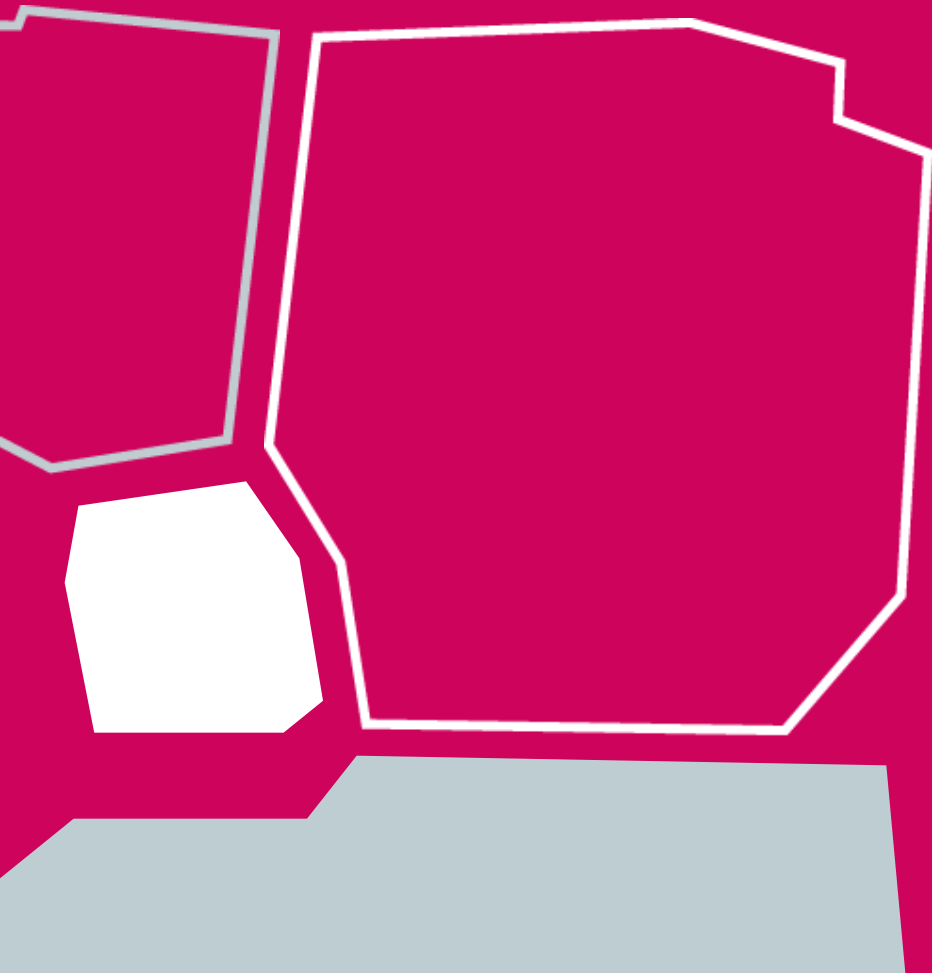


# Citycon Audiocast Presentation

Q2 2012 Results



**CITYCON**  
creating success for retailing

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## 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) regarding:
  - Turnover
  - EPRA operating profit
  - EPRA earnings

## Q1 - Q2 2012 Summary

<b>in EUR million</b>	<b>Q2 2012</b>	<b>Q2 2011</b>	<b>Q1-Q2 2012</b>	<b>FY 2011</b>
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
<b>Net Rental Income, total</b>	<b>39.7</b>	<b>36.3</b>	<b>77.3</b>	<b>144.3</b>
<b>Direct Operating profit</b>	<b>33.1</b>	<b>30.2</b>	<b>64.1</b>	<b>117.4</b>
<b>EPRA earnings</b>	<b>15.6</b>	<b>13.2</b>	<b>29.9</b>	<b>53.3</b>

Per share, EPRA earnings,

basic	0.06	0.05	0.11	0.21
EPRA NNAV per share	3.21	3.43		3.29

<b>Like-for-like NRI growth, total</b>	<b>4.9%</b>
----------------------------------------	-------------

L-f-l Shopping centre NRI growth 6.5%

L-f-l supermarkets and shops NRI growth -3.3%

# Q2 2012 – Positive First Half of 2012

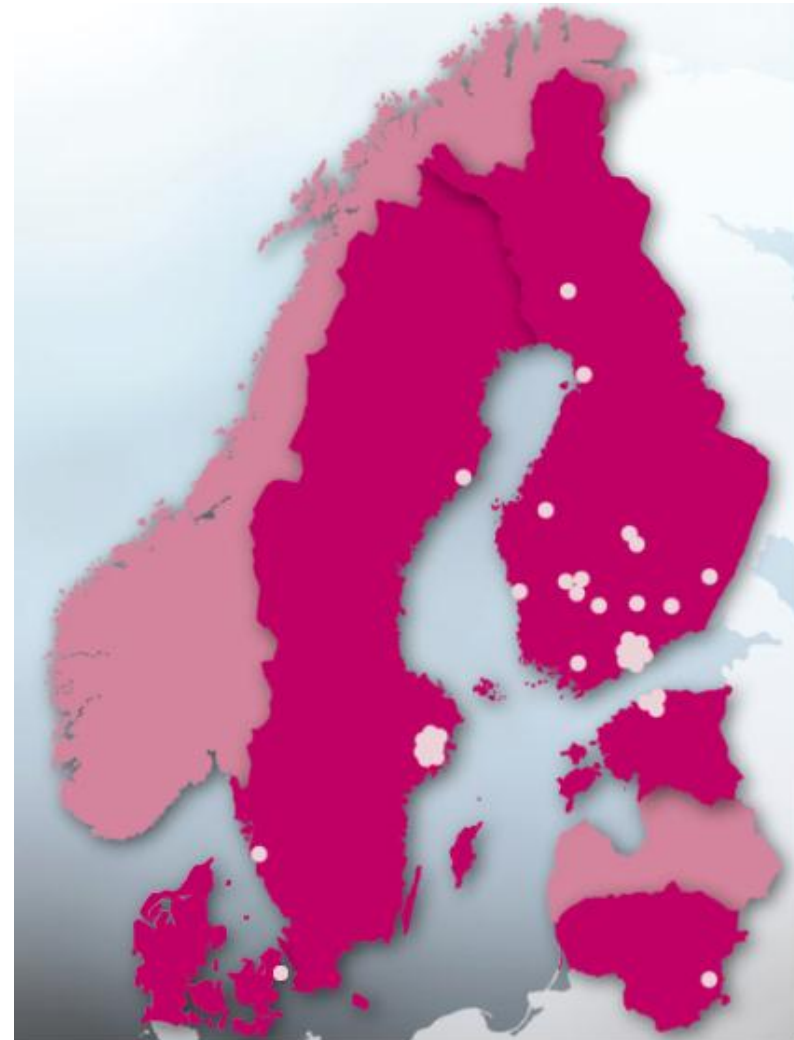
## Further Highlights

- 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 (incl. one closed in July)

# Focus on Shopping Centres in the Nordic and Baltic Region

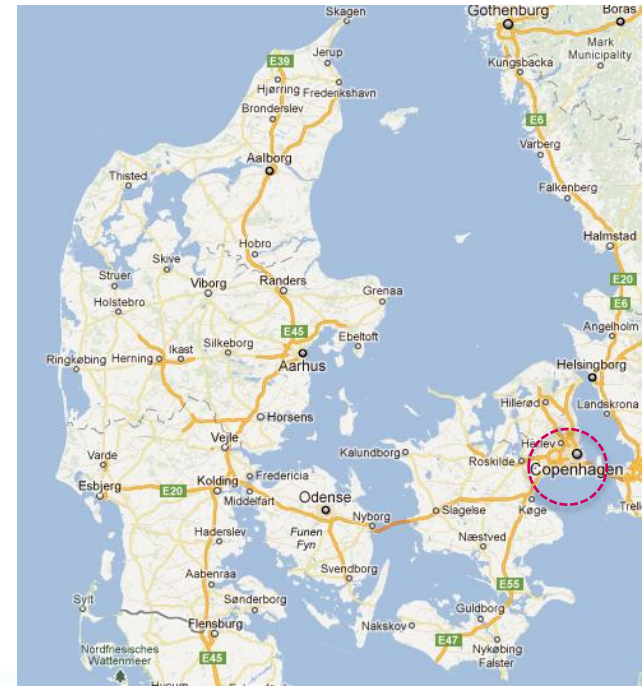
## Better, Stronger, Bigger

- 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 under-planning, 2 shopping centre acquisitions



# Albertslund Centrum – Entry to Denmark

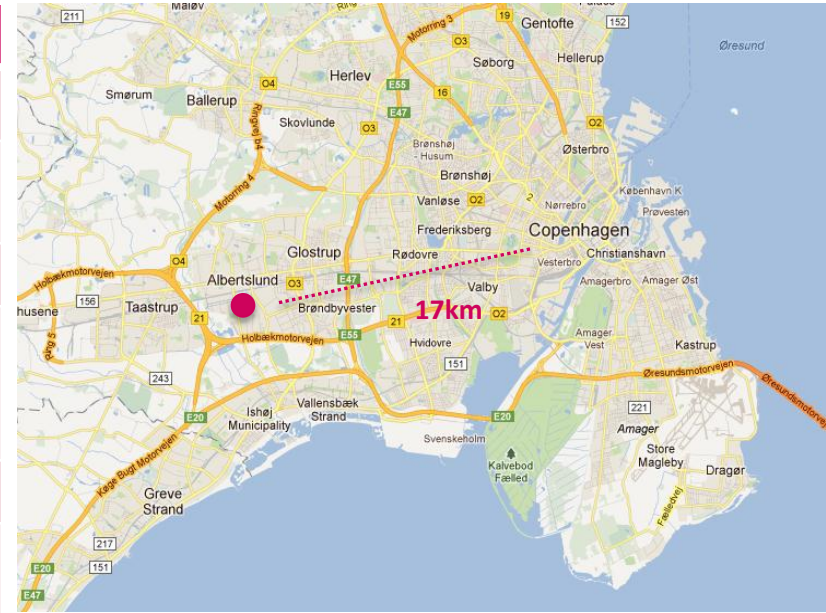
- Citycon acquired Albertslund Centrum from Albertslund Municipality for DKK 181 million (approx. EUR 24 million).
- On the acquisition date, the net initial yield on the investment is approximately 7.5 per cent
- Albertslund shopping centre is an urban community centre that serves also as the social 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



# 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%

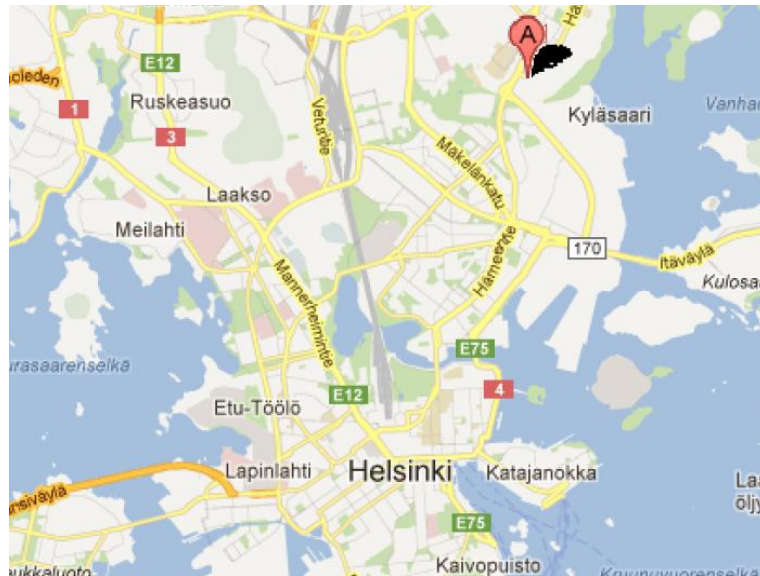
- + Possibilities to improve the centre and tenant mix
- + Great transportation connections - next to the train station
- + Municipality interested in developing the area as it forms the heart of the Albertslund Municipality
- + Sustainable cash flow and proven track record
- + Grocery anchored
- + Minor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



# Arabia – Strengthening Footprint in Helsinki



<p><b>Arabia</b></p> <p>Acquisition price: EUR 19.5 million, seller Tapiola Group</p> <p>Net initial yield around 6 % but it is expected to grow rapidly to 7 % after planned commercial development actions.</p>	<p>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.</p>
<p>GLA approx.</p>	<p>Total: 14,000 m<sup>2</sup></p> <p>Retail: 11,400 m<sup>2</sup></p>
<p>No. of stores</p>	<p>31</p>
<p>Parking places</p>	<p>326 heated spaces</p>
<p>Anchor tenants</p>	<p>K-Supermarket, S-Market, Tarjoustalo, Alko, Chico’s, pharmacy</p>
<p>Occupancy Rate</p>	<p>93.0%</p>
<p>Built/redeveloped</p>	<p>Built 1960</p> <p>Redeveloped 2002</p>
<p>Sales, 2011</p>	<p>MEUR 48.2</p>

# (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>	(Pre-) leasing rate,%	Est. of Completion	
Magistral Tallinn, EST	9 500 11 900	7.0	6.4	8.3	100	Completed in May 2012	The redevelopment and extension of the Magistral shopping centre.
Myllypuro Helsinki, FIN	7 700 7 300	21.3	21.3 <sup>2)</sup>	7.4	71	Completed in May 2012	Building of a new retail centre replacing the existing one next to the Myllypuro subway station.
Koskikeskus Tampere, FIN	27 700 28 600	37.9	24.7	6.6	82	Nov 2012	Redevelopment of the centre. The interior, the entrances, facades and all the technical systems will be thoroughly renewed. Better tenant mix.
Iso Omena Espoo, FIN	60 600 63 000	7.6	5.3	-	82	Nov 2012	Extension of shopping centre to former parking facility on the roof top on the second floor.
Åkermyntan Stockholm, SWE	8 500 10 100	6.9	2.4	6.9	93	Dec 2012	The redevelopment project, the shopping centre and its parking will be renewed and energy efficiency will be improved.

# Largest (Re)development Projects Under Planning

Property	Project area, <sup>1)</sup> sq.m.	Estimated investment need, MEUR <sup>2)</sup>	Target year of project launch	Target year of completion	Additional information
<b>Iso Omena <sup>3)</sup></b> <b>Espoo</b> <b>(Helsinki MA)</b> <b>Finland</b>	28 000-30 000 <sup>4)</sup>	140	2012 <sup>5)</sup>	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.
<b>Galleria Oulu</b> <b>Finland</b>	25 000	110	2013 <sup>5)</sup>	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.
<b>IsoKristiina</b> <b>Lappeenranta</b> <b>Finland</b>	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.
<b>Lippulaiva</b> <b>Espoo</b> <b>(Helsinki MA)</b> <b>Finland</b>	15000 <sup>4)</sup>	30-40	2012	2014	Extension of the shopping centre. The refurbishment of interior premises completed. Planning of the extension continues.
<b>Tumba Centrum</b> <b>Botkyrka</b> <b>(Stockholm MA)</b> <b>Sweden</b>	6 000-8 000 <sup>4)</sup>	18-20	2012	2015	Extension of the shopping centre. Co-operation agreement with City of Botkyrka and project developer signed (of the residential part). Planned start for zoning process Q2 2012.

1) The project area refers to the combination of the area of the existing premises under refurbishment owned by Citycon and the area of the extension.

2) The amount of investment needed will change and become more precise as the planning process proceeds. The figure is the best current estimate.

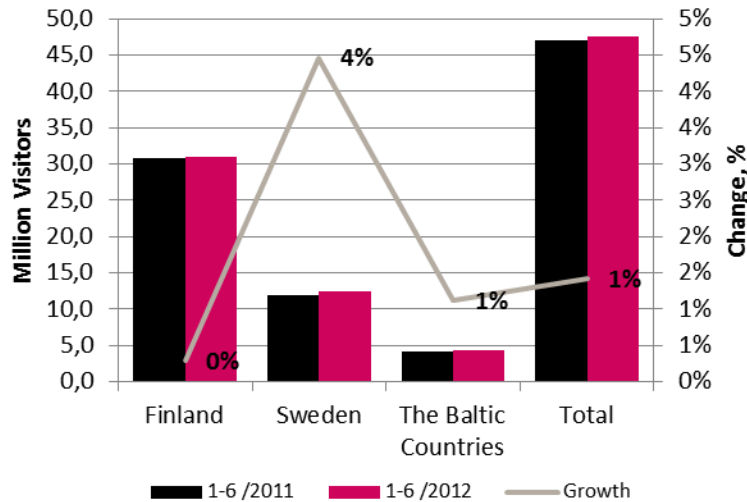
3) Partly-owned property.

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

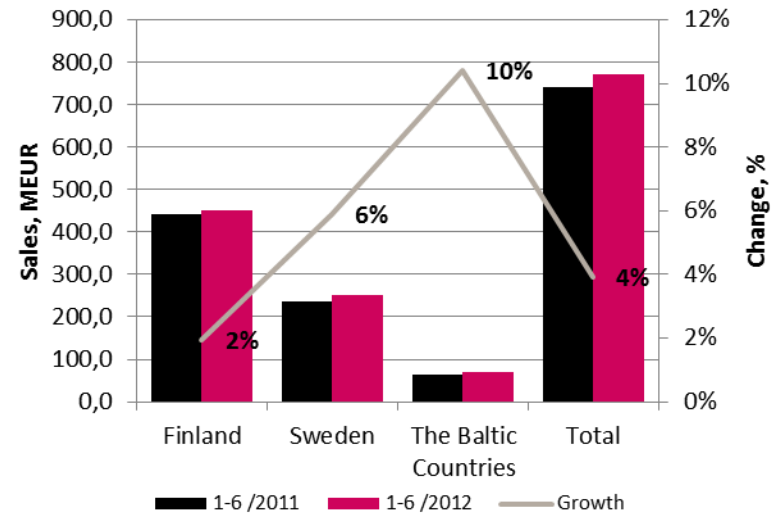
5) The schedule for the project completion and/or project launch and/or project area involves risks associated with city planning.

# Sales and Footfall in Citycon Shopping Centres

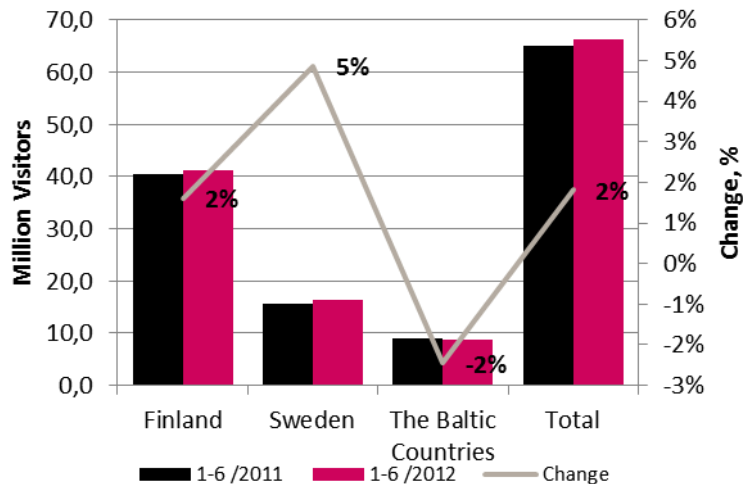
## LFL Shopping Centre Footfall



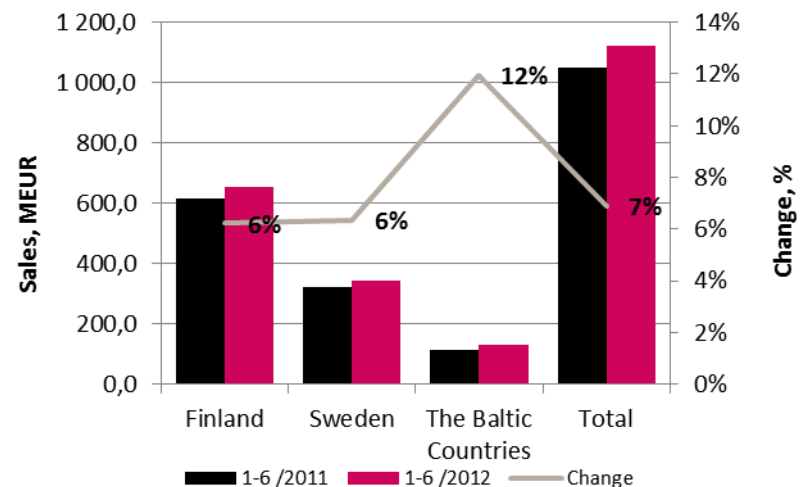
## LFL Shopping Centre Sales



## Shopping Centre Footfall



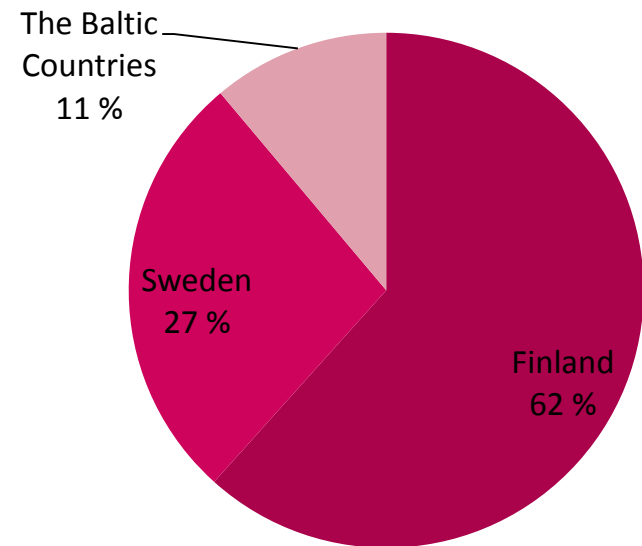
## Shopping Centre Sales



# Portfolio Summary

- Fair value of investment properties EUR **2,602.0** million (EUR 2,506.4 m )
  - Net fair value gains 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 **6.4%** (Q1/12: 6.4%)

Fair value of properties by regions



# New Senior Vice President, Finnish Operations

Marko Juhokas (b. 1964)

## Education

- Master of Science (Constructions Economics and Management) degree from Helsinki University of Technology
- MBA degree from Helsinki School of Economics and Business Management

## Professional Career

- With Citycon since 2007  
Currently Property Development Director for Finnish and Baltic property development
- Ten years in SRV Group, first as Project Manager and Director and finally as a Director heading SRV Group's Baltic operations



# Business Environment

Magistral, Tallinn, Estonia



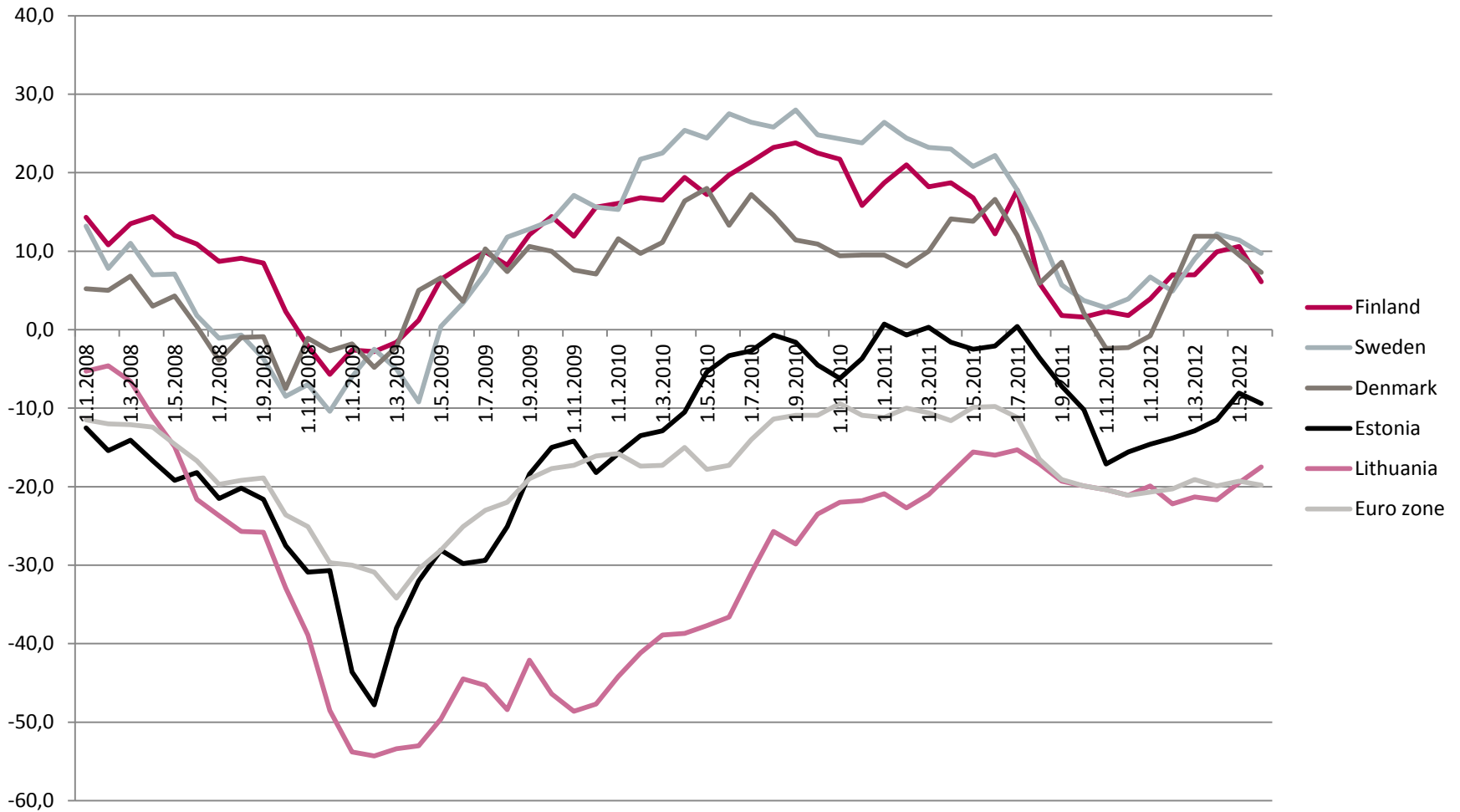
*Before the project*

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# Business Environment

## CONSUMER CONFIDENCE



Source: Eurostat

16

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.

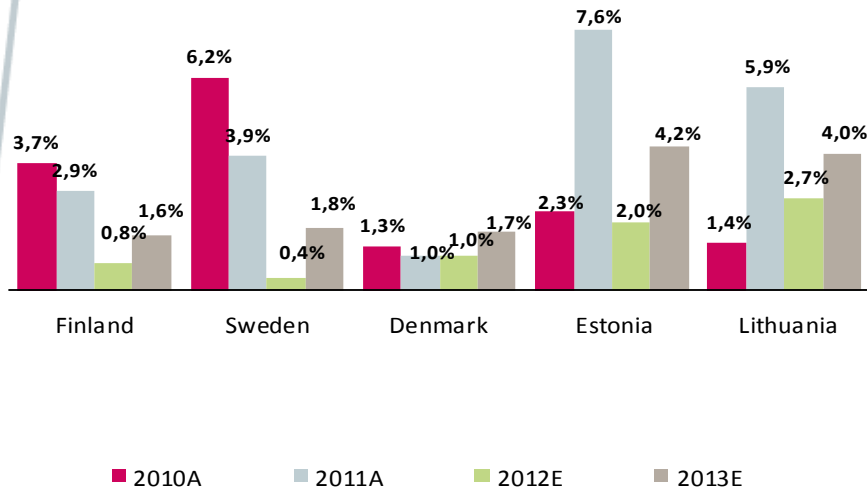
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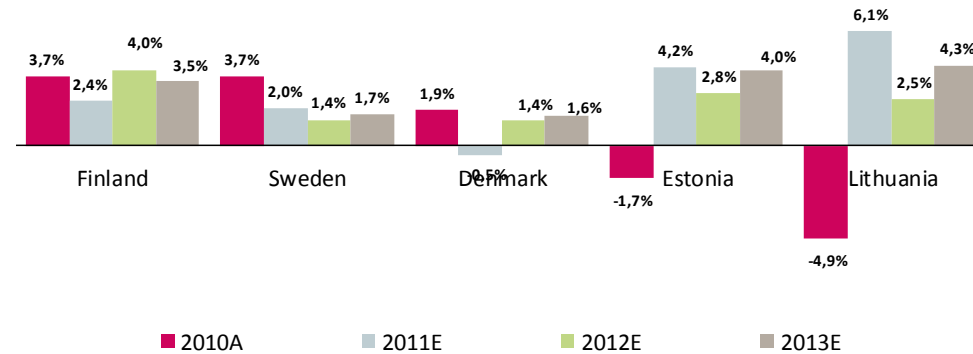


# Business Environment

## GDP



## PRIVATE CONSUMPTION



Source: Nordea

# Business Environment

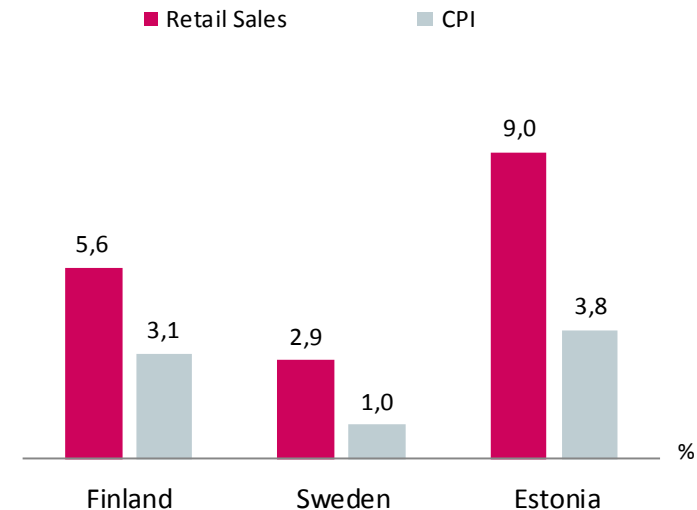
Despite turbulence, still relatively low unemployment and reasonably strong consumer confidence and record low interest rates -> positive on retail sales

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

# Property Portfolio, Key Figures

Albertslund Centrum, Albertslund, Denmark



# Current Geographical Overview Q1-Q2 2012

## FINLAND

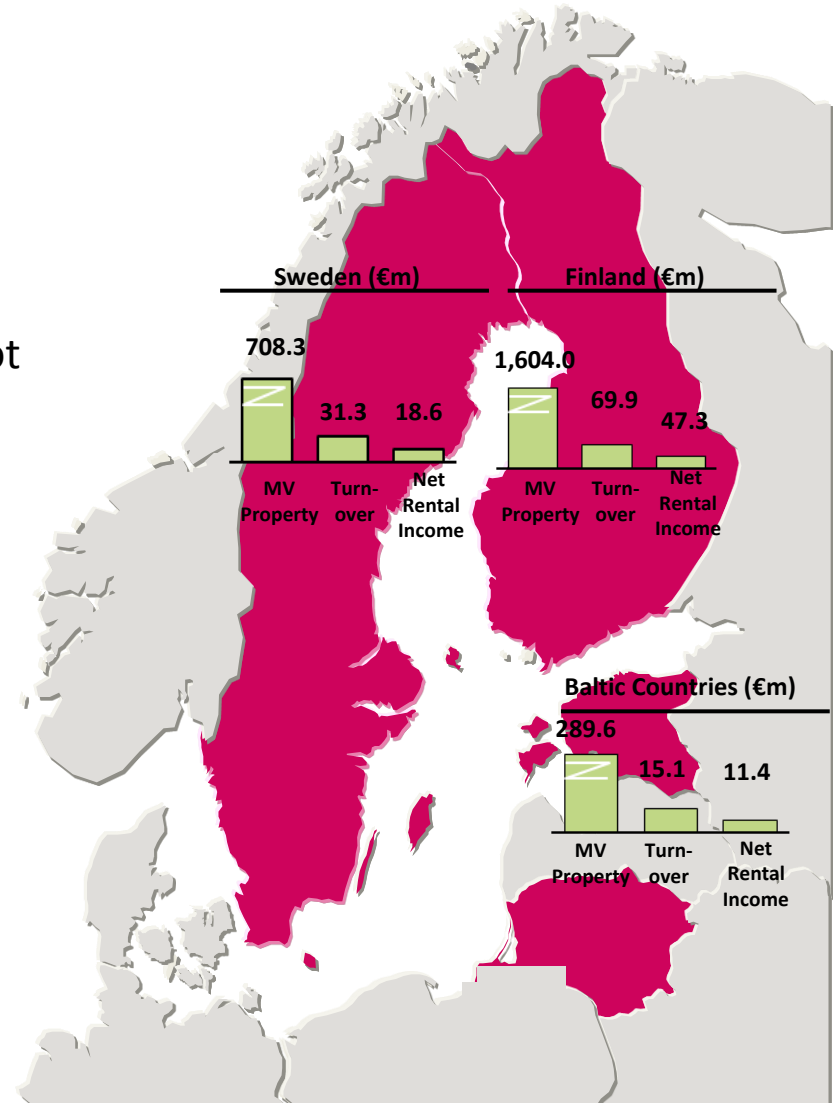
- Market leader
- Net rental income EUR 47.3 million
- 61.2 % of total net rental income
- Currently 23 shopping centres, 35 other retail properties, one unbuilt lot

## 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

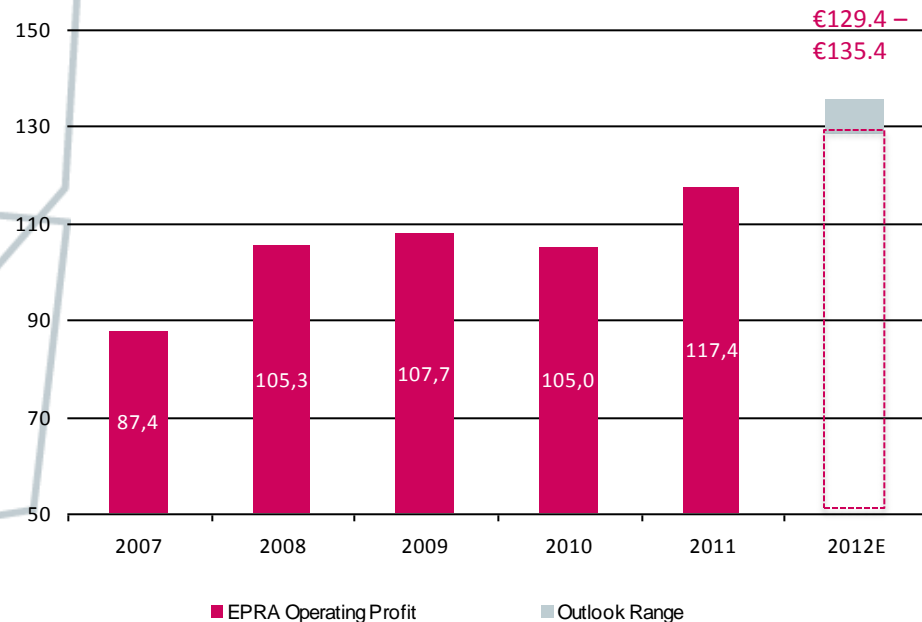
## BALTIC COUNTRIES

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

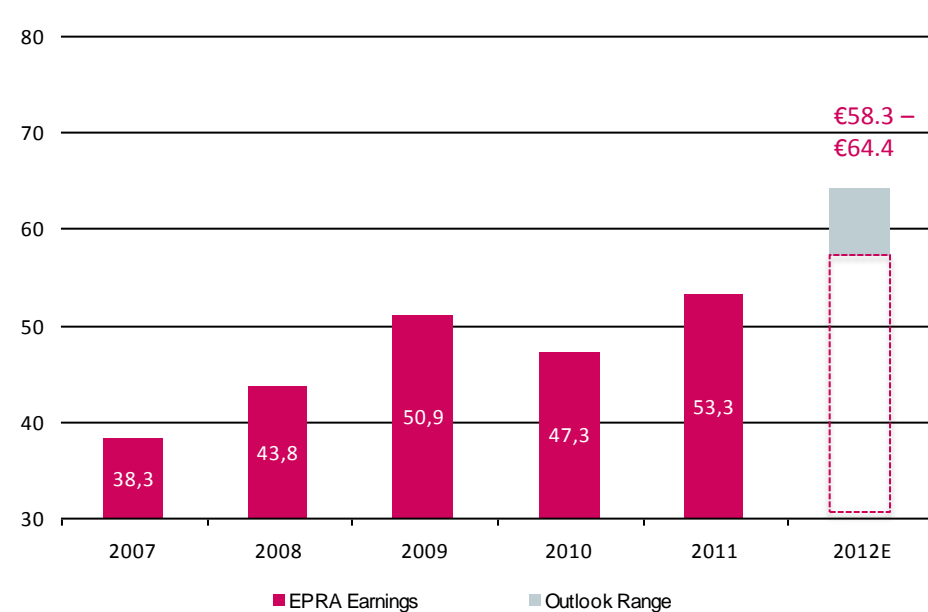


# Citycon Outlook 2012

EPRA Operating Profit, EURm



EPRA Earnings, EURm



- 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 5 – 11 million (EUR 4 – 11 m)
  - EPRA EPS, basic to reach EUR 0.21 – 0.23 (unchanged)

# NRI Growth by Segments and Portfolios

EUR million	Finland	Sweden	Baltic Countries	Other	Total	TURNOVER
<b>Q1-Q2/2010</b>	<b>42,7</b>	<b>13,9</b>	<b>5,8</b>	<b>0,0</b>	<b>62,5</b>	<b>98,1</b>
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
<b>Q1-Q2/2011</b>	<b>43,9</b>	<b>17,3</b>	<b>7,6</b>	<b>0,0</b>	<b>68,7</b>	<b>106,0</b>
Acquisitions	0,4	1,0	3,3	-	4,7 <sup>A</sup>	7,0
(Re)developments projects	2,2	0,3	-0,3	-	2,2 <sup>B</sup>	3,2
Divestments	-0,3	-0,7	-	-	-1,0 <sup>C</sup>	-1,9
Like-for-like properties	1,1	0,8	0,8	-	2,7 <sup>D</sup>	1,8
Other (incl. exch. diff.)	0,0	0,0	0,0	0,0	-0,1 <sup>E</sup>	0,1
<b>Q1-Q2/2012</b>	<b>47,3</b>	<b>18,6</b>	<b>11,4</b>	<b>0,0</b>	<b>77,3</b>	<b>116,2</b>

- A** Acquisitions: Kristiine, Högdalen and Arabia
- B** (Re)development projects: Martinlaakso, Myllypuro, Myyrmanni , Åkersberga Centrum and Magistral
- C** Divestments: Floda and Landvetter, previous year residential disposals in Sweden and Tullintori in Finland
- D** LFL 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
- E** Other: No major SEK/EUR-rate impact on NRI

# Snapshot of Statement of Comprehensive Income

EUR 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
<b>Turnover</b>	<b>58.4</b>	<b>54.1</b>	<b>116.2</b>	<b>106.0</b>	<b>217.1</b>
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
<b>Net rental income</b>	<b>39.7</b>	<b>36.3</b>	<b>77.3</b>	<b>68.7</b>	<b>144.3</b>
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
<b>Operating loss/profit</b>	<b>32.9</b>	<b>26.0</b>	<b>71.2</b>	<b>54.2</b>	<b>81.8</b>
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
<b>Profit/loss before taxes</b>	<b>16.3</b>	<b>9.5</b>	<b>38.5</b>	<b>23.9</b>	<b>19.7</b>
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
<b>Profit/loss for the period</b>	<b>12.1</b>	<b>10.1</b>	<b>31.4</b>	<b>23.9</b>	<b>21.3</b>
Other comprehensive expenses/income for the period, net of tax	-6.3	-8.6	-1.1	4.6	-26.2
<b>Total Comprehensive profit/loss for the period, net of tax</b>	<b>5.8</b>	<b>1.5</b>	<b>30.4</b>	<b>28.6</b>	<b>-4.9</b>
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

# 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).

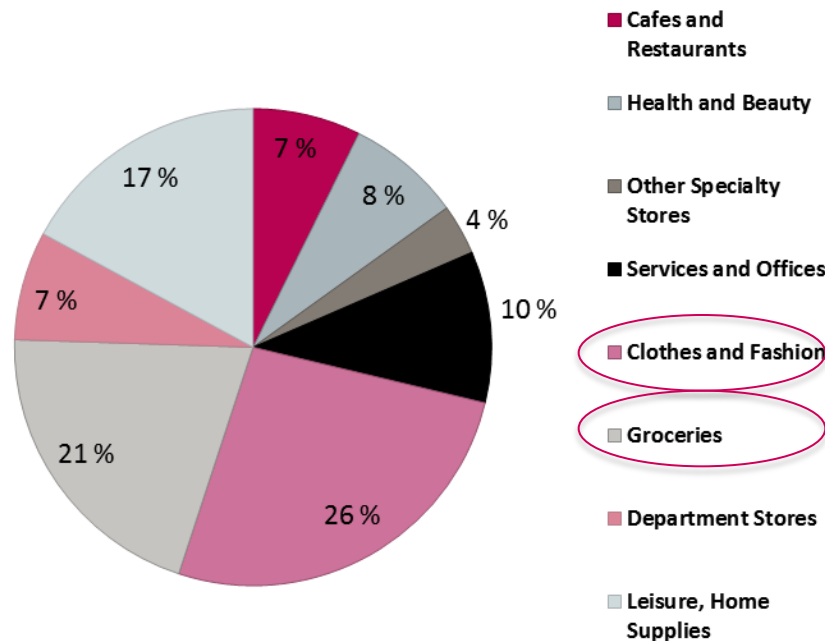
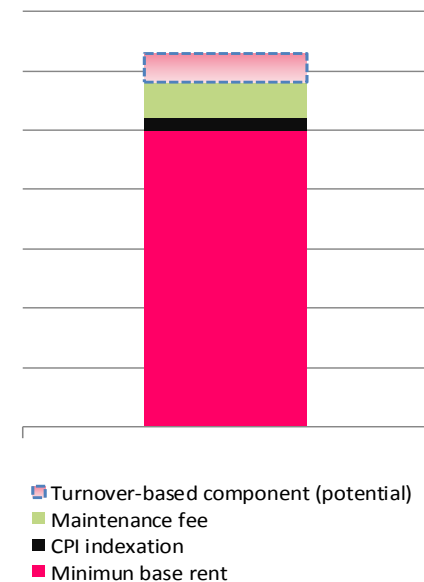


Illustration of a typical lease agreement





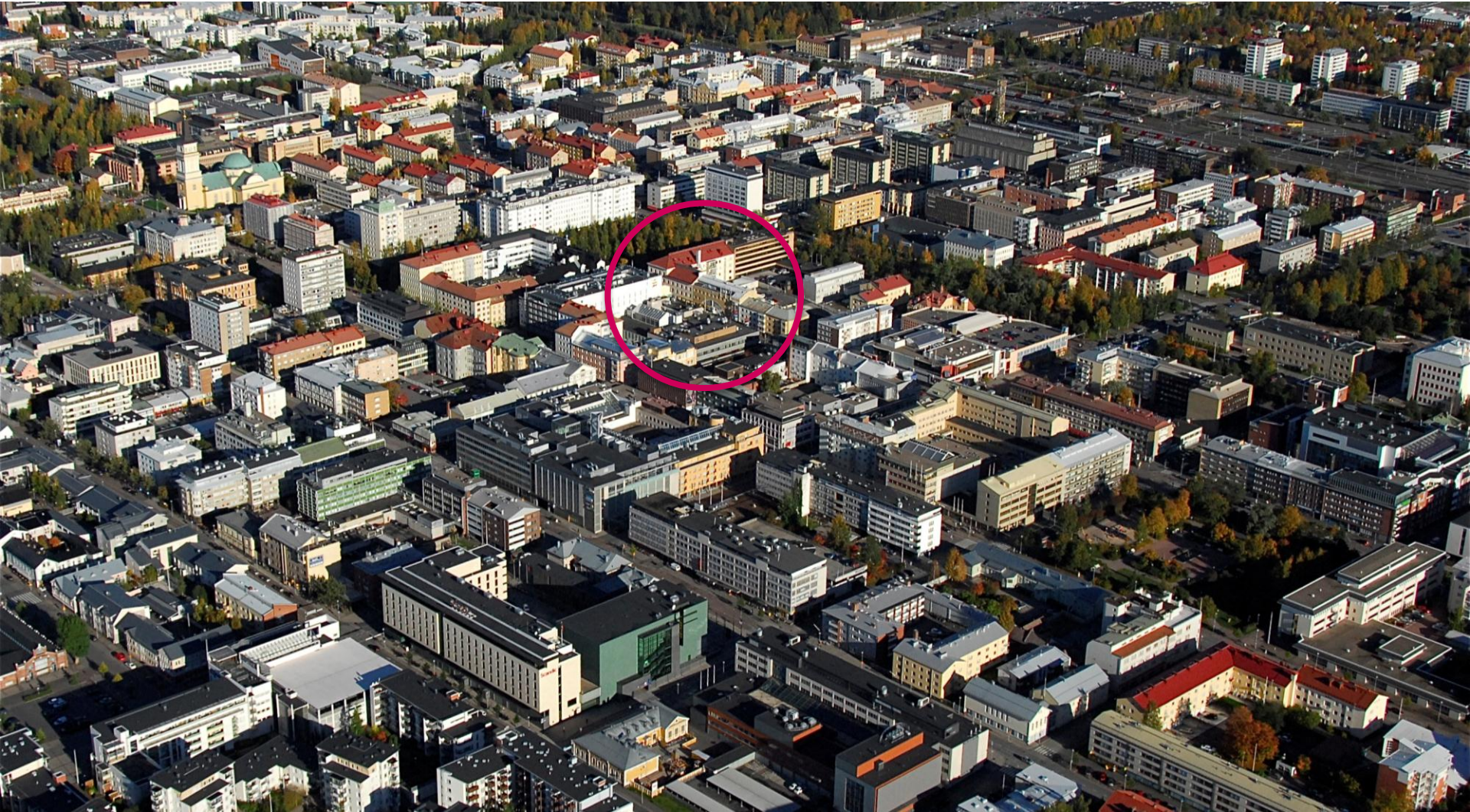
# Property Portfolio

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.) <sup>1)</sup>	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. <sup>1)</sup>	19,758	35,285	85,879	70,263	186,120
Average rent of leases ended (EUR/sq.m.) <sup>1)</sup>	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

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

# Financing

*Galleria (and Citytalo) in Oulu, Finland*

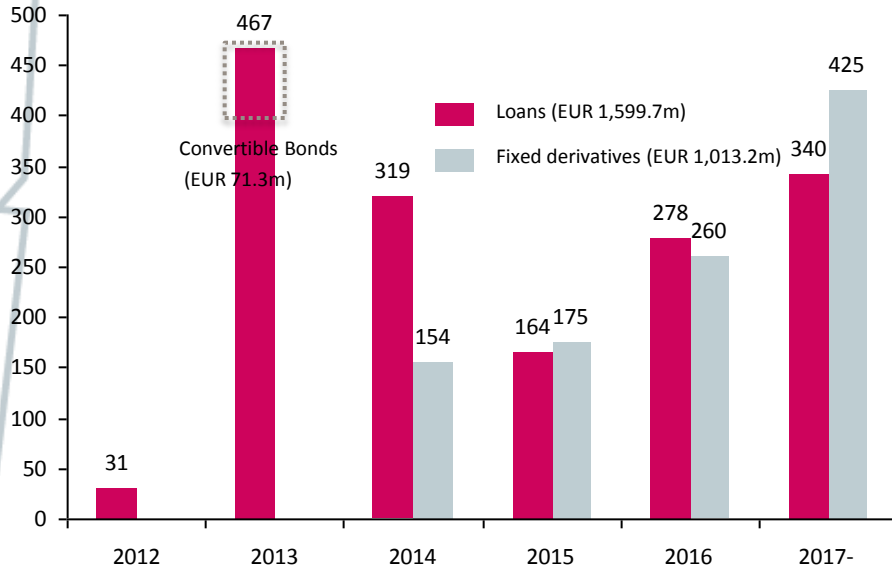


# Financing Overview

- 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) and average time to fixing **3.8** 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**

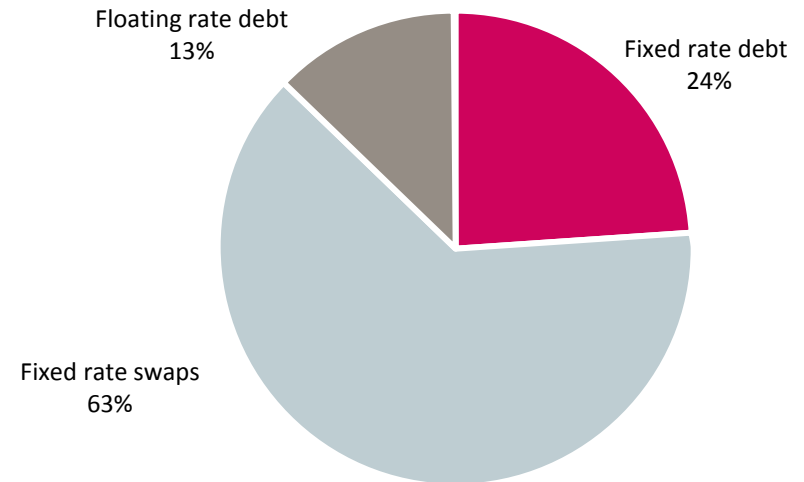
# Key Figures – Financing Overview

Maturity profile of loans and derivatives



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
- Refinancing of the year 2013 maturing debt is a top priority of the management

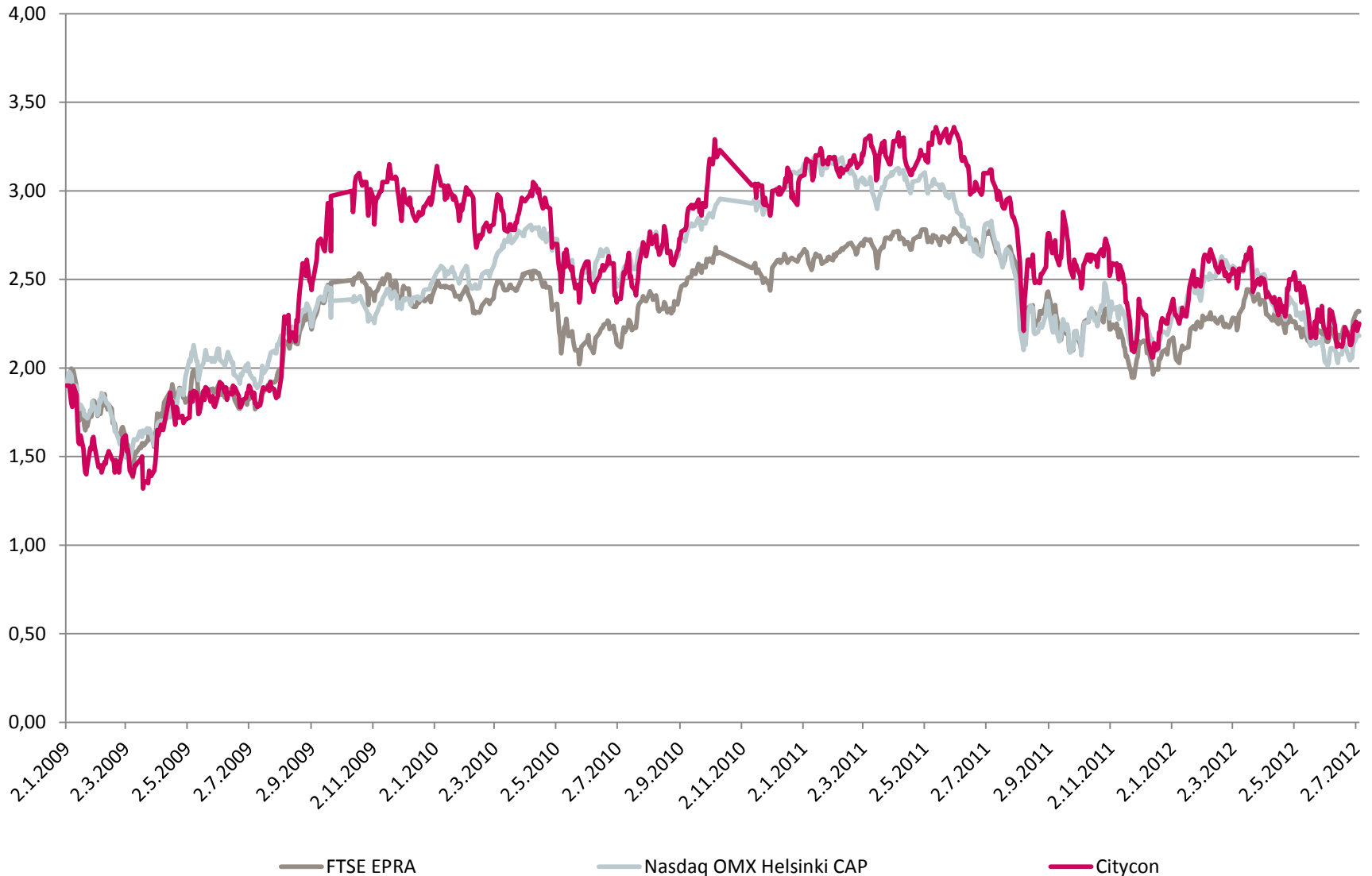
# Snapshot of Statement of Financial Position

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 NNNNAV, €	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

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



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Q2 2012 Audiocast

1) Starting values of FTSE EPRA index and OMX Helsinki CAP index on 2 January 2009 have been rebased to Citycon share price at EUR 1.90

**CITYCON**

# Contact Information

## INVESTOR RELATIONS

Mr Marcel Kokkeel

CEO

Tel. +358 207 664 521

[Marcel.Kokkeel@citycon.fi](mailto:Marcel.Kokkeel@citycon.fi)

Mr Eero Sihvonen

CFO, Executive Vice President

Tel. +358 50 5579 137

[Eero.Sihvonen@citycon.fi](mailto:Eero.Sihvonen@citycon.fi)

Ms Hanna Jaakkola

Vice President, IR and Communications

Tel. +358 40 5666 070

[Hanna.Jaakkola@citycon.fi](mailto:Hanna.Jaakkola@citycon.fi)

