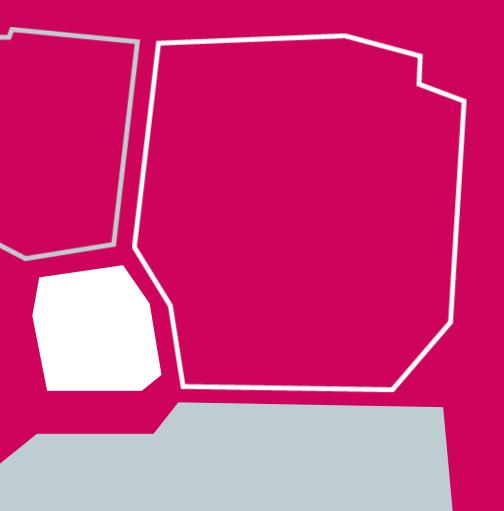
# Citycon Presentation Q2 2012 Results





#### Disclaimer

This document and the information contained herein is strictly confidential and is being provided to you solely for your information. This document may not be retained by you and neither this document nor the information contained herein may be reproduced, further distributed to any other person or published, in whole or in part, for any purpose.

These materials do not constitute an offer or solicitation of an offer to buy securities anywhere in the world. No securities of Citycon Oyj (the "Company") have been or will be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"). Certain ordinary shares of the Company have been offered to "qualified institutional buyers" (as such term is defined in Rule 144A ("Rule 144A")) under the Securities Act, in transactions not involving a public offering within the meaning of the Securities Act. Accordingly, such shares are "restricted securities" within the meaning of Rule 144 and may not be resold or transferred in the United States, absent an exemption from SEC registration or an effective registration statement. There will be no public offering of the securities in the United States.

Subject to certain exceptions, neither this document nor any part or copy of it may be taken or transmitted into the United States or distributed, directly or indirectly, in the United States, or to any "U.S. Person" as that term is defined in Regulation S under the Securities Act. Neither this document nor any part or copy of it may be taken or transmitted into Australia, Canada or Japan, or distributed directly or indirectly in Canada or distributed or redistributed in Japan or to any resident thereof. Any failure to comply with this restriction may constitute a violation of U.S., Australian, Canadian or Japanese securities laws, as applicable. The distribution of this document in other jurisdictions may also be restricted by law, and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions.

This document is not intended for potential investors and does not constitute or form part of any offer to sell or issue, or invitation to purchase or subscribe for, or any solicitation of any offer to purchase or subscribe for, any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision.

No representation or warranty, express or implied, is made or given by or on behalf of the Citycon Oyj (the "Company"), or any of their respective members, directors, officers or employees or any other person as to, and no reliance should be placed upon, the accuracy, completeness or fairness of the information or opinions contained in this document or any other information discussed orally. None of the Company or any of their respective members, directors, officers or employees or any other person accepts any liability whatsoever for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith.

This presentation includes forward-looking statements. The words "believe," "expect," "anticipate," "intend," "may," "plan," "estimate," "will," "should," "could," "aim," "target," "might," or, in each case, their negative, or similar expressions identify certain of these forward-looking statements. Others can be identified from the context in which the statements are made. By their nature forward-looking statements are subject to numerous assumptions, risks and uncertainties. Although we believe that the expectations reflected in these forward-looking statements are reasonable, actual results may differ materially from those expressed or implied by the forward-looking statements. We caution presentation participants not to place undue reliance on the statements

The information and opinions contained in this presentation are provided as at the date of this presentation and are subject to change without notice. Such information and opinions have not been independently verified.

By attending the presentation you agree to be bound by the foregoing limitations.



### **Contents**

Strategy

Highlights of the quarter

Business Environment,
Shopping Centre Sales and Footfall

Sustainability and Property Portfolio

Key Figures and Financing Overview

**Backup Information** 





# Strategy and Business Environment

Opening ceremony of the new central square in Koskikeskus, Tampere





# 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



# Five Year Strategy: More Focus -> Total Return





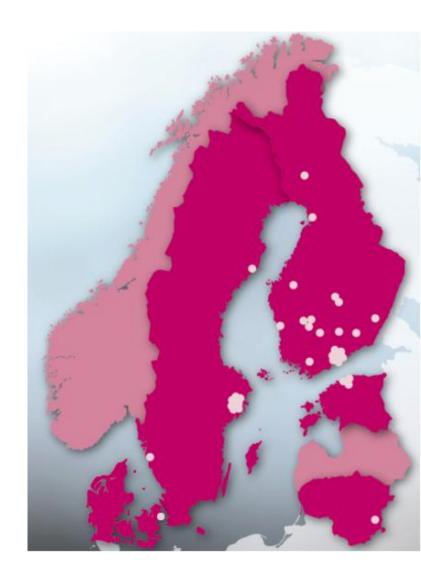




# Focus on Shopping Centres in the Nordic and Baltic Region

# Better, Stronger, Bigger

- Project Now! internal business improvements and efficiency
- Re-defined core: quality shopping centres
  - Expedite non-core disposals
  - Goal to dispose approx. EUR 200 million a.s.a.p.
- Nordic and Baltic Countries
  - Denmark as a new market
- Growth, emphasis on internal growth
  - Two (re)development projects completed in 2012, many underplanning, 2 shopping centre acquisitions





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





# Current Geographical Overview Q1-Q2 2012

#### **FINLAND**

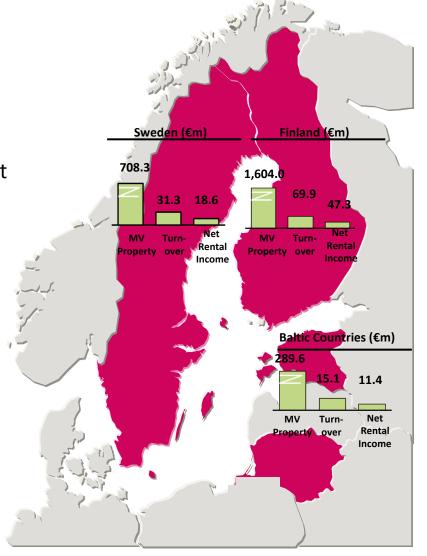
- Market leader
- Net rental income EUR 47.3 million
- 61.2 % of total net rental income
- Currently 23 shopping centres, 35 other retail properties, one unbuilt lot

#### **SWEDEN**

- Net rental income accounted for 24.1% of Citycon's total net rental income
- Net rental income EUR 18.6 million
- 9 shopping centres, 5 other retail properties

#### **BALTIC COUNTRIES**

- NRI 14.7 % of Citycon's total NRI
- Net rental income EUR 11.4 million
- 4 shopping centres





Albertslund Centrum, Denmark

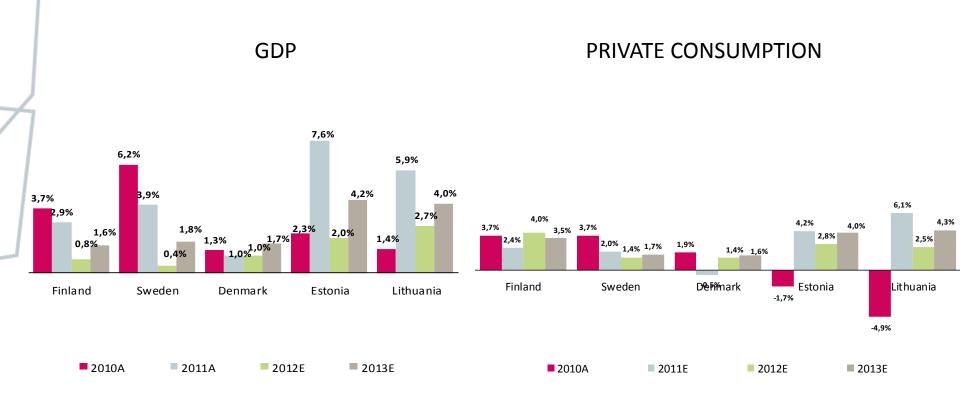


#### **CONSUMER CONFIDENCE**



Source: Eurostat





Source: Nordea

CITYCON

Despite turbulence, still relatively low unemployment and reasonably strong consumer confidence and record low interest rates -> positive on retail sales

May unemployment rates below the European average (11.1%):

- FINLAND 7.6%
- SWEDEN 7.8%
- DENMARK 7.8%
- LITHUANIA 13.7% (March 2012)
- ESTONIA 10.9% (March 2012)

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

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

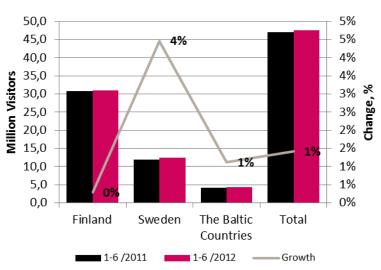


Sources: Statistics Finland, Statistics Sweden, Statistics Estonia, Eurostat, JLL



# Sales and Footfall in Citycon Shopping Centres

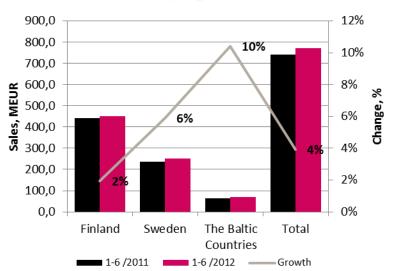
#### LFL Shopping Centre Footfall



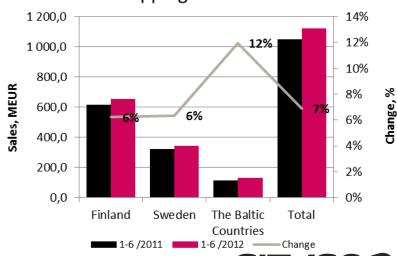
#### **Shopping Centre Footfall**



#### LFL Shopping Centre Sales



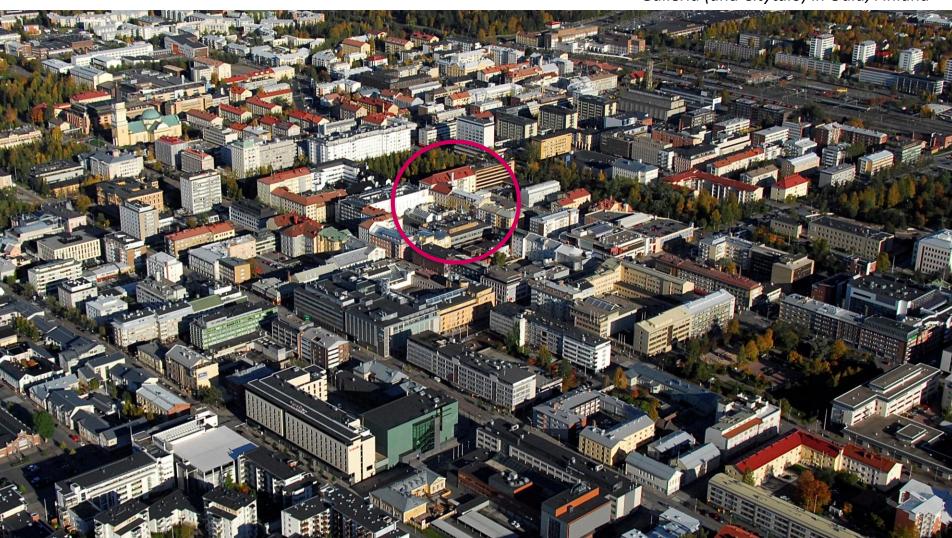
#### **Shopping Centre Sales**



Q2 2012

# Q1- Q2 2012 Main Points

Galleria (and Citytalo) in Oulu, Finland



# Q1 - Q2 2012 Summary

in EUR million	Q2 2012	Q2 2011	Q1-Q2 2012	FY 2011
NRI Finland	24.4	22.4	47.3	90.5
NRI Sweden	9.4	9.4	18.6	35.4
NRI Baltic Countries	5.8	4.6	11.4	18.4
Net Rental Income, total	39.7	36.3	77.3	144.3
Direct Operating profit	33.1	30.2	64.1	117.4
EPRA earnings	15.6	13.2	29.9	53.3

Per share, EPRA earnings, basic	0.06	0.05	0.11	0.21
EPRA NNNAV per share	3.21	3.43		3.29

Like-for-like NRI growth,	
total	4.9%
L-f-l Shopping centre NRI growth L-f-l supermarkets and shops NRI	6.5%
growth	-3.3%

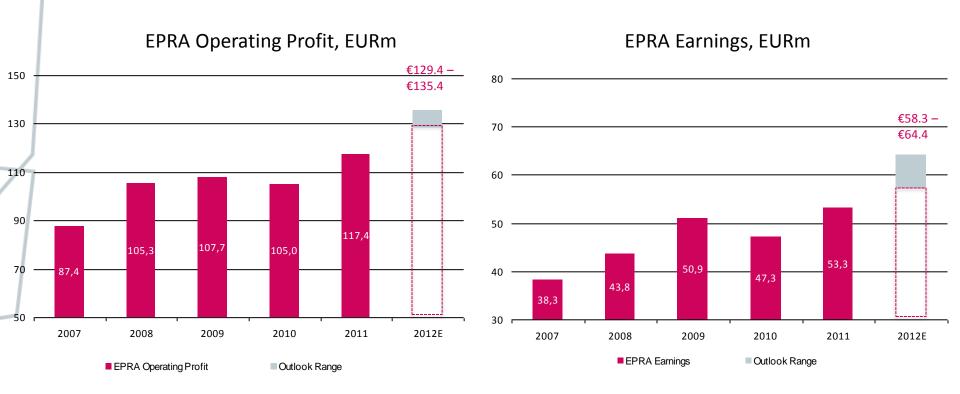
**CITYCON** 

### Q1 - Q2 2012 – Positive First Half of 2012

- Leasing is stable
  - Improved occupancy 95.6% (95.1%)
    - Shopping centre occupancy 96.8% (96.5%), supermarkets and shops 87.6% (87.5%)
- Diversification of funding sources
  - EUR 150 million domestic bond issued in May
  - Liquidity EUR 396.1 million
- Company specified guidance (narrowed the given range)
- Focus on internal operational improvement and cost efficiency:
  - Energy consumption down like-for-like: Heating -11%, Electricity -9%
  - Specialty leasing increased to EUR 0.8 million; up 55.5%
  - New internal extensions
  - Cross-boarder leasing builds up; H&M to Estonia
- Citycon entered Denmark by acquiring Albertslund Centrum
- Shopping centre Arabia in Helsinki acquired
- Two new (re)development projects opened
- Disposals of non-core properties in Sweden and Finland
  - 7 disposal totaling approx. EUR 38 million since strategy update in July 2011
     (incl. one closed in July)

18

# Citycon Outlook 2012



- Current year 2012 Outlook was updated again:
  - Turnover to grow EUR 13-19 million (previously EUR 12 19 m)
  - EPRA Operating Profit to increase by EUR 12 18 million (EUR 11 18 m)
  - EPRA Earnings to edge higher by **EUR 5 − 11 million** (EUR 4 − 11 m)
  - EPRA EPS, basic to reach EUR 0.21 0.23 (unchanged)



# **Financing Overview**

- The year-to-date weighted average interest rate for interest-bearing debt remained virtually unchanged compared to the previous year: **4.04**% (3.97%). At the end of June, the weighted average interest rate, including interest rate swaps, was to **4.02**% (4.06%).
- Equity ratio 35.0%, the average loan maturity stood at 2.9 years (3.1 years), hedging ratio of the loan portfolio 87.1%
- Cash from operating activities per share: EUR 0.11 (EUR 0.08)
- Net financial expenses stood at EUR 32.7 million (EUR 30.1 m)
- Two covenants
  - Equity ratio: Covenant level 32.5%, equity ratio as defined in loan agreements was **37.9**%
  - Interest cover ratio: Covenant level 1.8x, Citycon's period end ICR 2.0x



# **Property Portfolio and Sustainability**

Renewed Magistral, Tallinn, Estonia



# 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** 



# 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 I/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



# Albertslund Centrum – Entry to Denmark

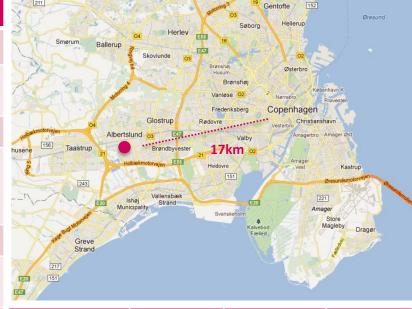
- Citycon acquired Albertslund Centrum from Albertslund Municipality for DKK 181 million (approx. EUR 24 million)
- On the acquisition date, the net initial yield on the investment is approximately 7.5 per cent
- Albertslund shopping centre is an urban community centre that serves also as the social hub of the Albertslund Municipality
- Thanks to its local nature the shopping centre does not face major competition in the area
- For the time being, property management outsourced to TK Development



24 Q2 2012

# **Property Facts**

Built	1965
GLA (existing/ future grocery extension)	16 000/4 000
GLA total	20 000
Parking places (existing/future grocery extension)	960/300
No. of shops	45
Retail anchors	Superbest, Aldi, Danske Bank, Albertslund Apotek, Fona
Occupancy (economical)	97.5%



- + Possibilities to improve the centre and tenant mix
- Great transportation connections next to the train station
- Municipality interested in developing the area as it forms the heart of the Albertslund Municipality
- + Sustainable cash flow and proven track record
- Grocery anchored
- + Minor competition

	Albertslund	Copenhagen	Denmark
Population 2011	27 800	539 500	5 560 500
Average family income '09, DKK	418 355 vs. Country Index 94%	362 487 vs. Country Index 82%	443 823
Average disposable income, DKK	286 768 Index 97%	236 284 Index 80%	294 369



25

# Arabia – Strengthening Footprint in Helsinki



cleden Ruskeasuo Kyl.	äsaari Vanhan
Laakso Meilahti	Itava <sup>ya</sup> Kulosaa
ırasaarenselka Etu-Töölö	
Lapinlahti Helsinki Katajanokka	Laa õljy Kounuvuorenselkä Q

#### **Arabia**

Acquisition price: EUR 19.5 million, seller Tapiola Group
Net initial yield around 6 % but it is expected to grow rapidly to 7 % after planned commercial development actions.

Arabianranta is former industrial area that has been converted into an urban residential and campus area during past decades. Round 13,000 inhabitants, 6,000 work and 13,000 study there . It is a part of Helsinki's tram and bus network.

Tatal, 14 000 mg2

GLA approx.	Total: 14,000 m <sup>2</sup> Retail: 11,400 m <sup>2</sup>
No. of stores	31
Parking places	326 heated spaces
Anchor tenants	K-Supermarket, S-Market, Tarjoustalo, Alko, Chico's, pharmacy
Occupancy Rate	93.0%
Built/redeveloped	Built 1960 Redeveloped 2002
Sales, 2011	MEUR 48.2



# (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. of Completion	
Magistral Tallinn, EST	9 500 11 900	7.0	6.4	8.3	100	1 - 1 - 1	redevelopment and extension of Magistral shopping centre.
Myllypuro Helsinki, FIN	7 700 7 300	21.3	21.3 <sup>2)</sup>	7.4	71	Completed Building the	ding of a new retail centre replacing existing one next to the Myllypuro way station.
Koskikeskus Tampere, FIN	27 700 28 600	37.9	24.7	6.6	82	2012 inte	evelopment of the centre. The rior, the entrances, facades and all technical systems will be roughly renewed. Better tenant mix
Iso Omena Espoo, FIN	60 600 63 000	7.6	5.3	-	82	2012 forn	ension of shopping centre to ner parking facility on the roof top the second floor.
Åkermyntan Stockholm, SWE	8 500 10 100	6.9	2.4	6.9	93	2012 shop	redevelopment project, the pping centre and its parking will be ewed and energy efficiency will be roved.

<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)

Q2 2012



# Largest (Re)development Projects Under Planning

Property	area,	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	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 investment 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 Lappeenranta 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.
Tumba Centrum Botkyrka (Stockholm MA) Sweden	8 000 4)		2012	2015	Extension of the shopping centre. Co-operatation agreement with City of Botkyrka and project developer signed (of the residential part). Planned start for zoning process Q2 2012.  area of the existing premises under refurbishment owned by Citycon and the area of the extension.

<sup>2)</sup> The amount of investment needed will change and become more precise as the planning process proceeds. The figure is the best

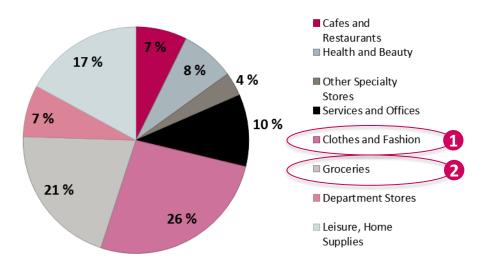
<sup>3)</sup> Partly-owned property.

<sup>4)</sup> The project area refers only to the area of the planned exce 20012

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

# Property Portfolio

- 3,911 (4,004) leases with an average length of 3.5 (3.4) years
- GLA total was 992,570 m<sup>2</sup>
- Rolling 12-month occupancy cost ratio for total shopping centres was 9.1%
- Rents linked to CPI (nearly all the agreements).
- 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-Q2/2010	42,7	13,9	5,8	0,0	62,5	98,1
Acquisitions	0,1	0,1	1,5	-	1,7	2,2
(Re)development projects	2,0	0,7	-	-	2,7	3,5
Divestments	0,0	-0,7	-	-	-0,8	-1,5
Like-for-like properties	-0,9	1,8	0,3	-	1,1	1,1
Other (incl. exch. diff.)	0,1	1,5	0,0	0,0	1,5	2,5
Q1-Q2/2011	43,9	17,3	7,6	0,0	68,7	106,0
Acquisitions	0,4	1,0	3,3	-	4,7	7,0
(Re)developments projects	2,2	0,3	-0,3	-	2,2	3,2
Divestments	-0,3	-0,7	-	-	-1,0	-1,9
Like-for-like properties	1,1	0,8	0,8	-	2,7	1,8
Other (incl. exch. diff.)	0,0	0,0	0,0	0,0	-0,1	0,1
Q1-Q2/2012	47,3	18,6	11,4	0,0	77,3	116,2

- Acquisitions: Kristiine, Högdalen and Arabia
- (Re)development projects: Martinlaakso, Myllypuro, Myyrmanni, Åkersberga Centrum and Magistral
- © Divestments: Floda and Landvetter, previous year residential disposals in Sweden and Tullintori in Finland
- DLFL properties: Positive LFL NRI growth: 2.7M€, or +4.9%. LFL growth in shopping centres 6.5%, mainly from Rocca al Mare, Liljeholmstorget, IsoOmena and Jakobsberg Centrum
- Other: No major SEK/EUR-rate impact on NRI



# **Property Portfolio**

TOTAL PORTFOLIO	Q2/2012	Q2/2011	Q1-Q2/2012	Q1-Q2/2011	2011
Number of leases started during the period	247	179	457	366	782
Total area of leases started, sq.m. <sup>1)</sup>	33,254	28,716	77,225	62,859	177,006
Average rent of leases started (EUR/sq.m.) 1)	19.1	17.9	19.1	17.5	19.7
Number of leases ended during the period	200	217	583	385	877
Total area of leases ended, sq.m. 1)	19,758	35,285	85,879	70,263	186,120
Average rent of leases ended (EUR/sq.m.) 1)	20.9	15.6	17.2	16.1	18.1
Average rent (EUR/sq.m.)			20.4	19.4	19.7
Occupancy rate at the end of period, %			95.6	95.1	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 **72.8**% of the total portfolio and of l-f-l portfolio **61.1**% is in Finland and **72.1**% of the total Finnish portfolio is included in l-f-l. Shopping centres represent **87.9**% of the l-f-l portfolio. (Re)development projects and lots not included, properties are owned by the company for at least 24 months.

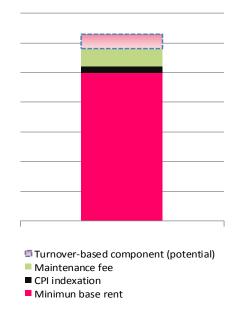
- Like-for-like NRI growth, total: 4.9%
- Annualised rental value for the portfolio was EUR 237.3 million.

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



Top 5 tenants 31 Dec 2011	Proportion of rental income, %	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		



32

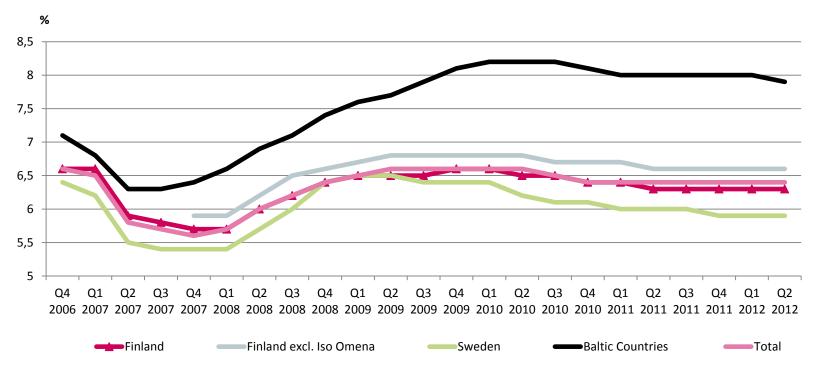
# Valuation Yield Development in the Portfolio

Fair value of investment properties EUR 2,602.0 million (2,506.4)

- Total fair value change EUR 6.0 million
- Fair value gain in shopping centres EUR 10.3 million
- Fair value loss in super markets and shops EUR -4.3 million

Yield requirement for entire property portfolio: 6.4 %

- Finland **6.3** %
- Sweden 5.9 %
- Baltic countries 7.9 %





# Key Figures and Financing Overview



# Snapshot of Statement of Comprehensive Income

EUR million	Q2/2012	02/2011	01 02/2012	01 02/2011	2011
EOR Million	Q2/2012	Q2/2011	Q1-Q2/2012	Q1-Q2/2011	2011
Gross rental income	55.3	51.0	109.9	100.5	206.0
Service charge income	3.1	3.1	6.3	5.6	11.1
Turnover	58.4	54.1	116.2	106.0	217.1
Property operating expenses	18.0	17.3	37.9	37.0	71.6
Other expenses from leasing operations	0.6	0.4	1.0	0.4	1.2
Net rental income	39.7	36.3	77.3	68.7	144.3
Administrative expenses	6.8	6.6	13.6	12.1	28.0
Net fair value gains/losses on investment property	0.1	-5.0	6.0	-3.9	-35.3
Net gains on sale of investment property	-0.1	1.2	1.5	1.3	0.6
Operating loss/profit	32.9	26.0	71.2	54.2	81.8
Net financial income and expenses	-16.6	-16.3	-32.7	-30.1	-62.4
Share of profit/loss of jointly controlled entities	0.0	-0.2	-0.1	-0.1	0.3
Profit/loss before taxes	16.3	9.5	38.5	23.9	19.7
Current taxes	-0.4	-0.3	-0.7	-0.5	-0.9
Change in deferred taxes	-3.8	0.9	-6.4	0.5	2.5
Profit/loss for the period	12.1	10.1	31.4	23.9	21.3
Other comprehensive expenses/income for the period, net of tax	-6.3	-8.6	-1.1	4.6	-26.2
Total Comprehensive profit/loss for the	5.8	1.5	30.4	28.6	-4.9
period, net of tax	5.6	1.5	30.4	20.0	-4.5
EPS (basic), EUR			0.10	0.08	0.05
EPRA earnings per share (basic), EUR	0.06	0.05	0.11	0.11	0.21
EPRA earnings, EUR million	15.6	13.2	29.9	25.8	53.3
Net cash from operating activities per share, EUR	0.06	-0.01	0.11	0.08	0.25
Profit/loss for the period attributable to parent company shareholders, EUR million	10.9	7.9	26.6	19.1	13.0

# Snapshot of Statement of Financial Position

Statement of Financial Position, EUR million	30 June 2012	30 June 2011	31 Dec 2011
Investment property	2,602.0	2,506.4	2,522.1
Total non-current assets	2,621.0	2,517.3	2,540.1
Current assets	88.0	61.0	125.0
Assets total	2,720.5	2,578.3	2,677.7
Total shareholder's equity	951.6	894.8	961.8
Total liabilities	1,768.9	1,683.5	1,715.9
Liabilities and share holders equity	2,720.5	2,578.3	2,677.7
KEY FIGURES			
Equity ratio, %	35.0	34.8	36.0
Gearing, %	160.2	171.2	151.4
Equity per share, €	3.19	3.43	3.25
Net Asset value (EPRA NAV) per share, €	3.60	3.73	3.62
EPRA NNNAV, €	3.21	3.43	3.29
Net Rental Yield (actual), %	6.2	5.9	6.0
Average Net Yield Requirement (valuation yield by external appraiser)	6.4	6.4	6.4

CITYCON

## Cash Flow Statement Q2'2012

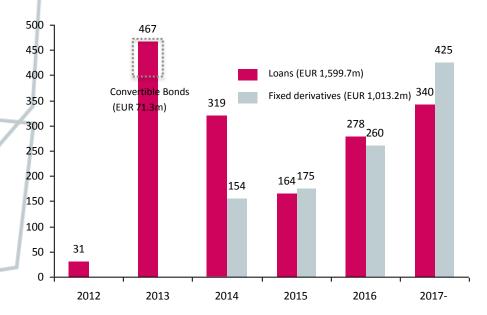
	Q1-Q2	Q1-Q2
EUR MILLION	2012	2011
Operating activities		
Cash flow before change in working capital	65,5	57,4
Adjustments	27,0	33,5
Change in working capital	0,1	2,1
Cash generated from operations	65,6	59,6
Interest and other financial charges paid	-28,7	-26,4
Interest and other financial income received	0,4	0,2
Realized exchange rate losses and gains	-6,0	-21,4
Taxes received/ paid	-0,4	6,8
Cash flows from operating activities (A)	30,8	18,8
Investing activities		
Acquisition of subsidiaries, less cash acquired	-27,4	-22,7
Acquisition of investment properties	-	-110,0
Capital expenditure on investment properties, investments		
in jointly controlled entities, intangible assets and PP&E	-48,3	-37,4
Sale of investment property	16,3	7,3
Cash flows from investing activities (B)	-59,4	-162,9
Financing activities		
Proceeds from short-term loans	43,0	71,5
Repayments of short-term loans	-94,0	-18,6
Proceeds from long-term loans	277,5	426,9
Repayments of long-term loans	-178,4	-291,3
Dividends and capital return	-41,7	-34,2
Cash flows from financing activities (C)	6,3	154,4
Net change in cash and cash equivalents (A+B+C)	-22,3	10,3
Net cash from operating activities per share, EUR	0,11	0,08

- Cash flows from operating activities higher than previous year due to:
  - Cash flow before working capital increased by 14 % due to increased profits
  - Lower positive working capital change by EUR 2.0 million compared to previous year
  - Paid net financial expenses smaller due to FX loss realization due to timing differences during previous year
  - Positive taxes of EUR 6.8 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
- Investments mainly related to redevelopment of Koskikeskus and acquisition of Arabia
- Proceeds from disposals, mainly from Sweden, totaled EUR 16.3 million
- Cash flow per share above the previous year due to above mentioned reasons. CFPS stood at 0.11 euros per share
- Cash flow per share in line with the EPRA EPS of EUR 0.11

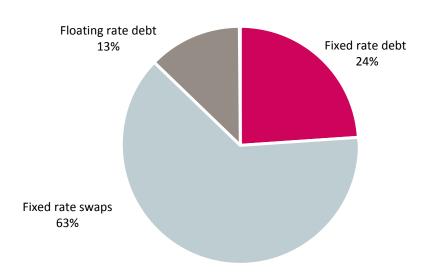
CITYCON

## Key Figures – Financing Overview





## Interest-bearing debt by fixing type EUR 1,599.7 million <sup>1)</sup>



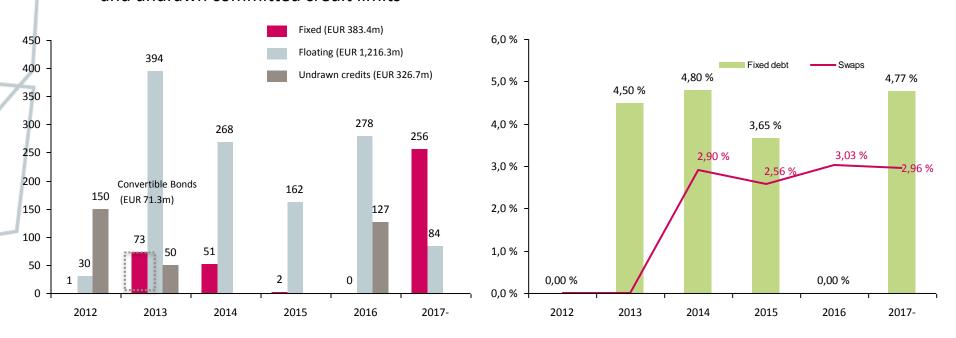
- During second quarter in 2012, the period-end interest-bearing **net debt increased by EUR 84 million** mainly as a result of dividend payment and investments
- Hedging ratio high at 87.3% increase from previous quarter due to issue of a fixed rate €150m bond
- **Comfortable liquidity buffer** Citycon has ample liquidity at the end of Q2 2012 of EUR 396.1 million while debt maturities in 2012 are mere EUR 31 million
- Conservative financing policy; average loan maturity at 2.9 years and average time to fixing 3.8 years
- Refinancing of the year 2013 maturing debt is a top priority of the management



## Key Figures – Financing Overview

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

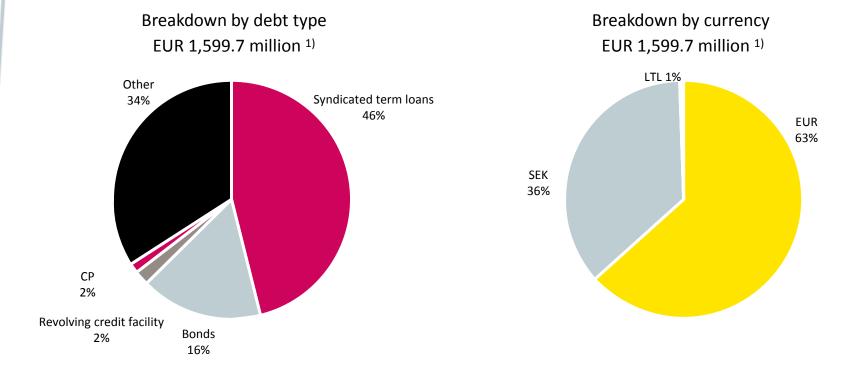
### Average fixed rate of debt and swaps<sup>1)</sup>



- No major maturities before Q3 2013
- Main maturity in 2012 is EUR 150 million revolving credit facility which is undrawn. The management is
  working already for the 2013 refinancing which includes also the maturing undrawn credit limits due 2012
  and 2013.
- Current short-term debt consist of commercial papers and scheduled repayments



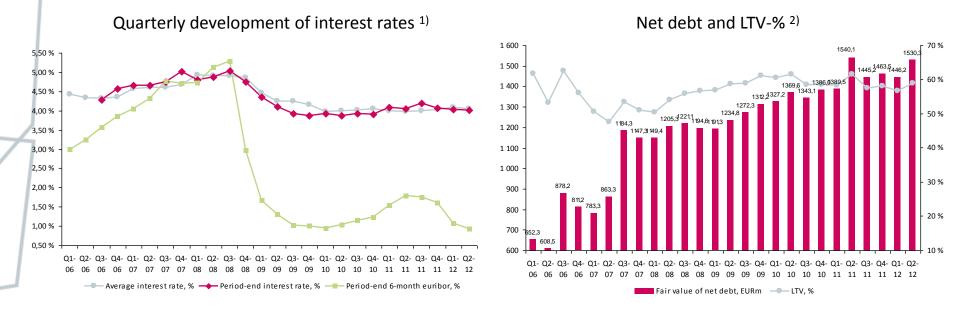
## Key Figures - Debt Portfolio



- More diversified funding structure following the successful domestic bond issue, less bank financing in the balance sheet
- Citycon had as at period-end total liquidity of EUR 396.1 million which comprised of unutilized committed debt facilities amounting to EUR 326.7 million and cash EUR 69.5 million. Excluding CP's Citycon's liquidity was EUR 374.3 million



## 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 2012 decreased somewhat to 4.04 per cent (Q1'12: 4.09%) mainly due to reduced short market interest rates
- Period-end run rate also decreased slightly by 2bps to 4.02 per cent as the low market interest rate environment prevailed
- Citycon's LTV-% higher due to flat fair values and higher net debt due to new investments and dividend payment

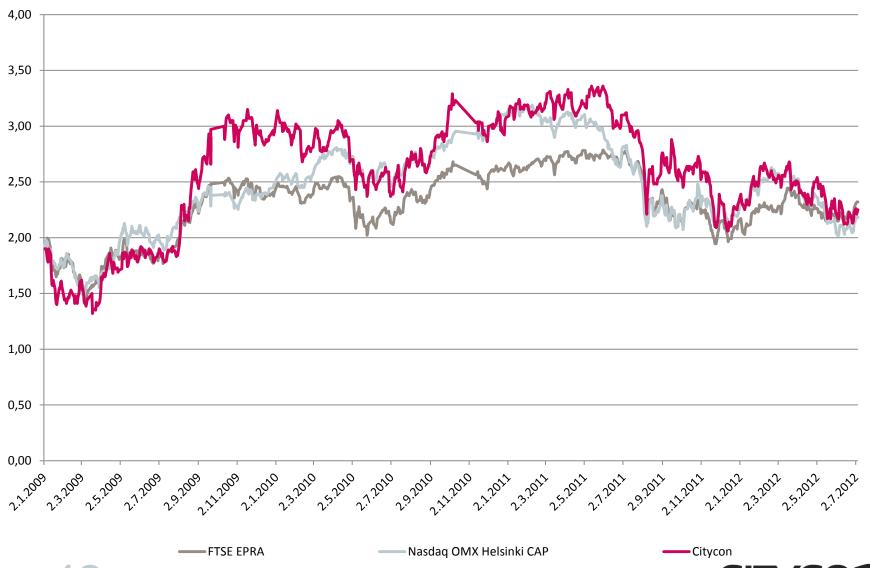
Average interest rate calculated based on the year-to-date income statement interest expenses divided by weighted average interest bearing debt year-to-date.

Period-end interest rate is the run rate based on the actual interest rates on floating and fixed rate debt prevailing on the balance sheet date taking into account interest rates swaps. Both interest rates include applicable certains.

On 2012

<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>

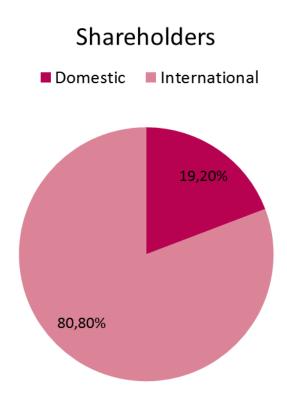


42

Q2 2012

## Ownership

- Established and listed on the Helsinki Stock
   Exchange since 1988
- 30 June 2012 market cap EUR 619.6 m
- Total **5,825** (4,038) 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		$\odot$

CITYCOL

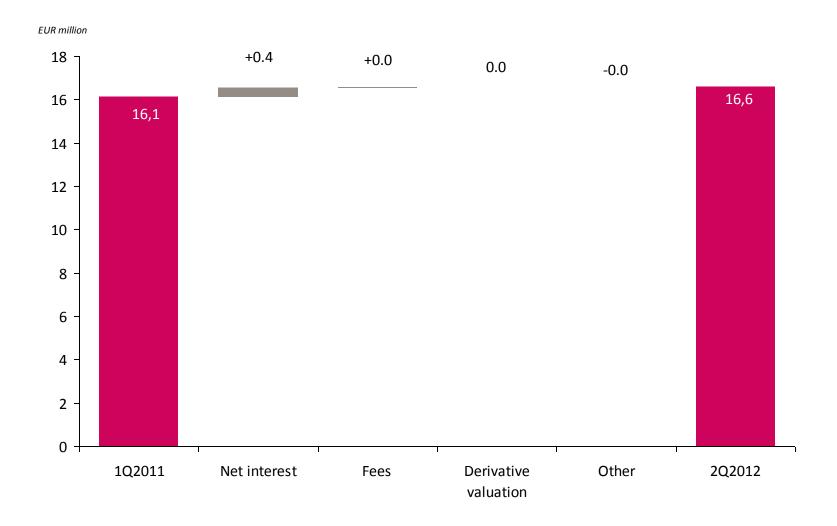
## Financial Expenses Analysis

Net Financial Expenses (EUR million)	2q 2012	1q 2012	2q 2011	Change-% (y-o-y)	Change-% (q-o-q)	YTD 2012	YTD 2011	Change-% (YTD)
Financial Expenses:								
Interest expenses	-15,6	-15,4	-14,8	6 %	2 %	-31,0	-27,8	12 %
Foreign exchange gains(+)/ losses(-)	0,0	0,0	0,0	32 %	-197 %	0,0	0,1	-100 %
Capitalised fees	-0,4	-0,3	-0,6	-41 %	12 %	-0,7	-1,0	-24 %
Non-cash option expense from convertible bonds	-0,4	-0,4	-0,4	8 %	0 %	-0,8	-0,7	8 %
Other expenses	-0,3	-0,3	-0,6	-54 %	-6 %	-0,5	-0,9	-43 %
Total Expenses	-16,7	-16,4	-16,4	2 %	2 %	-33,1	-30,4	9 %
Financial Income:								
Interest income	0,1	0,3	0,1	60 %	-55 %	0,4	0,2	72 %
Fair value gains(+)/ losses (-) from derivatives	0,0	0,0	0,0	n.m.	n.m.	0,0	0,0	#DIV/0!
Gain(+)/ Loss(-) from Convertible Bond buyback	0,0	0,0	0,0	n.m.	n.m.	0,0	0,0	#DIV/0!
Total Income	0,1	0,3	0,1	60 %	-55 %	0,4	0,2	72 %
Net Financial Expenses	-16,6	-16,1	-16,3	2 %	3 %	-32,7	-30,1	8 %

- Interest expenses decreased by EUR 0.2 million from the previous quarter due to higher amount of gross debt after domestic bond issue
- Total net financial expenses increased by 2 per cent from previous quarter to EUR 16.6 million due to higher interest expenses and lower interest income
- Comparing year-to-date 2012 and 2011, net financials increased by 8 per cent. Interest expenses increased by EUR 3.2 million due to higher average amount of debt (86M€), lower capitalization of interest expenses (impact 0.8M€) and higher average interest rate (4.04% vs 3.97%).



## Net Financial Expenses Q1 2012 vs Q2 2012





# Illustrative Calculation of ICR Covenant Using Q2 2012 Financials\*

Q2 2012 EBITDA for covenant calculation: direct operating profit + depreciations +/- non-cash and exceptional items

EBITDA = EUR 124.3 + EUR 1.3 + EUR 3.0

**= EUR 128.6 million** for rolling 12-month period

EUR million	Q2	Q1	Q4	Q3	Cumulative
EPRA Earnings	2012	2012	2011	2011	12-months
Net rental income	39,7	37,5	37,3	38,3	152,8
Direct administrative expenses	-6,6	-6,6	-8,4	-7,1	-28,7
Direct other operating income and expenses	0,0	0,1	0,0	0,1	0,2
EPRA operating profit	33,1	31,0	28,9	31,3	124,3
Direct net financial income and expenses	-16,6	-16,1	-16,3	-16,0	-65,0
Direct share of loss/profit of joint ventures	0,0	0,0	0,2	0,1	0,2
Direct current taxes	-0,4	-0,3	0,5	-0,3	-0,5
Change in direct deferred taxes	0,1	0,2	-0,3	0,3	0,2
Direct non-controlling interest	-0,6	-0,4	-0,4	-0,4	-1,9
EPRA Earnings, total	15,6	14,3	12,5	14,9	57,3

Q2 2012 ICR

=(128.6/63.5)

= 2.0x

Q2 2012 Net financials for covenant calculation: direct net financials – non-cash option amortization from convertible +/– other adjustments incl. FX gains or losses

Net financials = EUR 65.0 - EUR 1.6 + EUR 0.1

**= EUR 63.5 million** for rolling 12-month period

8

CITYCON

# Illustrative Calculation of Equity Ratio Covenant Using Q2 2012 Financials\*

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



**= EUR 1,000.9 million** as at 30 June 2012

EUR million	Q2	Q2
Liabilities and shareholders' equity	2012	2011
Shareholders' equity		
Share capital	259,6	259,6
Share premium fund	131,0	131,1
Fair value reserve	-48,4	-12,6
Invested unrestricted equity fund	243,1	174,3
Retained earnings	301,8	287,5
Total equity attributable to parent company shareholders	887,1	839,8
Non-controlling interest	64,4	55,0
Total shareholders' equity	951,6	894,8
Total liabilities	1.768,9	1.683,5

Equity ratio on 30 June 2012

= (1,000.9/2,640.2) = 37.9%

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 1,000.9 + EUR 1,768.9 – EUR 69.0 – EUR 60.6

**= EUR 2,640.2 million** as at 30 June 2012



## 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



## 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 %



Strömpilen

1927/1997

26.800 m<sup>2</sup>

75 %

Columbus

1997/07

21.000 m<sup>2</sup>

100 %

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



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



Stenungstorg 1967/93 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 %



Jakobsbergs Centrum 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 %



### **Contact Information**

#### **INVESTOR RELATIONS**

Mr Marcel Kokkeel CEO Tel. +358 207 664 521 Marcel.Kokkeel@citycon.fi

Mr Eero Sihvonen CFO, Executive Vice President Tel. +358 50 5579 137 Eero.Sihvonen@citycon.fi

Ms Hanna Jaakkola Vice President, IR and Communications Tel. +358 40 5666 070 Hanna.Jaakkola@citycon.fi



