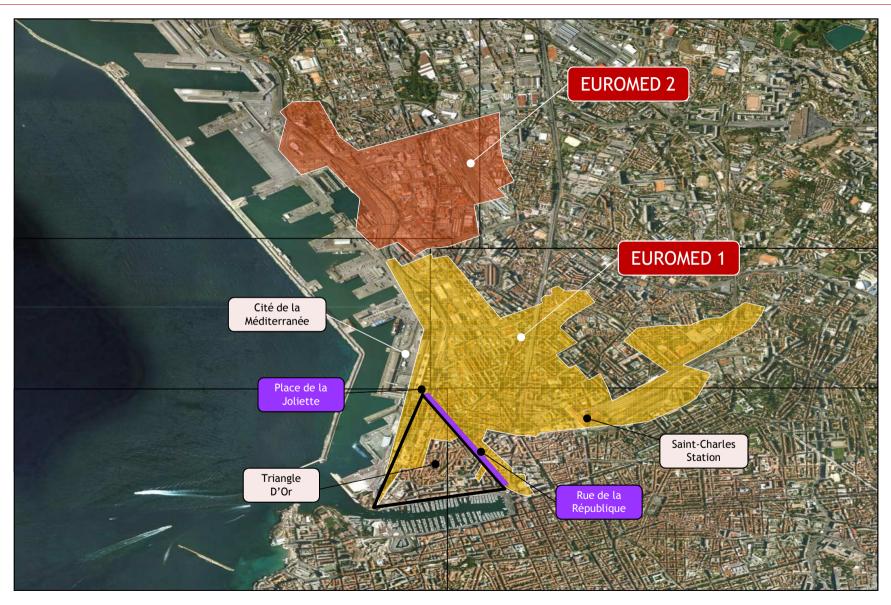








# Marseille: 80% of the Current Portfolio

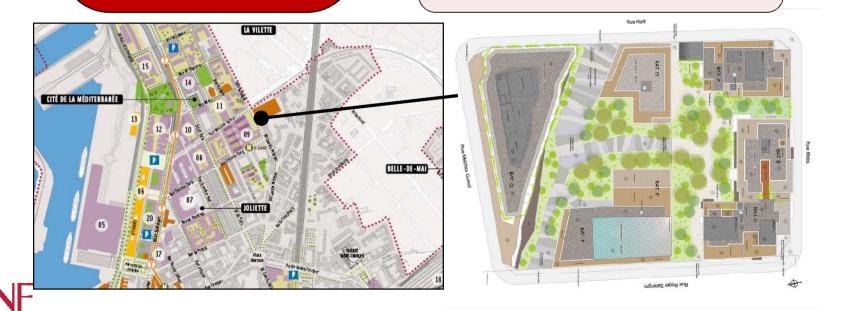




Work in Progress Euroméditerranée Ilot 34

Capex 57 M€

- 26,000 m<sup>2</sup> mixed use
  - □ Offices, hotel, residential, retail
  - □ 13,000 m² offices already pre-let
  - □ Some areas sold (residential)
- 30 months of work
  - □ Started Q2 2011
  - □ Delivery expected by 2013



Secured Pipeline

Marseille

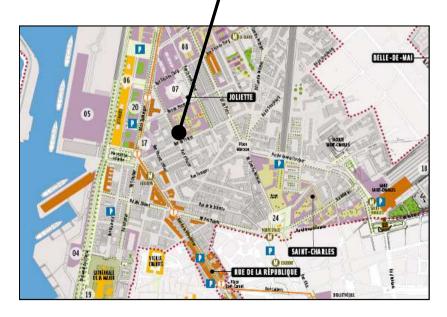
Place de la Joliette

Land-ground secured

Capex 57 M€

- 17,000 m<sup>2</sup> mixed use
  - □ Offices, residential, retail
  - Restructuring
- 26 months of work
  - □ Petition for permit H1 2013







# In a Nutshell

















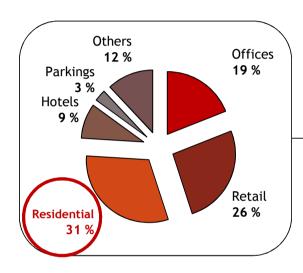


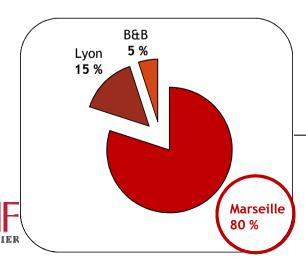




# Portfolio Re-Balancing







#### 2013-2017 **Business Plan**

Disposals 238 M€ Debt 172 M€

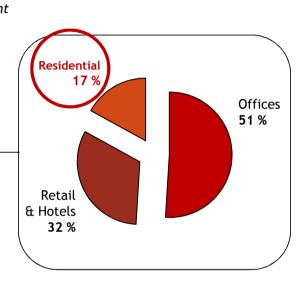
Sources 410 M€

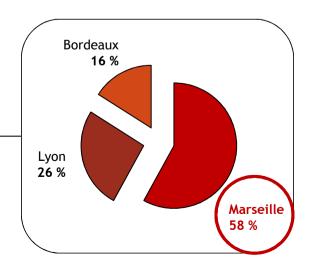
Development 170 M€ Acquisition 240 M€

Uses 410 M€

**Capital** recycling to provide more value with acquisitions

# **Gross Asset Value** 2017





# High Potential for Cash Flow Growth

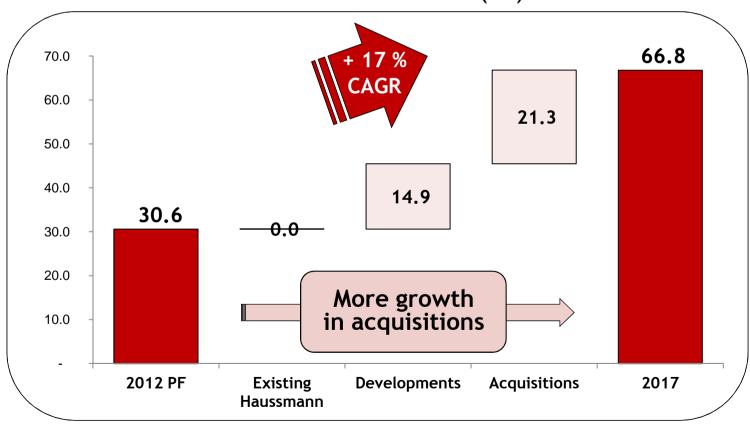
2013 Rental Income

35 M€

+ 14 %

■ Updated guidance with new strategy, 17% annual growth Rebalancing pillars with acquisitions & disposals' impact

#### Rental Income Guidance (M€)



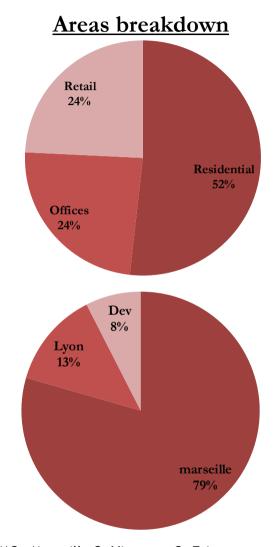






## **ANF Immobilier Portfolio**

	Areas	Contracts	Re	ents	
Marseille					_
Residential	97,454 <i>54%</i>	941	6.97	32%	_
Offices	42,771 <i>24%</i>	116	5.78	26%	<u>80%</u>
Retail	41,348 23%	210	9.22	<i>42%</i>	_
Total	<b>181,573</b> <i>100%</i>	1,267	21.97	100%	_
Lyon					
Residential	1,718 6%	21	0.27	6%	_
Offices	3,173 11%	11	0.56	12%	<u>17%</u>
Retail	5,073 17%	15	1.02	<i>22%</i>	
TAT	19,885 67%	17	2.90	61%	_
Total	<b>29,848</b> 100%	64	4.75	100%	
Forbin		1	0.58	_	
Nautilus	12,800	1			
MilkyWay	4,351			_	
Total	228,572	1,333	27.30		



**B&B** Hotels (9 properties)

7 under promise (2013/2015) 23.5 M €: Mulhouse, Bourges, St Denis, Salon de Provence, Euralille, Arras, Valenciennes

2 non disposed : Saclay; Quimper

<u>4 developments</u> - 18.5 M€ : Marseille <u>St Victoret</u>, St Etienne, Perpignan, Toulouse



## ANF Immobilier & Euroméditerranée





⊁ 01 - MUCEM

DE LA MÉDITERRANÉE

03 - FORT SAINT-JEAN

04 - GARE MARITIME

★ 13 - LE SIL0

14 - ARCHIVES ET BIBLIOTHÈQUE DÉPARTEMENTALES

15 - SAS SUÈDE

16 - CMA-CGM

05 - LES TERRASSES DU PORT

06 - LES DOCKS

**07** – COLLÈGE IZZO

08 - ECOLES DÉSIRÉE CLARY ET CHEVALIER PAUL

▲ 17 - FRAC

18 - GARE SAINT-CHARLES

19 - ESPLANADE LA MAJOR

20 - QUARTIER D'AFFAIRES

09 - CENTRE HOSPITALIER 10 - M1 « L'ILÔT/ L'ATRIUM/ LE PATIO »

11 - GYMNASE RUFFI

12 - EUROMED CENTER

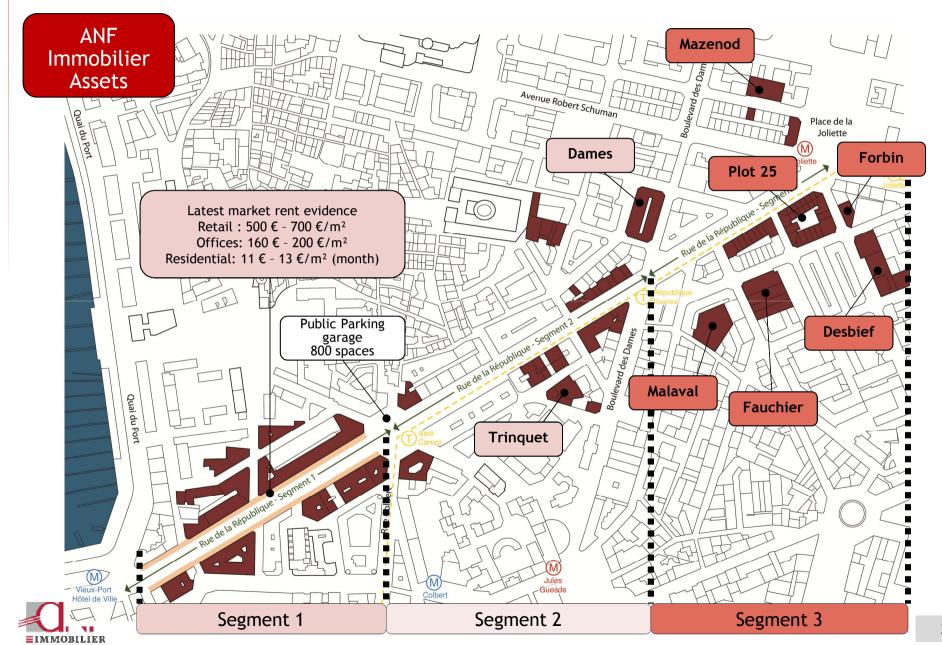
\* marselile provence 2013



- A. Trinquet
- B. Fauchier
- C. Forbin
- D. Rive Neuve
- E. Ilot 34
- F. Dames
- G. Ilot 25
- H. Pavillon Vacon
- I. Desbief
- J. SNCM



## Marseille: Intense Business Activity New retailers show attractiveness



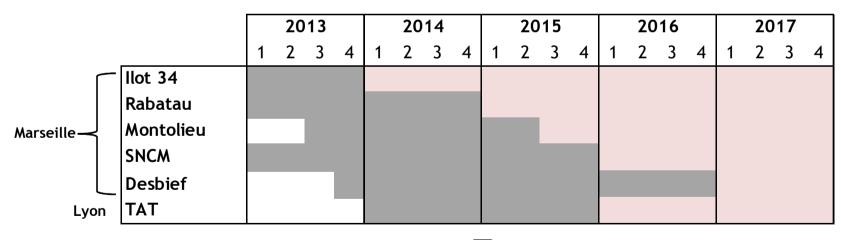
# Potential from 'Developments' = + 14.9 M€

- 5 value added developments in Marseille
  - □ Plot 34, Rabatau, Desbief, SNCM, Montolieu

+ 11.7 M€

■ 1 structured development in Lyon (TAT)

+ 3.2 M€



- Works in progress
- Rental income



# Potential from 'Existing Assets' = Rents loss from Disposal

- Significant reversion potential in Marseille
  - + 7 % annually on a like-for-like basis
  - □ Re-letting of retail and offices 4.0 M€; renewal 0.6 M€; turnover rent and furnished areas 1.0 M€; index 2.9 M€

+ 8.5 M€

- Residential vacancy reduction in Marseille
  - Vacant residential areas disposal
    - changing to office space
    - letting of apartments

+ 1.8 M€

■ Potential for reversion from remaining Lyon assets

+ 0.6 M€

- Disposal program in Marseille, Lyon, Hotels
  - More than 215 M€ of disposal until 2017

- 10.8 M€



# 'New Acquisitions' to Fuel Growth = + 21.3 M€

- Current acquisition pipeline
  - ☐ MilkyWay (Lyon Confluence); Nautilus (Bordeaux Bassins à flots)
  - □ 13 M€ capex remaining

+ 3.7 M€

- New acquisition: Lyon, Bordeaux
  - □ 227 M€ new investment program at an average yield above 7%

+ 19.5 M€

■ Remaining B&B Hotels properties disposal

- 1.9 M€

Selection criteria	
Infrastructure & communications	<b>&gt;</b>
Proactive local development policy	<b>~</b>
Economic density	<b>~</b>
Demographics	<b>~</b>



Secured Pipeline

Marseille

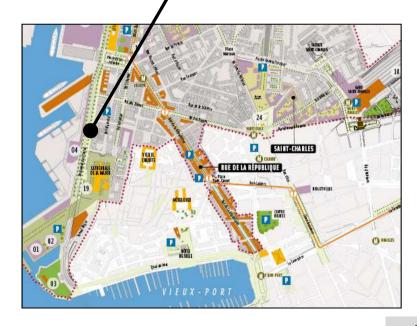
Quai de la Joliette

Land-ground secured

Capex 43 M€

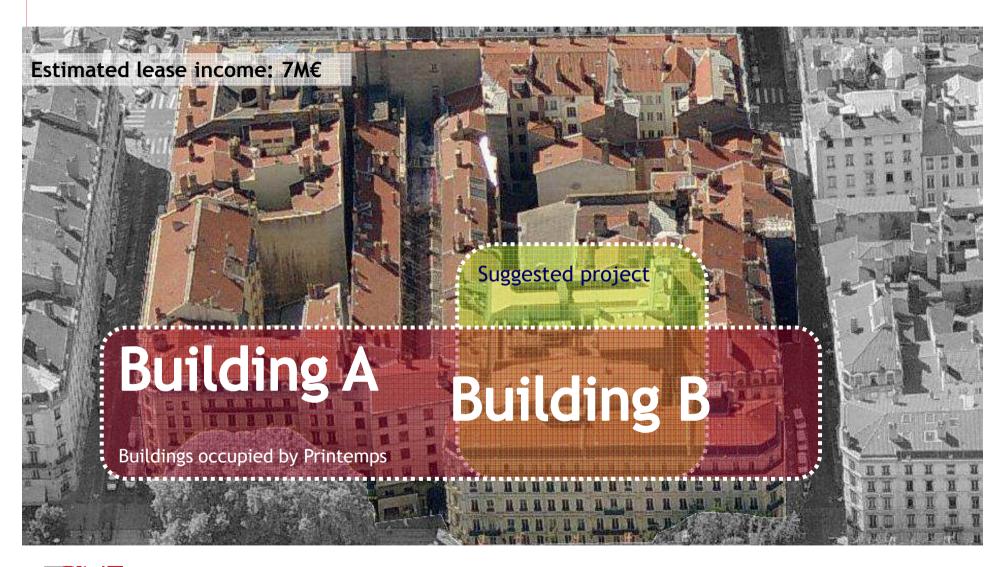
- 25,000 m<sup>2</sup> mixed use
  - □ Offices, hotel, residential, retail
  - Restructuring
- 36 months of work
  - □ Petition for permit H1 2013







# Development - Secured Lyon, place de la République - TAT





Acquisition

Marseille

Stade Vélodrome 2 Hotels

Gross Price 24 M€

12 year leases



## **■** Environment

- □ Large renovation program of 100,000 m² around Stade Vélodrome (6/2014)
- □ 2 hotels: Budget (162 rooms) & Luxury (126 rooms)
- □ Delivery expected 10/2015





Acquisition Ongoing
Bordeaux
Bassins à flot Le Nautilus

Gross Price 27.4 M€ 2,140 €/m²

Rental Value 160-175 €/m²

excl. tax (excl. parking)

## ■ 12,800 m<sup>2</sup> of office buildings

- Fully rented to C Discount (99.6 % Casino subsidiary)
- □ 51 parking lots

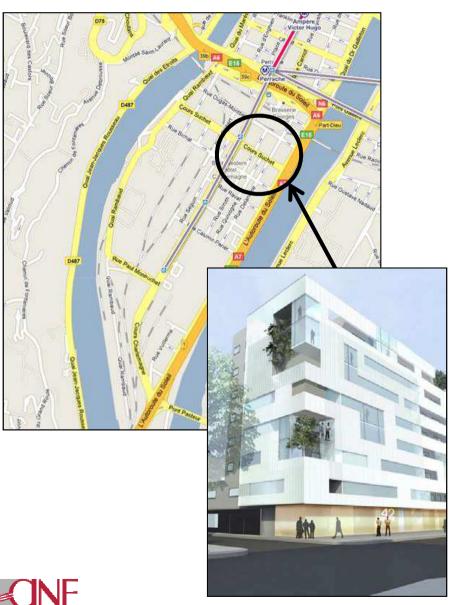
## ■ Turn Key Contract

- □ Developer: Eiffage Atlantique
- Delivery
  - Segment 1 : Sept 2012Segment 2 : Sept 2014





# Acquisition - Delivered Lyon Confluence - MilkWay



## ■ Office building = 4,366m<sup>2</sup>

- ☐ Renovation of an existing building (former Candia HQ)
- □ Delivery in December 2012
- □ 120 parking garages

## ■ Financing conditions

- ☐ Gross Price = 16.8 M€ excl. tax
- □ Rental income: minimum 220€/m² excl. tax (excl. parking)

## ■ Forward purchase agreement

- Developer: DCB Internatial
- □ 50% of total price paid in December 2011

## Bordeaux: 6th French Metropolis

#### Airport

□ 2,500,000 travellers annually - 31 destinations

#### Railway

- □ 4 million travellers annually; 15 trains a day in each direction
- □ Bordeaux/Paris TGV Atlantique: 35 daily connections on the European network

In 2017: Bordeaux will be 2 hours from Paris via TGV high-speed train

#### Motorway

A10 (Bordeaux-Paris), A62 (Bordeaux-Toulouse), A63 (Bordeaux-Bayonne), A89 (Bordeaux-Clermont-Lyon), 90,000 tonnes of road freight annually

#### Demographic growth

- 9.2% in six years (vs.5.5% in France) Expected +13% until 2030
- □ Population: 239,642 (official released 2011)
- □ Bordeaux metropolitan area (27 towns): population of 719,489
- One third of the population is younger than 25



#### ■ Surface area: 4,455 hectares

□ Bordeaux metropolitan area: 55,188 hectares

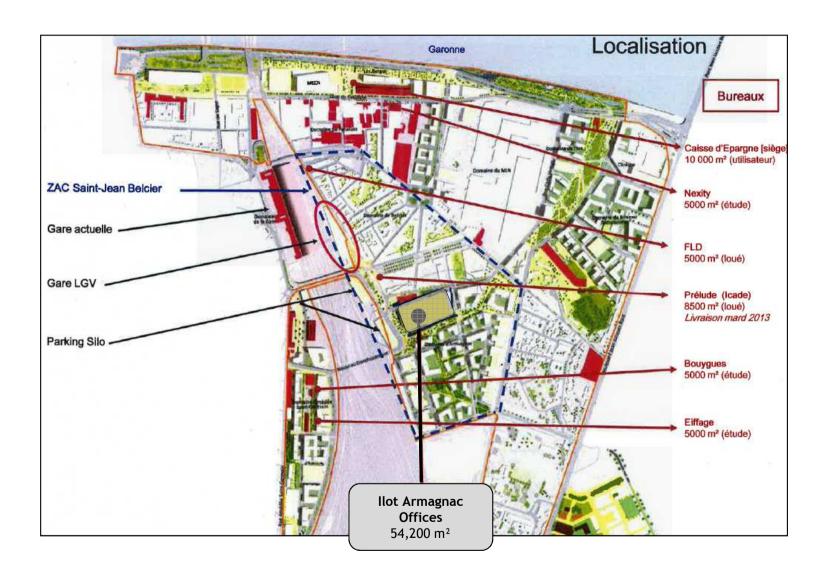
#### ■ Economic sectors:

- □ Industry: 150,000 employees in the region (4<sup>th</sup> largest in France)
- □ Office jobs: 238,000 in the Aquitaine region
- Research: 14 grandes écoles (elite universities), 4 universities, 2 technical universities, 70,000 students, 200 laboratories and an estimated 5,000 researchers

### About 100,000 m² of office transactions annually



# Bordeaux - Euratlantique Bordeaux Rive Gauche





# 2013 H1 Figures

(€million)	30/06/2013	2012 pro forma	% growth	30/06/2012	30/06/2011
Gross rental income	17.15	14.53	18%	38.49	37.37
Net operating expenses	-2.02	-1.87	8%	-2.09	-1.99
Administrative expenses	-3.73	-3.99	-7%	-5.80	-4.90
EBITDA	11.40	8.68	31%	30.60	30.47
EBIDTA margin	66.5%	59.7%	7	79.5%	81.5%
Financial expenses	-3.10	-3.36	-8%	-8.84	-8.79
Cash flow	8.30	5.32	57%	21.76	21.69
Change in fair value	2.86			-3.10	20.56
Other items	-0.78			-0.71	-0.01
Net income	10.77			17.96	50.07
Interest cover ratio	3.43			3.44	4.30
Cash flow per share (€)	0.47			0.79	1.08
Recurring cash flow per share (€)	0.47			0.79	0.79
Average number of shares (million)*	17.73			27.43	27.33
	30/06/2013			31/12/2012	31/12/2011
Real estate portfolio	927.30			883.92	1,650.21
City center	891.45			855.11	1,137.40
B&B	33.11			28.81	512.80
Net financial debt	-357.45			-291.80	-482.26
Other items	-23.82			-40.00	-10.10
NAV	543.30			552.12	1,157.85
Fair value hedge	-12.54			-17.71	-38.63
NNNAV	530.76			534.41	1,119.22
Loan to value ratio (%)	38.7			33.0	29.2
NAV per share (€)	31.4			31.7	42.2
NNNAV per share (€)	30.7			30.7	40.8
Period end number of shares (million)	17.30			17.41	27.46

<sup>\* 2011</sup> pro forma financial statements, restated for disposals occurring in November 2012 and for the impact of the retroactive rent received from Printemps in 2011.

\*\* IMMOBILIER 1) The change in fair value includes disposal losses of -653.9 million
2 Adjusted for the bonus shares (one share for every 20 held) granted in 2010

# Balance Sheet Accounts As of December 31st 2012

In thousands of euros		12/31/2012	12/31/2011	12/31/2010
NON-CURRENT ASSETS	note			
Investment property	1	848,385	1,641,492	1,534,423
Operating property	1	1,602	2,540	2,691
Intangible assets	1	267	384	450
Property, plant and equipment	1	1,190	571	253
Non-current financial assets	1	8,891	440	132
Investments accounted for by the equity method		246	0	0
TOTAL NON-CURRENT ASSETS		860,580	1,645,428	1,537,949
CURRENT ASSETS				
Trade receivables	2	1,792	1,364	958
Other receivables	2	3,481	5,973	2,532
Prepaid expenses	5	55	63	134
Financial derivatives	9	0	0	0
Cash and cash equivalents	4	22,257	37,718	28,325
TOTAL CURRENT ASSETS		27,585	45,119	31,949
Property held for sale	1	33,064	5,591	35,863
TOTAL ASSETS		921,229	1,696,137	1,605,761



# Balance Sheet Accounts As of December 31st 2012

In thousands of euros		12/31/2012	12/31/2011	12/31/2010
SHAREHOLDERS' EQUITY	note			
Capital stock	12	17,731	27,775	27,454
Other paid-in capital		12,486	323,075	321,863
Treasury shares	8	(11,098)	(10,697)	(4,281)
Hedging reserve on financial instruments		(17,712)	(38,632)	(35,354)
Company reserves		90,289	286,497	304,334
Consolidated reserves		506,987	434,800	375,980
Net income for the year		(65,145)	95,813	74,863
TOTAL SHAREHOLDERS' EQUITY ATTRIBUTABLE	TO EQUIT	533,538	1,118,631	1,064,859
Minority interests		0	0	0
TOTAL SHAREHOLDERS' EQUITY		533,538	1,118,631	1,064,859
NON-CURRENT LIABILITIES				
Financial liabilities	3	286,378	518,520	483,136
Provisions for pensions	7	57	57	57
TOTAL NON-CURRENT LIABILITIES		286,434	518,577	483,193
CURRENT LIABILITIES				
	2	42.002	40.070	0.250
Suppliers and related accounts	3	13,863	10,979	9,259
Short-term portion of financial payables Financial derivatives	3 9	27,677	1,458 38,449	5,012
Security deposits	3	39,434	,	34,982
Short-term provisions	7	2,972 1,577	4,154 330	3,526 <b>208</b>
Tax and corporate liabilities	3	1,577	2,554	208 2,174
Other debts	3	1,276	2,554 678	2,174 2,071
	6	215	325	•
Prepaid income TOTAL CURRENT LIABILITIES	Ö	101,256	325 <sub> </sub> 58,929	478 57,710
TOTAL CURRENT LIABILITIES		101,236	36,929	57,710
Liabilities on properties held for sale		0	0	0
TOTAL LIABILITIES		921,229	1,696,137	1,605,761
TO THE EIRBIETTE		321,223	1,030,137	1,000,701



# Profit & Loss Accounts As of December 31st 2012

In thousands of euros	12/31/2012	12/31/2011	12/31/2010
Revenues: rental income	71,472	83,576	69,133
Other operating income	7,091	6,585	6,895
TOTAL OPERATING INCOME	78,562	90,161	76,029
Property expenses	(9,901)	(10,112)	(9,952)
Other operating expenses	(757)	(709)	(729)
TOTAL OPERATING EXPENSES	(10,658)	(10,821)	(10,681)
GROSS OPERATING MARGIN FROM PROPERTY	67,904	79,340	65,348
Capital gains (losses) from disposal of assets	(53,929)	2,240	1,621
GROSS OPERATING MARGIN FROM PROPERTY			
AFTER DISPOSALS	13,975	81,579	66,968
Employee benefits expenses	(9,830)	(7,941)	(7,395)
Other management expenses	(3,574)	(3,505)	(3,306)
Other income and transfers of expenses	1,723	1,754	1,695
Other expenses	(1,030)	(532)	(103)
Depreciation & amortization	(508)	(454)	(386)
Other operating provisions (net of reversals)	40	(224)	(406)
NET OPERATING INCOME (BEFORE CHANGES IN			
FAIR VALUE OF PROPERTY)	797	70,677	57,068
Changes in fair value of property	(15,705)	42,709	35,523
NET OPERATING INCOME (AFTER CHANGES IN FAIR			
VALUE OF PROPERTY)	(14,908)	113,386	92,591
Net financial expense	(15,822)	(17,785)	(17,641)
Financial amortization and provisions	(19)	(1)	38
Gains (losses) on financial instruments	(23,066)	(189)	(3)
Share of income from entities accounted for by the equity method	5	457	(121)
INCOME BEFORE TAX	(53,809)	95,868	74,863
Current taxes	(11,336)	(55)	0
Deferred taxes	0	o	0
NET CONSOLIDATED INCOME	(65,145)	95,813	74,863
Of which minority interests	0	0	0
Of which net income after minority interests	(65,145)	95,813	74,863
Net consolidated income after minority interests per share	(2.38)	3.50	2.74
Diluted net consolidated income after minority			
interests per share	(2.38)	3.50	2.74

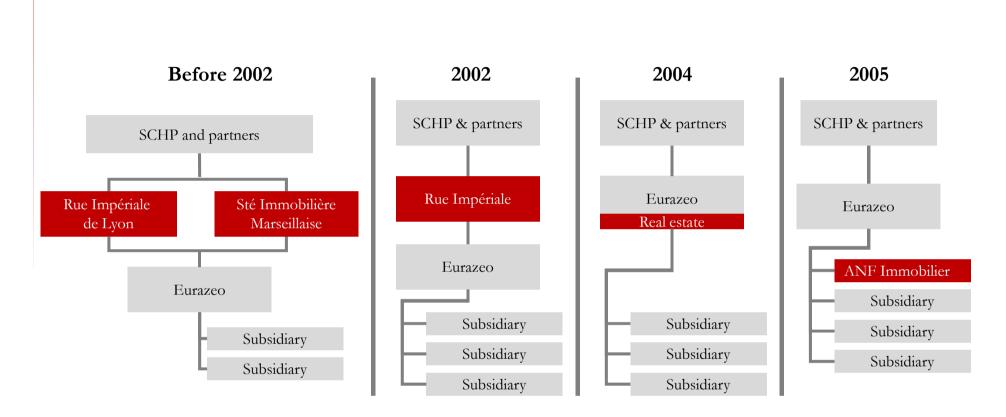


# Pro Forma - Profit & Loss Accounts As of December 31st 2012

In thousands of euros	12/31/2012	12/31/12 proforma
Revenues: rental income	71,472	30,622
TOTAL OPERATING INCOME	78,562	34,243
Property expenses	(9,901)	(6,172)
Other operating expenses	(757)	(828)
TOTAL OPERATING EXPENSES	(10,658)	(6,810)
GROSS OPERATING MARGIN FROM PROPERTY	67,904	27,433
Capital gains (losses) from disposal of assets	(53,929)	(43)
GROSS OPERATING MARGIN FROM PROPERTY AFTER DISPOSALS	13,975	27,390
Employee benefits expenses	(9,830)	(8,430)
Other management expenses	(3,574)	(2,439)
Other income and transfers of expenses	1,723	1,717
Other expenses	(1,030)	(513)
Depreciation & amortization	(208)	(208)
Other operating provisions (net of reversals)	40	(22)
NET OPERATING INCOME (BEFORE		
PROPERTY)	797	17.196
Changes in fair value of property	(15,705)	(12,131)
NET OPERATING INCOME (AFTER		
CHANGES IN FAIR VALUE OF		
PROPERTY)	(14,908)	5,065
Net financial expense	(15,822)	(5,895)
Financial amortization and provisions	(19)	(19)
Income on financial instruments	(23,066)	(83)
Discounting of receivables and liabilities	0	0
Share of income from entities accounted for by the equity n	S	S.
INCOME BEFORE TAX	(53,809)	(926)
Current taxes	(11,336)	(500)
PROFORMA INCOME		(1,134)
NET CONSOLIDATED INCOME	(65 145)	(1 134)
Of which minority interests	0	
Of which net income after minority interests	(65,145)	(1,134)
Net consolidated income after minority interests per s	(2.38)	(0.04)
Diluted net consolidated income after minority interes	(2.38)	(0.04)



# History



- The companies 'Rue Impériale de Lyon' and 'Société Immobilière Marseillaise' were holding companies for the investment companies Eurafrance and Gaz&Eaux
- Income from investments was much greater than that from real estate which was then used as capital gains provision
- After restructuring its capital, Eurazeo inherited real estate assets from its parent companies and decided to manage them through a dedicated subsidiary, ANF Immobilier



# ANF Immobilier, Social Responsibility Corporate Social Responsibility Integrated into ANF Immobilier Practices



### ■ Sustainable development in the pipeline

- ANF Immobilier was amongst the first companies to be granted "BBC" label (low consumption building) in renovation
- New developments in High Quality Environmental standards
- Process of evaluating in day-to-day change for all employees in regards to sustainable developments

#### ■ A transparent company governance

- Company with Executive board and Supervisory board
- □ Board committees (audit, properties, compensation)
- Full Registration Document filed since 2007
- Ethical code signed by all employees

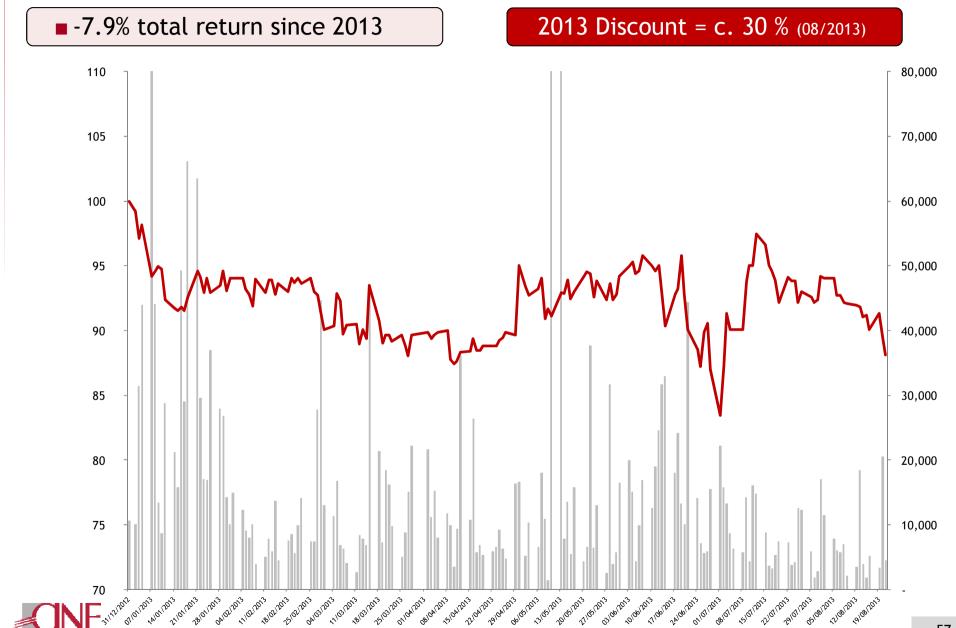
#### A motivating and ambitious HR policy

- Profit sharing agreement for all employees
- Shareholder and senior staff interest aligned
- Broaden social aids
- Supplementary retirement plan for all employees
- Community involvement with not-for-profit organizations to help at-risk youth

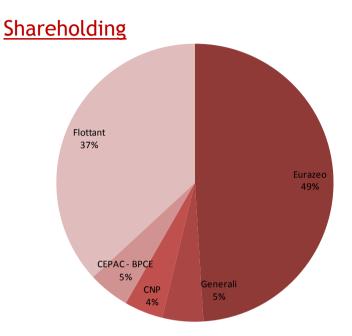


## Stock Price Evolution - Rebased

**≣IMMOBILIER** 



## About ANF Immobilier



## Financial Calendar

□ 2013 Q3 Revenue N

Nov 7<sup>th</sup>, 2013

### **Investor Relations Contact**

investorrelations@anf-immobilier.com +33 1 44 15 01 11

## Research on ANF Immobilier

- ☐ HSBC: Stéphanie Dossmann
- Invest Securities: Benoit Faure-Jarrosson, Paul Arkwright
- □ Tradition Securites: Laetitia d'Eprémesnil
- Kepler: Samuel Henry-Diesbach
- □ Aurel BGC: TBD

#### **ANF** shares

- □ ISIN code: FR0000063091
- □ Bloomberg/Reuters: ANF FP, ANF.pa
- □ Listed on Euronext Eurolist B
- □ Indices: EPRA, CAC All Shares, IEIF SIIC France
- □ 17,730,570 shares in circulation
- Statutory threshold declarations at 1%



## Corporate Governance Half of the Supervisory Board is Independent

### Supervisory Board (12)

#### Alain Lemaire\*, President

- Patrick Sayer (vice-président)
- Philippe Audouin
- Sébastien Bazin\*Isabelle Xoual\*
- Sabine Roux de Bézieux\*
  Théodore Zarifi
- Sébastien Didier\*
- Fabrice de Gaudemar

- Philippe Monnier\*
- Jean-Pierre Richardson

#### **Executive Board (3)**

- Bruno Keller, Chairman
- Xavier de Lacoste Lareymondie, COO
- Ghislaine Seguin

#### Audit Committee

Philippe Audouin, Théodore Zarifi

- Remuneration and Selection Committee Philippe Monnier\*, Sébastien Bazin\*, Isabelle Xoual\*
- Property Committee

Patrick Sayer, Sébastien Bazin\*, Philippe Monnier\*

#### Headcount

ANF Immobilier	45
Management	3
Property mgmt	17
Development	11
Accounting	10
Support	4



#### Disclaimer

This document has been prepared by ANF Immobilier SA ("ANF Immobilier") solely for the use of presentations made to investors or analysts.

ANF Immobilier makes no representations or warranties that the information contained herein is accurate, correct or complete.

The information set out herein is provided as of the date of the presentation and ANF Immobilier is under no obligation to keep current the information contained in this presentation. However, this information is subject to completion and/or revision and ANF Immobilier has the right to change the content hereof, in its sole discretion, at any time without prior notice.

This document may contain information regarding current or future transactions as well as "pro forma" information to show ANF Immobilier as it would be after said transactions have been completed. These forward-looking statements are provided for information purposes only and are not guarantees of future performance.

No information provided on this document constitutes, or should be used or considered as, an offer to sell or a solicitation of any offer to buy the securities or services of ANF Immobilier or any other issuer in any jurisdiction whatsoever.





www.anf-immobilier.com

investorrelations@anf-immobilier.com