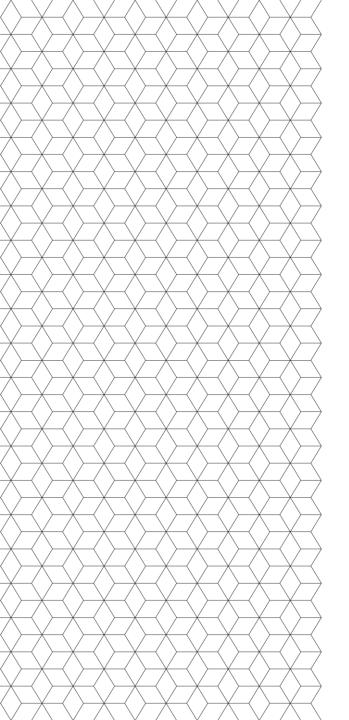


# **2018 Interim Results Presentation**





## **Overview**

- 1 Introduction & Property Portfolio at 30 June 2018
- 2 First-Half 2018 Rental Activity
- **3** Property Transactions
- 4 First-Half 2018 Financial Statements & Results
  Appendices



# Introduction & Property Portfolio at 30 June 2018

## First-Half 2018 Highlights



- Leases signed on 8,500 sq.m.
- ≈ €6m of additional rental income
- Average nominal rent of €686/sq.m. (offices)



- 112 Zola: Building permit obtained (planning appeal process completed)
- 96 Iéna: Final building permit obtained and exit/transfer agreements finalised



- Bond issue: €500m, 7 years, 1.50%
- Average cost of debt: 1.8%

## **Key Indicators**



#### **Profit and Loss Account**

• Rental income: €96.1m (down 2.6%) (up 4.9% like-for-like)

• EPRA earnings: **€51.7m** (up 4.1%)

• Attributable net profit: **€200.2m** (down 47.1%)

#### **Statement of Financial Position**

• Portfolio value (excl. transfer costs): **€6,409m** (up 2.9%)

• EPRA NNNAV: €3,830m (up 2.7%) (up 12% vs 30 June 2017)

#### **Business indicators**

Average nominal rent: €637/sq.m./year

Average lease maturity: 5.3 years

• Physical occupancy rate: 96.5%

• EPRA vacancy rate: 2.7%

#### **Debt**

Average maturity: 4.8 years

Average spot cost: 1.8%

• Loan-to-value: 24.9%

• Interest cover: 5.2x

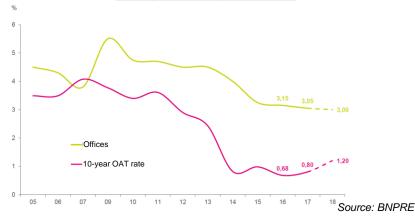
## Paris Region Investment Market in First-Half 2018

## **Unprecedented performance by the Paris region investment market**Source: JLL

- Total investment volume in the Paris region in H1 2018: €9.1bn, representing double the long-term average
  - €7.9bn invested in office properties in the Paris region (61% more than in 2017) // 106 transactions recorded vs long-term average of 73.
- A performance partly due to strong demand for big ticket properties:
   28 transactions for over €100m recorded in H1 2018, representing
   71% of the total market
- The market for properties valued at between €50m and €100m grew by 10%. The market for properties valued at less than €50m was stable compared with 2017
- Demand remained strong for Paris properties, which accounted for 54% of the Paris region market (attracting €5bn of investment, including €2.3bn in the CBD)

- Foreign investors accounted for 41% of transactions, with American investors alone contributing €1.4bn to the market
- Prime yields in the Paris CBD stayed around the 3% floor

#### Prime yield vs 10-year OAT rate



#### **Examples of major transactions in H1 2018**

114 Champs-Elysées Paris 8



5,500 sq.m. approx. **€600m** 

Buyer: BVK

KOSMO Neuilly



26,200 sq.m. **€466m**/€17,800 per sq.m.

Vendor: Altarea
Buyer: SOGECAP

Marché St Honoré Paris 1



16,800 sq.m. approx. **€290m**/€17,000 per sq.m.

Vendor: BNP Banque Buyer: CBRE GI

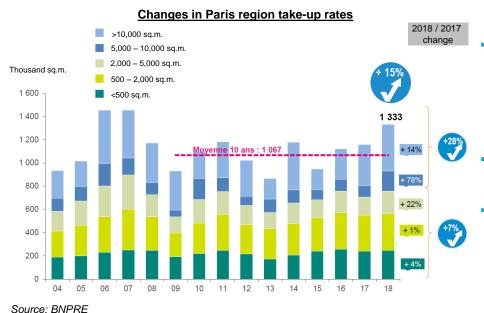
Le Métropolitain Paris 17



17,400 sq.m. approx. **€287m**/€16,500 per sq.m./3.40%

Vendor: JP Morgan Buyer: DEKA

## Paris Region Rental Market in First-Half 2018



#### Record high take-up rate in the Paris region in H1 2018

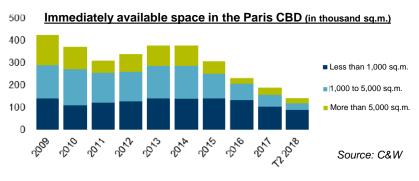
- Leases signed on 1.3 million sq.m. in the Paris region in H1 2018, up 15% on H1 2017. This was the market's best performance since 2007
- 41 transactions concerned more than 5,000-sq.m. units, representing an increase of 28% vs H1 2017 and over 43% of total Paris region rental transactions for the period
- A third of leases on units of over 5,000 sq.m. in Paris were for co-working spaces in H1 2018

#### Immediately available space becoming even harder to find

Immediately available space fell by 12% vs 2017 to 3 million sq.m., the lowest level seen since 2009. At 5.6%, the vacancy rate is below the level required to maintain a fluid market

#### Spotlight on the CBD, a market under pressure

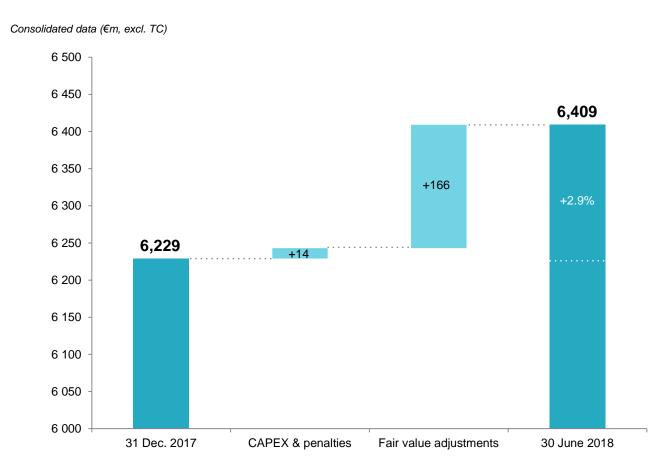
- **Leases were signed on 220,000 sq.m. in H1 2018** (up 10% vs 2017), of which 17% concerned units of over 5,000 sq.m. (up 25% vs 2017)
- The stock of available properties reached an all-time low at 30 June 2018, with 142,000 sq.m. of vacant offices (down 25% vs 31 December 2017) and a vacancy rate of just 2% in the CBD (vs 2.4% for Paris as a whole). The situation is particularly acute in the Opera district of the capital, where the vacancy rate is 1.4%



- As a result of the shortage, prime nominal rents rose to €810/sq.m. (source: C&W) and rental incentives were scaled back slightly (to 16% on average in the Paris CBD)
- Rental pipeline: 157,000 sq.m. in the Paris CBD will be delivered in 2019, of which 35% have already been pre-let

### Consolidated portfolio value up 2.9% vs 31 December 2017:

€6,409m excluding transfer costs - €6,811m including transfer costs



Average value per sq.m.: €17,540/sq.m.

excl. transfer costs

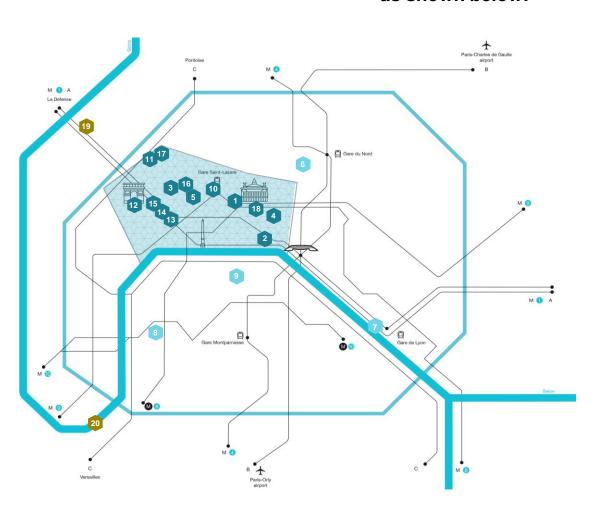
EPRA topped-up NIY: 3.2%

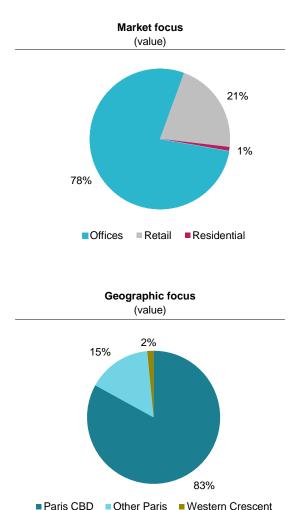
(3.2% at 31 December 2017)

- Topped-up NIY Offices: 3.3%
- Topped-up NIY Retail: 2.7%

## The Benchmark in the Paris Prime Commercial Property Market

## €6,409m portfolio, 98.5% located in Paris, as shown below:





# Property Portfolio: 388,100 sq.m.

1	Paris	Total surface area <sup>(1)</sup>	Planned surface area
2	Edouard VII	54,100 sq.m.	
3	Louvre Saint-Honoré	47,700 sq.m.	
4	Washington Plaza	47,000 sq.m.	
5	#cloud.paris	35,000 sq.m.	
6	Cézanne Saint-Honoré	29,000 sq.m.	
7	Condorcet	24,900 sq.m.	
8	Rives de Seine	22,700 sq.m.	
9	112 Zola	21,000 sq.m	24,000 sq.m.
10	103 Grenelle	18,900 sq.m.	
11	Haussmann Saint-Augustin	13,400 sq.m.	
12	131 Wagram	9,200 sq.m.	
13	96 léna	8,900 sq.m.	9,300 sq.m.
14	90 Champs-Elysées	8,900 sq.m.	
15	Galerie Champs-Elysées	8,700 sq.m.	
16	92 Champs-Elysées	7,700 sq.m.	
17	9 Percier	6,700 sq.m.	
18	112 Wagram	6,000 sq.m.	
	6 Hanovre	4,600 sq.m.	
_	TOTAL	374,400 sq.m.	

	Western Crescent	Total surface area <sup>(1)</sup>
19	176 Charles de Gaulle Neuilly-sur-Seine	7,400 sq.m.
20	Le Vaisseau Issy-les-Moulineaux	6,300 sq.m.
	TOTAL	13,700 sq.m.

Paris CBD

Paris Other

Western Crescent

<sup>(1)</sup> Including infrastructure and excluding car parks



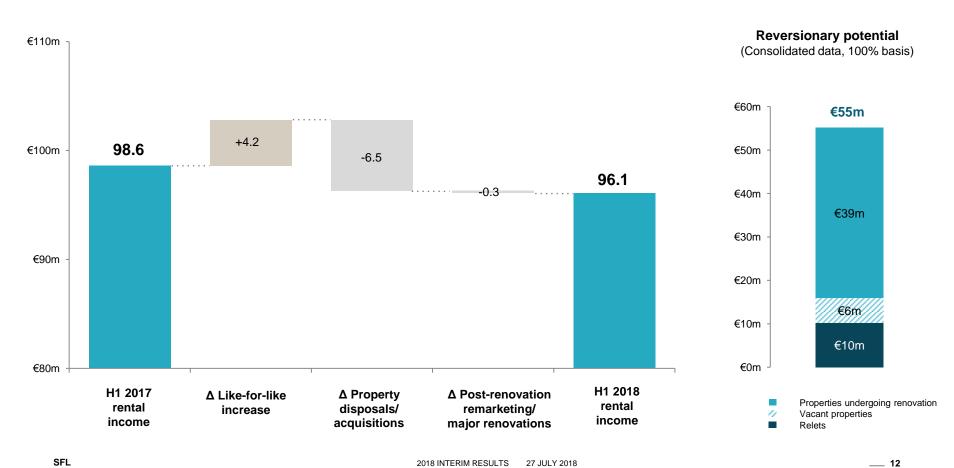


## First-Half 2018 Rental Activity

## Rental Income and Reversionary Potential

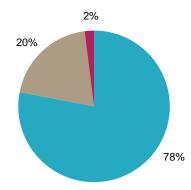
#### **Growth in rental income in H1 2018:**

4.9% on a like-for-like basis



### Rental Income Breakdown

### A diversified portfolio of very high value-added tenants

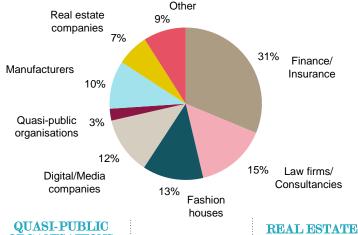


H1 2018 rental income: €96.1m









Breakdown by tenant business at 30 June 2018







KBL RICHELIEU

**MATIXIS** 

## 2 Occupancy Rates

## Physical occupancy rate at 30 June 2018

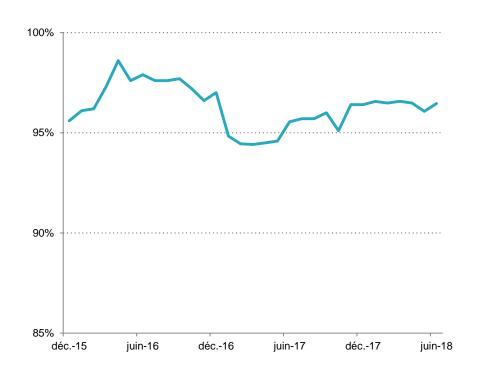
**96.5%**<sup>(1)</sup>

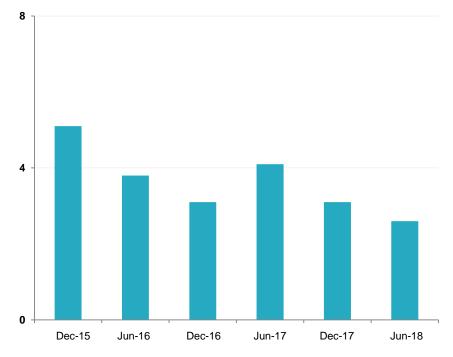
(96.4% at 31 December 2017)

### **EPRA** vacancy rate

**2.7%**<sup>(1)</sup>

(3.1% at 31 December 2017)



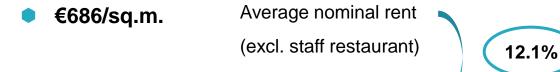




## Office Marketing Programmes

7,600 sq.m. Total surface area le	eased
-----------------------------------	-------

≈ €5.4m	Total nominal rent
COLTIII	iotai nominai ioni



- ◆ €603/sq.m. Average effective rent
- **5.5 years** Non-cancellable period
- 3.5% SFL portfolio physical vacancy rate at 30 June 2018 vs Paris region vacancy rate of 5.6%
- 2.7% SFL portfolio EPRA vacancy rate at 30 June 2018

(excl. staff restaurant)

## Marketing Programmes and Occupancy Rates

### Main leases signed in H1 2018





1,000 sq.m. Signed on 11 January 2018 6/10 years



1,000 sq.m. Signed on 4 June 2018 3/6/9/10 years



500 sq.m. Signed on 2 March 2018 3 years





1,800 sq.m. Signed on 17 January 2018 6/9/10 years



**Financial** Institution

2,300 sq.m. Signed on 26 March and 15 May 2018 6 years (remaining term)



1,000 sq.m. Signed on 8 March 2018 7 years (remaining term)



**Edouard VII** Paris 9



#Cloud.paris Paris 2



103 Grenelle Paris 7



131 Wagram Paris 17



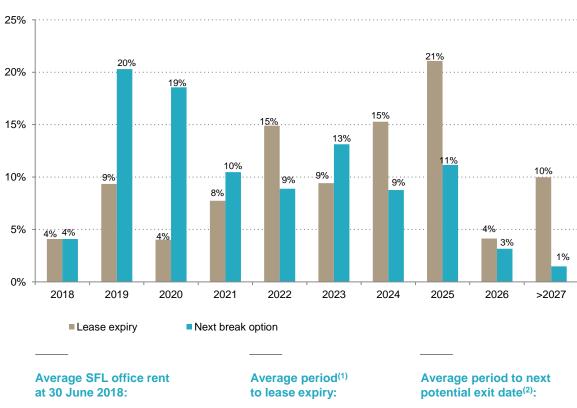
92, Champs-Elysées Paris 8



9 Percier Paris 8

#### Lease Renewals

#### **Commercial lease expiry dates**



**€637/sq.m./year** (vs €629 at 31 Dec. 2017)

**5.3 years** (vs 5.5 at 31 Dec. 2017)

**3.7 years** (vs 3.8 at 31 Dec. 2017)

<sup>(1)</sup> Weighted average remaining life of commercial leases in progress at 30 June 2018

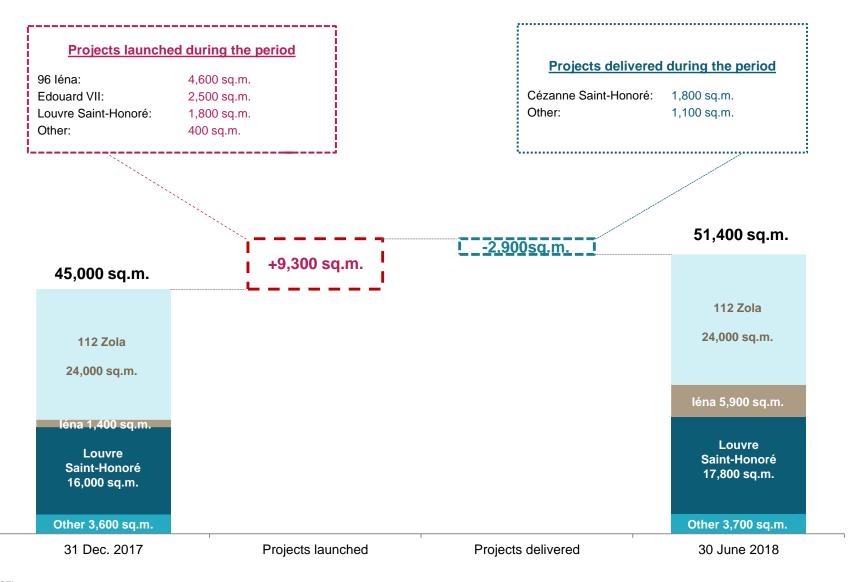
<sup>(2)</sup> Weighted average remaining period to next potential exit date for commercial leases in progress at 30 June 2018



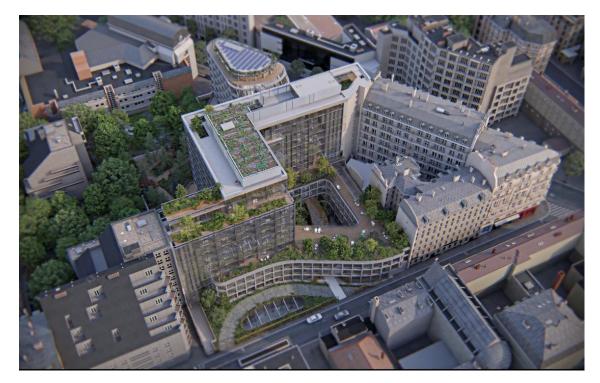
3

## **Property Transactions**

## **Current Redevelopment Projects**



# Redevelopment Projects: 112 Zola



**ROI > 5%** 

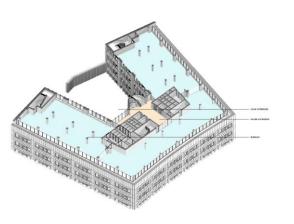
**IRR** ≈ 7%

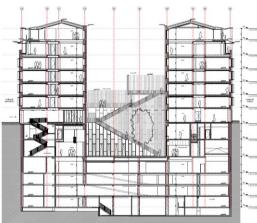
- Acquired on 30 November 2017; €165m excluding transfer costs; €166m including transfer costs
- Planned surface area: 24,000 sq.m., including 1,000 sq.m. of residential units, on a 6,300 sq.m. plot vs current surface area of 21,000 sq.m.
- Prime contractor selected (Y. Martineau Architecture/Jouin Manku/Lavergne)
- **Building permit obtained** in May 2018
- Delivery scheduled for 2021



# Redevelopment Projects: 96 Iéna









- Prime contractor: DPA (D. Perrault)
- Planned surface area: 9,300 sq.m. (1,000 sq.m. per floor with services)
- **Building permit obtained and planning** appeal process completed
- Delivery scheduled for 2021



## Redevelopment Projects: Louvre Saint-Honoré





- Redevelopment of 16,000 sq.m. of retail space
- Prime contractor: B-Architecture
- Redevelopment of retail space: Lower ground/Ground/Upper ground floors
- CDAC retail redevelopment permit obtained: 15,000 sq.m.
- Building permit/Modified building permit obtained
- Relocation of staff restaurant
- Technical studies in progress

2017 2018 2019 - 2021 2022

Preparatory work: Feasibility study/units vacated

Preparatory/administrative/ marketing phases completed Redevelopment work

Delivery



# Financial Statements & Results

## 4 First-Half 2018 Results

€m	H1 2018	H1 2017	Change
Rental income	96.1	98.6	-2.6%
Property expenses, net of recoveries	(5.6)	(6.9)	
Net property rentals	90.5	91.8	-1.4%
Service and other revenues	0.6	0.4	
Depreciation, amortisation and provision expense, net	(1.1)	1.1	
Employee benefits expense and other expenses	(11.3)	(10.8)	
Operating profit before disposal gains and fair value adjustments	78.7	82.5	-4.6%
Profit on asset disposals	0.0	0.0	
Fair value adjustments on investment property	159.2	382.6	
Share of profits of associates	0.0	0.0	
Finance costs and other financial income and expenses	(16.5)	(21.2)	
Income tax expense	(6.4)	(25.3)	
Profit for the period	215.0	418.6	
Non-controlling interests	(14.8)	(39.9)	
Attributable net profit EPRA earnings	200.2 51.7	378.7 49.7	+4.1%

# 4 EPRA earnings

	H1 2018		H1 2017		Change	
€m	Recurring EPRA	Non recurring	Recurring EPRA	Non recurring	Recurring EPRA	
Rental income	96.1	0	98.6	0	-2.6%	
Property expenses, net of recoveries	(5.6)	0	(6.9)	0		
Net property rentals	90.5	0	91.8	0	-1.4%	
Service and other revenues	0.6	0	0.4	0		
Depreciation, amortisation and provision expense, net	(1.1)	0	1.1	0		
Employee benefits expense and other expenses	(11.3)	0	(10.8)	0		
Operating profit before disposal gains and fair value adjustments	78.7	0	82.5	0	-4.6%	
Profit on asset disposals	0	0	0	0		
Fair value adjustments to investment property	0	159.2	0	382.6		
Share of profits of associates	0	0	0	0		
Finance costs and other financial income and expenses	(15.0)	(1.6)	(21.1)	0	-29.2%	
Income tax expense	(4.4)	(2.0)	(5.2)	(20.1)	-16.7%	
EPRA earnings before non-controlling interests	59.4	155.6	56.1	362.5		
Non-controlling interests	(7.6)	(7.2)	(6.4)	(33.5)		
EPRA earnings	51.7	148.4	49.7	329.0	4.407	
EPRA earnings per share	€1.11		€1.07		+4.1%	

## 4 Consolidated Statement of Financial Position

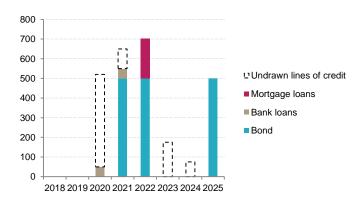
€m	30 June 2018	31 Dec. 2017
Assets		
Investment property	6,296	6,119
Other non-current assets	24	25
Total non-current assets	6,320	6,144
Properties held for sale	0	0
Other current assets	146	104
Total current assets	146	104
Total Assets	6,466	6,249
Equity & Liabilities		
Equity	3,857	3,763
Non-controlling interests	484	476
Total equity	4,341	4,239
Non-current liabilities	2,040	1,904
Current liabilities	84	106
Total Equity and Liabilities	6,466	6,249

## Consolidated Loan-to-Value

€m	30 June 2018	31 Dec. 2017	Change
Bonds	1,500	1,000	+500
Bank loans	50	444	-394
Mortgage loans	202	203	-1
Total debt	1,752	1,647	+105
Cash and cash equivalents	53	16	+37
Net debt	1,699	1,631	+68
Undrawn lines of credit	820	760	+60
Property portfolio incl. TC	6,811	6,619	+192

Loan-to-value	24.9%	24.6%	+0.3pt
Interest cover	5.2x	4.0x	+1.2
Average maturity (years)	4.8	4.5	+0.3
Average spot cost of debt (after hedging)	1.8%	1.7%	+0.1pt

#### Maturities of debt at 30 June 2018 (in €m)



May 2018 bond issue: €500m, 7 years, 1.50%

## S&P rating: BBB+/A2 with a stable outlook

€m	30 June 2018	31 Dec. 2017	Change
Equity	3,857	3,763	
Treasury shares and stock options	10	11	
Unrealised capital gains	20	17	
Elimination of financial instruments at fair value	(1)	(1)	
Elimination of deferred taxes	101	99	
EPRA NAV	3,987	3,889	+2.5%
EPRA NAV per share	€85.7	€83.6	+2.5%
Financial instruments at fair value	1	1	
Fixed-rate debt at fair value	(57)	(63)	
Deferred taxes	(101)	(99)	
EPRA NNNAV	3,830	3,729	. 2 70/
EPRA NNNAV per share	€82.3	€80.1	+2.7%
Number of shares (thousands)	46,529	46,529	

## **Growth in EPRA NNNAV (€m)**

NNNAV at 31 December 2017	3,729
Change in fair value of attributable assets	+152
Change in fair value of debt and other financial instruments	+5
EPRA earnings	+52
Dividends	-106
Other	-1
NNNAV at 30 June 2018	3,830



## **EPRA Performance Indicators**

(€m)	H1 2018	H1 2017
EPRA Earnings	51.7	49.7
	30 June 2018	31 Dec. 2017
EPRA NAV	3,987.3	3,889.0
EPRA NNNAV	3,830.3	3,728.9
EPRA NNNAV per share	€82.3	€80.1





(%)	30 June 2018	31 Dec. 2017
EPRA Net Initial Yield (NIY)	2.9%	2.8%
EPRA topped-up NIY	3.2%	3.2%
EPRA Vacancy Rate	2.7%	3.1%
	H1 2018 <sup>(2)</sup>	H1 2017 <sup>(2)</sup>
EPRA Cost Ratio (incl. vacancy costs)	14.5%	14.8%
EPRA Cost Ratio (excl. vacancy costs)	13.5%	13.1%

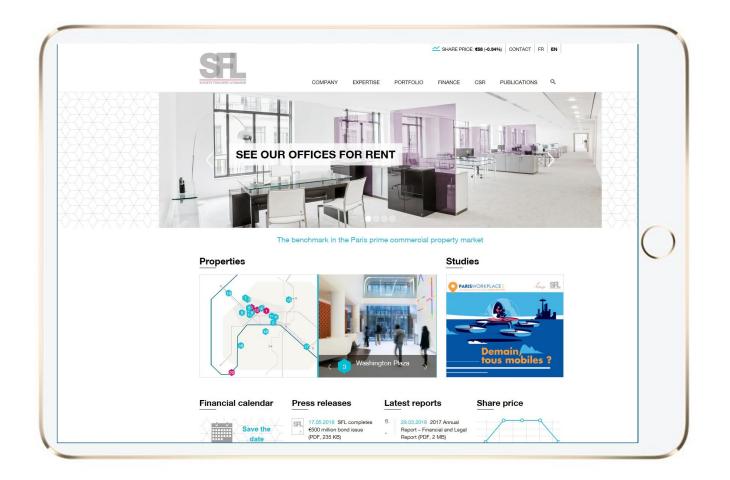
<sup>(1)</sup> Attributable to the Group

<sup>(2)</sup> Excluding IFRIC 21

€m	H1 2018	H1 2017	Change
Rental income (IFRS)	96.1	98.6	-2.6%
Operating profit before disposal gains and fair value adjustments	78.7	82.5	-4.6%
Profit on asset disposals and fair value adjustments on investment property	159.2	382.6	-58.4%
Attributable profit	200.2	378.7	-47.1%
EPRA earnings	51.7	49.7	+4.1%

€m	30 June 2018	31 Dec. 2017	Change
Equity	3,857	3,763	+2.5%
Consolidated portfolio value (excluding TC)	6,409	6,229	+2.9%
EPRA NNNAV	3,830	3,729	+2.7%
EPRA NNNAV per share	€82.3	€80.1	+2.1%

### www.fonciere-lyonnaise.com





## **Appendices**

### SFL in Brief



The benchmark in Paris prime commercial property



Founded in 1879: 139 years of sustainable business development



• Managing a property portfolio of more than €6.4 billion and 388,100 sq.m.



98% of assets in Paris, of which 83% in the CBD



78% offices and 21% retail units



20 very large property complexes



A very high value-added tenant portfolio

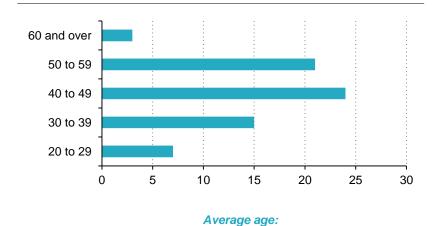
## Organisation Structure



### **Human Resources**

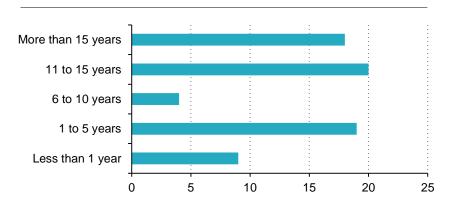
Number of employees	30 June 2018	31 Dec. 2017
Administrative staff	2	4
Supervisors	12	11
Managers	56	56
Total headquarters	70	71
Building caretakers	2	2

## Employees<sup>(1)</sup> by age group (on payroll at 30 June 2018)



44 years

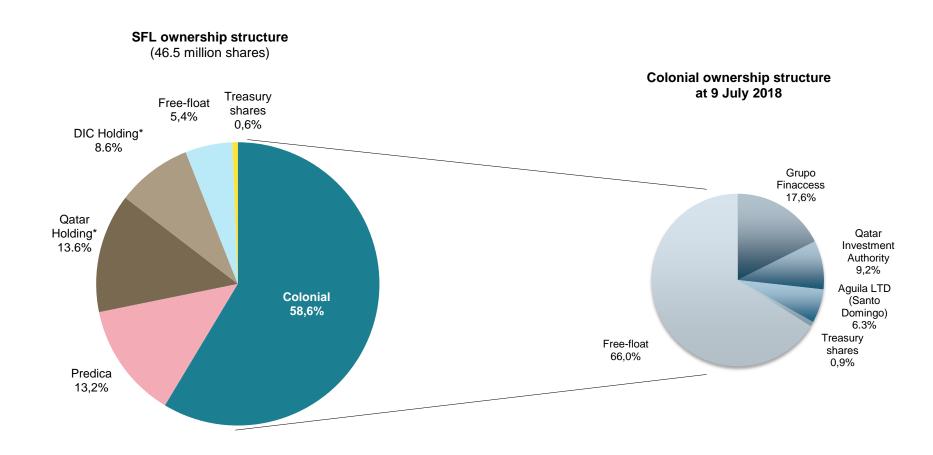
#### Employees<sup>(1)</sup> by years of service (on payroll at 30 June 2018)



Average years of service: 11 years

<sup>(1)</sup> Excluding building caretakers

## Ownership Structure at 30 June 2018



<sup>\*</sup> Shareholders acting in concert

#### Governance

#### **Board of Directors**

Juan José Brugera Clavero	Chairman of the Board of Directors (Colonial)	
Pere Viñolas Serra	Vice-Chairman (Colonial)	
Angels Arderiu Ibars	Director (Colonial)	
Ali Bin Jassim Al Thani	Director (QIA)	
Sylvia Desazars de Montgailhard	Independent director	
Jean-Jacques Duchamp	Director (Prédica)	
Chantal du Rivau	Director (Prédica)	
Carlos Fernandez-Lerga Garralda	Director (Colonial)	
Carmina Ganyet I Cirera	Director (Colonial)	
Carlos Krohmer	Director (Colonial)	
Arielle Malard de Rothschild	Independent director	
Luis Maluquer Trepat	Director (Colonial)	
Adnane Mousannif	Director (QIA)	
Nuria Oferil Coll	Director (Colonial)	
Anthony Wyand	Independent director	

#### **Audit Committee**

Carlos Fernandez-Lerga Garralda (Chairman)

Jean-Jacques Duchamp Carmina Ganyet I Cirera

#### **Remuneration and Selection Committee**

**Anthony Wyand (Chairman)** 

Pere Viñolas Serra

#### **Executive and Strategy Committee**

Juan José Brugera Clavero (Chairman)

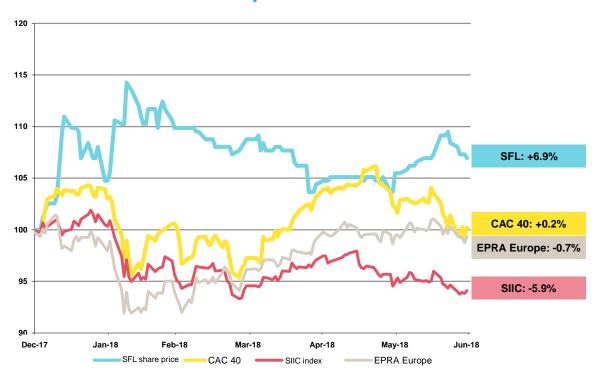
Jean-Jacques Duchamp Carmina Ganyet I Cirera Pere Viñolas Serra

#### **Committee of Independent Directors**

Sylvia Desazars de Montgailhard Anthony Wyand

### **Share Performance**

### First-half 2018 share performance<sup>(1)</sup>

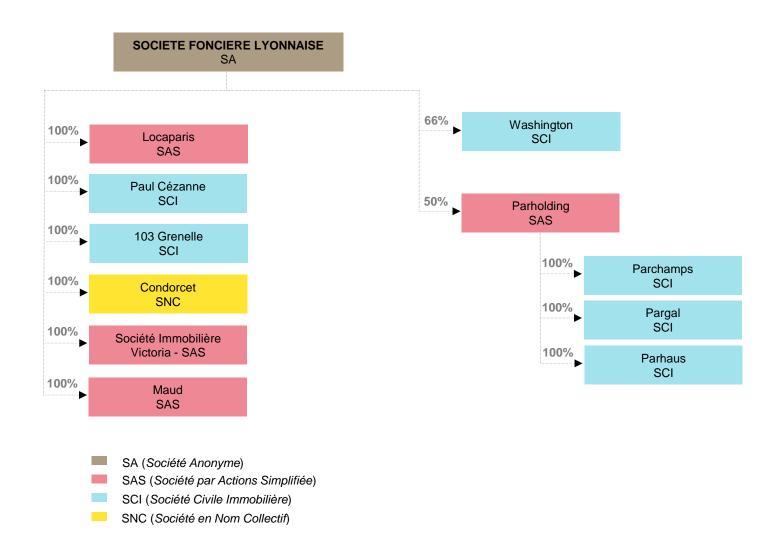


<sup>(1)</sup> Baseline 100: 31 December 2017; data up to 30 June 2018 Sources: Euronext/Epra

### First-half 2018 key figures<sup>(1)</sup>

Number of shares at 30 June 2018 (thousands)	 46,529
Average daily trading volume (shares)	 2,194
Average daily trading volume (euros)	€130k
Closing share price on 31 December 2017	€54.61
High for the period (7 February)	€63.40
Low for the period (2 January)	€54.40
Closing price on 30 June 2018	 €58.40

## Legal Structure



Expenditure (€m)	H1 2018	H1 2017
Major redevelopment projects	5.4	2.5
Other capitalised expenditure	8.2	10.0
Total	13.6	12.5

<sup>&</sup>lt;sup>(1)</sup> Of which: Louvre Saint-Honoré: €2.7m; 112 Zola: €1.9m; 96 Iéna: €0.8m

