



# ATRIUM – COMPANY PRESENTATION

THE LEADING OWNER & MANAGER OF  
CENTRAL EASTERN EUROPEAN  
SHOPPING CENTRES

1Q2016





# ATRIUM – LEADING OWNER & MANAGER OF CEE SHOPPING CENTRES



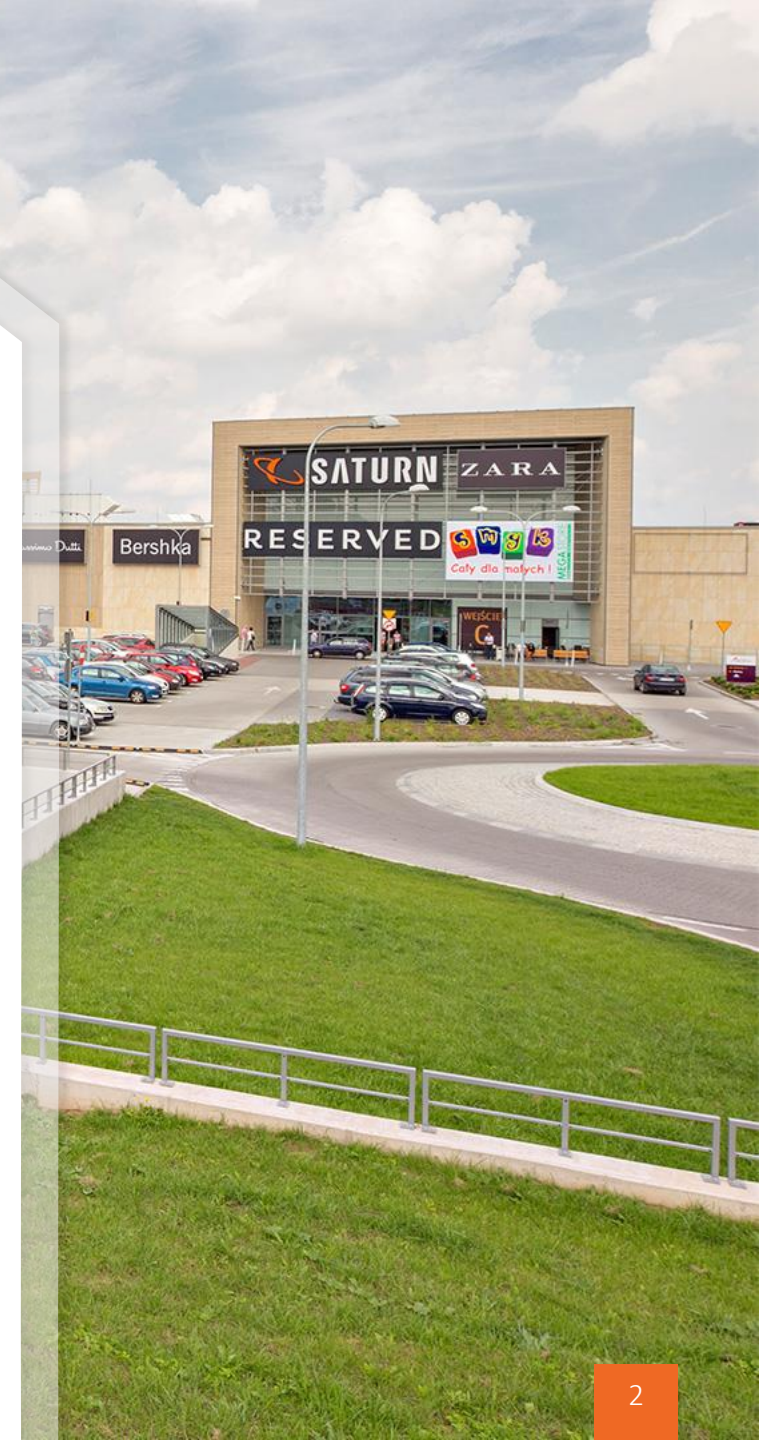
## A UNIQUE INVESTMENT OPPORTUNITY

- Strong management team with a proven track record
- Central European focus with dominant presence in the most mature & stable countries
- Robust balance sheet: 22.3% net LTV/ €316m cash
- Investment grade rating with a “Stable” outlook by Fitch and S&P
- Balance between solid income producing platform & opportunities for future growth



## KEY FIGURES

- 67 properties with a **MV of c.€2.6bn and over 1.1 million m<sup>2</sup> GLA**
- Focus on **shopping centres**, primarily food-anchored
- 1Q16 GRI: €48.6m, NRI: €47.3m (FY15 GRI: €207.4m, NRI: €197.9m)
- EPRA EPS: 7.6 €cents, EPRA NAV per share: €5.62
- Dividend per share: 27 €cents\*
- Research coverage by **Bank of America Merrill Lynch, Baader Bank, HSBC, ING, Kempen, Raiffeisen and Wood & co**

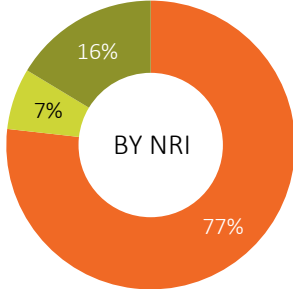
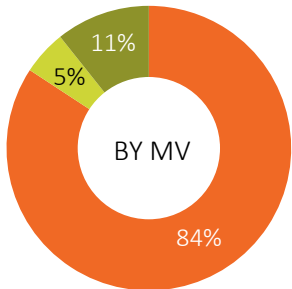


\* Subject to any legal and regulatory requirements and restrictions of commercial viability  
All numbers in this presentation as reported in the 3M results to 31 March 2016 unless explicitly stated otherwise,  
incl. A 75% stake in Arkady Pankrac (Prague, the Czech Republic) and Standing Investments classified as assets held for sale

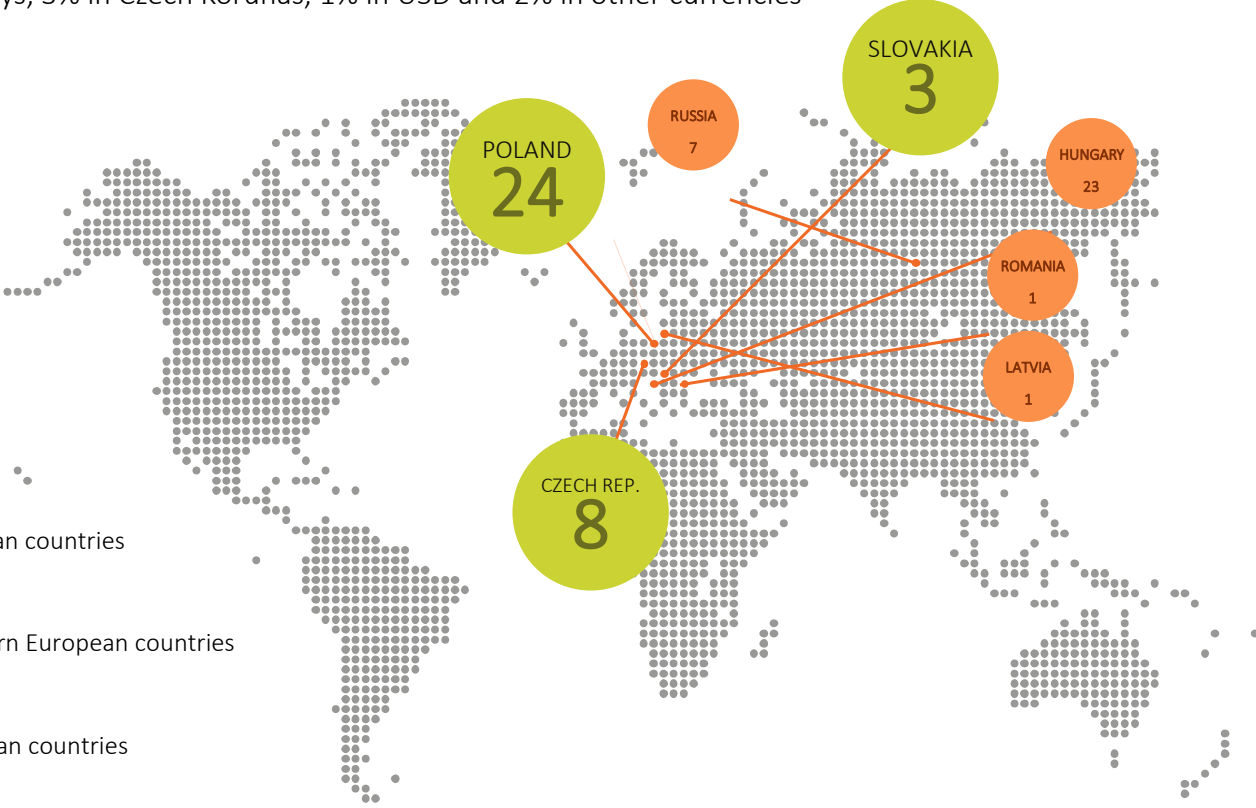
# FOCUS ON THE MOST MATURE AND STABLE MARKETS IN CEE

- 100% focus on Central and Eastern Europe (CEE) including Russia
- Core Markets (Poland, Czech Rep, Slovakia): 84% of MV/ 77% of NRI/ 87% in investment-grade countries\*
- 88% of 3M16 GRI is denominated in Euros, 6% in Polish Zlotys, 3% in Czech Korunas, 1% in USD and 2% in other currencies

## GEOGRAPHIC MIX OF THE PORTFOLIO



- Central European countries (PL, CZ, SK)
- Southern-Eastern European countries (HU, RO)
- Eastern European countries (RU, LV)

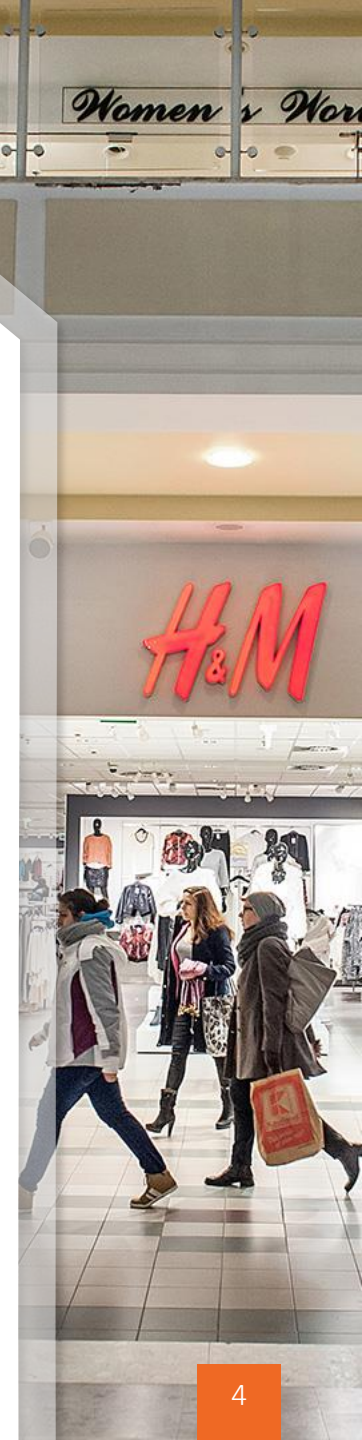


\* By MV based on S&P ratings/ 98% based on Fitch ratings

# RESTRUCTURING: MANAGEMENT MAKES A DIFFERENCE

| 2009                 | 2010                          | 2011 | 2012 | 2013                   | 2014 | 2015 | 1Q16 |
|----------------------|-------------------------------|------|------|------------------------|------|------|------|
| WHERE WE STARTED     |                               |      |      | WHERE WE ARE TODAY     |      |      |      |
| €1.6bn (Dec'08)      | STANDING INVESTMENT PORTFOLIO |      |      | €2.6bn                 |      |      |      |
| 93.6% (Dec'08)       | OCCUPANCY                     |      |      | 95.9%                  |      |      |      |
| 71% (FY08)           | OPERATING MARGIN              |      |      | 97.3%                  |      |      |      |
| €727m (Dec'08)       | DEVELOPMENT AND LAND          |      |      | €308m                  |      |      |      |
| 61%, 8.3% (Dec'08)   | GROSS LTV, COST OF DEBT       |      |      | 33.2%, 3.7%            |      |      |      |
| BB- (2009)           | CREDIT RATING                 |      |      | BBB-                   |      |      |      |
| €24 cent p.s. (FY09) | ADJ. EPRA EARNINGS            |      |      | €33.3 cent p.s. (FY15) |      |      |      |
| €3 cent p.s. (FY09)  | DIVIDEND                      |      |      | €27 cent p.s. (FY16)*  |      |      |      |

\* Subject to any legal and regulatory requirements and restrictions of commercial viability

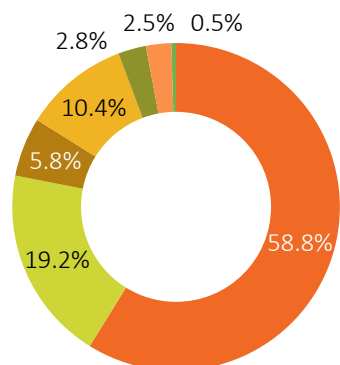




# STANDING INVESTMENTS PORTFOLIO DETAILED OVERVIEW

| Country             | No of properties | Gross lettable area | Market value 31/03/2016 | Market value per m <sup>2</sup> of GLA | Net equivalent yield (weighted average)* | EPRA net initial yield** | Revaluation during 3M 2016 | EPRA Occupancy |
|---------------------|------------------|---------------------|-------------------------|--|--|--------------------------|----------------------------|----------------|
|                     |                  | m <sup>2</sup>      | €m                      | €                                      | %  | %                        | €m                         | %              |
| Poland              | 24               | 539,000             | 1,527.5                 | 2,834                                  | 6.4%                                     | 6.5%                     | 11.4                       | 96.2%          |
| Czech Republic      | 8                | 117,700             | 499.3                   | 4,242                                  | 5.9%                                     | 5.7%                     | 2.4                        | 96.6%          |
| Slovakia            | 3                | 65,600              | 151.5                   | 2,309                                  | 7.3%                                     | 7.2%                     | 3.3                        | 98.7%          |
| <b>Core Markets</b> | <b>35</b>        | <b>722,300</b>      | <b>2,178.2</b>          | <b>3,016</b>                           | <b>6.4%</b>                              | <b>6.4%</b>              | <b>17.0</b>                | <b>96.5%</b>   |
| Russia              | 7                | 240,800             | 269.8                   | 1,120                                  | 12.7%                                    | 10.9%                    | -5.6                       | 91.8%          |
| Romania             | 1                | 54,100              | 71.7                    | 1,325                                  | 8.7%                                     | 8.0%                     | 0.1                        | 99.2%          |
| Hungary             | 23               | 100,900             | 64.8                    | 642                                    | 9.7%                                     | 10.5%                    | 0.0                        | 97.7%          |
| Latvia              | 1                | 20,400              | 11.9                    | 582                                    | 10.1%                                    | 9.5%                     | 0.0                        | 97.9%          |
| <b>Total Group</b>  | <b>67</b>        | <b>1,138,500</b>    | <b>2,596.3</b>          | <b>2,280</b>                           | <b>7.2%</b>                              | <b>7.0%</b>              | <b>11.5</b>                | <b>95.8%</b>   |

## MARKET VALUE PER COUNTRY



- Poland (58.8%)
- Czech Republic (19.2%)
- Slovakia (5.8%)
- Russia (10.4%)
- Romania (2.8%)
- Hungary (2.5%)
- Latvia (0.5%)

- Atrium owns 67 shopping centres and smaller retail properties
- 84% of the total standing investments portfolio is located in our **Core Markets**, with Poland exceeding 58%
- The top 10 assets:
  - Represent 63% of Atrium's standing investments' portfolio value
  - 7 are located in Poland, 2 in the Czech Republic and 1 in Slovakia
- As of 31<sup>st</sup> Mar. 2016, €16.4m are held for sale

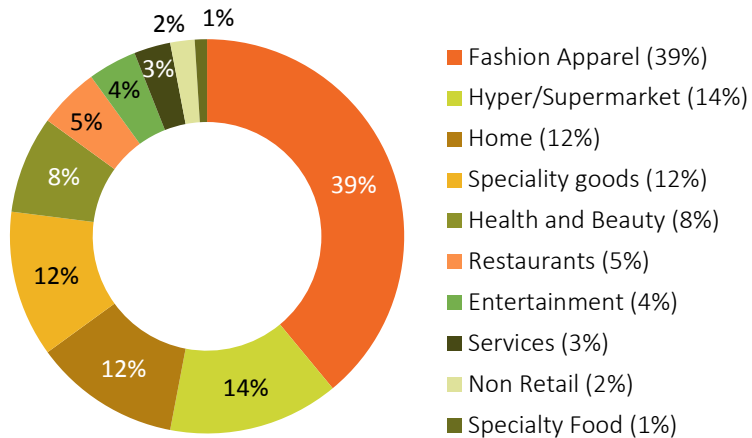
\* The external appraisers' equivalent yield is a weighted average yield that takes into consideration estimated rental values, occupancy rates and lease expiries

\*\* The EPRA Net initial yield is calculated as the annualised net rental income divided by the market value  
All numbers incl. the 75% stake in Arkady Pankrac (Prague, the Czech Republic) and the SIs held for sale



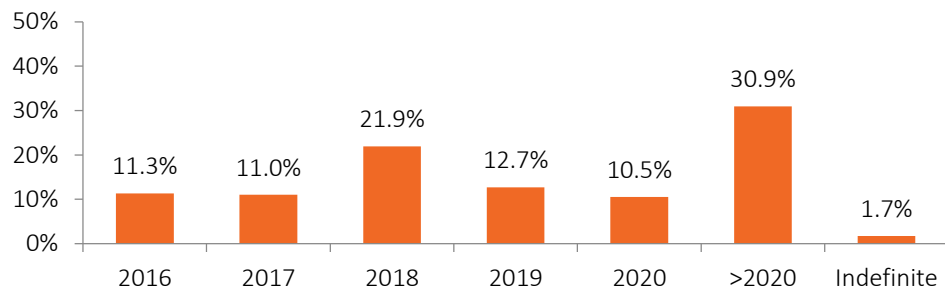
# RESILIENT INCOME: STRONG TENANTS, LONG LEASE DURATION\*

## 🛒 TENANT MIX BY ANNUALISED RENTAL INCOME



- Fashion Apparel tenants generate 40% of income (c.30% of GLA), and Hyper/ Supermarket retailers generate 14% (23% of GLA)
- The tenant mix with large exposure to food retailing and everyday necessities has proven its economic resilience

## 🕒 LEASE EXPIRY BY ANNUALISED RENTAL INCOME























- The long duration of lease contracts and the wide range of expiries provide resilient income streams
- Average lease duration is 5.1 years



\* Data for FY15: 12 months as of 31<sup>st</sup> Dec. 2015

# TOP 10 TENANTS - WELL-KNOWN GLOBAL RETAILERS\*

| Group name            | Main brands  | % of ARI**<br>(Annualised Rental Income) | International presence         | Sales 2015 € Bn, worldwide | S&P credit rating (if rated) |
|-----------------------|--|--|--------------------------------|----------------------------|------------------------------|
| Ahold                 |   | 4.6%                                     | 3,253 stores/<br>4 countries   | 32.8                       | BBB/ Stable                  |
| AFM                   |     | 3.5%                                     | 1,826 stores/<br>16 countries  | 54.2                       | BBB+/ Stable                 |
| Metro Group           |    | 3.4%                                     | 2,068 stores/<br>31 countries  | 59.2                       | BBB-/ Stable                 |
| LPP                   |  <br>  | 3.3%                                     | 1,627 stores/<br>15 countries  | 1.2                        | -                            |
| Hennes & Mauritz      |   | 2.2%                                     | 3,924 stores/<br>61 countries  | 22.9                       | -                            |
| Inditex               |     | 2.1%                                     | 7,013 stores/<br>88 countries  | 20.9                       | -                            |
| Kingfisher            |   | 1.5%                                     | 1,100 stores/<br>10 countries  | 13.4                       | BBB/ Stable                  |
| EMF                   |    | 1.2%                                     | 657 stores/<br>7 countries     | 0.6                        | -                            |
| ASPIAG                |   | 1.2%                                     | 12,100 stores/<br>42 countries | 33.0                       | -                            |
| Tengelmann Group      |    | 1.2%                                     | 4,170 stores/<br>19 countries  | 8.1***                     | -                            |
| <b>Top 10 tenants</b> |  | <b>24.2%</b>                             |                                |                            |                              |

\* Data for FY15: 12 months as of 31<sup>st</sup> Dec. 2015

\*\* Including 100% of Arkady Pankrac

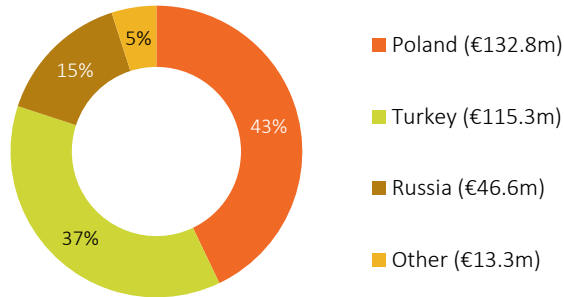
\*\*\* 2014 instead of 2015





# RATIONALISED DEVELOPMENT PIPELINE MITIGATES RISK

## DEVELOPMENT AND LAND PER COUNTRY



■ €308M fair value, representing 11% of our total real estate portfolio

### COMPLETED PROJECTS

- March 2014: Atrium's largest project – Atrium Felicity (74,100 m<sup>2</sup> GLA) in Lublin, Poland
- March 2015: extension of Atrium Copernicus in Torun, Poland (+17,300 m<sup>2</sup> of GLA)

### ONGOING PROJECTS

- Atrium Promenada: a complex project of redevelopment & 44,000 m<sup>2</sup> GLA extension. Stage 1 (total invest. cost est. at €49m out of which €22m spent as of 31.03.16) is ongoing. The first significant step of Stage 1 was completed with the new c. 3,000 m<sup>2</sup> H&M flagship store opening on 9th March 2016. Stage 2 was approved by the Board of Directors on 17th May
- Atrium Targowek: a total extension of c. 9,000 m<sup>2</sup> new GLA. The preliminary stage (total invest. cost est. at €11m) was approved by the Board of Directors on 17th May

### ATRIUM FELICITY



### ATRIUM PROMENADA EXTENSION

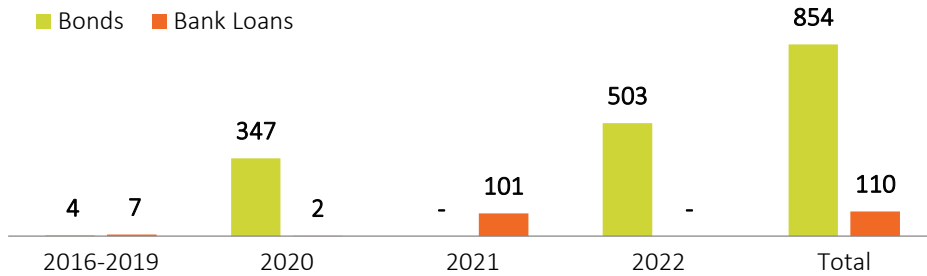




# SOLID DEBT PROFILE

BBB-/ STABLE RATING FROM S&P AND FITCH

## DEBT MATURITY (€M)



## KEY METRICS

- Atrium has a strong Balance Sheet with €316m of cash\*, gross LTV of 33.2% and net LTV of 22.3%
- The weighted average debt maturity is 5.7 years
- Average cost of debt at 3.7%
- The unencumbered standing investments portfolio proportion is 84%, up from 80% as at YE-2015



## LATEST TRANSACTIONS

- Early repayment of €49.5m bank loan to Berlin-Hyp in Poland (March)
- 2013 & 2014 Bonds buybacks for the total amount of €16.4m (April)

\* Including €81.9m VAT input received due to Group restructuring



# STRATEGIC FOCUS & FUTURE GROWTH

**CORPORATE VISION:** The Group's vision is to remain one of the leading owners and managers of food anchored shopping centres in Central Europe and for the Atrium brand to become a hallmark of high quality retail for consumers and retailers

## THREE KEY DRIVERS OF FUTURE GROWTH:



**LIQUIDITY** - Significant liquid funds directly available for investments



**DEVELOPMENT & LAND** - Monetise the land bank through selective development or divestment

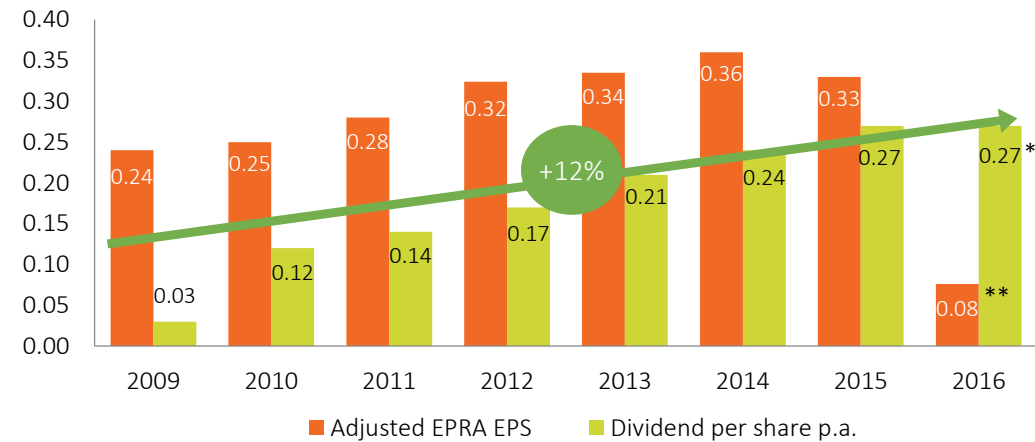


**EXTENSIONS** - Redevelopment and extension potential

MILESTONE 1: Solid investment grade rating ✓

MILESTONE 2: Sustainable dividend ✓

DIVIDEND CAGR (2010-16)



## FINANCIAL TARGETS:

- Long-term leverage target of net debt to real estate value of **35%**
- Long-term target for development & land bank **<15%** of total real estate asset



\* Subject to any legal and regulatory requirements and restrictions of commercial viability

\*\* Adjusted EPRA earnings per share for 3months to 31.03.16





## APPENDIX 1 – MACRO OVERVIEW

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# MACRO OVERVIEW OF OUR MARKETS

| Macro Indicator               | Poland  | Czech Republic | Russia  | Slovakia | Hungary | Romania | Latvia | Total / Average* | France  | Germany |
|-------------------------------|---------|----------------|---------|----------|---------|---------|--------|------------------|---------|---------|
| 2015 Population (M people)    | 38.0    | 10.5           | 146.3   | 5.4      | 9.9     | 19.9    | 2.0    | 232.1            | 64.3    | 81.9    |
| 2015 GDP in PPP (\$ Bn)       | 1,005.5 | 332.5          | 3,718.0 | 161.0    | 258.4   | 413.9   | 49.1   | 5,938.4          | 2,646.9 | 3,840.6 |
| 2015 GDP per capita PPP (\$)  | 26,455  | 31,550         | 25,411  | 29,720   | 26,222  | 20,787  | 24,712 | 26,408           | 41,181  | 46,893  |
| 2016f GDP per capita PPP (\$) | 27,671  | 32,600         | 25,186  | 31,013   | 27,146  | 21,916  | 25,883 | 27,345           | 41,867  | 47,536  |
| 2019f GDP per capita PPP (\$) | 32,457  | 36,594         | 27,502  | 36,190   | 30,950  | 25,759  | 31,030 | 31,497           | 45,635  | 52,058  |
| 2015 real GDP growth (%)      | 3.6%    | 4.2%           | -3.8%   | 3.6%     | 3.0%    | 3.7%    | 2.7%   | 2.4%             | 1.1%    | 1.5%    |
| 2016f real GDP growth (%)     | 3.6%    | 2.6%           | -1.9%   | 3.4%     | 2.3%    | 4.2%    | 3.2%   | 2.5%             | 1.1%    | 1.5%    |
| 2017f real GDP growth (%)     | 3.6%    | 2.4%           | 0.8%    | 3.4%     | 2.5%    | 3.6%    | 3.6%   | 2.8%             | 1.3%    | 1.6%    |
| 2019f real GDP growth (%)     | 3.5%    | 2.2%           | 1.5%    | 3.3%     | 2.2%    | 3.3%    | 4.0%   | 2.9%             | 1.7%    | 1.3%    |
| 2015 retail sales growth (%)  | 3.1%    | 4.1%           | -10.0%  | 3.9%     | 4.3%    | 6.4%    | 5.1%   | 2.4%             | 1.4%    | 1.1%    |
| 2016f retail sales growth (%) | 3.9%    | 3.5%           | -5.0%   | 3.9%     | 3.6%    | 5.6%    | 5.4%   | 3.0%             | 1.4%    | 1.2%    |
| 2019f retail sales growth (%) | 4.3%    | 2.9%           | 5.4%    | 3.3%     | 4.2%    | 6.8%    | 4.9%   | 4.5%             | 1.5%    | 1.2%    |
| 2015 Unemployment (%)         | 7.5%    | 5.0%           | 5.6%    | 11.5%    | 6.9%    | 6.8%    | 9.9%   | 7.6%             | 10.4%   | 4.6%    |
| 2016f Unemployment (%)        | 7.0%    | 4.7%           | 6.5%    | 10.4%    | 6.7%    | 6.4%    | 9.5%   | 7.3%             | 10.1%   | 4.6%    |
| 2019f Unemployment (%)        | 7.0%    | 4.9%           | 5.5%    | 9.2%     | 6.1%    | 6.5%    | 8.5%   | 6.8%             | 9.6%    | 4.9%    |
| 2015 Inflation (%)            | -0.5%   | 0.1%           | 12.9%   | -0.4%    | 0.9%    | -0.9%   | 0.4%   | 1.8%             | 0.3%    | 0.3%    |
| 2016f Inflation (%)           | 0.5%    | 1.5%           | 7.9%    | 0.7%     | 1.2%    | 1.5%    | 1.6%   | 2.1%             | 1.1%    | 1.2%    |
| 2019f Inflation (%)           | 2.5%    | 2.0%           | 4.0%    | 1.9%     | 3.0%    | 2.7%    | 2.0%   | 2.6%             | 1.8%    | 1.9%    |

\* Simple arithmetic average for comparison purposes  
Sources: IMF, Oxford Economics, PMR





# MACRO OVERVIEW OF OUR MARKETS (CONTINUED)

| Macro Indicator  | Poland              | Czech Republic     | Russia                | Slovakia          | Hungary              | Romania               | Latvia            | Average     | France              | Germany            |
|--|---------------------|--------------------|-----------------------|-------------------|----------------------|-----------------------|-------------------|-------------|---------------------|--------------------|
| 2015 Consumer spending growth (%)                      | 3.1%                | 2.9%               | -9.4%                 | 2.2%              | 2.6%                 | 4.7%                  | n.a.              | 1.0%        | 1.4%                | 1.9%               |
| 2016f Consumer spending growth (%)                     | 3.1%                | 2.7%               | -4.2%                 | 2.7%              | 2.1%                 | 4.6%                  | n.a.              | 1.8%        | 1.4%                | 2.0%               |
| 10-year Interest rate, 2015 (%)                        | 2.9%                | 0.6%               | 9.8%                  | 0.8%              | 3.4%                 | 1.7%                  | n.a.              | 3.2%        | 1.0%                | 0.6%               |
| 10-year Interest rate, 2016f (%)                       | 3.0%                | 1.4%               | 9.1%                  | 1.5%              | 3.5%                 | 3.3%                  | n.a.              | 3.6%        | 1.5%                | 1.2%               |
| 2015 Avg. gross monthly wage (€)                       | 985                 | 967                | 672                   | 881               | 800                  | 577                   | n.a.              | 814         | n.a.                | n.a.               |
| 2016f Avg. gross monthly wage (€)                      | 1,030               | 1,006              | 726                   | 910               | 865                  | 604                   | n.a.              | 857         | n.a.                | n.a.               |
| 2015 Monthly Retail sales per capita (€)               | 290                 | 289                | 232                   | 269               | 182                  | 145                   | n.a.              | 235         | n.a.                | n.a.               |
| 2016f Monthly Retail sales per capita (€)              | 301                 | 299                | 255                   | 279               | 189                  | 154                   | n.a.              | 246         | n.a.                | n.a.               |
| Jan.'16 Retail trade volume change y-o-y * (%)         | 7.5%                | 6.0%               | -7.3%                 | 0.5%              | 2.2%                 | 15.7%                 | 2.8%              | 3.9%        | 3.6%                | 1.8%               |
| Feb.'16 Retail trade volume change y-o-y * (%)         | 6.2%                | 4.0%               | -5.9%                 | 0.5%              | 6.6%                 | 19.0%                 | 2.4%              | 4.7%        | 4.4%                | 1.9%               |
| Mar.'16 Retail trade volume change y-o-y * (%)         | 4.3%                | 4.3%               | -5.4%                 | 2.0%              | 4.3%                 | 18.4%                 | 0.3%              | 4.0%        | 4.6%                | 0.4%               |
| Consumer Confidence Indicator**, Mar.'16               | -10.9               | 3.4                | n.a.                  | -10.0             | -23.0                | -20.2                 | -9.5              | -11.7       | -17.1               | -6.2               |
| Consumer Confidence Indicator**, Apr.'16               | -5.9                | 2.4                | n.a.                  | -8.9              | -19.6                | -17.6                 | -8.1              | -10.7       | -18.5               | -4.8               |
| Retail Confidence Indicator**, Mar.'16                 | 1.2                 | 20.0               | n.a.                  | 13.2              | 6.8                  | 8.6                   | 9.6               | 10.0        | -5.3                | 0.1                |
| Retail Confidence Indicator**, Apr.'16                 | 1.1                 | 18.0               | n.a.                  | 13.9              | 6.6                  | 4.8                   | 9.0               | 10.3        | -3.5                | -0.8               |
| <b>Country rating/ outlook - Moody's</b>               | <b>A2/ negative</b> | <b>A1/ stable</b>  | <b>Ba1/ negative</b>  | <b>A2/ stable</b> | <b>Ba1/ positive</b> | <b>Baa3/ positive</b> | <b>A3/ stable</b> | <b>n.a.</b> | <b>Aa2/ stable</b>  | <b>Aaa/ stable</b> |
| <b>Country rating/ outlook - Standard &amp; Poor's</b> | <b>A-/ positive</b> | <b>AA-/ stable</b> | <b>BB+/ negative</b>  | <b>A+/ stable</b> | <b>BB+/ stable</b>   | <b>BBB-/ stable</b>   | <b>A-/ stable</b> | <b>n.a.</b> | <b>AA/ negative</b> | <b>AAA/ stable</b> |
| <b>Country rating/ outlook - Fitch</b>                 | <b>A-/ stable</b>   | <b>A+/ stable</b>  | <b>BBB-/ negative</b> | <b>A+/ stable</b> | <b>BB+/ positive</b> | <b>BBB-/ stable</b>   | <b>A-/ stable</b> | <b>n.a.</b> | <b>AA/ stable</b>   | <b>AAA/ stable</b> |
| Atrium country exposure by NRI (3M2016)                | 51.3%               | 16.7%              | 19.6%                 | 5.7%              | 3.2%                 | 2.9%                  | 0.6%              | 100.0%      |                     |                    |
| Atrium country exposure by MV at 31/03/16***           | 58.8%               | 19.2%              | 10.4%                 | 5.8%              | 2.8%                 | 2.5%                  | 0.5%              | 100.0%      |                     |                    |



\* Adjusted for inflation & seasonal effects  
 \*\* Households' & retailers' near-future expectations  
 Sources: Eurostat, C&W, PMR

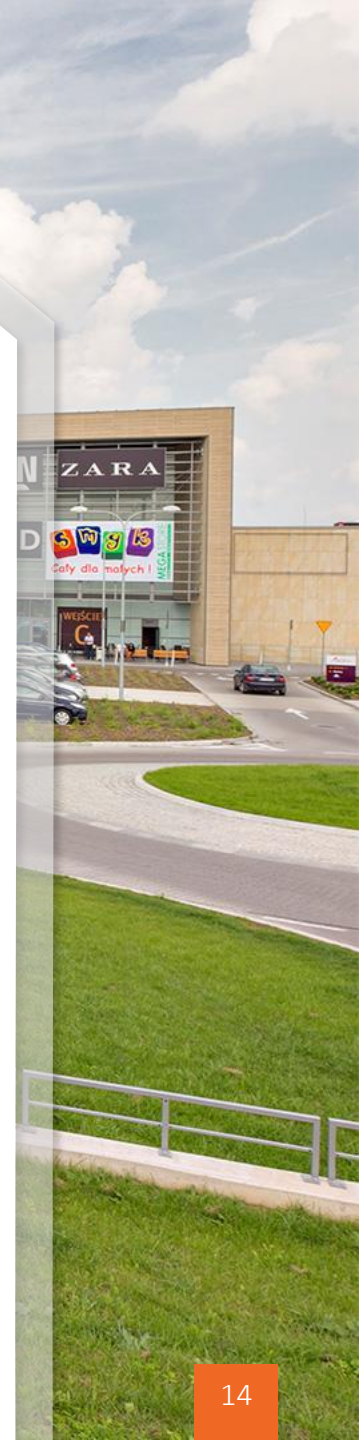


# COUNTRY & REAL ESTATE RISK/ YIELD

## YIELDS ON 10Y BONDS IN LOCAL CURRENCIES, JAN 2011- MAY 2016



| Country    | Sovereign ratings | 10Y gov. bond yield, local currency | Prime shopping centre gross yield* C&W (1Q16) | Spread from SC yield to 10Y gov. bond yields |
|------------|-------------------|-------------------------------------|---|--|
| Russia     | BBB-              | 8.76%                               | 11.00%  | 2.24%  |
| Romania    | BBB-              | 3.51%                               | 7.25%   | 3.74%  |
| Hungary    | BB+               | 3.41%                               | 6.50%   | 3.09%  |
| Poland     | A-                | 2.99%                               | 5.25%   | 2.26%  |
| Czech Rep. | A+                | 0.40%                               | 4.75%   | 4.35%  |
| Slovakia   | A+                | 0.33%                               | 5.25%   | 4.92%  |
| Germany    | AAA               | 0.12%                               | 3.90%   | 3.78%  |



Sources: Bloomberg, C&W, Europa Property

\* Except Germany – net, and Romania – prime retail yield





## APPENDIX 2– ANALYSTS’ PRESENTATION

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# KEY EVENTS IN 2016 YTD



## OPERATIONAL PERFORMANCE

- **Core Markets<sup>1</sup>: NRI increased 1.2% to €36.3m; LFL NRI remained stable at € 31.4m**
- **Russia** continues to impact the Group's overall performance



## ACQUISITIONS / DISPOSALS

- Feb. 2016: completed the **sale of 10 non-core assets** in the Czech Republic for a value of €103m, 8% over the fair value prior to receipt of initial offers
- Apr. 2016: Signed a preliminary sale agreement for **three assets in Poland** for a value of € 17.5m



## DEVELOPMENTS AND EXTENSIONS

- Completed the first extension of Atrium Promenada, adding 3,400 sqm GLA including H&M flagship store
- May 2016: the BoD approved the second stage of Atrium Promenada and the first phase of Atrium Targowek



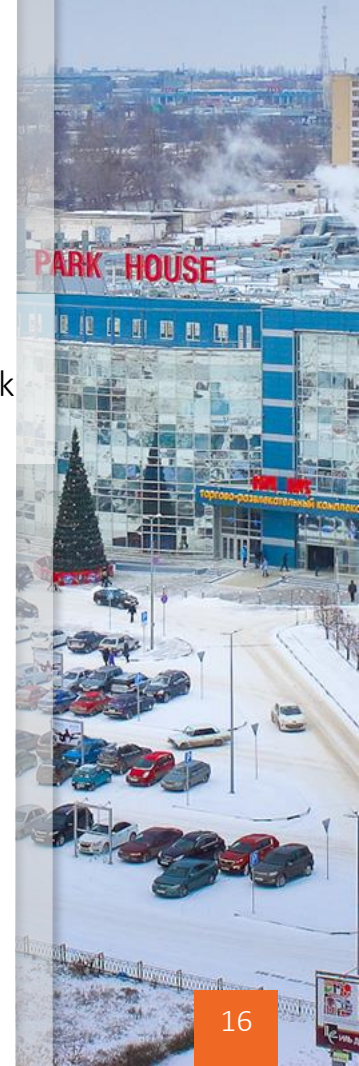
## DEBT / LIQUIDITY

- Mar. 2016: voluntary repayment of €49.5m<sup>3</sup> bank loan
- No significant maturities until 2020
- Apr. 2016: Completed €16.4m 2013 and 2014 bond buy backs, annual interest savings of €0.6m
- **Cash as at 31 March 2016: €316m, net LTV 22.3%**



## OTHER

- Jan. 2016: Atrium announced the resolution of the Dutch litigation case and the establishment of an arrangement to create a compensation fund to resolve the on-going Austrian litigation. The agreement was extended in April by a further 90 days following considerable participation by eligible investors. €21m was transferred in January 2016 to an escrow account in accordance with the terms of the arrangement



<sup>1</sup> "Core Markets" - Poland, Czech Republic, Slovakia

<sup>2</sup> The 75% stake in Arkády Pankrác Centre held in Joint Ventures is included in all presentation metrics

<sup>3</sup> Including accrued interest and fees



# FINANCIAL HIGHLIGHTS: INCOME STATEMENT

| Year over year  | 3M 2016 | 3M 2015 | Change | Change |
|---|---------|---------|--------|--------|
|   | €M      | €M      | €M     | %      |
| Net rental income                                     | 47.3    | 49.0    | (1.7)  | (3.4%) |
| EPRA like-for-like net rental income                  | 42.3    | 45.0    | (2.7)  | (5.9%) |
| Net rental income excluding Russia                    | 39.8    | 39.2    | 0.6    | 1.6%   |
| EPRA like-for-like net rental income excluding Russia | 34.9    | 34.9    | 0.0    | 0.0%   |

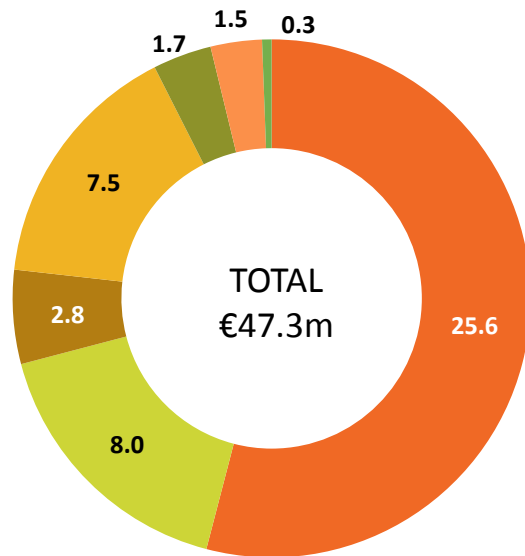
| OPERATING MARGIN | EBITDA<br>Excluding revaluation,<br>disposals and impairments | COMPANY ADJUSTED<br>EPRA EARNINGS | COMPANY ADJUSTED<br>EPRA EPS |
|------------------|---|-----------------------------------|------------------------------|
| <b>Increased</b> |   |                                   |                              |
| <b>3M 2016</b>   | <b>3M 2016</b>  | <b>3M 2016</b>                    | <b>3M 2016</b>               |
| 97.3%            | €35.1m  | €28.7m                            | 7.6 €cents                   |
| <b>3M 2015</b>   | <b>3M 2015</b>  | <b>3M 2015</b>                    | <b>3M 2015</b>               |
| 94.6%            | €41.1m  | €30.3m                            | 8.1 €cents                   |

Excluding Russia, Company adjusted EPRA EPS increased by 0.3 €cents



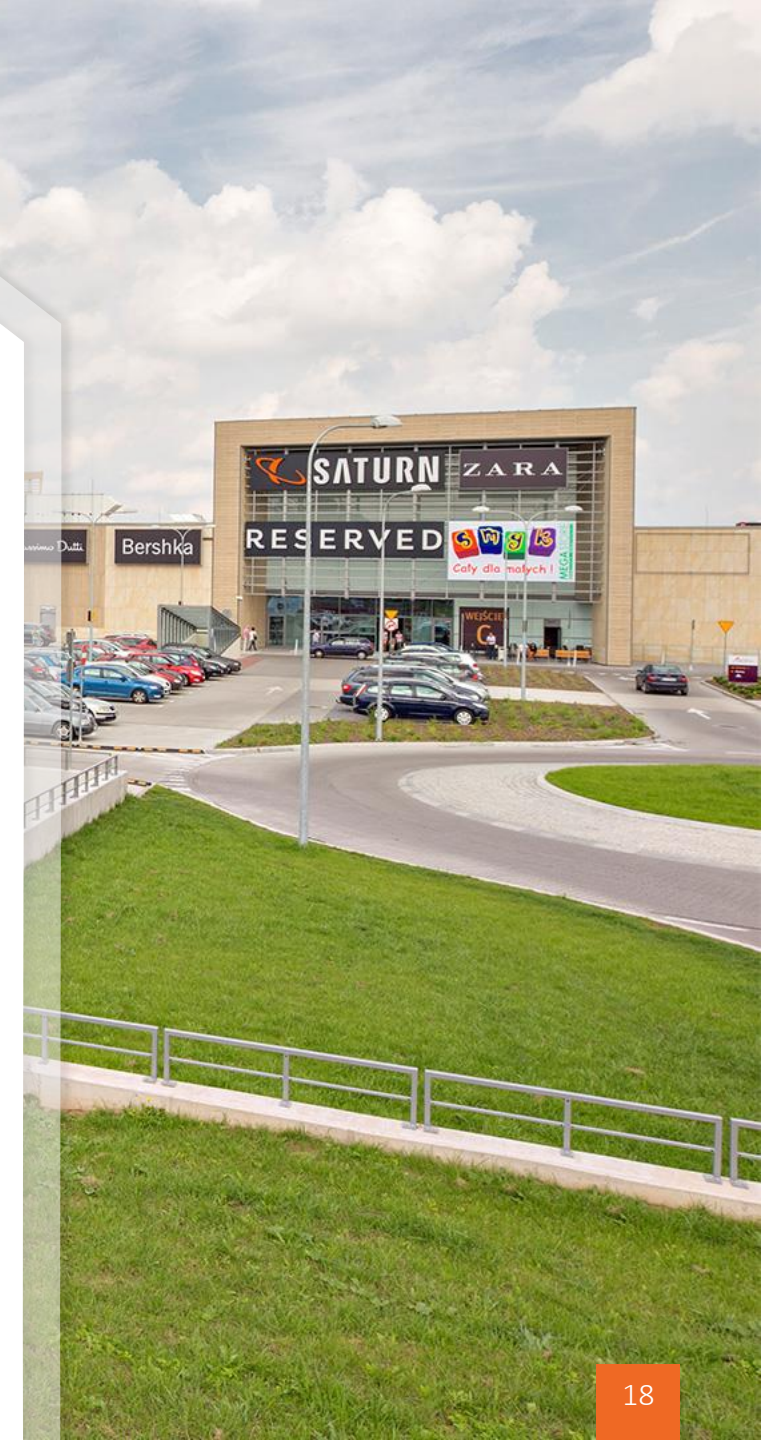
# NET RENTAL INCOME Q1 2016

Q1 2016 €M NRI per country



- Poland (€25.6m) (2016: 54.0%, 2015: 51.8%)
- Czech Republic (€8.0m) (2016: 16.9%, 2015: 15.5%)
- Slovakia (€2.8m) (2016: 5.9%, 2015: 5.7%)
- Russia (€7.5m) (2016: 15.8%, 2015: 20.0%)
- Hungary (€1.7m) (2016: 3.6%, 2015: 3.3%)
- Romania (€1.5m) (2016: 3.2%, 2015: 3.1%)
- Latvia (€0.3m) (2016: 0.6%, 2015: 0.6%)

- Ongoing selective rotation of the properties to larger scale, well-established shopping centres which dominate their catchment areas
- 1.6% Group NRI growth excluding Russia / Russia ↓24%
- Maintained a high occupancy rate of 95.8% / Russia 91.8%

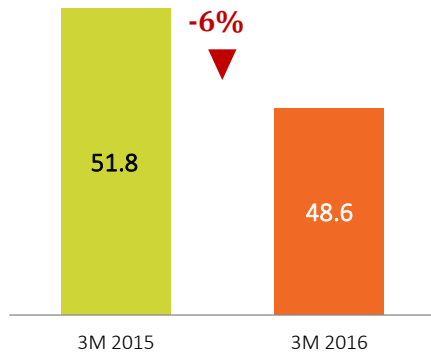




# RENTAL INCOME CORE MARKETS STABLE (IN €M)

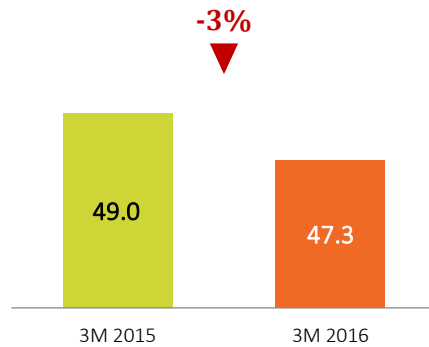
## Gross rental income

Exc. RU: +€0.4m  
RU: -€3.5m



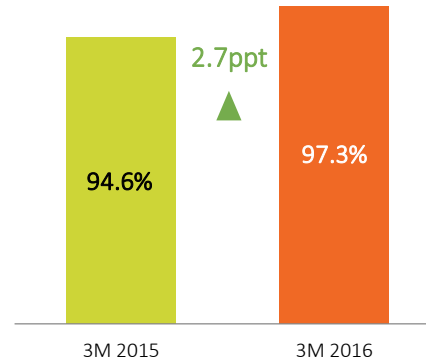
## Net rental income

Exc. RU: +€0.6m  
RU: -€2.3m



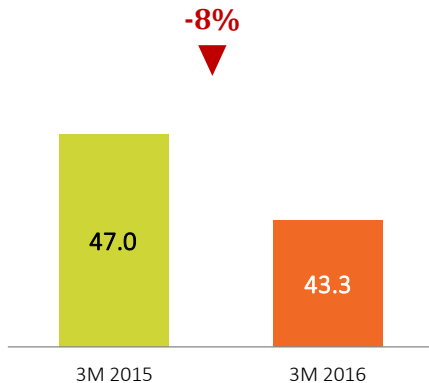
## Operating margin (%)

Exc. RU: 0.5ppt  
RU: 2.2ppt



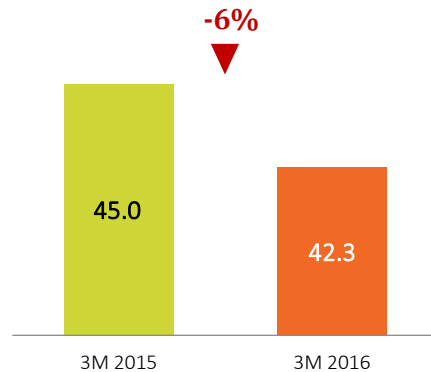
## EPRA like-for-like GRI

Exc. RU: -€0.2m  
RU: -€3.4m



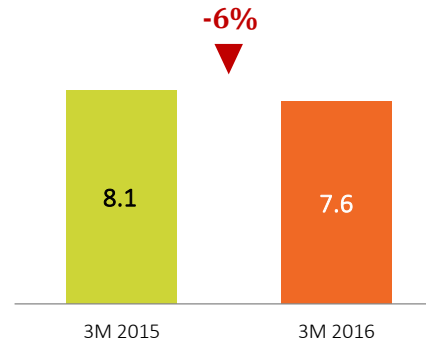
## EPRA like-for-like NRI

Exc. RU: €0m  
RU: -€2.7m



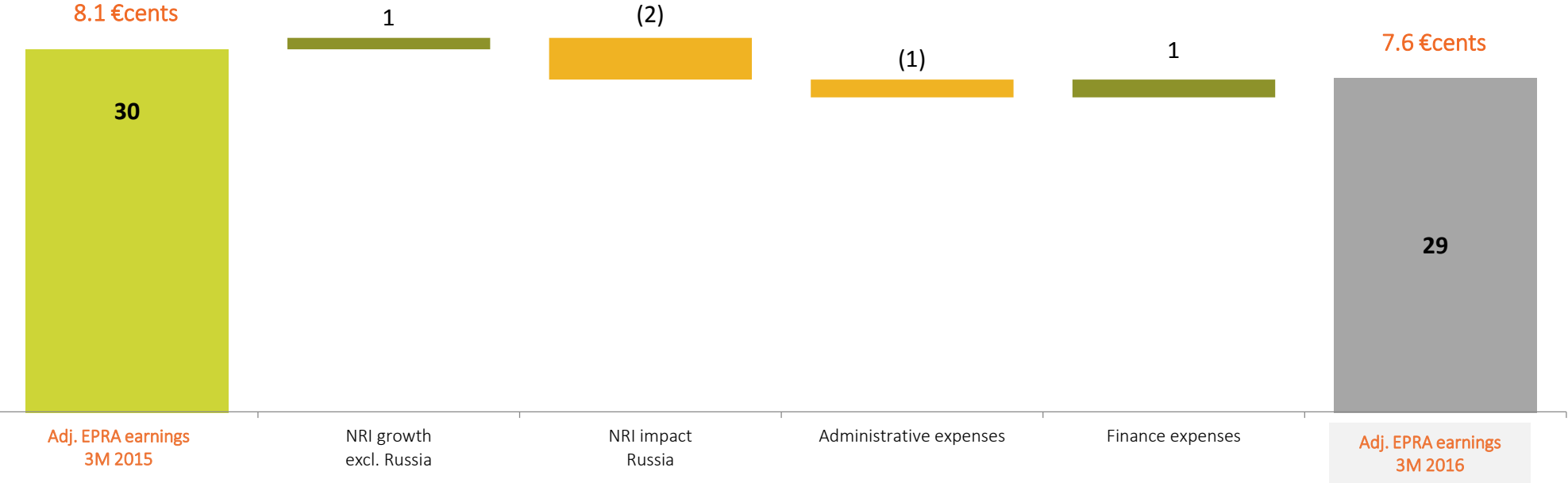
## Adj. EPRA EPS (€cents)

Exc. RU: +€0.3cents  
RU: -€0.7cents



# COMPANY ADJUSTED EPRA EARNINGS €29m

Company adjusted EPRA earnings (€M)



Portfolio rationalisation: 87 properties Czech properties sold in 2015 and 2016 (72 Jan.15, 5 Oct.15, 10 Feb.16), 3.3% above book value on a weighted average basis



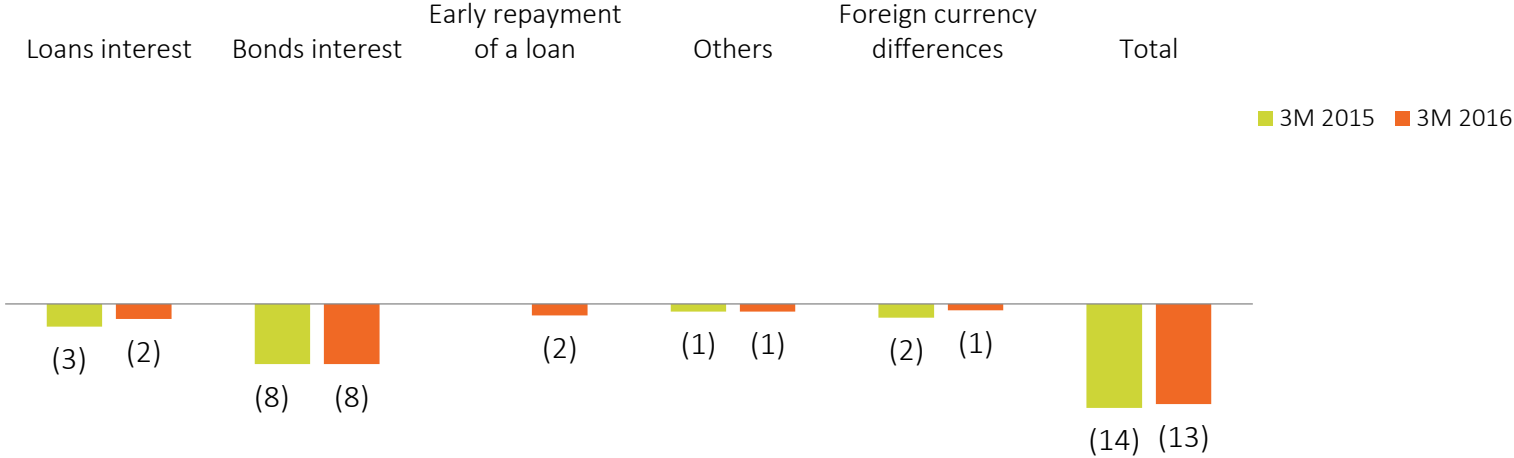
Note: For more details see page 29 of 2015 Annual report





# FINANCIAL EXPENSES FLAT

Net financial expenses (€M)



■ **€1.0m** interest savings on a loan repayment in May 15



# FINANCIAL HIGHLIGHTS: BALANCE SHEET

|                           | 31/03/2016         | 31/12/2015 | Change  | Change |
|---------------------------|--------------------|------------|---------|--------|
|                           | €M                 | €M         | €M      | %      |
| Standing investments      | 2,596 <sup>1</sup> | 2,683      | (87)    | (3.2%) |
| Developments and land     | 308 <sup>2</sup>   | 309        | (1)     | (0.4%) |
| Cash and cash equivalents | 316 <sup>3</sup>   | 224        | 91      | 40.7%  |
| Borrowings                | 965                | 1,013      | (48)    | (4.8%) |
| IFRS NAV per share        | €5.41              | €5.40      | €0.01   | 0.2%   |
| EPRA NAV per share        | €5.62              | €5.64      | (€0.02) | (0.4%) |

- Feb. 2016: €103m sale of 10 non-core assets in the Czech Republic
- Mar. 2016 €49.5m early repayment of a bank loan

| No. OF STANDING INVESTMENTS | WEIGHTED AVERAGE OCCUPANCY (GLA) | WEIGHTED AVERAGE OCCUPANCY (EPRA) |
|-----------------------------|----------------------------------|-----------------------------------|
| <b>31/03/2016</b>           | <b>31/03/2016</b>                | <b>31/03/2016</b>                 |
| 67 <sup>1</sup>             | 95.9% <sup>1</sup>               | 95.8% <sup>1</sup>                |
| <b>31/12/2015</b>           | <b>31/12/2015</b>                | <b>31/12/2015</b>                 |
| 77 <sup>1</sup>             | 96.9% <sup>1</sup>               | 96.7% <sup>1</sup>                |

<sup>1</sup> Including a 75% stake in JV and €16.4 million (representing three assets in Poland) classified as held for sale at 31.03.2016 (31.12.2015 figures also include the JV and €117.5 million classified as held for sale)

<sup>2</sup> Including €13.3 million (representing two assets in Russia and one asset in Poland) classified as held for sale as at 31.03.2016

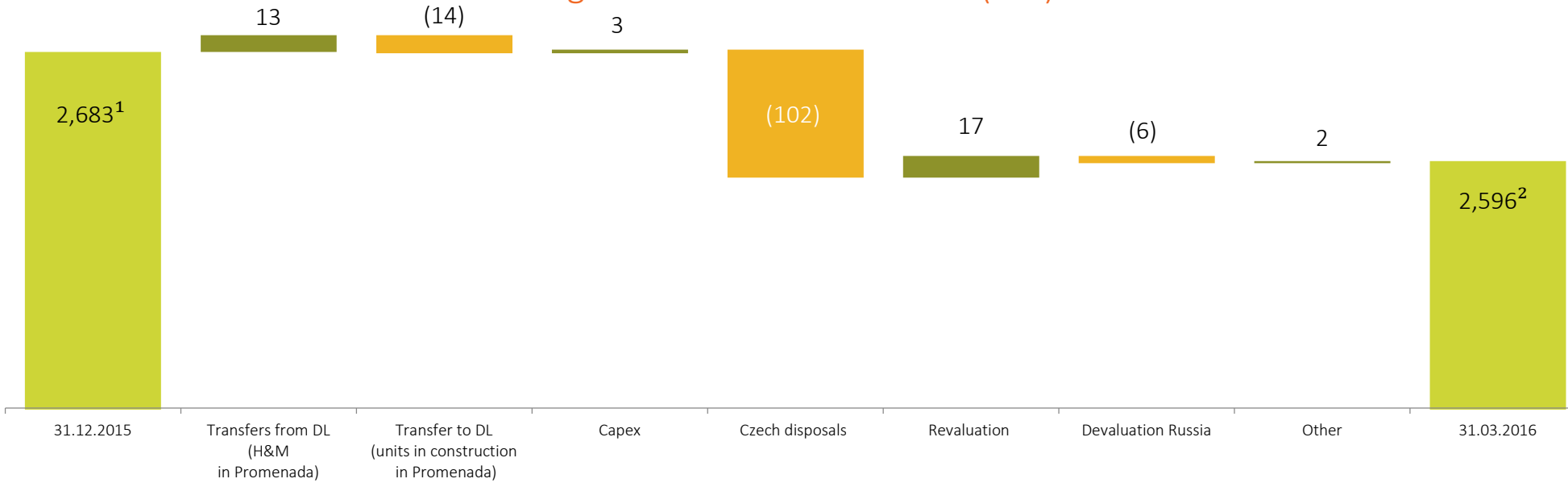
<sup>3</sup> Cash as at 31 March 2016 includes €82M VAT input received due to Group restructuring and paid in April 2016



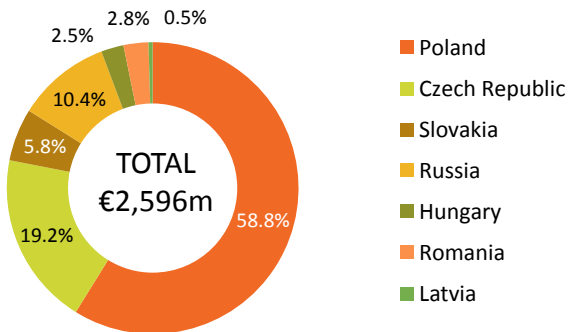


# STANDING INVESTMENTS

## Standing investments roll forward (€M)



## Market value per country



- **Core Markets = 84%** of total portfolio and €36m (77%) of total NRI in Q1 2016
- Atrium's top 10 investments:
  - represent 61% of the standing investments portfolio by value (39% by GLA)
  - Seven in Poland, two in the Czech Republic, one in Slovakia
- Weighted average net equivalent yield is 7.2%; Russia 12.7%
- **Disposals in Czech Republic** – Feb. 16, **10 assets for €103m**

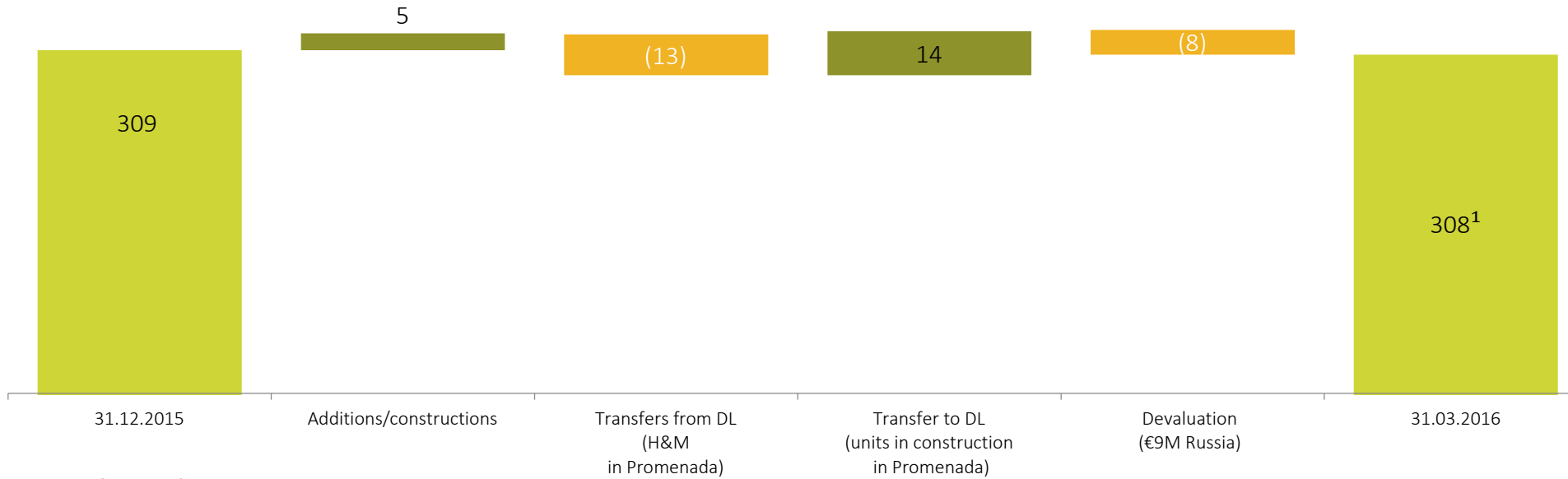
<sup>1</sup> Including €101.5m - ten Czech assets and €16.0m – three Polish assets classified as held for sale as at 31/12/2015

<sup>2</sup> Including €16.4m - three Polish assets classified as held for sale as at 31/03/2016

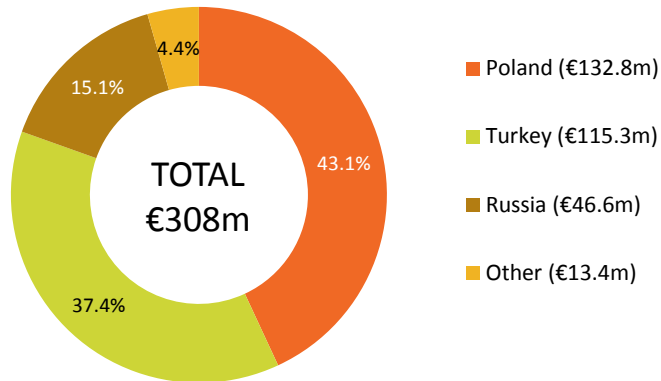


# DEVELOPMENTS AND LAND

## Developments and land roll forward (€M)



## Market value per country



- Developments and land are **11% of total portfolio**
- Actively looking to monetize the developments and land of the portfolio

<sup>1</sup> Including €13.3 million (representing two assets in Russia and one asset in Poland) classified as held for sale as at 31 March 2016



# DEBT OVERVIEW AS AT 31 March 2016

| AVERAGE MATURITY      | COST OF DEBT     | DEBT AT FIXED RATE |
|-----------------------|------------------|--------------------|
| 31/03/2016: 5.6 years | 31/03/2016: 3.7% | 31/03/2016: 100%   |

31/12/2015: 5.7 years      31/12/2015: **3.7%**      31/12/2015: **100%**

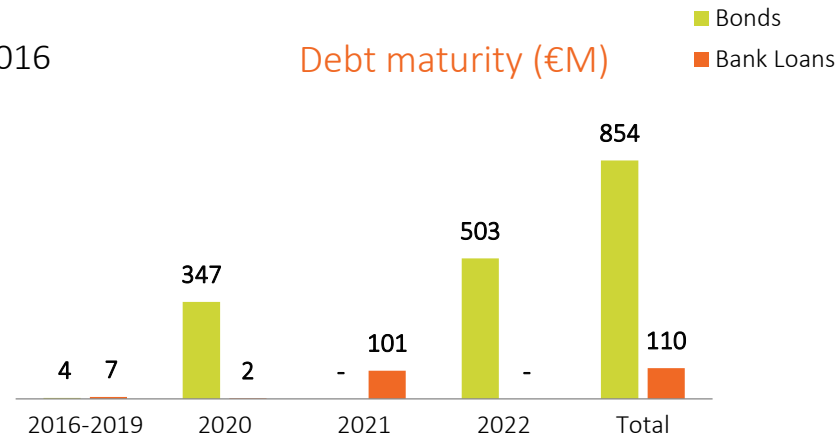
| UNSECURED DEBT  | NET LTV           | GROSS LTV         |
|-----------------|-------------------|-------------------|
| 31/03/2016: 88% | 31/03/2016: 22.3% | 31/03/2016: 33.2% |

31/12/2015: **84%**      31/12/2015: **26.3%**      31/12/2015: **33.8%**

€2.2bn / 84% of Standing investments are unencumbered as at 31/03/2016 (31/12/2015: 80%)

- €49.5m early repayment of a bank loan at 3.1% interest in March 2016
- All bank loans and bond covenants are in compliance

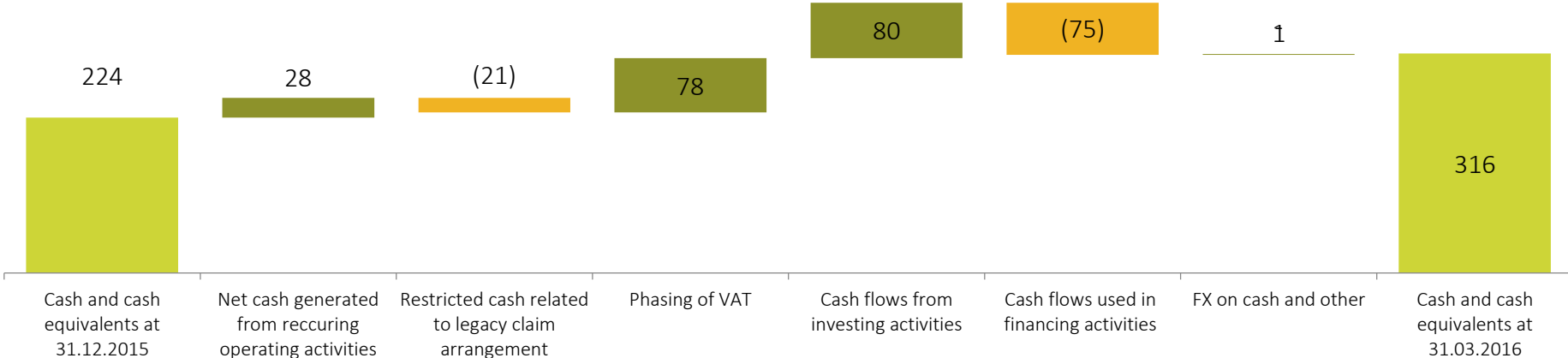
Debt maturity (€M)





# CASH AS AT 31 March 2016 - €316M

31 March 2016 Cash flow (€M)



**€80M NET CASH FROM INVESTING ACTIVITIES**

- **€95m** Disposal of 10 assets in the Czech Republic
- **(€14m)** Standing investments and development capex

**(€75M) NET CASH USED IN FINANCING ACTIVITIES**

- **(€25m)** Dividends
- **(€50m)** Bank loan repayment

<sup>1</sup> VAT input received due to Group restructuring. In April 2016, this amount was paid by the Group as VAT output



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