

December 2019



## Property Valuation

**10 rue des Gaudines**  
78100 Saint-Germain-en-Laye

# Geographical situation

An affluent city sought after by executives in the Île-de-France region

A large number of families  
**60% of households**



**23.9% executive**



An affluent population  
**Median income of €30,567**  
Unemployment rate of **7.4%**  
(vs 9.9% in France) in 2016



**4,259 companies** in 2017



**4,946 ha** of green space  
A city **in bloom**



**43 schools**



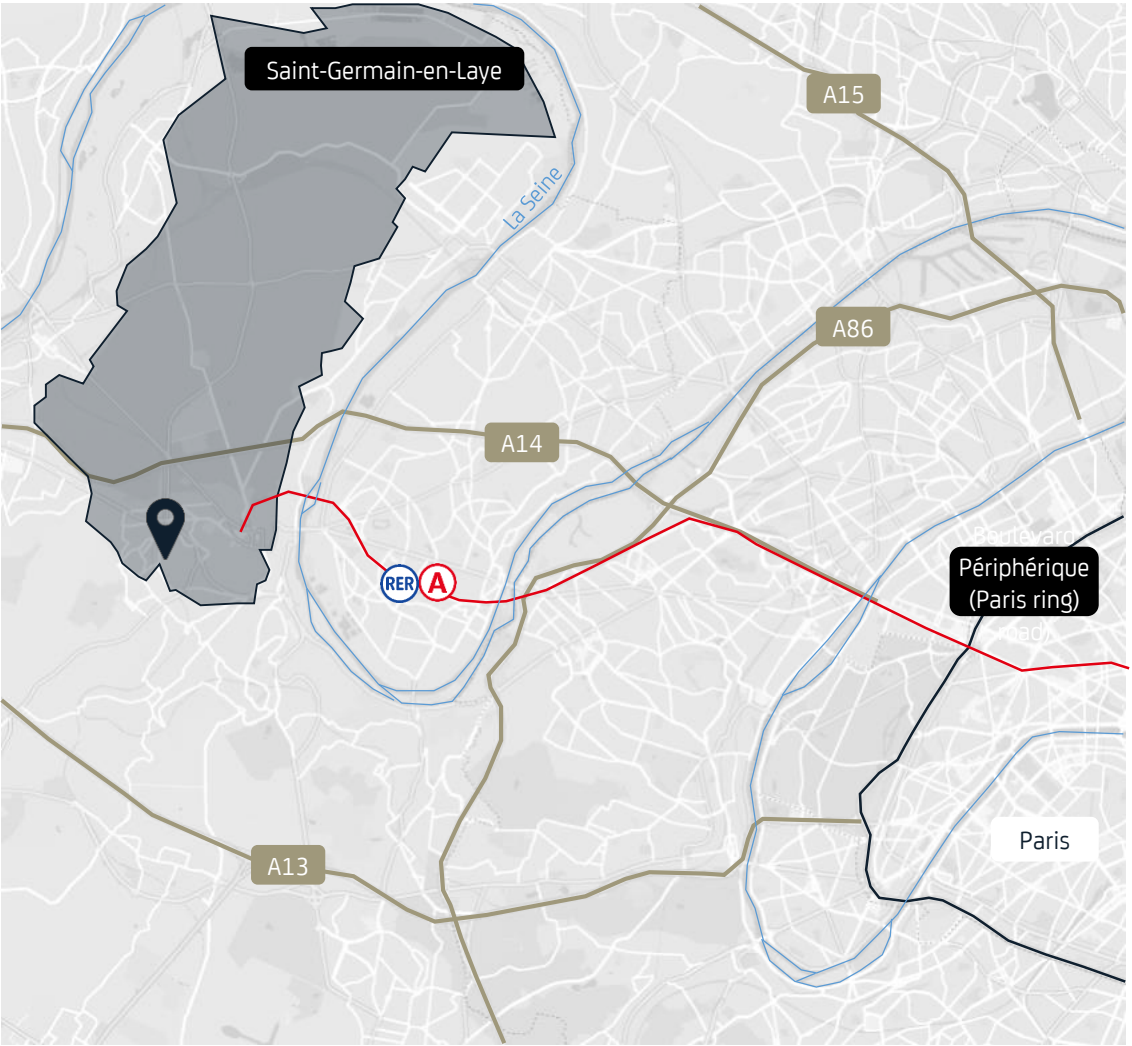
20-minute drive from La Défense  
Less than 30 minutes from Versailles  
35-minute drive from the Paris business centre

**2 major public transport lines**



**3 major trunk roads**

**A14**  
**N13**  
**A13**



Sources: INSEE 2016/2017 - KelQuartier - AirParif.asso



# Presentation of the asset

## General presentation

### Description

The subject of the analysis consists of a single block measuring **710 sqm** on the third upper floor. This space is part of the STRATEGY CENTER commercial property complex and is divided between **two buildings** as follows:

- 356 m<sup>2</sup> within Building D
- 354 m<sup>2</sup> within Building E
- An archive room on the first basement level
- 26 indoor parking spaces on the first basement level

The asset, purchased in 2011, was fully **renovated** in 2018. The property complex has **good visibility** at the corner of Avenue Saint-Fiacre and Rue des Gaudines. It also benefits from the presence of an on-site guard and an **Intercompany Restaurant**.

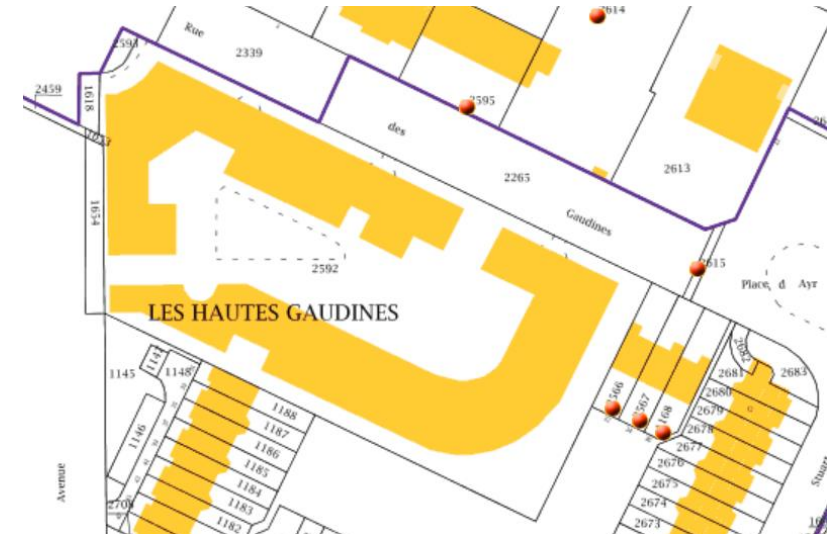
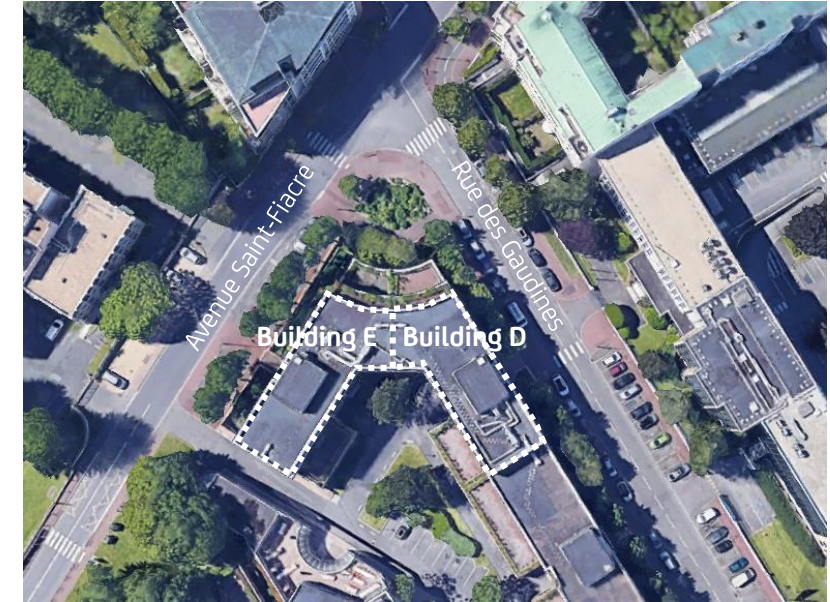
The charges and taxes for 2018 are:

- Annual charges of €26,200
- Property taxes of €12,015
- Office taxes of €7,490

### Land registry reference

- **Address:** Les Gaudines – 10 rue des Gaudines – 78100 Saint-Germain-en-Laye
- **Form of ownership:** Joint ownership
- **Land registry:**
  - Land registry section: AS 2592
  - Footprint: **9,070 m<sup>2</sup>**

## C71-9.3.1 Annex - Future of Headquarters

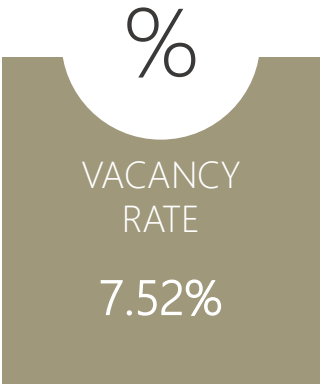


# Office market study

Key figures for Q3 2019



C71-9.3.1 Annex - Future of Headquarters



# Valuation

## Considered scenarios

C71-9.3.1 Annex - Future of Headquarters

SCENARIO 1

Sale of the asset with AISM 3-year lease



Capitalisation method

SCENARIO 2

Vacant sale



Comparison method

# Valuation

## Scenario 1: 3-year lease

C71-9.3.1 Annex - Future of Headquarters

Offices MRV  
€150 psm

Car Parks MRV  
€1,200/u

Transfer duties  
7.5%

TENANT	AREA		RENT		VALUATION			
	Offices	Car parks	Gross rent	Deed-in-hand rate	Deed-in-hand price		Price excl. transfer duties	
	m <sup>2</sup>	int	€	%	€	€ psm	€	€ psm
AIMS	710 m <sup>2</sup>	26 u	€130,600	7.50%	€1,836,000	€2,586	€1,707,907	€2,406
TOTAL	710 m <sup>2</sup>	26 u	€130,600	7.50%	€1,836,000	€2,586	€1,707,907	€2,406

Deed-in-  
hand rate

7.50%

€1.71m excl. transfer duties  
or €2,406 psm excl. transfer duties

# Valuation

## Scenario 2: Vacant sale

C71-9.3.1 Annex - Future of Headquarters

Offices MRV  
€150 psm

Car Parks MRV  
€1,200/u

Transfer duties  
7.5%

TENANT	AREA		RENT		VALUATION			
	Offices	Car parks	Gross rent	Deed-in-hand rate	Deed-in-hand price		Price excl. transfer duties	
	m <sup>2</sup>	int	€	%	€	€ psm	€	€ psm
AIMS	710 m <sup>2</sup>	26 u	€130,600	10.02%	€1,373,850	€1,935	€1,278,000	€1,800
TOTAL	710 m <sup>2</sup>	26 u	€130,600	10.02%	€1,373,850	€1,935	€1,278,000	€1,800

Deed-in-  
hand rate

10.02%

€1.28m excl. transfer duties  
or €1,800 psm excl. transfer duties

# Valuation

## Results

### SCENARIO 1

Sale of the asset with AISM 3-year lease

**€1.71m excl. transfer duties**  
or €2,406 psm excl. transfer duties

### SCENARIO 2

Vacant sale

**€1.28m excl. transfer duties**  
or €1,800 psm excl. transfer duties



# Our recommendations

## Analysis of scenarios

### Scenario 1 Investor sale with 3-year lease

- Controlled sale with an optimised time frame
- Scenario for the best valuation
- More numerous and identified potential buyers than the user target



- Investors do not have a strong appetite for jointly owned assets



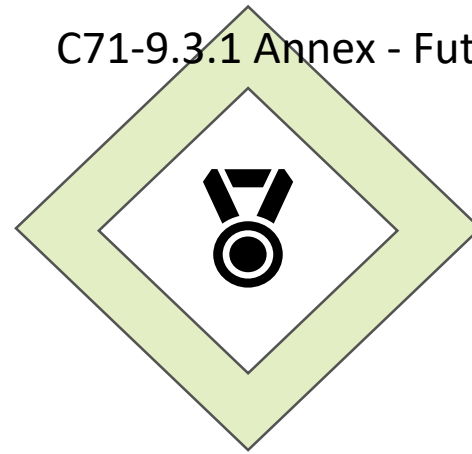
### Scenario 2 User sale

- Users less sensitive to joint-ownership purchases



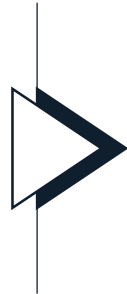
- Uncontrolled marketing period: high risk of an extended period to find the future user-buyer
- Degraded valuation
- Narrower targeting of user-buyers





Our conviction

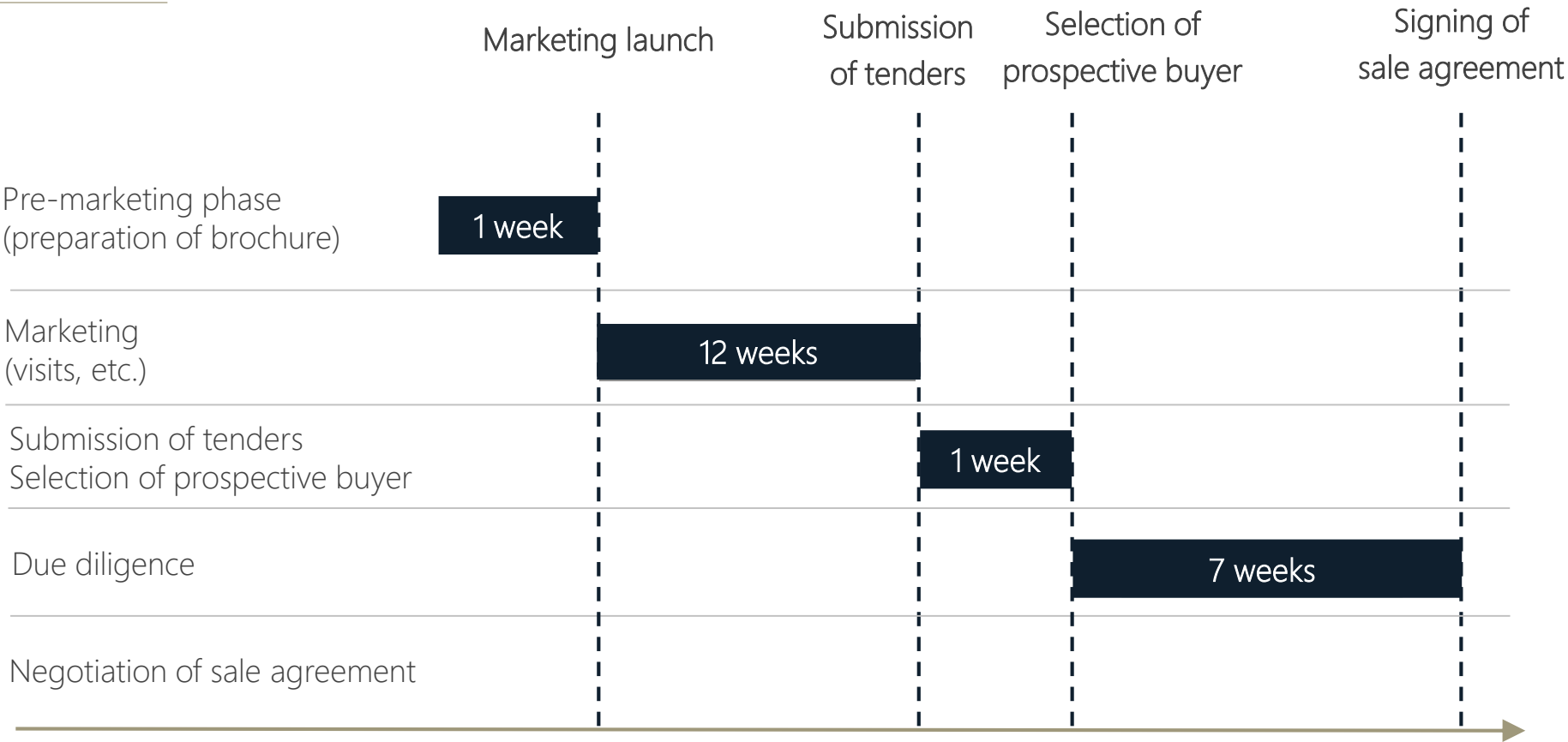
INVESTOR SALE



Due to the market and the liquidity of the asset,  
This scenario allows us to maximise the value within a short, controlled period  
We recommend a sale through selective competitive tendering or a “competitive” private sale

# Our recommendations

## Estimated time frame of the sale



Signing of sale agreement in 5 months

# Our recommendations

## Track Record

## C71-9.3.1 Annex - Future of Headquarters

**ZODIAC AEROSPACE** 



**PARIS 20**

- Assignment to transfer and sell former head office
- Negotiation of technical/legal/financial factors with a view to converting the site into a student residence
- Amending building permit/negotiation with authorities/sale

**Système U** 



**CRÉTEIL**

- Negotiation of scheduling with the City of Créteil
- Finalisation of the land transfer with a group of developers
- Conversion into student residences after major restructuring (230 studios + 30 two-room spaces)

**SAFRAN**  Labinal Power Systems



**SAINT-OUEN**

- Study of various conversion scenarios/feasibility + urban planner
- Discussions and selection of the conversion project with the authorities
- Finalisation of the land transfer with a group of developers (mixed development of 30,000 m² including student residences)

**LCL** 



**BAYEUX**

- Phase 1: Consulting
  - Audit of existing situation and sectoral market studies
  - Capacity feasibility with urban planner
  - Negotiation with local authorities on scheduling
- Phase 2: Private sale

**gecina** 



**PLESSIS-PATE**

- Phase 1: Consulting
  - Audit of existing situation and sectoral market studies
  - Capacity feasibility with urban planner
  - Negotiation with local authorities on scheduling
- Phase 2: Private sale

**elis** 



**PUTEAUX**

- Support for the sale and conversion of an industrial site
- Exclusive mandate to advise and assist in the development and sale of the site
- Urban programme of 26,000 m² of housing/shops/childcare centres

**ALLOCATIONS FAMILIALES**  Caf des Yvelines



**VERSAILLES**

- Site audits and valuation assignment
- Drafting of specifications in connection with the consolidation
- Support for the construction of a new turnkey head office (6,700 m² off-plan purchase)
- Sale/conversion of vacated sites

**Itron** 



**MASSY**

- Drafting of specifications
- Advising and assistance in acquiring the land and in establishing and drafting deeds (off-plan lease, off-plan sale)
- Support in development and transaction structuring processes

# Our recommendations

A dedicated team

## PROJECT MANAGER



**Jacques Le Reste**

Director, Transaction  
Structuring Department



**Clément Gueran**

Head of the Investment Analysis  
and Transaction Structuring  
Department



**Lorraine Mathieu**

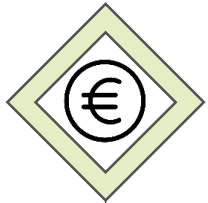
Investment and Transaction  
Structuring  
Analyst



# Our recommendations

## Proposed assignment

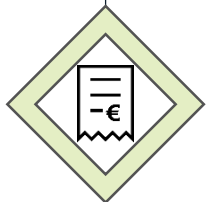
Exclusive assignment to advise and assist in the sale



Base fees: 5% excl. taxes of the sale price excl. transfer duties



Incentive: to be determined based on performance relative to a target price



The fees will be payable upon the signing of the official deed

