



Unibail-Rodamco in the Nordics – Lars-Åke Tollemark, Managing Director Nordics

2016 INVESTOR DAYS **unibail-rodamco**

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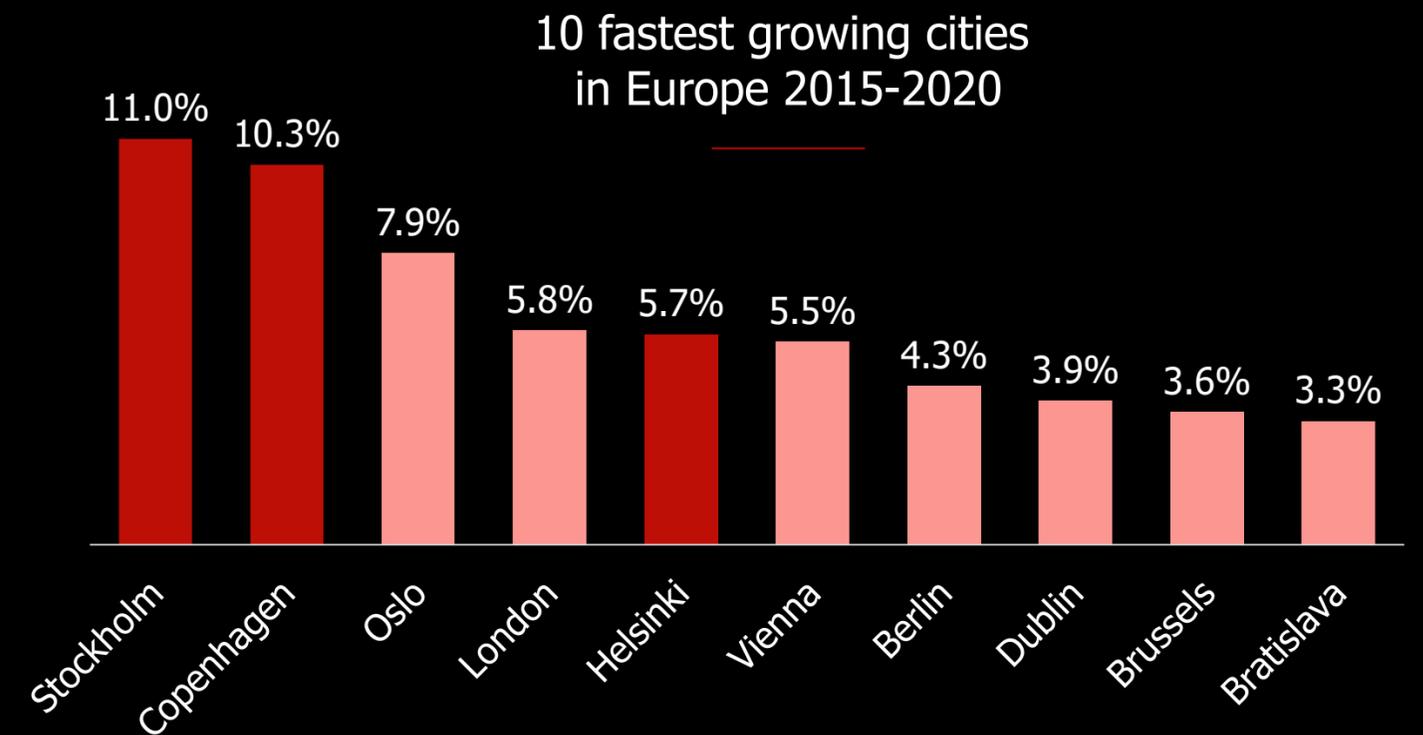
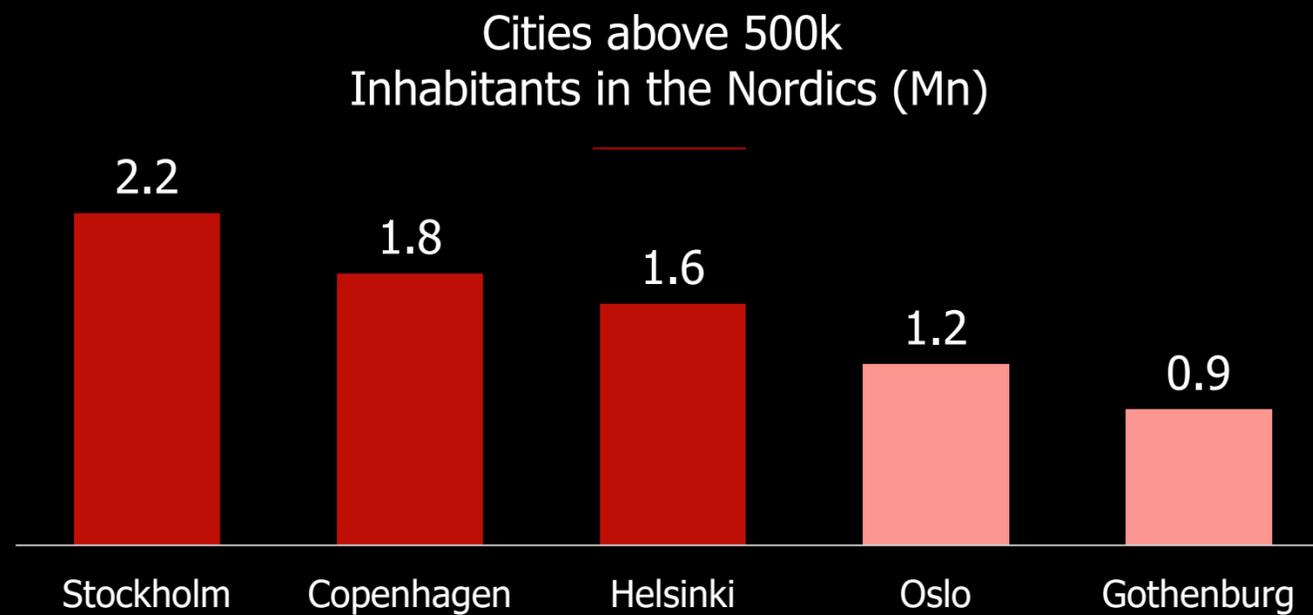
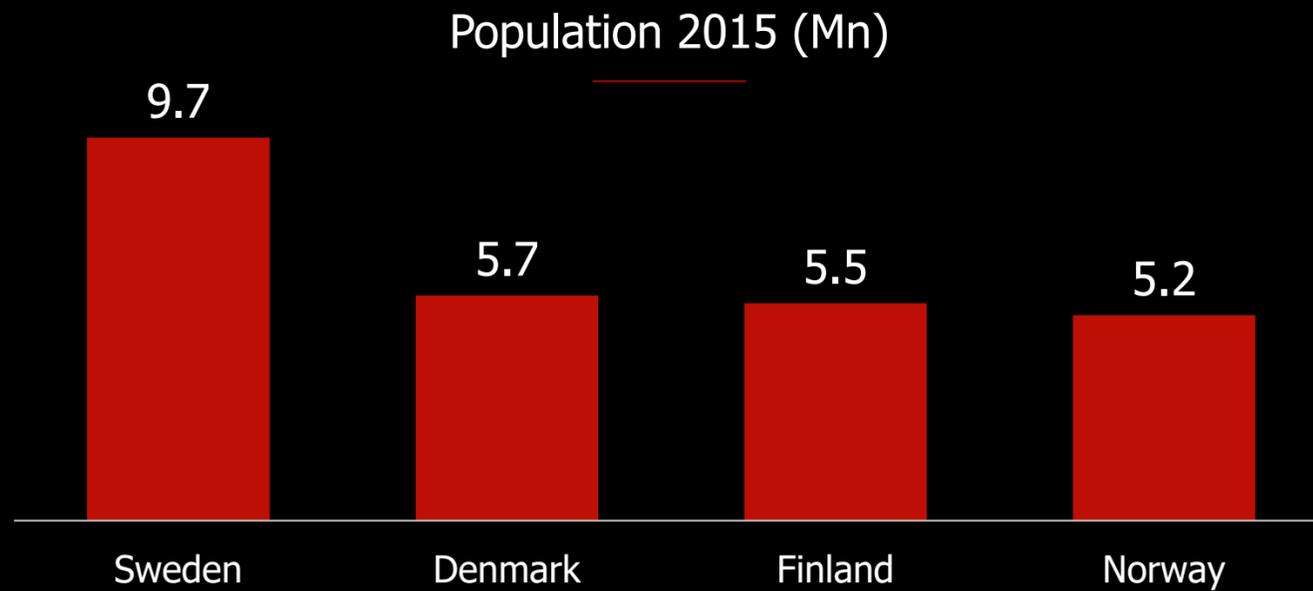
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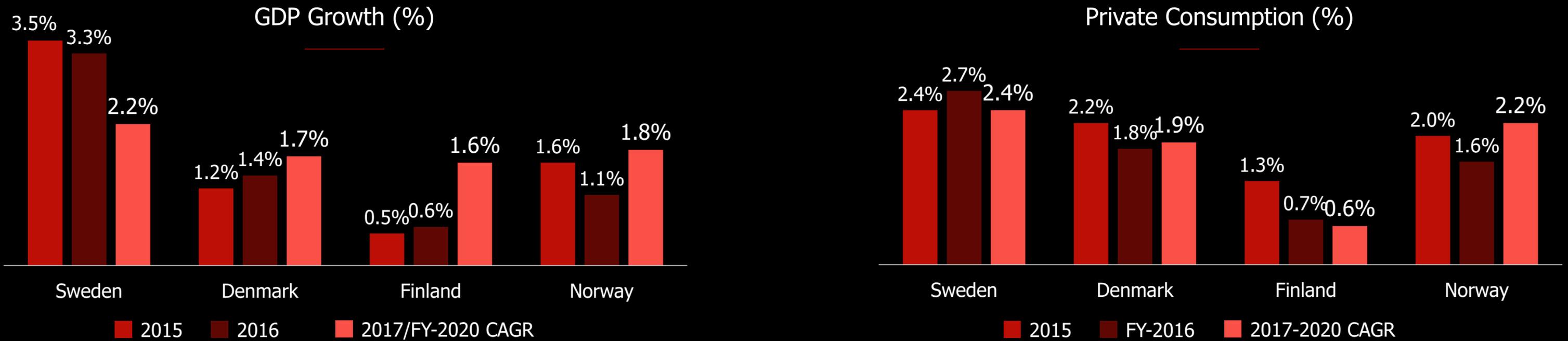
# NORDICS MACRO OVERVIEW



■ Unibail-Rodamco present

■ Unibail-Rodamco not present

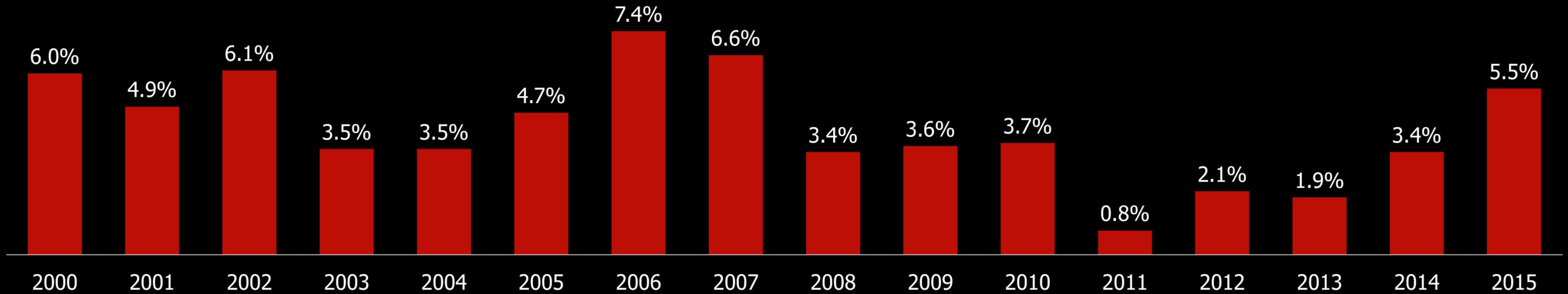
# MACRO OVERVIEW



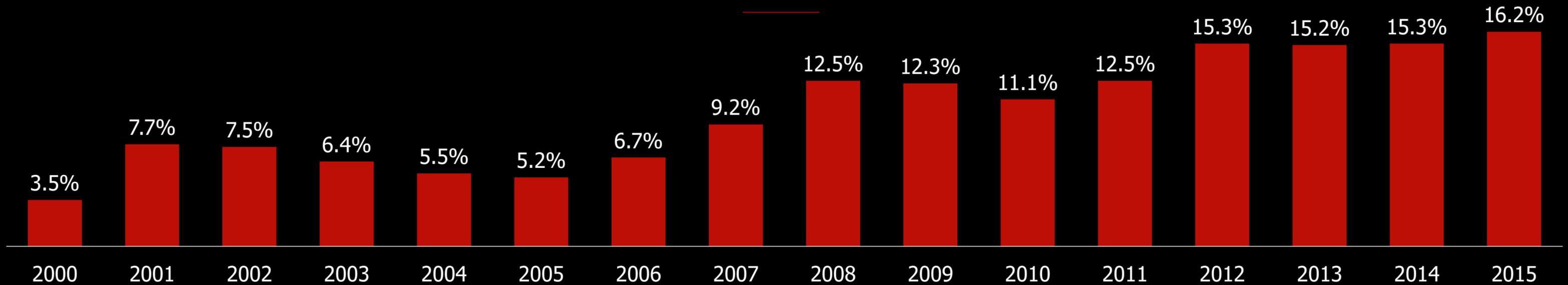
Source: Nordic Barometer (March 2016), Eurostat (2015)

# RETAIL GROWTH AND INCREASED SAVINGS IN SWEDEN

Retail growth Sweden

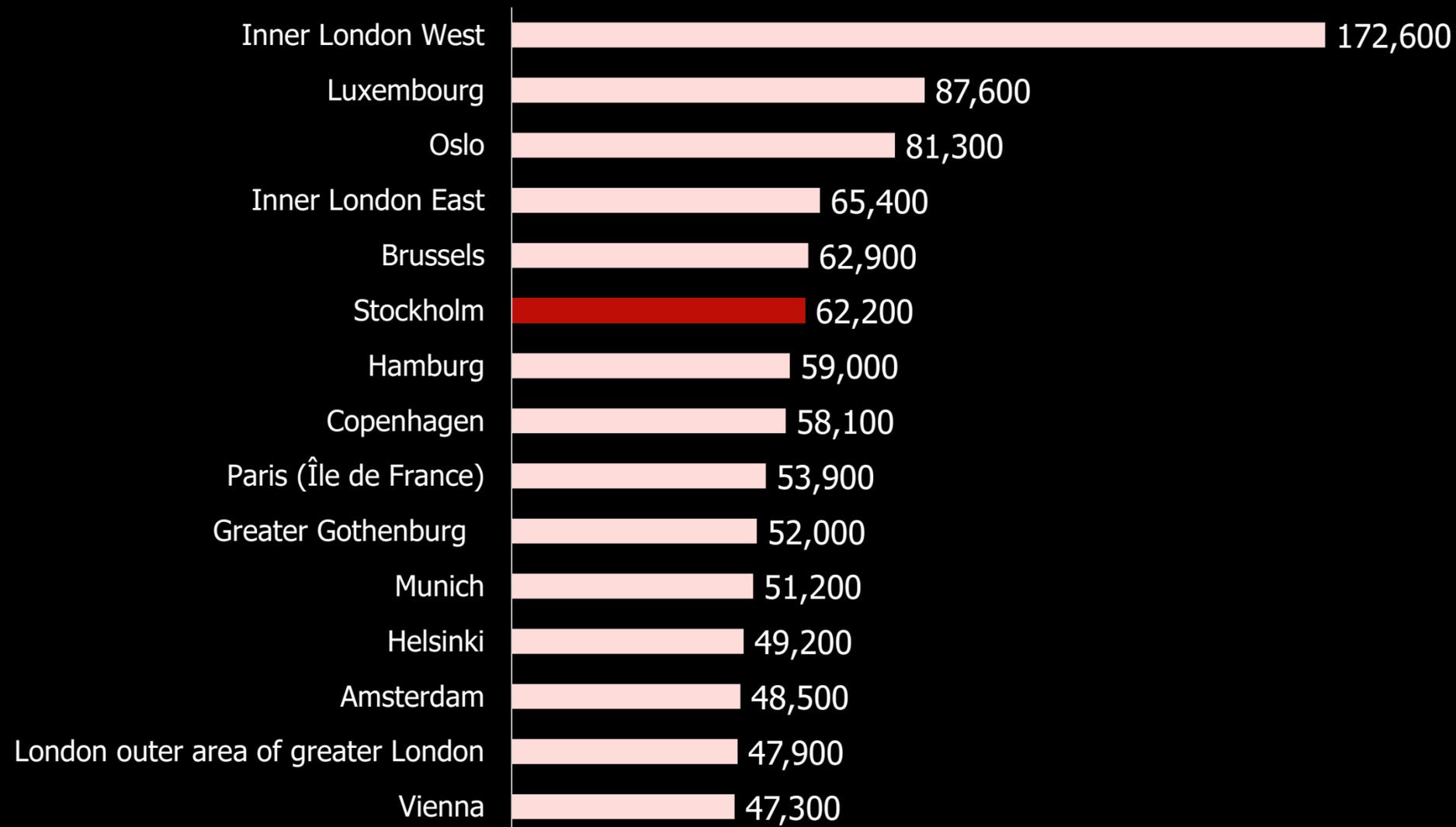


Savings rate

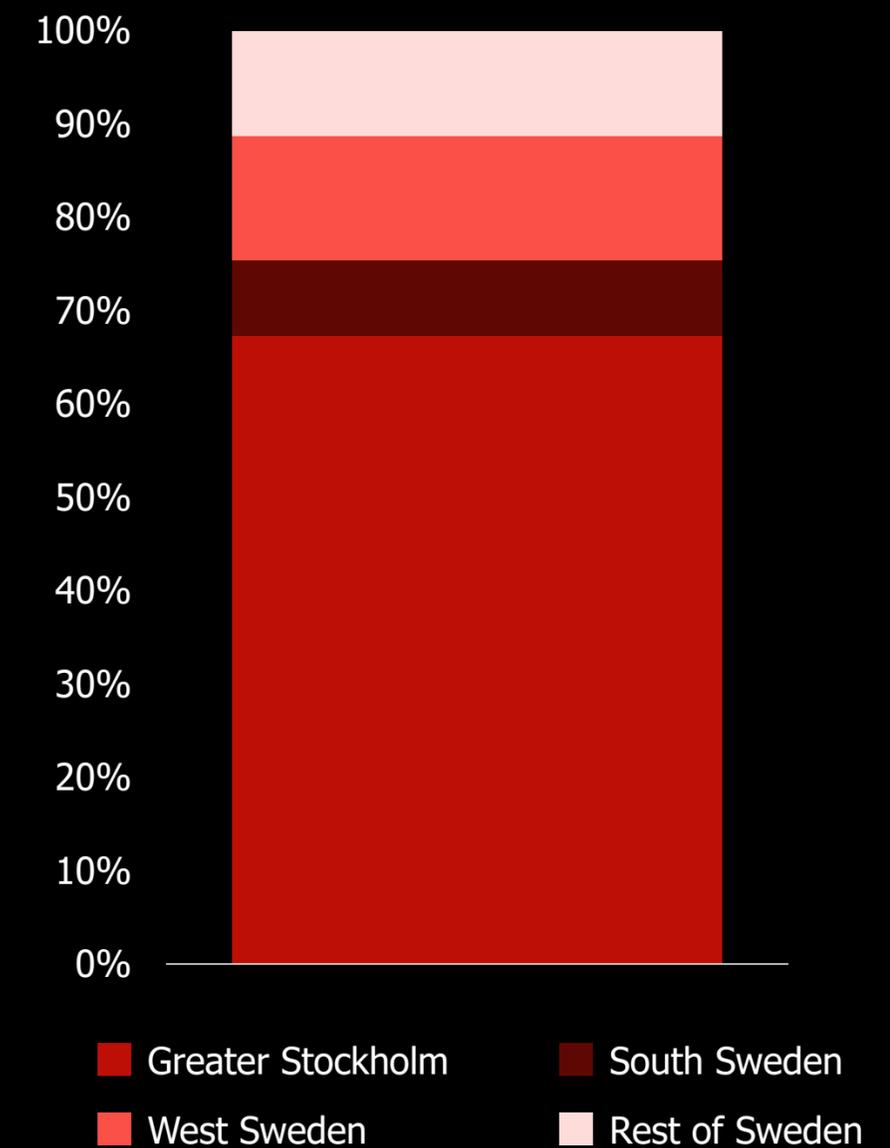


# SWEDEN: THE IMPORTANCE OF STOCKHOLM

GRP per capita in cities above 500k inhabitants (€)

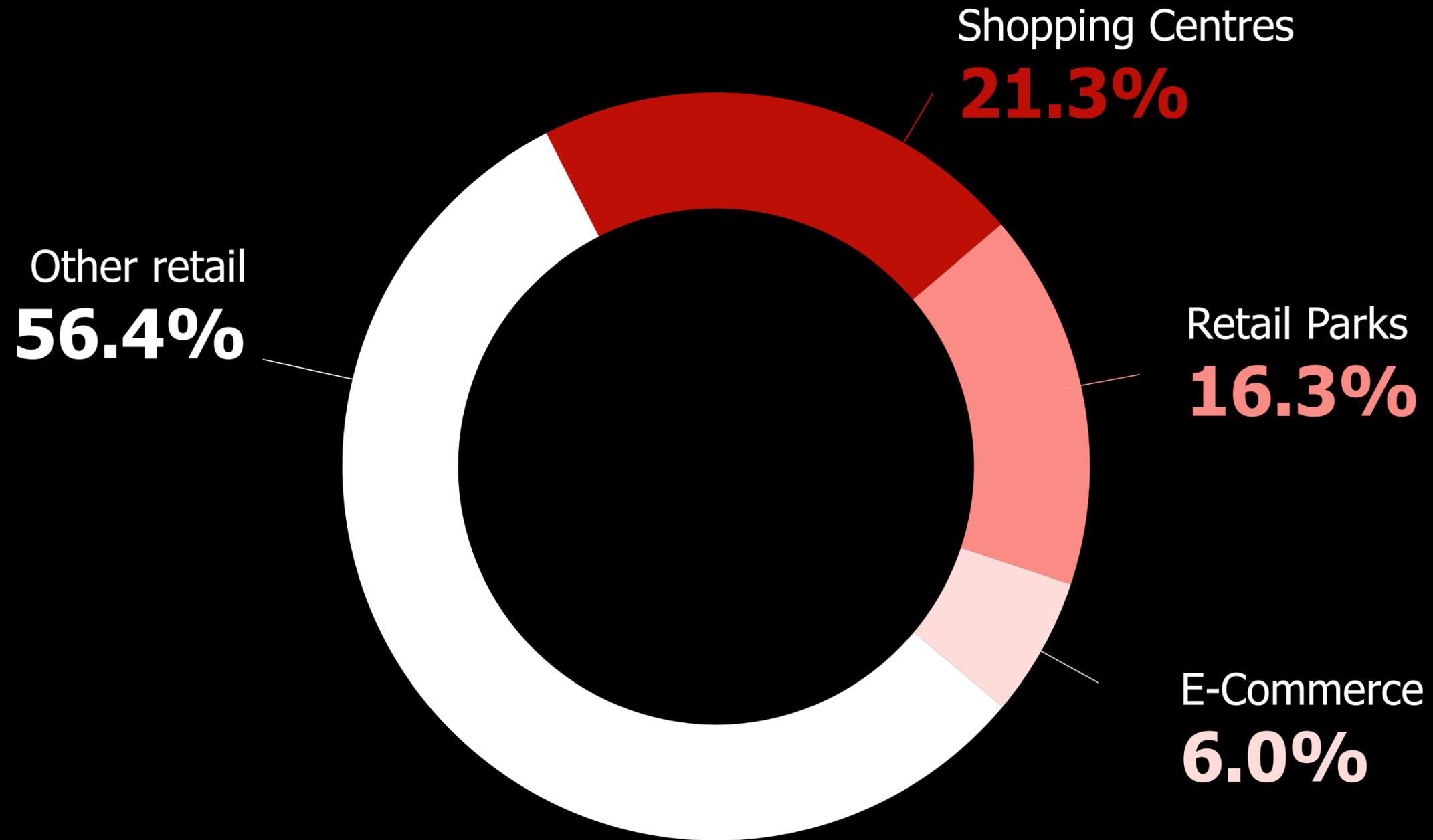


GDP (% of total)  
Sweden 2009-2013



# SWEDISH RETAIL DISTRIBUTION

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# STOCKHOLM

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## Purchasing power (SEK Bn)

2014

2023

Municipality



66



86

+30%

County



160



209

+31%

# THE NORDICS PORTFOLIO

9 Shopping Centres



Arninge Centrum



EUROSTOP  
Arlanda



EUROSTOP  
Örebro



# UNIBAIL-RODAMCO NORDICS SHOPPING CENTRES PORTFOLIO KPIs

**€3.3 Bn**

Total GMV

**68.6 Mn**

Total footfall

**447,000**

Total m<sup>2</sup> GLA

**6**

Large shopping centres

**80%**

of Nordics GMV in Stockholm

**3**

Non-core retail assets



**4** in Stockholm



**1** in Helsinki



**1** in Copenhagen

# UNIBAIL-RODAMCO STRATEGY CARRIED OUT IN THE NORDICS

## Nordics Shopping Centre Portfolio

Year	Retail assets	Average GMV	GMV	NIY	Average GLA	Average Footfall	Large Malls
2009	16	€112 Mn	€1.8 Bn	5.8%	29,285 m <sup>2</sup>	4.7	67.1%
2013	9	€249 Mn	€2.2 Bn	5.0%	41,550 m <sup>2</sup>	5.9	86.5%
2015	9	€371 Mn	€3.3 Bn	4.5%	49,637 m <sup>2</sup>	7.6	96.4%

MoS Footfall estimated full year number  
 GMV relating to standing assets only (MoS during development not included)  
 €/SEK: €9.2118 /DKK: 7.46 over the entire comparison period

# MALL OF SCANDINAVIA

The **biggest shopping centre**  
in **Scandinavia**

The highest international standards  
in terms of design and offer



GLA retail  
**101,048 m<sup>2</sup>**

TIC  
**€657 Mn**

**224** stores

**3,700**  
parking spaces

**7** minutes  
from Stockholm city centre

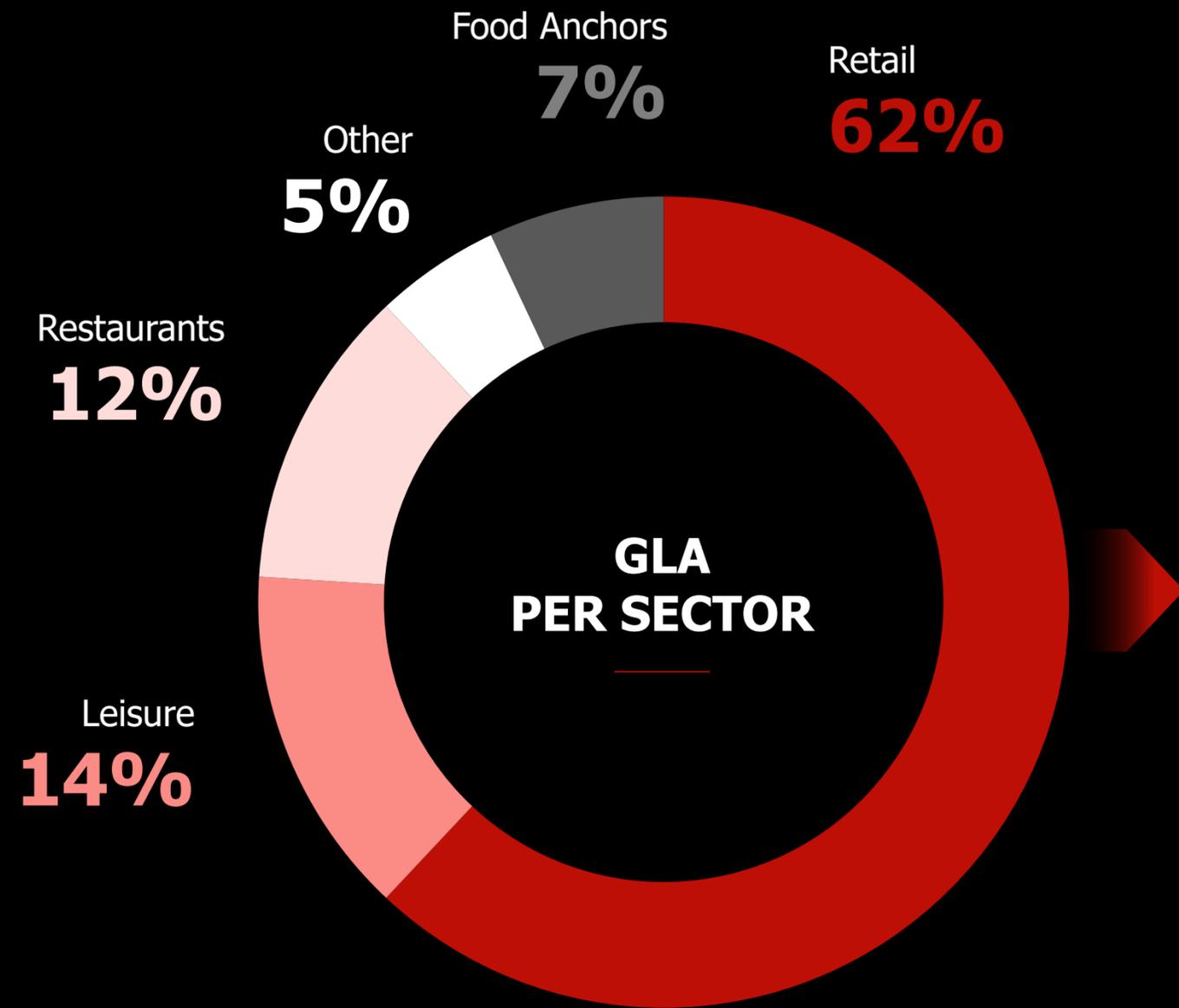
**1.7 Mn** inhabitants/30 min  
**2.3 Mn**/60 min

**35,000** workers,  
a **50,000-seat** national arena  
and a hotel in the neighborhood

**7.3 Mn** visitors  
in 1<sup>st</sup> 6 months

Named **best international shopping centre** at Retail Leisure Industry 2016 Awards

# MALL OF SCANDINAVIA: A LEASING SUCCESS



### Fashion

*& other Stories* COS  
*American Vintage* 極度乾燥(しなさい) Superdry.  
 OYSHO *Enjoy The Good Life* HAMPTON REPUBLIC 27 BY RAFFAEL  
 intimissimi ÅHLÉNS

### Health & Beauty

KICKS LUSH FRESH HANDMADE COSMETICS  
 MAKE UP STORE  
 THE BODY SHOP HOLLAND & BARRETT  
 INGLOT KIKO MAKE UP MILANO

### Sports & Leisure

Nike JD adidas  
 OAKLEY Foot Locker  
 stadium INTERSPORT Peak Performance  
 NATUR KOMPANIET SATS

### Family

Disney store www.disneystore.com LEGO  
 ToysRUs reima®  
 IMAX® Panduro®

### Interior Design

ZARA HOME Illums Bolighus  
 habitat® GRANIT  
 RoyalDesign.se H&M HOME

### Bags, Shoes & Accessories

MICHAEL KORS Jerns  
 Thomas Sabo PANDORA™  
 Samsonite® Rizzo

# TÄBY CENTRUM



GLA retail  
**78,000 m<sup>2</sup>**

Footfall  
**12.3 Mn**

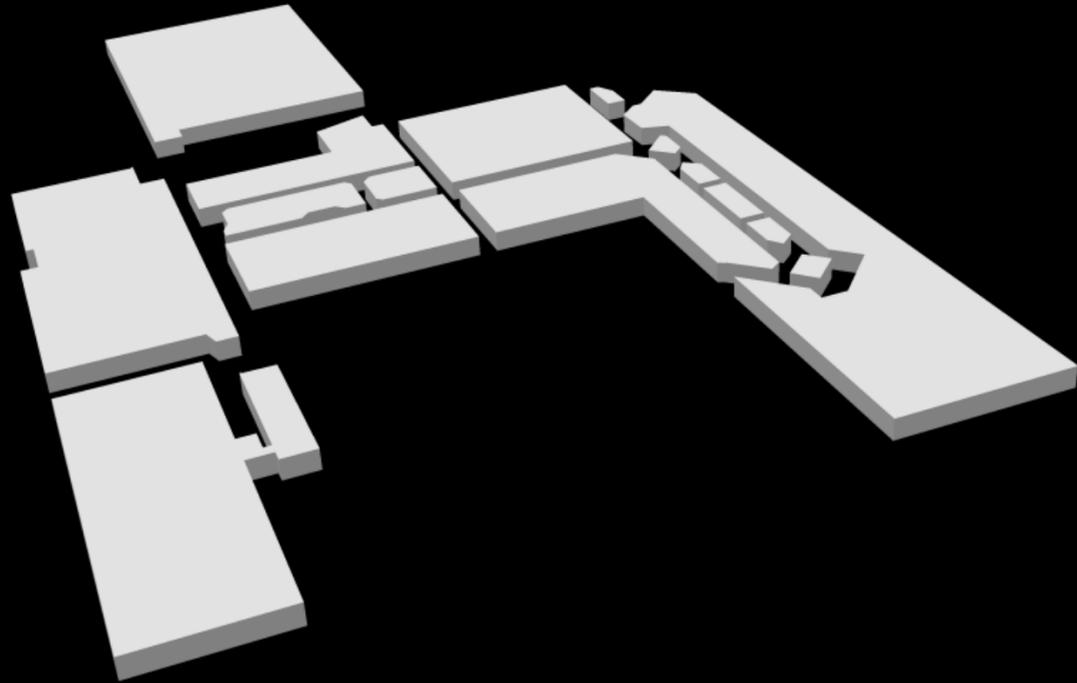
**260 shops**  
and restaurants

**3,000** parking spaces

Catchment area  
**1.42 Mn** inhabitants  
**within 30 minutes**

# THE IMPACT OF THE EXTENSION

Before



Total TIC: €320 Mn

Central Square  
Refurbishment  
Delivery: October 2011

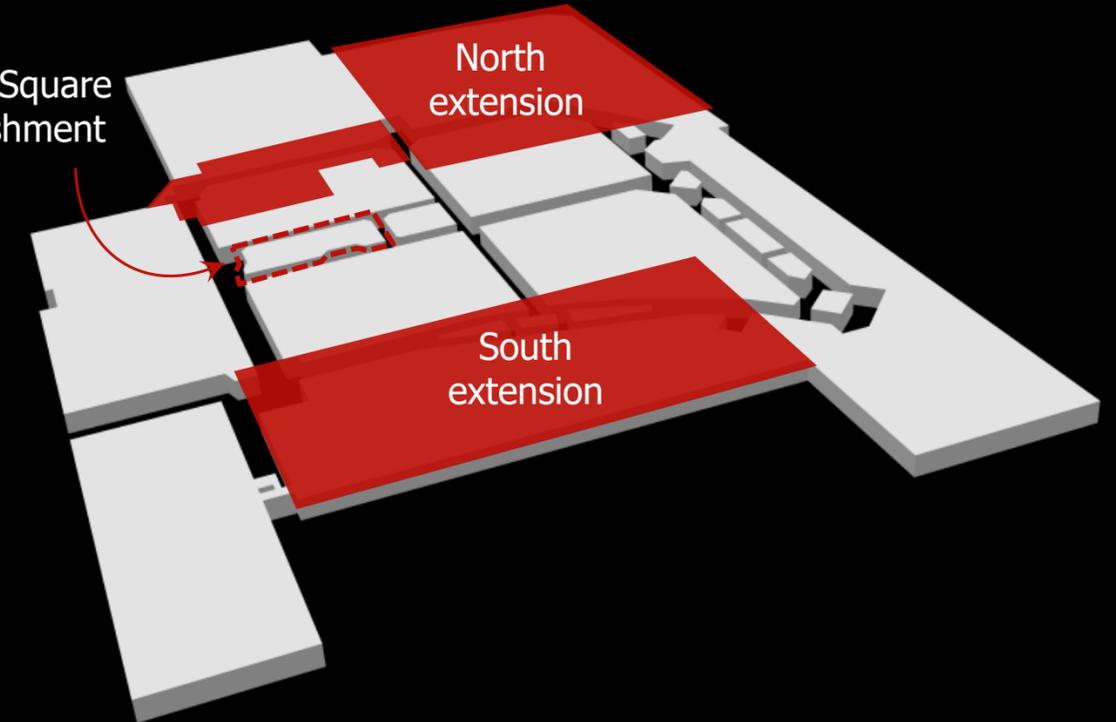
South Extension  
*+14,000 m<sup>2</sup>*  
Delivery: August 2013

North Extension  
*+10,000 m<sup>2</sup>*  
Delivery: May 2014

Other retail  
*+4,000 m<sup>2</sup>*  
Delivery: 2011-2015

After

Central Square  
refurbishment



North  
extension

South  
extension



*From 50,000 m<sup>2</sup> to 78,000 m<sup>2</sup> retail GLA*

# TÄBY CENTRUM



## Täby sweet Täby, a home away from home

- Strong connection to the region
- "Bringing the world to Täby" (international brands)

Opened: 1968

Extended: 1991

Refurbished/extended: 2011-15

Voted best Swedish shopping centre in 2014 and 2015

Voted best Nordics shopping centre in 2015 (NCSC)

Shopping, cinema and dining

Located in one of Sweden's wealthiest areas

4-Star Label

Highest shopping centre turnover in Sweden in 2015

# CENTRE FOR MARKET ENTRIES



1<sup>st</sup> in Nordics



1<sup>st</sup> in Sweden



1<sup>st</sup> in Sweden



1<sup>st</sup> in Sweden



1<sup>st</sup> in the Nordics



1<sup>st</sup> in Sweden



1<sup>st</sup> in Sweden



1<sup>st</sup> in a SC in Sweden



1<sup>st</sup> in a SC in Sweden



1<sup>st</sup> in a SC in Stockholm

# NACKA FORUM

## Nacka

Eastern part of Stockholm  
One of the fastest growing municipalities



GLA  
**54,000 m<sup>2</sup>**

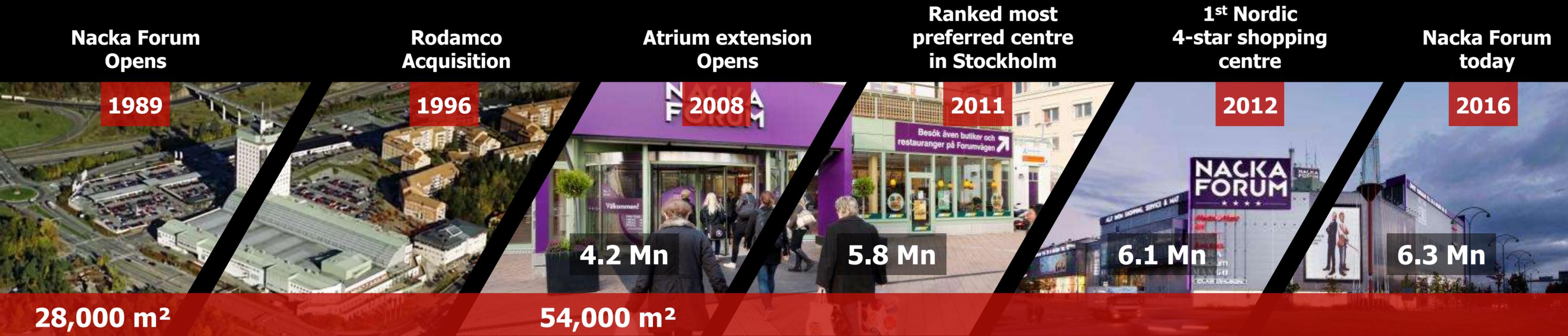
Footfall **6.3 Mn**

**148** shops  
and restaurants

**1,900** parking spaces

Catchment area  
**1.6 Mn**  
within **30 min**

# NACKA FORUM

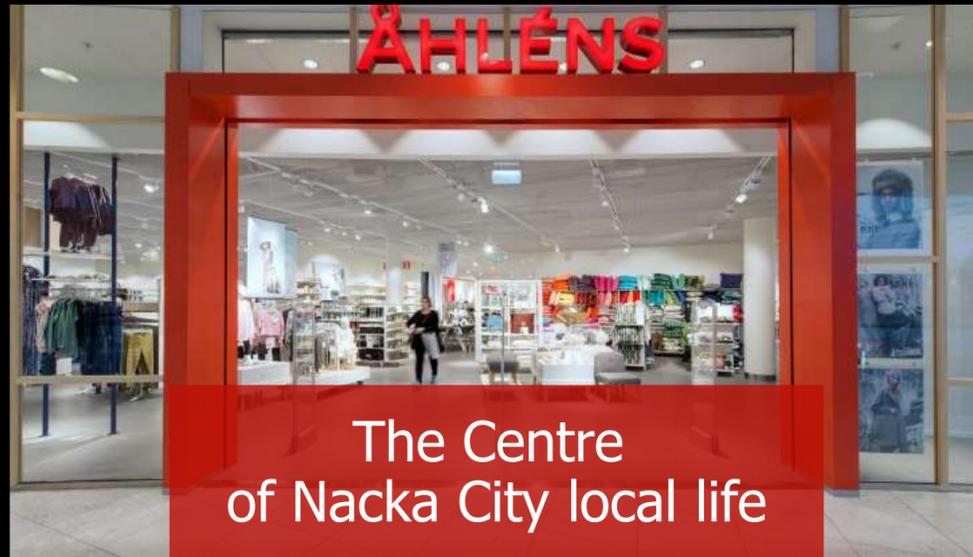


**1.6 Mn** inhabitant catchment area within **30 min** drive

**Excellent motorway connection**

# POSITION: THE NACKA HUB FOR EVERYDAY NEEDS

## DYNAMIC, JOYFUL, CONVENIENT



- Located in the heart of Nacka
- **Easy access** by car and public transportation
- **85,000** cars passing by daily



- Voted by the consumers **3<sup>rd</sup> Best Shopping Centre in Stockholm** in 2015 after Mall of Scandinavia and Täby
- Strong focus on **families and fun**
- Play area for family interaction
- Family friendly facilities

# NACKA: POSITIONED FOR GROWTH

**14,000 apartments**

**10,000 workplaces**

**Extended metro line**

➤ Nacka population expected to grow from **98,000** to **123,000** inhabitants in 2024

➤ Metro to be delivered by 2025

➤ Municipality vision



# SOLNA CENTRUM: THE OBVIOUS CONVENIENCE CHOICE FOR THE PEOPLE OF SOLNA



GLA  
**50,000 m<sup>2</sup>** retail  
**21,000 m<sup>2</sup>** offices

**7 Mn** visitors in 2015

**120** shops

**18** restaurants

**250** hotel rooms

**1,265**  
parking spaces

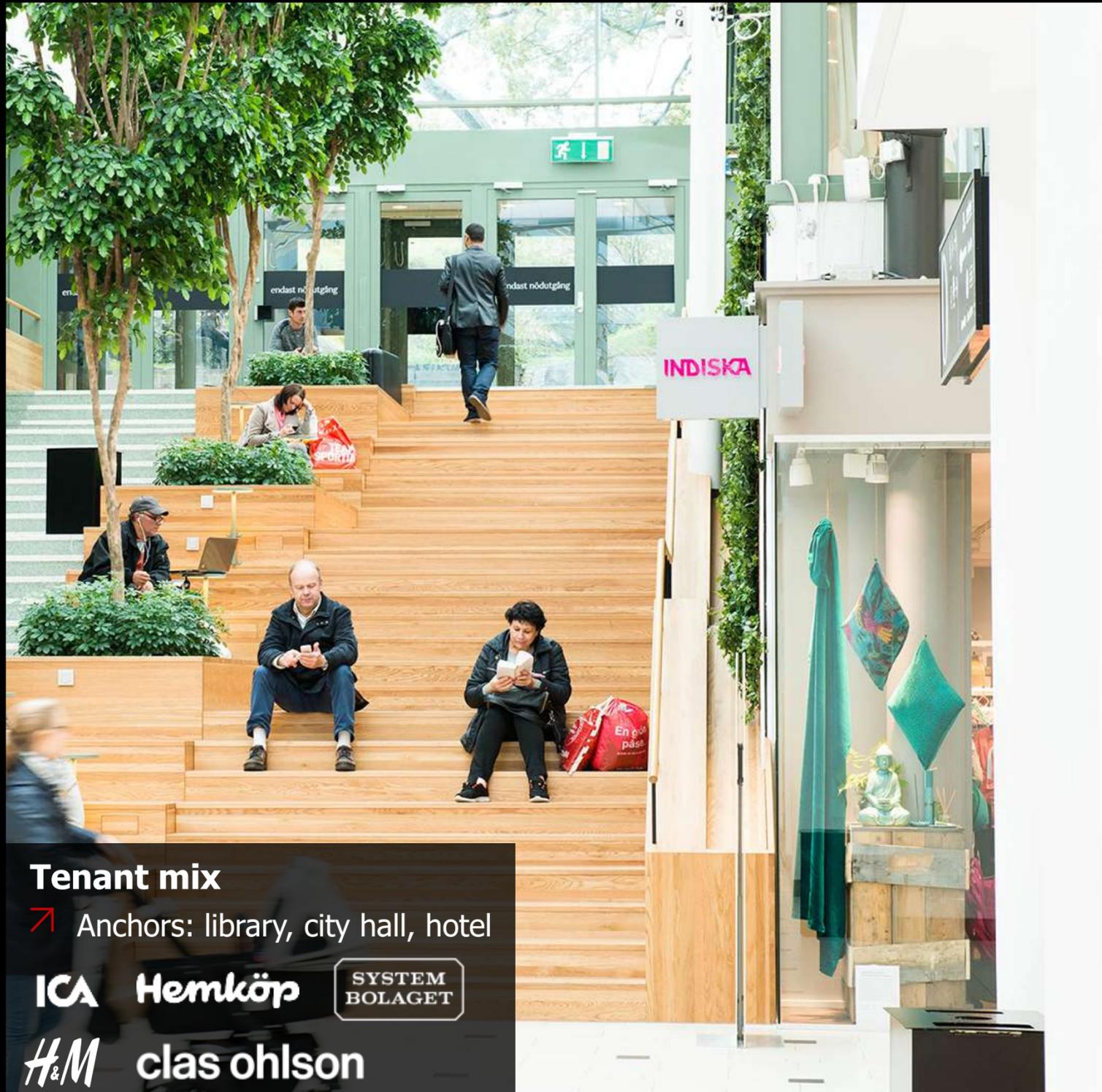
Latest refurbishments  
in **2011** for TIC  
of **€29.9 Mn**

**90%**  
of customers  
coming to Solna Centrum  
within a 4-min drive

**53%**  
of customers coming  
by foot and 27%  
by public transport

**33%**  
are coming  
for hypermarket

# SOLNA CENTRUM: CURRENT POSITIONING



## Tenant mix

➤ Anchors: library, city hall, hotel



## Position:

- Local convenience shopping centre
- Broad offer of stores and variety of services
- Easy access (subway gates, bus terminal, tram station)

Opened: 1965

Acquired: 1985

Outdoor centre until 1989

Refurbishment: 2011

BREEAM In-Use  
certification ("Excellent")

75,000 people in Solna  
+65,000 people commuting  
for work

Population to grow by  
~+40% until 2025

700 new apartments  
19,000 m<sup>2</sup> offices being built  
at Råsunda (immediate  
vicinity of the centre)

# MALL OF SCANDINAVIA AND SOLNA CENTRUM

Solna Centrum re-positioning started long before the opening of Mall of Scandinavia

**Anticipated impact** on footfall and sales (-10% LfL sales YTD as of Mar-16)

➤ Primarily on weekends and on non-food products

**Ongoing re-positioning** ➤ **local convenience**

➤ New residential construction



# SOLNA CENTRUM – RE-POSITIONING FOR FUTURE GROWTH

CITY PULSE

+

CONVENIENCE

+

EVERYDAY LIFE

=



- **Beating heart** of Solna municipality
- Transformation
- **Inspiration** from the **city**
- **Taking the outside inside**
- Vibrant city streets rather than conventional malls

2010

2011

2012

2013

2014

2015

2016

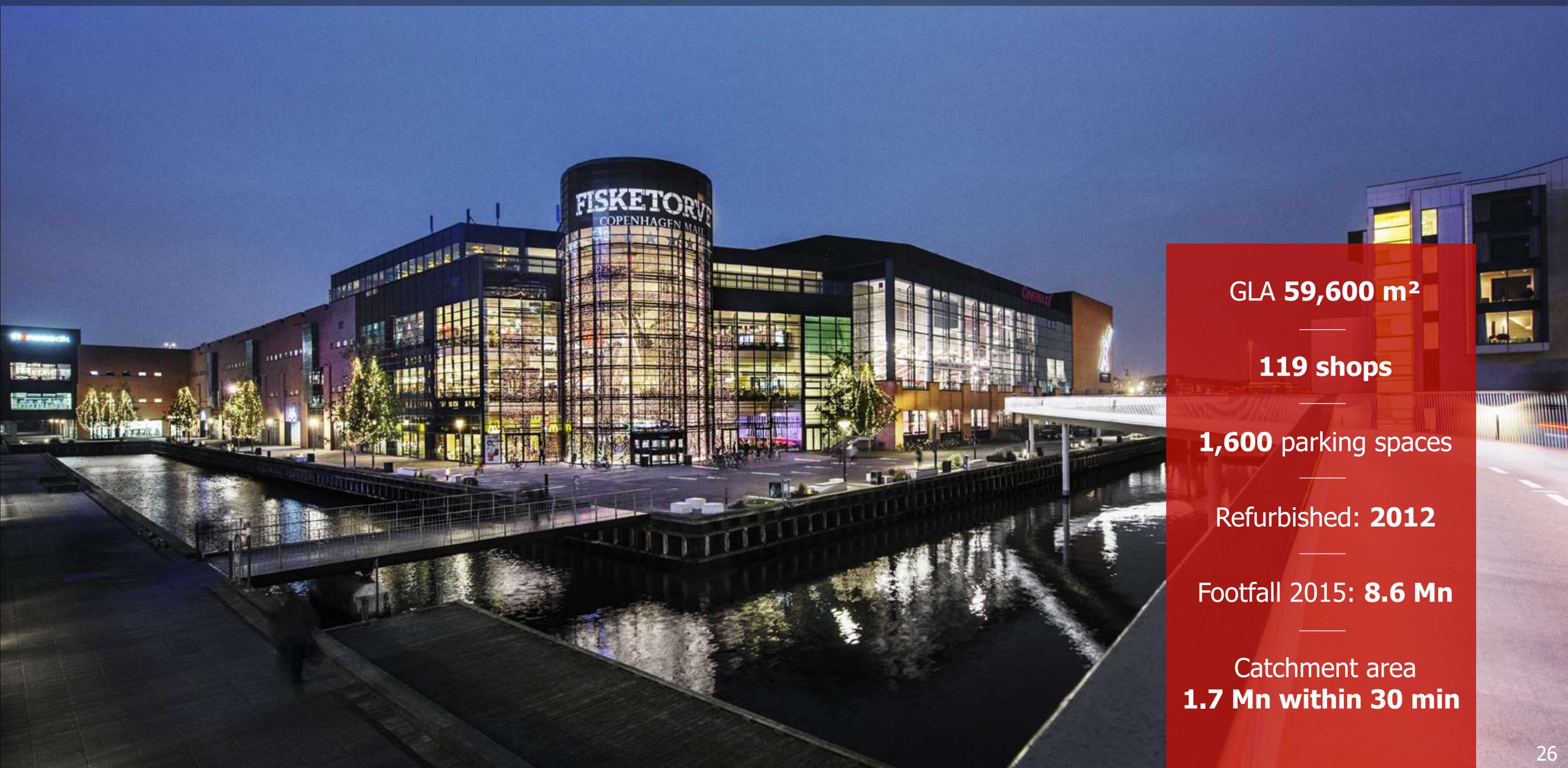
- Refurbishment project (TIC €30 Mn)
- Full re-positioning strategy
- New graphic identity

- Leasing strategy targeting established convenience concepts
- Re-design project (TIC €1.3 Mn)

- 1,000 m<sup>2</sup> new play concept for children
- 2,300 m<sup>2</sup> food anchor re-location/refurbishment
- 800 m<sup>2</sup> new gym

# FISKETORVET – COPENHAGEN MALL

**FISKETORVET.**  
COPENHAGEN MALL  
— ★ ★ ★ ★ —



GLA **59,600 m<sup>2</sup>**

**119 shops**

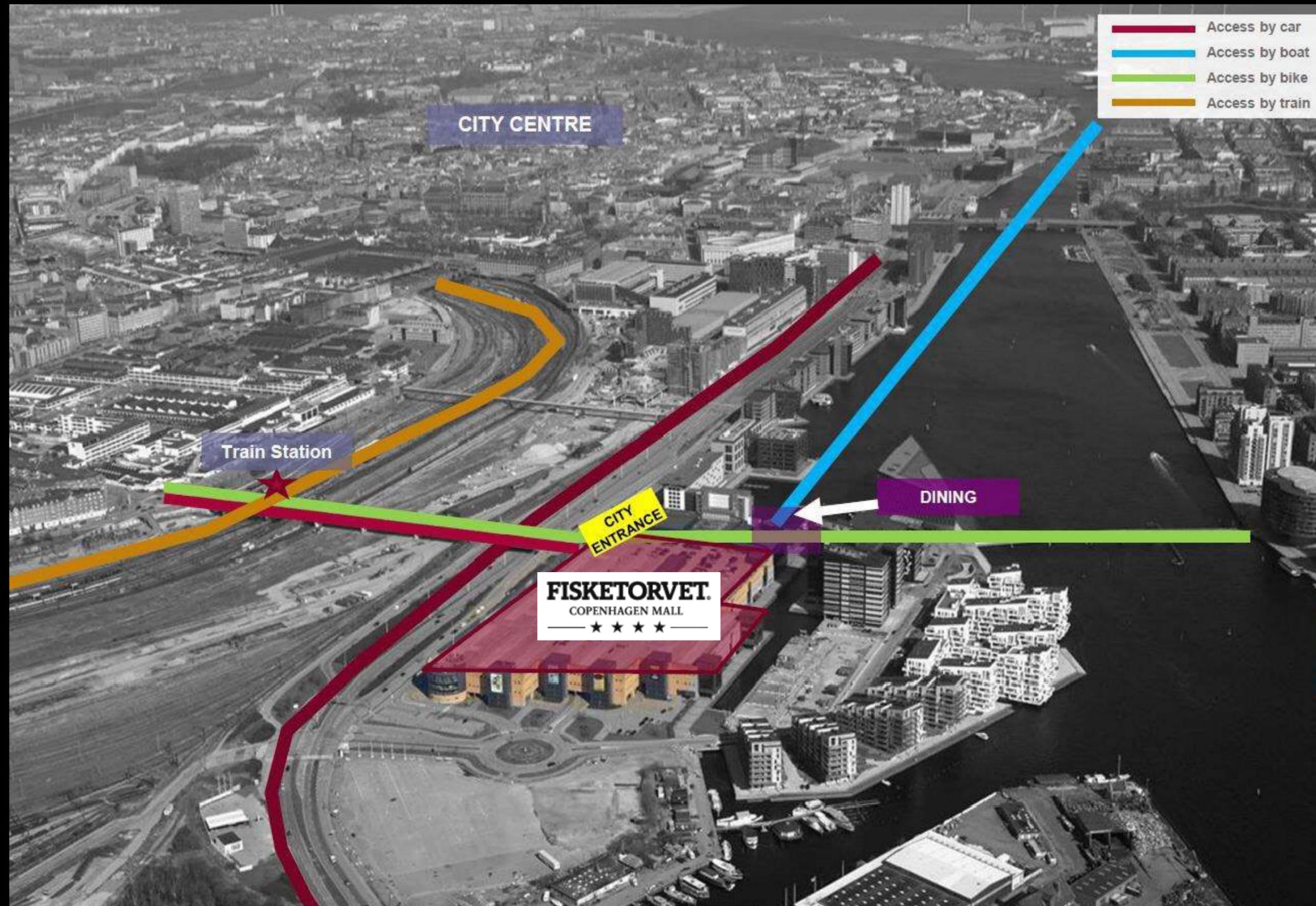
**1,600** parking spaces

Refurbished: **2012**

Footfall 2015: **8.6 Mn**

Catchment area  
**1.7 Mn within 30 min**

# FISKETORVET – COPENHAGEN MALL BACKGROUND INFORMATION



- Denmark's economy **suffered** since **2007**
- After long period of stagnation it started to **take off again** in **2015**
- Big **refurbishment** in **2012**
- Market rent case strategy in a country with **never ending leases**

# POSITION: THE COPENHAGEN MALL



The shopping & leisure destination of Copenhagen



Leading international brands with local champions



A place for socializing and excitement

- Located in the centre of Copenhagen, along the city waterfront
- The **1<sup>st</sup> IMAX in Scandinavia**
- Featuring **Denmark's leading cinema**
- Voted **Best SC Restaurant Offer in Denmark** in 2015
- **Easy access** by car, bike, and public transportation

ZARA

H&M



stadium

G STAR RAW

Dezigual



BAHNE BR

GORM'S FØTEX MONKI NORMAL

SPORTSMASTER LELE TINDERBOX

- A leading weekend destination for locals
- A great family attraction, with recurring kids activities, services, and animations
- Regular cooking and entertainment themed events throughout the year
- Denmark's **4-star shopping centre** since 2013

# FISKETORVET - COPENHAGEN MALL EXTENSION

## Background information

- Substantial developments (2015-2023)
- New metro line with Fisketorvet 1<sup>st</sup> station after city centre (2023)
- New IKEA store of **37,000 m<sup>2</sup>** (2019)

## Retail extension

- **+15,000 m<sup>2</sup>** new net GLA
- Upgrading exterior facades, creating green areas and restaurants
- Potential **30,000 m<sup>2</sup>** new office GLA adjacent to shopping centre



# JUMBO



GLA **85,100 m<sup>2</sup>**

**122 shops**

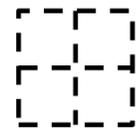
**4,600** parking spaces

Footfall 2015: **10.5 Mn**

Catchment area  
**1.2 Mn** within 30 min

# JUMBO – SUMMARY

Built  
**1999**  
extended  
**2005**



GLA  
**85,100 m<sup>2</sup>**

Number of units  
**122**



Footfall  
**10.5 Mn**



Total Sales  
**€396 Mn**



The centre  
with the **highest**  
total sales  
in Finland



Unibail-Rodamco  
owned  
**29,990 m<sup>2</sup>**



Unibail-Rodamco share of  
rental income (excl. hypermarkets)  
**55%**

**unibail-rodamco**

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