



# Investor Day 2017

June 16, 2017



## 8:30 – 10:30 am - Presentation

8:30 to 9:00 am – Welcome breakfast

9:00 to 10:30 am – Presentations and Q&A

Méka Brunel

Aurélie Lemoine and Mr Nicolas Verdillon (CBRE)

## 10:30 am – 01:00 pm - Asset visits

- 55 Amsterdam (asset fully redeveloped), located in Paris' 8<sup>th</sup> arrondissement
- 7 rue de Madrid (asset under redevelopment), located in Paris' 8<sup>th</sup> arrondissement

## 01:00 – 02:30 pm – Lunch with Management Team

- Gecina headquarters – 16 rue des Capucines, Paris' 2<sup>nd</sup> arrondissement

## 02:30 – 06:00 pm - Asset visits

- Octant Sextant – Levallois-Perret
- Courcelles & Banville – Located in Paris' 17<sup>th</sup> arrondissement
- Secondesk – Villiers – Located in Paris' 17<sup>th</sup> arrondissement



# The assets...

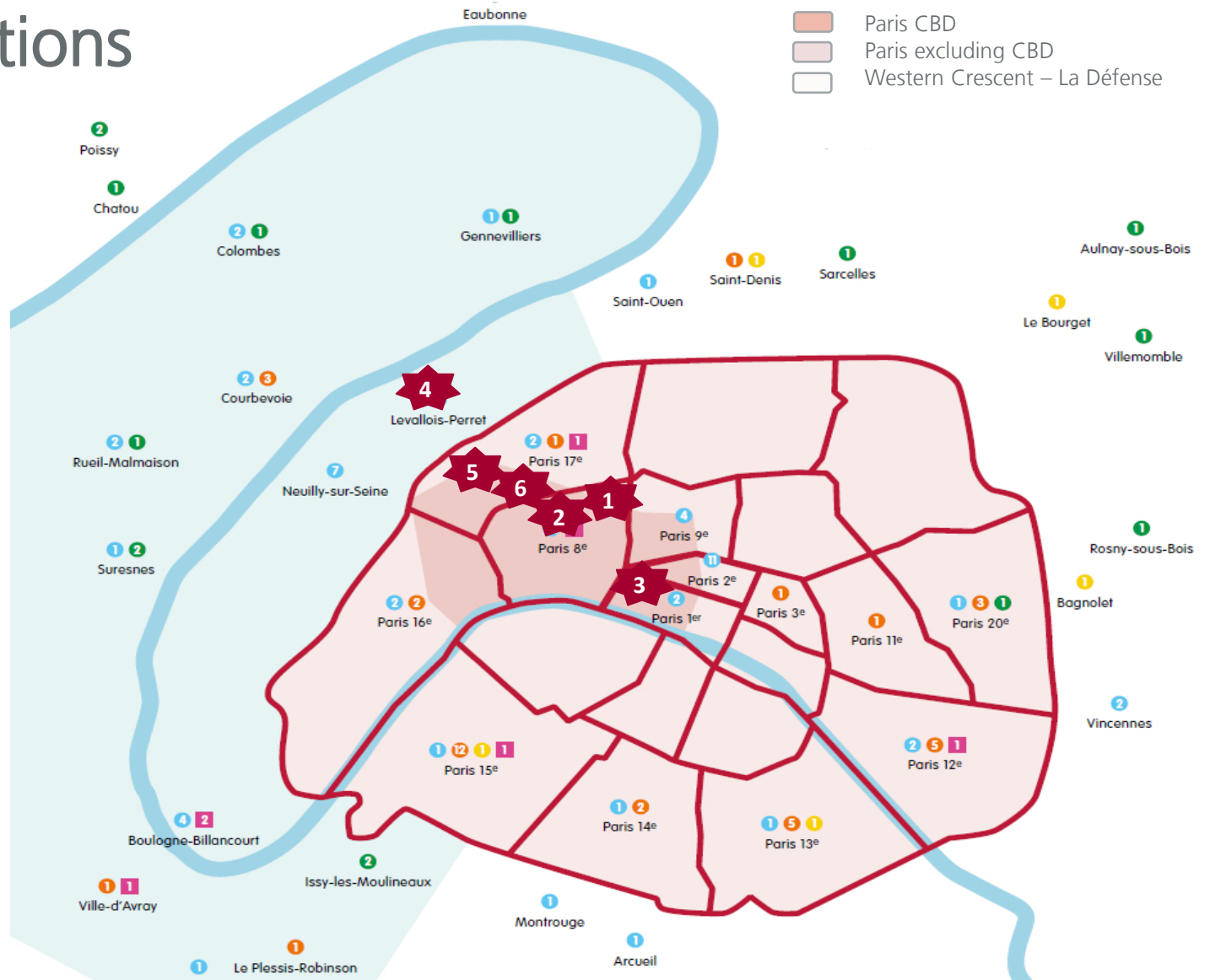
- 1** 55 Amsterdam, Paris City (delivered in H1 2017)
- 2** 7 Madrid, Paris CBD (bought in 2016, to be delivered in 2019)
- 3** Gecina headquarters – located in Paris CBD
- 4** Octant Sextant, Levallois-Perret (to be delivered in 2018)
- 5** Courcelles & Banville (Courcelles bought in H1-2017, Banville already owned)
- 6** Secondesk – Avenue de Villiers, Paris CBD



# ...their locations

- 1** 55 Amsterdam
- 2** 7 Madrid
- 3** Gecina headquarters
- 4** Octant Sextant (Levallois-Perret)
- 5** Courcelles - Banville
- 6** Secondesk - Villiers

c.10% of Gecina's offices portfolio at end-2016 & c. 25% including the assets seen on the road



A rooftop terrace with wooden decking, outdoor furniture, and a view of a city with a prominent domed building. The terrace is furnished with several sets of outdoor seating, including sofas and chairs, some with colorful cushions. A white umbrella is visible on the left. In the background, a cityscape is visible under a blue sky with scattered white clouds. A prominent building with a large dome and a clock tower is in the foreground on the right. The overall scene is bright and sunny.

**« DOING BETTER,  
QUICKER,  
STRONGER »**

Méka Brunel, CEO

# 1 Priority

- Reinforcing our leadership for Urban offices in Paris markets
  - 78% of Gecina’s portfolio focused on offices, primarily in the most central locations
  - Harnessing value creation potential with a total return approach

# 4 Strategic Pillars



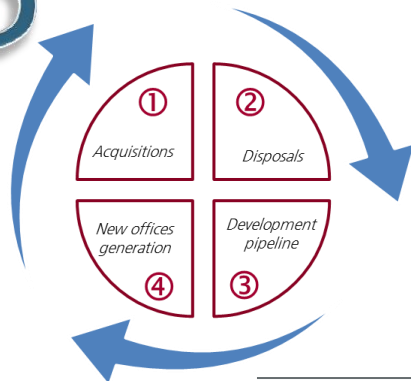
1 Capitalizing on opportunities for “smart” investments

2 Capturing value from selling non-core and mature assets

3 Extracting value from our portfolio through an ambitious pipeline

4 Promoting innovative, outstanding & responsible buildings

# 3 Acceleration Drivers



Doing better, quicker, stronger

1- Ensuring investment discipline / optimizing our capital allocation

2- Improving the profitability of our diversification portfolio

3- Redefining priorities around operational leverage for value creation

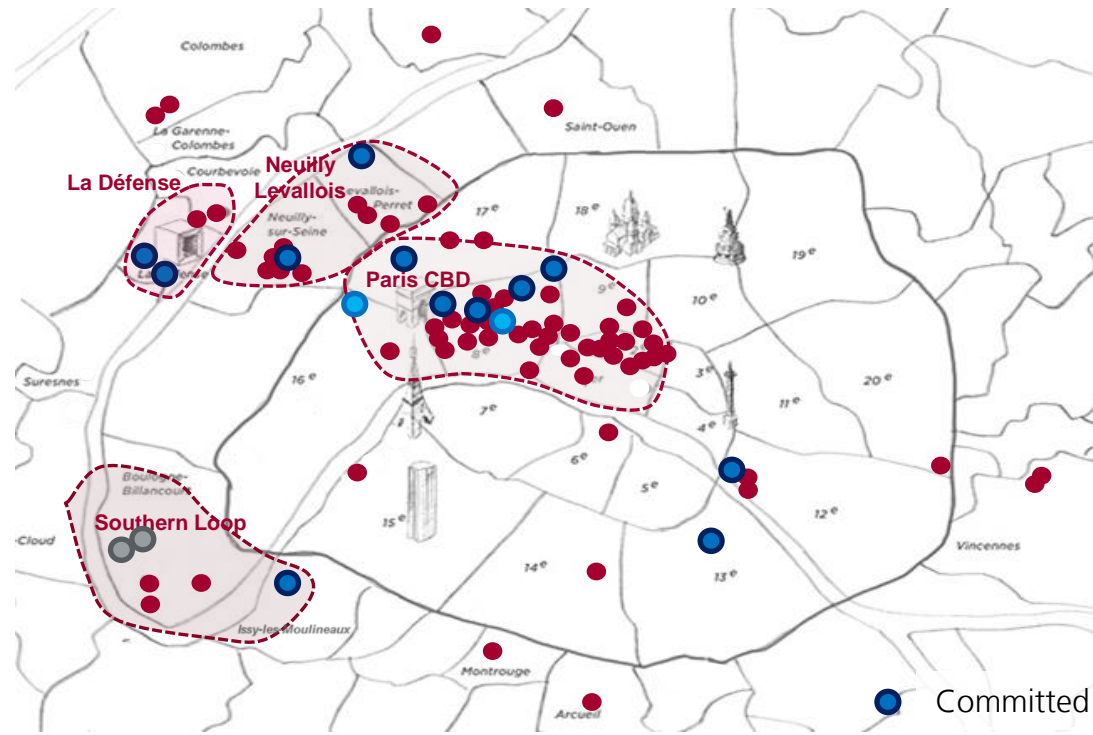
# 1 Harnessing value creation through assets repositioning in central areas

*A large playground in the best locations of the Paris Region*

**Committed Pipeline\***  
 c. 230,000 sq.m  
 Deliveries 2017-2019  
**€1.5bn**  
 (€463m still to be invested)  
**Yield-on-cost: 6.4%**  
 Exit yield: < 4.6%

**Controlled & Certain\***  
 c. 47,000 sq.m  
 Deliveries 2020-2021  
**€0.7bn**  
 (€167m still to be invested)  
**Yield-on-cost: 4.8%**  
 Exit yield: < 3.9%

**Controlled & Likely\***  
 c. 200,000 sq.m  
 Deliveries 2019-2024  
**€1.5bn**  
 (€871m still to be invested)  
**Yield-on-cost: 6.7%**  
 Exit yield: < 4.9%



- Committed Pipeline
- Controlled & Certain Pipeline
- Projects delivered in 2016

\*At end-2016

# 1 Harnessing value creation through assets repositioning in central areas

*A pipeline of projects located in the most promising areas of the Paris Region*

	Paris City	Paris CBD	Paris excl CBD	La Défense	Southern Loop	Neuilly Levallois	Rest of the Western Crescent	1ère Couronne	2ème Couronne
Take up (% change in 2016)	+16%	0%	+30%	+97%	-41%	+28%	-17%	+14%	-3%
Diff vs. 10 y average	34%	18%	48%	52%	-6%	6%	-22%	-26%	-20%
immediate supply (% change in 2016)	-26%	-18%	-32%	-14%	0%	-10%	-18%	-13%	-2%
Supply within a year (% change in 2016)	-16%	-2%	-25%	-16%	-6%	+8%	-15%	-4%	-4%
Supply within a year < 10 y average ?	yes	Yes	yes	~ =	no	no	~ =	~ =	~ =
Vacancy rate end 2016	3,3%	3,6%	3,1%	9,0%	9,8%	10,6%	[13% to 16%]	8,1%	6,1%
Vacancy rate < 10 y average ?	yes	Yes	yes	no	yes	no	no	yes	yes
Rental trends in 2016	+ to =	+ to =	+ to =	+ to =	+ to =	=	=	= to -	? (+)
Gecina's Office portfolio breakdown	54%	41%	13%	11%	13%	6%	6%	6%	1%
<b>Gecina's development pipeline</b>	<b>75%</b>	<b>36%</b>	<b>39%</b>		<b>15%</b>		-	-	<b>5%*</b>

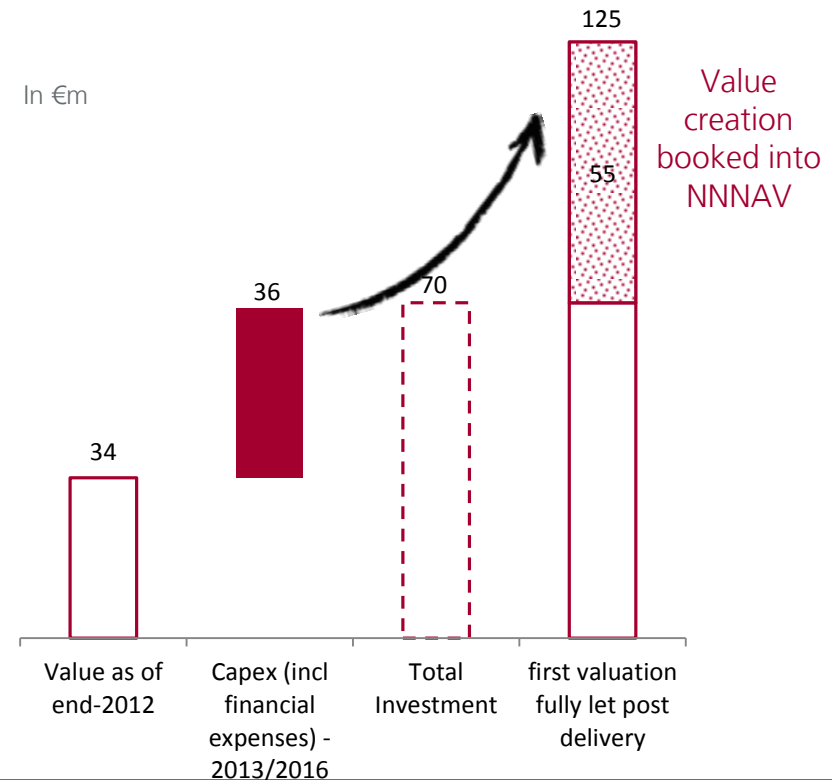
84% of Gecina's offices portfolio  
90% of Gecina's pipeline

\* Greenfiled projects to be launched only if prelet



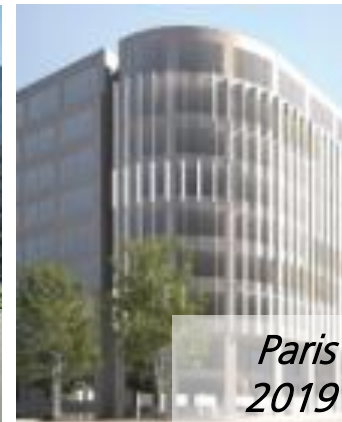
# 1 Transforming obsolete properties into outstanding assets

*Example: Le Cristallin, delivered in 2016, fully let in January 2017*



# 1 Transforming obsolete properties into outstanding assets

*Acceleration of value extraction to be expected ahead (deliveries & lettings)*



# 2 Pre-leasing of assets under development is a key for capturing value creation

*Example: Le Cristallin & Sky 56*



New lettings achieved on assets under development or recently delivered brought significant value creation in H2-2016 \*

*Acceleration on-going*



*Pre-leasing completed in H1*



*40% let in June 2017*

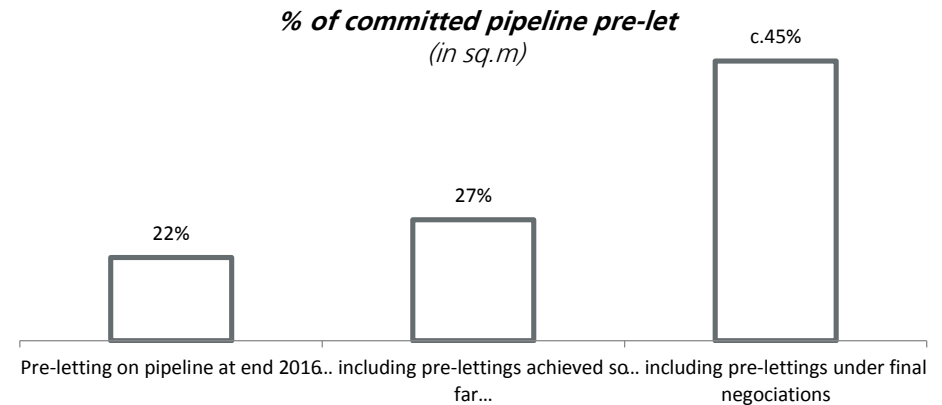
c. 35,000 sq.m  
more to come...

\* In H2-2016 revaluation net of capex from pre-let projects was around 1.2€ per share

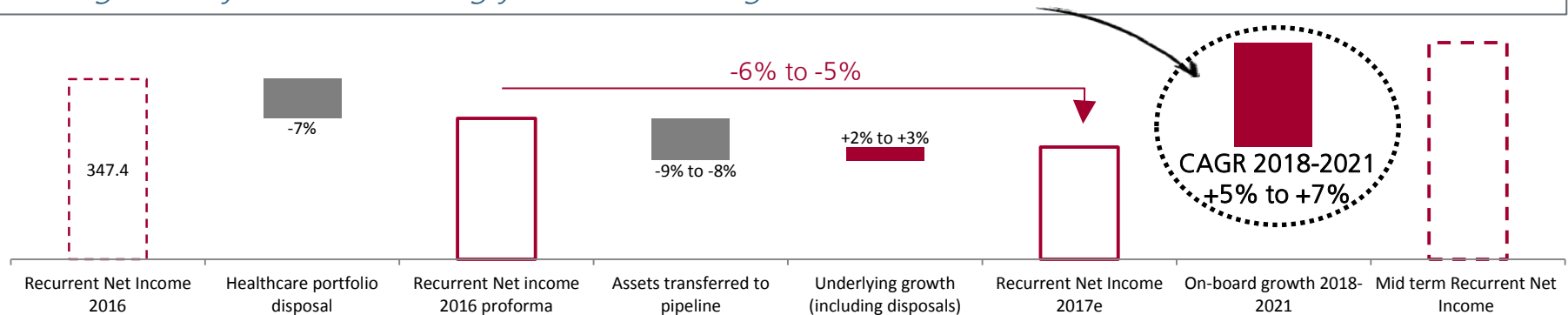
# 2 Pre-leasing of assets under development is a key for capturing value creation

*Pre-leasing is a key for accelerating value creation process*

- **Accelerating value extraction process** from our pipeline through pre-leasing ...
- ... whilst **increasing visibility** over the coming years cash flow growth
- **De-risking our pipeline** would increase Gecina's ability to incorporate new value-added development projects
- **Accelerating pre-leasings** does not mean being less ambitious regarding rental levels achieved
- Recent pre-leasing have **secured higher yield-on-cost** than expected



*Increasing visibility over the coming years' cash flow growth*



# 3 Innovation to serve value creation

Innovation brings Pricing Power

- 1. Energy cost savings**  
BREEAM, HQE, Leed, Effinergie labels...
- 2. Productivity gains**  
Well, BiodiverCity, Wired Score labels...

Innovation to extract value from vacant space

- 1. "Shared Parking"**  
Gecina is reorganizing the management of its parking facilities, aiming to maximize occupancy ratios for this part of its portfolio.  
→ Partnership finalized with INDIGO
- 2. "Popup co-working"**  
Gecina has welcomed startup incubators in 2 of its assets in Paris and Neuilly

Innovation to supply new markets and bring additional income

- 1. "Gecina services"**  
Providing services for our tenants with a "B2B2C" approach.
- 2. "Third place network"**  
Creation by Gecina of flexible spaces within its portfolio at key Paris Region locations, including co-working spaces, meeting rooms, services & cafes  
→ **Secondesk by Gecina**

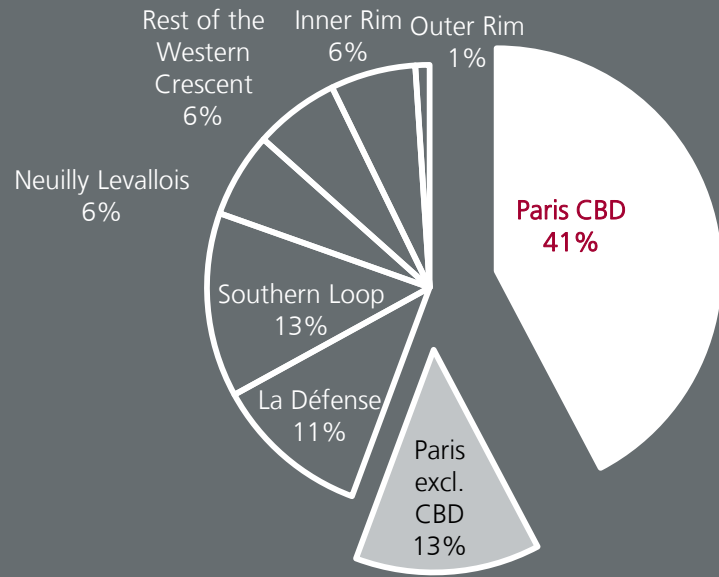




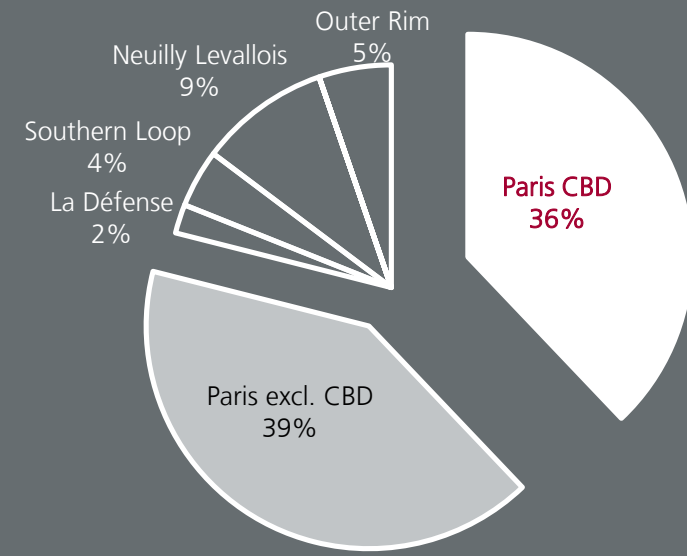
***ASSET TOUR***  
***PARIS CBD***

Investor day 2017

*Gecina's portfolio by geography*



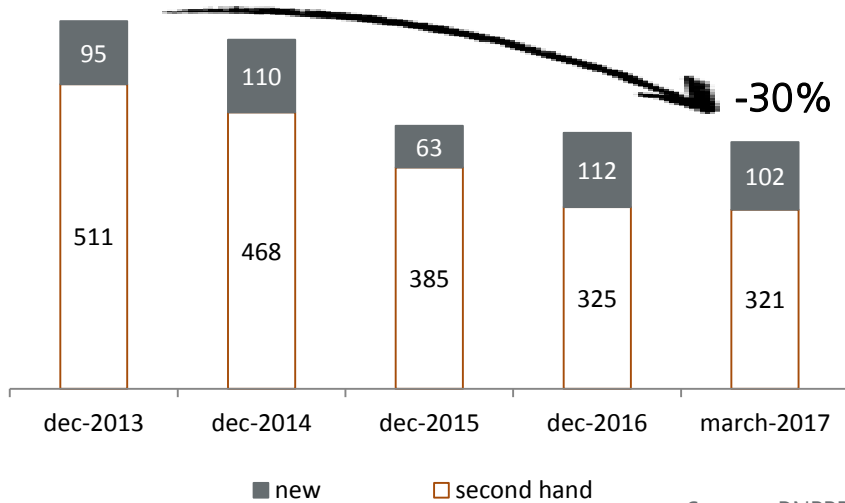
*Gecina's pipeline by geography*



In value

## Availability within one year

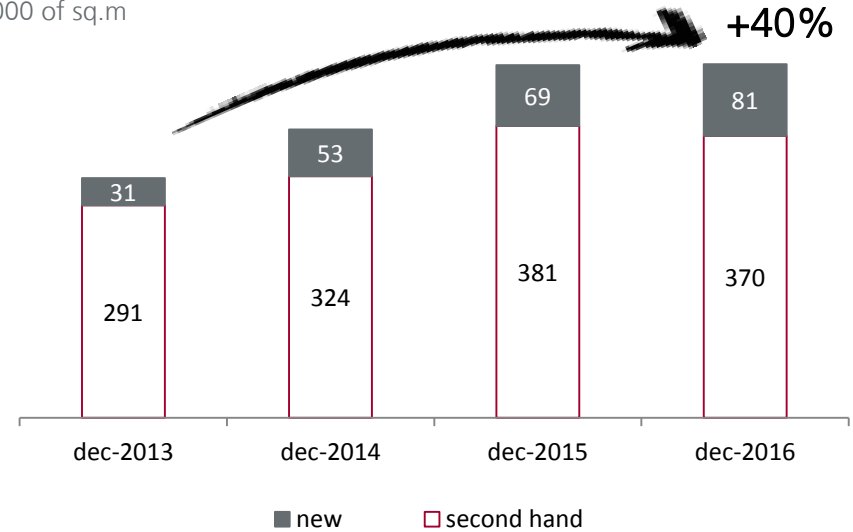
In '000 of sq.m



Source: BNPPRE

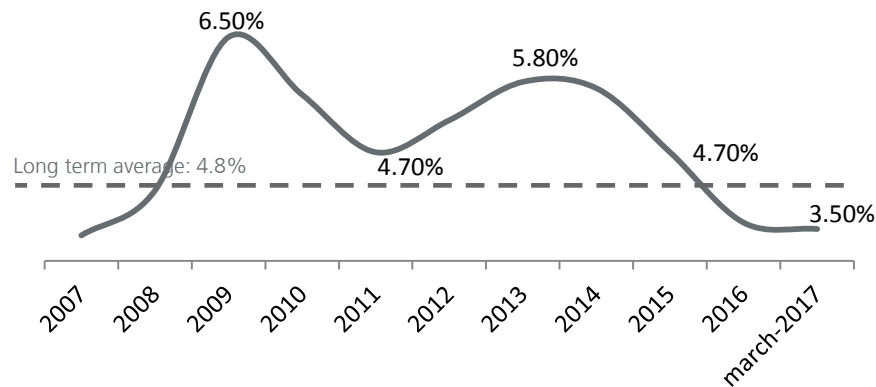
## Take-up

In '000 of sq.m



Source: BNPPRE

## Vacancy rate in Paris CBD



Source: BNPPRE

## Rental Trends (headline rents)

Immostat Area	New/redeveloped	Second Hand
Paris Centre West (extended CBD)	€628 ↑	€425 ↑
Paris North East	€395 ↑	€260 ↑
Paris South	€536 ↑	€342 ↑
La Défense	€470 ↑	€335 ↑
Western Crescent	€355 ↑	€217 =
Inner Rim	€270 =	€148 =
Outer Rim	€190 =	€109 =
<b>Average Paris Region</b>	<b>€358</b>	<b>€221</b>

Source: CBRE





*55 Amsterdam*

1

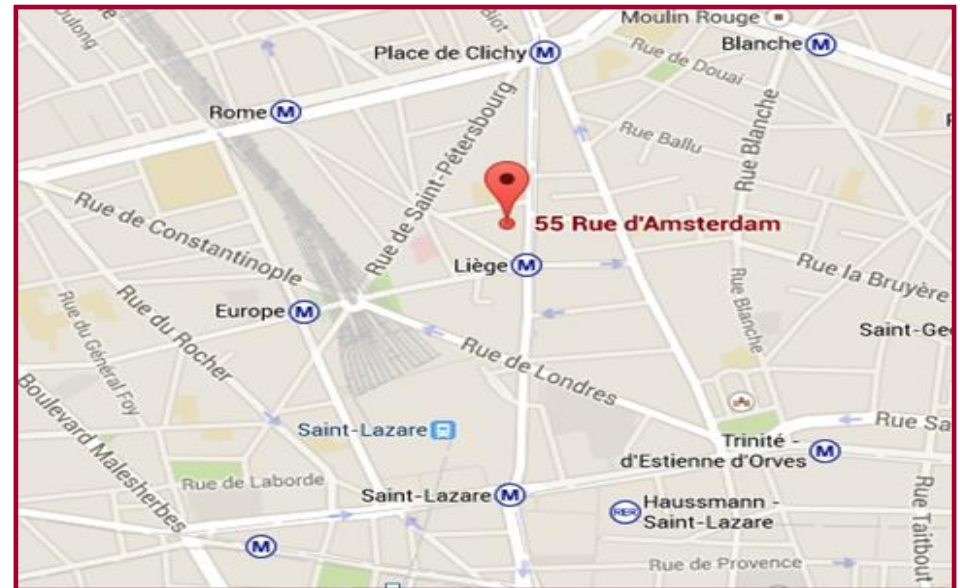
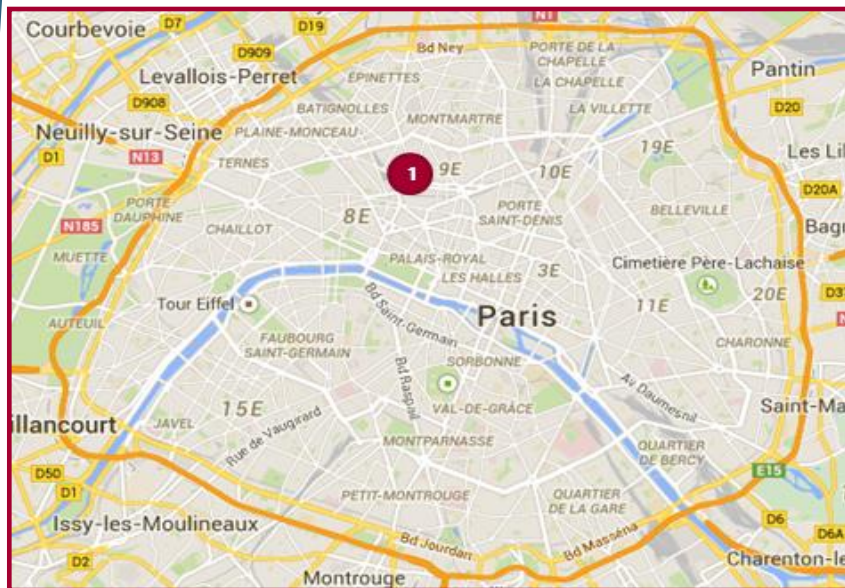


❖ Haussmann district in central Paris, close to CBD areas.

Optimum location in Paris' 8<sup>th</sup> arrondissement, close to Saint-Lazare train station, with numerous transport facilities nearby.

Well served by all means of transport:

- Paris metro stations:
  - "Gare Saint-Lazare" station served by lines 3, 9, 12, 13, 14
  - "Place de Clichy" station served by line 2
  - "Liège" station served by line 13
  - "Europe" station served by line 3
- Four bus services (81, 95, 170, 173)
- RER E (express train line to the suburbs): "Haussmann Saint-Lazare" station
- Direct access by car – 152 parking spaces





## Characteristics (project description):

Year of construction: 1929

1995 : first redevelopment

Freehold asset

10 floors and 3 basement levels

Triplex elevators

851-person capacity

Facilities: 192-seat canteen restaurant, cafeteria,

100-seat auditorium, conference rooms

Designed by E. Naud and L. Poux

HQE® Exceptional

BREEAM office 2009 Outstanding

Leed core and shell 2009 Platinum

Well

BBC Renovation

BiodiverCity

WiredScore

## Total area:

Offices: 12,300 sq.m

Number of parking spaces: 152



biodivercity



Before and...

...after refurbishment



2014-2017

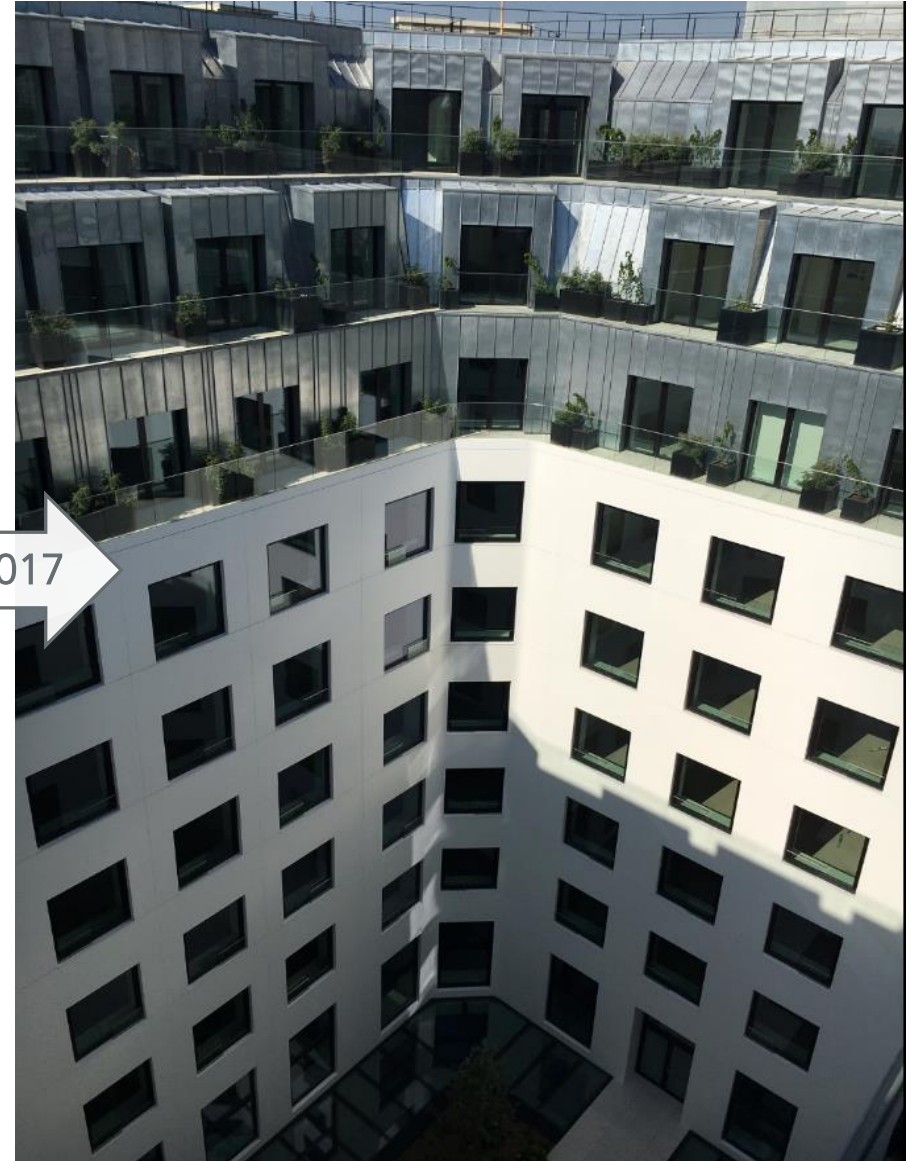


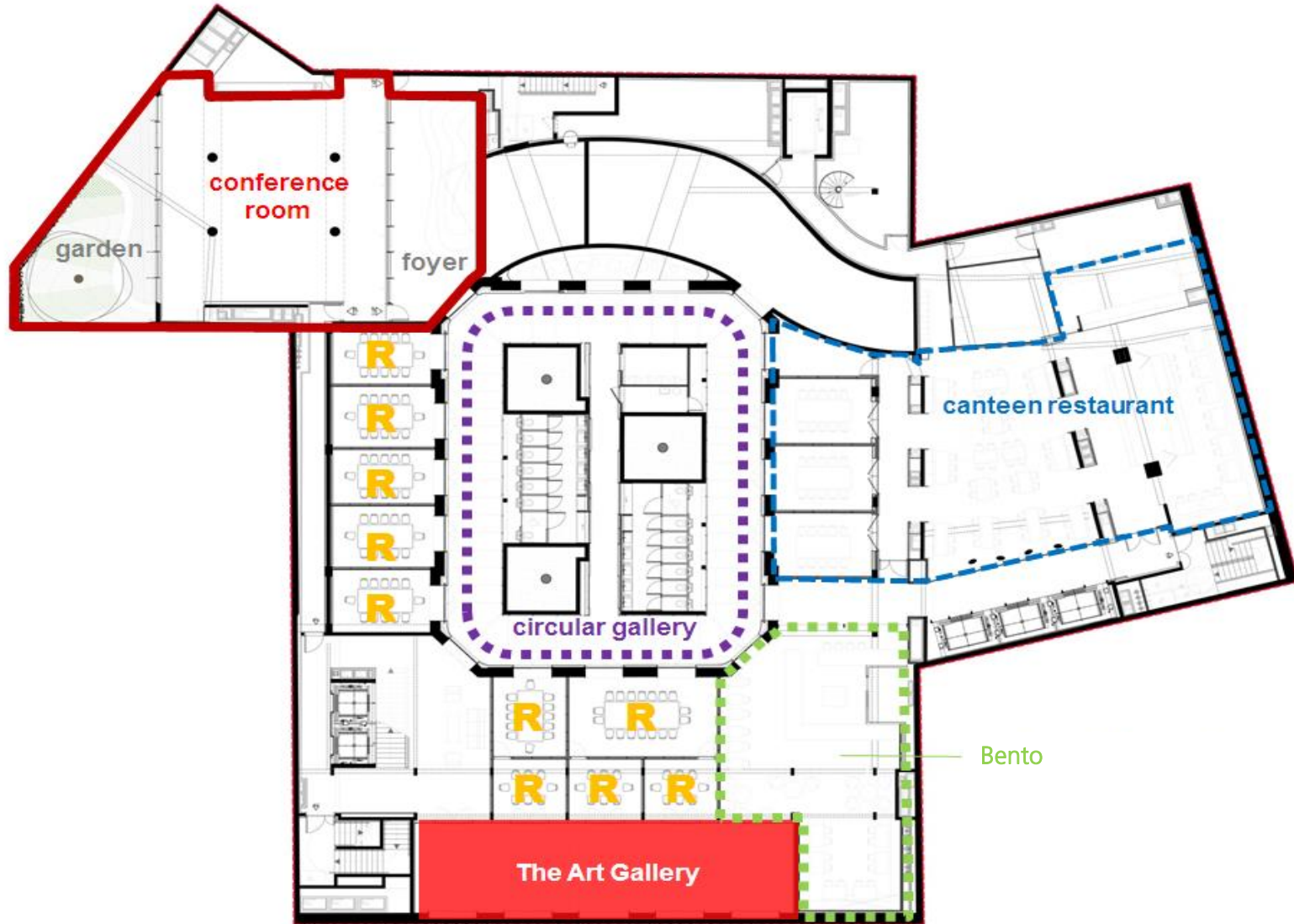
**Key figures**

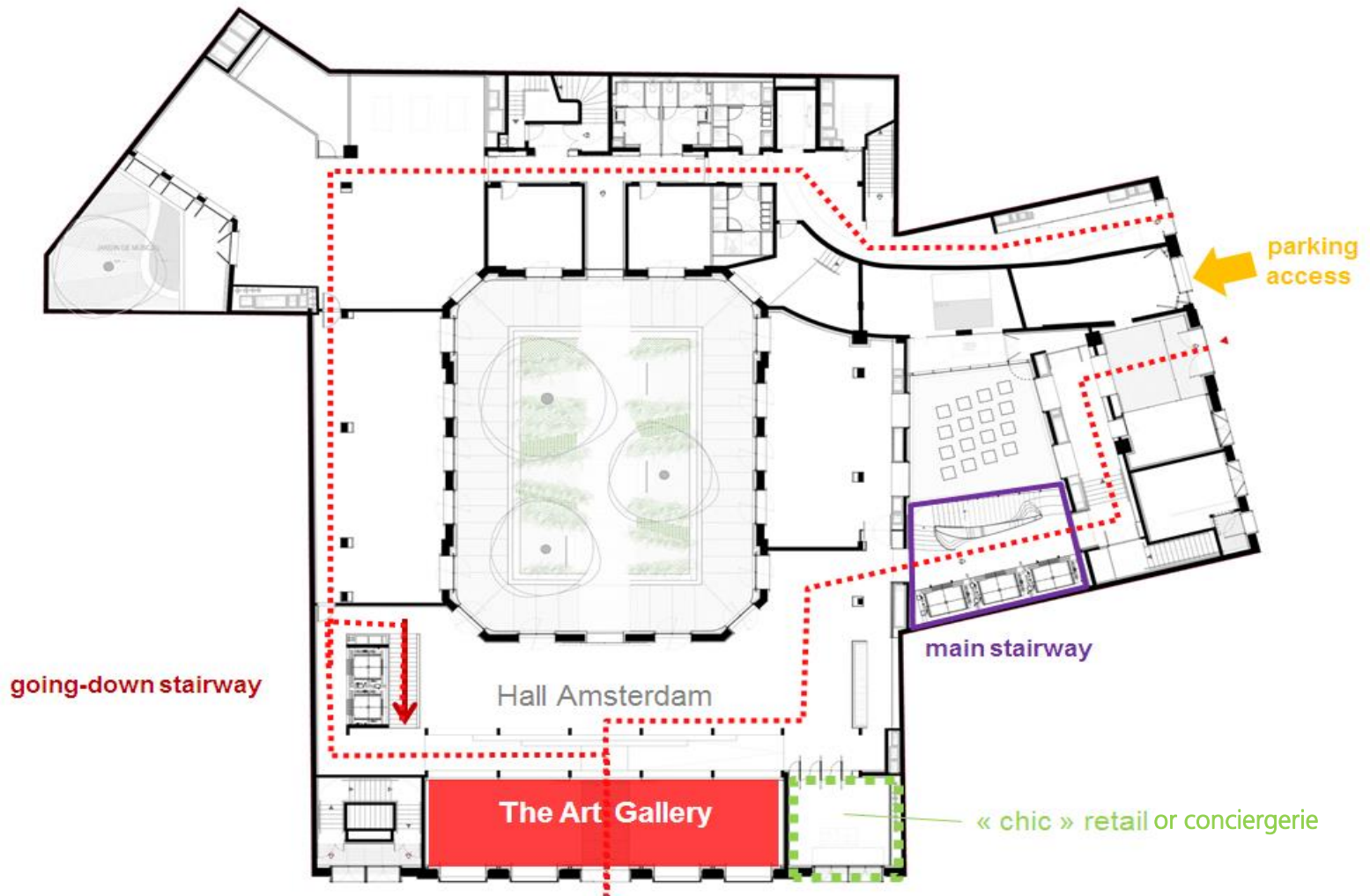
- Total investment: €100 m
- Delivery date: Q1-2017
- Yield on cost: > 7.5%
- Theoretical current exit yield <4%

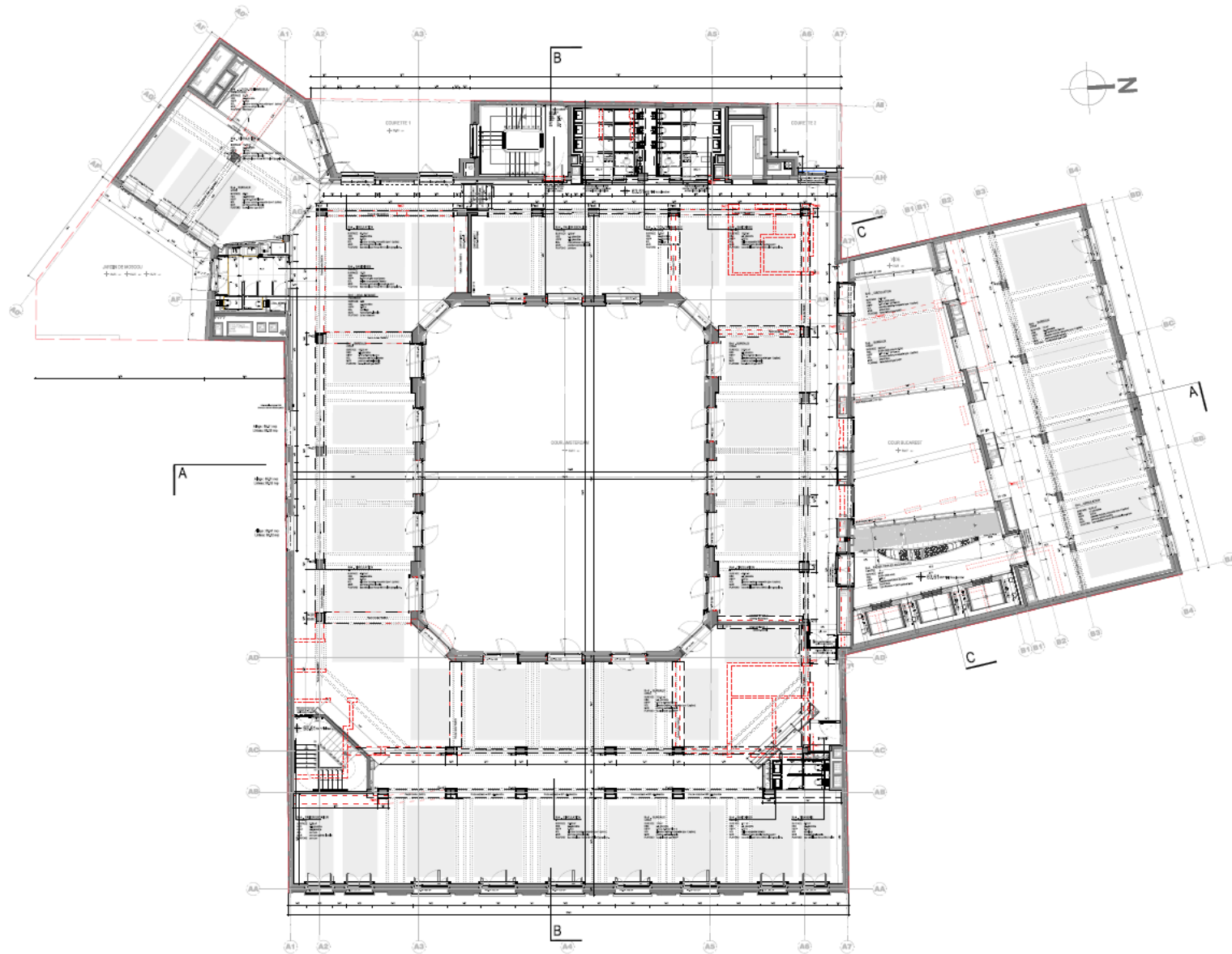


2014-2017

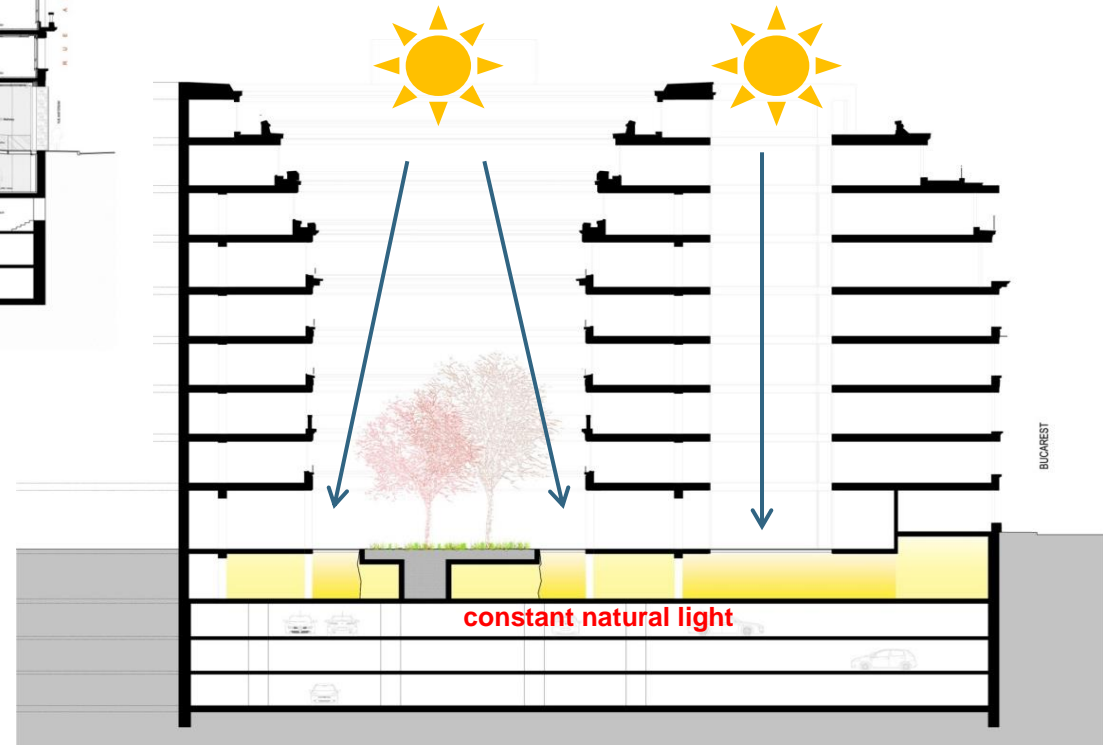
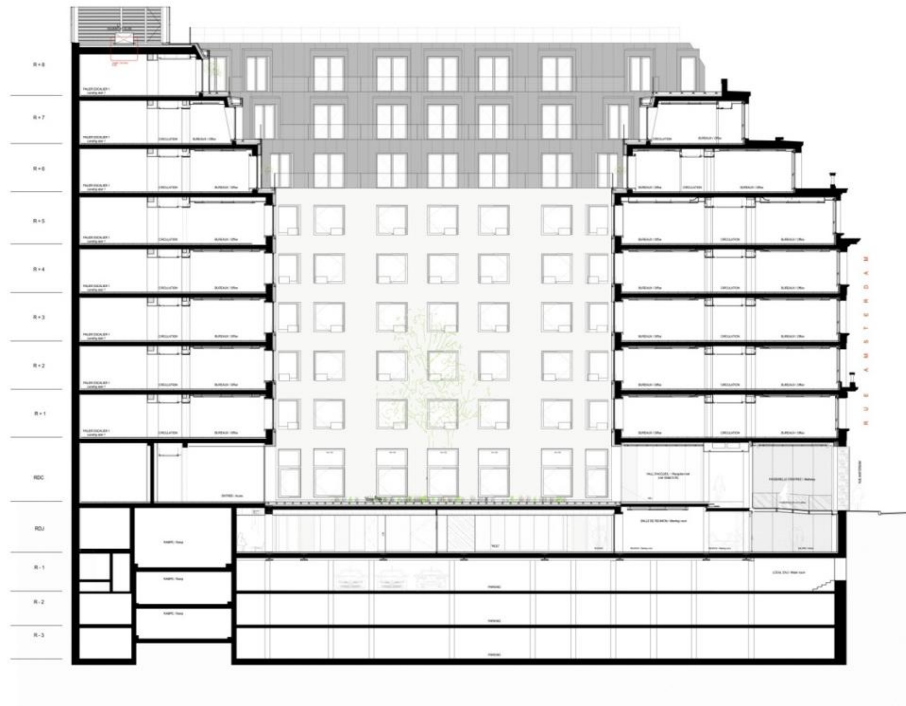












- Landscaping with plants in existing spaces and on the 9<sup>th</sup> floor roof levels
- Choice of ecofriendly materials (wood wool)
- 380% improvement in the plot’s plant coverage and 460% improvement in the biotope area factor (CBS = site’s ecological potential)
- Rainwater collection and reuse of grey water (wash basin water) for supplying the bathrooms and watering the garden area
- Optimum management of comfort levels with efficient building control: real-time monitoring of consumption levels with the hypervision® tool and monitoring of comfort levels with the Fireflies® sensors (temperature, interior air quality, noise)



## Certified, high-quality portfolio offers pricing power...

Highly certified responsible buildings...

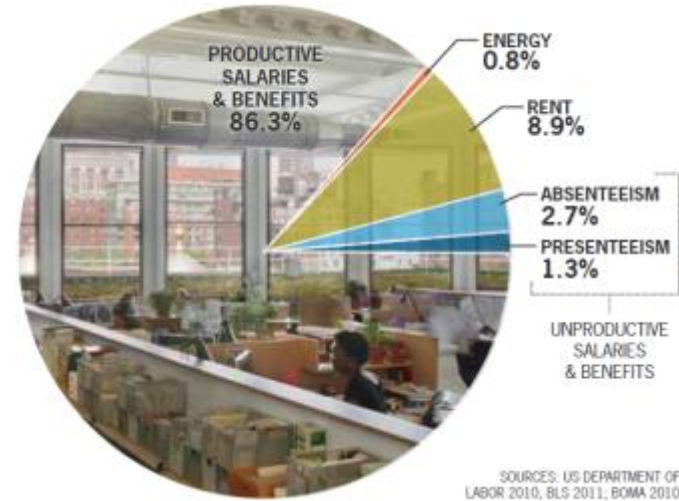
...major savings for tenants and pricing power for Gecina



Energy cost savings

Productivity gains

Average cost per employee: breakdown per type of expense



- ❑ According to research on some of Gecina's assets, these **benefits provided** by "responsible" and "efficient" assets could represent up to 50% of rental expenses...
- ❑ ...increased productivity, reduced absenteeism, presenteeism, serendipity, etc.
- ❑ ...potentially **improving profitability** for tenants...
- ❑ ...providing **pricing power** for Gecina



An asset focused on health and well-being of occupants

- The building is already compliant with a certain number of prerequisites concerning the Well label's 7 areas (Air, Water, Nourishment, Light, Fitness, Comfort and Mind), including:
  - Ventilation effectiveness
  - Air quality standards
  - Fundamental material safety
  - Drinking water promotion
  - Fundamental water quality
  - Electric light glare control
  - Right to natural light
  - Interior fitness circulation
  - Active transportation support
  - Exterior active design
  - Accessible design standards
  - Exterior noise intrusion
  - Thermal comfort
  - Beauty mindful design
  
- At this stage, 55 Amsterdam is “Well Core & Shell Compliant” and will offer the possibility for tenants to get “Well – Tenant Improvement” certified.

- BiodiverCity label: this label recognizes projects that factor in biodiversity from their design phase through to their operational phase, and is awarded by the CIBI international biodiversity and real estate council following an audit of the project's compliance by an independent auditor. Focused on 4 areas (engagement, project, ecological potential and amenities), the label certifies the real estate project's compliance with an eco-quality level. The label combined with the set of standards makes it possible to display the performance level achieved.
- Well label: this label is focused on the health and well-being of occupants, recognizing buildings that factor in these aspects from their design phase through to operations. Looking at 7 areas (Air, Water, Nourishment, Light, Fitness, Comfort and Mind), the Well label enables a holistic approach that is built around the 12 fields for health and well-being (including concentration, energy, physiology, rest and refresh, stress and mood management, etc.) and broken down into 85 criteria.



BiodiverCity  
scorecard  
for 55 Amsterdam



*7 Madrid*



## An acquisition secured in 2016 through a singular asset swap



### Acquisition 7 rue de Madrid

- Vacant asset
- Total surface: c.11,000 sq.m.
- Acquisition price: €64m
- Total investment cost: €109m
- Implicit expected yield on cost > 6.4%



### Disposal Bourse – Colonne

- Fully let
- Total surface: c.5,000 sq.m
- (2/3 offices, 1/6 housing, 1/6 retail)
- Disposal price €56m
- Implicit exit yield: < 3.9%

IRR > usual group's target  
 Marginal combined yield on cost\*: ~8%

\* (expected rents on Madrid post delivery – effective rents on Bourse)/(total investment net of proceeds from disposal)

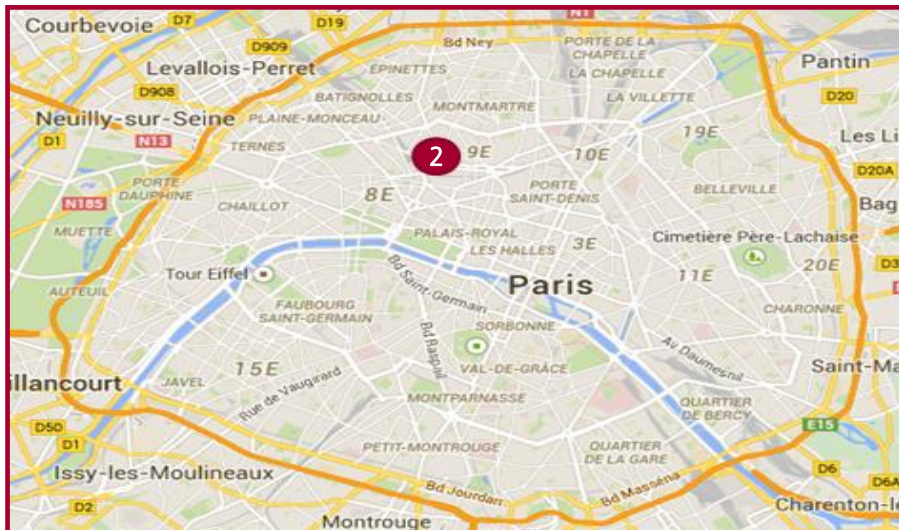
2



❖ Haussmann district in central Paris, close to CBD areas.  
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- Four bus services (81, 95, 170, 173)
- RER E (express train line to the suburbs): "Haussmann Saint-Lazare" station







**Characteristics (project description):**

19<sup>th</sup> century

Freehold asset

Creation of a wooden structure extension, the “Dany Factory”

Creation of a 175 sq.m rooftop

Creation of a garden and various patios

9 floors, with new space created benefitting from direct natural light

971-person capacity

Facilities: creation of a 110-seat canteen restaurant, bar and fitness

Flexible spaces, all offices will benefit from direct natural light

Designed by Agence Search

*HQE® Excellent*

*LEED Platinum*

*Well Gold*

*BBC Effinergie renovation*

*BiodiverCity*

*WiredScore*

**Total area:**

Offices: 11,000 sq.m lettable

Number of parking spaces: 22

- Total investment: €109 m
- Delivery date: Q3-2019
- Yield on cost: 6.4%

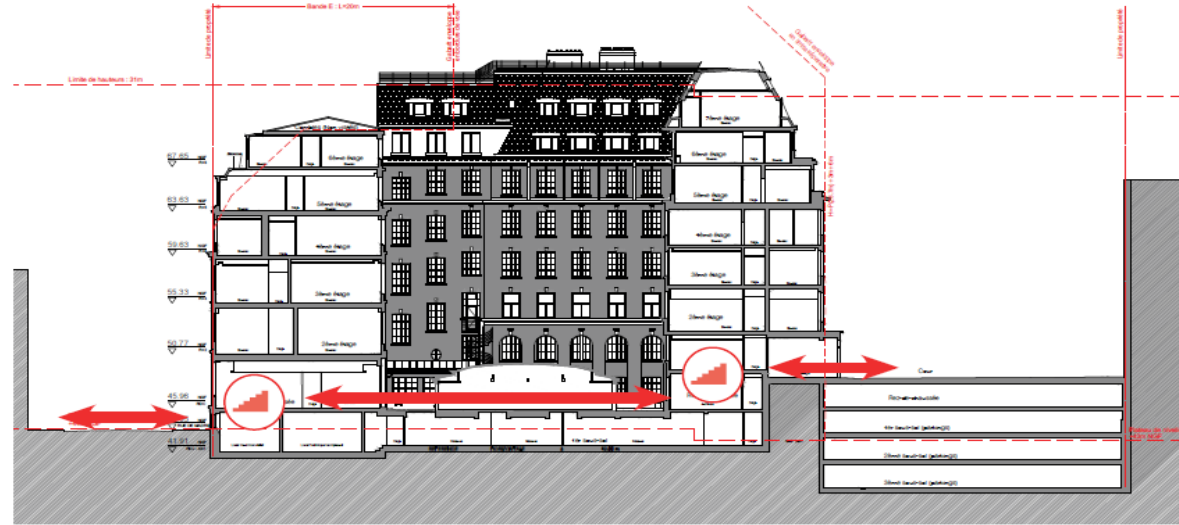


biodivercity

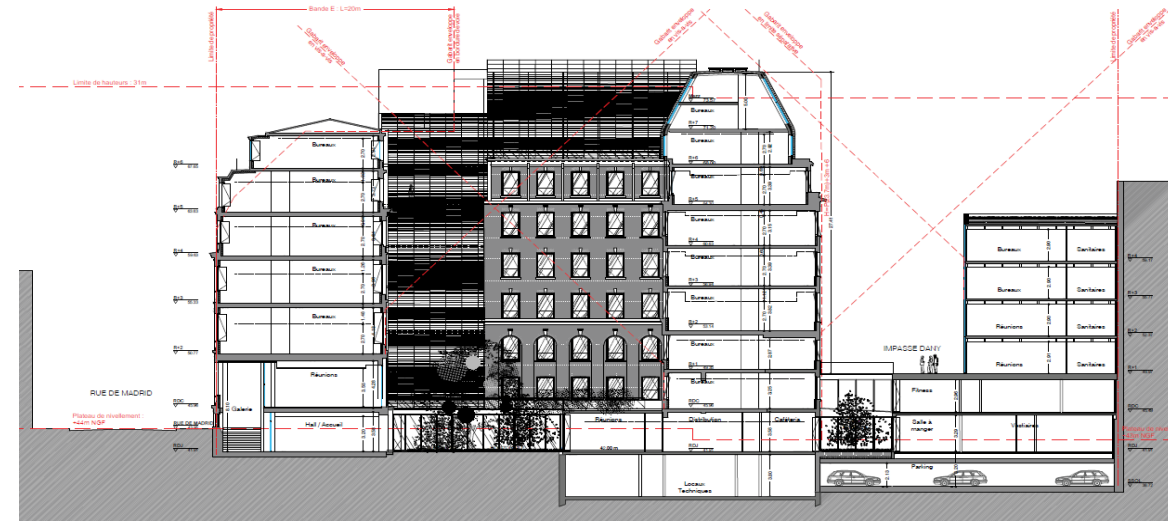


**“We do not buy Prime assets, we build them!”**

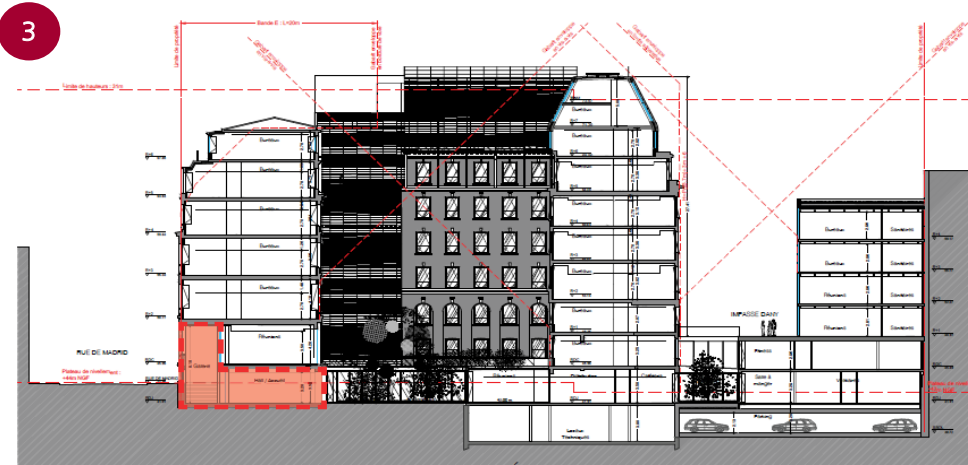
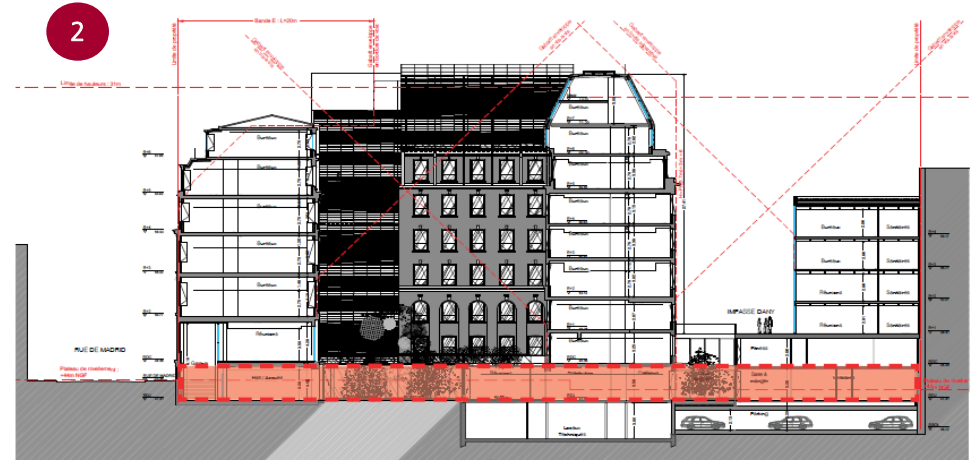
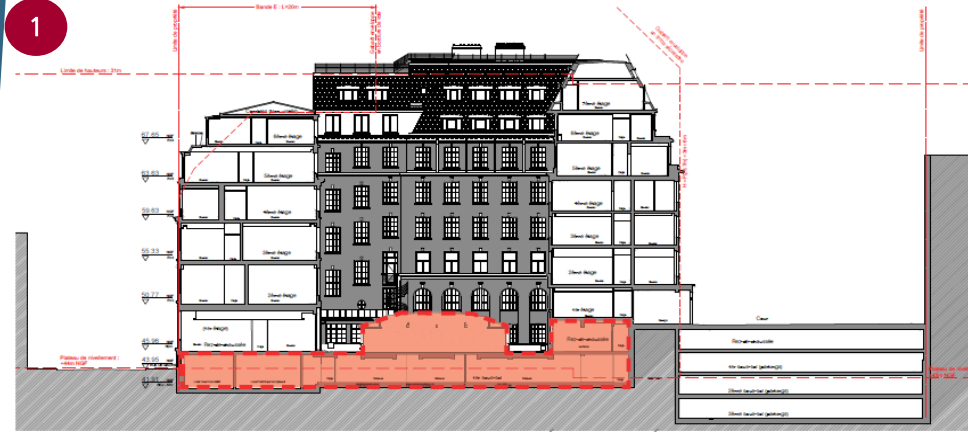
The asset before construction starts and...



... after redevelopment



Different stages of the redevelopment...



Before and...



2016-2019

...after refurbishment



- Total space: 9,900 sq.m
- 7 floors

**+11% of surface area**

- Total space: 11,000 sq.m
- 9 floors
- Transformation of parking spaces to offices
- Creation of a garden and various patios
- All offices will benefit from direct natural light
- Creation of a restaurant, a 175 sq.m-rooftop, and a wooden structure extension (The Dany Factory)

Before and...



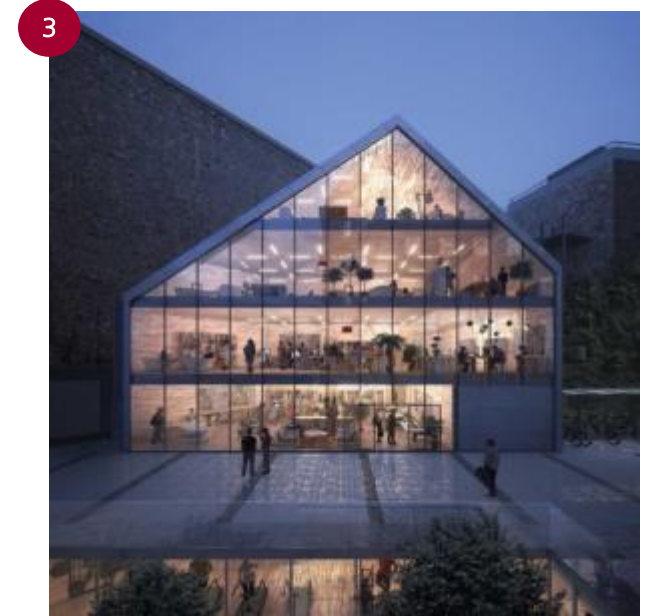
2016-2019

...after refurbishment



The 6<sup>th</sup> and 7<sup>th</sup> levels are key element of the redevelopment project, with bigger volumes and an exceptional view of Paris





The Dany Factory,  
the wooden structure extension



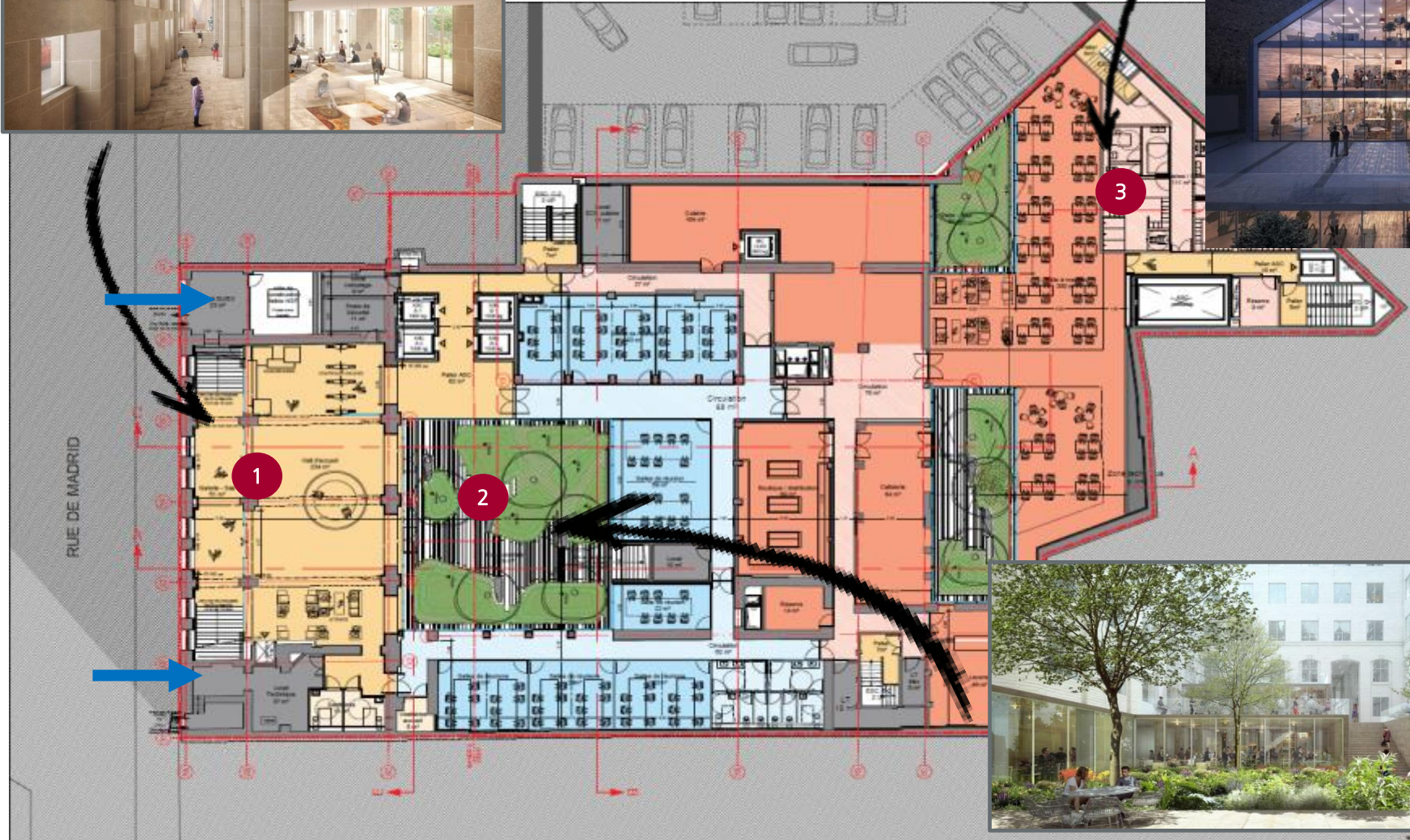
The future hall and interior garden

Garden level plan

1



3



1

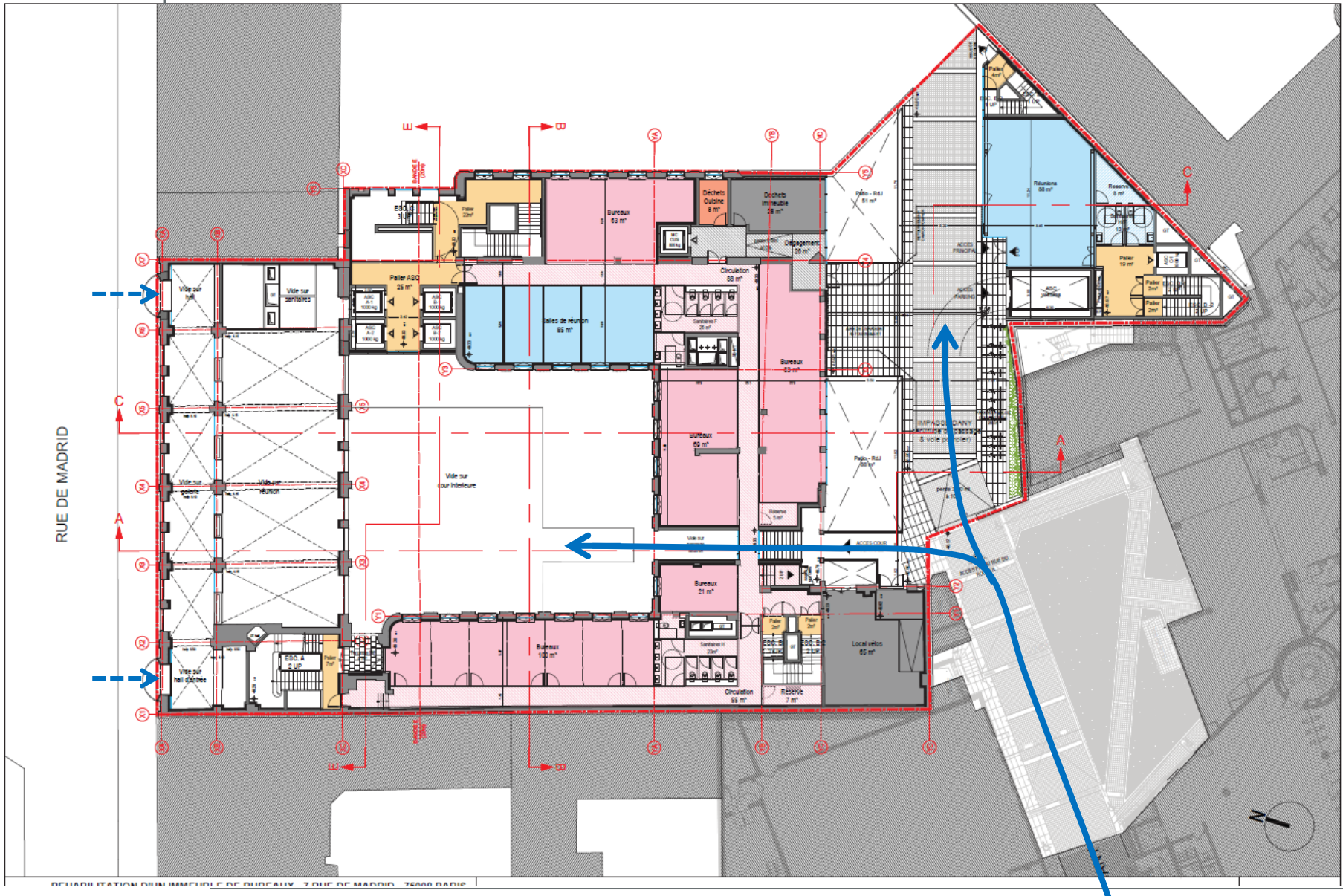
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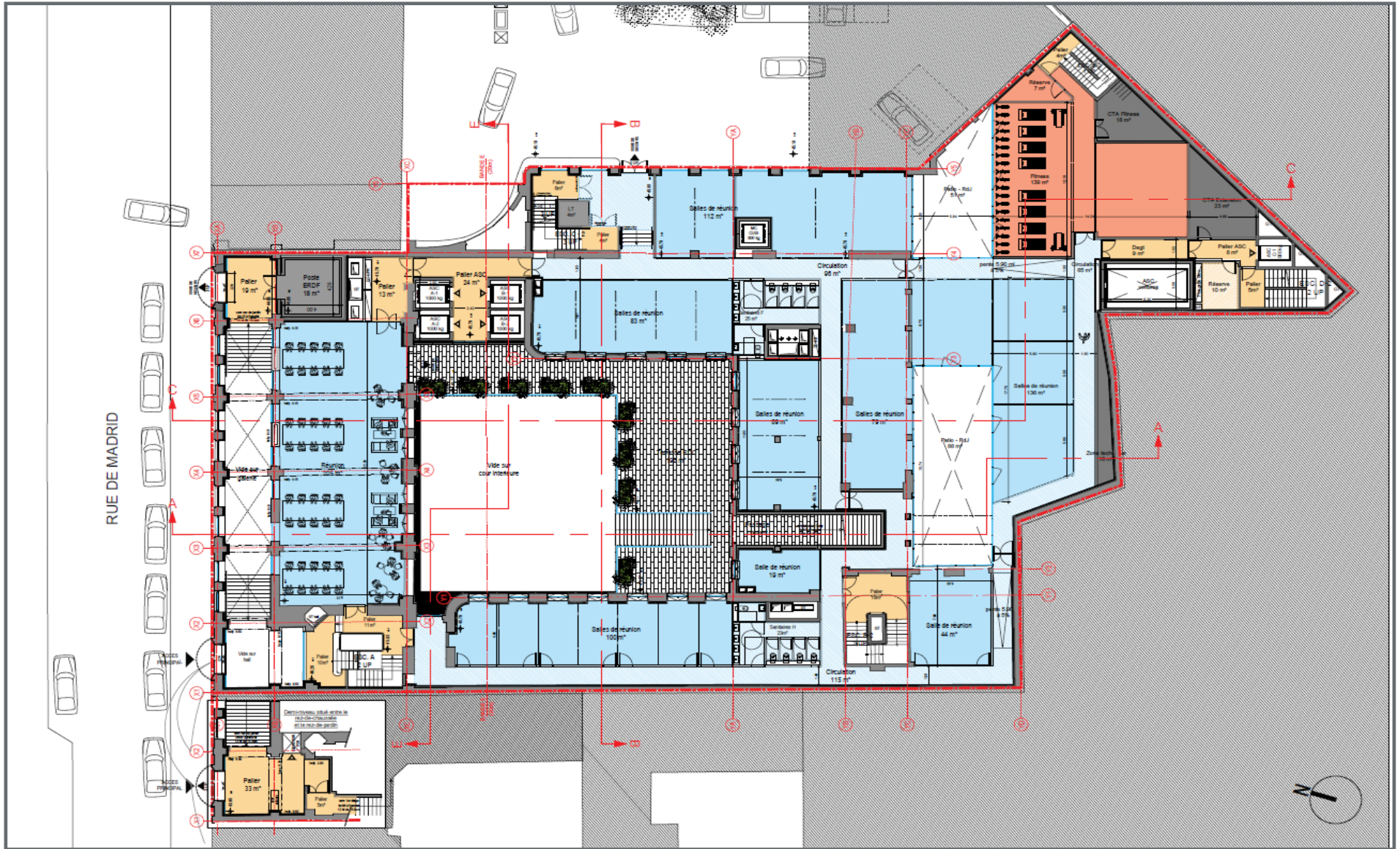
Level 1 floor plan



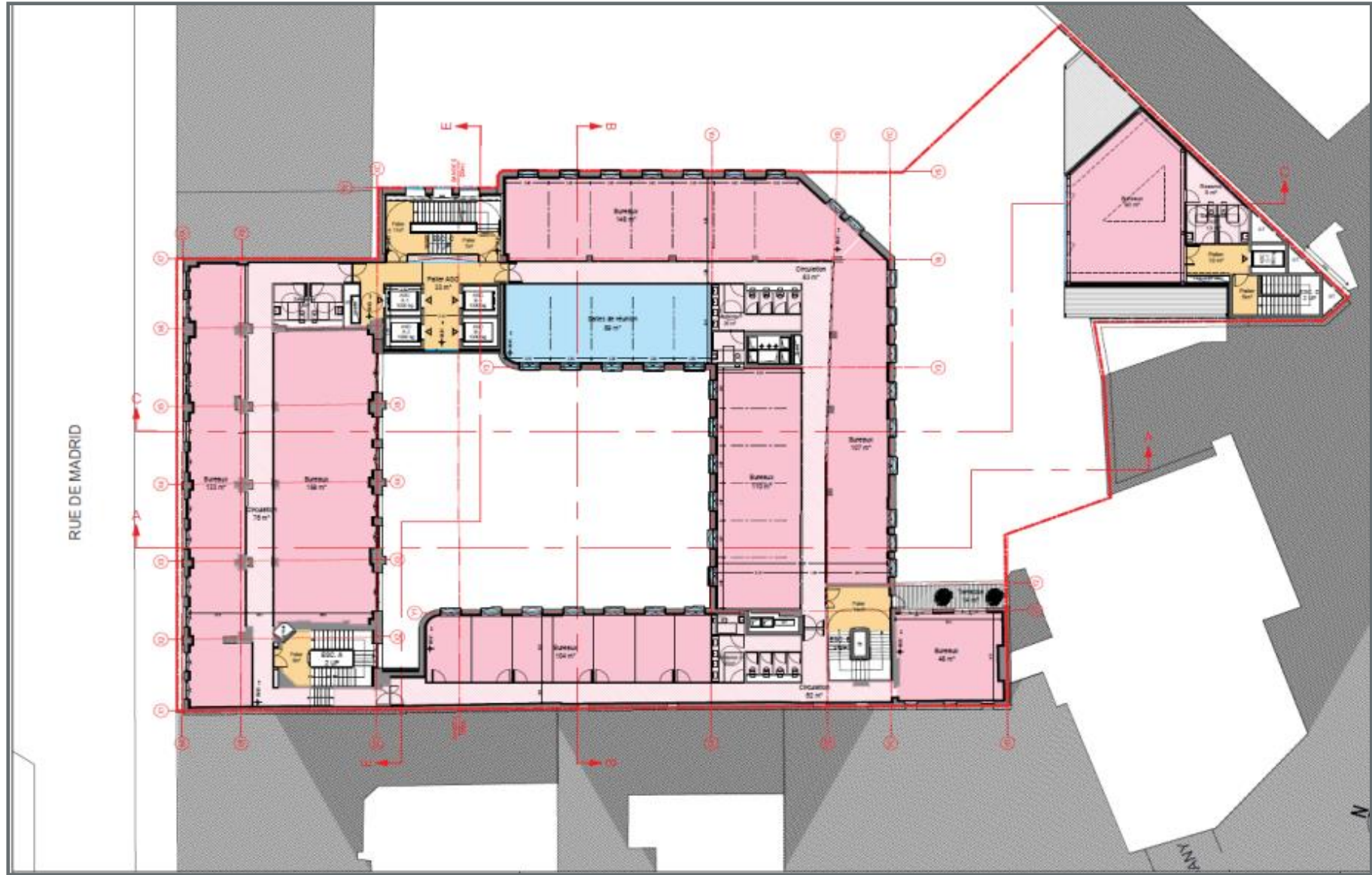
REHABILITATION D'UN IMMEUBLE DE BUREAUX, 7 RUE DE MADRID, 75008 PARIS



Main floor plan

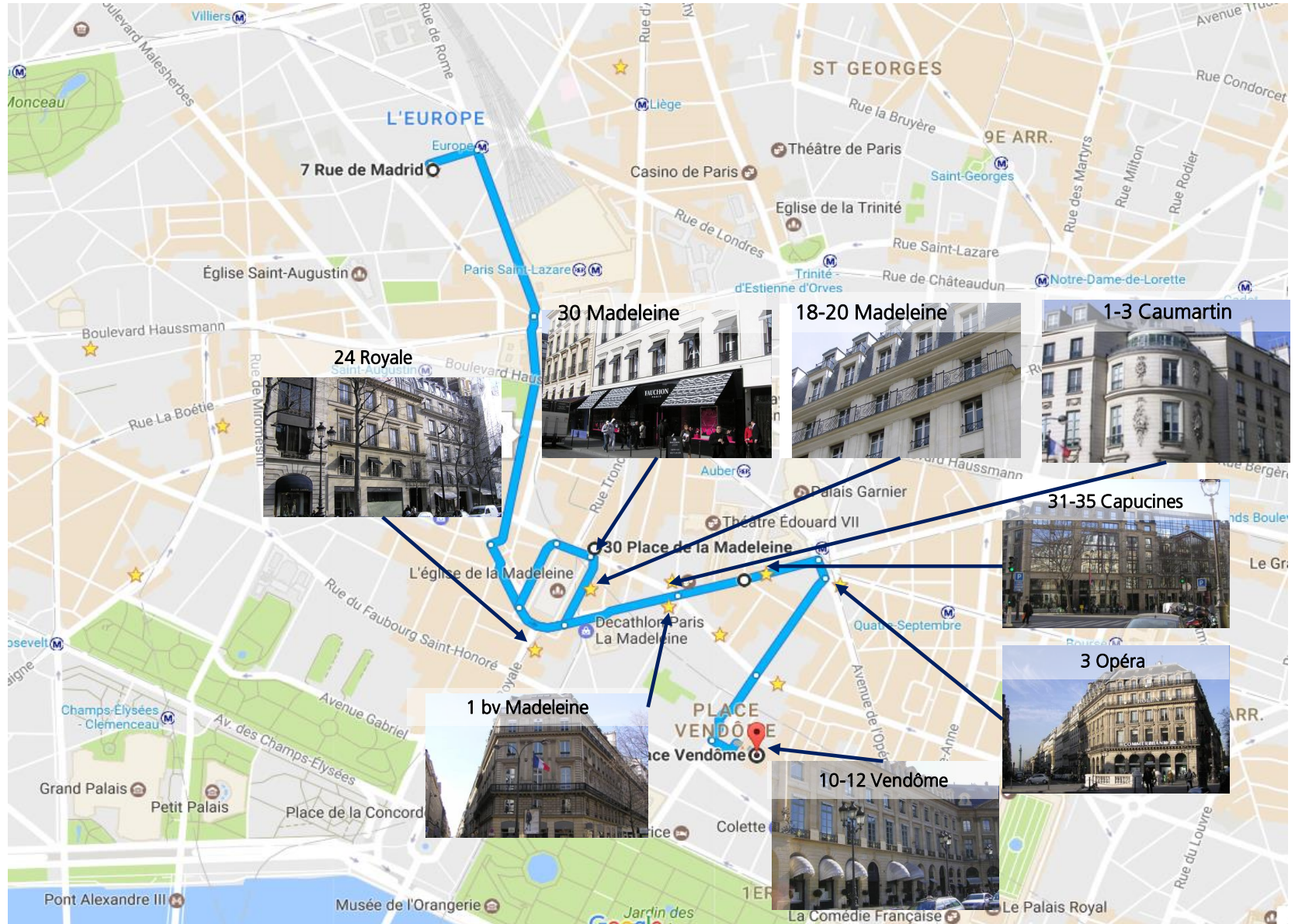


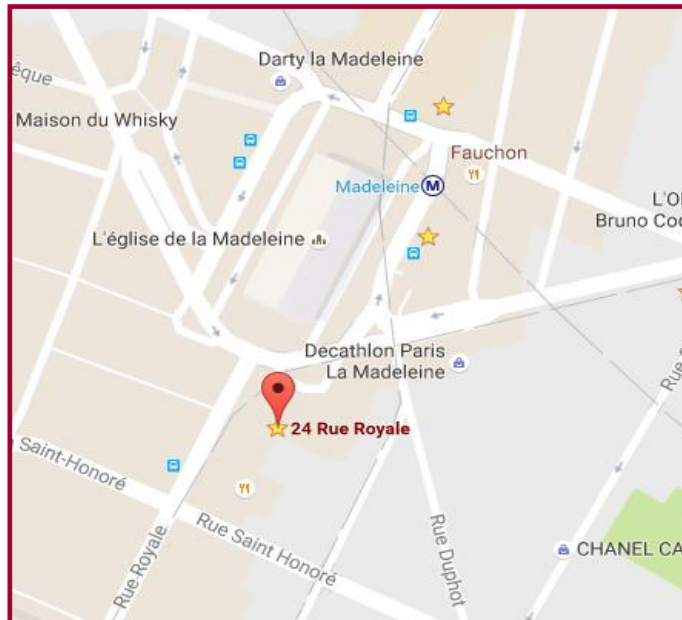
Level 4 floor plan



*On the road ...*







### Year of construction and characteristics:

1880

Redeveloped in 1995

2 entrances on Rue Royale and on Place de la Madeleine

**Total area:** 2,897 sq.m

Offices: 1,685 sq.m

Retail: 1,213 sq.m

Number of parking spaces: 22

### Main tenants:

MASSIMO DUTTI

RR DONNELLEY PRINTING

ALVAREZ & MARSAL



## Year of construction and characteristics:

1926

Building with 7 floors and 2 basement levels

It extends from Place de la Madeleine to Vignon street

2005-2006: facade cleaning

2009: renovation of the common areas

**Total area:** 3,500 sq.m

Offices: 2,609 sq.m

Retail: 484 sq.m

## Main tenants:

CODIC

MAX MARA

COMPTOIR FRANÇAIS DE LA CHEMISE (Figaret)



## Year of construction and characteristics:

1925

2006: facade cleaning

5 floors and 1 basement level

**Total area:** 2,392 sq.m

Offices: 782 sq.m, 3 office space areas

Retail: 1,100 sq.m

Archives: 230 sq.m

Housing: 2 apartments (279 sq.m)



## Main tenants:

FAUCHON

GAFTARNIK LE DOUARAIN & ASSOCIES

ART HERITAGE, ZERO VIRGULE



## Year of construction and characteristics:

19<sup>th</sup> century

Renovated in 1997

**Total area:** 2,514 sq.m

Offices: 1,144 sq.m

Retail: 684 sq.m or weighted area of 328.44 sq.m

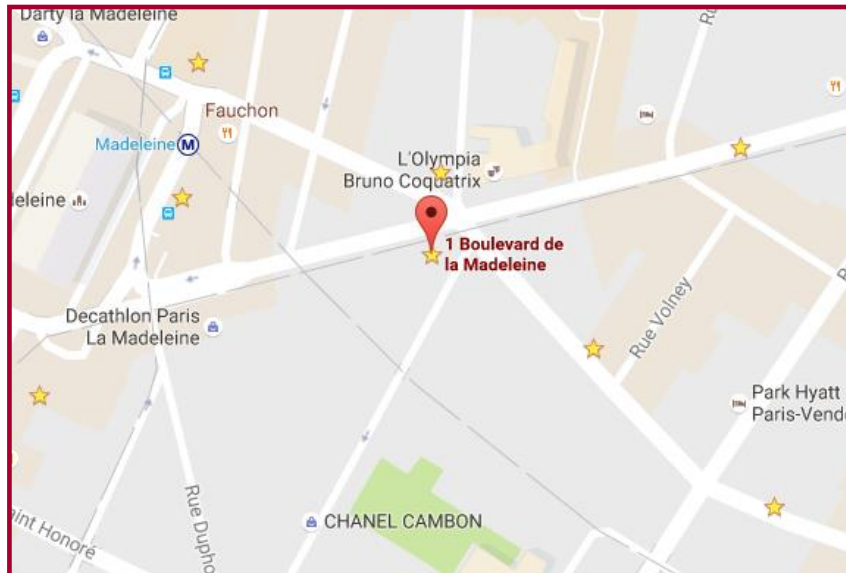
+Housing & Others: 690 sqm

## Main tenants:

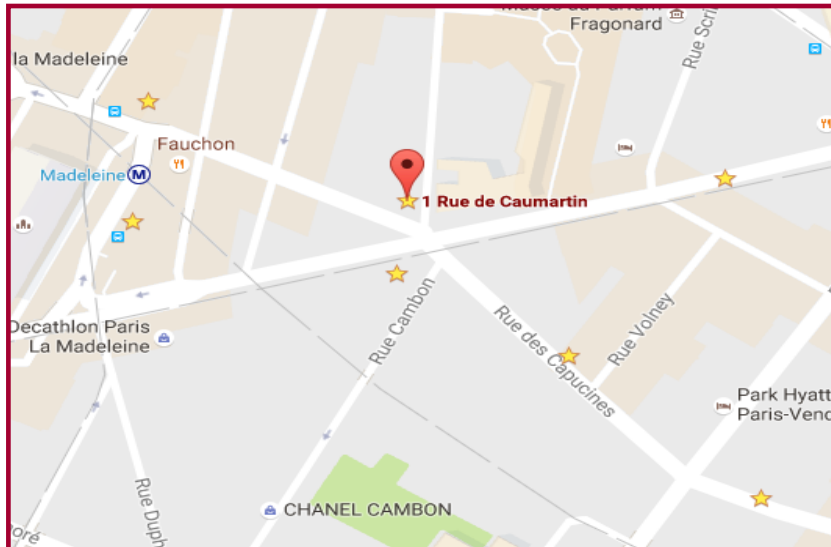
AERO MEXICO (Offices)

PINET (retail)

WESTON (retail)







## Year of construction and characteristics:

1780

Building with 5 floors and 1 basement level

Façade listed historical monument

**Total area:** 3,000 sq.m

Offices: 1,680 sq.m

Retail: 1,050 sq.m

Housing: 270 sq.m

## Main tenants:

Offices:

GEDEON RICHTER (pharmaceutical company)

EUROPEAN HOMES (property developer)

MCSA

Retail:

ZARA HOME

CAFÉ DE L'OLYMPIA



## Year of construction and characteristics:

20<sup>th</sup> century

Fully redeveloped in 1992

Building with 7 floors and 4 basement levels

**Total area:** 6,470 sq.m

Offices: 4,136 sq.m

Retail: 1,548 sq.m

Number of parking spaces: 116

## Main tenants:

Offices:

LUCIEN BARRIERE GROUP

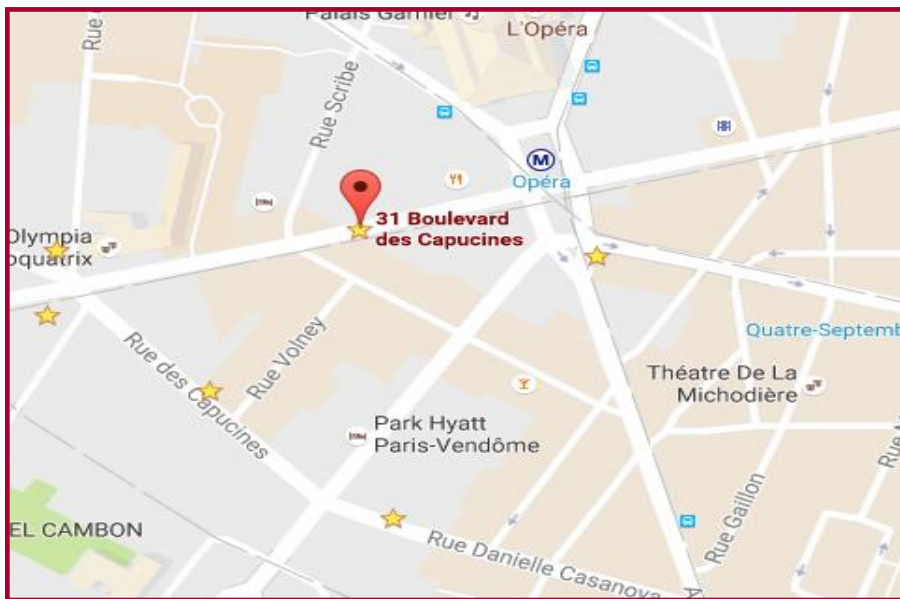
CLEAVELAND

Retail:

BALLY

HARMONT & BLAIN

SWATCH / OMEGA





## Year of construction and characteristics:

1908

Co-ownership with Benetton and the Italian tourist office

Gecina owns 72% of the co-ownership

Building with 6 floors and 2 basement levels

**Total area:** 4,741 sq.m

Offices: 3,865 sq.m

Retail: 868 sq.m

## Main tenants:

Offices:

COMMERZBANK

TIFFANY

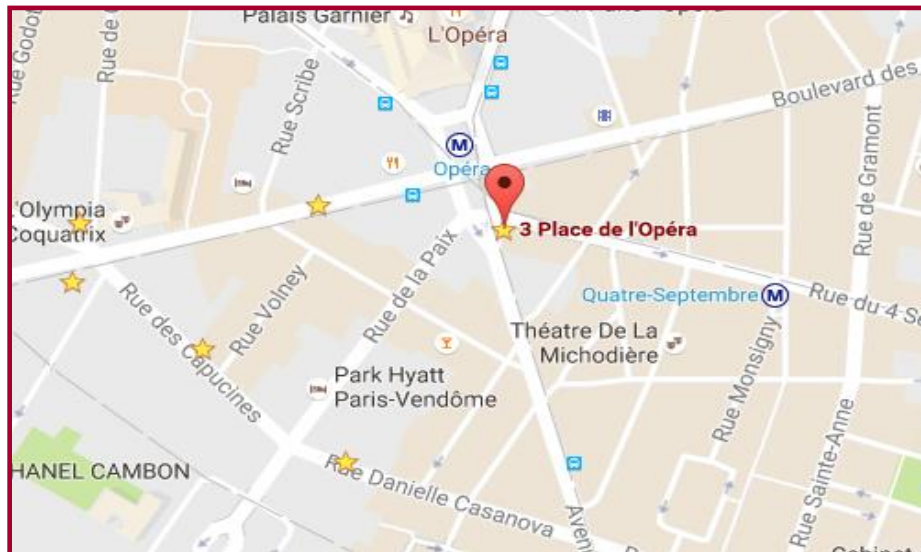
DEUTSCHE HYPO

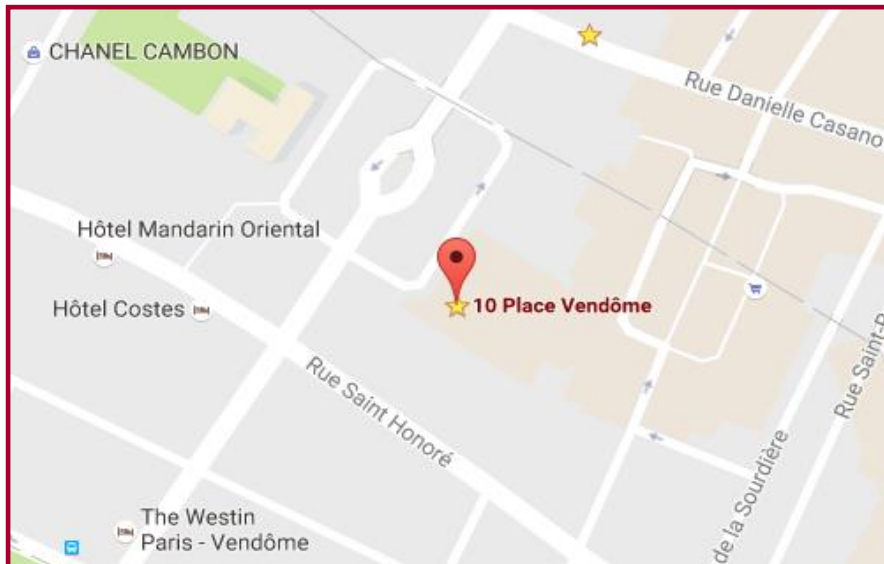
AIR MAURITIUS

Retail:

FIVE GUYS

BASLER





## Year of construction and characteristics:

1750

Building with 5 floors and 3 basement levels, the 5<sup>th</sup> floor is attic

2006: facade cleaning

In 2012/2013/2014: restoration of the roof (restoring skylights and circular windows, harmonizing roof frames and creating glass roof in Vendôme building)

**Total area:** 9,000 sq.m

Offices: 8,000 sq.m

Retail & others: 1000 sq.m

Number of parking spaces: 139

## Main tenants:

CHAUMET (Renewed)

JP MORGAN

CARMIGNAC

PATEK

REGUS



## Year of construction and characteristics:

1970

Freehold asset, Gecina's headquarters

Located between Opéra and Madeleine, in the Central Business District

7 floors and 4 basement levels

3 elevators

Canteen

2004: fully redeveloped by Naud & Poux

2012: CPCU heat system connection

Controlled and secure building access

**Total area:** c. 10,000 sq.m

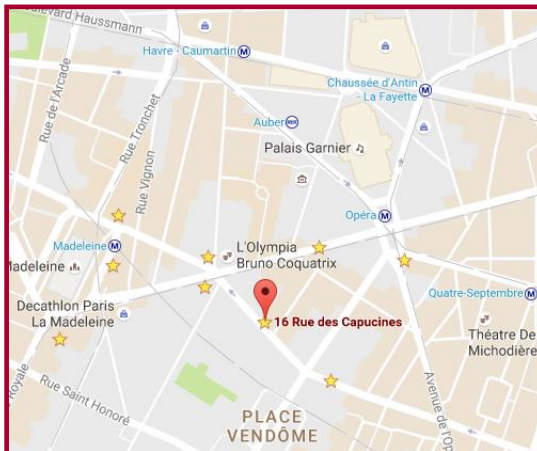
Floor space : 7,241 sq.m

Number of parking spaces: 93

Storage area: 2,531 sq.m

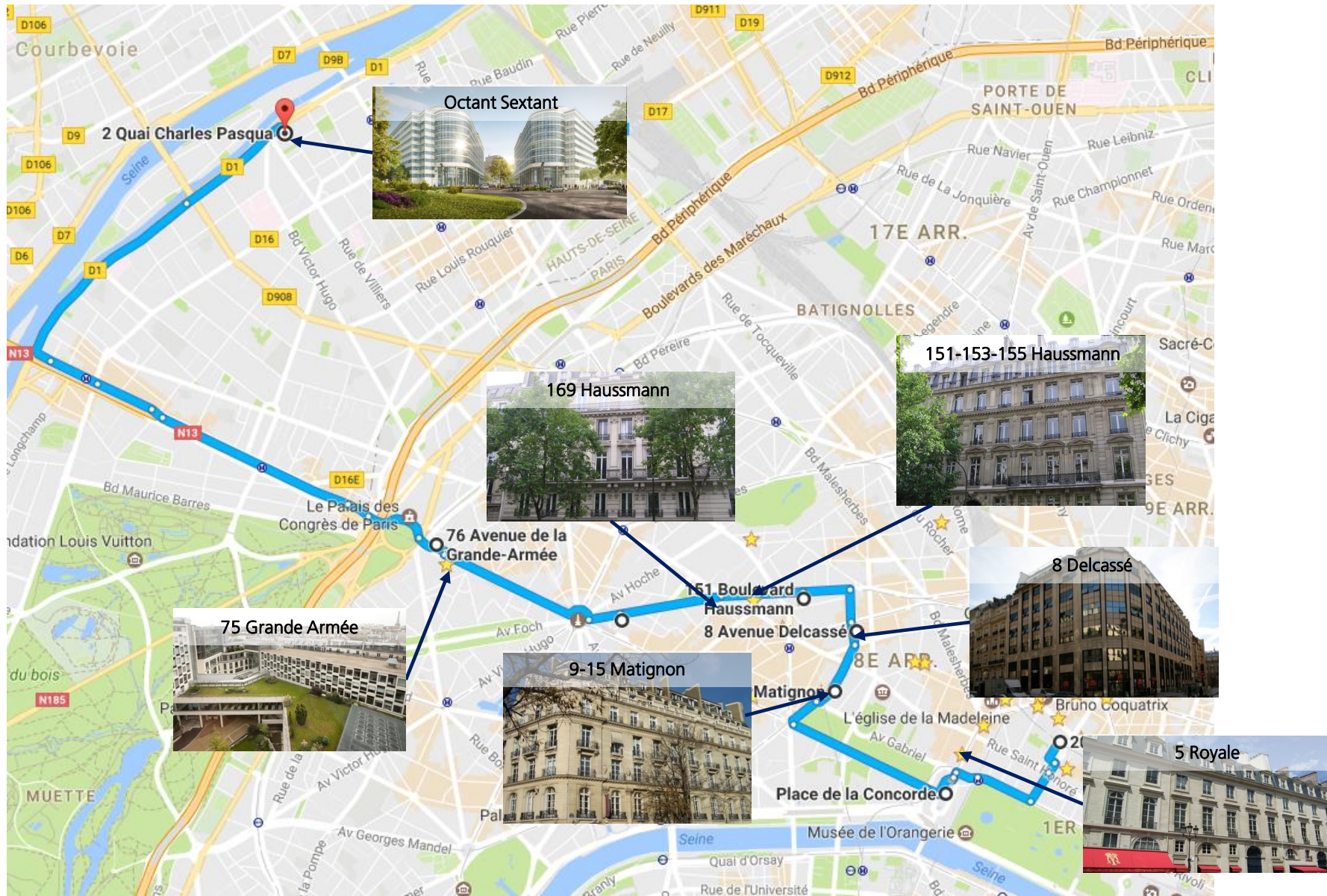
## Main tenants:

Gecina's headquarters



An architectural rendering of a modern building at night. The building features a prominent rooftop terrace with a glass railing and a sloped roof section. The interior lights are on, and the terrace is illuminated. A group of people is visible on the roof. The building is surrounded by other city buildings. A white diagonal line runs across the image. A circular dotted line is overlaid on the left side, containing the text.

*On the road  
again ...*





**Year of construction and characteristics:**

1850

Building with 5 floors of offices and 1 floor of housing (6<sup>th</sup>), courtyard

1976-1978: fully redeveloped

2005-2006: facade cleaning

**Total area:** 2,326.40 sq.m

Offices: 1,808.74 sq.m

Retail: 75.63 sq.m

Archives: 64 sq.m

Housing: 128 sq.m

Offices (Management company) : 239.06 sq.m

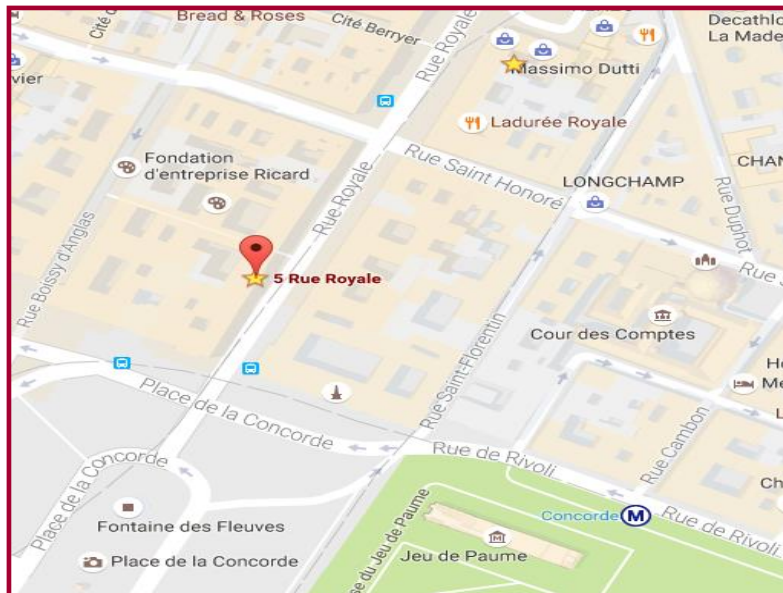
**Main tenants:**

Offices:

PIERRE CARDIN

Retail:

MAXIM'S (Groupe Pierre Cardin)







## Year of construction and characteristics:

1900

Freehold asset

Located between Avenue des Champs-Élysées and Fg Saint-Honoré

Composed by 3 buildings, from 3 to 7 floors and 4 basement levels

1992-1995: fully redeveloped and creation of the 4 basement levels

**Total area:** 12,380 sq.m

Offices: 5,331 sq.m

Retail: 3,735 sq.m

Housing: 2,684 sq.m

Other: 630 sq.m

Number of parking spaces: 306

## Main tenants:

Offices:

CHRISTIE'S

PRAMERICA

KATZ WARGNY (Notaries)

Retail:

CHRISTIE'S

MARKET (restaurant)

ART GALLERY



## Year of construction and characteristics:

1988

**Total area:** 9,800 sq.m

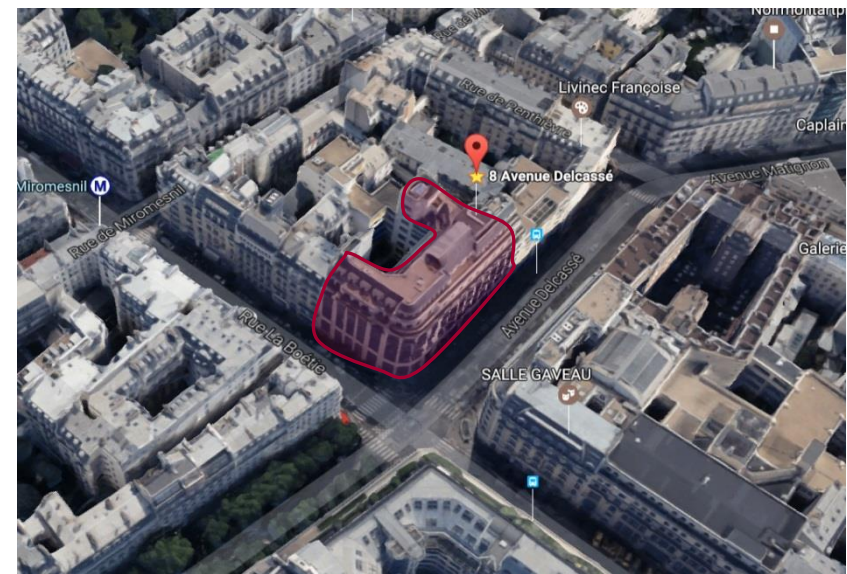
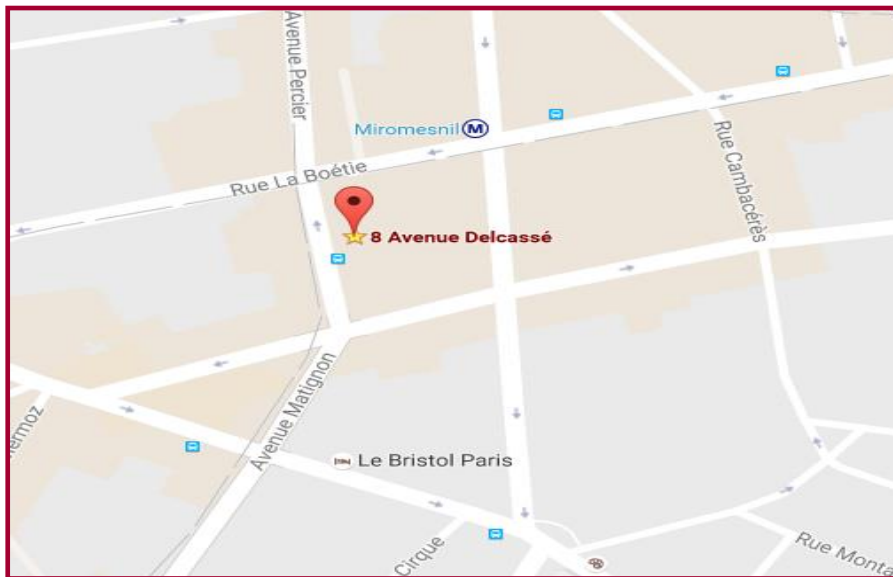
Offices: 9,300 sq.m

Retail: 500 sq.m

## Main tenant:

ALTAREA-COGEDIM (Offices)

ALFA SANTE + LINA'S (Retail)





## Year of construction and characteristics:

1880

## Total area for number 151: 3,431 sq.m

Offices: 1,900 sq.m

Housing: 1,518 sq.m

Number of parking spaces: 6

## Total area for number 153: 4,879 sq.m

Offices: 3,961 sq.m

Housing: 826 sq.m

Number of parking spaces: 5

## Total area for number 155: 4,205 sq.m

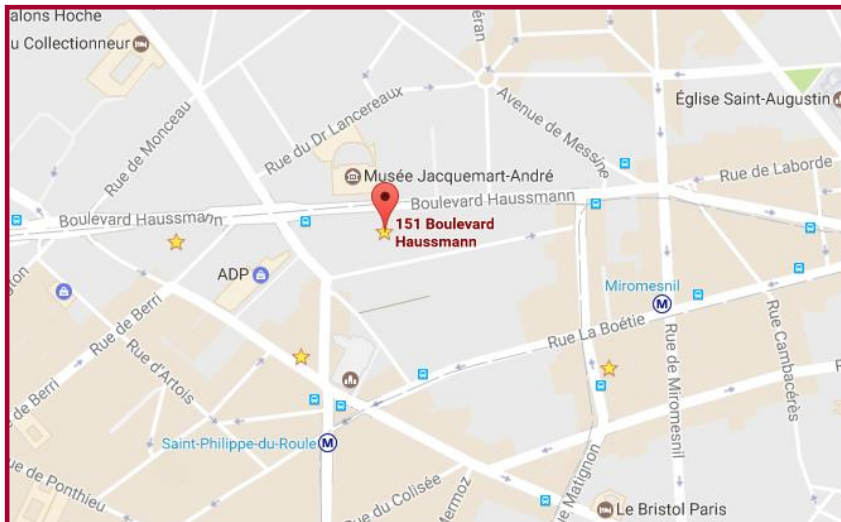
Offices: 3,295 sq.m

Housing: 858 sq.m

Number of parking spaces: 4

## Main tenants:

Multi tenants





## Year of construction and characteristics:

1880

**Total area:** 1,700 sq.m

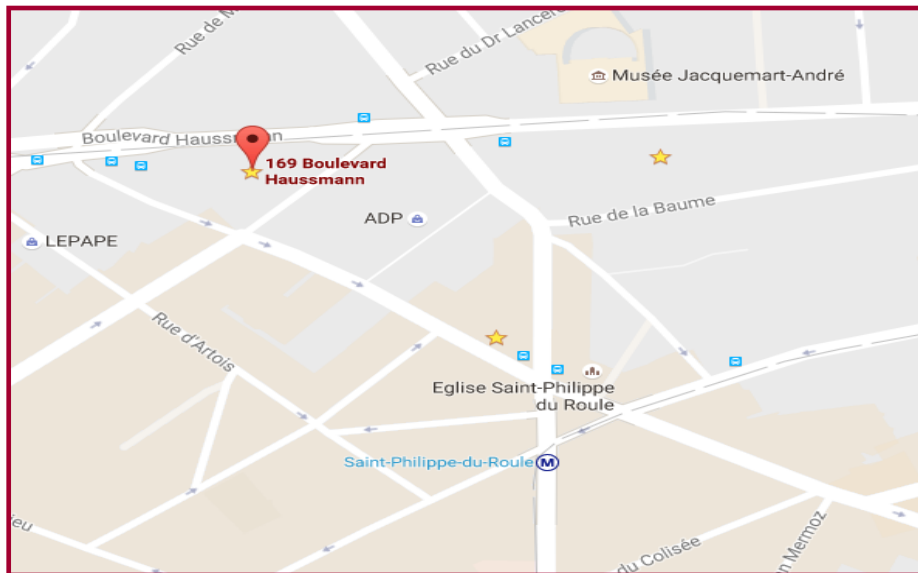
Offices: 700 sq.m

Housing: 700 sq.m

Retail: 300 sq.m

## Main tenants:

Multi tenants





## Year of construction and characteristics:

Built in 1970

PSA Group's historic headquarters

Designed by Louis, Luc and Thierry Sainsaulieu

Acquisition date : July 2015

Located between Place de l'Etoile and La Défense , in the Central Business District

10 floors and 6 basement levels

Canteen restaurant

**Total area:** 33,600 sq.m

Offices: 33,600 sq.m

Including a 750 sq.m showroom

Number of parking spaces: 560

## Single tenant:

PSA Group



## VALUE ADDED



Redevelopment planned after tenant's departure expected in 2018

Acquisition price: €350m

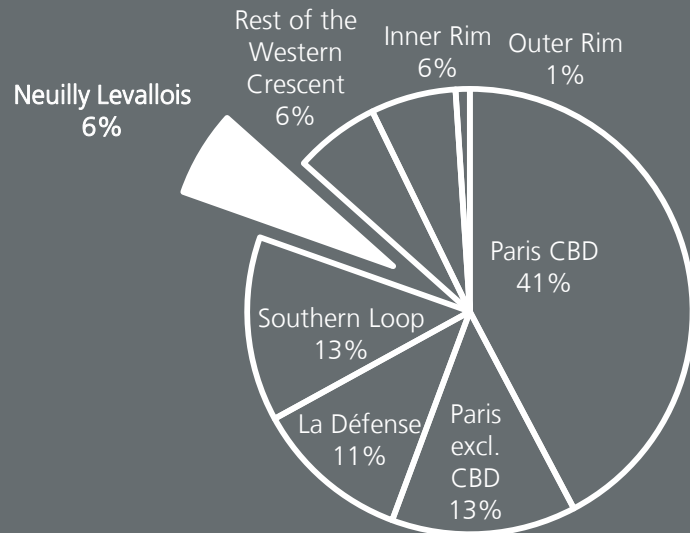
Expected yield on cost: ~6%  
(on acquisition price)



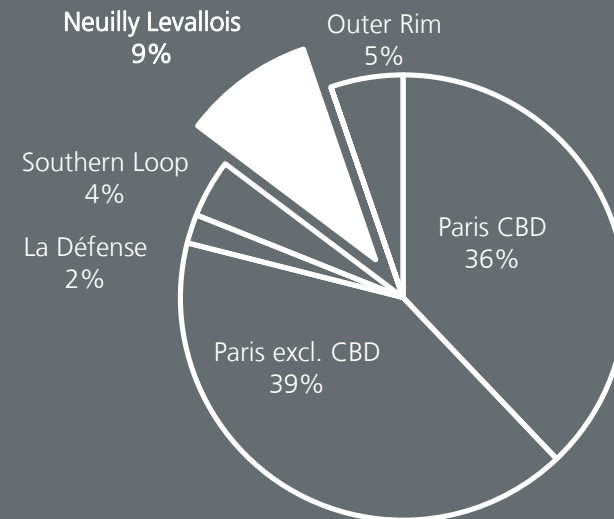
# ***Asset tour Levallois - Perret***

Investor day 2017

## Gecina's portfolio by geography

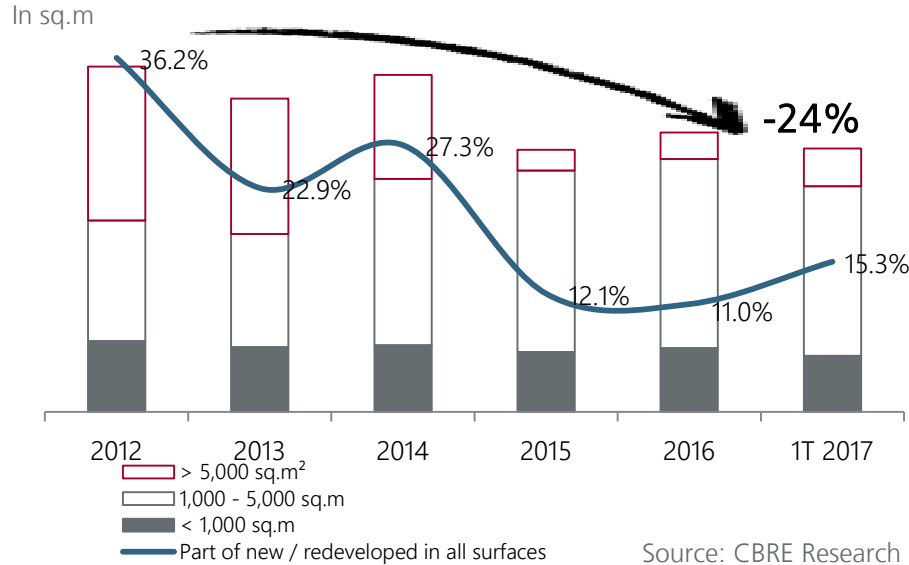


## Gecina's pipeline by geography

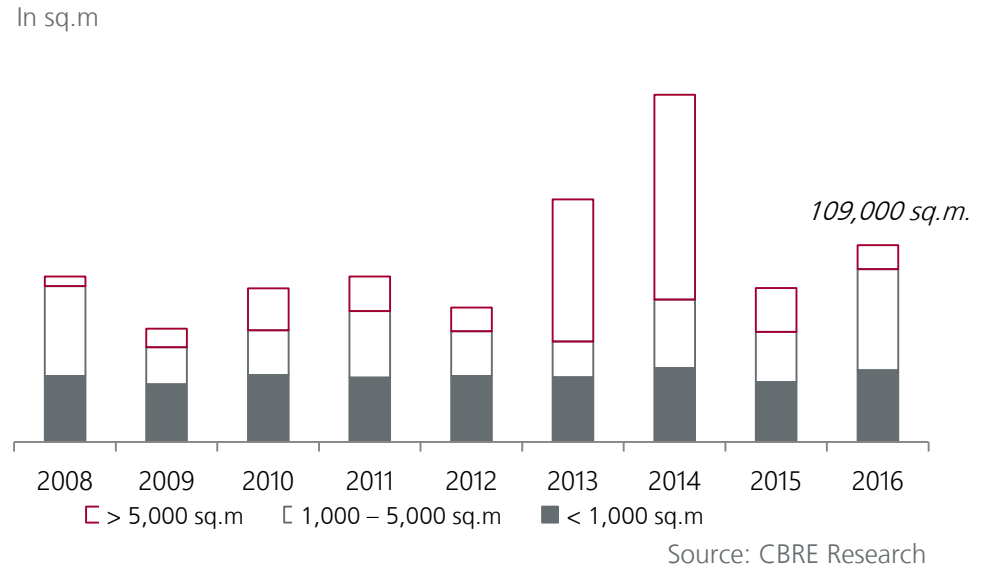


In value

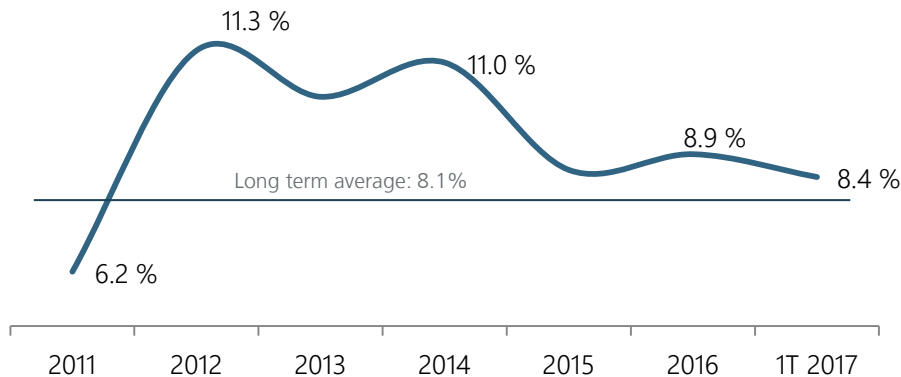
## Available supply



## Take-up



## Vacancy rate in Paris CBD



## Rental Trends

Immostat Area	New/redeveloped	Second Hand
Paris Centre West (extended CBD)	€628 ↑	€425 ↑
Paris North East	€395 ↑	€260 ↑
Paris South	€536 ↑	€342 ↑
La Défense	€470 ↑	€335 ↑
Western Crescent	€355 ↑	€217 =
Inner Rim	€270 =	€148 =
Outer Rim	€190 =	€109 =
<b>Average Paris Region</b>	<b>€358</b>	<b>€221</b>

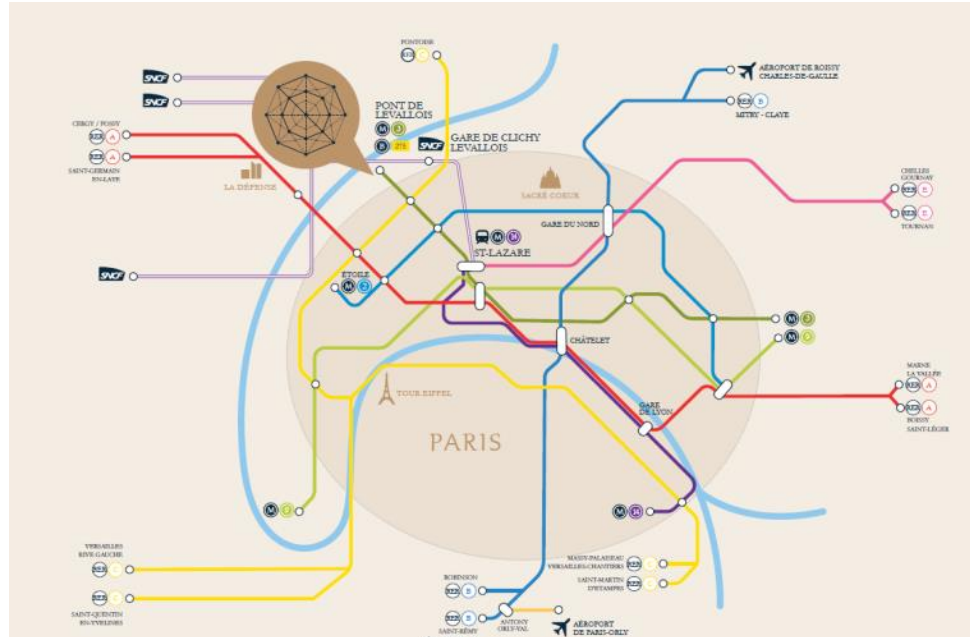




*Octant  
Sextant*

This architectural rendering depicts a multi-level office atrium. The space is characterized by a large, white, grid-patterned glass skylight that allows natural light to fill the area. On the left, a wide staircase with wooden steps and a dark metal railing leads to an upper level. Several people are shown in professional attire, some walking on the stairs and others in the background. The ground floor features a seating area with round, light-colored tables and dark blue chairs, interspersed with large potted plants. The walls are composed of light-colored panels and large glass windows. The overall atmosphere is bright, clean, and modern.

# KEY FIGURES AND LOCATION



## Octant Sextant

Building permit obtained in October 2016

New hall, surface gain, new terrasses, ceilings revised, increased density (from 14 to 11 sq.m per capita, ie +27%), facade refurbishment, common parts review

Surface: 37,500 sq.m.

Total investment cost: €222m (o.w. €57m capex)

Expected yield on cost: 7.2%

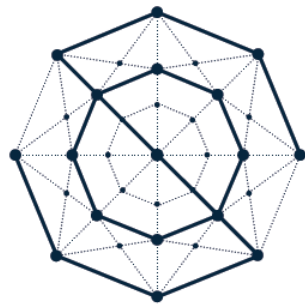
Delivery expected in Q1-2018

Capacity: c.3000 employees

10 floors of offices (4 underground floors)

Metro: L3 (pont de Levallois-Becon) – 600 m

Energy costs -40% post restructuration



**OCTANT-SEXTANT**  
LA CONSTELLATION DES POSSIBLES



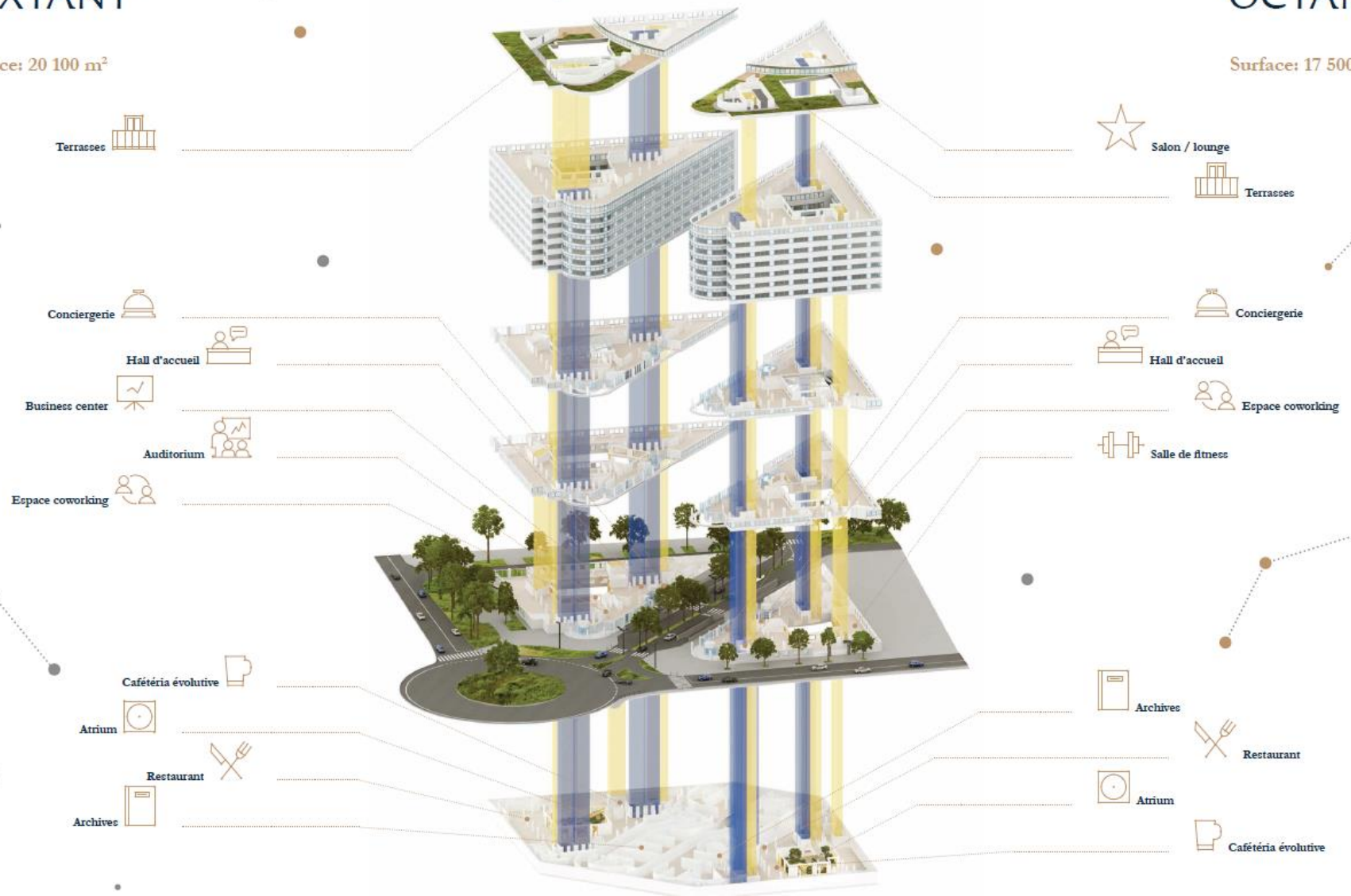


## SEXTANT

Surface: 20 100 m<sup>2</sup>

## OCTANT

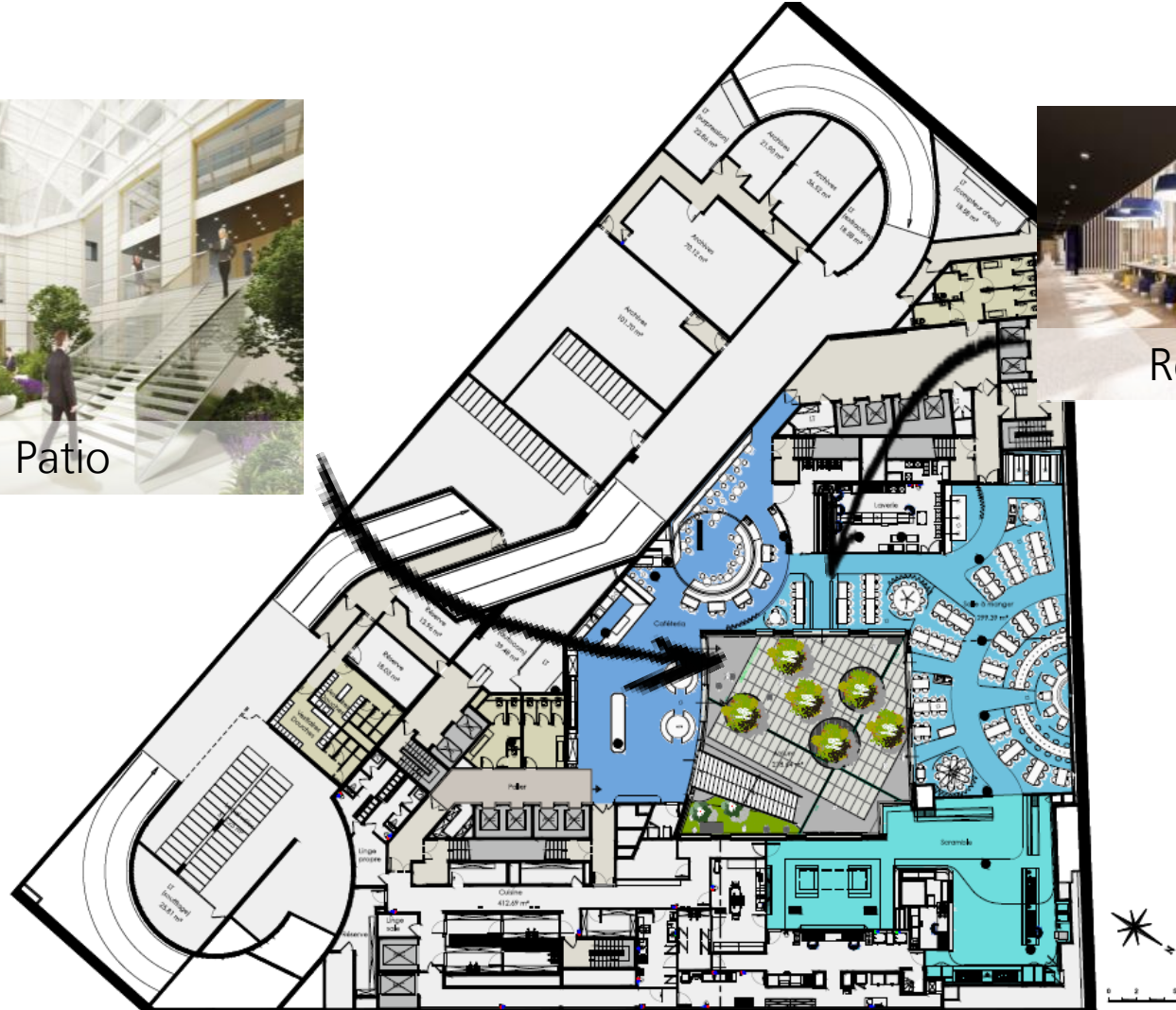
Surface: 17 500 m<sup>2</sup>



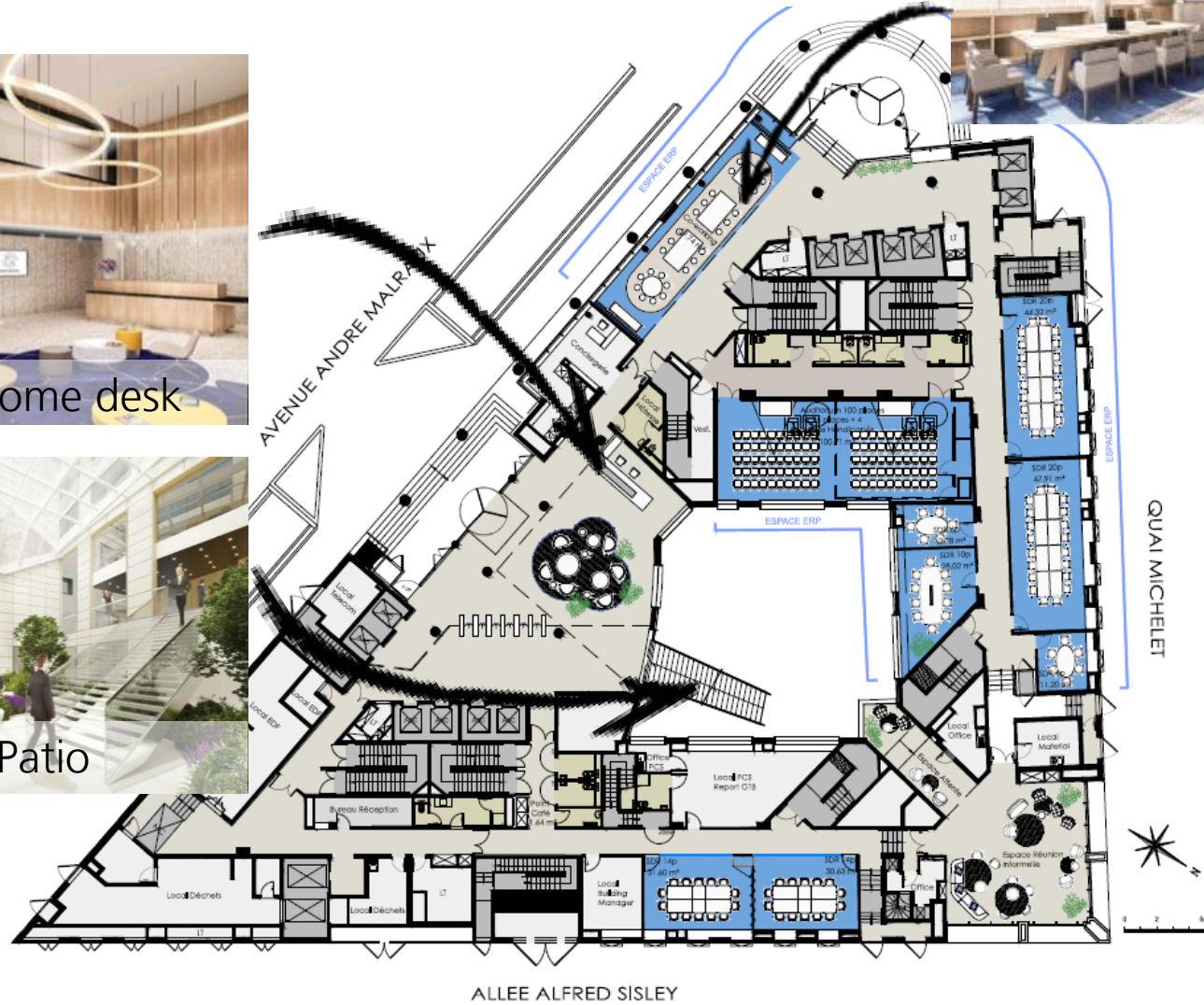
## OPENING THE PATIO TO BUSINESS LIFE



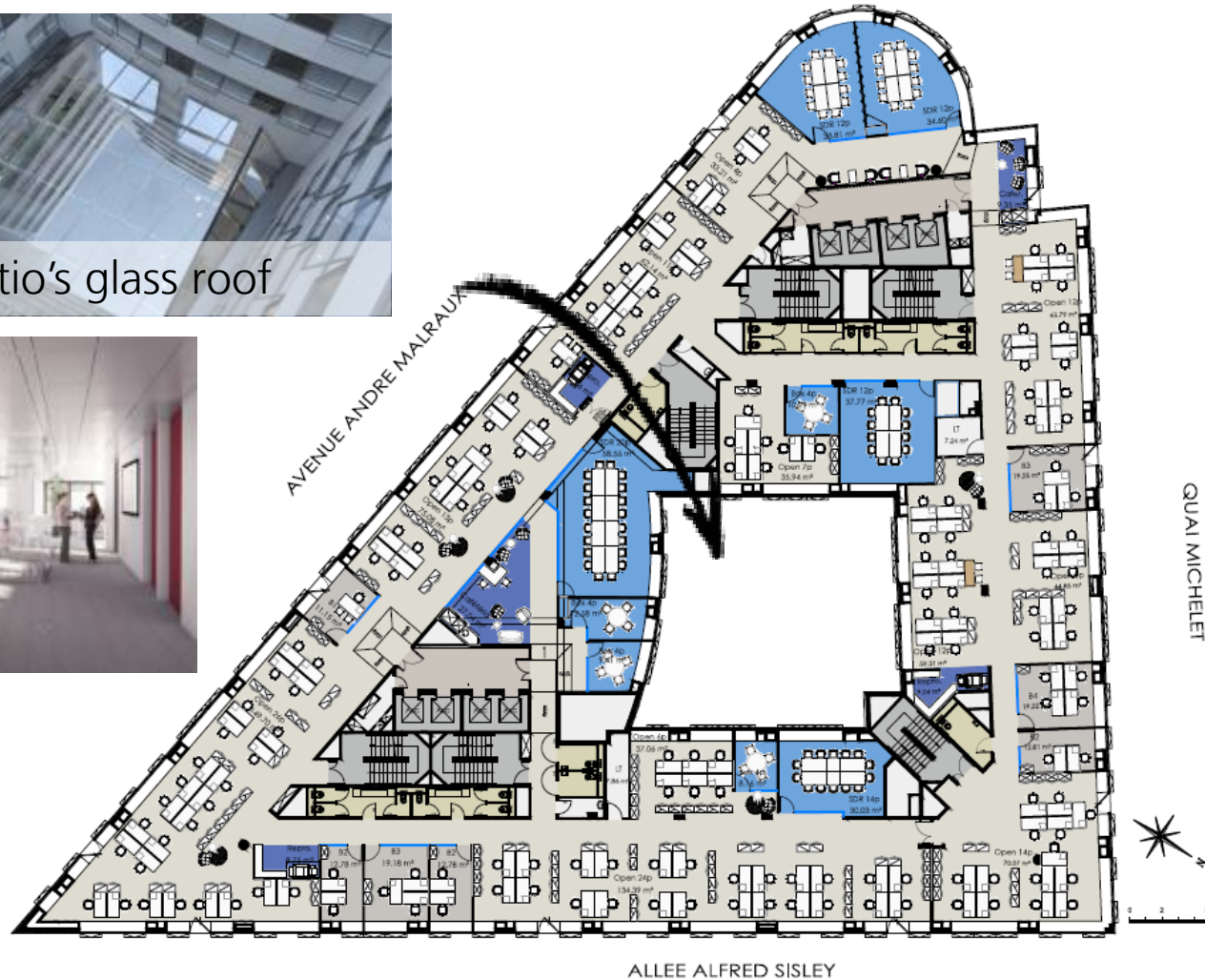
# SEXTANT - GARDEN FLOOR (-1)



**SEXTANT - GROUND FLOOR**

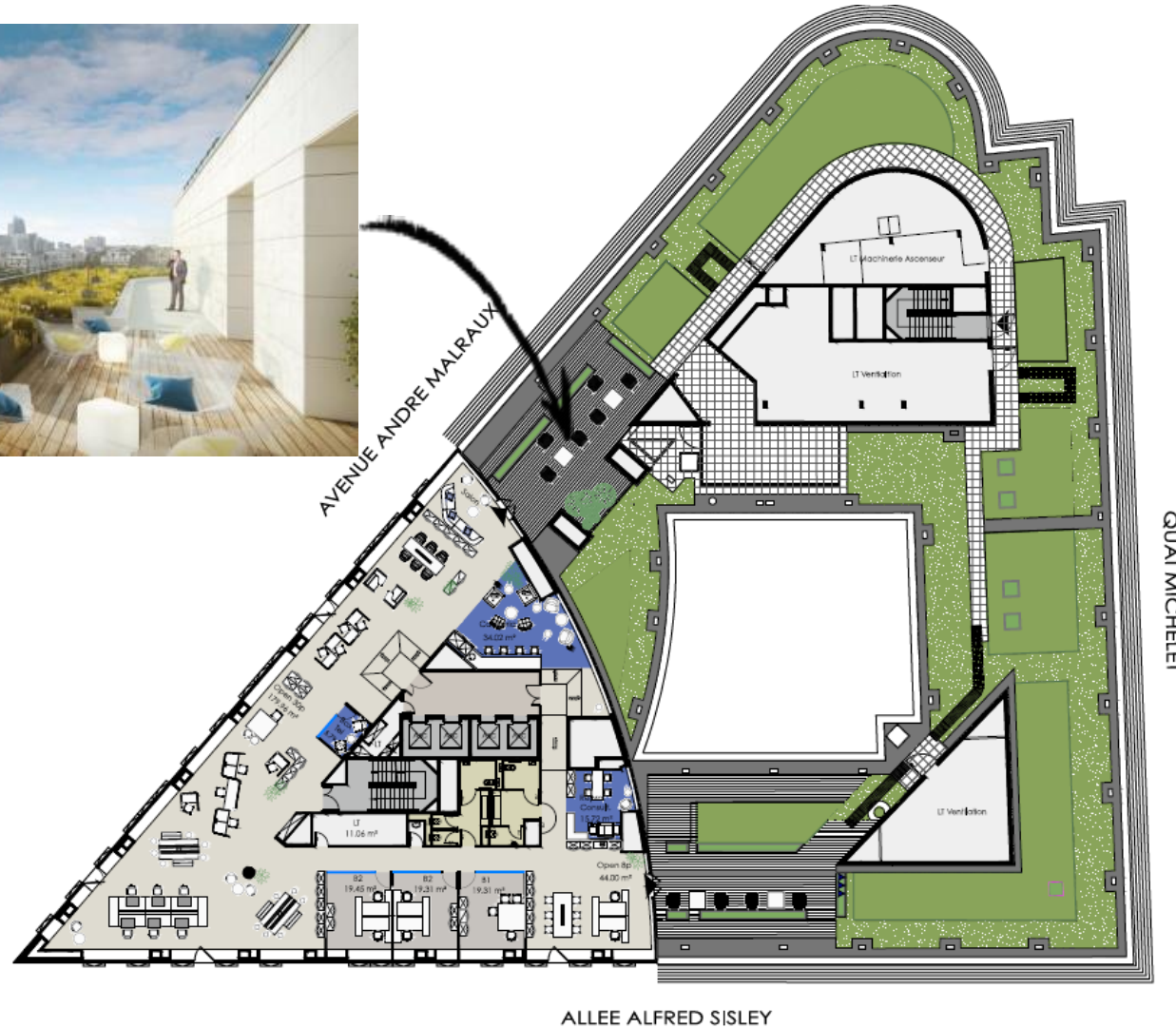


# SEXTANT - 3RD FLOOR





## SEXTANT - LAST FLOOR / ROOF TOP





# ***Asset tour***

## ***Paris CBD***

Investor day 2017

*Le Courcelles  
&  
Le Banville*





## Le Courcelles

Date of construction 1961

Total Surface: 4,827 sq.m

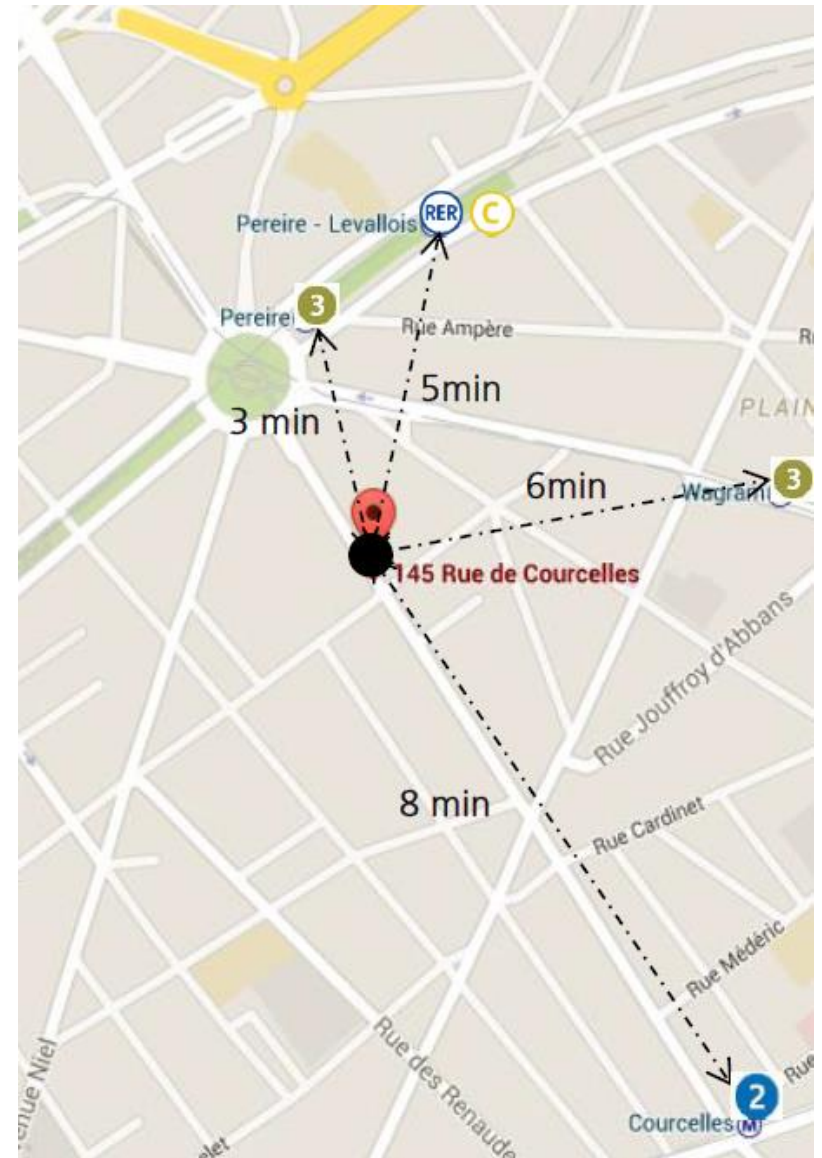
Number of Parking spaces: 19

Tenant : CBRE (fully let)

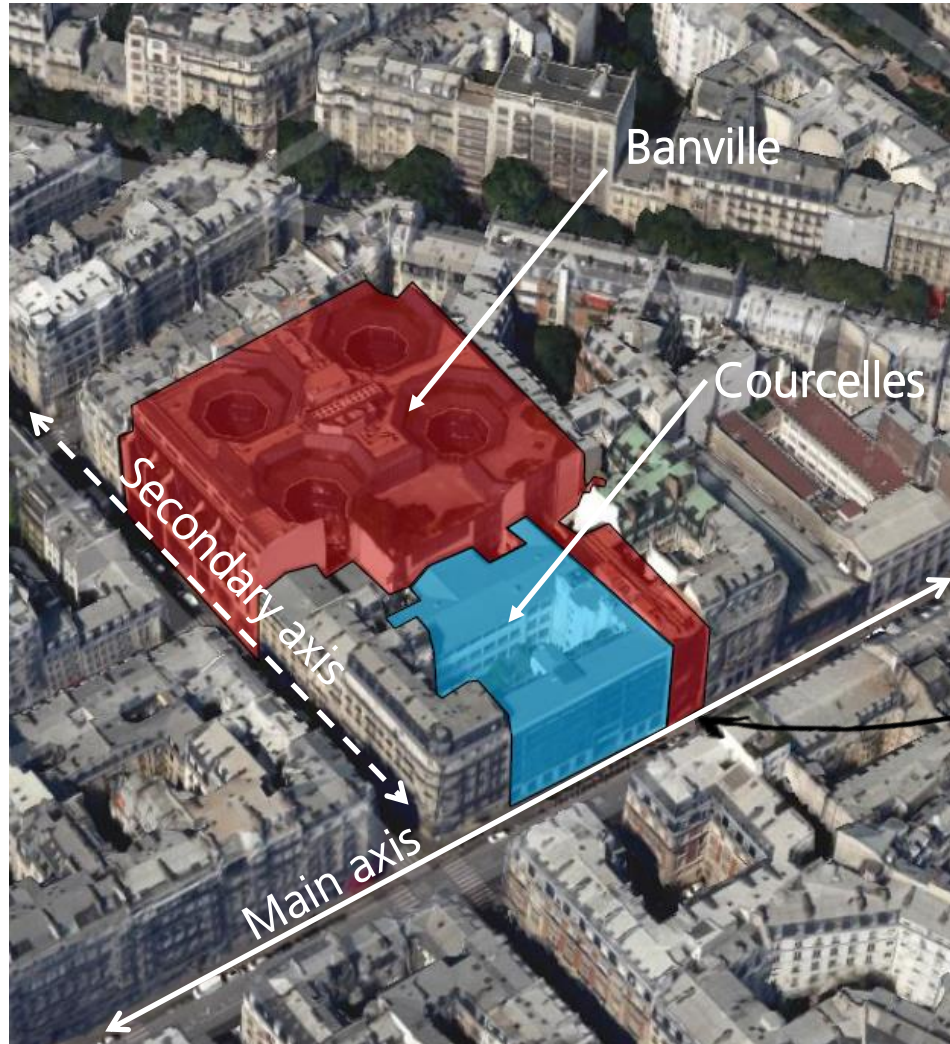
Acquisition price (H1-2017): €63m

Located in Paris CBD (17<sup>th</sup> arrondissement)

Metro L2 & L3, RER C



## POTENTIAL REAL ESTATE SYNERGIES



### Le Banville

Date of construction 1925, redeveloped in 1991

Total Surface: 21,077 sq.m

- Offices: 19,476 sq.m
- Retail: 1,412 sq.m
- Others: 189 sq.m

Number of parking spaces: 653

Tenants : multi-tenants asset (Partner Reinsurance, Arkadin etc...)

Located in Paris CBD (17<sup>th</sup> arrondissement)

Metro L3, RER C

« Le Banville »'s current entrance on rue de Courcelles

*Potential synergies can be expected from:*

- *Improving accessibility from the main road*
- *Potential gain of surfaces in a mid/long run*
- *A combined assets of more than 25,000 sq.m, rare in Paris CBD*



*Secondesk -  
Villiers*

Secondesk

# Secondesk

by GECINA

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↑ GECINA – LIVING THE CITY IN A DIFFERENT WAY

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Σ SECONDESK'S ORIGINS

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£ WHAT DOES SECONDESK OFFER?

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GECINA  
LIVING THE CITY IN A DIFFERENT  
WAY

## Strong commitment at the heart of Greater Paris...



Ibox  
Paris Gare de  
Lyon  
20,000sq.m



Octant Sextant  
Levallois  
37,600sq.m



Be Issy  
Issy Les  
Moulineaux  
24,600sq.m

...for living the city in a different way



SECONDESK'S ORIGINS...

## Revolution of workplace practices: demanding flexibility and mobility

The deep changes in the way we live, consume, enjoy leisure activities and work are being facilitated by the digital revolution. Which is transforming the way workspaces are used...

- Faced with employee mobility, workspaces are diversifying (headquarters, hot desking, home, third places, etc.)
- Collective intelligence, freeing up businesses, collaborative methods...the way work is organized is being transformed and generating demand for new spaces, adapted to take these changes on board



For the employees of Gecina's current or future business customers, Secondesk offers complementary workspaces to supplement their "first" desk

## Offering innovative spaces within a particularly dynamic ecosystem in the Paris Region

With Secondesk, Gecina is developing an offer designed specifically for people working in the Greater Paris Region, who are more and more inclined to travel outside of their company within an increasingly interconnected region

- For these new mobile employees, Secondesk offers workspaces available on demand, free from any commitment, so they can work for the time they need, from a few minutes to a few hours
- Following an experimental phase at 2 sites (Colombes and Avenue de Villiers), Secondesk aims to ramp up its offer to provide a network of spaces that is accessible for everyone



With Secondesk, Gecina is further enhancing its range of workspaces and meeting its customers' new needs



WHAT DOES SECONDESK OFFER?



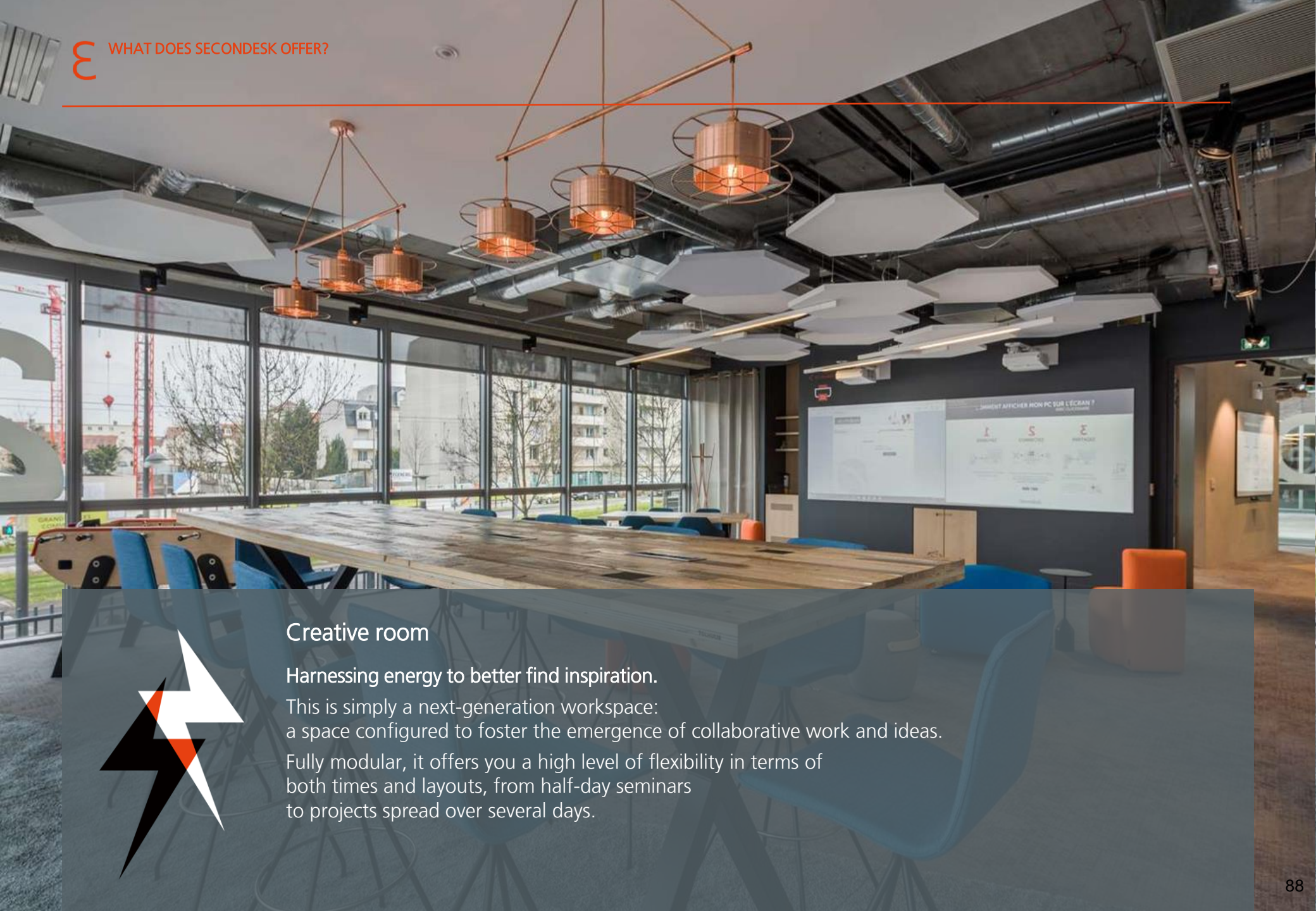
## Workafé

Reinventing office life.

Part office, part cafe, this space offers you a new way of working, combining inspiration and efficiency in a relaxed setting.

The workafé offers you workspaces that are available for half-day or even hourly slots, to get down to work between two appointments.

Work and breathe, at the same time...



## Creative room

Harnessing energy to better find inspiration.

This is simply a next-generation workspace: a space configured to foster the emergence of collaborative work and ideas.

Fully modular, it offers you a high level of flexibility in terms of both times and layouts, from half-day seminars to projects spread over several days.





## ATTENTIVE SERVICES AND CONNECTED SPACES



Secondesk offers you an extensive range of services to make your day-to-day life easier: take a seat, get connected and let yourself be guided by our welcome managers!

Coffee, tea and snacks are available to you throughout the day. Need to take a break, recharge your batteries with a game of table tennis or a yoga class.

You will also be able to access a range of on-demand services, such as catering for your business lunches, booking of facilitators and experts for your meetings, privatization of spaces...

# FOLLOW THE GUIDE...



BREAKFASTS OR SNACKS



CATERING SERVICE



EVENTS



PRIVATIZATION

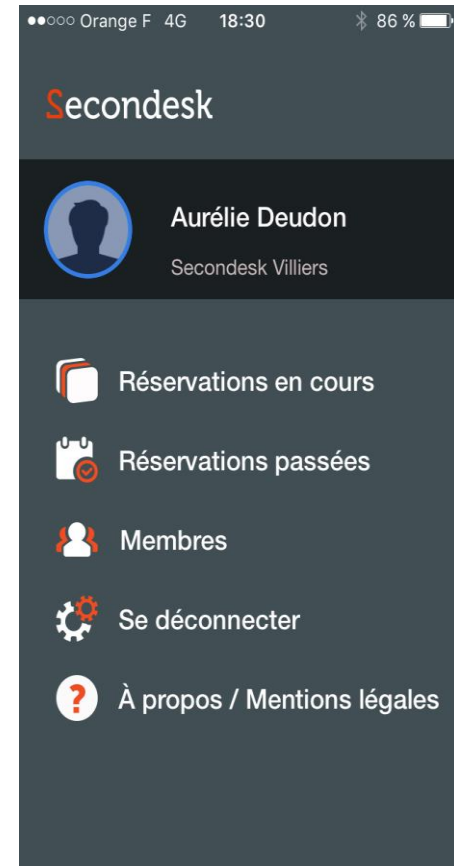
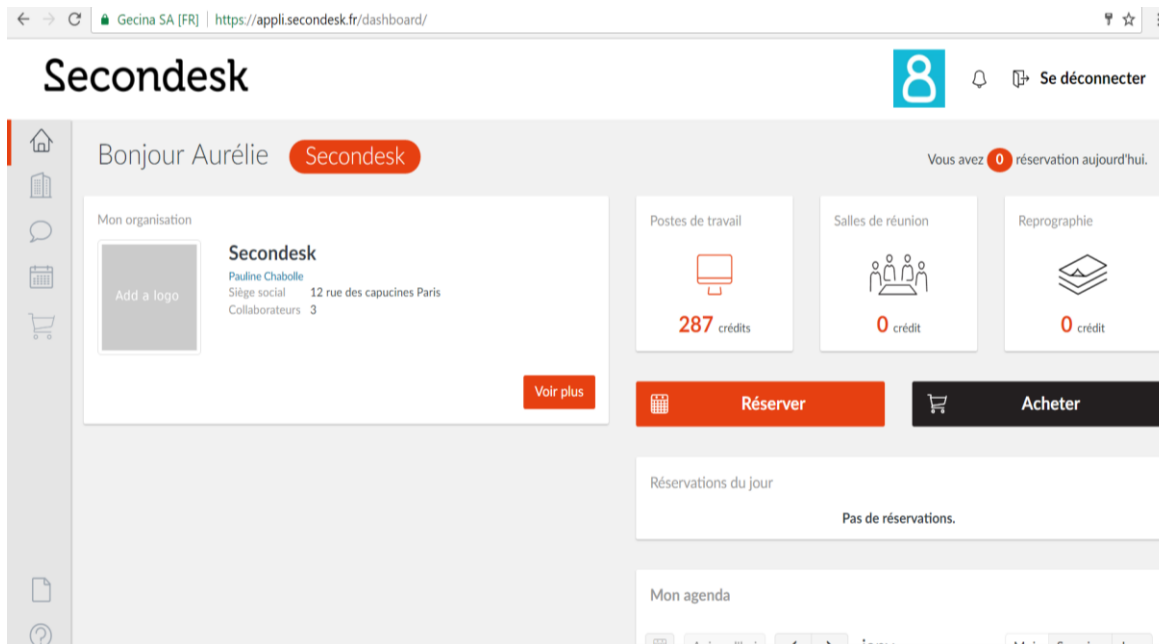


CONNECTED SPACES



BREAKOUT AREAS

## DEDICATED WEBSITE AND SMARTPHONE APP



## RANGE OF PRICING OPTIONS TO MEET YOUR NEEDS

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### workafé

One price for all the spaces  
€10 / hour / person

Discount rates available from 200 hours.



### creative room

Portes de la Défense: €2,250 / day  
Up to 50 people

Avenue de Villiers: €800 / day  
Up to 12 people

2econquesk

—



## Contact

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