



Befimmo SA

**European Real
Estate Society**

March 11, 2016
ERES Seminar



Befimmo

20-year track record in quality offices



> Leading Belgian REIT (SIR/GVV)

> Rental income: ±€140 million

> Pure player in quality offices, located in Belgium (mainly Brussels) and the Grand-Duchy of Luxembourg

> Portfolio value of €2.4 billion (>850,000 m²)

> In-house and proactive portfolio management

> Listed on Euronext Brussels

> Market cap of €1.3 billion



Pure player in offices
Befimmo offers its tenants quality properties that are flexible, efficient, well equipped and located near major transport hubs



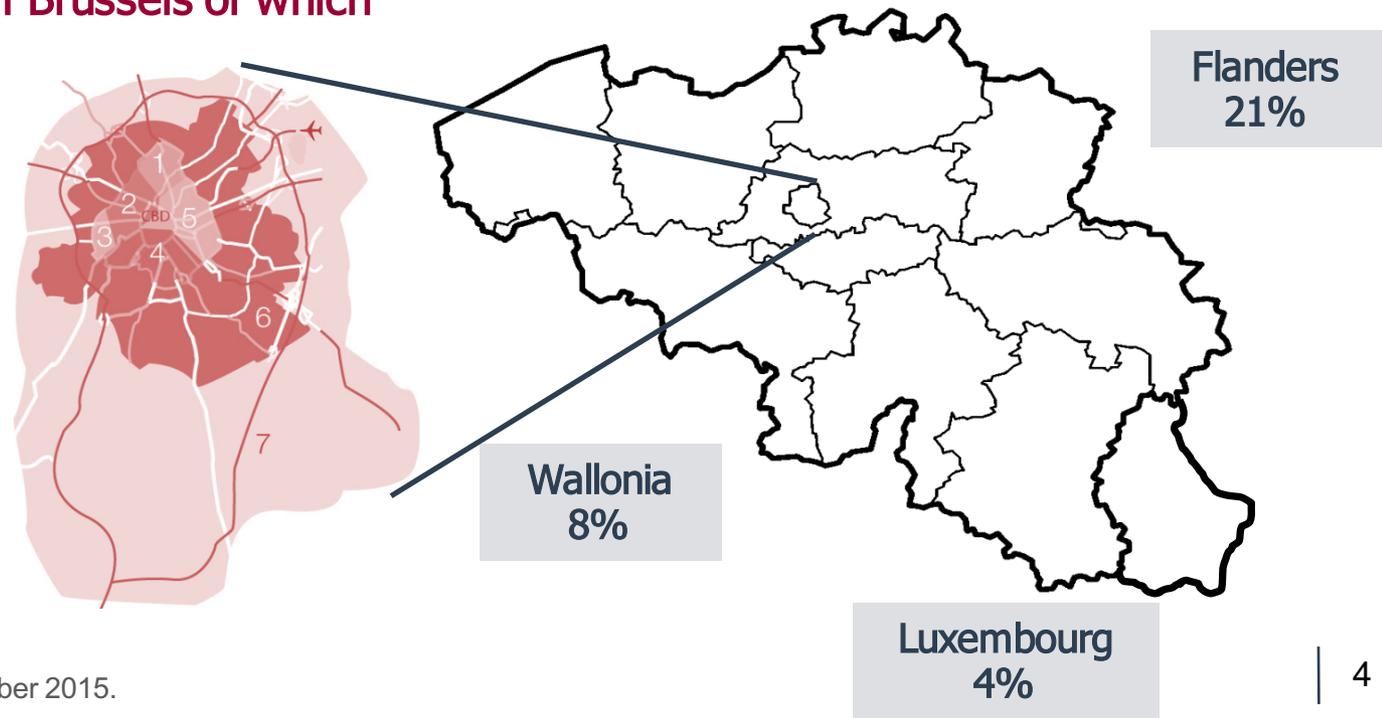
Befimmo

Portfolio overview



68% of the portfolio located in Brussels of which 52% in CBD

1. North area	17%
2. Centre	17%
4. Louise district	4%
5. Leopold district	17%
6. Decentralised	4%
7. Periphery	6%
8. Airport	3%



- > Specific regulation and high degree of **transparency**, accounts in IFRS
- > Real-estate assets quarterly valued by **independent real-estate experts**
- > **Controlled** by the Financial Services and Markets Authority (FSMA)
- > **Risk diversification**: maximum 20% of portfolio invested in one property unit
- > Listing on stock exchange, minimum free float of 30%
- > Debt ratio <65% (internal Loan-To-Value 50%)
- > **Distribution** of 80% of “cash flows” as dividend
- > **“Tax transparency”**: reduced base for corporation tax, taxation at investor level (withholding tax)

Contact information

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Visit our new
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COFINIMMO IN A NUTSHELL

* ABOUT COFINIMMO

- **Leading Belgian listed REIT exposed to healthcare real estate (42 %) and offices (40 %)**
- **1st healthcare listed property investor, with combined presence in Belgium, France, the Netherlands and Germany**
- **Total portfolio fair value > 3.1 billion EUR**
- **REIT status in Belgium (SIR), France (SIIC) and the Netherlands (FBI)**
- **Internal real estate management platform > 120 employees**
- **Total market capitalisation > 2 billion EUR**
- **Included in major stock indexes: Bel20, EPRA Europe, GPR 250**

* DIVERSIFIED PORTFOLIO

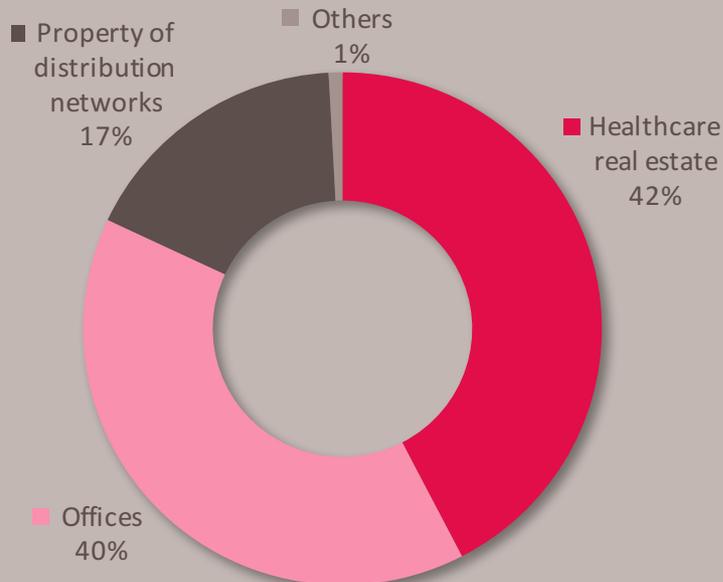
Total portfolio fair value at 31.12.2015: 3,134 million EUR

Focus on 2 core segments

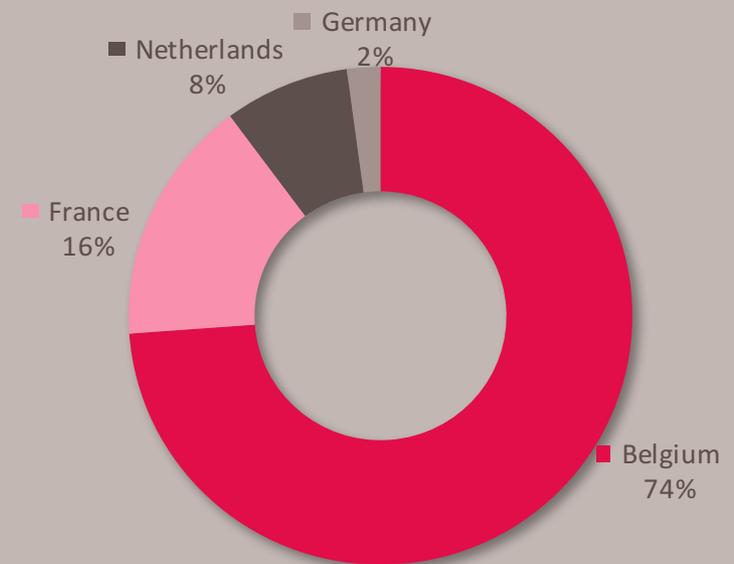
Healthcare is the 1st segment with 42% of the global portfolio at 31.12.2015

Sector/geographical diversifications mitigate market risks

Portfolio breakdown per segment



Portfolio breakdown per location



Occupancy rate: 95%
Average lease maturity: 10.5yr

* STRATEGIC FOCUS

Healthcare real estate: driven by demography

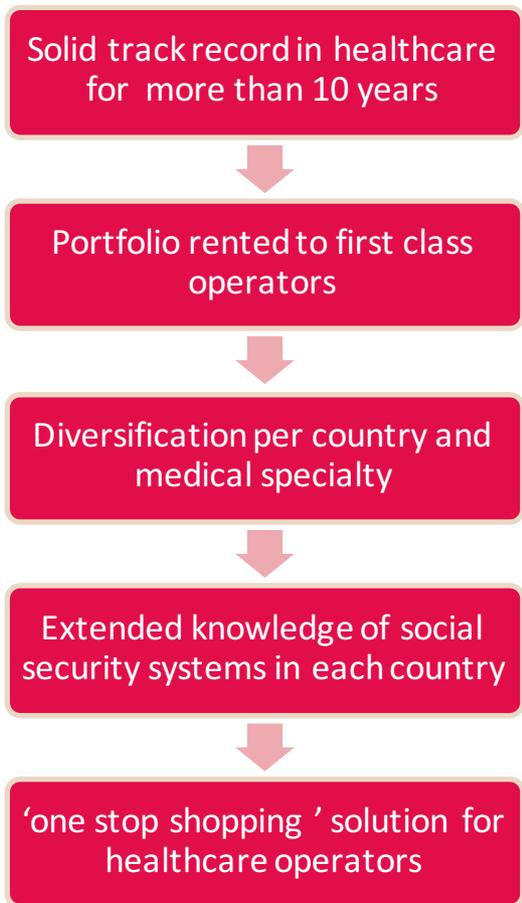
- Acquisitions in new markets (namely the Netherlands & Germany)
- Greenfield projects in more mature markets (Belgium and France)
- Further diversification per country, per medical specialty and per operator

Offices: driven by economics

- Comprehensive & pro-active local operating platform
- Renovation programs to upgrade the quality
- Reconversion to alternative usages
- Arbitrage within a portfolio kept above critical size

Long term presence in its two core segments & strong internal expertise

* SOLID EXPERTISE IN HEALTHCARE



Recent projects in Netherlands & Germany



Medical office building DC Klinieken- Almere (NL)



Medical office building Philadelphia- Lopik (NL)

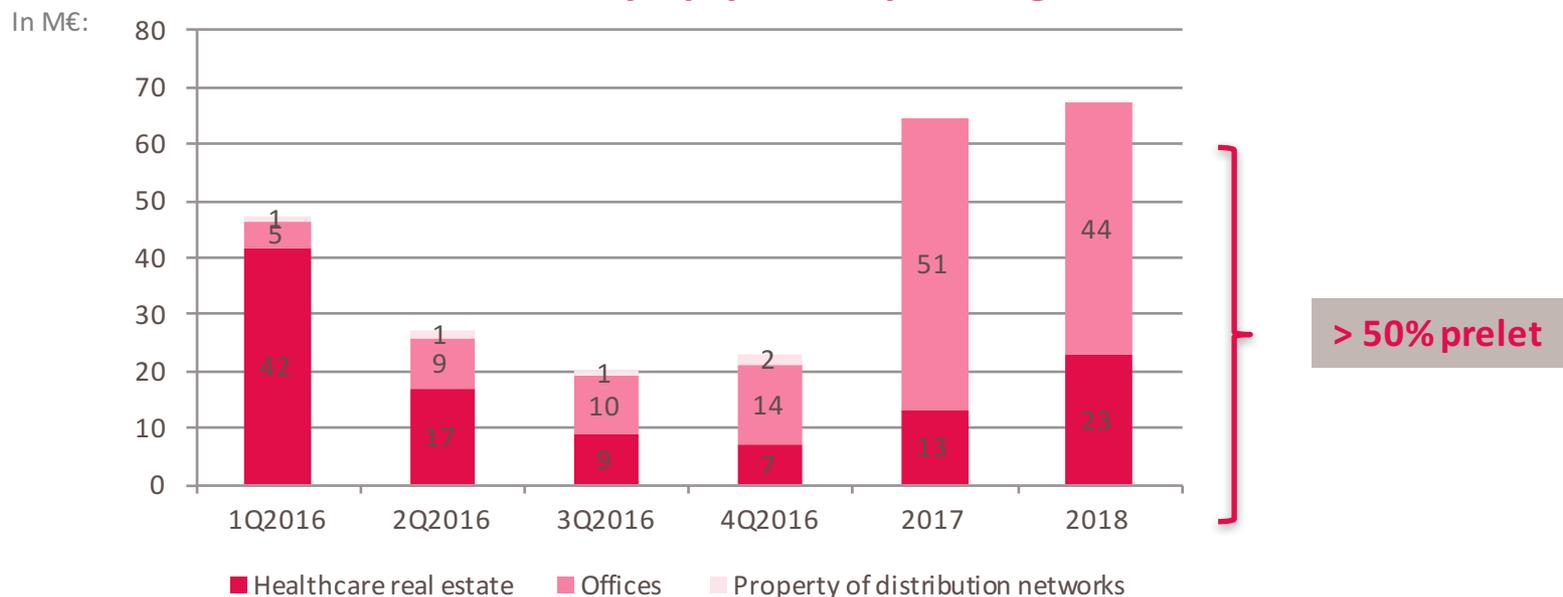


Club Aspria- Uhlenhorst (DE)



INVESTMENT PIPELINE 2016-2018: 249 MILLION EUR

Breakdown of 3-yr pipeline per segment:



- **134 million EUR office refurbishments for 2016–2018, mainly:**

- Belliard 40: 42.8 million EUR
- Arts 19H: 20.7 million EUR
- Sovereign 23-25: 22.7 million EUR
- Ten Reuken: 27.1 million EUR (apartments for sale)

- **110 million EUR new construction, extensions & renovations of healthcare properties, mainly:**

- Belgium: 46.1 million EUR (including reconversion of Woluwe 106-108)
- France: 0.4 million EUR
- Netherlands: 32.8 million EUR
- Germany: 30 million EUR

* DISCLAIMER

- This presentation is directed to financial analysts and institutional investors and is not to be considered as an incentive to invest or as an offer to acquire Cofinimmo shares. The information herein is extracted from Cofinimmo annual and half-yearly reports and press releases but does not reproduce the whole content of these documents. Only the French annual and half-yearly reports and press releases form legal evidence.

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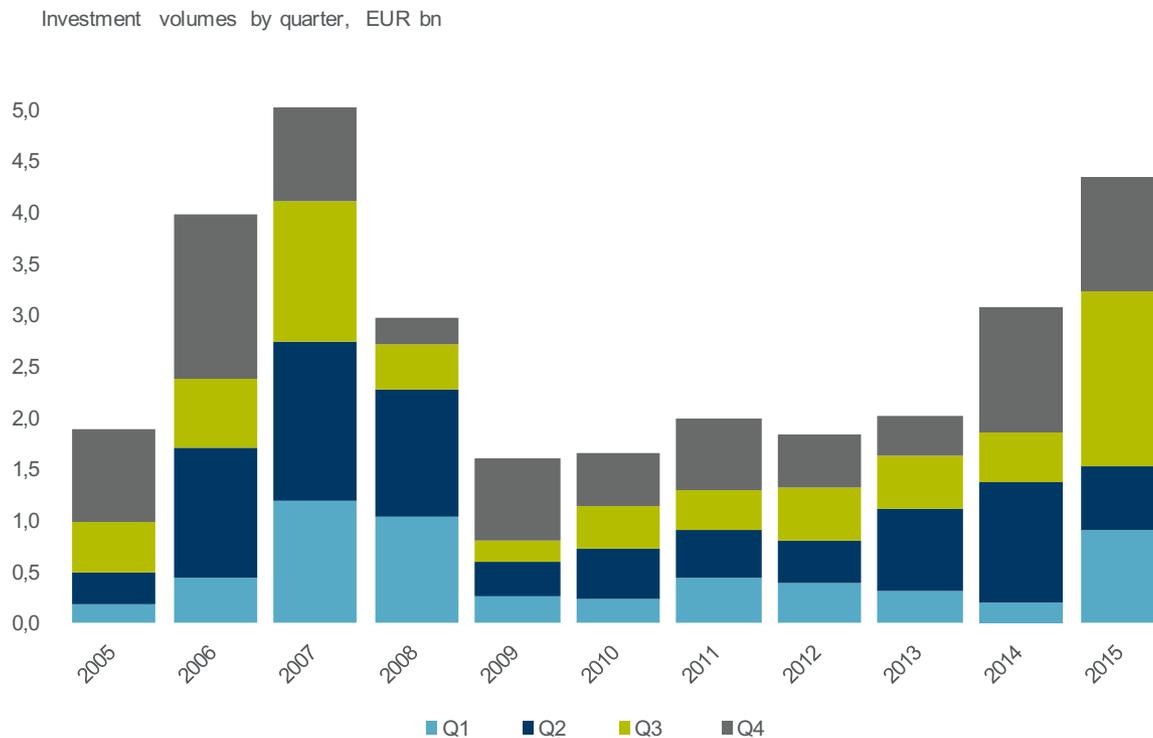
Belgian Investment Market



Investment volumes at high level

Total investment volumes (EUR bn)

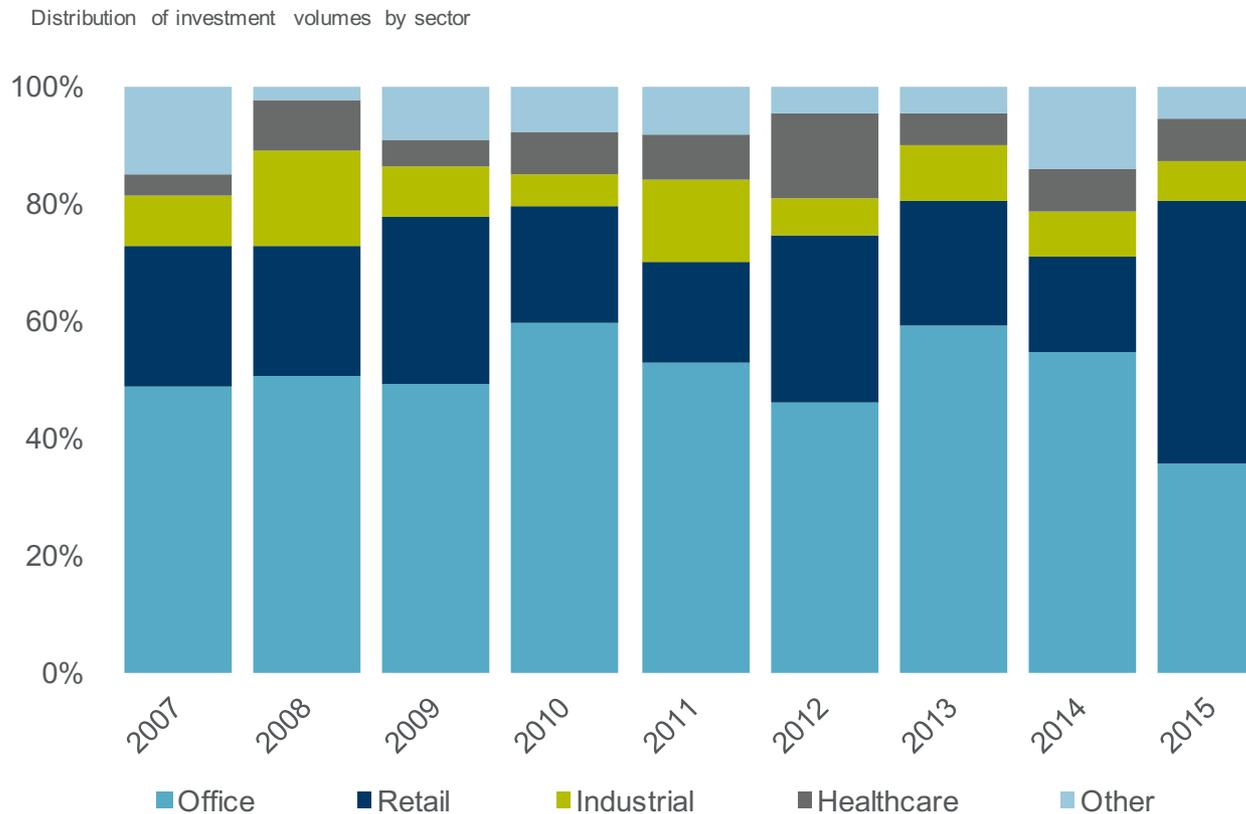
- Investment volumes reached EUR 3bn in CRE in 2014, a 50% increase compared to 2013.
- In 2015, more than EUR 4.3bn have been invested, thanks to a very dynamic second half of the year and huge investment in retail.



Retail at record level

Breakdown of investment volumes by sector (%)

- More than EUR 2bn have been invested in retail assets in 2015, a record year ever.
- Investment in office assets around EUR 1.5bn within EUR 1.2bn have been invested in Brussels.
- More than EUR 300m invested in nursing homes, also a record year.

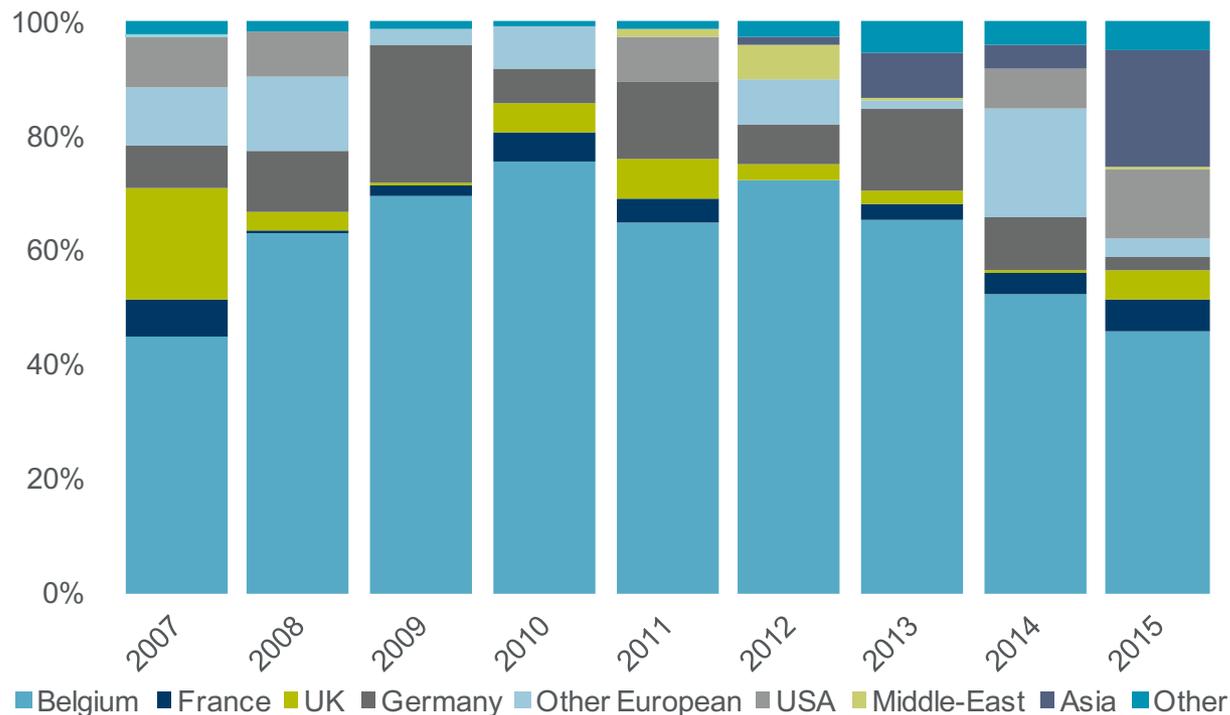


Foreign investors dominate the investment market

Breakdown of investment volumes by nationality (%)

- Belgian investors represent less than 50% of the total invested for the first time since 2007. Their share stand around 45% in 2015.
- Huge investments came from Asia, more than EUR 850m for the first time ever.
- US investors are coming back in Europe and in Belgium, with more than EUR 500m invested in 2015.

Distribution of investment volumes by nationality

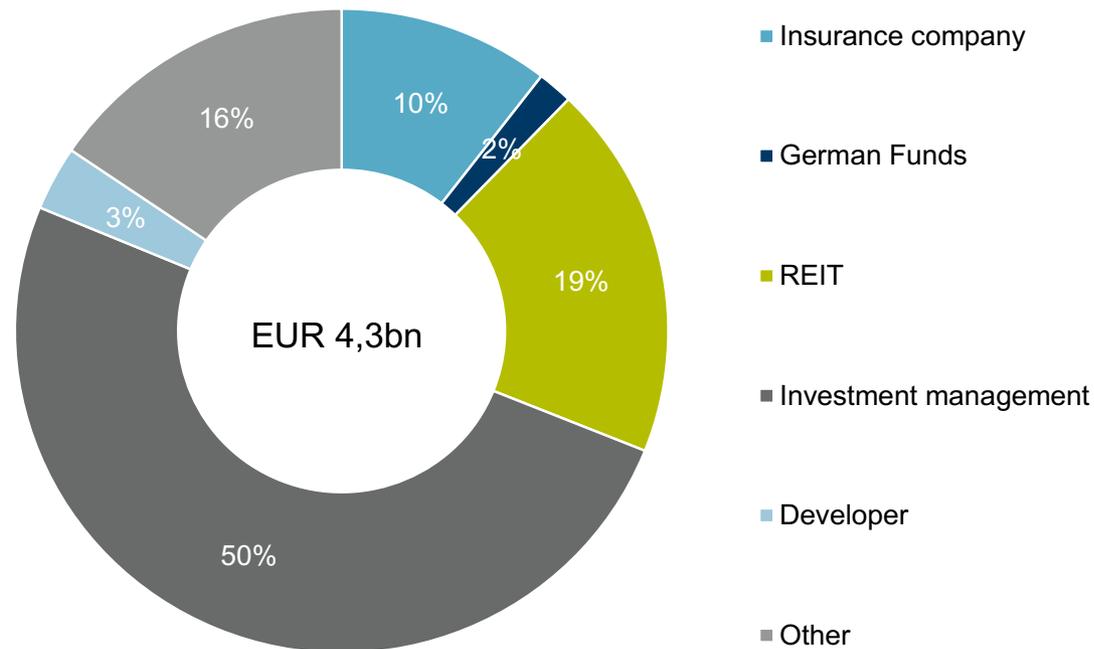


Investment funds and REITs dominate the investment market

Breakdown of investment volumes by purchaser type in 2015 (%)

- Investment managers represent around 50% of the total invested volumes in 2015.
- Belgian REITs were active on the investment market, with 20% of the total invested.
- Insurance companies represent 10% of the investment.

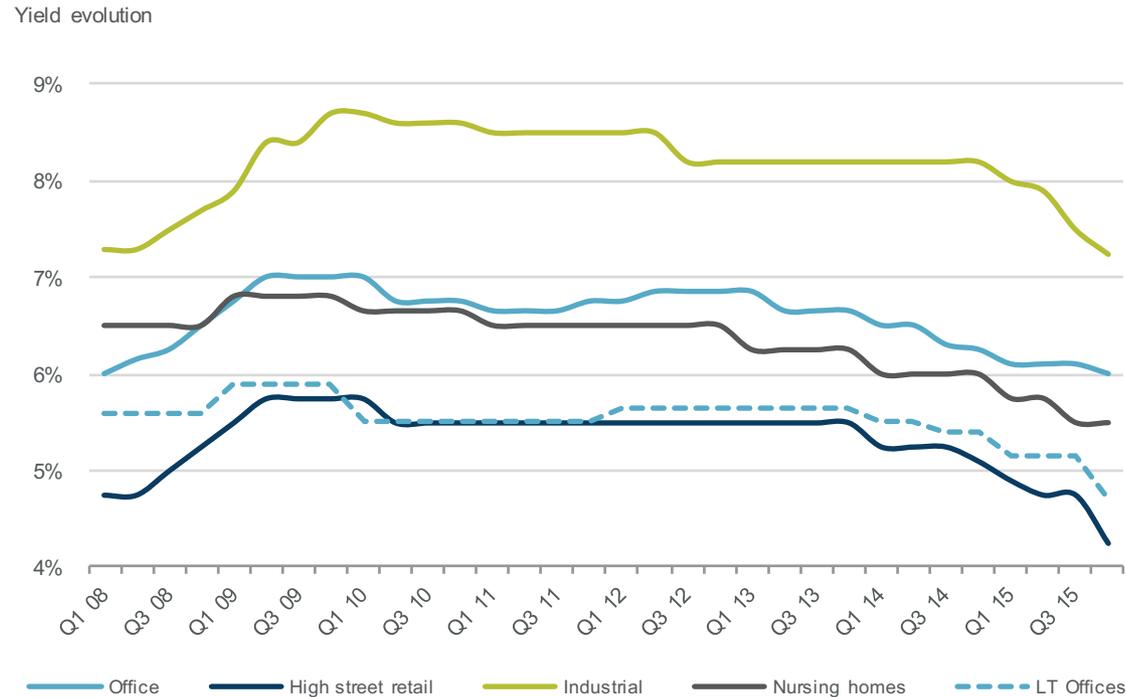
Distribution of investment volumes by purchaser type in 2015



Yield compressions in every market segment

Yield evolution

- Yield compression observed in every market sector.
- Yields are at historically low levels.
- Further compression still expected in 2016.





**CUSHMAN &
WAKEFIELD**

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EPRA ERES Event – 11 March 2016



Role of listed companies in Brussels, Europe's capital

Panelists:

Jean-Edouard Carbonelle (Cofinimmo)

Laurent Carlier (Befimmo)

Cedric Van Meerbeeck (Cushman & Wakefield)

Session moderator – Alex Moss (Consilia Capital)