## **Citycon Q1-Q3/2022**



## **Operational results - performance above 2019 levels (pre-covid)**

vs. 2021

+5.2%

Like-for-like NRI increase (Q1-Q3) Q3/2022 like-for-like NRI increase +3.4%

## +7.0%

Like-for-like tenant sales (Q1-Q3) Q3/2022 like-for-like tenant sales increase +0.1%

## +12.1%

Like-for-like footfall (Q1-Q3) Q3/2022 like-for-like footfall increase +4.3%

### 96%

Rent collection in Q3 Q2/2022 improved to 97% from 95% vs. 2019

+7.2% Like-for-like tenant sales increase (Q1-Q3/2022 vs Q1-Q3/2019)

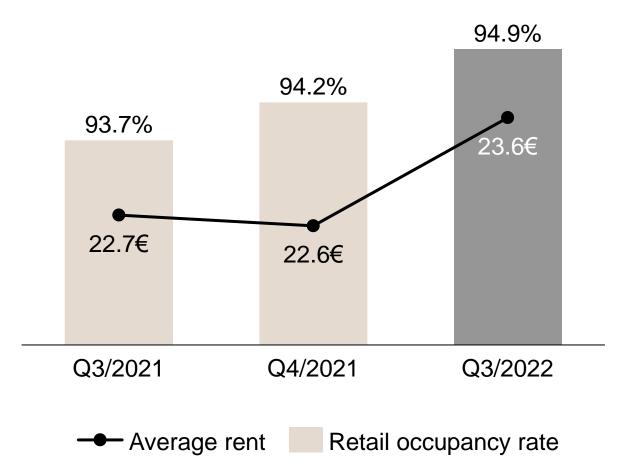
+0.8 €

Average rent per sq.m. increase (Q3/2022 vs Q3/2019)

Reflects the stability of Citycon's groceryand municipal-anchored centres that are connected to transportation hubs

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## **Occupancy rate and average rent increasing**





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## Indexation will be driver of rent growth in 2023

# 92%

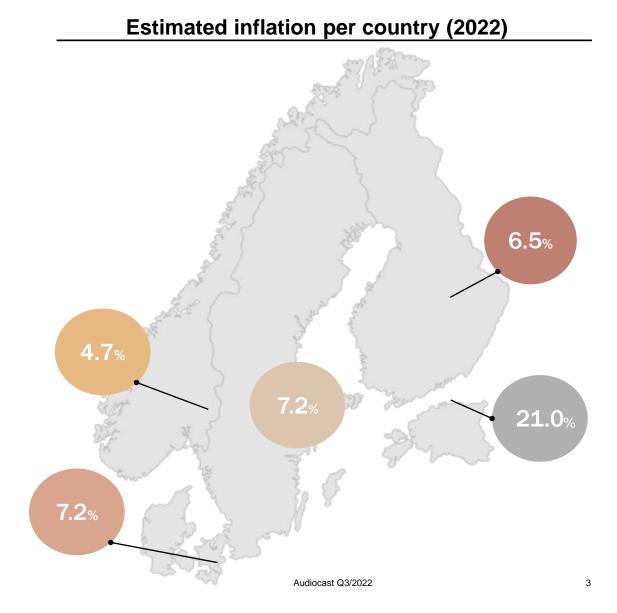
#### of leases are indexed to inflation

- main benefits of indexation will occur in 2023
  - indexation calculated at the end of each year
- with majority of our top tenants consisting of high credit grocers and nordic municipalities, current tenant mix is well positioned to absorb indexation increases

# 9%

#### low occupancy cost ratio

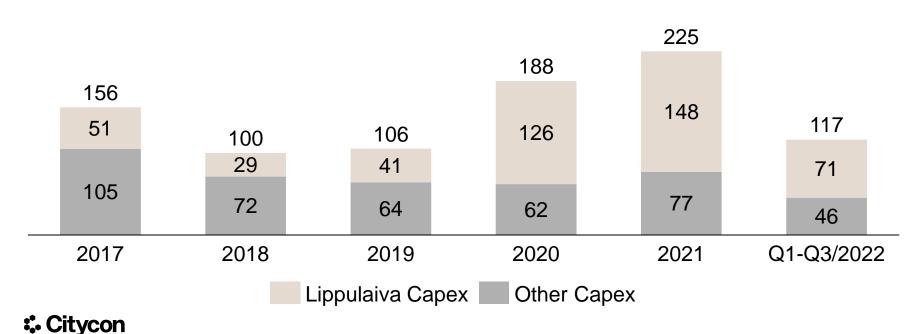
- inclusive of service charges
- tenants have some of the lowest OCR
- ample headroom for rent growth
- 11% excluding grocery tenants



#### : Citycon

## Post Lippulaiva - capex requirements declining

- Historical average, ex-Lippulaiva was EUR 75 million
- Only EUR 8 million committed development in 2023
  - guaranteed, fixed pricing
- Reduced capex increase operational free cash flow
  - support for the balance sheet
- Will continue to pursue inherent building rights with minimal capex required which support our valuations moving forward.



#### Capex development 2017-2022 (MEUR)



## Continued capital recycling to strengthen balance sheet

#### **Continued bond repurchases**

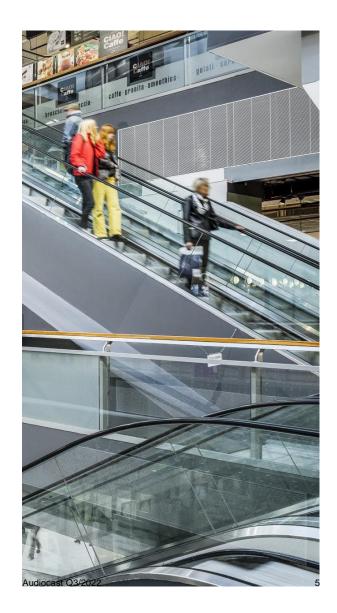
- Repurchased additional EUR 29.0 million of bonds in September and subsequent to Q3
- YTD, repurchased EUR 108.3 million notional at average yield of 4.9%

#### Two assets worth approximately EUR 125 million in "held for sale"

- in due diligence
- expected to close late in Q4/2022
- sale proceeds earmarked to pay down debt

#### Active asset disposal pipeline

- Over the next 24 months, Citycon is targeting EUR 500 million of noncore asset sales
  - inclusive of the assets held for sale
- Intention to use the proceeds to repay debt



## Citycon is well positioned going forward

#### **Continued strong operating metrics**

- Positive LFL net rental income growth
- Operational figures surpassed pre-covid 2019 levels
- Rents strengthening as occupancy continues to improve

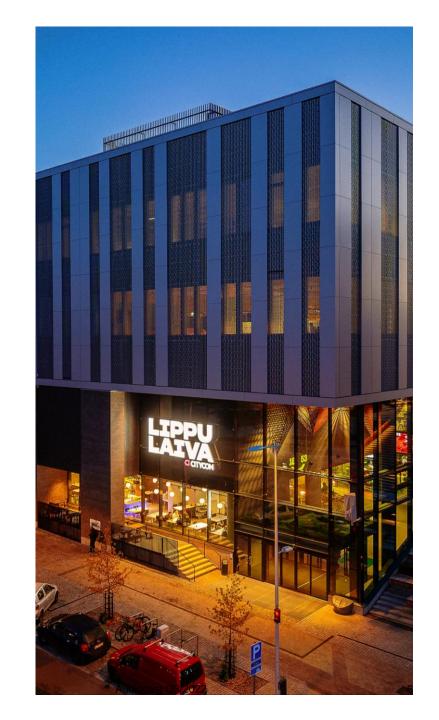
#### Positive future growth driven by indexation

- 92% of rents linked to the indexation
- 9% OCRs, inclusive of service charges, provides ample headroom

#### Well-laddered maturity profile and strong credit metrics

- no significant maturities until October 2024
- 95% of consolidated debt is fixed
- over EUR 500 million of liquidity
- 100% of unencumbered assets

The business model provides an attractive value proposition for all stakeholders



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# Financial Overview

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## Q3/2022 financials

MEUR	Standing Q3/2022*	Standing Q3/2021*	I nanno:	Actual Q3/2022	Actual Q3/2021	Change
Net rental income	50.6	48.1	5.3%	50.6	51.3	-1.3%
Direct operating profit	43.6	41.5	5.1%	43.7	44.7	-2.4%
EPRA Earnings	29.8	29.3	1.7%	29.8	32.5	-8.3%
Adjusted EPRA Earnings	22.1	21.8	1.7%	22.1	24.9	-11.3%
EPRA EPS (basic), EUR	0.177	0.165	7.7%	0.177	0.183	-2.8%
Adjusted EPRA EPS, EUR	0.132	0.122	7.7%	0.132	0.140	-6.0%
EPRA NRV per share, EUR	11.68	11.58	0.8%	11.68	11.58	0.8%

\*Standing portfolio key figures include only income and expenses from investment properties that were on group balance sheet on 30 September 2022. The portfolio is the same in the reporting period and in the comparison period, hence the numbers are comparable. Lippulaiva (opened on the 31st of March 2022) is included in the standing portfolio.



## Q1-Q3/2022 financials

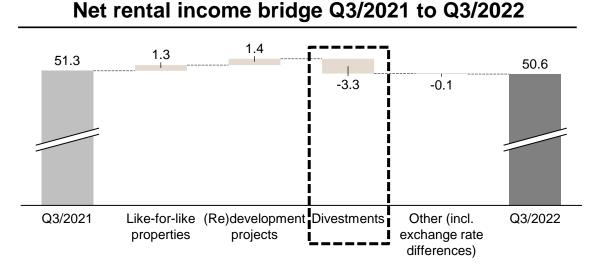
MEUR	Standing Q1-Q3/2022*	Standing Q1-Q3/2021*	Change	Actual Q1-Q3/2022	Actual Q1-Q3/2021	Change
Net rental income	151.1	140.3	7.8%	152.4	152.5	-0.1%
Direct operating profit	128.8	121.9	5.7%	130.1	133.7	-2.7%
EPRA Earnings	88.9	84.9	4.6%	90.1	96.8	-6.9%
Adjusted EPRA Earnings	66.0	68.3	-3.3%	67.3	80.1	-16.0%
EPRA EPS (basic), EUR	0.529	0.477	10.8%	0.536	0.544	-1.4%
Adjusted EPRA EPS (basic), EUR	0.393	0.384	2.5%	0.400	0.450	-11.0%
EPRA NRV per share, EUR	11.68	11.58	0.8%	11.68	11.58	0.8%

\*Standing portfolio key figures include only income and expenses from investment properties that were on group balance sheet on 30 September 2022. The portfolio is the same in the reporting period and in the comparison period, hence the numbers are comparable. Lippulaiva (opened on the 31st of March 2022) is included in the standing portfolio.

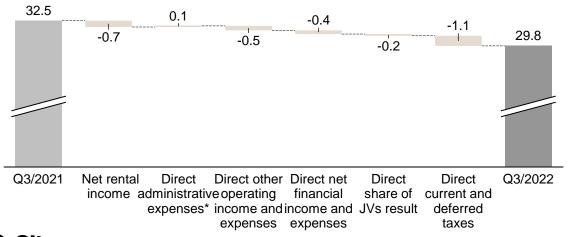


Audiocast Q3/2022

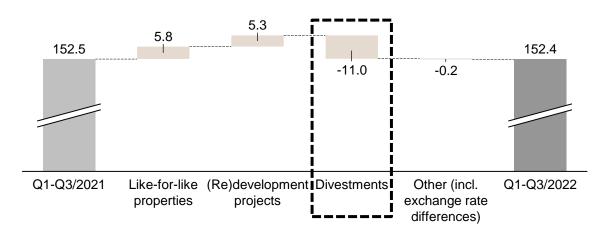
## Net rental income and EPRA earnings bridges



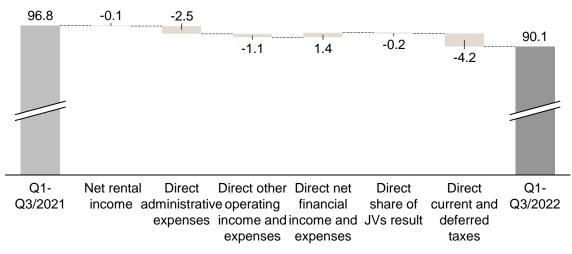
EPRA earnings bridge Q3/2021 to Q3/2022



#### Net rental income bridge Q1-Q3/2021 to Q1-Q3/2022



#### EPRA earnings bridge Q1-Q3/2021 to Q1-Q3/2022



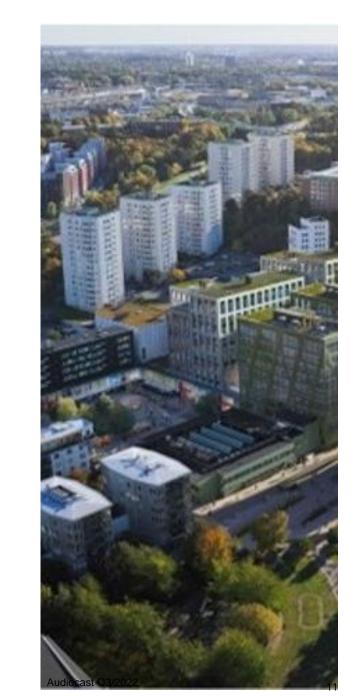
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## **Stable valuations overall**

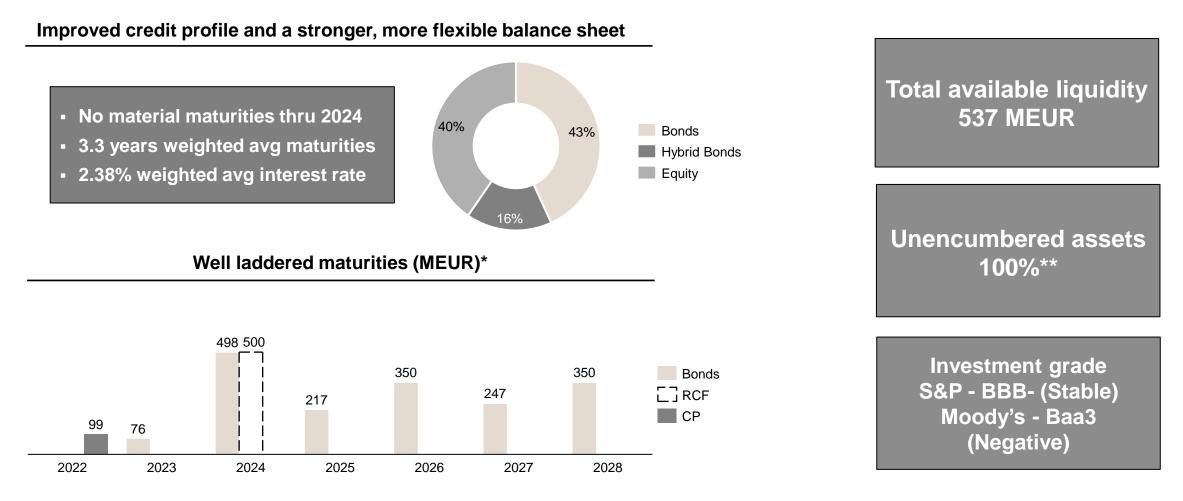
FAIR VALUE CHANGES, MEUR	Q3/2022	Q3/2021	Q1-Q3/2022	Q1-Q3/2021
Finland & Estonia	-8.1	-12.1	3.0	-5.5
Norway	5.5	1.7	13.8	10.3
Sweden & Denmark	5.3	-0.9	11.4	11.4
Investment properties. total	2.6	-11.2	28.2	16.2
Right-of-use assets classified as investment properties (IFRS 16)	-1.7	-7.3	-5.1	-10.2
Investment properties in the statement of financial position. Total, excl. Kista	0.9	-18.5	23.1	5.9

EUR	Q3/2022	Q3/2021	Change
EPRA NRV PER SHARE	11.68	11.58	0.8%
EPRA NTA PER SHARE	10.25	10.22	0.3%
EPRA NDV PER SHARE	10.80	8.88	21.7%
Average yield requirement,% *	5.3%	5.4%	-10 bps

\* Investment properties excl. Kista Galleria 50%



## Strong, liquid balance sheet with no maturities until late 2024

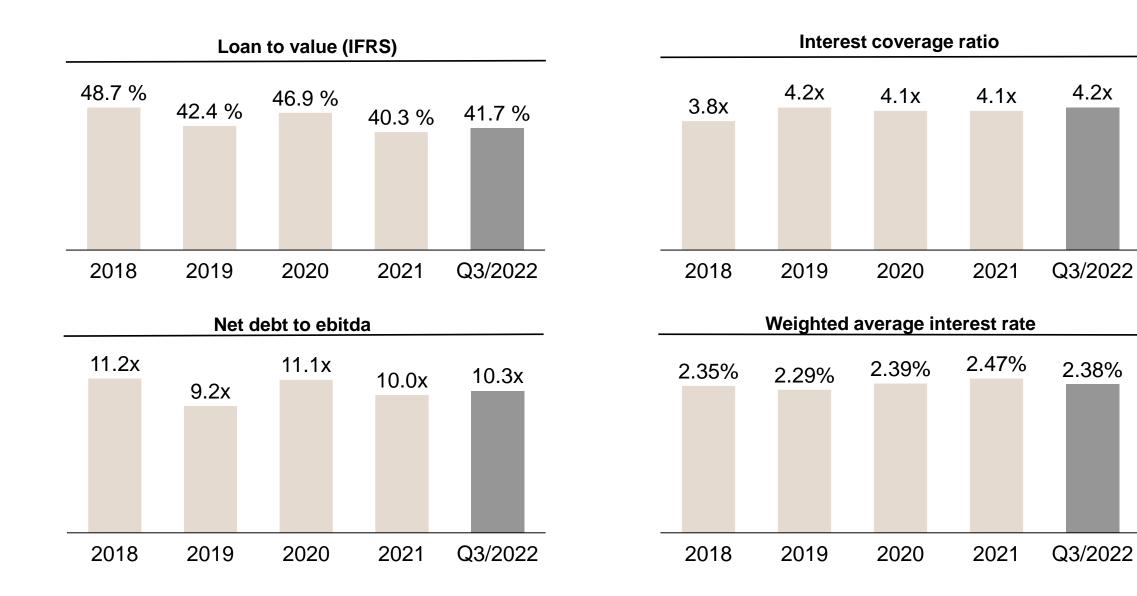


\*In September, the company returned to repurchase bonds in the open market, still at a discount. A total of EUR 2 million was repurchased of the 2024 notes and EUR 26.95 million of the 2027 notes. EUR 25.95 million was executed during the end of Q3/2022 and EUR 3.0 million during the beginning of Q4/2022.

\*\*Excluding 250 MEUR undrawn RCF and Kista 1.22 BNSEK JV debt.

Citycon :

## **Stable credit ratings**



## **Guidance reaffirmed**

	<b>Current</b> (10 November 2022)	Previous (10 August 2022)	Midpoint change vs previous	Initial (17 February 2022)	Midpoint change vs. initial	% change vs. initial
Direct operating profit (MEUR) ( <i>Midpoint</i> )	170–180 <i>(175)</i>	170–180 <i>(175)</i>	0	164–180 <i>(172)</i>	+3	2%
EPRA Earnings per share (basic) (EUR) ( <i>Midpoint</i> )	0.68–0.72 <i>(0.70)</i>	0.68–0.72 <i>(0.70)</i>	0	0.62–0.72 <i>(0.67)</i>	+0.03	5%
Adjusted EPRA Earnings per share (EUR) ( <i>Midpoint</i> )	0.50–0.58 <i>(0.54)</i>	0.50–0.58 <i>(0.54)</i>	0	0.48–0.58 <i>(0.53)</i>	+0.01	2%

The outlook assumes that there are no major changes in macroeconomic factors and that there will not be another wave of COVID-19 with restrictions resulting in significant store closures and no major disruptions from the war in Ukraine. These estimates are based on the existing property portfolio as well as on the prevailing level of inflation, the EUR–SEK and EUR–NOK exchange rates, and current interest rates.

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