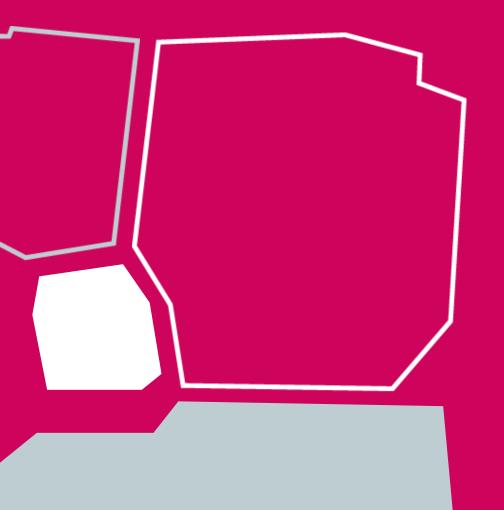
# Citycon Presentation Q1 2012 Results





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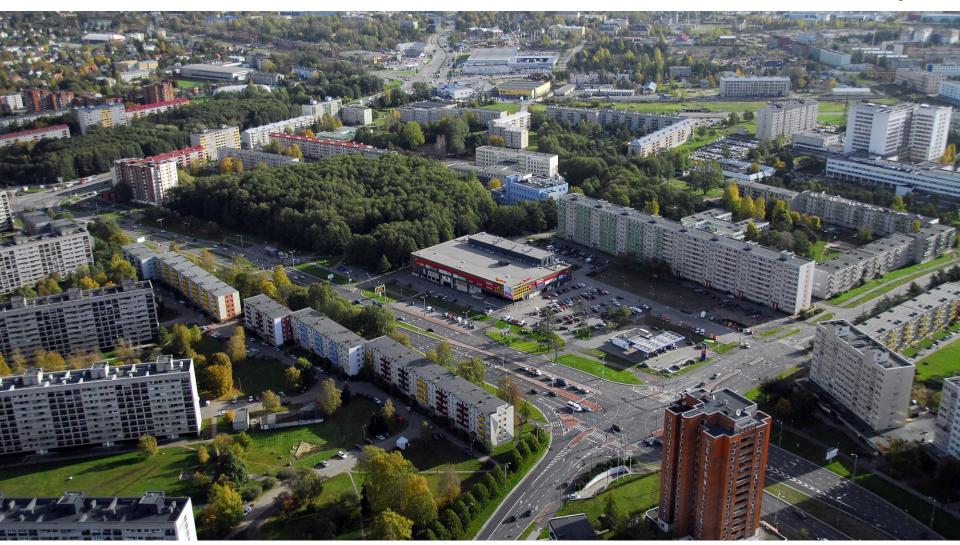
**Backup Information** 





## **Strategy and Business Environment**

Magistral



#### Citycon - Creating Success for Retailing

- In 2011, Citycon's shopping centres attracted more than **130** million customers, sales totalled more than EUR **2.1** billion
- Invests in shopping centres in major growing cities with good demographics in Nordic and Baltic countries
- Seeks growth through shopping centre acquisitions and property (re)development
- Seeks actively joint-venture arrangements with high-class investors and manages investment on their behalf, or on behalf of third party
- Operates by high sustainability standards



#### **Current Geographical Overview**

#### **FINLAND**

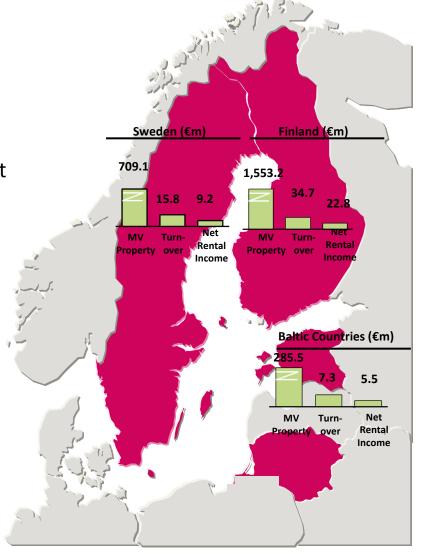
- Market leader
- Net rental income EUR 22.8 million
- 60.8 % of total net rental income
- Currently 23 shopping centres, 36 other retail properties, one unbuilt lot

#### **SWEDEN**

- Net rental income accounted for 24.4% of Citycon's total net rental income
- Net rental income EUR 9.2 million
- 9 shopping centres, 5 other retail properties

#### **BALTIC COUNTRIES**

- NRI 14.8% of Citycon's total NRI
- Net rental income EUR 5.5 million
- 4 shopping centres





#### Five Year Strategy: Balanced Portfolio

- The Nordic region is expected to continue to show solid economic growth
- As spending power increases, the region will be of increasing interest to international retail brands
- By offering a comprehensive quality portfolio with a regional spread, we will be able to accommodate new international retail brands
- We will be able to lower barriers to entry for retailers and to add value to our customers



More geographical spread

Diversify risk and cash flows

More market power

Attract new tenants



## Five Year Strategy: More Focus -> Total Return





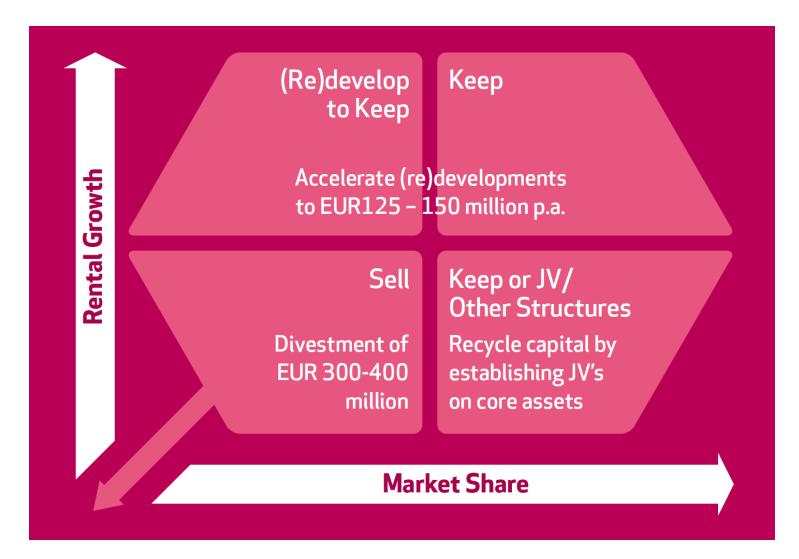




Strat. Objectives	Better	Stronger	Bigger
Strat. Activities	Improve profitability	Divest and recycle capital     Strenghten the balance sheet	Execute selective property acquisitions and accelerate (re)development
Key Performance Indicators	<ul> <li>Like-for-like NRI growth</li> <li>Occupancy rate</li> <li>Rent/sq. m.</li> <li>Specialty leasing income</li> <li>OPEX recoverability</li> <li>Administration expenses growth versus portfolio size growth</li> </ul>	<ul> <li>Divestment amount annually</li> <li>Value of the non-core properties (residential in Sweden and supermarkets and shops)in the statement of financial position</li> <li>Long-term equity ratio level</li> <li>Debt portfolio's hedge ratio</li> <li>Average loan maturity</li> </ul>	<ul> <li>Fair value of properties under management (properties owned fully, partially or via JVs)</li> <li>Annual acquisition amount</li> <li>EPS impact of acquisitions</li> <li>Investments in (re)development projects</li> </ul>
KPIs in 2011	<ul> <li>Like-for-like NRI growth: 3.8%.</li> <li>Occupancy rate: 95.5%, shopping centres 97.1% and supermarkets and shops 86.4%</li> <li>Rent/sq. m.: EUR 19.7/sq.m.</li> <li>Specialty leasing income: EUR 2.0 million</li> <li>OPEX recoverability: less than 100%</li> <li>Administration expenses growth more than portfolio size due to one-offs</li> </ul>	Divestments in 2011: EUR 18.1 million Value of the non-core properties in the statement of financial position on 31 Dec 2011: EUR 300 - 400 million Equity ratio: 36.0% Debt portfolio's hedge ratio: 81.3% Average loan maturity: 2.9 years	Fair value of properties under management: EUR 2.5 billion     Property acquisitions of EUR 140 million executed in 2011     Investments on (re)development projects: EUR 75.0 million
5 Year Targets for KPIs	Like-for-like NRI growth above CPI Average occupancy rate for shopping centres above 98% Rent/sq. m. growth above CPI Specialty leasing income doubled OPEX recoverability aimed at 100% G&A growth clearly less than portfolio size growth	<ul> <li>Divestments during the next 5 years: EUR 300-400 million, of which substantial part executed during the next 2 years</li> <li>Equity ratio 40% over the cycle</li> <li>Hedge ratio between 70% - 90%</li> <li>Loan maturity on average 4 years</li> </ul>	<ul> <li>Fair value of properties under management (either owned fully, partially or via JVs) after 5 years: EUR 5.0 billion</li> <li>EPS impact of acquisitions accretive</li> <li>Investments in (re)development projects: 125M€-150M€ p.a. on average</li> </ul>



## Five Year Strategy: Balanced Portfolio and Selection of Quality Assets: Winning Centers in Winning Cities

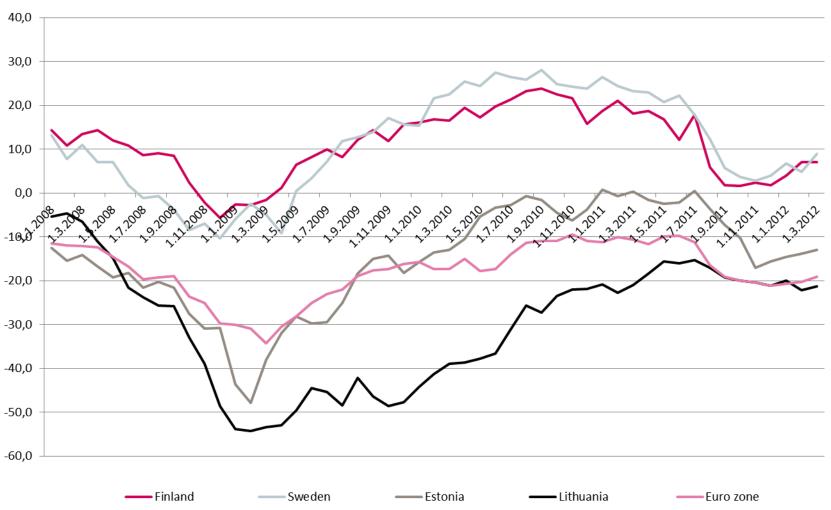




Rocca al Mare



#### **CONSUMER CONFIDENCE**

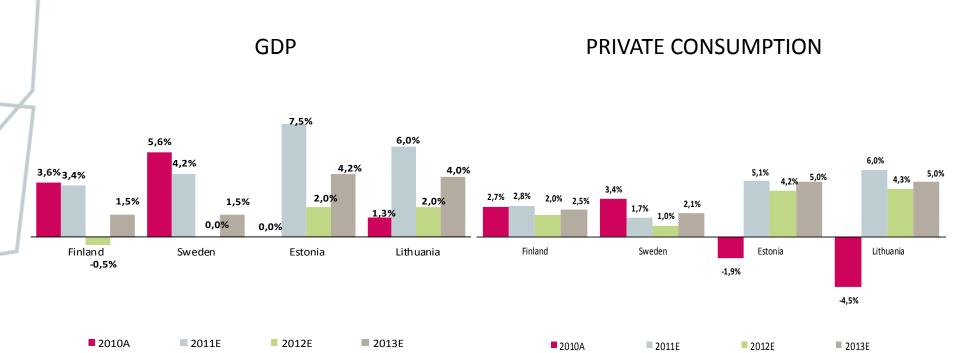


Source: Eurostat

Consumer confidence indicator is conducted as an interview survey. It includes respondent's view on financial situation, general economic situation, unemployment expectations over the next 12 months, and savings over the next 12 months.

Q1 2012





Source: Nordea



Relatively low unemployment, reasonably strong consumer confidence, low interest rates -> positive effect on retail sales.

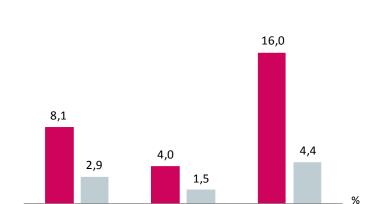
February unemployment rates below the European average (10.8%):

- FINLAND 7.4%
- SWEDEN 7.5%
- ESTONIA 11.7% (Dec 2011)

In the real estate market, general sentiment is waiting. Polarization to prime and non-prime.

## RETAIL SALES, JAN-FEB AND FEB-CPI, 2012

Retail Sales



CPI

#### Sources:

Finland

Statistics Finland, Statistics Sweden, Statistics Estonia, Eurostat, JLL

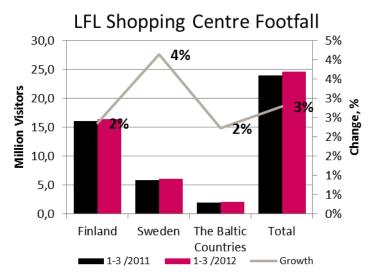
Sweden

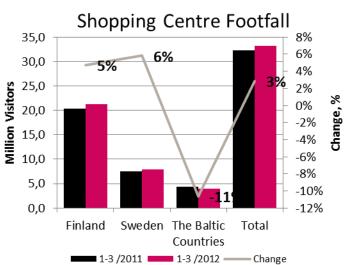


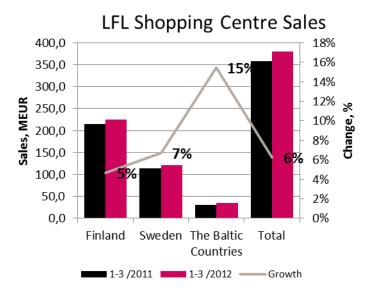
Estonia

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#### Sales and Footfall in Citycon Shopping Centres









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01 2012

#### Q1 2012 Main Points

Martinlaakso opening Dec 2011



## Q1 2012 Summary

in EUR million	Q1 2012	Q1 2011	Q4 2011	FY 2011
NRI Finland	22.8	21.4	23.2	90.5
NRI Sweden	9.2	7.9	8.6	35.4
NRI Baltic Countries	5.5	3.0	5.5	18.4
Net Rental Income, total	37.5	32.4	37.3	144.3
Direct Operating profit	31.0	27.0	28.9	117.4
EPRA earnings	14.3	12.6	12.5	53.3

Per share, EPRA earnings, basic	0.05	0.05	0.21
EPRA NNNAV per share	3.19	3.44	3.29

Like-for-like NRI growth, total	5.0%
L-f-l Shopping centre NRI growth	7.4%

L-f-l supermarkets and shops NRI growth -7.2%

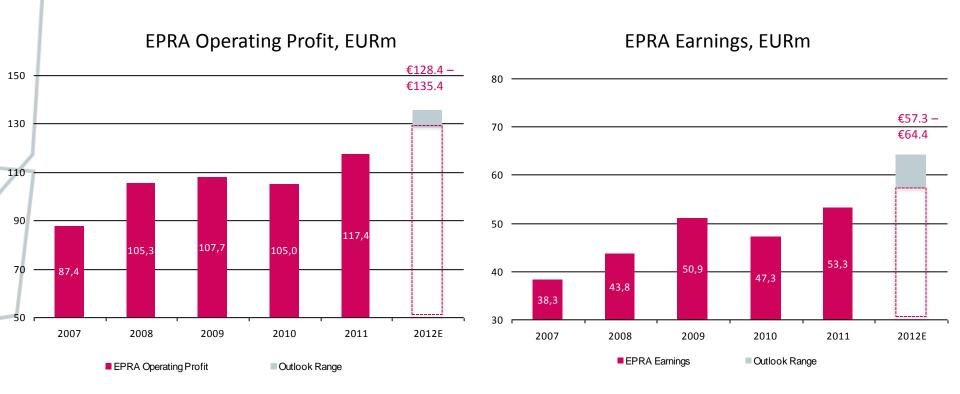


#### Main Points Q1 2012

- Improved occupancy 95.5% (94.9%)
  - Shopping centre occupancy 97.0%
  - Supermarkets and shops 85.9%
- Stabilizing property valuations and higher values of shopping centres. Gains recorded for the first time since Q1 2011. Fair value gains for the quarter EUR 5.9 million
- Three disposals of non-core properties: two in Sweden and shopping centre Valtari in Finland
- Five on-going (re)development projects, the largest Koskikeskus
- One acquisition after the period: shopping centre Arabia in Helsinki GLA 14,000 sq.m., EUR 19.5 million, net initial yield 6% (soon 7%)



#### Outlook 2012



- Current year 2012 Outlook was updated in the first quarter report:
  - Turnover to grow EUR 12 19 million
  - EPRA Operating Profit to increase by EUR 11 18 million
  - EPRA Earnings to edge higher by EUR 4 11 million
  - EPRA EPS, basic to reach EUR 0.21 0.23



#### Financing Overview

- The year-to-date weighted average interest rate for interest-bearing debt was **4.09**% (4.00%). At the period-end, the weighted average interest rate, including interest rate swaps, rose to **4.04**% (3.91%).
- Liquidity EUR 340.8 million including EUR 281.0 million undrawn, committed credit facilities and EUR 59.8 million of cash and cash equivalents.
- Equity ratio 35.9%, hedging ratio 84.1%
- The average loan maturity stood at 2.8 years (2.8 years).
- Two covenants
  - Equity ratio: Covenant level 32.5%, equity ratio as defined in loan agreements was 38.6%
  - Interest cover ratio: Covenant level 1.8x, Citycon's period end ICR 2.0x



### Sustainability and Property Portfolio

Liljeholmstorget





#### Sustainability an Integral Part of Citycon's Strategy

In 2008, Citycon included systematic and determined efforts to promote sustainability in its strategy. Changes in Citycon's strategy in 2011 emphasized the role sustainability plays in our company: ecology and economy go hand in hand. This means that investments in environmental matters also generate cost benefits.

> **Energy and Material Costs**

**Transparency** 

**Preparedness** for future obligations

**Doing Good, Being Efficient** 

**Health and** Safety

**Meet the Needs** of Stakeholder Groups

**Energy** Water Waste

**Climate Change** 

Q1 2012



#### Strategical Objectives Related to Environmental Responsibility

Target in 2012: 2-3% decrease

#### Climate change

Reduction of greenhouse gas emissions by 20% by year 2020 from the 2009 baseline level (the EU objective is to reduce emissions by 20% by 2020 from the 1990 level).



Target in 2012: 2-3% decrease

#### Energy

Reduction of energy consumption (electricity and heat) by 9% by 2016 from the 2009 level



Improvements in energy efficiency

Identifying and implementing solutions that utilise renewable energy .

Target in 2012: 4.0 l/visitor

#### Water

Keeping water consumption on an average level of less than 3.5 litres per visitor



Target in 2012:
Recycling ratio 78%
Landfill waste max
22%

#### Waste management and recycling

Shopping centre waste recycling rate to be raised to at least 80% by 2015 Reduction of landfill waste to a maximum of 20% of total waste volume by 2015



#### Land use and sustainable project development

All development projects to be implemented in accordance with environmental classification principles



Development projects are located in built-up environments, within reach of good transport connections



### Ongoing (Re)development Projects

Property	Area, sq.m. before and after	Total Estimated New Investment, Meur	Actual Cumulative Capex, by the end of period, Meur	Expected yield on completion when stabilized,% 1)	Pre-leasing rate,%	Est. Year of Comple tion	
Koskikeskus Tampere, FIN	27 700 28 600	37.9	16.9	6.6	82%	Nov 2012	Redevelopment of the centre. The interior, the entrances, facades and all the technical systems will be thoroughly renewed. Better tenant mix.
Myllypuro Helsinki, FIN	7 700 7 300	21.3	21.3 <sup>2)</sup>	7.4	71%	May 2012	Building of a new retail centre replacing the existing one next to the Myllypuro subway station.
Iso Omena Espoo, FIN	60 600 63 000	7.6	2.5	-	82%	Nov 2012	Extension of shopping centre to former parking facility on the roof top on the second floor.
Magistral Tallinn, EST	9 500 11 900	7.0	5.1	8.3	80%	May 2012	The redevelopment and extension of the Magistral shopping centre.
Åkermyntan Stockholm, SWE	8 500 10 100	6.9	0.5	6.9	83%	Dec 2012	The redevelopment project, the shopping centre and its parking will be renewed and energy efficiency will be improved.

<sup>1)</sup> Yield on completion,% = Expected stabilized (third year after completion) net rents incl. possible vacancy / total investment (=total capital invested in property by Citycon)



### (Re)development Projects Under Planning

Property	Project area, sq.m. <sup>1)</sup>	Estimated investment need, MEUR 2)	Target year of project launch	Target year of completion	Additional information
lso Omena <sup>3)</sup> Espoo (Helsinki MA) Finland	28 000- 30 000 <sup>4)</sup>	140	2012 5)	2015	Planning reservation together with the construction company NCC regarding aboveground premises of the upcoming Matinkylä subway station of western metroline, bus terminal and extension of shopping centre Iso Omena. The goal is to create a subway centre that combines broad range of commercial services and well-functioning connections to the future subway and commuter parking. The aim is to proceed with the project at the same pace as the construction of the subway line, which is scheduled to be completed in 2015.
Galleria Oulu Finland	25 000	110	2013 5)	2015	Redevelopment of the Galleria block into a shopping centre in co-operation with the block's and the adjacent block's other property owners. In 2011, Citycon signed co-operation and land-use agreements with the block's other main owner retail cooperative Arina. The estimated investmen need for the whole project totals 140 EUR million. City of Oulu made a decision to invest and build an underground parking facility. The construction work of the parking facility will start in 2012.
IsoKristiina Lappeenrant a Finland	20 000	60-65	2012	2015	Refurbishment and extension of the existing shopping centre under planning. Co-operation agreement with city of Lappeenranta signed. The city plans to locate its city theatre into the shopping centre's extension part. The needed alterations of the city plan are expected to be approved in spring 2012.
Lippulaiva Espoo (Helsinki MA) Finland	15000 4)	30-40	2012	2014	Extension of the shopping centre. The refurbishment of interior premises completed. Planning of the extension continues.
Myyrmanni Vantaa (Helsinki MA) Finland	12 000- 20 000 <sup>4)</sup>	40	2013 5)	2015	Extension of the shopping centre to two different sides of the centre. The City of Vantaa granted a site reservations to Citycon and HOK-Elanto for the former health care centre's and Paalutori's plot. Parking is planned to be transferred underground. Prisma hypermarket and residential units are under planning to be built in connection to Myyrmanni.
Tikkuri Vantaa (Helsinki MA)	15 000				Extension under planning. Citycon has acquired neighboring properties in order to enable the planned extension.  existing premises under refurbishment owned by Citycon and the area of the extension.  nore precise as the planning process proceeds. The figure is the best current estimate.

6 000-8 000 4) pla

Finland

Tumba

Centrum

3) Partly-owned property

Q1 2012

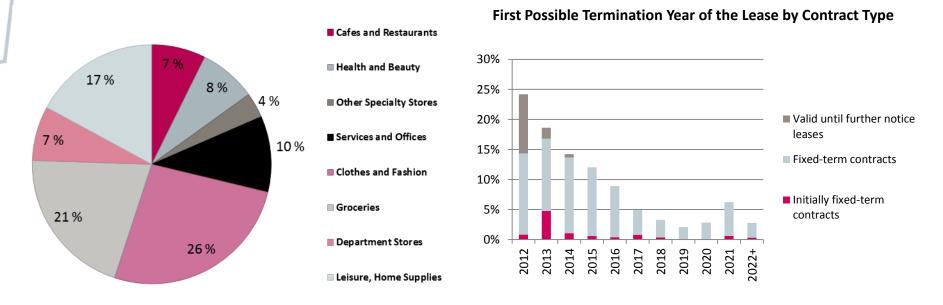
5) The schedule for the project completion and/or project launch and/or project area involves risks associated with city planning

rith erty of Botkyrka and project ing process Q2 2012.

The project area refers only to the area of the planned extension.

#### Property Portfolio

- 3,782 (3,782) leases with an average length of 3.5 (3.1) years
- GLA total was 971,530 m<sup>2</sup>
- Rolling 12-month occupancy cost ratio for I-f-I shopping centres was 8.5%
- Rents linked to CPI (nearly all the agreements). Year-end 2011, 49% of the leases are tied to tenant's turnover (43% at 31 Dec 2010)
  - Additional rent from turnover based rental agreements was 1.8% (1.3%) of GRI





#### NRI Growth by Segments and Portfolios

			Baltic			
EUR million	Finland	Sweden	Countries	Other	Total	TURNOVER
Q1/2010	21,3	6,4	3,0	0,0	30,6	49,5
Acquisitions	0,0	-	-	-	0,0	0,0
(Re)development projects	0,4	0,2	-	-	0,7	1,1
Divestments	0,0	-0,4	-	-	-0,5	-0,9
Like-for-like properties	-0,3	1,0	0,0	-	0,8	0,7
Other (incl. exch. diff.)	0,0	0,8	0,0	0,0	0,7	1,6
Q1/2011	21,4	7,9	3,0	0,0	32,4	52,0
Acquisitions	0,1	0,5	2,5	-	3,0 <sup>A</sup>	4,4
(Re)developments projects	1,1	0,4	-0,3	-	1,3 <sup>B</sup>	1,4
Divestments	-0,1	-0,3	-	-	-0,4	-0,8
Like-for-like properties	0,4	0,6	0,3	-	1,3	0,9
Other (incl. exch. diff.)	0,0	0,0	0,0	0,0	0,0	-0,1
Q1/2012	22,8	9,2	5,5	0,0	37,5	57,8

- Acquisitions: Kristiine and Högdalen
- (Re)development projects: Martinlaakson Ostari, Åkersberga Centrum, Myllypuro and Magistral
- ©Divestments: Floda and Landvetter, residential disposals in Sweden in 2012 and Tullintori in Finland
- DLFL properties: Positive LFL growth +5.0%, LFL growth in shopping centres +7.4%
- Other: No SEK/EUR-rate impact on NRI



## **Property Portfolio**

TOTAL PORTFOLIO	Q1/2012	Q1/2011	Q4/2011	2011
Number of leases started during the period	210	187	228	782
Total area of leases started, sq.m. <sup>1)</sup>	43,971	34,143	49,370	177,006
Average rent of leases started (EUR/sq.m.) 1)	19.1	17.1	19.8	19.7
Number of leases ended during the period	383	168	284	877
Total area of leases ended, sq.m. <sup>1)</sup>	66,121	34,981	53,143	186,120
Average rent of leases ended (EUR/sq.m.) 1)	16.1	16.7	17.2	18.1
Average rent (EUR/sq.m.)	20.5	19.1		19.7
Occupancy rate at the end of period, %	95.5	94.9		95.5

<sup>1)</sup> Leases started and ended do not necessarily refer to the same premises



#### **Property Portfolio**

Measured in fair value, like-for-like properties accounted for **74.0**% of the total portfolio and of l-f-l portfolio **60.8** % is in Finland and **73.8**% of the total Finnish portfolio is included in l-f-l. Shopping centres represent **87.8**% of the l-f-l portfolio. (Re)development projects and lots not included, properties are owned by the company for at least 24 months.

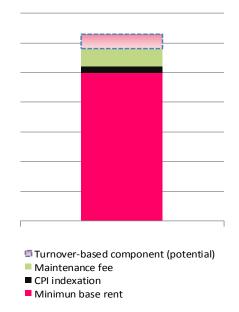
- Like-for-like NRI growth, total: 5.0%
- Annualised rental value for the portfolio was EUR 233.5 million.

Includes annualised gross rent based on valid rent roll on end of year, market rent of vacant premises and rental income from turn over based contracts and possible other rental income. Temporary rental rebates are included.

 Actual rental contract level vs. valuation market rents +0.8%

Indicates how much higher Citycon's actual rental level is compared to the market rents applied in the external valuation.

#### Illustration of a typical lease agreement



Top 5 tenants	Proportion of rental income, 31 Dec 2011, %	Average remaining length of leases, years
Kesko	17.2 %	4.5
S Group	5.6 %	8.2
ICA	3.4 %	4.4
Stockmann	3.1 %	2.5
Tokmanni	1.7 %	4.8
Top 5, total	31.1 %	5.0

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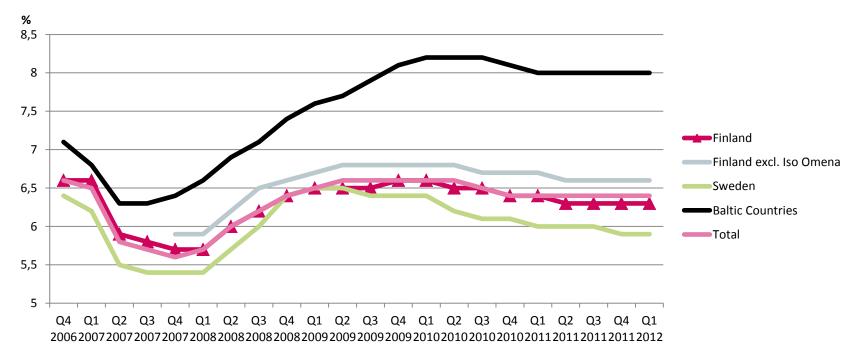
#### Valuation Yield Development in the Portfolio

Fair value of investment properties EUR 2,547.8 million (2,386.2)

- Total fair value change EUR **5.9** million
- Fair value gain in shopping centres EUR 8.9 million
- Fair value loss in super markets and shops EUR -3.0 million

Yield requirement for entire property portfolio: 6.4 %

- Finland **6.3** %
- Sweden 5.9 %
- Baltic countries 8.0 %





## Key Figures and Financing Overview





## **Snapshot of Statement of Comprehensive Income**

EUR million	Q1/2012	Q1/2011	Q4/2011	2011
Gross rental income	54.6	49.5	53.0	206.0
Utility and service charge income	3.2	2.5	3.0	11.1
Turnover	57.8	52.0	56.0	217.1
Property operating expenses	19.9	19.6	18.4	71.6
Other expenses from leasing operations	0.4	0.0	0.3	1.2
Net rental income	37.5	32.4	37.3	144.3
Administrative expenses	6.7	5.5	9.2	28.0
Net fair value gains/losses on investment property  Net gains on sale of investment property	5.9	1.2	-17.0	-35.3
,	1.5	0.1	-0.3	0.6
Operating loss/profit Net financial income and expenses	38.3	28.2	10.7	81.8
Share of profit/loss of jointly controlled entities	-16.1 0.0	-13.8 0.1	-16.3 0.3	-62.4 0.3
Loss/profit before taxes	22.2	14.4	-5.3	19.7
Current taxes	-0.3	-0.2	0.0	-0.9
Change in deferred taxes	-2.6	-0.3	2.1	2.5
Loss/profit for the period	19.3	13.9	-3.2	21.3
Other comprehensive expenses/income for the period, net of tax	-5.2	13.2	-5.1	-26.2
Total Comprehensive profit/loss for the period, net of tax	24.5	27.1	-8.3	-4.9
EPS (basic), EUR	0.06	0.05	-0.02	0.05
EPRA earnings per share (basic), EUR	0.05	0.05	0.05	0.21
EPRA earnings, EUR million	14.3	12.6	12.5	53.3
Net cash from operating activities per share, EUR	0.05	0.09	0.04	0.25
Loss/profit for the period attributable to parent company shareholders, EUR million	15.8	11.2	-5.4	13.0

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## Snapshot of Statement of Financial Position

Statement of Financial Position, EUR million	31 March 2012	31 March 2011	31 Dec 2011
Investment property	2,547.8	2,386.2	2,522.1
Total non-current assets	2,564.7	2,401.7	2,540.1
Current assets	79.7	69.6	125.0
Assets total	2,644.5	2,471.3	2,677.7
Total shareholder's equity	945.3	893.0	961.8
Total liabilities	1,699.2	1,578.3	1,715.9
Liabilities and share holders equity	2,644.5	2,471.3	2,677.7
KEY FIGURES			
Equity ratio, %	35.9	36.3	36.0
Gearing, %	152.3	154.8	151.4
Equity per share, €	3.18	3.43	3.25
Net Asset value (EPRA NAV) per share, €	3.54	3.70	3.62
EPRA NNNAV, €	3.19	3.44	3.29
Net Rental Yield (actual), % Average Net Yield Requirement (valuation yield by external appraiser)	6.1 6.4	5.8 6.4	6.0 6.4



#### Cash Flow Statement Q1'2012

THE MILLION	01 2012	01 2011
EUR MILLION	Q1 2012	Q1 2011
Operating activities		
Cash flow before change in working capital	31,7	27,1
Change in working capital	0,6	2,6
Cash generated from operations	32,3	29,7
Interest and other financial charges paid	-13,4	-11,6
Interest and other financial income received	0,3	0,2
Realized exchange rate losses and gains	-4,7	-1,9
Taxes received/ paid	-0,3	5,5
Cash flows from operating activities (A)	14,2	21,7
Investing activities Acquisition of subsidiaries, less cash acquired Acquisition of investment properties	- -	
Capital expenditure on investment properties, investments		
in jointly controlled entities, intangible assets and PP&E	-16,1	-23,0
Sale of investment property	16,3	2,0
Cash flows from investing activities (B)	0,3	-21,0
Financing activities		
Proceeds from short-term loans	25,9	8,6
Repayments of short-term loans	-48,4	-7,6
Proceeds from long-term loans	50,9	64,7
Repayments of long-term loans	-74,7	-49,1
Dividends and capital return		_
Cash flows from financing activities (C)	-46,4	16,5
Net change in cash and cash equivalents (A+B+C)	-31,9	17,2
Net cash from operating activities per share, EUR	0,05	0,09

- Cash flows from operating activities lower than previous year due to:
  - Cash flow before working capital increased by 17 % which was offset by:
    - Lower positive working capital change by EUR 2.0 million compared to previous year
    - Paid net financial expenses higher due to increased interest expenses and timing differences
    - Positive taxes of EUR 5.5 million due to tax returns in the comparison period
- Higher direct operating profit which improved the cash flow was mainly due to contribution from acquisitions, like-for-like growth and completed developments.
- Net investment activities positive as proceeds from Swedish disposals were higher than the redevelopment investments and acquisitions.
- Cash flow per share below the previous year due to above mentioned reasons and higher number of shares. CFPS stood at 0.05 euros per share
- Cash flow per share in line with the EPRA EPS of 5.2 cents



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#### Key Figures – Financing Overview

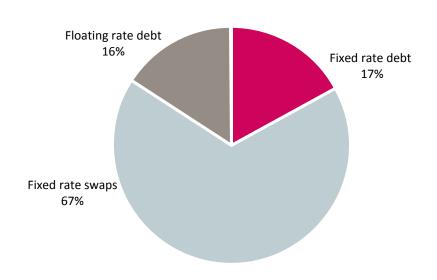


#### 500 Loans (EUR 1,506.0m) 450 423 Fixed derivatives (EUR 1,009.1m) 400 Convertible Bonds 350 317 (EUR 71.3m) 300 250 162<sup>174</sup> 200 171 153 150 121 100 50

2014

2015

## Interest-bearing debt by fixing type EUR 1,506.0 million <sup>1)</sup>



- During first quarter in 2012, the period-end interest-bearing net debt decreased by EUR 17 million mainly as a
  result of proceeds received from disposals and positive operative cash flow
- Hedging ratio high at 84.1% increase from previous quarter due to repayment of floating rate debt

2017-

- **Comfortable liquidity buffer** Citycon has ample liquidity at the end of Q1 2012 of EUR 340.8 million covering short-term maturities
- Conservative financing policy; average loan maturity at 2.8 years and average time to fixing 3.7 years



2012

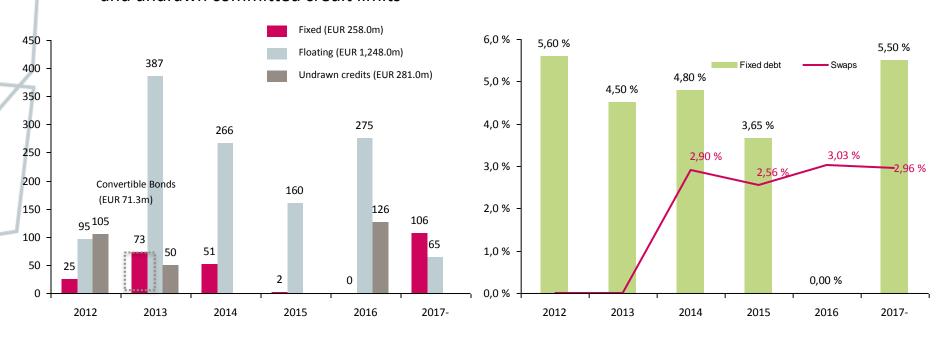
2013

2016

#### Key Figures – Financing Overview

Maturity profile of fixed and floating rate loans and undrawn committed credit limits

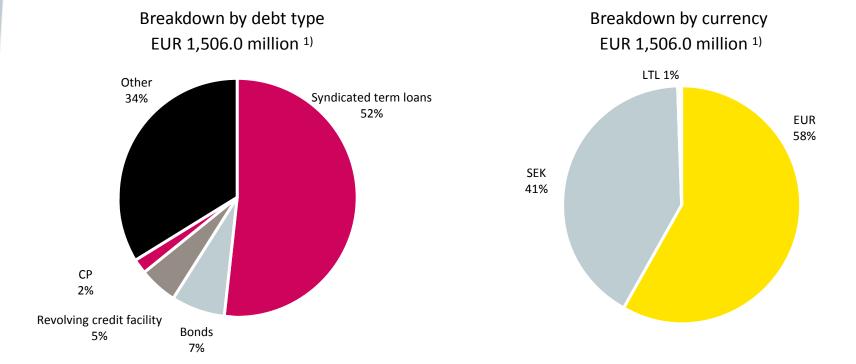
Average fixed rate of debt and swaps<sup>1)</sup>



- No major maturities before Q3 2013 bulk of Citycon's debt is due on or after 2013
- Main maturity in 2012 is EUR 150 million revolving credit facility, other short-term debt consist
  mainly of commercial papers and scheduled annual repayments



# Key Figures - Debt Portfolio



- The backbone of the debt financing continues to be the syndicated term and revolving facilities together with the bonds issued which comprise of 64 % of the debt portfolio
- Citycon had as at period-end total liquidity of EUR 340.8 million which comprised of unutilized committed debt facilities amounting to EUR 281.0 million and cash EUR 59.8 million. Excluding CP's Citycon's liquidity was EUR 313.9 million

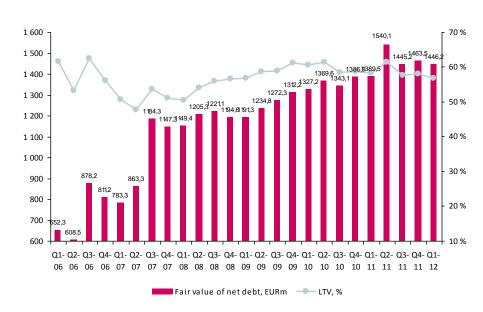


# Key Figures – Interest Rates and LTV



# 5,50 % - 4,50 % - 4,50 % - 4,50 % - 4,50 % - 2,50 % - 2,00 % - 1,50 % - 1,00 % - 2,50 % - 1,00 % - 2,50 % - 1,00 % - 2,50 % - 1,00 % - 2,50 % - 1,00 % - 2,50 % - 1,100 % - 2,50 % - 1,100 % - 2,50 % - 2,00 % - 1,100 % - 2,50 % - 2,00 % - 1,100 % - 2,50 % - 2,00 % -

#### Net debt and LTV-% 2)

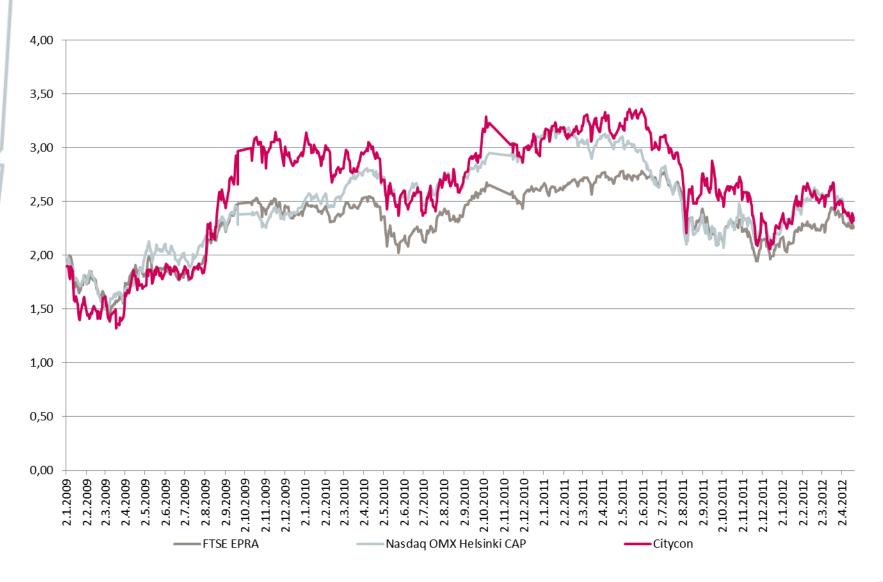


- Interest rates feed through income statement with certain lag and Citycon's average interest rate for three-month period ended 31 March 2012 increased somewhat to 4.09 per cent (Q4 '11: 4.03%) mainly due to higher credit margins
- Period-end run rate, on the other hand, decreased to 4.04 per cent on the back of continued low market interest rate environment which pushed again the short term rates clearly lower
- Citycon's LTV-% lower due to fair value gains on investment properties and lower net debt

Average in terr st rate calculated based on the year-to-date income statement interest expensed to the actual interest paring debt year-to-date. Period-end interest is the unitable to the actual interest rates on floating and fixed rate debt prevailing on the balance sheet date taking into account interest rate swaps. Both interest rates include applicable credit margins.

<sup>2)</sup> LTV-% calculated as fair value of net debt divided by the appraised value of investment properties on the balance sheet date.

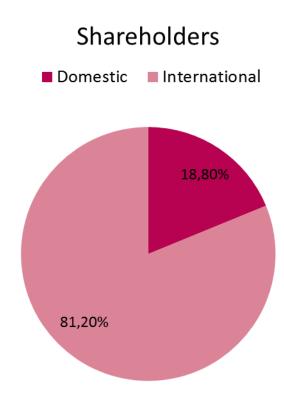
## Share Performance<sup>1)</sup>





# Ownership

- Established and listed on the Helsinki Stock
   Exchange since 1988 market cap EUR
   697.3 m 31 March 2012
- Total **5,741** registered shareholders
- Largest Shareholders:
  - Ilmarinen 8.99%
  - Gazit-Globe 48.0%
- Citycon is included in Global Real Estate
   Sustainability Benchmark Survey Index, GPR
   250 Property Securities Index, which
   includes 250 the most liquid property
   companies worldwide and e.g. FTSE
   EPRA/NAREIT Global Real Estate Index.





# **Backup Information**

Iso Omena





# Summary of Environmental Targets and Results in 2011

Strategic objectives related to environmental responsibility	Targets for 2011	Results of 2011	
Climate Change			
Reduction of greenhouse gas emission by 20% by year 2020 from the 2009 level	2-3%	I-f-I sc: -0.8%	<u></u>
Energy			
Reduction of energy consumption (electricity, heating and cooling) by 9% by 2016 from 2009 level	2-3%	l-f-l sc: -2.4%	$\odot$
Water			
Lowering water consumption to an average level of less than 3.5 litres per visitor	3.8 l/visitor	4.3 l/visitor	
Waste			
Shopping centre waste recycling rate to be raised to at least 80% by 2015	78%	78%	<u></u>
Reduction of landfill waste to a maximum of 20% of total waste by 2015	22%	22%	$\odot$
Landuse and Sustainable Construction			
All development projects to be implemented in accordance with environmental classification principles	All projects ongoing in 2011 assessed with LEED criterias	achieved	$\odot$
Development projects are located in built-up environments, within reach of good public transport connections	100%	achieved	$\odot$

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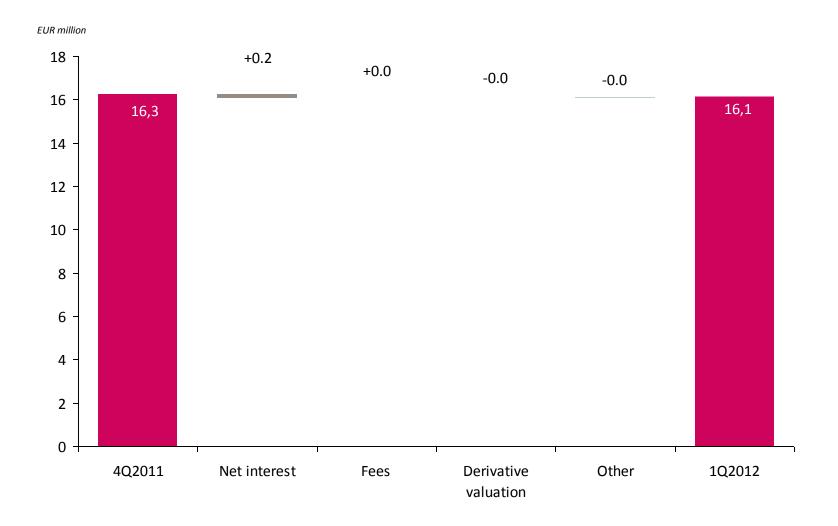
## Financial Expenses Analysis

	1q	4q	1q	Change-%	Change-%
Net Financial Expenses (EUR million)	2012	2011	2011	(y-o-y)	(p-o-q)
Financial Expenses:					
Interest expenses	-15,4	-15,5	-13,0	18 %	-1 %
Foreign exchange gains(+)/ losses(-)	0,0	0,0	0,1	-93 %	-57 %
Capitalised fees	-0,3	-0,3	-0,3	8 %	-2 %
Non-cash option expense from convertible bonds	-0,4	-0,4	-0,4	8 %	0 %
Other expenses	-0,3	-0,3	-0,4	-27 %	8 %
Total Expenses	-16,4	-16,4	-14,0	17 %	0 %
Financial Income:					
Interest income	0,3	0,2	0,2	78 %	56 %
Fair value gains(+)/ losses (-) from derivatives	0,0	0,0	0,0	n.m.	n.m.
Gain(+)/ Loss(-) from Convertible Bond buyback	0,0	0,0	0,0	n.m.	n.m.
Total Income	0,3	0,2	0,2	78 %	56 %
Net Financial Expenses	-16,1	-16,3	-13,8	16 %	-1 %

- Interest expenses decreased by EUR 0.1 million from the previous quarter due to lower market interest rates
- Total net financial expenses decreased by 1 per cent from previous quarter to EUR 16.1 million due to lower interest expenses and higher interest income
- Compared to first quarter of 2011, interest expenses increased by EUR 2.4 million due to average higher
  amount of debt (111.9M€), lower capitalization of interest expenses and stronger SEK. Total increase in net
  financial expenses of 2.3M€ was impacted by these higher interest expenses



# Net Financial Expenses Q4 2011 vs Q1 2012





# Illustrative Calculation of ICR Covenant Using Q1 2012 Financials\*

Q1 2012 EBITDA for covenant calculation: direct operating profit + depreciations +/- non-cash and exceptional items

EBITDA = EUR 121.4 + EUR 1.0 + EUR 3.4

**= EUR 125.8 million** for rolling 12-month period

EUR million	Q1	Q4	Q3	Q2	Cumulative
EPRA Earnings	2012	2011	2011	2011	12-months
Net rental income	37,5	37,3	38,3	36,3	149,4
Direct administrative expenses	-6,6	-8,4	-7,1	-6,2	-28,3
Direct other operating income and expenses	0,1	0,0	0,1	0,1	0.2
EPRA operating profit	31,0	28,9	31,3	30,2	121,4
Direct net financial income and expenses	-16,1	-16,3	-16,0	-16,3	-64,7
Direct share of loss/profit of joint ventures	0,0	0,2	0,1	-0,2	0,1
Direct current taxes	-0,3	0,5	-0,3	-0,3	-0,5
Change in direct deferred taxes	0,2	-0,3	0,3	0,2	0,3
Direct non-controlling interest	-0,4	-0,4	-0,4	-0,4	-1,7
EPRA Earnings, total	14,3	12,5	14,9	13,2	54,9

Q1 2012 ICR

=(125.8/62.8)

= 2.0x

Q1 2012 Net financials for covenant calculation: direct net financials – non-cash option amortization from convertible +/– other adjustments incl. FX gains or losses

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Net financials = EUR 64.7 - EUR 1.6 - EUR 0.3

**= EUR 62.8 million** for rolling 12-month period

Q1 2012

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<sup>\*</sup> All number are approximations

# Illustrative Calculation of Equity Ratio Covenant Using Q1 2012 Financials\*

Equity for covenant calculation: total shareholders' equity + subordinated debt – noncontrolling interest +/– fair value of derivatives included in equity

Equity = EUR 945.3 + EUR 68.6 – EUR 62.9 + EUR 37.1

**= EUR 988.1 million** as at 31 Mar 2012

EUR million	Q1	Q1
Liabilities and shareholders' equity	2012	2011
Shareholders' equity		
Share capital	259,6	259,6
Share premium fund	131,1	131,1
Fair value reserve	-41,2	-5,9
Invested unrestricted equity fund	243,1	174,3
Retained earnings	289,8	280,4
Total equity attributable to parent company shareholders	882,4	839,6
Non-controlling interest	62,9	53,4
Total shareholders' equity	945,3	893,0
Total liabilities	1 699,2	1 578,3

Equity ratio on 31 Mar 2012

= (988.1/2,561.5) = 38.6%

Total balance sheet for covenant calculation:Equity (as defined above) + total liabilities – subordinated debt +/ – fair value of derivatives and other adjustments

Total balance sheet = EUR 988.1 + EUR 1,699.2 – EUR 68.6 – EUR 57.2

**= EUR 2,561.5 million** as at 31 Mar 2012

Q1 2012

CITYCON

# Citycon in Brief - Background

Citycon's path to becoming the market leader and an international real estate company

#### 1988

 Quoted on the Main List of Helsinki Stock Exchange Office portfolio

#### 1998

- Focus on Retail
- Two large Retail portfolio acquisitions
- Office portfolio divested
- Outsourced property management

#### 1999

Acquisition of 13 shopping centres

#### 2003

- Property portfolio expands considerably
- Citycon's ownership base changes
- International investors become interested in Citycon

#### 2004

- Citycon continues to growth
- Ownership structure becomes very international
- Analyzing potential for entry into the Baltic countries and Scandinavia

#### 2005

- Citycon enters foreign markets by acquiring its first properties in Sweden and Estonia
- Increases holdings in a number of Finnish shopping centres

#### 2006

- Citycon continues to expand acquiring several retail properties especially in Sweden and its first property in Lithuania
- The disposal of non-core properties

#### 2007

- New acquisitions in Finland and Sweden
- Liljeholmen and Rocca al Mare project started
- Citycon acquires Iso Omena

#### 2008

- The company sells 40% of Iso Omena to GIC.
- Citycon puts more emphasis on green, sustainable construction and redevelopment

#### 2009

- Trio gets the first LEED- certificate in the Nordic Countries
- Sells non-core assets, apartments, in Sweden and starts the (re)development project in Åkersberga.
- Liljeholmstorget and Rocca al Mare (re)developments completed 2010

#### 2010

- Continues to (re)develop its' properties especially in Finland; Forum, Espoontori, Martinlaakso and Myllypuro being the largest projects.
- Continues to sell non-core assets.
- Changes in the management.

#### 2011

- New CEO and other changes in the management
- Updates the strategy and re-defines core ownership
- Acquisitions of Kristiine and Högdalen
- Continues with (re)developments and disposals



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# Citycon Core Shopping Centres



Iso Omena Built 2001 GLA 60.500 m<sup>2</sup> Ownership 60 %



1988 27.700 m<sup>2</sup> 88 %



1994/2007/2010 45.700 m<sup>2</sup> 100 %

Myyrmanni



**Forum** 1953/91/2010 22,000 m<sup>2</sup> Citycon 69 %





Lippulaiva 1993 18.500 m<sup>2</sup> 100 %



Strömpilen

1927/1997

26.800 m<sup>2</sup>

75 %



Liljeholmstorget 2009 40.900 m<sup>2</sup> 100 %



Stenungstorg 36.400 m<sup>2</sup> 85 %



Åkersberga Centrum 1985/96/2011 27.500 m<sup>2</sup> 75 %



**Tumba Centrum** 1952/2002 29.100 m<sup>2</sup> 100 %



Centrum

Jakobsbergs 1959/93 56.300 m<sup>2</sup> 100 %



Rocca al Mare Estonia 1998/2009 53.500 m<sup>2</sup> 100 %



Kristiine Estonia 1999/2002/2010 42.500 m<sup>2</sup> 100 %



**Mandarinas** Lithuania 2005 8.000 m<sup>2</sup> 100 %



Magistral Estonia 2000 9.500 m<sup>2</sup> 100 %



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