## <u>CITYCO</u>N



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VERO MODA

Full Year 2007



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## CITYCON

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Iso Omena, Espoo

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# **Highlights 2007**

### **Highlights – Goals and Focus**

#### Goals

Growth

#### **Strategic focus**

- Retail properties only
- Geographical focus

#### Position

- Market Leader in Finland
- Strong position in Sweden
- Growing in the and the Baltic Countries

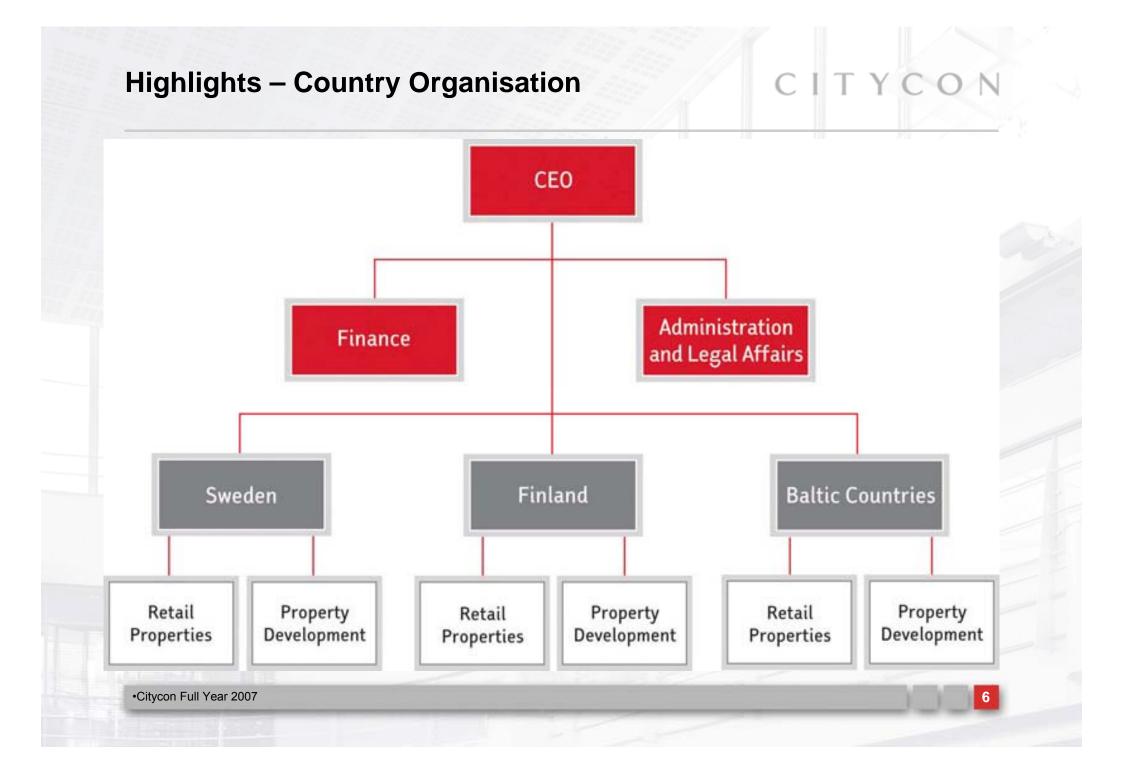
#### Strong operating cash flow

Expertise in retail real estates&financing

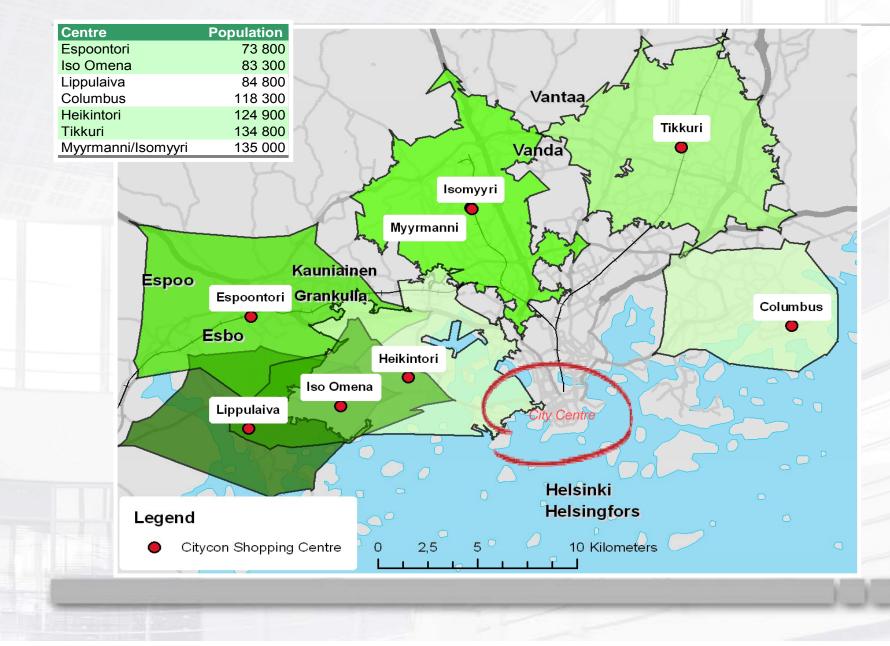




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### **Highlights – Market Share**



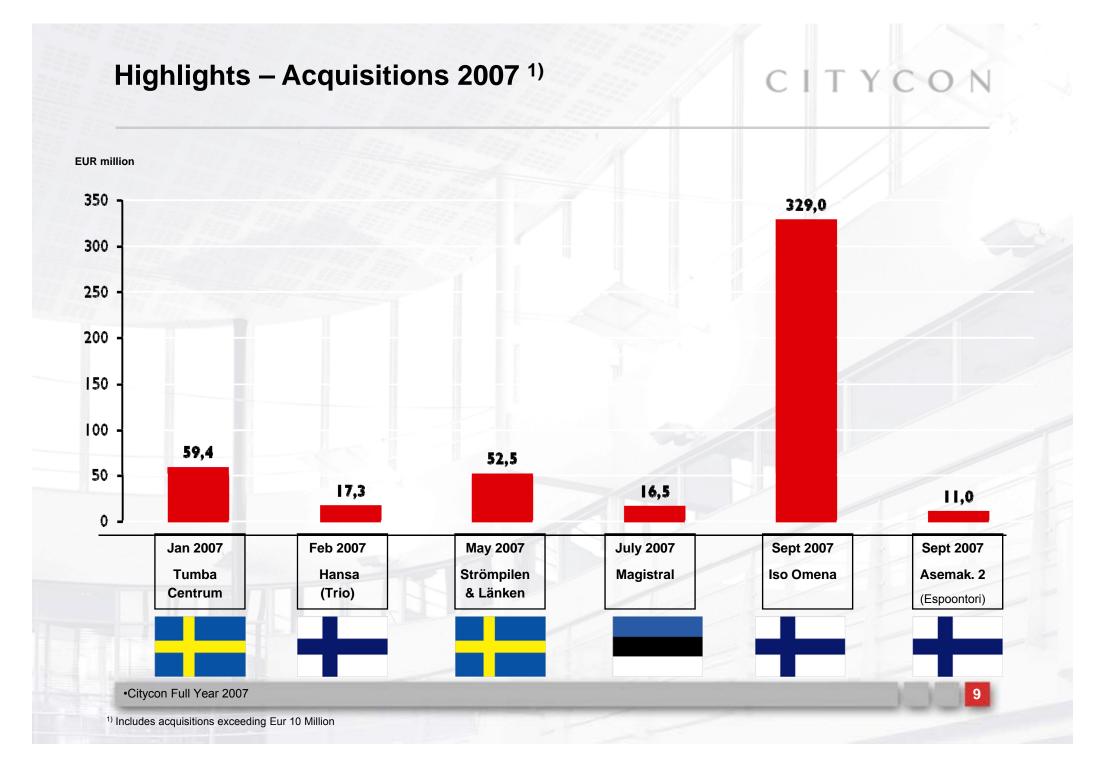
#### Highlights - Co-investor to Iso Omena

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- Citycon acquired Iso Omena for EUR 329 million; net initial yield 4.5% in Sept 07
- 12 Feb 2008 Co-Investor GIC with 40%; EUR 131.6 million
- Citycon will continue to be the asset manager
- Development projects will continue as planned

Key Figures					
Opening	2001				
Leasable area, m <sup>2</sup>	61,300				
of which retail premises, m <sup>2</sup>	49,000				
Gross floor area, m <sup>2</sup>	138,458				
Building volume, m <sup>3</sup>	761,500				
Unexercised building right, m <sup>2</sup>	~7,000				
Number of stores and restaurants	over 120				
Occupancy rate	98,5 %				
Total sales 2006, million	195				
Number of visitors 2006, million	8.4				
Parking spaces (of which 86% inside)	2200				





### **Highlights - Development Projects**

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#### **On-going development projects, 31 December 2007**

			Market value, EUR million (31 Dec, 2007)	Area, sq.m. <sup>1)</sup>	Post- development area, sq.m.	Total estimated investment, MEUR <sup>2)</sup>	Actual cumulative CAPEX by 31 Dec 07, MEUR	Target year of completion
Property	Location							
Liljeholmstorget	Stockholm	SWE	77,9	20 100	91 000	120	17.6	2009
Rocca al Mare	Tallinn	EST	74,7	28 600	53 500	68	13.2	2009
Trio	Lahti	FIN	124,5	32 000	35 000	50.5	21.5	2009 <sup>3)</sup>
Lippulaiva	Espoo	FIN	52,1	18 000	35 000	65-70 <sup>4)</sup>	8.9	2010/2011
Åkersberga Centrum	Österåker	SWE	57,6	26 000	35 200	27 <sup>5)</sup>	3.3	2010
Torikeskus	Seinäjoki	FIN	12,9	11 300	12 000	4.0	2.1	2009

### **Highlights – Latest Highlights**

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#### **Q4**

- The market value of property portfolio EUR 2215.7 million (Q3/2007: EUR 2191.2 million)
- Successful rights issue and credit facility

#### 2007

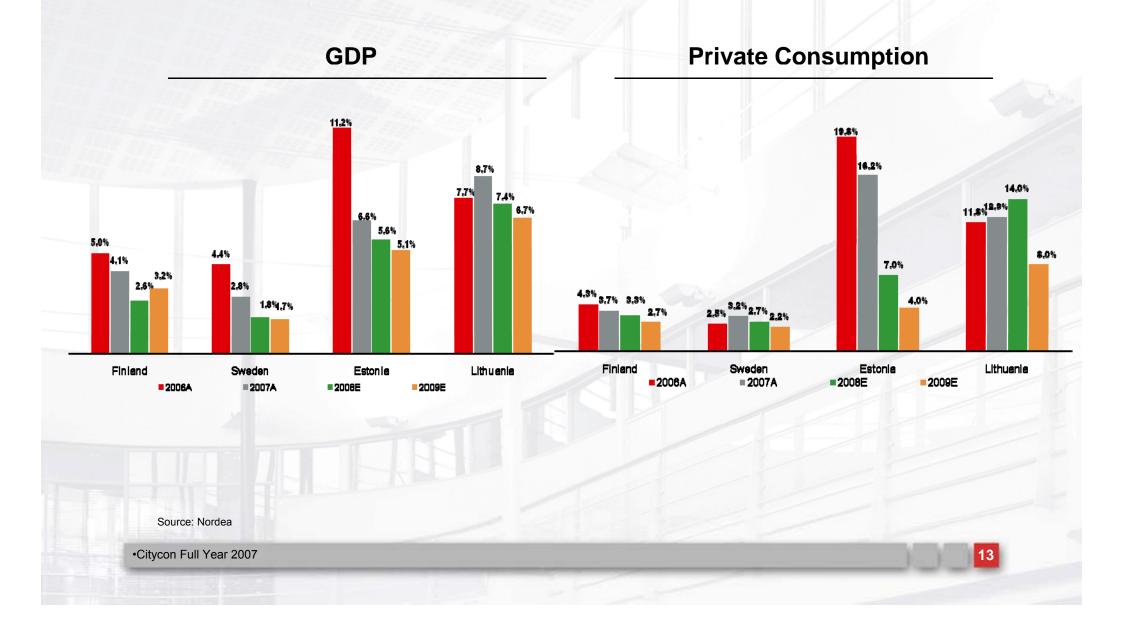
- Profit before taxes EUR 243.5 million including EUR 212.7 million in fair value gains
- Net rental income increased by 24.9% to EUR 103.4 million
- Gross capital expenditure EUR 531.3 million to acquisitions and EUR 71.8 million to development
- Equity ratio 43.9 %



# **Key Figures 2007**

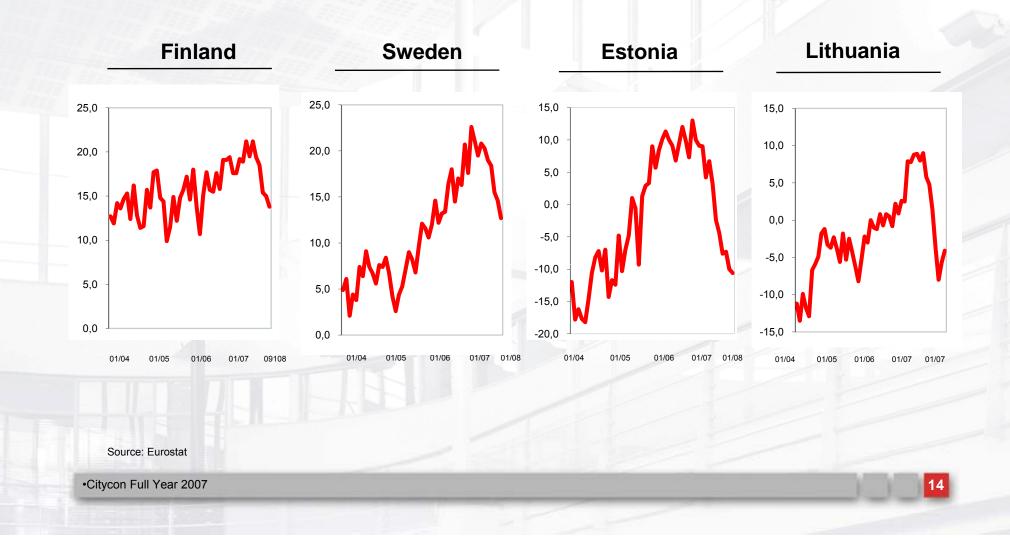
•Citycon Full Year 2007

### **Business Environment**



### **Business Environment**

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#### **Consumer Confidence**

#### **Business Environment**

Retail Sales \*) and CPI, Dec 07

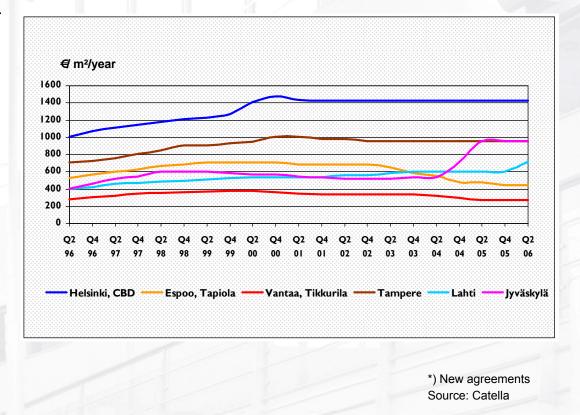
FINN-REIT-Discussion Continues

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\*) Non-inflation adjusted Source: Reuters Knowledge

#### Rental Levels of Retail Premises in Finland \*)

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### **Highlights – Financial Targets**

Growth track	Continued expansion through acquisitions and property development	Cumulative CAPEX since 2005 in excess of EUR 1 billion
Dividends	<ul> <li>Solid distribution policy despite growing number of shares outstanding</li> <li>Payout target 50 per cent of the distributable earning excluding fair value gains on property</li> </ul>	For 2007 Citycon's per-share dividend is proposed to be 0.04 EUR and return from invested unrestricted equity fund 0.10 EUR
Equity ratio	Long-term equity ratio target is 40 per cent	Equity ratio of 43.9 % as of 31 December 2007
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### **Income Statement - Snapshot**

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	Q4/2007	Q4/2006	2 007	2 006
Gross rental income	40.6	31.7	143.7	115.1
Turnover	43.3	33.0	151.4	119.4
Net rental income	27.1	22.1	103.4	82.8
Administrative expenses	3.9	3.2	16.5	12.9
Net Fair value gains on investment property	0.7	23.1	213.4	120.1
Operating profit	24.5	42.5	300.7	196.5
Net Financial income and expenses	14.5	8.7	47.3	30.9
Profit before taxes	10.0	33.8	253.5	165.6
Current taxes	3.2	-1.0	-3.4	-7.4
Change in deferred taxes	-3.3	-6.3	-46.2	-31.8
Profit for the period	9.9	26.4	203.9	126.4
EPS (basic), EUR	0.04	0.15	1.00	0.76
EPS (diluted), EUR	0.04	0.13	0.91	0.73
Direct EPS (diluted), EUR (EPRA EPS)	0.06	0.05	0.18	0.20
Net cash from opertaing activities per share, EUR	0.06	0.06	0.20	0.20

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### **Balance Sheet – Snapshot, Key Figures**

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Balance Sheet, EUR million	2 007	2 006
Fair market value of investment properties	2215.7	1447.9
Total non-current assets	2260.5	1453.3
Current assets	48.1	33.1
Assets total	2308.6	1486.4
Total share holders equity	1010.9	580.3
Liabilities	1297.7	906.1
Liabilities and share holders equity	2308.6	1486.4
Key Figures	2 007	2006
Equity ratio, %	43.9	39.1
Gearing, %	111.8	136.6
Equity per share, €	4.44	3.30
Net Asset value (EPRA NAV) per share, €	4.83	3.53
EPRA NNNAV, €	4.42	3.14

### **Key Figures - Property Portfolio**

Total Portfolio	Q4/2007	Q4/2006	2007	2006
Net Rental Income, EUR million	27.1	22.1	103.4	82.8
Number of leases started during the period <sup>1)</sup>	164	102	512	369
Total area of leases started, m <sup>2</sup>	27,854	14,822	103,408	73,300
Occupancy rate at end of the period ,%			95.7%	97.1%
Average length of lease portfolio at the end of the period, year			3.0	2.9
Net Rental Yield (actual), % <sup>2)</sup>			5.8	7.1
Average Net Yield Requirement			5.6	6.6
(valuation yield by external appraiser)				

### **Key Figures - Property Portfolio**

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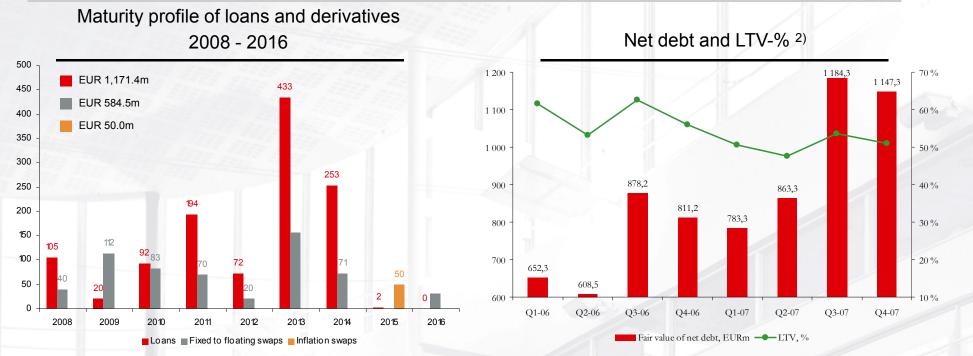
- **3,700** (3,080) leases with an average length of **3.0** (2.9) years
- Net rental income increased by 24.9% to EUR 103.4 million
- GLA totalled grew by 25% to 923, 980 m<sup>2</sup>
- Net rental income for like-for-like properties grew by 6.2% (Like-for-like property = held by Citycon 24 months, excl. development projects and lots)



#### **Key Figures – Financing Overview**

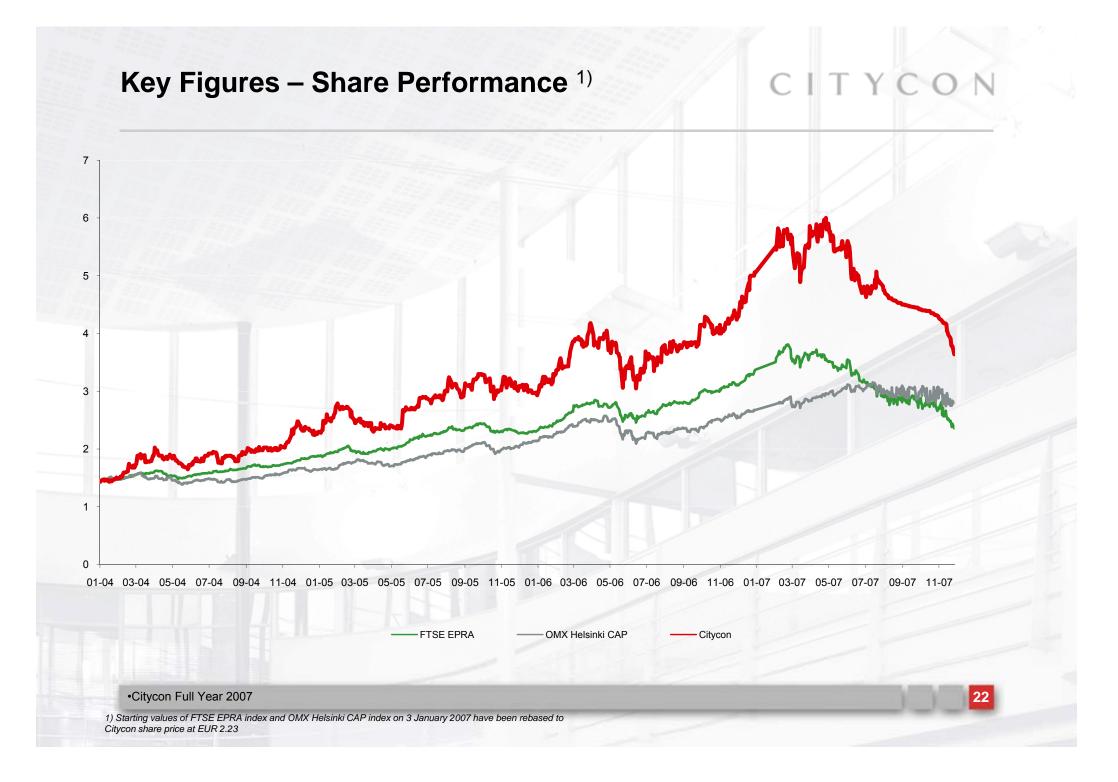
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- During Q4 period-end interest-bearing net debt decreased by EUR 37.0 million mainly due to loan repayments with proceeds from the rights issue
- No financing issues after disposal of 40 per cent of Iso Omena Citycon has undrawn committed credit lines and cash in excess of EUR 300 million and 78% of debt on a fixed rate basis
- In Q4 the average year-to-date interest rate inched 7 basis points higher to 4.68% (Q4/2006: 4.35%)
- Citycon's LTV-% edged lower to 51.0% during Q4 as a result of debt repayments with rights issue proceeds

Citycon Q3 Presentation



#### **Citycon Properties – Core Shopping Centres**



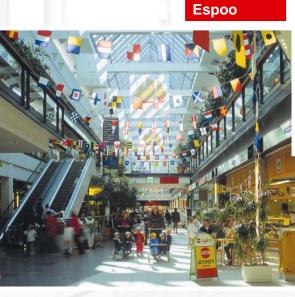
#### **Contact Information**

#### **Investor Relations**

**Mr Petri Olkinuora** CEO Tel. +358 9 6803 6738 Fax +358 9 6803 6788 Petri.Olkinuora@citycon.fi

**Mr Eero Sihvonen** CFO Tel. +358 50 5579 137 Fax +358 9 6803 6788 Eero.Sihvonen@citycon.fi

**Ms Hanna Jaakkola** Investor Relations Officer Tel. +358 40 5666 070 Fax +358 9 6803 6788 Hanna.Jaakkola@citycon.fi



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Citycon Oyj Pohjoisesplanadi 35 AB FIN-00100 Helsinki Tel. +358 9 680 36 70 Fax +358 9 680 36 788 info@citycon.fi www.citycon.fi e-mail : firstname.lastname@citycon.fi