



NEW OPPORTUNITIES



IMMOBEL
since 1863

IMMOBEL has been a major player in property development in Belgium for over 145 years. It is also active in the Grand Duchy of Luxembourg and is currently developing a new growth pole in Central Europe, in particular in Poland. Its business covers the office, residential and landbanking sectors, as well as, when the opportunity arises, retail, ensuring the diversification of its portfolio of projects. Its vision of the market and its expertise enable it to design, promote and manage ambitious real estate projects that create long-term value while respecting the environment and integrating the major issues facing society.

► BLACK PEARL
Brussels City – Art&Build

Building the future,





adding value.

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Diversification in Central Europe: a major turning point in IMMOBEL's development

The residential and landbanking sectors generated very good results, with a record year for landbanking.

72 MEUR

invested in the acquisition of new projects



“Apart from its deployment on the Polish market, IMMOBEL continued the development of its portfolio which, in addition to 375 ha of landbanking plots, currently includes close to 208,000 m² of offices and 179,000 m² of residential.” – Gaëtan Piret –

In the difficult economic context of a year marked by many uncertainties, how did IMMOBEL do financially in 2011?

Baron Buysse – Despite the difficult office market in Brussels, IMMOBEL reaped significantly better results in 2011 than in 2010. They reflect the importance of the diversification of our business lines (embarked on 5 years ago), the profits of which can fluctuate substantially from one year to another. When one sector performs less well the others usually take over, which was clearly the case in 2011.

Gaëtan Piret – The residential and landbanking sectors generated very good results, with a record year for landbanking. In the face of a more difficult office sector these two business lines enabled us to rebalance our figures. Our geographic coverage is also an asset in terms of better risk spreading. The investments and developments in Poland and in Luxembourg will bring the Group success in the future. Both countries will contribute to maintaining good figures.

Has IMMOBEL's strategy changed noticeably in this sluggish economic situation?

B.B. – We have implemented an ambitious strategic plan: initiation of a broad spectrum of real estate projects allowing us to optimise the diversification of risks; management of remarkable development projects thanks to the strengthening of our competences; optimal preparation for the marketing of these projects; and the development

of our presence in the Grand Duchy of Luxembourg and in Poland, which we regard as our second market, as well as analysis of the European growth markets. The Board of Directors has given its full backing to strategic development in Central Europe.

G.P. – We started to implement this strategy of diversification in Central Europe in a very concrete manner in February 2011. It was a major turning point in IMMOBEL's development. We acquired two office development projects in Poland. The first is a mixed office and retail project located in the centre of Warsaw (20,000 m²); the second, on which reconstruction work has already started, is located in the economic and commercial heart of Poznan (7,600 m² of offices and retail). The other projects concern the acquisition, in partnership, of 7 pieces of land, mainly in Warsaw.

In the wake of these acquisitions, “IMMOBEL Poland” was created, a development and management centre.

What major events does IMMOBEL have to its credit in 2011?

G.P. – Apart from its deployment on the Polish market, IMMOBEL continued the development of its portfolio which, in addition to 375 ha of landbanking plots, currently includes close to 208,000 m² of offices and 179,000 m² of residential (IMMOBEL Group share). The different projects are at various stages of development and for some of them, as permits have been obtained, commercialization has started. Nearly 72 MEUR have been invested in the acquisition of new projects - a considerable sum.

How do you see the future? Are you confident about IMMOBEL's development?

B.B. – IMMOBEL's financial structure is sound and under control. The strategy

IMMOBEL has developed is bearing fruit. The diversification of our portfolio and the increase in our geographic sphere of activity are proof of a better diversification of risks. Poland's economic growth potential looks particularly high - higher than Belgium's. Our shareholders' confidence encourages us to continue down this path. We would like to thank them for the trust they have shown in IMMOBEL for a number of years. Therefore, having analysed the results and reviewed the projects for this year, the Board of Directors will propose to the General Meeting that the dividend be raised from 1.25 to 1.75 EUR, which is an increase of 40 %.

G.P. – The long-term plans that we have initiated in IMMOBEL's various spheres of activity in previous years should take definite shape in the years to come. For example, building work will start on the residential project *Bella Vita* in 2012. We have also obtained the relevant permits for the *Black Pearl* office project, on which construction will start in the 2nd half of 2012. The first phase of building on another (residential) project, *Charmeraiie*, will begin in 2012, too. To illustrate the importance of the residential department, it is useful to stress that IMMOBEL is currently involved in the development of 2,100 housing units.

We also devote significant human and financial resources to ensure that our new projects are BREEAM² certified and we have already had some excellent successes, in particular the *Forum* project. We will have more in the future, like the *Black Pearl* and *Bella Vita* projects, where the environmental standards are high.

We are confident about our three business lines and continue to invest in the future.



B.B. – Every day our partners, the Executive Committee and our employees do extraordinary work. We would like to thank them for that. We thank our clients, too, who demonstrate their trust in us day after day. And, finally, we thank our shareholders for the support they have given to the strategy we are implementing and the confidence they demonstrate in IMMOBEL's development and prospects.



“The Board of Directors will propose to the General Meeting that the dividend be raised from 1.25 to 1.75 EUR, which is an increase of 40 %.”

– Baron Buysse –

1. In carrying out the functions concerned in the present report, Mr Gaëtan PIRET acts as the permanent representative of the company GAËTAN PIRET sprl.
2. BREEAM: Building Research Establishment Environmental Assessment Method. BREEAM sets the standard for best practice in sustainable building design, construction and operation and has become one of the most comprehensive and widely recognised measures of a building's environmental performance.

[Key events]

2011 was marked mainly by the following events in:

Belgium

Sales

- **Sale of a commercial project to the Decathlon group - Wavre:** On 25 May 2011, on a piece of land measuring 6 ha 26 a, *Decathlon* opened a new 4,400 m² sales space, complete with a car park with 400 spaces. IMMOBEL was charged with the construction of the closed structure of the building, as well as the car park and the approaches to the place. The first stone was laid on 15 December 2010.
- **Sale of the South Crystal building to Ethias - Brussels (Saint-Gilles):** A partnership comprising IMMOBEL, Soficom Development, CFE and Besix RED concluded the sale to Ethias, on 29 June, of the building known as *South Crystal*, situated at 13-18 Avenue Fonsny, in Saint-Gilles, for the sum of approximately 30 MEUR inclusive of tax.

Acquisition

- **Acquisition Papeblok – Tervuren:** IMMOBEL acquired the company that owns the *Papeblok* site in Tervuren, where construction of 4 residential buildings is planned and the development of approximately 60 apartments.

Leases

- **Signature of the Belair lease with the Régie des Bâtiments (for use by the Federal Police) - Brussels:** A lease was signed with the Régie des Bâtiments, for use by the Federal Police, for 65,000 m² of the *Belair* project (formerly *Cité Administrative de l'Etat*), following a decision of the Council of Ministers in December 2010.

Provisional reception

- The IMMOBEL Group also delivered phase 3 of the *Forum* project to the Chamber of Representatives, on schedule and in compliance with the pre-sale agreement signed in 2009.

Landbanking

- Important acquisitions of land intended for urbanization (50 ha) were also carried out.

Financing

- IMMOBEL negotiated the renewal of its corporate credit line with its banks for a total of 85 MEUR for a period of 3 years.
- During 2011 the Group – alone or with its partners – renewed or negotiated credit lines for around 288 MEUR (100 % share).
- IMMOBEL successfully carried out the placement of 5-year bonds. This means it raised 30 MEUR at 7 % in the space of a day (supplemented by 10 MEUR on 13 February 2012). This bond issue enabled IMMOBEL to increase its financial means in order to support its strategy of growth and diversification, in particular by acquisitions both in Central Europe and in the Belux.



◀ SOUTH CRYSTAL
Brussels (Saint-Gilles) – A.2R.C (Michel Verliefden)



▼ DECATHLON
Wavre – Pierre Sauveur



◀ PAPEBLOK
Tervuren – Jaspers, Eysers & Partners – A.-concept

Grand Duchy of Luxembourg

Transfers

- Work having started on the *Green Hill* project (Château de Beggen), 51 apartments were sold in 2011 and 73 in total since the start of the development (in partnership).

Leases

- IMMOBEL leased office space (1,229 m²) to Fujitsu Technology Solutions, in the *WestSide Village* project.



◀ OKRAGLAK
Poznan – RKW Rhode
Kellermann Wawrowsky

▼ GREEN HILL
Dommeldange
Christian Bauer & Associés



Poland

Following the creation of a second “home market” in Poland, IMMOBEL set up a new company, “IMMOBEL Poland”, to supervise the management of the Polish projects.

Acquisitions

- As part of this, IMMOBEL acquired two mixed office and retail projects in February 2011, one in the heart of Warsaw (approximately 20,000 m²) and the other right in the centre of Poznan (approximately 7,600 m²).
- IMMOBEL then started major reconstruction/renovation work on its mixed office and retail project located in the centre of Poznan,

having already pre-leased approximately 24 % to reputable tenants.

- IMMOBEL also obtained “zoning confirmation” for its mixed office and retail project in the heart of Warsaw and is currently preparing an application for urban planning permission.
- On 10 November 2011, IMMOBEL acquired (in 50 % partnership) 7 pieces of land in Poland belonging to Ruch. This land offers a development potential of over 150,000 m² of offices/retail and residential. This was one of the most important acquisitions on the Polish real estate market in 2011. Five plots are located in Warsaw (Wronia/ Prosta Str., Jana Kazimierza Str., Kier-

bedzia Str., Krakowska Str., Duracza Str.), one plot is located at Gdansk (Kopernika Str.) and the last is in Cracow (Pokoju Av.).

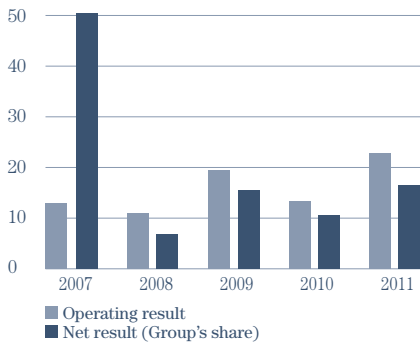
85 % of the portfolio acquired is therefore situated in Warsaw.

Financing

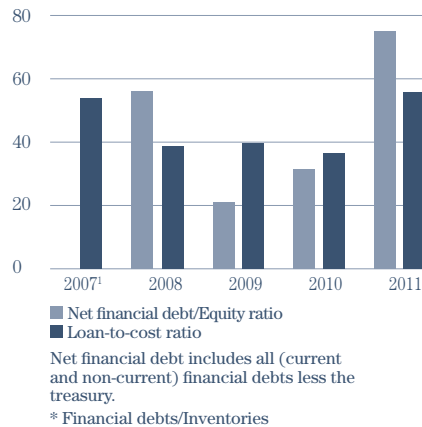
- IMMOBEL also obtained 10 MEUR for a period of 2 years as “project financing” for the development of the *Okraglak* project in Poznan.

Financial information and key figures

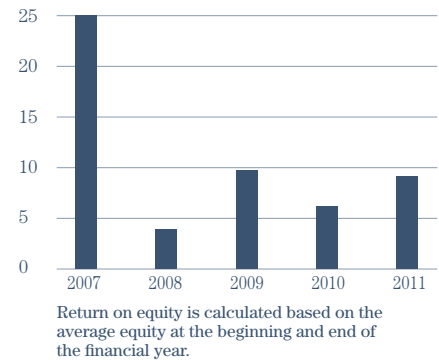
**OPERATING RESULT/
NET RESULT (MEUR)**



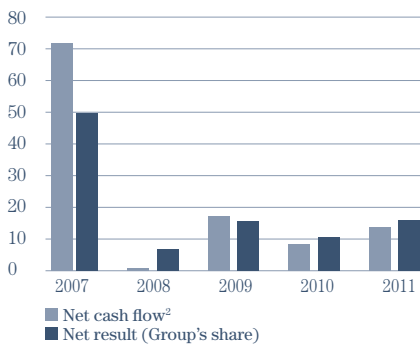
**NET FINANCIAL DEBT/EQUITY RATIO
AND LOAN-TO-COST RATIO* (%)**



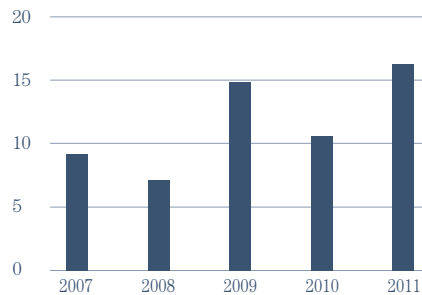
RETURN ON EQUITY (%)



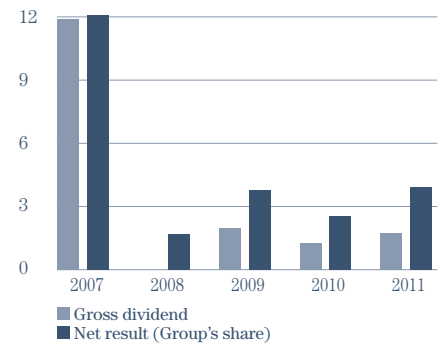
**NET CASH FLOW/
NET RESULT (MEUR)**



**NET RESULT FROM CONTINUING
OPERATIONS (MEUR)**



**NET RESULTS AND GROSS DIVIDEND
PER SHARE (EUR)**



16.2 MEUR
net consolidated profit

1. At 31 december 2007, the net treasury is positive.
2. Net result without the non cash expenses (amortisation, depreciation charges, provisions ...) and the non cash income (fair value ...)

Summary of consolidated financial statements (MEUR)

Income statement	2007	2008	2009	2010	2011
Operating income	142.3	58.5	113.0	85.6	81.1
Operating expenses	-129.4	-47.4	-93.5	-72.4	-58.6
Operating result	12.9	11.1	19.4	13.2	22.6
Financial result	-6.6	-4.3	-4.0	-4.9	-5.4
Share in the results of associates	3.8	2.3	0.0	2.9	0.3
Result before taxes	10.1	9.1	15.4	11.2	17.5
Income taxes	-1.0	-2.0	-0.7	-0.7	-1.3
Result from continuing operations	9.1	7.1	14.7	10.5	16.2
Result from discontinued operations	41.1	-0.2	0.9	0.0	0.0
Result for the year	50.2	6.9	15.6	10.5	16.2
Share of IMMOBEL	50.2	6.9	15.6	10.6	16.2

Balance sheet	2007	2008	2009	2010	2011
ASSETS					
Non-current assets	27.3	15.9	13.2	11.4	5.8
Intangible assets and goodwill	0.0	0.0	0.0	0.0	0.0
Tangible assets and investment property	5.4	2.9	3.4	3.6	2.5
Financial assets	20.7	12.7	9.3	7.5	1.3
Other	1.2	0.3	0.6	0.3	1.0
Current assets	393.1	303.3	345.3	292.1	401.0
Inventories	224.6	262.0	260.3	240.8	327.9
Treasury	132.7	15.8	67.7	34.2	47.0
Derivative financial instruments	0.2	0.0	0.0	0.0	0.0
Other	35.6	25.5	17.3	17.1	26.1
Total assets	420.4	319.2	358.5	303.5	406.8
EQUITY AND LIABILITIES					
Equity	206.2	152.7	168.7	172.1	182.8
Non-current liabilities	49.7	86.6	69.3	71.9	112.6
Financial debts	29.5	71.2	58.8	65.6	109.3
Other	20.2	15.4	10.4	6.3	3.3
Current liabilities	164.5	79.9	120.5	59.4	111.4
Financial debts	91.8	30.5	44.9	22.5	74.3
Derivative financial instruments	0.0	1.5	2.2	1.8	1.8
Other	72.7	47.9	73.4	35.1	35.2
Total equity and liabilities	420.4	319.2	358.5	303.5	406.8

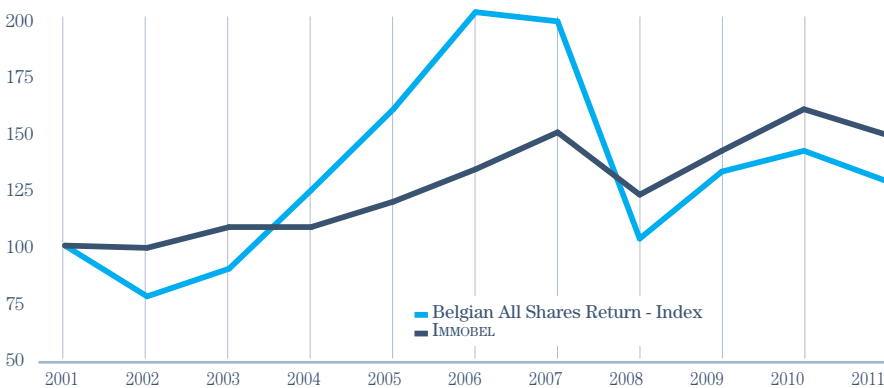
Key consolidated figures

Key figures IMMOBEL Group (MEUR)	2007	2008	2009	2010	2011
Cash-flow ¹	72.2	0.7	17.2	8.5	14.0
Net result, Group's share	50.2	6.9	15.6	10.6	16.2
Equity, Group's share	206.2	152.7	168.7	172.2	182.8
Market capitalization	178.1	61.8	101.8	130.2	101.8

Figures per share (EUR)	2007	2008	2009	2010	2011
Number of shares at year-end	4 122	4 122	4 122	4 122	4 122
Cash-flow	17.5	0.2	4.2	2.1	3.4
Net result from continuing operations	2.2	1.7	3.6	2.6	3.9
Net result, Group's share	12.2	1.7	3.8	2.6	3.9
Value of equity	50.0	37.1	40.9	41.8	44.4
Gross ordinary dividend	12.0	0.0	2.0	1.25	1.75
Net ordinary dividend	9.0	0.0	1.5	0.94	1.3125

Stock market ratios	2007	2008	2009	2010	2011
List price on 31 December (EUR)	43.2	15.0	24.7	31.6	24.7
Maximum quotation (EUR)	49.8	43.4	24.7	32.9	34.0
Minimum quotation (EUR)	36.5	11.2	11.0	23.0	23.4
List price/book value	0.9	0.4	0.6	0.8	0.6
Gross return for 1 year ²	18.4 %	-31.7 %	64.8 %	36.0 %	-17.8 %
Gross ordinary dividend/last list price	27.8 %	0.0 %	8.1 %	4.0 %	7.1 %
Net ordinary dividend/last list price	20.8 %	0.0 %	6.1 %	3.0 %	5.3 %

EVOLUTION OF IMMOBEL'S RETURN WITH THE BELGIAN STOCK MARKET OVER 10 YEARS



328 MEUR
of project stock

9.1 %
return on equity

1. Net result without the non cash expenses (amortisation, depreciation charges, provisions ...) and the non cash income (fair value ...)

2. Gross return for 1 year: (last closing price + dividends and capital repayments paid during the last 12 months - first list price for the period) / first list price for the period

[Corporate Governance statement]



IMMOBEL adheres to the principles of corporate governance contained in the Belgian Corporate Governance Code published on 12 March 2009 (hereafter Code 2009), which is available on the GUBERNA website: www.guberna.be.

IMMOBEL believes that its Corporate Governance Charter and the present Corporate Governance Statement reflect both the spirit and the rules of the Belgian Corporate Governance Code.

The Corporate Governance Charter describes in detail the structure of the

Company's governance and its policies and procedures in matters of governance.

This Charter can be consulted on the Company's internet site: www.immobel.be.

This section of the Annual Financial Report contains information concerning the way IMMOBEL put the principles of governance into practice during the past year.

Decision-making bodies

The Board of Directors

The “curriculum vitae” of each Director (or of its permanent representative) can be summarised as follows:



Baron BUYSSE (1), CMG CBE, 66, following an international career in London, where he was an Executive Director of BTR Ltd and Chief Executive Officer of Vickers Ltd, he is currently Chairman of Bekaert, a Bel20 company. It was he who initiated the Buysse Code on Corporate Governance for companies that are not listed on the stock market. He is the Chairman of the Board of Censors of the National Bank of Belgium and Director or Chairman of other organisations.



Gaëtan PIRET (2), 53, holds a Master's degree in Business Engineering from the ULB. He is PMD 1989 of the Harvard Business School and a Fellow Member of the Royal Institution of Chartered Surveyors (FRICS). He joined the Compagnie Immobilière de Belgique in 1992, and has been Managing Director since 29 June 2007. In addition, he is, amongst other things, an Independent Director of SITQ Europe (Finances) SA (Société Immobilière Trans-Québec – Groupe Caisse de Dépôt et Placement du Québec).



Didier BELLENS (3), 56, has a degree in Economics and Business Administration from the ULB (Solvay Business School) and has been the Managing Director of Belgacom since March 2003. He is also a member of the International Committee of NYSE. He was previously the CEO of the RTL Group and Managing Director of GBL (Groupe Bruxelles Lambert).

COMPOSITION OF THE BOARD OF DIRECTORS

Name	Function	Date first appointment	End mandate	Professional address
Baron BUYSSE	Chairman of the Board (Independent)	13 November 2007	2012	c/o Bekaert SA, Diamant Building, Boulevard Auguste Reyers 80 1030 Bruxelles
Gaëtan PIRET ¹	Managing Director	10 May 1995	2015	Rue de la Régence, 58 1000 Bruxelles
Didier BELLENS ²	Director (Independent)	29 August 2007	2015	c/o Belgacom SA Boulevard du Roi Albert II 27 1030 Bruxelles
Maciej DROZD	Director	8 September 2010	2013	c/o Eastbridge Group Sp. z o.o. 104/122 rue Marszalkowska PL-00-017 Warsaw (Poland)
Maciej DYJAS	Director	8 September 2010	2014	c/o Eastbridge Group Sp. z o.o. 104/122 rue Marszalkowska PL-00-017 Warsaw (Poland)
Marc GROSMAN	Director	8 September 2010	2014	c/o Celio International SA, South Center Titanium Place Marcel Broodthaers 8b2 1060 Bruxelles
Luc LUYTEN	Director (Independent)	19 November 2007	2015	c/o Bain & Company Belgium Inc., Blue Tower Avenue Louise 326 (24 ^{ème} étage) 1050 Bruxelles
Marek MODECKI	Director (Independent)	8 September 2010	2015	c/o Concordia Sp. z o.o. Aleje Jerozolimskie 65/79 PL-00-697 Warsaw (Poland)
Wilfried VERSTRAETE	Director (Independent)	29 August 2007	2015	c/o Euler Hermes SA 1 rue Euler F-75008 Paris (France)
Laurent WASTEELS	Director (Independent)	8 September 2010	2015	c/o Wasteels S.à r.l. 5 allée Guillaume Apollinaire MC-98000 Monaco

1. In carrying out the functions concerned in the present report, Mr Gaëtan PIRET acts as the permanent representative of the company GAËTAN PIRET sprl.

2. In carrying out the functions concerned in the present report, Mr Didier BELLENS acts as the permanent representative of the company ARSEMA sprl.



Maciej DROZD (4), 47, obtained degrees from the Faculty of Philosophy and Sociology and the Faculty of Management of Warsaw University. He also has an MBA from the

University of Illinois in Urbana-Champaign. He joined Eastbridge in 1995. Since June 2009, he has been a Member of the Board of Directors and the CFO of Eastbridge Group and a Member of the Supervisory Board of EM&F Group. Since 2002, he has been a Member of the Board of Directors and CFO of the Commercial Real Estate department of the Eastbridge Group, which has operated since 2007 as Centrum Development & Investments SA (CDI). Previously he worked as CFO in various companies in Poland.



Maciej DYJAS (5), 48, has degrees in Information Technology and Business Administration from the Universities of Warsaw and Stuttgart. He joined Eastbridge in

1994. He currently holds the post of CEO of the Eastbridge Group and Chairman of the EM&F Group. He is in charge of the group's global growth strategy, management of its operations in Europe and the United States, and relations with its business partners and investors. He has previously worked for consulting companies in Europe and the United States. He is a Member of the Polish Business Circle, the Polish-German Chamber of Commerce and the Association of Germans in Poland.



Marc GROSMAN (6), 57, supplemented his Master at the ISG business school with an MBA from Harvard Business School in 1982. Since 1978, he has been the cofounder

and CEO of Celio, the number 1 in Europe for men's ready-to-wear fashion, which has 1,600 shops in 65 countries. Since 2006, he has been a majority shareholder of the women's ready-to-wear fashion label, Jennyfer. He is also Member of the Supervisory Board of Eastbridge S.à r.l. and Director of Bata Shoes.



Luc LUYTEN (7), 58, got an MBA from the University of Chicago, as well as a Degree in Civil Engineering and a Master's degree in Applied Economics from the University of Ghent and the Catholic University of Leuven respectively. He joined Bain & Company in London in 1986 and became a Partner in 1988. He is a Senior Partner of Bain & Company in the Benelux.



Marek MODECKI (8), 53, holds a Master in Law from the University of Warsaw. He also studied International Law at the Max Planck Institute and Law at the University of Hamburg. He is currently a partner at Concordia (since 1997), an investment

firm located in Warsaw and Brussels specialised in M&A transactions and corporate finance in Poland and the European Union countries. Amongst other things, he led the negotiations for the sale of Argos SA to Pernod Ricard, the sale of Warta Insurance to KBC, and the acquisition of Multivita by Coca-Cola Company. In 2006-2008 he worked as a Senior Banker for Concordia Espirito Santo Investment, a joint venture between Concordia and the Portuguese

group Espirito Santo Group. In the past, he was a Member of the Supervisory Board of Argos SA, Clif SA, Atlantis SA, Metalexport SA, Prokom Software SA and Concordia Espirito Santo Investment Ltd. He is currently a Member of the Supervisory Board of Pegas Nonwovens Ltd (Czech Republic).



Wilfried VERSTRAETE (9), 53, studied Economics at the VUB (Brussels) and obtained a Master in Financial Management from VLEKHO in Brussels. He also completed the

IEP programme at INSEAD. He is currently Chairman of the Group Executive Committee of Euler Hermes and a Member of the Allianz Group, which he joined in 2007 as CFO of the Allianz Global Corporate & Specialty Group. He was Chairman of the Dutch credit insurance company Atradius NV from May 2004 to October 2006. From 1996 to 2004 he was CFO successively of Mobistar, Wanadoo and Orange, all of which are part of the France Télécom Group.



Laurent WASTEELS (10), 56, obtained a Master in Economic and Social Sciences (FNDP Namur) in 1981. He also followed the Entrepreneurial Management programme at

the University of Boston. He is presently the Chairman of the Board of Directors of Wasteels Trains de Nuit (via an EIG with Compagnie des Wagons-Lits for the exploitation of night trains), Director of the Compagnie Européenne de Constructions Immobilières SA and Manager of Antibes Investissements S.à r.l. He also holds two public mandates in Monaco: he is Economic and Social Advisor to the Government of the Principality of Monaco and Honorary Consul of the Kingdom of Belgium in Monaco.

Activity report

Pursuant to article 18 of the Articles of Association, the Board shall be convened by the Chairman of the Board of Directors, the Managing Director or two Directors.

In principle the Board meets at least 3 times a year (in March, August and December). Additional meetings may be organised at any time, with reasonable notice. This frequency enables the Directors, among other things, to review the half-yearly accounts in August and the annual accounts in March, as well as the budgets in December. In 2011, the Board met on five occasions.

The Board of Directors of IMMOBEL will focus on gender diversity over the next few years, as the law won't apply to the Board until 1 January 2017 at the earliest or even later, in 2019. For this purpose, the Board of Directors has set up a Committee consisting of the Chairman of the Board, the Managing Director, Didier Bellens and Luc Luyten.

The Committees of the Board of Directors**The Audit & Finance Committee**

The Audit & Finance Committee (hereafter AFC) assists the Board of Directors mainly in, on the one hand, monitoring financial reports and financial information intended for Shareholders and third parties, as well as the quality of internal control and risk management, and on the other hand, following up on the auditor's work, and monitoring the Company's accounts department and finances.

The AFC is made up of at least 3 Directors who do not have executive responsibilities within IMMOBEL; a majority of the members of this Committee are independent and at least one Member is competent in accounting and auditing matters.

The Members of the AFC and its Chairman are appointed by the Board of Directors for a maximum duration of four years.

Composition:

Wilfried VERSTRAETE, Chairman,
Didier BELLENS and
Maciej DROZD, Members.

In 2011, the AFC met four times at the request of its Chairman.

The Remuneration & Appointments Committee

The main mission of the Remuneration & Appointments Committee (hereafter RAC) is to make proposals to the Board of Directors concerning remuneration (elements of the remuneration of the Directors, the Members of the Management and Executive Committees, the managers and people in charge of day-to-day management; policy on employee share ownership, etc.) and concerning appointments (appointment or re-election of the Members of the Committees etc.). In application of the Law on Corporate Governance of 6 April 2010, the RAC draws up the Remuneration Report which the Board includes in the Statement on Corporate Governance, which will be discussed during the Annual General Meeting.

The RAC is made up of at least three Directors, a majority of whom are independent Directors and have the necessary expertise in remuneration policy.

The Managing Director takes part in the meetings of the RAC with an advisory vote when this Committee treats the remuneration of the other executive Directors, the other Members of the Management Committee and the other Members of the Executive Committee.

The Members of the RAC and its Chairman are appointed by the Board of Directors for a maximum duration of four years.

Composition:

Didier BELLENS, Chairman,
Luc LUYTEN and
Marek MODECKI, Members.

In 2011, the RAC met twice at the request of its Chairman.

The Investment & Asset Management Committee

The Investment & Asset Management Committee (hereafter IAMC) assists the Board of Directors in the strategic management of all of IMMOBEL's assets that are valued in excess of 5 MEUR. It also helps it to identify and understand the strategic challenges posed by potential new real estate projects valued in excess of 5 MEUR.

The IAMC is made up of at least 3 Directors, including the Managing Director.

The Members of the IAMC are appointed by the Board of Directors for a maximum duration of four years. The Managing Director is the Chairman of the IAMC.

Composition:

Gaëtan PIRET, Chairman,
Maciej DYJAS,
Marc GROSMAN and
Wilfried VERSTRAETE, Members.

In 2011, the IAMC met four times at the request of its Chairman.



The Management Committee

The main roles of the Management Committee are:

- to monitor the performance of the various departments of IMMOBEL in terms of the strategic goals, plans and budgets
- to submit the financial statements to the Board of Directors, under the leadership of the Managing Director
- to examine, define and prepare proposals and strategic choices, including financial ones, likely to contribute to the growth of IMMOBEL.

Composition:

Gaëtan PIRET (1), Chairman, Philippe HELLEPUTTE, Christian KARKAN and Philippe OPSOMER, Members.

The Members of the Management Committee are not related to each other.

In 2011, the Management Committee met three times at the request of its Chairman.

The "curriculum vitae" of the Members of the Management Committee (except the one of the Managing Director - cfr. supra) can be summarised as follows:



Philippe HELLEPUTTE (2), 60 years old, joined IMMOBEL in 1977 as legal Advisor, after having worked 2 years for Cooper & Lybrand. He is, since 1984, in charge of the landbanking activities of the Group, Managing Director of Lotinvest, Director of various subsidiaries of IMMOBEL Group and Member of the Executive Committee since 1987. He holds a Master in Law (UCL), is Member of the IPI and General Counsel of the UPSI-BVS.



Christian KARKAN (3), 48 years old, joined IMMOBEL as Head of Development in January 2009 and has a broad real estate experience in various European countries. He started his real estate career in 1986 when he joined Healey & Baker (now Cushman & Wakefield) as property agent specialised in offices, lettings and investments. From 1989 until 1993, he was in charge of real estate projects at Fibelaf. In 1995 he became an Associate of Cushman & Wakefield and Equity Partner in 2000 when he accepted the position of head of the investment team. He studied Marketing at EPHEC (Ecole Pratique des Hautes Etudes Commerciales), is Member of IPI and RICS and also has a degree in Corporate Management.



Philippe OPSOMER (4), 49 years old, joined IMMOBEL as CFO. After a career start in the banking sector, he joined Nestlé Belgium in April 1989 where he spent 9 years (in the Finance, Audit, IT and Logistics departments). In November 1997, he joined Econocom in Belux, where he spent 10 years in senior management jobs, in Belux & France, in Finance, Operations and IT. He left Econocom in November 2007 (being at that time CFO,

Products and Services Benelux). He holds a Master's degree in Business Engineering (Solvay Business School 1987) and has a wide experience in Finance and Administration.

The Executive Committee

The role of the Executive Committee is to introduce efficient systems of internal control and risk management as well as to ensure the day-to-day management of operations. It draws up and implements the policies of IMMOBEL the Managing Director esteems to be of the competences of the Executive Committee.

Under the responsibility of the Managing Director, he:

- gives leadership, advice and support to IMMOBEL's various subsidiaries and departments
- manages and organises the support functions within IMMOBEL covering areas such as human resources, legal, tax, accounting and financial matters.

Composition:

Gaëtan PIRET, Chairman, Pierre DELHAISE¹, Bartłomiej HOFMAN², Philippe HELLEPUTTE³, Christian KARKAN⁴, Jean-Louis MAZY⁵, Joëlle MICHA⁶, Paul MUYLDERMANS⁷ and Philippe OPSOMER⁸, Members.

The Members of the Executive Committee are not related to each other.

The "curriculum vitae" of the Members of the Executive Committee (except

those of the Members of the Management Committee – cfr. supra) can be summarised as follows:



Pierre DELHAISE (5), 61 years old, joined IMMOBEL in 1984 as Company Lawyer after having worked for the office of Notary Marc Bernaerts in Brussels for 7 years. He is Member of the Association of the Company Lawyers and is now Head of Legal Services of IMMOBEL. He holds a Master in Law (RUG), a Master in Notary Law (VUB) and a Master in European Law (ULB). He also holds a Common law certificate from St. Catherine's College (Cambridge).



Bartłomiej HOFMAN (6), 37 years old, joined the Group in 2011 as head of our Polish subsidiary (Head of IMMOBEL Poland) and is member of the RICS. Prior to joining

IMMOBEL, he has worked, since 1999, in real estate consultancy teams of Knight Frank and DTZ, specialising in the office sector, and from 2005, he has worked for Austrian based investment fund - Europolis - as the Managing Director in Poland being responsible for office and warehouse investments and developments in Poland. He holds a Master degree from Warsaw University in International Relations and a Postgraduate degree in Property Valuation from Warsaw Technical University.



Jean-Louis MAZY (7), 55 years old, joined IMMOBEL in 2001 as internal consultant and afterwards as Member of the Executive Committee. He now is responsible

for important developments in Brussels, as well as for the relations of the Group with the public authorities. Prior he was a Member of the Executive Committee of Cibix sca – sicafi (1999-2001). He began his professional career as Inspector General of Finance (1979-1996). Afterwards he joined the P&V Group as CFO (from 1990 till 1997).

He holds a Master's degree in Economics (ULB) and an Advanced Management Program (Harvard Business School).



Joëlle MICHA (8), 42 years old, joined the Group in 2000 as Company Secretary of the sicafi Cibix (Reit). Since 2007, she is Head of Corporate Affairs and Compliance Officer of IMMOBEL. Prior she worked as Lawyer in the Loeffe Claeys Verbeke law firm (currently Allen & Overy) during 4 years, as authorised agent in a private bank, and at the FSMA (formerly BFIC) in the Financial Information Monitoring and Markets Supervision departement. She holds a Master in Law (UCL), a Master in Taxation (HEC-Liège) and she also obtained the "Certified European Financial Analyst" qualification, granted by the Belgian Association of Financial Analysts. She is also Company Director in Belgium and the Grand Duchy of Luxembourg.



Paul MUYLDERMANS (9), 57 years old, joined IMMOBEL in 2002 as Head of Project Management. He was previously Commercial Director at Valens (Eiffage group). He holds a degree in Civil Engineering (KUL) and a Postgraduate from the RUG. He is AMP 1997 from INSEAD and Member of the Royal Institution of Chartered Surveyors (MRICS).

Remuneration report

Procedure for drawing up the remuneration policy

For the Directors:

In 2011, the Company implemented the remuneration policy for the Directors described in Appendix 2 to the regulation of the Board of Directors, and in point I.2.8. of the Corporate Governance Charter available on the Company's website (www.immobel.be).

The General Meeting of Shareholders decides about the remuneration of its Directors upon proposal of the Board of Directors. The RAC makes detailed proposals to the Board of Directors concerning the remuneration of non-executive Directors.

The level and structure of their remuneration are determined on the basis of their general and specific responsibilities and market practice (and more especially in other listed companies). This remuneration includes a basic remuneration for Membership of the Board and additional remuneration for participation in the meetings or for each Chairmanship or Vice-Chairmanship of a Committee or the Board. Non-executive Directors receive no performance-related remuneration, nor any benefits in kind, nor benefits linked to pension plans, nor an annual bonus, nor share options, nor participation in retirement plans. They are not entitled to any kind of compensation when their mandate comes to an end.

Remuneration of the non-executive Directors also takes into account the time they devote to their functions. Non-executive Directors may receive remuneration determined according to the legal provisions and to the policy on Directors' remuneration.

The Executive Directors' mandates may likewise be remunerated. In this case the remuneration is taken into account in the global framework of remuneration paid to executive Directors for the executive functions they hold within IMMOBEL in accordance with the remuneration policy for Directors and for the Management Committee.

No changes were made to the remuneration policy in 2011.

For the Members of the Management Committee:

For 2011, the remuneration policy implemented by the Company with regard to the Members of the Management Committee was as described in point III.4 of the Corporate Governance Charter on

1. Head of Legal Services and Secretary of the Executive Committee.
 2. Head of IMMOBEL Poland; Member of the Executive Committee since 14 December 2012
 3. Head of Landbanking
 4. Permanent representative of REALEYDE DEVELOPMENT sprl; Head of Development
 5. Permanent representative of Jean-Louis MAZY sprl; Advisor
 6. Permanent representative of JOMI sprl; Head of Corporate Affairs and General Secretary of the Board of Directors and the Committees of IMMOBEL and its subsidiaries. She is also Compliance Office at IMMOBEL.
 7. Permanent representative of Paul MUYLDERMANS bvba; Head of Project Management
 8. Permanent representative of ASAP CONSULTING sprl; Head of Finance and Secretary of the Management Committee.

the Company's Internet website (www.immobel.be).

The Board of Directors approves the appointment contracts of the Members of the Management Committee and decides on their remuneration based on the recommendations of the RAC, following a proposal by the Managing Director.

The level and structure of remuneration for the Members of the Management Committee at IMMOBEL are reviewed annually, and are such that they allow IMMOBEL to recruit, retain and motivate qualified and competent professionals taking into account the nature and the extent of their individual responsibilities on an ongoing basis. A procedure exists for the evaluation of their performances: the Managing Director establishes a proposal of the remuneration to the RAC, which evaluates in its turn the performances of the Management Committee. The final decision with regard to the variable remuneration to be paid out belongs to the Board of Directors. The Board of Directors analyses the competitiveness of IMMOBEL's remuneration structure on the initiative of the RAC.

Remuneration of the Members of the Management Committee aims to:

- enable IMMOBEL to attract, motivate and retain first-rate, high-potential managers, bearing in mind the competitive environment in which it operates
- encourage the achievement of ambitious performance targets by ensuring consistency between the interests of the managers and the Shareholders in the short, medium and long term
- stimulate, recognise and compensate both significant individual contributions and strong collective performances.

No changes were made to the remuneration policy in 2011. However, the Board of Directors decided to apply the new rules regarding the deferral of the

variable remuneration as from financial year 2012 (2011 being a transition year).

Procedure for determining individual remuneration

For non-executive Directors:

- At the meeting of 27 August 2008 the Board of Directors decided that as of 2008 the remuneration of the Directors (with the exception of the Chairman of the Board) would be determined as follows: attribution of fixed gross annual fee of 12,500 EUR per Director and per Membership of a Committee (except for representatives of the reference Shareholder). These fees are doubled for the Chairmanship of the Board or a Committee.
- The remuneration of the Chairman of the Board amounts to 450,000 EUR per year for all its responsibilities, as well as Chairman of the Board of IMMOBEL, as since 11 May 2011, in his capacity as Chairman of the Supervisory Board of IMMOBEL Poland. Moreover, Baron Buysse assists also to all meetings of the several Committees of the Board of Directors, i.e. AFC, RAC and IAMC.
- A mandate as non-executive Director does not include any entitlement to variable remuneration linked to the results or to any other performance

criteria. It does not include entitlement to rights to stock options, nor to any corporate pension.

- The Company reimburses the Directors' travel and accommodation expenses for attendance at the meetings and the exercise of their functions in the Board of Directors and its Committees. The Chairman of the Board of Directors is the only non-executive Director to have a permanent infrastructure (office and secretariat) at his disposal. The other non-executive Directors receive logistical support from the General Secretariat in function of their requirements. Furthermore, the Company ensures it takes the usual insurance policies to cover the activities that the members of the Board of Directors carry out within the scope of their mandates.
- The amount of remuneration and other benefits accorded, directly or indirectly, to non-executive Directors by IMMOBEL or by an associated company. The individual sums of remuneration given directly or indirectly to (non-executive) Directors in 2011 are shown in the table below. All of the amounts shown are gross, i.e. before the deduction of tax.

	Presence at Board	Presence at AFC	Presence at RAC	Presence at IAMC	Remuneration
Baron BUYASSE	5/5	4/4 (invited)	2/2 (invited)	4/4 (invited)	450 000 EUR ¹
Gaëtan PIRET	5/5	4/4 (invited)	2/2 (invited)	4/4	page 17
ARSEMA sprl ²	3/5	4/4	2/2	-	50 000 EUR
Maciej DROZD	4/5	4/4	-	-	12 500 EUR
Maciej DYJAS	4/5	-	-	4/4	12 500 EUR
Marc GROSMAN	5/5	-	-	3/4	12 500 EUR
Luc LUYTEN	5/5	-	2/2	-	25 000 EUR
Marek MODECKI	5/5	-	2/2	-	25 000 EUR
Wilfried VERSTRAETE	3/5	4/4	-	4/4	50 000 EUR
Laurent WASTEELS	4/5	-	-	-	25 000 EUR
Total gross remuneration					662 500 EUR

1. Including a participation for the leasing cost of a car

2. Represented by its permanent representative Mr Didier BELLENS

For Members of the Management Committee:

The remuneration of the Chairman and the Members of the Management Committee is determined globally at gross rates. Consequently it does not only include the gross pro-rated remuneration from IMMOBEL, but also that for any contractual office or representative function in the companies in which IMMOBEL has holdings, be they majority or otherwise.

Individual remuneration is fixed by the Board of Directors, on the recommendations of the RAC, following a proposal by the Managing Director. Variable remuneration is foreseen for the Members of the Management Committee: their remuneration is linked to the results of the Company, taking into account the performance evaluation criteria relating to targets, the evaluation period and the method of evaluation.

The variable remuneration is assigned, upon proposal of the RAC, after the Board of Directors establishing the Annual Accounts per 31 December of the past year.

Remuneration of the Managing Director and the other Members of the Management Committee related to financial year 2011

The principles of remuneration and the link between remuneration and performance:

Remuneration of the Members of the Management Committee is divided into a fixed part and a variable part; the latter includes:

- a variable quantitative remuneration based on a series of criteria such as:
 - the net profit
 - the level of the investments (acquisitions) and
 - the management and the control of risks during the financial year under review.

These three criteria intervene each for 1/3 in the determination of the quantitative

variable remuneration and are linked to the realised performances of the Group.

In case the minimum targets were not reached, no variable remuneration will be attributed for the concerned criterion.

- a variable qualitative remuneration determined in function of the responsibilities, the mission and the targets achieved during the reviewed financial year, on an individual basis by each of the Members of the Management Committee.

The relative importance of the various components of remuneration:

In general, the Members of the Management Committee do benefit from a weighted remuneration, at 60 % for quantitative aspects, and at 40 % for qualitative aspects, compared to total variable remuneration.

Based on the performance of the Company during 2011 and on the realisation

of the individual targets of the Members of the Management Committee between 1 January and 31 December 2011, the variable part of the global remuneration paid for 2011, represented 51.56 % of its basic remuneration for the Managing Director and 55.42 % for the other Members.

As from 2012 (variable due in 2013) and pursuant to the Law, if the variable remunerations of a Member of the Management Committee do exceed 1/4 of their total remuneration, they will be deferred; as such only half of the total variable remuneration will be attributed in 2013 and the 3rd and 4th quarter of the variable for 2012 will be attributed, insofar the targets linked to this variable remuneration were attained, respectively over a period of two years (2012-2013) and over a period of three years (2012-2013-2014). For this deferral, quantitative criterion that has been taken in account is the return on equity.

Remuneration and other benefits accorded, directly or indirectly, to the Managing Director and other Members of the Management Committee (cfr. members on page 14)

	Managing Director	Other Members
Basic remuneration	484 858.32 EUR	820 988.72 EUR
Variable remuneration	250 000.00 EUR	455 000.00 EUR
Individual Pension commitment	None	51 559.59 EUR
Company car	24 000.00 EUR	19 856.25 EUR
Other benefits	None	None

One Member of the Management Committee has an individual pension commitment type "defined contribution" paid by the Company which includes life insurance, death insurance, disability insurance and a waiver of premium.

Regarding professional expenses chargeable to the Company, the same rules apply to Members of the Management Committee, including the Chairman, as they apply to all the employees: professional expenses incurred must be justified post by post. The Company is not responsible for private expenses.

Particulars concerning (options on) shares/warrants – incentives:

As specified above, the mandate as Member of the Management Committee does not entail entitlement to stock options.

Information regarding remuneration policy for the next two fiscal years:

Apart from the deferred variable remuneration as mentioned above, the Board of Directors do not expect any fundamental changes to its remuneration policy in the next two financial years.

Performance evaluation:

Under the leadership of its Chairman, the Board of Directors regularly examines and evaluates its own performance and that of its Committees, as well as the efficacy of IMMOBEL's governance structure, including the number, role and responsibilities of the various Committees set up by the Board of Directors.

A periodic evaluation of the contribution made by each Director is carried out with a view to fine-tuning the composition of the Board of Directors to take into account changing circumstances. Individual Directors' performance is evaluated as part of the re-election procedure.

Each year, at the proposal of the RAC the Board of Directors decides on the objectives of the Managing Director for the coming financial year and evaluates his performance for the period drawing to a close, in conformity with the procedure currently in place. This evaluation of the Managing Director's performance is also used to fix the variable part of his annual remuneration.

The remuneration of the individual Members of the Management Committee is fixed by the Board of Directors at the recommendation of the RAC, following proposals made by the Managing Director. Remuneration of the Members of the Management Committee is variable: their remuneration is linked to the Company's results, taking into account the performance evaluation criteria with respect to the objectives, the evaluation period and the evaluation method.

Shares and share options

Remuneration of the Members of the Management Committee entails no entitlement to shares and/or share options.

The most important terms of their contractual relationship with IMMOBEL and/or a related company, including the terms concerning remuneration in case of early departure**Appointment**

The Members of the Management Committee fulfill their duties to the Company based on a service provision contract. These contracts are similar to those generally agreed to with Members of their Management Committee by other listed companies.

Departure

Any indemnity due to a Member of the Management Committee by the IMMOBEL Group in the event of the termination of his service provision contract, will vary in function of the terms and conditions of the contract concerned, as specified hereafter, increased, if appropriate, by part of the variable remuneration linked to IMMOBEL's results.

The table below shows the indemnities that would be owed by the Group in case of the termination of contracts with the following Members of the Management Committee:

Gaëtan PIRET	24 months
Christian KARKAN	18 months
Philippe OPSOMER	12 months
Philippe HELLEPUTTE	
in case of termination between 01-01-2012 and 31-12-2013	24 months
in case of termination after 01-01-2014	18 months

As the variable remuneration will only be attributed after approval of the Annual Accounts by the Ordinary General Meeting, there exists no specific right to recover variable remuneration paid out based on erroneous financial information.

Internal control and risk management

The Belgian legislative framework for internal controls and risk management consists in the Law of 17 December 2008 (in application of European Directive 2006/43 concerning corporate financial control), the Law of 6 April 2010 (CG Law) and the Belgian Code on Corporate Governance 2009.

Nevertheless, the current Belgian legislative and normative framework specify neither the model of internal control to which the companies for which it is intended should conform, nor the modalities for implementing it (level of detail required).

IMMOBEL uses a system of risk management and internal control that was drawn up internally based on the "COSO" model of internal control.

The COSO methodology is organised around five elements:

- the internal control environment
- risk analysis
- control activities
- information and communication, as well as
- supervision and monitoring.

Internal control environment

The element "internal control environment" focuses on the following components:

Precise definition of the company's objectives:

"IMMOBEL is a leading Belgian listed company active in the real estate business and more specifically in the offices, residential and landbanking sectors as well as in function of retail/commercial opportunities. IMMOBEL's objective is to ensure a diversification of its project portfolio via these sectors and to design, manage and promote real estate projects that create long-term value, while respecting the environment and integrating corporate social responsibility."

A definition of the roles of the decision-making bodies:

IMMOBEL has a Board of Directors, an IAMC, an AFC, a RAC, an Executive Committee and a Management Committee.

Responsibility for drawing up IMMOBEL's strategy and for controlling the way it does business belongs primarily to the Board of Directors. The main responsibilities of the different Committees have been mentioned above (cfr. Decision-making bodies).

Risk culture:

IMMOBEL takes a prudent attitude, managing a portfolio of diversified projects that create long-term value through its three lines of activity.

Application of ethical standards and integrity:

IMMOBEL has a Code of Ethics and Integrity that describes the principles of good conduct that apply to each of the Directors and the Members of the Management and Executive Committees as well as all the employees and external collaborators. This Code deals with aspects of conflict of interest, professional secrecy, the buying and selling of shares, corruption and misuse of corporate funds, business gifts and even human dignity. The position of Compliance Officer has been created.

Measures geared to ensuring the level of competence:

- Competence of the Directors – Given their experience, the Directors possess the competencies and qualifications necessary to assume their responsibilities, particularly in matters of finance, accounting, investment and remuneration policy.
- Competence of the Members of the Management Committee, the Members of the Executive Committee and other staff: a recruitment process geared to the profiles required, adequate training and a policy of remuneration and evaluation based on the achievement of realistic and measurable goals make it possible to ensure

the competence of IMMOBEL's staff. A procedure dealing with remuneration policy for the Directors and the Members of the Executive and Management Committees: IMMOBEL has introduced a remuneration procedure that complies with the requirements of the Law of 6 April 2010 on Corporate Governance.

Risk analysis

IMMOBEL regularly carries out risk identification and evaluation exercises. The risks are mapped out and formal action plans are drawn up to deal with those risks for which the level of control is deemed to be inadequate. The AFC monitors the implementation of these action plans.

The principle risks to which IMMOBEL is exposed are set out in detail in section I.B of the Directors' Report.

Control activities

The control activities correspond to the regulations and procedures used to deal with the principal risks identified. Amongst the main regulations and procedures established within IMMOBEL, we would like to mention the following:

- Feasibility studies are carried out systematically, allowing project margins to be monitored. The feasibility studies are then analysed by the project manager, the Head of Development and the Head of Finance. It should be noted that for all investment projects in excess of 5 MEUR, the feasibility study is also submitted to the IAMC.
- A review of the discrepancies between the budget and the actual financial situation is carried out at least twice a year by the Head of Finance. Any significant differences observed are submitted to the Management and/or the Executive Committee as well as to the AFC.
- The accounts department and future financial requirements are monitored and regular reports submitted to the Management bodies and the AFC.

- The principle of multiple approvals exists at every phase of the engagement process: the double signature procedure applies to approval of all transactions and the signatories are specified in function of the sums involved in the transaction.

Information and communication

IMMOBEL uses the software program Navision as its financial management information system, of which the maintenance and development are subcontracted to a partner.

Data continuity is also subcontracted to a partner who is contractually bound to follow a strict procedure to establish a reliable and secure information storage system.

For the large majority of entities in the IMMOBEL Group accounting is outsourced to a firm specialised in financial services. The accounts are kept in IMMOBEL's ERP, the integrated management software program Navision. The finance department of IMMOBEL is always in charge of the closure process and drafting the Annual Report, the Consolidated Financial Statements drawn up according to IFRS standards and the Annual Accounts. Communication with the personnel and the various employees of IMMOBEL is appropriate to the size of the business. It is based mainly on work sessions, verbal communications from the management to the personnel as a whole, or internal e-mail notes signed by the Managing Director.

In order to ensure rapid communication and equal treatment of all Shareholders, IMMOBEL publishes the agenda and the minutes of the Annual General Meetings, the half-yearly and annual financial results, press releases, the Articles of Association, the Charter of Corporate Governance and the Annual Report on its internet site. Certain information is also published in the press.

Supervision and monitoring

The AFC is responsible for supervising internal control. Given the size and

the activities of the Company and the Group, the AFC does not consider it necessary to create the position of internal auditor to assist it in this mission.

In order to evaluate the control environment regularly, the AFC entrusts the Auditor with certain specific missions involving more thorough examination of internal control, consisting of testing the existing controls and identifying possible weaknesses compared to best practice. The AFC ensures that the recommendations are implemented if the need arises.

Should the nature and size of the Group's activities change, the AFC would re-examine the need to get an internal auditor.

Rules and procedures

Transactions and other contractual relationships between the Company, including associated companies, with the Directors, the Members of the Management Committee, the Members of the Executive Committee and the other staff

In 2011, the Directors had recourse to the procedure applicable in case of conflict of interest, as laid down in articles 523 and 524 of the Companies Code and described in the Charter of Corporate Governance, on one occasion. Apart from that there were no transactions between, on the one hand, the IMMOBEL Group and, on the other hand, the Members of the Management Committee, the Members of the Executive Committee and the other staff that was subject to the procedure mentioned above.

Application of the rules cited above has not given rise to any difficulty.

Comments on the measures taken by the Company in the context of the Directive on insider trading and manipulation of the market

In its Code of Good Conduct the Corporate Governance Charter provides rules intended to prevent the abuse of the market, which are applicable to Directors, to de facto managers, and to any other person liable to possess privileged information because of his/her involvement in the preparations for a particular operation.

These rules have been supplemented by an internal note summarising the main legal obligations in this matter, particularly taking into account the Royal Decree of 5 March 2006 on abuse of the market, with a view to increasing an awareness of their obligations in those concerned.

The Compliance Officer is tasked with ensuring compliance with said rules in order to reduce the risk of abuse of the market by insider trading. The Compliance Officer keeps lists of people who have or are liable to have privileged information and who know or cannot reasonably be unaware of the privileged nature of this information.

When these people consider carrying out operations involving financial instruments issued by IMMOBEL, they must give the Compliance Officer prior notice in writing or by email of their intention to carry out this operation. Within 5 working days of reception of this prior notice

the Compliance Officer will inform the persons concerned whether there is any reason to think that the operation under consideration constitutes insider trading. Should that be the case, it would be inadvisable to carry out the operation. These persons must notify the FSMA of any operations carried out on their own behalf and involving Company shares within five working days of the operation concerned being performed, this notification can be deferred, however, in conformity with the law, as long as the total sum of the operations carried out during the calendar year in progress does not exceed the threshold of 5,000 EUR.

During these so-called "closed" periods, it is forbidden for these people to carry out operations involving IMMOBEL's financial instruments.

During the past financial year the job of Compliance Officer at IMMOBEL was carried out by Mrs Joëlle Micha, Head of Corporate Affairs.

Application of the rules cited above has not given rise to any difficulty.

Legal and arbitration procedures

The Board of Directors of IMMOBEL assesses that no governmental, legal or arbitration proceeding exists that may have, or have had in the recent past, significant effects on the Company and that the Company is not aware of proceedings which are pending that could cause these governmental, legal or arbitration proceedings.

Information about the issued capital

31 December 2011	Number	Voting rights
Ordinary shares	4 121 934	4 121 934

Shareholding structure

In application of article 29 of the Law of 2 May 2007 on the disclosure of shareholding in issuers whose shares are admitted to trading on a regulated market, IMMOBEL has been informed by the following Shareholders that they hold the following shares:

Shareholders	Voting rights	% of total shares
CRESIDA INVESTMENT S.à r.l. having its registered seat at L-1469 Luxembourg, Rue Ermesinde 67	1 030 484	25.00 %
JER AUDREY S.à r.l. having its registered seat at L-2240 Luxembourg, Rue Notre Dame 15	228 081	5.53 %
CAPFI DELEN ASSET MANAGEMENT NV ¹ having its registered seat at 2020 Antwerp, Jan Van Rijswijcklaan 178	208 516	5.06 %
KBC ASSURANCES NV ² having its registered seat at 3000 Leuven, Prof. Roger Van Overstraetenplein 2	71 275	1.73 %
FIDEA NV ³ having its registered seat at 2018 Antwerp, Van Eycklei 14	142 413	3.46 %

1. Mutual fund

2. Subsidiary of KBC GROUP NV

3. Subsidiary of KBC ASSURANCES NV

Elements that could have an influence in case of a takeover bid on securities issued by the Company

The General Meeting of Shareholders authorised the Board of Directors to increase the **Company's capital** by a maximum amount of 50,000,000 EUR, in one or more occasions, dates and manner to be determined by the Board of Directors, and for a term of five years from the publication of this authorisation in the Belgian Official Gazette. This authorisation will expire on 7 December 2012.

The Company may acquire or take as security its **own shares** under the conditions determined by the law. The Board of Directors is authorised to sell, on the stock exchange or outside, at the conditions it determines, without prior authorisation of the General Meeting, in accordance with the law.

By decision of the Extraordinary General Meeting of Shareholders of 13 April 2011 the Board of Directors is authorised, for a term of 3 years dating from said Extraordinary General Meeting, to purchase or dispose of shares in the company when this purchase or dis-

posal is necessary to prevent any serious imminent harm. This authorisation is granted for a period of three (3) years dating from publication of this authorisation in the Annexes to the Belgian Official Gazette. Such authorisation shall also be valid for the acquisition or the alienation of shares of the Company by a direct subsidiary according to article 627 of the Belgian Companies Code.

Furthermore, by decision of the Extraordinary General Meeting of 13 April 2011, the Board of Directors is authorised to acquire shares of the Company to a maximum of twenty percent (20 %) of the issued shares at a price which will not be less than ten (10) EUR nor more than twenty percent (20 %) during the highest closing of the last twenty trading days of the Company shares on Euronext Brussels before the acquisition. This authorisation is granted for a period of five (5) years from the date of the Extraordinary General Meeting of 13 April 2011. This authorisation also applies to the acquisition or disposition of shares of the Company by a direct subsidiary according to article 627 of the Belgian Companies Code.

The rules governing the **appointment and replacement of Directors** and the **amendment of the Articles of Association** shall be those provided by the Companies Code.

The **terms of change of control** contained in credit agreements with financial institutions were approved by the General Meeting of 13 April 2011, pursuant to section 556 of the Companies Act.

Other contributors

Statutory Auditor

The Statutory Auditor is Deloitte Reviseurs d'Entreprises, represented by Mr Laurent Boxus, which has its registered seat at 1831 Diegem, Berkenlaan 8B. The fixed fees payable to the Statutory Auditor Deloitte for examination and review of the Statutory and Consolidated Accounts of IMMOBEL amounted to 41,200 EUR (excluding VAT). His fee for the revision of the statutory accounts of subsidiaries came to 133,750 EUR (excluding VAT).

Central Paying Agent

Fortis Banque is the Central Paying Agent of IMMOBEL for an indefinite period. The remuneration of the commission is calculated as follows:

- **Coupons and income securities presented physically:** 4.00 % of the net amount of the coupon + 0.10 EUR per cut coupon + VAT
- **Coupons and income securities presented in a securities account:** 0.20 % of the net amount of the coupon + VAT

Evolution of the property market

Belgium

Office real estate market in 2011 and outlook 2012¹

Brussels

The Brussels office leasing market is marked by contrast. A positive trend can be observed in CBD locations where vacancy is down from 7.3 % to 6.8 %. The prospect of a return to a balanced CBD market is real and very welcome. The decentralised and periphery markets remain very difficult however, with high and still increasing vacancy and very subdued demand. Very low development activity and the increasing trend towards

conversion of office buildings to alternative uses are symptomatic of the difficult market conditions and may over the medium to long-term enable this market also to find a certain stability.

The investment volume for all types of property increased by 20-30 % in 2011 to approximately 1.85 billion EUR compared to a 5-year average of more like 3 billion EUR. Demand for core assets with secure income streams and low perceived risk (such as long leased offices and established shopping centres) continued to be very strong and these assets are highly liquid. The market for secondary assets also started to show signs of life, albeit only at levels of price well below historical benchmarks.

Letting market

Take-up

The total Brussels office letting market for 2011 reached 350,000 m². This is a historically low figure and a material drop from the 2010 figure. The worst hit sector was that of private sector corporates. Only the European Institutions saw any increase thanks to the Capital transaction at Schuman (45,000 m²) which was the largest deal of the year. Regional cities also saw a decline in take-up.

Take-up by the Belgian Administrations was subdued, partly at least due to the stalemate on the formation of a new government which only finally broke very late in the year with the new government finally sworn in on 6 December.

LETTING MARKET

Brussels	2010	2011	12 month outlook
Stock (in million m ²)	13.0	13.0	→
Take-up total (in m ²)	469 000	350 000	→
Vacancy rate (in %)	11.2	11.1	↘
CBD (in %)	7.3	6.8	↘
Outside CBD (in %)	18.2	18.8	→
Completions (in m ²)	281 000	111 000	→
Prime rent (in EUR/m ² /year)	310	300	↘
Top quartile rent (in EUR/m ² /year)	218	222	→
Weighted average rent (in EUR/m ² /year)	171	171	→

INVESTMENT MARKET

Brussels	2010	2011	10 year average	Trend 2012
Offices	900	1 077	1 800	→
Industrial	85	255	170	↘
Retail	230	295	510	→
Others	170	217	450	↗
Total	1 400	1 850	2 900	→

1. Source: Jones Lang LaSalle

Vacancy & supply

The vacancy rate in our view reached its peak in the current cycle during the second quarter 2010 (11.5 %) and decreased to 11.2 % at the end of 2010, and 11.1 % at the end of 2011. There is a wide discrepancy between the CBD at 6.8 % and the decentralised and periphery markets at 16.8 % and 21.4 % respectively. Approximately 180.000 m² of office space left the stock as a result of reconversion to alternative uses in 2011, up from 130,000 m² in 2010.

Rents

During 2011, face rents were fairly stable with prime rents for exceptional buildings declining a little and the more representative weighted average and top quartile rents increasing very marginally.

Incentives remained high and an analysis of a sample of transactions during the year shows an average delta between face rents and economic rents of between 15 % and 20 %.

Outlook

Future completions remain very low indeed and the decrease of future supply should lead to a further modest decrease in vacancy for 2012 especially in new buildings.

The increased interest locations near large public transport nodes continues to be a driver of relocation decisions, a trend that is in our view likely to continue for the foreseeable future.

Investment market

Investment volume

The total investment volume in Belgium during 2011 saw a material increase on 2010 to reach approximately 1.85 billion EUR. The office sector was largely unchanged year-on-year with the increase being primarily in industrial and retail. Only industrial exceeded the ten-year average however.

Belgian purchasers (59 %) are still responsible for the majority of the volume with institutions, particularly insurance companies active in the core sector and private investors and developers in more opportunistic acquisitions.

Yield

Prime office yields for standard leases in our view stand at 6-6.5 % in the Brussels CBD, and 7-7.25 % outside, although little or no prime product is offered in the market. Yields for buildings with long secure lease terms remained unchanged and have been very consistent over the past three years at around 5 %.

Prime industrial yields declined somewhat due to strong demand from specialised investors and little interesting product offered, to return to around 7 %.

Retail yields remained sharp due to strong competition between investors for all types of prime products. Prime high street locations continued to trade amongst wealthy private investors at

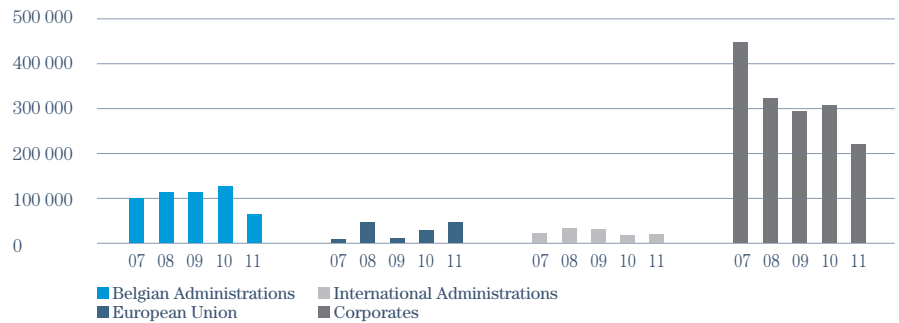
below 5 %, and prime shopping centres were in continued strong demand at 5-5.25 %. There is however, as ever, a world of difference between retail that is a proven success and more speculative assets that have not yet demonstrated that they can perform well over time. Due to the lease structure in Belgium, income security on retail assets is guaranteed by the success of the location, be it high street, shopping centre or retail park.

Outlook 2012

The coming year will in our view continue the trends seen in 2011. Property returns are likely to continue to be very attractive compared to other asset classes as long as income security is either guaranteed by long leases to creditworthy tenants (offices) or underwritten by a proven ability to re-let on attractive terms (established retail locations and logistics).

Where these elements are not present, there are signs that private investors and private property companies are increasingly keen to invest. Some clearly believe that this is the bottom of the cycle and there is an opportunity to benefit from a future upturn, and some simply prefer a tangible investment in property to a paper instrument that can disappear overnight. Time will tell, but in the past this has often been how fortunes are established. What is clear is that these types of assets are only saleable in the current market if there has been drastic and often painful re-pricing compared to historical benchmarks.

EVOLUTION OF OFFICE TAKE-UP IN BRUSSELS BY SECTOR



Walloon region

We consider the Walloon Brabant area to be part of the Brussels periphery market, so Liège, Charleroi and Namur are the three major real estate markets in terms of office space in Wallonia, with a combined stock of approximately 1 million m².

Take-up in total was of the order of 39,000 m² during 2011. Namur and Liège saw take-up of only approximately 3,000 m² each, less than one third of the 2010 figure. The largest transactions of the year were as usual with the public sector and were at opposite ends of the country. In Tournai the *Château-Rempart 2 & 3* of approximately 9,300 m² were taken by the Régie des Bâtiments and in Verviers the city council bought 19,170 m² in the rue du Gymnase, of which approximately 13,170 is for their own occupation.

No completions took place during 2011 in the three main markets of Wallonia, and the vacancy rate remains very low at below 3%. There are two projects expected to complete in 2012 in Namur, including 5,600 m² in the Namur Office Park, no completions are expected in Liège or Charleroi.

Prime rents in Charleroi and Namur in our opinion stayed stable at 125 EUR/m²/pa and 160 EUR/m²/pa respectively, whilst in Liège we think there has been an increase of some 3.85%

compared to 2010, to a new level of 135 EUR/m²/pa.

The office investment market was relatively inactive, but it is clear that there would be strong demand for core product leased long-term to a creditworthy tenant.

Flemish region

Antwerp is the principal office market in Flanders. Q4 Antwerp take-up came to around 25,000 m², pushing the annual total to approximately 95,000 m². Whilst this is somewhat lower than in 2010, it is roughly in line with the 10-year average.

As in previous quarters, demand from the private sector has continued to weaken, while public sector activity remained stable. On the supply side, overall vacancy increased marginally to 10.8%, as occupiers left behind more space than there was actually taken up.

Overall vacancy is expected to decrease in the short term, with just one significant development currently under construction in Antwerp, namely the 12,000 m² Onyx building, located in the Ring district. Whilst the short term pipeline is limited, there are a number of planned developments which could be started as soon as the required pre-let rate has been met. Such projects include the Nieuw Zuid, City Link 2 and Berchem X developments, all together with a capacity of 200,000 m². As at the

end of Q4, none of these projects are starting speculative construction in the short term.

Choice is in fact very limited in the top segment of the market, in particular for floor plates in excess of 2,000 m². Whilst the average requirement in the Antwerp office market stands at around the 500 m², a number of large tenants have renewed their leases given the absence of any possibilities for upgrading space besides owner occupied developments.

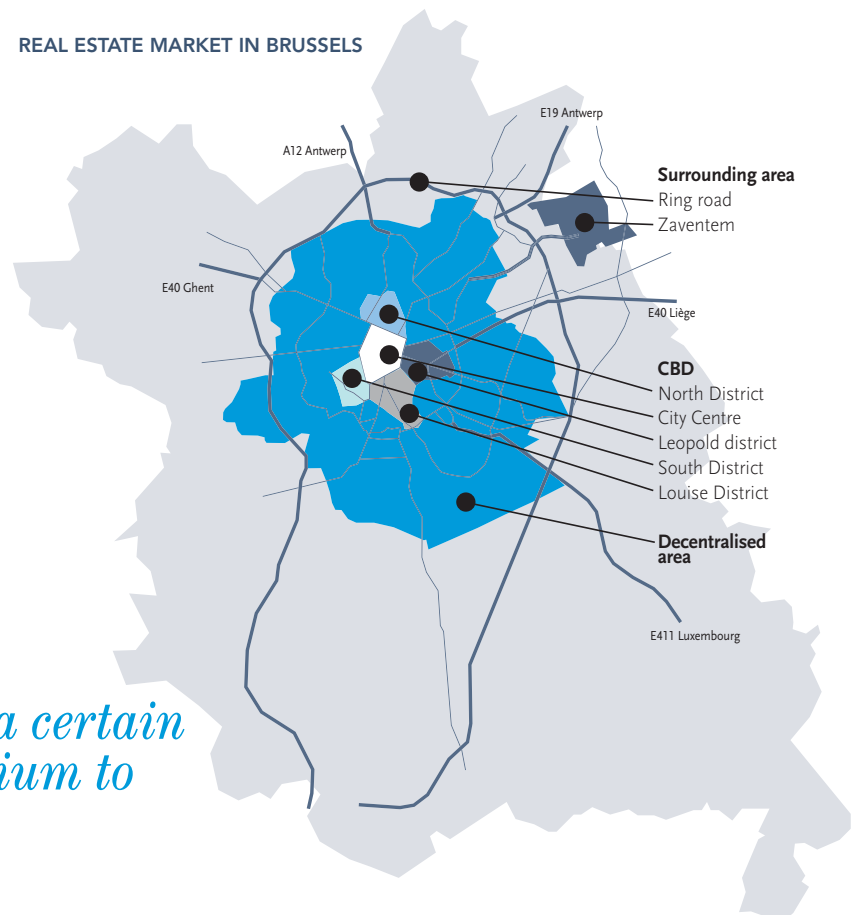
Prime CBD rents remained stable at 145 EUR/m²/pa for the third consecutive quarter. In the Ring Road district, prime rents moved up by 3% to 140 EUR/m²/pa. Some marginal rental growth is expected in 2012, driven primarily by supply shortages for the best space in both the CBD and the Ring Road district. Incentives remain an important part of lease negotiations with incentives equivalent to an 8-10% discount on the headline rent being the market practice, significant but below the levels necessary in the Brussels decentralised and periphery markets.

Although Gent has grown in importance over the last few years (varying in the last 3 years from 40,000 m² to 60,000 m² in top year 2010) Antwerp remains by far the most important city with an average of around 100,000 m² over this same period.

Cities such as Leuven and Mechelen vary wildly from year to year between 5,000 m² and 25,000 m² depending on one or two big deals. Leuven had one in 2011 with Acerta taking up 10,000 m². Prime rents are 155 EUR/m²/pa for Leuven, 140 EUR/m²/pa for Gent, 135 EUR/m²/pa for Mechelen and 130 EUR/m²/pa for Hasselt.

On the investment side the largest transaction in Q4 was the 63.2 MEUR purchase of the City Link building by Mercator. The largest investment transaction of the year was the purchase by Dexia Insurance of the Kam building in Brugge, which is let on a long-term lease to the government. The prime yield for six to nine year lease remained stable at 7.00 %.

REAL ESTATE MARKET IN BRUSSELS



The market may find a certain stability over the medium to long-term.

The Belgian residential real estate market in 2011¹

+4.4 %

in the Belgian residential market

206,000 EUR

average price for an apartment
in Brussels

Investments in the Belgian residential market

Compared to the level of investment reached in the first three quarters of 2010, the residential market showed an increase of 4.4 %, up nearly 20 billion EUR at the end of the 3rd quarter of 2011², while the number of transactions registered in the country was down 0.1 %. This shows there was an increase in the values of residential real estate if the two periods are compared, while the level of inflation in 2011 was higher than in 2010.

This level of investment can be partly explained by the decrease in fixed interest rates on home loans during 2011, down to 3.93 % in September. Mortgages on homes came to a total of 18 billion EUR, close to the level reached during the first three quarters of 2010.

Price trends per market

As the detailed analyses per property type demonstrate below, the average price of residential houses, luxury houses and apartments all show a rise of more or less 4 % compared to 2010. The number of transactions for this type of property in 2011 is at a similar level to that of 2010, with 47,000 sales.

Ordinary residential houses

The average price of ordinary residential houses was up 4.0 % to about 187,000 EUR. The number of transactions involving this type of property increased by 2.2 %.

According to figures from the FPS Economy, the price of an ordinary house in the Brussels Capital Region in 2011 was approximately 346,000 EUR, i.e. an increase of 1.8 %. Average prices in six municipalities in the Brussels Capital Region were under 276,000 EUR at the end of 2011: Anderlecht, Sint-Agatha-Berchem, Jette, Koekelberg, Molenbeek-Saint-Jean and Saint-Joost-ten-Noode. Please note that Ganshoren is now above the 276,000 EUR mark.

The average price of ordinary residential houses in the Flemish Region in 2011 was 201,000 EUR, i.e. an increase of 6.3 % compared to 2010. The highest levels of prices at the end of the year were mainly in the zone between the outskirts of Brussels and Leuven. Some coastal municipalities, including Knokke-Heist, also recorded high levels. The most reasonable prices continued to be in the provinces of Limburg and West Flanders.

The prices of ordinary residential houses situated in the Walloon Region in 2011 reached an average of 142,000 EUR, up by 3.3 % compared to the previous year. Walloon Brabant lists several municipalities that are now over the 276,000 EUR mark.

Villas, luxury houses

The average price was 329,000 EUR, i.e. a rise of 3.8 %. The number of transactions involving villas and luxury houses in 2011 was at a similar level to 2010, with over 12,000 sales.

Apartments

The global increase in the average price of apartments since 2010 was 3.9 %. The average price came to 193,000 EUR in 2011. In any case the number of transactions involving apartments shrank by 1.08 %; in fact, just under 28,000 were registered.

As far as apartments in Brussels are concerned, the average price noticed in 2011 was 206,000 EUR, i.e. a rise of 3.6 % compared to 2010. The highest average price continued to be seen in Woluwe-Saint-Pierre, while a rise in average prices in the municipalities of Schaerbeek and Auderghem was also noticeable, and a decrease in the municipality of Watermael-Boitsfort.

In the Flemish Region, the average settled at 198,000 EUR, an increase of 4.7 % compared to 2010. A few municipalities at the coast and around Antwerp, in particular, succeeded in surpassing the 276,000 EUR mark at the end of 2011.

The average price of apartments in the Walloon Region went up by 4.1 % compared to 2010 to settle at 150,000 EUR.

Conclusion

The Federation of Notaries' real estate activity index stabilised during the 1st half of 2011 to then slump in the 3rd quarter, as is usual during the summer holiday period. Nevertheless the index was higher in the 3rd quarter of 2011 than in the 3rd quarter of 2010. Figures from the National Bank of Belgium show that the total value of mortgages granted declined consistently between May and August; this went hand in hand with a rise in mortgage rates between January and July. Despite the drop in the level of fixed rates which bottomed out at 3.72 % in November 2011, the number

of loans given to households, the main buyers of brick, continued to fall at the start of the 4th quarter, whereas in 2010 it was precisely during this period that the largest volumes of loans for the year were recorded, due to changes in VAT legislation.

Despite the rise in volumes invested in the residential real estate market compared to 2010, the number of transactions fell slightly as a whole. Brokers cite the fact that demand continued to be strong, but that, given the climate of doubt that reigned, households took longer to decide before purchasing. Furthermore the economic situation resulted in a rise in the number of prospective purchasers who were unable to obtain a mortgage. In addition, for over a year, certain buyers had been encouraged to bring forward their plans to purchase, before the interest rates went up again, so there was a concentration of purchases during a short period, rather than a more uniform spread. These factors explain the drop in the number of sales in 2011.

The average price of ordinary residential houses was up 4.0 % in Belgium in 2011, with a rise of 2.2 % in the number of transactions involving this type of property. The highest average price for ordinary houses in the three Regions was in the Brussels Capital Region, and amounted to 346,000 EUR.

The average price of luxury houses increased again in all three Regions, to hit 329,000 EUR in 2011. The number of transactions rose only slightly, by 0.5 %. The highest average price for a luxury house can be seen in the Brussels Capital Region, at 1,048,000 EUR, up by 17.5 % on 2010!

The average price of apartments is rising in all three Regions. The highest average price, 206,000 EUR, can be observed in the Brussels Capital Region. The number of transactions for this type of property dropped 1.8 % in 2011.

1. Source: DTZ

2. This report is based on statistics from the FPS Economy (Belgian Economy Ministry). At the moment (1 February 2012), they have not been updated beyond the 3rd quarter of 2011. For the sake of consistency comparisons with 2010 will therefore be based exclusively on the first three quarters of 2011.

The Belgian landbanking market in 2011¹

In our 2010 annual report we predicted that the number of transactions of building land in 2010 would be similar to that in 2009. In the end, the positive results in the last quarter of 2010 (6,022 transactions) meant an increase in the number of sales of building plots of about 12.5 % in 2010, i.e. a total of 19,779 transactions. In the first 3 quarters of 2011, the number of transactions came to 12,806, which was a drop of about 7 % compared to the first 3 quarters of 2010. Given the number of transactions carried out in the 4th quarter of 2010, the volume for 2011 will likely be lower than that of 2010. Sales prices, on the other hand, were slightly up.

Bearing in mind that 46,271 building plots were sold in 1989, we can only conclude that the number of transactions has been in constant decline ever since. The scarcity of available plots and the complexity of the procedures involved are the cause.

The number of applications for building permits has likewise been in regular decline since 2006. The type of homes has evolved too because, since 2004, applications for building permits for apartment buildings have exceeded

applications for permits for one-family houses.

Studies show continual population growth in our country, as well as a decline in the number of people per home. It would be advisable to have enough land with utilities to meet the increasing need for homes. And that is where the shoe sometimes pinches. In fact, the complexity of regional regulations, the constant modifications to them and new requirements mean there are longer waiting times for permits and more legal insecurity.

In both the Flemish Region and the Walloon Region urban planning permits for groups of buildings often have to be supplemented with applications for subdivision or urban development permits before they can become operational.

There have been some modifications to legislation recently: in the Flemish Region the Town Planning Code (*Vlaamse Codex Ruimtelijke Ordening*) provides that in a housing development both the town planning charges and the social charges, as well as the obligation to build a certain number of reasonably

Since 2004, applications for building permits for apartment buildings have exceeded applications for permits for one-family houses.

priced homes, may be enforced by the authority at the expense of the developer should the latter fail. In the Walloon Region, the regulation replacing the subdivision permit with an urban development permit, entered into force on 1 September 2010. A circular, dated 3 June 2010, and a vademecum, presented on 6 February 2012, are part of the accompaniment to the launch of this new tool and specify the normative measures contained in the Walloon Town Planning Code (CWATUPE). New dossiers must now conform to this new regulation. We will have to keep a close watch then on the results of this new legislation, the purpose of which is to achieve (better) quality urban development, even though, it must be admitted, it is very difficult to expect that from legal standards.

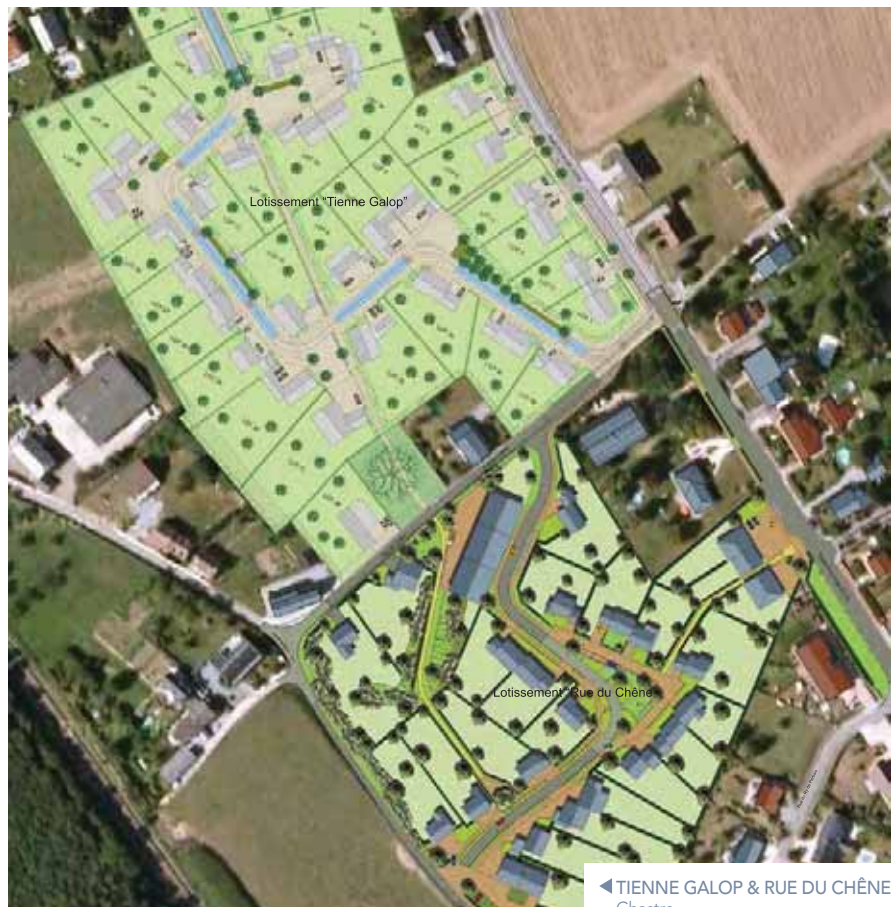
1. Information based on the first three quarters of 2011

+12.5 %

of sales of building plots
in 2010

12,806

transactions in the first
3 quarters of 2011



◀ TIENNE GALOP & RUE DU CHÊNE
Chastre

Grand Duchy of Luxembourg

Real estate market in 2011¹

The office rental market is characterised by an increase in take-up (174,000 m²) and a lower vacancy rate, down from 7.85 to 6.38 %. Few speculative buildings are under construction. In the investment market the volume was also up in 2011.



▲ GREEN HILL
Dommeldange
Christian Bauer & Associés

◀ WESTSIDE VILLAGE - PHASE 2
Capellen
Assar Architects



Rental market

Rents

Partly because of the evolution of the vacancy rates, there were contrasts in the way rents evolved over the last twelve months. Those in the CBD, like those in Kirchberg, remained stable compared to 2010 and have settled at between 35 and 40 EUR/m²/month for the CBD and between 31 and 33 EUR/m²/month for Kirchberg. In contrast, upward pressure on rents in the very centre of the city is conceivable in the coming two years due to a vacancy rate that is still very low. In the Station district and in Limpertsberg prices are stable at between 26 and 30 EUR/m²/month. They have risen slightly at the Airport (26-28 EUR as opposed to 25-27 EUR/m²/month), as well as in Strassen (25-28 EUR as opposed to 22-24 EUR/m²/month) and in Capellen (20-22 EUR as opposed to 18-20 EUR/m²/month). On the other hand, the strong vacancy rate at the Cloche d'Or is exerting net pressure on rents, with prices starting at 24 EUR now as opposed to 26 EUR/m²/month in 2010.

Take-up

As far as office take-up in Luxembourg is concerned, with close to 174,000 m² of offices let in 246 transactions, the

year was excellent. A very positive sign: the 24 biggest operations all exceeded 1,500 m², the threshold for the previous two years being 1,000 m².

Rental vacancy

The vacancy rate at the end of 2011 has fallen, down from 7.85 % at the end of 2010 to 6.38 % today (212,115 m²), but still includes 0.86 % of sub-lets.

Within the boundaries of the City of Luxembourg, the vacancy level remains under control at 4.32 %.

The areas with the highest vacancy rates are the Cloche d'Or (10.09 %), Belair/Merl (12.97 %), Hamm (10.56 %) and Kalchesbrück.

The outskirts of the city show even higher vacancy rates (17.11 %), mainly because of Bertrange/Bourmicht (31.55 %).

Finally, the situation in the rest of the country is varied, with an average of 11.27 % vacancy.

Investment market

Investment-related transactions booked good performance in 2011, with 435 MEUR in sales, i.e. a 26 % rise compared to 2010 which, one should not forget, was particularly mediocre. This figure, which has remained rather low, can still be explained by the lack of core products and by excessive prudence on the part of some buyers.

Returns for the City of Luxembourg have fallen slightly (5.2 % as opposed to a range of 5.5 to 6 % in 2010) and stable for the outskirts (6.5 % to 7 %). For investors the most important criteria are location, length of lease (preferably minimum 6 years), the quality of the tenants and the energy efficiency of the buildings, which must have environmental certificates.

1. Source: Property Partners Research



“In 2011 most of the dynamism in the residential market in Luxembourg turned out to be in the city and the inner suburbs. It was upheld by private buyers and investors. 2012 looks like developing along the same lines, a lot of clients have already shown great interest.”

Frédéric and Michaël Reichling,
Owners – Espace Immo

For investors the most important criteria are location, length of lease, the quality of the tenants and the energy efficiency of the buildings.

Poland

Office real estate market in Warsaw & Poznan in 2011¹

The Warsaw office market in the second half of 2011 continues to see high levels of occupiers' demand. Over 252,000 m² was leased in the second half of 2011. In 2011, the level of demand for office space outperformed the record-breaking volume seen at the end of 2010 (549,000 m²). Total take-up amounted to 573,000 m², proving the churn on the market, and was the highest figure in Warsaw's history.

Looking more closely at the take-up structure, it is worth noting that pre-lease agreements accounted for 21 % in 2011.

The total Warsaw office modern stock in 2011 comprises 3.6 million m².

An estimated 188,400 m² of new office space was delivered to the Warsaw office market last year, representing 27 % year-on-year reduction in new supply. Over 60 % of new space in 2011 was delivered in two zones: in the Upper South zone (64,640 m²) and Lower South zone (54,000 m²).

At the end of 2011, approximately 6.7 % of the modern office stock in Warsaw was vacant (6.1 % in the CBD, 7.1 % in the City Centre Fringe and 6.7 % in Non-Central locations). This simply means that the overall vacancy rate has remained unchanged. Warsaw's vacancy ratio should be stable in a short-term perspective, with a slight downwards pressure.

Prime headline rents in Warsaw increased in 2011, due to pressures on vacancy and sound demand. Prime office space in Warsaw City Centre is quoted between 22 and 25 EUR/m²/month. Some triple A buildings quote rents even higher than that. The best Non-Central locations, such as Mokotow, are being leased at 15 to 15.50 EUR/m²/month.

Poznan office market with modern office stock of 243,800 m², reported 9.5 % vacancy rate in the second half of 2011. The prime headline rents are at 15-16 EUR/m²/month.

The estimated pipeline for 2012 totals 24,000 m² including the *Okraglak* & *Kwadraciak* projects.

188,400 m²

new office space in Warsaw

1. Source: JLL – Warsaw Office Market Profile Q3 + Q4 2011; COLLIERS - 2011 POLAND REAL ESTATE REVIEW, Knight Frank - regional market review



▲ OKRAGLAK
Poznan – RKW Rhode
Kellermann Wawrowsky



◀ CEDET
Warsaw – AMC - Andrzej Choldzynski &
RKW Rhode Kellermann Wawrowsky

[Sustainable construction: anticipating the standards of tomorrow]

The standards of tomorrow, in terms of environmental protection and sustainable construction are at the heart of IMMOBEL's growth strategy. The projects developed by the Group integrate the latest technological innovations in terms of both design and industrial technology. As its benchmark IMMOBEL uses the BREEAM label, which certifies buildings' energy performance and environmental characteristics.



“The Brussels Region is the first region in Europe to sign up to the European EPBD (Energy Performance of Buildings Directive) recast, which aims to reach “Nearly Zero Energy” between now and 2020. With its sights set on an “Excellent” BREEAM rating, the Black Pearl project being developed by IMMOBEL, in collaboration with Art&Build, is one of the big real estate projects that is already anticipating it.”

Sebastian Moreno-Vacca, Architect – A2M,
Chairman – PMP (Plate-forme Maison Passive),
Professor – ULB

A meeting with Paul Muyltermans, Head of Project Management, who is in charge of sustainable construction at IMMOBEL:

IMMOBEL has a long tradition of expertise in terms of ambitious development projects in the office, residential and landbanking sectors. But the Company's desire always to be at the cutting edge of developments concerning environmental impact and their application in the various projects is less well known.

Paul Muyltermans – These considerations have been an integral part of the design and implementation of our projects for many years already. For IMMOBEL it is a completely normal approach. We involve all of our collaborators and our partner companies in planning the development of the various projects. We have always wanted the buildings we market to meet higher standards than those required by the legislation when work on the site starts. The Forum project, for example, which was begun in 2008, is the successful result of benchmarking with the best technology and concepts available at the time. It was awarded a “Very Good” rating in the “Post-Construction” BREEAM

assessment (after the building was put into service in 2011), which is much more important than the BREEAM evaluation at the “Design Stage”.

Has BREEAM become the benchmark for all your real estate projects?

P.M. – We have chosen the BREEAM label as a basic reference for our office projects. The projects are evaluated in terms of their energy performance and their environmental characteristics. We also ensure they meet the most rigorous criteria of the IBGE (the Brussels Institute for Environmental Management) and its “GreenBuildingsBrussels” rating and the AFM (the Flemish Government's Agency for Facility Management) office buildings' label, “*Waardering van kantoorgebouwen*”. These benchmarks take into account the implantation of the building in its urban setting, the ecological choice of materials and their use, the ecological use of water and rainwater, energy consumption and waste management. They also attach great importance to the well-being of the occupants, to visual comfort, natural lighting, temperature control, air quality and acoustic comfort. In the residential field the main benchmark is the PEB score, i.e. the building's energy performance evaluation required by regional legislation.

Are you able to take advantage of the experience acquired in the office projects in terms of sustainable development in your residential projects?

P.M. – The technology and skills are very different. Besides, the partners we work with are specialised either in offices or in residential projects. Where homes are concerned our efforts are directed at putting “low energy” projects on the market. There is still work to be done on the technologies involved in the field



“It is thanks to IMMOBEL’s determination and the quality of the people who worked on the project that the goal of BREEAM certification for Forum I was achieved with flying colours.”

Yves Pianet, CEO – Seco

of passive construction; these homes are not yet without their drawbacks. We don’t want to develop projects with constraints that might have a detrimental effect on the way their future occupants feel about them. In the residential sector we always systematically integrate double flow technology. We make sure to stay at the cutting edge when projects permit. The large number of homes in the *Bella Vita* project made it possible for us to develop an urban heating system, and in the *Green Hill* project (in the Grand Duchy of Luxembourg) we have extended the existing urban heating system.

Staying at the cutting edge means being “daring” in architectural terms too, doesn’t it? By building projects that are landmarks in their towns you also demonstrate a desire to make your mark in the long term ...

P.M. – Absolutely. Our buildings are intended to make a mark on their urban landscape. Cutting-edge buildings, fitted with the best technologies, stand the test of time. Concern for performance has to be coupled with a sense of the beautiful. So, for example, we have called in the world-famous contemporary Belgian artist Arne Quinze to deco-

rate a façade which would otherwise be banal (*Belair* project). He brought his own very personal touch to the project, giving it extra character. That will help the occupants to make it their own and, once again, help the building to stand the test of time.

What is beautiful is not always practical... Architects have original ideas that are not always easy to execute... And some flaws in a building, in terms of maintenance for example, only become apparent after the fact...

P.M. – That is one of our preoccupations too. One should not lose sight of the practical aspects when one thinks of “sustainable”, particularly when it comes to maintenance. We make sure our architects are aware of the question ... A beautiful façade that is impossible or difficult to clean is not part of our vision of sustainable construction. Visible pipes and ventilation shafts without false ceilings engender maintenance costs and a lack of flexibility that we will not accept in our projects. The buildings we design must also be able to evolve over time, in terms of their interior decoration and in function of new requirements. For example,

the partition walls we build are easy to move.

What are the market trends for offices? What new expectations do clients have?

P.M. – We are trending towards a higher occupancy rate. Surface areas are calculated in terms of the number of work stations rather than the number of square metres per person. The principle of working in individual offices is being called into question. Open plan, complete with flexible meeting or brainstorming areas are much more popular nowadays. We are very aware of this evolution. The product we offer is an operational building for a precise number of people at a given price. Energy consumption is an increasingly important criterion for our clients too. The new technologies that we use in our buildings already allow us to guarantee very significant energy savings. IMMOBEL is looking ahead to “Zero-Energy Buildings”, the European Council and Parliament’s ambitious policy decision stipulating that, by 2020, the net energy consumption of all new buildings should be more or less zero.

PROPERTY DEVELOPMENT



Belgium

Luxembourg



Poland

[Belgium]





◀ BELLA VITA
Waterloo – SM “FCM Architects -
Baudouin Courtens & Associés”

Key events

50 ha

Important acquisitions of land intended for urbanization were made.

RESIDENTIAL

Acquisition *Papeblok* - Tervuren



IMMOBEL acquired the company that owns the *Papeblok* site in Tervuren, where 4 residential buildings are planned with the development of approximately 60 apartments.

RESIDENTIAL

The IMMOBEL Group sold 19 apartments in the *Jardin des Sittelles* project and 30 apartments in the *Résidence Vallée du Maelbeek* (partnership), both in Brussels, as well as 168 pieces of land, including 22 with buildings on them.



LANDBANKING

Sale of a commercial project to the *Decathlon* group - Wavre

On 25 May 2011, on a piece of land measuring 6 ha 26 a, *Decathlon* opened a new 4,400 m² retail space, complete with a car park with 400 spaces. IMMOBEL was charged with the construction of the closed structure of the building, as well as the car park and the access roads. The first stone was laid on 15 December 2010.





OFFICES

Sale of the *South Crystal* building to Ethias - Brussels (Saint-Gilles)

A partnership comprising IMMOBEL, Soficom Development, CFE and Besix RED concluded the sale to Ethias, on 29 June, of the building known as *South Crystal*, situated at 13-18 Avenue Fonsny, in Brussels (Saint-Gilles), for the sum of approximately 30 MEUR inclusive of tax.

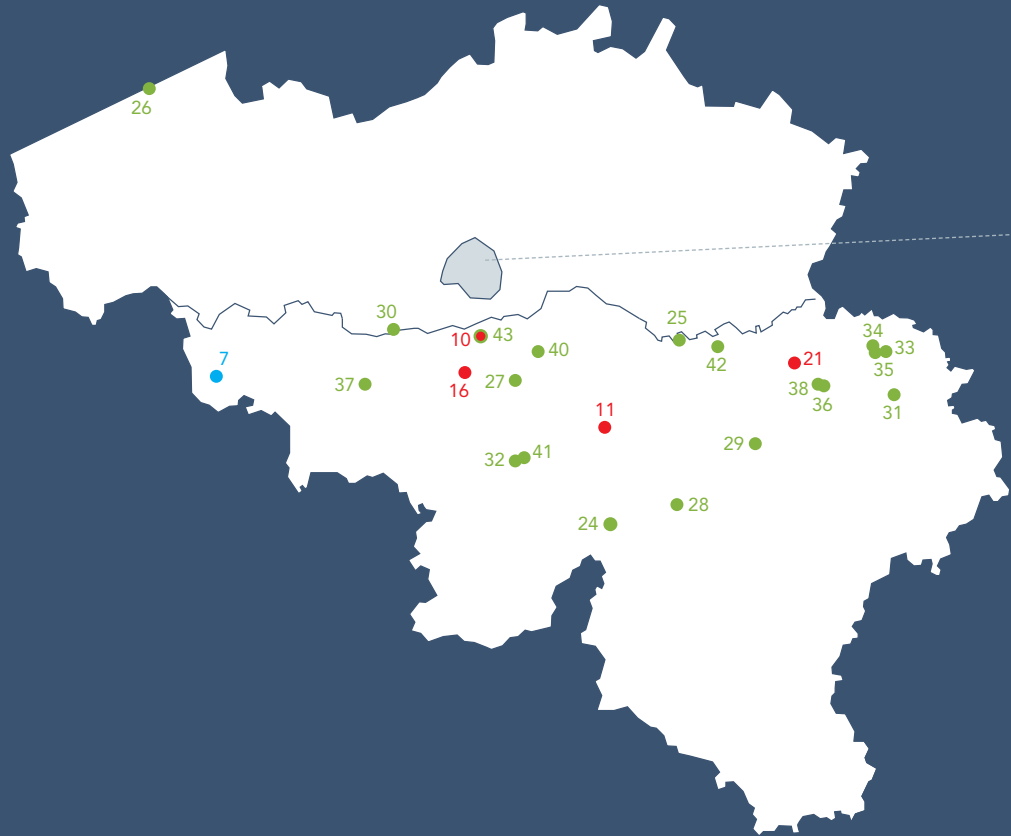
OFFICES

Signature of the *Belair* lease with the Régie des Bâtiments (intended for the Federal Police) - Brussels City

A lease for 65,000 m² was signed with the Régie des Bâtiments, for use by the Federal Police, in the *Belair* project (formerly *Cité Administrative de l'Etat*), following a decision of the Council of Ministers in December 2010.



Belgian locations

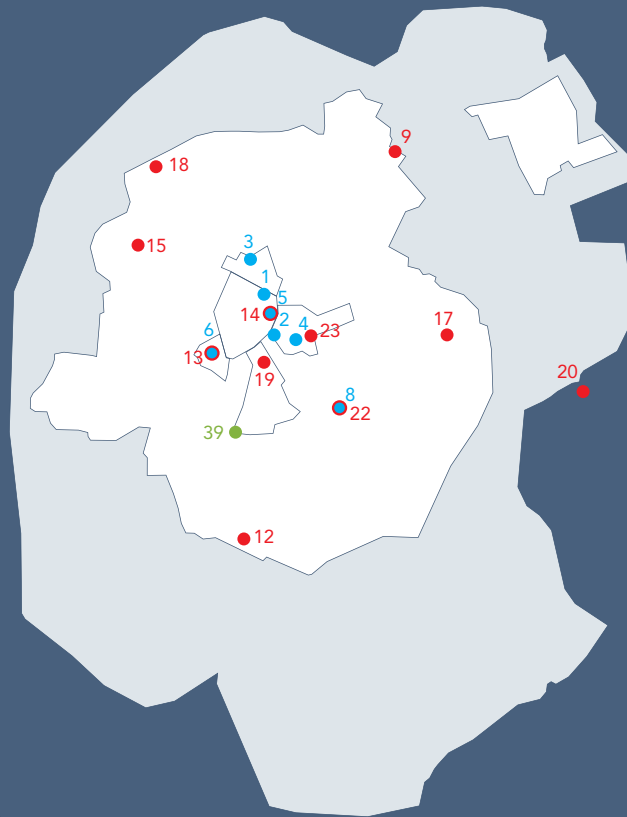


OFFICES

Belair	> Brussels City	1
Black Pearl	> Brussels City	2
Brusselstower	> Brussels City	3
Etterbeek Offices	> Brussels (Etterbeek)	4
Forum	> Brussels City	5
South Crystal	> Brussels (Saint-Gilles)	6
Tournai/Château-Rempart: Phase 2	> Tournai	7
Universalis Park	> Brussels (Ixelles)	8

RESIDENTIAL

Albatross Village	> Brussels (Haren)	9
Bella Vita	> Waterloo	10
Boulevard Melot	> Namur	11
Charmeriaie	> Brussels (Uccle)	12
Espace Midi - Block D	> Brussels (Saint-Gilles)	13
Forum	> Brussels City	14
Hôpital Français	> Brussels (Berchem-Sainte-Agathe)	15
Ilot Saint-Roch	> Nivelles	16
Jardin des Sittelles: Phase 2	> Brussels (Woluwe-Saint-Lambert)	17
Jardins de Jette	> Brussels (Jette)	18
Mercelis	> Brussels (Ixelles)	19
Papeblok	> Tervuren	20
Résidence Saint-Hubert	> Liège	21
Universalis Park	> Brussels (Ixelles)	22
Vallée du Maelbeek	> Brussels City	23



LANDBANKING¹

Achène	24
Berloz	25
Bredene	26
Chastre	27
Ciney	28
Clavier	29
Enghien	30
Eupen	31
Fleurus	32
Kettenis	33
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Soignies	37
Soumagne	38

Uccle	39
Walhain	40
Wanfercée-Baulet	41
Waremme	42
Waterloo	43

1. New landbanking developments that will be marketed in 2012 (following the delivery of subdivision permits in 2011).

[Offices]

Systematic integration of the latest environmental standards makes it possible to offer the market new products, aimed at achieving the highest levels of certification.

STARTED, CONTINUED OR COMPLETED CONSTRUCTIONS

Brussels City

Belair (formerly Cité Administrative de l'Etat)

IMMOBEL is developing this site as part of a joint venture (40 %).

With the signature of the leasing agreement with the Régie des Bâtiments for 65,000 m², intended for the Federal Police, IMMOBEL and its partner started major renovation work on the *Belair* project. The work involves the whole of Buildings C1 and D-F, i.e. over 75,000 m² above ground. The project will get "Very Good" BREEAM certification.

Brussels City

Forum

This vast project of more than 43,000 m² of offices is situated in the immediate vicinity of the Federal Parliament, in the block delimited by rue du Parlement, rue de la Croix de Fer, rue de la Presse and rue de Louvain. It consists of 3 phases.

- A first new office building was made available for use during the first quarter of 2010. Its environmental qualities were confirmed in 2011 with "Very Good" BREEAM certification, awarded following a "Post Construction Assessment", a first for Belgium.
- A second new building, composed of offices and "casco" volumes will be put at the disposal of the Chamber of Representatives, which will finish the interior straightaway, during the first half of 2013. Work on this second phase continued in 2011. "Very Good" BREEAM certification is in the pipeline.
- The third phase consists of removing asbestos from the building situated in rue de Louvain and rue du Parlement, renovating it and making it available for use. The asbestos removal work was completed in 2011 and the building was delivered to the Chamber of Representatives.

Brussels (Saint-Gilles)

South Crystal

IMMOBEL (in a 20 % partnership) continued and completed the construction of this mixed office (6,400 m²) and residential (2,830 m²) building.

The offices were leased to the SNCB and sold in 2011 to the investor, Ethias. This is a mixed office and commercial building, situated close to the Gare du Midi. All of the offices, i.e. some



"A top-quality renovation such as the one carried out at the Cité Administrative (Belair project) is a reference that helps us in our development abroad."

Thomas Spitaels, CEO – TPF

6,427 m² and 34 parking spaces, have been leased to SNCB Holding. Delhaize has leased the majority of the 811 m² of commercial space to set up a new Proxy Delhaize.

As for energy performance, the building was recently awarded VALIDEO certification and has achieved an E75.

This brings to a conclusion the long series of real estate projects developed by the promoters along the avenue Fonsny: an approximately 18,000 m² office building sold to Delta Lloyd and delivered in 2003 and 2004; two office buildings sold respectively to Group S (around 10,000 m²) and to GLL Real Estate, leased to SNCB Holding (around 10,000 m²), both of which were delivered in 2008; two office buildings of approximately 13,000 m² and 17,000 m² developed in partnership on Block C and delivered in 2009 and 2010, and sold to Intégrale and Allianz (occupied by SMALS and Infrabel); and, finally, a

142-room hotel operating under the Park Inn flag, which opened on 1 March last year. This hotel has not only created a new dynamism in the neighbourhood, but has also created new jobs.

To complete these operations the promoters have also developed a building with 22 apartments situated in rue de Russie, with shops on the ground floor. These businesses are operational and the housing units are up for sale now. Several are already occupied by their new owners.

Tournai

Tournai/Château-Rempart: Phase 2

IMMOBEL continued construction of Phase 2.

NB: Phase 2 as well as the earlier phases (1A and 1B) have been leased to the Régie des Bâtiments and have been sold to a private investor and the Caisse d'Epargne Nord France Europe.



► FORUM
Brussels City – Archi 2000

Charles-Antoine Schobbens, IMMOBEL



[Offices]



“To translate an ambition through exceptional architecture that is coherent with its context and to create living spaces where people can thrive both as individuals and as a group – that is what preoccupies us every day and Black Pearl is the perfect embodiment of this.”

Marc Thill, Architect, Founding Partner, CEO – Art&Build

UNDER CONSIDERATION

Brussels City **Black Pearl**

In 2010 IMMOBEL acquired a 99-year lease on this building situated in Brussels at the corner of rue Montoyer and rue du Commerce.

In 2011 IMMOBEL applied for and got town planning and environmental permits for a new 11,000 m² office building. The process for acquiring “Excellent” BREEAM certification is underway. Work should start in the second quarter of 2012. The building will be equipped with a system of reversible heat pumps coupled with a geothermal network.

Brussels City **Brusselstower**

In 2009 IMMOBEL obtained (in a 50 % partnership) a town planning permit modifying the size of the current building to one with 24 floors. In 2011 IMMOBEL continued to pursue its contacts with a view to the pre-leasing and/or pre-sale of the project.

IMMOBEL finished the preparatory work at the end of 2011 with a view to starting construction early in 2012.

Brussels (Etterbeek) **Etterbeek Offices**

This project is to be developed in a 50 % partnership. In 2011 IMMOBEL continued to pursue its contacts with a view to the sale of the project to a purchaser-occupant.

Brussels (Ixelles) **Universalis Park**

In September 2007, IMMOBEL (in a 50 % partnership), acquired 2 pieces of land (85,000 m²) belonging to the ULB and situated on the Campus de la Plaine in Ixelles, for a mixed office and residential project.

With regard to the office part of the project, applications for permits can only be made once the PPAS or PRAS (regional plan for the designation of land use) has been adopted by the local authorities in Ixelles.



Patrick De Meirleir, IMMOBEL

Patrick De Meirleir



▲ BELAIR
Brussels City – Studio Arne
Quinze - Jaspers, Eyers &
Partners - Archi 2000

◀ BLACK PEARL
Brussels City – Art&Build



Residential

The *Bella Vita* project is exemplary for several reasons. Its aim is to encourage intergenerational exchanges between the inhabitants and to create a pilot district in Waterloo that integrates the environmental issues.

STARTED, CONTINUED OR COMPLETED CONSTRUCTIONS

Brussels (Saint-Gilles)

Espace Midi - Block D

IMMOBEL continued and completed the construction of this building, a mixture of offices (6,400 m²) and residential (2,830 m²).

The residential part is on sale now; 7 apartments were sold in 2011.

Brussels City

Forum

Construction of the residential part of the *Forum* project started in 2011. The project includes 32 apartments and 3 businesses. Marketing has just started. 5 apartments will be transferred to the Régie Foncière of the City of Bruxelles (Municipal Property Management Agency of the City of Brussels), to cover town planning expenses.

Brussels (Woluwe-Saint-Lambert)

Jardin des Sittelles: Phase 2

Construction work on the "Orchidées" building, which consists of 32 apartments, will be completed during the first semester of 2012. In 2011, 19 apartments were sold. At the end of the year there were still 2 apartments for sale.

Work on the last of the houses was delivered in 2011.

During 2012 construction will start on the last building in this important development, which was started in 2003. It will consist of 17 apartments.

Liège

Résidence Saint-Hubert

Work on this residential project (50 % partnership), comprising 25 apartments and ideally situated in Liège, continued in 2011. 19 apartments had been sold at 31 December 2011, i.e. 11 sales were concluded in the past year.

SALES CONTINUED

Brussels (Jette)

Jardins de Jette

Sales of the remainder (project in 50% partnership) continued in 2011. There were still 4 units for sale at 31 December 2011.

Brussels (Ixelles)

Mercelis

The last apartment was sold in 2011.

Brussels City

Vallée du Maelbeek

Sales of this project (50 % partnership) continued in 2011. 30 sales were concluded in the year under review, bringing the total to 48.



“Just a stone’s throw from the Rond Point Schuman and Parc Léopold, the Vallée du Maelbeek project is attractive both for owner-occupiers and for investors, reinforced particularly by the continued demand for rental properties for European officials. As a result we were able to maintain a sales rhythm of 3 units a month in 2011.”

Denis Latour, Managing Director – Latour & Petit

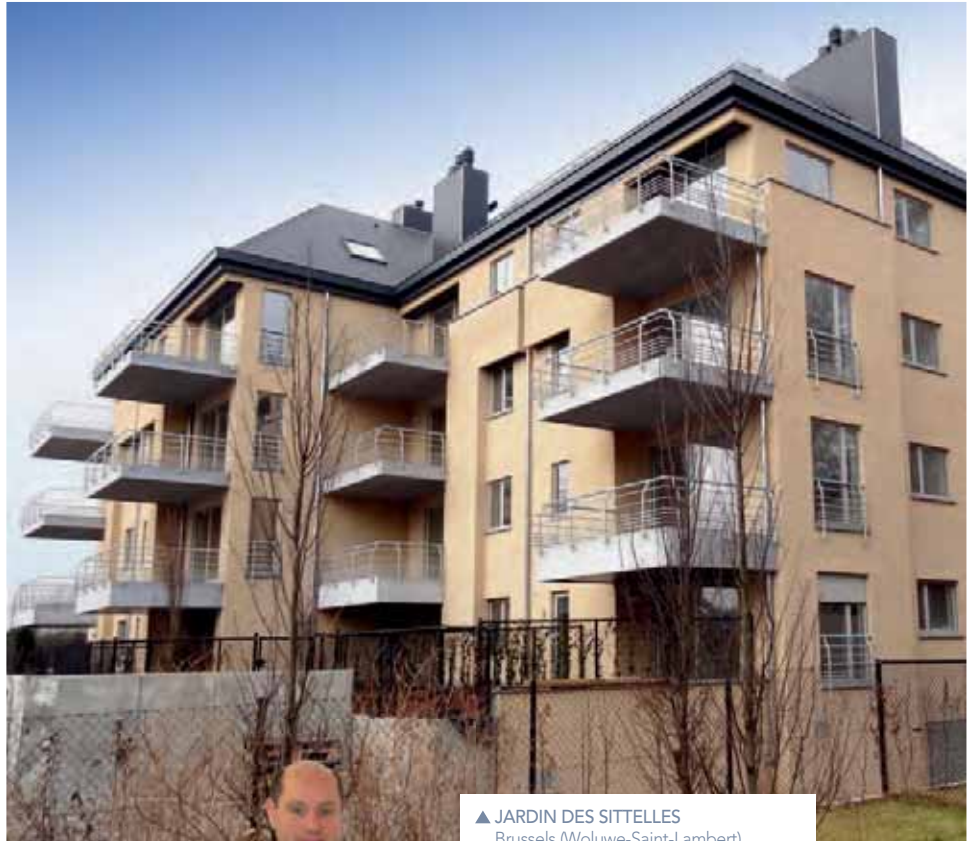
UNDER CONSIDERATION

Waterloo

Bella Vita

This vast intergenerational project (50 % partnership) will consist of 269 homes in a park of almost 15 ha. Given that the appeal for suspension before the Council of State went completely in favour of IMMOBEL, an agreement was reached with the residents in the scope of the appeal for annulment: the appeal for annulment was abandoned. This allowed IMMOBEL and its partner to continue preparations for the project and work is expected to start in spring 2012. They already have all the permits necessary to carry out the work.

To increase safety and social interaction, the site will be organised as a restricted speed zone (20 km/h) with priority for pedestrians. In terms of energy, the site is equipped with a centralised pellet-fuelled heating installation with cogeneration.



▲ JARDIN DES SITTELLES
Brussels (Woluwe-Saint-Lambert)
Trio Architecture

◀ RÉSIDENCE SAINT-HUBERT
Liège – Bureau Audex



Harry Chkolar, IMMOBEL

The Résidence Saint-Hubert project in Liège is exceptionally well located.

Residential

The houses and apartments will all be equipped with a ventilation system - double flow with heat recuperation for the new ones and single flow for the renovated buildings. The new buildings are all "low energy", with a global insulation level better than K30.

Brussels (Uccle)

Charmeraie

The road works for this new development were delivered at the end of 2011. A first phase of construction, comprising 8 houses and 14 apartments will be started in 2012, as soon as the urban planning permits are obtained.

Brussels (Berchem-Sainte-Agathe)

Hôpital Français

The road works for this new development were delivered at the end of 2011. A first phase of construction, comprising 8 houses and 14 apartments will be

started in 2012, as soon as the urban planning permits are obtained.

Nivelles

Ilot Saint-Roch

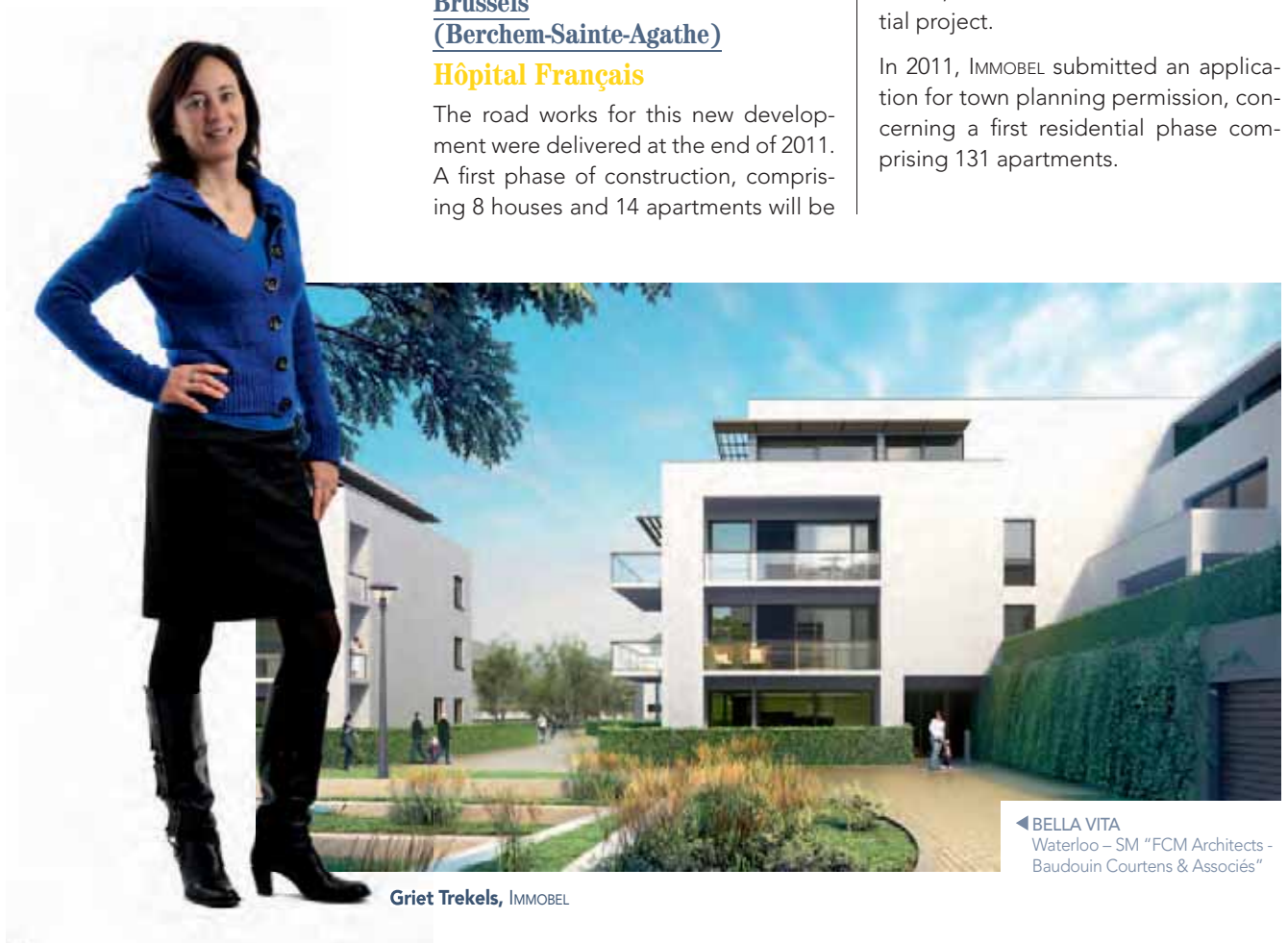
In 2011 IMMOBEL continued preparations for this mixed project with a view to a residential and commercial development.

Brussels (Ixelles)

Universalis Park

In September 2007, IMMOBEL (in a 50 % partnership) acquired 2 pieces of land (85,000 m²) belonging to the ULB, situated on the Campus de la Plaine in Ixelles, for a mixed office and residential project.

In 2011, IMMOBEL submitted an application for town planning permission, concerning a first residential phase comprising 131 apartments.

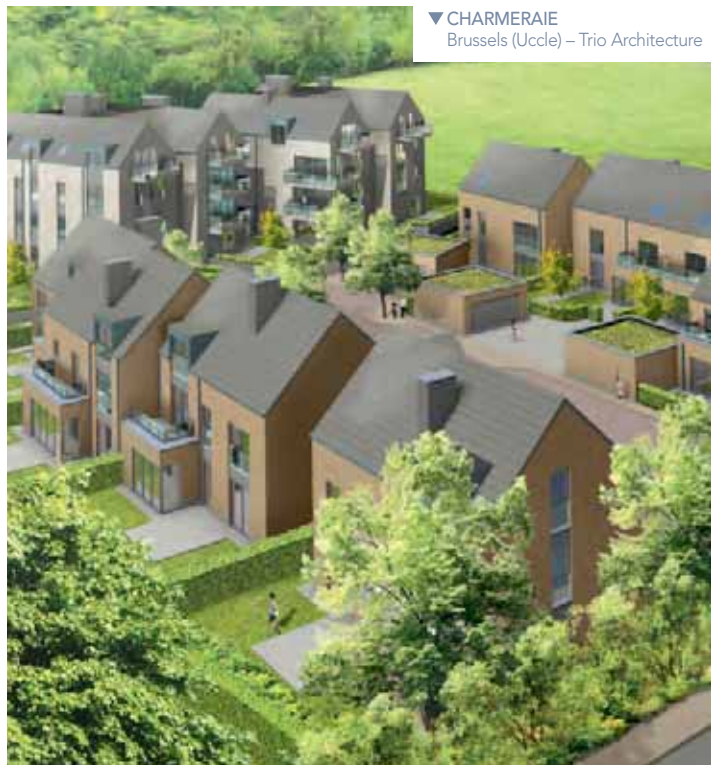


Griet Trekels, IMMOBEL

◀ BELLA VITA
Waterloo - SM "FCM Architects -
Baudouin Courtens & Associés"



- ▲ UNIVERSALIS PARK
Brussels (Ixelles) – Art&Build
- ◀ MERCELIS
Brussels (Ixelles) – Conix Architects
- ▼ CHARMERAIE
Brussels (Uccle) – Trio Architecture



Residential

TRANSFERS

Brussels (Haren)

Albatross Village

In the context of the prison project to be developed in the Brussels Region, IMMOBEL sold 5 ha 96 a 97 ca of the land it had on the Chaussée de Haecht in Haren to the Régie des Bâtiments.

Namur

Boulevard Melot

Given the constraints that existed (size of the project, preservation of the façade, etc.) IMMOBEL sold the building it had in the boulevard Melot 6-12 in Namur to a private investor.

Brussels (Jette)

Jardins de Jette

IMMOBEL (in a 50 % partnership) sold 1 ha 11 a 86 ca of land in Jette.



“The Saint-Roch Ecodistrict in Nivelles contributes to the sustainable city achievement, by creating an urban planning design integrating new housing and retail business models, green spaces and sustainable buildings.”

Grégoire de Jerphanion, Architect, Founding Partner –
DDS & Partners





▲ JARDINS DE JETTE
Brussels (Jette) – Assar Architects

[Landbanking]

The Group owns 375 ha of land, including 279 ha of urban development zone, 26 ha of agricultural zone and 69 ha conditional on the relevant permits being obtained.

▼ WATERLOO – Caraute



Nicolas Mommens, IMMOBEL

The landbanking department owns 305 ha. It has also acquired 69 ha on the condition that planning permission is obtained.

For over 186 ha (IMMOBEL Group share 171 ha) of land, applications for permits have been introduced or were under consideration.

Three important achievements should be pointed out:

- The sale to *Decathlon* of a commercial space with closed structure, approaches and grounds in Wavre.

Under an agreement with the Walloon Ministry for Infrastructure and Transport, IMMOBEL also constructed a roundabout providing access to the shop as well as security at the crossroads, an important communication hub (E411, N25, and N4).

On this site, which was originally intended to be divided into lots, the landbanking department has built an important commercial project that enjoys the support of both the local authorities and the Regions. The project took into account remarks made by the residents, and the deadlines were strictly respected.

- The block sale, in 2011, of a landbanking development with utilities, comprising 34 plots, in Casteau (Mons).
- The sale of a piece of land in Bredene, intended for the promotion of a residential building with 49 apartments.

Acquisitions of land in urban development zones came to 42 ha 77 a; partnerships for 8 ha 18 a 94 ca came into effect following the delivery of subdivision permits; finally 3 ha 67 a were purchased in 2011 on condition that permits are obtained.

At the end of the financial year, the department was holding 279 ha of urban development zone and 26 ha of agricultural zone. It also controls, under conditions precedent or under option, 69 ha of land in urban development zones.

In 2011, new subdivision permits for approximately 18 ha and urban planning permits were delivered for the sites at Berloz, Bredene, Chastre, Ciney, Clavier, Etterbeek, Olne, Soignies, Soumagne, Waterloo and Uccle.



“It is important to keep a healthy balance between land and buildings. Besides, overly intensive building pushes the price of land up to such a level that construction quality may suffer within the limits of a feasible budget.”

Philippe Janssens, FRICS,
Managing Director – Stadim

42.77 ha

of new acquisitions in urban development zones

For over 186 ha of land, applications for permits have been introduced or were under consideration.

[Landbanking]

Important road building work was started, continued or delivered for the landbanking developments at Berloz, Braibant, Bredene, Cortil-Noirmont, Eupen, Fleurus, Gesves, Kettenis, Lontzen, Mons-Casteau, Montzen, Soumagne, Uccle, Walhain, Wanfercée-Baulet and Waterloo.

Land sales accounted for 168 transactions in 2011. They involved over 20 ha (IMMOBEL Group share), including 18 ha of urban development zone (compared to 8.2 ha of urban development zone in 2010).

Most of the sales were completed in the following developments: Bredene (40 plots), Casteau (34 plots), Chastre (13 plots), Herstal (14 plots), Kelmis (9 plots), Limburg (10 plots), Waterloo (15 plots), Wavre (8 plots) and Woluwe.

Following road building work which was officially delivered in 2011 or will be delivered in 2012, new landbanking developments will be marketed soon: Achène, Berloz, Bredene, Chastre, Ciney, Clavier, Enghien, Eupen, Fleurus, Kettenis, Lontzen, Montzen, Olne, Soignies, Soumagne, Uccle, Walhain, Wanfercée-Baulet, Waremme and Waterloo.



Land sales accounted for 168 transactions in 2011.



- ◀ RHISNES - LA BRUYÈRE – Sur les Monts
- ▶ OLNE – Rue Hotton
- ▼ MONTZEN – Rue Gustave Demoulin



Wauthier Dumont de Chassart, IMMOBEL

[Luxembourg]





◀ GREEN HILL
Dommeldange
Christian Bauer & Associés

Key events

OFFICES

IMMOBEL leased 1,229 m² office space in the *West-Side Village* project to Fujitsu Technology Solutions.

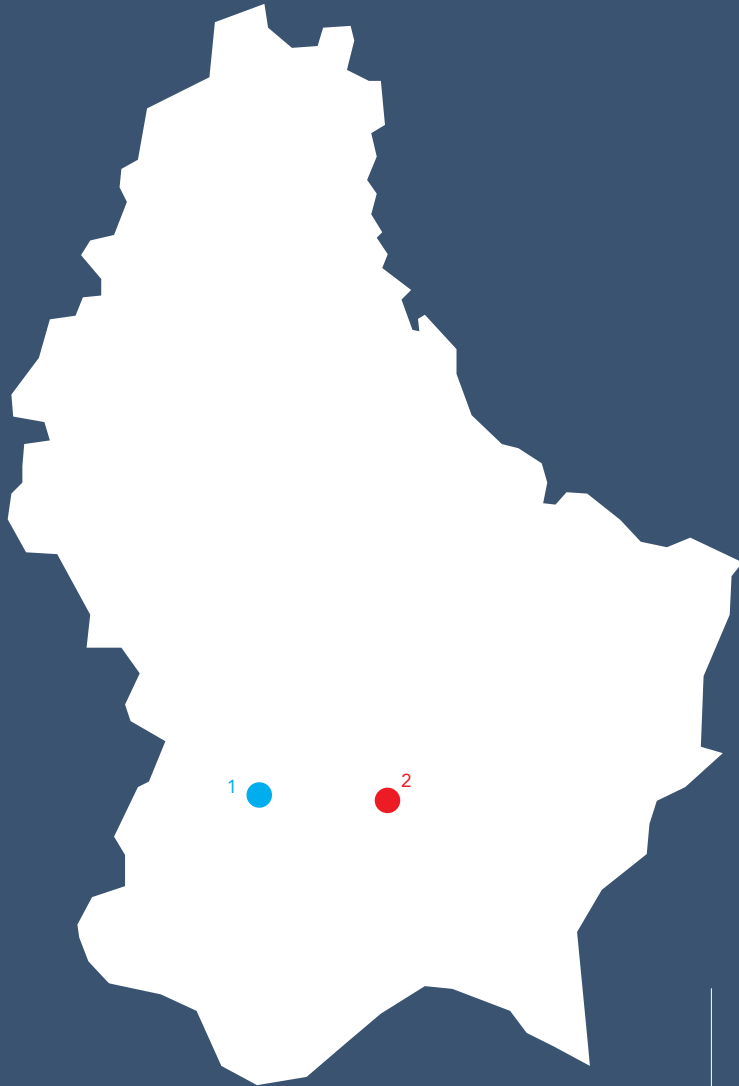


RESIDENTIAL

Work having started on the *Green Hill* project (Château de Beggen), 51 apartments were sold in 2011, and 73 in total since the start of the development (joint venture).



[Luxembourg locations]



The residential market in the Grand Duchy is enjoying the benefits of a positive demographic evolution.

OFFICES

WestSide Village > Capellen 1

RESIDENTIAL

Green Hill > Dommeldange 2

[Offices]

WestSide Village

The building work having been completed in the first quarter of 2010, IMMOBEL continued marketing the 3 buildings in phase 2. In 2011, IMMOBEL was able to conclude the lease on 1,229 m² office space with Fujitsu Technology Solutions.



“Fujitsu Technology Solutions’ move to WestSide Village provided the IT company with the ideal space in which to realise its ambitions in the Luxembourg market and gave its employees one of the best work environments in the Grand Duchy of Luxembourg.”

Alain Helinck, Director TQM – Fujitsu Technology Solutions



▲ WESTSIDE VILLAGE - PHASE 2
Capellen – Assar Architects

[Residential]

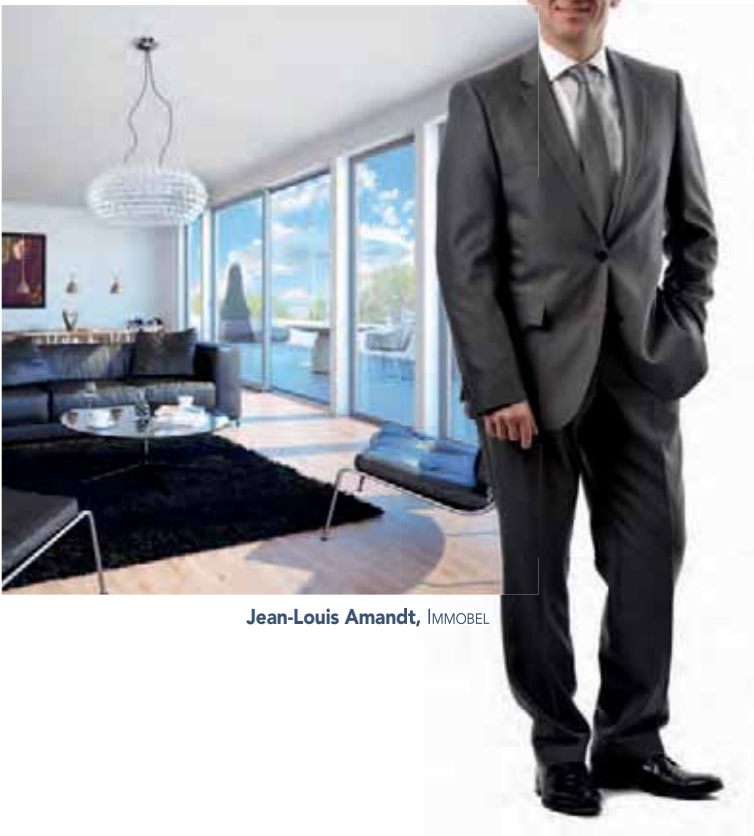


▲ GREEN HILL
▼ Dommeldange
Christian Bauer & Associés

Green Hill

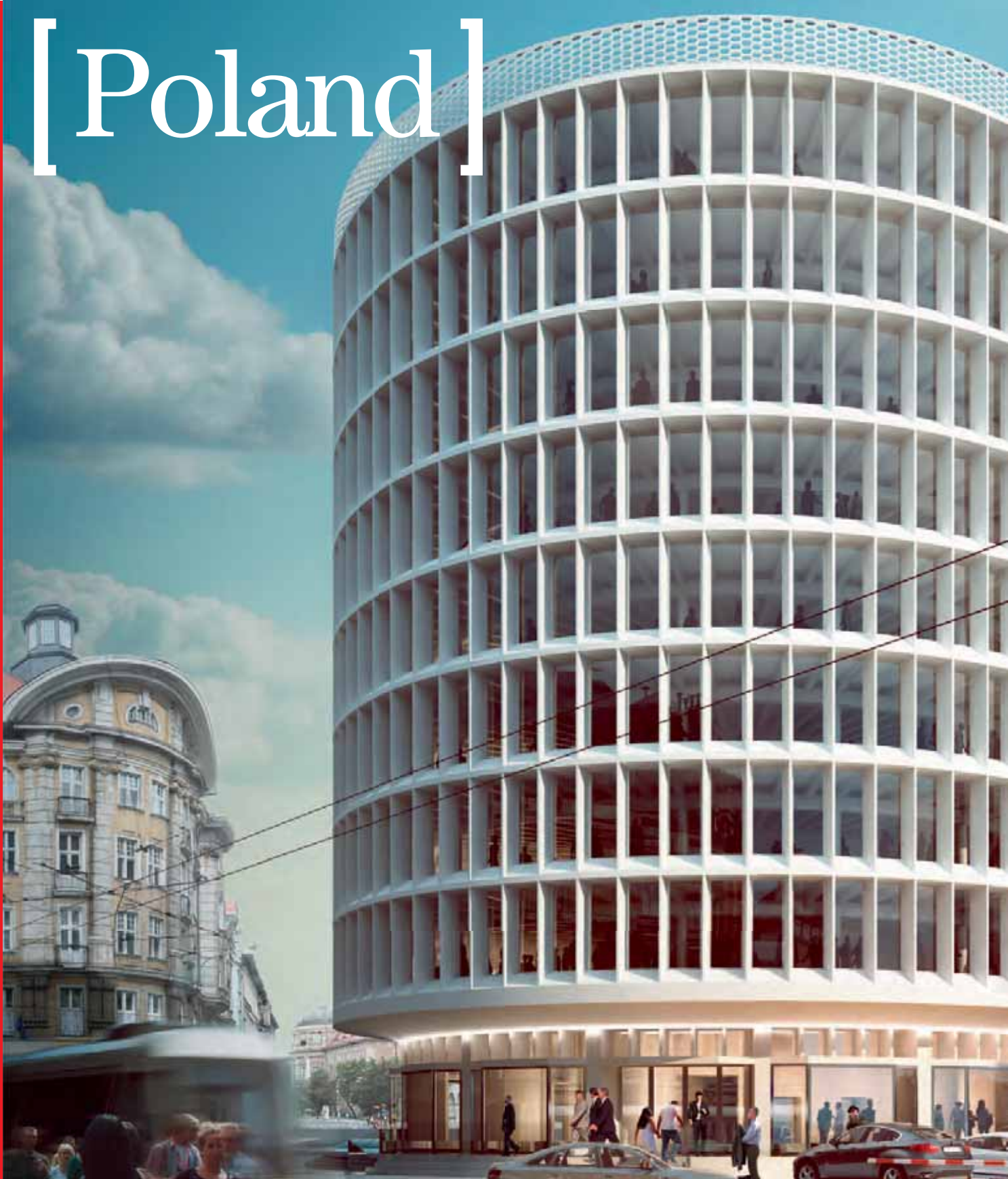
The project (a 50 % partnership), situated at Dommeldange, numbers 170 apartments on which construction started in March 2011. The project is being developed in an ecodistrict with, notably, urban biomass heating, buildings with first-class energy performance (class A on a scale from A to I), double flow ventilation, and stormwater and recharge basins. Green areas have been planned in response to a compensatory impact study and will support the development of biodiversity.

51 apartments were sold in 2011, and 73 in total since the start of the development (joint venture).



Jean-Louis Amandt, IMMOBEL

[Poland]





▲ OKRAGLAK
Poznań – RKW Rhode Kellermann Wawrowsky

[Key events]

Following the creation of a second “home market” in Poland, IMMOBEL set up a new company “IMMOBEL Poland”, to supervise the management of the Polish projects.

IMMOBEL obtained zoning confirmation for its mixed office and commercial project in the heart of Warsaw and is currently preparing an application for urban planning permission.

In February 2011 IMMOBEL acquired two mixed office and commercial projects, one in the heart of Warsaw (approximately 20,000 m²) and the other right in the centre of Poznan (approximately 7,600 m²).

On 10 November 2011, IMMOBEL acquired (in a 50 % partnership) 7 pieces of land in Poland belonging to the Polish company Ruch. Together the plots represent a potential of over 150,000 m² of office/commercial and residential development. This was one of the most important acquisitions on the Polish real estate market in 2011. Five plots are situated in Warsaw (Wronia/Prosta Str., Jana Kazimierza Str., Kierbedzia Str., Krakowska Str., Duracza Str.), one plot is situated at Gdansk (Kopernika Str.) and the last is in Cracow (Pokoju Av.).



ACQUISITIONS

Office projects as well as residential and retail, with a development potential of about 178,000 m².

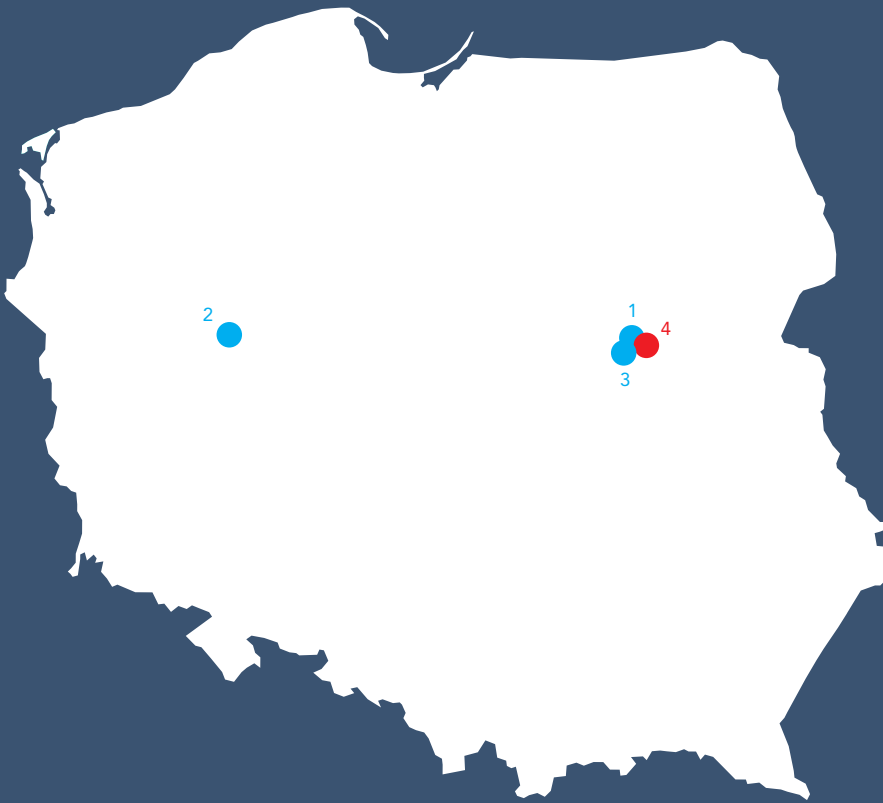


IMMOBEL started major reconstruction/renovation work on its mixed office and commercial project located in the centre of Poznan, having already pre-leased approximately 24 % to reputable tenants.

72,000 m²

(IMMOBEL Group share) to develop

[Polish locations]



Logically, the majority of our Polish projects are located in Warsaw.

OFFICES

Cedet	> Warsaw	1
Okraglak	> Poznan	2
Wronia	> Towarowa - Warsaw	3

RESIDENTIAL

Kierbedzia	> Warsaw	4
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[Offices]

The Warsaw office market saw a record take-up in 2011.

Warsaw

Cedet

In February 2011 IMMOBEL also acquired a landmark building, known by the name of *Cedet* or "Smyk", situated in the heart of Warsaw.

The aim is to redevelop the site with approximately 11,000 m² of offices and 8,000 m² of commercial properties once zoning confirmation has been obtained. An application for a permit is under consideration with a view to work starting in 2013.

Poznan

Okraglak

IMMOBEL acquired an existing building situated in the centre of Poznan in Feb-



"We have re-designed the office building Okraglak, a myth, a legend of Poznan.

It is particularly challenging to preserve the past and implement a new thought."

Wojtek Grabianowski, Architect, Member of the Board – RKW Rhode Kellermann Wawrowsky

ruary 2011. Meanwhile it has started major renovation work on 6,800 m² of offices and 800 m² of commercial space. The BREEAM certification process is underway. 24 % of the building has already been pre-leased to reputable tenants.

Warsaw

Wronia - Towarowa

IMMOBEL acquired (in a 50 % partnership) a site in Warsaw which is ideally situated, where it should be possible to construct 2 office buildings with floor areas of 30,000 m² and 35,000 m². Various preparatory studies are underway.



Patrycja van Triet,
IMMOBEL Poland

[Residential]

Warsaw

Kierbedzia

IMMOBEL acquired (in a 50 % partnership) an existing real estate complex in the centre of Warsaw. The project consists of the demolition of the existing buildings with a view to developing approximately 17,000 m² of apartments there.

[Miscellaneous]

IMMOBEL also acquired (in a 50 % partnership, from the same seller as it did *Wronia - Towarowa* and *Kierbedzia*) 5 other real estate assets. Three are situated in Warsaw, one in Cracow and the last in Gdansk..

Various studies are being carried out. Certain assets could be resold as they were.

IMMOBEL acquired real estate in Cracow, Gdansk, Poznan and Warsaw.



▲ OKRAGLAK
Poznan – RKW Rhode
Kellermann Wawrowsky

[The portfolio in tables]

Offices

Office projects on which construction was started, was ongoing or was completed and/or in the process of being leased/sold in 2011

Country	Project	Location	Participation	Area (m ² above ground)	IMMOBEL's share (m ²)	Disposition date	State of commercialization
Belgium	Belair	Brussels City	40 %	75 000	30 000	December 2013	A lease has been signed with the Belgian Buildings Agency for 65 000 m ² to be used by the Federal Police
Belgium	Forum	Brussels City	100 %	43 053	43 053	Phase 1: Q1 2010 Phase 2: Q2 2013 Phase 3: Q2 2011	Transferred
Belgium	Château-Rempart, Phase 2	Tournai	100 %	5 633	5 633	mid-2012	Transferred
Belgium	South Crystal	Brussels (Saint-Gilles)	20 %	6 427	1 285	Completed	Transferred
Luxembourg	WestSide Village	Capellen	100 %	11 667	11 667	Completed	4 803 m ² leased, rest in progress
Poland	Okraglak	Poznan	100 %	7 600	7 600	Q2 2012	24 % leased

Landbanking

Evolution in land stock

Land stock (in m ²) ¹	2005	2006	2007	2008	2009	2010	2011
Under exploitation	545 887	653 136	573 012	501 953	569 384	581 099	544 161
In reserve	2 557 573	2 294 693	2 267 505	2 392 694	2 436 762	2 315 857	2 511 758
Total at 31 December	3 103 460	2 947 829	2 840 517	2 894 647	3 006 146	2 896 956²	3 055 919³
Net surface area sold	115 596	184 316	132 582	215 824	97 178	253 340	205 603
Number of transactions	222	232	141	150	159	174	168

1. IMMOBEL Group share

2. To be increased with 91 ha acquired under conditions precedent

3. To be increased with 69 ha acquired under conditions precedent

Residential

Main residential and/or commercial properties on which construction was started, continued or completed in 2011

Country	Project	Location	Participation	Units
Belgium	Espace Midi	Brussels (Saint-Gilles)	20 %	22 apartments of which 11 were sold in 2011
Belgium	Jardin des Sittelles - Phase 2	Brussels (Woluwe-Saint-Lambert)	80 %	32 apartments of which 19 were sold in 2011. At the end of the financial year 2 apartments remained to be sold. Reception was taken of the last houses in 2011.
Belgium	Résidence Saint-Hubert	Liège	50 %	25 apartments of which 11 were sold in 2011. At the end of the financial year 6 apartments remained to be sold.
Belgium	Forum	Brussels City	100 %	32 apartments and 3 business premises, 5 apartments were transferred to the Régie Foncière of the City of Brussels
Belgium	South City Hôtel	Brussels (Saint-Gilles)	10 %	Hotel with 142 rooms
Luxembourg	Green Hill	Dommeldange	50 %	170 apartments of which 51 had been sold at 31 December 2011

Main completed residential projects where sales were ongoing in 2011

Country	Project	Location	Participation	Units
Belgium	Jardins de Jette	Brussels (Jette)	50 %	4 units remain to be sold
Belgium	Mercelis	Brussels (Ixelles)	100 %	The last apartment has been sold
Belgium	Vallée du Maelbeek	Brussels City	50 %	66 residential units and 7 business properties. 30 sales were made in 2011
Belgium	Place des Martyrs	Brussels City	100 %	Hotel with 46 rooms

[Directors' report]

[Directors' report]

Ladies and Gentlemen,

We have great pleasure in presenting our report on the activities of the IMMOBEL Group during 2011.

Despite the ongoing difficult economic situation and the fact that the office market in Brussels is generally very unfavourable, IMMOBEL ended 2011 with an operating income of 22.6 MEUR, well up on 2010 (13.2 MEUR).

This income generated a net consolidated profit of 16.2 MEUR, up 53 % compared to 2010 (10.6 MEUR).

I. Business development (art. 96 § 1, 1° and 119, 1° Company Code)

IMMOBEL Group business

Sales for the year ended came to 79.22 MEUR compared to 81.85 MEUR in 2010.

82 % of sales came from the residential and landbanking activities, which were both marked by a good level of unit sales, and by the transfer of several plots of land in their original state.

Throughout 2011, IMMOBEL pursued its development plan in its various spheres of activity, offices, residential, landbanking and, depending on the opportunities, retail, in the three countries where it is now active, Belgium, the Grand Duchy of Luxembourg and Poland. It has therefore made several important acquisitions, sales and leases, in accordance with its objectives, as described below.

a) Belgium

• Acquisitions

- **Residential:** IMMOBEL acquired the *Papeblok* site in Tervuren, in the Flemish Region, with the intention of building and/or renovating 4 residen-

tial buildings there and developing about 60 apartments, for which an application for urban planning permission has already been submitted.

- **Landbanking:** Important acquisitions of over 42.8 ha of urban development zone have been made, as well as acquisitions under conditions precedent, partnership agreements or options involving about 8 ha.

• Sales and deliveries

- Offices:

- In particular, IMMOBEL sold the office blocks from the following projects:
 - *Grand' Poste* in Verviers
 - *Boulevard Tirou* in Charleroi
 - *Boulevard Melot* in Namur
 - *South Crystal* (20 % participation), near the Gare du Midi in Brussels.

- At the end of May the Group also delivered phase 3 of the *Forum* (in Brussels) project to the Chamber of Representatives, on schedule and in accordance with the contract, the pre-sale agreement having been signed in late 2009.

- Residential:

- In particular IMMOBEL sold nearly 80 apartments from the following projects: *Crespel* (50 % participation), *Espace Midi - Rue de Russie* (20 % participation), *Jardins de Jette* (50 % participation), *Jardin des Sittelles*, *Mercelis*, *Vallée du Maelbeek* (50 % participation) and *Rue Godecharle*, (50 % participation), all of which are in Brussels as well as *Résidence Saint-Hubert* (50 % participation) in Liège.

- IMMOBEL also sold the company that owns the land situated at *Avenue de l'Observatoire* in Liège; a piece of land measuring 5.97 ha situated

in Brussels (Haren) to the Régie des Bâtiments in the framework of the project for the new Brussels prison, as well as a building on the *Boulevard Melot* in Namur.

- Landbanking:

- The Group sold a commercial building in Wavre, where *Decathlon* has opened a 4,400 m² retail space.
- Land sales counted for 168 transactions during 2011 and amounted to 20.56 ha net (IMMOBEL Group share) concerning the landbanking, a considerable increase compared to 2010. Expertises and mandates were also carried out on behalf of third parties.

• Leasing

- **Offices:** IMMOBEL signed a lease for 65,000 m² with the Régie des Bâtiments (Public Buildings Administration) for use by the Federal Police, in phases D and F of the *Belair* project (40 % participation), following a decision of the Council of Ministers in December 2010.

• Permits and work

During 2011, IMMOBEL obtained:

- the permits for the *Black Pearl* (an office building of 11,000 m² situated in the middle of the Leopold district in Brussels).
- 9 subdivision planning permits for various landbanking projects totalling over 16 ha and representing 177 plots.
- the permit for the *Hôtel Trianon* (50 % participation) in Liège.
- the permits for an apartment building in Etterbeek (33.33 % participation), *Rue Père Eudore Devroye*.

It also submitted applications for urban planning permits for the *Papeblok* project in Tervuren, *Charmeriaie* in Uccle, *Jardin des Sittelles* (last phase) in Woluwe-Saint-Lambert, as well as various subdivision permits.

- The appeals for suspension and annulment of permits lodged by the inhabitants of the *Bella Vita* project in Waterloo were either rejected by the Council of State or were the subject of an agreement with the local residents.

- Following the lease of 65,000 m² of the *Belair* project, renovation/reconstruction work started on this major office and residential project.

Following the transfers and leases cited below, sales for the "offices" activity in Belgium reached 11.31 MEUR for the past fiscal year compared to 58.64 MEUR in 2010. The operating income came to -1.19 MEUR in 2011 compared to 11.05 MEUR in 2010.

As far as the "residential" activity is concerned, sales for the activity reached 35.19 MEUR in Belgium for the past fiscal year as opposed to 12.03 MEUR in 2010.

The operating income generated was 11.25 MEUR in 2011 compared to 0.38 MEUR in 2010.

Sales for the "landbanking" activity in Belgium came to 25.70 MEUR for the past fiscal year compared to 11.15 MEUR in 2010.

Operating income generated was 11.12 MEUR as against 1.88 MEUR in 2010.

b) Grand Duchy of Luxembourg

• **Sales - Residential:** IMMOBEL sold 73 apartments in the *Green Hill*

project (participation 50 %) in total, of which 51 in 2011.

• **Leases - Offices:** Fujitsu Technology Solutions signed a lease for 1,229 m² of offices in the *WestSide Village* project.

Sales figures for the "offices" activity in the Grand Duchy of Luxembourg came to 0.88 MEUR for the past fiscal year (compared to 0 in 2010) and the operating income generated was 0.49 MEUR in 2011.

As far as "residential" is concerned, sales figures for the Grand Duchy of Luxembourg came to 4.03 MEUR for the past fiscal year (compared to 0 in 2010) and the operating income generated was 0.77 MEUR in 2011.

c) Poland

• **Acquisitions**

IMMOBEL acquired two mixed offices and commercial projects for development, one in the centre of Warsaw (approximately 20,000 m²) and the other right in the centre of Poznan (close to 7,600 m²).

IMMOBEL has also acquired, in a 50 % partnership, 7 pieces of land in Poland. These plots represent a potential development of over 150,000 m² of offices/commercial and residential. Five of these lots are situated in Warsaw (Wronia/Prosta Str., Jana Kazimierza Str., Kierbedzia Str., Krakowska Str., Duracza Str.), one lot is in Gdansk (Kopernika Str.) and the last is in Cracow (Pokoju Av.).

• **Leases**

In the project *Okraglak*, which is situated in Poznan and has been under renovation since March 2011, three leases were entered into during the financial year under review; Nordea

Bank, Kredyt Bank and Open Finance have rented approximately 1,800 m² or nearly 24 % of the surface area available in this project.

The "offices" activity in Poland made sales of 2.11 MEUR in Poland during the past fiscal year (0 in 2010). This revenue came from rents received for the *Cedet* building (Warsaw) which is still partially occupied and operating income came to 0.15 MEUR in 2011.

Comments on the Annual Accounts

1. Consolidated accounts

INCOME STATEMENT

(MEUR)	31-12-2010	31-12-2011
Operating income	13.22	22.59
Financial result	-4.88	-5.42
Shares in the income of entities accounted for by the equity method	2.86	0.30
Result before tax	11.20	17.47
Taxes	-0.67	-1.30
Income from ongoing business	10.53	16.17
Income for the year	10.53	16.17
Group share of income	10.55	16.18

BALANCE SHEET

(MEUR)	31-12-2010	31-12-2011
Inventories	240.8	327.9
Participations	7.8	1.3
Trade receivables & other assets	20.7	30.6
Cash	34.2	47.0
Total assets	303.5	406.8
Equity	172.1	182.8
Provisions	5.7	4.8
Long-term financial liabilities	65.6	109.3
Short-term financial liabilities	22.5	74.3
Accounts payable to suppliers and others	37.6	35.6
Total liabilities	303.5	406.8

2. IMMOBEL SA company results

Income statement

The operating profit amounts to 8.75 MEUR for the past financial year compared to -4.86 MEUR for the year closed at 31 December 2010.

The financial result amounts to 6.96 MEUR as opposed to 3.44 MEUR in 2010. The increase in the financial result comes from the growth in dividends received from subsidiaries.

The exceptional result, affected by adjustments in the value of financial participations, amounts to 3.21 MEUR.

IMMOBEL's financial year ended with a net profit of 18.92 MEUR, compared to a net loss of 5.35 MEUR at 31 December 2010.

The Balance sheet

The Balance sheet total amounts to 313.66 MEUR compared to 215.96 MEUR for the financial year closed at 31 December 2010.

On 31 December 2011 equity came to 183.65 MEUR. In 2010 it was 171.94 MEUR.

Allocation of results

The profit to be allocated, taking into account the amount carried forward from the previous year, amounts to 120.48 MEUR.

The Board of Directors proposes to the Ordinary General Meeting of 24 May 2012 to distribute a gross dividend in respect of the 2011 financial year of 1.75 EUR per share.

The profit will therefore be allocated as follows:

- Dividend for the year: 7.21 MEUR
- Profit carried forward: 113.27 MEUR

The dividend will be made available for payment on 1 June 2012 upon presentation of coupon n° 23.

Main risks and uncertainties

The IMMOBEL Group faces the risks and uncertainties inherent to the property development sector as well as those associated with the economic situation and the financial world. Without the list being exhaustive, we would like to mention the following in particular:

Market risk

Changes in general economic conditions in the markets in which IMMOBEL's properties are located can adversely affect the value of IMMOBEL's property development portfolio, as well as its development policy and, consequently, its growth prospects.

IMMOBEL is exposed to the national and international economic conditions and other events and occurrences that affect the markets in which IMMOBEL's property development portfolio is located: the office property market in Belgium (mainly in Brussels), Luxembourg and Poland; and the residential (apartments and plots) property market (Belgium, Luxembourg and Poland).

This diversification of both business and countries means it can target different clients, economic cycles and sales volumes.

Changes in the principal macroeconomic indicators, a general economic slowdown in Belgium or one or more of IMMOBEL's other markets, or on a global scale, could result in a fall in demand for office buildings or residential property or building plots, higher vacancy rates and higher risk of default of service providers, building contractors, tenants and other counterparties, any of which could materially adversely affect IMMO-

BEL's value of its property portfolio, and, consequently, its development prospects.

IMMOBEL has spread its portfolio of projects under development or earmarked for development so as to limit the impact of any deterioration in the real estate market by spreading the projects in terms of time and nature.

Operational risk

IMMOBEL may not be able to dispose of some or all of its real estate projects.

IMMOBEL's revenues are determined by disposals of real estate projects. Hence, the results of IMMOBEL can fluctuate significantly from year to year depending on the number of projects that can be put up for sale and can be sold in a given year.

Furthermore, it cannot be guaranteed that IMMOBEL will find a buyer for the transfer of its assets or that the transfer price of the assets will reach a given level. IMMOBEL's inability to conclude sales can give rise to significant fluctuations of the results.

The policy of diversification implemented by IMMOBEL for the last 5 years has allowed it to reduce its concentration on and therefore its exposure to offices in Brussels with an increased portfolio of residential and landbanking projects, which should give it a revenue base and regular cash flows.

The development strategy adopted by IMMOBEL may prove to be inappropriate.

When considering property development investments, IMMOBEL makes certain estimates as to economic, market and other conditions, including estimates relating to the value or potential value of a property and the potential

return on investment. These estimates may prove to differ from reality, rendering IMMOBEL's strategy inappropriate with consequent negative effects for IMMOBEL's business, results of operations, financial condition and prospects.

IMMOBEL takes a prudent approach to the acquisition and development of new projects and applies precise selection criteria. Each investment follows a clear and strict approval process.

IMMOBEL may face a higher risk due to the expansion of its operations into Poland.

In 2011 IMMOBEL acquired 9 offices/residential/commercial projects in Poland, which are either under development or will be developed, thereby confirming its strategy to further expand in Central Europe and, in particular, in Poland.

Although IMMOBEL has carried out development projects in Poland in the past, it has a more limited experience in managing projects outside of the Belux market and has a more restricted knowledge of the market and regulatory situation and requirements in this new market.

That is the reason why IMMOBEL does not launch itself on a new market until it can count on the expertise and network of a local partner on the spot, who can help it limit the risks linked to the new market.

IMMOBEL's development projects may experience delays and other difficulties.

Before acquiring a new project, IMMOBEL carries out feasibility studies with regard to urban planning, technology, the environment and finance, usually with the help of specialised consultants. Nevertheless these projects are always subject to a variety of risks, each

of which could cause late delivery of a project and consequently increase the length of time before it can be sold, engender a budget overrun or cause the loss or decrease of expected income from a project or even, in some cases, its actual termination.

Risks involved in these activities include but are not limited to: (i) delays resulting from amongst other things adverse weather conditions, work disputes, construction process, insolvency of construction contractors, shortages of equipment or construction materials, accidents or unforeseen technical difficulties; (ii) difficulty in acquiring occupancy permits or other approvals required to complete the project; (iii) a refusal by the planning authorities in the countries in which IMMOBEL operates to approve development plans; (iv) demands of planning authorities to modify existing plans; (v) intervention by pressure groups during public consultation procedures or other circumstances; and (vi) upon completion of the development project, occupancy rates, actual income from sale of properties or fair value being lower than forecasted.

Taking into account these risks, IMMOBEL cannot be sure that all its development projects (i) can be completed in the expected timeframe, (ii) can be completed within the expected budgets or (iii) can even be completed at all. It is in the framework of controlling this risk and others that IMMOBEL has increased the diversification of its business/countries/clients, which allows it to reduce its concentration on any particular project or another.

Furthermore IMMOBEL has some projects where an asset under development is pre-leased or pre-sold to a third party and where IMMOBEL could incur substan-

tial liabilities if and when such projects are not completed within the pre-agreed timeline.

IMMOBEL may be liable for environmental issues regarding its property development portfolio.

IMMOBEL's operations and property development portfolio are subject to various laws and regulations in the countries in which it operates concerning the protection of the environment, including but not limited to regulation of air, soil and water quality, controls of hazardous or toxic substances and guidelines regarding health and safety.

Such laws and regulations may also require IMMOBEL to obtain certain permits or licenses, which it may not be able to obtain in a timely manner or at all. IMMOBEL may be required to pay for clean-up costs (and in specific circumstances, for aftercare costs) for any contaminated property it currently owns or may have owned in the past.

As a property developer, IMMOBEL may also incur fines or other penalties for any lack of environmental compliance and may be liable for remedial costs. In addition, contaminated properties may experience decreases in value.

IMMOBEL may lose key management and personnel or fail to attract and retain skilled personnel.

Loss of its managerial staff and other key personnel or the failure to attract and retain skilled personnel could hamper IMMOBEL's ability to successfully execute its business strategies.

IMMOBEL believes that its performance, success and ability to fulfil its strategic objectives depend on retaining its current executives and members of its managerial staff who are experienced in the markets and business in which IMMO-

BEL operates. IMMOBEL might find it difficult to recruit suitable employees, both for expanding its operations and for replacing employees who may resign, or recruiting such suitable employees may entail substantial costs both in terms of salaries and other incentive schemes. The unexpected loss of the services of one or more of these key individuals and any negative market or industry perception arising from such loss could have a material adverse effect on IMMOBEL's business, results of operations, financial condition and prospects.

The conduct of its management teams, in Belgium, Luxembourg and in Poland, is therefore monitored regularly by the CEO and the Remuneration & Appointments Committee, one of the organs of the Board of Directors.

IMMOBEL is subject to the risk of litigation, including potential warranty claims relating to the lease, development or sale of real estate.

In the normal course of IMMOBEL's business, legal actions, claims against and by IMMOBEL and its subsidiaries and arbitration proceedings involving IMMOBEL and its subsidiaries may arise. IMMOBEL may be subject to other litigation initiated by sellers or purchasers of properties, tenants, contractors and subcontractors, current or former employees or other third parties.

In particular, IMMOBEL may be subject to warranty claims due to defects in quality or title relating to the leasing and sale of its properties. This liability may apply to defects in properties that were unknown to IMMOBEL but could have, or should have, been revealed.

IMMOBEL may also be subject to claims by purchasers of its properties as a result of representations and warranties

about those properties given by IMMOBEL at the time of disposal.

IMMOBEL makes sure to control these risks with a systematic policy of taking out adequate insurance cover.

IMMOBEL is exposed to risk in terms of liquidity and financing.

IMMOBEL is exposed to risk in terms of liquidity and financing which might result from a lack of funds in the event of non-renewal or cancellation of its existing financing contracts or its inability to attract new financing.

IMMOBEL does not initiate the development of a project unless financing for it is assured by both internal and external sources for the estimated duration of its development.

IMMOBEL gets its financing from several first-rate Belgian banking partners with which it has maintained longstanding good relations and mutual trust. During 2011, IMMOBEL renewed or negotiated credit lines for 288 MEUR (100 % participation) either alone or with partners, and raised 30 MEUR with a bond issue in mid-December 2011 in the form of a private placement.

IMMOBEL is exposed to risk linked to the interest rate which could materially impact its financial results.

Given its current and future indebtedness, IMMOBEL is affected by a short or long-term change in interest rates, by the credit margins taken by the banks and by the other financing conditions. With the exception of the bond issue at the end of 2011, which is at a fixed rate, IMMOBEL's financing is mainly provided on the basis of short-term interest rates (based on Euribor rates for 1 to 12 months). In the context of a global programme of risk management coverage, IMMOBEL has set up a

"hedging" policy aimed to provide adequate cover against the risk of interest rates on its debt with financial instruments.

Feasibility studies for each project are based on the predictions for long-term rates.

IMMOBEL is exposed to a currency exchange risk which could materially impact its results and financial position.

Following its entering in the Polish market, IMMOBEL is subject to currency exchange risks. There is the foreign currency transaction risk and the foreign currency translation risk.

IMMOBEL also makes sure whenever possible to carry out all of its operations outside the Eurozone in EUR, by having purchase, lease and sales contracts drawn up for the most part in EUR.

IMMOBEL is subject to regulatory risk.

Any development project depends on obtaining urban planning, subdivision, urban development, building and environmental permits. A delay in granting them or failure to grant them could impact on IMMOBEL's activities.

Furthermore, IMMOBEL has to respect various urban planning regulations. Local authorities or public administrations might embark on a revision and/or modification of these regulations, which could have a material impact on IMMOBEL's activities.

IMMOBEL is exposed to counterparty risk.

IMMOBEL has contractual relations with multiple parties, such as partners, investors, tenants, contractors, financial institutions, architects. The inability of such counterparty to live up to their contractual obligations could have an impact

on IMMOBEL's operational and financial position. IMMOBEL pays great attention, through appropriate studies, to the choice of its counterparties.

Changes in direct or indirect taxation rules could impact the financial position of IMMOBEL.

IMMOBEL is active in Belgium, Luxembourg and Poland. Changes in direct or indirect fiscal legislation in any of these could impact IMMOBEL's financial position.

II. Important events that took place after the end of the year (art. 96 § 1, 2° and 119, 2° Companies Code)

The Company has issued an extra tranche of bonds to the value of 10 MEUR on 13 February 2012 in addition to the obligatory 30 MEUR on 15 December 2011, under the same conditions and with the same maturity date (21 December 2016).

To the Directors' knowledge there were no other important events after the closure of the financial year.

III. Circumstances likely to have a significant influence on the development of the group (art. 96 § 1, 3° and 119, 3° Companies Code)

To the Directors' knowledge, there should not be any circumstances likely to have any significant influence on the development of the Group.

IV. Activities in terms of research & development (art. 96 § 1, 4° and 119, 4° Companies Code)

In as much as it is necessary the Board of Directors reiterates that, given the

nature of its business, the Group did not engage in any research and development activities during the year which has just ended.

V. Use of financial instruments (art. 96 § 1, 8° and art. 119, 5° Companies Code)

The Board of Directors confirms that IMMOBEL used financial instruments intended to cover any rise in interest rates. The market value of these financial instruments was -1.81 MEUR at 31 December 2011.

VI. Evidence of the independence and competence of at least one member of the Audit & Finance Committee (art. 96 § 1, 9° and 119, 6° Companies Code)

As proposed by the Board of Directors, the Shareholders appointed as Directors Mr Wilfried Verstraete (during the Extraordinary General Meeting on 29 August 2007) and ARSEMA sprl, represented by Mr Didier Bellens, (during the Ordinary General Meeting on 28 May 2009). These Directors meet all of the criteria of independence in Articles 524 and 526ter of the Companies Code and sit on the Board of Directors and the Audit & Finance Committee of IMMOBEL as independent Directors. These Directors hold university degrees in Economics and Business Administration (MBA) and have held or continue to hold the roles of Chief Executive Officer in international groups.

Mr Maciej Drozd, the present CFO of Eastbridge Group, also has the necessary expertise in accounting and audit.

VII. Additional information

In as far as it is necessary, the Board of Directors reiterates:

- that IMMOBEL has not set up any branches (art. 96 § 1, 5° Companies Code, and
- that, given the results of the Company, there has been no reason to justify the application of continuity accounting rules (art. 96 § 1, 6° Companies Code).

Regarding the information to be inserted pursuant to art. 96 § 1, 7° of the Companies Code the Board of Directors reports:

- that no capital was raised that needs to be reported pursuant to article 608 of the Companies Code during the past year,
- that neither IMMOBEL, nor any direct subsidiary, nor any other person acting in his own name but on behalf of IMMOBEL or a direct subsidiary has bought or sold shares in IMMOBEL (art. 624 Companies Code).

VIII. Information to be inserted pursuant to articles 523 and 524 of the Companies Code

The Board of Directors reports that it has used the procedure provided for in articles 523 and 524 of the Companies Code while decisions were being taken regarding the possible takeover by IMMOBEL Poland of some twenty people currently employed by Centrum Development and Investments Polska (hereafter CDI Polska). CDI Polska is linked to IMMOBEL Poland through the Reference shareholder of the IMMOBEL Group Crésida Investment, a company under Luxembourg law.

The Committee of Independent Directors gave its advice on the proposed takeover of part of team of CDI Polska Sp. z o.o. by IMMOBEL Poland Sp. z o.o. (cfr. *Appendix 1*) on 2 December 2011.

Based on this report by the Committee of Independent Directors and the report by the Auditor, Jean-François Cats, who assisted the Committee of Independent Directors in assessing the possible financial consequences of the operation envisaged, both for IMMOBEL Poland, a company under Polish law, and for the IMMOBEL Group, the Board of Directors decided to approve the operation in question on 14 December. It mandated Baron Buysse and/or Gaëtan Piret, acting together or separately, to carry out and finalise the negotiations with CDI Polska, and to sign the various documents required.

The Auditor made an assessment as to the accuracy of the data in the Committee's advice and in the minutes of the Board of Directors (cfr. *Appendix 2*).

IX. Corporate Governance Statement (art. 96 § 2 Companies Code), including the Remuneration Report (art. 96 § 3 Companies Code) and the description of the internal control systems and risk management (art. 119, 7° Companies Code)

The Corporate Governance Statement is part of this Director's report (cfr. page 10 of the Annual Report).

X. Takeover bid

Pursuant to article 34 of the Royal Decree of 14 November 2007 concerning the obligations of issuers of financial instruments admitted for trading on a regulated market, IMMOBEL states that:

- 1° the capital stock is 60,302,107.83 EUR represented by 4,121,934 shares, without any mention of par value, each representing an equal share of

the capital stock (art. 4 of the Articles of Association).

2° the Board of Directors is authorised to increase the Company's capital by a maximum of 50,000,000 EUR (art. 13 of the Articles of Association), bearing in mind that the exercise of this power is limited in the case of a takeover bid by article 607 of the Companies Code.

3° the Board of Directors was specially authorised for a term of 3 years dating from the Extraordinary General Meeting of 13 April 2011, to purchase or dispose of shares in the company when this purchase or disposal is necessary to prevent any serious imminent harm (art. 14 of the Articles of Association);

- concerning the nomination and replacement of the Members of the Board of Directors, the Articles of Association specify that the Board of Directors should be composed of at least 5 Members, appointed by the Ordinary General Meeting at the proposal of the Remuneration & Appointments Committee for a maximum of 4 years,

- for the modification of the Articles of Association there are no regulations other than those established by the Companies Code.

XI. Management of the Company – Executive Committee

• During the Ordinary General Meeting on 24 May 2012, you will be able to express your opinion on the election of Mr **Dany DWEK** as a Director of the Company for a period of 4 years, i.e. until the Ordinary General Meeting to be held in 2016.

Furthermore, during this same General Meeting there will be a proposal to renew the Directorship of **Baron BUYSSE** for a period of 4 years, which will expire during the Ordinary General Meeting to be held in 2016.

• During the Meeting of the Board of Directors held today, Mr **Laurent WASTEELS** was appointed as a new Member of the Investment & Asset Management Committee.

• During the Board Meeting held on 14 December 2011, Mr **Bartłomiej HOFMAN** was asked to sit as a new Member on the Executive Committee.

•••

We therefore ask you to approve the terms of this report and grant discharge to the Members of the Board and the Auditor.

•••

Agreed at the Meeting of the Board of Directors on 15 March 2012

Baron BUYSSE
Chairman of the Board

GAËTAN PIRET sprl
Managing Director

Appendix 1

[Committee of Independent Directors]

Report to the Board of Directors of 14 December 2011 Advice on the envisaged takeover of part of the management team of CDI Polska Sp. z o.o.

Brussels, 2 December 2011

In conformity with the procedure provided for in article 524 of the Companies Code, we have analysed the operation envisaged. In the context of the strategy approved by the Board of Directors and, in particular, the evolution of the Group's development business, geographic diversification and the strengthening of IMMOBEL's activities in Poland, IMMOBEL SA has examined the possibility of taking over part of the management team of Centrum Development and Investment Polska Sp. z o.o. (hereafter CDI Polska), which is linked to IMMOBEL Poland Sp. z o.o. via the Reference shareholder of the IMMOBEL Group, Cresida Investment S.à r.l., a company registered under Luxembourg law.

The operation envisaged relates to the continuity of the projects acquired in 2011 by the IMMOBEL Group in Poland via its subsidiary IMMOBEL Poland, more specifically:

- on 2 February 2011, the acquisition of two important development projects consisting mainly of offices/retail,
- on 10 November 2011, IMMOBEL and Griffin Group acquired, in partnership, 7 plots in Poland belonging to Ruch S.A. These plots offer a development potential of over 150,000 m² of offices/commercial and residential.

In total then, at the moment, there are 9 projects, including several large-scale ones, which are or could be developed at various levels in Poland.

At the moment of reporting, IMMOBEL Poland employs two people: Mr Bartłomiej Hofman (half-time) and Ms Patricia van Triet and relies on the services of CDI Polska and its team to see through the development of the projects.

The operation envisaged would therefore consist of taking on about twenty people currently employed by CDI Polska, which would provide IMMOBEL Poland, and the Group, with a coherent team of familiar people on the spot, thereby assuring its current and future position in the local market and, in particular, its ability to develop the projects acquired by the Group, which would not be possible with the present team.

The Committee of Independent Directors has called on Jean-François Cats, an auditor associated with RSM InterAudit to help us assess the possible financial consequences of the operation envisaged, both for IMMOBEL Poland Sp. z o.o., a company registered under Polish law, and for the IMMOBEL Group.

•••

From a financial point of view, the cost per annum of taking on the personnel has been estimated by the management at around 1,500,000 EUR.

In order to limit the annual impact this personnel cost implies for IMMOBEL Poland, we propose simultaneously concluding a project management contract with CDI Polska, for the period 2012-2014, for the provision of services to be supplied in the context of the development of certain CDI Polska real estate projects.

This contract will guarantee IMMOBEL Poland a level of minimum income that will partially cover the personnel costs as well as the structural costs linked to the number of people employed.

The financial consequences for the Company are additional personnel costs per annum estimated at around 1,500,000 EUR the impact of which on IMMOBEL will be limited by a provision of services contract.

The advantage of the operation envisaged will be the state of progress and smooth running of the (re)development projects.

•••

The Committee of Independent Directors considers that the operation envisaged is not of a nature likely to cause obvious serious damage to the Company in the light of the policy pursued by the Company.

Laurent Wasteels
Director

Luc Luyten
Director

ARSEMA sprl
Director
(represented by Didier Bellens)

Baron Buysse
Chairman of
the Board of Directors

Appendix 2

[Assessment of the statutory auditor]

in accordance with article 524 of the Companies Code Decision of the board of directors dated 9 December 2010

To the board of directors

In the context of the contemplated transaction between Immobil Poland Sp. Z.o.o, a 100% indirect subsidiary of Compagnie Immobilière de Belgique SA (the "Company" or "Immobel") and Centrum Development and Investments Polska Sp. Z.o.o., a related party entity of the Luxemburg company Cresida Investment Sàrl, reference shareholder of Immobil, our assessment is required in accordance with the requirements of article 524 of the Companies Code with respect to the faithfulness of the data included in the opinion dated 2 December 2011 of the committee of the independent directors, and in the minutes of the meeting of the board of directors held on 14 December 2011. This assessment will be attached to the minutes of the board of directors and will be included in the directors' report.

The proposed transaction aims at taking over part of the management team of CDI Polska by Immobil Poland Sp. Z.o.o.

In the frame of our mission, we have performed the following procedures:

- a) we have obtained the report dated 2 December 2011 of the committee of independent directors and have compared the financial data included in this report with the report issued on 30 November 2011 by the independent expert Jean-François Cats (RSM InterAudit);
- b) we have obtained the minutes of the meeting of the board of directors held on 14 December 2011 and have compared the conclusion with the conclusion of the committee of the independent directors.

Based on our procedures, our findings are as follows:

- with respect to item a) here above, we have found that the financial data included in the report of the committee of the independent directors dated 2 December 2011 correspond to the report issued on 30 November 2011 by the independent expert Jean-François Cats;
- with respect to item b) here above, we have found that the conclusion included in the minutes of the meeting of the board of directors held on 14 December 2011 corresponds to the conclusion of the committee of the independent directors; and therefore that
- the financial data included in the report of the committee of the independent directors and in the minutes of the meeting of the board of directors are faithful. This does not entail that we have assessed the value of the transaction nor the opportunity of the opinion of the committee of the independent directors or of the decision of the board of directors.

Our report can only be used in the frame of the above described transaction and cannot be used for other purposes. This report relates only to the financial data mentioned here above, excluding any other data whatever its nature.

Diegem, 7 March 2012

The statutory auditor



DELOITTE Bedrijfsrevisoren / Réviseurs d'Entreprises
 BV o.v.v.e. CVBA / SC s.f.d. SCRL
 Represented by Laurent Boxus

Deloitte Bedrijfsrevisoren / Réviseurs d'Entreprises
 Burgerlijke vennootschap onder de vorm van een coöperatieve vennootschap met beperkte aansprakelijkheid /
 Société civile sous forme d'une société coopérative à responsabilité limitée
 Registered Office: Berkenlaan 8b, B-1831 Diegem
 VAT BE 0429.053.863 - RPR Brussel/RPM Bruxelles - IBAN BE 17 2300 0465 6121 - BIC GEBABEBB

Member of Deloitte Touche Tohmatsu Limited

[Consolidated accounts
and condensed
Company accounts]

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[Consolidated accounts (in thousands of EUR)]

Consolidated income statement

	NOTES	31-12-2011	31-12-2010
OPERATING INCOME		81 146	85 616
Turnover	2	79 223	81 850
Other operating income	3	1 923	3 766
OPERATING EXPENSES		-58 556	-72 399
Cost of sales	4	-42 479	-56 749
Personnel expenses	5	-7 097	-6 363
Amortisation, depreciation and impairment of assets (including reversals)	6	614	-349
Change in the fair value of investment property	13	6	309
Other operating expenses	7	-9 600	-9 247
OPERATING RESULT		22 590	13 217
Interest income		284	423
Interest expense		-5 221	-4 771
Other financial income		14	22
Other financial expenses		-501	-554
FINANCIAL RESULT	8	-5 424	-4 880
Share in the result of investments in associates	9	305	2 859
RESULT FROM CONTINUING OPERATIONS BEFORE TAXES		17 471	11 196
Income taxes	10	-1 297	-670
RESULT FROM CONTINUING OPERATIONS		16 174	10 526
RESULT FOR THE YEAR		16 174	10 526
Share of non-controlling interests		-10	-24
SHARE OF IMMOBEL		16 184	10 550
BASIC EARNINGS AND DILUTED EARNINGS PER SHARE (IN EUR)	11		
- Result of the continuing operations/Result of the year		3.93	2.56

Consolidated statement of comprehensive income

	NOTES	31-12-2011	31-12-2010
Result for the year		16 174	10 526
Other comprehensive income			
Cash flow hedges	20	-	1 114
Currency translation		-418	-
Actuarial gains and losses (-) on defined-benefit plans	22	59	53
Other comprehensive income		-359	1 167
TOTAL COMPREHENSIVE INCOME FOR THE YEAR		15 815	11 693
Share of non-controlling interests		-10	-24
SHARE OF IMMOBEL		15 825	11 717

Consolidated statement of financial position

ASSETS	NOTES	31-12-2011	31-12-2010
NON-CURRENT ASSETS		5 844	11 415
Intangible assets		47	12
Property, plant and equipment	12	1 214	1 278
Investment property	13	2 286	2 280
Investments in associates	14	1 254	7 445
Participating interests available for sale	15	77	77
Deferred tax assets	16	717	74
Other non-current assets		249	249
CURRENT ASSETS		400 954	292 093
Inventories	17	327 863	240 769
Trade receivables	18	10 956	9 881
Tax receivables		5	546
Other current assets	19	15 166	6 358
Cash and cash equivalents	20	46 964	34 239
Non current assets classified as held for sale		-	300
TOTAL ASSETS		406 798	303 508
EQUITY AND LIABILITIES	NOTES	31-12-2011	31-12-2010
TOTAL EQUITY	21	182 792	172 129
EQUITY SHARE OF IMMOBEL		182 825	172 152
Share capital		60 302	60 302
Retained earnings		122 517	111 485
Reserves		6	365
NON-CONTROLLING INTERESTS		-33	-23
NON-CURRENT LIABILITIES		112 644	71 949
Employee benefit obligations	22	299	346
Provisions	23	2 997	3 003
Deferred tax liabilities	17	-	335
Financial debts	20	109 348	65 640
Trade payables	24	-	2 625
CURRENT LIABILITIES		111 362	59 430
Provisions	23	1 479	2 357
Financial debts	20	74 330	22 540
Trade payables	24	20 883	13 342
Tax liabilities		1 476	232
Derivative financial instruments	20	1 807	1 824
Other current liabilities	25	11 387	19 135
TOTAL EQUITY AND LIABILITIES		406 798	303 508

Consolidated cash flow statement

	NOTES	31-12-2011	31-12-2010
Operating result		22 590	13 217
Amortisation, depreciation and impairment of assets		-614	349
Change in the fair value of investment property		-6	-309
Change in provisions		-872	-2 202
Disposal of participating interests		59	-49
CASH FLOW FROM OPERATIONS BEFORE CHANGES OF WORKING CAPITAL, PAID INTERESTS AND PAID TAXES		21 157	11 006
Change in working capital	26	-89 935	-16 474
CASH FLOW FROM OPERATIONS BEFORE PAID INTERESTS AND PAID TAXES		-68 778	-5 468
Paid interests		-4 997	-4 652
Paid income taxes		-490	-134
CASH FROM OPERATING ACTIVITIES		-74 265	-10 254
Disposal of investments		241	228
Repayment of capital and dividends collected from associates	14, 27	6 509	4 443
Acquisitions of tangible assets		-144	-111
Disposals of tangible assets		-	10
Change in investments available for sale and other non-current assets		-	30
CASH FROM INVESTING ACTIVITIES		6 606	4 600
Increase in financial debts	20	90 922	15 300
Repayment of financial debts	20	-5 424	-35 098
Interest received		284	423
Other financing cash flows		-246	-224
Gross dividend paid		-5 152	-8 244
CASH FROM FINANCING ACTIVITIES		80 384	-27 843
NET INCREASE OR DECREASE (-) IN CASH AND CASH EQUIVALENTS		12 725	-33 497
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR	20	34 239	67 736
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	20	46 964	34 239

Acquisitions of projects, either directly or indirectly through the acquisition of project company, are not considered as investing activities and are directly included in the cash flows from the operating activities.

Consolidated statement of changes in equity

	CAPITAL	RETAINED EARNINGS	RESERVE FOR CASH FLOW HEDGES	CURRENCY TRANSLATION	RESERVE FOR DEFINED BENEFIT PLANS	EQUITY TO BE ALLOCATED TO THE GROUP	NON CONTROLLING INTERESTS	TOTAL EQUITY
2010								
BALANCE AS AT 01-01-2010	60 302	109 179	-1 114	-	312	168 679	1	168 680
Total comprehensive income for the year	-	10 550	1 114	-	53	11 717	-24	11 693
Dividends paid	-	-8 244	-	-	-	-8 244	-	-8 244
CHANGES IN THE YEAR	-	2 306	1 114	-	53	3 473	-24	3 449
BALANCE AS AT 31-12-2010	60 302	111 485	-	-	365	172 152	-23	172 129
2011								
BALANCE AS AT 01-01-2011	60 302	111 485	-	-	365	172 152	-23	172 129
Total comprehensive income for the year	-	16 184	-	-418	59	15 825	-10	15 815
Dividends paid	-	-5 152	-	-	-	-5 152	-	-5 152
CHANGES IN THE YEAR	-	11 032	-	-418	59	10 673	-10	10 663
BALANCE AS AT 31-12-2011	60 302	122 517	-	-418	424	182 825	-33	182 792

The capital is made up by 4,121,934 ordinary shares without par value.

A dividend of 7,213 KEUR, corresponding to 1.75 EUR gross per share, was proposed by the Board of Directors of 15 March 2012 and will be submitted to the Shareholder's approval at General Assembly of Shareholders of 24 May 2012. The appropriation of the result has not been accounted for in the financial statements as per 31 December 2011.

Accounting Principles and Methods

1. General information

IMMOBEL (hereafter named the “Company”) is a limited company incorporated in Belgium. The address of its registered office is Rue de la Régence 58 at 1000 Brussels.

2. Statement of compliance with IFRS

The consolidated financial statements have been prepared in accordance with IFRS (International Financial Reporting Standards) as adopted in the EUROpean Union. The Board of Directors settled the consolidated financial statements and approved their publication on 15 March 2012.

Standards and interpretations applicable for the annual period beginning on 1 January 2011

- Improvements to IFRS (2009-2010) (normally applicable for annual periods beginning on or after 1 January 2011)
- Amendment to IFRS 1 *First Time Adoption of International Financial Reporting Standards – IFRS 7 exemptions* (applicable for annual periods beginning on or after 1 July 2010)
- Amendment to IAS 24 *Related Party Disclosures* (applicable for annual periods beginning on or after 1 January 2011). This Standard supersedes IAS 24 *Related Party Disclosures* as issued in 2003.
- Amendments to IAS 32 *Financial Instruments: Presentation – Classification of Rights Issues* (applicable for annual periods beginning on or after 1 February 2010)
- IFRIC 19 *Extinguishing Financial Liabilities with Equity Instruments* (applicable for annual periods beginning on or after 1 July 2010)
- Amendment to IFRIC 14 *IAS 19 The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction – Prepayments of a Minimum Funding Requirement* (applicable for annual periods beginning on or after 1 January 2011)

The application of these new standards had no material impact for the Group.

Standards and interpretations published, but not yet applicable for the annual period beginning on 1 January 2011

- IFRS 9 *Financial Instruments and subsequent amendments* (applicable for annual periods beginning on or after 1 January 2015)
- IFRS 10 *Consolidated Financial Statements* (applicable for annual periods beginning on or after 1 January 2013)

- IFRS 11 *Joint Arrangements* (applicable for annual periods beginning on or after 1 January 2013)
- IFRS 12 *Disclosures of Interests in Other Entities* (applicable for annual periods beginning on or after 1 January 2013)
- IFRS 13 *Fair Value Measurement* (applicable for annual periods beginning on or after 1 January 2013)
- Amendments to IFRS 1 *First Time Adoption of International Financial Reporting Standards – Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters* (applicable for annual periods beginning on or after 1 July 2011)
- Amendments to IFRS 7 *Financial Instruments: Disclosures – Derecognition* (applicable for annual periods beginning on or after 1 July 2011)
- Amendments to IFRS 7 *Financial Instruments: Disclosures – Offsetting Financial Assets and Financial Liabilities* (applicable for annual periods beginning on or after 1 January 2013)
- Amendments to IAS 1 *Presentation of Financial Statements – Presentation of Items of Other Comprehensive Income* (applicable for annual periods beginning on or after 1 July 2012)
- Amendments to IAS 12 *Income Taxes – Deferred Tax: Recovery of Underlying Assets* (applicable for annual periods beginning on or after 1 January 2012)
- Amendments to IAS 19 *Employee Benefits* (applicable for annual periods beginning on or after 1 January 2013)
- Amendments to IAS 27 *Separate Financial Statements* (applicable for annual periods beginning on or after 1 January 2013)
- Amendments to IAS 28 *Investments in Associates and Joint Ventures* (applicable for annual periods beginning on or after 1 January 2013)
- Amendments to IAS 32 *Financial Instruments: Presentation – Offsetting Financial Assets and Financial Liabilities* (applicable for annual periods beginning on or after 1 January 2014)
- IFRIC 20 *Stripping Costs in the Production Phase of a Surface Mine* (applicable for annual periods beginning on or after 1 January 2013)

The group expects to have an impact following the adoption of IFRS9 and IFRS11.

3. Preparation and presentation of the financial statements

The consolidated financial statements are presented in thousands of EUR.

They are prepared on the historical cost basis, except for investment property, securities held for trading, available-for-sale securities and derivative financial instruments which are measured at fair value.

4. Consolidation rules

The consolidated financial statements include the financial statements of the Company and its subsidiaries, as well as interests in joint ventures consolidated using the proportionate method and in associated companies accounted for using the equity method. All intragroup balances, transactions, revenue and expenses are eliminated.

Subsidiaries

Subsidiaries are companies controlled by the Group. Control is defined as the power to govern the financial and operating policies of the entity so as to obtain benefits from its activities. Control is presumed to exist when the Group holds more than half of the voting rights, directly or indirectly.

The financial statements of subsidiaries are included in the consolidated financial statements from the date when control begins until the date when control ends.

Interests in joint ventures

A joint venture is a contractual agreement whereby the Group and one or several parties agree to undertake an economic activity under joint control. The joint venture agreement generally results in the creation of one or more distinct jointly controlled entities.

The Group consolidates its interests in joint ventures applying the proportionate consolidation method until the date when joint control ends.

Interests in associates

Associates are entities over which the Group has significant influence through its participation in their financial and operating policy decisions. They are neither subsidiaries, nor joint ventures of the Group.

Significant influence is presumed if the Group, directly or indirectly, holds 20 % or more but less than 50 % of the voting rights through its subsidiaries.

Interests in associates are accounted for in the consolidated financial statements using the equity method, from the date when significant influence begins until the date when it ends. The book value of interests is decreased, if applicable, so as to record any impairment of individual interests.

Different reporting dates

The financial statements of subsidiaries, joint ventures and associates with reporting dates other than 31 December (reporting date of the Company) are adjusted so as to take into account the effect of significant transactions and events that occurred between the reporting date of the subsidiary, joint venture or associate and 31 December. The difference between 31 December and the reporting date of the subsidiary, joint venture or associate never exceeds 3 months.

Business combinations and goodwill

Goodwill

Goodwill represents the excess of the price of the business combination over the Group's share in the net fair value of the identifiable assets, liabilities and contingent liabilities of the acquired entity at the date of acquisition. Goodwill is reported as an asset and is not amortised but annually subject to an impairment in value test at reporting date (or more frequently if there are indications of loss in value). Impairment losses are recognised immediately under income and are not reversed in subsequent periods.

Goodwill resulting from the acquisition of an associate is included in the book value of the associate. Goodwill resulting from the acquisition of subsidiaries and joint ventures is presented separately in the balance sheet.

On disposal of a subsidiary, a joint venture or an associate, the book value of the goodwill is included so as to determine the profit or loss on the disposal.

Negative goodwill

Negative goodwill represents the excess of the net fair value of the identifiable assets, liabilities and contingent liabilities of a subsidiary, a joint entity or an associate over the price of business combination at the date of acquisition. To the extent that a surplus subsists after review and re-evaluation of the values, the negative goodwill is immediately recognised in profit and loss.

5. Foreign currencies

Translation of financial statements of foreign entities

The balance sheets of foreign companies are translated in EUR at the official year-end exchange rate and income statements are translated at the average exchange rate for the financial year.

Translation differences resulting therefrom are included under shareholders' equity under "translation differences". Upon disposal of an entity, translation differences are recognised in profit and loss.

Transactions in foreign currencies in Group companies

Transactions are first recorded at the exchange rate prevailing on the transaction date. At each end of the financial year, monetary assets and liabilities are converted at the exchange rates on the balance sheet date. Gains or losses resulting from this conversion are recorded as financial result.

6. Intangible assets

Intangible assets are recorded in the balance sheet if it is likely that the expected future economic benefits which may be allocated to assets will flow to the entity and if the cost of the assets can be measured reliably.

Intangible assets are measured at cost less accumulated amortisation and any impairment losses.

Intangible assets are amortised using the straight-line method on the basis of the best estimate of their useful lives. The amortisation period and method are reviewed at each reporting date.

7. Tangible assets

Tangible assets are measured at cost less accumulated depreciation and any impairment losses. Fixed assets are depreciated prorata temporis on a straight-line basis over their useful lives. Useful lives have been determined as follows:

- buildings: 20 to 50 years,
- furniture and equipment: 3 to 10 years,
- right of building, emphyteutic lease or long lease: according to the duration of the right or the life span of the related asset, whichever is shorter,
- installations, complexes, machinery and specific equipments: 5 to 20 years.

Land has an unlimited useful life and therefore it is not depreciated.

Subsequent expenses related to tangible assets are only capitalised if it is likely that future economic benefits associated with the item will flow to the entity and if the cost of the item can be measured reliably.

Buildings under construction for manufacturing, leasing or administrative purposes are recorded at cost less any impairment loss. Depreciation of these assets begins when the assets are ready to be used.

8. Investment property

Investment property is measured in accordance with the fair value model of IAS 40 – *Investment property*. It represents real property (land and/or buildings under construction or

available) held by the Group so as to earn rent and/or create value for property rather than use or sell it. Investment property (under construction) is initially measured at cost and subsequently carried at fair value. Any change in fair value is directly recognised in the income statement.

9. Leases

The Group distinguishes finance leases and operating leases by determining if objective criteria indicate that the major part of the value of the asset will be used by the group:

- because the present value of the lease payments approximates the majority of the fair value of assets,
- because the lease period covers the major part of the useful life of the asset,
- because the Group has a purchase option for a price lower than the estimated value of the asset at the exercise date,
- based on other indicators.

Finance lease

Assets held by the Group under finance lease are initially recognised at their fair value or at the present value of the minimum lease payments, whichever is lower. The corresponding obligation to the lessor regarding this asset is included in the balance sheet as a finance lease obligation.

Lease payments are apportioned between financial expenses and the decrease in lease obligation at a constant interest rate with respect to the remaining debt balance. Financial expenses are directly recognised in profit and loss. Assets held under finance leases are depreciated on a straight-line basis over their expected useful lives or the lease term, whichever is shorter.

Operating lease

Lease payments under an operating lease are recognised as expenses in the income statement on a straight-line basis over the lease term.

10. Financial instruments

Financial assets and financial liabilities are recognised in the Group's balance sheet when the Group becomes a party to the contractual provisions of the instrument.

Trade receivables

Short term trade receivables are measured at nominal value less appropriate allowances for estimated irrecoverable amounts. An assessment of the permanent character of doubtful trade receivables is carried out and any write-downs are recorded.

Cash and cash equivalents

Cash includes cash on hand and demand deposits (deposits of less than 3 months). Cash equivalents are very short term, highly liquid investments that are subject to an insignificant risk of change in value.

Cash and cash equivalents are carried in the balance sheet at amortized cost.

Cash flows

Cash flows are inflows and outflows of cash and cash equivalents.

Operating activities are the principal revenue-producing activities of the entity and other activities that are not investing or financing activities. Acquisitions and sales of projects, either directly through the purchase or sale of assets, or indirectly through the acquisition or sale of project companies, are considered as operating activities and are presented as part of the cash flows from operating activities.

Investing activities are the acquisition and disposal of long-term assets and other investments not included in cash equivalents.

Financing activities are activities that result in changes in the size and composition of the contributed equity and borrowings of the entity.

The classification of cash outflows resulting from acquisition of project companies as operating cash flows resulted in an impact of 51.892 KEUR (see note 32). Those cash flows were presented as investing activities in the previous periods.

Shareholders' equity

Issue costs that may be directly allocated to an equity transaction are recorded as a deduction from equity. As a consequence, capital increases are recorded at the proceeds received, net of issue costs. Similarly, equity transactions on own participation are recognised directly under shareholders' equity.

Bank borrowings and overdrafts

Interest-bearing bank borrowings and overdrafts are recorded at the cash amount, less any transaction costs. After the initial recording they are measured at amortised cost. Any difference between the received consideration and the expected exit value is recognised under income over the term of the borrowing using the effective interest rate.

Trade payables

Short-term trade payables are recorded at their nominal value.

Derivative financial instruments and hedging transactions

Derivative financial instruments are initially measured at cost and subsequently carried at their fair values. The method of recognising the unrealised result from derivatives depends on the nature of the hedged item. On the date a derivative contract is entered into, the instrument is designated either as a hedge of the fair value of recognised assets or liabilities (fair value hedge) or as a hedge of future cash flows (cash flow hedge). Changes in the fair value of derivative financial instruments designated as fair value hedge are recorded in profit and loss, in addition to the changes in the fair value of the hedged asset or liability. With respect to cash flow hedges, the changes in the fair value are recognised in the other elements of comprehensive income. The ineffective hedging portion is recorded directly in profit and loss.

The changes in the fair value of derivative instruments that do not meet the hedge accounting requirements are recognised directly under income.

11. Construction contracts – Real Estate Development

Contract proceeds and costs are recognised according to the stage of completion of the contract based on the cost method (the relation between the costs already accrued for work performed and the total estimated contract costs) excluding the costs that do not reflect the work performed (land costs, goodwill allocated to the land, installation costs, etc.).

Contract proceeds include the amounts agreed to in the initial contract and in its amendments, indemnities, and other bonuses and incentive payments, if it is likely that they will be acquired and if they can be reliably measured.

Contract costs include costs that relate directly to the specific contract, expenses that may be allocated to contract activity in general and that may be reasonably allocated to the contract, and other similar costs that may be specifically invoiced to the customer under the terms of the contract.

If it seems that total contract costs will exceed total contract proceeds, the expected loss is immediately recognised as an expense.

Interests during construction are capitalised, for the projects started after 1 January 2009.

12. Inventories

Inventories are measured at cost or net realisable value, whichever is lower.

The acquisition cost of purchased goods includes acquisition cost and incidental expenses. For finished goods and work in progress, the costprice takes into account direct

expenses and a portion of production overhead without including administrative and financial expenses.

Interests during construction are capitalised, for the projects started after 1 January 2009.

When specific identification is not possible, cost is determined using the weighted average cost method. Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated cost necessary to make the sale. The impairment in value or loss on inventories to bring them to their net realisable value is recognised as an expense in the year when the impairment in value or loss occurs.

13. Provisions

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, when it is likely that an outflow of resources will be necessary to settle the obligation and when a reliable estimate of the amount of the obligation can be made.

The amount recognised as a provision is the best estimate of the expenditure required to settle the present obligation if necessary.

Warranties

A provision for warranties is made when underlying products or services are sold. The measurement of the provision is based on historical data and by weighing all possible outcomes to which probabilities are associated (expected value method).

Contingent Liabilities and Contingent Assets

Contingent liabilities, which occurrence is not probably, are not recognised as a provision and are mentioned in the notes to the financial statements, provided that the risk is significant.

Contingent assets are not recognised in the financial statements.

14. Post-employment benefits

The current post employment benefit plan of the Group is a defined benefit plan.

For such a plan, the cost of corresponding commitments is determined using the *Projected Unit Credit Method*, with present values being calculated at year end.

The amount recognised in the balance sheet represents the present value of commitments in terms of the defined benefit pension plans, less the fair value of plan assets and costs of rendered services not yet recognised. Any asset resulting from this calculation is limited to the present value of possible payments for the Group and the decreases in future contributions to the plan.

Actuarial gains and losses are directly recorded in the other elements of comprehensive income and are presented in the statement of comprehensive income.

15. Grants related to assets or Investment Subsidies

Received government grants related to assets or investment subsidies are recognised in the balance sheet (presented under other long-term liabilities or other short-term liabilities) as deferred income. They are recognised as income in the same way as the asset margin to which they relate.

16. Revenue

Group revenue comes mainly from real estate development activities (including project management services) and also from lease agreements.

Revenue from "real estate development" activities is measured at the fair value of the consideration received or receivable.

To the extent that the sale contract contains several distinct parts and whose delivery is separate, the different parts are recognised separately for the proceeds of the sale.

To the extent that the contract of sale of a property development (or part of this contract) qualifies as a construction contract, the proceeds of the sale is recognised at the advancement of the project, as detailed in paragraph 11.

To the extent that the sale contract of a property development (or part of this contract) does not qualifies as a construction contract, the proceeds of the sale is recognised at delivery, unless the contract states that there is continuing transfer of ownership in order to be possible to recognise the revenue of the sale over the period of the transfer of ownership, or at the advancement of the project.

With respect to operating leases, rent is recognised under income on a straight-line basis over the term of the lease, even if payments are not made on this basis. Lease incentives granted by the Group in negotiating or renewing an operating lease are recognised as a reduction of the lease income on a straight-line basis over the term of the lease.

17. Impairment of assets

The carrying amount of non-current assets (other than financial assets in the scope of IAS 39, deferred taxes and non-current assets held for sale) is reviewed at the end of each reporting period in order to determine if an indication exists that an asset has impaired. If such indication exists, the recoverable amount is then determined. Regarding intangible assets with indefinite useful lives and goodwill, the recoverable amount is estimated at the end of each reporting period. An impairment loss is recognised if the carrying

amount of the asset or the cash-generating unit exceeds its recoverable amount. Impairment losses are presented in the income statement.

When the recoverable amount cannot be individually determined for an asset, including goodwill, it is measured at the level of the cash generating unit to which the asset belongs.

The recoverable amount of receivables and investments of the company held to maturity is the present value of the future cash flows, discounted at the original effective interest rate inherent to those assets.

The recoverable amount of other assets or cash-generating unit is its fair value less selling costs or its use value, whichever is higher. The latter is the present value of expected future cash flows from the asset or the respective cash generating unit.

In order to determine the value in use, the future cash flows are discounted using a pre-tax discount rate which reflects both the current market rate and the specific risks of the asset.

A reversal of impairment loss is recognised under income if the recoverable amount exceeds the net book value. However, the reversal may not lead to a higher book value than the value that would have been determined if no impairment loss had been initially recorded on this asset (cash-generating unit). No reversal of impairment loss is recognised on goodwill.

18. Borrowing costs

Borrowing costs include interests on bank overdrafts and short- and long-term borrowings, amortisation of share premiums or repayment of borrowings, amortisation of accrued incidental borrowing costs. The costs are capitalised into the cost of qualifying assets.

19. Taxes

Income tax for the year includes current and deferred tax. Current and deferred income taxes are recognised in profit and loss only if they relate to items recognised directly under shareholders' equity, in which case they are also recognised under shareholders' equity.

Current tax is the amount of income taxes payable (or recoverable) on the profit (or loss) in a financial year and the adjustments to tax charges of previous years.

Deferred tax is recognised using the liability method of tax allocation, based on timing differences between the book value of assets and liabilities in the consolidated accounts and their tax basis.

Deferred tax liabilities are recognised for all taxable timing differences.

Deferred tax assets are only recognised for deductible timing differences if it is likely that in the future they may be charged against taxable income. This criterion is re-evaluated at each reporting date.

20. Discontinued operations

A discontinued operation is a component of an entity that either has been disposed of or is classified as held for sale. Such component represents a separate major line of business or geographical area of operations that can be clearly distinguished, operationally and for financial reporting purposes. The net result of discontinued operations (including possible results on disposal and taxes) is presented separately from the continued operations in the income statement.

21. Main sources of uncertainties related to the estimations

The deferred tax assets are only recorded as far that they may be in the future used against taxable income.

The tangible and intangible assets with a fixed useful live are straight line depreciated based on the estimation of the live time of these fixed assets.

The fair value of the investment properties is estimated by independent experts in accordance with the principles as described under note 13 of the financial statements.

As part of the tests of impairment losses, the recoverable value of an asset is estimated based on the present value of the expected cash flows generated by this asset.

For the provisions, the bookvalue fits with the best estimation of the expense necessary to pay off the present obligation (legal or implicit) at closing date.

The projects in inventory and construction contracts are subject to feasibility studies used for the release of margin and the computation of the rate of completion. At each closing date, the expenses to be incurred are estimated.

22. Temporary joint ventures

The accounts of the temporary joint ventures are accounted for in the financial statements using the proportionate consolidation method, each heading of the balance sheet and of the income statement is included in proportion to the share held by the partner in the temporary joint venture.

Notes to the consolidated financial statements (in thousands of EUR)

1. Information by segment - Financial information by business segment

The core business of the Company, real estate development, includes the activities of “offices”, “residential development” and “land development”. Projects are allocated to sectors based on their allocation in office buildings, residential buildings or parcelled or to parcel land.

The Group’s activity, which was mainly carried out in Belgium and Grand Duchy of Luxembourg, is also carried out, since this year, in Poland.

Profit and loss

	TURNOVER		OPERATING RESULT	
	31-12-2011	31-12-2010	31-12-2011	31-12-2010
OFFICES				
Belgium	11 310	58 640	-1 186	11 054
Grand Duchy of Luxembourg	883	31	494	-98
Poland	2 107	-	150	-
SUBTOTAL OFFICES	14 300	58 671	-542	10 956
RESIDENTIAL				
Belgium	35 190	12 032	11 249	384
Grand Duchy of Luxembourg	4 029	-	768	-
SUBTOTAL RESIDENTIAL	39 219	12 032	12 017	384
LANDBANKING				
Belgium	25 704	11 147	11 115	1 877
SUBTOTAL LANDBANKING	25 704	11 147	11 115	1 877
TOTAL CONSOLIDATED	79 223	81 850	22 590	13 217
Belgium	72 204	81 819	21 178	13 315
Grand Duchy of Luxembourg	4 912	31	1 262	-98
Poland	2 107	-	150	-
Financial result			-5 424	-4 880
Share in the result of investments in associates			305	2 859
Income taxes			-1 297	-670
RESULT FROM CONTINUING OPERATIONS			16 174	10 526
NET RESULT			16 174	10 526

Cash and cash equivalent

	OFFICES	RESIDENTIAL DEVELOPMENT	LAND DEVELOPMENT	CONSOLIDATED
2011				
Operating result	-542	12 017	11 115	22 590
Amortisation, depreciation and impairment	-227	-434	47	-614
Change in the fair value of investment property	-6	-	-	-6
Change in provisions	-886	34	-20	-872
Disposal of participating interests	-	59	-	59
Change in working capital	-71 372	-1 092	-17 471	-89 935
OPERATING CASH FLOW BEFORE PAID INTERESTS AND PAID INCOME TAXES	-73 033	10 584	-6 329	-68 778
INVESTMENT CASH FLOW	6 428	241	-63	6 606
2010				
Operating result	10 956	384	1 877	13 217
Amortisation, depreciation and impairment	175	78	96	349
Change in the fair value of investment property	-309	-	-	-309
Change in provisions	-1 407	-381	-414	-2 202
Disposal of participating interests	-	-49	-	-49
Change in working capital	-15 007	2 073	-3 540	-16 474
OPERATING CASH FLOW BEFORE PAID INTERESTS AND PAID INCOME TAXES	-5 592	2 105	-1 981	-5 468
INVESTMENT CASH FLOW	3 526	1 098	- 24	4 600

Balance sheet items

	OFFICES	RESIDENTIAL DEVELOPMENT	LAND DEVELOPMENT	CONSOLIDATED
2011				
Segment assets	205 073	78 675	73 784	357 532
Unallocated items ¹				49 266
TOTAL ASSETS				406 798
Segment liabilities	18 931	14 104	4 010	37 045
Unallocated items ¹				186 961
TOTAL LIABILITIES				224 006
2010				
Segment assets	124 070	78 123	58 685	260 878
Unallocated items ¹				42 630
TOTAL ASSETS				303 508
Segment liabilities	23 927	12 178	6 527	42 632
Unallocated items ¹				88 747
TOTAL LIABILITIES				131 379

1. Unallocated items: Assets: Investments in associates & participating interests available for sale - Deferred tax assets - Other non-current assets - Tax receivables - Cash and cash equivalents - Liabilities: Deferred tax liabilities - Financial debts - Tax liabilities - Derivative financial instruments. Non current assets are allocated to segments based on an allocation formula.

	BELGIUM	GRAND DUCHY OF LUXEMBOURG	POLAND	TOTAL
Segment assets 31-12-2011	240 123	54 499	62 910	357 532
Segment assets 31-12-2010	214 313	46 565	-	260 878

2. Turnover

The components of the turnover are as follows:

	31-12-2011	31-12-2010
Asset sales	75 591	81 570
Services fees	510	280
Rents	3 122	-
TOTAL TURNOVER	79 223	81 850

Turnover is allocated as follows per segment:

	31-12-2011	31-12-2010
Offices ¹	14 300	58 671
Residential Development ²	39 219	12 032
Land Development ³	25 704	11 147
TOTAL TURNOVER	79 223	81 850

In 2011, IMMOBEL recorded two transactions representing each more than 10 % of the turnover. These two transactions impacting segments "residential development" and "land development".

3. Other operating income

This heading includes recoveries of taxes and withholdings, re invoicing of expenses and other miscellaneous reimbursements.

Other operating income is allocated by segment as follows:

	31-12-2011	31-12-2010
Offices	1 537	2 293
Residential Development	166	1 337
Land Development	220	136
TOTAL OTHER OPERATING INCOME	1 923	3 766

1. The "offices" turnover is mainly influenced by the sale of the buildings of the third phase of the *Forum* project in Brussels City and by the sale of the *South Crystal* building in Brussels City.

2. *Jardin des Sittelles* in Brussels (Woluwe-Saint-Lambert), *Jardins de Jette* in Brussels (Jette), *Foncière du Parc* in Brussels City and *Green Hill* in the Grand Duchy of Luxembourg contribute in particular to the "residential development" turnover. In addition to these promotions, the "residential development" turnover is favourably influenced by the sale of some of the land in Haren (Brussels). This land, originally intended for residential development, was sold to the Régie des Bâtiments for the implementation of a new prison.

3. Major recurrent sales relate to the land development projects in *Bredene*, *Chastre*, *Enghien*, *Limbourg*, *Mons* and *Waterloo*. Turnover also includes proceeds from the sale of a retail project located in *Wavre*.

4. Cost of sales

Cost of sales is allocated as follows per segment:

	31-12-2011	31-12-2010
Offices	-6 936	-40 484
Residential Development	-24 158	-9 772
Land Development	-11 385	-6 493
TOTAL COST OF SALES	-42 479	-56 749

and are related with the turnover and the projects above.

5. Personnel expenses

This heading includes salaries and fees of personnel, Members of the Executive Committee and non-executive Directors.

They break down as follows:

	31-12-2011	31-12-2010
Salaries and fees of personnel and Members of the Executive Committee	-5 760	-5 176
Salaries of the non-executive Directors	-662	-421
Social security charges	-424	-582
Pension costs - defined contribution plan	-209	-146
Other	-42	-38
PERSONNEL EXPENSES	-7 097	-6 363

The number of full time equivalents for the personnel on 31 December, 2011 amount 18 as opposed to 26 in 2010. The year 2010 was positively influenced by use of provisions made in prior years.

6. Amortisation, depreciation and impairment of assets

Break down as follows:

	31-12-2011	31-12-2010
Amortisation of intangible assets and depreciation of tangible assets	-174	-213
Impairment loss on assets classified as held for sale	-	-36
Impairment gain on participating interests available for sale	-	17
Write down on inventory	-471	-14
Reversal of write down on inventory	928	-
Write down on trade receivables	-5	-104
Reversal of write down on trade receivables	336	1
AMORTISATION, DEPRECIATION AND IMPAIRMENT OF ASSETS	614	-349

7. Other operating expenses

Break down as follows:

	31-12-2011	31-12-2010
Services and other goods	-8 274	-8 760
Provisions	879	1 021
Other expenses	-2 205	-1 508
OTHER OPERATING EXPENSES	-9 600	-9 247

Main components of services and other goods:

	31-12-2011	31-12-2010
Rent and service charges, including mainly rent and service charges for the registered office, current and older for 2010 (to link with the use of provision for evaluation and organisation of the Group - see the main components of provisions below)	-508	-1 448
Third party payment, including in particular the fees paid to third parties and related to the turnover	-6 301	-6 423
Other services and other goods, including company supplies, advertising, maintenance and repair expenses, etc.	-1 465	-889
TOTAL SERVICES AND OTHER GOODS	-8 274	-8 760

Operating lease obligations:

Total amount of payments recognised under expenses for the year	-424	-452
Total minimum payments to be made:		
- within one year	-389	-416
- after one year but within 5 years	-1 465	-1 467

These amounts correspond mainly to the rent for the registered office and cars.

Amount of fees allocated during the year to SC s.f.d. SCRL Deloitte Reviseurs d'Entreprises:

	31-12-2011	31-12-2010
Audit fees at consolidation level	-175	-180
Fees for extraordinary services and special missions accomplished within the Group ¹ :	-28	-265
- Tax consulting missions	-	-40
- Other missions outside the audit mission	-28	-225

Main components of variations in provisions:

	31-12-2011	31-12-2010
Provisions related to the sales	861	-4
Provisions for evaluation & organisation of the Group	-	1 095
Other provisions	18	-70
TOTAL VARIATIONS IN PROVISIONS	879	1 021
Increase	-267	-356
Use	1 046	1 045
Release	100	332

The **other expenses** of -2,205 KEUR mainly concern taxes (property withholding taxes, regional and municipal taxes) not capitalised on assets included in inventory.

8. Financial result

The financial result breaks down as follows:

	31-12-2011	31-12-2010
Cost of gross financial debt at amortises costs	-6 210	-4 881
Activated interests on projects in development	989	-
Fair value changes on financial instruments	-241	-198
Financial income from cash investments	284	423
Other financial charges	-260	-246
Other financial income	14	22
FINANCIAL RESULT	-5 424	-4 880

The amounts relating to fair value changes are from financial instruments acquired for hedging purposes, but which were not designated as hedging for accounting hedges under IAS39. These instruments are detailed in note 20.

1. The missions outside the audit mission were approved by the Audit & Finance Committee.

9. Share in the result of associates

The result of associates, 305 KEUR, affects the “offices” activity.

10. Income taxes

Income taxes are as follows:

	31-12-2011	31-12-2010
Current income taxes for the current year	-2 065	-445
Current income taxes for the previous financial years	53	-45
Deferred taxes	715	-180
TOTAL OF TAX EXPENSES RECOGNIZED IN THE STATEMENT OF COMPREHENSIVE INCOME	-1 297	-670

The reconciliation of the actual tax charge with the theoretical tax charge is summarised as follows:

	31-12-2011	31-12-2010
Result before taxes	17 471	11 196
Share in the result of investments in associates	-305	-2 859
RESULT BEFORE TAXES AND SHARE IN THE RESULT OF INVESTMENTS IN ASSOCIATES	17 166	8 337
THEORETICAL INCOME TAXE CHARGE AT 33.99 %	-5 835	-2 834
Tax impact:		
- non-taxable income	-	20
- non-deductible expenses	-181	-135
- use of taxes losses and notional interests deduction carried forward on which no DTA was recognised in previous years	5 595	1 521
- losses and notional interests deduction in 2011, on which no DTA is recognised	-1 366	974
Recognition during the year of DTA on tax losses and notional interests deduction generated in prior years	445	-
Adjustment to current income taxes for the previous financial years & Other	45	-217
TAX CHARGE	-1 297	-670
EFFECTIVE TAX RATE OF THE EXERCISE	7.6 %	8.0 %

11. Earnings per share

Due to the absence of potential dilutive ordinary shares in circulation, the basic result per share is the same as the diluted result per share.

Basic earnings and diluted earnings per share are determined using the following information:

	31-12-2011	31-12-2010
Average number of shares considered for basic earnings and diluted earnings	4 121 934	4 121 934
Net result from continuing operations	16 174	10 526
Group's share in the net result for the year	16 184	10 550
Net per share (in EUR):		
- Result of the continuing operations	3.92	2.55
- Group's share in the net result of the year	3.93	2.56

12. Property, plant and equipment

Property, plant and equipment evolve as follows:

	31-12-2011	31-12-2010
ACQUISITION COST AT THE END OF THE PREVIOUS PERIOD	1 682	1 686
Acquisitions	104	99
Disposals and retirements	-44	-103
ACQUISITION COST AT THE END OF THE YEAR	1 742	1 682
DEPRECIATIONS AND IMPAIRMENT AT THE END OF THE PREVIOUS PERIOD	-404	-306
Depreciations	-168	-191
Disposals and retirements	44	93
DEPRECIATIONS AND IMPAIRMENT AT THE END OF THE YEAR	-528	-404
NET CARRYING AMOUNT AS AT 31 DECEMBER	1 214	1 278

Tangible assets consist primarily of development costs of the headquarters.

13. Investment property

Investment property is measured by independent experts in accordance with the fair value model of the IAS 40 standard.

Investment property evolve as follows:

	31-12-2011	31-12-2010
FAIR VALUE ON 1 JANUARY	2 280	1 971
Change in the fair value recognised in the income statement	6	309
FAIR VALUE ON 31 DECEMBER	2 286	2 280

This account contains a land under leasehold of an office building.

The fair value of this asset is estimated considering the transfer charges to be on charge of the purchaser.

Key assumptions used to determine fair value:

	31-12-2011	31-12-2010
Rental price (EUR) per m ² of offices	185	175
Discount rate	8.15 %	8.50 %

14. Investments in associates

Investments in associates refer to the “offices development” activity and are as follows:

	31-12-2011	31-12-2010
VALUE AS AT 1 JANUARY	7 445	9 194
Share in result	305	2 859
Acquisitions and transfers from accounts	13	14
Disposals and retirements	-	-179
Dividends paid by the companies	-4 634	-
Repayment of capital by the companies	-1 875	-4 443
CHANGES FOR THE YEAR	-6 191	-1 749
VALUE AS AT 31 DECEMBER	1 254	7 445

The dividends paid et the repayment of capital have been made by the companies Espace Midi and Promotion Léopold.

The condensed financial statements of these entities are as follows:

	31-12-2011	31-12-2010
Total assets	11 474	37 883
Total liabilities	7 394	8 241
Net assets	4 080	29 642
Share in the net asset of the Group Immobel	1 055	4 080
Turnover	6 534	2 549
Net result of the year	1 651	13 665
Share of Immobel in the net result of the year	305	2 859

The associates are listed under note 32.

15. Investments available for sale

The investments available for sale moved as follows:

	31-12-2011	31-12-2010
VALUE AS AT 1 JANUARY	77	70
Disposals/Reverse	0	-10
Impairment gain on participating interests	-	17
CHANGES FOR THE YEAR	0	7
VALUE AS AT 31 DECEMBER	77	77

The book value as at 31 December 2011 of the participating interests available for sale is considered to be representative of their fair value.

16. Deferred tax assets and liabilities

Deferred tax assets or liabilities are recorded in the balance sheet on deductible or taxable temporary differences, tax losses and tax credits carried forward. Changes in the deferred taxes in the balance sheet having occurred over the financial year are recorded in the income statement unless they refer to items directly recognised under the equity. Deferred taxes on the balance sheet refer to the following temporary differences:

	DEFERRED TAX ASSETS		DEFERRED TAX LIABILITIES	
	31-12-2011	31-12-2010	31-12-2011	31-12-2010
Tax losses	717	74	-	-
Inventories	-	-	-	335
TOTAL	717	74	-	335

	ASSETS	LIABILITIES	TOTAL
ON 1 JANUARY 2011	74	-335	-261
CHANGES FOR THE YEAR	643	335	978
ON 31 DECEMBER 2011	717	-	717

Deferred tax assets have been recognised in 2011 on tax loss carry forwards, where the subsidiaries have demonstrated taxable profits will be realised in the future.

	31-12-2011	31-12-2010
TAX LOSS AMOUNTS FOR WHICH NO DEFERRED TAX ASSET WAS RECOGNIZED IN THE BALANCE SHEET, FROM WHICH:	33 327	45 893
Expiring at the end of 2013	92	92
Expiring at the end of 2014	176	377
Expiring at the end of 2015	850	1 236
Expiring at the end of 2016	1 019	1 579
Expiring at the end of 2017	732	4 043
Expiring at the end of 2018	1 210	-
Not time-limited	29 248	38 566

17. Inventories

Inventories consist of buildings and land acquired for development and resale. Allocation of this position by segment is as follows:

	31-12-2011	31-12-2010
Offices	190 381	113 916
Residential Development	71 500	72 249
Land Development	65 982	54 604
TOTAL INVENTORIES	327 863	240 769

Allocation of this position by geographical area is as follows:

	31-12-2011	31-12-2010
Belgium	217 141	194 759
Grand Duchy of Luxembourg	49 866	46 010
Poland	60 856	-
TOTAL INVENTORIES	327 863	240 769

The book value of inventories is as follows:

	31-12-2011	31-12-2010
INVENTORY AS AT 1 JANUARY	240 769	260 250
Purchases for the year	127 668	41 275
Disposals of the year	-41 757	-57 152
Activated interests	989	-
Transfers from other accounts	-263	-3 590
Write-offs recorded	-471	-14
Write-offs reversed	928	-
MOVEMENTS DURING THE YEAR	87 094	-19 481
INVENTORY AS AT 31 DECEMBER	327 863	240 769
Book value of inventories which are pledged for bank loan securities	274 022	166 379

Break down of the movements of the year per segment:

	PURCHASES	DISPOSALS	ACTIVATED INTERESTS	TRANSFERS	NET IMPAIRMENT	NET
Offices	78 850	-5 905	838	2 692	-10	76 465
Residential Development	25 492	-24 167	151	-2 692	467	-749
Land Development	23 326	-11 685	-	-263	-	11 378
TOTAL	127 668	-41 757	989	-263	457	87 094

Break down of the movements of the year per geographical area:

	PURCHASES	DISPOSALS	ACTIVATED INTERESTS	TRANSFERS	NET IMPAIRMENT	NET
Belgium	59 576	-38 226	838	-263	457	22 382
Grand Duchy of Luxembourg	7 236	-3 531	151	-	-	3 856
Poland	60 856	-	-	-	-	60 856
TOTAL	127 668	-41 757	989	-263	457	87 094

Market risks and uncertainties

With the exception of the risks and uncertainties inherent in the activities carried out by the Group (in particular a significant increase in interest rates and credit margins, a downturn in the real estate market, changes in global economic trends, loss of interest by investors in the real estate market, a tightening of credit conditions by the banks,...) and in view of the building permits already obtained, the Board of Directors is confident that it will obtain the necessary permits to develop the Group's existing projects and is not aware, on the basis of the information currently available, of any major risks or uncertainties that could significantly damage the Group's future results.

The main risks and uncertainties are developed in the Director's report.

18. Trade receivables¹

Trade receivables refer to the following segments:

	31-12-2011	31-12-2010
Offices	2 174	5 029
Residential Development	2 893	1 902
Land Development	5 889	2 950
TOTAL	10 956	9 881

Credit risk

The credit risk is related to the possible failing of the customers in respecting their commitments towards the Group.

Due to the nature of the customers, being mainly known investors, public clients or equivalent, the Group does not use instruments covering the customer credit risk.

The customers are closely followed up and adequate impairments are recorded as to cover the amounts that are considered being not recoverable.

At 31 December 2011 there was no concentration of credit risk with a sole third party. The maximum risk amounts to the book value of the receivables.

The recorded impairments of trade receivables is as follows:

	31-12-2011	31-12-2010
BALANCE AT 1 JANUARY	553	523
Additions	5	31
Reversals	-336	-1
MOVEMENTS OF THE YEAR	-331	30
BALANCE AT 31 DECEMBER	222	553

19. Other current assets¹

The components of this account are:

	31-12-2011	31-12-2010
Other receivables	10 634	5 402
from which: advances to joint ventures, associates and on projects in participation	4 205	1 440
taxes (other than income taxes) and VAT receivable	3 518	786
grants and allowances receivable	1 358	515
other	1 553	2 661
Deferred charges and accrued income	4 532	956
from which: on projects in development	3 833	558
other	699	398
TOTAL OTHER CURRENT ASSETS	15 166	6 358

1. The book value of this account approximates its fair value.

and are related to the following segments:

	31-12-2011	31-12-2010
Offices	9 675	2 350
Residential Development	4 074	3 364
Land Development	1 417	644
TOTAL OTHER CURRENT ASSETS	15 166	6 358

20. Information related to the net financial debt¹

The Group's net financial debt is the balance between the cash & cash equivalents and the financial debts (current and non current). It is -136,714 KEUR as at 31 December 2011 compared to -53,941 KEUR as at 31 December 2010.

	31-12-2011	31-12-2010
Cash and cash equivalents (+)	46 964	34 239
Non current financial debts (-)	109 348	65 640
Current financial debts (-)	74 330	22 540
NET FINANCIAL DEBT	-136 714	-53 941

The Group's gearing ratio is 75 % as at 31 December 2011 compared to 31 % at the end of 2010.

Available cash and cash equivalents

Cash deposits and cash at bank and in hand amount to 46,964 KEUR compared to 34,239 KEUR at the end of 2010, representing an increase of 12,725 KEUR.

The available cash moved as follows:

	31-12-2011	31-12-2010
Term deposits with duration of maximum 3 months	2 191	2 975
Cash at bank and in hand	44 773	31 264
AVAILABLE CASH AND CASH EQUIVALENTS	46 964	34 239

The explanation of the change in available cash is given in the consolidated cash flow statement.

Financial debts

Financial debts increase with 95,498 KEUR, from 88,180 KEUR at 31 December 2010 to 183,678 KEUR at 31 December 2011. The components of financial debts are as follows:

	31-12-2011	31-12-2010
Bond issue maturity 21-12-2016 at 7 % - nominal amount 30 MEUR	29 403	-
Credit institutions	79 945	65 640
NON CURRENT FINANCIAL DEBTS	109 348	65 640
Credit institutions	74 330	22 506
Other debts	-	34
CURRENT FINANCIAL DEBTS	74 330	22 540
TOTAL FINANCIAL DEBTS	183 678	88 180

1. The book value of this account approximates its fair value.

Financial debts evolve as follows:

	31-12-2011	31-12-2010
FINANCIAL DEBTS AS AT 1 JANUARY	88 180	103 775
Contracted debts	100 922	19 503
Repaid debts	-5 424	-35 098
FINANCIAL DEBTS AS AT 31 DECEMBER	183 678	88 180

In connection with the acquisition of Cedet Sp. z o.o., the Group has taken a current debt amounting to 10 MEUR, which is not included in the cash flow statement (note 32).

All the financial debts are denominated in EUR.

IMMOBEL issued, in December 2011, a bond for an amount of 30 MEUR. The bonds will be redeemed in december 2016 at 100 % of their principal amount and bear a coupon of 7 %, payable annually in arrears. Except the bond, the financing of the Group and the financing of the Group's projects are provided based on a short-term rate, the 1 to 12 month euribor, increased by commercial margin.

IMMOBEL disposes at December 31, 2011 of 60 MEUR credit facility (corporate credit signed in May 2011), of which 42 MEUR used at end of December 2011, due in June 2014.

Moreover, IMMOBEL disposes at December 31, 2011 of confirmed bank credit lines for 127.5 MEUR of which 112.3 MEUR used at end of December 2011. These credit lines (project financing credits) are specific for certain projects in development.

At December 31, 2011, the book value of Group's assets pledged to secure the corporate credit and the project financing credits amounts to 276 MEUR

The financial debt schedule of the Group is summarised as follows:

DUE IN	2012	2013	2014	2016	TOTAL
Bond	-	-	-	29 403	29 403
Corporate credit	-	-	42 000	-	42 000
Project Financing credits	74 330	31 860	6 085	-	112 275
TOTAL FINANCIAL DEBT	74 330	31 860	48 085	29 403	183 678

Interest rate risk

On the basis of the situation as per 31 December 2011, each change in interest rate of 1 % involves an annual increase or decrease of the interest charge on debts at variable rate of 1,543 KEUR.

In the frame of the availability of long term credits, corporate or project financing, the Group uses financial instruments mainly for the hedging of interest rates.

At 31 December 2011, the derivative financial instruments have been concluded as to hedge future risks and are the following:

	PERIOD	OPTIONS	STRIKE	NOTIONAL AMOUNTS
	06/2009 - 06/2012	CAP bought	3.50 %	16 250
	02/2011 - 06/2013	CAP bought	3.50 %	15 750
	06/2011 - 06/2014	CAP bought	4.00 %	36 000
	09/2011 - 09/2012	CAP bought	5.00 %	19 775
	03/2010 - 03/2014	IRS bought	3.02 %	10 000
	03/2010 - 03/2014	IRS bought	3.07 %	8 000
	03/2010 - 03/2014	IRS bought	2.99 %	7 000
	06/2010 - 06/2013	IRS bought	2.88 %	20 000
TOTAL				132 775

The fair value of derivatives is determined based on valuation models and interest rate futures (“level 3”). The change in fair value of financial instruments is recognized through the income statement as those have not been designated as cash flow hedges.

	31-12-2011	31-12-2010
FAIR VALUE OF FINANCIAL INSTRUMENTS		
Cash flow hedges :		
- Bought CAP Options	20	3
- Bought IRS Options	-1 827	-1 827
TOTAL	-1 807	-1 824

	EFFECTIVE PART	NON EFFECTIVE PART	TOTAL
CHANGE IN FAIR VALUE OF THE DERIVATIVE FINANCIAL INSTRUMENTS			
SITUATION AT 1 JANUARY 2010	-1 114	-1 058	-2 172
Changes during the period	1 114	-766	348
SITUATION AT 31 DECEMBER 2010	-	-1 824	-1 824
Changes during the period	-	17	17
SITUATION AT 31 DECEMBER 2011	-	-1 807	-1 807

No instrument has been documented as hedge accounting at 31 December 2011.

Liquidity risk

The Company starts only new projects in case of appropriate financing by corporate, specific financing or pre-sale. As a consequence, the cash risk related to the progress of a project is very limited.

Financial commitments

The Group is, for the majority of the mentioned financial debts, subject to a number of financial commitments.

These commitments are taking into account the equity, the net financial debt and its relation with the equity and the inventories. At 31 December 2011, as for the previous years, the Group was in conformity with all these financial commitments.

Risk of fluctuation in foreign currencies

The Group does not currently hedge the foreign exchange rates risks on its development activities.

However, the functional currency of the offices activity currently developed in Poland has been determined to be the EUR, thereby eliminating any exchange risk.

21. Equity

The equity is 182,792 KEUR compared to 172,129 KEUR as at 31 December 2010, representing an increase of 10,663 KEUR. The explanation of the change in equity is given in the consolidated statement of changes in equity.

Risk management related to the capital

IMMOBEL is attending to optimise the structure of its permanent capital through a balance between capital and long term debts. The target is to maximise the value for the shareholder while maintaining the required flexibility to achieve the development projects. Other elements, like the expected return on each project and the respect of a number of balance sheet ratios, influence the decision taking.

22. Pensions and similar obligations

The pensions and similar obligations cover the obligations of the Company as far as the group insurance is concerned. The amount recognised in the balance sheet represents the present value of obligations in terms of defined benefit pension plans less the fair value of plan assets and any unrecognized past service costs.

	31-12-2011	31-12-2010
AMOUNTS RECORDED IN THE BALANCE SHEET		
Present value of funded defined benefit obligations	2 200	2 222
Fair value of plan assets at the end of the period	-1 901	-1 876
LIABILITIES RECOGNISED IN THE BALANCE SHEET	299	346
MOVEMENTS OF THE NET OBLIGATIONS IN THE BALANCE SHEET		
OBLIGATIONS AS AT 1 JANUARY	346	786
Total expense breaks down as follows:	115	-7
- Cost of services rendered during the year	93	114
- Financial Cost	99	114
- Expected return on plan's assets	-77	-74
- Recognition of past service cost	-	-161
Group contributions	-103	-380
Amount recognised in Statement of comprehensive income	-59	-53
OBLIGATIONS AS AT 31 DECEMBER	299	346
PRESENT VALUE OF THE OBLIGATIONS AS AT 1 JANUARY	2 222	2 540
Cost of services rendered during the period	93	114
Employee contributions	37	41
Interest cost	99	114
New vested past service cost	-	-161
Actuarial (gains) losses	-109	-104
Paid benefits	-142	-322
PRESENT VALUE OF THE OBLIGATIONS AS AT 31 DECEMBER	2 200	2 222
FAIR VALUE OF THE PLAN ASSETS AS AT 1 JANUARY	1 876	1 754
Expected return on plan's assets	77	74
Group contributions	103	380
Employee contributions	37	41
Actuarial gains (losses)	-50	-51
Paid benefits	-142	-322
FAIR VALUE OF THE PLAN ASSETS AS AT 31 DECEMBER	1 901	1 876
Contribution of the employer expected for 2013/2012	104	129
ACTUAL RETURN ON THE PLAN ASSETS	26	22
ACTUARIAL ASSUMPTIONS USED TO DETERMINE OBLIGATIONS		
Discount rate	3.80 %	4.50 %
Expected rate of return on plan's assets	4.10 %	3.94 %
Expected salary growth rate	3.50 %	3.50 %
Average inflation rate	2.00 %	2.00 %

The pension plans are funded through a group insurance. The underlying assets of the insurance contracts are primarily invested in bonds. The expected rate of return on the plan assets reflects the guaranteed interest rate by the insurance company and the expected insurance dividends. The actuarial gain recognized in the statement of other comprehensive income equals 59 KEUR.

The accumulated amount of actuarial gains and losses recognized in other comprehensive income equals 424 KEUR.

Historical review of the key figures of the four last years :

	2011	2010	2009	2008
Present value of defined benefit obligations	2 200	2 222	2 540	3 831
Fair value of plan assets at the end of the period	1 901	1 876	1 754	2 166
Deficit of financed plans	299	346	786	1 665
Experience adjustments on:				
- plan assets	223	136	1 168	-88
- plan liabilities	-50	-51	-83	-64

23. Provisions

The components of provisions are as follows:

				31-12-2011	31-12-2010
Provisions related to the sales				1 278	2 140
Provisions for litigations				2 980	2 980
Other provisions				218	240
TOTAL PROVISIONS				4 476	5 360
	RELATED TO THE SALES	LITIGATIONS	OTHER		
PROVISIONS AS AT 1 JANUARY	2 140	2 980	240	5 360	7 175
Additions	86	-	180	266	356
Utilisations	-848	-	-202	-1 050	-1 839
Release	-100	-	-	-100	-332
CHANGES FOR THE YEAR	-862	-	-22	-884	-1 815
PROVISIONS AS AT 31 DECEMBER	1 278	2 980	218	4 476	5 360
From which current provisions				1 479	2 357

Allocation of this position by segment is as follows:

	31-12-2011	31-12-2010
Offices	2 988	3 869
Residential Development	1 062	1 065
Land Development	426	426
TOTAL	4 476	5 360

These provisions made correspond to the best estimate of outgoing resources considered as likely by the Board of Directors.

The provisions are made up based in the risks related to the sales and to the litigations, in particular when the recognition conditions of those liabilities are met. The provisions related to the sales mainly consist of rental guarantees, good end of execution...

No provision has been recorded for the other litigations that mainly concern:

- problems of decennial guarantee for which the Group has recourse on the contractor who is generally covered by an insurance of "decennial liability coverage" for this purpose;
- pure administrative recourses concerning planning and/or environmental permits introduced by third parties at the State Council without any financial consequence for the Group.

24. Trade payables¹

This account is allocated by segment as follows:

	31-12-2011	31-12-2010
Offices	12 441	8 829
Residential Development	6 156	5 599
Land Development	2 286	1 539
TOTAL TRADE PAYABLES	20 883	15 967

25. Other current liabilities¹

The components of this account are:

	31-12-2011	31-12-2010
Personnel debts	611	861
Taxes (other than income taxes) and VAT payable	286	2 909
Advance on sales (mainly related to residential projects)	3 088	4 341
Advances from joint ventures and associates	2 313	5 099
Accrued charges and deferred income	1 052	858
Operating grants	2 263	2 263
Other current liabilities	1 774	2 804
TOTAL OTHER CURRENT LIABILITIES	11 387	19 135

1. The book value of this account approximates its fair value.

Other current liabilities are related to the following segments:

Offices	3 359	9 773
Residential Development	6 832	5 113
Land Development	1 196	4 249
TOTAL OTHER CURRENT LIABILITIES	11 387	19 135

Trade receivables and payables and other receivables and payables

	31-12-2011	31-12-2010
Trade receivables	10 956	9 881
Other current assets	15 166	6 358
TOTAL OF TRADE RECEIVABLES AND OTHER CURRENT ASSETS	26 122	16 239
Trade payables	20 883	13 342
Other current liabilities	11 387	19 135
TOTAL OF TRADE PAYABLES AND OTHER CURRENT LIABILITIES	32 270	32 477
NET SITUATION OF RECEIVABLES AND PAYABLES	-6 148	-16 238

26. Change in working capital

The change in working capital by kind is established as follows:

	31-12-2011	31-12-2010
Inventories, including acquisition of entities that are not considered as business combinations	-77 055	20 082
Trade receivables	-744	-4 829
Trade payables	4 916	-9 476
Other current assets and liabilities	-17 052	-22 251
CHANGE IN WORKING CAPITAL	-89 935	-16 474

Changes by segment are described under note 1 (financial information by segment).

27. Repayment of capital and dividends collected

Repayment of capital and dividends collected relate to the companies Promotion Léopold and Espace Midi.

28. Main contingent assets and liabilities

	31-12-2011	31-12-2010
Guarantees from third parties on behalf of the Group with respect to:		
- inventories	48 085	47 014
- construction contracts	215	215
- other assets	329	329
TOTAL GUARANTEES FROM THIRD PARTIES ON BEHALF OF THE GROUP	48 629	47 558
These guarantees consist of:		
- guarantees "Real estate trader" (acquisitions with registration fee at reduced rate)	13 615	13 201
- guarantees "Law Breynne" (guarantees given in connection with the sale of houses or apartments under construction)	7 036	11 521
- guarantees "Good end of execution" (guarantees given in connection with the execution of works)	16 718	11 576
- guarantees "Payment" and "Other" (successful completion of payment, rental...)	11 260	11 260
TOTAL	48 629	47 558
Mortgage power - Amount of inscription	49 036	29 036
Book value of Group's assets pledged for debt securities related to investment property and inventory as a whole	276 308	168 659
BOOK VALUE OF PLEDGED GROUP'S ASSETS	276 308	168 659
Amount of debts guaranteed by above securities		
- Non current debts	79 945	65 640
- Current debts	74 330	17 506
TOTAL	154 275	83 146
Commitments for the acquisition of inventories	15 124	38 618
Commitments for the disposal of inventories	26 607	13 521
The commitments from which the value of acquisition or disposal can not be defined, because depending from future events (permit to obtain, number of m ² to construct...), are not included.		

29. Information on related parties

The list of subsidiaries, joint ventures and associates is included under note 32.

The transactions between IMMOBEL, subsidiaries and joint ventures are eliminated in consolidation. The relationships with associates consist mainly of loans or advances, whose amounts are recorded in the balance sheet in the following accounts:

	31-12-2011	31-12-2010
Other current assets	1 229	541
Other current liabilities	-	3 088

Relationships with shareholders - Main shareholders

	31-12-2011	31-12-2010
Cresida Investment S.à r.l.	25.00 %	25.00 %
JER Audrey S.à r.l.	5.53 %	5.53 %
Capfi Delen Asset Management n.v.	5.06 %	5.06 %
Fidea n.v.	3.46 %	3.46 %
KBC Assurances n.v.	1.73 %	1.73 %
Other	59.22 %	59.22 %

Number of representative capital shares	4 121 934	4 121 934
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IMMOBEL has acquired on 2 February 2011 two offices projects to be developed in Poland. Those two transactions were completed with the company Centrum Development and Investments Polska Sp. z o.o., a related party of Cresida Investment S.à r.l., Reference shareholder of IMMOBEL.

Relationships with senior executives

These are the salaries of Members of the Executive Committee and non-executive Directors.

	31-12-2011	31-12-2010
Salaries	3 897	3 234
Post-employment benefits	81	86
Other Benefits	9	9
TOTAL	3 987	3 329

Relationships with other related parties

These are relationships with related companies not included in the consolidation scope.

	31-12-2011	31-12-2010
Amounts recognized as income	0	-
Amounts recognized as expenses	276	-
Amounts capitalized on inventories	200	-
Amounts due to related parties	33	-
Amounts due by related parties	0	-

30. Events subsequent to reporting date

No significant event that may change the financial statements occurred from the reporting date on 31 December 2011 up to 15 March 2012 when the financial statements were approved by the Board of Directors.

IMMOBEL has completed on 13 February 2012 an additional bookbuilding of 10 MEUR to the private placement of bonds of 15 December 2011.

31. Joint ventures

The companies jointly controlled are listed under note 32. The participating interests of the Group in these companies are reported using the proportionate consolidation method grouping the accounts line by line. The share of the joint ventures in the consolidated financial statements are detailed as follows:

	31-12-2011	31-12-2010
Total non-current assets	2	5
Total current assets	117 200	84 934
Total non-current liabilities	7 565	18 518
Total current liabilities	42 718	23 278
Total income	6 970	3 885
Total charges	7 828	2 950

32. Subsidiaries, joint ventures and associates

Companies forming part of the Group as at 31 December 2011:

Subsidiaries

NAME	COMPANY NUMBER	REGISTERED OFFICE	% INTEREST ¹
Cedet	-	Warsaw	100.00
Compagnie Immobilière de Lotissements (Lotinvest)	0451 565 088	Brussels	100.00
Compagnie Immobilière de Participations Financières (CIPAF)	0454 107 082	Brussels	100.00
Compagnie Immobilière de Wallonie (CIW)	0401 541 990	Wavre	100.00
Compagnie Immobilière Luxembourgeoise	-	Luxembourg	100.00
Entreprise et Gestion Immobilières (Egimo)	0403 360 741	Brussels	100.00
Espace Nivelles	0472 279 241	Brussels	100.00
Foncière Jennifer	0464 582 884	Brussels	100.00
Foncière Montoyer	0826 862 642	Brussels	100.00
Harmonia	0444 218 131	Brussels	100.00
Immobel Poland	-	Warsaw	100.00
Immobiëlen Vennootschap van Vlaanderen (Investimmo)	0403 342 826	Brussels	100.00
Immobilière Deka	0417 100 196	Brussels	100.00
Katavia Investment	-	Warsaw	100.00
Les Jardins du Nord	0444 857 737	Brussels	76.00
Okraglak Development	-	Warsaw	100.00
Project Papeblok	0831 193 097	Brussels	100.00
Quomago	0425 480 206	Brussels	100.00
The Green Corner	0443 551 997	Brussels	100.00
Torres Investment	-	Warsaw	100.00
Veldimmo	0430 622 986	Brussels	100.00
WestSide	-	Luxembourg	100.00

1. The % interest corresponds with the voting rights.

Joint ventures

NAME	COMPANY NUMBER	REGISTERED OFFICE	% INTEREST ¹
Bella Vita	0890 019 738	Brussels	50.00
Bitra Enterprise	-	Warsaw	50.00
Château de Beggen	-	Luxembourg	50.00
Espace Trianon	0450 883 417	Embourg	50.00
Fanster Enterprise	-	Warsaw	50.00
Foncière du Parc	0433 168 544	Brussels	50.00
Ilot Ecluse	0441 544 592	Gilly	50.00
Intergénérationnel de Waterloo	0890 182 460	Brussels	50.00
Lex 2000	0403 364 996	Brussels	50.00
RAC 1	0819 582 791	Antwerp	40.00
RAC 2	0819 585 959	Antwerp	40.00
RAC 3	0819 588 830	Antwerp	40.00
RAC 4	0819 593 481	Antwerp	40.00
Société Espace Léopold	0435 890 977	Brussels	50.00
Temider Enterprise	-	Warsaw	50.00
Universalis Park	0891 775 438	Brussels	50.00
Vilpro	0437 858 295	Brussels	50.00

Associates

NAME	COMPANY NUMBER	REGISTERED OFFICE	% INTEREST ¹
DHR Clos du Château	0895 524 784	Brussels	33.33
Espace Midi	0402 594 342	Brussels	20.00
Esplanade 64	0888 411 419	Brussels	25.00
Promotion Léopold	0439 904 896	Brussels	35.50

SCOPE OF CONSOLIDATION - NUMBER OF ENTITIES	31-12-2011	31-12-2010
Subsidiaries - Global method of consolidation	22	19
Joint ventures - Proportionate method of consolidation	17	14
Associates - Equity method	4	4
TOTAL	43	37

1. The % interest corresponds with the voting rights.

Changes in 2011

Acquisition - incoming companies

- Cedet - acquisition of 100 % shares of the company
- IMMOBEL Poland - acquisition of 100 % shares of the company
- Katavia Invesment - acquisition of 100 % shares of the company
- Okraglak Development - acquisition of 100 % shares of the company
- Project Papeblok - acquisition of 100 % shares of the company
- Quomago - acquisition of 100 % shares of the company
- Torres Investment - acquisition of 100 % shares of the company
- Bitra Enterprise - acquisition of 50 % shares of the company
- Fanster Enterprise - acquisition of 50 % shares of the company
- Temider Enterprise - acquisition of 50 % shares of the company.

Fair values of assets and liabilities of acquired companies are

	31-12-2011
Inventories	61 063
Other assets	2 373
Cash and cash equivalents	776
TOTAL ASSETS	64 212
Financial debts	10 000
Other liabilities	1 544
TOTAL LIABILITIES	11 544
PAID PRICE	52 668
Purchase price paid in cash	-52 668
Acquired cash	776
OPERATING CASH FLOW	-51 892

The acquisitions are not recognized as business combinations under IFRS 3 since the acquired assets and liabilities are not activities ("business"). The acquired assets and liabilities are therefore accounted for using the applicable standard (mainly IAS 2 - "Inventories").

Disposals – outgoing companies


- Sale of the participating interests in the company Duwol (100 % holding)
- Progex - 100 % holding - merged by absorption by IMMOBEL
- Sofipari - 100 % holding - merged by absorption by IMMOBEL
- Demetex - 100 % holding - merged by absorption by Compagnie Immobilière de Wallonie (CIW).

Statement from the responsible persons

The undersigned persons state that, to the best of their knowledge:

- the Consolidated Financial Statements of NV IMMOBEL SA and its subsidiaries as of 31 December 2011 have been prepared in accordance with the International Financial Reporting Standards (IFRS), and give a true and fair view of the assets and liabilities, financial position and results of the whole of the companies of the IMMOBEL Group as well as the subsidiaries included in the consolidation; and
- the Director's Report on the financial year ended at 31 December 2011 gives a fair overview of the development, the results and of the position of the IMMOBEL Group as well as the subsidiaries included in the consolidation, as well as a description of the principal risks and uncertainties faced by the IMMOBEL Group.

On behalf of the Board of Directors:



GAËTAN PIRET ^{SPRL}
Chief Executive Officer



Baron Buysse ^{CMG CBE}
Chairman of the Board of Directors

Statutory Auditor's report

on the consolidated financial statements for the year ended 31 December 2011

To the shareholders

As required by law and the company's articles of association, we are pleased to report to you on the audit assignment which you have entrusted to us. This report includes our opinion on the consolidated financial statements together with the required additional comment.

Unqualified audit opinion on the consolidated financial statements

We have audited the accompanying consolidated financial statements of Compagnie Immobilière de Belgique, en abrégé: Immobil SA ("the company") and its subsidiaries (jointly "the group"), prepared in accordance with International Financial Reporting Standards as adopted by the European Union and with the legal and regulatory requirements applicable in Belgium. Those consolidated financial statements comprise the consolidated balance sheet as at 31 December 2011, the consolidated income statement, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated cash flow statement for the year then ended, as well as the summary of significant accounting policies and other explanatory notes. The consolidated balance sheet shows total assets of 406,798 (000) EUR and the consolidated income statement shows a consolidated profit (group share) for the year then ended of 16,184 (000) EUR.

The board of directors of the company is responsible for the preparation of the consolidated financial statements. This responsibility includes among other things: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error, selecting and applying appropriate accounting policies, and making accounting estimates that are reasonable in the circumstances.

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with legal requirements and auditing standards applicable in Belgium, as issued by the "Institut des Réviseurs d'Entreprises/Instituut van de Bedrijfsrevisoren". Those standards require that we plan and perform the audit to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement.

In accordance with these standards, we have performed procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we have considered internal control relevant to the group's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of the group's internal control. We have assessed the basis of the accounting policies used, the reasonableness of accounting estimates made by the company and the presentation of the consolidated financial statements, taken as a whole. Finally, the board of directors and responsible officers of the company have replied to all our requests for explanations and information. We believe that the audit evidence we have obtained, provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements give a true and fair view of the group's financial position as of 31 December 2011, and of its results and its cash flows for the year then ended, in accordance with International Financial Reporting Standards as adopted by the EU and with the legal and regulatory requirements applicable in Belgium.

Additional comment

The preparation and the assessment of the information that should be included in the directors' report on the consolidated financial statements are the responsibility of the board of directors.

Our responsibility is to include in our report the following additional comment which do not change the scope of our audit opinion on the consolidated financial statements:

- The directors' report on the consolidated financial statements includes the information required by law and is in agreement with the consolidated financial statements. However, we are unable to express an opinion on the description of the principal risks and uncertainties confronting the group, or on the status, future evolution, or significant influence of certain factors on its future development. We can, nevertheless, confirm that the information given is not in obvious contradiction with any information obtained in the context of our appointment.

Diegem, 15 March 2012

The statutory auditor



DELOITTE Bedrijfsrevisoren / Réviseurs d'Entreprises

BV o.v.v.e. CVBA / SC s.f.d. SCRL

Represented by Laurent Boxus

Deloitte Bedrijfsrevisoren / Réviseurs d'Entreprises

Burgerlijke vennootschap onder de vorm van een coöperatieve vennootschap met beperkte aansprakelijkheid / Société civile sous forme d'une société coopérative à responsabilité limitée

Registered Office: Berkenlaan 8b, B-1831 Diegem

VAT BE 0429.053.863 - RPR Brussel/RPM Bruxelles - IBAN BE 17 2300 0465 6121 - BIC GEBABEBB

Member of Deloitte Touche Tohmatsu Limited

Condensed Company accounts

(in thousands of EUR)

The Financial Statements of the parent company, IMMOBEL SA, are presented below in a condensed form.

In accordance with Belgian company law, the Directors' report and Financial Statements of the parent company, IMMOBEL SA, together with the Statutory Auditor's report, have been filed at the National Bank of Belgium.

They are available on request from:

IMMOBEL SA
Rue de la Régence 58
BE-1000 Brussels
Belgium
www.immobel.be

The Statutory Auditor issued an unqualified report on the financial statements of IMMOBEL SA.

Condensed balance sheet

	31-12-2011	31-12-2010
ASSETS		
FIXED ASSETS	105 848	114 561
Start-up costs	597	-
Intangible fixed assets	47	12
Tangible fixed assets	1 155	1 014
Financial fixed assets	104 049	113 535
CURRENT ASSETS	207 813	101 403
Stocks and contracts in progress	63 235	37 306
Amounts receivable within one year	109 170	37 278
Short term investments	192	212
Cash balance	34 128	26 125
Deferred charges and accrued income	1 088	482
TOTAL ASSETS	313 661	215 964
LIABILITIES		
SHAREHOLDERS' EQUITY	183 645	171 936
Capital	60 302	60 302
Reserves	10 075	10 075
Accumulated profits	113 268	101 559
PROVISIONS AND DEFERRED TAXES	3 024	3 022
Provisions for liabilities and charges	3 024	3 022
DEBTS	126 992	41 006
Amounts payable after one year	83 700	-
Amounts payable within one year	43 019	40 944
Accrued charges and deferred income	273	62
TOTAL LIABILITIES	313 661	215 964

Condensed income statement

	31-12-2011	31-12-2010
Operating income	22 407	5 188
Operating charges	-13 655	-10 045
OPERATING PROFIT	8 752	-4 857
Financial income	9 576	5 088
Financial charges	-2 615	-1 648
FINANCIAL RESULT	6 961	3 440
OPERATING PROFIT BEFORE TAXES	15 713	-1 417
Extraordinary income	7 209	671
Extraordinary charges	-3 996	-4 604
EXTRAORDINARY RESULT	3 213	-3 933
PROFIT OF THE FINANCIAL YEAR BEFORE TAXES	18 926	-5 350
Taxes	-4	-
PROFIT OF THE FINANCIAL YEAR	18 922	-5 350
PROFIT OF THE FINANCIAL YEAR TO BE APPROPRIATED	18 922	-5 350

Appropriation account

	31-12-2011	31-12-2010
PROFIT TO BE APPROPRIATED	120 481	106 711
Profit for the financial year available for appropriation	18 922	-5 350
Profit carried forward	101 559	112 061
RESULT TO BE CARRIED FORWARD	113 268	101 559
Profit to be carried forward	113 268	101 559
PROFIT AVAILABLE FOR DISTRIBUTION	7 213	5 152
Dividends	7 213	5 152

Summary of accounting policies

Tangible assets are recorded as assets net of accumulated depreciation, at either their cost price or contribution value (value at which they were brought into the business), including ancillary costs and non-deductible VAT. Depreciation is calculated by the straight line method.

The main depreciation rates are the following:

• Buildings	3 %
• Buildings improvements	5 %
• Office furniture and equipment	10 %
• Computer equipment	33 %
• Vehicles	20 %

Financial Fixed Assets are entered either at their purchase price, after taking into account any amounts still not paid up and any write-offs made. They are written down if they suffer a capital loss or a justifiable long-term loss in value.

Amounts Receivable within one year and those receivable after one year are recorded at their nominal value. Write-downs are applied in case of permanent impairment or if the repayment value at the closing date is less than the book value.

Stocks are recorded at their purchase price or contribution value, including, in addition to the purchase price, the ancillary costs, duties and taxes relating to them. The infra-

structure costs are recorded at their cost price. Realisation of stocks is recorded at the weighted average price. Work in progress is valued at cost price. Profits are, in principle, recorded on the basis of the percentage of completion of the work. Write-downs are applied as appropriate, according to the selling price or the market value. The sales and the purchases of properties are recorded at the signature of the notarial act in so far as the eventual conditions precedents are lifted and a clause of deferred property transfer is foreseen in the compromise under private signature.

Short term investments are recorded as assets at their purchase price (ancillary costs excluded) or contribution value. Their values are adjusted, provided that the depreciation is lasting.

Cash at bank and in hand are recorded at their nominal value. Values are adjusted if the estimated value at the end of the financial year is lower than the book value.

At the close of each financial year, the Board of Directors, acting with prudence, sincerity and in good faith, examines the **provisions** to be set aside to cover the major repairs or major maintenance and the risks arising from completion of orders placed or received, advances made, technical guarantees after sale or delivery and current litigations.

Amounts Payable are recorded at their nominal value.

General information

Company name

IMMOBEL

Registered office

Rue de la Régence, 58
1000 Brussels - Belgium
RPM/RPR (Legal Entities Register) - VAT BE 0405.966.675

Form of the company

Belgian registered joint stock company, constituted on 9 July 1863, authorised by the Royal Decree of 23 July 1863.

Term

Indefinite

Crossing statutory thresholds

(Art. 12 of the Articles of Association – excerpt)

Any physical or moral person who acquires securities in the Company, whether representative of capital or not, conferring the right to vote, must declare to the Company and to the Belgian Banking, Finance and Insurance Commission the number of securities s/he holds, when the voting rights pertaining to these securities reach the level of three percent or more of the total voting rights that exist.

S/he must make the same declaration in the event of an additional acquisition of securities referred to in paragraph 1, if when this acquisition is completed, the voting rights pertaining to the securities that s/he possesses reach the level of five, ten, fifteen percent, and so on in tranches of five points, of the total number of existing voting rights.

He must make the same declaration in the event of disposal of securities when, following the disposal, his voting rights are reduced to below one of the thresholds referred to in paragraph 1 or paragraph 2.

When a physical or moral person acquires or transfers control, be it direct or indirect, de jure or de facto, of a company which possesses three percent at least of the voting power of the company, s/he must declare this to the company and to the Banking, Financial and Insurance Commission.

The aforementioned declarations must be addressed to the Banking, Financial and Insurance Commission, as well as to the Company, at the latest on the second work day after the completion of the acquisition or transfer concerned, without prejudice to the special legal provisions regarding securities acquired by succession.

Financial services

- BNP Paribas Fortis
- KBC Bank
- ING Belgique
- Bank Degroof

Investor relations

Philippe Opsomer
Tel.: 32(0)2/422.53.61 - Fax: 32(0)2/422.53.02
E-mail: philippe.opsomer@immobel.be

Financial calendar

Publication of annual accounts 2011:	15 March 2012
Ordinary General Meeting 2012:	24 May 2012
Publication of 2012 half-year results :	31 August 2012
Publication of 2012 annual accounts:	March 2013
Ordinary General Meeting 2013:	23 May 2013

Chief editor

Joëlle Micha
Tel.: 32(0)2/422.53.57 - Fax: 32(0)2/422.53.02
joelle.micha@immobel.be

Website

www.immobel.be

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IMMOBEL
since 1863

IMMOBEL
Limited company
Rue de la Régence, 58 - 1000 Brussels - Belgium