

## 2011 Annual Results

### Solid operating performance and a focus on strengthening the financial structure

	2010	2011**	Change (%)
Assets in € millions	1,181	1,147	- 1.1%*
EPRA NAV per share in €	4.37	4.35	- 0.3%
Consolidated rental income € millions	86.6	85.2	- 1.2%*
EPRA recurring net income in € millions	34.4	39.5	+ 14.7%

\* like-for-like basis

\*\* The audit of the consolidated accounts has been performed. The certification report will be issued after the specific verifications have been completed.

### Sustained activity, occupancy rate above 90%

Foncière Europe Logistique signed leases for close to 261,000 sq. m surface area including 217,000 sq. m for new tenants and 43,000 sq. m renewals. These new leases, including Schenker in Bingen (27,209 sq. m), La Plateforme du Bâtiment in Pantin (17,721 sq. m) and Kuehne & Nagel in Gennevilliers (14,512 sq. m), reflect a sharp recovery in rental activity. They allowed the company to post a financial occupancy rate of 91.4%, against 89.6% at 31 December 2010, in an environment that has again become uncertain since summer 2011.

After these signings, the average remaining duration of leases in the Logistics portfolio remains at 2 years and 7 months.

### Solid rental income

As at 31 December 2011, rental income was €85.2 million:

EUR '000s	2010	2011	Change (%)	Like-for-like change (%)
Logistics France	45,067	44,984	- 0.2%	- 0.3%
Logistics Germany	8,725	8,941	+ 2.5%	+ 2.5%
Light industrial	17,706	17,056	- 3.6%	- 3.7%
Garonor Aulnay	15,093	14,197	- 5.9%	- 3.5%
<b>TOTAL</b>	<b>86,591</b>	<b>85,178</b>	<b>- 1.6%</b>	<b>- 1.2%</b>

The strong performance of Logistics rental income partially offsets the decline in rental income from the Pantin and Garonor Aulnay sites, which are under renovation.

### **Increase in recurring net income**

The company's EPRA recurring net income totalled €39.5 million (€0.34/share) compared to €34.4 million (€0.30/share) at 31 December 2010, an increase of 14.7%. This increase reflects:

- a significant adjustment of rental charges over the periods preceding Pantin (+€3.5 million)
- a decline in the average cost of debt (+€3.2 million).
- the strong resilience of rental income (-€1.4 million).

### **Slight decline in asset values**

At the end of 2011, the assets of Foncière Europe Logistique were valued at €1,147 million excluding transfer duties, a decline of 1.1% on a like-for-like basis since December 2010. The potential yield of the portfolio excluding transfer rights was 8.5%.

The EPRA NAV came to €4.35/share and the Triple Net NAV, after adjusting for the negative fair value of financial instruments (-€0.71/share) and deferred tax liabilities (-€0.49/share), stood at €3.15/share.

### **Asset rotation**

The disposal of Bâtiment 22 to Garonor Aulnay was concluded in December 2011 for €17 million. This signature brings the total amount of disposals by Foncière Europe Logistique in 2011 to €35 million.

### **Controlled debt**

Net debt at 31 December 2011 was €641 million, representing 55.8% of assets (57.6% at 31 December 2010), for banking covenants set at 65%.

The average debt interest rate was down significantly to 4.6% (from 4.9% at end 2010), while the spot rate at 31 December 2011 was 4.5%.

The ICR was 2.3 at 31 December 2011, significantly above that of its banking covenants (1.5).

### **Focus on strengthening the financial structure**

Given the current environment and in order to focus on strengthening its financial structure and funding its assets under development, the company will recommend to the General Shareholders' Meeting on 5 April 2012 that a dividend not be distributed for the 2011 financial year.

### **Strategy and outlook**

The company intends to accelerate the valuation of the various asset classes in its portfolio (logistics platforms in France and Germany, urban logistics in the Paris region, business parks in central Paris) by focusing on the following areas:

- on-going asset management focused on increasing the occupancy rate and the longevity of rental income by extending the duration of leases
- pursuing its policy of asset rotation
- adapting its assets to future logistical challenges, specifically by anticipating and assessing future environmental standards, particularly at the Garonor Aulnay and Pantin sites:
  - Three off-plan lease agreements in 2011 totalling more than 27,000 sq. m at Garonor Aulnay
  - Renovation of Pantin under way with a budget of more than €23 million.

#### **About Foncière Europe Logistique**

Foncière Europe Logistique, 81.7% owned by Foncière des Régions, is a listed property investment company under France's SIIC regime (Société d'Investissements Immobiliers Cotée) and specialises in investment in logistics and business park facilities. At 31 December 2011, Foncière Europe Logistique held an asset portfolio valued at 1.1 billion euros, with assets located in France and Germany.

The Chairman of the Supervisory Board of Foncière Europe Logistique is Olivier Estève. Foncière Europe Logistique is managed by François de la Rochefoucauld.

Foncière Europe Logistique is listed on Euronext Paris, compartment B (FR0000064305 - FEL)

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