

Paris, 12 May 2011

# Foncière des Régions: a dynamic first quarter 2011

- Consolidated turnover at the end of March 2011 was up 3.3% to €209.4 million, while turnover Group share was €131.8 million, up 2% (see attached tables).
- Foncière des Régions' leasing business for the period kept occupancy rates high at 95% and generated a 1% rise in like-for-like rental revenues, which hit €122.5 million.
- In the first quarter of 2011, the Group also continued its policy of investing in offices by acquiring the Degrémont headquarter in Rueil-Malmaison for €43 million, while at the same time disposing of €76 million in non-strategic assets.
- To fulfil its objective of simplifying its structures and streamlining the assets in its portfolio, Foncière des Régions increased its holding in FEL to 82% by acquiring 14.6% held by a Morgan Stanley fund for €47 million. This transaction is the 1<sup>st</sup> step towards holding 100% of this Logistics and Light Industrials portfolio. Following a strategic review of this portfolio, the goal is to accelerate its valuation with:
  - o disposal of some logistics platforms
  - o redevelopment of sites in the Paris region

"The achievements of this 1<sup>st</sup> quarter 2011 have allowed us to reaffirm our financial objective to maintain stable net recurring income in 2011. We will continue our policy of investing in offices and simplifying our organisation," said Christophe Kullmann, CEO of Foncière des Régions.

\* \*

## Rental revenues strong: €123 million + 1% on a like-for-like basis as at Q1 2011

Rental revenues Group share for the first quarter hit €122.5 million (compared with €134.2 million) cumulatively:

- on the positive side: from growth in like-for-like rental revenues (+ 1%) and acquisitions at the end of 2009 and beginning of 2010
- on the negative side: disposals and the change in the holding of Beni Stabili.



#### Occupancy rate stable at 95%

In fact, nearly 23,000sq.m in available space of the Office - France assets were leased over the period, while 48,000sq.m of existing leases were renewed at 3.5% over the leases in place. All of these lease deals together represent more than €17 million in leasing income. In Italy, leases and renewed leases accounted for close to 15,000sq.m, or more than €3 million in leasing income.

Despite a real-estate market that still shows few strong signs of recovery, this leasing activity allowed Foncière des Régions to post strong real-estate indicators at the end of March 2011. In fact, on a like-for-like basis, office leasing revenues are up 1.3% in France and 1.1% in Italy, while occupancy rates remain high at 94.2% and 96.4%, respectively

	0/ -4		D:(( (0/)	Occupancy rate		
Group share	% of leasing revenues	Q1 2011 (€million)	Diff (%) on like-for- like basis	End March 2011	End 2010	Residual lease term end 2010
Office - France	55%	67.8	+ 1.3%	94.2%	94.3%	5.7
Office - Italy	23%	28.3	+ 1.1%	96.4%	97.1%	7.7
Office - Total	78%	96.1	+ 1.2%	94.7%	95.1%	6.3
Service Sector	10%	12.1	+ 3.1%	100.0%	100.0%	8.7
Logistics and Light Industrials	12%	14.3	- 2.8%	88.5%	88.1%	2.4
Total	100%	122.5	+ 0.9%	94.5%	94.8%	6.1

# Partnership with Suez Environnement continued by acquiring the Degrémont headquarter in Rueil-Malmaison for €43 million

Foncière des Régions agreed to buy a 13,800sq.m property for €40.5 million, excluding transfer duties (€43 million including transfer duties) in Rueil Malmaison, in Paris Western Crescent.

Headquarter for Degrémont, a Suez Environnement subsidiary, this property is 100% leased for 12 years fixed and will immediately yield 8% net excluding transfer duties, (7.5% including transfer duties) with a lease of €235/sq.m/year.



## €76.3 million in non-strategic asset disposals, above 2010 valuation appraisals

Continuing its regular policy of disposing of non-strategic assets and properties with limited value-creation potential, Foncière des Régions sold €76.3 million in the first three months of 2011 at an average of 3% above valuation appraisals at the end of 2010.

(€million)		Disposals agreements	Disposals	Total
Office - France	100 %	93.6	67.2	160.8
Office - Italy	100 %	17.9	3.6	21.4
	GS	9.1	1.8	10.9
Office - Total	100 %	111.5	70.7	182.2
	GS	102.7	69.0	171.7
Service Sector	100 %	114.0	6.0	120.0
	GS	28.6	1.5	30.1
Logistics	100 %	9.5	8.7	18.2
	GS	6.4	5.9	12.2
Total	100 %	235.0	85.4	320.4
	GS	137.7	76.3	214.0

## FEL capital up 82% by acquiring 14.6%¹ held by a Morgan Stanley² fund for €47 million

Foncière des Régions increased its holdings in FEL to 82% on 11 May 2011 by acquiring 14.6% held by a Morgan Stanley fund for €47 million (i.e., €2.8 per share).

This transaction is the 1<sup>st</sup> step towards holding 100% of this Logistics and Light Industrials portfolio and comes as a result of a strategic review of this asset.

The goal over the medium term is to speed up the valuation of various portfolio asset classes (Logistics Platforms in France and Germany, Urban Logistics in the Paris region, Light Industrials in central Paris) by:

- disposal of some logistics platforms
- redeveloping sites in the Paris region

This acquisition will have an immediate positive impact on NAV and Recurring Net Income.

# A conference call for analysts and investors will take place at 6:00 PM (Paris time)

The presentation for the conference call will be available on the Foncière des Régions site: <u>www.foncieredesregions.fr/finance</u>

#### Financial calendar:

2011 Half-year results: 27 July 2011

#### Investor and media relations

Philippe Le Trung Tel.: + 33 (0)1 58 97 52 04 philippe.letrung@fdr.fr Sébastien Bonneton Tel.: + 33 (0)1 58 97 52 44 sebastien.bonneton@fdr.fr

3/5

.

<sup>1 14.59 %</sup> of the capital, i.e., 16,773,406 Foncière Europe Logistique shares

<sup>&</sup>lt;sup>2</sup> MSRESS III Investment Management SARL

#### **Shareholder Relations Department**



## About Foncière des Régions

## Foncière des Régions, foncière partenaire

As a major office real estate company with €8.6 billion in assets and 74% Offices in sound markets, Foncière des Régions deploys a strategy focused on:

- Partnerships with large companies ensuring long-term revenues
- A continuous asset enhancement strategy through asset rotation and real estate developments that meet the needs of the market

As a listed real estate investment company (SIIC), Foncière des Régions successfully operates its business model as a real estate partner in various business sectors (logistics, service sector, 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 the MSCI, SBF 120 and Euronext IEIF "SIIC France" indices, the CAC Mid100 and other European real estate indices including EPRA and the GPR 250, as well as the ethical index "FTSE4 Good".

## Key figures at the end of 2010

- €8.6bn assets (Group share)
- Over 300 employees in France

To find out more: www.foncieredesregions.fr

## **Annexes**

## **Consolidated turnover**

(€million)	Q1 2010	Q1 2011	Var. (%)
Office - France	68.1 M€	€69.2 mln	+ 1.6%
Office - Italy	53.4 M€	€55.6 mln	+ 4.0%
Office - Total	121.6 M€	<b>€124.8</b> mln	+ 2.6%
Service Sector	47.8 M€	€48.3 mln	+ 0.9%
Logistics and light industrial	21.8 M€	€21.3 mln	- 2.7%
Total leasing revenues	191.2 M€	<b>€194.3</b> mln	+ 1.6%
Services and other	11.6 M€	€15.1 mln	+ 30.8%
Turnover	202.7 M€	<b>€209.4</b> mln	+ 3.3%

## Turnover, Group share

(€million)	Q1 2010	Q1 2011	Var (%)
Office - France	68.1 M€	€67.8 mln	- 0.3%
Office - Italy	39.1 M€	€28.3 mln	- 27.6%
Office - Total	107.1 M€	<b>€96.1</b> mln	- 10.3%
Service Sector	12.0 M€	€12.1 mln	+ 0.9%
Logistics and light industrial	14.7 M€	€14.3 mln	- 2.7%
Total leasing revenues	133.8 M€	€122.5 mln	- 8.5%
Var. (constant holding in Beni Stabili)			+ 0.5%
Services and other	8.3 M€	€9.4 mln	+ 13.4%
Turnover	142.0 M€	€131.8 mln	- 7.2%
Var. (constant holding in Beni Stabili)			+ 2.0%