Sharing a vision for the future

Established client relationships + Capability = Growth

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LE BRISTOL
ALLIANZ
AXA

Paris Investor Day
December 10, 2015
37 years of close partnership between LE BRISTOL and SPIE
Le Bristol Paris: brief description

- 40,000 sq. m / 188 rooms and suites
- Two restaurants:
  - Gastronomic restaurant “L’Epicure” awarded with 3 Michelin stars
  - Brasserie “le 114 Faubourg” awarded with 1 Michelin star
- 7 event spaces
- Was the first hotel in France to earn the distinction of "Palace hotel“ (2011)
- Managing director since 2010: Didier Le Calvez
SPIE client since 1978

- 1978: acquisition of Le Bristol Paris by the Oetker Group and beginning of major refurbishment works with SPIE
A recurring workflow of refurbishment

Key partnership dates in electrical renovation

- **2015**: rooms, Suite 650, events spaces “Salon Versailles”, “Salon Elysée”, Jacuzzi,… (€0.9m)
- **2014**: rooms, hall and the hotel bar,… (€0.9m)
- **2013**: 25 rooms and the Suite 550,… (€0.9m)
- **2012**: Suite 450 and the hotel bar,… (€1m)
- **2011**: 20 rooms, Suites 250 & 800, restaurant, SPA hair salon, managers offices, outside LED lighting,… (€2.1m)
- **2010**: the “Garden residence”,… (40 rooms) (€1.5m)
- **2009**: the “Matignon residence”,,… (€1.9m)
What we do at Le Bristol Paris

Areas of expertise in electrical systems

- **Small works**
  - High voltage / Low Voltage installations
  - Fire safety systems
  - Video surveillance
  - Voice Data Image pre-cabling
  - LED Lighting
  - Building Management System cabling

- **Maintenance**
  - Video surveillance
  - Fire safety systems
  - Private Automatic Branch Exchange (PABX) (with SPIE Communications)

Revenue per year: between €0.7m and €1.5m
6 weeks work to rebuild the Presidential suite
ENERGY EFFICIENCY
Low-consumption equipment

Outside LED facade lighting

Inside LED lighting

SPA 114 Faubourg restaurant Event spaces

Le bar
A partner of ALLIANZ since 1990

Former Rue de Richelieu, Paris AGF headquarter

New Allianz France headquarter* La Défense

* from 1 January 2016
1. Allianz France and Allianz in France

2. The progressive construction of a close partnership based on trust

3. What to do to build and grow this kind of partnership
Allianz, a global insurance leader

Locations Worldwide

Allianz is present on 5 continents and in 71 countries

• The Allianz Group is a global financial services provider with services predominantly in the insurance and asset management business
• Revenues of €122.3 billion (2014)
• 71 countries
• 85 million retail and corporate clients
• 147,000 employees worldwide
Allianz in France : a complete offer

Allianz Global Investors
Allianz Worldwide Care
Mondial Assistance
Allianz France
Allianz Real Estate France

Allianz Global Corporate & Specialty
Euler Hermes

Allianz In France
A partner of ALLIANZ since 1990

- 1990: Video Data Image upgrading of the “Lafayette” building (Paris)
  - Work period: 14 months – amount: €1.5m

- 1990/1991: electrical and Video Data Image upgrading of 26 levels in the “Neptune tower” (Paris La Défense)
  - Work period: 18 months – amount: €2.5m

- 2007/2008: full refurbishment of the “Cristal Tower” (Paris 15)
  - Electrical systems, fire security systems, on site energy generation
  - Work period: 18 months – amount: €6m
Building a strong maintenance business with ALLIANZ

- 2008: first multi-technical maintenance contract for the AGF tower in La Défense: €1m/year

- Additional contracts from 2012 to 2017
  - 17 major sites and 44 smaller sites (Paris La Défense), 200,000 sq. m
  - 28 on-site engineers and employees with technical qualification
  - €3m/year as base contract and +€0.6m/year as above contract works

- From December 2015 base contract grows to €3.7m with the addition of the Allianz ‘One’ Tower contract
A partner of ALLIANZ since 1990

- 2015/2016- “Neptune tower”: renovation of the lighting management system on 26 levels
  - Replacement of existing lights by LED lights, energy management based on the Legrand KNX protocol
  - 13-month work period – amount: €1.9m

- 2015/2016: lighting renovation works of the meeting rooms for 6 levels in the “Acacia building”
  - Light control with presence detector
  - Work period: 6 months – amount: €0.2m

- 2016: deployment of indoor radio coverage for the “Neptune” and “Allianz One” towers
  - Work period in the occupied building: 3 months – amount: €0.7m
Our agreed action plan with Allianz for 2016

- Energy performance diagnostic
  - Renovation of every building (from €0.5m to €1.5m works within 24 months) and clear commitments on energy savings (from €50k to €100k/year)

- Environmental certification accompanying services
  - HQE Exploitation, BREEAM
  - ISO 50001 (energy management)
  - ISO 18001 (health and safety at work)

- Design, installation and maintenance of “green systems”
  - Solar panels
  - Charging points for electric vehicles
To succeed: we need to have a very similar DNA

- Mutual Trust
- Culture of Feedback
- Strict Governance
- Customer Centric
- Data Culture
- Instrument Panel
- Compliance Process
- Innovation
- Performance Analysis
- Progress Plan
- Social Responsibility
- Sustainable Development
2008: Start of our relationship with AXA

First multi-technical maintenance contract in Val-de-Fontenay
(€0.7m / year)
Expanding maintenance activities with AXA

- **Since 2012:** multi-technical maintenance contract and energy efficiency commitment on 3 sites: Val-de-Fontenay, Paris et Nanterre
  - 2015 revenue: €1.5m from base contract + €1m as above-base
  - 110,000 sq. m of offices / 15 on-site engineers and employees with technical qualification
  - AXA awarded the “HQL exceptional level” in November 2015 with the support of SPIE

- **Further business opportunities**
  - Analysis by SPIE to expand the initial contract to an Energy Performance Contract (EPC)
  - Currently tendering for multi-service contracts for 77 smaller sites nationwide
Preparing 20 floor levels for AXA Investment Managers in the MAJUNGA tower in La Défense

- **Asset description**
  - Height: 195 m
  - 45 floors
  - Total area: 63,200 m²
  - Office space: 58,800 m²
  - Area per level 1,350 m² (lower section) and 1,450 m² (higher section)
  - Capacity: "comfort" mode 5,000 workstations / maximum 6,000 workstations
  - Terraces and loggias: 2,000 m² of accessible green spaces
Preparing 20 floor levels for Axa IM in the MAJUNGA tower in La Défense

- Range of services:
  - High voltage electrical systems, fire safety systems, access control, Heating Ventilation and Air Conditioning, plumbing, gas extinction and sprinkler system
  - Voice Data Image networks

- Amount: €4m
- Signing: August 4, 2015
- Down payment of €1.2m in the following week
- Work to be completed by mid-April 2016
Further business opportunities

- Potential maintenance contract from April 2016 to partner with AXA IM to provide employees with a good working environment including energy efficiency and a commitment to cost savings

- Offering the same services to the coming tenants of the MAJUNGA premises

- Refurbishing the AXA IM ‘Coeur Défense’ unoccupied premises

- La Défense: the place to be!