

# Cegereal – Annual Results 2013: A Year of Consolidation and "Green" Certifications



#### Key indicators:

- IFRS rental income: €43.3m (up 12.1%)
- Recurring net income<sup>1</sup>: €19.1m (up 48%)
- Portfolio value: €849m excluding transfer costs
- EPRA NNNAV: €34.1 per share
- Total distribution in 2014: €1.50 per share

#### 2013 Business Performance:

- Leases renewed on approximately 40% of the portfolio
- New leases signed on 7,800 sq.m. in Arcs de Seine
- Go Green program: third and fourth office buildings in France to obtain both "HQE Exploitation" and BREEAM In-Use certification

#### **Outlook:**

- Recurring net income expected to rise by around 15% in 2014
- Occupancy rate should exceed 90%
- Final stage of the Go Green program: 100% of portfolio greencertified by end-2014
- Europlaza: a future "garden tower" for La Défense

Cegereal's Board of Directors met on February 13, 2014 to approve the audited consolidated financial statements for the year ended December 31, 2013.

Raphaël Tréguier, Cegereal's Chief Executive Officer, said:

"In 2013, we continued the strategy to improve our portfolio, notably by moving forward with the Go Green program and earning "HQE Exploitation" in-use environmental certification for Europlaza and Arcs de Seine. Our success in marketing vacant units and renewing the leases on nearly half of the portfolio attests to our properties' appeal. In all, the portfolio's occupancy rate currently stands at 89%. Over the seven years since its IPO, Cegereal has lived up to expectations by delivering an average return on NNNAV of 4.50%<sup>2</sup> while respecting its objectives of sustainable performance."

Cegereal sets the standard in the ownership and management of prime office properties on the outskirts of Paris let over the long term to first-class companies looking for facilities that offer high value added amenities. Listed on Euronext since 2006, in compartment B, its market capitalization as of February 11, 2014 totaled €325 million.

<sup>&</sup>lt;sup>1</sup> EPRA Earnings excluding non-recurring costs (such as refinancing transaction costs cf. p.7)

<sup>&</sup>lt;sup>2</sup> Total dividends paid during the period plus the unrealized gain on NNNAV expressed as a percentage of the IPO price.

- Ongoing improvement in the portfolio's rental status in a lackluster environment
  - Leases on 39% of the portfolio renewed during the year
  - New leases signed on 7,800 square meters
  - Average life of the leases extended by 2.2 years

#### Arcs de Seine: a further 7,800 sq.m. let during the year

Cegereal kept up its marketing strategy for Arcs de Seine, offering prospective tenants the opportunity to lease smaller units rather than whole floors, and highlighting features such as the high ratio of private underground parking spaces (1 for 3 users), the property's proximity to Paris and its dual in-use environmental certification (HQE Exploitation and BREEAM In-Use Very Good).

After securing tenants for 22,220 sq.m. in 2012, new leases were signed on a further 7,800 sq.m. in 2013, lifting the building's occupancy rate to 81% at December 31 from 63% a year earlier:

- Hewlett Packard, which moved into the building in 2012, took up an additional 1,400 sq.m. and extended its lease by three years, giving it a lease on a total of 6,600 sq.m. expiring at end-July 2021.
- Sagem Défense Sécurité, a member of the Safran Group, took up 5,000 sq.m. for its headquarters in April 2013, under a six-year lease.
- Sonepar, the world leader in B-to-B distribution of electrical products and related services, took up 1,400 sq.m. under a six-year lease.

As at December 31<sup>st</sup>, there remained just 8,400 sq.m. of available areas.

#### Rives de Bercy: lease on 31,900 sq.m. with Crédit Foncier renewed for nine years

In January 2013, a new nine-year "green" lease was signed with the building's long-standing sole tenant, Crédit Foncier, expiring in 2021.

This triple net lease sets a new standard by including stringent undertakings by the owner and the tenant to meet certain environmental targets. It is a practical demonstration of Cegereal's commitment to improving environmental performance embodied in the Go Green project.

#### Europlaza: the "loyalty" operation continues

In July 2013, Cap Gemini's lease on 7,400 sq.m. was renewed for a further six years. At end-2013, the occupancy rate at Europlaza was 89%.

After the year-end, in January 2014, the lease with Galderma was also renewed for six years on a total 4,825.sq.m. versus 4,000 sq.m. previously.

#### • Go Green program: in-use environmental certification already earned for 75% of the portfolio

As part of the strategy to enhance and lock in the value of the portfolio, audits have been performed since 2012 on all of the properties, with a view to having their environmental performance certified.

So far, the Arcs de Seine and Europlaza properties have both been certified to HQE Exploitation and BREEAM In-Use Very Good standards, making them only the third and fourth buildings in France to earn the two distinctions.

An environmental audit is currently underway at Rives de Bercy and the entire portfolio should be certified to HQE Exploitation standards by the end of 2014.

All of the properties are also now part of the Green Rating association benchmark.

# • A portfolio totaling over 130,000 sq.m., with an appraisal value of €849 million excluding transfer costs

The marketing programs and the measures to preserve the properties' value over the long term have helped to lock in their appraisal values despite a mixed macro-economic environment. The portfolio's total appraisal value excluding transfer costs stood at €849 million at December 31, 2013 versus €865 million at the previous year-end.

The overall occupancy rate was 89% at December 31, 2013, up 7 points from 83% at the end of 2012.

#### IFRS FINANCIALS (consolidated)

- Key indicators:
  - IFRS rental income: €43.3m
  - Current cash flows: €19.4m
  - EPRA earnings: €19.1m

In 2013, rental income calculated in accordance with IFRS totaled  $\in$ 43.3 million, up 12.1% compared with 2012. Expense recoveries and penalties received from tenants were more or less unchanged from 2012 at  $\in$ 10.4 million. Building-related costs rose slightly to  $\in$ 16.9 million, due to increased occupancy.

Cash flows from operations amounted to €19.4 million versus €4.02 million in 2012.

EPRA earnings (which exclude fair value adjustments to investment property) came in at €19.1 million.

#### • A healthy financial position

Cegereal refinanced all of its debt in 2012 and does not have any repayment obligations until August 2017. The debt was refinanced at the competitive rate of 3.40%, reducing finance costs by around 20%. The rate will be reduced to 3.15% as soon as the occupancy rate exceeds 90%.

#### • EPRA NNNAV: €454.5m or €34.1/share

The Company's EPRA NNNAV excluding transfer costs declined by  $\in 21.80$  million in 2013 to  $\in 454.47$  million at the year-end, representing  $\in 34.1$  per share versus  $\in 35.7$  at end-2012. The net year-on-year change resulted from earnings per share (+ $\in 1.4$ ), fair value adjustments to investment property (- $\in 1.2$ ), dividend payments (- $\in 0.7$ ) and other impacts (- $\in 1.1$ ).

#### • Total amount to be distributed in dividends in 2014: €1.50 per share

Cegereal intends to recommend paying a total of  $\in$ 1.50 in dividends per share in 2014, comprising a 2 step distribution:  $\in$ 0.75 per share to be approved by the Annual Shareholders' Meeting and  $\in$ 0.75 per share to be approved by the Board of Directors in December.

The first part of the dividend will be paid on July 17, 2014, subject to shareholders approval.

#### Outlook

Cegereal's goals for 2014 are as follows:

- Around 15% growth in recurring net income per share
- A future-proofed portfolio, following completion of the Go Green program
- Launch of the Europlaza "garden tower" project, with work scheduled to start in 2014

The annual results presentation can be viewed on the Company's website: <u>www.cegereal.com</u>

#### Investor Calendar

-	May 15, 2014	First-quarter revenue
	1110, 2011	i not quarter revenue

- June 25, 2014 Annual Shareholders' Meeting
- July 24, 2014 First-half results
- July 17, 2014 Payment of the 2013 dividend
- November 13, 2014 Third-quarter revenue

#### About Cegereal (NYSE Euronext Paris – Compartment B - CGR)

Cegereal is a REIT-style property company ("SIIC") that invests in very large prime office properties. Its portfolio currently comprises three office buildings located in the inner suburbs of Paris. The portfolio's appraisal value, as estimated by independent valuers BNPP Real Estate as of December 31, 2013, was €849 million excluding transfer costs.

www.cegereal.com

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**Investor relations** 

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# APPENDICES

### **IFRS Income Statement (consolidated)**

in thousands of euros, except per share data

	2013	2012
Rental income	43 303	38 63
Income from other services	10 462	8 77
Building-related costs	(16 927)	(16 382
Net rental income	36 838	31 02
Sale of building		
Administrative costs	(2 754)	(284
Other operating expenses	(4)	
Other operating income		
Increase in fair value of investment property	15 386	9 68
Decrease in fair value of investment property	(32 531)	(30
Total change in fair value of investment property	(17 145)	9 38
Net operating income	16 935	37 564
Financial income	0	11
Financial expenses	(14 994)	(20 81
Net financial expense	(14 994)	(20 704
Corporate income tax	0	
DNSOLIDATED NET INCOME	1 940	16 860
of which attributable to owners of the Company	1 940	1686
of which attributable to non-controlling interests	0	
Other comprehensive income		
DTAL COMPREHENSIVE INCOME	1 940	16 860
of which attributable to owners of the Company	1 940	16 860
of which attributable to non-controlling interests	0	

Basic and diluted earnings per share (in euros)0,15

1,26

## IFRS Balance Sheet (consolidated)

in thousands of euros

	Dec. 31, 2013	Dec. 13, 2012
Non-current assets		
Investment property	849 000	865 400
Non-current loans and receivables	29 331	14 40
Total non-current assets	878 330	879 802
Current assets		
Trade accounts receivable	12 508	12 024
Other operating receivables	261	1 89
Prepaid expenses	68	4
Total receivables	12 837	13 96
Cash and cash equivalents	16 018	20 92
Total cash and cash equivalents	16 018	20 92
Total current assets	28 856	34 88
TOTAL ASSETS	907 186	914 688
Share capital	160 470	160 47
-	160 470 31 465	40 15
Legal reserve and additional paid-in capital Consolidated reserves and retained earnings	292 754	275 91
Net attributable income	1 940	16 86
Total shareholders' equity	486 629	493 39
Non-current liabilities		
Non-current borrowings	395 797	394 69
Other non-current borrowings and debt	3 469	2 67
Non-current corporate income tax liability	0	
Total non-current liabilities	399 266	397 36
Current liabilities		
Current borrowings	1 776	1 77
Trade accounts payable	1 479	3 10
Corporate income tax liability	0	
Other operating liabilities	3 762	5 43
Prepaid revenue	14 275	13 61
Total current liabilities	21 292	23 923
Total liabilities	420 557	421 29
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	907 186	914 688

# IFRS Statement of Cash Flows (consolidated)

in thousands of euros

	2013	2012
OPERATING ACTIVITIES		
Consolidated net income	1 940	16 860
Elimination of items related to the valuation of buildings:		
Fair value adjustments to investment property	17 145	(9 385)
Indemnity received from lessees for the replacement of components	17 145	(7505)
indemnity received from ressees for the replacement of components		
Elimination of other income/expense items with no cash impact:		
Adjustments for loans at amortized cost	1 107	823
Cash flows from operations before tax and changes in working capital requirements	20 192	8 299
	(15,202)	(525)
Other changes in working capital requirements	(15 393)	(525)
Change in working capital requirements	(15 393)	(525)
Net cash flows from operating activities	4 799	7 774
INVESTING ACTIVITIES		
Acquisition of fixed assets	(745)	(1815
Net decrease in amounts due to fixed asset suppliers	(1 045)	(741)
Net cash flows used in investing activities	(1 790)	(2 556)
FINANCING ACTIVITIES		
Increase in share capital		
Change in bank debt		1 10
Refinancing transaction costs		(5 458
Net increase in current borrowings		1 77
Net increase in other non-current borrowings and debt	796	1 24
Net decrease in other non-current borrowings and debt		
Purchases and sales of treasury shares	(35)	6
Dividends paid	(8 674)	
Net cash flows used in financing activities	(7 914)	(1 262)
Change in cash and cash equivalents	(4 904)	3 957
Cash and cash equivalents at beginning of year*	20 921	16 963
CASH AND CASH EQUIVALENTS AT END OF YEAR	16 018	20 921

### French GAAP Income Statement

in euros			2013	2012
	France	Exports		
			Total	Total
Sales of goods for resale				
Sales of manufactured products Sales of services				
NET REVENUE				
Change in finished goods and in-progress				
nventory In-house production				
Operating subsidies				
Reversal of depreciation and amortization charges,			37 757	66 71
provisions for impairment and expense transfers			20	
Other revenue Total operating revenue			39 37 796	66 714
iour operating revenue			37790	0071
Purchases of goods				
Change in inventories of goods held for resale				
Purchases of raw materials and other supplies Change in inventories				
(raw materials and other supplies)				
Other purchases and external charges			1 406 634	1 108 90
Taxes, duties and other levies			51 165	46 94
Wages and salaries Social security charges			265 545 111 548	237 07 106 90
Fixed assets: depreciation and amortization			111 540	100 70
Fixed assets: provisions for impairment				
Current assets: provisions for impairment				
Loss and contingency provisions Other expenses			92 898	68 00
Total operating expenses			1 927 789	1 567 822
			(4 000 000)	
OPERATING LOSS			(1 889 993)	(1 501 108
Allocated income or transferred loss				
Loss incurred or transferred income				
Financial income from controlled entities				
Income from other securities and receivables Other interest income				37 77
Reversal of provisions for impairment,				238 29
other provisions and expense transfers				
Foreign exchange gains				
Net income on sale of short-term investment securities				
Fotal financial income			-	276 074
				F0 (7
Depreciation, amortization, provisions for impairment and other provisions				59 67
Interest expenses			140 647	37 83
Foreign exchange losses				
Net expenses on sales of short-term investment				
accumitica			140 (47	97 504
securities Fotal financial expenses			140.647	97.104
Total financial expenses			140 647	
			(140 647)	178 57

in euros

	2013	2012
Non-recurring income on management transactions Non-recurring income on capital transactions Reversal of provisions for impairment, other provisions and expense transfers	153 570	
Total non-recurring income	153 570	-
Non-recurring expenses on management transactions Non-recurring expenses on capital transactions Depreciation, amortization and provisions for impairment		117 438
Total non-recurring expenses	•	117 438
NET NON-RECURRING INCOME/(EXPENSE)	153 570	(117 438)
Employee profit sharing Corporate income tax		
TOTAL INCOME TOTAL EXPENSES	191 365 2 068 436	342 788 1 782 764
NET LOSS	(1 877 070)	(1 439 977)

### French GAAP Balance Sheet

in euros				
ASSETS	Gross amount	Depr., amort. & prov.	Dec. 31, 2013	Dec. 31, 2012
Uncalled subscribed capital				
Intangible fixed assets				
Start-up costs				
Research and development costs				
Licenses, patents and similar concessions				
Goodwill				
Other intangible fixed assets				
Advances/down payments on intangible assets				
Property, plant and equipment				
Land				
Buildings				
Plant, machinery and equipment				
Other property, plant and equipment				
Property, plant and equipment in				
progress				
Advances and down payments				
Financial fixed assets				
Receivables from controlled entities	349 301 810		349 301 810	349 301 810
Other long-term investments				
Loans				
Other financial fixed assets	716 466		716 466	562 896
FIXED ASSETS	350 018 276	-	350 018 276	349 864 706
Inventories and work in progress				
Raw materials and other supplies				
Manufactured products in progress				
Services in progress				
Semi-finished and finished goods				
Goods held for resale				
Advances/down payments on orders				
Receivables				
Trade accounts receivable				3 661
Other receivables	77 127		77 127	209 388
Subscribed capital, called up but not paid				
Short-term investment securities				
Cash and cash equivalents	1 580 482		1 580 482	1 985 094
CURRENT ASSETS	1 657 609	-	1 657 609	2 198 143
Prepaid expenses	23 691		23 691	19 520
Adjustment accounts				
•				

EQUITY AND LIABILITIES	Dec. 31, 2013	Dec. 31, 2012
Capital		
Share capital (including	160 470 000	160 470 000
paid-up capital: 160,470,000)		
Additional paid-in capital	15 418 151	24 110 276
Revaluation reserve	152 341 864	152 341 864
Reserves		
Legal reserve	16 047 000	16 047 000
Statutory or contractual reserves		
Regulated reserves	0.400	
Other reserves	8 423	8 423
Income Detained compines	(1 422 072)	
Retained earnings Net loss for the year	(1 422 072) (1 877 070)	(1 439 977)
		( the j
Investment subsidies Regulated provisions		
SHAREHOLDERS' EQUITY	340 986 296	351 537 586
SHAREHOLDERS EQUIT	340,000,200	331337300
Contingency provisions Loss provisions		
Contingency provisions		
Contingency provisions Loss provisions LOSS AND CONTINGENCY		
Contingency provisions Loss provisions LOSS AND CONTINGENCY PROVISIONS		
Contingency provisions Loss provisions LOSS AND CONTINGENCY PROVISIONS Non-current borrowings and debt Convertible bonds Other bonds		
Contingency provisions Loss provisions LOSS AND CONTINGENCY PROVISIONS Non-current borrowings and debt Convertible bonds Other bonds Bank borrowings		
Contingency provisions Loss provisions LOSS AND CONTINGENCY PROVISIONS Non-current borrowings and debt Convertible bonds Other bonds	10 174 731	
Loss provisions LOSS AND CONTINGENCY PROVISIONS Non-current borrowings and debt Convertible bonds Other bonds Bank borrowings	10 174 731	
Contingency provisions Loss provisions LOSS AND CONTINGENCY PROVISIONS Non-current borrowings and debt Convertible bonds Other bonds Bank borrowings Miscellaneous borrowings and debt Trade accounts payable and other current liabilities	10 174 731	
Contingency provisions Loss provisions LOSS AND CONTINGENCY PROVISIONS Non-current borrowings and debt Convertible bonds Other bonds Bank borrowings Miscellaneous borrowings and debt Trade accounts payable and other current liabilities Advances/down payments received on	10 174 731	
Contingency provisions Loss provisions LOSS AND CONTINGENCY PROVISIONS Non-current borrowings and debt Convertible bonds Other bonds Bank borrowings Miscellaneous borrowings and debt Trade accounts payable and other current liabilities Advances/down payments received on orders in progress		
Contingency provisions Loss provisions LOSS AND CONTINGENCY PROVISIONS Non-current borrowings and debt Convertible bonds Other bonds Bank borrowings Miscellaneous borrowings and debt Trade accounts payable and other current liabilities Advances/down payments received on orders in progress Trade accounts payable	444 399	448 245
Contingency provisions Loss provisions		448 245 79 423
Contingency provisions Loss provisions LOSS AND CONTINGENCY PROVISIONS Non-current borrowings and debt Convertible bonds Other bonds Bank borrowings Miscellaneous borrowings and debt Trade accounts payable and other current liabilities Advances/down payments received on orders in progress Trade accounts payable Tax and social liabilities Amounts owed to fixed asset suppliers	444 399 93 397	79 423
Contingency provisions Loss provisions LOSS AND CONTINGENCY PROVISIONS Non-current borrowings and debt Convertible bonds Other bonds Bank borrowings Miscellaneous borrowings and debt Trade accounts payable and other current liabilities Advances/down payments received on orders in progress Trade accounts payable Tax and social liabilities	444 399	79 423
Contingency provisions Loss provisions	444 399 93 397 752	79 423 17 114
Contingency provisions Loss provisions	444 399 93 397	
Contingency provisions Loss provisions	444 399 93 397 752	79 423 17 114