



Paris, 9 November 2010

# Sound 9M 2010 rental revenues: +1.2% like-for-like and active debt management

With €8,6 billion - o/w 80% are offices - leased to large corporates (France Telecom, EDF, Accor, Suez Environnement, Telecom Italia, etc.) and debt levels that are controlled and secured, Foncière des Régions applies dynamic and value creation asset management based on:

- long-term strategic partnerships with its tenants, generating real-estate development opportunities (turnkey leases, etc.)
- the acquisition of portfolios with value-creation potential
- the regular disposal of properties that have reached their maturity

This strategy gives Foncière des Régions high visibility on its rental revenues with more than 6 years of residual firm lease duration.

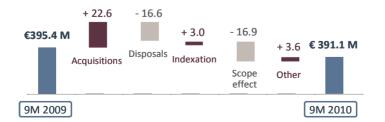
In an even difficult context, but confirming the rebound in the investment market that began in H1 2010 and the incipient recovery in the office leasing market in Q3 2010, Foncière des Régions' leasing activity in Q3 2010 was substantial and its real-estate indicators solid: occupancy rate stable at 93% and rental revenue up 1.2% on a like-for-like basis.

The asset turnover policy was continued, with the start of exclusive discussions with Eiffage Construction within the framework of a turnkey lease project, the acquisition of two hotel portfolios and continuation of the disposals programme, which has now totalled €366 million since the start of 2010.

At the same time, several refinancing deals were undertaken (including the one for the CB 21 Tower), and the process of obtaining SIIQ status for Beni Stabili saw an additional threshold crossed with the decline to 50.9% in Foncière des Régions' holdings of Beni Stabili, thus meeting the shareholder conditions set by the Italian SIIQ regime.

# 9M rental revenues: €391 million + 1.2% on a like-for-like basis

Rental revenues totalled €391.1 million (versus €395.4 million) under the cumulative effects of the disposals made and the change in the average rate of holdings in Beni Stabili, partially offset by the growth in rental revenues on a like-for-like basis and the effect of the acquisitions made at the end of 2009 and the start of 2010.



Against this background, consolidated revenues at the end of September 2010 was €619.5 million (+1.3%), while the Group share of revenues declined slightly (-2.9%) to €413.1 million (see attached tables).

# Sustained leasing activity during Q3 2010

#### France Telecom partnership: 12 additional assets renewed

During the period, our teams renegotiated lease renewals for firm periods of 6 years (effective 2012) on 11 assets representing annualised rent of  $\leq 2.3$  million. A  $12^{th}$  site was renewed for a firm period of 8 years (effective September 2010).

At the same time, our teams also began the operational implementation of the major agreement signed at the end of July 2010 with France Telecom concerning 194 assets, 70% of which had been renewed for firm periods of 6 to 12 years. The remaining 30% were either renewed under traditional 3/6/9 leases or sold to France Telecom.

#### EdF partnership: 2 additional assets renewed

Leasing activity during the period saw the advancement of our partnership with EdF. Two additional assets (20,000 m<sup>2</sup> -  $\leq$ 22 million in annualised rent) were renewed, bringing the number of renewed assets to 20 out of the 32 held.

As a reminder, one asset has already been released (Boulogne) and is in the process of being restructured by our teams (delivery scheduled for Q2 2011), while two assets (Lille and Saint Mandé) are in the process of being released and are benefiting from the dedicated value-creation repositioning strategy.

The principal leases in the second part of 2010 were the following:

- Leasing of the Garibaldi A & B towers (30,000 m<sup>2</sup> of office space in Milan) to Tecnimont for 9 years firm (renewable) starting 1 November 2010. This transaction represents €15 million in annualised rent. Tower B was delivered in January 2010, while the delivery of Tower A is scheduled for the end of 2012
- Pre-leasing to Coin of Galleria del Corso, 4,700 m<sup>2</sup> of commercial premises in central Milan, delivery of which is scheduled for 2011
- Leasing at the end of October 2010, by the Foncière Europe Logistique teams, of 18,000 m<sup>2</sup> of the Bollène logistics site, in the context of a 9-year lease.

Despite a still-tight leasing market, this leasing activity gives Foncière des Régions solid real-estate indicators at the end of September 2010, with an occupancy rate stable at 93% and an increase in like-for-like rental revenues of 1.2%:

Group share data	% of lease	9M 2010	Change (%) like-for-like	Occup. rate end Sept. 2010	Occup. rate end June 2010	Firm lease duration end June 2010
Offices France	53%	207.1	- 0.1%	91.9%	92.2%	6.0
Offices Italy	26%	102.3	+ 4.2%	94.4%	94.2%	7.8
Total Offices	79%	309.4	+ 1.4%	92.7%	92.7%	6.5
Service sector	10%	38.2	+ 5.0%	100%	100%	8.9
Logistics	11%	43.5	- 3.3%	88.2%	87.3%	2.9
Total	100%	391.1	+ 1.2%	92.9%	93.1%	6.3

The indicated occupancy rates for the end of September and the end of June include the CB 21 Tower, which is 2/3 leased. The firm lease duration end of June take into account the France Telecom agreement signed in July 2010

#### Continuation of asset turnover policy

After acquiring in H1 2010 of a portfolio of properties leased to IBM valued at  $\leq$ 59 million, in Q3 2010 Foncière des Régions is in exclusive negotiations with Eiffage Construction for a turnkey lease at Velizy (Headquarters of Eiffage Construction - 10,000 m<sup>2</sup> - BBC HQE Construction - Delivery end of 2011).

At the same time, Foncière des Régions contributed €25 million to the capital increase of around €100 million successfully carried out by Foncière des Murs, pursuing the following threefold objective:

- The acquisition with Prédica of 48 Accor hotels for a total of €367 million (effective end of 2010)
- The acquisition of a portfolio of B&B hotels for €85 million (effective end of 2010)
- Improvement of the company's financial flexibility

The annual programme of disposals was continued, and currently totals €366 million in disposals and disposal agreements (see attached table), carried out at values higher than the appraised values from the end of 2009.

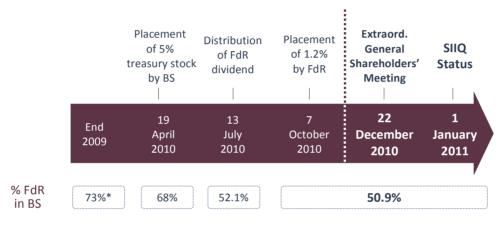
# Active management of financing: Goal of decline in the cost of debt

Since the start of the year, an additional €600 million in refinancing has been negotiated, including the signing in Q3 2010 of a new financing deal for the CB 21 Tower, worth €270 million over 7 years at an annual cost of less than 3.50%, with a pool of three German banks (Bayern LB, DG Hyp and LBB).

Accompanied by a significant reduction in our debt and the optimisation of our hedges since the start of 2010, this active management of our financing should allow Foncière des Régions to continue reducing its LTV ratio, and to attain an average cost of debt in the order of 4% by the end of 2010 (versus 4.60% at the end of June 2010).

#### SIIQ status for Beni Stabili: Compliance with the shareholder conditions set by the SIIQ regime

After having reduced its holdings of Beni Stabili in several stages (see following chart), Foncière des Régions currently holds 50.9% of the capital of its Italian subsidiary, which now meets the shareholder conditions set by the Italian SIIQ regime.



# **Outlook: Continuation of the strategy**

Foncière des Régions recalls its desire to consolidate its real-estate position centred on the market for offices leased to large accounts, continue its active strategy of asset management, particularly vis-à-vis its tenants, and seize opportunities for development and investment, all while controlling its level of debt.

On this occasion, Christophe Kullmann, CEO, said: "Good achievements in Q3, in term of asset management and active management of the debt will continue to strengthen Foncière des Régions fundamentals: real estate company focused on offices, partnering with large corporates".

A conference call dedicated to analysts and investors will take place today at 2:30pm (Paris time)

A presentation about this conference call is available on the Foncière des Régions website: <u>www.foncieredesregions.fr/finance</u>

**Financial schedule:** 2010 Annual Results: 22 February 2011 before market opening

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#### About Foncière des Régions

#### Foncière des Régions, real estate partner

Foncière des Régions is a major listed real estate company with unique characteristics:

A Real estate company focused on offices

The real estate partner of large companies (France Telecom, EDF, Accor, Dassault Systèmes, Suez Environnement, Telecom Italia, etc)

Highly visible rental income

A continuous asset enhancement strategy (property quality and efficiency, environmental performance, etc)

A listed real estate investment company (SIIC), Foncière des Régions also successfully applies its business model as a real estate partner to other business sectors (logistics, business premises, etc.).

Foncière des Régions is listed on Euronext Paris Compartment A (FR0000064578 - FDR) and admitted to the DSS. Foncière des Régions shares are a component of MSCI, SBF 120, Euronext IEIF "SIIC France" index, the CAD Mid100 as well as other European real estate indices including EPRA and the GPR 250.

# Key figures at the end of 2009

- €9.3bn assets (Group share)
- €526m rental income (Group share)
- 337 staff throughout France
- 7 regional departments in France

To learn more: www.foncieredesregions.fr

# Appendices:

Consolidated data (€M)	9M 2009 reported	9M 2009 proforma	9M 2010	Change (%) vs proforma
Offices France	195.1	195.1	207.2	+ 6.2%
Offices Italy	159.5	159.5	162.4	+ 1.8%
Total Offices	354.6	354.6	369.6	+ 4.2%
Business premises	148.3	148.3	152.3	+ 2.7%
Logistics	69.6	69.6	64.9	- 6.8%
Residential	158.4	-		-
Total rental revenues	730.9	572.5	586.8	+ 2.5%
Other	41.6	38.9	32.7	- 15.8%
Total revenues	772.5	611.4	619.5	+ 1,3%

#### Consolidated revenues

# Group share revenues

Group share data (€M)	9M 2009 reported	9M 2009 proforma	9M 2010	Change (%) vs proforma
Offices France	195.0	195.0	207.1	+ 6.2%
Offices Italy	116.6	116.6	102.3	- 12.2%
Total Offices	311.6	311.6	309.4	- 0.7%
Business premises	40.2	40.2	38.2	- 5.0%
Logistics	43.6	43.6	43.5	- 0.2%
Residential	61.3	-	-	-
Total rental revenues	456.7	395.4	391.1	- 1.1%
Other	31.1	30.0	22.0	- 26.9%
Total revenues	487.7	425.4	413.1	- 2.9%

# Disposals and disposal agreements

Group share data (€M)	Agreements	Disposals	Total
Offices France	176.6	85.3	261.9
Offices Italy	11.4	62.5	74.4
Total Offices	188.5	147.8	336.3
Business premises	7.2	10.7	17.9
Logistics and activities	12.2	0	12.2
Total	208.0	158.5	366.5