

Colonial



Colonial – Investor Day
OFFICE MARKET FRANCE

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Head of Research France

BNP Paribas Real Estate



BNP PARIBAS

Paris 17/10/16



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Office Market in Paris

TRENDS
OPPORTUNITIES
OUTLOOK

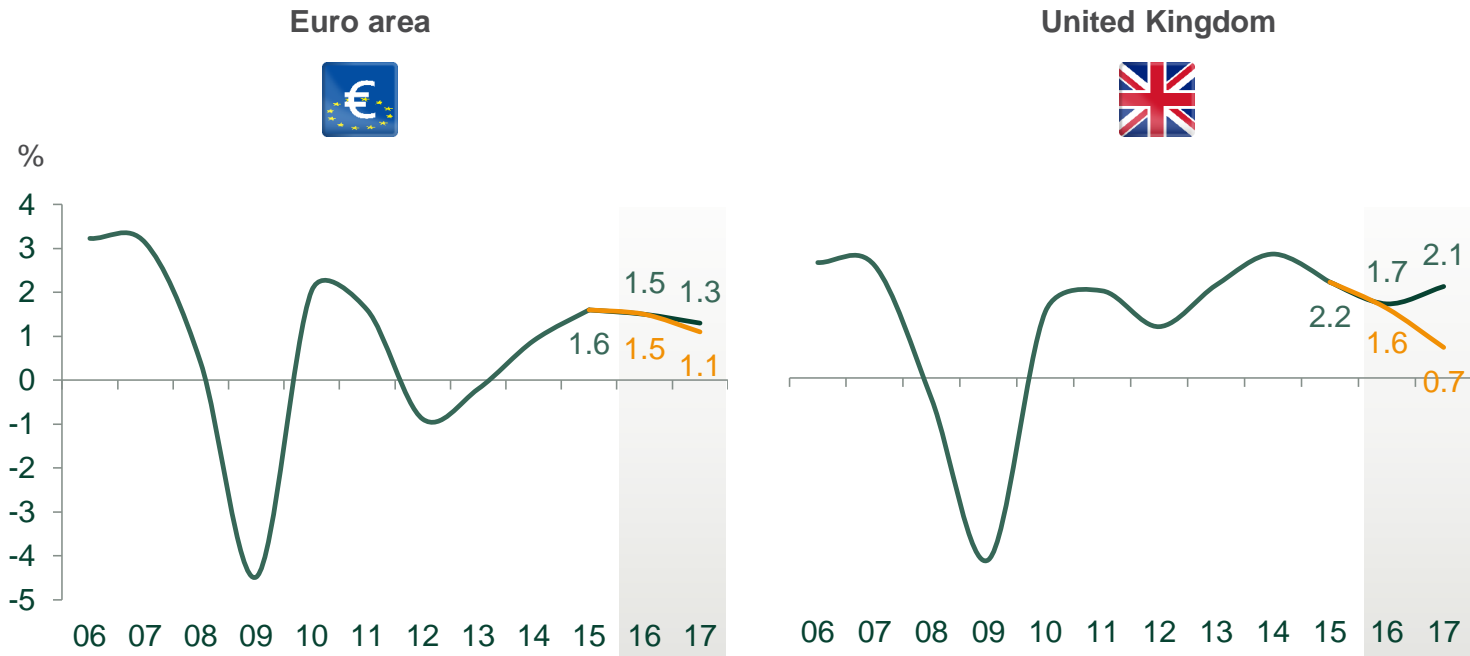
Richard MALLE, Head of Research
Paris, 17th October 2016



BNP PARIBAS
REAL ESTATE

Real Estate for a changing world








GDP Outlook 2016-2017



— Current scenario (as of 24th June)
 — Pre-Brexit scenario (before 24th June)

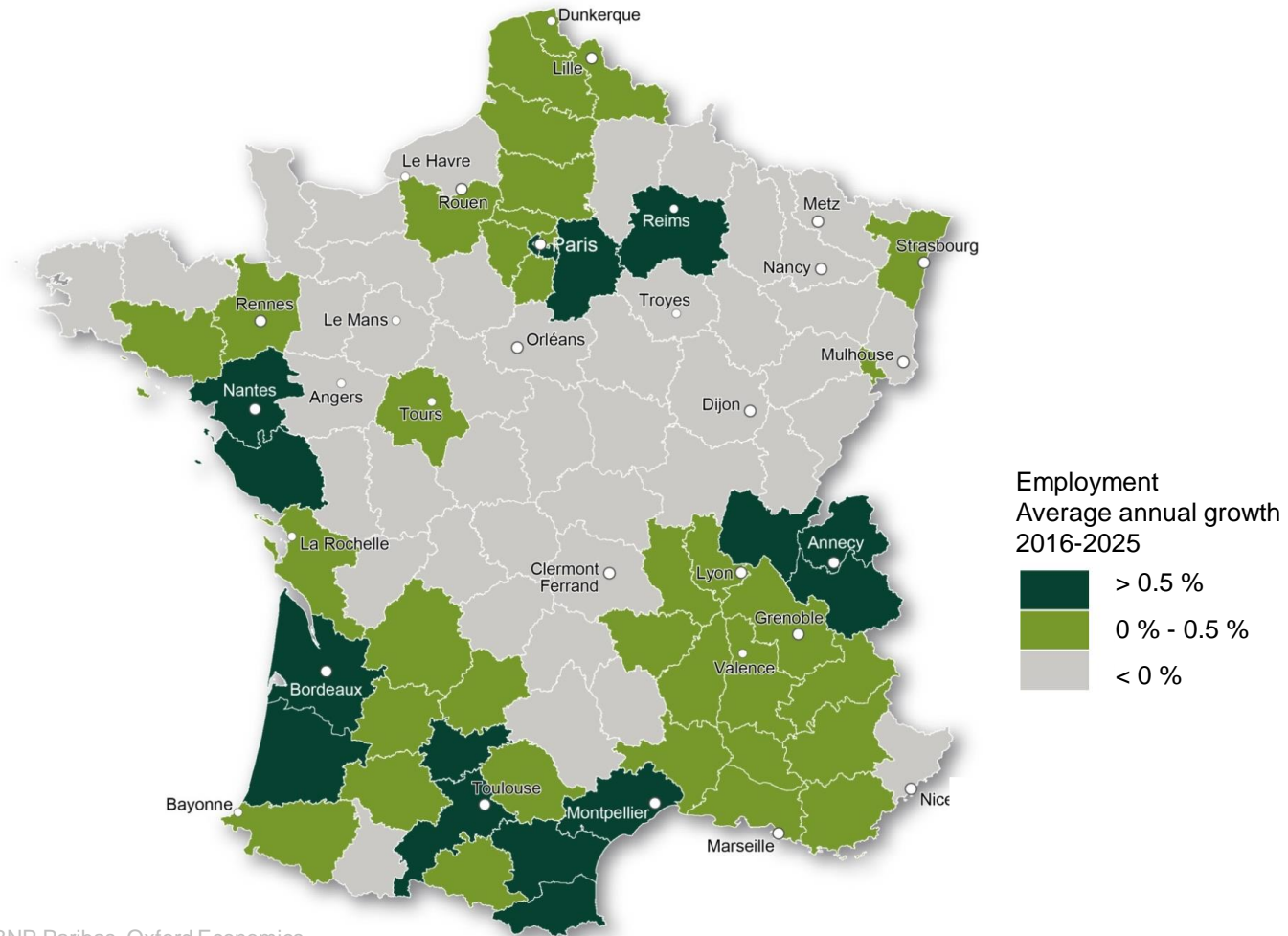
Source : BNP Paribas Economic Research.

GDP Outlook 2016-2017

	2015	Current Scenario (%)		Pre-Brexit Scenario (%)	
		2016	2017	2016	2017
 UNITED STATES	2.6	1.5	1.6	1.6	1.5
 UNITED KINGDOM	2.2	1.6	0.7	1.7	2.1
 EURO AREA	1,6	1.5	1.1	1.5	1.3
 GERMANY	1.4	1.8	1.3	1.5	1.3
 FRANCE	1.2	1.3	1.0	1.4	1.3
 ITALY	0.6	0.8	0.3	1.0	0.7
 SPAIN	3.2	3.1	1.9	2.8	2.0

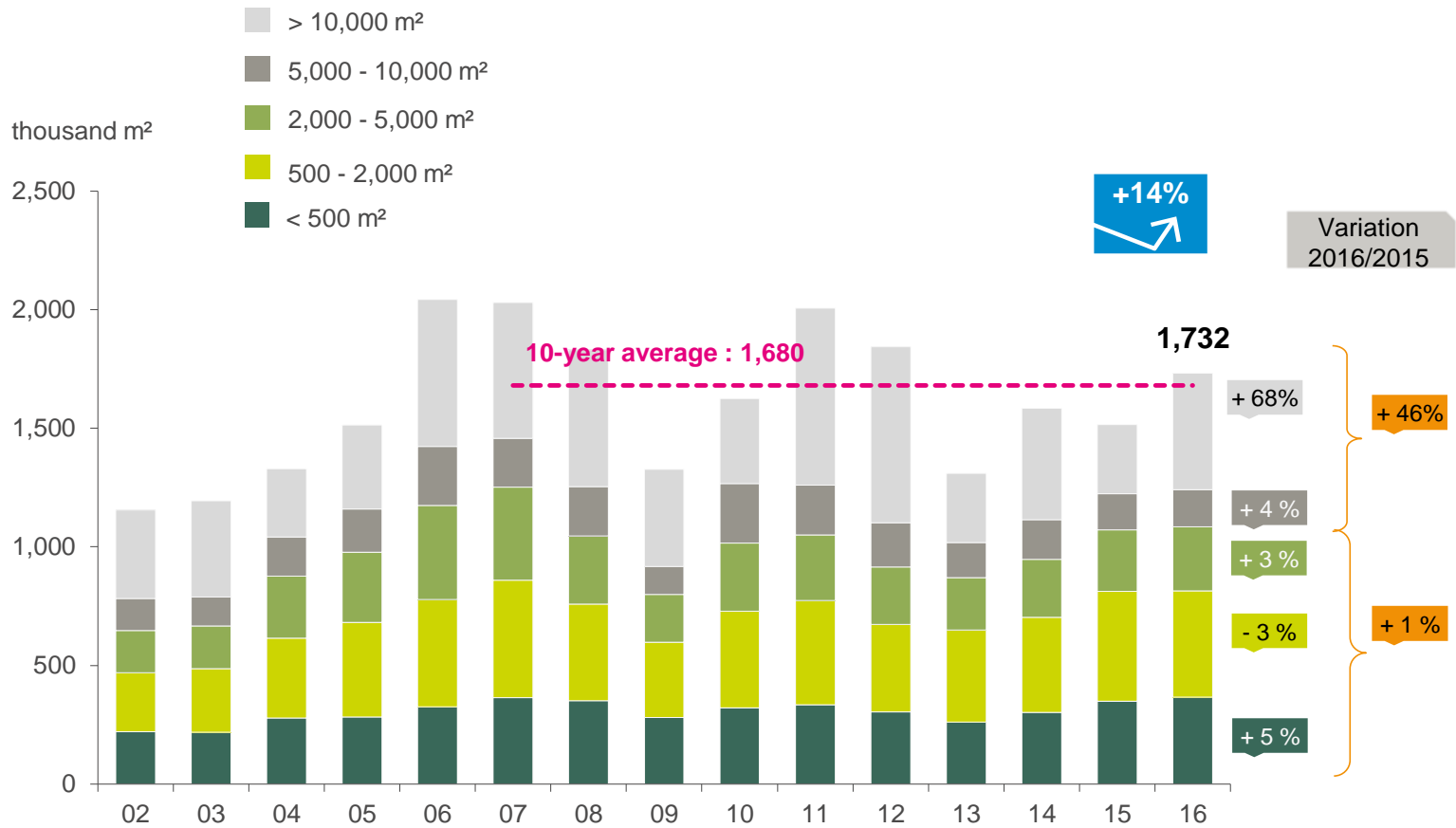
Source : BNP Paribas Economic Research.

Employment Growth in France 2016-2025



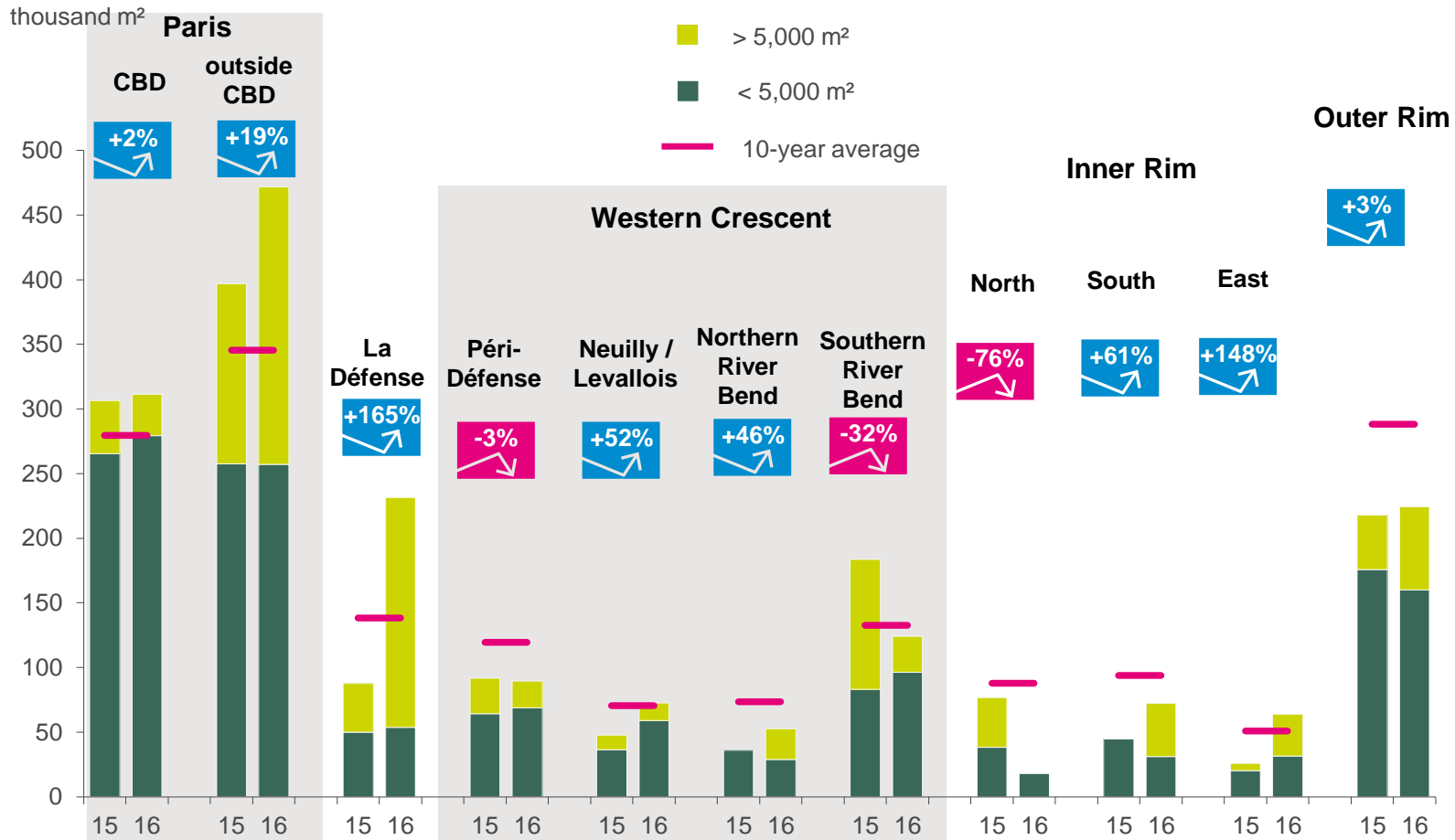
Source : BNP Paribas, Oxford Economics.

Office Take-up in Ile-de-France (9 months)



Source : BNP Paribas Real Estate, Immostat.

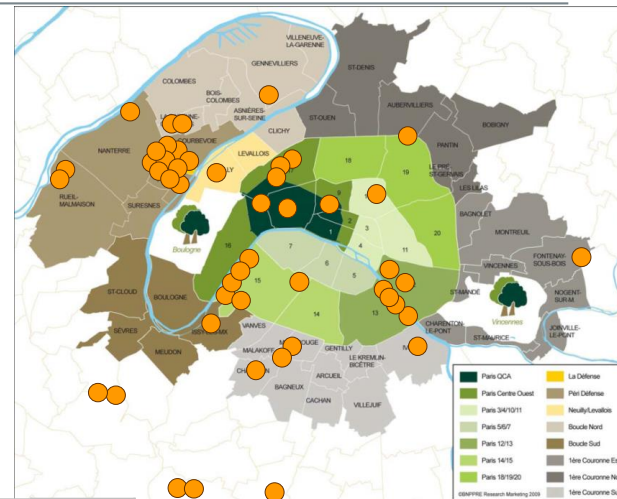
Office Take-up in Ile-de-France (9 months)



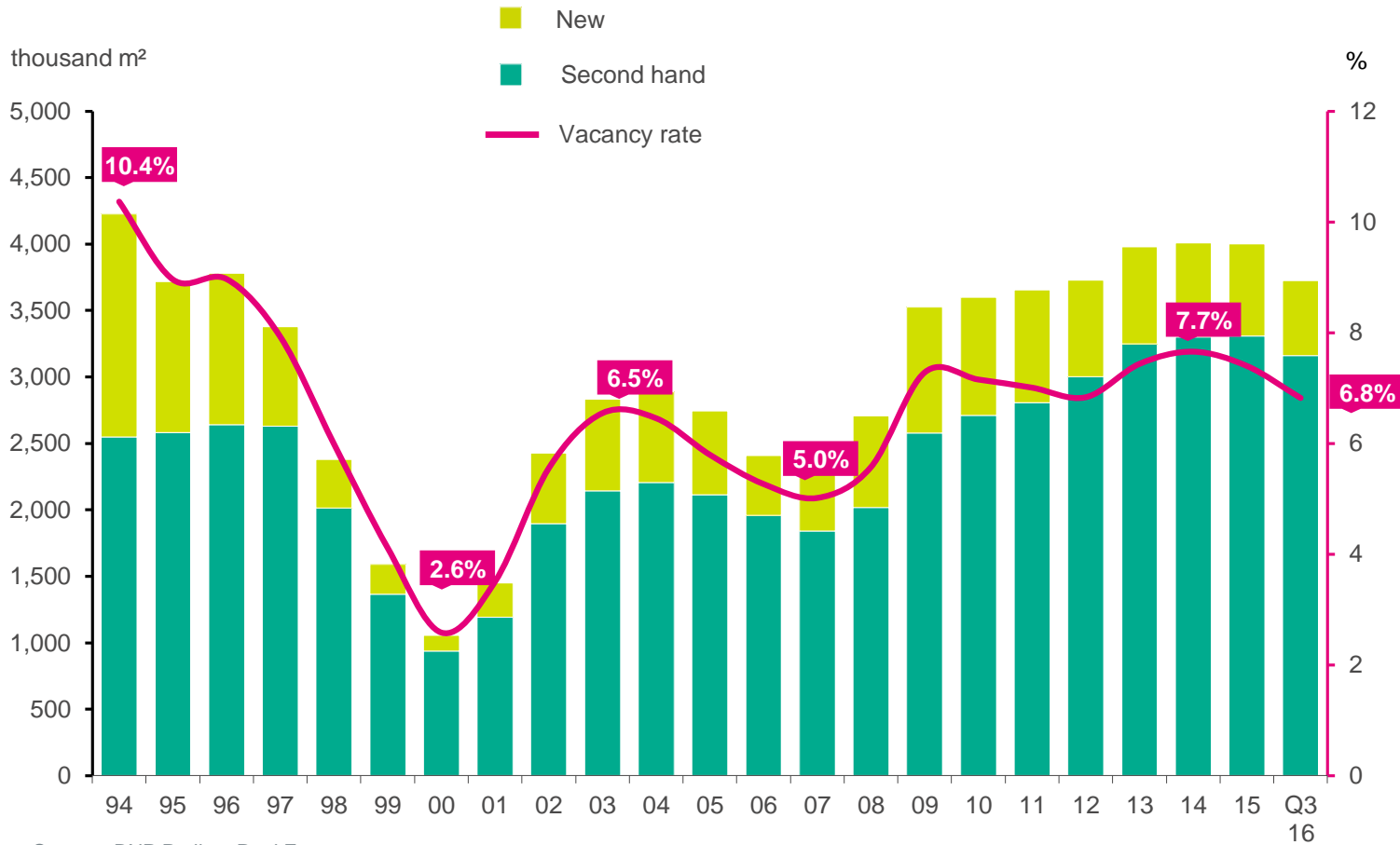
Source : BNP Paribas Real Estate, Immostat.

Office Take-up > 5,000 m² (48 deals - 648,000 m²)

PARIS CBD	wework	SHI/EIDO	BDO	CBRE															
	33 Lafayette Paris 09	Carré St-Hon. Paris 08	43 Gr.-Armées Paris 16	76 Prony Paris 16	11 657m ² 550 €	7 384m ² 700 €	5 450m ² Sale	7 460m ² >650€											
PARIS O. CBD	atticemedia	BNP PARIBAS	Le Monde	LA POSTE	NATIXIS	BPCE	NATIXIS	SIACI SAINT-HONORE											
	Qu4drans Paris 15	Millénaire 4 Paris 19	Semapa Paris 13	Opale Paris 15	Elements Paris 13	France Ave. Paris 13	Austerlitz Paris 13	Season Paris 17	25 800m ² Sale	24 096m ² 350 €	18 630m ² OP Sale	17 000m ² OP Sale	14 780m ² 530 €	14 775m ² 500 €	14 447m ²	14 271m ² 530 €			
PARIS O. CBD	M M A	AG2R LA MONDIALE	GRDF	MAIF	EMLYON	Europe 1	Les Echos Le Parisien	DCI											
	Nord Pont Paris 15	Vivacity Paris 12	95 Maubeuge Paris 10	Malesherbes 189 - Paris 17	15 Bd Diderot Paris 12	Le Jade Paris 15	10 Grenelle Paris 15	Arc Ouest Paris 15	12 684m ² OO Devt	11 830m ² 530€	7 917m ² 440€	5 583m ² Sale	5 416m ² 450€	14 092m ² 450€	17 750m ² 510€	12 665m ² 450€			
LA DEFENSE	SAINT-GOBAIN	Rte	Deloitte.	RESEAU NERVAUX	imshealth	Nexans	axway	pwc	SE Logement France	orange									
	M2 La Défense	Window La Défense	Majunga La Défense	Triangle de l'Arche	D2 La Défense	Le Vinci La Défense	Tour W La Défense	PB5 La Défense	Between La Défense	Les Villages 3 La Défense	49 000m ²	38 487m ² 468 €	30 494m ²	12 386m ² 400 €	11 381m ² 460 €	10 216m ² 390 €	7 193m ² 390 €	6 244m ² 390 €	5 986m ² 372 €
WEST	SEPHORA	transdev	CREDIPAR	BAYER	NEXO ONE	sage	gsk	NSD											
	41 Ybry Neuilly/Seine	Edo Issy	Pointe Métro Gennevilliers	Atrium Défen. La Garenne-C.	CityZen Rueil	Atrium Défen. La Garenne-C.	Mokaik Rueil	H. Barbusse Nanterre	13 413m ² 540 €	10 760m ²	9 000m ² 240 €	5 309m ² 310€	5 000m ² 250 €	9 448m ² 310€	8 888m ²	6 690m ²			
SOUTH	Sofinco	INSEE	AÉROPORTS DE PARIS	IONIS EDUCATION GROUP	COMPASS GROUP	RECKITT BENCKISER	tdf	econom	bertrandt										
	Smart Garden Massy	White Montrouge	Askia Cœur d'Orly	Brandebourg 63 - Ivry/Seine	Smart Up Châtillon	Green Valley Massy	Fairway Montrouge	L'Astrale Plessis-Rob.	Néo Vélizy	37 787m ² 220 €	21 647m ² 320 €	9 508m ² 250 €	7 700m ² Sale	6 600m ² 315 €	6 166m ² 240 €	5 414m ² 260 €	5 251m ² 195€	7 391m ² 165€	
NORTH & EAST	RATP																		
	Elyps Fontenay	32 469m ² 270 €																	

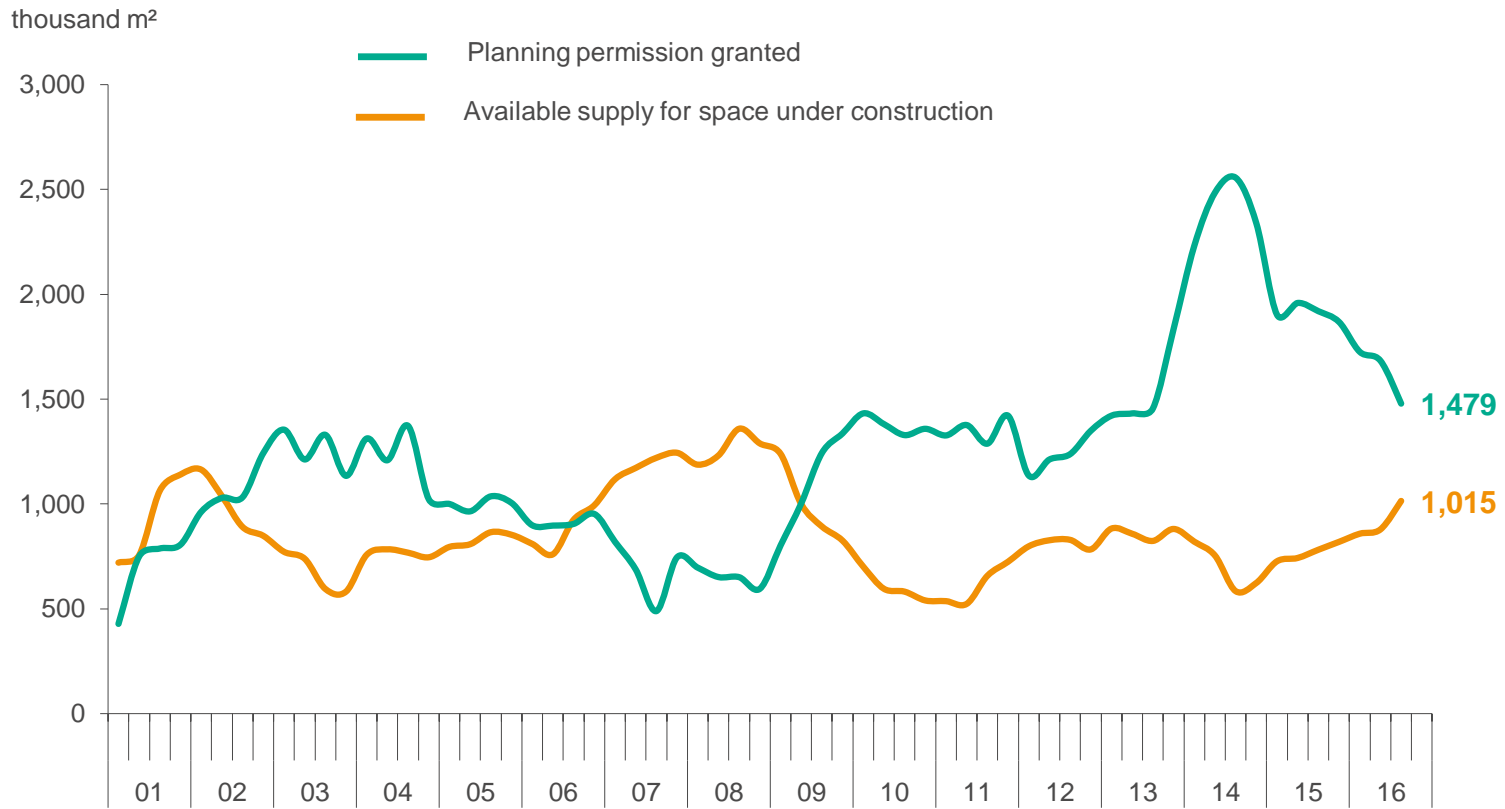


Immediate Supply and Vacancy Rate



Source : BNP Paribas Real Estate.

Future Supply

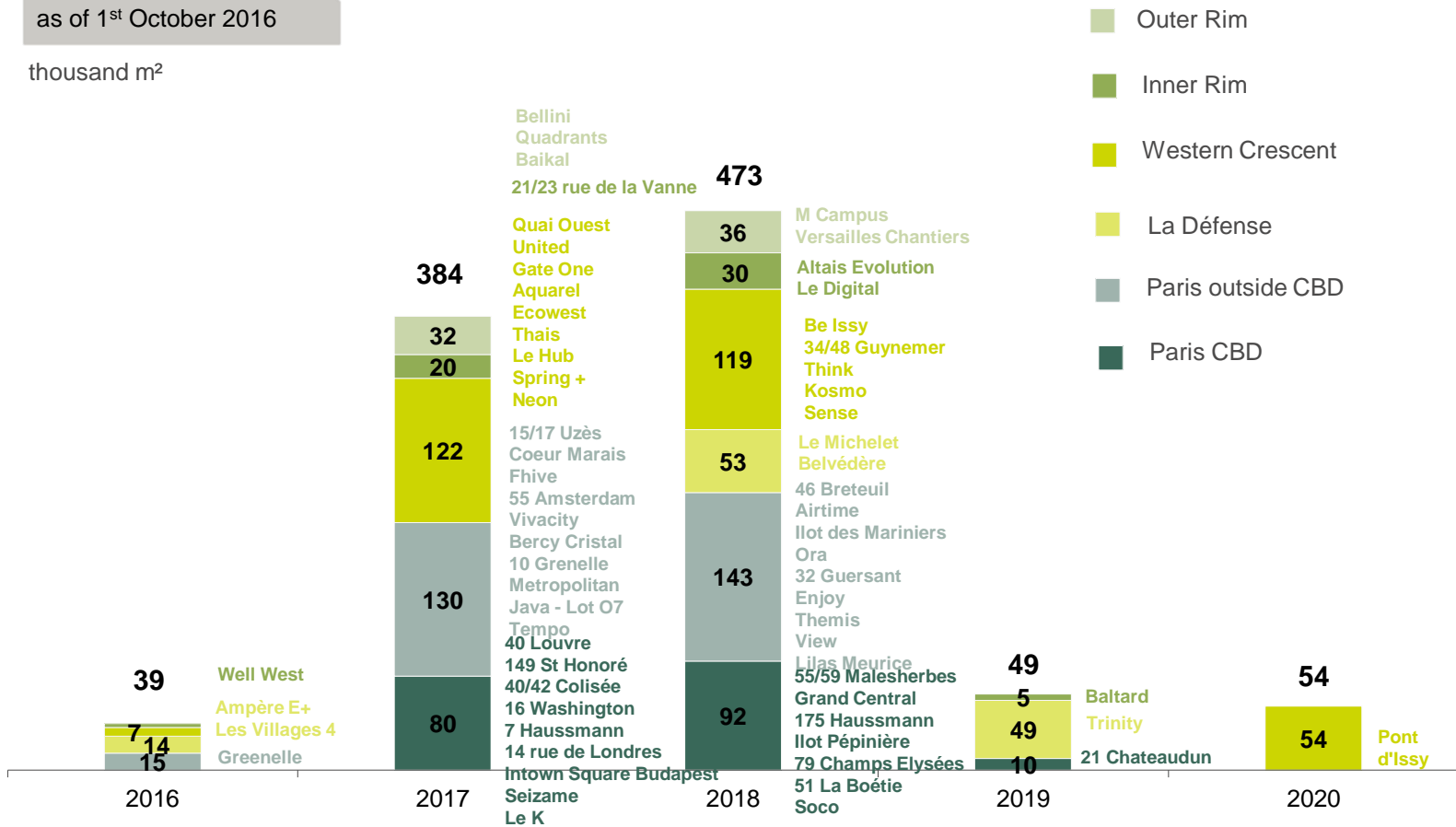


Source : BNP Paribas Real Estate.

Available Space under Construction

as of 1st October 2016

thousand m²



Source : BNP Paribas Real Estate.

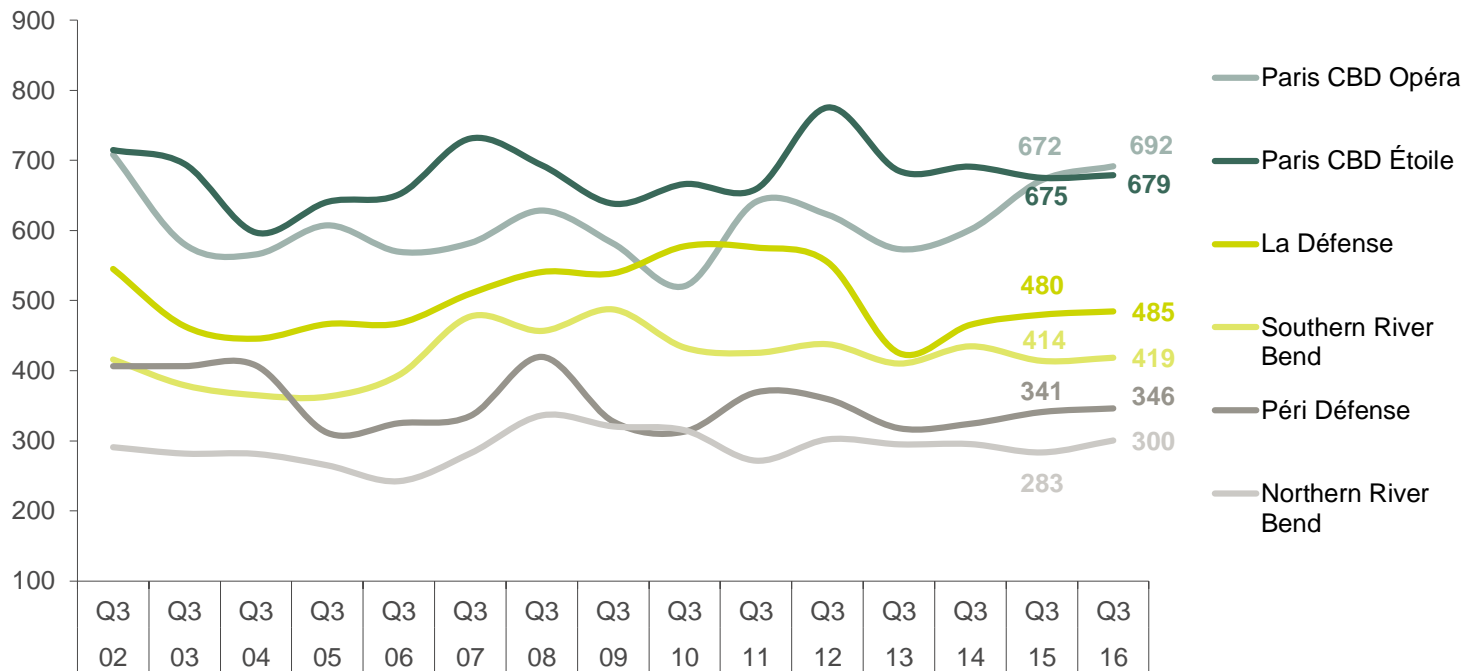
NB : only the names of premises > 5,000 m² are mentioned

Vacancy Rate



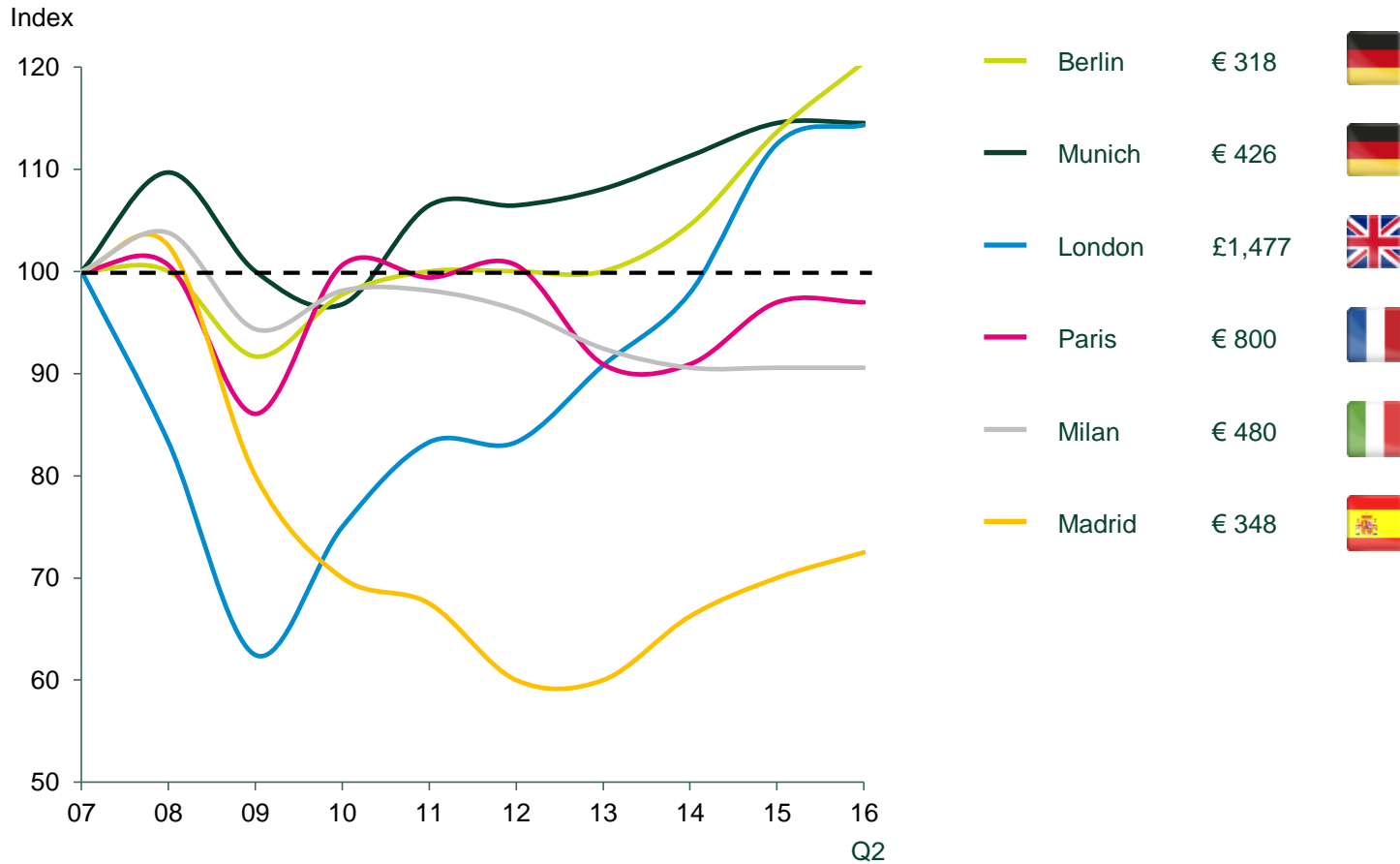
Average Headline Rents – New Offices (over 12 months)

€/ m² / year excl.
VAT and charges



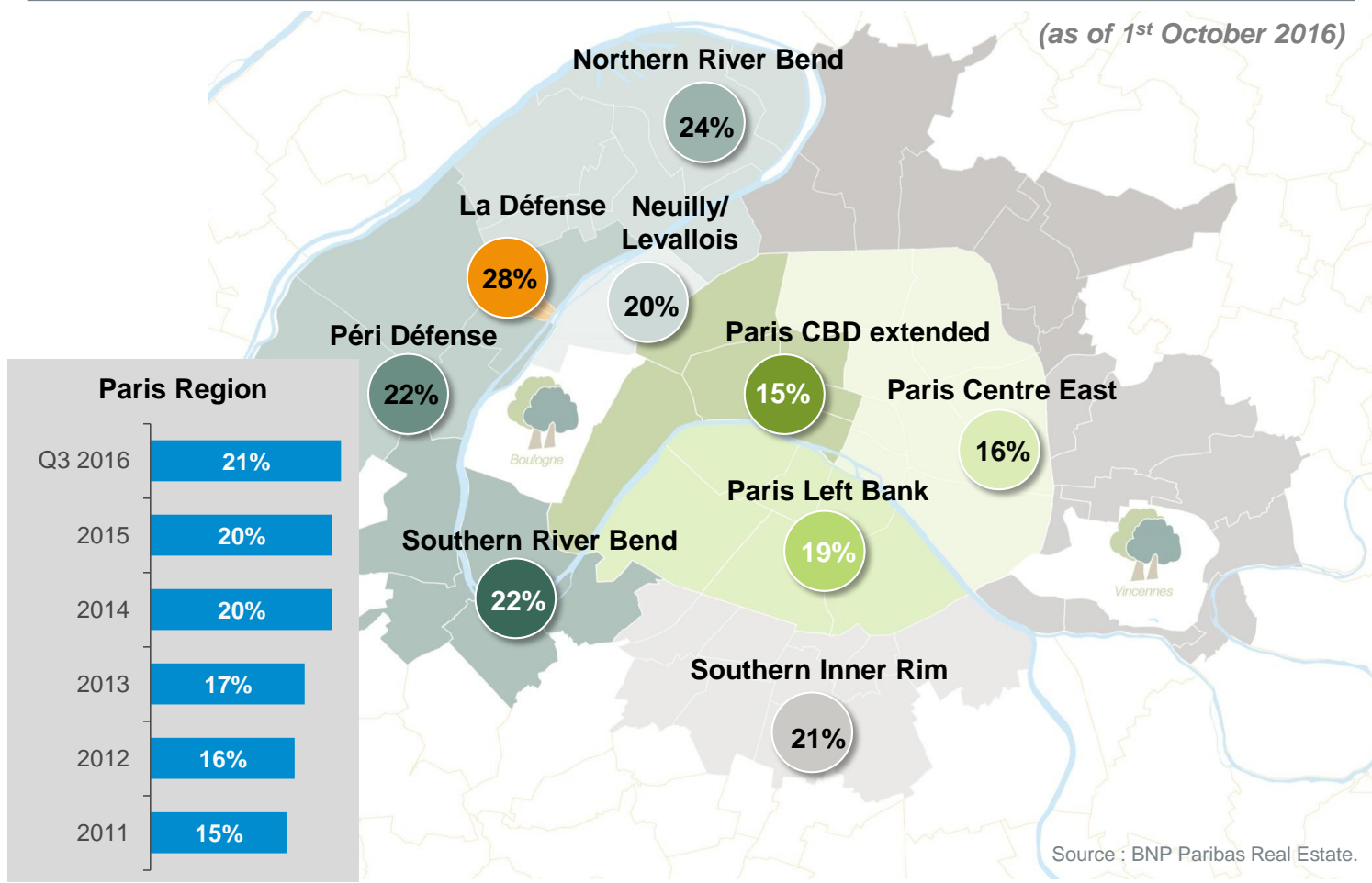
Source : BNP Paribas Real Estate.

Office Prime Rents in Europe

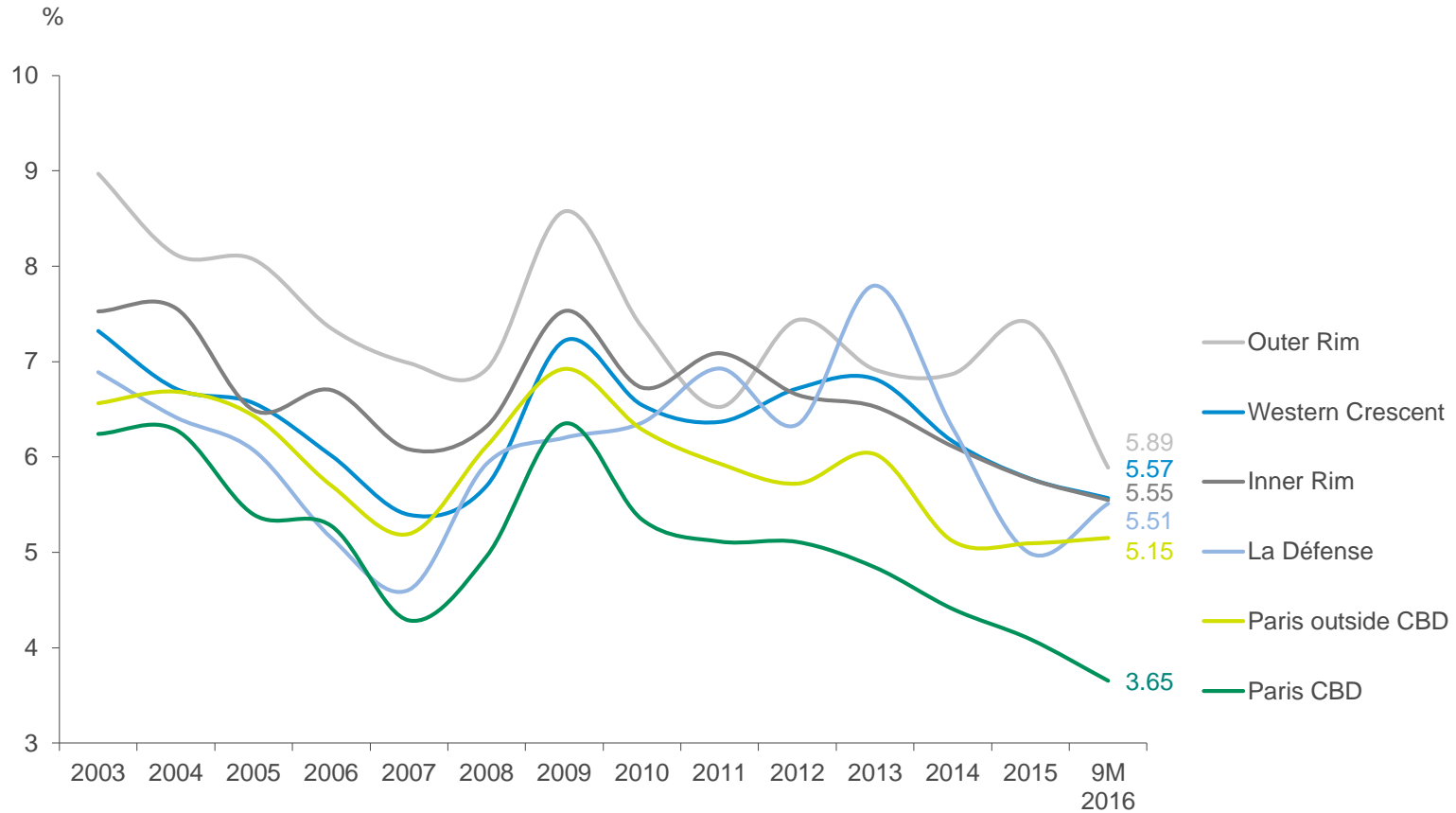


Source : BNP Paribas Real Estate.

Incentives of Offices in Ile-de-France

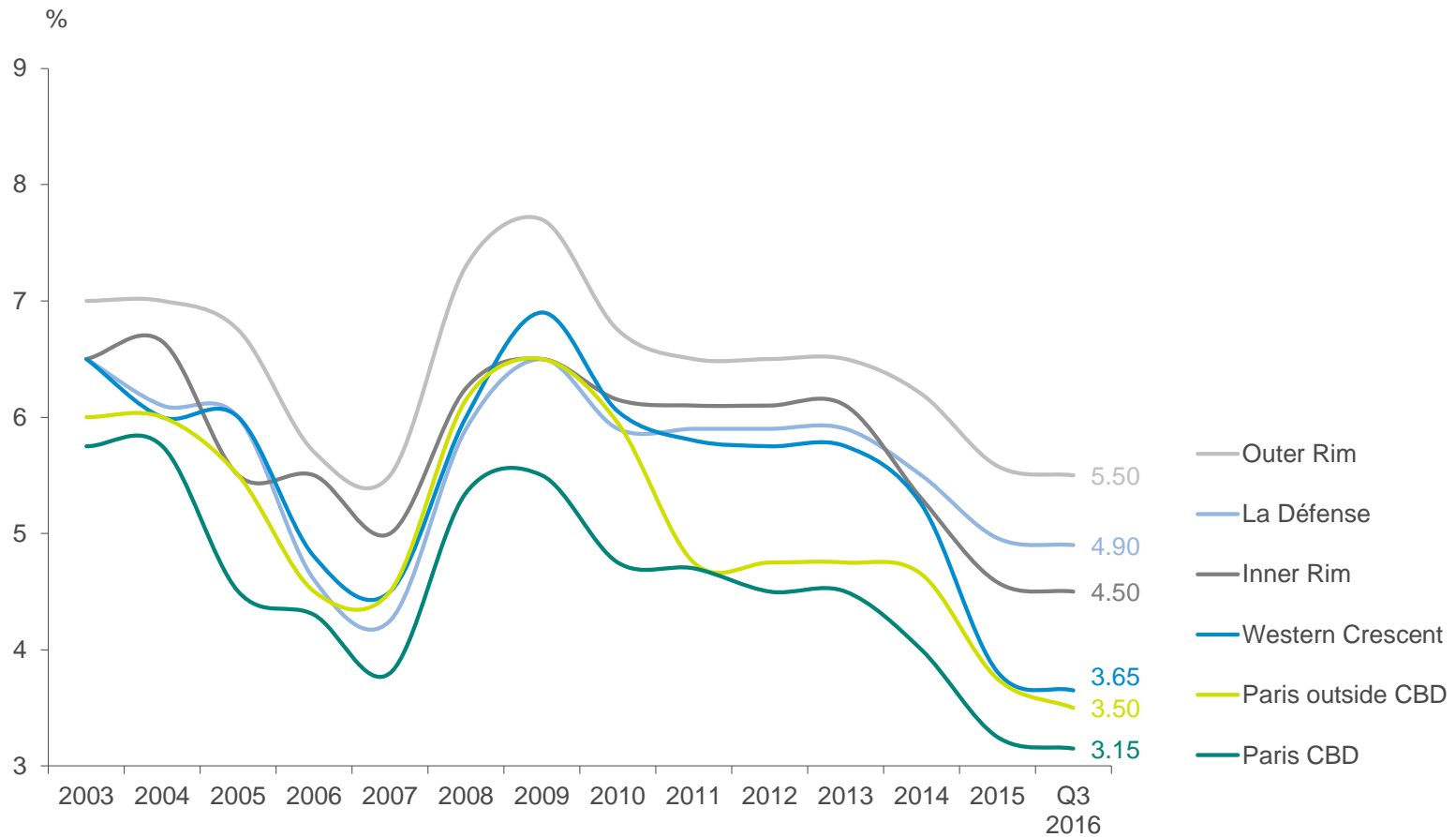


Average Office Yield in Ile-de-France



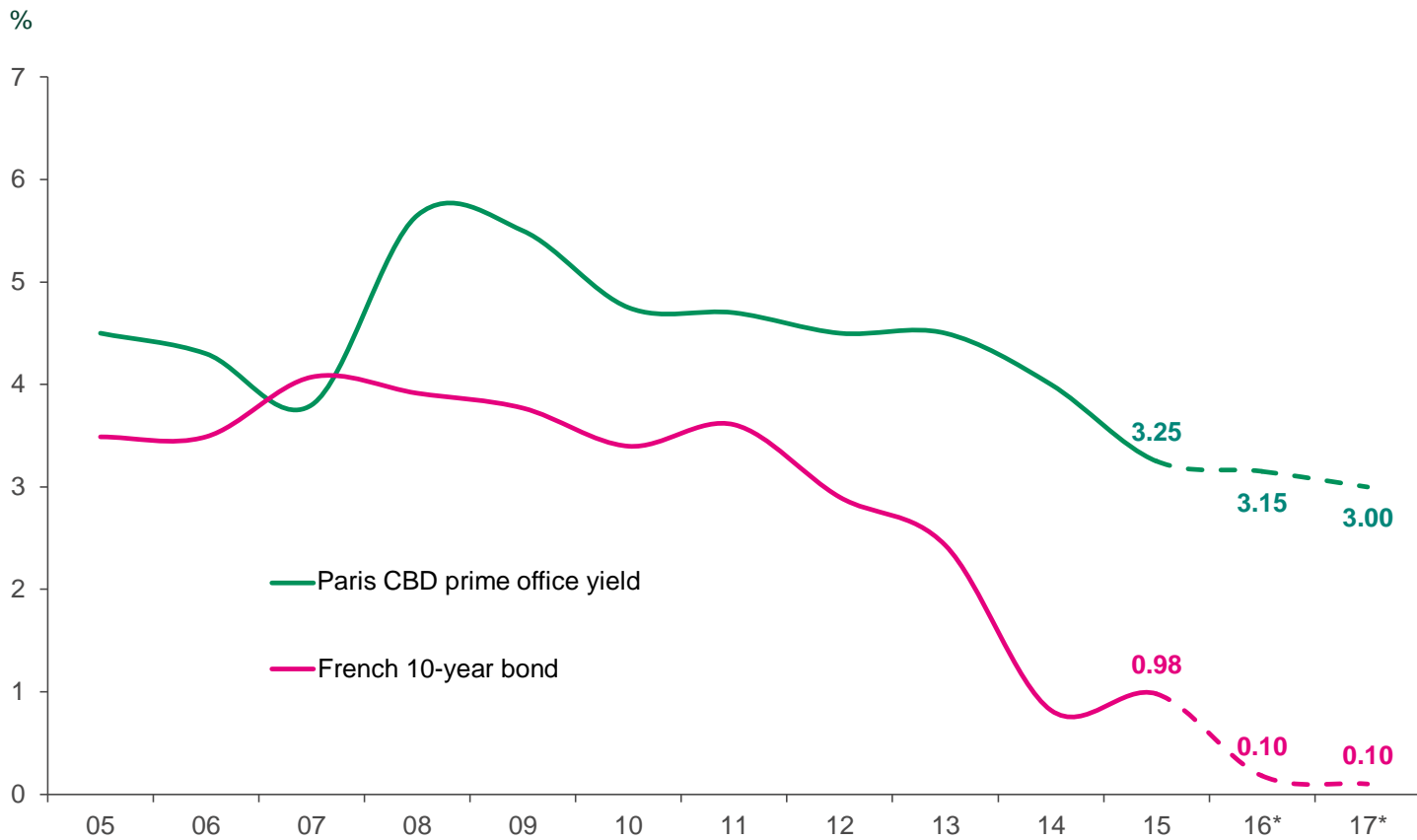
Source : BNP Paribas Real Estate.

Prime Office Yield in Ile-de-France



Source : BNP Paribas Real Estate.

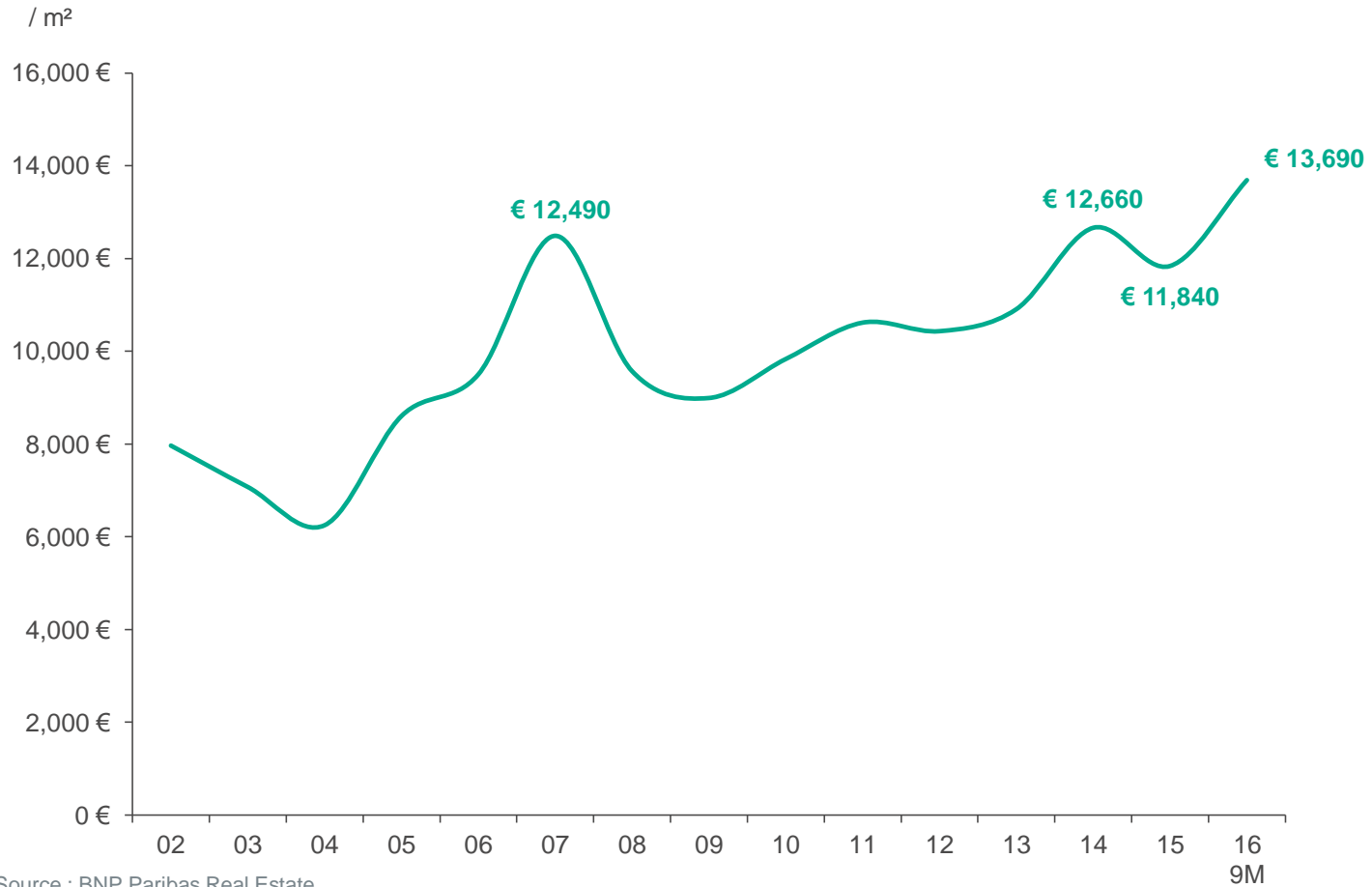
Prime Office Yield and French Treasury Bond



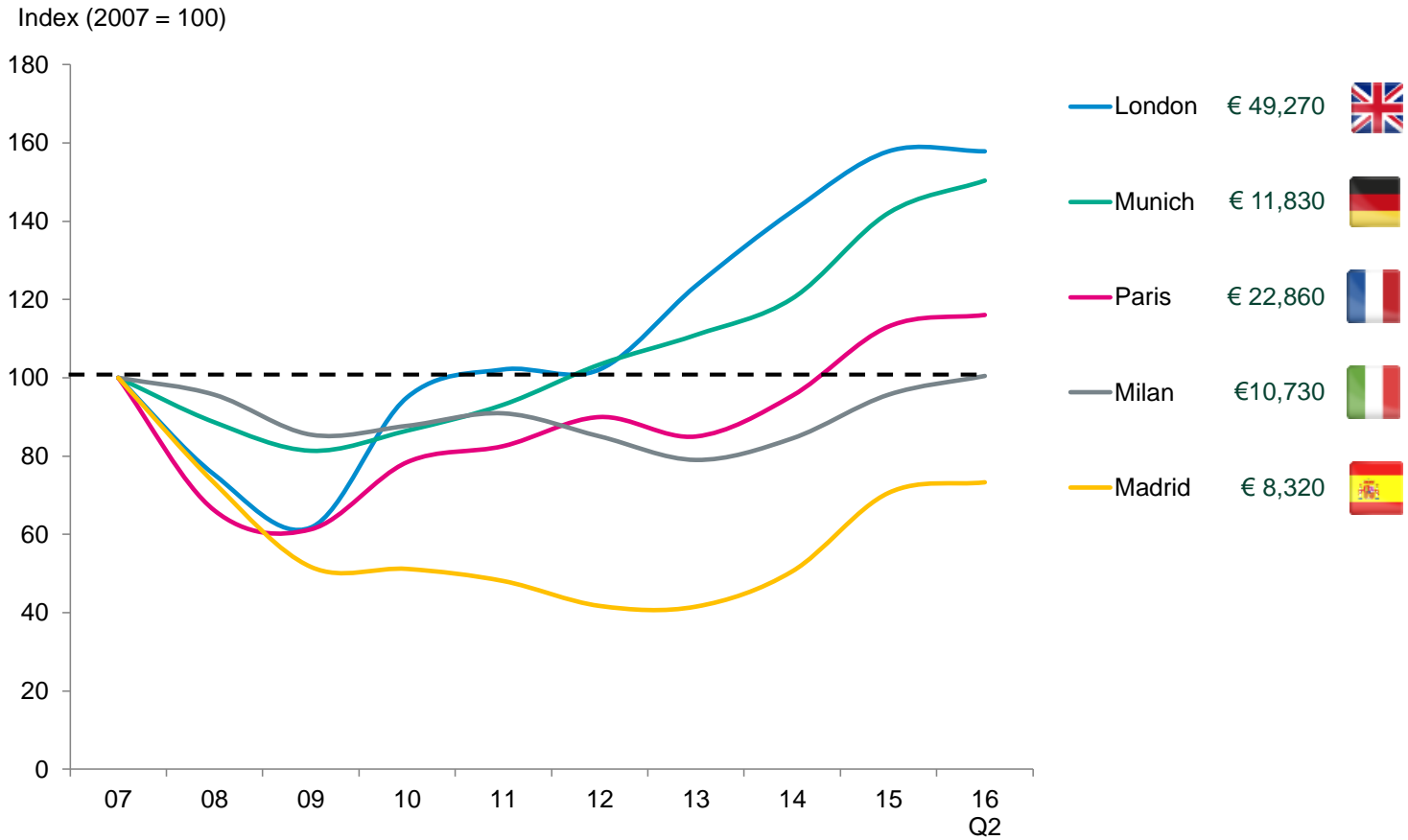
Source : BNP Paribas Real Estate, Banque de France.

* End of period

Average Capital Values of Paris CBD Offices



Prime Capital Values of Offices in Europe



Source : BNP Paribas Real Estate.

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