



## H1 2017 results

16 August 2017



# HIGHLIGHTS

## OPERATIONAL PERFORMANCE

- **↑6.8%** LFL NRI, growth in all countries
- **↑2.7%** LFL NRI excl. Russia, **↑20.5%** LFL NRI Russia
- **↑11%** EBITDA, **↑5%** Company adj. EPRA earnings
- **↓€7m** administrative expenses with **↓€4m** legacy legal cost and **↓€3m** cost savings through different initiatives
- **€56m** net cash generated from operating activities
- **96.2%** strong occupancy, **96.6%** stable operating margin

## STRONG LIQUIDITY PROFILE

- **€121m** cash and marketable securities
- **€175m** revolving credit facility, **€44m** utilized as at 30/06/17
- **84%** of unencumbered standing investments
- Low leverage of **30% net LTV** supports growth
- 5.6x net debt to EBITDA
- Long term debt maturity - **4.2 years**
- **€cents 14** per share special dividend paid in June 2017

## PROGRESS WITH THE REDEVELOPMENTS PROJECTS

- **A €300m redevelopment pipeline to 2021, €71m invested so far**
  - **Atrium Promenada**  
44,000 sqm GLA extension in total, target completion in 2021
  - **Atrium Targowek**  
8,600 sqm GLA extension, expected completion end of 2018
  - **Atrium Reduta commenced in July 2017**  
5,800 sqm GLA extension, expected completion end of 2019

## OTHER

- Major milestone reached on legacy legal claims  
€46m expected net payment by end of 2017, as previously reported
- €10m cost saving programme – on track, by the end of 2018
- First sustainability report published in June 2017

# QUALITY BOOST THROUGH REDEVELOPMENTS AND EXTENSIONS

## Atrium Promenada (Warsaw)



- A remodelling of the existing shopping centre
- 44,000 sqm GLA extension in total
- Expected completion end of 2021
- 7,600 sqm GLA extension **completed**
- 13,400 sqm new GLA **to complete in 2018**
- 2,600 sqm to TK Maxx and 3,100 sqm to Carrefour leased in 2017

## Atrium Targówek (Warsaw)



- 380 parking spaces added in 2016
- 8,600 sq. GLA extension
- Refurbishment of the existing scheme
- Expected completion **end of 2018**

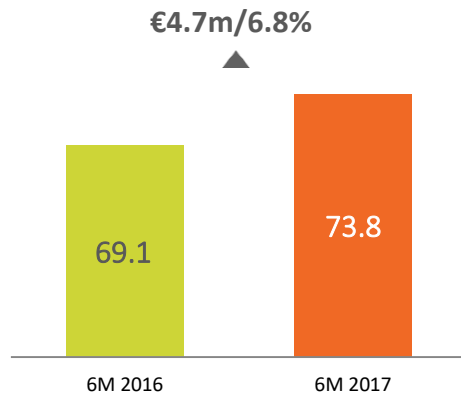
## Atrium Reduta (Warsaw)



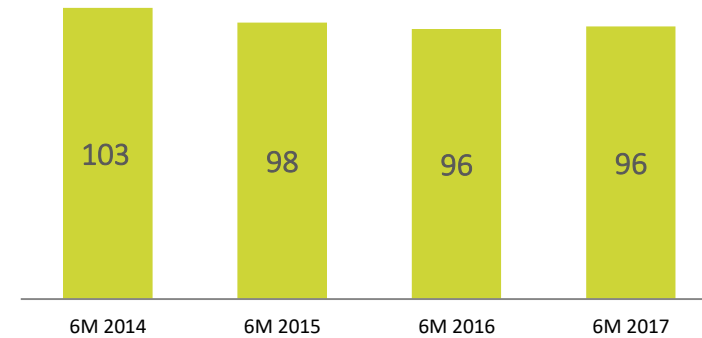
- Works started in July 2017
- introducing a cinema, fitness and food court with opening **Q3/Q4 2018**
- 5,800 sqm of additional retail GLA
- remodeling of common areas
- Expected completion **end of 2019**

# REVENUE FROM IMPROVING PORTFOLIO AND RUSSIA TURNAROUND

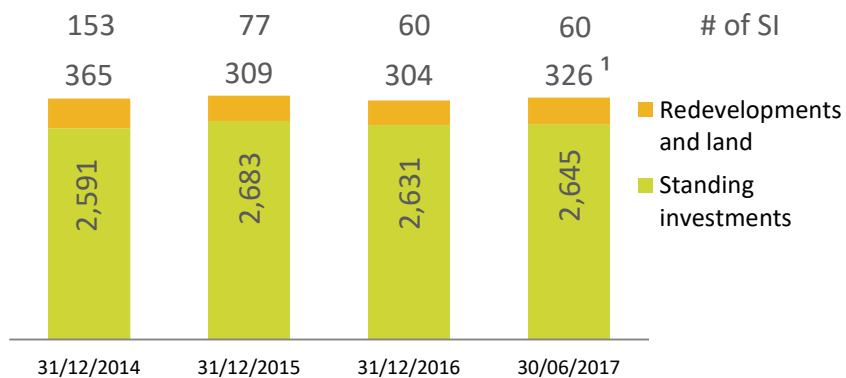
EPRA like-for-like NRI  
(in million €)



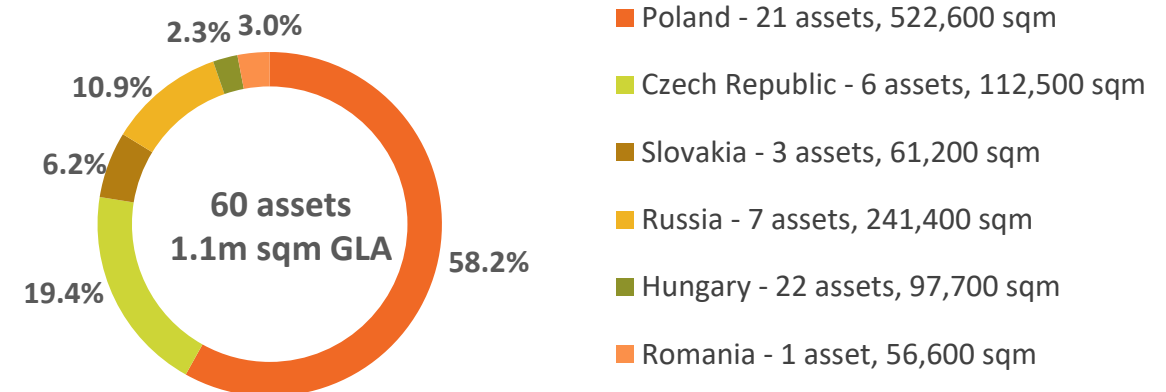
Net rental income  
(in million €)



Market value of investment properties  
(in million €)



Market value of standing investments per country

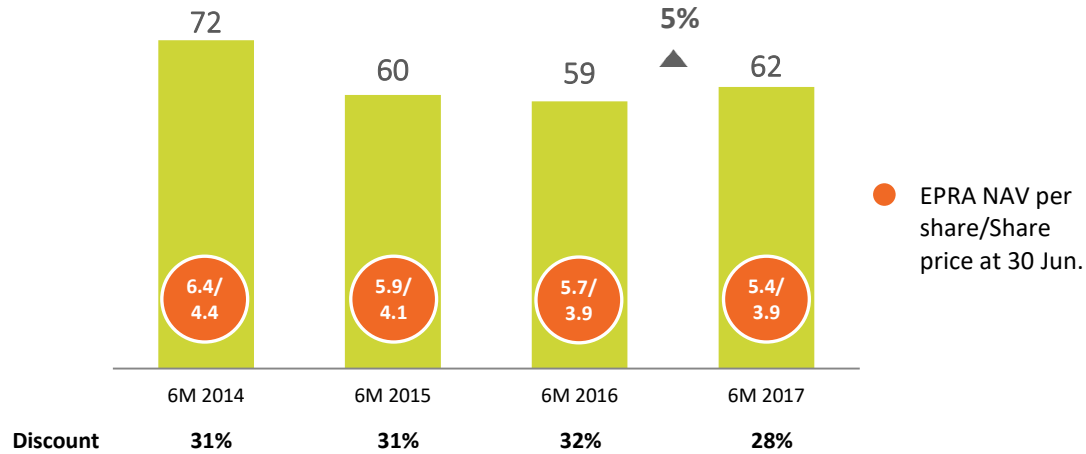


€3m revaluation of SI in 6M 2017 – improved rental income in Russia

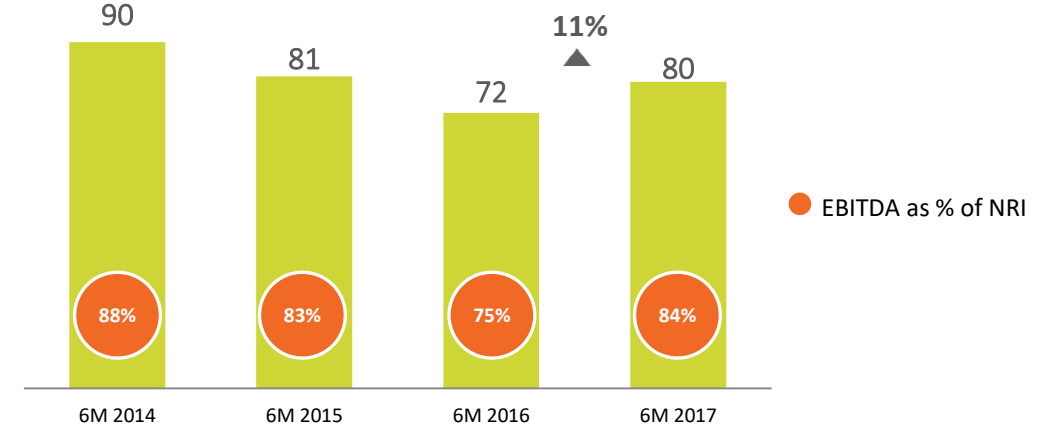
<sup>1</sup> €70m redevelopments and €256m land; land decreased by 22% from 31/12/14

# SOLID FOUNDATION FOR FUTURE GROWTH

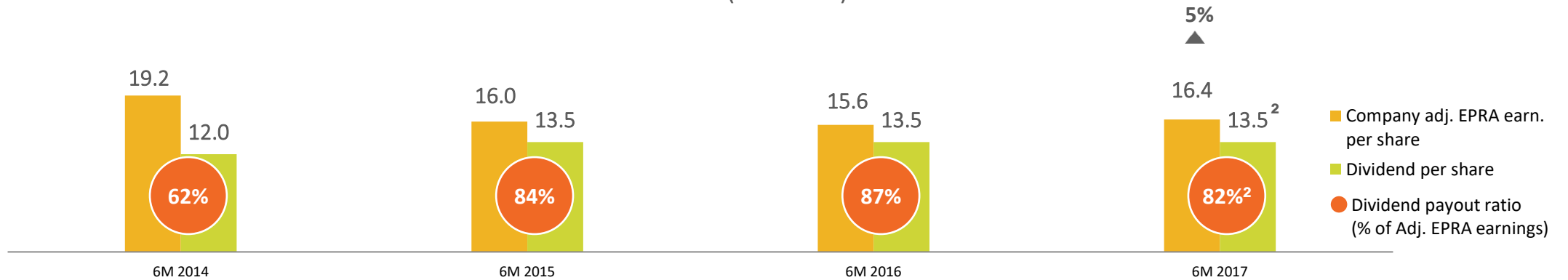
## Company Adjusted EPRA Earnings (in million €)



## EBITDA<sup>1</sup> (in million €)



## Company Adjusted EPRA Earnings per share and Dividend per share (in € cents)



<sup>1</sup> EBITDA excl. legacy legal costs was ↑5% in 6M 2017

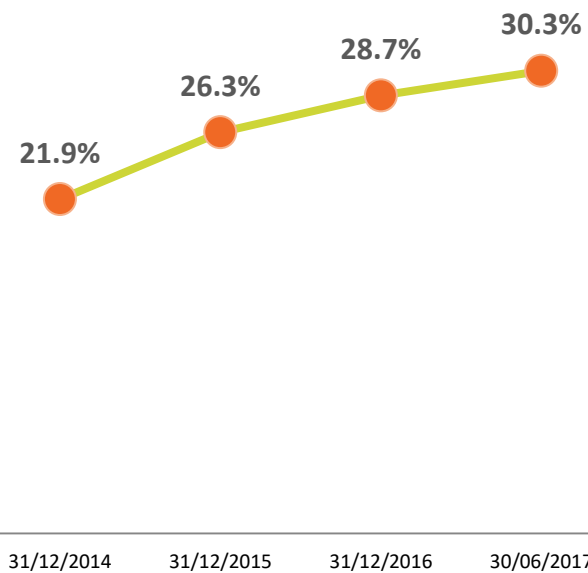
<sup>2</sup> Excl. a special dividend of €cents 14 per share paid on 30 June 2017

# BALANCE SHEET EFFICIENCIES

- Cash and marketable securities of €121m at 30/06/2017 (30/06/16: €184m)
- Revolving credit facility of €175m, €44m utilised as at 30/06/17
- ↓€5m decrease in financial expenses compared to last year
- A special dividend of €cents 14 per share paid on 30/06/17  
 €cents 28 per share special dividends paid in the last 12 months

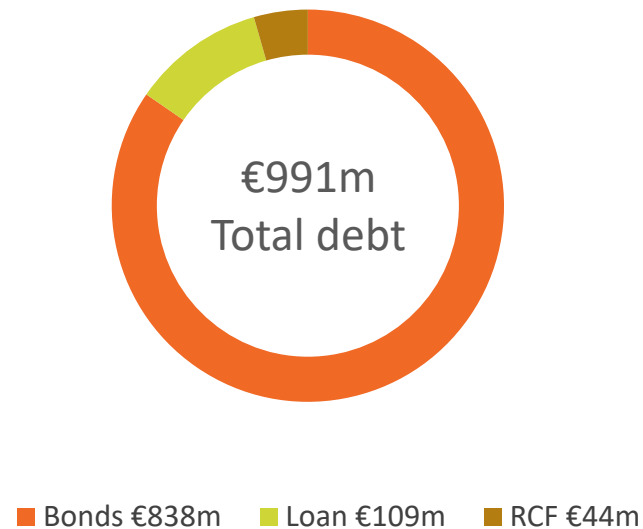
## LTV (net)

40% long term target

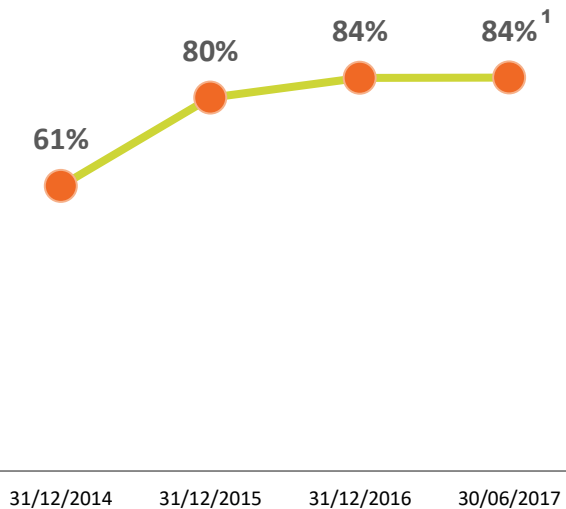


## Borrowings

3.6% cost of debt  
 4.2 years average maturity



## Unencumbered standing investments



<sup>1</sup> 85% as of today



## IMPROVEMENT ACROSS ALL OUR KEY OPERATIONAL METRICS

### PERFORMANCE

- Growth across all our markets
- ↑6.8% LFL NRI increase
- Strong operating results: ↑11% EBITDA,  
↑5% Company adj. EPRA earnings

### PORTFOLIO

- Strong platform for growth
- €2.6bn income-producing portfolio, repositioned over the last 6 years through 7 acquisitions for €1bn and 93 disposals for €220m
- Capacity for future growth with €300m redevelopment and extension pipeline
- Continually assessing acquisition opportunities to improve the portfolio further

### CAPITAL MANAGEMENT

- Conservative capital structure with a strong liquidity profile
- A special dividend of €cents 14 per share was paid in June 2017, €cents 28 per share special dividends paid in the last 12 months

### OTHERS

- Major positive milestone reached in March 2017 with a framework agreement as a basis to resolve the vast majority of the Austrian legacy litigation
- Appointment of Scott Dwyer, CEO Atrium Poland to the role of Group COO effective from 1 October 2017
- The Group is on track to achieve €10m of annual savings by the end of 2018



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THANK YOU

