

KBC Real Estate Financial Cocktail Presentation by Serge Fautré, CEO at Cofinimmo

30 November 2011



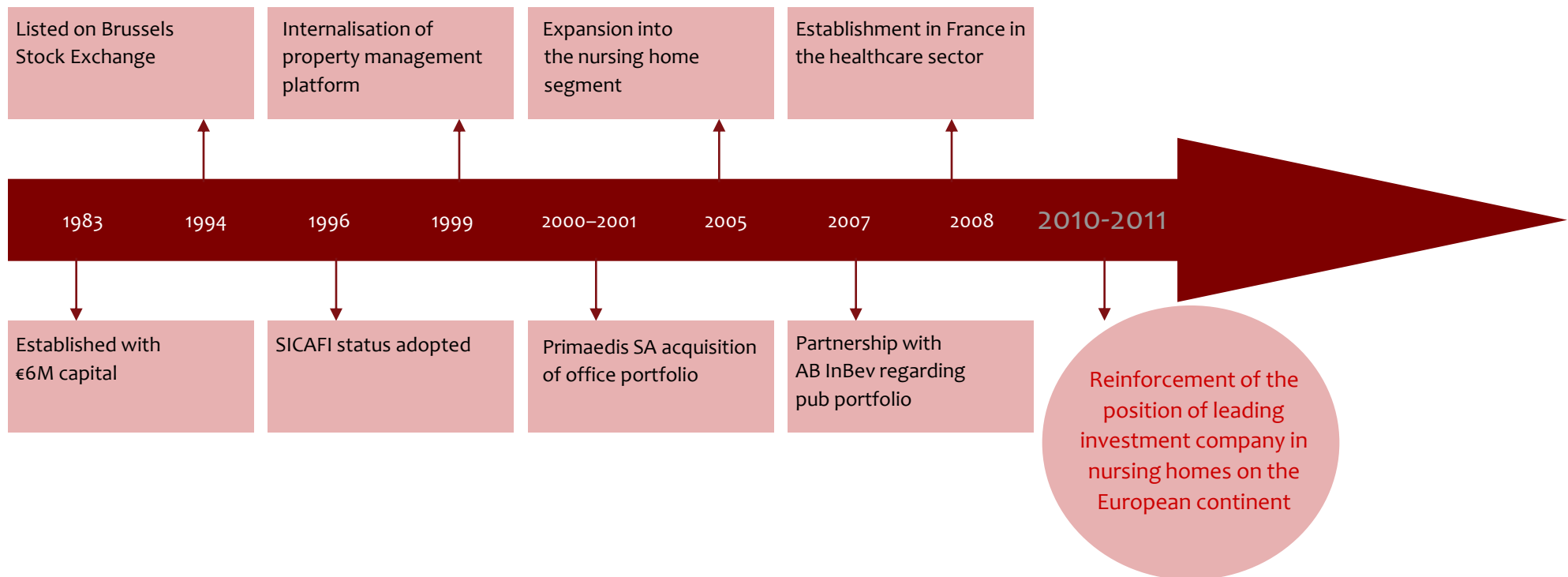
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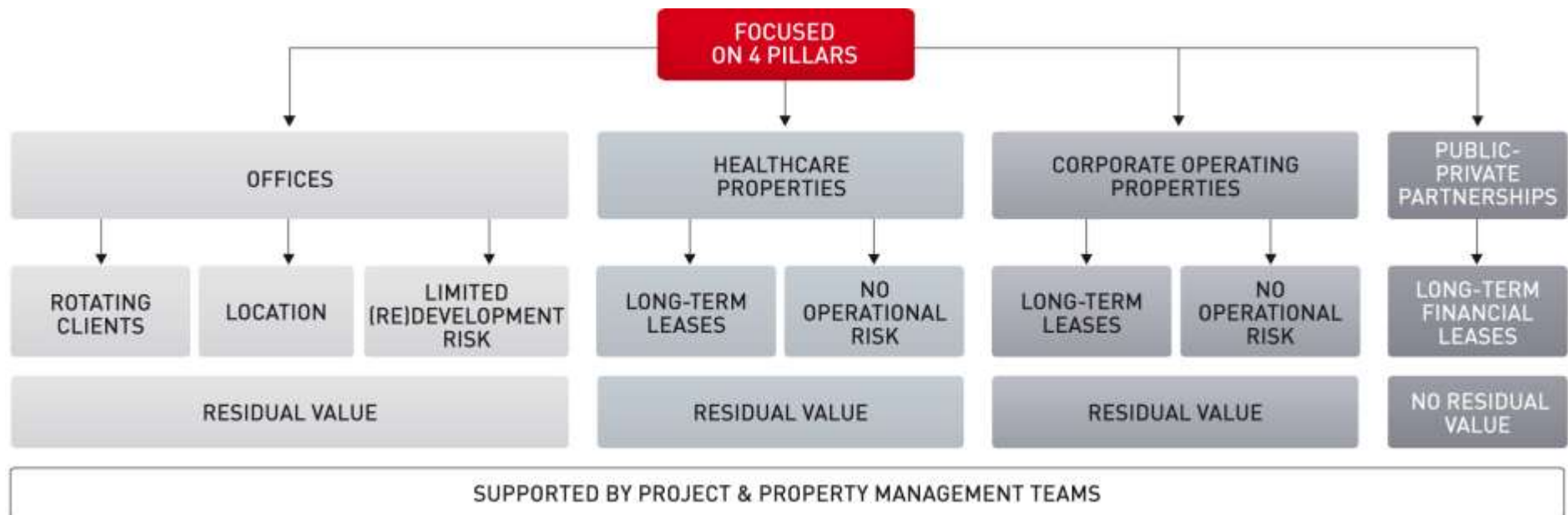
Cofinimmo Today

- ☞ Leading Belgian listed real estate investment company exposed to the office property market in Brussels, nursing homes in Belgium and France and pub properties in Belgium and the Netherlands
- ☞ Total portfolio fair value of >€3 billion
- ☞ SICAFI status in Belgium and SIIC status in France
- ☞ Internal real estate management platform with 110 employees
- ☞ Two longest shareholders (<5%) are Dexia Insurance and Allianz Belgium
- ☞ Included in major indices: BEL20, EPRA Europe, GPR 250
- ☞ Total market capitalisation at 30.09.2011: €1.35 billion

Track record in the Belgian property market for >25 years



Investment strategy



Strong key operational indicators

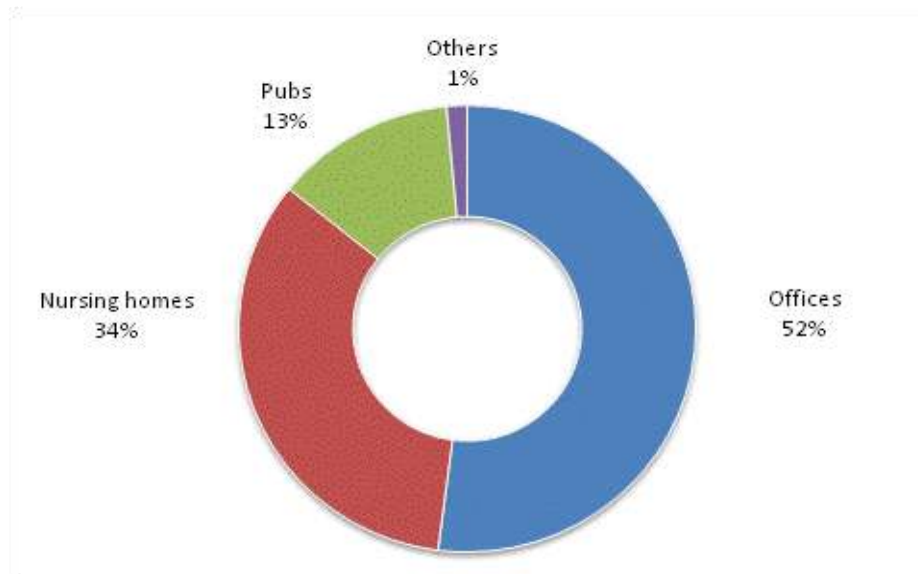
	30.09.2011	31.12.2010
Portfolio of investment properties - Fair value (x €1,000,000)	3,110.2	3,041.9
Residual lease term in years - Total portfolio (years)	11.5	11.5
Residual lease term in years - Office portfolio (years)	6.2	6.7
Occupancy rate - Total portfolio (%)	95.70	95.77
Occupancy rate - Office portfolio (%)	92.40	92.85

Key player in the office property market in Belgium

Leader in the nursing homes real estate market in Belgium and France

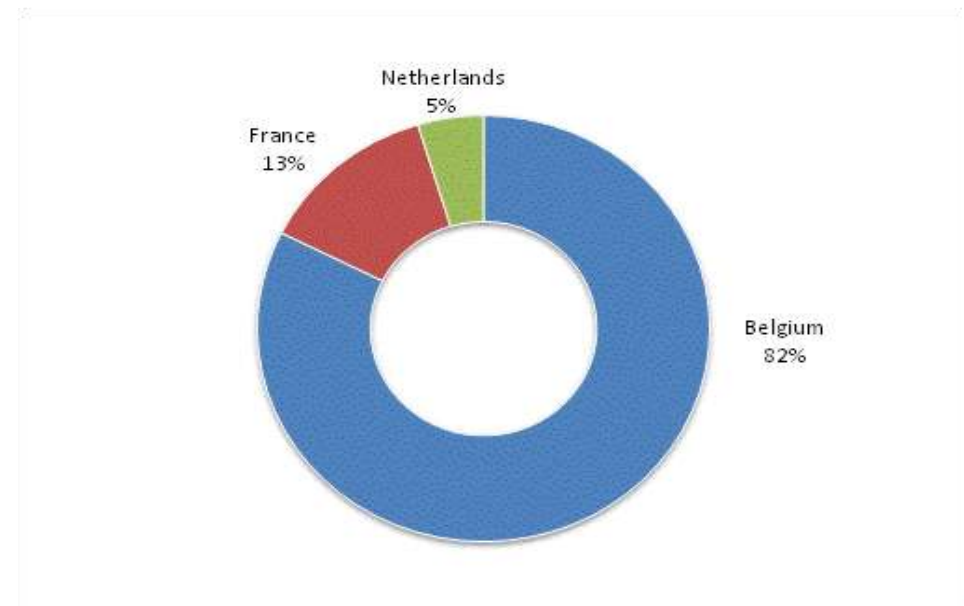
Office portfolio of €1,619M • Healthcare portfolio of €1,050M • Pubs portfolio of €396M

Portfolio mix by segment



30.09.2011

Portfolio mix by country

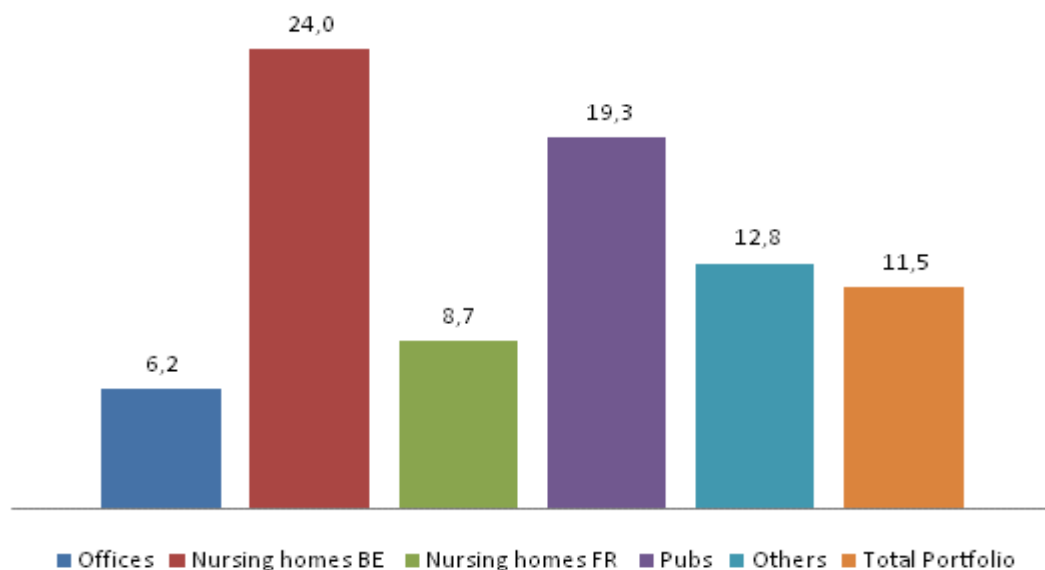


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Focus on long term quality leases

45% of the portfolio has a long term maturity lease (> 9 years)

Lease maturity by property type (years)



30.09.2011

Top 5 Master Tenants

Activity sector (305 clients)	Contractual revenues (% of total)	Lease length until first break (years)
AB InBev Group	13.5%	19.3
Belgian State	11.7%	13.3
Korian Group	8.9%	8.4
Senior Living	6.6%	24.0
Armonea	6.6%	22.9
Top 5 clients	47.2%	16.9
Others	52.8%	6.7
Total	100.0%	11.5

30.09.2011

Stable gross and net yields

Low property costs

	Gross Yield 3Q2011	Gross Yield 2010	Gross Yield 2009	Gross Yield 2008
Offices	7.51%	7.44%	7.44%	7.18%
Nursing homes	6.28%	6.28%	6.45%	6.24%
- Belgium	6.12%	6.10%	6.15%	5.94%
- France	6.51%	6.54%	6.83%	6.59%
Pubs	6.57%	6.61%	6.55%	6.51%
Others	7.26%	7.15%	7.12%	7.19%
Total portfolio	6.98%	6.98%	7.06%	6.88%

	Offices	Nursing homes	Pubstone	Others	Total
Gross yield	7.51%	6.28%	6.57%	7.26%	6.98%
Net yield	6.82%	6.31%	6.48%	5.72%	6.59%
Delta	-0.69%	+0.03%	-0.09%	-1.54%	-0.39%

Office Portfolio

Highlights:

Soft occupational market in Brussels, active in Antwerp.

Very low take-up mainly due to absence of public sector.

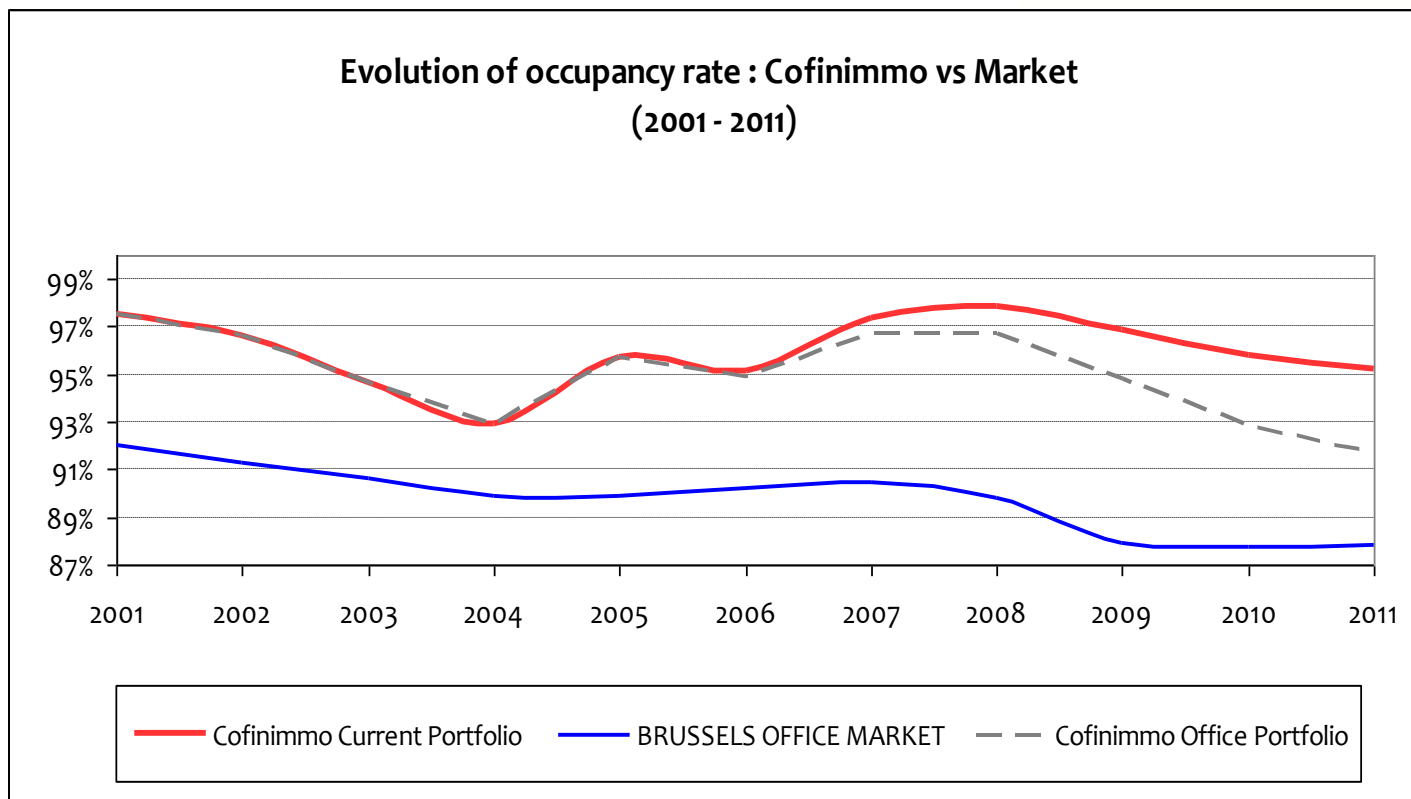
Stabilising vacancy level due to lower development activity.

Strong investment demand for long-let buildings.



Cofinimmo's occupancy rate above market average

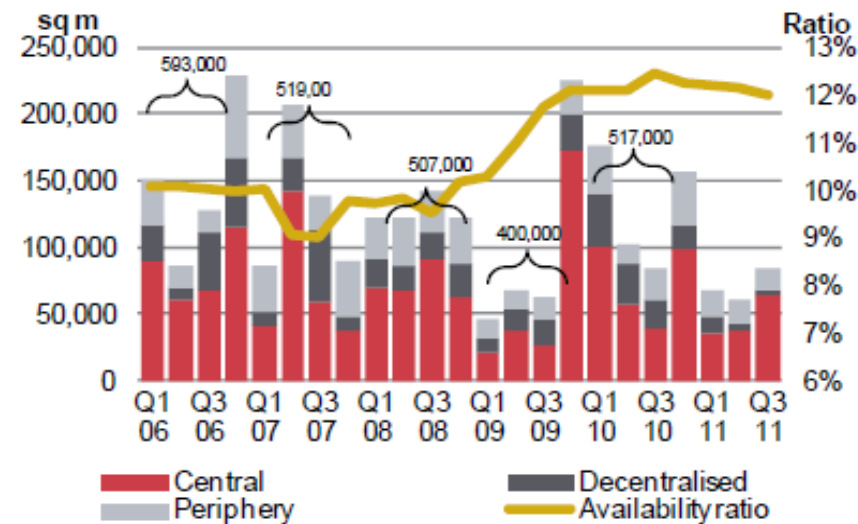
Active property management to mitigate vacancy risk



Low Take-up rate

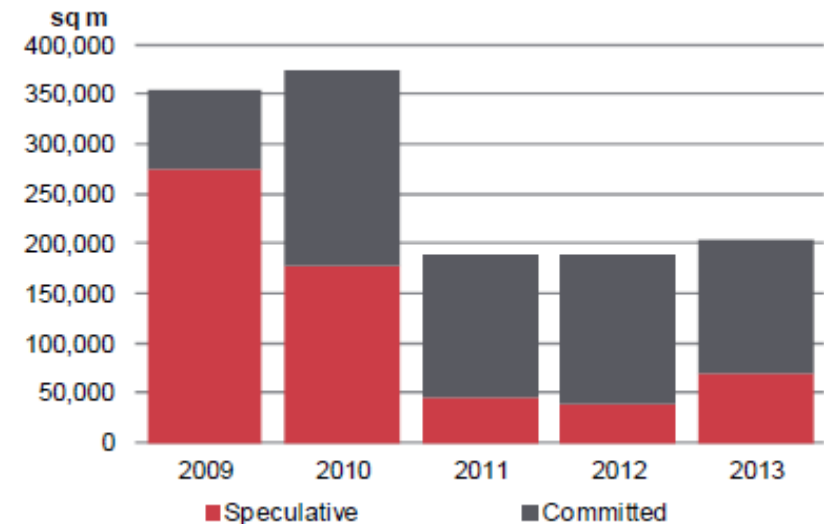
But decrease of speculative supply in Brussels office market

Take-up & availability



Source: DTZ Research

New supply & pipeline



Source: DTZ Research

Nursing Homes portfolio

Highlights:

Significant potential due to demographic trends.

Fairly immune from the general economic climate.

Strict authorisation and accreditation system of lessees/operators constitute a high entry barrier.

Revenues of the operators guaranteed by Social Security:

50% in Belgium and up to 30% in France.

Attractive residual value and redevelopment potential.



Cofinimmo is European Leader in the nursing home market

Cofinimmo's role in healthcare real estate

- ☞ Each party does what it does best:
Cofinimmo builds/finances/maintains the facility, the healthcare operator provides care and accommodation
- ☞ Expand major experience of complex office management to other sectors in need for multifaceted expertise
- ☞ Diversify within segment: by country, social security system, operation type, operator, location
- ☞ Long-term partnership: Cofinimmo signs long-term leases and can commit to carry maintenance (structure of buildings, HVAC, equipment, ...)
- ☞ Support the operators' growth: finance, develop and build extensions to the existing buildings, carry out renovations, reposition existing facilities
- ☞ Contribution to sustainable development in this particular segment

Cofinimmo Healthcare properties

- ☞ 120 nursing homes/clinics with 12,000 authorised beds in Belgium and France.
- ☞ Long-term contractual relationships:
 - 27 years in Belgium
 - 12 years in France
- ☞ Fixed rents from operator indexed annually .
- ☞ No risk relating to the management of the care homes.
- ☞ Mostly triple net leases or limited maintenance obligation.
- ☞ Credit risk on operator group, not on individual unit.
- ☞ In-house Project Management Department specialised in this segment.

Cofinimmo's operators - partners

Focus on tenant quality and diversity

Belgium

☞ **Armonea**

- Armonea (4,500 residents) is a joint venture of 2 family-owned companies with more than 30 years of experience in the nursing home sector.

☞ **Calidus**

- Calidus is an initiative of several independent nursing home operators, aimed to centralize and share support services.

☞ **Médibelge**

- Médibelge (1,800 residents) is a private nursing home operator owned for 49% by Orpéa.

☞ **Senior Assist**

- Senior Assist (2,500 residents) is an entrepreneurial group.

☞ **Senior Living Group**

- Senior Living Group (3,750 residents) was created in 2004 by Waterland Private Equity.

☞ **Le Noble Age**

- Belgian subsidiary (507 residents) of Le Noble Age, a French listed operator (5,107 beds)

France

☞ **Orpéa**

- Orpéa is the largest player in senior care in continental Europe, and is listed on the Paris Stock Exchange. The company manages a network of 33,000 beds.

☞ **Korian**

- Korian is the second largest nursing home operator in continental Europe, with over 21,400 beds. The company is also listed on the Paris Stock Exchange.

☞ **Medica Group**

- Medica Group is the fourth largest nursing home operator in France and is listed on the Paris Stock Exchange. The company manages a network of 14,300 beds.

Pubstone portfolio

Exclusive partnership with AB Inbev

Highlights:

Stable portfolio of 820 pubs in Belgium and 245 in the Netherlands.

1 tenant: AB InBev; no direct relationship with a pub operator.

Long-term contractual relationship: 23 years.

Fixed rents indexed to CPI.

No risk related to the operation of the pubs, exclusively borne by ABInBev.

Only structural maintenance obligation (walls, roofs, facades).



Public Private Partnership

Highlights:

Construction risk: general contractor

Maintenance risks: maintenance contractors

Stable and low-risk investment

Examples of Developments:

Fire Station of Antwerp

Police Station HEKLA zone (Antwerp)

Court of Justice in Antwerp

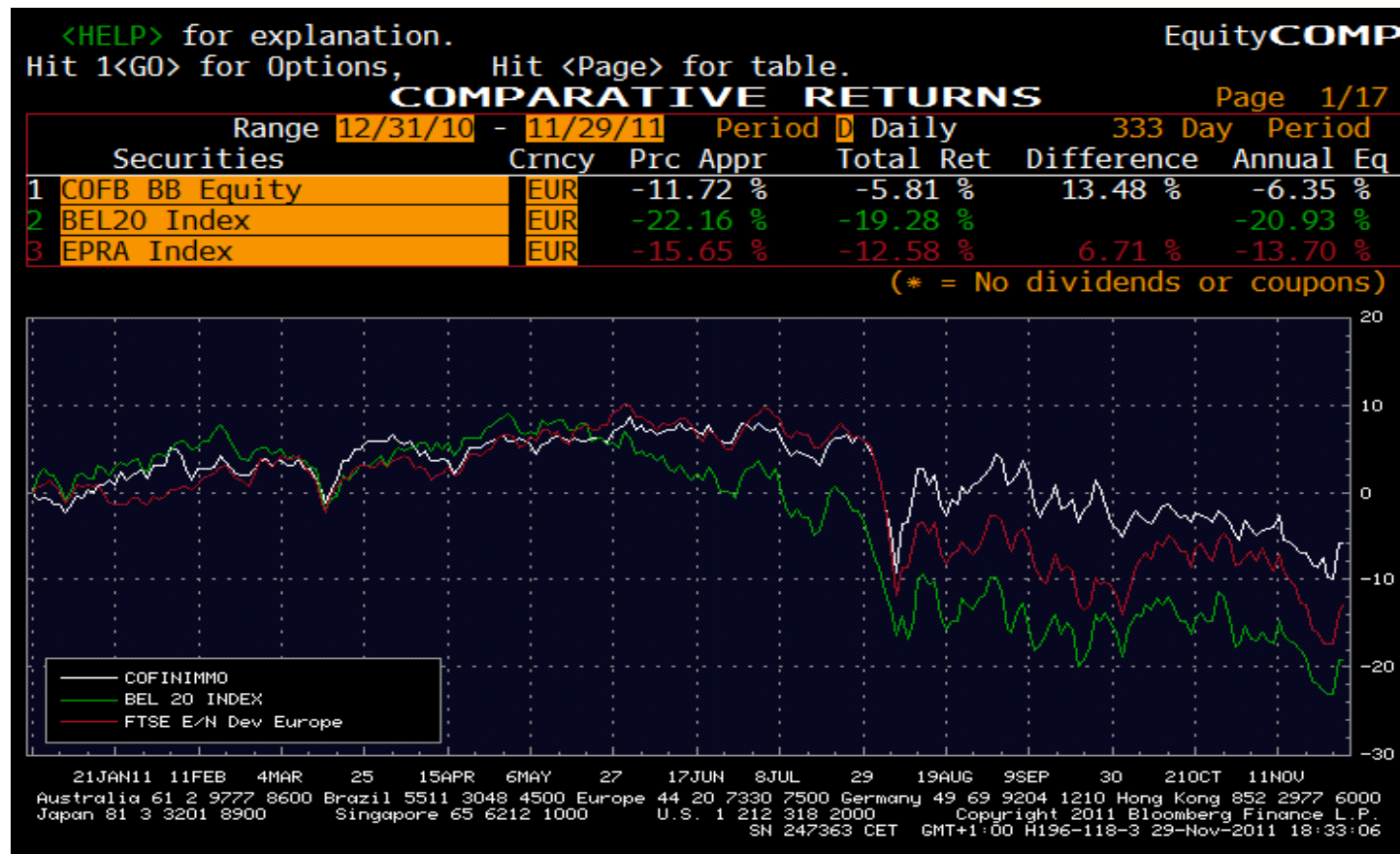
Police Station in Dendermonde

Prison of Leuze-en-Hainaut (delivery end 2013)



Cofinimmo in the stock market

Comparative Total Return



Financial Results

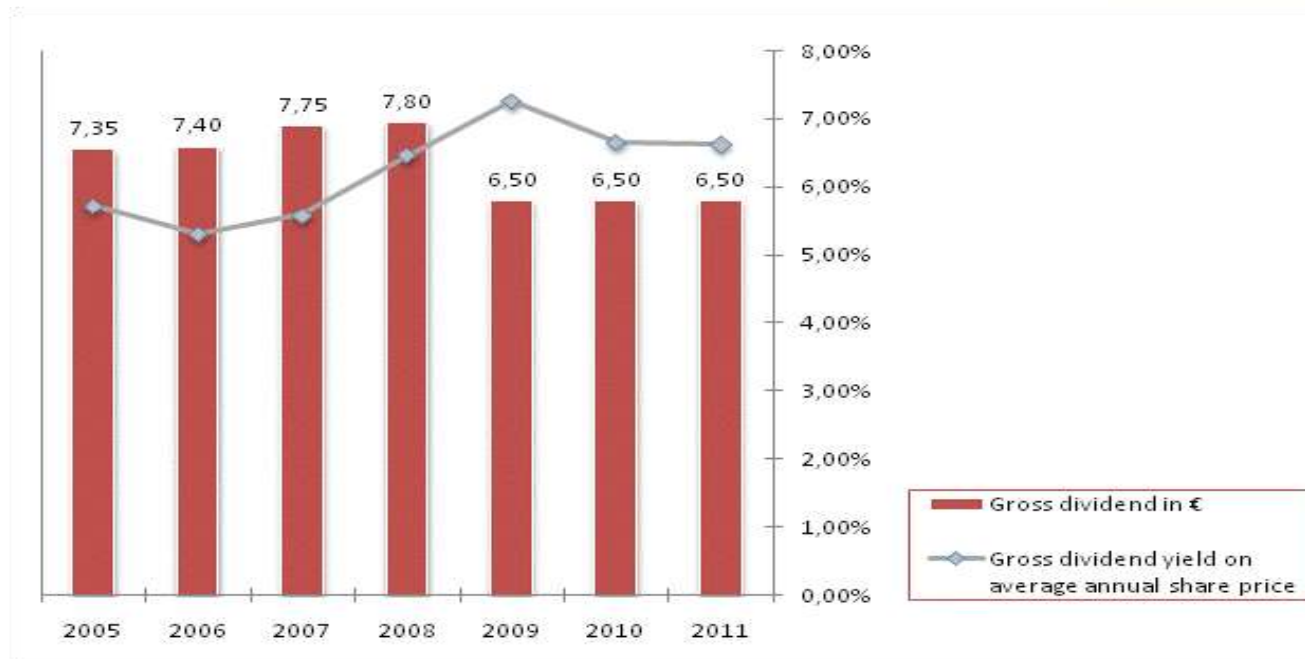
Strong financial performance in a difficult environment

- ☞ Like-for-like, rental income rose by 2,36% over the last 12 months.
- ☞ Net current result (Group share – IAS 39 excl.): €5.64/share vs. €5.74 at 30.09.2010.
- ☞ Net result (Group share): €7.03/share vs. €2.36 at 30.09.2010.
- ☞ FY 2011 forecasts net current result (€7.33/share) and dividends (€6.50 gross/ordinary share and €6.37 gross/preference share) confirmed.
- ☞ Revalued net asset value per share: €96.09 (in fair value).

Dividend

€ 6.5 gross/ordinary share confirmed for 2011

- Forecast 2011 gross dividend, payable in May 2012: €6.50 per ordinary share and €6.37 per preference share
 - Pay-out ratio at a sustainable level of 87% of the net current EPS (excluding IAS 39 impact)





Q&A

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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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