Citycon presentation

Full Year Results

Q1-Q4 2014



Disclaimer

Q1-Q4 2014

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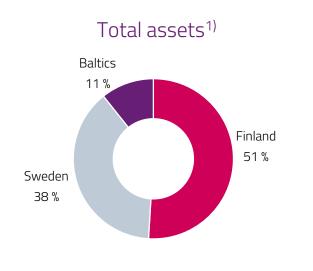
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Leading owner, manager, and developer of shopping centres in the Nordics and Baltics

Key figures 31 December 2014

- # of shopping centres¹⁾ 35
- # of assets 60
- Gross leasable area, sq.m. 933,040
- Total assets, EUR billion¹⁾ 3.3
- Market cap, EUR billion 1.5
- S&P BBB; Moody's Baa2





A focused company

Q1-Q4 2014

Portfolio selection criteria:

Dominant in catchment area, located in markets with high barriers to entry Located in urban environment in growing cities directly connected to public transportation

Concentrate

anchored

on urban, grocery-

shopping centres

in the Nordics and Baltics Groceryanchored and necessitybased

(Re)development potential and intensification opportunities through active retail management

> Be a forerunner in sustainable shopping centre management

VISION

Citycon wants to be the household name for Nordic and Baltic shopping centres

Values:

Passion

Experience

One

MISSION

We offer the best retail space and everyday shopping experience in urban shopping centres in the Nordics and Baltics Strategy O be an Own, manage and develop the

shopping centres

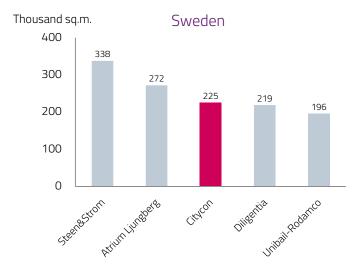
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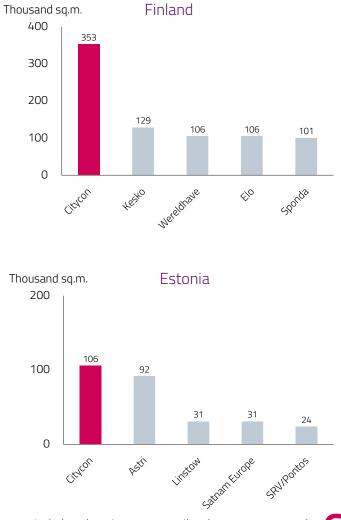
part of local

community

Offer the best retail and social experience Create strong cash flows based on conservative business model and solid balance sheet

Leading position in core markets





Includes shopping centre retail and restaurant area only Source: Leimdörfer



Focus on urban locations driven by strong demographics

Q1-Q4 2014

Core assets:

- Urban environments, located where people live and work
- Strong population growth and natural footfall
- Integrated with public transportation
- Benefit from high barriers to entry, e.g., land constraints, zoning restrictions
- Shared access to education, healthcare, culture, municipality services

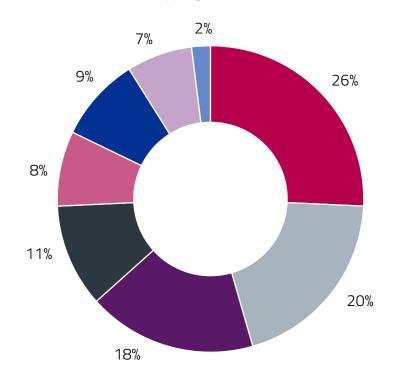




Core portfolio of grocery-anchored shopping centres

Q1-Q4 2014

Rental income by category for shopping centres FY2014



- Clothes and fashion
- Groceries
- Leisure, home supplies
- Services and offices
- Cafes and restaurants
- Health and beauty
- Department stores
- Other specialty stores

Q1-Q4 2014

Citycon's five core assets



Finland – Iso Omena









	Total GLA (sq.m.)	Fair value (EUR million) ¹⁾	Net rental yield, % ¹⁾	Economic occupancy, % ¹⁾	Visitors 2014 (millions)	Sales 2014 (EUR million)
Kista Galleria, Stockholm	95,200	567.9	5.7	99.7	18.7	262.8
Iso Omena, Helsinki	63,300	410.2	5.3	100.0	8.8	248.5
Liljeholmstorget Galleria, Stockholm	41,000	258.1	4.7	99.3	9.9	172.4
Koskikeskus, Tampere	34,300	186.4	5.9	98.6	5.7	125.5
Rocca al Mare, Tallinn	57,400	172.7	8.0	99.8	6.3	153.4

¹⁾ December 2014

Citycon's portfolio is well positioned for changing retail landscape

Urbanisation	Growing urban population Increased urban GDP per capita	87% of total portfolio in main cities 70% in capital cities
Convenience	Aging population and increasing number of single households Demand for proximity, services, and atmosphere More than a shopping destination: health care, municipal services, education	100% of centres located <500 metres from public transportation stop Growing share of non-retail services
Omnichannel retail	Technological innovation is influencing the way we shop Online channels complementary to traditional retail Enriched customer data	Growing online Citycon community in social media Shopping centre apps, gift cards and tenant interaction build loyalty and personalisation Extensive pick-up point network
Social experience	Providing a meeting place for the community	Citycon is part of the local community Increased offer of cafés, restaurants, gyms, entertainment, culture, etc.
Value and quality	Well-informed consumers choose best quality at lowest price	Focus on mainstream retail Relevant tenant mix for local community

Citvcon's response

BUSINESS ENVIRONMENT

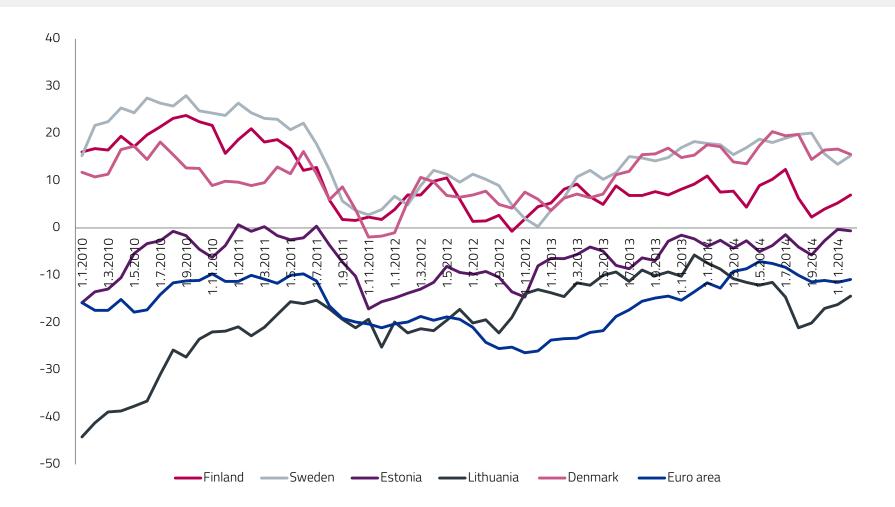
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Q1-Q4 2014

Consumer confidence



CITYCON

Source: Eurostat

Q1-Q4 2014

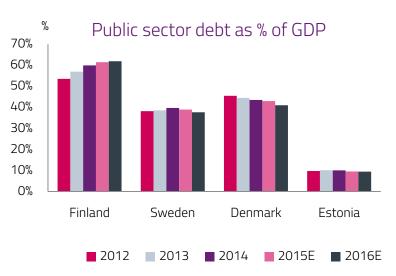
Economic outlook





Source: SEB Nordic Outlook & SEB Eastern European Outlook reports





HIGHLIGHTS 2014

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Annolds

Arnolds

2014: A YEAR OF ACTION WITH SOLID PERFORMANCE AND A MUCH STRONGER BALANCE SHEET



LÉNS

2014: A year of action



EUR 200 million directed share issue – CPPIB becomes a 15% shareholder

EUR 200 million rights issue – significant deleveraging

Investment-grade credit ratings upgraded to BBB & Baa2

JV with NCC regarding (re)development of Mölndals Galleria in Gothenburg

Successful placement of EUR 350 million Eurobond – decreased cost of debt

Acquisition of GIC's 40% stake in Iso Omena – full ownership of top asset

EUR 500 million revolving credit facility signed

Divestment of 11 non-core properties in Finland and one shopping centre in Lithuania



Solid financial and operating performance

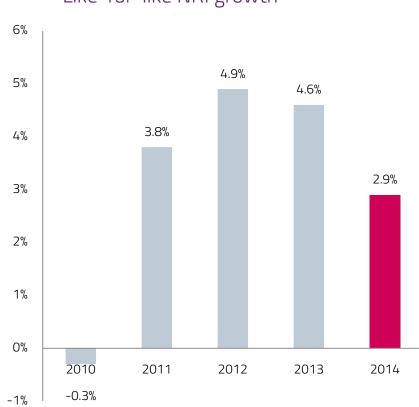
EUR million	FY2014	FY2013	Change-%
Net rental income	169.4	168.9	0.3
EPRA Operating profit	149.8	149.1	0.4
EPRA Earnings	99.7	86.7	14.9
EPRA Earnings per share (basic)	0.191	0.203	-5.9
EPRA NAV	3.01	3.13	-3.7

- Like-for-like gross rental income increase of 1.3%
- Like-for-like net rental income (NRI) increase of 2.9%
- EPRA EPS decrease of 5.9% driven by:
 - 22% increase in average number of shares
 - Strong like-for-like NRI
 - Decreased leverage



Continued growth in like-for-like NRI in all regions

Q1-Q4 2014



Like-for-like NRI growth

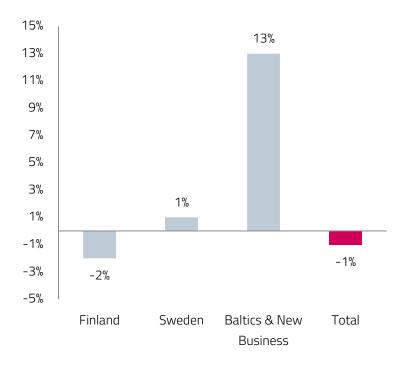
- Continued strong like-for-like NRI growth in a close to zero inflation environment
 - Shopping centres: 3.2%
 - Supermarkets & shops: 0.1%
- Growth in all regions
 - Finland: 2.5%
 - Sweden: 3.8%
 - Baltics & New Business: n.a. due to (re)development projects
- Occupancy rate 96.3%
 - Increase of 0.6 ppt driven by strong leasing in Sweden and supermarkets and shops leasing in Finland



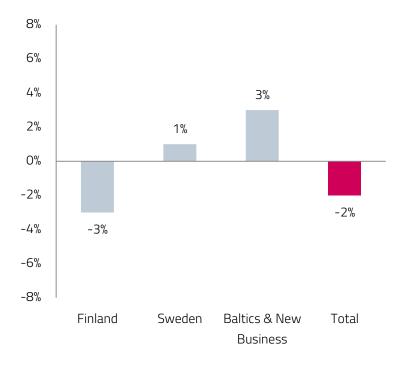
Q1-Q4 2014

Sales and footfall in Finland under pressure

LFL shopping centre sales



LFL shopping centre footfall



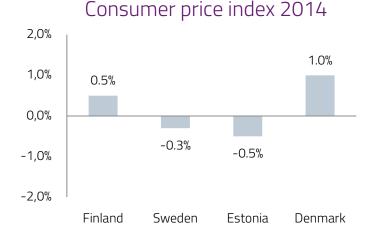
Retail environment continues to be challenging in Finland and positive in Sweden

- Finland
 - GDP forecast for 2015 modest
 - Consumers hold back on spending
- Sweden
 - Strong economic fundamentals drive retail spending
- Baltics
 - Steady retail outlook

Urban, grocery-anchored shopping centre strategy provides solid cash flow

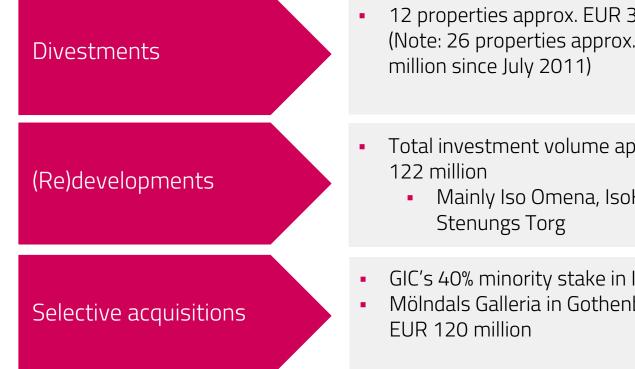
Retail sales 2014





Portfolio improvement in 2014





12 properties approx. EUR 30 million (Note: 26 properties approx. EUR 111

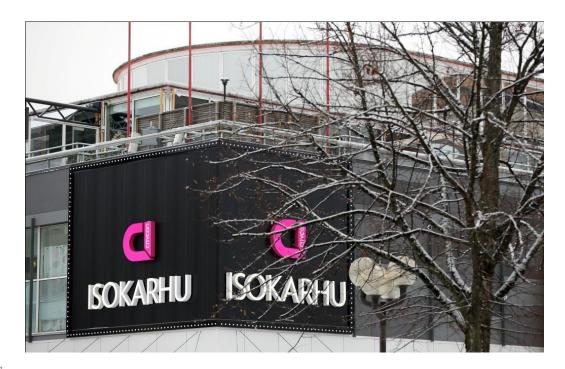
- Total investment volume approx. EUR
 - Mainly Iso Omena, IsoKristiina &
- GIC's 40% minority stake in Iso Omena
- Mölndals Galleria in Gothenburg approx.

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One Citycon style and branding started in shopping centres

Q1-Q4 2014

CI KOSKIKESKUS CI STENUNGSTORG





Cityconline – building community and loyalty



506 000 facebook likers + 23%

135 000 newsletter subscribers



Mobile apps in all largest centres



22 pick-up points





CITYCON

Q1-Q4

2014

2015-2016: Reposition and further enhance quality of portfolio



- Urban
- Convenience / daily needs
- Upside potential through management
- Approx. EUR 150-250 million
- Meeting investment criteria
- Approx. EUR 300-400 million
- Reduce Finnish exposure
- Create a balanced Nordic and Baltic portfolio

Further enhancement of portfolio: Developments progressing

	Area before/ after, sq.m.	Citycon's (expected) investment need, EUR m	Actual investments by 31.12.2014, EUR m	Expected yield on completion when stabilised, %	Pre-leasing rate, %	Completion target	
lso Omena	63,300 99,000	182.0	36.6	6.5-7.0	35%	Q4/2016	Extension & (re)develop ment
lso Kristiina	22,400 34,000	56.0	40.3	7.3	80%	Q4/2015	Extension & (re)develop ment
Stenungs Torg	36,400 41,400	18.0	9.7	7.5	Phase 1 100%	Phase 2 Q1/2016	Phase 1 completed
Kista Galleria	94,600 95,100	6.0	5.2	-	100%	Food court Q4/2015	North entrance completed



Q1 - Q4

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Stenungs Torg - phase 1 completed

Q1 - Q4

2014

- Phase 1 completed in Oct 2014
 - New main entrance
 - H&M & Nordic
 Wellness new anchor tenants
- Phase 2 further extension and upgrade

Iso Omena - top shopping centre in the Helsinki region

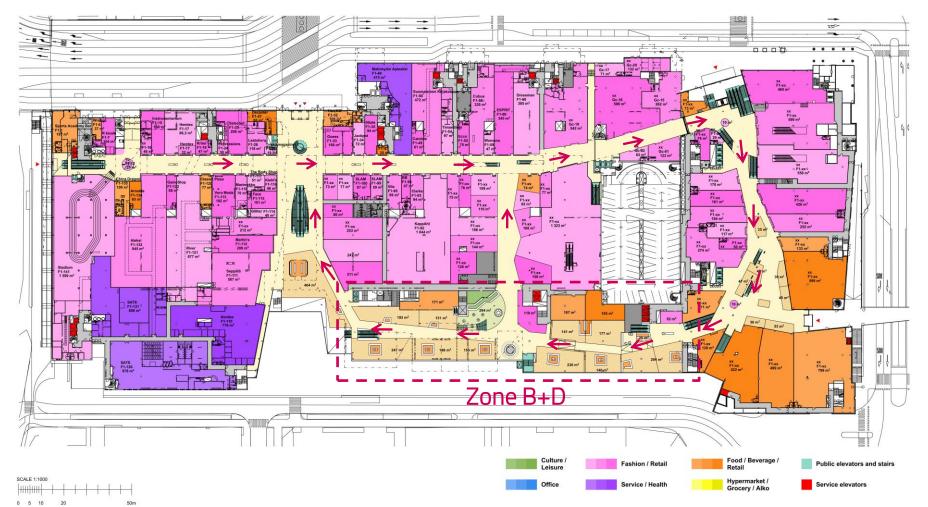
Q1-Q4

2014

- New concept with improved circulation
 - Total extension approx.
 35,000 sq.m. (of which retail 29,000 sq.m.)
- Grand opening Q4/2016
- Full integration with new metro
 - 35,000 passengers/day

Iso Omena - top shopping centre in the Helsinki region

Ground floor



CITYCON

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IsoKristiina – prime shopping and entertainment location

Q1-Q4 2014



Kista Galleria – continue (re)development and extension in a three step program

2015

Full action since January 2013

- 1) Upgrade tenant mix/enhance customer flow
 - Digital library
 - New northern entrance
- 2) Food court upgrade
- 3) Extension 10,000m² (Kista Gateway) ~2017/2018
- ⇒ Total investment so far EUR 25 million (incl. new Citycon Sweden HQ)

Strong performance

- Fair value Dec 2014: EUR 568 million +16% in SEK since Jan 2013
- NRI 2014: EUR 30.3 million
 + 6% in SEK since 2012 with CPI in Sweden -0.2%







7()

Development pipeline Q1-Q43 projects committed and one planned ≥ 2015 2014

	Estimated project area/additi onal sq.m.	Citycon's expected investment need, EUR m	Target for project initiation/ completion	
C Mölndals Galleria	25,000	120	2015/2018	Building of a new shopping centre replacing the old retail property. Joint venture agreement for the (re)development signed with NCC PD. Zoning process and pre-leasing ongoing.
C Porin Asema-aukio	23,000	40	2015/2017	Construction of a new campus for Satakunta University of Applied Sciences in Porin Asemaukio. The project will secure a strong, long-term tenant for the non-core property and solve the considerable vacancy.
C Tumba Centrum	11,000	53	2015/2017	Extension project combined with a new bus terminal. Zoning has been approved, pre-leasing ongoing.
P Lippulaiva	36,000/ 23,000	50-70	2015/2017	Extension possibility of the shopping centre. Zoning process ongoing due to the plans to extend the western metro line and build a new bus terminal next to Lippulaiva. Plans include a new library, cultural services and hypermarket.

Mölndals Galleria – urban city gallery focusing 201 on daily necessities

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- SHOP STORE SHOP TORE BUTIK 50% JV with NCC PD Acquisition of NCC's share the Store at completion Construction start in 2015 after finalised zoning and pre-leasing Main tenants about to sign
 - Grand opening early 2018

Q1-Q4 2014

Forward purchase of Straedet in Køge



(Re)developments and refurbishments put pressure on 2015 and starts contributing in 2016 2 m C

IsoKristiina (re)development Iso Omena (re)development Lippulaiva refurbishment

Myyrmanni refurbishment

Grand opening Oct 2015

- Connection to extension incl. partial demolition of parking building
 - 7% of GLA offline since Feb 2015
- Restructuring of Anttila premises
 - 23% of GLA offline since Feb 2015
- Phase 1: Restructuring of Anttila premises
 - 17% of GLA offline since Feb 2015
- Phase 2: Upgrade of food court in 2016

Q1-Q4 2014

Going forward

2015 EPRA EPS guidance 17.5-19.5

(Re)developments and selected acquisitions support further earnings growth 2016/2017

Maintain strong capital base Target LTV: 40-45%





FINANCIAL REVIEW

Q1-Q4 2014

Financial results

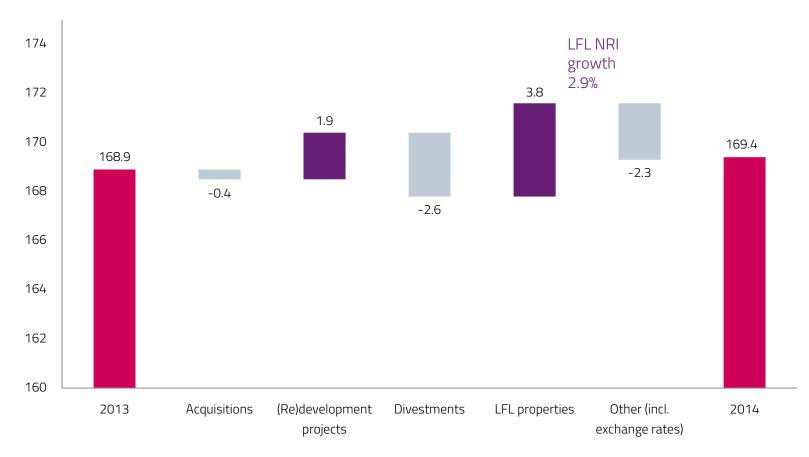
EUR million	FY2014	FY2013	Change-%	FY2014 incl. Kista
Net rental income, total	169.4	168.9	0.3	199.6
NRI, Finland	103.0	103.5	-0.5	103.0
NRI, Sweden	38.9	39.7	-2.1	69.2
NRI, Baltics & New Business	27.5	25.6	7.3	27.5
EPRA Operating profit	149.8	149.1	0.4	177.7
EPRA Earnings	99.7	86.7	14.9	99.7
EPRA EPS (basic)	0.191	0.203	-5.9	0.191

- Substantial earnings growth driven mainly by lower financing expenses
- Higher share count due to equity raises
- Kista Galleria contributed to the IFRS based profit for the period by approx. EUR 22.6 million in FY2014

NRI development

Q1-Q4 2014

EUR million



Positive like-for-like NRI performance in all countries



Stable leasing indicators

	Q4/2014	Q4/2013	Q3/2014
Occupancy rate (economic), %	96.3	95.7	95.7
LFL occupancy rate (economic), %	95.8	95.0	95.2
Occupancy cost ratio, % (LFL shopping centres)	8.6	8.7	8.7
Average rent, EUR/sq.m./mth	21.6	21.5	21.7

- Occupancy increase of 0.6 ppt driven by strong leasing in Sweden and supermarkets and shops leasing in Finland
- Average rent development stable, though under pressure in Finland
- Continued modest occupancy cost ratio

Q1-Q4 2014

Stable leasing indicators

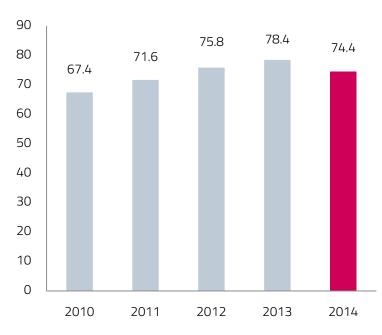
	Q4/2014	Q4/2013	FY2014	FY2013
Average rent, EUR/sq.m.	21.6	21.5	21.6	21.5
# of leases started	184	163	595	611
Total area of leases started, sq.m.	34,168	52,697	122,568	150,013
Average rent of leases started, EUR/sq.m.	22.1	17.5	19.9	18.8
# of leases ended	222	458	724	1,117
Total area of leases ended, sq.m.	47,826	66,260	144,880	186,567
Average rent of leases ended, EUR/sq.m.	20.1	18.3	21.0	18.6





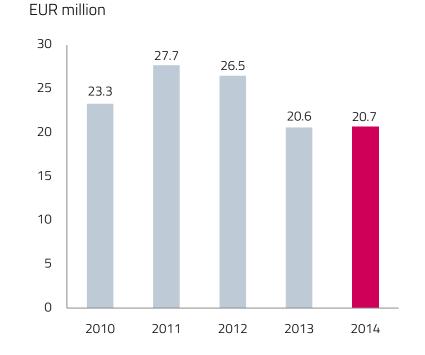
Decreasing opex and stable admin expenses

Property operating expenses



EUR million

Administrative expenses



Q1-Q4 2014

Income statement

EUR million	Q4/2014	Q4/2013	FY2014	FY2013	Change- %
Turnover	60.8	62.0	245.3	248.6	-1.3
Property operating expenses	19.1	19.6	74.4	78.4	-5.1
Other expenses from leasing operations	0.4	0.4	1.6	1.3	17.4
Net rental income	41.3	41.9	169.4	168.9	0.3
Administrative expenses	6.3	5.5	20.7	20.6	0.3
Other operating income and expenses	-0.1	0.1	1.0	0.9	18.1
Net fair value gains/losses on investment property	2.2	4.7	15.7	26.1	-40.0
Net gains/losses on sale of investment property	0.0	0.8	-0.3	0.8	-
Operating profit	37.1	42.0	165.0	176.0	-6.2
Net financial income and expenses	-11.8	-15.1	-77.5	-90.1	-13.9
Share of profit/loss of joint ventures	5.3	0.2	14.9	1.7	-
Profit/loss before taxes	30.6	27.2	102.4	87.6	16.9
Profit/loss for the period	22.8	47.0	89.7	102.0	-12.1

Positive valuation driven by Sweden and Baltics

	Valuation change EUR million	Net yield re	quirement, %
	FY2014	31 Dec 2014	31 Dec 2013
Total	15.7	6.1	6.3
Finland	-15.8	6.1	6.2
Sweden	13.3	5.7	5.9
Baltics and New Business	18.1	7.2	7.3



Balance sheet



EUR million	31 Dec 2014	31 Dec 2013
Investment properties	2,769.1	2,733.5
Total non-current assets	2,965.2	2,896.2
Total current assets	64.8	74.5
Total assets	3,037.2	2,973.0
Total shareholder's equity	1,652.5	1,278.8
Total liabilities	1,384.8	1,694.2
Total liabilities and shareholders' equity	3,037.2	2,973.0

	31 Dec 2014	31 Dec 2013
EPRA NAV per share, EUR	3.01	3.13
EPRA NNNAV per share, EUR	2.63	2.78
Net yield requirement, %	6.1	6.3

- Stronger balance sheet following equity raises and refinancing



FINANCING OVERVIEW

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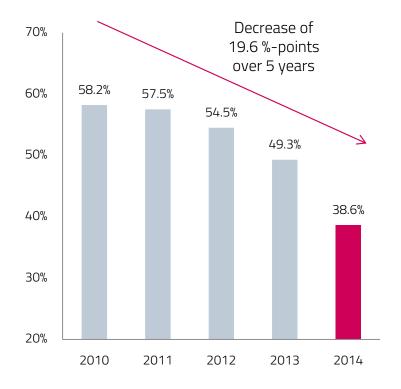
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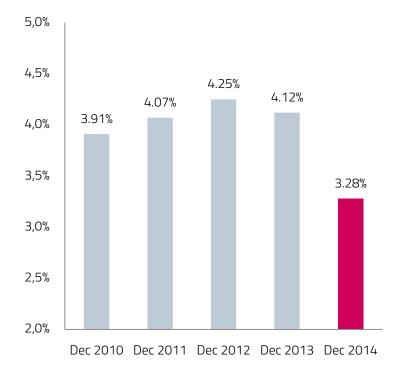
Stronger balance sheet



Loan to Value



Weighted average interest rate



Q1-Q4 2014

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Financing key figures

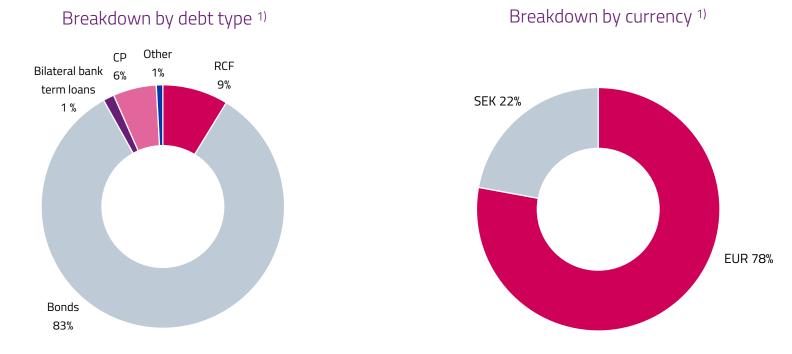
	Q4/2014	Q4/2013	Q3/2014
Interest bearing debt, fair value, EUR million	1,188.4	1,471.3	1,200.9
Available liquidity, EUR million	449.8	435.4	514.2
Average loan maturity, years	5.9	4.1	3.8
Hedging ratio, %	88.0	83.4	87.4
Weighted average interest rate, % ¹⁾	3.28	4.12	4.03
Loan to Value (LTV), %	38.6	49.3	36.7
Financial covenant: Equity ratio (>32.5%)	54.8	45.2	54.4
Financial covenant: ICR (>1.8)	3.1	2.4	2.8

- Average interest rate decreased and average loan maturity increased following the issue of the EUR 350 million 10-year Eurobond at 2.5%, debt prepayments and the closing of interest rate swaps during Q4/2014
- The ICR and equity ratio improved further
- Available liquidity at comfortable levels

46 ¹⁾ Including interest rate swaps

Debt type and currency split

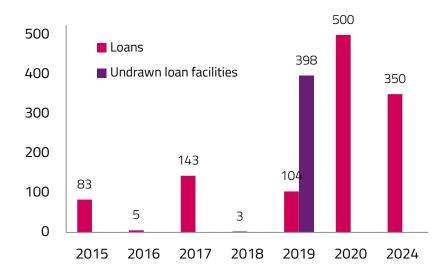




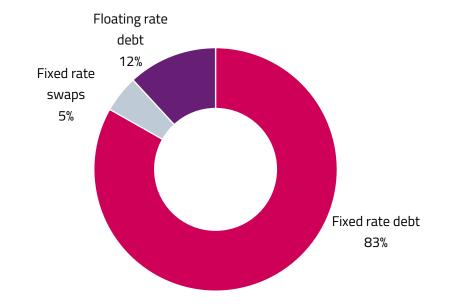
- Share of bond debt has increased following the EUR 350 million bond issue
- Currency breakdown shifted more towards EUR after bond issue. Part has been converted to SEK debt using cross-currency swaps

Debt maturities and interest risk hedging

Maturity profile of debt ¹⁾



Debt by fixing type



- Average loan maturity increased substantially to 5.9 years as a result of the issue of the 10-year bond maturing in 2024
- Majority of loan maturities in 2015 are commercial papers that can be rolled over at maturity

Financial expenses breakdown

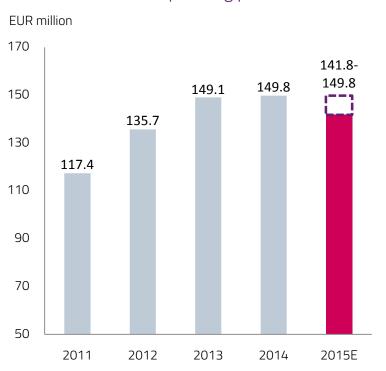


EUR million	Q4/2014	Q4/2013	FY 2014	FY 2013	
Interest expenses	-10.1	-15.3	-51.0	-64.3	Ð
Foreign exchange gains (+) / losses (-)	0.2	0.0	0.1	0.0	_
Other expenses	-3.8	-1.4	-33.8	-32.2	IJ
Total expenses	-13.7	-16.7	-84.7	-96.5	_
Interest income	1.9	1.5	7.2	6.5)
Net financial expenses	-11.8	-15.1	-77.5	-90.1	

- A. Interest expense decrease related mainly to lower average debt level and in Q4 also a lower average interest rate level
- B. Other financial expenses include fair value losses on the interest rate swaps closed in relation to debt prepayments in Q2-Q4. Similar one-off expenses were incurred also in 2013
- C. Interest income is mainly received from the shareholder loan given to Kista Galleria

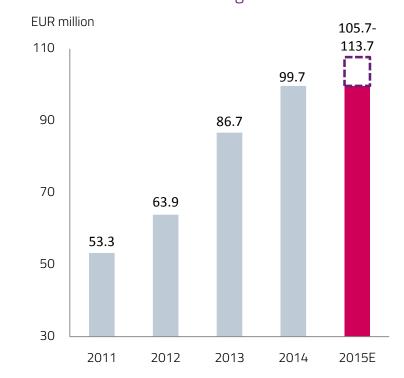
Outlook 2015

Q1-Q4 2014



EPRA Operating profit

EPRA Earnings



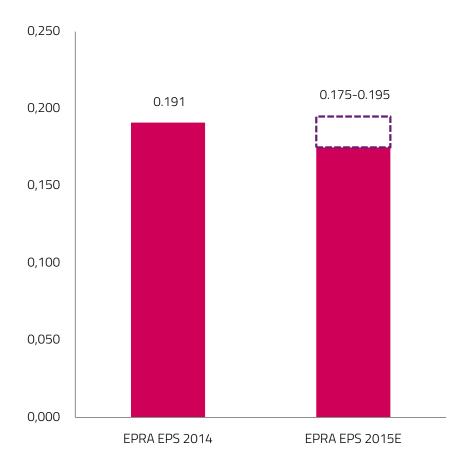
- EPRA Operating profit
 EUR (-8
- EPRA Earnings
- EPRA EPS (basic)

EUR (-8) to 0 million

- EUR 6 to 14 million
- EUR 0.175-0.195

Outlook 2015

Q1-Q4 2014



- + Positive like-for-like NRI growth
- + Decreased financing expenses
- Higher share count
- Short-term impact of ongoing (re)developments
- Full-year impact of non-core disposals

Dividend per share

- Proposal by Board of Directors:
 - EUR 0.15 per share return of equity from invested unrestricted equity fund
- Represents a dividend yield of approx. 4.9% (based on current share price)
- Payment on 30 March 2015



2014



PROPERTY PORTFOLIO

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Lease portfolio

Q1-Q4 2014

- 3,158 (3,287) lease agreements with an average length of 3.2 (3.5) years
- Total GLA 933,040 sq.m. (961,790 sq.m.)
- Rents linked to CPI (nearly all agreements)

Occupancy rate (economic)

- Annualised potential rental value for the portfolio is EUR 243.1 million





Average lease maturity

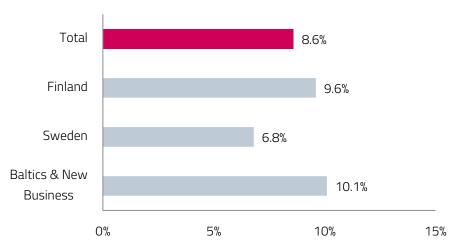
Q1-Q4 2014

Property portfolio

Top 5 tenants

	Proportion of rental income,	Average remaining length
FY 2014	%	of leases, years
Kesko	15.4	5.1
S Group	6.0	5.9
ICA Gruppen	4.1	4.3
Stockmann	2.8	1.8
H&M	2.1	4.2
Top 5, total	30.3	4.8

Occupancy cost ratio LFL shopping centres, rolling 12 mth

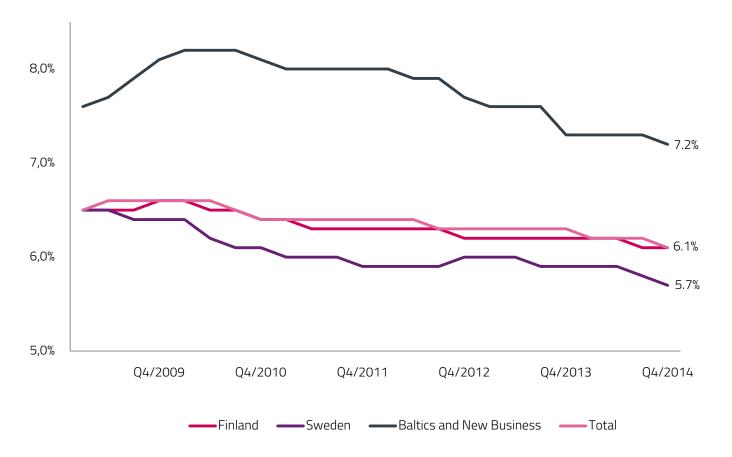


- Measured in fair value LFL properties accounted for 83.0% of the total portfolio
 - Shopping centres represent 90.6% of the LFL portfolio
 - 72.0% of the LFL portfolio is in Finland
- Actual rental contract level vs. valuation market rents is +1.0%.
 - Indicates how much higher/lower Citycon's actual rental level is compared to the market rents applied in the external valuations

Valuation yield development



Citycon's valuation yield development



Environmental targets and results



	Performance in 2014	
Climate change		
Yearly reduction of greenhouse gas emission by 2–3%	In LFL SC: -2%	\checkmark
Energy		
Yearly reduction of energy consumption (electricity, heating and cooling) by 2–3%	In LFL SC: -6%	\checkmark
Carrying out a renewable energy feasibility study in (re)development projects	Achieved	\checkmark
Water		
An average level of water consumption less than 3.7 litres per visitor	In LFL SC: 3.3 I/visitor	\checkmark
Waste		
Shopping centre waste recycling rate at least 80%	89%	\checkmark
Land use and Sustainable Construction		
All major projects ongoing in 2014 assessed with LEED criteria	Achieved	
Development projects located in built-up environments, within reach of good public transport connections	Achieved	



Citycon has won the gold-level award in EPRA's Sustainability Best Practices series in 2011, 2012 and 2013 as well as Green Star status in the GRESB assessment

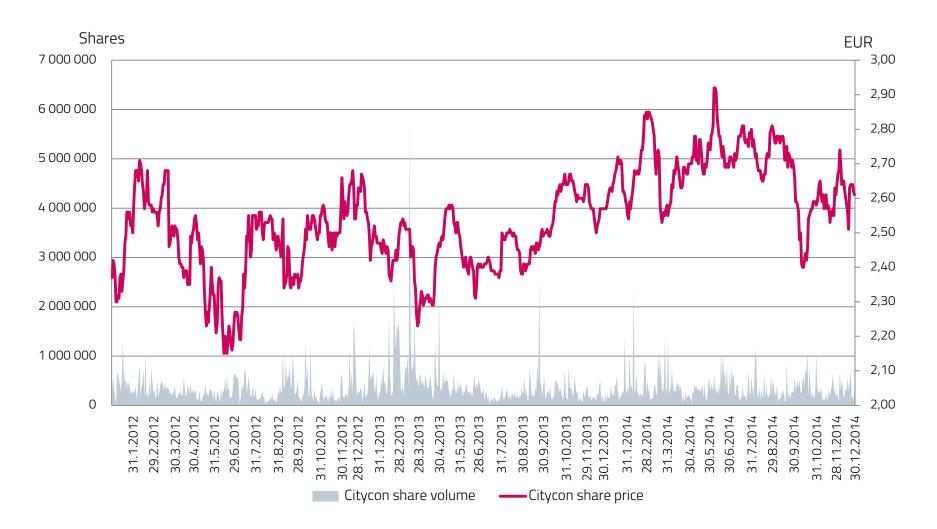


SHARES AND SHAREHOLDERS

alkommer



Share performance and volume



Ownership, 31 December 2014

2014

- Established and listed on the Helsinki Stock Exchange in 1988
- Market cap EUR 1,530.8 million
- Total registered shareholders 7,657 (8,820), of which nominee-registered
 68.9% (77.8%) of total
- Largest shareholders:
 - Gazit-Globe 42.8%
 - CPPIB 15.0%
 - Ilmarinen 7.6%
- Included in FTSE EPRA/NAREIT Global Real Estate Index, iBoxx BBB Financial index (EUR 500 million bond)







BACK UP

CITYCON

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History of Citycon +25 years of retail experience and portfolio growth

Q1-Q4 2014

CITYC

Foundation	International expansion	New management and new strategy
 1988 Founded by Sampo Pension Ltd, Imatran Voima Oy, Rakennustoimisto A. Puolimatka Oy and Postipankki Listed on Helsinki Exchange Initial strategy was to invest in office assets 1998 New business concept focusing on retail properties Two large retail portfolio acquisitions Office portfolio divested 1999 Carried out major EUR 320 million property deal, which almost doubled the value of Citycon's property assets Citycon became Finland's leading listed property investment company specialising in retail premises 	 2003 Citycon business to include development as well as owning, leasing and managing retail premises Ownership base changed as the former main owners sold shareholdings and international investors became interested 2005 Citycon enters foreign markets by acquiring its first properties in Sweden and Estonia 2006 Citycon continues to expand, acquiring several retail properties in Sweden and its first property in Lithuania 2007 Acquisition of Iso Omena in Finland 2008 GIC joint venture partner in Iso Omena 	 2011 Citycon's new CEO, Marcel Kokkeel, joined the company New strategy re-defined core ownership and portfolio expansion 2012 First property acquisition in Denmark 2013 Acquisition of Kista Galleria in Stockholm in a JV with CPPIB Citycon receives two investment grade credit ratings from S&P and Moody's 2014 CPPIB becomes a strategic shareholde in the company with a 15% ownership

Q1-Q4 2014

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