

## HIGHLIGHTS

# 2016

### FRANCE OFFICES

- ▶ 6 new buildings delivered in 2016 for 46,700 m<sup>2</sup>, already pre-let at 94% for 9 years firm
- ▶ 43,000 m<sup>2</sup> of new leases signed on new assets or assets under development, including the EDO building in Issy-les-Moulineaux, fully let to the Transdev group
- ▶ 450,000 m<sup>2</sup> of leases renewed, including two major lease renegotiations with our partners Orange and EDF
- ▶ €160 million of acquisitions in Greater Paris at a 7.8% yield and with a large redevelopment potential
- ▶ Share of green assets at 65%



### ITALY OFFICES

- ▶ Sharpening the focus on Milan, with an improvement in portfolio quality through the acquisition of 41,000 m<sup>2</sup> for €111 million
- ▶ Strong leasing activity with 62,000 m<sup>2</sup> signed, including the 1<sup>st</sup> lease agreement on Symbiosis with Fastweb
- ▶ Diversification of the rental base: sharing 40% of the Telecom Italia portfolio representing €1.6 billion

### HOTELS IN EUROPE

- ▶ Reinforced exposure to the major European cities: €1.2 billion invested in investment and operating hotel properties
- ▶ Doubling the development pipeline at €261 million, or 2,030 rooms, with historic partners (B&B Hôtels) or recent partners (Meininger, Motel One) and in strategic locations (Paris, Lyon, Berlin, Munich, etc.)
- ▶ 17 hotel operators as partners: tripled since 2014



### OTHER 2016 HIGHLIGHTS

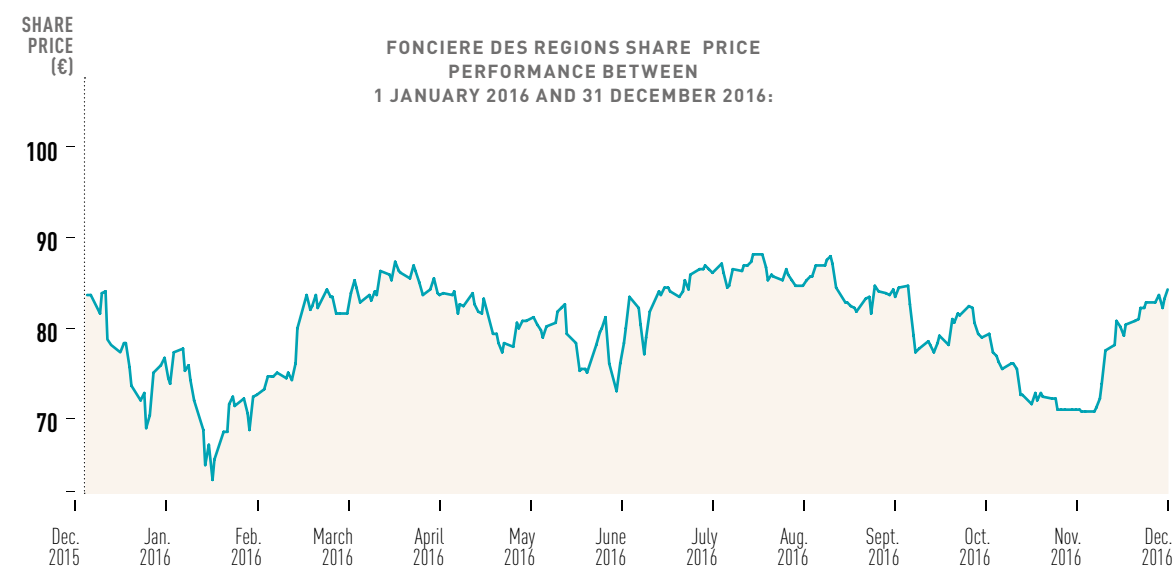
- ▶ Appointment of two new Directors in the Board of Directors, raising the percentage of women at 40% one year before the legal deadline
- ▶ Creation of an Innovation department and announcement of a partnership with the start-up incubator Immowell Lab
- ▶ Success of the first Green Bond issue of €500 million with a 10-year maturity
- ▶ Carré Suffren: 1<sup>st</sup> operating property labeled BiodiverCity©
- ▶ Global Compact: Trophy for the Best Communication on Progress (COP).

### GERMAN RESIDENTIAL

- ▶ €406 million of acquisitions realized, of which 70% in Berlin
- ▶ Accelerated growth in rental income at 3.6% on a like-for-like scope, of which 4.6% in Berlin
- ▶ New development pipeline of €200 million: 1,100 units and 70,000 m<sup>2</sup> in Berlin, of which 1/3 launched in 2017



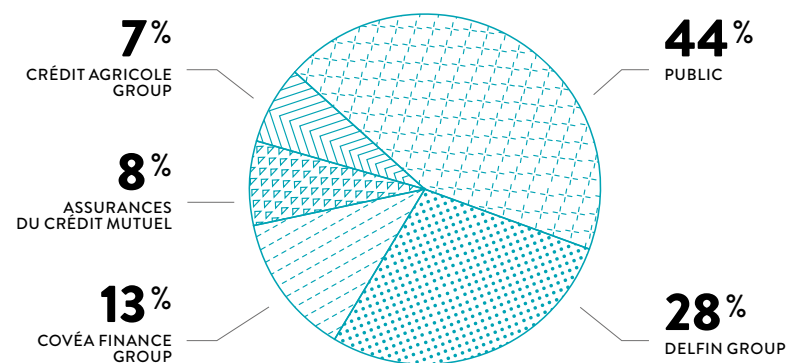
## SHAREHOLDER'S INFORMATION



2016 DIVIDEND  
€ **4.40** PER SHARE\*

\* TO BE PUT TO THE VOTE AT THE GENERAL MEETING ON 26 APRIL 2017

### SHAREHOLDER'S BASE AT END 2016



### STOCK MARKET INFORMATION

- ▶ SIN Code: FR0000064578
- ▶ Share code: FDR
- ▶ Where listed: Euronext Paris
- ▶ Market: local securities Compartment A Blue Chips-SRD
- ▶ Area of activity: Real Estate Investment Trusts
- ▶ SRD: eligible
- ▶ Indices: MSCI, SBF120, Euronext IEIF "SIC France", CAC Mid 100, in the "EPRA" and "GPR 250" benchmark indicators for European REITs, as well as in the

FTSE4Good, DJSI World and Euronext Vigeo (World 120, Eurozone 120, Europe 120 and France 20) ethical indices.

▶ Foncière des Régions has been given a BBB/ stable rating by Standard & Poor's

### A PURE NOMINEE OR ADMINISTERED ACCOUNT

In either case, simply make your request through your broker or by free phone (in France) on 0826 109 119 (BNP Paribas Securities Services).

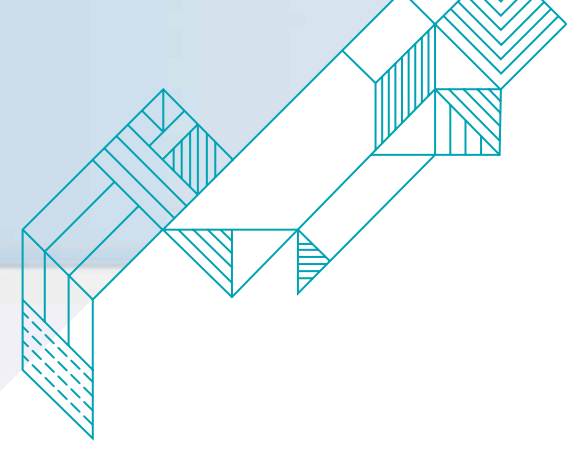
2016 AWARD  
**AGEFI SILVER AWARD**  
FOR CORPORATE GOVERNANCE

### INDIVIDUAL SHAREHOLDER'S CONTACT

SHAREHOLDERS FREE PHONE NUMBER:  
**0 805 400 865**  
(calls free from a French landline)

E-mail : [actionnaires@fdr.fr](mailto:actionnaires@fdr.fr)

SHAREHOLDERS' NEWSLETTER 2016



**CHRISTOPHE KULLMANN**  
Chief Executive Officer

2016 WAS A RECORD YEAR IN TERMS OF REAL ESTATE AND FINANCIAL PERFORMANCE. WE INVESTED MORE THAN €2 BILLION, THE MAJORITY OF WHICH WAS FOCUSED ON PARIS, BERLIN AND MILAN. AT THE SAME TIME, WE DISPOSED OF €1.6 BILLION OF NON-STRATEGIC ASSETS. THE NET OUTCOME HAS BEEN TO IMPROVE THE QUALITY OF OUR PORTFOLIO, WHICH IS NOW STRUCTURED AROUND OUR FOUR STRATEGIC BUSINESS SECTORS, AND FOCUSED IT ON THE MOST DYNAMIC CITIES IN EUROPE.

**AN APPROPRIATE MODEL**  
Our expertise and local presence allow us to work alongside our partners, and especially local authorities, in envisioning and building new urban models. In all our business sectors, we apply the same ambitious approach to improving the quality of our portfolio and renewing our real estate offer. It is a distinctive feature and an important strength that we believe firmly in for the long term.

**EVER GREATER CONCENTRATION ON EUROPE**  
Foncière des Régions is the fourth-largest real estate company in Europe on the basis of its consolidated portfolio. Europe is where we express our identity. It allows us to embrace trends and anticipate needs. It encourages us to challenge our own expertise by duplicating best practices across Europe. Our Europe-wide vision will also help us to drive innovation faster.

**AN INTEGRATED APPROACH**  
Foncière des Régions has expert skills at every link in the real estate value chain, from land acquisition to bespoke project delivery and property management. We have developed all the in-house skills needed to undertake and successfully deliver complex developments. This allows us to maintain the excellence of our buildings over time, and most importantly, to build close relationships with our partners.

**THE USAGE REVOLUTION**  
Throughout its history, the Foncière des Régions model has been built on partnerships with Key Account clients. This positioning in the market is now more relevant than ever. But the revolution in how buildings are used is shifting the cursor, so that the focus is now on the end user. We need to reach out to users themselves, think in terms of uses rather than square metres, and push innovation forward. That is why we are, for example, launching a coworking initiative developed in-house.

**CONFIDENCE IN THE FUTURE**  
The wider business environment is still encouraging for investment in real estate. Our shareholders share our strategy and we have their support and trust. Our teams are in place, motivated, highly skilled and ready to drive innovation forward. Our development pipeline has doubled and now stands at €4 billion worth of projects. We are also opening up new opportunities, and the record site occupancy rate of 96.7% shows that we are making the right choices. Foncière des Régions is therefore well prepared to continue to grow and consolidate its position as Europe's preferred real estate company among users.

€ **19** BN

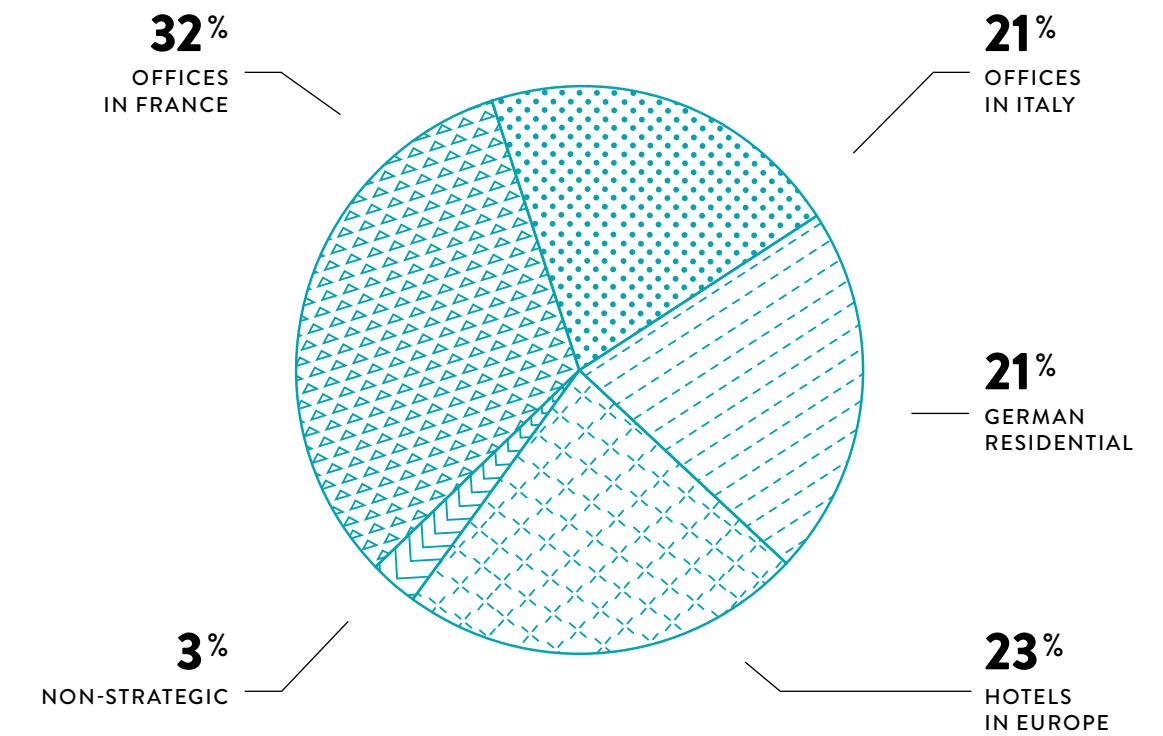
OF PORTFOLIO



WITH €19 BILLION OF PORTFOLIO LOCATED PRINCIPALLY IN PARIS, BERLIN AND MILAN, FONCIÈRE DES RÉGIONS IS A LEADING REAL ESTATE COMPANY, THE **4<sup>TH</sup>-LARGEST IN EUROPE.**

ITS EXPERTISE AT EVERY LINK IN THE REAL ESTATE CHAIN MAKES IT POSSIBLE TO OFFER SQUARE METRES OF SPACE THAT EUROPEANS WANT TO WORK IN, TRAVEL TO AND LIVE IN. FONCIÈRE DES RÉGIONS IS THE **REFERENCE EUROPEAN REAL ESTATE PLAYER.**

**A EUROPEAN REAL ESTATE PORTFOLIO**



**AN EXPANDING REAL ESTATE PORTFOLIO**



**REAL ESTATE THAT PEOPLE PREFER**



\* OFFICES FRANCE