

## **RESULTS PRESENTATION**

**JUNE  
2019**





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Aupark Zilina, Slovakia



1

## H1 2019 Highlights



Promenada Novi Sad, Serbia



# Strong portfolio driving robust growth

# 29.02

€cents  
distribution per share

**\*9.6% GROWTH COMPARED TO H1 2018**

# €170m

distributable earnings

**11.1% GROWTH COMPARED TO H1 2018**



# €6.1bn

Investment property value\*\*

**3.4% GROWTH COMPARED TO DEC 2018**

# 2.6%

EPRA vacancy rate

# 99.9%

Collection rate



# 2.4%

Cost of debt

*\*The full year guidance remains at 6%, with the higher H1 growth due to timing of accretive events which weigh more heavily during the first six months of the year.*

*\*\* Includes investment property value of Romanian offices held for sale, excluding carrying value of right-of-use asset related to leased land areas recognized as per IFRS 16*



# Strong portfolio driving robust growth» continued

## €133m

Invested in land and  
developments

## 73%

Unencumbered assets

## 32.5%

Prudent loan-to-value



Promenada Mall, Romania

## 2 million

m<sup>2</sup> GLA\*

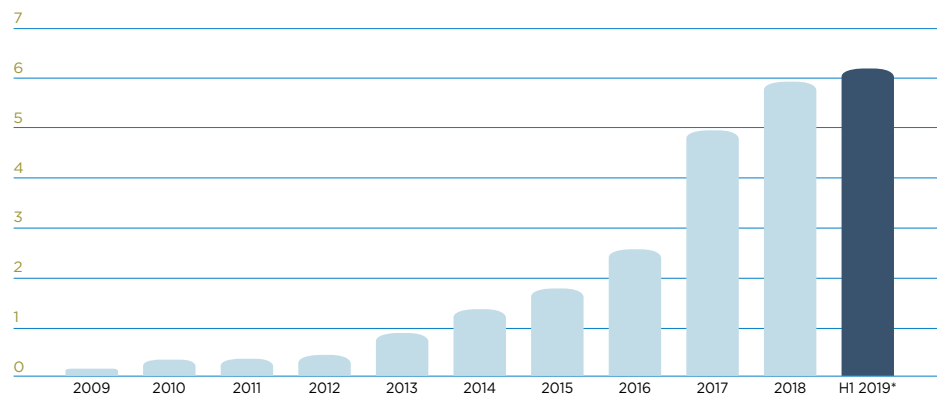
\* Includes Romanian office portfolio held for sale



# Continued sound business fundamentals

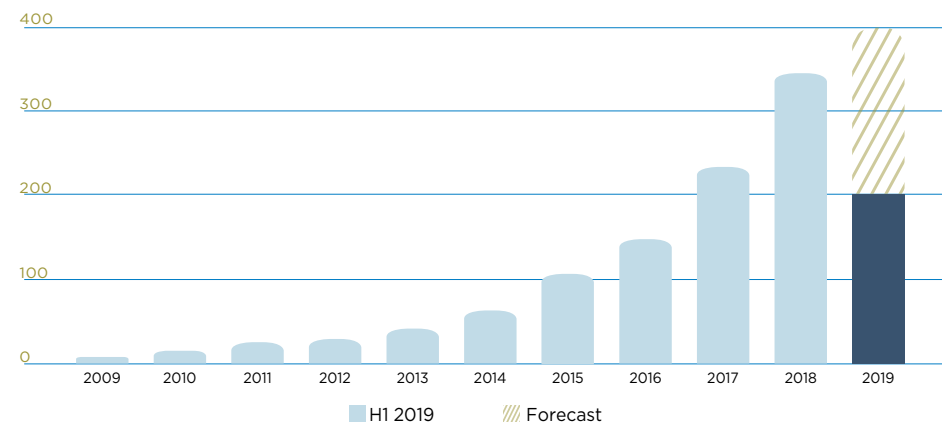
## BEST IN CLASS KEY INDICATORS

FAIR VALUE OF INVESTMENT PROPERTY (€bn)



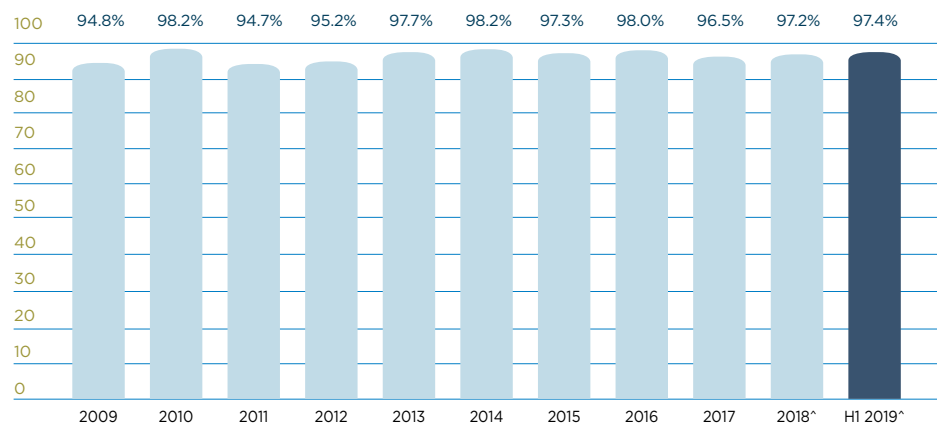
\* Including investment property held for sale

NET OPERATING INCOME (€m)



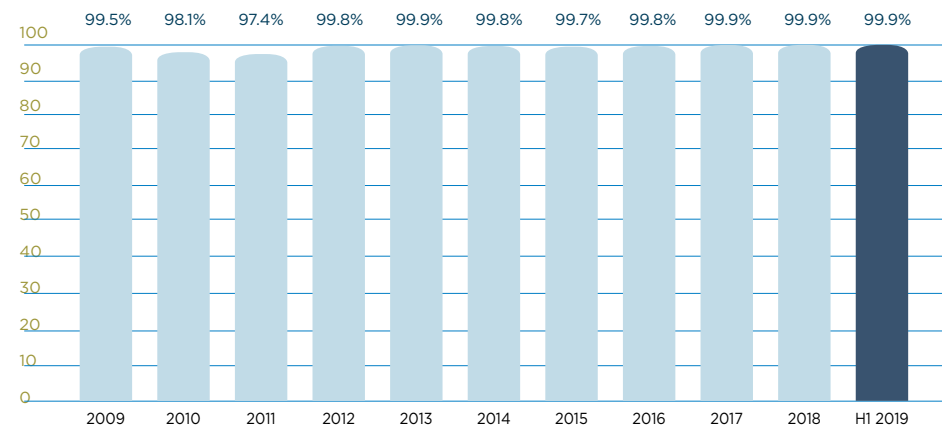
■ H1 2019    ▨ Forecast

OCCUPANCY RATE (%)



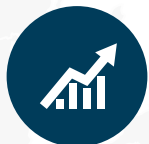
^ EPRA Occupancy rate

COLLECTION RATE (%)





# Retailer sales growth



**Tenant sales increased by 8.2%^**  
**(like-for-like) in H1 2019**



Performance driven by:  
**14.2%** Electronics  
**11.4%** Fashion complements  
**11.1%** Food  
**6.9%** Services



Sales benefited from **asset management initiatives**:

- Update tenant mix and commercial layout
- GLA optimisation
- Refurbishment of leisure areas
- Retailers partnerships across CEE portfolio



^ Like-for-like and exclude hypermarkets' sales, as they don't consistently report turnover data across portfolio.

\* Arena Zagreb, Croatia was subject to redevelopment works and Ozas Shopping and Entertainment Centre, Lithuania was acquired in 2018, thus the increase in tenants sales could not have been computed on a like-for-like basis.



# Positive developments and market response

**Investigations conducted by Financial Services Conduct Authority in South Africa (the “FSCA”) have been closed with no adverse findings.**

Successful issue of scrip dividend.

**€500 million of unsecured, 4 year Eurobond**, was issued in May 2019.

- The book consisted of over 70 orders totaling more than €1 billion;
- Sizeable orders were placed by high-quality international investors;
- All bonds have traded positively, with tightened yields.







## 2 Company overview

Shopping City Timișoara, Romania



# Strategic positioning oriented towards long-term growth



## OPERATIONAL EXCELLENCE

- **Strong corporate culture** focused on planning, quality of execution, sustainability, ethics and early risk assessment
- **In-house** expertise in all key functions
- **Outstanding knowledge and expertise** in the CEE retail markets illustrated by best-in-class indicators
- The Group **adapts its business model** to the changing consumer preferences



## DOMINANT, HIGH-QUALITY PORTFOLIO

- **Sizeable, geographically diverse** and high quality retail property portfolio
- **Located in densely populated areas** with good macroeconomics
- **Assets with limited or no competition**
- **Limited e-commerce** penetration
- **Extension** options to deter future competition
- Adequate **size**
- **Access**
- **Visibility**
- **Design**
- Comprehensive offering and **tenant mix**



## PRUDENT FINANCIAL STRATEGY

**Growth** funded through a combination of:

- **Equity issues**
- **Debt**

Debt strategy focused on a targeted **35% loan-to-value (LTV)**

**Prudent liquidity** profile which includes cash accounts and deposits held with investment-grade banks, and significant committed unsecured revolving facilities



# Dominant portfolio by scale and geographical diversification

97% of the properties are located in EU investment-grade countries

## CEE countries where the Group operates

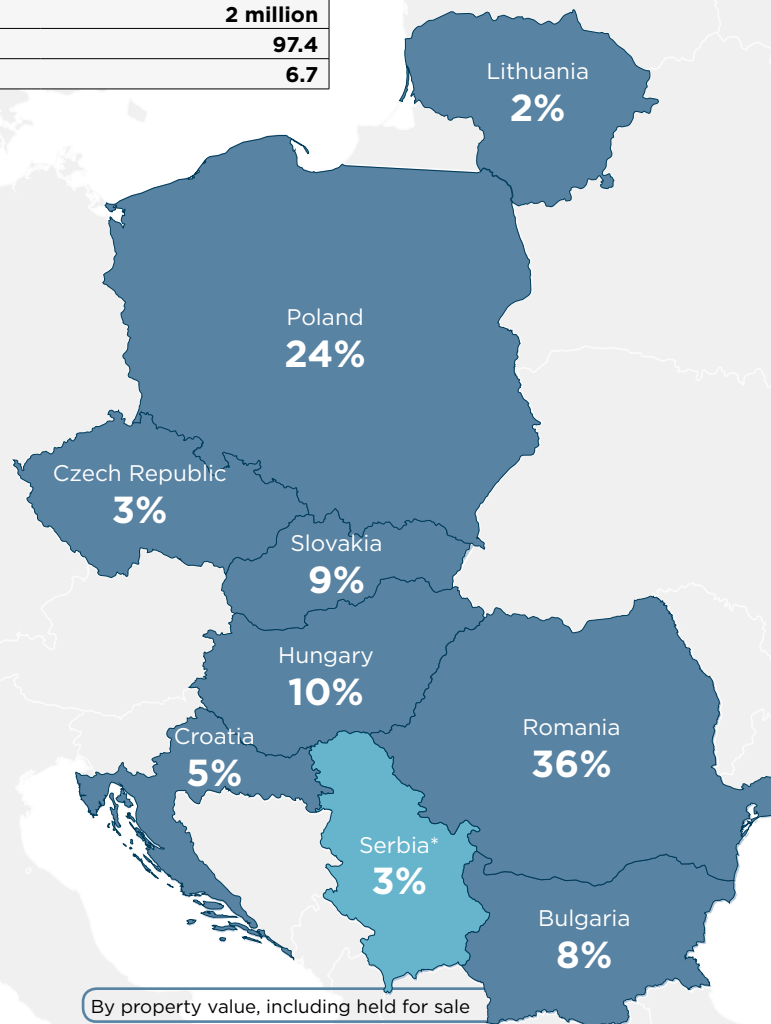
Property value (€bn)	5.9
Rentable space (m <sup>2</sup> )	2 million
EPRA Occupancy rate (%)	97.4
Valuation yield (%)	6.7

Poland	
Property value (€m)	1 378
Rentable space (m <sup>2</sup> )	465 300
EPRA Occupancy rate (%)	94.6
Valuation yield (%)	6.1

Czech Republic	
Property value (€m)	172
Rentable space (m <sup>2</sup> )	73 900
EPRA Occupancy rate (%)	98.8
Valuation yield (%)	5.9

Croatia	
Property value (€m)	266
Rentable space (m <sup>2</sup> )	75 200
EPRA Occupancy rate (%)	98.2
Valuation yield (%)	6.6

Serbia	
Property value (€m)	174
Rentable space (m <sup>2</sup> )	71 500
EPRA Occupancy rate (%)	98.9
Valuation yield (%)	7.7



Lithuania	
Property value (€m)	131
Rentable space (m <sup>2</sup> )	61 800
EPRA Occupancy rate (%)	99.7
Valuation yield (%)	7.4

Slovakia	
Property value (€m)	536
Rentable space (m <sup>2</sup> )	130 600
EPRA Occupancy rate (%)	98.2
Valuation yield (%)	6.4

Hungary	
Property value (€m)	600
Rentable space (m <sup>2</sup> )	121 900
EPRA Occupancy rate (%)	94.8
Valuation yield (%)	6.1

Romania	
Property value (€m)	2 114
Rentable space (m <sup>2</sup> )	885 600
EPRA Occupancy rate (%)	98.8
Valuation yield (%)	7.3

Bulgaria	
Property value (€m)	483
Rentable space (m <sup>2</sup> )	161 500
EPRA Occupancy rate (%)	97.9
Valuation yield (%)	7.0

■ EU countries

■ non-EU countries

\* non-investment grade



# Dominant portfolio by scale and geographical diversification » continued

## DIRECT PORTFOLIO AT 30 JUNE 2019^

	Number of properties	GLA '000m <sup>2</sup>	Valuation €m	Annualised Passing rent/ERV €m	EPRA Occupancy* %
<b>TOTAL PROPERTIES</b>	<b>73</b>	<b>2 382</b>	<b>6 136</b>	<b>416</b>	
<b>INCOME PRODUCING</b>	<b>59</b>	<b>2 047</b>	<b>5 854</b>	<b>393</b>	<b>97.4%</b>
Retail	51	1 860	5 455	361	97.4%
Office	6	159	382	30	98.1%
Industrial	2	28	17	2	98.1%
<b>DEVELOPMENTS</b>	<b>6</b>	<b>319</b>	<b>271</b>	<b>22</b>	
Under construction**	3	113	123	22	
Under permitting and pre-leasing***	3	206	89		
Land held for developments			59		
<b>NON-CORE</b>	<b>8</b>	<b>16</b>	<b>11</b>	<b>1</b>	

^ Excluding joint ventures, including Romanian office portfolio held for sale

\* Occupancy ratio = 1 - EPRA Vacancy ratio

\*\* Out of the six projects under construction, three are extensions or refurbishments of existing properties

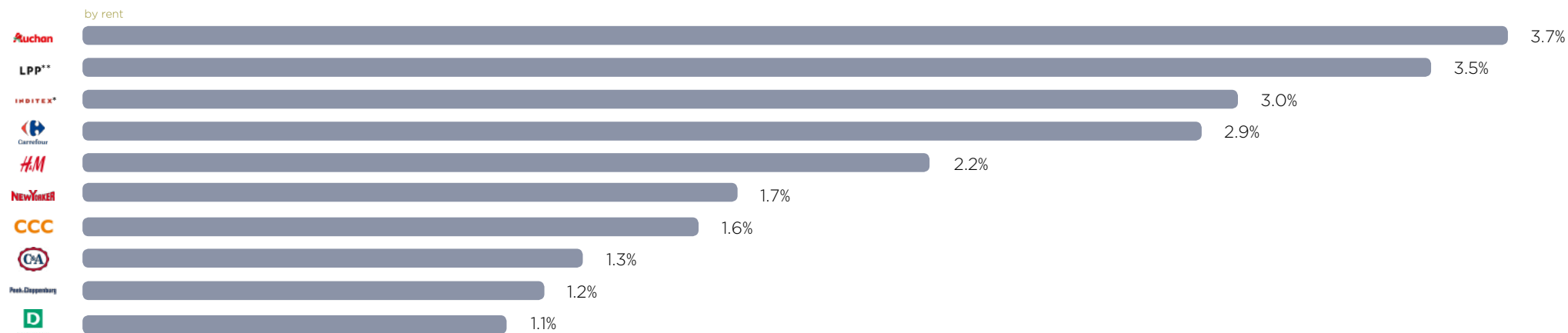
\*\*\* Out of the seven projects under permitting and pre-leasing, four are extensions or refurbishments of existing properties





# Long-term partnering with sustainable anchor base

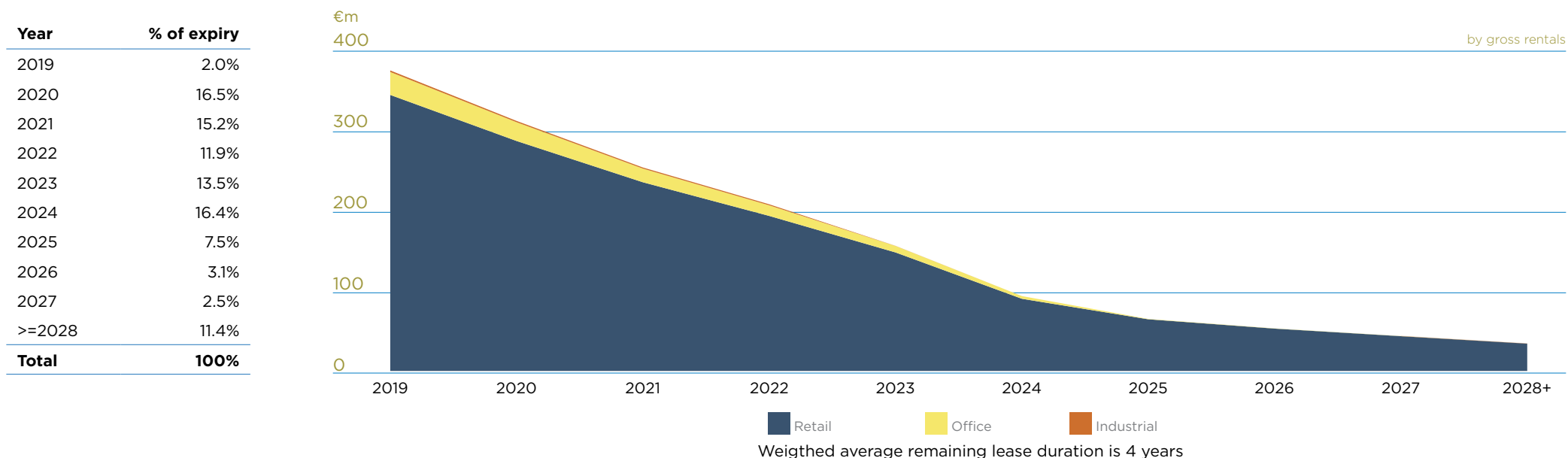
## SUSTAINABLE ANCHOR TENANT BASE



\* Bershka, Massimo Dutti, Oysho, Pull and Bear, Stradivarius and Zara  
 \*\* Cropp Town, House, Mohito, Reserved, Sinsay

## LONG-TERM LEASE DURATION

### EXPIRY PROFILE AS AT 30 JUNE 2019





# Strong performance indicators



## Operational performance indicators

Net Rental and Related Income (NOI)	€200m
NOI growth (like-for-like)	6.2%
Weighted average remaining lease term	4 years
Collection rate	99.9%
EPRA occupancy ratio	97.4%
Turnover/m <sup>2</sup> increase (like-for-like)*	7.1%
Tenants turnover growth (like-for-like)*	8.2%
Occupancy cost ratio**	13.4%

\* Like-for-like and exclude hypermarkets' sales, as they don't consistently report turnover data across portfolio.

\*\* Base rent, service charge and marketing contribution, divided by tenant sales; excluding hypermarket sales, which if included would have a decreasing impact.

## Financial performance indicators

Loan-to-value (LTV)*	32.5%
Unencumbered assets (% of investment property)	73%
Cost of debt	2.4%
Average remaining debt maturity	3.2 years
Long-term interest rate hedge coverage**	92%
Distributable earnings per share (eurocents)	29.02
EPRA earnings per share (eurocents)^	28.69
EPRA NAV per share (euro)	7.26
EPRA net initial yield	6.64
EPRA 'topped up' net initial yield	6.71

\* Interest bearing debt less lease liabilities (IFRS 16) less cash, divided by investment property (including investment property held for sale) less right of use assets (IFRS 16) plus, listed securities.

\*\* Excluding revolving facilities.

^ Reconciliation of profit for the period to EPRA earnings and distributable earnings is presented in Appendix.

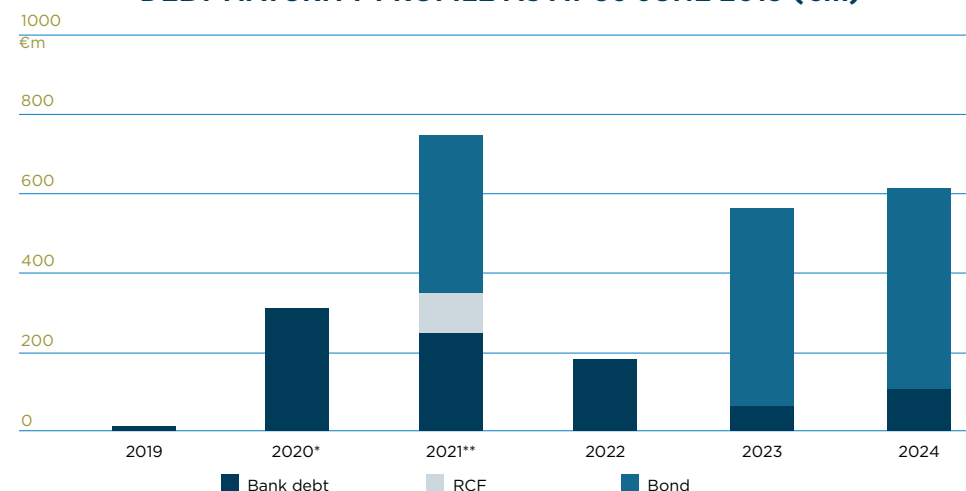


# Robust balance sheet

## Prudent financial strategy

- Versatile funding profile via a combination of equity and debt
- **73%** of the portfolio is unencumbered
- **Reaffirmed investment grade credit ratings:**
  - BBB, stable outlook - Standard & Poor's
  - BBB, stable outlook - Fitch
- **LTV target: 35%** (currently 32.5%)
- Long-term interest rate risk 92%^ hedged via caps and swaps; remaining weighted average hedge term: **3.7 years**
- **Weighted average cost of debt: 2.4%** in an increasing interest rate environment

DEBT MATURITY PROFILE AS AT 30 JUNE 2019 (€m)



\* Negotiations have started to extend the loans of Bonarka City Center (€187m outstanding debt), and Aupark Kosice (€82.9m outstanding debt). The €34.8m outstanding debt of Solaris Shopping Centre will be subject to renegotiation for extension closer to maturity.

\*\* The revolving facilities outstanding amount of €100m was repaid in July 2019. Karolinka Shopping Centre, Pogoria Shopping Centre, Platan Shopping Centre and Focus Mall Zielona Gora outstanding debt of €225m will be subject to renegotiation for extension closer to maturity.

^ Excluding revolving facilities



3

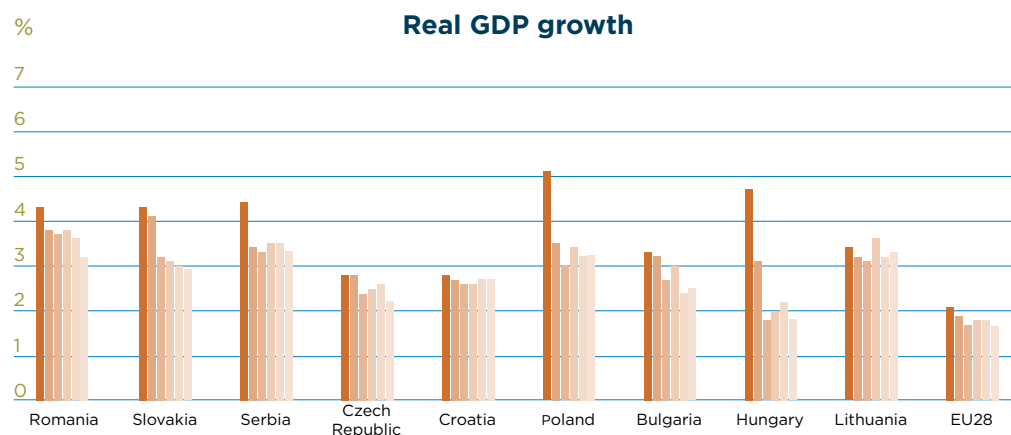
## CEE market prospects



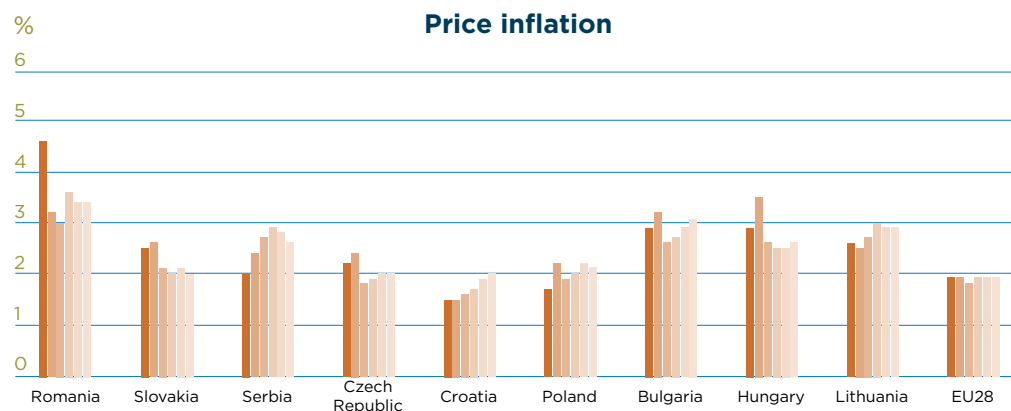
Mega Mall, Romania



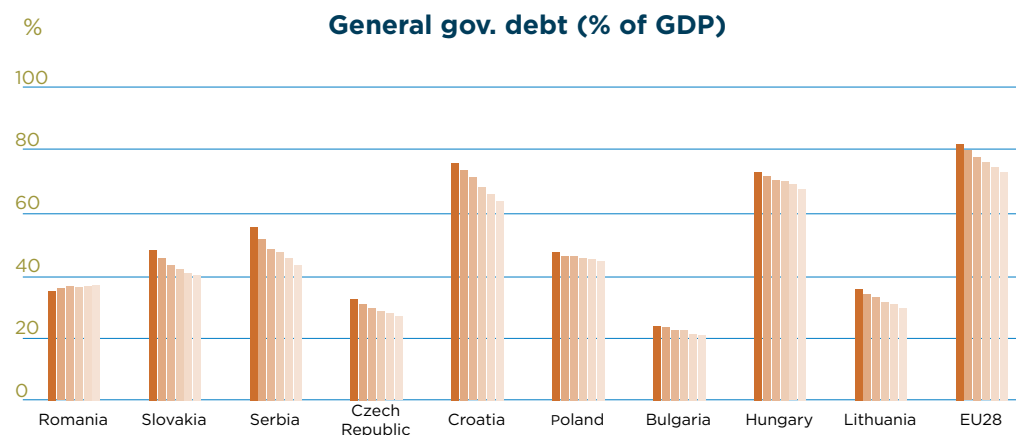
# Solid macroeconomic fundamentals and growth prospects in CEE



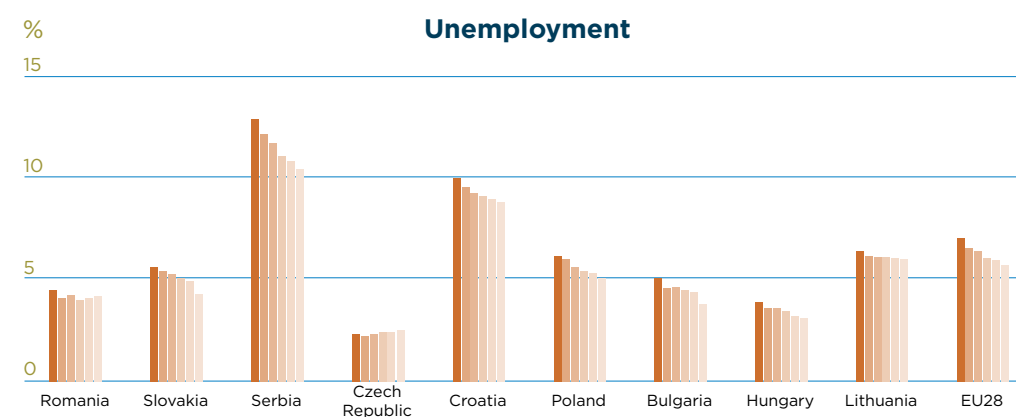
The European economy is expected to grow for the seventh year in a row in 2019. CEE countries are expected to continue growing at a better pace than the EU average. Real GDP growth of Poland accelerated to 5.1% in 2018, and is expected to reach an annual average of 3.2% in the 2019-23 forecast period. The economic upswing that began in Romania in 2017 slowed in 2018. Real GDP growth slowed from 7% in 2017 to 4.3% in 2018. The expected average GDP for 2019-22 is 3.6%.



Inflation averaged 1.9% in the EU28 in 2018 and it is expected to remain at the same level in 2019-22.



The general government debt ratio (% of GDP) is expected to decrease in almost all CEE countries in the coming years. Most CEE countries have significantly more prudent government debt compared to the EU average.



The unemployment rate decreased in 2018 in all the countries where the Group operates, as well as in EU28. The forecasted further decrease of unemployment rate for 2018-22. is a sign of a stable improvement in EU labor market conditions.

2018 2019 2020

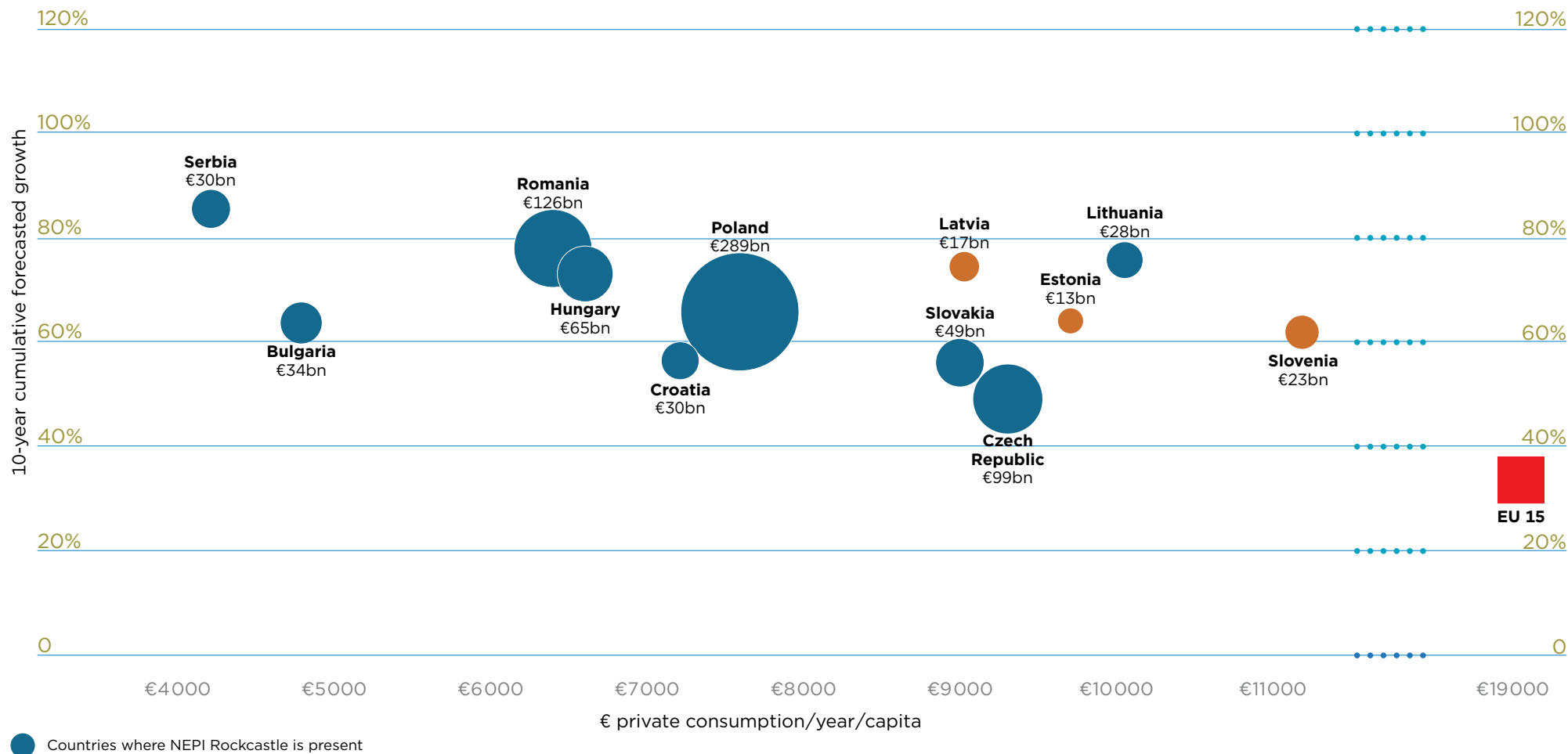
2021 2022 2023

Source: Economist Intelligence Unit

# Solid macroeconomic fundamentals and growth prospects in CEE

» continued

CEE private consumption growth well above the EU average



Private consumption is expected to remain the main growth driver, supported by improvements in employment rates and a rise in nominal wage. Tight labor markets and fiscal stimulus are supporting booming consumption in the region.

Source: Thomson Reuters





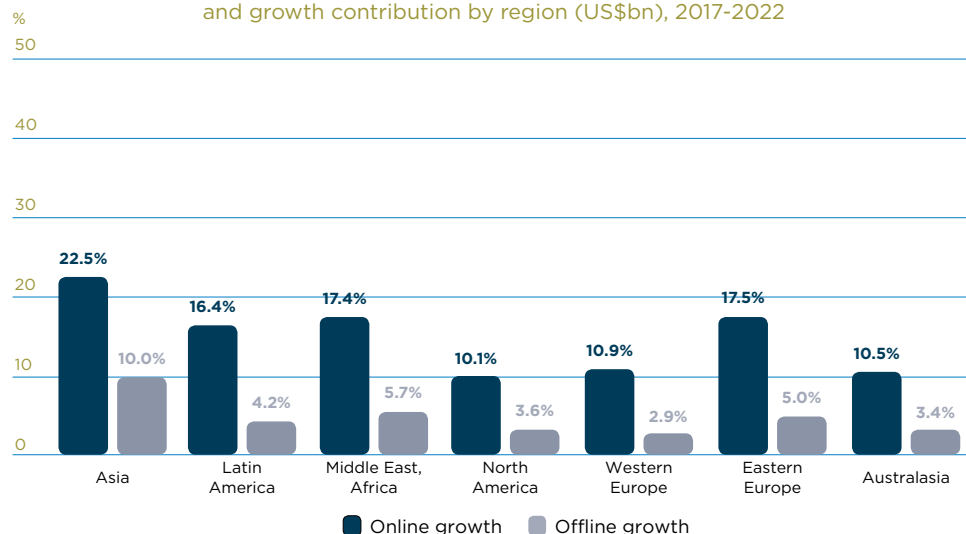
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Retail  
transformation



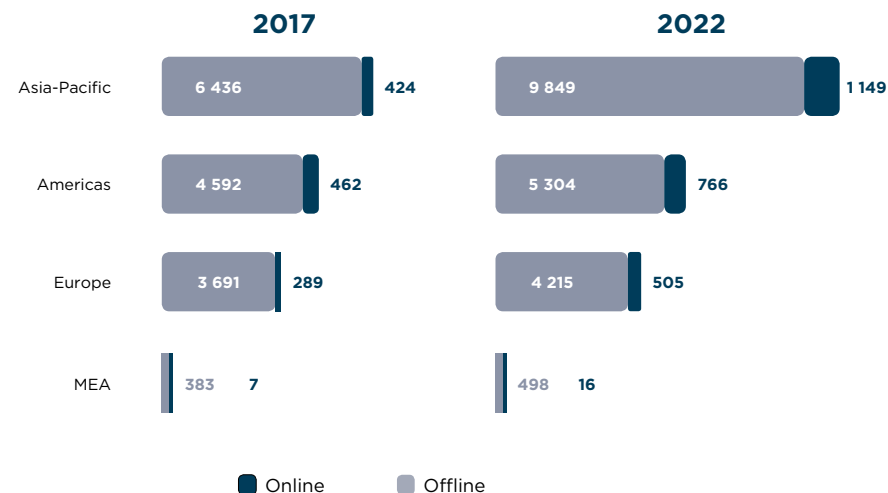
# Physical Retail and E-commerce, a CEE perspective

**Online and offline growth (CAGR %)**  
and growth contribution by region (US\$bn), 2017-2022



Source: GlobalData - Global Online Retailing 2017-2022

**Online and offline sales**  
by region (US\$bn), 2017-2022



Source: GlobalData - Global Online Retailing 2017-2022

**Total shopping centre floorspace**

	US	Western Europe	CEE
Stock of shopping centre space ( <i>million m<sup>2</sup></i> )	713.8	109.7	58.4
Population ( <i>million people</i> )	327	397	291
Shopping centre density per 1000 capita ( <i>m<sup>2</sup></i> )	2,183	276.3	200.7

Source: ICSC, Cushman & Wakefield *European Shopping Centres study*

Overall supply of shopping centres per capita is significantly lower in CEE than Western Europe or the US.

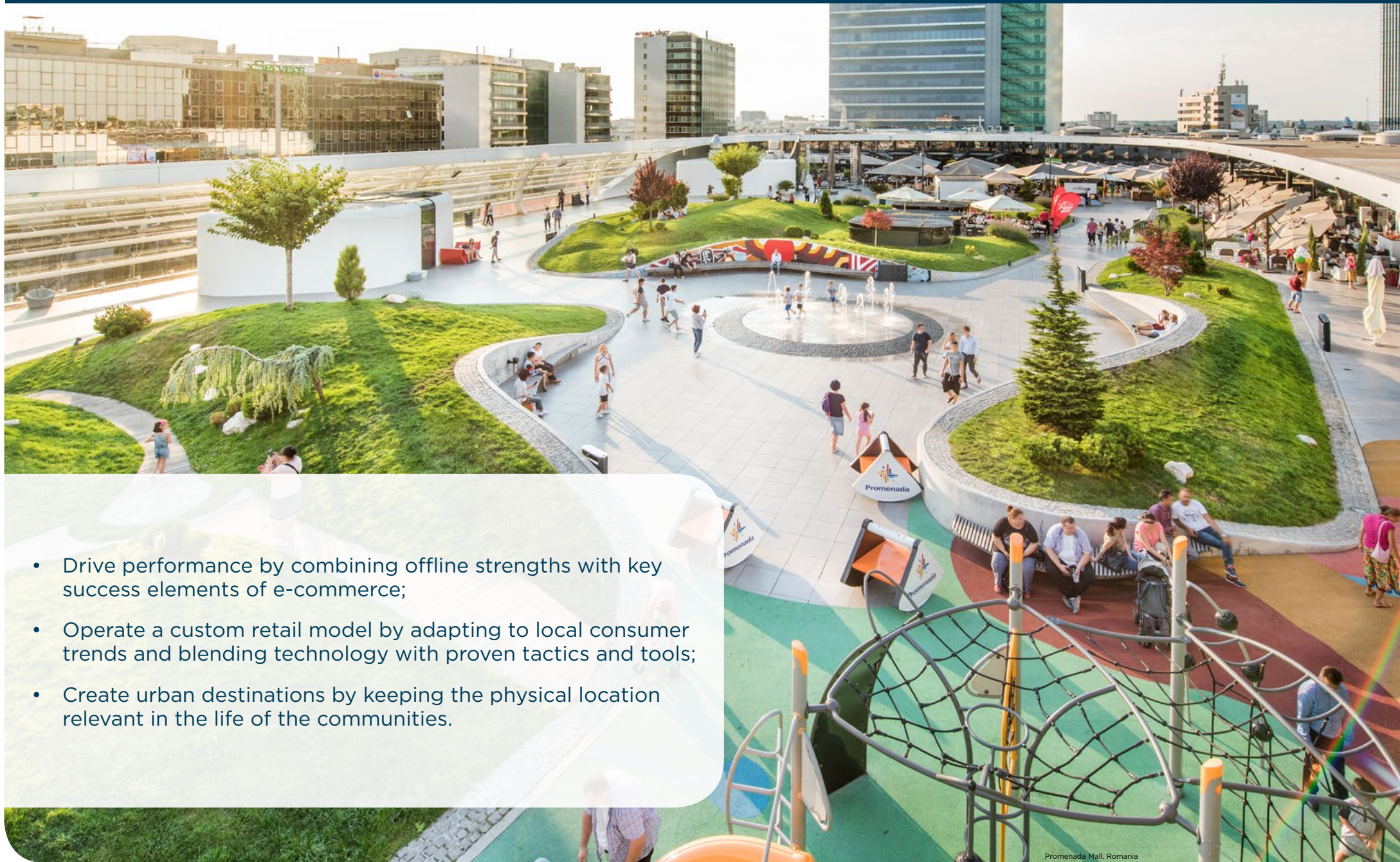
CEE malls are relatively newer and more modern.

The growth of offline sales in CEE will outperform all the regions except Asia, Middle East and Africa, with a CAGR of 5% by 2022.

The online sales in Europe are estimated to grow from €289bn to €505bn (a share of 10.6% of the total retail sales) while offline sales are estimated to grow from €3,691bn to €4,215bn, CEE leading this growth.



# Strategic approach



- Drive performance by combining offline strengths with key success elements of e-commerce;
- Operate a custom retail model by adapting to local consumer trends and blending technology with proven tactics and tools;
- Create urban destinations by keeping the physical location relevant in the life of the communities.

Promenada Mall, Romania



# Bricks and clicks: the physical - digital collaboration

Consumers move back and forth between bricks and clicks throughout the shopping journey and expect the same experience across all channels.

## Success stories:

The online beauty retailer Notino opened its first physical stores in 2017. Currently it has a significant contribution to the beauty segment growth of 6.3% YTD.

**NOTINO**  
TODAY IS YOURS

**ALTEx**

Romanian market leader of electronic retail, Altex, embraced a hybrid online/offline strategy that encouraged clients to pick-up in store. This drove the in-store sales growth of Electronics category with 20.6% YTD on a Like-for-like basis.





# Staying in touch with consumer trends

**23 shopping centres and office buildings have charging stations for electric cars and additional 28 will be equipped by 2020.**

First Tesla chargers in shopping centers in Poland, Slovakia, Hungary and Czech Republic.



Installed e-scooters charging stations

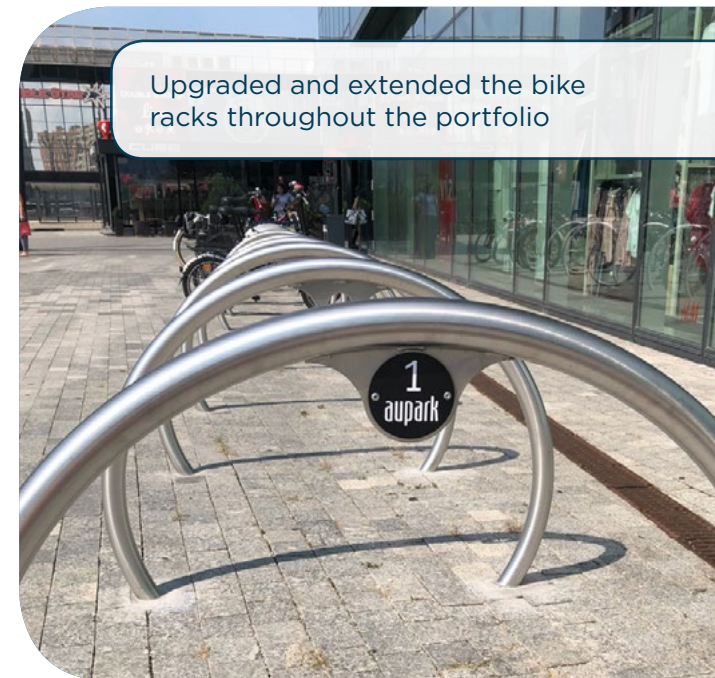


## Adapting to urban deliveries

Dedicated spaces for main delivery services:  
Glovo, Uber Eats.



Upgraded and extended the bike racks throughout the portfolio



# Strengthening the portfolio positioning

## Retailers extending their surface and updating to the latest concepts



Shopping City Sibiu, Romania  
full refurbishment

Solaris Shopping Center, Poland  
full refurbishment

RESERVED

Solaris Shopping Centre, Poland  
Extended from 680m<sup>2</sup> to 2,180m<sup>2</sup>



Alfa Centrum Bialystok, Poland  
Extended from 1,540m<sup>2</sup> to 2,280m<sup>2</sup>

NEW YORKER

Aurora Mall Buzau, Romania  
full refurbishment



Pogoria Shopping Centre, Poland  
Extended from 480m<sup>2</sup> to 640m<sup>2</sup>

Aurora Mall Buzau, Romania  
full refurbishment



Shopping City Sibiu, Romania  
Extended from 390m<sup>2</sup> to 1,230m<sup>2</sup>

Aurora Mall Buzau, Romania  
full refurbishment

Solaris Shopping Centre, Poland  
Extended from 520m<sup>2</sup> to 1,170m<sup>2</sup>

Pogoria Shopping Centre, Poland  
Extended from 580m<sup>2</sup> to 1,500m<sup>2</sup>

### Extending and refreshing the tenant mix - percentage of GLA updated

- **Solaris Shopping Centre:** 57% of the mix updated
- **Shopping City Buzau:** 29% of the mix updated
- **Shopping City Sibiu:** 23% of the mix updated
- **Alfa Centrum Bialystok:** 13% of the mix updated
- **Pogoria Shopping Centre:** 9% of the mix updated



# Strengthening the portfolio positioning » continued

## Improving the leisure



Shopping City Sibiu (*signed new lease*)  
Iris Titan Shopping Center (*replacement of previous cinema operator*)  
Shopping City Satu Mare (*signed new lease*)

## Market entries

TED BAKER  
LONDON

Arena  
Centar,  
Zagreb



Arena  
Centar,  
Zagreb



Arena  
Centar,  
Zagreb

NOTINO  
TODAY IS YOURS

Arena  
Mall,  
Budapest

LC Waikiki

Arena  
Centar,  
Zagreb



# Create social destinations: focus on food & dining and green terraces

before



## Mega Mall - refurbishment of the food-court

- Contemporary design brings a combination of wood, stone and interior landscaping with a focus on lighting;
- The ceiling of the food-court was raised in order to improve the effect of the 3 generous skylights; and
- Improved visibility of the food-court from the lower levels.

after



Consumer behaviour

65%  
Shopping



35%  
Leisure

Source: NEPI Rockcastle In-store market research

## Shopping City Sibiu - extension of the food-court

- New level designated exclusively to dining and entertainment was added, including an open-air terrace;
- Food-court is operated by a combination of international brands (KFC, Taco Bell) and successful national tenants (Pepp&Pepper, Salad Box, Insieme).





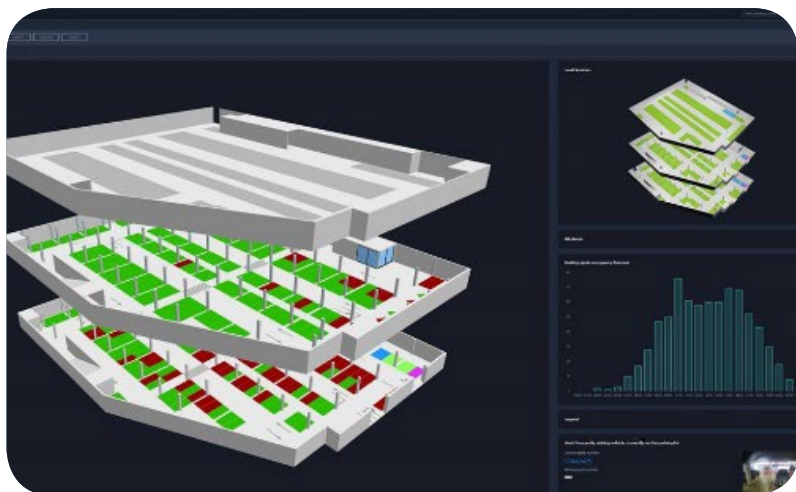
# Create social destinations: engaging customer experience

## Marketing campaigns

- HBO partnership with sculpture exhibitions for the launch of the final season of Game of Thrones in Mega Mall, Shopping City Timisoara and City Park from Romania.

## CSR campaign

- *Save the bees. Together!* - children's day event in several shopping centres in Poland;
- *Don't Be Plastic* - aiming to rethink and reduce usage of plastic; and
- *The Empty Shop* - continued the initiative for clothes donation in Promenada Mall, Bucharest, in partnership with Red Cross foundation (62 tones of clothes donated).



## Digital initiatives

- SEZAM loyalty program mobile application;
- Roll-out of parking guidance smart app in Poland;
- Rockeye, a customized system to collect, compare, analyse and present live footfall and car flow data, already in use in 5 centres in Poland.



# 5

## Value creation: Developments and disposals



Shopping City Sibiu, Romania



# Successful delivery of development pipeline

## Solaris Shopping Centre extension



Current GLA - 26 300m<sup>2</sup>

New Brands: 4f, Bajkowy, Deichmann, Hebe, House, Just Gym, Klooski, Labirynt, McDonald's, Mohito, Papa Diego, Pasibus, Pepco, Pizza Hut Express, Sizeer, Smyk, Thai Express, Yogoway.

Impact: (Traffic variation) +26%

## Arena Park development



GLA - 8 000m<sup>2</sup>

New Brands: CCC, Intersport, Jysk, LC Waikiki, Pepco.

## Shopping City Sibiu extension



Current GLA - 81 600m<sup>2</sup>

New Brands: Chefs, Cropp, De Facto, House, Intersport, Insieme, Jack's Burger, KFC, LC Waikiki, Mohito, Pepp&Pepper, Reserved, Salad Box, Smyk, Taco Bell.

Impact: (Traffic variation) +20%



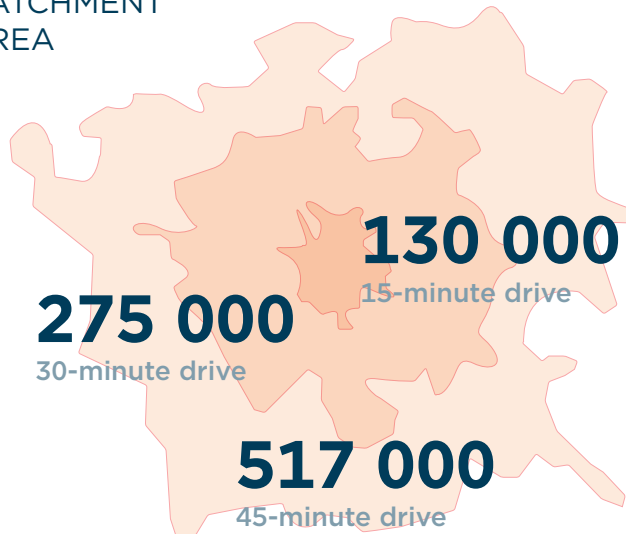
\* Catchment area presented for 30-min drive

# Solaris Shopping Centre

Solaris Shopping Centre, located in the city centre of Opole, is the city's main fashion and lifestyle destination, boasting the latest trends in entertainment facilities and hosting the only cinema in the city. It appeals to a broad range of customers and is a popular meeting place for shopping, business and socialising. Opole is the historic capital of Upper Silesia and has 128,000 residents, with a 30-minute catchment area of 275,000 inhabitants.

The 9,000m<sup>2</sup> GLA extension was completed in May 2019, and incorporated a new multi-level underground car park and a new town square facing the main road. The extension unlocked the full potential of the centre, providing tenants additional space to introduce their newest concepts, attracting new brands to the city, creating a modern food-court and improving the access to the cinema. The design emphasises the visual and functional integration of the existing and new part of the centre. Not only were the common areas of the mall refurbished, but most of the shops were also renovated.

## CATCHMENT AREA



**100%**  
Ownership

**26 300m<sup>2</sup>**  
Lettable area

**92.3%**  
EPRA Occupancy



# Arena Centar and Arena Park

The Company opened an over 8,000m<sup>2</sup> fully-occupied retail park in Zagreb, an European capital city with a population of 802,000 residents, in May 2019. Tenants include CCC, Intersport, Jysk, LC Waikiki (first Croatian store) and Pepco. When compared to the same period of 2018, the Groups' adjacent 67,200m<sup>2</sup> Arena Centar saw double digit increases for footfall and turnover, highlighting the synergy of the assets. The Arena retail scheme now totals 75,200m<sup>2</sup> GLA and consolidates its position as Croatia's premiere shopping destination.

CATCHMENT  
AREA

**1 400 000**  
45-minute drive

**319 000**  
15-minute drive

**990 000**  
30-minute drive



**100%**  
Ownership

**75 200m<sup>2</sup>**  
Lettable area

**98.2%**  
EPRA Occupancy

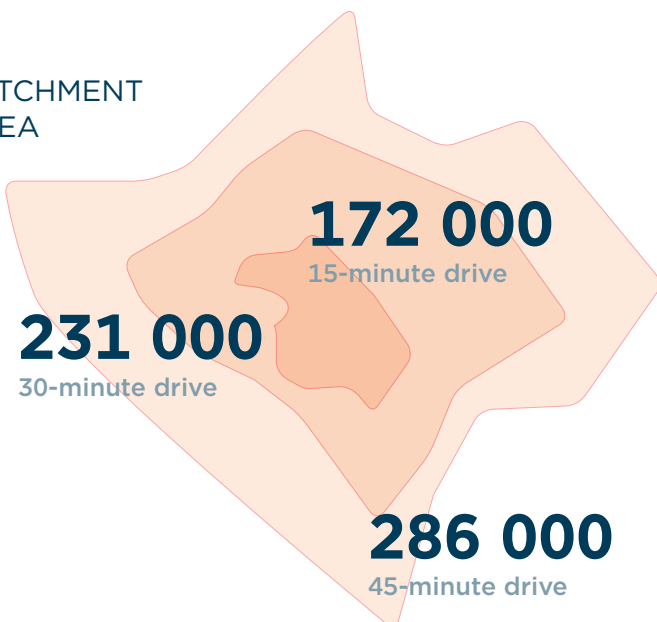


# Shopping City Sibiu

Shopping City Sibiu is the largest shopping centre in its region, with 81,600m<sup>2</sup> GLA post-reconfiguration and extension, catering to diverse demand via its extensive fashion offering, two hypermarkets and DIY store. The Group finalised a 3,700m<sup>2</sup> GLA extension and 34,600m<sup>2</sup> refurbishment in April 2019, including a new level dedicated to dining and entertainment, with an open-air terrace. Several fashion anchors were added, such as Cropp, De Facto (first Romanian store), House, LC Waikiki, Mohito, Reserved and Smyk. Some existing stores were refurbished and extended, for instance CCC, Douglas, Humanic and Noriel. The new food-court combines international brands like KFC and Taco Bell with successful national tenants such as Insieme, Pepp&Pepper and Salad Box.

The last phase of the extension, the opening of a Cineplexx multiplex cinema, is expected to open in Q4 2019.

## CATCHMENT AREA



**100%**  
Ownership

**81 600m<sup>2</sup>**  
Lettable area

**99.1%**  
EPRA Occupancy



# Mixed-use strategy and disposal of office portfolio

- Completed the sale of 50% stake in the Office Cluj-Napoca;
- Envisage the disposal of the Romanian office portfolio;
- Focus on sustainable long-term growth through acquisition and development of retail and/or mixed-use properties;
- Pursuing residential development opportunities.







6

Pipeline

Promenada Sibiu render, Romania



# Strong pipeline: sustainable growth with limited risk

Commitment to developments in a phased manner to limit risk, with high pre-leasing percentages for retail.



## LEASING COMMITMENT

- Main anchors secured early in the process for all developments.

## REINFORCING DOMINANCE

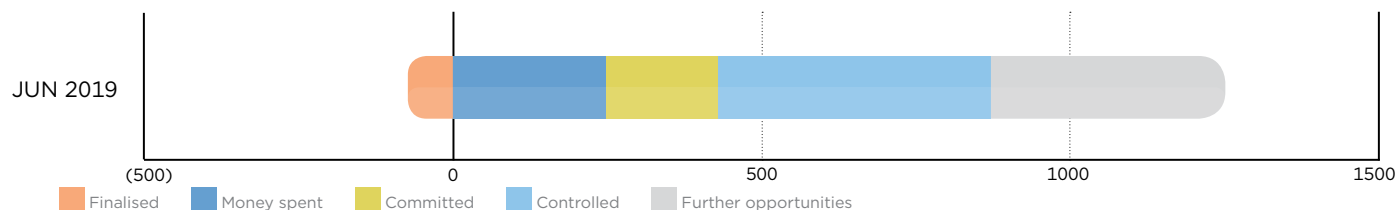
- Extensions projects underway to reinforce dominance of our shopping centres.

## PRUDENT PROJECT MANAGEMENT

- Sound track record in managing development risk and maintaining discipline in investment criteria;
- Construction costs are committed to in a phased manner following the achievement of the pre-leasing targets and are limited to the internal sources of financing;
- Majority of works done by package contracting, with limited use of general contractors, allows flexibility to change non-performing suppliers and enables high degree of cash flow management.

OVER  
**€1.2 bn**  
DEVELOPMENT PIPELINE

## DEVELOPMENTS AND EXTENSIONS PIPELINE (€ MILLION)



Committed: projects currently under construction

Controlled: projects where the land is controlled, but not yet under construction

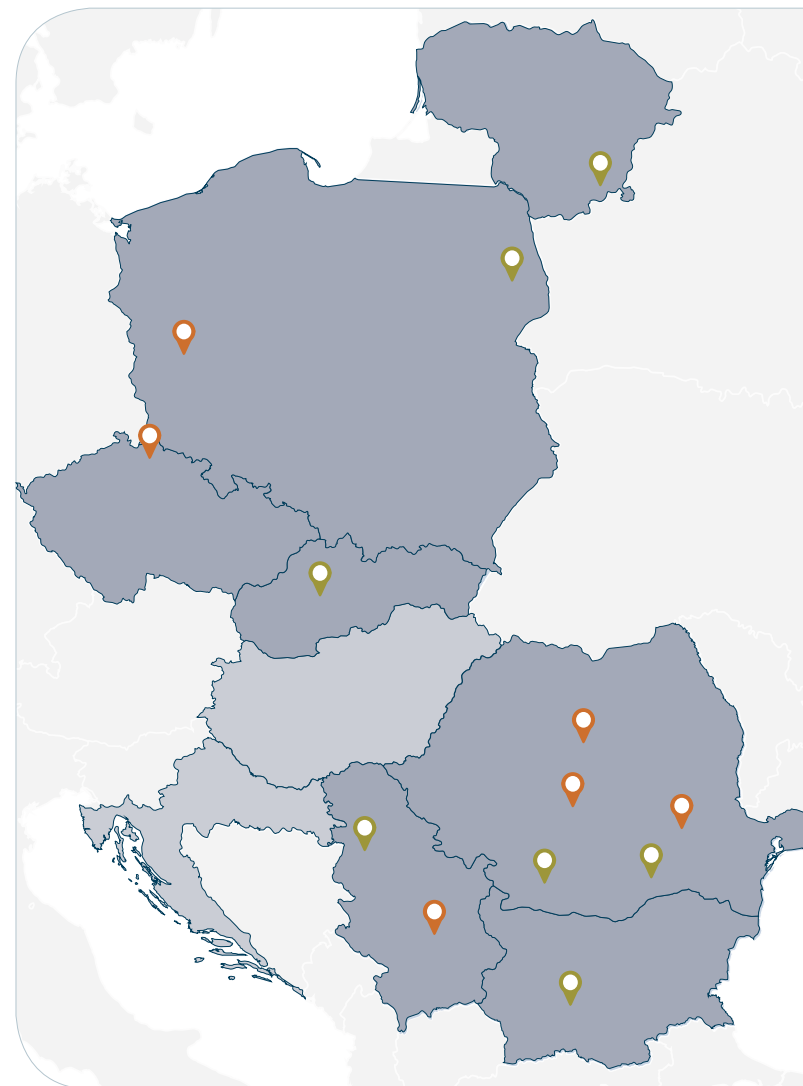
Capitalised interest and fair value not included

# Diversified developments to create value

## CASH BASIS

	Country	Type	Category	Target opening date	Ownership	GLA of existing property	GLA of development	Cost to date	Total cost
					%	m²	m²	€m	€m
Developments under construction						92 900	112 700	112	295
Promenada Sibiu	Romania	Mall	Development	Q4 2019	100	-	42 200	56	99
Focus Mall Zielona Gora	Poland	Mall	Extension and Refurbishment	Q4 2020	100	28 900	15 900	16	70
Shopping City Targu Mures	Romania	Mall	Development	Q2 2020	100	-	40 000	18	67
Shopping City Buzau	Romania	Mall	Extension and Refurbishment	Q3 2019/ Q2 2020	100	17 900	6 000	12	31
Forum Liberec Shopping Centre	Czech Republic	Mall	Refurbishment	Q2 2020	100	46 100	-	3	18
Retail park Krusevac - Phase I	Serbia	Mall	Development	Q3 2019	100	-	8 600	7	10
Developments under permitting and pre-leasing						154 200	206 500	127	574
Promenada Mall	Romania	Mall/ Office	Extension	2022	100	39 400	62 300	33	182
Promenada Plovdiv	Bulgaria	Mall	Development	2021	100	-	59 500	24	141
Promenada Craiova	Romania	Mall	Development	2021	100	-	56 500	21	115
Ozas Shopping and Entertainment Centre	Lithuania	Mall	Refurbishment	2021	100	61 800	7 000	-	30
Korzo Shopping Centrum	Slovakia	Mall	Extension	2022	100	16 100	11 000	-	27
Alfa Centrum Bialystok	Poland	Mall	Refurbishment	2021	100	36 900	1 200	-	21
Retail park Sabac	Serbia	Mall	Development	2022	100	-	9 000	2	11
Land held for future developments and extensions								47	47
Further opportunities									377
TOTAL DEVELOPMENTS							319 200	239	1 246

**Notes:**  
 Amounts included in this schedule are estimates and may vary according to permitting, pre-leasing and actual physical configuration of the finished developments.  
 Total cost includes development and land cost.  
 Cost to date does not include capitalised interest or fair value adjustments.





# Promenada Sibiu

UNDER CONSTRUCTION

**100%**

Ownership

**42 200m<sup>2</sup>**

Lettable area

**Q4 2019**

Target opening

The Group is developing a second project in Sibiu, one of Romania's most developed and affluent cities, a major tourist destination and home to over 169,000 residents. The two projects will service the 267,000 residents living within 45 minutes, and complement each other.

Promenada Sibiu is conveniently located in the inner city, within walking distance of the historic city center and next to the train station. The unique design seamlessly blends into the existing, renowned architecture. With an estimated 42,200m<sup>2</sup> GLA, the mall will attract locals and tourists with exclusive brands, a generous food court and outdoor terrace planned to host enticing events. The dining and entertainment area comprise 18% of GLA aligned with the Group's strategy of increasing leisure footprints.

Promenada Sibiu will have Romania's first Kaufland supermarket located in a mall, generous entertainment facilities and numerous fashion brands, including CCC, CineGold, Deichmann, Douglas, Guess, H&M, Hervis, Inditex (Bershka, Massimo Dutti, Oysho, Pull&Bear, Stradivarius and Zara), LC Waikiki, Mango, NewYorker, Reserved, Sephora, Sport Vision, Tommy Hilfiger and US Polo. Tenant interest is strong, and the centre will open Q4 2019.

CATCHMENT  
AREA

**212 000**

30-minute drive

**162 000**

15-minute drive

**267 000**

45-minute drive



# Shopping City Buzau extension and refurbishment

UNDER CONSTRUCTION

**100%**

Ownership

**17 900m<sup>2</sup>**

Lettable area  
for property in use

**6 000m<sup>2</sup>**

Estimated lettable area  
for extension

**Q3 2019/  
Q2 2020**

Target opening

Already a top performer due to its location and access, this mall is under reconfiguration and extension (work started in October 2018) to include a Cinema City, food court and several new fashion brand. Buzau, a city with 133,000 residents, is a major hub linking Bucharest to Moldavia, and capital of a county with approximately 430,000 residents, the majority within the centre's 45-minute catchment.

The first phase was successfully opened at the beginning of August 2019, fully let. New tenants include Bigotti, Marionnaud, Office Shoes, Tezyo and Tutti Cafe. Some existing tenants, such as Altex, CCC, Deichmann, Intersport and NewYorker, relocated to the extension with updated interiors.

The next phases will consist of a food court with outdoor terrace, scheduled for Q4 2019, and a cinema opening planned for Q2 2020. When completed, the centre will have 23,500m<sup>2</sup> GLA.

CATCHMENT  
AREA

**118 000**

15-minute drive

**249 000**

30-minute drive

**462 000**

45-minute drive



# Focus Mall Zielona Gora extension and refurbishment

UNDER CONSTRUCTION

**100%**

Ownership

**28 900m<sup>2</sup>**

Lettable area  
for property in use

**15 900m<sup>2</sup>**

Estimated lettable area  
for extension

**Q4 2020**

Target opening

The Company has started the 15,900m<sup>2</sup> GLA extension of Focus Mall Zielona Gora, the largest municipality and the seat of Lubuskie Voivodeship.

Once completed, the 44,800m<sup>2</sup> GLA mall will be the main retail destination for 284,000 people in a 30-minute catchment area, including the 140,000 inhabitants of the city.

The extension is expected to be finalised in Q4 2020.

CATCHMENT  
AREA

**151 000**

15-minute drive

**284 000**

30-minute drive

**490 000**

45-minute drive

# Shopping City Targu Mures

UNDER CONSTRUCTION

**100%**

Ownership

**40 000m<sup>2</sup>**

Lettable area

**Q2 2020**

Target opening

The Company obtained building permit for a 40,000m<sup>2</sup> GLA mall in south-eastern Targu Mures, the capital of Mures. Vibrant and multicultural, with 149,000 inhabitants, Targu Mures is home to Romania's largest, urban Hungarian community. The project will be completed in H1 2020 and anchored by Carrefour.

CATCHMENT  
AREA

**130 000**

15-minute drive

**275 000**

30-minute drive

**517 000**

45-minute drive



# Forum Liberec Shopping Centre refurbishment

UNDER CONSTRUCTION

**100%**

Ownership

**46 100m<sup>2</sup>**

Lettable area

**Q2 2020**

Target opening

In April 2019, the refurbishment of Forum Liberec, a 46,100m<sup>2</sup> GLA, centrally located mall, began. Liberec is Bohemia's third-largest city, and the fifth-largest in the Czech Republic, and, including suburbs, has 150,000 inhabitants.

The refurbishment involves a complete redesign, that improves access between floors, modernises communal areas and includes a cutting-edge, relocated food court, hosting tenants such as Burger King, McDonalds, Pizza Hut and Starbucks. Other well-known tenants include Bushman, Dracik, Farma Natura, Luxor, Sizeer, TANYA and Terranova.

Work will be completed in H1 2020.

CATCHMENT  
AREA

**519 000**

45-minute drive

**292 000**

30-minute drive

**152 000**

15-minute drive

# Krusevac retail park

UNDER CONSTRUCTION

**100%**

Ownership

**8 600m<sup>2</sup>**

Lettable area

**Q3 2019**

Target opening

Development for an 8,600m<sup>2</sup> GLA retail park in Krusevac, a central Serbian city and capital of Rasina, hosting one of the country's fourteen free economic zones, is ongoing. The city's has 58,000 residents, with 128,000 inhabitants in the greater metropolitan area. The centre is fully leased, with tenants such as CCC, Deichman, DM Drogherie Markt, LC Waikiki, NewYorker, Sinsay and Sport Vision, and will open in Q3 2019.

CATCHMENT  
AREA

**288 000**

45-minute drive

**88 000**

15-minute drive

**136 000**

30-minute drive



# Developments under permitting and pre-leasing



**100%**  
Ownership

The Group owns over 6.5ha in Plovdiv, the second largest city in Bulgaria, and is planning a 59,500m<sup>2</sup> shopping mall. Tenant interest is high and permitting efforts are ongoing.

**59 500m<sup>2</sup>**  
Estimated lettable area

The mall is expected to become the dominant scheme in Plovdiv, which is currently underserved by modern retail.

The land was acquired in December 2017 / April 2018 with the development scheduled to be finalised in two years after the permits are obtained.

**Q2 2021**  
Target opening



**100%**  
Ownership

The centre is located in the new central business district, near NEPI's Floreasca Business Park and The Lakeview.

**62 300m<sup>2</sup>**  
Estimated lettable area  
of extension

The extension will include additional mixed-use fashion, leisure, entertainment and A-grade office space.

Permitting is currently in progress.

Negotiations are in progress with international fashion and entertainment brands.

**Q2 2022**  
Target opening





7

Outlook

Shopping City Satu Mare, Romania



# Conclusions

- Achievements:
  - » Earnings growth above peers
  - » Solid NOI and Turnover growth, with low Occupancy Cost Ratios and high collection rate
  - » Additional growth through acquisitions and development
  - » Strong balance sheet and investment grade rating
- Focus on:
  - » Asset management
  - » Selective development and acquisition pipeline
  - » Financial profile
- Best placed, ahead of peers in our region and sector
- Critical mass, platform, skill and geographic diversity
- Guidance - growth based on substantially controlled factors



Mammut Shopping Centre, Hungary





# 8

## Appendix

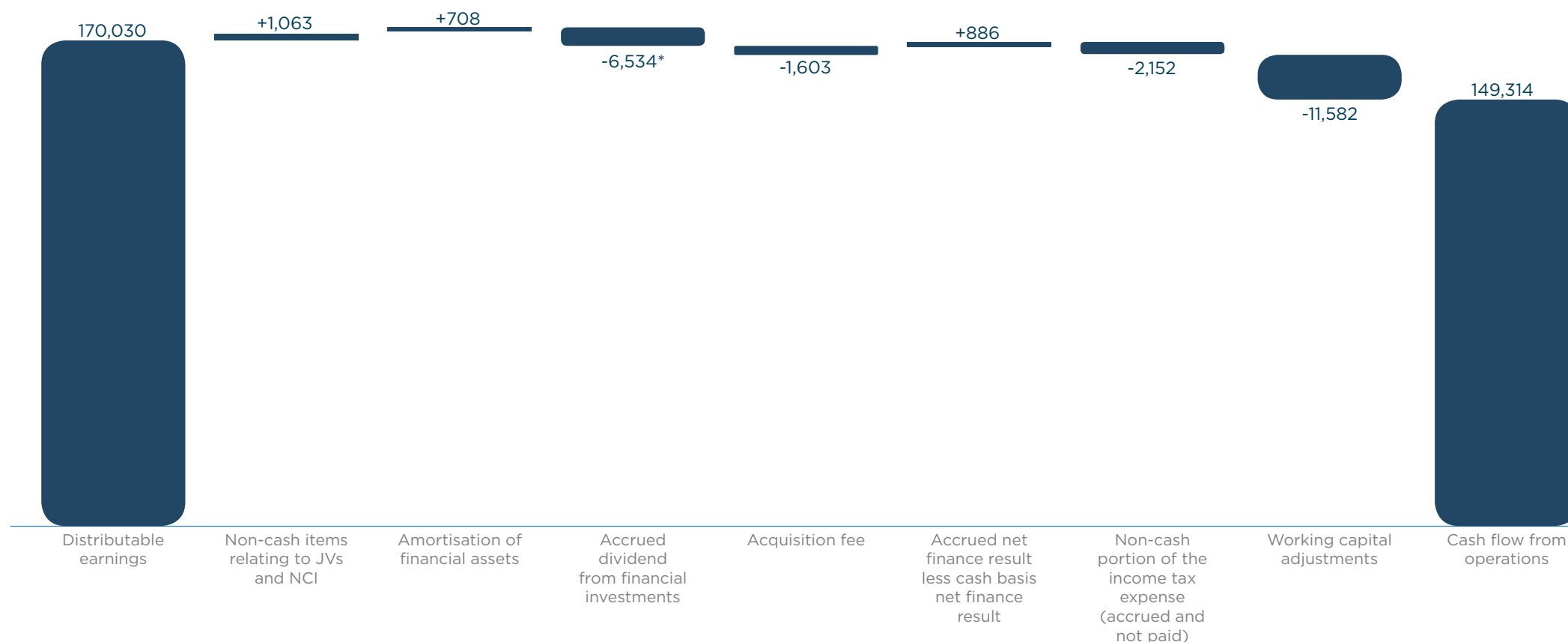


# Reconciliation of profit for the period to EPRA Earnings and distributable earnings

amounts in €'000

EPRA Earnings	Jun 2019	Jun 2018
<b>Earnings in IFRS Consolidated Statement of Comprehensive Income</b>	<b>224 729</b>	<b>149 042</b>
Fair value adjustments of investment property	(90 104)	(86 143)
Fair value and net result on sale of financial investments at fair value through profit or loss	(17)	72 091
Profit on disposal of joint ventures	(3 588)	-
Fair value adjustment of interest rate derivatives financial assets and liabilities	10 074	(94)
Acquisition fees	1 603	3 241
Deferred tax expense	26 546	27 916
Adjustments above in respect of joint ventures	(1 180)	(2 013)
Non-controlling interests	14	64
<b>EPRA Earnings</b>	<b>168 077</b>	<b>164 104</b>
<b>Basic number of shares for interim distribution</b>	<b>585 838 887</b>	<b>577 800 734</b>
<b>EPRA Earnings per Share (EPS)</b>	<b>28.69</b>	<b>28.40</b>
<b>Company specific adjustments:</b>		
Amortisation of financial assets	(708)	(911)
Reverse foreign exchange loss	476	1 157
Add back realised foreign exchange loss	(158)	(478)
Reverse income from financial investments at fair value through profit or loss	(5 692)	(29 564)
Accrued income from financial investments at fair value through profit or loss	6 534	18 733
Antecedent dividend	1 501	-
<b>Distributable Earnings</b>	<b>170 030</b>	<b>153 041</b>
<b>Distributable Earnings per Share</b>	<b>29.02</b>	<b>26.49</b>

# From distributable earnings to cash flow from operating activities



\* Dividends from financial investments are recognised on IFRS when the company's right to receive payment is established. For distribution purposes, whose computation is in line with the Best Practice Recommendations of the South African REIT Association, the dividends recognised under IFRS are reversed and an adjustment matching the income to the period for which the investment is held is made under "accrued dividend for financial investments". For cash purposes, the dividends from financial investments are recognised in "Cash flow used in investing activities" under the line "Income from financial investments at fair value through profit or loss".



# Glossary

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**EPRA Earnings:** Profit after tax attributable to the equity holders of the Company, excluding non-controlling interest, fair value adjustments of investment property, profits or losses on investment property disposals and related tax adjustment for losses on disposals, gains on acquisition of subsidiaries, acquisition costs, fair value and net result on sale of financial investments at fair value through profit or loss and deferred tax expense.

**EPRA Earnings Per Share:** EPRA Earnings divided by the number of shares outstanding at the period or year-end.

**EPRA Net Assets (EPRA NAV):** Net assets per the statement of financial position, excluding the goodwill, deferred taxation net balance and mark-to-market of interest rate derivatives.

**EPRA NAV Per Share:** EPRA NAV divided by the number of shares outstanding at the period end or year-end.

**EPRA Vacancy Ratio:** vacancy ratio computed based on estimated rental value of vacant space compared to the estimated rental value of the entire property.

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