2017 Annual Results Presentation



12 February 2018

Overview

- $1 \;$ Introduction & Property Portfolio at 31 December 2017
- 2 2017 Rental Activity
- ${\bf 3} \ \, {\rm Property} \ \, {\rm Transactions} \\$
- **4** Financial Statements & Results
 - Appendices





Introduction & Property Portfolio at 31 December 2017

1 Introduction

Market

- The Paris region rental market enjoyed strong growth in 2017, with 2.6 million sq.m. leased during the year
- Prime rents increased, reflecting:
 - more sustained corporate demand
 - a shortage of prime properties in the capital
- The Paris market is attractive for investors:
 - Paris is a global city
 - prime yields stand at around 3%
 - values are increasing



A favourable environment for SFL

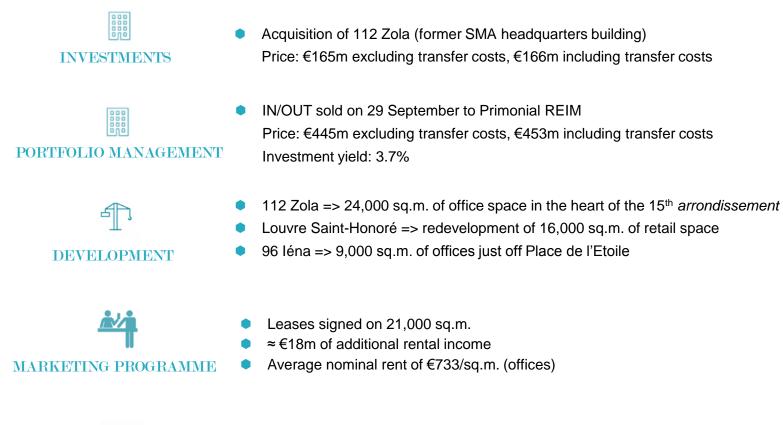
SFL's positioning

- A pure player in prime Paris office property
- Enhancing the portfolio's value through:
 - development pipeline
 - asset purchases and sales
- Higher rents for new leases



A resilient and effective business model

1 2017 Highlights





- S&P rating upgraded to BBB+/A2 with a stable outlook
- Two new bank facilities for 6 and 7 years respectively, for a total of €250m
- Average cost of debt: 1.7%

L Key Indicators

Very strong performance indicators



Profit and Loss Account

 Rental income: 	€195.8m (down 1.2%) (up 3.6% like-for-like)
 EPRA earnings: 	€102.4m (up 1.5%)
 Attributable net profit: 	€685.3m (up 35.9%)

Statement of Financial Position

Portfolio value (excl. transfer costs):	€6,229m (up 8.6%) (up 12.6% like-for-like)
• EPRA NNNAV:	€3,729m (up 21.0%)

Business indicators

 Average nominal rent: 	€629/sq.m./year
 Average lease maturity: 	5.5 years
 Physical occupancy rate: 	96.4%
 EPRA vacancy rate: 	3.1%

Debt

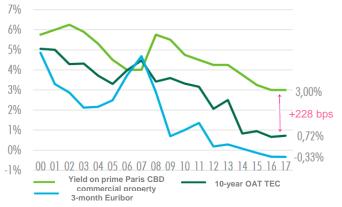
 Average maturity: 	4.5 years
 Average spot cost: 	1.7%
 Loan-to-Value: 	24.6%
 Interest cover: 	4.0x

PARIS REGION COMMERCIAL PROPERTY INVESTMENT MARKET



PRIME YIELD vs 10-YEAR OAT RATE

- Total investment declined in 2017 despite a very dynamic Q4: €18.5bn invested over the year (down 8% vs 2016), of which €9bn in Q4
- €6.7bn invested in €100m-plus transactions in Q4 2017, with over 22 transactions recorded in this segment
- 42% decline in volumes in 2017 in Paris CBD, due to the lack of properties in this sector (diverting investor attention to La Défense and the Western Crescent)
- Core assets accounted for 58% of transactions/Off-plan sales were numerous, representing €2.9bn (vs €2.5bn in 2016)
- French investors occupied a dominant position, spending €13bn (70% of market)
- Prime yields were stable at around 3% (228bps spread vs OAT rate)



Source: CBRE



Vendor: SFL

Buyer: Primonial

€15,625/sq.m. Vendor: Bertelsmann Buyer: LaSalle IM

Vendor: Carlyle

Buyer: Union

Investment

Vendor: Lone Star

Buyer: Amundi, Crédit

Agricole Assurance and

Patrimonial



COMPLETED LETTINGS: A RECORD YEAR

- Historically strong rental market performance in 2017, with leases signed on 2.64 million sq.m. (up 8% vs 2.43 million sq.m. in 2016), 10% above ten-year average of 2.39 million sq.m.
- A result led by a high volume of very large transactions: 88 transactions in excess of 5,000 sq.m. (vs 65 in 2016), representing 43% of 2017 rental activity
 - > 52% of these very large transactions corresponded to pre-marketing deals
- Modest decline in completed lettings of small and medium-sized units, due to the shortage of properties in this segment and the development of alternative office solutions (co-working)
- Leases signed on 480,000 sq.m. in Paris CBD, the highest level since 2007

FEWER IMMEDIATELY AVAILABLE PROPERTIES AND LOWER VACANCY RATE



- Lowest vacancy rate since 2007: 6.4% in Paris region and 3% in West Central Paris (lowest rate since 2009)
- Immediately available space continues to decline: 3.4 million sq.m. in Paris region (down 5% vs 2016)
 - New or remodelled properties (435,000 sq.m.) represent just 14% of immediately available space
- Rental incentives stable overall at 22.3% in Paris region, with a low of 16.5% in Paris itself
- Higher prime rental values in Paris (€775/sq.m. vs €750/sq.m. in Q4 2016)
- The favourable economic outlook and an increasingly narrow offer should drive an increase in prime rental values in 2018

Source: JLL/ CBRE

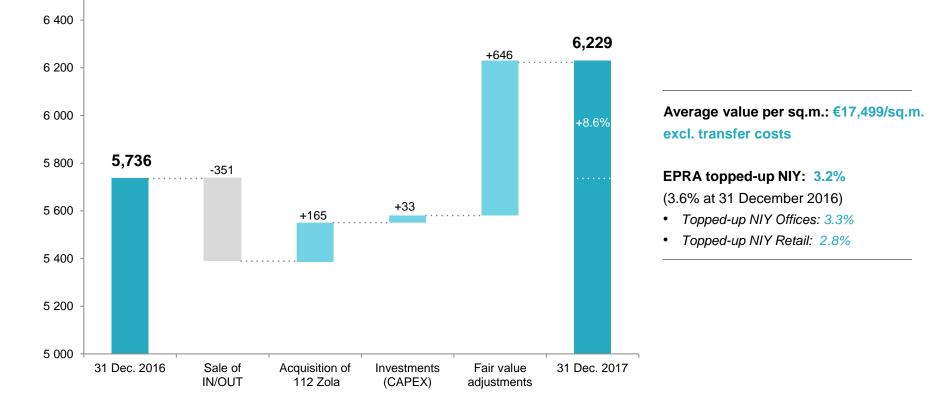
Analysis of Property Portfolio Value

Consolidated portfolio value up 8.6% vs 2016:

€6,229m excluding transfer costs - €6,619m including transfer costs

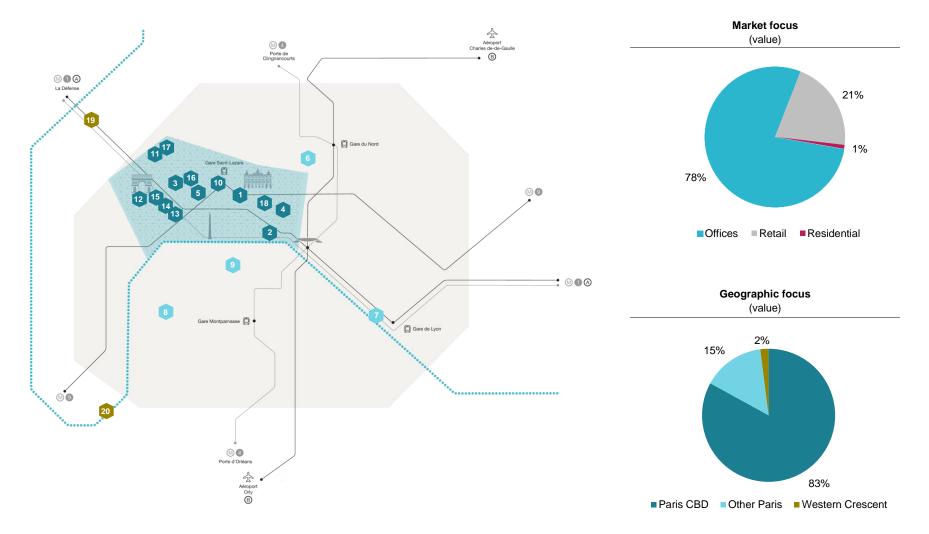
up 12.6% on a like-for-like basis

Consolidated data (€m, excl. TC)



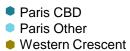
The Benchmark in the Paris Prime Commercial Property Market

€6,229m portfolio, 98% in Paris as shown below:



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

	Western Crescent	Total surface area ⁽¹⁾
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.



⁽¹⁾ Including infrastructure and excluding car parks

* Planned surface area: 24,000 sq.m.

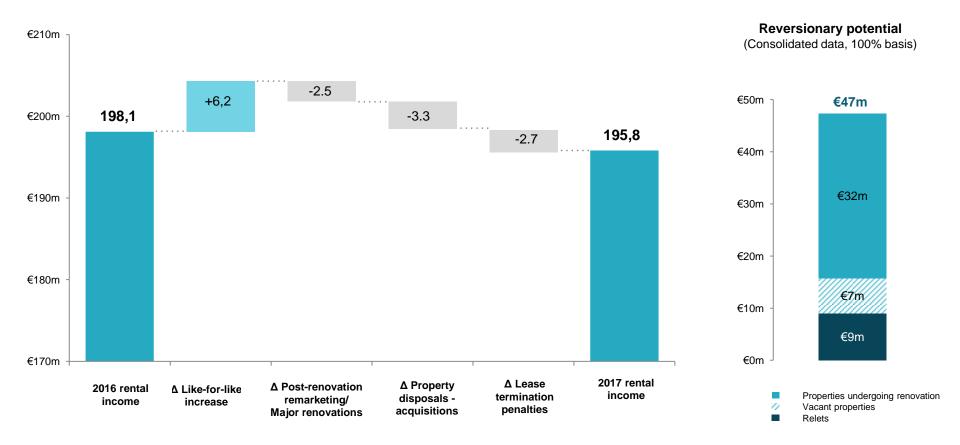




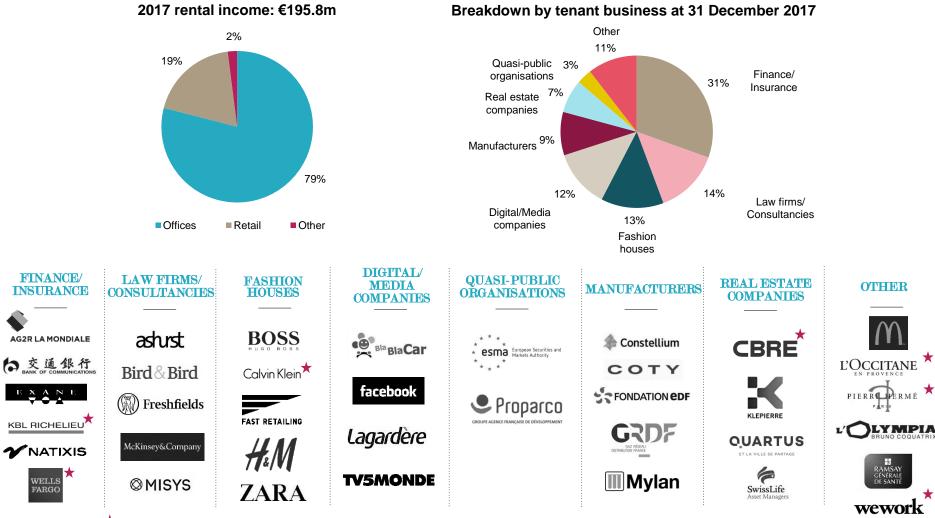
Rental Activity 2017

Rental income growth in 2017:

3.6% on a like-for-like basis



A diversified portfolio of very high value-added tenants



New tenants in the portfolio/Leases signed in 2017

2 Office Marketing Programmes

- 17,000 sq.m. Total surface area leased
- Total nominal rent ≈ €13m
- €733/sq.m. Average nominal rent (excl. staff restaurant)
 - €629/sq.m. Average effective rent

 - 7.5 years Non-cancellable period
- 3.6%
 Physical vacancy rate, SFL portfolio at 31 December 2017 vs Paris region average vacancy rate of 6.4%

14%

Average incentive rate, SFL leases

vs West Central Paris average of 16.5% (source: CBRE)



Main leases signed in 2017



92 Champs-Elysées - Paris 8

wework

3,400 sq.m. 12 years Signed 17 Nov. 2017



9 Percier - Paris 8

helvetia Å

1,400 sq.m. 6/9/10 years Signed 4 April 2017



103 Grenelle - Paris 7

Calvin Klein

 1,600 sq.m.
 1,300 sq.m.

 6/9/10 years
 6/9/10 years

 Signed 30 June 2017
 Signed 20 Jan. 2017



Cézanne Saint-Honoré - Paris 8

KBL RICHELIEU LEK

1,900 sq.m. 6/9/10 years Signed 14 Sept. 2017 Signed 28 Feb. 2017



Galerie des Champs-Elysées - Paris 8

läagen Dazs

Signed 11 Jan. 2017

100 sq.m.

3/6/9/12 years



700 sq.m. 6/12 years Signed 22 July 2017



131 Wagram - Paris 17

CBRE

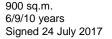
800 sq.m. 9/10 years Signed 12 May 2017



Washington Plaza - Paris 8



1,000 sq.m. 9 years Signed 24 May 2017





650 sq.m. 3/6/9/10 years Signed 4 May 2017

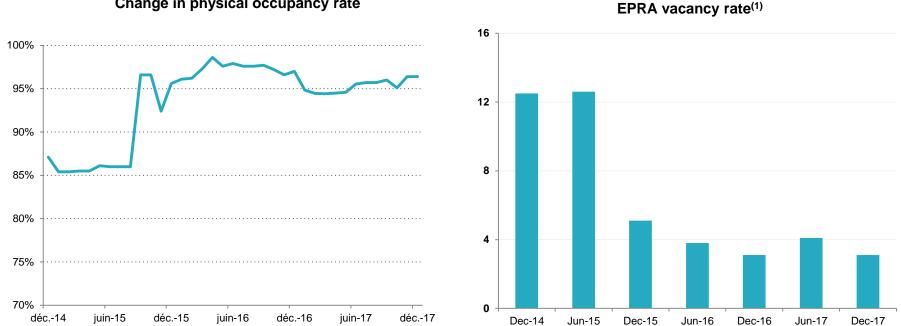


Physical occupancy rate at 31 December 2017 **96.4%**⁽¹⁾

(97.0% at 31 December 2016)



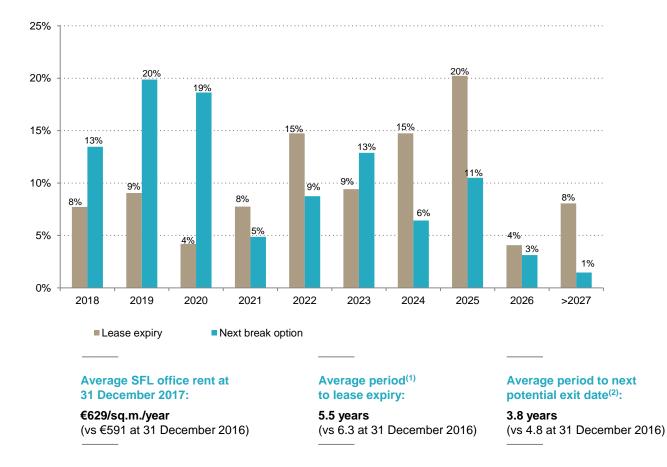
3.1%⁽¹⁾



Change in physical occupancy rate

(1) Surface area attributable to SFL

2 Lease Renewals



Commercial lease expiry dates

(1) Weighted average remaining life of commercial leases in progress at 31 December 2017

(2) Weighted average period to next potential exit date for commercial leases in progress at 31 December 2017





Property Transactions

3 Investment/Development: 112 Zola – Paris 15



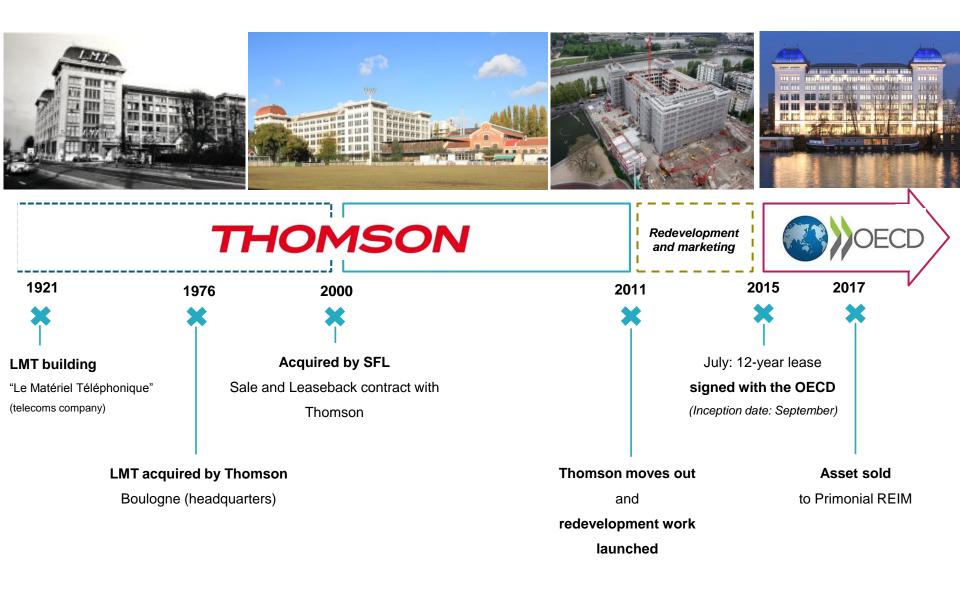
A major redevelopment project offering considerable scope to create value:

- 36 months' work (delivery scheduled for 2021)
- Budget ≈ €3,000/sq.m.
- Opportunity to increase available space by around 15%



- Acquired on 30 November 2017; €165m excluding transfer costs; €166m including transfer costs
- Planned surface area: 24,000 sq.m. on a 6,300 sq.m. plot
- Prime contractor selected (Y. Martineau Architecture/Jouin Manku)
- Approval obtained
- Building permit applied for in October 2017 (currently under review)
- APS preliminary design finalised (November 2017)
- APD preliminary design in the process of being finalised
 - ROI > 5% IRR ≈ 7%

3 Sale: IN/OUT – Boulogne-Billancourt



3 Sale: IN/OUT – Boulogne-Billancourt

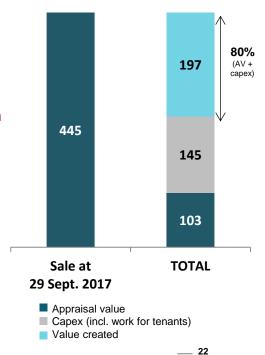


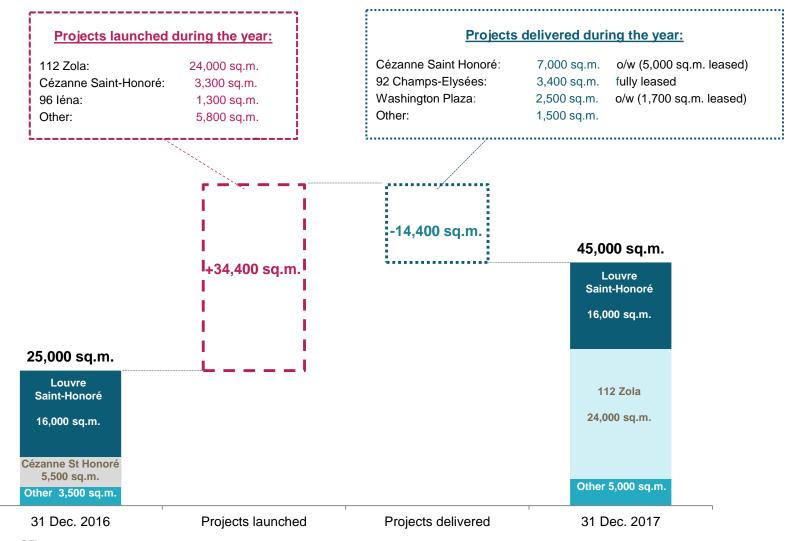
Value created

- Creation of a unique office campus with a dedicated service centre
- Improved user comfort in an efficient workspace and an exceptional environment
- Highly respected partners:
 - DTACC architects
 - Jouin-Manku design consultancy
- Exemplary environmental credentials
 - ✓ "Outstanding" HQE rating
 - ✓ LEED Platinum
 - ✓ BREEAM-in-Use Excellent

Key figures

- Surface area: 35,000 sq.m. (including 4,000 sq.m. created / service centre)
- Price excl. transfer costs: €445m
- Price incl. transfer costs: €453m
- Yield incl. transfer costs: 3.7%
- Ratio: €12,750/sq.m.
- IRR: 12%

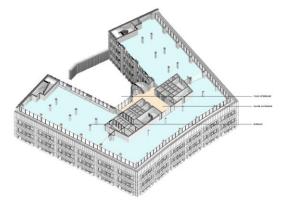


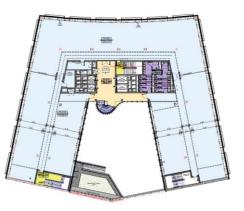


* Surface area attributable to SFL

3 Redevelopment Projects: 96 IÉNA

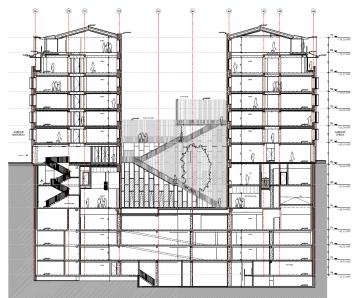








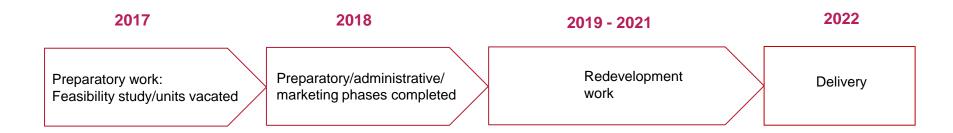
- Prime contractor: DPA (D. Perrault)
- Approval obtained
- Building permit obtained
- Redevelopment of 9,300 sq.m. (1,000 sq.m. per floor with services)
- Scheduled delivery: 2021





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
- Marketing in progress
- Preparatory work/relocation of staff restaurant launched



3 SFL's CSR Policies



2017 BREEAM Awards Corporate Investment in Responsible Real Estate Award



2017 EPRA Awards EPRA BPR Gold Award EPRA sBPR Silver Award and Most Improved Report Award

- 100% of in-use properties are certified as meeting BREEAM-in-Use International (BIU) standards
- The recently delivered redevelopment projects all comply with the following three standards:
 - BREEAM® New Construction
 - LEED®
 - HQE®
- SFL has earned Green Star ranking in each Global Real Estate Sustainability Benchmark (GRESB) Survey since 2014

4th SFL/Ifop Paris WorkPlace Survey



- 3,000 employees surveyed including 1,000 from French Tech
- 10 French Tech companies surveyed



SFL, committed to sustainable real estate



"From Baron Haussmann's Paris to the connected city, a century and a half of architecture"

From SFL's creation in 1879 to the present day





Financial Statements & Results

4 2017 Results

€m	2017	2016	Change
Rental income	195.8	198.1	-1.2%
Property expenses, net of recoveries	(10.9)	(10.5)	
Net rental income	184.9	187.6	-1.4%
Service and other revenues	2.2	2.9	
Depreciation, amortisation and provision expense, net	0.3	(1.6)	
Employee benefits expense and other expenses	(23.3)	(19.2)	
Operating profit before disposal gains and fair value adjustments	164.1	169.7	-3.3%
Profit on asset disposals	80.3	0.0	
Fair value adjustments on investment property	635.1	438.0	
Share of profits/(losses) of associates	0.0	0.0	
Finance costs and other financial income and expenses	(40.7)	(48.1)	
Income tax (expense)/benefit	(42.5)	3.3	
Profit for the year	796.3	562.9	
Non-controlling interests	(111.0)	(58.8)	
Attributable net profit EPRA earnings	685.3 102.4	504.1 100.9	+1.5%

4 EPRA earnings

	2017		201	2016	
€m	Recurring EPRA	Non recurring	Recurring EPRA	Non recurring	Recurring EPRA
Rental income	195.8	0	198.1	0	-1.2%
Property expenses, net of recoveries	(10.9)	0	(10.5)	0	
Net rental income	184.9	0	187.6	0	-1.4%
Service and other revenues	2.2	0	2.9	0	
Depreciation, amortisation and provision expense, net	0.3	0	(1.6)	0	
Employee benefits expense and other expenses	(20.4)	(3.0)	(19.2)	0	
Operating profit before disposal gains and fair value adjustments	167.0	(3.0)	169.7	0	-1.6%
Profit on asset disposals	0	80.3	0	0	
Fair value adjustments on investment property	0	635.1	0	438.0	
Share of profits/(losses) of associates	0	0	0	0	
Finance costs and other financial income and expenses	(41.2)	0.5	(46.0)	(2.1)	-10.3%
Income tax (expense)/benefit	(9.2)	(33.3)	(8.3)	11.6	+10.1%
EPRA earnings before non-controlling interests	116.6	679.7	115.3	447.6	
Non-controlling interests	(14.2)	(96.8)	(14.4)	(44.4)	
EPRA earnings	102.4	582.9	100.9	403.2	
EPRA earnings per share	€2.20		€2.17		+1.5%

€m	31 Dec. 2017	31 Dec. 2016
Assets		
Investment property	6,119	5,605
Other non-current assets	25	24
Total non-current assets	6,144	5,629
Properties held for sale	0	0
Other current assets	104	135
Total current assets	104	135
Total Assets	6,249	5,764
Equity & Liabilities		
Equity	3,763	3,123
Non-controlling interests	476	371
Total equity	4,239	3,494
Non-current liabilities	1,904	1,813
Current liabilities	106	457

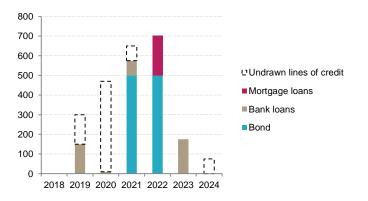
Total Equity and Liabilities	6,249	

5,764

€m	31 Dec. 2017	31 Dec. 2016	Change
Bonds	1,000	1,301	-301
Bank loans	444	445	-1
Mortgage loans	203	205	-2
Total debt	1,647	1,951	-304
Cash and cash equivalents	16	20	-4
Net debt	1,631	1,931	-300
Undrawn lines of credit	760	540	+220

Loan-to-value	24.6%	31.7%	-7.1%
Interest cover	4.0x	3.7x	+0.3
Average maturity (years)	4.5	4.4	+0.1
Average spot cost of debt (after hedging)	1.7%	1.9%	-0.2pt

Maturities of debt at 31 December 2017 (€m)



S&P rating upgraded to BBB+/A2 with a stable outlook

Two new bank facilities for 6 and 7 years respectively, for a total of €250m

4 Net Asset Value

€m	31 Dec. 2017	31 Dec. 2016	Change
Equity	3,763	3,123	
Treasury shares and stock options	11	14	
Unrealised capital gains	17	16	
Elimination of financial instruments at fair value	(1)	0	
Elimination of deferred taxes	99	81	
EPRA NAV	3,889	3,234	+20.3%
EPRA NAV per share	€83.6	€69.5	+20.3%
Financial instruments at fair value	1	0	
Fixed-rate debt at fair value	(63)	(71)	
Deferred taxes	(99)	(81)	
EPRA NNNAV	3,729	3,082	- 24 .00/
EPRA NNNAV per share	€80.1	€66.2	+21.0%
Number of shares (thousands)	46,529	46,529	

Growth in EPRA NNNAV (€m)

NNNAV at 31 December 2016	3,082
Change in fair value of attributable assets	+507
Profit on asset disposals	+80
Change in fair value of debt and other financial instruments	+9
EPRA earnings	+102
Dividends	-49
Other	-3
NNNAV at 31 December 2017	3,729

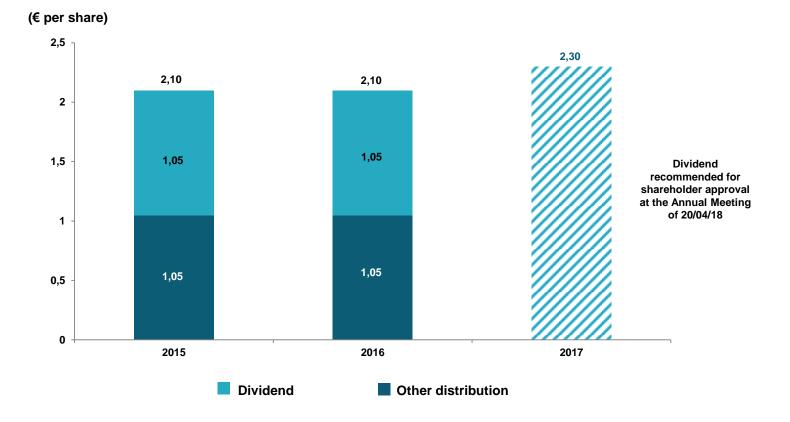


(€m)	2017	2016
EPRA Earnings	102.4	100.9
EPRA NAV	3,889.0	3,233.9
EPRA NNNAV	3,728.9	3,081.8



(%)	2017	2016
EPRA Net Initial Yield	2.8%	2.9%
EPRA topped-up Net Initial Yield	3.2%	3.6%
EPRA Vacancy Rate	3.1%	3.1%
EPRA Cost Ratio (incl. vacancy costs)	13.6%	12.9%
EPRA Cost Ratio (excl. vacancy costs)	12.2%	11.1%

4 Dividend per Share



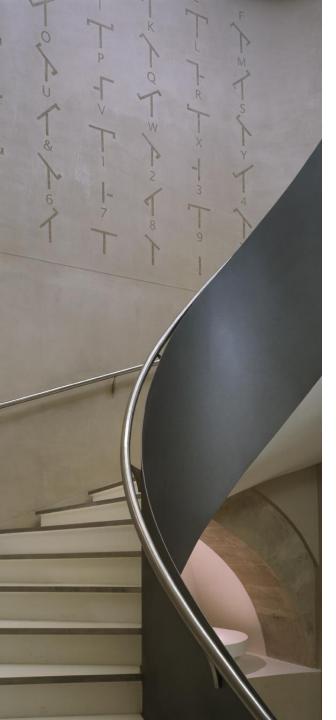
	2017	2016	Change
Rental income (IFRS)	€195.8m	€198.1m	-1.2%
Operating profit before disposal gains and fair value adjustments	€164.1m	€169.7m	-3.3%
Profit on asset disposal gains and fair value adjustments to investment property	€715.4m	€438.0m	+63.3%
Attributable profit	€685.3m	€504.1m	+35.9%
EPRA earnings	€102.4m	€100.9m	+1.5%

	31 Dec. 2017	31 Dec. 2016	Change
Equity	€3,763m	€3,123m	+20.5%
Consolidated portfolio value (excluding TC)	€6,229m	€5,736m	+8.6%
EPRA NNNAV	€3,729m	€3,082m	+21.0%
EPRA NNNAV per share	€80.1	€66.2	



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Appendices

SFL in Brief



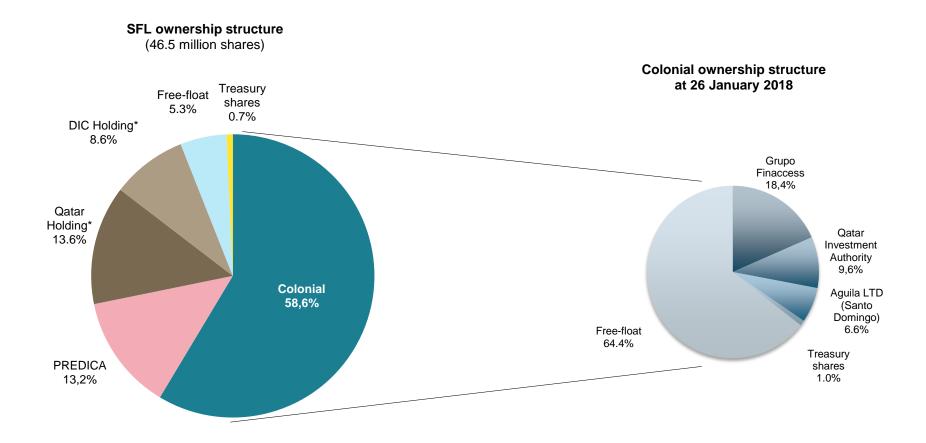
- Founded in 1879: 139 years of sustainable business development
- € Managing a €6.2 billion, 388,100 sq.m. property portfolio



- 98% of assets in Paris, of which 83% in the CBD
- 78% offices and 21% retail units
- dh

%

- 20 very large property complexes
- A very high value-added tenant portfolio



* Shareholders acting in concert

Organisation Structure



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)
Anne-Marie de Chalambert	Independent director
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)
Luis Maluquer Trepat	Director (Colonial)
Adnane Mousannif	Director (QIA)
Nuria Oferil Coll	Director (Colonial)
Anthony Wyand	Independent director

Executive and Strategy Committee

Juan José Brugera Clavero (Chairman) Jean-Jacques Duchamp Carmina Ganyet I Cirera Pere Viñolas Serra

Audit Committee

Carlos Fernandez-Lerga Garralda (Chairman) Anne-Marie de Chalambert Jean-Jacques Duchamp Carmina Ganyet I Cirera

Remuneration and Selection Committee

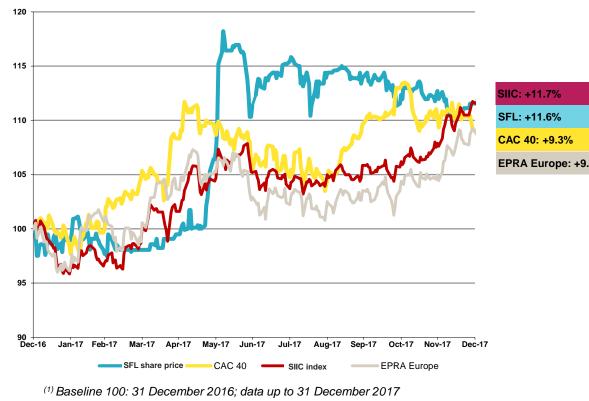
Anthony Wyand (Chairman) Anne-Marie de Chalambert Pere Viñolas Serra

Committee of Independent Directors

Anne-Marie de Chalambert Sylvia Desazars de Montgailhard Anthony Wyand

Share Performance

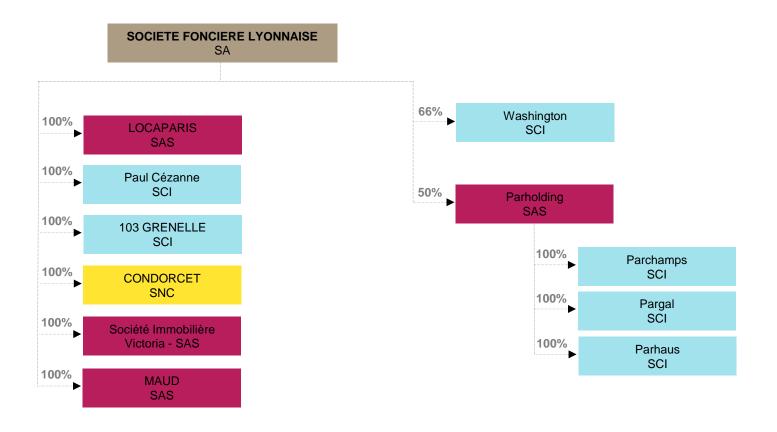
2017 Share Performance⁽¹⁾

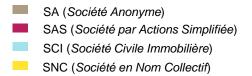


Sources: Euronext/Epra

2017 Key Figures⁽¹⁾

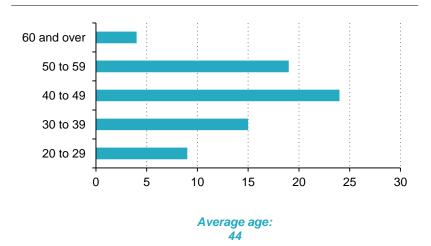
	Number of shares at 31 December 2017 (thousands)	46,529
	Average daily trading volume (shares)	2,551
.3%	Average daily trading volume (euros)	€133k
	Closing share price on 31 December 2016	€48.95
	High for the period (7 June)	€57.90
	Low for the period (4 January)	€47.21
	Closing share price on 31 December 2017	€54.61





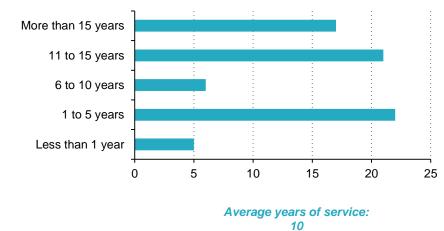
Number of employees	31 Dec. 2017	31 Dec. 2016
Administrative staff	4	5
Supervisors	11	10
Managers	56	58
Total headquarters	71	73
Building caretakers	2	2

Employees⁽¹⁾ by age group (on payroll at 31 December 2017)



 $Employees^{(1)} \, by \, years \, of \, service$

(on payroll at 31 December 2017)



⁽¹⁾ Excluding building caretakers

Expenditure (€m)	2017	2016
Major redevelopment projects	14.0 ⁽¹⁾	43.7
Other capitalised expenditure	18.8	22.5
Total	32.8	66.2

(1) of which: Louvre Saint-Honoré: €9.1m; 112 Zola: €3.0m; 96 léna: €1.9m

