



Presentation of 2011 Annual Results

10 February 2012

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I. Significant events



I. Significant events

2011 Disposals, developments and rental activity

➤ Disposals: €35 million completed in 2011

- ✓ Disposal of Tri Postal (€8.7 million) on 7 March 2011,
- ✓ Disposal of Halle Sernam on 14 December 2011 to Saint-Gobain (€9.5 million),
- ✓ Disposal of Bâtiment 22, Garonor Aulnay (€17 million) on 22 December 2011 to Segro.

➤ Development: start of renovation of Citrail at Pantin and redevelopment at Garonor

- ✓ Citrail at Pantin: budget of €23.7 million - over 90% of works contracts signed – completion expected at the end of 2012.
- ✓ Redevelopment at Garonor: Three BEFA signed (total investment €19 million) with Transport Vaquier (9,200 sq. m), AFT Iftim (1,750 sq. m) and Agora Distribution (16,355 sq. m), marking the start of redevelopment of the South side of the site.

➤ Rental activity: Main movements at 31/12/2011

- ✓ Leases for approx. 261,000 sq. m signed, of which 80% are new signings. In Logistics, leases for 182,000 sq. m have been signed, i.e. approx. 15% of Logistics assets held by FEL in France and Germany.
- ✓ Net reduction in the operational asset vacancy rate from 10.4% at 31 December 2010 to 8.6% at 31 December 2011.
- ✓ For France logistics, new signatures are completed at market rent levels (€48).
- ✓ Average duration of Logistics leases (France + Germany) is 2 years 7 months.
- ✓ Main signings: Q-Cells at Bingen (27,209 sq. m), La Plateforme du Bâtiment at Pantin (17,721 sq. m), Kuehne & Nagel at Gennevilliers (14 512 sq. m), ID Logistique at Bollène (11,983 sq. m), CHP at Saint-Witz (10,717sq. m)

➤ **Slight contraction in values of - 0.9%:**

✓ *Asset value: - 0.9% on like-for-like basis*

✓ *EPRA Adjusted Net Asset Value: - 0.3% at €4.35/share*

➤ **Increase in Recurring Net Income, rental income remains solid**

✓ *A limited drop in rents (-1.2% on like-for-like basis)*

✓ *An increase in Recurring Net Income of 15% thanks to controlled financial charges and a significant adjustment in charges received this year (€3.5 million) on active assets.*

➤ **Slight improvement in LTV: 55.8% compared to 57.6% as at 31 December 2010**

II. 2011 activity

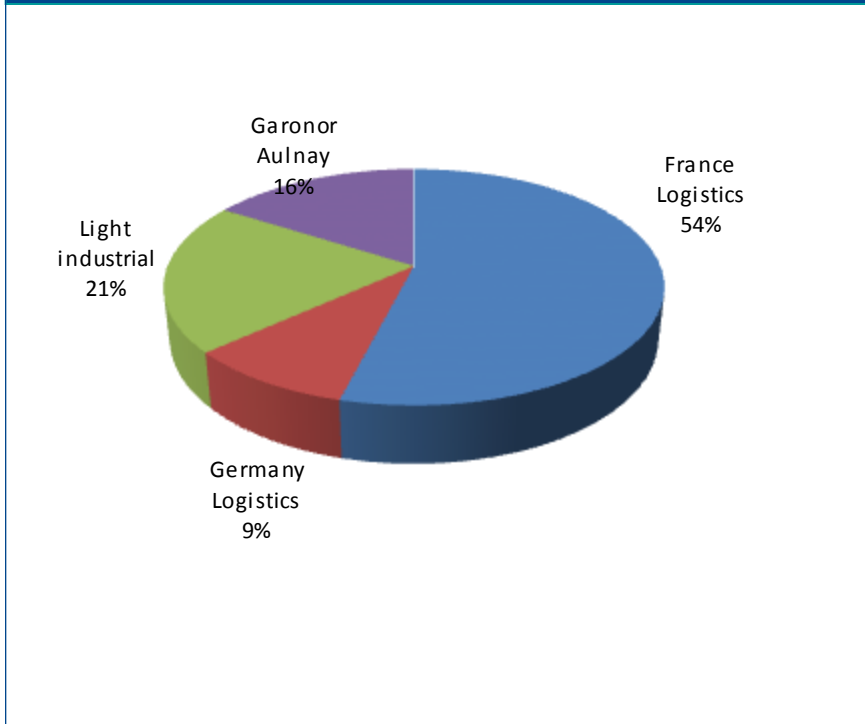


Assets valued at €1,147 million

	Number of assets	Number of buildings	Area	Appraised value excl. leasing rights
France Logistics	28	50	1,032,218 sq. m	€619.8 million
Germany Logistics	7	14	204,170 sq. m	€107.2 million
Light industrial	4	13	234,212 sq. m	€236.9 million
Garonor Aulnay	1	27	305,523 sq. m	€183.5 million
Assets (€ million)	40	104	1,776,123	€1,147.4 million

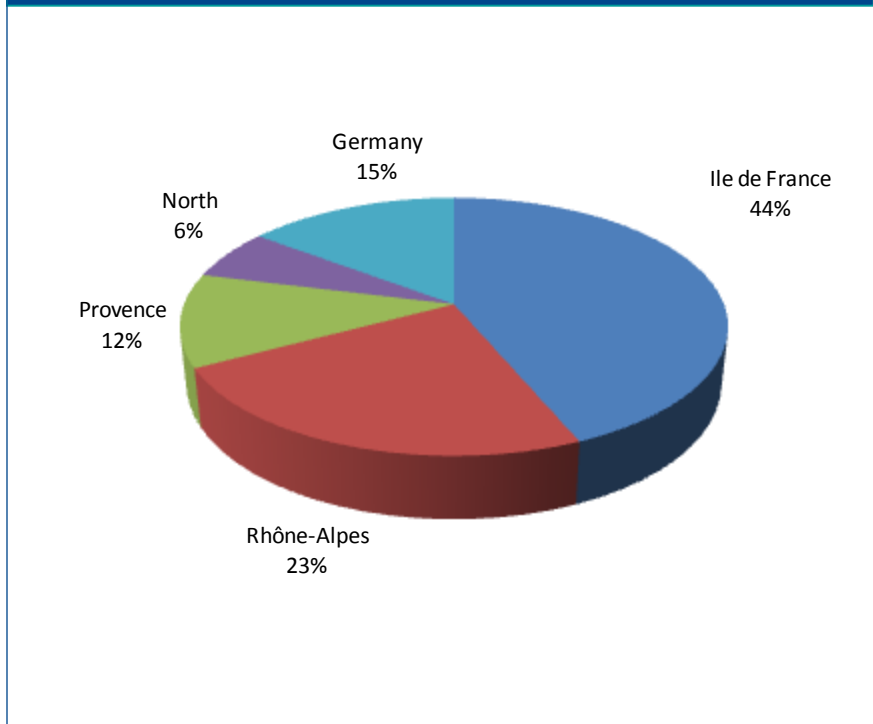
Asset distribution by product

Total: €1,147 million excl. leasing rights



Geographical distribution - Logistics*

Total: €727 million excl. leasing rights



* Light industrial sites and the Garonor Aulnay site are located in Paris and in the Ile-de-France region

Summary of appraisals 31 December 2011

Portfolios	Value excl. leasing rights at 31/12/2010 (€ million)	Value excl. leasing rights at 31.12.11 (€ million)	Year-on-year change (%) on like-for-like basis	Actual rate of capitalisation* at 31/12/2011	Potential rate of capitalisation** at 31/12/2011
<i>France Logistics</i>	622.4	619.8	-0.8%	7.6%	8.4%
<i>Germany Logistics</i>	107.8	107.2	-0.6%	8.6%	8.7%
Total Logistics	730.2	727,0	-0,8%	7.7%	8.4%
Light industrial	232.3	236.9	-1.3%	7.5%	8.3%
Garonor Aulnay	184.2	183.5	-0.6%	7.4%	9.2%
TOTAL	1,146.7	1,147.4	-0.9%	7.6%	8.5%

* Actual rate of capitalisation = annual gross rent at 31/12/2011 (reflects asset vacancies) / value excl. leasing rights

** Potential rate of capitalisation = Potential rent (annual gross rent at 31/12/2011 + valuation of vacant rentable premises at the rent value) / value excl. leasing rights

Slight contraction in appraisal values in 2011

Key indicators

- Annual rent of €56.3 million
- Total operational financial occupancy rate – December 2011:
 - ✓ 91.5% in France
 - ✓ 99.0% in Germany
 - ✓ i.e. a global occupancy rate of 92.7%
- Rental activity for 2011:
 - ✓ 12.3 % of leases renegotiated or newly signed in the Logistics sector, i.e. €6.9 million in annual rental income.
 - ✓ Average scale of renegotiated and newly signed leases: 8,000 sq. m
- A homogenous lease schedule
 - ✓ Average fixed residual term of 2 years and 7 months
 - ✓ 43% of annualised rents for Logistics have a duration of 3 years or more



Key indicators

- Annual rent of €17.5 million
- Total operational financial occupancy rate – December 2011:
 - ✓ 90.1% over the 4 sector sites
- Rental activity for 2011:
 - ✓ 14.6% of leases renegotiated or newly signed, i.e. €2.6 million in annual rental income
 - ✓ Average scale of renegotiated and newly signed leases: 1,300 sq. m
- A homogenous lease schedule:
 - ✓ Average fixed residual term of 1 year and 10 months
 - ✓ 18% of annualised rents for light industrial sites have a duration of 3 years or more
 - ✓ Approx. 230 leases managed across 4 sites, ensuring good risk dispersion
- Rehabilitation of Pantin site:
 - ✓ Budget €24 million
 - ✓ Work completion expected in December 2012



Key indicators

- Annual rent of €15.1 million
- Total operational financial occupancy rate – December 2011:
 - ✓ 88.1% for all 27 buildings
- Rental activity for 2011:
 - ✓ 12.8% of leases renegotiated or newly signed for 2011, i.e. €1.6 million in annual rental income
 - ✓ Average scale of renegotiated or newly signed leases: 1,100 sq. m
- A homogenous lease schedule:
 - ✓ Average fixed residual term of 1 year and 10 months
 - ✓ 17% of annualised rents for Garonor Aulnay have a duration of 3 years or more
 - ✓ Approx. 170 leases under management
- Redevelopment of the South end of the site:
 - ✓ Three BEFA signed for a total of 27,310 sq. m
 - ✓ Total budget €18.8 million
 - ✓ Start of work expected for start of 2012 for delivery end of 2012 and 2013.



III. Consolidated financial statements at 31/12/2011



III. Consolidated financial statements at 31/12/2011

Recurrent Net income

€ million	31/12/2010	31/12/2011	31/12/2011 vs 31/12/2010	en %
Rental income	86,6	85,2	-1,4	-2%
Non-recovered rental charges	-4,2	-1,6	2,6	-62%
Charges on buildings	-4,8	-5,7	-0,9	19%
Net bad debt charges	-2,1	-0,9	1,2	-57%
Net rentals	75,5	76,9	1,4	2%
Cost of operation	-6,2	-5,9	0,4	-6%
Cost of financial debt	-34,7	-31,5	3,2	-9%
Recurrent corporate taxes	-0,2	-0,1	0,0	-19%
EPRA Recurring Net Income	34,4	39,5	5,0	15%
EPRA Recurring Net Income per share	0,30	0,34	0,04	15%
Profit on asset disposals	0,0	0,6	0,6	
Change in fair value of buildings	30,3	-15,2	-45,6	
IFRS impact on financial results	-9,2	-19,0	-9,8	
Other incomes and expenses	4,5	-4,0	-8,5	
Due and deferred / non-recurring tax	1,8	-25,6	-27,4	
Net results	61,9	-23,8	-85,6	

- An increase in EPRA recurring net income of €5.0 million compared to 2010 due to:
 - ✓ Regularisation of rental charges at Pantin and the Light industrial sites (+€3.5 million),
 - ✓ Savings in financial costs (+€3.2 million) achieved thanks to a drop in the average debt rate of 0.3%.
- Net Consolidated Result as of 31 December 2011 marking a loss of €23.8 million, mainly due to:
 - ✓ Negative growth in the fair value of assets and financial instruments (€-15.2 million and €-19.0 million respectively),
 - ✓ A change in deferred tax estimates affecting the assets held by Garonor France 3 (mainly Aulnay, impact: €-34.5 million).

III. Consolidated financial statements at 31/12/2011

NAV

	31/12/2010	31/12/2011	Variation (%)	30/06/2011 Reminder
EPRA NAV (excl. IF and def. taxes)	501,9	500,3	-0,3%	503,0
Triple net NAV (€ million)	405,0	362,5	-10,5%	418,0
EPRA NAV / share (€)	4,37	4,35	-0,3%	4,37
Triple net NAV / share (€)	3,53	3,15	-10,5%	3,63

- Stable EPRA NAV at 31 December 2011.
- More noticeable reduction in EPRA Triple net NAV due to:
 - ✓ The negative change in the fair value of the financial instruments,
 - ✓ The recognition of deferred tax now at the standard rate (33^{1/3}% vs. 19% previously) on assets held by Garonor France 3 (Aulnay, Sénart and Cergy).

III. Consolidated financial statements at 31/12/2011

Characteristics of debt at 31/12/2011

	31 December 2010	31 December 2011
Net debt	680	641
Average debt rate	4.9%	4.6%
Debt rate (spot)	4.5%	4.5%
Average debt maturity	3.4 years	2.4 years
Depreciation profile	100% in fine in 2014	
Active coverage rates <i>Including firm</i>	82.1% 77.5%	95.5% 80.0%
Average maturity of hedging	5.3 years	5.7 years

III. Consolidated financial statements at 31/12/2011

Covenants

	31/12/2010	31/12/2011	Covenants
ICR	2.1	2.3	1.5
LTV	57.6%	55.8%	65%

Improvement in the company's prudential ratios, to a level separated from banking covenants

IV. Strategy and outlook



IV. Strategy and outlook

➤ **Securing cash-flow thanks to active asset management**

- ✓ *Maintaining an occupancy rate exceeding 90 %*
- ✓ *Increasing average residual lease duration*

➤ **Redevelopments which will generate value**

- ✓ *Creating rental turnkey properties at Bollène, Dunkerque and Garonor*
- ✓ *Rehabilitating the Citrail warehouse at Pantin*

➤ **Optimising financial structure**

- ✓ *Objective of reducing the company's current debt level*
- ✓ *Maintaining an asset rotation policy*



Consolidated balance sheet

<i>(in € thousands)</i>	Net 31-déc.-11	Net 31-déc.-10	Exercice 31-déc.-11	Exercice 31-déc.-10
INTANGIBLE ASSETS	0	0	115 004	115 004
TANGIBLE ASSETS			1 600	24 710
Others	35	62	-379	-460
Fixed asset in progress			259 580	194 312
INVESTMENT PROPERTY	846 770	1 070 360	-23 772	61 805
FINANCIAL ASSETS	210	208		
INVESTMENT IN AFFILIATES				
DEFERED TAX - ASSET	441	592		
FINANCIAL INSTRUMENTS	0	0		
TOTAL NON-CURRENT ASSETS (I)	847 456	1 071 222		
DISPOSABLE NON-CURRENT ASSETS	300 640	110 560		
SHORT-TERM LOANS AND RECEIVABLES				
INVENTORIES AND WORK IN PROGRESS				
TRADE RECEIVABLES	27 977	22 871		
OTHER RECEIVABLES	4 162	7 042		
PREPAID EXPENSES	99	109		
CASH AND CASH EQUIVALENTS	8 330	7 990		
TOTAL CURRENT ASSETS (II)	341 208	148 572		
TOTAL ASSETS (I+ II)	1 188 664	1 219 794		
EQUITY			115 004	115 004
PREMIUMS			1 600	24 710
OWN SHARES			-379	-460
CONSOLIDATED RESERVES			259 580	194 312
NET RESULT			-23 772	61 805
TOTAL GROUP EQUITY			352 033	395 371
MINORITY INTERESTS			177	177
TOTAL EQUITY (I)			352 210	395 548
INTEREST BEARING LOAN			648 536	686 191
FINANCIAL INSTRUMENTS			81 418	63 807
DEFERED TAX LIABILITIES			56 843	33 641
PENSION AND OTHER UNDERTAKINGS			145	130
DEPOSIT			9 187	9 437
TOTAL NON-CURRENT LIABILITIES (II)			796 129	793 206
TRADE PAYABLES AND RELATED ACCOUNTS			8 216	5 730
SHORT-TERM INTEREST BEARING LOANS			375	2 251
ADVANCES			19 201	11 909
SHORT-TERM PROVISIONS			673	712
CURRENT TAX			1 944	389
OTHER DEBTS			9 904	10 020
ACCRUALS			12	29
TOTAL CURRENT LIABILITIES (III)			40 325	31 040
TOTAL LIABILITIES (I+ II+ III)			1 188 664	1 219 794

Consolidated income statement

<i>(in € thousands)</i>	31/12/2011	31/12/2010
NET RENTS	76 932	75 495
FUNCTIONNING COSTS	-5 863	-6 242
RESULT FROM OTHER ACTIVITIES	0	0
NET CHANGE IN PROVISIONS AND OTHERS	-2 569	6 472
RESULT ON CONTINUING OPERATIONS	68 500	75 725
NET INCOME FROM BUILDINGS IN INVENTORY	0	0
NET DISPOSALS OF NON-CURRENT ASSETS	551	0
NET FAIR VALUE MOVEMENTS - PROPERTIES	-15 203	30 348
RESULTAT DE CESSION DES TITRES	0	0
OPERATIONNAL RESULT	53 848	106 073
FINANCIAL RESULT	-51 864	-45 819
EARNINGS BEFORE TAX	1 984	60 254
DEFERRED TAXES	-23 353	1 758
CORPORATE TAX	-2 403	-162
NET RESULT	-23 772	61 850
MINORITY INTERESTS	0	-45
NET RESULT - GROUP SHARE	-23 772	61 805