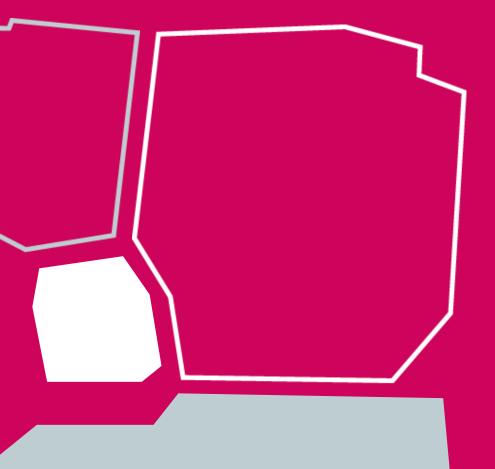
#### **Citycon Presentation**

Q2 2011





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#### Contents

#### Strategy

Business Environment, Shopping Centre Sales and Footfall

Main Points and Highlights

Sustainability

(Re)development Projects

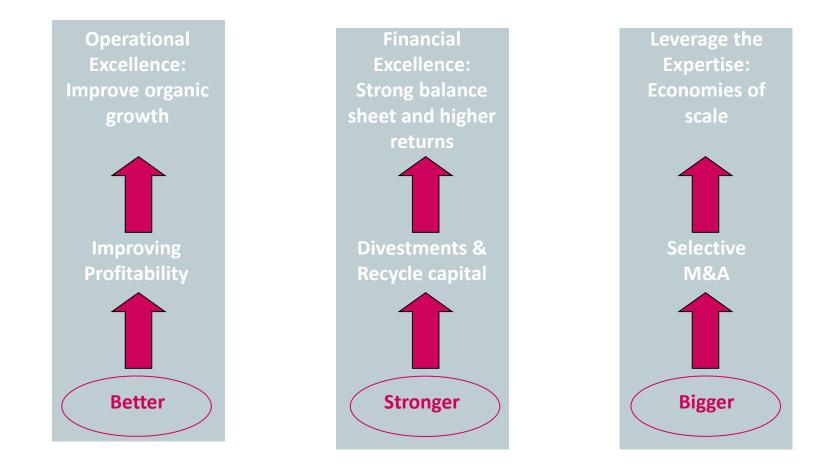
**Key Figures** 

**Financing Overview** 

#### **Backup Information**



# Mission We want to be the leaders of Nordic and Baltic Shopping Centres



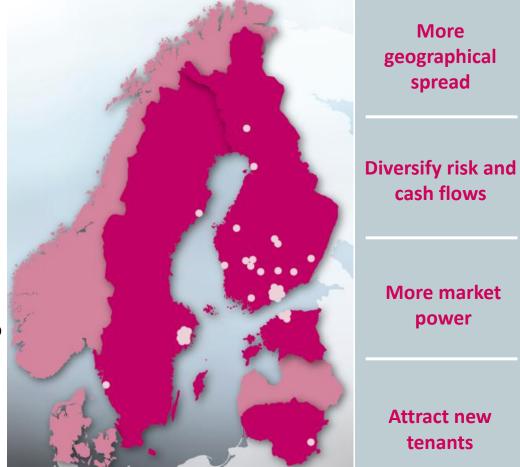
#### More Focus = > Total Return





#### Five Year Strategy: Balanced Portfolio

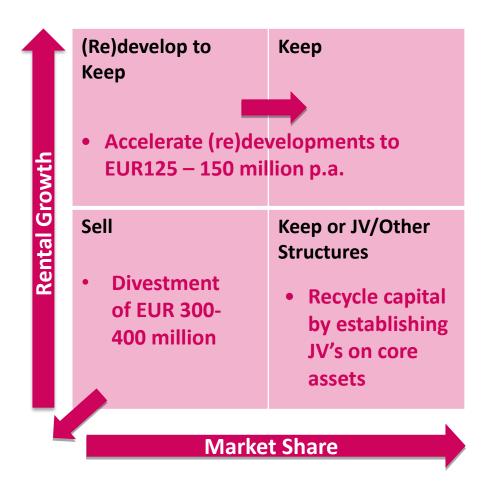
- The Nordic region is expected to continue to show solid economic growth
- As spending power increases, the region will be of increasing interest to international retail brands
- By offering a comprehensive quality portfolio with a regional spread, we will be able to accommodate new international retail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



#### Acceleration from a Finnish Company to a Pan-Nordic and Baltic player



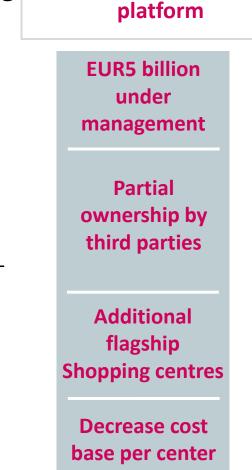
# Five Year Strategy: Balanced Portfolio Selection of Quality Assets



Winning Centers in Winning Cities

Five Year Strategy: Leverage expertise - Economies of Scale

- Accelerate expansion through pipeline development:
  - EUR 125-150 million p.a.
- Selective acquisitions based on quality cash flows & market knowledge:
  - Accretive to share price
- Further develop asset/property management for third parties:
  - Equity sources looking for expertise
  - Preferred deal structure includes Citycon's equity stake
  - Impact vs. full ownership



**Increase operating** 

Improve use of capital

# Financial Excellence: Strong balance sheet and solid returns

- Diversify capital sources
  - 40% long term equity ratio
  - 70-90% fixed rate loans
  - Maturities closer to 5 years
  - Explore public rating
- Divest non-core properties
  - Divest EUR 300-400 million
- Recycle capital by JV's in core shopping centres
  - Trusted investment partner
  - Retain control
  - Increase ROI through management fees
  - Improve portfolio balance
  - Alternative to equity capital market raise (no discount to NAV)
  - Validate NAV
- Dividend policy: Improved performance will lead to consideration of higher dividends
- Improve cost base

**Strong Balance Sheet + Dividend Growth** 

# Five Year Strategy: Value Proposition

- Double Focus
  - Shopping centers
  - Northern Europe
- Double Solid
  - Europe's most solid economies
  - Most solid segment within commercial real estate (=retail)
- Double Growth
  - Further internal revenue growth
  - New acquisitions



CITYCON

#### Pink cocktail for creating success

#### **Current Geographical Overview**

#### FINLAND

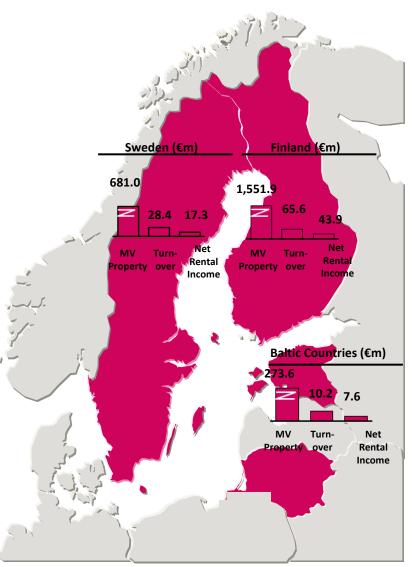
- Market leader with 22.7% market share
- Net rental income EUR 43.9 million
- 63.8% of total net rental income
- 23 shopping centres, 38 other retail properties, one unbuilt lot

#### SWEDEN

- Net rental income accounted for 25.2% of Citycon's total net rental income
- Net rental income EUR 17.3 million
- 9 shopping centres, 7 other retail properties

#### BALTIC COUNTRIES

- NRI 11.0% of Citycon's total NRI
- Net rental income EUR 7.6 million
- 4 shopping centres



#### **Business Environment**

In Jan-May 2011, retail sales increased by 6.3% in Finland, 2.0% in Sweden and by 2.5% in Estonia.

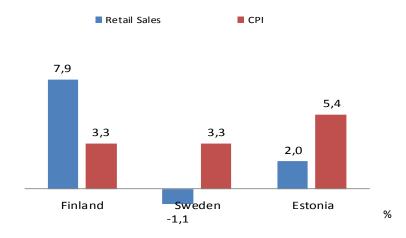
The property market has picked up, especially in Sweden.

Unemployment rates below the European average (9.9%):

- FINLAND 7.8%
- SWEDEN 7.7%
- ESTONIA 13.8% (March 2010)

Citycon's tenants reporting strong sales figures.

#### RETAIL SALES AND CPI, May 2011



Sources:

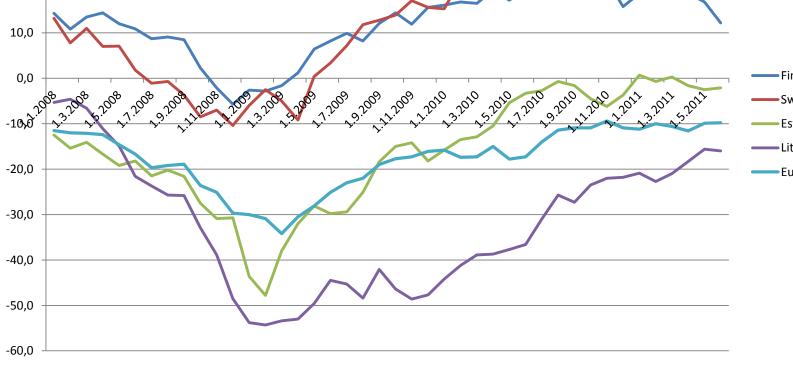
Statistics Finland, Statistics Sweden, Statistics Estonia, Eurostat, Savills Research



#### **Business Environment**







Source: Eurostat

40,0

30,0

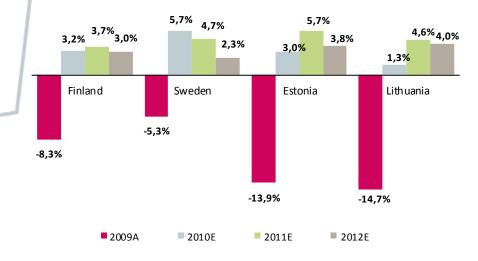
20,0

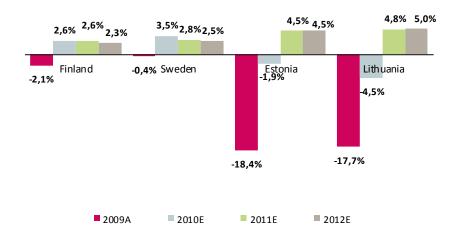
Consumer confidence indicator is conducted as an interview survey. It includes respondent's view on financial situation, general economic situation, unemployment expectations over the next 12 months, and savings over the next 12 months.



GDP

#### PRIVATE CONSUMPTION





Source: Nordea

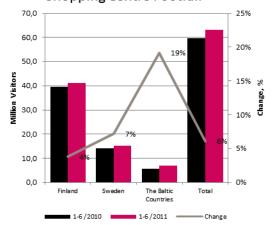
13

#### Shopping Centre Sales and Footfall, Q1-Q2/2010 – Q1-Q2/2011

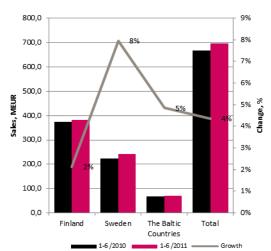
50,0 4% 3% 45,0 3% 3% 40,0 2% 35,0 2% Million Visitors 30,0 Change, % 1% 25,0 1% 20,0 0% 15,0 -1% 10,0 -1% 5,0 -2% 0,0 -2% Finland Sweden The Baltic Total Countries 1-6/2010 1-6/2011 - Growth -

LFL Shopping Centre Footfall

Shopping Centre Footfall

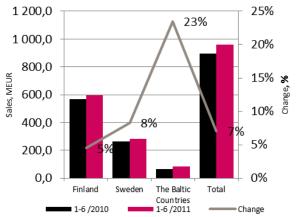


14



LFL Shopping Centre Sales

Shopping Centre Sales



#### Main Points of Q2 2011



Main Points - Q1-Q2 2011 (vs. Q1-Q2 2010)

- Turnover grew by 8.1% to EUR 106.0 m mostly thanks to completed redevelopment projects Espoontori, Forum, Jyväskylä
- Net rental income increased 10.1% to EUR 68.7 m. With comparable exchange rates NRI increased by 7.6%.
- Like-for-like net rental growth was positive: **+2.3%.** Especially shopping centres performed well in I-f-I: **+6.6%**
- Occupancy rate increased 95.1% (94.6%)
- The market value of property portfolio was EUR 2,506.4 m (EUR 2,386.2 m)
- Acquisitions of Högdalen Centrum in Stockholm and Kristiine in Tallinn
- The valuation yield 6.4% (31 March 2011: 6.4%) by external appraiser
  - FINLAND: 6.3%
  - SWEDEN: 6.0%
  - BALTIC COUNTRIES: 8.0%

#### **Financing Overview**

Total asset stood at EUR 2,578.3 million

Directed share offering on the 13th on July to domestic and international investors: EUR 99.7 million in new equity, price 3.02€ (2% premium to the closing price of that day), 33 million new shares corresponding 13.5% of all the shares and voting rights.

- Total liquidity of EUR 191.9 million incl. unutilized committed debt facilities (EUR 162.5 m) and cash (EUR 29.4 m)
- For six-month period ending 30 June 2011 the average year-todate interest rate remained low at 3.97% but the period-end current run rate was higher at 4.06% reflecting the recent upward pressure in short term interest rates.
- The average loan maturity stood at **3.1** years (3.3 years).
- Net financial expenses stood at EUR **30.1** million (EUR 27.6 million)
- Equity ratio at **34.8**%
- Two covenants
  - Equity ratio: Covenant level 32.5%, equity ratio as defined in loan agreements was **36.3**%
  - Interest cover ratio: Covenant level 1.8x, Citycon's period end ICR 2.0x

#### Sustainability and (Re)development Projects



# Strategical Objectives Related to Environmental Responsibility

At the moment, **Green Shopping Centre Management** audits on-going in all the shopping centres



#### 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% Target for 2011: by 2020 from the 1990 level) reduce by 2-3%

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.

#### Water

Energy

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

# 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

Target for 2011: reduce by 2-3%

Target for 2011: reduce to 3.8 |

Target for 2011: recycling rate 78% landfill waste 22%



# 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

#### Property Portfolio



## **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,% <sup>1)</sup>	EST. FINAL YEAR OF COMPLE- TION	
Koskikeskus Finland, FIN	27 700 28 600	37.9	0.9	6.6	Nov 2012	Redevelopment of the centre. The interior, the entrances, facades and all the technical systems will be thoroughly renewed. Better tenant mix.
<b>Martinlaakso</b> Vantaa, FIN	3 800 7 300	22.9	13.4	7.4	Nov 2011	Building of a new retail centre replacing the existing one next to the Martinlaakso railway station.
<b>Myllypuro</b> Helsinki, FIN	7 700 7 300	21.3	15.1 <sup>2)</sup>	7.4	May 2012	Building of a new retail centre replacing the existing one next to the Myllypuro subway station.
<b>Hansa (Trio)</b> Lahti, FIN	11 000 11 000	8.0	5.9	6.6	2011	The refurbishment of Hansa property located next to Trio.
<b>Myyrmanni</b> Vantaa, FIN	8 400 8 400	6.5	4.6		Sept 2011	Refurbishment of the 1 <sup>st</sup> floor premises and tenant improvements on the ground floor.
<b>Kirkkonummen liikekeskus</b> Kirkkonummi, FIN	5 000 5 000	4.0	2.5		Aug 2011	Refurbishment of the retail centre.

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

21



2) The compensation of EUR 5.9 million and its tax impact received from Citycon of Helsinki has been deducted from actual gross investments

#### Latest Acquisitions Kristiine and Högdalen Centrum

	dis .	
	Kristiine is located west of Tallinn city centre and it is Tallinn's second-largest shopping centre after Citycon's Rocca al Mare. Acquisition price: EUR 105 million	Högdalen Centrum is a well-know shopping centre located in southern Stockholm, some five kilometres from the city centre. On the acquisition date, the net initial yield on the investment was approx. 6.5% before planned maintenance investments. Acquisition price: EUR 23.1 million.
GLA approx.	42,500 m <sup>2</sup>	14,100 m <sup>2</sup> , total
	(incl. extension)	11,000 m <sup>2</sup> of retail
No. of stores	170	39
Parking places	1,100	560
Anchor tenants	PRISMA, Zara, New Yorker, M&S, Benetton, JYSK	ICA, MatDax, Lindex, Dressman, Apoteket
Occupancy Rate	100.0%	93.5%
Built/redeveloped	Built in phases in 1999 and 2002, Kristiine was expanded last autumn by more than 12,000 square	1959/1995
No. of visitors and sales, E2010	5.7 – 5.9 million MEUR 72.0	n.a.
22	Q2 2011	CITYCO

#### **Property Portfolio**

- **4,004 (4,019)** leases with an average remaining length of **3.4**(3.3) years
- GLA totalled **995,270** m<sup>2</sup>
- Net rental income increased 10.1% to EUR 68.7 m. With comparable exchange rates NRI increased by 7.6%.
- Net rental income for like-for-like properties increased by 2.3% (excl. impact of strengthened Swedish krona) mainly thanks to Liljeholmstorget's improved performance compared to the year before. Net rental income in
  - I-f-I shopping centres increased by 6.6%

Like-for-like properties accounted for 67.9 % of the total portfolio and of I-f-I portfolio 55.9 % is in Finland and 61.3% of the total Finnish portfolio is included in I-f-I. Shopping centres represent 84.6% of the I-f-I portfolio. Development projects and lots not included (owned by the company for 24 months).

- Rolling 12-month occupancy cost ratio for I-f-I shopping centres was 8.7%
- Occupancy rate **95.1**% (94.6%)
- Rents linked to CPI (nearly all the agreements). Year-end 2010, 43.0% (2009 36.0%) of rental agreements were also tied to tenant's turnover

•In 2010, approx. **1**% of rental income came from turn-over based part of the rental agreements

# NRI Growth by Segments and Portfolios

			Baltic			
EUR million	Finland	Sweden	Countries	Other	Total	TURNOVER
1H/2009	46,0	10,8	4,6	0,0	61,3	91,5
(Re)development projects	-2,7	2,1	1,4	-	0,7	4,5
Divestments	-0,2	-0,2	-	-	-0,4	-0,4
Like-for-like properties	-0,4	0,2	-0,2	-	-0,4	0,7
Other (incl. exch. diff.)	0,0	1,1	0,0	0,0	1,3	1,8
1H/2010	42,7	13,9	5,8	0,0	62,5	98,1
Acquisitions	0,1	0,1	1,5	-	1,7	2,2
(Re)developments projects	2,0	0,7	-	-	2,7	3,5
Divestments	0,0	-0,7	-	-	-0,8	-1,5
LFL shopping centres	0,4	1,9	0,3	-	2,5	2,3
LFL supermarkets, shops	-1,3	-0,1	-	-	-1,4	-1,1
Like-for-like properties	-0,9	1,8	0,3	0,0	1,1	1,1
Other (incl. exch. diff.)	0,1	1,5	0,0	-0,1	1,5	2,5
1H/2011	43,9	17,3	7,6	0,0	68,7	106,0

- Acquisitions: Kristiine +1.5M€ and Högdalen +0.1M€.
- (Re)development projects +2.7M€: Especially Forum and Åkersberga Centrum
- Divestments: Residential towers in Jakobsbergs Centrum and residential in Åkersberga Centrum, also some non-core properties in Finland. Disposal of Tumba's residential on 30th of June 2011 didn't impact NRI in 1H'2011.
- LFL properties: Positive LFL growth: 1.1M€, or +2.3%. LFL growth in shopping centres +2.5M€, or 6.6%, mainly Liljeholmstorget and Iso Omena. LFL growth in supermarkets and shops -1.4M€, -13.5%, mainly due to two assets in Helsinki metropolitan area and one in Pori.
- Other: Stronger SEK contributed positively by 1.5M€ to NRI.

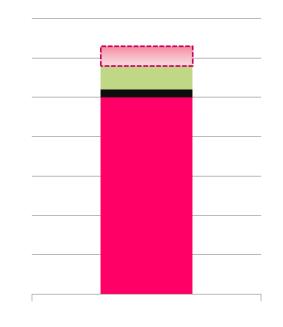
#### **Property Portfolio**

#### **RENTAL CONTRACTS**

- Major tenants largest grocery retailer in Nordics also fashion tenants and local discount department stores are important.
  - Largest tenant Finnish retailer Kesko with 19.9% of GRI end of 2010
  - Five largest totaled **33.5**% of GRI and include Kesko, S-Group, ICA, Stockmann, Tokmanni
- Annualised rental value for the portfolio was EUR
   224.2 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 +0.4%

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



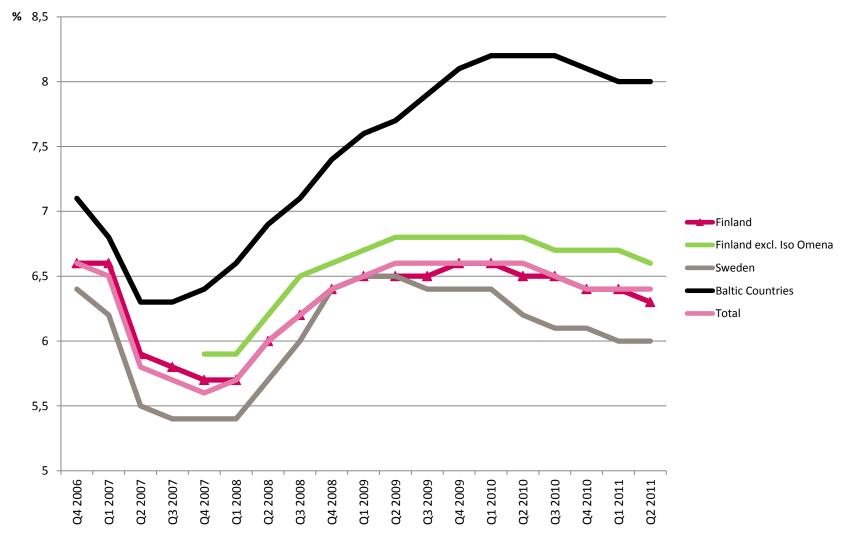
- Turnover-based component (potential)
- Maintenance fee
- CPI indexation
- Minimun base rent

#### **Property Portfolio**

TOTAL PORTFOLIO	Q2/2011	Q2/2010	Q1-Q2/2011	Q1-Q2/2010	2010
Number of leases started during the period	179	175	366	360	789
Total area of leases started, sq.m. <sup>1)</sup>	28 716	36 256	62 859	79 253	160 215
Average rent of leases started (EUR/sq.m.) <sup>1)</sup>	17.9	17.2	17.5	17.8	17.9
Number of leases ended during the period	217	185	385	577	1 279
Total area of leases ended, sq.m. <sup>1)</sup>	35 285	54 801	70 263	123 268	190 489
Average rent of leases ended (EUR/sq.m.) <sup>1)</sup>	15.6	14.2	16.1	16.2	16.2
Average rent (EUR/sq.m.)			19.4	18.0	19.2
Occupancy rate at the end of period, %			95.1	94.6	95.1

1) Leases started and ended do not necessarily refer to the same premises

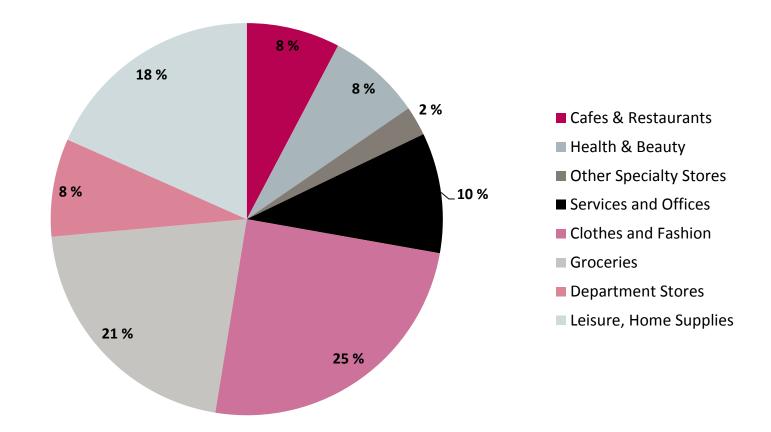
#### Valuation Yield Development in the Portfolio



Valuation yield above is based on external valuator's portfolio valuation.

27

Shopping Centre Rental Income by Branches Based on Valid Rent Roll at 31 Dec. 2010



## Key Figures



## Snapshot of Statement of Comprehensive Income

EUR million	Q2/2011	Q2/2010	Q1-Q2/2011	Q1-Q2/2010	2010
Gross rental income	51.0	46.0	100.5	93.2	185.9
Utility and service charge income	3.1	2.6	5.6	4.9	10.0
Turnover	54.1	48.6	106.0	98.1	195.9
Property operating expenses	17.3	16.1	37.0	34.9	67.4
Other expenses from leasing operations	0.4	0.6	0.4	0.7	1.3
Net rental income	36.3	31.8	68.7	62.5	127.2
Administrative expenses	6.6	5.8	12.1	10.2	23.3
Net Fair value gains/losses on investment property	-5.0	22.9	-3.9	23.7	50.8
Net Gains on sale of investment property	1.2	0.3	1.3	3.5	2.6
Operating profit/loss	26.0	49.2	54.2	79.6	157.7
Net Financial income and expenses	-16.3	-14.4	-30.1	-27.6	-54.9
Share of profit/loss of joint ventures	-0.2	-	-0.1	-	
Profit/loss before taxes	9.5	38.8	23.9	52.0	102.8
Current taxes	-0.3	-1.9	-0.5	-4.3	-0.6
Change in deferred taxes	0.9	-0.0	0.5	-0.5	-11.8
Profit/loss for the period	10.1	32.8	23.9	47.1	90.4
Other comprehensive expenses/income for the period, net of tax	-8.6	-2.9	-4.6	-8.6	6.9
Total Comprehensive profit/loss for the	1 5	20.0	20.0	<u>ао г</u>	07.2
period, net of tax	1.5	29.9	28.6	38.5	97.3
EPS (basic), EUR	0.03	0.13	0.08	0.19	0.34
EPS (diluted), EUR	0.03	0.12	0.08	0.18	0.34
Direct Result	13.2	10.1	25.8	21.5	47.3
Indirect result	-5.3	18.3	-6.8	19.9	31.1
Direct EPS (diluted), EUR (EPRA EPS)	0.05	0.05	0.11	0.10	0.21
Net cash from operating activities per share, EUR	-0.01	0.01	0.08	0.05	0.09
Profit/loss icr ii e period attributable to parent	7.9	28.4	19.1	41.4	78.3
company chareholders	Q2 2011				

# Snapshot of Statement of Financial Position

Statement of Financial Position, EUR million	30 June 2011	30 June 2010	31 Dec 2010
Investment property	2,506.4	2,229.5	2,367.7
Total non-current assets	2,517.3	2,243.8	2,378.1
Current assets	61.0	46.1	56.9
Assets total	2,578.3	2,308.9	2,436.5
Total shareholder's equity	894.8	779.1	900.2
Total liabilities	1,683.5	1,529.8	1,536.3
Liabilities and share holders equity	2,578.3	2,308.9	2,436.5
KEY FIGURES			
Equity ratio, %	34.8	33.8	37.1
Gearing, %	171.2	174.6	153.1
Equity per share, €	3.43	3.30	3.47
Net Asset value (EPRA NAV) per share, €	3.73	3.68	3.79
EPRA NNNAV, €	3.43	3.35	3.49
Net Rental Yield (actual), % Average Net Yield Requirement (valuation yield by external appraiser)	5.8 6.4	6.0 6.6	5.8 6.4

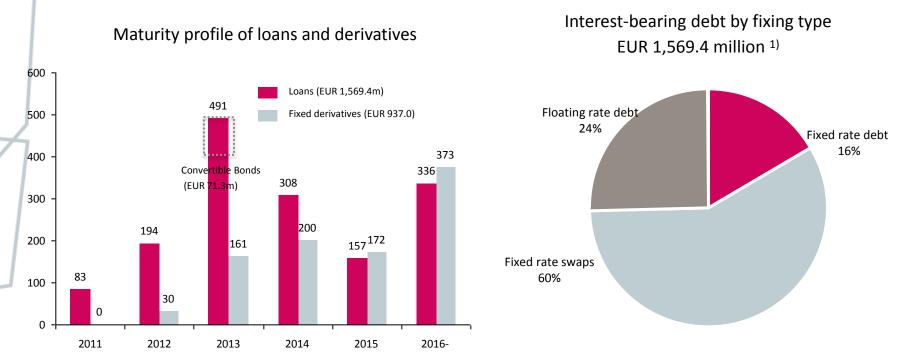
# 31

## Cash Flow Statement for 6-month period ended 30 June 11

EUR MILLION	Jan-Jun 2011	Jan-Jun 2010
Operating activities		
Profit before taxes	23,9	52,0
Adjustments	33,5	0,7
Change in working capital	2,1	-6,3
Cash generated from operations	59,6	46,4
Interest and other financial charges paid	-26,4	-26,7
Interest and other financial income received	0,2	0,0
<ul> <li>Realized exchange rate losses and gains</li> </ul>	-21,4	-3,3
Taxes paid	6,8	-5,8
Cash flows from operating activities (A)	18,8	10,7
	L	i
Investing activities		
Acquisition of subsidiaries, less cash acquired	-22,7	-
Acquisition of investment properties	-110,0	-2,0
Capital expenditure on PP&E and intangible assets	-37,4	-51,5
Sale of investment property	7,3	47,3
Cash flows from investing activities (B)	-162,9	-6,2
Financing activities		
Sale of treasury shares	_	0,2
Proceeds from share issue	_	-
Share subscriptions based on stock options	-	3,3
Proceeds from short-term loans	71,5	61,1
Repayments of short-term loans	-18,6	-116,7
Proceeds from long-term loans	426,9	179,2
Repayments of long-term loans	-291,3	-96,3
Dividends and capital return	-34,2	-31,0
Cash flows from financing activities (C)	154,4	-0,2
Net change in cash and cash equivalents (A+B+C)	10,3	4,3
Net cash from operating activities per share, EUR	0,08	0,05

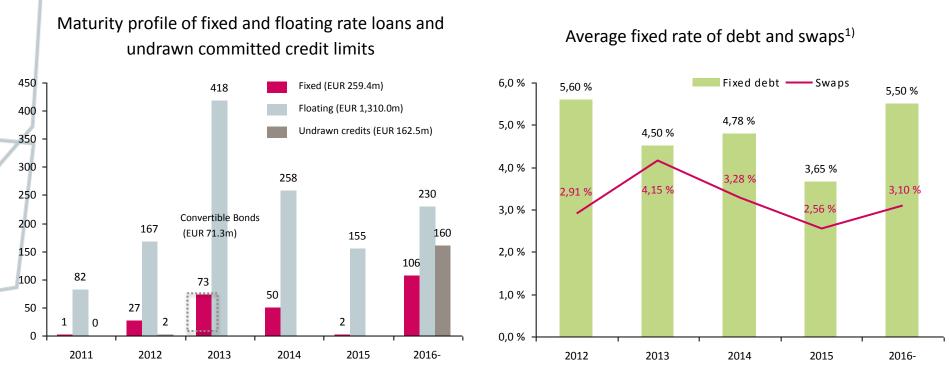
-	
Cash fro	om operations exceeded the prev-YR clearly due to:
• (	Cash flow before working capital increased by 9 %
• (	Clearly positive contribution from change in working
C	capital while the impact was negative in 2010
• F	Positive cash taxes due to tax returns recovered in 2011
• +	ligher realized FX losses in 2011 offsetting part of the
a	above mentione d gains
-	direct operating profit which improved the cash flow was
mainly d	ue to contribution from new acquisitions, completed
developr	nents, like-for-like growth in shopping centres and
stronger	Swedish currency
Citycon	net cash investments were EUR 162.9 million during
2011. Inc	rease was due to acquisitions of Kristiine and Högdalen
and incre	eased ownership in certain Finnish properties
Investm	nents continued also to the on-going development
projects	
Cash flo	ow per share above previous year due to above
mention	ed reasons and stood at 0.08 euros per share
Due to	the exceptional items in Q1-Q2 2011 the CFPS was lower
than the	direct result per share

#### Key Figures – Financing Overview



- During second quarter in 2011, the period-end interest-bearing **net debt increased by EUR 151 million** as a result of new debt raised for acquisitions and payment of dividend and capital return
- Hedging ratio maintained high at 76% lower hedge ratio from previous quarter due to new debt
- Conservative financing policy continues; average loan maturity lengthened after refinancing of debt at 3.1 years and average time to fixing 3.3 years
- Succesfull refinancing of maturing debt in May with a new EUR 330 million 5-year syndicated loan
- **Refinancing not a problem** Citycon has available liquidity at the end of Q2 2011 of EUR 192 million

## Key Figures – Financing Overview

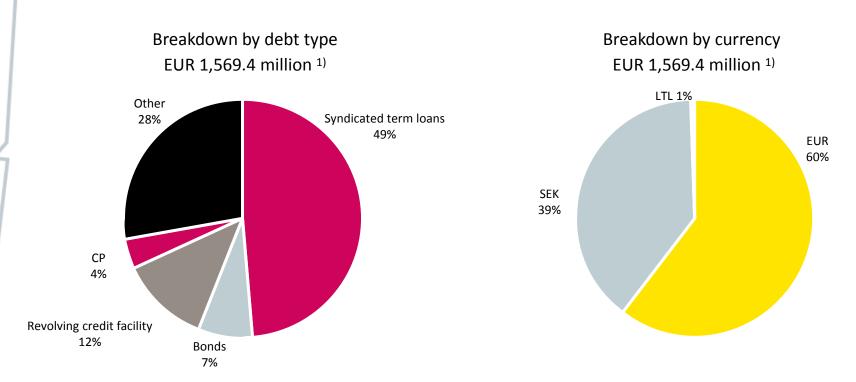


- Favorable maturity structure of debt after the refinancing in May 2011 as the bulk of Citycon's debt is due on or after 2013 and no major debt maturities within next 12 months
- Debt due in 2011 consist mainly of commercial papers and scheduled annual repayments
- Available committed undrawn credits are mainly of long term nature which fall mostly due 2016

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1) Average fixed interest rate for the debt and swaps falling due in each year. The average fixed rate of the swaps do <u>not</u> include credit margins while the fixed rate of the debt does include the credit margin.

#### Key Figures - Debt Portfolio

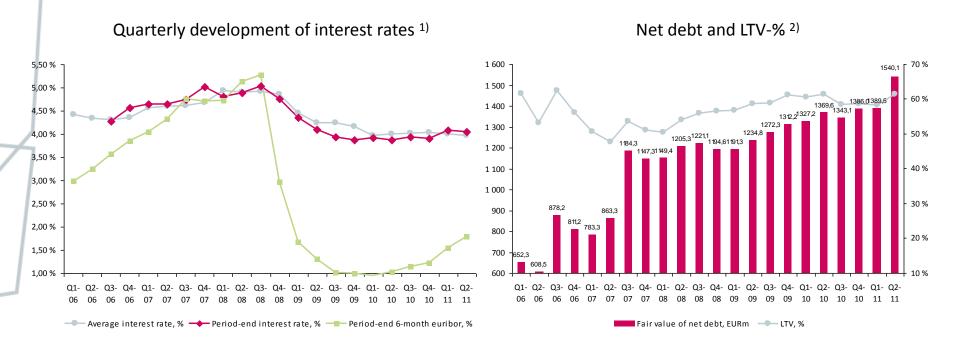


- The backbone of the debt financing continues to be the syndicated term and revolving facilities together with the bonds issued which comprise of **68** % of the debt portfolio
- For six-month period ending 30 June 2011 the average year-to-date interest rate remained low at 3.97 % but the period-end current run rate was higher at 4.06 % reflecting the recent upward pressure in short term interest rates
- Citycon had as at period-end **total liquidity of EUR 191.9 million** which comprised of unutilized committed debt facilities amounting to EUR 162.5 million and cash EUR 29.4 million. Excluding CP's Citycon's liquidity

wa: EUR 126.9 million

1) Carrying value of debt as at 30 June 2011 was EUR 1,561.5 million. The difference between fair and carrying value equals the capitalized fees of long term loan facilities and convertible bond issue as well as to the equity component of the convertible bond which is recognized under equity.

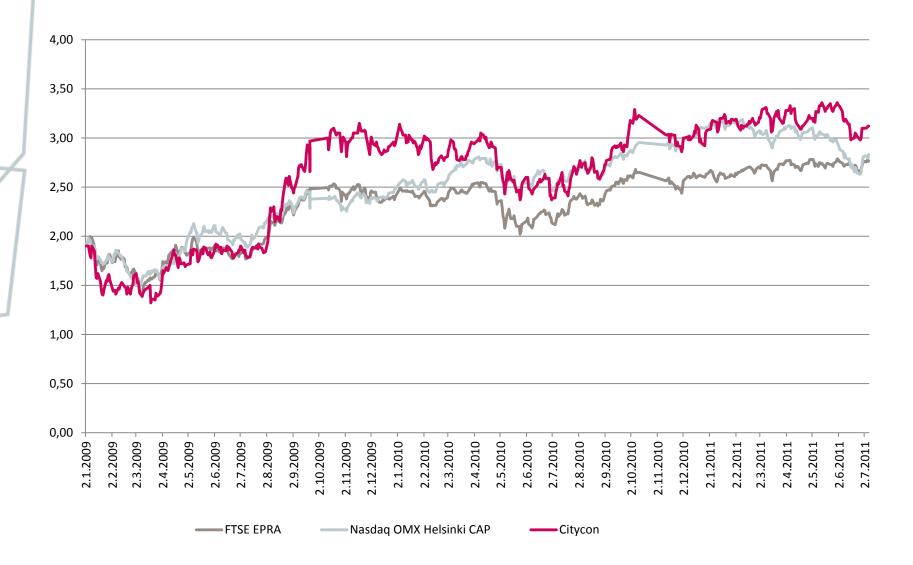
#### Key Figures – Interest Rates and LTV



- Interest rates feed through income statement with certain lag and Citycon's average interest rate for six-month period ended 30 June 2011 was broadly unchanged at 3.97 per cent
- Period-end run rate inched a tad lower to 4.06 per cent on the back of low interest rates on new debt
- Citycon's LTV-% higher at approximately 61 per cent due to acquisitions of Kristiine and Högdalen which were debt financed

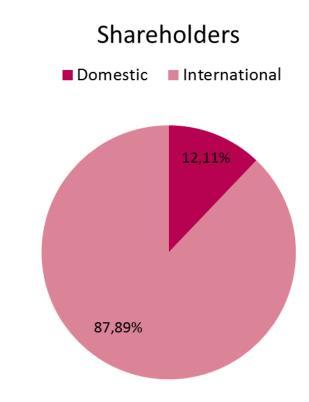
Average increst rate calculated based on the year-to-date income statement interest expense 2/i2021 by weighted average interest bearing debt year-to-date. Period-end interest rate is the run rate the actual interest rates on floating and fixed rate debt prevailing on the balance sheet date taking into account interest rate swaps. Both interest rates include applicable credit margins.
 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

- End of Q2 market capitalization totaled EUR 758.2 million
- 87.8% of shareholders international
- 4,038 registered shareholders
- Largest Shareholders:
  - Ilmarinen 8.99% (13 July, 2011)
  - Gazit-Globe 47.3% (source: <u>www.gazit-globe.com</u>)
- Citycon is included in GPR 250 Property Securities Index. The index includes 250 the most liquid property companies worldwide
- Citycon is also included in e.g. FTSE EPRA/NAREIT Global Real Estate Index



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### **Backup Information**

Liljeholmstorget



# **Completed Projects**



### FORUM, Jyväskylä, Finland

The interior premises (12,000 m<sup>2</sup>) and the commercial concept of Forum, in the heart of Jyväskylä, was totally redeveloped. As a city centre shopping centre, Forum is focused on fashion and cafés and restaurants. Forum is visited by more than 120,000 customers weekly. The number of inhabitants in the catchment area is 142,200 with 68,100 households.

GLA, m²	15,100
Total new investment, EUR m	16.0
Actual cumulative CAPEX, EUR m	16.0
Expected yield on completion	
when stabilized, %	11.2

### ESPOONTORI, Espoo, Finland

Citycon refurbished approx. 10,000 m<sup>2</sup> of shopping centre Espoontori's retail premises and parking facility. Espoontori is situated in the administrative centre of Espoo in connection to the railway station. The number of inhabitants in the catchment area is 58,000 with 23,400 households. Citycon is planning to expand the centre to the adjacent lot owned by Citycon.

GLA, m <sup>2</sup>	16,400
Total new investment, EUR m	25.8
Actual cumulative CAPEX, EUR m	22.2
Expected yield on completion when	
stabilized, %	6.9
02 2011	





### **Completed Projects**



### LILJEHOLMSTORGET, Stockholm, Sweden

Construction of a new shopping centre south west of Stockholm city centre. Location is the major traffic hub. Existing building is totally refurbished, new centre is built adjacent to subway station. LEED<sup>®</sup> - platinum certified!

Total GLA	41,000
Retail GLA, m <sup>2</sup>	27,600
Parking hall with 900 spaces, m <sup>2</sup>	32,400
Total new investment, EUR m	157.8
Expected yield on completion	
when stabilized, %	6.2
Completion	Oct 2009

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

### ROCCA AL MARE, Tallinn, Estonia

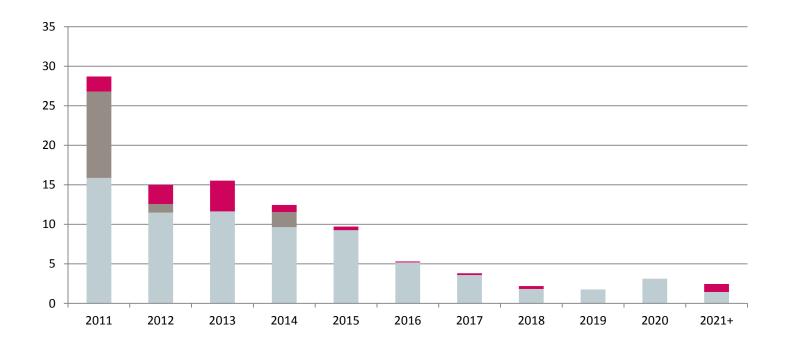
Extension and redevelopment of existing centre west of Tallinn city centre. After the project Rocca al Mare is the largest centres in Estonia and Citycon took over almost a quarter of the Tallinn shopping centre market. Anchor tenant largest Prisma hypermarket in Estonia. LEED<sup>®</sup> -silver certified! Original estimate investment totalled EUR 68.0 million.

Original GLA, m <sup>2</sup>	28,600
Post-development area (GLA), m <sup>2</sup>	53,500
Total new investment, EUR m	53.8
Expected yield on completion	
when stabilized, %	9.9
Completion	November 2009





# First Possible Termination Year of the Leases by Contract Type, 31 Dec 2010



Fixed-term contracts expire at the end of the contract period, after which will be negotiated on a potential new lease agreement.

Contracts valid until further notice are valid for the time being and their typical notice period extends from 3 to 12 months.

Initially fixed-term contracts include the first possible termination date, after which the contract period may continue either until further notice or for a rolling fixed-term period of time. A rolling fixed-term contract means that if the agreement is not terminated to expire at the end of the first contract period, it continues for another agreed period, typically from 12 to 36 months, at a time. The contract can only be terminated to expire at the end of the agreed period. The notice period is generally from 3 to 12 months.

# Summary of Environmental Targets and Results in 2010

Strategic objectives related to environmental responsibility	Targets in 2010	Results in 2010	
Climate Change			
Reduction of greenhouse gas emission by 20 per cent by year 2020 from the 2009 level	2 %	not achieved	
Energy			
Reduction of energy consumption (electricity and heat) by 9 per cent by 2016 from 2009 level	1-2%	electricity achieved, heating not achieved	
Improvements in energy efficiency	-	in progress	
Identifying solution that utilise renewable energy	-	in progress	
Water			
Lowering water consumption to an average level of less than 3.5 litres per visitor	3.91/visitor	achieved	
Waste			
Shopping centre waste recycling rate to be raised to at least 80 per cent by 2015	80 %	achieved	
Reduction of landfill waste to a maximum of 20 per cent of total waste by 2015	20 %	achieved	
Landuse and Sustainable Construction			
All development projects to be implemented in accordance with environmental classification principles	All projects ongoing in 2010 assessed with LEED criterias	achieved	
Development projects are located in built-up environments, within reach of good public transport connections	100 %	achieved	

# Analysis of Financial Expenses

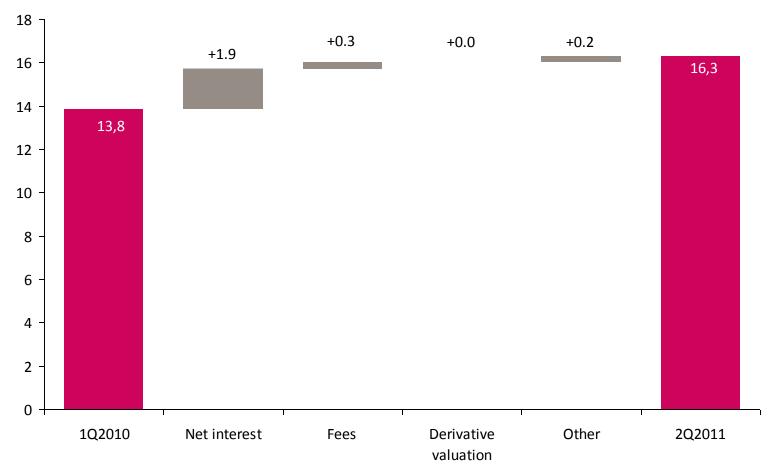
	2q	1q	2q	Change-%	Change-%	YTD	YTD	Change-%
Net Financial Expenses (EUR million)	2011	2011	2010	(y-o-y)	(q-o-q)	2011	2010	(YTD)
Financial Expenses:								
Interest expenses	-14,8	-13,0	-13,2	12 %	14 %	-27,8	-25,6	9 %
Foreign exchange gains(+)/ losses(-)	0,0	0,1	0,0	-115 %	-105 %	0,1	0,0	83 %
Capitalised fees	-0,6	-0,3	-0,3	106 %	105 %	-1,0	-0,8	23 %
Non-cash option expense from convertible bonds	-0,4	-0,4	-0,4	2 %	0 %	-0,7	-0,7	1 %
Other expenses	-0,6	-0,4	-0,4	41 %	48 %	-0,9	-0,2	348 %
Total Expenses	-16,4	-14,0	-14,3	15 %	17 %	-30,4	-27,2	11 %
Financial Income:								
Interest income	0,1	0,2	0,1	55 %	-49 %	0,2	0,1	90 %
Fair value gains(+)/ losses (-) from derivatives	0,0	0,0	-0,3	nm	nm	0,0	-0,5	nm
Gain(+)/ Loss(-) from Convertible Bond buyback	0,0	0,0	0,0	nm	nm	0,0	0,0	nm
Total Income	0,1	0,2	-0,2	-147 %	-49 %	0,2	-0,3	-172 %
Net Financial Expenses	-16,3	-13,8	-14,4	13 %	18 %	-30,1	-27,6	9 %

• Interest expenses increased by EUR 1.8 million from the previous quarter due to higher amount of debt following the new acquisitions

- Total net financial expenses increased by 18 per cent to EUR 16.3 million due to higher interest expenses and one-time expense of EUR 0.3 million related to the refinancing of debt
- Compared to previous year, cumulative interest expenses increased by EUR 2.2 million due to higher amount of debt which pushed the net financials EUR 2.6 million i.e. 9 per cent above the previous year

### Net Financial Expenses Q1 2011 vs Q2 2011

EUR million



# Illustrative Calculation of ICR Covenant Using Q2 2011 Financials\*

Q2 2011 EBITDA for covenant calculation: direct operating profit + depreciations +/- non-cash and exceptional items EBITDA = EUR 109.6 + EUR 1.0 + EUR 3.4

**= EUR 114.0 million** for rolling 12month period

EUR million	Q2	Q1	Q4	Q3	Cumulative
Direct result	2011	2011	2010	2010	12-months
Net rental income	36,3	32,4	31,8	33,0	133,5
Direct administrative expenses	-6,2	-5,4	-7,6	-5,0	-24,3
Direct other operating income and expenses	0,1	0,0	0,2	0,1	0.4
Direct operating profit	30,2	27,0	24,3	28,0	109,6
Direct net financial income and expenses	-16,3	-13,8	-14,1	-14,0	-58,2
Direct share of loss/profit of joint ventures	-0,2	-0,1	-	-	-0,3
Direct current taxes	-0,3	-0,2	4,1	-1,5	2,0
Change in direct deferred taxes	0,2	0,2	-0,4	0,1	0,1
Direct non-controlling interest	-0,4	-0,4	-0,5	-0,3	-1,6
Total direct result	13,2	12,6	13,5	12,3	51,7

Q2 2011 ICR =(114.0/56.6)= 2.0

Q2 2011 Net financials for covenant calculation: direct net financials – non-cash option amortization from convertible +/– other adjustments incl. FX gains or losses

\* All number are approximations

Net financials = EUR 58.2 - EUR 1.5 - EUR 0.1

**= EUR 56.6 million** for rolling 12month period

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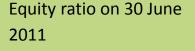
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# Illustrative Calculation of Equity Ratio Covenant Using Q2 2011 Financials\*

Equity for covenant calculation: total shareholders' equity + subordinated debt – noncontrolling interest +/– fair value of derivatives included in equity Equity = EUR 894.8 + EUR 67.2 – EUR 55.0 + EUR 7.0

**= EUR 914.0 million** as at 30 June 2011

EUR million	Q2	Q2
Liabilities and shareholders' equity	2011	2010
Shareholders' equity		
Share capital	259,6	259,6
Share premium fund	131,1	131,1
Fair value reserve	-12,6	-32,6
Invested unrestricted equity fund	174,3	136,6
Retained earnings	287,5	240,3
Total equity attributable to parent company shareholders	839,8	735,0
Non-controlling interest	55,0	44,1
Total shareholders' equity	894,8	779,1
Total liabilities	1 683,5	1 529,8



= (914.0/2,516.0) = 36.3%

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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 914.0 + EUR 1,683.5 – EUR 67.2 – EUR 14.4 = EUR 2,516.0 million as at 30 June 2011

#### \* All number are approximations

# 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
- Analysing 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

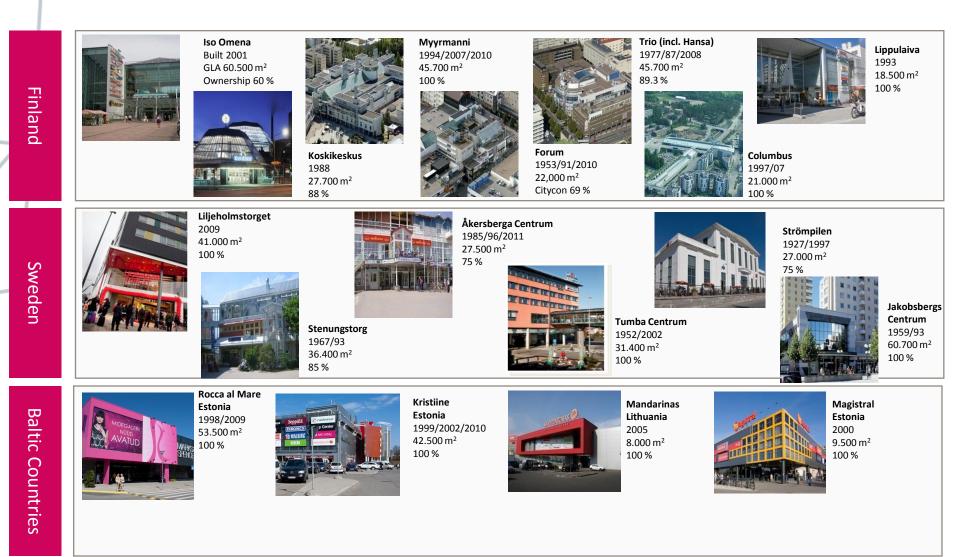
#### 2009

- 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.

### **Citycon Core Shopping Centres**



49

### **Contact Information**

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