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Forward-looking Statements

Some statements in this Annual and Sustainability Report are not historical facts and are "forward-looking". Words such as "believes", "expects", "estimates", "may", "intends", "will", "should", or "anticipates" and similar expressions or their negatives frequently identify forward-looking statements. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance, achievements or industry results to be materially different from those expressed or implied by those forward-looking statements.

We focused on updating the strategy



### CEO'S REVIEW

I started as the CEO of the company in March 2011. My first year with Citycon has been very exciting and I see many opportunities in Citycon's portfolio and the market for further improvement and growth. The year 2011 was a year of transition. We focused on updating our strategy, on management and personnel changes, on process structures and streamlining the business. In short, we made our organization more efficient, more customer-focused and simply more professional. These changes are one of the main cause of higher administrative expenses. However, as of the start of 2012, most of these changes have been executed and the cost pressure will ease going forward.

During the year, the company has strengthened its property portfolio by both acquisitions and redevelopment projects. In May, Citycon acquired two new shopping centres: Kristiine in Tallinn, and Högdalen Centrum in Stockholm. Especially Kristiine has outperformed our expectations.

The most significant ongoing redevelopment projects were in Finland. The redevelopment of Koskikeskus in Tampere will result in an increase of approximately 1,500 square metres of leasable area and in a totally redeveloped shopping centre with approximately 28,600 square metres of leasable retail area. The shopping centre development project in Martinlaakso opened late in 2011 and in Myllypuro in Helsinki the first phases were opened during the year. In Tallinn, Estonia, the shopping centre Magistral is currently being redeveloped and extended. Also some non-core properties have been sold and these disposals will be continued.

In 2011, a clear distinction was made between asset classes of different quality. This general trend reflects in Citycon's property performance and valuation. Overall, demand for the best properties is solid and their fair values remain stable, whereas non-prime properties show an opposite trend.

The year  $2011\ \text{was}\ \text{a}\ \text{period}\ \text{of}\ \text{solid}\ \text{performance:}$  the company's net rental income grew by 13.4

per cent, like-for-like net rental income by 3.8 per cent, the occupancy rate remained high at 95.5 per cent, the shopping centre footfall grew by 3 per cent and sales by 7 per cent. Especially Liljeholmstorge Galleria in Sweden improved during the year.

In July, we strengthened our balance sheet and improved our liquidity by raising approximately EUF 99 million in new equity.

#### **Project Now!**

During the year we launched the "Project Now! which is an internal business improvement and cos reduction program. Our goal is to reach additional improvement in direct earnings per share of at leas one additional cent in 2012 and another cent in 2013. The Board of Directors has also decided to propose an increase of dividend and equity return payout already for the year 2011 in order to underline both the importance of our strategy and the trust in our success.

Cost benefits are pursued also with the help of sustainability efforts. Sustainability is integrated in our operations through strategic goals.

#### Winning properties in winning cities

Currently, Citycon is a market leader in the Finnish shopping centre business. While the company intends to retain this position, it also aims to increase the relative importance of other countries included in its five year strategy. In addition to Finland, the company owns shopping centres in Sweden, Estonia and Lithuania. Going forward, the plan is to ownshopping centres also in Norway, Denmark and Latvia. Citycon will concentrate on competitive shopping centres located in winning cities. The key rationale for our expansion plan is to further improve our retail space offering and to better serve retailers.

The winners in the shopping centre industry will be those who are able to select best locations and combine them with best tenant mix and customer services. Citycon will certainly be one of them, aiming to be the best in class in the Nordic and Balti region. We want to be the benchmark in the areas i which we operate.

Citycon can also be seen as a double-focused real estate company. Firstly, our focus is on the Nordic and Baltic countries and secondly, on shopping centres.

#### A knowledge and people business

Citycon's success is all about knowledge and people. Therefore we want to challenge our own people to be the best in class in their specific area. We are working actively towards finding interactive synergies across our operational and country borders especially in the fields of leasing and marketing. We have appointed corporate level Program Runners to strengthen these functions across the whole portfolio. Their tasks include enhancing the exchange of knowledge and ideas as we want to have one of the best shopping centre platforms in the Nordic and Baltic countries. Going forward, management will put emphasis on benefiting from cross-border synergies in order to tackle such challenges as growing eCommerce. We have already accelerated the leasing processes and we need to strive for innovative new brands in order to meet customer demands.

The aim is to be close to customers, tenants and market places and to become a proactive partner. It is our job to create retail environments where customers want to come back again and again. Therefore leasing and marketing are the true cornerstones of our success and this retail knowledge secures solid cash flow.

I would like to give thanks to our skillful employees and stakeholders for a solid year 2011 and hope for a prosperous 2012!

Helsinki, 8 February 2012

Marcel Kokkee CEO

### CITYCON IN BRIEF

Citycon's new CEO is an internationally recognised real estate specialist
Citycon's new CEO as of 24 March 2011
is Mr Marcel Kokkeel (born 1958). Mr
Kokkeel has close to 30 years of experience in the retail property business. He
joined Citycon from the Dutch Multi Corporation. As a member of the Executive
Board he was in charge of the company's
West European business as well as the
Chairman of Multi Mall Management.

## Citycon strengthens presence in Estonia with acquisition of Kristiine shopping centre

On 2 May 2011, Citycon acquired the Kristiine shopping centre in Tallinn for a purchase price of EUR 105 million. Kristiine is Tallinn's second-largest shopping centre after Rocca al Mare, already owned by Citycon, and has a gross leasable area of 42,700 square metres. The acquisition strengthened Citycon's position in Tallinn, where the company now has a gross leasable area of over 100,000 square metres.

## A sizeable redevelopment project launched at the Koskikeskus shopping centre in Tampere

On 4 May 2011 Citycon announced its intention to launch an extensive redevelopment project at the Koski-keskus centre in Tampere. Completion of the project is scheduled for November 2012. The project will be carried out in stages and Koskikeskus will remain open during the whole time. The interior of the shopping centre, the entrances, facades and all the technical systems will be thoroughly renewed. After the redevelopment project, the total leasable retail area of Koskikeskus will be approximately 28,600 square metres.

JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE
<ul> <li>Redesigned website opened</li> <li>Liljeholmstorget Galleria was nominated one of the three candidates for the Retail Awards' Shopping Centre of the Year competition</li> </ul>	<ul> <li>Iso Omena and Forum were named finalists in the Shopping Centre of the Year 2011 competition organised by the Finnish Council of Shopping Centres</li> <li>Citycon joined the Energy Efficiency agreement</li> <li>The Kämp Galleria shopping centre owned by Ilmarinen to be managed by Citycon</li> </ul>	<ul> <li>New Chief Executive Officer joined the company</li> <li>New Executive Vice President for Finnish Operations joined the company</li> <li>Personnel survey was conducted</li> <li>Citycon's toy collection campaign won Marketing Act of the Year in 2011 Retail Awards</li> <li>All Citycon shopping centres participated in the WWF Earth Hour campaign</li> </ul>	<ul> <li>Citycon personnel were named in positions of trust in the Finnish Association of Building Owners and Construction Clients (RAKLI)</li> <li>Citycon representative was appointed Chairman of the Finnish Council of Shopping Centres</li> <li>Shopping centre Rocca al Mare's redevelopment and extension project shortlisted for British Retail &amp; Leisure magazine's RLI Shopping Centre Renovation of the Year Award</li> <li>Rocca al Mare named finalist for the ICSC (International Council of Shopping Centre Shopping Centre Awards 2011 in the Large Refurbishments and Expansions -category</li> </ul>	<ul> <li>Kristiine shopping centre in Tallinn was acquired </li> <li>A sizeable redevelopment project initiated at the Koskikeskus shopping centre in Tampere </li> <li>Citycon signs a EUR 330 million five-year credit facility</li> <li>Högdalen Centrum shopping centre in Stockholm was acquired </li> </ul>	<ul> <li>Citycon's Swedish-language website at citycon.se opened</li> <li>Responsibilities reassigned in the retail property organisa- tion for Finnish operations</li> </ul>

#### **Acquisition of the Högdalen Centrum** shopping centre in Stockholm

On 31 May 2011, Citycon acquired the Högdalen Centrum shopping centre in Stockholm and on 13 July 2011 Kungsleden Imröret AB, a company that owns the adjacent retail property. The aggregate value of the acquisitions is SEK 256.2 million (approx. EUR28.5 million). The total gross leasable area of the shopping centre and the retail property comes to approximately 19,200 square metres, with retail premises accounting for 16,000 square metres.

KEY FIGURES	2011	2010
Turnover, EUR million	217.1	195.9
Operating profit, EUR million	81.8	157.7
% of turnover	37.7%	80.5%
Profit before taxes, EUR million	19.7	102.8
Profit for the period, EUR million	21.3	90.4
EPRA operating profit, EUR million	117.4	105.0
EPRA Earnings, EUR million	53.3	47.3
Fair value of investment properties, EUR million	2,522.1	2,367.7
Earnings per share (basic), EUR	0.05	0.34
Earnings per share (diluted), EUR	0.05	0.34
EPRA earnings per share (basic), EUR	0.21	0.21
Dividend and return from invested unrestricted equity fund per share total, EUR	0.15*)	0.14
Net cash from operating activities per share, EUR	0.25	0.09
Equity per share, EUR	3.25	3.47
Net asset value (EPRA NAV) per share, EUR	3.62	3.79
EPRA NNNAV per share, EUR	3.29	3.49
Equity ratio, %	36.0	37.1
Gearing, %	151.4	153.1
Net interest-bearing debt (fair value), EUR million	1,463.5	1,386.0
Net rental yield, %	6.0	5.8
Average net yield requirement by external appraiser, %	6.4	6.4
Occupancy rate (economic), %	95.5	95.1
Personnel (average for the period)	131	123
Personnel at the end of the period	136	129
Energy consumption, kWh/GLA (sq.m.)	256	321
Carbon footprint, kgCO <sub>2</sub> e/GLA (sq.m.)	70.0	71.0
Average water consumption, l/visitor/year	4.3	4.0
Average recycling rate, %	77.6	77.1

<sup>\*)</sup> The figure includes a per-share dividend of EUR 0.04 and a return of equity from invested unresticted equity fund of EUR 0.11 per share.

JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
<ul> <li>Strategy update – target is to become the shopping centre industry leader in the Nordic and Baltic countries</li> <li>A directed share issue of ap- proximately EUR 100 million was completed</li> <li>41 apartments sold in Sweden</li> </ul>	Finland's shopping centre organisation was rearranged     Citycon signed a EUR 75 million seven-year loan     The business improvement and cost reduction programme Project Now was launched	New General Counsel joined the company Capital Markets Day held in Helsinki Rocca al Mare and Kristiine chosen as best shopping centers in the Estonian capital and the Harjumaa region by TNS Emor shopping centers market research		<ul> <li>Citycon published its Code of Conduct and Whistleblowing Policy and Procedure in-house</li> <li>New Vice President of Swedish Operations joined the company</li> <li>Äripäev named Citycon the best real estate company in Estonia</li> <li>Tullintori shopping centre in Finland was divested</li> </ul>	<ul> <li>The Martinlaakson Ostari shopping centre was opened</li> <li>57 apartments and two retail properties were sold in Sweden</li> </ul>

## THE TARGET IS TO BECOME THE SHOPPING CENTRE INDUSTRY LEADER IN THE NORDIC AND BALTIC COUNTRIES

Citycon redefined its strategy, mission and vision.

#### Mission

To become better, stronger and bigger in order to achieve a leading position in the shopping centre business in the Nordic and Baltic regions.

- Better: Focus on improving profitability by enhancing operational performance.
- Stronger: Divest non-core properties and bring joint venture partners into selected core properties to recycle capital and to further strengthen the balance sheet.
- Bigger: Grow through extension and redevelopment of existing shopping centres as well as selective mergers and acquisitions in order to become more efficient and more relevant to stakeholders.







#### Vision

Citycon's vision is to double the value of the property portfolio under its management in five years.

#### **Strategy**

A key part of Citycon's clarified strategy is improving the direct result from operations (EPRA Earnings). Costs will be controlled even more closely and the company will strive for stronger rental growth. Marketing has a key role in this effort for stronger rental growth. The company will further focus on improving the occupancy rates by implementing appealing marketing programmes and by bringing in new retailers.

The clarified strategy includes divestment of non-core assets and acceleration of planned redevelopments of its existing strategic shopping centres. Citycon also seeks acquisitions that allow value addition by active shopping centre management.

While Citycon intends to retain its market leadership in Finland, it also aims to increase the relative importance of other countries included in its strategy. In addition to Finland, Citycon also owns shopping centres in Sweden, Estonia and Lithuania. Going forward, the company intends to own shopping centres also in Norway, Denmark and Latvia. Citycon will concentrate on competitive shopping centres located in winning cities.

#### STRATEGIC OBJECTIVES FOR ENVIRONMENTAL RESPONSIBILITY

#### **Climate Change**

Reduction of greenhouse gas emission by 20 per cent by year 2020 from the 2009 level

#### Energy

Reduction of energy consumption (electricity, heating and cooling) by 9 per cent by 2016 from 2009 level

Improvements in energy efficiency

Identifying solution that utilise renewable energy

#### Water

Lowering water consumption to an average level of less than 3.5 litres per visitor

#### Waste

Shopping centre waste recycling rate to be raised to at least 80 per cent by 2015

Reduction of landfill waste to a maximum of 20 per cent of total waste by  $2015\,$ 

#### Landuse and Sustainable Construction

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

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

## COMPETITIVE SHOPPING CENTRES THE CORE OF THE PROPERTY PORTFOLIO

Citycon's objective is to invest in winning shopping centres in winning cities. An attractive shopping centre has a strong share of the local market, and offers opportunities for increasing rental income. In its revised five-year strategy, Citycon divided all of its properties into the strategic segments shown here, according to their strategic fit with the position Citycon is seeking. Prime shopping centres in winning cities will be further developed and kept at the core of the company's shopping centre portfolio. A case in point is the Koskikeskus shopping centre in Tampere. Redevelopment has already been carried out in some of the centres, for instance in the Åkersberga Centrum. These shopping centres will be kept in Citycon's property portfolio and developed to ensure their vitality and competitiveness.

The largest and highly established shopping centres, such as Iso Omena, will also represent the core of the property portfolio, but joint venture partners may be accepted as co-owners. This helps to untie capital for the development of other properties in the shopping centre portfolio.

The objective is to sell non-core properties, if feasible in the prevailing market conditions. These include apartments connected to shopping centres in Sweden, and supermarket and shop properties in Finland, as well as some smaller shopping and commercial centres.

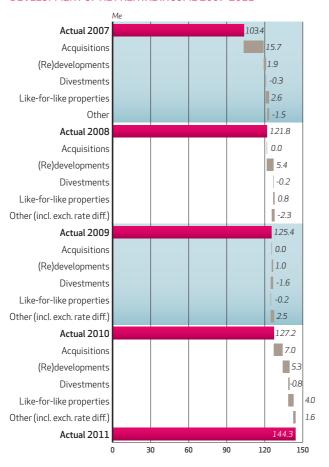


Strat. Objectives	Better	Stronger	Bigger	
Strat. Activities	Improve profitability	Divest and recycle capital     Strenghten the balance sheet	Execute selective property acquisitions and accelerate (re)development	
Key Performance Indicators	Like-for-like NRI growth Occupancy rate Rent/sq. m. Specialty leasing income OPEX recoverability Administration expenses growth versus portfolio size growth	Divestment amount annually Value of the non-core properties (residential in Sweden and supermarkets and shops) in the statement of financial position Long-term equity ratio level Debt portfolio's hedge ratio Average loan maturity	Fair value of properties under management (properties owned fully, partially or via JVs)     Annual acquisition amount     EPS impact of acquisitions     Investments in (re)development projects	
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	Divestments during the next 5 years: EUR 300-400 million, of which substantial part executed during the next 2 years     Equity ratio 40% over the cycle     Hedge ratio between 70% - 90%     Loan maturity on average 4 years	<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>	

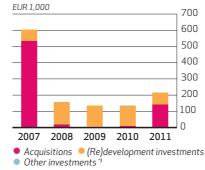
The aim is to increase the shopping centre occupancy rate to

98%

#### **DEVELOPMENT OF NET RENTAL INCOME 2007-2011**

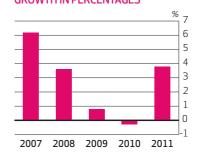


### CAPITAL EXPENDITURE AND PROPERTY ACQUISITIONS



#### \*) Includes the investments in jointly controlled entities

#### NET RENTAL INCOME LFL GROWTH IN PERCENTAGES



#### NET RENTAL INCOME AND TURNOVER BY SEGMENTS AND PORTFOLIOS

Like-for-like net rental income by segme	nts					Like- for-like turnover
EUR million	Finland	Sweden	The Baltic Countries	Other	Total	Citycon total
Actual 2009	92.4	23.2	9.8	0.0	125.4	186.3
(Re)Developments	-4.6	3.5	2.2	-	1.0	6.1
Divestments	-0.3	-1.2	-	-	-1.6	-2.3
Like-for-like	-0.6	0.6	-0.2	-	-0.2	1.3
Other (incl. exchange rate diff.)	0.0	2.6	0.0	0.0	2.5	4.5
Actual 2010	86.7	28.7	11.8	0.0	127.2	195.9
Acquisitions	0.1	0.8	6.0	-	7.0	10.3
(Re)Developments	4.2	1.4	-0.3	-	5.3	6.5
Divestments	0.1	-0.9	-	-	-0.8	-1.8
Like-for-like	-0.7	3.8	0.9	-	4.0	3.2
Other (incl. exchange rate diff.)	-0.1	1.6	0.1	0.0	1.6	3.0
Actual 2010	90.5	35.4	18.4	0.0	144.3	217.1





Rocca al Mare is a shopping centre targeted especially for families, distinguishing itself from the fashion focused Kristiine, which Citycon acquired in 2011.

### RETAIL SALES STILL GROWING

Consumer confidence and employment figures stronger in Finland and Sweden than in the rest of Europe

n the whole, the first half of 2011 was positive in Citycon's operating countries, with strong consumer confidence and growing retail sales. After the summer, economic sentiment turned negative, particularly due to the sovereign debt crisis in the euro area. While this change was primarily visible on the financial market and impacted on consumer confidence, it had no major impacts on consumer behaviour during the year.

Retail sales growth and the inflation rate are key drivers for Citycon's business and have a direct impact on rents from business premises. Almost all of the company's leases are tied to the cost-of-living index. A significant number of leases also feature a turnover-linked component. Consumer prices continued to rise during the year in all of Citycon's operating countries. In December, the annual inflation rate was 2.9 per cent in Finland, 2.3 per cent in Sweden, 5.0 per cent in Estonia and 3.4 per cent in Lithuania.

Household consumer confidence remained strong until last summer, but deteriorated sharply in the final months of the year in all operating countries. In Finland and Sweden, the household consumer confidence indicator was still positive, unlike in Estonia and Lithuania. <sup>5)</sup>

In Finland and Sweden, unemployment is lower than the European Union average: at the end of December, the unemployment rate in Finland was 7.4 per cent and in Sweden 7.1 per cent. In Estonia, the

unemployment rate remains high; 10.9 per cent at the end of September. However, adoption of the euro has had a positive impact on the Estonian economy, through tourism and foreign investment. Relatively low unemployment and reasonably strong consumer confidence, combined with low interest rates, is having a positive effect on retail sales despite the market uncertainty. <sup>1)2)3)</sup>

The instability of the financial market in Europe deepened towards the year-end, affecting the cost and availability of financing. Citycon's long-term relationship with banks has been a key factor in financing decisions. Citycon's financial position remained good throughout the year. More detailed information on Citycon's profit performance and financial position can be found on pages 77-78 of this Annual Report.

#### Retail sales remain strong

During 2011, changes in real economy trends impacted on retail trade. Retail sales grew in both Finland and Sweden. The total retail sales growth rate in 2011 was 5.3 per cent in Finland, 1.2 per cent in Sweden, 4.0 per cent in Estonia and 8.8 per cent in Lithuania. December sales increased in Finland by 4.3 per cent, in Sweden by 1.5 per cent, in Estonia by 5.0 per cent and by 12.1 per cent in Lithuania compared with the year 2010.

Grocery sales continued to grow in Finland and Sweden. In both countries, large retail units such as hypermarkets and supermarkets continue to grow their sales. In January-November, hypermarket sales grew by 8.2 per cent in Finland. Similarly, in Estonia grocery sales grew during the year. <sup>6)</sup>

Of Finnish retailers, the S Group was able to further strengthen its market share of the grocery trade, accounting for more than 44 per cent of the national grocery retail market. With its 35 per cent market share, the Kesko Group is the second-biggest grocery retailer in Finland. Of other retailers, Suomen Lähikauppa Oy's (previously Tradeka) market share was approximately nine per cent. <sup>7)</sup>

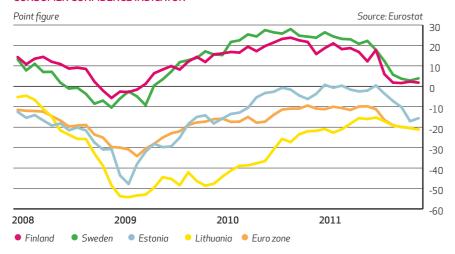
In Sweden, ICA is the grocery market leader, with a market share of more than 40 per cent. COOP held some 18 per cent and Axfood some 16 per cent of the market. <sup>8)</sup> In Estonia, the largest grocery retailers include Rimi, owned by ICA; Prisma, part of the S Group; Selver, the subsidiary of Tallinna Kaubamaja; local co-operative ETK and the Lithuanian Maxima. In Lithuania, the local Maxima holds nearly 50 per cent of the market. Other larger retailers are Rimi and the local IKI.

In accordance with its strategy, Citycon focuses on shopping centres with a grocery store or a retailer of daily necessities as the anchor tenant. Grocery retailers represent 21 per cent of Citycon's shopping centre tenants.

#### **Uncertainty fogs the property markets**

Leasable retail premises in Finland total approximately 7.8 million square metres, approximately

#### CONSUMER CONFIDENCE INDICATOR



half of these are located in Helsinki. Property transaction levels remained low, because prime properties attractive to investors were not for sale. In general, the most active players in the property markets included institutions and property funds. Foreign investors accounted for around a third of all investments. <sup>9)10)11)</sup>

In Sweden, leasable commercial premises amount to about 18 million square metres, approximately one fourth of these in the Stockholm area. International investor interest in the Swedish shopping centre markets grew significantly during 2011. Investors are mainly interested in prime properties, but due to the shortage of interested sellers liquidity has been weak. As a result, prime properties in major regional centres and in the suburbs of the three largest cities have also attracted interest. <sup>100</sup>

In Estonia, transaction volumes were clearly higher in the first half than a year earlier, but overall volumes in 2011 were low. Besides Citycon, active players included other foreign and a few local operators. In Lithuania, transaction volumes reached an all-time low. New projects are in the pipeline in Tallinn for the near

future, but no major projects were launched in 2011. No significant new projects are underway in Lithuania either, except for IKEA's plans to open their first store in Lithuania in 2013. <sup>11)</sup>

- 1) Statistics Finland
- 2) Statistiska Centralbyrån
- 3) Statistics Estonia
- 4) Statistics Lithuania
- 5) Eurostat
- 6) The Finnish Grocery Trade Association
- 7) A.C. Nielsen
- 8) Swedish Chambers
- 9) Newsec Property Update, Autumn 2011
- 10) Leimdörfer Investor Survey 2012
- 11) KTI Market Review, autumn 2011

## ONLINE SHOPPING CREATES OPPORTUNITIES

Online shopping has grown in popularity in Citycon's operating areas. In Sweden, one out of three people buy something on the internet every month, while in Finland one out of ten do so. Scarcity of Finnish online stores has inhibited growth in Finland. The average Finnish consumer still relies on domestic suppliers, although the younger generation mainly shops in international online stores. Key reasons for the popularity of online shopping are its simplicity, ease and quick access, wider selection and affordable prices. Statistics Finland valued online shopping in Finland at around EUR 5.1 billion for 2011, which is equivalent to the total combined sales of shopping centres in 2010. 1120

Online shopping poses a challenge to traditional retailers, but can also be seen as an opportunity. A shopping centre's location and role are growing in importance in the everyday lives of customers. In its shopping centre marketing and communications, Citycon is focusing more on social media and online messaging. People come to a shopping centre not only to buy things, but also to have a good time, enjoy a meal and meet other people, participate in various events, or use recycling facilities. A shopping centre is the modern version of a village or town centre.

In the future, commerce will take place through multiple channels. New concepts have different space requirements to traditional stores, and the main focus is on service and the purchase experience. However, one key criterion remains unchanged: location. <sup>3)</sup>

- 1) Nord Posten 2011
- Statistics Finland
- 3) Deloitte, 2009

# AN INVESMENT IN CITYCON IS AN INVESTMENT IN ACTIVELY RUN SHOPPING CENTRES

itycon Oyj is a real estate company listed on the NASDAQ OMX Helsinki Ltd (Helsinki Stock Exchange) since 1988 (OMXH: CTY1S) that combines property investment with shopping centre business. Citycon owns, leases, develops and manages shopping centres, hypermarkets and retail centres in Finland, Sweden and the Baltic countries. An investment in Citycon provides an investor with the opportunity to invest in retail properties.

#### Shareholding and share price development

Citycon's largest shareholder is Gazit-Globe Ltd., a company listed on the Tel Aviv Stock Exchange (TASE: GLOB) and the New York Stock Exchange (NYSE: GZT). Both directly and through subsidiaries and affiliates, Gazit-Globe Ltd. owns retail properties, particularly shopping centres, in Israel, different parts of Europe, North America and Brazil. Gazit-Globe Ltd. has been a shareholder since 2004 and currently owns approximately 48 per cent of Citycon's shares (source: Gazit-Globe).

Citycon's second largest shareholder is the Ilmarinen Mutual Pension Insurance Company. Ilmarinen participated in the directed share issue arranged by Citycon in July, as a result of which its shareholding in Citycon rose to nearly nine per cent.

Citycon has been able to maintain its investor attraction; a EUR 99 million share issue arranged by the company in July, covering 33 million shares, was completed in just a few hours over closing price. Citycon's

market capitalisation at the end of 2011 was EUR 641.7 million compared to EUR 753.3 million at the end of 2010. The decline in market capitalisation reflects the general market uncertainty, which also translated into share price fluctuations during the year. Citycon is one of the companies with the most international ownership base on the Helsinki Stock Exchange. International, predominantly nominee registered shareholders owned 82.9 per cent of company shares at the year-end, and the company had 4,276 (4,409) registered shareholders.

Citycon is included in international real estate indices. For example, the FTSE EPRA/NAREIT Global Real Estate Index serves as a benchmarking index for international investors, tracking share-price performance and total return. Citycon is also represented in the GPR 250 Property Securities Index, which consists of the 250 most liquid real estate companies worldwide. In 2011, 97.5 million (115.0 million) Citycon shares were traded on the Helsinki Stock Exchange for a total value of EUR 270.7 million (EUR 326.4 million).

#### **Financial targets**

The Board of Directors has set the following financial targets for the company:

 in dividends, the company will pay out a minimum of 50 per cent of the profit for the period after taxes, excluding fair value changes in investment properties. the company's long-term equity ratio target is 40 per cent.

The profit distribution for 2010 totalled EUR 0.14 per share, consisting of a dividend of EUR 0.04 per share and an equity return of EUR 0.10 per share from the invested unrestricted equity fund. Citycon has had a very stable dividend policy, paying its shareholders a per-share dividend of EUR 0.14 since 2003, even though the number of the company shares has almost tripled.

The equity ratio at year-end stood at 36.0 per cent

## Board of Directors' proposal on dividends and distribution of assets from the invested unrestricted equity fund

The Board of Directors proposes that a dividend of EUR 0.04 per share be paid for the year 2011, and that EUR 0.11 be returned from the invested unrestricted equity fund.

#### **Investor relations**

The primary objective of Citycon's investor relations is to increase interest in the company's shares as an investment. The company aims to support shareholder value by providing more transparent investor information and by strengthening the company's business profile, as well as by maintaining a continuous dialogue on communications and reporting with investors and analysts. Investor communications fo-

#### **EVENTS CALENDAR FOR 2012**

Financial Statement Release, Financial Statements, Report by the Board of Directors and Corporate Governance Statement for the financial year 1 January–31 December 2011	8 February 2012 at approx. 9.00 a.m.
Annual and Sustainability Report 2011	17 February 2012
Notice of AGM	21 February 2012
AGM record date	9 March 2012
Last day for pre-registration for the AGM	16 March 2012
AGM	21 March 2012 at 2.00 p.m., Finlandia Hall, Helsinki
Ex-dividend date	22 March 2012
Record date for dividend payment	26 March 2012
Dividend payment date	4 April 2012
Interim Report for January-March 2012	25 April 2012 at approx. 9.00 a.m.
Interim Report for January-June 2011	11 July 2012 at approx. 9.00 a.m.
Interim Report for January-September 2012	10 October 2012 at approx. 9 a.m.

cuses on long-term value creation rather than short-term returns.

The principle behind Citycon's investor communications is to continuously provide the market with accurate, consistent, transparent and up-to-date information on the company in order to give an open and clear picture, which allows markets to make informed assessments of the company's securities. In its investor communications, Citycon adheres to the principle of objectivity and simultaneousness.

Citycon was again internationally recognised for its excellent investor relations. In its annual conference, EPRA cited Citycon's 2010 Annual and Corporate Social Responsibility Report as one of the best in the sector for the second year in a row. Each year, EPRA evaluates the annual reports and financial statements of 80 listed European real estate companies, acknowledging the best of them. This year, the gold award was given to nine companies.

#### **Investor meetings**

Citycon actively meets with investors both in and outside Finland. In 2011, investors were particularly keen to meet the new CEO and learn about other changes in management, and about the strategic reforms announced in the summer. Company executives gave presentations on Citycon as an investment at approximately 45 events, and met with some 100 institutional investors in either one-on-one or small-group meetings. In addition, the

The key channel for Citycon's investor communications is the corporate website, where all stock exchange releases and press releases, financial statements, interim reports, annual reports and notices of general meetings are published. Also available on the website are the executive presentations on the financial results, webcast recordings of these events, as well as the presentation material for regular investor meetings. Web access to the company's financial results presentation events and possible Capital Markets Days is enabled. Investor information material published by Citycon can be ordered from the corporate website at www.citycon.com/materialrequest, by e-mail from info@citycon.fi or by phone at +358 20 7664 400.

#### SHARE PRICE AND VOLUME



company's representatives meet investors in seminars arranged by various associations and banks, at broader public events and during tours of the company's shopping centres.

In September, Citycon organised a Capital Markets Day for investors, analysts and the media in Helsinki. The presentations focused on Citycon's strategy update, its business efficiency enhancement programme and (re)development projects. Participants were also given a tour of the shopping centres located in the Helsinki region. All presentations could be followed online in real time, and webcasts are still available on the corporate website. Citycon aims to make the Capital Markets Day a regular event held at least every two years.

#### Public review of shareholders' register

The company's register of shareholders is available for public review at Euroclear Finland Ltd's customer service outlet, Urho Kekkosen katu 5 C, Helsinki, Finland

## Notification of changes in the register of shareholders

Shareholders are requested to notify their book-entry account manager of any changes in their name or address. This will automatically update information in the company's shareholders' register maintained by Euroclear Finland Ltd.

#### **Contact information**

Executive Vice President and CFO Mr Eero Sihvonen Tel. +358 20 766 4459 or +358 50 557 9137 eero.sihvonen@citycon.fi Vice President, IR and Communications Ms Hanna Jaakkola Tel. +358 20 766 4421 or +358 40 566 6070 hanna.jaakkola@citycon.fi Vice President, Sustainability Ms Kirsi Borg Tel. +358 20 766 4408 or +358 40 557 6526 kirsi.borg@citycon.fi

#### **Company research**

Analysts from the following banks, brokerage and other firms monitor Citycon Oyj and its performance, based on the information received by the company. The list may not include all providers of such investment analysis. Analysts monitor Citycon on their own initiative and can choose to cease doing so whenever they wish. Recommendations issued by analysts are available on Citycon's website under "Consensus estimates". Citycon is not responsible for analysts' comments and statements.

#### **ABG Sundal Collier**

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#### Edge Capital Tel. +47 22 01 01 08 St Olavsgate 12

NO-0130 Oslo Norway

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#### Goldman Sachs

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#### Handelsbanken

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#### Inderes Oy

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#### Pohjola Pankki Oyj

Tel. +358 10 252 7390 Teollisuuskatu 1b, PL 362 FI-00101 Helsinki Finland

#### Royal Bank of Scotland

Tel. +31 20 383 6786 Gustav Mahlerlaan 10 NL-1000 EA Amsterdam The Netherlands

#### SEB Enskilda Equities

Tel. +358 9 616 28726 Unioninkatu 30 FI-00101 Helsinki Finland

#### Swedbank AB. Finnish Branch

Tel. +358 20 746 9158 Mannerheimintie 14 B FI-00101 Helsinki Finland

#### **UBS Investment Research**

Tel. +44 20 7568 4415 1 Finsbury Avenue London EC2M 2PP United Kingdom

### Michael Schönach and Johan Elfstadius started as heads of Finnish and Swedish operations, respectively

## CONSUMERS IN THE SPOTLIGHT OF FUTURE GROWTH

Citycon wants to become the preferred partner for tenants, investors and other stakeholders and the top shopping centre owner in the Nordic and Baltic countries. In order for us to realise this vision, we have to grow in all of our market areas. In the current operating areas Finland, Sweden, Estonia and Lithuania, this means pushing internal, organic growth and keeping our eyes open for possible new acquisitions. For Sweden and the Baltic countries this is of even higher priority since our goal is to balance our portfolio across the region. In Finland our focus is on improving the existing shopping centre portfolio by redevelopment, extensions and refurbishments while following the markets for potential acquisitions. We have also included Denmark, Norway and Latvia into our future Citycon map coloured in pink.

Looking further into optimisation of the portfolio, the divestment of non-core assets, especially in Finland, is on our agenda. We will also continue to sell our remaining residential assets in Sweden. The pace of the divestment programme will continue to depend on market liquidity and demand which remain constrained in some regions and parts of our portfolio.

#### Managing sustainable "places to be, places to buy"

Even if Northern Europe is currently somewhat less affected by the general economic turbulence compared with some other European regions, the outlook is still characterised by economic uncertainty. Long-term planning in general is impeded by shorter economic cycles and thus reduced predictability. Also the undoubted

growth of online shopping will have its implications of the shopping centre industry.

Because of these changes in the environment, we see that the role of shopping centres is changing from just shopping to also experiences and entertainment. This requires developing and diversifying our centres tenant and service mixes to respond to this trend. In addition to traditional retail shop and grocery concepts we are aiming to emphasise international restaurant and café chains, cinemas and other entertainment in our commercial mix. This is something online shopping can never offer. People tend to spend more on daily luxuries and gather together in down-turns. This also supports our strategy of changing centres into hubs of daily interaction outside the office and home.

Sustainability is of high importance to Citycon and all of our shopping centres. We have ambitious Green Shopping Centre Management Programme targets that will lead to efficiency gains already in short term. One part of our sustainable approach is that all of our centres are located in urban environments, close to people and accessible by public transportation – this is also an important criterion when looking at acquisition targets.

#### New brands provide consumers a variety of options

We regularly attract new brands to enter all of our countries. International chains seeking growth in Europe previously had their eyes mainly on the UK, Central Europe and Mediterranean countries, but the Nordic and Baltic countries, due to our stable economies, have become

more attractive despite being smaller markets. We see this as a good opportunity to improve our tenant mixes and offer consumers more choices in all sectors.

Typically brands climb their way up through Denmark and Sweden and then to Finland. But even more chains have found opportunities through the Baltic countries and then to Finland. In the future we aim to grow Citycon's portfolio in order to become the most relevant partner for new brands.

#### Winning cities, winning retail locations

Urbanisation continues in Finland, setting the fundaments for our winning cities: we will focus our growth in the extended Helsinki Metropolitan Area as well as Tampere, Jyväskylä, Oulu and Lappeenranta (due to the latter's proximity to the Russian consumers). In Sweden we will focus on Stockholm, Gothenburg, Umeå and maybe a few other cities with strong growth. In the Baltic countries we have emphasis on the capital cities Tallinn, Vilnius and Riga.

Harri Holmström, Baltic operations Michael Schönach, Finnish operations Johan Elfstadius, Swedish operations (from the left)



#### **DIVERSE TENANT BASE**

Grocery and fashion stores are strongly represented in Citycon's tenant base. Other major sectors include restaurants and cafés, banking and insurance, and various public services

Major tenants in Finland include different retail chains operating under Kesko, such as grocery retail chains Citymarket and K-market, as well as specialty stores such as the Intersport sporting goods chain or the Musta Pörssi home electronics chain. Kesko accounts for 28.6 per cent (30.7%) of Citycon's total rental income in Finland. The S Group is another major tenant. In addition to these two, significant players include fashion store chains, the biggest of these being Lindex, KappAhl, Seppälä and H&M.

Citycon's tenant base in Swedish and Finnish shopping centres is very similar. The biggest names in grocery retail in Sweden are ICA, COOP and Axfood. In specialty retail, the same brands are strong in Sweden and Finland alike, which is reflected in Citycon's tenant base.

Citycon's biggest shopping centres in the Baltic countries, Rocca al Mare and Kristiine, both have a strong focus on specialty retail, particularly fashion. Tenants include several well-known international brands. The largest individual tenant, however, is the S Group's Prisma hypermarket chain, which has large stores in Rocca al Mare and in Kristiine. In the two smaller local centres operating in the Baltic countries, the offering is focused more on daily shopping and other daily consumer needs. Their anchor tenant is the RIMI grocery store, which is part of the Swedish ICA Group.

## AN IDEAL LEASE PORTFOLIO BRINGS STABILITY, BUT LEAVES ROOM FOR MODERNISATION

A thriving shopping centre attracts customers and creates success for tenants. Citycon aims to maintain its shopping centres attractive and dynamic for both customers and tenants. The tenant mix is an essential element here. To ensure the right tenant mix, a diversified and efficiently manageable lease portfolio is required.

The type and duration of a new lease depends for example on the type of premises to be leased and on the tenant. With anchor tenants, the company typically signs long-term leases of ten years, whereas leases for smaller retail premises are chiefly negotiated for a term of 3 to 5 years, in order to ensure active development of shopping centres.

#### Fixed-term retail property leases

As a main rule, new leases are signed for a fixed period. The only exception to this are residential leases, which for legislative reasons are signed until further notice, as well as leases for storage facilities and individual parking spaces. Lease agreements in effect until further notice and signed during the year represented about 2 per cent of Citycon's property portfolio.

Leases in effect until further notice represent about 12 per cent (14%) of Citycon's property portfolio, 82 per cent (83%) of these agreements being concluded in Finland, 15 per cent (16%) in Sweden and 2 per cent (1%) in the Baltic countries. In Sweden, all retail property leases are signed for a fixed term. Meanwhile, in the Baltic countries, there are some single leases which

will continue to be in effect until further notice, after the initial fixed-term period of a few years.

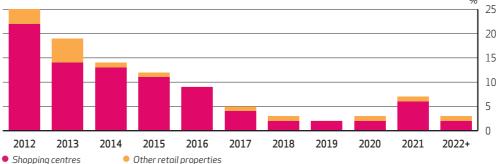
In Finland, there is more variation in the lease portfolio, and leases in effect until further notice account for about 17 per cent (18%) of the total lease portfolio. The typical notice period for these leases ranges from 3 to 12 months. In spite of their short notice period, the actual term of leases in effect until further notice can be very long. At yearend, more than 33 per cent of the current leases in effect until further notice were signed before 2000; the oldest ones were signed more than 30 years ago.

In Finnish operations, the share of leases in effect until further notice is relatively high because such leases were earlier a characteristic feature of the Finnish market. In some cases, a lease in effect until further notice or a lease signed for a short fixed term isalso prefereed by Citycon. For example, it may not be in Citycon's interest to sign long-term lease agreements before a planned (re)development project.

#### **Longer leases**

In Finland, Citycon normally signs long-term leases of ten years or more with anchor tenants. With chain operators, Citycon mainly negotiates contracts with a term ranging from 5 to 7 years. Fashion retailers in particular are keen to sign leases for longer terms than before.

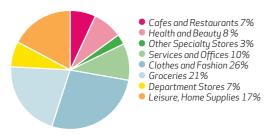
In Sweden, leases are typically signed for a term of 3-5 years, after which the lessor may terminate the lease or propose new lease terms. Tenants may appeal



to the lease board (Hyresnämden) if they feel the raise in rents is above the area's current market rate. In the event of a dispute, the lessor must be able to present evidence, such as recent lease agreements, to prove that the market rent level for similar premises in the area has risen.

In the Baltic countries, major anchor tenants have lease terms of at least ten years; for smaller players they are approximately three years. The number of five-year leases increased in 2011. At the turn of the year, the average remaining length of the lease portfolio was 3.4 years (3.2 years). The increase in the average remaining length was mostly due to the renewed leases in Iso Omena.

### SHOPPING CENTRE RENTAL INCOME BY BRANCHES BASED ON VALID RENT ROLL AT 31 DEC. 2011



#### Like-for-like property operating expenses decreased

Local management at Citycon's shopping centres handles tenant-related risks. Most of the tenants are obliged to report their monthly sales figures to the shopping centre management. If the tenant's annual rent in relation to its sales (Occupancy cost ratio, OCR) is clearly different from the average of other similar businesses in the shopping centre, or if sales per square metre are too low, management will take immediate action. In 2011, the occupancy cost ratio for like-for-like shopping centre properties was 8.9 per cent.

Citycon makes determined efforts to enhance property maintenance, since costs are creating pressure to increase tenants' maintenance fees. With comparable exchange rates, the operating expenses increased by  $4.1~\rm per$  cent from the previous year mainly due to completed (re)development projects and acquisitions. Likefor-like property operating expenses instead decreased by  $1.0~\rm per$  cent due to ao. lower marketing costs.

Citycon's gross rents are close to the market rent level. Citycon has intentionally increased the portion of lease agreements with a turnover-linked component, but prefers them with a fixed minimum rent close to market rental levels, wherefore turnover based rent is not a significant source of additional rental income. At the end of the year, turnover-based lease agreements accounted for 49 per cent (43%) of Citycon's lease portfolio, while approximately two per cent (1%) of rental income came from the turnover-based part of leases.

The average remaining lease term of the lease portfolio

**3.4** years

## A YEAR OF CHANGES CREATED A PLATFORM FOR GROWTH

t the year-end Citycon owned 23 shopping centres and 37 other properties in Finland, and acted as the commercial manager of two shopping centres owned by investors. Strategy implementation requires determined property portfolio optimisation in Finland. For this reason Citycon is preparing to invest more in strong properties with good (re)development potential, while divesting some of its non-core proper-

During the year, the first phase of the Myllypuron Ostari shopping centre and the Martinlaakso Ostari in its entirety were opened. An extensive redevelopment project for the Koskikeskus shopping centre was launched in Tampere city centre (more information: Development projects, p. 36). During the autumn, Citycon sold three other retail properties and the Tullintori shopping centre in Tampere (more information: Property portfolio, p. 28). Divestment of non-core properties is expected to continue in 2012.

Citycon's shopping centres in Finland attracted 80.8 million customers (79.0 million). The number of visitors increased from the previous year by 2 per cent. Particularly in the best-performing shopping centres rent levels rose significantly, and the number of vacant premises decreased. In other properties the situation was more challenging. By the year-end, the threat of recession had not significantly slowed down tenants' leasing decisions.

#### Focus on leadership

For Citycon, 2011 was a year of major changes for Finnish operations. Michael Schönach, the new Executive Vice President, Finnish Operations, joined Citycon at the beginning of March. During the year, there was a strong focus on business development and building leadership.

The organisation in Finland was restructured during the year. All shopping centres and the responsible shopping centre managers and property managers were placed under the leadership of two Centre Management Directors. They are responsible for both the operational management of shopping centres and for reaching property-specific financial targets.

Investments made last year involved performance enhancements in leasing operations and personnel increases. In addition, a new Marketing Director, who joined Citycon in the autumn, was hired to boost marketing. In this context, the marketing strategy was updated and actions under the new strategy will continue in 2012. The objective is to streamline the marketing cost structure and upgrade the quality of marketing.

#### Several new chains established presence in Finland

Citycon was able to meet its annual objective of bringing new international retail chain stores to the Finnish markets again this year. The French fashion chain Promod opened its first Nordic store in the Koskikeskus

#### KÄMP GALLERIA: A GATEWAY TO HELSINKI CITY CENTRE

During the year, Citycon introduced a new business model, when it took charge of the commercial management, marketing and retail premise leasing of the Kämp Galleria in Helsinki city centre. The property continues to be owned by Ilmarinen Mutual Pension Insurance Company, but is managed by Citycon. This is the first shopping centre managed by Citycon but owned by another party.

Kämp Galleria is a strategically important property for Citycon as it is located right at the heart of Helsinki, on the main shopping street. This strategic position allows Citycon to offer a premier location, in central Helsinki, to new retail chains seeking to establish a presence in Finland.

Kämp Galleria's owner, Ilmarinen, is ablue-chip institutional, and the alliance signed with Citycon proves its confidence in Citycon's extensive commercial competence.

shopping centre in Tampere in August. The Swedish low-price shoe retailer Skopunkten opened stores in Koskikeskus and in Myyrmanni, Vantaa, in the autumn.

The Cubus chain, part of the Norwegian Varner Group, opened its first Finnish store in Myyrmanni in April. In the second half, further Cubus stores were opened at Koskikeskus, at Sampokeskus in Rovaniemi, at IsoKarhu in Pori and at Iso Omena in Espoo.

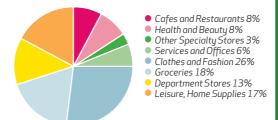
Finland's first Karen Millen concept store, as well as Kiehl's and Face Stockholm skin care stores, were opened at the Kämp Galleria in Helsinki.

#### **Changes in business environment**

Finnish legislation governing retail construction was amended in spring 2011. The Land Use and Building Act, which was amended for environmental and community policy reasons, now places more restrictions on the construction of commercial centres outsideurban areas. Following the amendment, stricter regulations now also apply to space-intensive commercial units. In practice, this means large retail units can no longer be built outside population centres. All Citycon's shopping centres are located at the heart of existing community structures, which makes Citycon's strategy perfectly aligned with the legislative changes. This is expected to further cement the company's position in the shopping centre markets.

Legislation governing Sunday opening hours for retail changed in Finland on 1 December 2009, significantly increasing the number of Sunday trading days. Sunday opening hours are specified separately for each shopping centre, but most shopping centres have been open for business on every trading day. For Citycon, the guiding principle is to have consistent opening hours for all stores operating in the shopping centre, for customer experience and service commitment reasons.

#### FINNISH SHOPPING CENTRE RENTAL INCOME BY BRANCHES BASED ON VALID RENT ROLL AT 31 DEC. 2011



## SHOPPING CENTRE MARKETING REVISED

Marketing was at the core of development efforts in Citycon's Finnish business. Under the supervision of the new marketing director hired in the autumn, Citycon's marketing strategy was fully updated. At the same time, the roles and responsibilities of the entire marketing personnel were re-arranged. In connection with the marketing overhaul, a competitive tendering process was conducted in the company's strategic partner network. The objective is to enhance the quality and cost-efficiency of marketing.

One of the major changes in marketing was the decision to reject the cluster-based approach. Instead, each shopping centre's marketing will be built around specific plans and objectives, which are based on the shopping centre's market positioning. In major shopping centres, extensive qualitative market studies have been carried out as part of positioning efforts, and these will continue in 2012.

In late 2011, determined steps were taken in shopping centre marketing, to increase involvement in social media. Systematic Facebook marketing was launched at the turn of the year. In 2012, Facebook will become an increasingly important marketing channel, particularly in Citycon's biggest shopping centres in Finland.

Development of international marketing practices will continue in 2012 in all of Citycon's operating countries.

## A YEAR OF CONSUMER LED CENTRE DEVELOPMENT

Strategic divestments in Sweden moving on faster than planned

itycon is strongly focused on the environs of the Swedish capital, Stockholm, and the Gothenburg area. There, Citycon owns eight shopping centres and six other retail properties. The company also owns one shopping centre and a retail property in Umeå. Citycon is Sweden's 11th largest shopping centre operator (source: Fastighetsvärlden).

The performance of the retail market was solid during the first six months of the year. The last months showed a slow and cautious market environment due to the down-turn and weakened sales. However Citycons' shopping centres did not suffer significantly from the market changes due to the centres' defensive tenant mix.

It was an active year in lease renegotiations: there were over 200 new lease agreements signed in 2011 and over 50 renegotiations. The year was labelled with some delays in getting leases signed, but the leases that have been signed tend to be longer, as many retailers are willing to sign longer leases in the current economic situation.

#### Good results from centre development

Åkersberga Centrum's second phase opening in April, with key tenants such as H&M, MQ and Esprit, was well received among the catchment area's consumers. Answering a clear need a large restaurant was opened in the centre in December. It was well greeted by Åkersberga residents. Åkersberga Centrum is now heading towards its third phase of development where it will become a full centre of community with completed functions. This was

confirmed with Team Sportia signing a lease agreement, according to which it will open shop in March 2012.

Liljeholmstorget has in 2011 had the best increase in sales of all the shopping centres in Stockholm. The tenant mix development has proceeded well and according to plan. Main focus has been on responding to clients' needs in creating more space for grocery stores, as demand has been extremely high. With the help of refurbishments, it was possible to extend the ICA store and provide space for four new cash registers, which eased off the queues and pressure on the whole Liljeholmstorget to the benefit of clients. The restaurants are now fully operational and sales have exceeded expectations.

There have been several measures taken in order to lower maintenance costs and a unique heating system concept has been taken into use in Fruängen Centrum in September. The concept aims at achieving clear savings in both energy and money. Cost efficiency has also been a theme in Tumba Centrum, which led to expected results in 2011.

New milestones have been set for refurbishment projects in Stenungs Torg, Åkermyntan Centrum and Fruängen Centrum. These will be executed in 2012-2013.

#### Divestments moving on faster than planned

As in Finland, Swedish operations' main emphasis was put in developing operations and leadership in 2011.

Citycon's main target for 2011 in Sweden was to open

Åkersberga Centrum's second phase while at the same time selling residential apartments and other non-core assets. There were several strategic divestments during the year in Sweden supporting Citycon's strategic decision to sell non-core properties:

- 41 apartments in the Tumba Centrum shopping centre were sold in lune
- 57 apartments in the Jakobsbergs Centrum shopping centre were sold in December
- retail property Landvetter, located in Härryda municipality was agreed to be sold in January 2012
- retail property Floda near Gothenburg was agreed to be sold in March 2012.

The Högdalen Centrum shopping centre in Stockholm was acquired in May. Högdalen Centrum is located in southern Stockholm, roughly five kilometres from the city centre. Högdalen Centrum is an important centre for Stockholm, where densification of residential and expanded retail space is a priority. As Citycon has several centres of similar character and good references from municipalities, this was seen as a strategically important acquisition.

In July, Citycon acquired all the shares in Kungsleden Imröret. The company owns an adjacent retail property to Högdalen Centrum with gross leasable area of 5,200 square metres.

#### **New head for Swedish operations**

The new head of Swedish operations, Johan Elfstadius, started his work at the end of the year, in November, replacing Ulf Attebrant, in charge of the Swedish operations since 2007.

#### Steady market development in Sweden

The Swedish shopping centre market is expected to remain stable. Citycon's shopping centres have seen few tenant bankruptcies and rental rebates are practically never requested for financial reasons. Rent levels have held firm and demand for premises is stable.

There were no substantial changes in the legal environment during the year that affected operations.

#### SWEDISH SHOPPING CENTRE RENTAL INCOME BY BRANCHES BASED ON VALID RENT ROLL AT 31 DEC. 2011



#### **GOING PINK IN** HÖGDALEN CENTRUM

When Citycon signed the deal on acquiring Högdalen Centrum in Stockholm in May, tenants were informed during the signing day with a fun campaign. The Citycon team introduced themselves to tenants by walking around the centre with Citycon pink t-shirts and handed out practical information on the acquisition. All tenants were also invited to a tenants' meeting the same day for guestions and answers. In addition a weekly information and discussion meeting was held every Friday at a local café for a month after the acquisition.

Other activities on the acquisition day included:

- vacant spaces were foiled with the Citycon logo
- all store signs were repaired
- a mini refurbishment was planned for the same day, where walls, litter bins and doors were painted/repaired
- shopping centres' offices were styled with for example Citycon pink walls.

"This was a nice way to let the tenants know who we are and at the same time identify the centre as a part of Citycon. The tenants gave us positive feedback and we plan to use this type of launch plans also in the future." Comments Magnus Bergman, Centre Management Director at Citycon in Sweden.



### CITYCON'S POSITION STABLE IN ESTONIA

Citycon acquired Tallinn's second largest shopping centre Kristiine in May

itycon owns four shopping centres in the Baltic Countries. In Estonia, it owns Rocca al Mare, Tallinn's largest shopping centre, the Kristiine shopping centre acquired in spring 2011, and the smaller Magistral. In Vilnius, Lithuania, Citycon owns Mandarinas, a shopping centre offering daily necessities. With its three shopping centres, Citycon is the market leader in Tallinn's shopping centre business. It is also the leading property investment company in Estonia specialising in retail premises.

The economic situation during the year was slightly more positive than a year earlier, with demand showing slight growth. However, the growth of rental income remained moderate. Vacancy rate remained low.

#### An active year

Citycon acquired the Kristiine shopping centre in May. Kristiine is Tallinn's second-largest shopping centre after the Citycon-owned Rocca al Mare. It is located on one of the arterial roads to Tallinn city centre and has an extensive catchment area. The acquisition gave a strong boost to Citycon's position in Tallinn.

Kristiine's anchor tenants include the Finnish Prisma hypermarket chain and the international retail chains Marks & Spencer, New Yorker, Zara and Benetton, and the Jysk interior decoration store. Kristiine was constructed in two stages in 1999 and 2002, and was extended in autumn 2010.

The redevelopment and extension of the Magistral shopping centre in Tallinn began in September. The shopping centre will be extended and its interior will be given a complete overhaul. Completion of the project is scheduled for spring 2012. The entire shopping centre will be closed during the renovation and extension work. Naturally this affected the rental income from Baltic operations during the latter part of the year.

Rocca al Mare and Kristiine were almost fully leased throughout the year. There was some tenant turnover, and temporary rental rebates were granted, as retailers struggled across the year with financing difficulties. Rebates were primarily granted to good local tenants, to help them weather the recession. Rental rebates decreased from last year, representing 10 of gross rental income (15% in 2010).

As in previous years, both traditional marketing methods and various types of event marketing were used to market Rocca al Mare. It has been a nominee and prize winner in several industry competitions. In December, it ranked number two in the "Profit margin TOP" competition arranged by the Äripäev business magazine. In November, Äripäev named Citycon the best real estate company in Estonia.

#### Tourism affected retail positively in Estonia

Consumption by Finnish visitors in Estonia grew by 11 per cent in 2010. The most popular items included adult and children's clothing, accessories and footwear. Travel and tourism are predicted to show further growth in the next few years (source: Federation of Finnish Commerce, 5/2011). There are some 1.5 million Finnish tourists visiting Estonia yearly and during challenging times the euros tourists bring in have an even bigger role for shopping centres. Replacing the Estonian kroons with euro in the beginning of the year has eased shopping for Finns and thus also increased sales from tourists. Locally the beginning of the year was tough though, as Estonians were afraid of price increases and the new currency seemed expensive in comparison to the old kroons. In the end the euro brought less change than anticipated and by the end of the year the currency was already part of normal life.

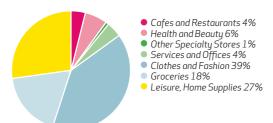
Finnish tourists have found their way also to Rocca al Mare. Marketing efforts target cruise passengers arriving from Finland, and free bus transport to Rocca al Mare from the ferry terminal and the city centre is available to tourists all year. In 2011, approximately 10 per cent of the centre's customers were Finnish and Finnish customers accounted for some 15-20 per cent of its sales.

The Mandarinas shopping centre in Vilnius is a well-established provider of local services. The anchor tenant is the Rimi grocery store. In addition, the centre houses a bank and a post office; this is a vital local service in the Baltic countries as it is used for a number of services, including pension payment. Demand for the services offered by a local centre remains largely unchanged, even in a recession, since the decline in purchasing power is not affecting consumers' daily purchases as much as specialty retail.

#### Steady economic growth

Although Estonia boasts the EU's highest retail sales figures, purchasing power has declined due to uneven development in inflation and earnings. Meanwhile in Lithuania, purchasing power actually increased slightly during the year.

#### BALTIC SHOPPING CENTRE RENTAL INCOME BY BRANCHES BASED ON VALID RENT ROLL AT 31 DEC. 2011



Surprisingly few forced sales of shopping centre properties have occurred in the Baltic capitals, since strong banks involved in financing have had no interest in initiating such procedures. Centres offered for sale have mainly comprised very high-risk properties.

There is a clear oversupply of shopping centres, particularly in the Lithuanian market. For this reason, some large fashion-oriented centres that opened just before the recession now face vacancy problems. Tallinn's shopping centre oversupply will even out in time, with the inflow of new supply coming to a halt. No new shopping centre projects are under construction in Tallinn and Vilnius, and only one was underway in Riga during the entire year. However, some major projects are in the pipeline, particularly in Tallinn.

#### CITYCON ATTRACTS NEW RETAIL CHAINS TO THE BALTIC AND NORDIC COUNTRIES

According to the strategy update published in the summer of 2011, Citycon's efforts over the next few years will be focused on attracting new brands to the Nordic and Baltic markets. Movement within these regions will be encouraged and assisted, for instance by offering retail chains with operations in Tallinn or Stockholm the chance to establish a presence in the Finnish markets.

Within the next five years, Citycon aims to achieve leadership in the Baltic and Nordic shopping centre business. This role involves becoming a trendsetter and introducing new brands to the markets.

Citycon attends the annual Mapic exhibition and conference held in Cannes, France. This event brings together European retail and real estate leaders. Citycon also attends the Retail Connections; a similar event held annually in London

In addition to these events, Citycon co-operates with several embassies. Last year, Citycon and the commercial department of the French Embassy, Ubifrance, co-hosted an event at which ten French retail and catering chains interested in the Finnish markets were offered the opportunity to learn more about these markets and meet potential local business partners.

Last year, Citycon also worked with Finpro, an organisation that supports the international-isation of Finnish companies. Finpro and Citycon co-hosted events in Denmark, Norway and Sweden designed to activate local retail chains into extending their operations to Citycon's operating countries.

Citycon plans to continue allocating resources to new business in the future. To support these efforts, a new cross border level director in charge of bringing in new customers was appointed in the summer of 2011.





Liljeholmstorget has in 2011 had the best increase in sales of all the shopping centres in Stockholm.

## AN ACTIVE YEAR OF SHOPPING CENTRE ACQUISITIONS AND REAL ESTATE DIVESTMENTS

itycon owns a total of 36 shopping centres: 23 in Finland, nine in Sweden, three in Estonia and one in Lithuania. In addition to shopping centres, Citycon owns 43 other retail properties, 36 of them in Finland and seven in Sweden. Citycon also owns one undeveloped lot in Finland.

Besides owning shopping centres, Citycon is also responsible for the commercial management of two shopping centres in Finland. In February, Citycon signed an agreement with Ilmarinen on the commercial management of the Kämp Galleria shopping centre located in the heart of Helsinki. In November, Citycon sold the Tullintori shopping centre located in Tampere to Eläke-Fennia pension insurance company, but signed an agreement to continue the commercial management of the property. In both Kämp Galleria and Tullintori, Citycon is responsible for the leasing of retail premises, in addition to shopping centre management. These are the first two properties to be commercially managed by Citycon but owned by other parties.

#### Value development in 2011

At year-end, the fair value of Citycon's property portfolio was EUR 2,522.1 million, an increase of EUR 154.4 million on the previous year. The value increase was mainly due to property acquisitions and investments committed to (re)development projects. The average yield requirement for the total property portfolio remained at 6.4 per cent but increased for supermarkets and shops by 10bps in Finland. During the year, the polarisation of the property market continued: while the

demand for the prime properties was strong, the market position for secondary properties got weaker. This market change was also seen in the fair value development of Citycons property portfolio presented as fair value change.

Fair value change, i.e. the change in market values excluding investments and foreign exchange rate differences, was EUR -35.3 million during the financial year. Fair value gains recorded for the year totalled EUR 39.8 million for 20 properties, while fair value losses came to EUR 75.1 million for 60 properties. Fair value gains were recorded for the shopping centre properties while fair value losses were recorded for the supermarket and shop properties in particular. The aggregate net impact of changes in the statement of comprehensive income was therefore EUR -35.3 million.

#### Changes in property portfolio

#### Acquisitions

In May, Citycon acquired the Kristiine shopping centre in Tallinn, Estonia, from ProKapital for a sale price of EUR 105 million. Kristiine is located a few kilometres from Tallinn city centre and has a gross leasable area of 42,700 square metres. Major extension work was carried out in Kristiine in autumn 2010.

In May, Citycon acquired the Högdalen Centrum shopping centre in Stockholm, Sweden, for SEK 207.5 million (approximately EUR 23.1 million) from Centeni AB, controlled by The Royal Bank of Scotland. In July, Citycon also acquired an adjacent retail property with a gross leasable area of 5,200 square metres on

Kungsleden for a sale price of SEK 48.7 million (approx. EUR 5.4 million). The aggregate gross leasable area of the shopping centre is approximately 19,200 square metres, of which approximately 16,000 square metres are retail premises. Located in southern Stockholm, roughly five kilometres from the city centre and next to a metro station, Högdalen Centrum is the hub of a densely populated residential area.

In Finland, Citycon increased its holdings in three properties in which the company was already a share-holder: shares in Hervannan Liikekeskus Oy were bought for EUR 1.2 million, in Asunto Oy Tikkurilan Kassatalo for EUR 2.6 million and shares in Heikintori Oy for EUR 0.5 million. At the year-end, Citycon's holdings in these properties were 79.4 per cent, 59.7 per cent and 68.7 per cent, respectively.

#### Divestments

In June, Citycon continued with divestments of its residential portfolio in Sweden by selling 41 apartments connected to the shopping centre Tumba Centrum for SEK 48 million (approx. EUR 5 million). The apartments were sold to a newly founded owners association called Tumba Torg.

In Finland, Citycon sold four non-core retail properties for a total of EUR 2.3 million. These properties were MREC Kiinteistö Oy Naantalin Tullikatu 16, Hakarinne, MREC Kiinteistö Oy Mäntyvuoksi and Otaniemen Liikekeskus Oy.

In November, Citycon sold its entire 57.4 per cent holding in the Tullintori shopping centre in Tampere, Fin-

# Value of Citycon's properties exceeds EUR 25 billion

land, to the co-owner of the property, Eläke-Fennia Mutual Pension Insurance Company, for a sale price of EUR 6.1 million. The Tullintori property features a significant proportion of non-retail area, such as office space. This means that the divestment is in line with Citycon's strategic decision to focus on shopping centres.

In December, Citycon continued to divest properties in Sweden. Citycon sold 57 apartments in Jakobsbergs Centrum located in Järfälla municipality for approximately SEK 51.0 million (approx. EUR 5.6 million) to Bostadsrättsförening BRF Tornerplatsen. The area of the divested property is approximately 4,600 square metres. In addition, Citycon agreed to sell the retail property Landvetter, located in the Härryda municipality, for approximately SEK 50.5 million (approx. EUR 5.5 million) to Tornstaden. The gross leasable area of the Landvetter property is approximately 4,800 square metres. This transaction was closed in January this year.

#### **Property valuation**

In accordance with the International Accounting Standards (IAS) and the International Valuation Standards (IVS), an external professional appraiser conducts a valuation of Citycon's property portfolio on a property-by-property basis at least once a year. In recent years, the valuation has been conducted on a quarterly basis. The most recent valuation statement as per year-end 2011 is available on page 64 in the enclosed Financial Statements. For the first time, the valuation of Citycon's property for these financial statements was conducted by the global property specialist Jones Lang LaSalle, appointed by Citycon as its

new appraiser at the end of last year. Citycon has changed its independent external appraiser at regular intervals. For the first three quarters of 2011, property valuation was conducted by Realia Management Oy, which has served as Citycon's appraiser for over four years.

The valuation statement includes a description of the valuation process and factors contributing to the valuation, as well as the results of the valuation and a sensitivity analysis. Such valuation has principally been conducted using a cash-flow method for a period of ten years. For vacant lots, market values have been determined according to the building rights available under the currently valid local detailed plan. Development properties have been appraised using a cash flow model which accounts for project investments and the property's future cash flows in the project schedule. Further

#### FAIR VALUE OF INVESTMENT PROPERTIES



information on the valuation methods is also provided in said valuation statement. Jones Lang LaSalle evaluated the average yield requirement for Citycon's property portfolio at 6.4 per cent at the year-end. The net yield requirement for Citycon's properties in Finland stood at 6.3 per cent, in Sweden at 5.9 per cent and in the Baltic countries at 8.0 per cent.

#### **Recognition of market value**

Citycon recognises its investment property at fair value in accordance with IAS 40. Its properties' combined market value (fair value) at the closing date of the accounts is recorded in the statement of financial position and any changes in their fair value are recognised in the statement of comprehensive income under net fair value losses/gains on investment property. Thus, the change in fair value also has a profit impact, and this is reported as a separate item in the company's financial reports, as part of the operating profit and, consequently, the profit for the period.

The fair value of investment properties recognised in Citycon's the statement of financial position includes:

- the property portfolio's total value, determined by the external appraiser
- capital expenditure on development projects that the external appraiser does not take into account in the valuation
- properties transferred into investment properties held for sale
- acquisition cost of new properties acquired during the last three months.



#### CITYCON'S SHOPPING CENTRES IN FINLAND



**Columbus** 

#### Helsinki

Citycon's gross leasable area 20,900 sq.m. Anchor tenants K-citymarket, S-market, Lindex, Seppälä, Alko, pharmacy



#### Duo

#### Tampere

Citycon's gross leasable area 13,500 sq.m. Anchor tenants S-market, K-supermarket, Lidl, Alko, Posti



#### **Espoontori**

#### Espoo

Citycon's gross leasable area 17,100 sq.m. Anchor tenants K-supermarket, Tarjoustalo, Posti



#### **Forun**

#### Jyväskylä

Citycon's gross leasable area 16,500 sq.m. Anchor tenants Seppälä, Vero Moda, Tokmanni, K-supermarket



#### **Galleria**

#### Oulu

Citycon's gross leasable area 3,500 sq.m. Anchor tenants Lindex, Life



#### Heikintori

#### Espoo

Citycon's gross leasable area 6,300 sq.m. Anchor tenants KappAhl, Alko, Posti



IsoKarhu

#### Pori

Citycon's gross leasable area 14,900 sq.m. Anchor tenants H&M, Intersport, Muksumassi, Vero Moda, Only, Jack&Jones, Gina Tricot



#### IsoKristiina

#### Lappeenranta

Citycon's gross leasable area 19,400 sq.m. Anchor tenants Anttila, K-market, Alko, Jim&Jill, Voglia



#### Isomyyri

#### Vantaa

Citycon's gross leasable area 10,800 sq.m. Anchor tenants S-market



#### Iso Omena

#### Espoo

Citycon's gross leasable area 60,600 sq.m. Anchor tenants K-citymarket, Prisma, library, Finnkino, H&M



#### **Jyväskeskus**

#### Jyväskylä

Citycon's gross leasable area 5,800 sq.m. Anchor tenants H&M, KappAhl, Finnkino, Mc Donald's, Elosen Konditoria, Seppälä



#### Koskikara

#### Valkeakoski

Citycon's gross leasable area 5,800 sq.m. Anchor tenants S-market, Alko, Vapaa Valinta, Seppälä



#### Koskikeskus

#### Tampere

Citycon's gross leasable area 28,000 sq.m. Anchor tenants Intersport Megastore, Gina Tricot, Seppälä, Vapaa Valinta, Lindex



#### Linjuri

#### Salo

Citycon's gross leasable area 9,200 sq.m. Anchor tenants Pharmacy, Alko, Anttila, K-market, Posti



Lippulaiva

#### Espoo

Citycon's gross leasable area 18,500 msq.m. Anchor tenants Alko, Anttila, Pharmacy, K-supermarket, Lidl, Posti, Skybowl



#### Martinlaakso

#### Vantaa

Citycon's gross leasable area 7,400 sq.m. Anchor tenants S-market, Lidl, Sampo Pankki, pharmacy



Myllypuro

#### Helsinki

Citycon's gross leasable area 6,600 sq.m. Anchor tenants S-market, K-supermarket, media library, pharmacy



Myyrmanni

#### Vantaa

Citycon's gross leasable area 39,700 sq.m. Anchor tenants K-citymarket, H&M, Anttila, pharmacy, Alko, Suomalainen Kirjakauppa, Stadium



#### Sampokeskus

#### Rovaniemi

Citycon's gross leasable area 13,700 sq.m. Anchor tenants Dressmann, Jack&Jones, MODA, Gina Tricot, Pentik, Vero Moda, Vila, Duetto



#### **Torikeskus**

#### Seinäjoki

Citycon's gross leasable area 11,500 sq.m. Anchor tenants H&M, Aleksi 13, KappAhl, Lindex, Pentik



#### Tikkuri

#### Vantaa

Citycon's gross leasable area 13,300 sq.m. Anchor tenants Valintatalo, Nordea, Dressmann, Aleksi 13, Seppälä



#### Trio

#### Lahti

Citycon's gross leasable area 45,700 sq.m. Anchor tenants H&M, K-supermarket, Gina Tricot, Kekäle, Cumulus, Post Office



#### Valtari

#### Kouvola

Citycon's gross leasable area 7,600 sq.m. Anchor tenants Eurokangas, Nordea, Sport Center FunFit





#### Kämp Galleria

#### Helsinki

Citycon's gross leasable area 11,700 sq.m. Anchor tenants Tiger of Sweden, Maranello, Gant Store, Della Marga, Marimekko, M-Boxi, Oscar Jacobson Shop



#### **Tullintori**

#### Tampere

Citycon's gross leasable area 10,000 sq.m. Anchor tenants Eurokangas, Vapaa Valinta, pharmacy

#### CITYCON'S SHOPPING CENTRES IN SWEDEN



Fruängen Centrum

#### Stockholm

Citycon's gross leasable area 14,700 sq.m. Anchor tenants library, Systembolaget, Läkarhuset



#### Högdalen Centrum

#### Stockholm

Citycon's gross leasable area 19,200 sq.m. Anchor tenants ICA, MatDax, Lindex, Dressmann, Pharmacy



#### **Jakobsbergs Centrum**

#### Järfälla

Citycon's gross leasable area 56,300 sq.m. Anchor tenants Coop, H&M, Lindex, Systembolaget



#### Liljeholmstorget Galleria

#### Stockholm

Citycon's gross leasable area 40,900 sq.m. Anchor tenants ICA Kvantum, Willy's, H&M, Systembolaget, SATS, Claes Ohlson, MQ, Lindex



#### **Stenungs Torg**

#### Stenungsund

Citycon's gross leasable area 36,400 sq.m. Anchor tenants KappAhl, Hemtex, Systembolaget, Coop



#### Strömpilen

#### Umeå

Citycon's gross leasable area 26,800 sq.m. Anchor tenants ICA Maxi, Elgiganten, Lindex. H&M



#### **Tumba Centrum**

#### Botkyrka

Citycon's gross leasable area 29,100 sq.m. Anchor tenants ICA, KappAhl, H&M, Dressmann



#### Åkersberga Centrum

#### Österåker

Citycon's gross leasable area 27,500 sq.m. Anchor tenants ICA, KappAhl, Lindex, library, Systembolaget



#### Åkermyntan Centrum

#### Hässelby

Citycon's gross leasable area 8,400 sq.m. Anchor tenants ICA, Coop, pharmacy, Lidl

## CITYCON'S SHOPPING CENTRES IN THE BALTIC COUNTRIES



#### **Rocca al Mare**

#### Tallinn

Citycon's gross leasable area 53,300 sq.m. Anchor tenants Prisma, Marks&Spencer, NewYorker, Lindex, Rademar



#### **Kristiine**

#### Tallinn

Citycon's gross leasable area 42,700 sq.m. Anchor tenants Prisma, Zara, NewYorker, Marks&Spencer, JYSK



#### **Magistral**

#### Tallinn

Citycon's gross leasable area 9,500 sq.m. Anchor tenants Rimi, Koduekstra, Rademar, Tiimari, Seppälä



#### **Mandarinas**

#### Vilnius

Citycon's gross leasable area 7,900 sq.m. Anchor tenants Rimi, Swedbankas, Čili pica, TopShop





### MYYRMANNI OPENS A REDESIGNED FASHION WORLD

The refurbishment of the second-floor premises in the Myyrmanni shopping centre located in Myyrmäki, Vantaa, was completed in 2011. With this project, Myyrmanni's commercial concept was developed towards an emphasis on fashion and style. The modernisation project became possible upon the Anttila department store moving to smaller premises. Fashion stores opened in Myyrmanni during the autumn include H&M's new concept store, as well as Cubus and Skopunkten, both of which arrived in Finland in autumn 2011. In addition, the hardware and electronics chain Clas Ohlson opened a store in Myyrmanni in December 2011.

Citycon's investment in the Myyrmanni refurbishment project totalled EUR 6.5 million.

# CITYCON DEVELOPS ATTRACTIVE RETAIL PROPERTIES IN WINNING CITIES

itycon has made a strategic decision to focus its operations on central locations in winning cities and in regional centres. Shopping centre properties in these locations are under active development. The objective of development projects is to increase the commercial attractiveness and competitiveness of shopping centres and thereby generate stronger rental growth while consolidating market value.

The financial potential of each project is carefully assessed when planning redevelopment projects. A careful analysis of the expected return on capital invested in the project, comparison of financial expenses, and an assessment of the current leasing and permit and planning situations are carried out before an investment decision is made.

Preparations for projects are usually lengthy, a great deal of information being analysed to support decision-making. For its redevelopment projects, Citycon studies the land use plans of the municipality involved and adjacent areas, surveys the commercial catchment area of the project and prepares a consumer profile of the area's inhabitants, and conducts a thorough assessment of the existing and future competitive environment.

Citycon's strengths in project development include substantial commercial competence and ongoing relations with retail players already engaged or seeking to establish themselves in Citycon's operating area. This allows Citycon to keep its finger on the pulse, in terms of potential tenants' interest in expanding their operations into shopping centres subject to development

plans. Citycon is directly responsible for running its shopping centres. Its shopping centre managers work on the spot in its business locations. In this way, project planning can benefit from each shopping centre manager's local knowledge.

In May, Citycon launched a major redevelopment project at the Koskikeskus shopping centre in Tampere. Involving an investment of approximately EUR 38 million, this is currently the company's largest redevelopment project. Construction of the Martinlaakso and Myllynpuron Ostari shopping centres began in 2010 with the opening of Martinlaakson Ostari at the beginning of December 2011, and the opening of the first phase of Myllypuron Ostari in June. The Myllypuron Ostari shopping centre will reach full completion by spring 2012. Also finalised this year was a modernisation project for the Vantaa Myyrmanni shopping centre, which has a focus on fashion and style.

Involving a complete overhaul of the older section of the shopping centre, the second phase of the Åkersberga Centrum redevelopment project in Sweden's Stockholm Metropolitan Area was completed in April. A newly constructed extension of Åkersberga Centrum was opened in autumn 2010. With its completion scheduled for spring 2012, the refurbishment and extension of the Magistral shopping centre in Tallinn was launched in July.

More information about (re)development projects is available on pages 37-40 and in the tables on pages 85-87.







### Koskikeskus reinforces its position as the number-one shopping centre in Tampere

In May 2011, Citycon launched a major redevelopment project at the Koskikeskus shopping centre in central Tampere, involving the complete overhaul of the shopping centre's interior, including its entrances, facades and all technical systems. Due to alteration work on the interior premises, the shopping centre's gross leasable area will increase by around 1,000 square metres. After the project, Koskikeskus' gross leasable retail area will be 28,600 square metres.

Besides its overall appearance and technical systems, Koskikeskus's commercial concept will be modernised to better meet the expectations of customers shopping in the city centre. The retail mix will be diversified, with a stronger focus on fashion and food services.

Modernisation also includes the installation of a new environmentally friendly cooling system, based on the cooling power of the nearby Tammerkoski rapids.

Although the redevelopment project extends to late 2012, the shopping centre will remain open during the entire time. Citycon's investment in the project is approximately EUR 38 million. After the renovation, the number of tenants will grow from the current 80 to almost a hundred retail outlets and service providers.

The redevelopment project will consolidate the position of Koskikeskus as the leading shopping centre in central Tampere.

### The new Ostari brought local services in Martinlaakso to the 21st century

At the beginning of December, Citycon opened a new shopping centre in Vantaa's Martinlaakso, with an offering focused on local, everyday services. The new Martinlaakson Ostari rose in the place of an old business complex, which was severely outdated in terms of both its building technology and commercial concept. The new 7,400-square metre shopping centre was constructed in 2010–2011. The floors above the shopping centre house owner-occupied apartments, which have already been sold.

Martinlaakson Ostari is located at the centre of a bustling and densely populated residential area of Vantaa, next to the local bus terminal and railway station. On its opening day, the new shopping centre greeted customers with 23 shops and services. The centre's anchor tenants are two grocery stores. Other services frequently used by today's consumers, such as a fitness centre, are also available.

Citycon's investment in the Martinlaakso Ostari project totals EUR 22.9 million.



### Myllypuron Ostari to reach completion in spring 2012

Citycon is building a new neighbourhood shopping centre offering local daily services in Myllypuro, Helsinki. Myllypuron Ostari has an excellent and central location right next to a busy metro station. Adjacent to Myllypuron Ostari is a densely built residential area, which will be supplemented with more than 240 new rental and right-of-residence apartments to be built on top of the shopping centre. At the beginning of the project, Citycon sold the building rights to these apartments to three residential investors. With the City of Helsinki planning to lo-

cate the campus of a university of applied sciences in the region, active development will continue in the Myllypuro district for some years.

An old business complex was demolished in late 2009 to make way for Myllypuron Ostari. This shopping centre will be completed in stages, with the first opening in summer 2011. All services of the shopping centre will be available in late spring 2012. Its offering focuses on local, everyday services. The leasable area will be 7,300 square metres and Citycon's investment in the project totals EUR 21.3 million.





### Magistral in Tallinn offers day-to-day services

Citycon is carrying out an extension and modernisation project at Tallinn's Magistral, a shopping centre offering regional everyday services. The project will increase Magistral's gross leasable area by approximately 2,000 square metres. This redevelopment project was launched at the beginning of July and its completion is scheduled for spring 2012. Magistral will be closed during the redevelopment project.

Magistral's anchor tenant, the RIMI grocery store chain, will open a new store in the modernised premises. The project also involves the construction of a rooftop car park. Citycon's investment in the redevelopment project totals EUR 7.0 million.



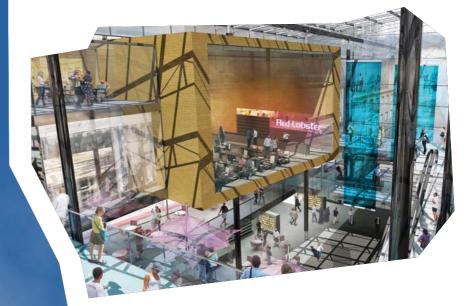
### Extension plans for IsoKristiina in Lappeenranta and for Iso Omena in Espoo moving ahead

Citycon is planning to launch an extension and redevelopment project in the IsoKristiina shopping centre in Lappeenranta. As a university town located in the vicinity of the Russian border, Lappeenranta offers significant potential and purchasing power. Tax free sales to Russian customers have grown considerably in Lappeenranta in recent years, and the trend is expected to continue. The value of tax free sales is currently almost as high in Lappeenranta as it is in Helsinki.

The plans involve placing Lappeenranta's new city theatre in the shopping centre's extension and building more than 7,000 square metres of new business premises. Bringing the city theatre into the shopping centre would create a new urban space, enabling a fascinating mix of commercial and cultural services. The IsoKristiina redevelopment project would require an investment of EUR 65-75 million.

Plans to extend the Iso Omena shopping centre in Espoo proceeded on schedule in 2011. Iso Omena is located above the future Matinkylä metro terminus of the Helsinki region's western metro line. Citycon and NCC Property Development have been granted a planning reservation for land use involving the above-ground premises of the future metro station, a feeder bus terminal and the extension of the Iso Omena shopping centre. The planned extension would add almost 50 per cent more leasable area to Iso Omena, bringing the total leasable area to more than 70,000 square metres. Citycon's estimated total investment is approximately EUR 140 million. Citycon intends to proceed with the shopping centre extension in sync with the metro line construction.

KAUPUNGINTEATTERI



### Major shopping centre in pipeline for Oulu city centre

Citycon and the Oulu-based cooperative enterprise Osuuskauppa Arina signed a co-operation agreement in June 2011, on the redevelopment of the Galleria block in the heart of Oulu. In December, Citycon and Arina signed a land use agreement with the City of Oulu regarding the Galleria block. The agreement also covers the Oulun Pysäköinti Oy parking facility owned by the City of Oulu.

This extensive project involves the construction of a shopping centre of approximately 25,000 floor square metres within the block, plus office space and around 120 apartments. The total value of the planned investment is approximately EUR 140 million, with Citycon's share representing some EUR 110 million.

Oulu is a growing city with strong purchasing power, and clearly the regional capital of Northern Finland. This new shopping centre would significantly strengthen the commercial services available in Oulu city centre, and make the city centre more attractive. The planned project launch is scheduled for 2013.



### ACTIONS AND WORDS ON SUSTAINABILITY



At Citycon, we have made systematic and determined efforts to promote sustainability since 2008. We can now state that the foundation for target setting and reporting systems is laid and it's time to concentrate on harvesting the results! Changes in Citycon's management and strategy in 2011 emphasised the role sustainability plays in our company. Our management is of the view that ecology and economy go hand in hand. This means that investments in environmental matters also generate cost benefits. However, these benefits tend to materialise over a longer period of time, which is why we are setting stricter and more ambitious goals for 2012. We want to see major improvements in areas such as our energy efficiency. We also plan to support our efforts to achieve these goals, through major investments. I believe that the benefits derived from investments, particularly in terms of energy savings, will quickly result in lower costs, such as maintenance costs. Consequently, our investments in sustainability will ultimately benefit our customers, i.e. the tenants of our properties.

### **Employee commitment in key role**

Our sustainability work is progressing at full speed: the GRESB puts us clearly above average in our benchmark group, but we still have some way to go before we reach the "Green Stars" international leadership level. In my opinion, Citycon has full potential to achieve a leading position in sustainability issues by reaching the targets set for the period. We will develop our management practices, result monitoring and support day-to-day efforts to promote sustainability. The challenges in 2012 are to rapidly implement energy saving actions, spread the successful practices and commit the whole personnel to work for achieving the targets. The company's attitude promotes and encourages sustainability and I will personally drive actions needed for achieving the targets.

### Eventful year in the real estate sector - stakeholders demand transparency

During the year, I was actively involved in the international working groups creating and developing reporting and communications practices for sustainability issues within the sector. In September, as a result of a two-year project Global Reporting Initiative published sustainability reporting guidelines for the construction and real estate sector (CRESS). At the same time EPRA published its Best Practices Recommendations on Sustainability Reporting. Also the results of Global Real Estate Sustainability Benchmark were published. GRESB is an initiative of global consortium of institutional investors, who desire to compare the environmental management and performance of listed and non-listed real estate companies. The initiative reveals investors' demand for transparent and comparable information for own decision making process. Over 340 property funds and real estate companies took part in the survey.

These results, guidelines and recommendations will standardise reporting in the sector, enable benchmark of companies and furthermore develop the whole industry. Citycon is pleased to be among the first companies to report on sustainability according to the guidelines prepared as a result of joint development efforts. I hope this report will meet the expectations of stakeholders and increase our transparency.

Kirsi Borg Vice President, Sustainability

Ecology and economy go hand in hand

### CITYCON CODE OF CONDUCT GUIDES **OPERATIONS**

The Citycon Code of Conduct lays the foundation for business operations, environmental issues, human rights and relations with our employees and stakeholders. The Code of Conduct guides Citycon's management and personnel towards ethical business practices and compliance with the laws and regulations in effect in each country.

The importance of the Code has been emphasised through internal communication and training. Citycon requires its management and employees to fully embrace and act according to these principles. Citycon's employees are encouraged to bring up issues related to the Code and to report on any possible compliancy problems. This procedure is described in a document called 'Whistleblowing Procedure in Citycon Group'. Within its sphere of influence, Citycon aims to ensure that its partners and subcontractors also adhere to Citycon's ethical principles. This is the foundation of all of Citycon's new and existing business relationships.

### **Ground rules based on Citycon's Code of Conduct:**

- openness and transparency in all operations
- adhering to statutory rules and regulations
- zero tolerance of corruption and bribery
- promoting operations that support sustainable development
- taking environmental issues into account in daily operations
- respecting human rights
- recognising the right to assembly and the right to collective bargaining
- banning the use of child and forced labour
- removing discrimination from workplaces and professional life
- offering a safe and healthy working environment for employees.

### Read more at:

www.citycon.com/sustainability/code\_of\_conduct/

Most of the environmental responsibility objectives were reached



#### STRATEGIC OBJECTIVES RELATED TO ENVIRONMENTAL RESPONSIBILITY

	Targets for 2011	Results of 2011	$\odot$	Targets for 2012
Climate Change				
Reduction of greenhouse gas emission by 20 per cent by year 2020 from the 2009 level	2-3%	In I-f-I shopping centres: -0.8 %	☺	2-3%
Energy				
Reduction of energy consumption (electricity, heating and cooling) by 9 per cent by 2016 from 2009 level	2-3%	In I-f-I shopping centres: -2.4 %	<b>©</b>	2-3%
Identifying solution that utilise renewable energy	-	in progress		feasibility study in (re)develop- ment projects
Water				
Lowering water consumption to an average level of less than 3.5 litres per visitor	3.8 l/visitor	4.3 l/visitor	8	4.0l/visitor
Waste				
Shopping centre waste recycling rate to be raised to at least 80 per cent by 2015	78%	78%	<b>©</b>	78%
Reduction of landfill waste to a maximum of 20 per cent of total waste by 2015	22%	22%	0	22%
Landuse and Sustainable Construction				
All development projects to be implemented in accordance with environmental classification principles	All projects on- going in 2011 assessed with LEED criterias	achieved	$\odot$	All projects on- going in 2012 assessed with LEED criterias
Development projects are located in built-up environments, within reach of good public transport connections	100%	achieved	<u></u>	100%

### SUSTAINABILITY THEMES WERE SHARPENED

Trends in responsibility that guide the sector:
climate change

- well-being
- urbanisation
- sense of community
- eCommerce

he content of this integrated Annual and Sustainability Report has been determined on the basis of an assessment of the materiality of the reported items, issues identified in dealings with stakeholders, sustainability context and and the principles determining completeness of reporting.

Every effort has been made to include all key themes associated with the most significant economic, social and environmental impacts of Citycon's operations, or themes that are sufficiently important to materially affect the choices made by Citycon's stakeholders. The objective of reporting is to increase openness and transparency and thereby to make stakeholders better equipped to assess Citycon's operations and to make decisions.

The materiality of reported items was assessed for the first time in 2009, and the materiality assessment was re-discussed by the extended Corporate Management Committee during 2011. Other factors contributing to the materiality assessment include risk analysis conducted within the framework of Citycon's Enterprise Risk Management (ERM) programme.

Materiality is also assessed against the policies defined in Citycon's strategy and mission, according to which Citycon's objective is to achieve profitable growth and to consolidate its position as the industry leader. Fulfilment of this objective will further increase Citycon's significance to its stakeholders.

In the context of the materiality assessment, changes in the internal and external operating environments were analysed. In addition, a benchmark analysis of other players in the industry was conducted to identify the key industry drivers.

Various stakeholder group studies were conducted and informal discussions with local communities were arranged, to find out which issues stakeholders considered material. Similarly, account was taken of stakeholder feedback received through other channels.

The results of the materiality assessment affect the content and focus of Citycon's sustainability objectives. The GRI indicators used in this report were selected on the basis of materiality assessment results. Topics considered material are discussed in this report at varying length, depending on their importance.

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### Significance to Citycon's business

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### **Economic responsibility**

- 1 Environmental management at shopping centres (B,C,D,E)
- 2 Supply chain assessment and management (**C,D**)
- Current changes in legislation and taxation (B,D,F)
- The right tenant mix (A)
- **5** Corporate Governance (**B,C,D,E,F**)
- 6 Skilful shopping centre management (A,B,C)
- 7 Cost efficient management (**B,C,D,E**)
- 8 Profitability of the operations and future growth (B,D,G)
- Effects in local industrial and commercial activities (A,B,F)

### **Environmental responsibility**

Environmental management at shopping centres (B,C,D,E,G)

+++

- Developing transportation services (A,B,E,F)
- Sustainable (re)development projects (C,D,F,G)
- Properties' energy efficiency (**B,C,D,E**)
- Accessibility and location of retail properties (A,B,E,F)
- Carbon footprint (**B,D,E,G**)

### Social responsibility

- 5 Corporate Governance (**B,C,D,E,F**)
- Accessibility and location of retail properties
  (A,B,E,F)
- Treasuring cultural heritage (F)
- 16 Developing the local community (**B,F**)
- Interactive relationships with stakeholders (A-G)
- Optimizing employee knowledge structure (**B,C,D,E**)
- Safety and health in shopping centres (A,B,E,F)
- Realiability in operations and transparency in communications (**A-G**)
- Employee job satisfaction (**E**)
- Code of Conduct (**B,C,D,E,F**)

Stakeholders which are affected by the issue (in parenthesis above):

A Consumers, B Tenants, C Co-operation partners, D Shareholders, lenders and analysts, E Employees,

**F** Authorities and local communities, **G** Media, industry associations and non-governmental organisations



## CITYCON HAS DIVERSE IMPACTS ON STAKEHOLDERS

ccording to Citycon's definition, stakeholders include parties that are or may be significantly affected by Citycon's operations and that may affect the fulfilment of Citycon's objectives.

A good working relationship between Citycon and its stakeholders:

- · increases transparency
- promotes the fulfilment of objectives
- consolidates mutual understanding
- · acts as a shared learning process.

Citycon aims to further explore ways of improving interaction and taking consideration of issues identified in dealings with stakeholders. An extensive and systematic stakeholder group study will be launched in 2012, as a continuation of the round of in-depth interviews conducted with stakeholders in 2010. Other channels of interaction between Citycon and its stakeholder groups include annual and interim reports, stock exchange and press releases, presentation material, general meetings, the company website, the portal service, customer satisfaction surveys, events at shopping centres, market research, consumer surveys, press conferences and informal discussions.

Other forms of stakeholder engagement include appearances by company representatives in various events, meetings with media representatives, road shows, local co-operation, informal everyday interaction, participation in the work of industry associations, as well as employee performance reviews and personnel satisfaction surveys.

### The effects of Citycon's operations on stakeholders and society

Citycon is an active owner and long-term developer of shopping centres, creating success for retailing. Its retail properties serve both consumers and retailers. As far as possible, the company aims to take account of environmental aspects and well-being in the areas surrounding its retail properties. Thus, Citycon has diverse impacts on stakeholders and society:

- the effect of Citycon's investments on regional economic well-being, e.g. jobs, development of purchasing power
- the effect of salaries and taxes paid by Citycon, and of its personnel costs, on the local economy

#### CITYCON'S STAKEHOLDERS ARE:

- consumers
- tenants
- co-operation partners (service providers, suppliers, contractors
- shareholders, lenders and analysts
- employees
- authorities and local communities
- media
- industry associations and NGOs.
   In property (re)development projects,
   co-operation partners, authorities and
   local communities represent project-type stakeholders.

- · offering attractive retail properties to tenants
- offering business opportunities to international chains in Citycon's retail properties
- taking account of the environmental impacts of (re)development projects
- the impact of customer traffic on climate change
- the environmental impacts of the production of energy used in properties
- the environmental impacts of waste generated by retail properties (= tenants)
- promoting recycling by organising recycling possibilities
- the effect of employment relationships, and a work community enabling career development, on personnel well-being and job satisfaction
- the effect of retail properties on local community development, for instance the availability of products and services
- the effect of shopping centres on the urban image and structure, as well as on general ambience and functionality of the area
- safety in shopping centres.

The impacts of sustainability on various stakeholder groups are also discussed under the assessment of materiality on page 45.

Citycon's operations have an economic impact on several stakeholders such as tenants, personnel, partners and authorities. The impacts of economic responsibility on various stakeholders are described in more detail on pages 55 and 92.



### Sustainability creates opprtunities for cost savings

The opportunities that sustainability offers relate to profitable and energy-efficient operations. Lower energy and waste costs improve profitability and make properties more attractive and competitive.

Implementation of the EU-wide and national climate, energy and waste policies will affect future energy solutions, energy prices and taxation. Growing price pressure effectively motivates people to save energy. Energy pricing is also a useful incentive for more efficient use of renewable energy sources. So far, use of renewable energy sources in properties has been scarce in Citycon's line of business and operating regions. This could be attributed to expensive investments, long repayment periods, and relatively new technological solutions for which experience-based feedback is not yet available. In connection with project planning, Citycon employs an active approach to utilising renewable energy sources.

Waste taxes associated with waste management and landfill fees have increased and will continue to increase substantially in the short term. Price increases encourage the sorting and reduction of waste.

The significance of sustainability to various stakeholder groups has been emphasised in the last few years. By applying sustainable business principles, Citycon wants to achieve a reputation as an industry leader, which will further strengthen its business image.

Through its environmental programme Citycon aims to curb climate change, improve energy efficiency, reduce water consumption, enhance waste management and

promote sustainable construction and land use. Citycon's objectives related to environmental responsibility and actions taken are discussed on pages 43, 48-53.

### Key sustainability risks associated with the price of energy and with reputation

The risks associated with climate change will affect Citycon's business environment in the long term. Different sources and scenarios predict a rise of 2 to 6 degrees Celsius in average temperatures in Citycon's operating regions, over several decades. Global warming will increase the frequency of extreme weather conditions, such as violent storms, floods and snowfalls. Extreme weather conditions will increase maintenance costs and erode profitability.

Land use and construction involve the threat of disrupting biodiversity. In most cases, an environmental impact assessment, including a biodiversity assessment, is conducted in connection with zoning and major projects. Within the next few years, biodiversity may became a widely addressed topic in both political debates and legislation.

As a property investment firm and shopping centre operator, and as a public company, Citycon has several stakeholder groups. Many of these take an interest in Citycon's sustainability issues, the related management practices and results. Due to the diverse needs of stakeholder groups, communications related to sustainability represents a challenge. Failure to reach the related objectives, or unsuccessful communications, could pose a risk to the company's reputation.

In an expert organisation like Citycon, the company relies heavily on its personnel for success. To reduce personnel risk, Citycon invests strongly in employee wellbeing and career development opportunities. The annual employee satisfaction survey is an important tool for HR development efforts. HR measures are discussed on pages 58-61.

In the long term, as global warming continues, so-called climate refugees from densely populated areas will be forced to relocate to other countries and continents. In their host countries, some of these refugees will end up in relatively low-skilled and low-wage jobs. Citycon's supply chain includes these kinds of positions, such as cleaning, assistant construction work and property maintenance. The hiring of people for these jobs may involve risk factors related to working conditions and human rights. Citycon seeks to eliminate these risk factors by preparing codes of ethics for its supply chains, and by requiring its subcontractors to act ethically and responsibly.

### THE PRINCIPLES OF ENVIRONMENTAL MANAGEMENT

Citycon's environmental management is based on and guided by the company's strategy, its long-term objectives and environmental policy.

Citycon's management and personnel are committed to meeting the company's environmental objectives and targets.

To achieve its environmental targets, Citycon applies the following principles

- taking the environment into account in all operative functions
- complying with statutory rules and regulations, and preparing in advance for future legislative changes in legislation through active monitoring of transformations in society
- continuously developing the steering, management and reporting of environmental practices
- expecting partners to operate in a way that supports the fulfilment of Citycon's environmental goals
- ensuring that the company's environmental policies are available to all stakeholders
- guiding personnel towards sustainability in environmental issues, through training and internal communications.

### **CLIMATE CHANGE**

Actions Citycon is taking to fight climate change:

- building shopping centres in central locations with good public transport connections, to reduce the harmful environmental impacts of customer traffic
- specifying and implementing energy-saving measures for each property
- increasing tenant co-operation aimed at energy savings
- increasing the proportion of renewable energy in electricity procurement.

### A THEME YEAR OF ENERGY EFFICIENCY

roperties generate approximately 30 per cent of all greenhouse gas emissions worldwide. For this reason, the real estate and construction sector can significantly contribute to the prevention and reduction of emissions (source: UNEP Common Carbon Metric). The best ways of cutting greenhouse gas emissions in the sector are by improving the energy efficiency of buildings, reducing energy consumption, and increasing the use of renewable energy sources in energy production and procurement for properties.

The built environment accounts for 40 per cent of energy consumption, 30 per cent of raw material consumption, 25 per cent of water consumption, 25 per cent of solid waste and 12 per cent of land use. The built environment also has an impact on ecosystems. (Source: UNEP Common Carbon Metric).

#### Sustainable business

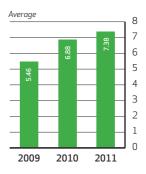
In 2007, Citycon took the strategic decision to pursue sustainable development. As a result of climate change and its consequences, legislation on energy and emissions has become much stricter, as has the related taxation. Similarly, energy prices and material costs have risen. Properties with high energy consumption do not attract tenants and investors. By enhancing energy efficiency in shopping centres and by reducing energy consumption and its carbon footprint, Citycon is seeking cost savings, in order to make its properties more attractive to various stakeholders today and in the future.

There is no shortage of water supply in Citycon's operating areas, nor are any restrictions on water consumption or water supply in sight. However, the increasing scarcity of water in some EU regions may push the price of water up. Reduction of water consumption in shopping centres promotes cost-efficiency and diminishes the risks associated with water price development.

In shopping centres, well-organised waste disposal and recycling are key operational priorities. Both taxation and legislation on waste disposal have lately become much more stringent. Price increases encourage sorting and the reduction of waste.

As a shopping centre developer, Citycon's responsibility also extends to its projects. Land use and construction involve the threat of disrupting biodiversity. Energy ef-

#### **GREEN INDEX**



ficiency, efficient water use, materials selected, building regulations on indoor air quality and Citycon's own instructions and guidelines are taken into account in project planning.

Citycon's sustainability programme is designed to help the company fight climate change, improve energy efficiency, reduce water consumption, enhance waste management and promote sustainable building and land use.

### **Green Shopping Centre Management Programme helps** include sustainability in everyday operations

The company's objective is to include actions promoting environmental sustainability in all of its operations, and to integrate them into daily activities as part of standard procedure. The Green Shopping Centre Management

programme is a tool developed by Citycon for advancing sustainable development in all of the company's shopping centres. The programme involves an annual assessment of shopping centre management in the following areas:

- energy consumption and energy efficiency
- water consumption
- waste management and recycling
- refrigerants
- procurement and cooperation agreements
- traffic
- · marketing and external communications
- · training and internal communications
- follow-up and reporting.

In connection with the assessment in 2011, the environmental results of each shopping centre were reviewed

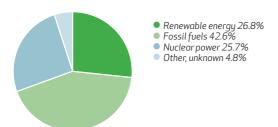
and an action plan was prepared for each shopping centre, to help them meet their environmental responsibility objectives. A Green Index was developed for the assessment of the Green Shopping Centre Management programme results, in order to facilitate a comparison of the 2011 results with past performance. The average Green Index improved by 11.1 per cent from the previous year.

### Harnessing greenhouse gas emissions

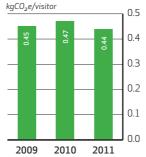
The long-term strategic objective is a 20 per cent reduction in greenhouse gas emissions by 2020, from the baseline level of 2009. The carbon footprint reduction target in 2011 was 2-3 per cent.

Citycon's carbon footprint in 2011 totalled 69,413 tonnes of carbon dioxide equivalents. The carbon footprint

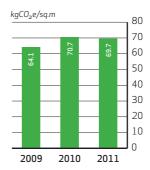
#### PRIMARY ENERGY SOURCES



#### **BUILDING GREENHOUSE GAS INTENSITY**



#### **BUILDING GREENHOUSE** GAS INTENSITY



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### CONVENIENT LOCATION OF CITYCON SHOPPING CENTRES REDUCES VISITORS' CARBON **FOOTPRINT**

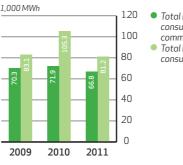
impact on the carbon footprint generated by visitors. Use of private cars generates considerable carbon dioxide emissions. For this reason, good public transport connections and a convenient, central location for shopping centres help minimise visitors' carbon footprint. All of Citycon's shopping centres offer easy access by public transport and by

Citycon has used surveys to study the means of transport used by its shopping centre customers in Finland, and their daily travel distances. According to the latest survey, ordered by Citycon in 2009, the Tikkuri shopping centre in Vantaa had the highest share of public transport users. Meanwhile, the Iso Omena in Espoo and the Sampokeskus in Rovaniemi had the highest share of customers using private cars. Visitors travelled an average of 3.1 kilometres to shop in for example Sampokeskus.

### CARBON FOOTPRINT GENERATED BY A VISIT TO THE SHOPPING CENTRE, KGCO<sub>2</sub>/VISITOR

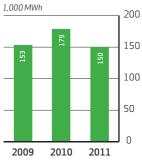


#### **ENERGY AND HEAT CONSUMPTION IN** LIKE-FOR-LIKE SHOPPING CENTRES

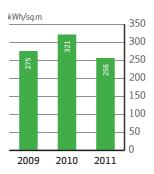


### Total Electricity consumption in common areas Total Heat consumption

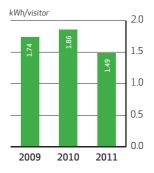
### TOTAL ENERGY CONSUMPTION IN LIKE-FOR-LIKE SHOPPING CENTRES



### **ENERGY INTENSITY**



### **ENERGY INTENSITY**



reported by Citycon covers the energy and water consumption in properties, waste logistics and the emissions generated by the Citycon organisation. Energy consumption in properties constitutes 98.8 per cent of the carbon footprint. The carbon footprint grew by 10.6 per cent compared to the baseline year 2009. The growth in carbon footprint is mainly caused by changes in the property portfolio, i.e. carbon emissions of new shopping centres Kristiine and Högdalen Centrum. The carbon footprint of like-for-like shopping centres decreased by 0.8 per cent and 11.6 per cent per visitor. The annual target for reducing the carbon footprint was not attained. In addition to carbon dioxide emissions, other major greenhouse gas emissions include sulphur and nitrogen oxides released in energy production, which, for example, cause the acidi-

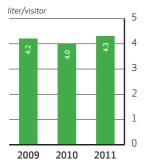
fication of waters, slow down plant growth and corrode buildings. With respect to energy used by Citycon, it is estimated that acidifying emissions total 395 tonnes of sulphur dioxide equivalents. Since electricity traders are under no statutory obligation to disclose nitrogen oxide or sulphur dioxide emissions arising from production, emissions have been estimated based on country-specific production profiles. Acidifying emissions from traffic due to Citycon's operations were excluded from this calculation. Electricity purchased by Citycon based on nuclear power generated a total of 102 kilograms of radioactive waste.

### **Energy efficiency a key theme in all shopping centres**

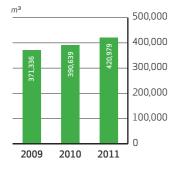
Citycon's long-term strategic objective is to reduce energy consumption by nine per cent by 2016, from the baseline

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### WATER INTENSITY IN SHOPPING CENTRES



### TOTAL WATER CONSUMPTION IN LIKE-FOR-LIKE SHOPPING CENTRES

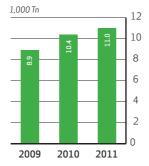


level of 2009. In 2011, the objective was to reduce consumption by 2-3 per cent and to find ways of improving energy efficiency and the utilisation of renewable energy.

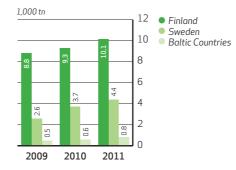
Energy consumption in Citycon's properties is mostly indirect consumption, in other words procured energy. Only one shopping centre is equipped with a heating plant, and the fuel it uses is reported as direct energy consumption.

Citycon procured a total of 181.1 GWh of electricity in 2011. Consumption was 3.2 per cent higher compared to 2009 levels. This increase could be attributed to changes in the property portfolio and to higher energy consumption by tenants. Total electricity consumption (incl. tenants' electricity) in like-for-like shopping centres decreased by 2.5 per cent from 2009. Electricity consumption in common areas (excl. electricity used by

### TOTAL WASTE AMOUNT IN LIKE-FOR-LIKE SHOPPING CENTRES



TOTAL WASTE AMOUNT BY COUNTRIES



tenants) amounted to  $110.6\,\mathrm{GWh}$ , showing an increase of two per cent from 2009 due to changes in the property portfolio and increased consumption in supermarket and shop properties. In like-for-like shopping centres electricity consumption in common areas decreased by  $4.9\,\mathrm{per}$  cent.

Heating energy consumption came to 136.2 gigawatt hours. Due to the exceptionally cold weather at the beginning of the year but a mild autumn and early winter, heating energy consumption fell by 2.4 per cent from 2009. Weather-adjusted consumption, 142.1 gigawatt hours, rose by one per cent. Heating energy consumption in like-for-like shopping centre properties decreased by 2.2 per cent.

Citycon's total energy consumption (incl. electricity consumption in common areas, heating and cooling) amounted

to 246.6 gigawatt hours. The consumption decreased by 0.6 per cent compared to the 2009 level. In shopping centres, energy consumption per visitor decreased by 14.4 per cent and energy consumption per sales fell by 21.2 per cent. Also, energy consumption per gross leasable area fell by 6.7 per cent. Total energy consumption in like-for-like shopping centre properties decreased by 2.4 per cent, which means Citycon was able to reach the targeted annual 2–3 per cent reduction in energy consumption.

The total consumption of primary energy in Citycon was 1,985 terajoules. The primary sources of total energy consumption are illustrated in the enclosed graph.

High-level decisions and actions made in 2011 to improve energy efficiency:

- energy efficiency actions and savings potential in all properties were explored
- energy savings measures will be performed and accelerated in 2012
- the proportion of green electricity will be raised in electricity procurement in 2012
- electricity metering procedures will be adjusted to allow tenants to sign their own electricity agreements for their premises.

### Water use under scrutiny

Citycon has set its long-term water consumption target at 3.5 litres per visitor per year. For 2011, the average target for water consumption at shopping centres was 3.8 litres per visitor.



Citycon's total water consumption in 2011 was 638,851 cubic metres. This includes water consumed by the real estate company and tenants. Tenant water consumption is highest in grocery stores, restaurants and cafés, hair salons, laundries and car wash facilities. Water consumption in a property includes water used in public facilities such as customer toilets, and water used for cleaning, property maintenance and watering plants.

Water consumption showed a marked increase of 18.1 per cent in 2011. This increase could be attributed to changes in the Estonian and Swedish property portfolios, and positive development in grocery as well as café & restaurant sales. Water consumption in like-for-like shopping centre properties rose by 13.4 per cent. Wa-

ter consumption proportionate to sales decreased by 5.8 per cent compared to the 2009 level. The long-term water consumption target has been set at 3.5 litres per visitor per year. In 2011, water consumption per visitor in shopping centres was 4.3 litres and 4.6 litres in likefor-like shopping centres, which means the target for reducing water consumption per visitor was not met in 2011.

High-level decisions made

in 2011 to reduce water consumption:

 The objective in property-specific action plans is to install more water meters allowing the monitoring of user-specific consumption.

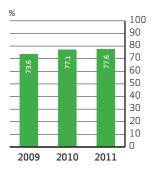
### **Exemplary recycling**

The long-term objectives set for waste management in 2009 were redefined in 2010, as the original objectives had already been met at the time. Citycon's objective is to reach a recycling rate of at least 80 per cent in shopping centres by 2015. The share of landfill waste may not exceed 20 per cent of the total waste volume. The recycling rate target for 2011 was 78 per cent and the target for landfill waste as a proportion of total waste was no more than 22 per cent.

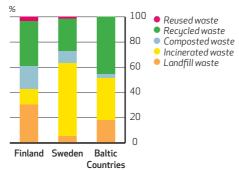
Citycon's operating countries show major differences in terms of waste management. In Finland, the primary purpose of the Waste Act is waste prevention. Any waste generated should primarily be recycled as materials and secondarily be utilised as energy. Non-recyclable materials must be disposed of safely. For waste sent to landfill, the originator must pay waste tax. The increase in waste tax is a further encouragement to recycle and reuse. In Sweden, waste incineration is much more common and much less pre-sorting is necessary when waste is delivered for incineration. The proportion of landfill waste is therefore very small. In the Baltic region, recycling is significantly less advanced than in the company's other countries of operation, but continued efforts are being made to enhance the recycling of materials.

Properties managed by Citycon generated 15,361 tonnes of waste, of which 14,596 tonnes were collected from shopping centres and 765 tonnes from other properties. The recycling rate in shopping centres improved slightly to 77.6 per cent. The Baltic countries saw their recycling rate improve dramatically to 82.1 per cent, from

#### **RECYCLING RATE**



### PROPORTION OF WASTE BY DISPOSAL ROUTE



34.3 per cent a year earlier. Waste volumes have been rising in all operating countries from previous years, including in like-for-like shopping centres. In 2011, waste volumes rose by 14.5 per cent from the previous year. Similarly, the waste volume proportionate to sales showed an increase. Citycon's annual targets set for waste processing and recycling were achieved.

Property waste management and sorting in Citycon's properties is organised in accordance with country-specific waste legislation and other local regulations.

High-level decisions made in 2011 to increase waste sorting:

- sorting instructions applicable in shopping centres to be delivered to all parties concerned, and to be made electronically available at all times
- training to be arranged in shopping centres as necessary, to improve sorting and recycling.

#### Land use and sustainable construction

Careful planning and implementation can considerably reduce the environmental impacts of property development projects. In project implementation, compliance with the principles set out in environmental certification systems contributes to sustainable development. The most widely recognised environmental certification systems are LEED (Leadership in Energy and Environmental Design), originally developed in the United States, and BREEAM (Building Research Establishment Environmental Assessment Method), which is widely used in Europe.

All of Citycon's three LEED pilot projects have been awarded the LEED certificate. The redevelopment of the Trio shopping centre in Lahti was awarded the first LEED certificate in the Nordic Countries in June 2009. The extension and redevelopment project for the Rocca al Mare shopping centre in Tallinn received a silver-level LEED certificate in February 2010. The Liljeholmstorget shopping centre development project in Stockholm achieved the highest, platinum level LEED certificate, in March 2010.

Citycon carries out all (re)development projects in accordance with environmental classification principles. The development project of the Martinlaakso Ostari shopping centre, opened in December 2011, is registered for LEED application. This project is striving for the gold LEED certificate, which is expected to be verified during the spring of 2012.

Citycon has strategic environmental responsibility policies, according to which properties must be located in a built environment and easily accessible by public transport. Good examples of such properties are the Kristiine shopping centre in Tallinn and the Högdalen Centrum in Stockholm acquired in 2011.

### Biodiversity taken into consideration in projects

Since all land use and construction operations include a threat to biodiversity, Citycon aims to avoid construction projects in unbuilt areas, where changes could have a negative impact on biodiversity and ecosystems. All of Citycon's shopping centres are located in a built environment.

In most cases, an environmental impact assessment, including a biodiversity assessment, is conducted in connection with zoning and major projects. Where an environmental impact assessment is not required by law, Citycon evaluates the need for an assessment of its own, on a case-by-case basis. Location of shopping centres in built-up environments with excellent public transport connections reduces their ecological impact and the threat they represent to biodiversity.

Citycon's properties are not situated on protected land areas, although the Rocca al Mare shopping centre is located next to a protected area.

### Use of refrigerants regulated by law

Refrigerants are used in cooling and ventilation equipment in grocery stores and properties, as well as in heat pumps. In grocery stores located in Citycon properties, the tenants are primarily responsible for any refrigeration units.

The use of CFC compounds in refrigeration equipment is prohibited in Finland. Use of HCFC compounds, which currently replace CFCs, will be banned as of the beginning of 2015. To replace harmful compounds, methods and substances have been developed that do not damage the ozone layer or affect climate change.

Citycon has set up a centralised refrigerant database, which contains information on all refrigeration equipment and refrigerants used in its properties. Ozone depleting refrigerants will be abandoned by the statutory deadline, at the latest.

### TARGETS TIED TO EPRA **FARNINGS**

Citycon's capital expenditure totalled EUR

216.7 million

itycon's operations have a financial impact on several stakeholders such as tenants, personnel, suppliers and subcontractors. The financial impact on each stakeholder group is assessed below, based on cash flows between Citycon and its stakeholders.

Citycon's turnover consists of rental income, service income and utility charges. Turnover totalled EUR 217.1 million (EUR 195.9 million) in 2011. Citycon charges reasonable market-level rents. The average rent at the end of 2011 was EUR 19.7 per square metre (EUR 18.7 per square meter), showing an increase of 5.3 per cent from the previous year. Part of Citycon's lease agreements contain a turnover-linked component. In 2011, additional rent from turnover based rental agreements amounted to 2% (1%) in proportion to gross rental income.

Wages and salaries paid to Citycon employees totalled EUR 10.5 million (EUR 8.0 million), pension costs EUR 1.5 million (EUR 1.3 million) and other social charges EUR 1.3 million (EUR 1.1 million). Approximately 71 per cent (72%) of the wages and salaries were paid in Finland, 26 per cent (25%) in Sweden, and 3 per cent (3%) in the Baltic Countries. Citycon spent approximately EUR 0.1 million (EUR 0.2 million) on personnel training.

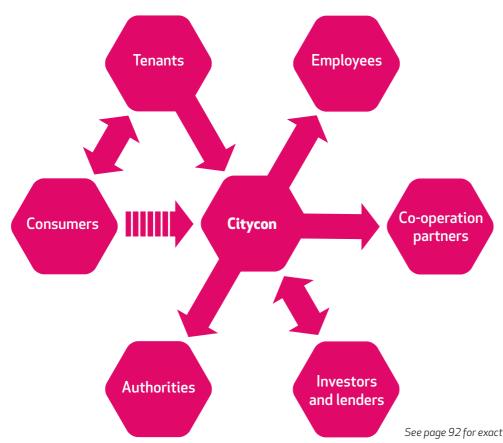
Purchases related to property maintenance totalled EUR 62.8 million (EUR 58.8 million). Maintenancerelated purchases are made locally by each Citycon business unit. In Finland, Citycon continues centralised partnership contract with ISS Palvelut Oy for property maintenance, security guard services and cleaning.

Finland's share of property maintenance related purchases was approximately 61 per cent. In Sweden and Baltic Countries, Citycon purchases services separately for property maintenance, security guard services and cleaning. Sweden accounted for 30 per cent of the maintenance-related purchases, while the Baltic countries represented 9 per cent.

Of purchases, EUR 24.2 million (EUR 22.0 million) was paid to suppliers of electricity and heating and EUR 23.3 million (EUR 23.0 million) to maintenance service providers. EUR 7.5 million (EUR 6.5 million) was spent on property repairs. In addition, marketing and property management services were purchased for EUR 7.8 million (EUR 7.3 million).

In each property development project, Citycon's business units arrange competitive bidding processes in line with the project goals. Citycon's capital expenditure totalled EUR 216.7 million (EUR 133.7 million), with property development accounting for EUR 75.0 million (EUR 125.3 million) and new property acquisitions and agreed purchase price adjustments related to property acquisitions concluded earlier accounting for EUR 140.0 million (EUR 6.8 million). Another EUR 1.7 million (EUR 1.7 million) was spent on other investments. Finland accounted for 29.1 per cent of Citycon's investments, Sweden 21.0 per cent and the Baltic countries 49.9 per cent. Cash flow from operations and existing financing arrangements were used to finance these investments.

### CASH FLOWS BETWEEN STAKEHOLDERS



### Targets in 2011

Budgeting is a regular management activity at Citycon and comprises annual planning and target setting. Through the budget process, financial and non-financial targets are set for Citycon personnel annually. Group level targets are set first and converted into business unit targets, from which employee level targets for the period are derived. Incentives are designed to direct the Group at all levels, in order to achieve the set targets

In 2011, the targets set for the business units were based on each unit's budgeted EPRA operating profit, while the Group's targets were based on the budgeted EPRA Earnings per share (EPRA EPS). The Citycon Group, Finland and the Baltic Countries were able to meet their targets in 2011, while Sweden did not reach its targets.





Citycon took charge of commercial management, marketing and retail premise leasing of the Kämp Galleria, owned by Ilmarinen, in Helsinki city centre.

### CITYCON IS A COMMUNITY OF SKILLED SPECIALISTS

## Management Approach in Social Responsibility:

- Citycon Code of Conduct lays the foundation for relations with our employees and human rights.
- HR management is based and guided by Citycon's HR Strategy and equal opportunities scheme.
- Employee performance reviews as well as personnel surveys are tools in managing target-oriented activity and employee skills.
- The practical implementation of HR management takes place in supervisory duties according to the organizational responsibility.
- Citycon conducts various studies and surveys to monitor consumer and tenant satisfaction.

itycon is a multi-disciplinary working community that brings together professionals from various fields of expertise. When successfully managed by its skilled personnel, Citycon's North European shopping centres can offer unique services to players in the retail sector. What makes Citycon special is its ability to offer comprehensive services in a centralised manner, while also taking full advantage of local expertise. To successfully execute its mission, Citycon relies on its personnel's competence in shopping centre management, leasing, customer relationship management, property development and financing and property transactions. The special requirements involved in leading a multidisciplinary group of specialists have been taken into consideration in Citycon's human resources strategy, where one of the key priorities is building and strengthening employee cooperation. Another focus area is the development of the leadership culture to better support specialist work.

The structures of leadership and co-operation were actively renewed last year. The change of the company CEO in March set off other changes in Group management. During the year, the Executive Vice Presidents of the two biggest operating areas, Finland and Sweden, changed, as did the company's General Counsel. Several organisational units were modified to better meet the growth needs outlined in the strategy. The structure of the Corporate Management Committee remained unchanged, but the meeting schedules were adjusted to become more frequent and dynamic. In addition, the extended Corporate Management Committee, featuring representatives of

key Group support functions such as financing, accounting, sustainable business, communications and human resources, met regularly. Shared in-house development guidelines were defined for Citycon, which were discussed and formulated by the extended Corporate Management Committee and by the entire personnel. One of the key themes discussed was the building of one Citycon, i.e. more efficient utilisation of the synergies between different operating areas, among other things. To pursue this goal, a new Programme Runner role was created in Citycon. This means directors in charge of a specific area lead joint efforts in all operating countries. This operating model will be further developed in the future.

More emphasis was placed on specialist leadership. In practice, this meant trusting more in personnel's competence by giving them more latitude in their field of expertise and engaging them more actively in day-to-day innovations.

### Citycon is a sought-after employer

At the end of 2011, the number of Citycon employees stood at 136 (129 at the end of 2010). The number of Citycon employees in Finland was 90 (84), in Sweden 35 (37), in Estonia 9 (7), in Lithuania 1 (1), and in Holland 1 (0). Most employment contracts at Citycon are full-time and permanent. At the year-end, there were 130 permanent employees and six temporary employees on a fixed-term contract. Excepting two contracts, these employment contracts were full-time. Citycon has signed a legal employment contract with all of its employees.

### Citycon employees feel that their work is meaningful and duties interesting - Personnel Survey 2011

Considering the size of its property portfolio, Citycon employs a relatively small number of personnel. This is because Citycon indirectly employs a large number of people through the procurement of various services. Its personnel group distribution shows that various managerial and supervisory positions are rather dominant, as these people manage projects and co-ordinate operations involving a large number of non-Citycon players and partners.

During the year, Citycon signed 26 new employment contracts, including short-term substitutions. The majority of these contracts (18) were signed in Finland, two in Sweden, five in Estonia and one in Holland. One of the key objectives written into the HR strategy is to be an appreciated and attractive employer among the sector's

professionals. In 2011, Citycon continued to receive a large number of applications for vacant positions. Citycon recruits people to positions about to become vacant, as well as to entirely new positions created in the context of organisational renewal. In 2011, ten new positions became vacant.

People joining Citycon are typically experienced professionals in their field, seeking enhanced competencies and additional professional skills through their new duties. The past year also presented more opportunities to recruit employees at the early stages of their career path. Today, Citycon is a diverse working community, including in terms of the age and work experience of its employees. The average age of personnel is 42 years. During the year, Citycon did not employ any personnel under the age of

18. Approximately half of these employees have worked for Citycon for more than four years and the other half for less than four years. During the year, 18 permanent employees left Citycon, 11 of these were Finnish, four were Swedish and three were Estonian.

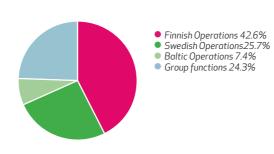
### Strong personnel commitment

In Citycon, recruitment is based on offering new development opportunities to our existing employees. When a new position is created or when a successor is needed in a certain position, opportunities for internal job rotation are explored first and the job is offered for application by company employees. During the year, 14 Citycon employees changed jobs within the company. In addition, the job descriptions of several employees were revised. One of Citycon's core HR

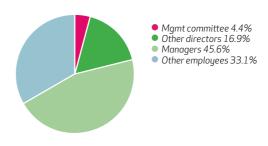
#### NUMBER OF EMPLOYEES



#### PERSONNEL BY BUSINESS UNIT

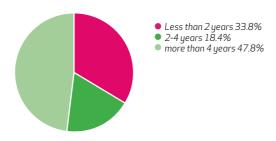


#### PERSONNEL BY EMPLOYEE GROUP

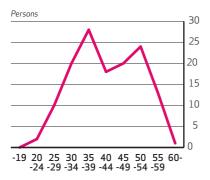


Hobby and charity organisations have introduced their operations at Citycon's shopping centres

#### DURATION OF EMPLOYMENT



#### AGE DISTRIBUTION



practices is to arrange employee performance reviews, in order to learn more about employees' development needs. The objective is to conduct the review discussions with each employee twice a year. Depending on the timing of these discussions, they may also involve an assessment of the last review period, setting targets for the future period, and preparing a development plan for the next period and for the longer term. The records for the past year highlight the challenges created by personnel changes: only 77.2 per cent (92.6%) of employees had a performance review discussion with their supervisor at least once during the year and 42.1 per cent (48.4%) twice during the year.

At Citycon, professional competence is based on extensive training. Most Citycon employees have an educational background in commercial studies or engineering. To increase the skills base of its experts, Citycon encourages on-the-job learning and job rotation, long-term self-development through further or advanced studies, and employee skills updating through courses. In 2011, Citycon employees completed 563 (437) full-day training sessions, or 4.3 (3.6) days per employee. In-house training provided during the year focused particularly on new employee induction. Several induction training days were arranged during the year, as well as individual induction sessions for new employees.

Every effort is made at Citycon to promote open dialogue and informal communication between company management and employees. The relatively small size of the organisation and low hierarchy make this easier. In Finland, statutory negotiations between the employer and employ-

ees take place within a co-operation group, comprising six employee representatives and two employer representatives, which convenes when necessary. Employee representatives are elected for a term of two years at a time. The group discusses matters affecting the entire personnel, such as new policies and processes. Once a year, it also discusses issues such as the human resources plan and the equal opportunities scheme. In expert organisations such as Citycon, employees are seldom organised, even though the employer fully accepts unionisation. Membership in a professional association for people with a certain educational or professional background is more common.

Another co-operative body in Finland that meets regularly is the occupational safety committee consisting of four employee representatives, one employer representative and the contact person in charge of occupational health care services as an expert consultant. Matters discussed by the occupational safety committee include various issues related to occupational safety and well-being in the workplace. The committee also discusses current issues in the field of occupational health and safety. In occupational health activities, the main focus is on preventive action, for example ergonomics and ways of maintaining work capacity. Employees are offered the opportunity to have an occupational physiotherapist inspect their workstation to ensure proper ergonomics, and routine medical check-ups are offered from the age of 35 onwards. To help personnel stay in good physical condition, Citycon supports the recreational activities of its employees. Citycon also offers an extensive range of health care services. During the year,



the number of sick days at Citycon was 409 (296) or 3.1 (2.4) days per employee. The absentee rate was 1.6 (1.2). Due to the nature of the work carried out by Citycon personnel, work-related accidents are infrequent. During the year, there were two accidents resulting in absence.

Common HR practices in Citycon include an annually conducted group-wide personnel survey and the joint Citycon Day event. The personnel survey conducted in the spring is a key workplace well-being indicator at Citycon. It helps to assess employees' job satisfaction, motivation and commitment compared to other European expert organisations. The response rate in the personnel survey has traditionally been quite high. This was also true in 2011, as the response rate was 88.1 per cent (88.2%).

In general terms, the results of the personnel survey remained largely unchanged from the previous year. The overall job satisfaction index was 62.0 (63.2), the management index was 72.9 (71.2) and the employee commitment index was 72.9 (72.3). The biggest positive change was seen in supervisory work. Supervisors put in much effort to support their subordinates' professional development and improve the flow of information within the company. The best scores in the survey were awarded to the company's future outlook. The results showed that personnel felt their work was meaningful and that the company's values and

objectives were worth pursuing. Duties and assignments were considered interesting and inspiring, and supervisors offered support to employees seeking to achieve their goals and personal development. Criticism was voiced on issues typical of an organisation in transition. The results showed that the only negative developments had to do with the company's decision-making methods. Similarly, the unclear division of responsibilities and slow decision-making were criticised. The results suggested that there is room for improvement in the relations between different units. They also provided the new management with a good outline of the thoughts and hopes of employees in various operating areas, and offered a sound framework for planning development actions.

Arranged in the spring, the traditional Citycon Day event is an important entry in every Citycon employee's calendar. Presentations given during the last Citycon Day addressed current themes in all Citycon operating countries. It is customary to invite non-Citycon expert consultants to speak at the event. Citycon Day also provided the new CEO with an excellent opportunity to introduce himself and become acquainted with Citycon people. Joint events continued throughout the year, through webcasts during which participants were also able to ask questions and make comments.

### **Equality**

Citycon feels strongly about promoting and maintaining equal opportunities in the work community. Each individual must be respected and treated fairly and equally, regardless of gender, belief, age or other similar factors. An equal opportunities scheme is annually updated in co-operation with employee representatives. This involves assessing the current state of the areas identified for equal opportunities work and discussing any actions required to improve the situation, particularly from the perspective of gender equality. These areas include job allocation and recruitment, rewarding and benefits, moving up the career ladder and professional development, balancing work and family, and work environment and working conditions. The equal opportunities scheme is available on the company intranet and all new employees are introduced to it as a part of their induction training. No discrimination incidents were reported during the year.

### Zero tolerance of corruption and bribery

Citycon has a zero-tolerance policy towards corruption and bribery. Citycon employees must avoid situations involving a conflict of interest, and employees must never accept any forms of bribery. The appropriate travel and representation practices are specified in the company's travel and representation guidelines, which are available on the intranet. The guidelines are included in the induction training for all new employees. Travel and representation expenses must always be approved by a superior and the relevant documentation must be recorded in Citycon's

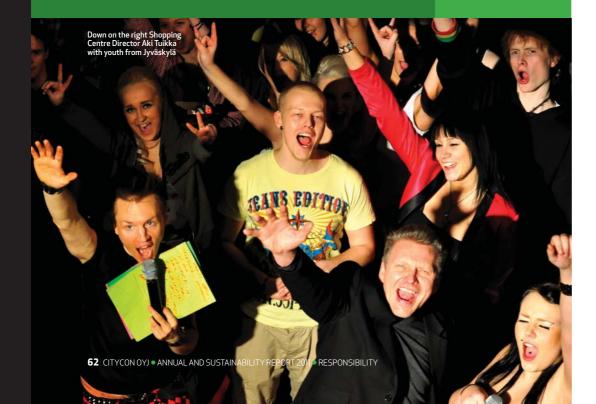
### CITYCON PROMOTES YOUTH INVOLVEMENT

The Trio shopping centre in Lahti launched co-operation with the city's youth services, by offering premises for young people at the shopping centre. These premises were altered in line with the wishes expressed by young people, to ressemble a cafeteria where you can bring your own food and get together with friends. A youth worker is also available on the premises. Furthermore, young people were asked to co-operate with the entrepreneurs working in the shopping centre by suggesting ways of developing the shopping centre's operations, visitor comfort and safety.

At the Forum shopping centre in Jyväskylä, young people organised a "Young Forum" evening, which included events such as a fashion show organised together with the shopping centre and the stores operating within it. The event was attended by nearly 400

young people. In the Jyväskeskus shopping centre in Jyväskylä, premises that had been vacant for some time were made available, free of charge, to local youth services, until a tenant would be found for the premises. Here, too, young people worked together with the Jyväskeskus entrepreneurs, to organise a fashion show.

In the Columbus shopping centre in Helsinki, a local youth event, DONKKAA Columbukseen, was arranged for the second time. The objective was to get young people involved in a positive way, to introduce them to local recreational activities and local hobby organisations, and to make the area more pleasant. The event was co-organised by the City of Helsinki Youth Department, Social Services Department, Sports Department, City Library, congregation, and local sports clubs and organisations.



travel and expense accounting system. No corruption incidents were reported during the year.

Citycon does not support the operations of any political parties or groups. In connection with the company's development projects, Citycon's representatives have attended meetings of local political bodies in their capacity as shopping centre operations specialists. Citycon's objective is to engage in healthy, open dialogue with regional officials and political decision-makers. Citycon wants to provide information on planned development projects to decision-makers, and receive information from local decision-makers on how they would like to see the area developed.

Citycon's shopping centres may be used by political parties to host election campaign events, subject to the company's standard leasing terms. In 2011, many of Citycon's shopping centres in Finland hosted events related to the parliamentary elections, to which representatives of all major parties were invited. At each event, representatives nominated by the parties had the opportunity to talk about their election programme and participate in a panel discussion. Premises were made available for this purpose free of charge.

### Citycon is part of the local community

Citycon's shopping centres are an integral part of the local community. Existing shopping centres work in close co-operation with local players and residents. Some of Citycon's shopping centres have offered for example local hobby organisations the opportunity to use their premises for

introductory events, and invited charity organisations to host campaigns and exhibitions on their premises. Some Citycon shopping centres have been engaged in co-operation with the police and other security authorities, city youth services, and schools and day care centres.

Citycon contributes to local community development by improving the availability of local services and by compacting the urban structure. For example, the new Ostari shopping centres in Martinlaakso, Vantaa, and in Myllypuro, Helsinki, were built to replace the previous, commercially outdated retail centres, and are conveniently located in the immediate vicinity of public transport stations. The number of small households without a car is growing, which makes local, easily accessible services all the more important.

Availability of a wide range of services enhances resident well-being and helps things run smoothly every day. Not all tenants in Citycon's shopping centres are commercial operators; some properties also house public service points, libraries, health care centres, home care units and chapels.

Citycon makes ongoing efforts to improve the accessibility of its shopping centres, by developing traffic solutions in co-operation with the local authorities. To this end, co-operation with the local traffic planning authorities was carried out as necessary in 2011 too.

In connection with its development projects, Citycon has arranged briefings and discussions with local residents and other concerned parties, to allow them to express their views and to ask questions. These events have been perceived as an important and effective method

of communicating with the local community. Most frequently asked questions before a project launch concern noise and other disruptions caused by construction. Typical concerns involve damage caused to the environment, traffic flow, and changes to access routes and parking arrangements. Local residents and other operators usually have a positive attitude towards development projects, because they brighten up local centres and improve the availability of services.

### Keeping a close eye on consumer and tenant satisfaction

Citycon conducts various studies and surveys to monitor consumer and tenant satisfaction. Analysing the results obtained from these studies is one form of self-assessment, designed to help continuously improve operations.

To monitor consumer satisfaction, Citycon uses tools such as catchment area and business image surveys. These are designed to measure recognition of different shopping centres, to quantify the business visitors conduct within them, and to clarify the opinions held by the region's consumers on the shopping centres being surveyed.

In 2011 in Finland, a catchment area survey was conducted in the areas around ten shopping centres: Tikkuri, Lippulaiva, Myyrmanni, Espoontori, Koskikeskus, Trio, IsoKarhu, Jyväskeskus, Forum and Sampokeskus. Furthermore, to monitor its business image development in Finland, Citycon regularly takes part in an image survey targeting shopping centres in the Helsinki region ("Shopping centres in the Greater Helsinki area"). In Sweden,

catchment area and business image surveys were conducted in four shopping centres: Åkersberga Centrum, Stenungs Torg, Tumba Centrum and Jakobsberg Centrum, and in two shopping centres in Estonia: Rocca al Mare and Kristiine.

In Finland and Sweden alike, the surveyed shopping centres were generally perceived as familiar, safe and easy to use. In Estonia, Citycon's shopping centres were considered trendy and cosy places for family leisure that stand out from other shopping centres in a positive way. In addition, the location of the shopping centres along daily travel routes and close to home was regarded as a major factor boosting attraction, as were easy parking and good public transport connections. The location of shopping centres along customers' daily routes is also in line with Citycon's environmental objectives. While the range of shops and services available in shopping centres was often considered good, it was also mentioned as an area in need of development. This goes to show that consumers need and appreciate very different things. A good grocery store is also a major factor determining which shopping centre consumers choose to visit.

In addition to the catchment area and business image surveys, separate qualitative studies were conducted of Kämp Galleria, Iso Omena, Lippulaiva and Myyrmanni, located in the Helsinki Metropolitan Area, and Jyväskylä-based Forum. The studies were conducted as small group interviews, in the hope that they would contribute to deeper customer understanding and thereby enable Citycon to better meet consumer needs in the future.

### COMPREHENSIVE TRAINING FOR SHOPPING CENTRE PERSONNEL

Training arranged in 2011 for shopping centre personnel covered waste management, safety and security and first aid, as well as training on customer service skills and the promotion of well-being. Training related to the introduction of the communication portal shared by tenants and shopping centre management was also given. The content of training sessions varied, depending on the country and shopping centre. Training will continue in 2012.

To ensure the safety of shopping centre personnel and customers, Citycon acquires the services of security guards and security officers from its partners. In all of Citycon's operating countries, the security guards must complete a training programme where issues such as risky situations and liaising with minority groups are discussed.

In 2011, waste management training was organised for tenants in Citycon's shopping centres in Finland. This included theoretical studies as well as hands-on training in waste sorting. The purpose of this training was to increase awareness of the importance of sorting from the cost and sustainability perspective, and to make sorting more efficient.

During the training programme, sorting points were equipped with clear, illustrated sorting instructions, and with new recycling containers where necessary. Participants were also asked to offer ideas on how to improve operations. Some of the suggested improvements were implemented straight away, demonstrating that the feedback had an immediate impact on operations.

Waste management training was arranged in 11 shopping centres by ISS Palvelut and HFT Network Oy.

Repeated surveys have been carried out to study tenant satisfaction. With these surveys, Citycon seeks to explore its tenants' opinions of its operations, services provided and the quality of co-operation. Open questions were also asked, to gather feedback on areas in need of development. The surveys were conducted online, and in some shopping centres as a phone interview with selected customers. Tenants' views have also been regularly surveyed after major marketing or price campaigns. The objective is to make tenant feedback collection and feedback processing a smoothly-running process, and to put the feedback to more efficient use.

According to the results of the tenant satisfaction surveys, Citycon's strengths include well functioning retail properties, availability of contact persons, ability to solve problems, and an active approach. The areas in most need of development were maintenance of premises, communication, rents, and the flexibility of operations.

### Diverse interaction with tenants,

### customer feedback easy for consumers

Citycon interacts with its tenants in a number of ways. In most shopping centres, regular meetings with tenants are arranged; in others interaction is less formal. Many shopping centres use an internal monthly bulletin. The portal system (extranet) used in Citycon's shopping centres enables interactive exchange of messages between tenants and the shopping centre management.

Consumers can provide feedback using a feedback form available on the website of each shopping centre. The con-

tact information of the shopping centre management is also available on the website. General feedback on Citycon can be provided using the feedback form on the company website. Feedback is checked regularly, and persons offering feedback are contacted at their request. Several of Citycon's shopping centres feature digital info kiosks, where customers can search for information regarding shops and services in the shopping centre and provide feedback.

### Citycon in the social media

About one third of Citycon's shopping centres are engaged in social media through their own Facebook pages. For example, the Koskikeskus shopping centre in Tampere quickly received thousands of fans after setting up its own Facebook pages. Meanwhile, the Iso Omena shopping centre has used the ideas of a customer panel recruited from Facebook to increase user comfort and functionality in the centre. Citycon has also conducted a follow-up survey to analyse conversations taking place in social media. This survey involved following various discussion forums for a certain period, to see if Citycon's Finnish shopping centres came up in conversations. Similarly, discussions related to sustainability and environmental aspects were followed. The survey revealed that, during the follow-up period, consumers did not significantly discuss topics related to Citycon or its shopping centres in social media. The followup survey could be conducted again later.

In its marketing communications, Citycon complies with the law and good practice. Citycon's marketing targets both tenants and consumer customers.

# CORPORATE GOVERNANCE UNDER BOARD'S SPECIAL ATTENTION

The text in italics describes the regulatory background of the issue in question.

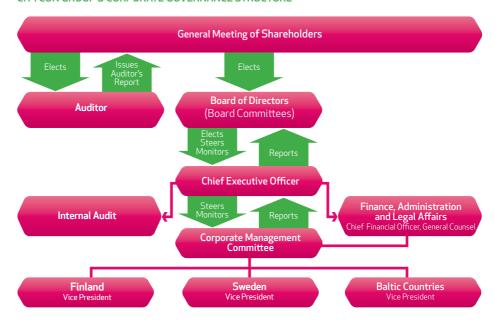
itycon Oyj is a Finnish public limited liability company listed on the NASDAQ OMX Helsinki Ltd (the Helsinki Stock Exchange). Consequently, the company's administration and decision-making are based on the Finnish Limited Liability Companies Act and the Securities Market Act, Citycon's Articles of Association, rules and regulations issued by the Helsinki Stock Exchange and the Finnish Financial Supervisory Authority, and the Finnish Corporate Governance Code.

As prescribed by the Finnish Limited Liability Companies Act, Citycon's business operations and administration are under the responsibility of the following bodies: the general meeting of shareholders, the Board of Directors and the CEO. The general meeting of shareholders elects members to the Board of Directors, and the Board elects the CEO. In managing the company's business operations, the CEO is assisted by the Corporate Management Committee whose members are appointed, upon the CEO's proposal, by the Board of Directors. The Board of Directors' work is enhanced by four Board committees. The work of the Board of Directors and its committees, the CEO and the Corporate Management Committee is governed by the Corporate Governance Guidelines approved by the Board of Directors, which contains charters for the Board and its committees, guidelines for the division of duties between the decision-making bodies, as well as quidelines for the arrangement of internal control and risk management.

During the year, the Board of Directors paid special attention to governance issues and wanted to emphasise their weight even further by expanding the Nomination Committee's role to cover governance-related issues too. Simultaneously, the Committee was renamed the Nomination and Governance Committee, and its duties were redefined. The company's Corporate Governance Guidelines were amended accordingly and they were also otherwise

updated where deemed necessary. In addition, the Board of Directors approved Citycon's Disclosure Policy in July. The policy defines the general principles concerning communications intended for the capital markets, as well as areas of responsibility in communications and investor relations. The essential parts of the updated Corporate Governance Guidelines and the Disclosure Policy are available on the corporate website in the Corporate Governance section.

#### CITYCON GROUP'S CORPORATE GOVERNANCE STRUCTURE



#### BOARD OF DIRECTORS' YEAR CLOCK

Time	Matters to be decided
February	Financial statements and report by the Board of Directors, proposal for profit distribution and other proposals for the AGM, performance-based bonuses payable for the previous year and bonus criteria and targets for the current year
	Election of the Chairman and Deputy Chairmen of the Board, election of Committee Chairmen and members,
March	assessment of the Board members' independence
April	Interim Report
July	Interim Report, Strategy Day
September	Approval of Registration Document
October	Interim Report
December	Budget, risk management, Board's self-evaluation

### General meeting of shareholders

The highest decision-making power in the company is exercised by the shareholders in the general meeting. The Annual General Meeting (AGM) takes place every year by the end of April, once the financial statements have been prepared. A notice of general meeting of shareholders is published on the corporate website no later than three weeks prior to the general meeting, and includes a proposal for the meeting's agenda, the documents to be presented to the general meeting and the resolution proposals by the Board of Directors and its committees.

Citycon uses international service providers to facilitate the participation of its nominee-registered shareholders in general meetings, and makes every effort to arrange such meetings in a manner that enables both Finnish and international shareholders to participate and exercise their rights to vote, ask questions and speak in the meeting as extensively as possible.

Citycon's AGM 2011 was held on 23 March in Helsinki, Finland. Notice of the meeting was published on 24 February 2011. A total of 247 shareholders attended the AGM either personally or through a proxy representative and they represented 70.9 per cent of the company's total share capital and voting rights. The Chairman of the Board of Directors and the CEO attended the meeting. Apart from one person, other Directors were also present, as were the first-time nominees for the Board of Directors. Similarly,

the chief auditor was present at the AGM. Without delay following the AGM, Citycon published the decisions taken by the AGM, as a stock exchange release and on its website. The minutes of the meeting were available on the corporate website within two weeks of the meeting.

More information on the general meeting of share-holders and on shareholders' rights is available on the corporate website at www.citycon.com/gm. This website section also contains summaries of the decisions taken by each general meeting since 2007 and minutes of the general meetings since 2009.

### **Board of Directors**

The general meeting of shareholders decides the number of members of the Board of Directors and elects them. Board members' terms of office end at the close of the first AGM following their election. According to the Articles of Association, the Board of Directors consists of a minimum of five and a maximum of ten members. The Articles of Association do not contain other limitations concerning the election of members of the Board of Directors. The Board of Directors elects the Chairman and one or more Deputy Chairmen from among its members.

An eligible Director nominee must have the qualifications required for directorship and sufficient time at his or her disposal to manage his/her Director duties. A majority of the Directors must be independent of the company. In addition, a minimum of two Directors

belonging to this majority must be independent of the company's major shareholders. The Board of Directors annually assesses its members' independence. Members of the Board of Directors are obliged to provide the Board with sufficient information for the evaluation of their qualifications and independence, and to notify the Board of any changes in this information.

Citycon's AGM set the number of Board members at ten and decided to re-elect the following Directors: Ronen Ashkenazi, Chaim Katzman, Claes Ottosson, Dor J. Segal, Thomas W. Wernink, Per-Håkan Westin and Ariella Zochovitzky. Roger Kempe, Kirsi Komi and Jorma Sonninen were elected as new members to the Board replacing Gideon Bolotowsky, Raimo Korpinen and Tuomo Lähdesmäki who stepped down from the Board. Directors' personal details and their shareholdings in the company are presented enclosed. Their career histories as well as key positions of trust are available on the corporate website at www.citycon.com/board.

Chaim Katzman was the Chairman of the Board of Directors in 2011, and Ronen Ashkenazi the Deputy Chairman. Thomas W. Wernink served as the other Deputy Chairman of the Board as of 23 March 2011.

According to the Board of Directors' assessment, all Directors are independent of the company, given that none of them has an employment contract, executive contract or other contractual relationship with the company. Furthermore, the Board has assessed that Roger Kempe, Kirsi Komi, Jorma Sonninen, Thomas W. Wernink and Per-Håkan

Audit Committee         Committee (* Remuneration Committee         Investment Committee           Committee members 1 January-23 March 2011         Raimo Korpinen (Ch.)         Tuomo Lähdesmäki (Ch.)         Tuomo Lähdesmäki (Ch.)         Ronen Ashkenaz           Gideon Bolotowsky         Chaim Katzman         Gideon Bolotowsky         Raimo Korpinen (Ch.)           Thom Wernink         Claes Ottosson         Chaim Katzman         Dori Stantowsky           Per-Håkan Westin         Thom Wernink		Nomination and Governance		Strategy and
Raimo Korpinen (Ch.) Tuomo Lähdesmäki (Ch.) Tuomo Lähdesmäki (Ch.) Ronen Ashkenaz Gideon Bolotowsky Chaim Katzman Gideon Bolotowsky Raimo Korp Thom Wernink Claes Ottosson Chaim Katzman Dori S Per-Håkan Westin Thom Wernink Thom Wernink Thom Wernink Ariella Zochovitzky Per-Håkan Westin Ariella Zochovitzky Per-Håkan Westin Ariella Zochovitzky Per-Håkan Westin Ariella Zochovitzky Tommittee members 24 March-31 December 2011 Ariella Zochovitzky (Ch.) Kirsi Komi (Ch.) Chaim Katzman (Ch.) Ronen Ashkenaz Ronen Ashkenazi Kirsi Komi (until 12 July 2011) Roger Kempe Dori S Jorma Sonninen Chaim Katzman Claes Ottosson Jorma Son	Audit Committee	Committee (*	Remuneration Committee	Investment Committee
Gideon Bolotowsky Chaim Katzman Gideon Bolotowsky Raimo Korj Thom Wernink Claes Ottosson Chaim Katzman Dori Standard Mernink Thom Wernink Thom Wernink Thom Wernink Ariella Zochovitzky Per-Håkan Westin Ariella Zochovitzky Per-Håkan We	nittee members 1 January-23 March 2011			
Thom Wernink Claes Ottosson Chaim Katzman Dori Per-Håkan Westin Thom Wernink Thom Wernink Thom Wer Ariella Zochovitzky Per-Håkan Westin Ariella Zochovitzky Per	Raimo Korpinen (Ch.)	Tuomo Lähdesmäki (Ch.)	Tuomo Lähdesmäki (Ch.)	Ronen Ashkenazi (Ch.)
Per-Håkan Westin     Thom Wernink     Thom Wernink     Thom Wernink       Ariella Zochovitzky     Per-Håkan Westin     Ariella Zochovitzky     Per-Håkan W       Committee members 24 March-31 December 2011       Ariella Zochovitzky (Ch.)     Kirsi Komi (Ch.)     Chaim Katzman (Ch.)     Ronen Ashkenazi       Ronen Ashkenazi     Kirsi Komi (until 12 July 2011)     Roger Kempe     Dori State Claes Ottosson       Jorma Sonninen     Chaim Katzman     Claes Ottosson     Jorma Son	Gideon Bolotowsky	Chaim Katzman	Gideon Bolotowsky	Raimo Korpinen
Ariella Zochovitzky Per-Håkan Westin Ariella Zochovitzky Per-Håkan Westin Ariella Zochovitzky  Committee members 24 March-31 December 2011  Ariella Zochovitzky (Ch.) Kirsi Komi (Ch.) Chaim Katzman (Ch.) Ronen Ashkenazi Ronen Ashkenazi Kirsi Komi (until 12 July 2011) Roger Kempe Dori S Jorma Sonninen Chaim Katzman Claes Ottosson Jorma Son	Thom Wernink	Claes Ottosson	Chaim Katzman	Dori Segal
Ariella Zochovitzky  Committee members 24 March-31 December 2011  Ariella Zochovitzky (Ch.) Kirsi Komi (Ch.) Chaim Katzman (Ch.) Ronen Ashkenazi Ronen Ashkenazi Kirsi Komi (until 12 July 2011) Roger Kempe Dori S Jorma Sonninen Chaim Katzman Claes Ottosson Jorma Son	Per-Håkan Westin	Thom Wernink	Thom Wernink	Thom Wernink
Committee members 24 March-31 December 2011  Ariella Zochovitzky (Ch.) Kirsi Komi (Ch.) Chaim Katzman (Ch.) Ronen Ashkenazi Ronen Ashkenazi Kirsi Komi (until 12 July 2011) Roger Kempe Dori S Jorma Sonninen Chaim Katzman Claes Ottosson Jorma Son	Ariella Zochovitzky	Per-Håkan Westin	Ariella Zochovitzky	Per-Håkan Westin
Ariella Zochovitzky (Ch.) Kirsi Komi (Ch.) Chaim Katzman (Ch.) Ronen Ashkenazi Ronen Ashkenazi Kirsi Komi (until 12 July 2011) Roger Kempe Dori S Jorma Sonninen Chaim Katzman Claes Ottosson Jorma Son		Ariella Zochovitzky	•	
Ronen Ashkenazi Kirsi Komi (until 12 July 2011) Roger Kempe Dori S  Jorma Sonninen Chaim Katzman Claes Ottosson Jorma Son	nittee members 24 March-31 December 2011		•	
Kirsi Komi (until 12 July 2011) Roger Kempe Dori S Jorma Sonninen Chaim Katzman Claes Ottosson Jorma Son	Ariella Zochovitzky (Ch.)	Kirsi Komi (Ch.)	Chaim Katzman (Ch.)	Ronen Ashkenazi (Ch.)
Jorma Sonninen Chaim Katzman Claes Ottosson Jorma Son	-	Ronen Ashkenazi	•	
	Kirsi Komi	(until 12 July 2011)	Roger Kempe	Dori Segal
	Jorma Sonninen	Chaim Katzman	Claes Ottosson	Jorma Sonninen
I hom Wernink Roger Kempe Per-Håkan Westin Thom We	Thom Wernink	Roger Kempe	Per-Håkan Westin	Thom Wernink
Claes Ottosson Ariella Zochovitzky Per-Håkan W		Claes Ottosson	Ariella Zochovitzky	Per-Håkan Westin
Ariella Zochovitzky		Ariella Zochovitzky	•	
(as of 13 July 2011)	_	(as of 13 July 2011)		
Number of meetings 5 5 2	per of meetings 5	5	2	3
Attendance-% 100 88.5 100	ndance-% 100	88.5	100	100

<sup>\*)</sup> Former Nomination Committee

Westin are independent of major shareholders. Since Ronen Ashkenazi, Chaim Katzman and Dor J. Segal are in the employ of Citycon's main shareholder, Gazit-Globe Ltd. or its affiliated companies, they are not independent of major shareholders. Furthermore, Ariella Zochovitzky serves as Gazit-Globe Ltd's representative in a company called U. Dori Group Ltd., in which Gazit-Globe Ltd. exercises controlling interest, and is therefore not independent of major shareholders. The Board of Directors also deems Claes Ottosson non-independent of major shareholders due to his sister's family relationship with Dor J. Segal.

### Board of Directors' work

The Finnish Limited Liability Companies Act, the Articles of Association and the Corporate Governance Guidelines approved by the Board of Directors prescribe the Board of Directors' duties and responsibilities. The Charters of the Board and Board Committees are included in the Corporate Governance Guidelines, and they are available on the corporate website in the Corporate Governance section.

The Board of Directors convenes according to a pre-determined meeting schedule and when deemed necessary. The meeting schedule is based on the company's reporting schedule and the Board of Directors' strategy and budget meetings, as indicated by the Board's enclosed year clock. In addition to regular topics, investment and divestment proposals associated with the company's shopping centre business as well as financing issues are usually discussed at the meetings. Meetings can also take place via telephone, which may sometimes be regarded as even necessary due to the Board of Directors' international composition. Items are discussed in Board meetings based on a pre-prepared agenda. Minutes are kept on each meeting and they will be reviewed and approved in the next meeting.

In 2011, Citycon's Board of Directors held 5 meetings in addition to its original meeting schedule and convened 12 times. Extraordinary Board meetings related to changes in the corporate management, to the directed share issue arranged in July, and to negotiations concerning potential

acquisition targets conducted by the company in the ordinary course of its business. The Board also decided on a new long-term key employee incentive programme, i.e. stock option plan 2011. The average attendance rate in Board meetings stood at 95.8 per cent.

#### **Board Committees**

The Board of Directors' work is enhanced by the following four Board committees: the Audit Committee, Nomination and Governance Committee. Remuneration Committee and Strategy and Investment Committee. In Board committees, member Directors are able to delve into matters in greater detail than the entire Board of Directors. The Corporate Governance Guidelines define the key duties and operating principles of the committees.

The Board of Directors elects the Board committees' chairmen and members from among the Directors. The committee members must have the expertise and experience required by the committee's duties. A committee always has at least three members. The committee's chairman reports on issues discussed by the committee to the Board of Directors. In addition, minutes are kept on all committee meetings and distributed to all Directors.

The table above contains information on the committees' composition, number of meetings and attendance in 2011.

### CITYCON OYJ'S BOARD OF DIRECTORS



Chairman of the Board Chaim Katzman Director since 2010 US and Israeli citizen, born 1949 Independent of the company Main occupation: Norstar Holdings Inc. (former Gazit Inc.), founder, controlling shareholder and Chairman of the Board of Directors since 1991; Gazit-Globe Ltd., Chairman of the Board of Directors since 1998 Citycon shares: 90,000 (through a closely associated party)



Deputy Chairman of the Board Thom Wernink Director since 2005 M.A. (General Economics) Dutch citizen, born 1945 Independent of the company and significant shareholders Main occupation: Non-executive director on a number of property and investment companies based in Europe Citycon shares: 57.500



Kirsi Komi Director since 2011 Finnish citizen, born 1963 Independent of the company and significant shareholders Main occupation: Professional nonexecutive director Citycon shares: -



Deputy Chairman of the Board Ronen Ashkenazi Director since 2009 B.Sc. (Eng.) Israeli citizen, born 1962 Independent of the company Main occupation: Gazit Globe Israel (Development) Ltd., CEO and minority shareholder since 2005, U. Dori Group Ltd.. CEO and member of the Board of Directors since 2011 Citycon shares: -



Roger Kempe Director since 2011 M.Sc. (Econ.) Finnish citizen, born 1959 Independent of the company and significant shareholders Main occupation: Oy Fincorp Ab, Managing Director since 2006 Citycon shares: 110,000 (through a closely associated party)



Claes Ottosson Director since 2004 Electrical Engineer Swedish citizen, born 1961 Independent of the company Main occupation: ICA Kvantum Hovås, Managing Director since 1989 Citycon shares: 23,336

### Remuneration of the members of the Board of Directors

The AGM confirms the remuneration of the members of the Board of Directors in advance every year.

The AGM of 2011 decided that the Chairman of the Board of Directors be paid an annual fee of EUR 160,000,

#### **BOARD REMUNERATION 2011**

	Annual fee, EUR	Meeting fees, EUR	Total, EUR
Chaim Katzman	160,000	10,400	170,400
Ronen Ashkenazi	60,000	8,600	68,600
Thom Wernink	60,000	11,200	71,200
Roger Kempe	40,000	7,500	47,500
Kirsi Komi	40,000	9,800	49,800
Claes Ottosson	40,000	9,000	49,000
Dori Segal	40,000	6,000	46,000
Jorma Sonninen	40,000	8,000	48,000
Per-Håkan Westin	40,000	9,000	49,000
Ariella Zochovitzky	40,000	11,800	51,800
Total	560,000	91,300	651,300

the Deputy Chairmen EUR 60,000 and ordinary members of the Board EUR 40,000. In addition, the AGM decided that the Chairman of the Board and the Chairmen of the Board's committees be paid a meeting fee of EUR 700 and other Board and committee members EUR 500 per meeting. These fees remained the same as in the three previous years.

Annual and meeting fees paid to Citycon's Board members in 2011 are presented in the enclosed table. The fees were paid in cash. Meeting fees include fees paid for both the Board and committee meetings. Citycon's Board members are not involved in the company's share-based incentive schemes. The Board of Directors has issued a recommendation according to which each Director should, during his/her term of office, own the company's shares to a value corresponding at least to his/her remuneration for one year. Information on the number of shares held by the Board members at the end of 2011 is provided enclosed. Up-to-date information on shareholdings and any changes therein can be found on the corporate website at www.citycon.com/insiders.

### Chief Executive Officer (CEO)

The CEO is responsible for the day-to-day management and supervision of the company, in accordance with the provisions of the Finnish Limited Liability Companies Act as well as the quidelines and directions received from the Board of Directors. The Corporate Governance Guidelines define the key duties of the CEO, and they are presented on the corporate website in the Corporate Governance section.

Citycon's Board of Directors appoints the CEO and decides on the terms and conditions of his/her service agreement, in writing.

On 13 January 2011, the Board of Directors appointed Marcel Kokkeel, a Dutch citizen, Citycon's new CEO, and approved the terms and conditions of his executive contract. The new CEO assumed his duties on 24 March 2011. The Executive Vice President is the company's Chief Financial Officer Eero Sihvonen. Their personal details are presented enclosed and their



Dori Segal Director since 2004 High school US citizen, born 1962 Independent of the company
Main occupation: Gazit-Globe Ltd. Executive Vice Chairman since 2008; First Capital Realty Inc., President and CEO and member of the Board of Directors since 2000 Citycon shares: 7,174



Per-Håkan Westin Director since 2008 M.Sc. (Civil Engineering) Swedish citizen, born 1946 Independent of the company and significant shareholders Main occupation: Professional nonexecutive director Citycon shares: 10,000



Jorma Sonninen Director since 2011 Dipl. EMC (European Diploma in Marketing) Finnish citizen, born 1962 Independent of the company and significant shareholders Main occupation: Colliers International Oy, Head of Transaction since 2007 Citycon shares: 10,000 (through a closely associated party)



Ariella Zochovitzky Director since 2009 B.A. (Economics and Accounting), CPA (Israel), MBA İsraeli citizen, born 1957 Independent of the company Main occupation: C.I.G. Consultants / Capital Investments Group Ltd.. General Manager & Partner since 2001; U. Dori Group Ltd., Chairman of the Board of Directors since 2008 Citycon shares: -

career histories and any positions of trust are available on the corporate website at www.citycon.com/ management.

The CEO's service agreement has been signed for a fixed term and it will expire at the end of February 2015. The company may terminate the agreement even earlier without cause at any time, upon a six months' notice period. In such a case, in addition to the salary payable for the notice period, the CEO will be paid severance pay of 1.5 times the annual base salary at the moment of termination, as well as 1.5 times the most recent annual bonus payment. The CEO's pension benefits are determined in accordance with standard Finnish pension laws.

### **Corporate Management Committee**

Citycon has a Corporate Management Committee (CMC) comprising at least three members. Members of the CMC are appointed by the Board of Directors upon the CEO's proposal. The CEO convenes a CMC meeting whenever he or she deems necessary, and chairs its meetings. Minutes are kept on the CMC meetings.

The Corporate Governance Guidelines define the key duties of the CMC, and they are presented on the corporate website in the Corporate Governance section. As an expert body, the CMC's main duty is to assist the CEO in the management of the company's operative business, to co-ordinate and develop the company's various operative functions and to promote information flow and co-operation between different parts of the organisation.

In 2011, several changes took place in the CMC's composition. In addition to the CEO, three new members joined the Committee: Michael Schönach, Executive Vice President, Finnish Operations, on 1 March; Anu Tuomola, General Counsel and Head of Legal Affairs, on 1 September; and Johan Elfstadius, Vice President, Swedish Operations, on 21 November. Members who left the CMC during the year were Petri Olkinuora. CEO: Outi Raekivi. General Counsel and Head

of Legal Affairs; and Ulf Attebrant, Vice President, Swedish Operations. At the year-end, the CMC had six members. In addition to the CEO, the CMC includes the company's Executive Vice President and Chief Financial Officer, the General Counsel and the Vice Presidents of the company's geographical business units. The CMC convenes usually once a month. However, in 2011, the CMC had only six meetings due to several changes that took place in the CMC.

CMC members' personal details and information on their share and stock option holdings at the end of 2011 are presented on the next page. CMC members' career histories and any positions of trust are available on the corporate website at www.citycon.com/management.

### Remuneration of the CEO and the Corporate Management Committee

The Board of Directors confirms the CEO's salary and other benefits and, upon the CEO's proposal, determines other senior executives' salaries and benefits.

Remuneration of the CEO and other CMC members consists of a fixed yearly or monthly salary and fringe benefits, as well as an annual performance bonus. In addition, the CEO and other CMC members are included in the Citycon Group's stock option plan 2011, which the Board of Directors decided on in May 2011. CMC members, except those members who started with the company in 2011, are also included in the long-term share-based incentive plan for key personnel, effective in 2007-2010. Incentives under this plan were paid in 2011 and are yet to be paid in 2012 and 2013.

According to his service agreement, the CEO's annual gross base salary amounts to EUR 450,000. At the Board of Directors' discretion, the CEO may be awarded an additional cash bonus up to a maximum amount corresponding to his annual gross base salary. However, the minimum bonus payable for the year 2011 shall be an amount corresponding to not less than 50 per cent of the annual gross base salary. In addition to this, the CEO is entitled to a company car as well as housing, telephone and lunch benefits.

### CITYCON OYJ'S CORPORATE MANAGEMENT COMMITTEE



Marcel Kokkeel
Chief Executive Officer (as of 24 March 2011)
M.A. (Notary Law)
Dutch citizen, born 1958
CMC member since 2011
Citycon shares:Citycon stock options 2011:1,000,000



Anu Tuomola
General Counsel, Head of Legal Affairs
(as of 1 Sept. 2011)
LL.M., Trained at the Bench
Finnish citizen, born 1974
CMC member since 2011
Citycon shares:Citycon stock options 2011: 300,000



Harri Holmström
Senior Vice President, Group Leasing and Baltic Operations
M.Sc. (Surveying), Authorised Property Appraiser
Finnish citizen, born 1956
CMC member since 2005
Citycon shares: 12,494
Citycon stock options 2011: 300,000



Eero Sihvonen Executive Vice President and Chief Financial Officer M.Sc. (Econ.) Finnish citizen, born 1957 CMC member since 2005 Citycon shares: 28,050 Citycon stock options 2011: 750,000



Johan Elfstadius
Vice President, Swedish Operations
(as of 21 Nov. 2011)
M.Phil, B.Sc.
Swedish citizen, born 1973
CMC member since 2011
Citycon shares:Citycon stock options 2011: 300,000



Michael Schönach
Executive Vice President, Finnish
Operations (as of 1 March 2011)
B.S.C. (Finance), MBA
Austrian citizen, born 1975
CMC member since 2011
Citycon shares: Citycon stock options 2011: 500,000

Related to the company's stock option plan 2011, the CEO has been granted 1,000,000 stock options 2011A–D(I). Other CMC members have been granted 1,250,000 stock options 2011A–D(I), 300,000 stock options 2011A–D(II) and 600,000 stock options 2011A–D(III). In total, the CEO and other members of the Corporate Management Committee have 3,150,000 stock options, entitling them to subscribe for an equal number of shares during the years 2012–2018.

Petri Olkinuora served as Citycon Oyj's CEO since

2002 and he left his position following the AGM of 2011 on 23 March. In line with Mr Olkinuora's service contract, he was paid a lump-sum cash compensation equalling his 18-month salary in addition to his regular salary for the notice period, as well as a gratitude bonus equalling his 6-month salary. In July 2011, Mr Olkinuora was issued 30,951 incentive shares related to the company's long-term share-based incentive plan, earned according to the plan but not yet distributed at the end of the contractual relationship. The company has taken out pension insur-

Dorformance

ance to cover Mr Olkinuora's pension plan. Since 2010, this insurance has not incurred and will not incur any additional costs for the company. Due to the termination of CEO Olkinuora's service contract, the company has recognised non-recurring personnel expenses of EUR 0.0 million in 2011 (EUR 1.2 million in 2010).

The salaries, fringe benefits and performance bonuses paid to the former and current CEO and other CMC members in 2011 are presented in the enclosed table. Under the share-based incentive plan, the CMC members were issued a total of 25,870 shares for the earning periods 2008-2010

### REMUNERATION OF THE CEO AND OTHER CORPORATE MANAGEMENT

COMMITTEE MEMBERS 1 JAN31 DEC. 2011			bonus for year	Share-based	
	Annual salary	Fringe benefits	2010	income (1	Total
Marcel Kokkeel (CEO as of 24 March 2011)	416,876.05	32,090.67	-	-	448,966.72
Petri Olkinuora (CEO until 23 March 2011) (2	66,697.40	3,766.12	-	-	70,463.52
Other CMC members (2	981,106.11	48,790.88	79,900.00	114,456.23	1,224,253.22
Total	1,464,679.56	84,647.67	79,900.00	114,456.23	1,743,683.46

- 1) Share-based income refers to the cash component related to the company's long-term share-based incentive plan, paid in order to cover the taxes payable on the incentive shares granted to the plan's participants. A participant can also choose to receive shares instead of the cash component meant for paying the income tax.
- 2) The figures do not include severance pays paid due to termination of employment to CEO Olkinuora and those CMC members whose service contract with the company ended during 2011.

### Insider administration

The company complies with the Guidelines for Insiders issued by the Helsinki Stock Exchange. In addition to this, the company has in place its own Insider Guidelines covering insiders' obligations, disclosure requirements and insider registers, as well as the company's insider administration procedures.

The company's statutory insiders include Board members, the CEO and the chief auditor. Statutory insiders also comprise CMC members, whom the Board of Directors has defined as other senior executives referred to in the Securities Market Act. Holdings in the company by statutory insiders and those closely associated with them are regarded as public information. Up-to-date information on shareholdings and any changes therein can be found on the corporate website at www.citycon.com/insiders.

In addition to statutory insiders, Citycon also has so-called permanent insiders entered in the company's company-specific insider register on the basis of their position or duties, or another contract they have concluded with the company. These company-specific insiders include the secretaries and assistants of the Board members, CEO and CMC members, and those in charge of corporate finances and financial reporting, financing, legal affairs, investment and redevelopment activities, corporate communications, investor relations, IT functions, as well as internal and external audit. The company-specific insider register is unavailable for public review. Project-specific insider registers are set up and maintained as necessary.

Citycon verifies the data on its statutory insiders twice a year, by requesting that insiders check the accuracy of the information contained in extracts from the insider register.

According to Citycon's Insider Guidelines, the company's statutory and permanent insiders may not trade in Citycon shares or securities entitling to Citycon shares, for 21 days prior to the release of the company's annual financial statements or interim reports. Insiders are also required to request the opinion of the company's Compliance Officer on the legality and compliance of any securities transaction in which they plan to engage. The Compliance Officer records each contact made.

#### Internal control, risk management and internal audit

The supervision and control of Citycon's business operations are primarily based on the governance and management system described above. The principles of internal control and risk management are established in the Corporate Governance Guidelines. Internal audits are conducted to evaluate the efficiency of internal control and risk management.

#### Internal control

Citycon's internal control includes financial and other control. Internal control is carried out not only by the Board of Directors, the CEO and the CMC but also by the rest of the personnel. Citycon uses the internationally known COSO framework as the framework for its internal control.

Internal control is intended to ensure the achievement of any goals and objectives set, the economical and efficient use of available resources, sufficient management of risks associated with business, and safeguarding of the company's operations, information and assets. Internal control of financial reporting is intended to guarantee the reliability and accuracy of financial and other management information. The purpose of internal control is also to ensure that the company complies with Finnish law, agreed internal procedures and guidelines and that the company has sufficient and appropriate data systems and work processes to support its operations.

The company's Board of Directors is responsible for arranging and maintaining adequate and functional internal control. It is the CEO's duty to attend to the implementation of practical actions regarding internal control. The CEO must maintain an organisational structure in which responsibilities, authorisations and reporting relationships are clearly and comprehensively defined in writing.

The CEO and other CMC members are responsible for ensuring compliance with currently valid laws and regulations in the Group's day-to-day business operations, as well as compliance with the company's business principles and decisions of the Board of Directors.

The company has appropriate and reliable accounting and other data systems in place, for monitoring business activities and supervising financial management. The attainment of set targets is monitored by using a planning and reporting system adopted throughout the Group. This system is used to monitor both actual performance and forecasts. The system also serves as a budgeting tool.

#### Risk management

Risk management forms part of the company's internal control, its purpose being to ensure that the company meets its business targets. The Board of Directors has approved Citycon's Risk Management Policy, which specifies the principles of risk management and the risk management process. The risk management process includes the recognition, assessment, measurement, limitation and monitoring of risks arising from or closely associated with the company's business operations. The guidelines also define the monitoring of such a process and the risk management organisation.

Citycon's risk management process is constantly evaluated and developed. The risk management process is carried out annually, and in connection with this process the company's risk map and annual action plan are updated to correspond with the targets of the annual plan, and they are presented to the Board of Directors at the budget meeting in December. The risk map is also updated as part of the strategy process.

The arrangement of Citycon's financial risk management is documented in the company's Treasury Policy and key financial risks are reported on a quarterly basis to the Board of Directors' Audit Committee. Furthermore, the Board of Directors regularly monitors risks and uncertainties associated with the company's business operations and gives an assessment on them in the Report by the Board of Directors and in interim reports.

A more thorough presentation on the risk management process and risks associated with the company's business operations can be found on pages 73-74 of this Report, on pages 40-42 of the appended Financial Statements, as well as on the corporate website at www.citycon.com/riskmanagement.

#### Internal audit

The purpose of internal audit is to independently and systematically evaluate and improve the company's internal control and risk management. For internal audit purposes, the Audit Committee approves an annual audit plan, which forms the basis for the performance of the audit. Internal audit operations are governed by the Internal Audit Charter. Persons responsible for internal audit report the internal audit results to the CEO and the Audit Committee, who must initiate any actions required by the audit findings without delay. The audit conducted by Citycon's auditor also involves auditing the company's corporate governance, on which the auditor reports to the Board of Directors and the CEO.

Citycon's internal audit was in a transition phase in 2011, due to the discontinuation of the company's long-term co-operation with KPMG Oy Ab over internal audit. Internal audit has been subsequently pursued on a project basis, with the assistance of PricewaterhouseCoopers Oy and in-house resources, with a special focus on the Liljeholmstorget Galleria development project completed in Stockholm, Sweden.

#### Auditor

For the audit of Citycon's administration and accounts, the general meeting of shareholders annually elects one auditor, which must be an audit firm approved by the Central Chamber of Commerce of Finland. In connection with the company's annual financial statements, the auditor provides the company's shareholders with a statutory auditor's report. The main function of the statutory auditors' report is to verify that the consolidated financial statements give a true and fair view of the Group's financial position, its net profit and cash flows, and that the parent company's financial statements and the report by the Board of Directors give a true and fair view of the Group's and the parent company's net profit and financial position for each financial year.

Citycon's chief auditor attends the Audit Committee's annual financial statements meeting, in order to report on audit findings. The auditor also attends all other Audit

Committee meetings based on a decision taken by the Audit Committee.

The AGM 2011 re-elected Ernst & Young Oy (a firm of authorised public accountants) the company's auditor, with Tuija Korpelainen (Authorised Public Accountant) acting as the chief auditor appointed by the firm. Ernst & Young Oy has served as the company's auditor since 2006. Tuija Korpelainen has functioned as Citycon's chief auditor since the same year and, prior to that, as the other of the company's two auditors in the financial year 2005.

In 2011, Citycon paid EUR 0.3 million in remuneration to its auditor related to its general audit. In addition, Citycon purchased advisory services related to IFRS, property transactions and taxation for a total of EUR 0.7 million

#### Communications

The guiding principle of Citycon's communications with the market is to continuously provide accurate, consistent, open and up-to-date information on the company, adhering to the principles of impartiality and simultaneousness. Citycon's communications principles are defined in the Disclosure Policy approved by the Board of Directors, which also defines the objectives, practices and persons responsible for communications. The essential parts of the Disclosure Policy are available on the corporate website in the Corporate Governance section.

# CORE RISKS ARE RELATED TO THE ECONOMIC DEVELOPMENT OF OPERATIONAL AREAS

For risk management purposes, Citycon has a holistic Enterprise Risk Management (ERM) programme. The aim of risk management is to ensure that the company meets its business targets. Successful risk management identifies key risks, reliably analyses their impacts prior to their realisation, and initiates preventive measures in order to lower the probability of an identified risk being realised and to mitigate its impact.

At Citycon, risk management objectives and the company's risk appetite are taken into consideration in the ERM programme. The ERM is designed to generate up-to-date and consistent information for the company's senior executives and Board of Directors, on any risks affecting business objectives and their estimated impact.

The risk analysis concerning 2012, carried out in connection with annual planning, also covered key sustainability risks affecting Citycon's business. Major risks which, if realised, could jeopardise the achievement of Citycon's business targets for 2012, are described below. Risk management is also discussed on pages 40-42 of Citycon's financial statements.

# The sluggish economic environment effects demand for retail premises

The effects of the financial crisis on rent levels for retail premises and on occupancy rates have so far been muted in Citycon's operating areas, but market conditions have become more challenging compared to the pre-crisis situation. Yet, at the same time, rental levels and occupancy rates in prime properties have actually risen. Economic

developments, particularly trends impacting on consumer confidence and consumer behaviour, are affecting demand for retail premises. In local property markets, factors determining the performance of properties include availability of alternative retail premises, competition for tenants, zoning decisions, significant new construction activities, and market demand for premises. Citycon actively follows developments in the economy, markets and rental levels, in order to be able to take the necessary action. Typically, in conditions of weak economic growth, rental levels for retail premises will fall and vacancy rates will rise as the slowdown in retail sales reduces demand for retail premises.

Besides other contributing factors, the long period of growth in the retail industry has kept the vacancy rate in Citycon's properties very reasonable over the last few years. The weighted average occupancy rate in Citycon's properties was approximately 95.5 per cent at the end of 2011 (95.1 per cent at the end of 2010), with the occupancy rate in Finland being 94.1 per cent, 97.0 per cent in Sweden and 100.0 per cent in the Baltic countries. Occupancy rates for properties located outside population growth centres, and for supermarket and shop properties, are more susceptible to fluctuations, whereas occupancy rates for shopping centres located in major cities tend to be fairly stable.

The average rent per square metre in Citycon's properties rose in 2011, despite growing economic uncertainty. The average rent per square metre in Citycon's properties was approximately EUR 19.7 at the end of 2011 (EUR

18.7 at the end of 2010) and totalled approximately EUR 21.0/sq.m. in Finland, EUR 17.2/sq.m. in Sweden and EUR 20.2/sq.m. in the Baltic countries. Factors contributing to the increase in average rent per square metre included exchange rate fluctuations, completion of development projects and index increases in rents.

Key risks in an environment characterised by slow economic growth are associated with demand for retail premises, vacancy rates and market rent levels. There is no way of guaranteeing that Citycon can meet its objective of higher occupancy rate or at least to maintain the present high occupancy rate and maintain current rent level in its properties. Furthermore, Citycon has several (re)development projects in progress, which means more leasable premises will be available in Citycon's shopping centres next year. Renting these new retail premises as planned is of primary importance to Citycon's ability to meet its business targets. A prolonged period of economic uncertainty may reduce demand for retail premises, weaken tenants' ability to pay rent, limit the possibility to raise rents and raise the vacancy rate in the company's properties.

#### Rising loan margins increase financing costs

The refurbishment and redevelopment of retail properties, and generating higher rental income through acquisitions, represent the core of Citycon's growth strategy. Implementation of this strategy requires both equity and debt financing, which means that the risks associated with the availability and cost of financing are of funda-

Yield requirement	+5%	Fair value EUR 2,395.2 million
Market rent	+5%	Fair value EUR 2,688.9 million
Vacancy rate	+200 bps <b>→</b>	Fair value EUR 2,431.1 million
Operating expenses	+5%	Fair value EUR 2,459.3 million

mental importance to Citycon. Following the financial crisis, the banks' loan margins took a sharp upward turn in 2008 and 2009. Banks' appetite to lend money to companies improved in 2010 and in early 2011. In the second half of 2011, the availability of financing declined again and loan margins climbed, which means loan margins have remained high in comparison with the pre-crisis period.

The average interest rate for Citycon's interest-bearing debt has been declining since 2008, despite the rise in loan margins. The average interest rate for 2008 was 4.85 per cent, from which it had fallen to 4.03 per cent for 2011. This decline can be largely attributed to the marked decrease in market interest rates, which has so far more than compensated for the increase in loan margins.

In the future, tightening regulation governing the banking and insurance sectors (Basel III and Solvency II regulations) is likely to push the costs of debt financing upwards and to limit the availability of long-term bank loans. This will probably raise the cost of Citycon's new bank loans. In 2012 the company does not have major refinancing needs, whereas the majority of the loan agreements Citycon signed at low margins before the financial crisis will mature by 2014, after which the margins applicable to refinancing will rise. The rise in loan margins is likely to push Citycon's average interest rate up in the future, even if market interest rates remained largely unchanged.

Citycon's current financial position is good and well proportioned to its business. On 31 December 2011, the company's undrawn committed credit facilities and cash and cash equivalents amounted to EUR 345.0 million, enabling Citycon to finance its ongoing projects in full as planned. If necessary, Citycon's existing financing sources can cover all loans maturing in 2012. However, Citycon's growth strategy will increase the need for additional financing, the availability of which has been hampered by the financial crisis. The sovereign debt issues surfacing in a number of European countries caused stock prices to

plummet, which in turn affected property company share prices and made equity financing in these companies less attractive. Meanwhile, weak availability of bank financing is prompting Citycon to seek an increasingly large proportion of its financing from the bond markets. For this reason, Citycon will consider seeking an external credit rating. In addition, Citycon will take steps to continue divesting its non-core properties, and will consider other property financing sources in order to secure the financing required to pursue its growth strategy.

# Economic conditions creating major uncertainty about development in the fair value of investment properties

Several factors affect the fair value of the investment properties owned by Citycon, such as general and local economic development, interest rate level, foreseeable inflation, the market rent trend, vacancy rates, property investors' yield requirements and the competitive environment. At the moment, the fair value development of investment properties is characterised by a great deal of uncertainty caused by the sovereign debt crisis and the resulting challenging economic conditions. This uncertainty is most strongly felt in retail properties located outside major cities, or in otherwise less attractive properties.

Since the inception of the financial crisis, fair values of retail properties have been declining, and in 2008 and 2009 Citycon recognised fair value losses on investment properties. However, in 2010 Citycon recognised fair value gains on its investment properties. In 2011 Citycon again recognised fair value losses of EUR 35.3 million, mainly from its supermarket and shop properties. Yet, at the same time, the fair value of all shopping centres rose in 2011 by a total of EUR 7.3 million.

While changes in investment properties' fair value have an effect on the company's profit for the financial year, they have no immediate impact on cash flow. Key variables in the ten-year cash flow analysis used to assess the fair value of investment properties are property investors' yield requirements, rental income, vacancy rate and operating expenses. Sensitivity to change in the investment properties' fair value, or the risk associated with fair value, can be tested by altering these key variables one at a time. The sensitivity analysis above uses the investment properties' fair value of EUR 2,515.0 million, as defined by the external appraiser on 31 December 2011, as the starting value.

While the company cannot influence yield requirement, it strives to impact on other fair value variables through active shopping-centre management, which is one of the cornerstones of Citycon's business. By using its own employees to execute the entire business process, Citycon aims to optimise the profitability of shopping centres.

Energy costs account for a considerable portion of property maintenance costs. The risk of energy price hikes contributed to more efficient planning and to actions geared towards energy savings and greater energy efficiency. These actions involve a risk of miscalculating the savings potential and of mistimed impacts. If these risks materialise, some savings will not be achieved, which will affect maintenance costs and profitability.

The company's net rental income grew by 13.4%

# REPORTING A MATTER OF HONOUR FOR CITYCON



For Citycon, 2011 was a year of solid performance, regardless of adverse market developments: our net rental income grew by 13.4 per cent and like-for-like net rental income by 3.8 per cent, occupancy rate remained high at 95.5 per cent shopping centre footfall grew by 3.0 per cent and sales by 7.0 per cent. This gives us a good position for addressing any challenges that lie ahead.

Last year, the financial markets were challenging resulting also in weaker availability of debt financing and higher loar margins. Citycon's financing policy is based on strong relationship banking. This policy has proven to be a success and it has ensured us competitive financing also during difficult times. During the year, Citycon was able to refinance its loans and raise new debt. Going forward Citycon will further expandits funding sources.

In July, Citycon arranged an approximately EUR 99 million directed share offering, which was oversubscribed. The per-share subscription price of EUR 3.02 was higher than the closing price on the date of the offering. The issue strenghtened Citycon's equity and balance sheet and in retrospect, we can only say that the timing of the offering was excellent.

We have compiled the tables and graphs in this Annual and Sustainability Report into a single section, to help readers find the information they need more easily. It is a matter of honour for Citycon to report as useful information as possible to investors and all stakeholders. We aim to listen to feedback from our readers and make every effort to respond without delay. Our reporting is based on our desire to continuously provide accurate, consistent, transparent and up-to-date information on the company, in order to give an open and clear picture of it to the markets and stakeholders. This is the

The timing of our share offering in July was excellent

basis for determining the value of Citycon's securities

We want to be actively involved in making reporting in our company and industry more comparable. As an example I would like to mention our extensive environmental reporting: we have actively contributed to the creation of new re porting standards (GRI CRESS) for our industry. In 2012, we will focus on improving our IT systems to better support our business operations and reduce manual work associated with reporting.

In addition to accuracy and coverage, we also pay special attention to efficient and timely reporting: our Q3 Interim Report in 2011 was the first Q3 report to be published in Finland.

Eero Sihvonen
Executive Vice President, CFO

# SHOPPING CENTRES INCREASED NET RENTAL INCOME

ental income from Citycon's retail properties represent the majority of the company's turnover. In 2011, gross rental income accounted for 94.9 per cent of turnover. The company's turnover grew by 10.8 per cent to EUR 217.1 million (2010: EUR 195.9 million).

During the year, Finland's share of total rental income decreased from 68.2 to 62.7 per cent. The decline in Finland's relative share of total income can be attributed to the shopping centre acquisitions in Estonia and in Sweden. Citycon aims to further decrease Finland's relative share of rental income. Redevelopment projects completed during the year and in the previous year, such as Espoontori, Forum in Jyväskylä and Åkersberga Centrum, generated additional rental income while the divestment of non-core properties in Finland and Sweden decreased it. Net rental income totalled EUR 144.3 million (EUR 127.2 million).

Net rental income for like-for-like properties, in other words properties owned by Citycon throughout the comparison period (two years) and undergoing no redevelopment or extension projects, grew by EUR 4.0 million or 3.8 per cent. This growth can be attributed to the clearly higher net rental income for Liljeholmstorget Galleria and other shopping centres, as well as lower vacancy rates. In Finland, net rental income development was negative, largely due to two largely vacant supermarket properties, one in the Helsinki region and one in Pori. Like-for-like shopping centre properties showed positive development, with net rental income growing by 7.3 per cent.

The net rental yield of Citycon's property portfolio stood at 6.0 per cent (5.8%).

Operating profit for the financial year was EUR 81.8 million (EUR 157.7 million). The decrease in operating profit was mainly due to the negative change in fair value, lower gains on sale than a year earlier, and higher administrative costs. At the same time, however, higher net rental income increased the operating profit. Credit losses remained modest at EUR 0.8 million. A total of EUR 2.4 million worth of temporary rental rebates were granted during the year, almost exclusively in the Baltic countries.

The company's EPRA Earnings was EUR 53.3 million (EUR 47.3 million). Growth in EPRA Earnings was mainly due to higher net rental income. At the same time, however, higher administrative and financial expenses eroded EPRA Earnings. Financial expenses were higher in 2011 than a year earlier due to a larger amount of interest-bearing debt.

Administrative expenses totalled EUR 28.0 million (EUR 23.3 million). The growth in expenses was mainly due to reorganisation costs of EUR 0.9 million, lower capitalisation of the costs of personnel involved in (re)development projects (EUR 0.8 million), non-cash stock option costs (EUR 1.5 million), and a higher headcount. In 2010, more expenses were capitalised as projects that had been planned for several years were started.

#### Sound financial position and strong liquidity

At the year-end, Citycon owned 80 properties: 36 shopping centres, 43 other retail properties and one lot. The fair value of the property portfolio was EUR 2,522.1 million. Fair value losses recognised during the year amounted to EUR -35.3 million.

The company's financial position is good. Balance sheet total at the year-end stood at EUR 2,677.7 million (EUR  $\,$ 

2,436.5 million). Interest-bearing debt totalled EUR 1,547.9 million (EUR 1,397.7 million). Citycon's total available liquidity was EUR 345.0 million, of which EUR 253.7 million consisted of undrawn, committed long-term credit facilities and EUR 91.3 million of cash and cash equivalents. Available liquidity is sufficient to cover all loans maturing in 2012 (EUR 208.4 million).

The year-to-date weighted average interest rate was 4.03 per cent (4.04%). Citycon's equity ratio was 36.0 per cent (37.1%) and gearing 151.4 per cent (153.1%). Net financial expenses totalled EUR 62.4 million (EUR 54.9 million). This increase was mainly attributable to increased interest expenses as a result of lower capitalisation of interest expenses and a higher amount of interest-bearing debt.

#### Securing growth with long-term financing

#### Directed share issue

To strengthen its balance sheet and liquidity, Citycon arranged a directed share issue in July involving the issue of 33 million new shares and raising some EUR 99 million in equity. The shares were offered to Finnish and international institutional investors, in deviation from the shareholders' pre-emptive rights, through an accelerated book-building process on 13 July 2011. Following the share issue, Ilmarinen raised its holdings in Citycon to almost nine per cent. The net proceeds of the share issue were used to repay the company's interest-bearing loans, to strengthen its capital base and to finance redevelopment projects and shopping centre acquisitions in accordance with its investment strategy.

#### COVENANT DEVELOPMENT. INTEREST COVERAGE RATIO & EOUITY RATIO



#### Loan agreements

In May, Citycon signed a EUR 330 million long-term unsecured credit facility agreement with a Nordic bank group. The facility consists of a bullet term loan of EUR 220 million and a EUR 110 million revolving credit facility. The loan period is five years. In addition, Citycon strengthened its available liquidity in August by signing a seven-year unsecured term loan facility of EUR 75 million .

The proceeds from the credit facility will be used to finance strategic investments, such as shopping centre redevelopment projects, and to refinance maturing loans.

#### Loan covenants

Almost all of Citycon's interest-bearing loans are unsecured. Consequently, the properties owned by the company are not, as a rule, given as security for the loans. Instead of a real security, Citycon's syndicated loans involve a commitment, or covenant, to maintain the Group's equity ratio above 32.5 per cent and the interest coverage ratio at a minimum of 1.8x. The equity ratio defined in the covenants differs from the standard presentation of equity ratio. The calculation methods for both covenants are shown on page 45 of the Financial Statements.

In terms of its equity ratio and the interest coverage ratio, Citycon has always, including in 2011, exceeded the levels required by the covenants. The company publishes loan covenant calculations in quarterly investor presentations.

The company's turnover exceeded **EUR 200 million** for the first time in the company's history

# **KEY INDICATOR TABLES**

#### FAIR VALUE DISTRIBUTION ON 31 DEC. 2011

Fair value of investment properties, EUR million *)	Share of total portfolio, %	Number of properties
over 100	55%	8
80-100	6%	2
60-80	8%	3
40-60	8%	4
20-40	10%	9
10-20	7%	13
5-10	4%	12
0-5	2%	27

# **OPERATIONAL KEY INDICATORS**

The fair market values of Citycon's properties and external appraiser estimates used in the valuations are presented on this page. During the year, the fair market value of Citycon's properties increased by EUR 154.4 million to EUR 2,522.1 million mostly due to property acquisitions and investments committed to redevelopment projects. The polarisation of property markets into prime and non-prime assets continued during the year following which Citycon recorded fair value losses of EUR 35.3 million mainly due to Supermarkets and Shops. Again, fair value gains of EUR 7.3 million were recorded in Shopping Centres.

Average market Average operating

Average market Average operating

#### FAIR VALUE OF INVESTMENT PROPERTIES, 31 DEC, 2011

TAIN VALUE OF INVES	I MEINT I INO	I LIVIILO, OT L	JLC. 2011						rent, EUR, sq.m./	expences EUR/	Average initial	Average reversio-
Total portfolio *)	Number of properties	Fair value, E 31 Dec. 2011	EUR million 31 Dec. 2010	Fair value Gains	change, year 2011, Losses	EUR million Total	Average yield 31 Dec. 2011	requirement, % 31 Dec. 2010	month 31 Dec. 2011	sq.m./month 31 Dec. 2011	yield, (%) 31 Dec. 2011	nary yield, (%) 31 Dec. 2011
Finland												
Shopping centres	23	1,340.1	1,293.6	27.7	-30.7	-3.0	6.0	6.1	26.0	6.5	5.8	6.4
Other retail properties	37	207.3	239.4	0.0	-37.3	-37.3	7.9	7.8	14.2	3.9	7.2	9.3
Finland, total	60	1,547.4	1,533.0	27.7	-68.1	-40.4	6.3	6.4	24.4	6.1	6.0	6.8
Sweden		<b>,</b>	•	•	,			***************************************		****		
Shopping centres	9	662.6	619.1	8.7	-1.8	6.9	5.9	6.0	24.1	7.3	5.4	6.5
Other retail properties	5	34.5	49.5	0.0	-5.2	-5.2	7.2	7.4	13.6	4.3	6.5	8.2
Sweden, total	14	697.1	668.6	8.7	-7.0	1.7	5.9	6.1	23.6	7.2	5.5	6.6
Baltic Countries	***************************************		•	•	•			•	•	****	•	***************************************
Shopping centres	4	277.6	166.1	3.4	0.0	3.4	8.0	8.1	20.8	3.6	8.2	8.4
Total portfolio	78	2,522.1	2,367.7	39.8	-75.1	-35.3	6.4	6.4	23.8	6.1	6.1	6.9

<sup>\*)</sup> does not include properties held for sale

#### FAIR VALUE OF LIKE-FOR-LIKE PROPERTIES, 31 DEC. 2011

OK-LIKE PK	JPEKTIE3, 31	DEC. 2011						rent FIID cam /	evpences FLIB?	Average initial	Average reversio-
Number of properties	Fair value, l 31 Dec. 2011	EUR million 31 Dec. 2010	Fair value Gains	change, year 2011, Losses	EUR million Total	Average yield 31 Dec. 2011	requirement, %	month	sq.m./month 31 Dec. 2011	yield, (%) 31 Dec. 2011	nary yield, (%) 31 Dec. 2011
17	871.7	868.4	19.8	-27.5	-7.7	6.0	6.1	26.1	6.8	5.8	6.6
35	197.0	227.2	0.0	-34.5	-34.5	7.9	7.8	14.1	3.9	7.2	9.3
52	1,068.7	1,095.7	19.8	-61.9	-42.2	6.4	6.5	23.9	6.2	6.1	7.1
***************************************			***************************************				-		****		
6	537.2	531.7	7.2	-1.6	5.7	5.7	5.9	24.8	7.5	5.4	6.3
5	34.5	36.6	0.0	-4.1	-4.1	7.2	7.4	13.6	4.3	6.5	8.2
11	571.6	568.3	7.2	-5.7	1.6	5.8	6.0	24.2	7.3	5.4	6.4
***************************************				•	•		•		•		
2	156.9	154.0	2.9	0.0	2.9	8.0	8.0	20.2	2.6	8.0	8.0
***************************************				•	-	***************************************	*		****		
65	1,797.2	1,818.0	29.9	-67.6	-37.8	6.3	6.5	23.6	6.3	6.0	6.9
	17 35 52 6 5 11 2	Number of properties	properties         31 Dec. 2011         31 Dec. 2010           17         871.7         868.4           35         197.0         227.2           52         1,068.7         1,095.7           6         537.2         531.7           5         34.5         36.6           11         571.6         568.3           2         156.9         154.0	Number of properties         Fair value, EUR million 31 Dec. 2010         Fair value Gains           17         871.7         868.4         19.8           35         197.0         227.2         0.0           52         1,068.7         1,095.7         19.8           6         537.2         531.7         7.2           5         34.5         36.6         0.0           11         571.6         568.3         7.2           2         156.9         154.0         2.9	Number of properties         Fair value, EUR million 31 Dec. 2010         Fair value charge, year 2011, Gains         Fair value charge, year 2011, Gains         Fair value charge, year 2011, Gains         Losses           17         871.7         868.4         19.8         -27.5           35         197.0         227.2         0.0         -34.5           52         1,068.7         1,095.7         19.8         -61.9           6         537.2         531.7         7.2         -1.6           5         34.5         36.6         0.0         -4.1           11         571.6         568.3         7.2         -5.7           2         156.9         154.0         2.9         0.0	Number of properties         Fair value, EUR million gains         Fair value change, year 2011, EUR million Gains         Losses         Total           17         871.7         868.4         19.8         -27.5         -7.7           35         197.0         227.2         0.0         -34.5         -34.5           52         1,068.7         1,095.7         19.8         -61.9         -42.2           6         537.2         531.7         7.2         -1.6         5.7           5         34.5         36.6         0.0         -4.1         -4.1           11         571.6         568.3         7.2         -5.7         1.6           2         156.9         154.0         2.9         0.0         2.9	Number of properties         Fair value, EUR million 31 Dec. 2010         Fair value change, year 2011, EUR million Gains         Average yield 31 Dec. 2011           17         871.7         868.4         19.8         -27.5         -7.7         6.0           35         197.0         227.2         0.0         -34.5         -34.5         7.9           52         1,068.7         1,095.7         19.8         -61.9         -42.2         6.4           6         537.2         531.7         7.2         -1.6         5.7         5.7           5         34.5         36.6         0.0         -4.1         -4.1         7.2           11         571.6         568.3         7.2         -5.7         1.6         5.8           2         156.9         154.0         2.9         0.0         2.9         8.0	Number of properties         Fair value, EUR million 31 Dec. 2010         Fair value change, year 2011, EUR million Gains         Average yield requirement, % 31 Dec. 2010           17         871.7         868.4         19.8         -27.5         -7.7         6.0         6.1           35         197.0         227.2         0.0         -34.5         -34.5         7.9         7.8           52         1,068.7         1,095.7         19.8         -61.9         -42.2         6.4         6.5           6         537.2         531.7         7.2         -1.6         5.7         5.7         5.9           5         34.5         36.6         0.0         -4.1         -4.1         7.2         7.4           11         571.6         568.3         7.2         -5.7         1.6         5.8         6.0           2         156.9         154.0         2.9         0.0         2.9         8.0         8.0	Number of properties   Fair value, EUR million properties   EUR million gains   Losses   Total   SI Dec. 2011   SI Dec. 2011	Number of properties   Fair value, EUR million   Fair value, year 2011, EUR million   Cosses   Total   Si Dec. 2011   Si Dec	Number of properties   Fair value, EUR million properties   Fair value, EUR million properties   Sample of prope

SUMMARY OF PROPERTY POP	01.0,01.11.0	Citycon's	Number of lease	Fair value.	EUR million	Occupancy Economic, EUR	Technical, sq.m.
Total portfolio	Location	GLA, sq.m.	agreements	31 Dec. 2011	31 Dec. 2010	31 Dec. 2011	31 Dec. 2011
Finland							
Shopping centres, Helsinki Metropolit	tan Area	•	•	•	•	•	
Columbus	Helsinki	20,900	74	80.8	76.7	99.6	98.4
Espoontori	Espoo	17,100	46	48.6	47.7	85.7	83.3
Heikintori	Espoo	6,300	38	7.3	8.5	89.8	76.0
Isomyyri	Vantaa	10,800	17	13.2	16.6	94.3	87.5
Iso Omena	Espoo	60,600	192	339.5	322.4	99.8	99.7
Lippulaiva	Espoo	18,500	49	65.6	68.7	97.2	96.7
Martinlaakso	Vantaa	7.400	26	23.7	8.7	98.5	97.6
Myllypuro	Helsinki	6,600	22	19.4	12.6	90.1	89.5
Myyrmanni	Vantaa	39,700	114	156.2	150.1	94.7	92.3
Tikkuri	Vantaa	13,300	77	33.5	30.2	94.7	89.0
Shopping centres, other areas in Finla		13,300		55.5	00.2	5	00.0
Duo	Tampere	13.500	47	33.8	31.8	97.9	96.2
IsoKarhu	Pori	14,900	49	47.2	46.7	98.2	94.6
IsoKristiina	Lappeenranta	19,400	58	36.9	35.8	94.6	89.6
Jyväskeskus	Jyväskylä	5,800	61	13.7	14.4	93.0	92.1
Forum	Jyväskylä	16,500	77	76.7	74.0	99.4	97.8
Koskikara	Valkeakoski	5,800	36	4.4	5.3	96.9	96.3
Koskikeskus	Tampere	28,000	142	138.6	121.8	100.0	100.0
Linjuri	Salo	9,200	12	14.7	15.9	96.5	96.2
Galleria	Oulu	3,500	37	8.6	8.2	97.3	95.0
Sampokeskus	Rovaniemi	13,700	87	21.0	22.8	93.6	86.0
Torikeskus	Seinäjoki	11.500	60	10.3	11.7	83.4	79.3
Trio		45,700	154	144.3	150.6	93.1	89.6
Valtari	Lahti	7,600	19	2.0	4.6	76.5	80.1
	Kouvola	396,300	1.494	1,340.1	1.293.6	96.3	93.0
Shopping centres, Finland, total	-	181,330	205	207.3	239.4	85.0	78.2
Other retail properties			1,699	1,547.4	1,533.0	94.1	76.2 88.4
Finland, total	-	577,630	1,033	1,347.4	1,555.0	34.1	00.4
Sweden	•				•		
Shopping centres, Stockholm area and	d I lmeå	***************************************		•	•		
Fruängen Centrum	Stockholm	14,700	98	21.6	18.8	99.8	99.6
Högdalen Centrum	Stockholm	19,200	85	30.0	10.0	96.0	90.3
Jakobsbergs Centrum	Järfälla	56.300	487	106.3	108.5	97.9	97.1
Liljeholmstorget	Stockholm	40,900	156	241.5	239.6	98.1	99.0
Strömpilen	Umeå	26.800	39	48.0	47.1	98.6	98.0
Tumba Centrum	Stockholm	29,100	290	58.9	62.1	99.1	99.3
Åkermyntan Centrum	Hässelby	8,400	38	14.0	13.1	99.0	98.0
Åkersberga Centrum	Österåker	27,500	144	81.4	74.3	91.3	90.7
	USTELAKEL	27,300	144	01.4	74.5	91.5	90.7
Shopping centres, Gothenburg area	C+	36,400	311	60.9	55.5	98.4	97.4
Stenungs Torg	Stenungsund	259.300	1.648	662.6	619.1	90.4	96.8
Shopping centres, Sweden, total							
Other retail properties, total	-	44,400	170	34.5	49.5	92.6	89.6
Sweden, total		303,700	1,818	697.1	668.6	97.0	95.7
Baltic Countries	-	-		•	-		
Estonia							
Kristiine	Tallinn	42,700	182	105.9		100.0	100.0
		9.500	102	14.8	12.1	100.0	100.0
Magistral	Tallinn		100			1000	1000
Rocca al Mare	Tallinn	53,300	196	147.0	144.4	100.0	100.0
Lithuania	V/II ·	7,000	<u></u>	0.0	0.0	1000	1000
Mandarinas	Vilnius	7,900	60	9.9	9.6	100.0	100.0
Baltic Countries, total	***************************************	113,400	438	277.6	166.1	100.0	100.0
Total portfolio		994,730	3,955	2,522.1	2,367.7	95.5	92.0

### SUMMARY OF LIKE-FOR-LIKE PORTFOLIO, 31 DEC. 2011

			FIID	Occupancy rate, % Economic, EUR Technical, sq.m.		
Citycon's GLA, sq.m.	Number of lease agreements	71 Dec. 2011	31 Dec. 2010	31 Dec. 2011	31.Dec.2010	
278,200	1,035	871.7	868.4	96.6	92.8	
177,330	190	197.0	227.2	84.9	78.1	
455,530	1,225	1,068.7	1,095.7	93.5	87.1	
204,200	1,381	537.2	531.7	98.4	98.1	
44,400	170	34.5	36.6	92.6	89.6	
248,600	1,551	571.6	568.3	97.7	96.6	
-		•		-		
61,200	256	156.9	154.0	100.0	100.0	
765,330	3,032	1,797.2	1,818.0	95.4	91.2	
	278,200 177,330 <b>455,530</b> 204,200 44,400 <b>248,600</b>	278,200 1,035 177,330 190 455,530 1,225 204,200 1,381 44,400 170 248,600 1,551	Citycon's GLA, sq.m.         agreements         31 Dec. 2011           278,200         1,035         871.7           177,330         190         197.0           455,530         1,225         1,068.7           204,200         1,381         537.2           44,400         170         34.5           248,600         1,551         571.6           61,200         256         156.9	Citycon's GLA, sq.m.         agreements         31 Dec. 2011         31 Dec. 2010           278,200         1,035         871.7         868.4           177,330         190         197.0         227.2           455,530         1,225         1,068.7         1,095.7           204,200         1,381         537.2         531.7           44,400         170         34.5         36.6           248,600         1,551         571.6         568.3           61,200         256         156.9         154.0	Citycon's GLA, sq.m.         agreements         31 Dec. 2011         31 Dec. 2010         31 Dec. 2011           278,200         1,035         871.7         868.4         96.6           177,330         190         197.0         227.2         84.9           455,530         1,225         1,068.7         1,095.7         93.5           204,200         1,381         537.2         531.7         98.4           44,400         170         34.5         36.6         92.6           248,600         1,551         571.6         568.3         97.7           61,200         256         156.9         154.0         100.0	

#### SUMMARY OF PROPERTY PORTFOLIO, 31 DEC. 2011

Total portfolio	Average remaining length of lease agreements, years 31 Dec. 2011	Average rent, EUR/ sq.m/year 31 Dec. 2011	Gross rental income, EUR million Year 2011	Net rental income, EUR million Year 2011
Finland				
Shopping centres	3.5	289	104.1	75.2
Other retail properties	3.7	157	23.2	15.2
Finland, total	3.5	251	127.3	90.5
Sweden	•			
Shopping centres	2.9	216	51.8	32.2
Other retail properties	3.3	143	5.6	3.2
Sweden, total	2.9	206	57.4	35.4
Baltic Countries, total	4.2	242	21.2	18.4
Total portfolio	3.4	236	206.0	144.3

#### SUMMARY OF LIKE-FOR-LIKE PORTFOLIO, 31 DEC. 2011

Like-for-like portfolio	Average remaining length of lease A agreements, years 31 Dec. 2011	verage rent, EUR/ sq.m/year 31 Dec. 2011	Gross rental in- come, EUR million Year 2011	Net rental income, EUR million Year 2011
Finland				
Shopping centres	3.5	277	71.4	51.0
Other retail properties	3.7	155	22.5	14.9
Finland, total	3.5	234	93.9	65.9
Sweden				
Shopping centres	2.7	215	42.9	27.4
Other retail properties	3.3	143	5.6	3.2
Sweden, total	2.7	203	48.6	30.6
Baltic Countries, total	4.0	235	13.2	11.7
Like-for-like portfolio, total	3.3	223	155.7	108.2

#### CITYCON'S FIVE LARGEST PROPERTIES MEASURED IN FAIR VALUE

	Average remaining length of lease agreements, years 31 Dec. 2011	Average rent, EUR/sq.m/ year 31 Dec. 2011	Gross rental income, EUR million Year 2011	Net rental income, EUR million Year 2011	Fair value, EUR million 31 Dec. 2011	Net rental yield, % Year 2011	Economic occupancy rate, % 31 Dec. 2011
Iso Omena	4.9	31.6	22.7	17.5	339.5	5.4	99.8
Liljeholmstorget	3.6	27.5	13.1	8.8	241.5	3.8	98.1
Myyrmanni	2.3	25.9	11.3	8.3	156.2	5.6	94.7
Rocca al Mare	4.0	20.6	12.1	10.7	147.0	7.6	100.0
Trio	1.9	23.8	10.9	8.1	144.3	5.6	93.1
Five largest properties, total	3.6	26.1	70.1	53.4	1,028.5	5.4	97.6

# LEASING ACTIVITY

	Number of lease agreements	Citycon's GLA, sq.m.	Leased area, sq.m.	Average rent, EUR/sq.m./ month
Status 1 Jan. 2011	3,765	942,280	832,693	18.7
Leases started:				
New or extended leases	699	-1,400	153,924	19.1
Leases started due to development projects	83	11,900	23,082	23.7
New leases, total	782	10,500	177,006	19.7
Acquisitions	285	64,270	60,851	18.9
Leases ended	****	•	-	
Expired leases	643	100	153,255	19.1
Leases terminated due to development projects	88	-	16,311	16.7
Divestments	146	22,220	16,554	10.8
Leases ended, total	877	22,320	186,120	18.1
Status 31 Dec. 2011	3,955	994,730	884,430	19.7

### LEASING ACTIVITY, FINLAND

	Number of lease agreements	Citycon's GLA, sq.m.	Leased area, sq.m.	Average rent, EUR/sq.m./ month
Status 1 Jan. 2011	1,672	579,980	497,010	20.3
Leases started:				
New or extended leases	397	-1,400	117,294	19.5
Leases started due to development	•	•	***************************************	
projects	73	11,900	19,824	23.9
New leases, total	470	10,500	137,118	20.2
Acquisitions	34	2,370	1,560	12.3
Leases ended	****	***************************************	*	
Expired leases	394		121,406	19.8
Leases terminated due to development	-	-	-	
projects	31		6,917	22.7
Divestments	52	15,220	10,112	11.3
Leases ended, total	477	15,220	138,435	19.4
Status 31 Dec. 2011	1,699	577,630	497,253	21.0

# LEASING ACTIVITY, SWEDEN

	Number of lease agreements	Citycon's GLA, sq.m.	Leased area, sq.m.	Average rent, EUR/sq.m./ month
Status 1 Jan. 2011	1,784	291,500	265,501	15.9
Leases started:				
New or extended leases	266		33,748	17.7
Leases started due to development				
projects	10		3,258	22.5
New leases, total	276		37,006	18.2
Acquisitions	69	19,200	16,633	17.8
Leases ended	•	-	-	
Expired leases	217	•	29,374	15.8
Leases terminated due to development projects			•	-
Divestments	94	7,000	6,442	10.0
Leases ended, total	311	7,000	35,816	14.8
Status 31 Dec. 2011	1,818	303,700	283,324	17.2

# LEASING ACTIVITY, BALTIC COUNTRIES

	Number of lease agreements	Citycon's GLA, sq.m.	Leased area, sq.m.	Average rent, EUR/sq.m./ month
Status 1 Jan. 2011	309	70,800	70,182	17.8
Leases started:				
New or extended leases	36	***************************************	2,882	18.8
Leases started due to development projects				-
New leases, total	36	***************************************	2,882	18.8
Acquisitions	182	42,700	42,658	19.6
Leases ended	***************************************	•		-
Expired leases	32	100	2,475	20.4
Leases terminated due to development projects	57		9,394	12.3
Divestments	***************************************	****	***************************************	
Leases ended, total	89	100	11,869	14.0
Status 31 Dec. 2011	438	113,400	103,853	20.2

### LEASE PORTFOLIO BY BUSINESS UNITS

	Finland	Sweden	Baltic Countries	Total
Number of leases started during the financial year	470	276	36	782
Total area of leases started, sq.m.	137,118	37,006	2,882	177,006
Occupancy rate at end of the financial year (economic), %	94.1	97.0	100.0	95.5
Average remaining length of lease portfolio at the end of the financial year, year	3.5	2.9	4.2	3.4

#### KEY INDICATORS OF PROPERTY PORTFOLIO 2011

	Finland	Sweden	Baltic Countries	Total
Citycon's Gross leasable area, sq.m.	577,630	303,700	113,400	994,730
Gross rental income, EUR million	127.3	57.4	21.2	206.0
Net rental income, EUR million	90.5	35.4	18.4	144.3
Net rental yield, %	6.0	5.4	7.9	6.0
Net rental yield, like-for-like properties, %	6.2	5.5	7.8	6.1

#### CITYCON'S TOP FIVE TENANTS

	Proportion of rental income based on valid rent roll at 31 Dec. 2011, %	Average remaining length of lease agreements, 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

#### TOP FIVE TENANTS IN FINLAND

	Proportion of rental income based on valid rent roll at 31 Dec. 2011, %	Average remaining length of lease agreements, years
Kesko	28.6 %	4.5
S Group	6.8 %	7.6
Stockmann	3.6 %	2.3
Tokmanni	2.8 %	4.8
Nordea	1.9 %	2.0
Top 5, total	43.6 %	4.7

### TOP FIVE TENANTS IN SWEDEN

	Proportion of rental income based on valid rent roll at 31 Dec. 2011, %	Average remaining length of lease agreements, years
ICA	11.2%	4.5
Соор	4.0 %	6.5
Axfood	3.9 %	2.8
Stockholms Läns Landsting	2.9 %	3.7
Systembolaget	2.7 %	3.6
Top 5, total	24.6 %	4.4

### TOP FIVE TENANTS IN BALTIC COUNTRIES

Kaubamaja Grupp Marks & Spencer	Proportion of rental income based on valid rent roll at 31 Dec. 2011, %	Average remaining length of lease agreements, years
S Group (Prisma)	13.0 %	9.5
Kaubamaja Grupp	3.8 %	4.6
Marks & Spencer	3.3 %	11.3
Stockmann	3.0 %	2.5
LPP Retail (fashion)	2.9 %	6.1
Top 5, total	26.0 %	7.8

### **KEY FIGURES, FINNISH OPERATIONS**

Gross rental income, EUR million Turnover, EUR million Net rental income, EUR million Net fair value losses/gains on investment property, EUR million	2011	2010
Net rental income, EUR million	127.3	122.1
	132.5	126.5
Net fair value losses/gains on investment property, EUR million	90.5	86.7
	-40.4	24.5
Operating profit, EUR million	42.3	107.5
Capital expenditure (gross), EUR million	62.5	76.3
Fair market value of investment properties, EUR million	1,547.4	1,533.0
Net rental yield, %	6.0	6.0
Net rental yield, like-for-like properties, %	6.2	6.4

### **KEY FIGURES, SWEDISH OPERATIONS**

	2011	2010
Gross rental income, EUR million	57.4	49.8
Turnover, EUR million	60.1	52.8
Net rental income, EUR million	35.4	28.7
Net fair value gains on investment property, EUR million	1.7	22.8
Operating profit, EUR million	32.4	46.7
Capital expenditure (gross), EUR million	45.5	50.6
Fair market value of investment properties, EUR million	697.1	668.6
Net rental yield, %	5.4	4.8
Net rental yield, like-for-like properties, %	5.5	4.9

### **KEY FIGURES, BALTIC OPERATIONS**

	2011	2010
Gross rental income, EUR million	21.2	13.9
Turnover, EUR million	24.5	16.7
Net rental income, EUR million	18.4	11.8
Net fair value gains on investment property, EUR million	3.4	3.5
Operating profit, EUR million	20.5	14.1
Capital expenditure (gross), EUR million	108.1	6.0
Fair market value of investment properties, EUR million	277.6	166.1
Net rental yield, %	7.9	7.5
Net rental yield, like-for-like properties, %	7.8	7.4

The average rent increased from EUR 18.7/sq.m. to EUR 19.7/sq.m. thanks to exchange rate changes, redevelopment projects, property acquisitions and divestments, as well as to index increments.

Citycon's top tenants are stable operators of their field.

### SHOPPING CENTRES OWNED BY CITYCON, 31 DEC. 2011

Property	Г	Sale	s, EUR million	ı	Number o	f visitors, mil	lion	Catchment area	Gross leasable area	Retail premises total,	Citycon's Gross
	Location	2011	2010 3)	Change, %	2011	2010	Change, %	population 4)	total, sq.m.	sq.m.	Leasable area, sq.m.
Finland											
Helsinki Metropolitan Area											
Columbus	Helsinki	98.3	96.2	2%	7.0	7.8	-10%	95,800	20,900	19,200	20,900
Espoontori 1)	Espoo	32.1	12.5	157%	3.5	1.6	n/a	58,000	23,600	11,900	17,100
Heikintori	Espoo	19.5	19.8	-1%	1.9	1.9	-2%	138,700	9,500	7,000	6,300
Isomyyri	Vantaa	22.2	22.6	-2%	2.0	2.0	-2%	54,100	14,700	8,800	10,800
Iso Omena	Espoo	246.9	236.8	4%	9.3	8.8	5%	148,000	60,600	48,500	60,600
Lippulaiva	Espoo	91.5	90.4	1%	4.0	4.2	-4%	45,300	18,500	16,400	18,500
Martinlaakso Shopping Centre	Vantaa	n/a	n/a	n/a	n/a	n/a	n/a	22,000	7,400	7,300	7,400
Myllypuro Shopping Centre	Helsinki	9.3	n/a	n/a	n/a	n/a	n/a	19,000	6,600	6,400	6,600
Myyrmanni	Vantaa	160.3	155.2	3%	7.9	7.6	4%	97,600	39,700	31,100	39,700
Tikkuri <sup>2)</sup>	Vantaa	31.2	30.8	1%	3.0	3.1	-3%	133,700	15,100	8,000	10,500
Other areas in Finland											
Duo	Tampere	54.2	52.4	3%	4.1	4.0	3%	38,500	15,200	11,900	13,500
IsoKarhu	Pori	35.7	35.2	2%	3.4	3.3	3%	111,000	14,900	12,500	14,900
IsoKristiina	Lappeenranta	47.7	48.7	-2%	2.7	2.1	33%	58,000	19,800	14,100	19,400
Jyväskeskus	Jyväskylä	19.5	21.5	-9%	4.0	4.4	-9%	141,700	12,000	7,600	5,800
Forum	Jyväskylä	57.4	51.5	11%	5.9	6.0	-3%	142,200	22,000	19,000	16,500
Koskikara	Valkeakoski	33.7	33.7	0%	2.1	2.1	1%	19,900	10,400	10,000	5,800
Koskikeskus	Tampere	116.5	115.5	1%	5.8	5.8	1%	342,000	30,700	25,100	28,000
Linjuri	Salo	36.4	35.7	2%	2.9	3.0	-5%	40,200	10,500	8,100	9,200
Galleria	Oulu	7.7	6.8	14%	1.0	0.9	6%	188,300	3,500	2,600	3,500
Sampokeskus	Rovaniemi	17.1	17.1	0%	2.1	2.3	-10%	53,900	13,700	7,800	13,700
Torikeskus	Seinäjoki	19.3	18.3	5%	1.3	1.3	1%	117,600	11,500	7,200	11,500
Trio	Lahti	78.9	77.3	2%	6.7	6.4	4%	123,900	48,900	34,600	45,700
Valtari	Kouvola	3.8	4.4	-14%	0.4	0.5	-14%	31,300	7,600	6,400	7,600
Shopping centres, Finland, total		1,239.0	1,182.2	5%	80.8	79.0	2%	-	437,300	331,500	393,500
Cd.				-			•				
Sweden						-	•				
Stockholm area and Umeå	6. 11 1								1.4.700	6.600	1.1-00
Fruängen Centrum	Stockholm	29.7	29.1	2%	n/a	n/a	n/a	60,700	14,700	6,600	14,700
Högdalen Centrum	Stockholm	41.6	40.2	4%	n/a	n/a	n/a	45,600	19,200	16,000	19,200
Jakobsbergs Centrum	Järfälla	81.7	80.8	1%	5.3	5.3	-1%	419,000	56,300	27,200	56,300
Liljeholmstorget	Stockholm	139.0	111.9	24%	8.3	8.1	3%	975,000	40,900	27,700	40,900
Strömpilen	Umeå	116.4	112.9	3%	4.2	4.1	3%	91,600	26,800	23,600	26,800
Tumba Centrum	Stockholm	58.2	57.2	2%	3.7	3.6	3%	198,200	29,100	13,700	29,100
Åkermyntan Centrum	Hässelby	28.9	28.5	1%	1.6	1.6	1%	34,500	8,400	6,500	8,400
Åkersberga Centrum	Österåker	91.9	81.8	12%	5.8	4.4	32%	86,800	27,500	23,400	27,500
Gothenburg area		_		_	_		_				
Stenungs Torg	Stenungsund	67.5	68.1	-1%	3.4	3.3	1%	257,900	<b>3</b> 6,400	17,600	36,400
Shopping centres, Sweden, total		654.8	610.4	7%	32.1	30.3	6%	-	259,300	162,300	259,300
Baltic Countries				-							
Estonia											
Kristiine	Tallinn	102.9	72.2	43%	7.1	5.8	22%	270,000	42,700	42,700	42,700
Magistral	Tallinn	10.4	14.1	-27%	2.0	3.1	-36%	64,000	9,500	9,400	9,500
Rocca al Mare	Tallinn	122.4	112.9	8%	6.4	6.4	1%	340,000	53,300	53,000	53,300
Lithuania		-	•	-	•	•	•				
Mandarinas	Vilnius	18.8	17.1	10%	2.4	2.3	4%	50,000	7,900	7,900	7,900
Baltic Countries, total		254.5	216.3	18%	18.0	17.6	2%	-	113,400	113,000	113,400
Total portfolio		2.148.3	2,008.8	7%	131.0	126.9	3%	-	810,000	606,800	766,200

Gross leasable area includes Espoon Asemakuja and Espoon Asematori
 Gross leasable area excludes Asematie 3 and Kassatalo

 <sup>3)</sup> Sales are reviewed and presented in 2011 exchange rate
 4) Estimate: in Finland based mainly on interview studies, in Sweden and Estonia based on drive time estimates (5-15 minutes).

#### SHOPPING CENTRES MANAGED BY CITYCON, 31 DEC. 2011

		Sales, EUR million			Number of visitors, million Catch			Catchment area	Gross leasable area	Retail premises total.	Citycon's Gross
Property	Location	2011	2010	Change, %	2011	2010	Change, %		total, sq.m.	sq.m.	Leasable area, sq.m.
Finland											
Kämp Galleria	Helsinki	41.8	48.7	-14%	n/a	n/a	n/a	130,000	11,700	9,000	-
Tullintori	Tampere	16.3	15.8	3%	2.4	2.3	3%	133,000	23,400	9,000	-

<sup>\*)</sup> Estimate

### COMPLETED (RE)DEVELOPMENT PROJECTS IN 2010 AND 2011 1)

# (RE)DEVELOPMENT PROJECTS

Property	Location, Country	Market value, MEUR (31 Dec. 2011)	Area before the project, sq.m. <sup>2)</sup>	Post-deve- lopment area, sq.m.	Estimated to- tal investment, MEUR <sup>3)</sup>	Actual cumula- tive CAPEX by the end of the period, MEUR	Occupancy rate, %	yield on completion when stabili- zed, % <sup>4)</sup>	
Åkersberga Centrum	Österåker, Sweden	81.4	20,000	27,500	52.4 <b>6)</b>	51.6	94	7.3	Refurbishment and extension of an existing shopping centre in the Greater Stockholm area, northeast of Stockholm. Very good public transportation. The shopping centre was built in 1985 and refurbished/extended in 1995/1996. Minority owner (25%) local real estate company owned by the municipality. Anchor tenants: ICA, H&M, Mq, library, Systembolaget
Espoontori	Espoo, Finland	48.6	16,500	17,100	25.8 • >	21.7	85.7	6.4	In 2010, Citycon refurbished thoroughly approx. 10 400 sq. m. of retail premises and parking facility. Shopping centre is located in Espoo's administrative centre, next to the vivid railway station. It's located in the heart of a growing residential and business area. New apartments are being built in its immediate vicinity. Anchor tenants: K-supermarket, Tarjoustalo, R-kioski, Hesburger, Ravintola Britannia, Nordea, Sampo Bank, Aktia
Martinlaakso	Vantaa, Finland	23.7	3,800	7,400	22.9	22.9	98.0	7.4	Building of a new shopping centre replacing the old retail centre next to the Martin- laakso railway station and bus terminal. Apartments have been built in connection to the shopping centre, which Citycon has sold. Anchor tenants: S-market, Lidl, Sampo Bank, HOK-restaurants
Forum	Jyväskylä, Suomi	76.7	17,500	16,500	16.0	15.7	100	11.2	A year long redevelopment of shopping centre's interior premises (12000 sq.m.). Accessibility was enhanced by modernised lifts, which now operate between all four floors of the shopping centre and the renewed parking hall. Forum 's commercial concept was refreshed and tenant mix was diversified, especially Forum 's fashion and restaurant supply was strengthened. Anchor tenants: Anttila, Aleksi 13, Vero Moda/Jack&Jones, Gina Tricot, Benetton, K-supermarket, Tilmari
Hansa (Trio)	Lahti, Finland	144.37	11,000	11,000	8.0	6.3	71	7.2	The refurbishment of Hansa property located next to Trio. The goal was to connect the property better and more commercially to Trio. Anchor tenants: Tokmanni (Robinhood), Manhattan Steakhouse
Myyrmanni	Vantaa, Finland	156.2	8,400	8,400	6.5 <sup>8)</sup>	6.5	100		New fashion world on the second floor has been built. Anttila moved to smaller premises and the freed space have been refurbished. At the same time tenant improvement works have been conducted on the ground floor. Anchor tenants in renewed premises: Stadium, Clas Ohlson, H&M, Veikon Kone, Suomalainen kirjakauppa, Anttila, Cubus
Kirkkonummen liikekeskus (Aseman Ostari)	Kirkkonummi, Finland	6.0	5,000	4,000	4.0	3.2	89.3		Citycon is converting an old supermarket building into a small shopping centre, that will offer daily services. Anchor tenants: Post Office, Nordea, Huoneistokeskus
Torikeskus	Seinäjoki, Finland	10.3	11,300	11,500	4.0	3.7	83.5		Refurbishment of shopping centre's interior premises, new anchor tenant H&M. Other anchor tenants in renewed premises: KappAhl, Aleksi 13, Lindex

<sup>1)</sup> Calculated at end of period exchange rates

<sup>2)</sup> Leasable area owned by Citycon before the project start.

<sup>3)</sup> New capital tied on the project.

<sup>4)</sup> Yield on completion, % = Expected stabilized (third year after completion) net rents incl. possible vacancy / total investment (total capital invested in property by Citycon)

<sup>5)</sup> The estimated total investment of the refurbishment, EUR 18 million, has been exceeded by EUR 2.5 million. In addition, the estimated total project investment includes costs related to the planned extension of Espoontori to adjacent Asemakuja property, such as zoning and land use payments.

<sup>6)</sup> Estimated total investment in SEK has not changed from year end 2009

<sup>7)</sup> Refers to entire Trio property

<sup>8)</sup> The estimated total investment has been raised by EUR 1.7 million.

### ONGOING (RE)DEVELOPMENT PROJECTS

Property	Location	Market value, MEUR 31 Dec. 2011	Area, sq.m. <sup>1)</sup>	Post-deve- lopment area, sq.m.	Total estimated investment, MEUR <sup>2)</sup>	Actual cumula- tive CAPEX by the end of the period, MEUR	Completion target	Pre-leasing rate,% <sup>a)</sup>	Expected yield on completion when stabili- zed, % <sup>4)</sup>	
Koskikeskus	Tampere, Finland	138.6	27,700	28,600	37.9	12.0	11/2012	80	6.6	Redevelopment project of shopping centre Koskikeskus in downtown Tampere, where the retail offering of Koskikeskus will be significantly diversified. The redevelopment project covers all retail premises owned by Citycon. The interior of the shopping centre, the entrances, facades and all the technical systems will be thoroughly renewed. This includes the installation of an environmentally friendly cooling system, which is based on the cooling power of the nearby Tammerkoski rapids. Koskikeskus will remain open during the entire duration of the project. Anchor tenants: Intersport Megastore, Stadium, Lindex, Gina Tricot, Seppälä, Moda Aukia
Myllypuro	Helsinki, Finland	19.4	7,700	7,300	21.3	21.3	5/2012	71	6.7	Building of a new shopping centre replacing the old retail centre next to the Myllypuro subway station. Underground parking facility will be built in conjunction to the shopping centre. Also rented and right-of-residence apartments will be built, that Citycon has sold. The estimated investment need for the whole project totals 60 EUR million. Anchor tenants: S-market, K-supermarket, Pharmacy, Hesburger, City of Helsinki (Media Space), HOK-restaurants
Iso Omena	Espoo, Finland	339.5	60,600	63,000	7.6	0.6	11/2012	63 <sup>5)</sup>	-	Extension project of shopping centre Iso Omena. The former parking facility on the roof top will be converted into retail space. Anchor tenants of the extention area: H&M, Intersport
Magistral	Tallinn, Estonia	14.8	9,500	11,900	7.0	2.3	5/2012	80	8.3	Redevelopment and extension project of the shopping centre. Magistral's interior and parking will be totally renewed and the shopping centre will be extended. Magistral will be closed during the entire duration of the project. Anchor tenants: Rimi, Takko, Seppälä, Hesburger, Rademar, Koduextra
Åkermyntan Centrum	Stockholm, Sweden	14.0	8,500	10,100	6.9	0.2	12/2012	83	6.9	The redevelopment project of shopping centre, where Åkermyntan Centrum and its parking will be renewed and energy efficiency will be improved and the tenant mix will be strengthened. Anchor tenants: ICA, Lidl, Pharmacy, Legesvisiten

<sup>1)</sup> Leasable area owned by Citycon

Citycon's existing shopping centres offer possibilities for strong organic growth. Citycon can sustainably redevelop and extend its centres with the help of its local knowledge and retail expertise.

<sup>2)</sup> Citycon's share of new capital tied on the project3) Signed lease agreements, pre-leasing rate in euros

 $<sup>4) \ \</sup> Yield on completion, \% = expected stabilized (third year after completion) net rents incl. possible vacancy / total investment (total capital invested in property by Citycon)$ 

<sup>5)</sup> Refers to the extension.

### (RE)DEVELOPMENT PROJECTS UNDER PLANNING

Citycon's Board of Directors has not yet made a decision on the (re)development project, but it is under planning, an alteration of the city plan is pending and/or Citycon (or its partner) has a site reservation.

Property	Location	Market value, MEUR (31 Dec. 2011)	Project area, sq.m. <sup>(1</sup>	Estimated investment need, MEUR <sup>2)</sup>	Target year of project launch	Target year of completion	Additional information
Lippulaiva	Espoo, Finland	65.6	15,000 4)	30-40	2012	2014	Extension of the shopping centre. The refurbishment of interior premises completed. Planning of the extension continues.
Iso Omena <sup>5)</sup>	Espoo, Finland	339.5	28,000- 30,000 <sup>4)</sup>	140	2012 <sup>3)</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.
Myyrmanni	Vantaa, Finland	156.2	12,000- 20,000 <sup>4)</sup>	40	2013 ³)	2015	Extension of the shopping centre to two different sides of the centre. The City of Vantaa granted a site reserva- tions to Citycon and HOK-Elanto for the former health care centre's and Paalutori's plot. Parking is planned to be transferred underground. Prisma hypermarket and residential units are under planning to be built in connec- tion to Myyrmanni.
Galleria	Oulu, Finland	8.6	25,000	110	2013 <sup>3)</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.
IsoKristiina	Lappeenranta, Finland	36.9	20,000	65-75	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 commercial concept is under planning. The needed alterations of the city plan are expected to be approved in spring 2012.
Tikkuri	Vantaa, Finland	33.4	15,000	50-60	2014 <sup>3)</sup>	2016	Extension under planning. Citycon has acquired neighbouring properties in order to enable the planned extension.
Strömpilen <sup>5)</sup>	Umeå, Sweden	48.0	10,000 4)	18-20	2012	2014	Extension of the shopping centre and a new commercial concept under planning. Existing zoning includes 45,000 s.qm. of new building rights.
Tumba Centrum	Botkyrka, Sweden	58.9	6,000 - 8,000 <sup>4)</sup>		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 in 2012.

<sup>1)</sup> 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.

### POTENTIAL (RE)DEVELOPMENT PROJECTS

Citycon is analysing opportunities for the development and/extension of for example the properties below. Neither an alteration of city plan has been applied for nor any other official decisions made.

Property	Location	Market value, MEUR (31 Dec. 2011)	Area, sq.m. Additional information
Columbus	Helsinki, Finland	80.8	20,400 Opportunities to expand the shopping centre are reviewed.
Forum	Jyväskylä, Finland	76.7	17,500 Better commercial linkage of the adjacent property owned by Osuuspankki is reviewed.
Espoontori	Espoo, Finland	48.6	17,100 Opportunities to expand the shopping centre together with Capman, owner of the adjacent shopping centre, are reviewed.
Högdalen Centrum	Stockholm, Sweden	30.0	5,000 Opportunities to expand the shopping centre is reviewed.
Jakobsbergs Centrum	Järfälla, Sweden	106.3	12,000 Extension and redevelopment planned to be launched 2012-2014. Building right for additional residential buildings under planning.

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

<sup>3)</sup> The schedule for the project completion and/or project launch and/or project area involves risks associated with city planning.

<sup>4)</sup> The project area refers only to the area of the planned extension.

<sup>5)</sup> Partly-owned property.

# KEY ENVIRONMENTAL INDICATORS

#### **GREENHOUSE GAS EMISSIONS BY SCOPES**

	201	1	201	0	2009	
	tnCO₂e	%	tnCO₂e	%	tnCO₂e	%
Scope 1, direct	189	0.3%	0	0.0%	0	0.0%
Scope 2, indirect	68,562	98.8%	66,980	98.7%	62,111	99.0%
Scope 3, indirect	662	0.9%	870	1.070	655	1.0%

# TOTAL DIRECT AND INDIRECT GREENHOUSE GAS EMISSIONS EN16, EN17, EPRA SUSTAINABILITY BPR 3.4-3.5

			2010		2009	
	tnCO₂e	%	tnCO₂e	%	tnCO₂e	%
Electricity in common areas	20,515	29.6%	16,593	24.5%	17,602	28.0%
Tenants' electricity supplied by the landlord <sup>1)</sup>	23,224	33.5%	18,001	26.5%	17,705	28.2%
District heating and cooling in properties	24,951	35.9%	32,335	47.7%	26,754	42.6%
Electricity and heat in office occupation	61	0.1%	51	0.1%	50	0.1%
Wastewater in properties	238	0.3%	210	0.3%	202	0.3%
Waste in properties	76	0.1%	67	0.1%	59	0.1%
Business travel	267	0.4%	473	0.7%	286	0.5%
Commuting	78	0.1%	117	0.2%	106	0.2%
Paper consumption and mail	4	0.0%	3	0.0%	3	0.0%
Total	69,413	100.0%	67,850	100.0%	62,766	100.0%

# GREENHOUSE GAS INTENSITY FROM BUILDING ENERGY 2) CRE3

	2011	2010	2009
Building greenhouse gas intensity (kgCO₂e/sq.m.)	69.7	70.7	64.1
Building greenhouse gas intensity (kgCO₂e/visitor)	0.44	0.47	0.45

<sup>1)</sup> Citycon also reports emissions from tenants' electricity consumption in cases where Citycon is responsible for electricity procurement. When energy procurement is on tenant's responsibility, it has been excluded from reporting.

#### TOTAL INDIRECT AND DIRECT ENERGY CONSUMPTION

	2011	2010	2009	GRI	EPRA Sustainability BPR
Coverage <sup>1)</sup>	97.4%	96.0%	93.8%		
Electricity consumption in common areas (MWh)	110,107	104,853	108,409	EN4	EPRA Sustainability BPR 3.1
Tenants' electricity purchased by landlord (MWh) 2)	68,951	62,200	67,123	EN4	EPRA Sustainability BPR 3.1
Total electricity consumption (MWh)	179,057	167,052	175,533	EN4	EPRA Sustainability BPR 3.1
Electricity consumption in Citycon's offices and business premises (MWh)	378	303	311		EPRA Sustainability BPR 3.1
Non-renewable electricity (MWh)	174,101	161,085	165,989	EN4	EPRA Sustainability BPR 3.1
Renewable electricity (MWh)	4,956	5,967	9,544	EN4	EPRA Sustainability BPR 3.1
District heating (MWh) 3)	134,683	171,342	139,495	EN4	EPRA Sustainability BPR 3.2
District cooling (MWh) 3)	1,799	1,606	243	EN4	EPRA Sustainability BPR 3.2
Direct energy consumption				······································	
Total energy consumption from fuels (MWh)	936	0	0	EN3	EPRA Sustainability BPR 3.3
Primary energy (TJ)	1,991	2,035	1,969	EN3- EN4	EPRA Sustainability BPR 3.1-3.3
Intensity Indicators 4)			-		
Building energy intensity (kWh/sq.m.)	256	321	275	CRE1	EPRA Sustainability BPR 3.4
Building energy intensity (kWh/visitor)	1.49	1.86	1.74	CRE1	EPRA Sustainability BPR 3.4

- 1) Citycon's reported energy consumption covers shopping centres owned by Citycon and other properties where Citycon's share of ownership is at least 50 per cent.
- Citycon also reports the tenants' electricity consumption in cases where Citycon is responsible for electricity procurement. When energy procurement is on tenant's responsibility, it has been excluded from reporting.
- 3) Energy used for heating and cooling is reported in its entirety.
- 4) In terms of intensity figures, Citycon has limited the reported electricity consumption to common areas, where it can directly influence. This includes the electricity used for general lighting, ventilation and cooling, as well as lifts and escalators and other building technical systems.

In the calculation of greenhouse gas intensity, the numerator corresponds emissions from electricity in common areas, district heating and cooling.

Total energy

#### **ENERGY CONSUMPTION**

MWh	Electricity in common areas	Heat consumption	Total energy consumption (elect- ricity in common areas+ heating + cooling)
2009	108,409	139,495	248,147
2010	104,853	171,342	277,801
2011	110,107	134,683	246,589
Change-% 2011/2010	5.0%	-21.4%	-11.2%
Change-% 2011/2009	1.6%	-3.4%	-0.6%

#### ENERGY CONSUMPTION IN LIKE-FOR-LIKE SHOPPING CENTRES

MWh	Electricity in common areas	Heat consumption	consumption (elect- ricity in common areas+ heating + cooling)
2009	70,264	83,082	153,542
2010	71,945	105,275	178,698
2011	66,826	81,248	149,813
Change-% 2011/2010	-7.1%	-22.8%	-16.2%
Change-% 2011/2009	-4.9%	-2.2%	-2.4%

In 2011, following environmental responsibility objectives were achieved:

- Reduction of energy consumption
- Waste recucling
- Environmental classification in projects.
- Location of retail premises.

#### **ENERGY CONSUMPTION BY BUSINESS UNITS**

MWh	Electricity consumption in common areas	Heat consumption	Total energy consumption (electricity in common areas + heating + cooling)	(electricity in common areas+ heating + cooling) in like-for-like shopping centres
Baltic Countries				
2009	5,830	5,058	10,888	8,311
2010	6,044	5,575	11,619	9,343
2011	8,783	3,912	12,695	8,513
Change-% 2011/2010	45.3%	-29.8%	9.3%	-8.9%
Change-% 2011/2009	50.7%	-22.7%	16.6%	2.4%
Finland				
2009	76,854	104,797	181,652	102,210
2010	73,156	127,478	200,634	116,899
2011	79,364	99,155	178,520	98,394
Change-% 2011/2010	8.5%	-22.2%	-11.0%	-15.8%
Change-% 2011/2009	3.3%	-5.4%	-1.7%	-3.7%
Sweden				
2009	25,725	29,640	55,608	43,021
2010	25,653	38,289	65,548	52,456
2011	21,959	31,616	55,374	42,906
Change-% 2011/2010	-14.4%	-17.4%	-15.5%	-18.2%
Change-% 2011/2009	-14.6%	6.7%	-0.4%	-0.3%

#### ENERGY CONSUMPTION BY PROPERTY TYPE

MWh	Electricity consumption in common areas	Heat consumption	consumption (electricity in common areas + heating + cooling)
2009			
Shopping centres	92,217	108,966	201,378
Other retail properties	16,193	30,529	46,769
2010	•	-	
Shopping centres	91,596	136,142	229,217
Other retail properties	13,256	35,200	48,584
2011			
Shopping centres	90,756	106,682	199,178
Other retail properties	19,350	28,002	47,411
Change-% in Shopping centres 2011/2010	-0.9%	-21.6%	-13.1%
Change-% in Other retail properties 2011/2010	46.0%	-20.4%	-2.4%
Change-% in Shopping centres 2011/2009	-1.6%	-2.1%	-1.1%
Change-% in Other retail properties 2011/2009	19.5%	-8.3%	1.4%

#### WATER CONSUMPTION

m³	Total water consumption	Total water consumption in shopping centres	Total water consumption in like-for- like shopping centres	Water intensity in shopping centres liter/ visitor
2009	541,130	484,583	371,336	4.2
2010	562,604	487,275	390,639	4.0
2011	638,851	573,288	420,979	4.3
Change-% 2011/2010	13.6%	17.7%	7.8%	
Change-% 2011/2009	18.1%	18.3%	13.4%	***************************************

#### TOTAL WATER CONSUMPTION BY BUSINESS UNITS

m³	Total water consumption	Total water consumption in shopping centres	Total water consumption in like-for- like shopping centres	Water intensity by business units l/visitor
Baltic Countries				
2009	32,640	32,640	27,398	2.9
2010	39,582	39,582	34,451	3.4
2011	56,761	56,761	35,928	3.2
Change-% 2011/2010	43.3%	43.3%	4.3%	-
Change-% 2011/2009	73.9%	73.9%	31.1%	-
Finland	•	-	-	-
2009	264,840	223,402	153,668	2.7
2010	277,188	226,221	157,416	2.8
2011	294,730	252,763	164,344	3.0
Change-% 2011/2010	6.3%	11.7%	4.4%	-
Change-% 2011/2009	11.3%	13.1%	6.9%	-
Sweden	-	-		-
2009	243,650	228,541	190,270	9.3*
2010	245,834	221,472	198,772	6.8*)
2011	287,360	263,764	220,707	6.9 <b>*)</b>
Change-% 2011/2010	16.9%	19.1%	11.1%	
Change-% 2011/2009	17.9%	15.4%	16.0%	

<sup>\*)</sup> excl. Fruängen and Högdalen Centrum where amount of visitors is not collected

### TOTAL WASTE AMOUNT,

#### EN22

	tn
2009	11,920
2010	13,644
2011	15,361
Change-% 2011/2010	12.6%
Change-% 2011/2009	28.9%

#### TOTAL WASTE AMOUNT IN SHOPPING CENTRES

	ÇII.
2009	11,382
2010	12,973
2011	14,596
Change-% 2011/2010	12.5%
Change-% 2011/2009	28.2%

#### TOTAL WASTE AMOUNT IN LIKE-FOR-LIKE SHOPPING CENTRES

	tn
2009	8,925
2010	10,402
2011	10,964
Change-% 2011/2010	5.4%
Change-% 2011/2009	22.8%

#### TOTAL WASTE AMOUNT BY COUNTRIES

	tn
Finland	
2009	8,830
2010	9,314
2011	10,143
Sweden	
2009	2,598
2010	3,734
2011	4,379
Baltic Countries	
2009	491
2010	596
2011	839

#### TOTAL WEIGHT OF WASTE IN SHOPPING CENTRES BY TYPES

		2011		2010		2009
	tn	%	tn	%	tn	%
Landfill waste	3,033	20.8%	2,917	22.5%	2,948	25.9%
Energy waste	3,874	26.5%	3,540	27.3%	2,588	22.7%
Paper	671	4.6%	440	3.4%	446	3.9%
Plastic	54	0.4%	44	0.3%	66	0.6%
Cardboard	3,604	24.7%	3,679	28.4%	3,318	29.2%
Compost	2,193	15.0%	1,557	12.0%	1,398	12.3%
Metal	159	1.1%	128	1.0%	125	1.1%
Glass	384	2.6%	378	2.9%	286	2.5%
Hazardous waste	24	0.2%	3	0.0%	29	0.3%
Other reused waste	370	2.5%	236	1.8%	125	1.1%
Other unsorted waste	230	1.6%	51	0.4%	54	0.5%
Total	14,596	100.0%	12,973	100.0%	11,382	100.0%

### TOTAL WEIGHT OF WASTE IN LIKE-FOR-LIKE SHOPPING CENTRES BY TYPES

		2011		2010		2009	
	tn	%	tn	%	tn	%	
Landfill waste	2,249	20.5%	2,273	21.8%	2,285	25.6%	
Energy waste	3,087	28.2%	3,058	29.4%	2,123	23.8%	
Paper	421	3.8%	374	3.6%	370	4.1%	
Plastic	44	0.4%	40	0.4%	55	0.6%	
Cardboard	2,548	23.2%	2,793	26.8%	2,433	27.3%	
Compost	1,727	15.8%	1,165	11.2%	1,097	12.3%	
Metal	111	1.0%	110	1.1%	112	1.3%	
Glass	340	3.1%	346	3.3%	271	3.0%	
Hazardous waste	8	0.1%	1	0.0%	9	0.1%	
Other reused waste	261	2.4%	207	2.0%	116	1.3%	
Other unsorted waste	168	1.5%	35	0.3%	54	0.6%	
Total	10,964	100.0%	10,402	100.0%	8,925	100.0%	

# TOTAL WEIGHT OF WASTE IN SHOPPING CENTRES BY DISPOSAL ROUTES, EN22, EPRA SUSTAINABILITY BPR 3.10

		2011		2010		2009	
	tn	%	tn	%	tn	%	
Landfill waste	3,263	22.4%	2,968	22.9%	3,002	26.4%	
Incinerated waste	3,874	26.5%	3,540	27.3%	2,588	22.7%	
Composted waste	2,193	15.0%	1,557	12.0%	1,398	12.3%	
Recycled waste	4,872	33.4%	4,669	36.0%	4,241	37.3%	
Reused waste	394	2.7%	240	1.8%	153	1.3%	
Total	14,596	100.0%	12,973	100.0%	11,382	100.0%	

# TOTAL WEIGHT OF WASTE IN LIKE-FOR-LIKE SHOPPING CENTRES BY DISPOSAL ROUTES EN22, EPRA SUSTAINABILITY BPR 3.10

		2011		2010		2009	
	tn	%	tn	%	tn	%	
Landfill waste	2,417	22.0%	2,308	22.2%	2,339	26.2%	
Incinerated waste	3,087	28.2%	3,058	29.4%	2,123	23.8%	
Composted waste	1,727	15.8%	1,165	11.2%	1,097	12.3%	
Recycled waste	3,464	31.6%	3,663	35.2%	3,241	36.3%	
Reused waste	269	2.5%	208	2.0%	125	1.4%	
Total	10,964	100.0%	10,402	100.0%	8,925	100.0%	

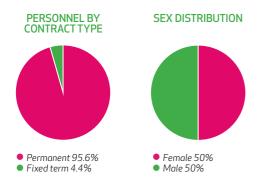
#### RECYCLING RATE

	70
Baltic Countries	
2009	34.5%
2010	34.3%
2011	82.1%
Finland	
2009	69.4%
2010	71.4%
2011	69.8%
Sweden	
2009	95.7%
2010	98.6%
2011	94.8%

# PROPORTION OF WASTE BY DISPOSAL ROUTES AND BUSINESS UNITS, EN22, EPRA SUSTAINABILITY BPR 3.11

	Finland	Sweden	Baltic Countries
Landfill waste	30.2%	5.2%	17.9%
Incinerated waste	12.3%	58.0%	33.6%
Composted waste	18.3%	9.8%	3.2%
Recycled waste	35.8%	25.4%	45.3%
Reused waste	3.4%	1.6%	0.0%

# **KEY SOCIAL RESPONSIBILITY INDICATORS**



#### **EMPLOYEE GROUP BY GENDER**



The following mathematical formula has been used in the Social Responsibility text:

Absentee rate =

Total absent days due to illness (1 Jan.-31 Dec.) Theoretical working days (1 Jan.-31 Dec.) X100%

Number of training days per employee = Total full-day training sessions (1 Jan.-31 Dec.)
Employees average (1 Jan.-31 Dec.)

# **ECONOMIC RESPONSIBILITY**

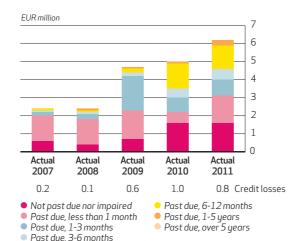
# **ECONOMIC VALUE GENERATED AND DISTRIBUTED**

	2011	2010
Direct economic value generated		
a) Revenues		
Turnover	217.1	195.9
Revenues from sale of investment properties <sup>9</sup>	18.6	66.3
Economic value distributed		
b) Operating costs		
Purchases related to property operating costs	-62.8	-58.8
Investments	-216.7	-133.7
c) Employee wages and salaries		
Paid wages and salaries	-10.5	-8.0
Funds used for employee training	-0.1	-0.2
d) Payments to providers of capital *)		
Paid dividends and return from invested unrestricted equity fund	-34.3	-31.2
Loan proceeds	143.4	10.7
Paid and received financial expenses as well as realised exchange rate losses/gains	-61.4	-78.1
e) Payments to government		
Income taxes received/paid (directly from/to government) ")	7.2	-9.9
Property taxes (payments to government as agent, recharged to tenants)	-6.4	-6.3

<sup>\*)</sup> Items from the cash flow.

# LEASING OPERATIONS INDICATORS

#### AGING STRUCTURE OF TRADE RECEIVABLES



#### FIRST POSSIBLE TERMINATION YEAR OF THE LEASES BY CONTRACT TYPE



Valid until further notice leases

# REPORTING PRINCIPLES, METHODOLOGIES AND BOUNDARIES

#### **Reporting principles**

This is Citycon's third combined Annual and Sustainability Report. The aim of this report is to provide a comprehensive description of the business environment and the economic, social and environmental aspects of responsibility. Reporting covers all of Citycon's operations in all operating countries.

In its sustainability reporting, Citycon applies for the first time the construction and real estate sector specific (CRESS) guidelines of the Global Reporting Initiative, as well as the guidelines published by EPRA in autumn 2011. Calculation methods have been retroactively revised to comply with the new and revised guidelines. Coverage in terms of GRI's G3.1 reporting recommendations is presented on pages 94-96. Based on Citycon's self declaration report corresponds to GRI Application Level B.

The report is published annually and the information presented in it corresponds to the company's financial year i.e. 1 January - 31 December. The next report will be published during the first quarter of 2013. The key financial figures presented are based on audited accounting records and approved annual accounts.

#### **Methodology and boundaries**

Reported measures related to environmental responsibility covers all shopping centres owned by Citycon and other properties where Citycon's ownership is at least 50 per cent and where it has operational control. This represents 97.4 per cent of the leasable area owned by Citycon.

Even though annual changes in property portfolio due to acquisitions, sales and (re)development do not make reasonable comparisons over years, Citycon still reports total portfolio performance according to the limitations mentioned earlier. Citycon follows in sustainability reporting EPRA's financial Best Practices Recommendations. Properties, which have been consistently in operation, and not under development, during the two full preceding periods, are included in like-for-like portfolio. Sold properties are excluded from like-for-like comparison.

#### Energu

Citycon also reports the tenants' electricity consumption in cases where Citycon is responsible for electricity procurement. In shopping centres, tenants have in most of the cases own electricity meters and purchase agreement and Citycon has no availability to data related to tenants' consumption. In seventeen centres out of thirty six, electricity consumption is partially or totally recharged from tenants. When energy procurement agreement is on tenant's responsibility, it has been excluded from reporting. Energy used for heating and cooling is reported in its entirety.

In terms of intensity figures, Citycon has limited the reported electricity consumption to common areas, where it can directly influence. This includes the electricity used for general lighting, ventilation and cooling, as well as lifts and escalators and other building technical systems. Based on the case studies, the share of electricity consumption in common areas is 25-70 per cent of total electricity consumption depending on heating, lightning and other technical solutions, as well as on level of controllability. Even though a mismatch exists between numerator and denominator of the intensity indicator (kWh/m2), for the denominator is chosen gross leasable area, which still is most feasible of the alternatives. Intensity indicator is calculated also per visitors.

Primary energy use has been estimated based on country-specific energy statistics from the IEA for the year 2009.

#### Carbon emissions

In calculating its carbon footprint, Citycon applies the Greenhouse Gas Protocol developed by the World Resources Institute and the World Business Council for Sustainable Development. The emissions factors for energy are based on country-specific statistics gathered by the IEA consisting of five year averages (2005-2009) for electricity and heat generation.

In calculation of greenhouse gas intensity from building energy, same principles are applied than in energy intensity calculation. Used nuclear fuel is calculated on the basis of nuclear fuel use in Finnish and Swedish nuclear power plants and the total electricity generation in the Nordic area. Nuclear fuel amounts are from the Finnish Energy Industries and total electricity generation from Nord Pool Spot AS.

Acidifying emission factors (in  ${\rm SO_2}$ -eqv.) are based on historical estimates on country specific emissions from energy production.

#### Water

Reported water covers water consumed in common areas and by tenants. All water comes from municipal waterworks.

#### Wast

The recycling rate indicates recycled, incinerated or reused waste fractions as a share of the total waste volume. Landfill waste is not included in recycled items.

Properties in which tenants are responsible for waste management are excluded from reporting, as there is no record available of their waste quantities.

# COMPARISON OF THE REPORT WITH THE GUIDELINES OF THE GLOBAL REPORTING INITIATIVE

**v** = Reported **O** = Partly reported **—** = Not reported Core indicator

Code	Content		Page	Comments
Strategy	and Analysis			
1.1-1.2	CEO's statement, key impacts, risks and opportunities	√	1, 16-17, 42	2, 44-47
Organiza	tional Profile			
2.1-2.9	Organizational profile	√	3, 7,12-14,	16-25, 28-33, 65-72
2.10	Awards received in the reporting period	√	2-3	www.citycon.com/Sustainability
Report Pa	arameters			
3.1-3.11	Report profile, scope and boundary	√	44-46, 93	
3.12	GRI Content Index	V	94-96	
Governar	ice, Commitments and Engagement			
Governar	ice	•	•	
4.1-4.10	Governance	√	4-7, 43, 65-	72
Commitm	ents to External Initiatives	•	•	
4.11	Explanation of whether and how the precautionary approach or principle is addressed	V	73-74	
4.12	Externally developed charters, principles, or other initiatives	<b>v</b>		Energy Efficiency Agreement in Finland
4.13	Memberships in associations and/or national/international advocacy organizations	<b>v</b>		www.citycon.com/Sustainability
Stakehol	der Engagement			
4.14- 4.17	List of stakeholder groups, basis for identification, approaches to stakeholder engagement, key topics raised through stakeholder engagement	<b>v</b>	44-46	www.citycon.com/Sustainability
Managem	nent Approach and Performance Indicators			
	Economic responsibility	√	4-6, 54-55	www.citycon.com/Sustainability
	Environmental responsibility	V	43, 48	www.citycon.com/Sustainability
	Social responsibility	V	58	www.citycon.com/Sustainability
Economic	Performance Indicators			
Economic	Performance	•	•	
EC1	Economic value generated and distributed	V	92	Further information can be found in Financial Statements.
EC2	Financial implications and other risks and op- portunities due to climate change and other sustainability issues.	√	47,73-74	
EC3	Coverage of the organization's defined benefit plan obligations	<b>v</b>		The company acts in accordance with legislation, not reported separately.
EC4	Significant financial assistance received from government	V	92	Citycon has not received any financial assistance from government.
Market P	resence			
EC5	Range of ratios of standard entry level wage compared to local minimum wage at significant locations of operation	_		
EC6	Policy, practices, and proportion of spending on locally-based suppliers	V	54-55	

Code	Content		Page	Comments
EC7	Procedures for local hiring and proportion of senior management and all direct employees, contractors and sub-contractors hired from the local community	-		Not material to Citycor
Indirect E	conomic Impacts			
EC8	Infrastructure investments and services provided primarily for public benefit	_		
EC9	Significant indirect economic impacts, including the extent of impacts	_		
Environm	ental Performance Indicators			
Materials				
EN1-EN2	Materials used by weight, value or volume and recycled and reused input materials	_		Not material to Citycor
Energy				
EN3-EN4	Direct and indirect energy consumption by primary energy source	V	50-51, 88-89	
CRE1	Building energy intensity	<b>v</b>	50-51, 88-89	
EN5	Energy saved due to conservation and efficiency improvements	_		
EN6	Initiatives to provide energy-efficient or renewable energy based products and services, and reductions in energy requirements as a result of these initiatives	0	51,88-89	
EN7	Initiatives to reduce indirect energy consumption and reductions achieved	_		
Water				
EN8	Total water withdrawal by source	<b>v</b>	47, 51-52, 90	
EN9	Water sources significantly affected by withdrawal of water	<b>v</b>		Not material to Citycor water comes from municipa waterworks
EN10	Percentage and total volume of water recycled and reused	V		Not material to Citycor water comes from municipa waterworks
CRE2	Building water intensity	√	51,90	
Biodivers	ity	•	-	
EN11	Location and size of land owned, leased, managed in, or adjacent to, protected areas	<b>v</b>	53	
EN12	Significant impacts of activities on biodiversity in protected areas	<b>v</b>	53	
EN13	Habitats protected or restored	_		
EN14	Strategies, current actions, and future plans for managing impacts on biodiversity	-		
EN15	Number of IUCN Red List species and national conservation list species with habitats in areas affected by operations, by level of extinction risk	_		

Code	Content		Page	Comments
Emissions	s, Effluents and Waste			
EN16- EN17	Total direct and indirect greenhouse gas emissions by weight	V	49-50, 88	
CRE3	Greenhouse gas emissions intensity from buildings	<b>v</b>	49,88	
CRE4	Greenhouse gas emissions intensity from new construction and redevelopment activity	_		Not material to Citycon
EN18	Initiatives to reduce greenhouse gas emissions and reductions achieved	0	48	
EN19	Emissions of ozone-depleting substances by weight	_		
EN20	NOx, SOx, and other significant air emissions by type and weight	<b>v</b>	50	
EN21	Total water discharge by quality and destination	V		Waste water and rain water is led to municipal sewer system
EN22	Total weight of waste by type and disposal method	<b>v</b>	52,91	
EN23	Total number and volume of significant spills	√		No such cases in 2011
Land Deg	ration, Contamination and Remediation			
CRE5	Land and other assets remediated and in need of remediation for the existing or intended land use according to applicable legal designations	_		
Products	and Services			
EN26	Initiatives to enhance efficiency and mitigate environmental impacts of products and services, and extent of impact mitigation	0	43, 48-53	
EN27	Reclaimed products and packaging materials	_		Not material to Citycon
Complian	ce	-		
EN28	Non-compliance with environmental laws and regulations	V	-	No misconducts during 2011
Transport				
EN29	Significant environmental impacts of transporting products, materials and workforce	<b>v</b>	88	Citycon reports on CO2e emissions of business travel and commuting.
Overall				
EN30	Total environmental protection expenditures and investments by type	_		
Social Per	formance Indicators			
Employm	ent			
LA1-LA2	Total workforce by employment type, employment contract, and region, number and rate of employee turnover by age group, gender, and region	<b>v</b>	58-61, 91	
LA3	Benefits provided to full-time employees that are not provided to temporary or part- time employees, by major operations	_		Not material to Citycon
LA15	Return to work and retention rates after parental leave, by gender	_		
Labor / M	anagement Relations			
LA4	Percentage of employees covered by collective bargaining agreements	V	60	

Code	Content		Page	Comments
LA5	Minimum notice period(s) regarding signifi- cant operational changes, including whether it is specified in collective agreements	<b>v</b>	60	Citycon complies with local legislation and regulations.
Occupation	onal Health and Safety			
LA6	Total workforce represented in formal joint management-worker health and safety committees	√	60	
LA7	Rates of injury, occupational diseases, lost days, and absenteeism, and total number of work-related fatalities by region and by gender	<b>v</b>	60-61	
CRE6	Percentage of the organization operating in verified compliance with an internationally recognized health and safety management system	_		Not material to Citycon.
LA8	Education, training, counselling, prevention, and risk-control programs in place to assist workforce members, their families, or community members regarding serious diseases	_		Not material to Citycon.
LA9	Health and safety topics covered in formal agreements with trade unions	_		Not material to Citycon.
Training a	nd Education	-		
LA10	Average hours of training per year per employee by gender, and by employee category	V	60	
LA11	Programs for skills management and lifelong learning that support the continued employability of employees and assist them in managing career endings	_		
LA12	Employees receiving regular performance and career development reviews, by gender	<b>v</b>	60	Company policy: Each employee has annual performance reviews.
Diversity	and Equal Opportunity			
LA13	Composition of governance bodies and breakdown of employees per category ac- cording to gender, age group, minority group membership	<b>v</b>	58-61 and 91	
Equal Rer	nuneration for Women and Men	-		•
LA14	Ratio of basic salary of men to women by employee category	-		
Investme	nt and Procurement Practices			
HR1-HR2	Investment and procurement practices relating to human rights	0	43	Citycon Code of Conduct, www. citycon.com/Sustainability.
HR3	Total hours of employee training of human rights	_		
Non-Disc	imination	-		
HR4	Total number of incidents of discrimination and corrective actions taken	V	61	No such cases in 2011.
Freedom	of Association and Collective Bargaining			
HR5	Operations identified in which the right to exercise freedom of association and collective bargaining may be at significant risk, and actions taken to support these rights	<b>v</b>		No such risks in operating areas in 2011. Citycon Code of Conduct.
Child Lab	or			
HR6	Operations identified as having significant risk for incidents of child labor, and measures taken to contribute to the elimination of child labor	V	43, 58	Citycon Code of Conduct, www. citycon.com/Sustainability.

Code	Content		Page	Comments
Forced a	nd Compulsory Labor			
HR7	Operations identified as having significant risk for incidents of forced or compulsory labor, and measures to contribute to the elimination of forced or compulsory labor	√	43,58	Citycon Code of Conduct, www. citycon.com/Sustainability.
Security	Practices	-	-	
HR8	Percentage of security personnel trained in the organization's policies or procedures concerning relevant aspects of human rights	_		Citycon does not employ directly security personnel.
Indigen	ous Rights	-		
HR9	Violations involving rights of indigenous people and actions taken	_		Citycon's operation area does not reach the areas of indigeno- us people.
Assessr	nent			1
HR10	Percentage and total number of operations that have been subject to human rights reviews and/or impact assessments	_		
Remedi	ation	-	-	
HR11	Number of grievances related to human rights filed, addressed and resolved through formal grievance mechanisms	<b>v</b>		No such cases in 2011.
Local Co	mmunities			
S01	Impacts of operations on communities, including entering, operating, and exiting	0	62-63	
509	Operations with significant potential or actual negative and positive impacts on local communities	0	62-63	
S010	Prevention and mitigation measures implemented in operations with significant potential or actual negative impacts on local communities	0	62-63	
CRE7	Number of persons voluntarily and involyn- tarily displaced and/or resettled by develop- ment, broken down by project	_		Not material to Citycon.
Corrupt	ion	•	-	
502	Percentage and total number of business units analyzed for risks related to corruption	V	43,61-62	Citycon Code of Conduct.
503	Percentage of employees trained organization's anti-corruption policies and procedures	V	43,61-62	Citycon Code of Conduct.
S04	Actions taken in response to incidents of corruption	<b>v</b>	43,61-62	No such cases in 2011.
Public P	olicy		•	
S05	Public policy positions and participation in public policy development and lobbying	<b>v</b>	61-62	
S06	Total value of financial and in-kind contribu- tions to political parties, politicians, and related institutions by country	√	61-62	
Anti-Co	mpetitive Behavior		-	
S07	Total number of legal actions for anti-com- petitive behavior, anti-trust, and monopoly practices and their outcomes	v		No such cases in 2011.
Complia	nce			
S08	Monetary value of significant fines and total number of non-monetary sanctions for non-compliance with laws and regulations	V		No such cases in 2011.

Code	Content		Page	Comments
Custom	er Health and Safety			
PR1	Life cycle stages in which health and safety impacts of products and services are assessed for improvement	_		
PR2	Total number of incidents of non-compliance with regulations and voluntary codes concerning health and safety impacts of products and services	V		No such cases in 2011.
Product	and Service Labeling	-		
PR3	Type of product and service information required by procedures, and percentage of significant products and services subject to such information requirements	_		
CRE8	Type and number of sustainability certifica- tion, rating and labeling schemes for new construction, management, occupation and redevelopment	<b>v</b>	53	
PR4	Total number of incidents of non-compliance with regulations and voluntary codes concerning product and service information and labeling	<b>v</b>		No such cases in 2011.
PR5	Practices related to customer satisfaction	√	63-64	
Market	ing Communications			
PR6	Programs for adherence to laws, standards, and voluntary codes related to marketing communications	V	64	
PR7	Total number of incidents of non-compliance with regulations and voluntary codes concerning marketing communications	V		No such cases in 2011.
Custom	er Privacy	•		
PR8	Total number of substantiated complaints regarding breaches of customer privacy and losses of customer data	<b>v</b>		No such cases in 2011.
Complia	ance			
PR9	Significant fines for non-compliance with laws and regulations concerning the provision and use of products and services	V		No such cases in 2011.

# **GLOSSARY**

#### **Key figures**

Fair value change: Change of property portfolios market values deducted by investments and excluding exchange rate differences.

**Gross rental income:** Gross rents, capital rents, maintenance charges and other possible rental income.

**Net initial yield:** The annualized net rent from a property, at the balance sheet date, divided by the market value of the property.

**Net rental income:** Gross rental income added by service charge income deducted by property operating expenses from leasing operations.

**Net (rental) yield:** Net rental income in proportion to the property's market value. Net rental yield is calculated over the past 12 months period by constructing an index from the monthly rental income and computational monthly market value figures. Annual return is calculated by compounding the indexes.

**NAV:** Based on the Best Practices Policy Recommendations by EPRA, a company's net assets on a per-share basis. Formula is available in the financial statements on page 16.

**Net yield requirement:** For market value calculation, the net yield requirement comprises risk-free interest as well as property-specific and market risk. Net yield requirement is the lowest internal rate of the return of the total investment period, at which a company is willing to invest.

**NNNAV:** Based on the Best Practices Policy Recommendations by EPRA, a company's adjusted per-share NAV. Formula is available in the financial statements on page 16.

**Reversionary yield:** The estimated rental value (market rent) of the property deducted by property operating expenses, expressed as a percentage of the market value of the property.

#### **Definitions related to leasing:**

Anchor tenant: A major tenant with a strong financial standing, usually a chain, occupying a large area in a shopping or retail centre. Anchor tenants typically have a long-term lease.

**Catchment area:** An estimate of a shopping centre's geographic market area in Finland, based on a visitor and travel time survey by Taloustutkimus Oy and Citycon's interviews. In Sweden and in Estonia, the population within a catchment area is defined as those living within 5 to 15 minutes' travel time to the shopping centre. In Lithuania, similar data are based on estimates

**Economic occupancy rate:** Rental income based on existing leases divided by vacant premises' estimated market rents, to which rental income based on existing leases is added.

**Gross leasable area:** An area which can be reasonably expected to be available for lease and for which the lessee is ready to pay a rent.

Investments / (Gross) Capital expenditure: Refers to gross investments in the balance sheet. Capital expenditure includes the investments on investment properties and property, plant and equipment as well as on intangible assets. The acquisition cost of investment properties consists of a debt-free purchase price and transaction costs such as consultancy fees and transfer taxes. Gross investments on development projects, refurbishments and changes in leased premises are also considered as capital expenditure.

**Like-for-like property:** A property owned by the company for the whole current and previous financial year (24 months), excluding properties under development and expansion as well as lots.

Occupancy cost ratio (OCR): Calculated as the share of annual gross rent paid by a tenant to Citycon, of the tenant's annual sales, excluding VAT. The VAT percentage is an estimate. Expresses tenant's ability to pay rent.

Occupancy rate (sq.m): The ratio of leased premises to leasable premises.

Operating expenses, or the costs of operations: Costs resulting from the management and maintenance of a property, such as heating, electricity, security guard services and cleaning services for common areas.

Turnover-based rent or turnover-linked rent: Rent divided into turnover-linked capital rent and maintenance fee. A minimum rent tied to the cost-of-living index also pertains to the turnover-linked capital rent. If the minimum rent is lower than the rent based on the actual turnover, the lessee will pay the resulting excess. The portion tied to turnover is determined by the lessee's field of industry and estimated sales.

#### **Environmental Responsibility**

**Brownfield site:** An abandoned or underused former industrial facility, not necessarily a polluted land area; opposite of "greenfield".

Carbon dioxide, CO<sub>2</sub>: A greenhouse gas produced during the combustion of organic matter (e.g. power plants using fossil fuels, car engines etc.). Carbon dioxide substantially contributes to climate warming, since its level in the atmosphere is over a hundred times that of other greenhouse gases in total.

Carbon footprint: Carbon footprint refers to the effect on climate warming of an individual person, organisation, event or product. Nearly all human activities have a carbon footprint that gives the amount of greenhouse gas emissions each activity produces. Presented by mass (g, kg, t).

Climate change: The increase in the average temperature of the Earth, its sea level rise and the decrease in its ice and snow cover. Effects also include changes in rainfall. Global warming is most probably primarily due to the acceleration in the planet's greenhouse effect. The greenhouse effect has gained momentum because human activities have increased the amount of carbon dioxide and other greenhouse gases in the atmosphere.

CO<sub>2</sub>e: Carbon dioxide equivalent. A common measure for greenhouse gases, allowing the calculation of the effect of different greenhouse gas emissions on the acceleration of the greenhouse effect. This calculation converts the effects of all greenhouse gases, in order to obtain an equivalent to the effect of carbon dioxide on the climate.

**Ecosystem:** The term ecosystem refers to the combined physical and biological components of an environment.

**Environmental impact:** Any change in the environment that entirely or partly results from an organisation's activities, products or services. Such a change may be hazardous or beneficial.

**G3.1 guidelines:** A reporting guideline update related to GRI reporting, published in 2011.

GHG: Greenhouse gas (cf. Greenhouse gases).

**GHG protocol**: Greenhouse gas protocol; an accounting tool for calculating the size of carbon footprints.

**Greenfield site:** An undeveloped land area. The opposite to brownfield land.

**Greenhouse gases:** Gases appearing in the atmosphere that warm the Earth in a manner similar to glass panes in a greenhouse. Greenhouse gases allow short-wave solar light radiation to pass through the atmosphere while absorbing long-wave heat radiation emitted by the Earth's surface. The most important gases in the atmosphere, which maintain and strengthen the greenhouse effect, are carbon dioxide, methane, ozone, nitrous oxide ("laughing gas") and the Freons.

Hazardous waste: Hazardous waste, as defined in the Finnish Waste Act, means any waste which may pose a particular hazard or harm to health or the environment due to its chemical or some other properties. Examples of waste classified as hazardous waste include solvents, paints and coatings, batteries containing heavy metals, fluorescent tubes, cooling appliances, TV sets and computer displays as well as waste oil.

**Primary energy:** Primary energy is energy found in nature that has not been converted. It is divided into renewable (e.g. wind power) and non-renewable (e.g. oil) energy.

**Secondary energy:** Energy produced from primary energy, e.g. electricity or district heating. Part of the original (primary) energy is lost in the conversion process.

**Sustainable development:** Sustainable development is continuous, guided societal change, with the aim of safeguarding the possibilities for a good life of present and future generations. Sustainable development can be divided into four dimensions: economic, ecological, social and cultural.

#### **Associations and programs**

CRESS (Construction and Real Estate Sector Supplement): GRI's Construction and Real Estate Sector Supplement which provides guidance for anyone who invests in, develops, constructs, or manages buildings on the principles and indicators to follow to report business strategy and performance.

**EPRA:** The European Public Real Estate Association, a common interest group which publishes 'best practice' in accounting, financial reporting and corporate governance for European listed real estate companies.

### GRESB (The Global Real Estate Sustainability Benchmark):

Global survey of property funds and real estate companies disclosing information on environmental management and performance. The survey's initiative origins from a global consortium of institutional investors. The survey was conducted by CRESB Foundation.

**GRI, Global Reporting Initiative:** A non-profit organization that works towards a sustainable global economy by providing sustainability reporting guidance.

**ICSC:** The International Council of Shopping Centers.

**IEA:** The International Energy Agency.

NCSC: The Nordic Council of Shopping Centers.

**NGO**: Non-governmental organization.

**RAKLI ry:** The Finnish Association of Building Owners and Construction Clients.

**SIPA:** Scandinavian International Property Association.

**UNEP:** United Nations Environment Programme. The programme monitors the global environment and co-ordinates activities to prevent environmental threats and alleviate or eliminate any hazards.

**UNEP SBCI:** The UNEP Sustainable Buildings and Climate Initiative.

WBCSD: World Business Council for Sustainable Development.

WRI: World Resources Institute.

#### **Abbreviations**

kWh = kilowatt hour

MWh = megawatt hour

MJ = megajoule

**TJ** = terajoule

t = tonne

m<sup>3</sup> = cubic metre

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# REPORT BY THE BOARD OF DIRECTORS

#### Summary of the year 2011 compared with the year 2010

Citycon was able to reach the financial targets announced for 2011. In connection with its Q3/2011 interim report, the company revised its guidance announcing that it expects an increase of EUR 18–23 million in turnover compared with 2010, an increase of EUR 10–15 million in direct operating profit (EPRA operating profit), and an increase of EUR 4–8 million in the direct result (EPRA Earnings). In 2011, turnover grew from 2010 by EUR 21.1 million, EPRA operating profit by EUR 12.4 million and EPRA Earnings by EUR 6.0 million.

Citycon changed its external provider of property appraisal services in 2011. For the first time, the value of Citycon's property portfolio at the year-end was assessed by Jones Lang LaSalle Finland Oy. Citycon has changed its independent external appraiser at regular intervals. For the first three quarters of 2011, property valuation was conducted by Realia Management Oy, which had served as Citycon's appraiser for over four years.

- Turnover increased to EUR 217.1 million (2010: EUR 195.9 million)
- Net rental income increased by EUR 17.1 million, or 13.4 per cent, to EUR 144.3 million (EUR 127.2 million). Based on comparable exchange rates, net rental income grew by EUR 15.5 million or 12.2 per cent. Completion of redevelopment projects such as Espoontori, Forum in Jyväskylä and Åkersberga Centrum increased net rental income by EUR 5.3 million. The acquisitions of the Kristiine and Högdalen Centrum shopping centres increased net rental income by EUR 7.0 million.
- Net rental income from like-for-like properties increased by EUR 4.0 million, or 3.8 per cent, excluding the impact of the strengthened Swedish krona. Like-for-like net rental income from shopping centres increased by EUR 6.2 million, or 7.3 per cent while like-for-like net rental income from supermarket and shop properties decreased by EUR 2.2 million, or 10.7 per cent.
- Earnings per share were EUR 0.05 (EUR 0.34). This decrease was mainly due to negative fair value changes on investment properties especially in the supermarket and shop properties. In addition, share issues taken place in July increased the number of shares.
- EPRA EPS (basic) stayed at the same level and was EUR 0.21 (EUR 0.21).
- Net cash from operating activities per share increased to EUR 0.25 (EUR 0.09), due to a higher EPRA operating profit, positive changes in working capital, received tax returns, extraordinary items and timing differences.
- Citycon acquired the shopping centre Kristiine in Tallinn for EUR 105 million and the shopping centre Högdalen Centrum in Stockholm for SEK 207.5 million (approx. EUR 23.1 million).
- Redevelopment project of Koskikeskus in Tampere began, with estimated project investment of EUR 37.9 million.
- In May, Citycon signed a EUR 330 million long-term unsecured credit facility agreement with a Nordic bank group. The facility consists of a bullet term loan of EUR 220 million and a EUR 110 million revolving credit facility. The loan period is five years.
- The company strengthened its balance sheet and improved liquidity by raising approximately EUR 99 million in new equity, through a directed share offering arranged in July, by issuing 33 million new shares. In August, the company signed a 7-year unsecured term loan facility for the amount of EUR 75 million.
- Citycon Oyj's new CEO, Marcel Kokkeel, assumed his duties on 24 March 2011 and the company's new Executive Vice President, Finnish Operations, Michael Schönach, at the beginning of March. Johan Elfstadius began as Vice President, Swedish Operations on 21 November 2011.

KEY FIGURES	Q4/2011	Q4/2010	Q3/2011	2011	2010	Change-% 13
Turnover, EUR million	56.0	49.9	55.0	217.1	195.9	10.8%
Net rental income, EUR million	37.3	31.8	38.3	144.3	127.2	13.4%
Operating profit, EUR million	10.7	35.4	17.0	81.8	157.7	-48.1%
% of turnover	19.1%	70.9%	-	37.7%	80.5%	-
Loss/profit before taxes, EUR million	-5.3	22.0	1.0	19.7	102.8	-80.9%
Loss/ profit attributable to parent company share-		-				
holders, EUR million	-5.4	14.4	-0.7	13.0	78.3	-83.5%
EPRA operating profit, EUR million <sup>2)</sup>	28.9	24.3	31.3	117.4	105.0	11.8%
% of turnover	51.6%	48.8%	56.8%	54.1%	53.6%	0.9%
EPRA Earnings, EUR million 2)	12.5	13.5	14.9	53.3	47.3	12.7%
Indirect result, EUR million	-17.9	0.9	-15.6	-40.3	31.1	
Earnings per share (basic), EUR	-0.02	0.06	0.00	0.05	0.34	-85.5%
Earnings per share (diluted), EUR	-0.02	0.06	0.00	0.05	0.34	-85.5%
EPRA Earnings per share (basic), EUR 2)	0.05	0.06	0.05	0.03	0.21	-1.1%
Net cash from operating activities per share, EUR	0.03	0.00	0.14	0.25	0.09	190.5%
Fair value of investment properties, EUR million			2,512.6	2,522.1	2,367.7	6.5%
Equity per share, EUR			3.29	3.25	3.47	-6.5%
Net asset value (EPRA NAV) per share, EUR		•	3.64	3.62	3.79	-4.6%
EPRA NNNAV per share, EUR		•	3.31	3.29	3.49	-5.7%
Equity ratio, %		-	37.7	36.0	37.1	-2.9%
Gearing, %		-	148.3	151.4	153.1	-1.1%
Net interest-bearing debt (fair value), EUR million		-	1,445.2	1,463.5	1,386.0	5.6%
Net rental yield, %			5.9	6.0	5.8	3.4%
Net rental yield, like-for-like properties, %			6.0	6.1	6.0	1.7%
Occupancy rate (economic), %			95.4	95.5	95.1	0.5%
Personnel (at the end of the period)			129	136	129	5.4%
Dividend per share, EUR	•			0.043)	0.04	0.0%
Return from invested unrestricted equity fund per share, EUR				0.113)	0.10	10.0%
Dividend and return from invested unrestricted equity fund per share total, EUR				0.15 <sup>3)</sup>	0.14	7.1%

- 1) Change-% is calculated from exact figures and refers to the change between 2011 and 2010.
- 2) Citycon has renamed previously disclosed direct operating profit as EPRA operating profit and direct result as EPRA Earnings. Citycon has been previously disclosing only EPRA Earnings, diluted. In the Financial Statements 2011, Citycon discloses also EPRA Earnings basic and in the future is going to disclose only EPRA Earnings basic in accordance with the EPRA's Recommendations. Additional information on the EPRA EPS basic and diluted is available on page 15 of the Financial Statements 2011 under the section EPRA Perfromance Measures.
- 3) Proposal by the Board of Directors.

Five-year key figures are available on page 48 of the Financial Statements.

Simultaneously with the Financial Statements and the Report by the Board of Directors, the Corporate Governance Statement of Citycon Group for the financial year 2011 has been published and is available on the corporate website at www.citycon.com.

#### CEO's comment

Comments from Citycon Oyj's Chief Executive Officer Marcel Kokkeel on the year 2011:

"The year 2011 was a period of solid performance: the company's net rental income grew by 13.4 per cent, like-for-like net rental income by 3.8 per cent, the occupancy rate remained high at 95.5 per cent, the shopping centre footfall in total grew by 3 per cent and sales by 7 per cent. In particular, the shopping centre Liljeholmstorget Galleria in Sweden improved during the year.

In 2011, a clear distinction was made between asset classes of different quality. This general trend reflects in Citycon's property performance and valuation. Overall, demand for the best properties is solid and their fair values remain stable, whereas non-prime properties show the opposite trend.

Management prioritises working on sustainable cash flows and therefore we need to improve the quality of the portfolio. We are engaged in high level of activities to accelerate property redevelopments, disposals and selective acquisitions. Also, we have been organising for example work shops to find new leasable space in shopping centres. We are also committed to use temporary and specialty leasing to generate additional income.

The year 2011 was a year of transition: we updated our strategy to focus on only quality shopping centres in the Nordic and Baltic countries and we concentrated on business improvements. During the year, we launched an internal project called "Project Now" to improve our operations and reduce costs. The aim is to become more efficient, be close to customers, tenants and market places and to become a more pro-active partner. There have also been changes in the management. These changes are a main cause of one-off administrative costs, for example in terms of severance pays. However, as of the start of 2012, most of these changes have been executed and the cost pressures will ease going forward.

During the year, the company strengthened its property portfolio through both acquisitions and redevelopment projects. In May, Citycon acquired two new shopping centres: Kristiine in Tallinn, and Högdalen Centrum in Stockholm. We are pleased with both acquisitions and especially Kristiine has outperformed our expectations. The most significant ongoing redevelopment projects are in Finland: Koskikeskus in Tampere and Myllypuro in Helsinki, additionally there is a minor extension project in Iso Omena, Espoo. Also, the shopping centre Magistral in Tallinn is currently being redeveloped and extended. In addition, some non-core properties have been sold and these disposals will be accelerated.

Citycon's financial position is good. The directed share issue arranged by the company in July was completed successfully. At the year-end, available liquidity totalled EUR 345.0 million and equity ratio was 36.0 per cent."

#### **Business environment**

On the whole, the first half of 2011 was positive in Citycon's operating countries, with strong consumer confidence and growing retail. After the summer, economic sentiment turned negative, particularly due to the sovereign debt crisis in the euro area. During 2011, changes in real economy trends impacted on retail trade. However, retail sales grew in both Finland and Sweden. Total retail sales growth rate in 2011 was 5.3 per cent in Finland, 1.2 per cent in Sweden, 4.0 per cent in Estonia and 8.8 per cent in Lithuania. (Sources: Statistics Finland, Statistiska Central Byrån, Statistics Estonia, Statistics Lithuania)

Household consumer confidence remained strong until last summer, but deteriorated sharply in the final months of the year in all operating countries. In Finland and Sweden, the household consumer confidence indicator was still positive, unlike in Estonia and Lithuania. (Eurostat)

Retail sales growth and the inflation rate are key drivers for Citycon's business and have an impact on the rents from retail premises. Consumer prices continued to rise during the year in all of Citycon's operating countries. In December, the annual inflation rate was 2.9 per cent in Finland, 2.3 per cent in Sweden, 5.0 per cent in Estonia and 3.4 per cent in Lithuania. (Statistics Finland, Statistiska Central Byrån, Statistics Estonia, Statistics Lithuania)

In Finland and Sweden, unemployment is lower than the European Union average: at the end of December, the unemployment rate in Finland was 7.4 per cent and in Sweden 7.1 per cent. In Estonia and Lithuania, the unemployment rates remain high: 10.9 per cent in Estonia and 15.3 per cent in Lithuania at the end of September. However, the adoption of the euro has had a positive impact on the Estonian economy, through tourism and foreign investment. (ibid.)

The instability of the financial market in Europe deepened towards the year-end, affecting the cost and availability of financing.

#### **Property market**

The Finnish property investment market overall has witnessed low levels of transactions since the slowdown of market in H1 2008. Even though the investment demand has been increasing, low supply of prime assets has limited the transactional activity. The retail investment volume remained below EUR 400 million in 2011. As a result of a strong investment demand both shopping centre and retail warehouse prime yields have moved in since the Q1 2010. The polarisation of the market seems also to continue and at the same time demand for core assets remains strong.

In Sweden, the retail property transaction volume increased from approximately SEK 3.22 billion in H1 2010 to SEK 8.537 billion in H1 2011. However, demand is weaker for secondary and tertiary retail property investments.

In Estonia, demand for shopping centre space has been growing as shopping in centres is increasing its share in shopping

habits and retail chains are expanding. Despite global turmoil the outlook for Estonian retailing is positive and in general, plans to enlarge existing shopping centres have been resumed.

In Vilnius, Lithuania, there are no new shopping centres under development, but some super- and hypermarkets are under construction. (Source: Jones Lang LaSalle Finland Oy)

#### Tenants' sales and footfall in Citycon's shopping centres

During the year, total sales in Citycon's shopping centres grew by 7 per cent and the footfall increased by 3 per cent, year-on-year. There was sales growth in all of the company's operating countries: 5 per cent in Finland, 7 per cent in Sweden and 18 per cent in the Baltic countries. In Finland, the footfall increased by 2 per cent, in Sweden by 6 per cent and in the Baltic countries by 2 per cent. Positive developments in sales and footfall are mainly attributable to redevelopment projects completed in recent years. Like-for-like shopping centre sales (sales excluding the impact of redevelopment projects and property acquisitions) grew by 4 per cent and were positive in all operating countries. Like-for-like footfall remained at the previous year's level.

#### **Short-term risks and uncertainties**

Citycon's Board of Directors considers the company's major short-term risks and uncertainties to be associated with economic development in the company's operating regions, which affects demand, vacancy rates and market rents in retail premises. In addition, key near-term risks include a rise in loan margins, weaker availability of debt financing and the fair value development of properties in uncertain economic conditions.

Although the financial crisis' effects on rent levels for retail premises, and on occupancy rates, have so far been minor in Citycon's operating areas, demand for retail premises, reduction of vacancy rates and market rent levels involve challenges in a sluggish economic environment. Economic developments, particularly trends impacting on consumer confidence and consumer behaviour, are inevitably affecting demand for retail premises. Escalation of the sovereign debt problems in the euro area towards the end of 2011 was followed by growing uncertainty in the financial markets; as a result, short-term financial growth forecasts have been revised downwards. Risks to financial growth are clearly higher, and in conditions of weak economic growth, rental levels typically will fall for retail premises, demand for new premises is lower, and vacancy rates will rise.

Implementation of Citycon's growth strategy requires new financing, which means the risks associated with the availability and cost of financing are of fundamental importance to Citycon. Banks' willingness to lend money to companies improved in 2010 and in early 2011, but towards the end of 2011 the availability of debt financing decreased and loan margins rose sharply as banks experienced more difficulties with their own

funding. In the future, tightening regulation governing the banking and insurance sectors (Basel III and Solvency II regulations) is likely to push the costs of debt financing upwards, and to limit the availability of long-term bank loans. This will probably raise the cost of Citycon's new loan financing. So far this change in margins has been mitigated by reduced underlying base rates and Citycon's active financing policy. In 2012, the company does not have major refinancing needs, whereas in the next few years, Citycon will have to refinance some loan agreements signed at low margins before the financial crisis, which means the margins on these loans will rise. Such a rise in loan margins is likely to push Citycon's average interest rate up in the future, even if market interest rates remained largely unchanged.

At the moment, the fair value development of investment properties is characterised by high uncertainty caused by the sovereign debt crisis and the resulting harsh economic conditions. Several factors affect the fair value of the investment properties owned by Citycon, such as general and local economic development, interest rate levels, foreseeable inflation, the market rent trend, vacancy rates, property investors' yield requirements and the competitive environment. This uncertainty will reflect most strongly on retail properties located outside major cities, or in otherwise less attractive properties, because investor demand is not currently focused on these properties, and banks are not particularly keen to offer financing for such projects. Yet, at the same time, the fair value of winning shopping centres, which attract investor interest in uncertain conditions, has remained stable in 2011 or even increased.

The company's short-term risks and uncertainties, as well as its risk management and risk management principles, are discussed in more depth at www.citycon.com/riskmanagement, on pages 40-42 of the Financial Statements for 2011, and on pages 73–74 of the Annual Report for 2011, to be published in week seven.

# Board proposal for dividend distribution and distribution of assets from the invested unrestricted equity fund

The parent company's retained earnings amount to EUR 11.5 million, including the profit for the period of EUR 7.6 million. On 31 December 2011, the funds in the parent company's invested unrestricted equity fund amounted to a total of EUR 277.2 million.

The Board of Directors proposes to the Annual General Meeting to be held on  $21\,$  March  $2012\,$  that a per-share dividend of EUR  $0.04\,$  be paid out for the financial year ending on  $31\,$  December 2011, and that a return of equity of EUR  $0.11\,$  per share be returned from the invested unrestricted equity fund. The Board of Directors proposes that the record date for dividend payment and equity return be  $26\,$  March  $2012\,$  and that the dividend and equity return be paid on  $4\,$  April 2012.

Moreover, the Board of Directors proposes that the profit for the period is recognised in retained earnings.

In the view of the Board of Directors, the proposed distribution of profits and return of equity do not pose a risk to the company's solvency.

#### Outlook

Citycon continues to focus on increasing both its net cash flow from operating activities and its EPRA operating profit. In order to implement this strategy, the company will pursue value-added activities, selected acquisitions and proactive asset management.

Initiation of planned projects will be carefully evaluated against strict pre-leasing criteria. Citycon intends to continue the divestment of its non-core properties, in order to improve the property portfolio and strengthen the company's financial position. The company is also considering alternative property financing sources.

In 2012, Citycon expects to continue generating solid cash flow and expects its turnover to grow by EUR 7–16 million and its EPRA operating profit by EUR 8–16 million compared with the previous year, based on the existing property portfolio. The company expects its EPRA Earnings to increase by EUR 4–11 million from the previous year. Furthermore, the company expects its EPRA EPS (basic) to be EUR 0.21–0.23 based on existing property portfolio and number of shares. These estimates are based on already completed (re)development projects and those completed in the future, as well as on the prevailing level of inflation and the euro-krona exchange rate, and current interest rates. Properties taken offline for planned development projects will reduce net rental income during the year.

#### Property portfolio

Citycon's strategy is to focus on quality shopping centres in the Nordic and Baltic countries. Citycon seeks growth, both through shopping centre acquisitions and the redevelopment and expansion of its existing shopping centres. In its strategy updated in the summer of 2011, Citycon defined supermarkets and shops as non-core properties and announced its intention to divest these properties within the next few years.

At the end of 2011, the fair value of Citycon's property portfolio totalled EUR 2,522.1 million (EUR 2,367.7 million) and the company owned 36 (33) shopping centres and 44 (50) other properties. Of the shopping centres, 23 (22) were located in Finland, 9 (8) in Sweden and 4 (3) in the Baltic countries.

Citycon's gross capital expenditure (including acquisitions) for the period totalled EUR 216.7 million (EUR 133.7 million), with new property acquisitions accounting for EUR 138.9 million (EUR 4.2 million), agreed purchase price adjustments related to property acquisitions concluded earlier for EUR 1.1 million (EUR 2.6 million), acquisitions of jointly controlled entities for EUR 0.3 million (EUR 0.0 million), property development for EUR 75.0 million (EUR 125.3 million) and other investments for EUR 1.4 million (EUR 1.7 million).

Capital expenditure (including acquisitions) during the period totalled EUR 62.5 million (EUR 76.3 million) in Finland, EUR 45.5 million (EUR 50.6 million) in Sweden and EUR 108.1 million (EUR 6.0 million) in the Baltic countries. Capital expenditure in the company's headquarters amounted to EUR 0.6 million (EUR 0.8 million). The company made divestments totalling EUR 18.1 million (EUR 67.9 million), from which a total of EUR 0.6 million (EUR 2.1 million) was recognised in gains on sale (tax effect included).

#### Acquisitions

During the year:

- The shopping centre Kristiine in Tallinn, Estonia, was acquired for EUR 105 million. With a gross leasable area of 42,700 square metres, Kristiine is Tallinn's second-largest shopping centre after Rocca al Mare, also owned by Citycon. The Kristiine shopping centre is located on one of the main transportation corridors in the city centre of Tallinn and has a large catchment area of 270,000 inhabitants. The acquisition of Kristiine has strengthened Citycon's position in the Tallinn shopping centre market. More information on the acquisition can be found in the stock exchange release dated 17 March 2011.
- The Högdalen Centrum shopping centre in Stockholm was acquired for SEK 207.5 million (approx. EUR 23.1 million). Högdalen Centrum is located in southern Stockholm, roughly five kilometres from the city centre. The centre's gross leasable area is approximately 14,100 square metres, of which 11,000 square metres are retail premises. More information on the acquisition can be found in the stock exchange release dated 31 May 2011. In July, Citycon acquired all the shares in Kungsleden Imröret AB for approximately 48.7 million Swedish krona (approx. EUR 5.4 million). The company owns a retail property adjacent to Högdalen Centrum, with a gross leasable area of 5,200 square metres.
- The company acquired a 50% stake in Espagalleria Oy, for EUR 0.3 million. Espagalleria manages, leases and markets the shopping centre Kämp Galleria in downtown Helsinki.
- The company increased its holding in three properties where the company was already a shareholder: shares in Hervannan Liikekeskus Oy were bought for EUR 1.2 million, in Asunto Oy Tikkurilan Kassatalo for EUR 2.6 million and in Heikintori Oy for EUR 0.5 million. At the end of 2011, Citycon's ownership of these properties corresponded to 79.4 per cent, 59.7 per cent and 68.7 per cent, respectively.

#### **Divestments**

During the year:

The company sold a 57.4 per cent interest in MREC Kiinteistö
Oy Tullintori shares for approximately EUR 6.1 million. As
a result, the company's leasable area fell by approximately

- 10,000 square metres. Citycon continues the commercial management of the shopping centre Tullintori.
- The company sold 57 apartments adjacent to the Jakobsberg Centrum shopping centre for approximately SEK 51.0 million (approx. EUR 5.6 million). As a result, Citycon's leasable area fell by approximately 4,600 square metres.
- The company sold 41 apartments connected to the Tumba Centrum shopping centre for approximately SEK 48 million (approx. EUR 5 million). As a result, the company's leasable area fell by 2,300 square metres.
- The company sold four non-core retail properties in Finland for a total of EUR 2.3 million. These properties were MREC Kiinteistö Oy Naantalin Tullikatu 16, Hakarinne, MREC Kiinteistö Oy Mäntyvuoksi and Otaniemen Liikekeskus Oy. As a result, the company's leasable area fell by 5,300 square metres.
- An agreement was signed to sell the retail property Landvetter, located in the Härryda municipality, for approximately SEK 50.5 million (approx. EUR 5.5 million). The transaction was finalised in January 2012. As a result, the leasable area fell by approximately 4,800 square metres.
- An agreement was signed to sell the retail property Floda near Gothenburg for approximately SEK 84.2 million (approx. EUR 9.4 million). The gross leasable area of the Floda property is approximately 11,200 square metres. The transaction is expected to be finalised in March 2012.

Changes in the Group structure during 2011 are presented on page 47 of the Financial Statements.

#### (Re)development projects

Citycon is pursuing a long-term increase in the footfall, cash flow and efficiency of its retail properties, as well as in the return on its investment in these properties. The purpose of the company's development activities is to keep its shopping centres competitive for both customers and tenants. In the short term, redevelopment projects weaken returns from some properties, as some retail premises may have to be temporarily vacated for refurbishment, affecting rental income. Citycon aims to complete its construction projects in phases, in order to secure continuous cash flow.

### Ongoing (re)development projects

During the year:

 A major redevelopment project was initiated at the Koskikeskus shopping centre in Tampere, resulting in an increase of approximately 1,500 square metres of leasable area. Once the project is completed, Koskikeskus will have approximately 28,600 square metres of leasable retail area. The fully renovated Koskikeskus will open in November 2012. Koskikeskus will remain open and serve customers throughout the renova-

- tion project. The total project investment amounts to EUR 37.9 million.
- An extension of Iso Omena shopping centre was launched, involving the conversion of the former roof-top car park into retail premises. This project will expand the leasable premises in Iso Omena by approximately 2,400 square metres. More than half of the premises in the extension have been leased. The refurbished premises will be completed in November 2012. Citycon's investment in this project will total EUR 7.6 million.
- The redevelopment and extension of the Magistral shopping centre, Tallinn, was initiated in September. Magistral's interior will be thoroughly redeveloped and the shopping centre will be extended by some 2,400 square metres. With an estimated investment cost of EUR 7.0 million, the project is expected to be completed in the spring of 2012. The entire shopping centre is closed during the renovation and extension work.
- The shopping centre Åkermyntan Centrum's redevelopment project in Stockholm was launched. In this redevelopment project, the shopping centre and its parking will be renewed and energy efficiency will be improved. The shopping centre's gross leasable area will increase by approximately 1,600 square metres. The project investment amounts to approximately EUR 6.9 million and the project is expected to be completed towards the end of 2012.
- Three minor refurbishment projects were launched in Sweden: the refurbishments of Fruängen Centrum in Stockholm,

- Lindome in Greater-Gothenburg area and Liljeholmstorget's office part. The combined estimated investment need of these projects is approximately EUR 7.5 million and all of these projects are expected to be completed during 2012.
- The company had nine (re)development projects underway, due to which some 17,600 square metres of retail space were offline. For the moment, the redevelopment projects of Porin Asema-aukio and Isolinnankatu have been discontinued and will be resumed when leasing moves ahead.

#### Completed (re)development projects

During the year:

- Refurbishment of the older part of Åkersberga Centrum was completed on schedule in April. The renovated shopping centre now provides premises for 70 shops and service providers.
- The first phase of the Myllypuron Ostari shopping centre construction project was completed and an opening ceremony was held on 9 June 2011. The shopping centre will be built in phases. During the year, phases two and three were also completed. The Myllypuron Ostari shopping centre is scheduled for completion in May 2012.
- The Martinlaakson Ostari shopping centre was opened in December 2011, replacing the previous retail centre. The leasable area of Martinlaakson Ostari is about 7,300 square metres. This project was launched in May 2010 and was completed according to the initial schedule and budget.

Actual

Estimated

#### REDEVELOPMENT PROJECTS IN PROGRESS ON 31 DECEMBER 2011 AND COMPLETED IN 2010 AND 2011 1)

	Location	Project area, sg.m. before	Project area, sq.m. after	total project investment (EUR million)	gross capital investments by 31 December 2011 (EUR million)	Estimated final year of completion
Forum	Jyväskylä, Finland	12,000	12,000	16.0	16.0	completed
Espoontori	Espoo, Finland	10,400	10,400	25.8 <sup>2)</sup>	21.7	completed
Åkersberga Centrum	Österåker, Sweden	20,000	27,500	52.4 <sup>3)</sup>	51.6	completed
Martinlaakso	Vantaa, Finland	3,800	7,300	22.9	22.9	completed
Hansa (Trio)	Lahti, Finland	11,000	11,000	8.0	6.3	completed
Myyrmanni	Vantaa, Finland	8,400	8,400	6.5 <sup>4)</sup>	6.5	completed
Kirkkonummen liikekeskus	Kirkkonummi, Finland	5,000	5,000	4.0	3.2	completed
Koskikeskus	Tampere, Finland	27,700	28,600	37.9	12.0	2012
Myllypuro	Helsinki, Finland	7,700	7,300	21.3	21.3 5)	2012
Iso Omena	Espoo, Finland	60,600	63,000	7.6	0.6	2012
Magistral	Tallin, Estonia	9,500	11,900	7.0	2.3	2012
Åkermyntan	Stockholm, Sweden	8,500	10,100	6.9	0.2	2012

Calculated at end of period exchange rates.

- 3) Estimated total investment in SEK has not changed from year end 2009.
- 4) The estimated total investment has been raised by EUR 1.7 million.
- 5) The compensation of EUR 5.9 million and its tax impact received from the City of Helsinki has been deducted from actual gross investments

<sup>2)</sup> The estimated total investment of the refurbishment, EUR 18 million, has been exceeded by EUR 2.5 million. In addition, the estimated total project investment includes costs related to the planned extension of Espoontori to adjacent Asemakuja property, such as zoning and land use payments.

· During the year, several smaller projects were completed in Finland, such as the Kirkkonummi retail centre, the Hansa property in connection with Trio, and the refurbishment of the Torikeskus in Seinäjoki.

#### Major (re)development projects under planning

New projects planned during the year, requiring the approval of Citycon's Board of Directors prior to their launch, include the following:

- Plans to extend the Iso Omena shopping centre in Espoo proceeded in 2011. Citycon and NCC Property Development Oy have been granted a planning reservation for land use involving the above-ground premises of the future metro station, a feeder bus terminal and the extension of the Iso Omena shopping centre. The objective is to extend Iso Omena's retail premises by approximately 28,000-30,000 square metres. The estimated total retail space investment is EUR 140 million. Citycon intends to proceed with the shopping centre extension in sync with the metro line construction, which is scheduled for completion in 2015.
- Citycon is planning to launch a redevelopment and extension of the IsoKristiina shopping centre in Lappeenranta in 2013. The project covers a total area of some 25,000 square metres, with new retail premises to be built accounting for 7,000 square metres. The estimated total investment is EUR 60-65 million. These plans involve placing Lappeenranta's new city theatre in the shopping centre's extension.
- A co-operation agreement and a land use agreement were signed with Osuuskauppa Arina regarding the Galleria block in Oulu city centre. The purpose of the project is to convert the Galleria block into a shopping centre in co-operation with the other owners of the block. The project covers a total area of approximately 25,000 square metres, and Citycon's estimated investment is EUR 110 million. The aforementioned agreements are discussed in more detail in press releases published on 14 June 2011 and 9 November 2011.

The enclosed table lists the most significant (re)development projects in progress, as well as projects completed in 2010 and 2011. Further information on the company's completed, ongoing and planned (re)developments can be found on the corporate website and on pages 85–87 of the Annual Report for 2011, to be published in week seven.

#### Financial performance

The figures presented below are for the year 2011 and the figures in brackets are the reference figures for the year 2010, unless otherwise indicated.

#### Turnover

The company's turnover consists mainly of rental income from retail properties, and utility and service charge income. Turnover came to EUR 217.1 million (EUR 195.9 million). Turnover grew by EUR 21.1 million, or 10.8 per cent. With comparable exchange rates, turnover increased by EUR 18.2 million, or 9.3 per cent. Completed redevelopment projects, such as Espoontori, Forum in Jyväskylä and Åkersberga Centrum, accounted for EUR 6.5 million of turnover growth, with acquisitions accounting for EUR 10.3 million. Divestments (see divestments in 2011 under paragraph Property portfolio; sales of apartments in Sweden in 2010 are included in the reference period's divestment portfolio) decreased turnover by EUR 1.8 million. Like-for-like properties contributed to turnover growth by EUR 3.2 million. (Also see the table Net rental income and turnover by segment and property portfolio.)

Turnover from like-for-like properties increased thanks to higher rental levels and improved occupancy rate in shopping centres, but reduced due to higher vacancy rates in other retail properties. Turnover from like-for-like properties was also increased by temporary rental rebates falling from EUR 3.0 million to EUR 2.4 million.

At the year-end, Citycon had a total of 3,955 (3,765) leases. The leasable area increased by 5.6 per cent to 994,730 square metres. Changes in the number of lease agreements and in the leasable area were due to acquisitions of shopping centre properties in the Baltic Countries and Sweden, and the opening of redeveloped properties. These were offset by the divestments

of the shopping centre Tullintori and supermarket properties in Finland, and of residential units in Sweden. The average remaining length of the lease portfolio increased and was 3.4 (3.2) years. The average rent increased from EUR 18.7/sq.m. to EUR 19.7/sq.m. thanks to exchange rate changes, redevelopment projects, property acquisitions and divestments, as well as to index increments. The economic occupancy rate rose to 95.5 per cent (95.1%), due to lower vacancy rates in shopping centres. During the preceding twelve months, the rolling twelve-month occupancy cost ratio for like-for-like shopping centre properties was 8.9 per cent.

#### **Property operating expenses**

Property operating expenses consist of maintenance costs relating to real estate properties, such as electricity, cleaning and repairs. Property operating expenses rose by EUR 4.2 million, from EUR 67.4 million to EUR 71.6 million. With comparable exchange rates, the operating expenses increased by EUR 2.8 million, i.e. 4.1 per cent. Completed (re)development projects and acquisitions increased property operating expenses, while divestments decreased them. Like-for-like property operating expenses decreased by EUR 0.5 million due to ao. lower marketing costs. On the other hand, higher electricity and heating costs increased like-forlike property operating expenses, arising from the environmental electricity tax and cold winter (Cf. Notes to the Consolidated Financial Statements, Note 8 Property operating expenses). Snow loading expenses decreased from the previous year.

#### **KEY FIGURES, TOTAL PORTFOLIO**

	Q4/2011	Q4/2010	Q3/2011	2011	2010	Change-%
Number of properties			82	80	83	-3.6
Gross leasable area, sq.m.			999,270	994,730	942,280	5.6
Annualised potential rental value, EUR million <sup>1)</sup>			226.0	228.5	205.2	11.4
Average rent (EUR/sq.m.)			19.5	19.7	18.7	5.3
Number of leases started during the period	228	245	188	782	789	-0.9
Total area of leases started, sq.m. <sup>2)</sup>	49,370	47,621	64,777	177,006	160,215	10.5
Average rent of leases started (EUR/sq.m.) <sup>2)</sup>	19.8	18.3	21.9	19.7	17.9	10.1
Number of leases ended during the period	284	294	208	877	1,279	-31.4
Total area of leases ended, sq.m. <sup>2)</sup>	53,143	25,114	62,713	186,120	190,489	-2.3
Average rent of leases ended (EUR/sq.m.) <sup>2)</sup>	17.2	20.0	21.2	18.1	16.2	11.7
Occupancy rate at end of the period (economic), %			95.4	95.5	95.1	-
Average remaining length of lease portfolio at the end of the period, year			3.4	3.4	3.2	6.3

- 1) Annualised potential rental value for the portfolio includes annualised gross rent based on valid rent roll at the end of the period, market rent of vacant premises and rental income from turnover based contracts (estimate) and possible other rental income.
- 2) Leases started and ended don't necessarily refer to the same premises.

#### Other expenses from leasing operations

Other expenses from leasing operations consist of tenant improvements and credit losses. They totalled EUR 1.2 million (EUR 1.3 million). The decrease in expenses was mainly due to lower credit losses in Finnish operations.

#### Net rental income

Citycon's net rental income was EUR 144.3 million (EUR 127.2 million). Net rental income increased by EUR 17.1 million or 13.4 per cent. With comparable exchange rates, net rental income increased by EUR 15.5 million, i.e. 12.2 per cent. Redevelopment projects such as Espoontori, Forum in Jyväskylä and Åkersberga Centrum increased net rental income by EUR 5.3 million, while the acquisitions of the Kristiine and Högdalen Centrum shopping centres increased net rental income by EUR 7.0 million. Divestments reduced net rental income by EUR 0.8 million. Like-forlike net rental income grew by EUR 4.0 million or 3.8 per cent, mainly thanks to a clear increase in net rental income from Liljeholmstorget Galleria and other shopping centres, and reduced vacancy rates. The negative net rental income development in the Finnish like-for-like portfolio was mainly due to two largely vacant supermarket and shop properties, one in the Helsinki Metropolitan Area and one in Pori.

Citycon's property portfolio's net rental yield was 6.0 per cent (5.8%).

The following table presents like-for-like net rental income growth by segment. Like-for-like properties are properties held by Citycon throughout two full preceding periods, excluding properties under redevelopment or extension and undeveloped lots. 60.9 per cent of like-for-like properties are located in Finland, measured in pet rental income.

#### **Administrative expenses**

Administrative expenses totalled EUR 28.0 million (EUR 23.3 million). This represented an increase of EUR 4.7 million or 20.4 per cent, mainly due to reorganisation costs (EUR 0.9 million), lower capitalisation of expenses for personnel involved in development projects (EUR 0.8 million), non-cash stock option costs (EUR 1.5 million) and a higher average headcount. In 2010, the amount of development personnel capitalised expenses was higher, as projects that had been planned for several years were started.

At the year-end, Citycon Group employed a total of 136 (129) persons, of whom 90 worked in Finland, 35 in Sweden, 10 in the Baltic countries and 1 in the Netherlands.

Citycon Group paid a total of EUR 11.2 million (EUR 8.7 million) in salaries and other remuneration, of which the share of the Group's managing directors' salaries and other remuneration was EUR 0.5 million (EUR 0.4 million) and the share of the Board of Directors EUR 0.7 million (EUR 0.7 million). The parent company paid a total of EUR 10.0 million (EUR 6.4 million) in salaries and other remuneration, of which the share of the CEO's salary and remuneration was EUR 0.5 million (EUR 0.4 million) and the share of the Board of Directors EUR 0.7 million (EUR 0.7 million).

#### THREE-YEAR KEY FIGURES - PERSONNEL

	2011	2010	2009
Average number of personnel	131	123	117
Salaries and other remuneration, EUR million	11.2	8.7	8.2

#### Net fair value losses on investment properties

Net fair value losses on investment properties totalled EUR –35.3 million (gains of EUR 50.8 million). This change in fair value was due to a decrease in value of the supermarket and shop proper-

ties by EUR –42.6 million, offset by an increase in the value of the shopping centres by EUR 7.3 million. The company recorded a total value increase of EUR 39.8 million (EUR 95.7 million) and a total value decrease of EUR 75.1 million (EUR 44.9 million). On 31 December 2011, the average net yield requirement defined by Jones Lang LaSalle Finland Oy for Citycon's entire property portfolio was 6.4 per cent (30 September 2011: 6.4%). The net yield requirement for properties in Finland, Sweden and the Baltic countries was 6.3 per cent, 5.9 per cent and 8.0 per cent, respectively. The yield requirement for supermarket and shop properties increased, while future market rent estimates slightly reduced and cost estimates related to some of these properties rose.

The average market rent used for the valuation rose to EUR 23.8/sq.m. up from EUR 23.6/sq.m. (cf. Notes to the Consolidated Financial Statements, Note 17: Investment Property). Jones Lang LaSalle Finland Oy's Valuation Statement for the year-end can be found on the corporate website at www.citycon.com/valuation.

#### Net gains on sale of investment properties

Net gains on the sale of investment properties totalled EUR 0.6 million (EUR 2.6 million) (cf. Property portfolio). The reference figure for 2010 included EUR 0.5 million in gains on sale from the divestment of apartments in Jakobsbergs Centrum and Åkersberga Centrum, and EUR 2.2 million from the sale of the building rights for apartments to be built in connection with the Myllypuron Ostari shopping centre.

#### **Operating profit**

Operating profit came to EUR 81.8 million (EUR 157.7 million), being lower mainly due to negative fair value changes, lower gains on sale and higher administrative expenses offset by the increase in net rental income.

#### Net financial expenses

Net financial expenses increased by EUR 7.5 million to EUR 62.4 million (EUR 54.9 million). This increase was mainly attributable to higher interest expenses as a result of higher interest-bearing debt and appreciation of the Swedish krona. Interest-bearing debt increased due to investments and stronger Swedish krona. The year-to-date weighted average interest rate for interest-bearing debt remained virtually unchanged compared to the previous year, being 4.03 per cent (4.04%), because general market interest rates remained on a very low level. At the year-end, the weighted average interest rate, including interest rate swaps, rose to 4.07 per cent (3.91%). The year-end average interest rate increased due to higher credit margins on new loans signed in 2011.

#### Share of profit of jointly controlled entities

Share of profit of jointly controlled entities totalled EUR 0.3 million (EUR 0.0 million). Share of profit of jointly controlled entities represents Citycon's share of the profit of Espagalleria Ov.

#### NET RENTAL INCOME AND TURNOVER BY SEGMENT AND PROPERTY PORTFOLIO

Net rental income by segments and portfolios						Turnover by portfolios
EUR million	Finland	Sweden	Baltic Countries	Other	Total	Citycon total
2009	92.4	23.2	9.8	0.0	125.4	186.3
(Re)development projects	-4.6	3.5	2.2	-	1.0	6.1
Divestments	-0.3	-1.2	-	-	-1.6	-2.3
Like-for-like properties	-0.6	0.6	-0.2	-	-0.2	1.3
Other (incl. exchange rate diff.)	0.0	2.6	0.0	0.0	2.5	4.5
2010	86.7	28.7	11.8	0.0	127.2	195.9
Acquisitions	0.1	0.8	6.0	-	7.0	10.3
(Re)developments projects	4.2	1.4	-0.3	-	5.3	6.5
Divestments	0.1	-0.9	-	-	-0.8	-1.8
Like-for-like properties	-0.7	3.8	0.9	-	4.0	3.2
Other (incl. exchange rate diff.)	-0.1	1.6	0.1	0.0	1.6	3.0
2011	90.5	35.4	18.4	0.0	144.3	217.1

#### Income taxes

Income tax benefit for the financial period was EUR 1.6 million (income tax expense of EUR 12.5 million). The increase in income tax benefit was primarily due to deferred tax benefit of EUR 2.5 million resulting from fair value losses on investment properties in 2011 compared to deferred tax expenses of EUR 11.8 million resulting from fair value gains on investment properties in 2010.

#### Profit for the period

Profit for the period came to EUR 21.3 million (EUR 90.4 million). The decrease was mainly due to the lower operating profit resulting from negative fair value changes and higher financial expenses.

#### **EPRA Earnings**

The company's EPRA Earnings was EUR 53.3 million (EUR 47.3 million), up by EUR 6.0 million or 12.7 per cent (cf. EPRA Performance measures, table 1: EPRA Earnings). Growth in the EPRA Earnings was primarily due to net rental income growth. The reasons for net rental income growth can be found under Net rental income. EPRA Earnings was lowered by higher administrative expenses and financial expenses. The reasons for administrative expenses growth are given under Administrative expenses. The increase in financial expenses in 2011 arose from higher interest expenses due to an increase in interest-bearing debt. The effect of changes in the fair value of the property portfolio, of gains on sales and other indirect items on the profit attributable to the parent company's shareholders, tax effects included, was EUR –40.3 million (EUR 31.1 million). These items have no impact on EPRA Earnings.

#### Statement of financial position and financing

#### **Investment properties**

The fair value of the company's property portfolio totalled EUR 2,522.1 million (EUR 2,367.7 million), with Finnish properties accounting for 61.4 per cent (64.7%), Swedish properties for 27.6 per cent (28.2%) and Baltic properties for 11.0 per cent (7.0%).

The fair value of investment properties increased by EUR 154.4 million because of gross capital expenditure of EUR 214.9 million, offset by divestments totalling EUR 16.6 million (see Property portfolio) and by EUR 12.7 million due to the transfer of Floda and Landvetter into Investment properties held for sale -category. In addition, net fair value losses on investment properties decreased the value of investment properties by EUR 35.3 million (see detailed analysis under Financial Performance: Net fair value gains on investment properties). The streghtening of the Swedish krona increased the fair value of the investment properties by EUR 4.0 million.

#### Shareholders' equity

Shareholders' equity attributable to parent company's shareholders was EUR 902.6 million (EUR 849.5 million). This figure increased from the end of 2010 due to a share issue of EUR 98.9 million (net of transaction costs) executed in July 2011. In addition, the profit for the reporting period attributable to parent company shareholders' increased shareholders' equity. On the other hand, dividend payments and equity returns, as well as the fair value change of interest derivative contracts, decreased shareholders' equity. Citycon applies hedge accounting, which means that fair value changes of applicable interest derivatives are recorded under Other items of comprehensive income, which affects shareholders' equity. A loss on fair value of interest derivatives of EUR - 26.8 million was recorded for the period, taking into account their tax effect (a gain of EUR 3.8 million) (cf. Notes to the Consolidated Financial Statements. Note 23: Derivative financial instruments).

Due to the aforementioned items, NAV per share decreased to EUR 3.62 (EUR 3.79) and NNNAV per share to EUR 3.29 (EUR 3.49). The equity ratio was 36.0 per cent (37.1%). The company's equity ratio, as defined in the loan agreement covenants, decreased to 39.0 per cent (39.4 %) due to net fair value losses on investment properties.

#### Loans

Liabilities totalled EUR 1,715.9 million (EUR 1,536.3 million), with short-term liabilities accounting for EUR 262.2 million (EUR 242.2 million). At the year-end, Citycon's liquidity was EUR 345.0 million, of which EUR 253.7 million consisted of undrawn, committed credit facilities and EUR 91.3 million of cash and cash equivalents. At the end of the year, Citycon's liquidity, excluding commercial papers, stood at EUR 296.3 million (EUR 267.1 million on 30 September 2011). The July share offering of approximately EUR 99 million and the EUR 75 million new loan agreement signed in August increased liquidity.

Interest-bearing debt increased year on year by EUR 150.3 million to EUR 1,547.9 million (EUR 1,397.7 million). The fair value of interest-bearing debt was EUR 1,554.8 million (EUR 1,405.5 million) at the period-end. Cash and cash equivalents totalled EUR 91.3 million (EUR 19.5 million), making the fair value of interest-bearing net debt EUR 1,463.5 million (EUR 1,386.0 million). The average loan maturity, weighted according to the principal amount of the loans, was 2.9 years (3.1 years). The average interest-rate fixing period remained at 3.6 years (3.6 years).

Citycon's interest coverage ratio remained unchanged and stood at 2.0x(Q3/2011; 2.0x).

Fixed-rate debt accounted for 81.3 per cent (80.3%) of the period-end interest-bearing debt, interest-rate swaps included. The hedge ratio increased because Citycon made new hedges and used the proceeds from the share offering to repay floating

rate debt. The debt portfolio's hedging ratio was in line with the company's financing policy.

On 2 August 2006, Citycon issued subordinated convertible bonds of EUR 110 million. The terms and conditions of the convertible bonds, as well as the remaining principal and accrued interest, are presented in Note 28 Loans in the Notes to the Consolidated Financial Statements.

#### **Cash flow statement**

#### Net cash from operating activities

Net cash from operating activities totalled EUR 66.0 million (EUR 20.0 million). The increase was due to higher EPRA operating profit, received tax returns, as well as extraordinary items and timing differences.

#### Net cash used in investing activities

Net cash used in investing activities totalled EUR -203.0 million (EUR -67.5 million). Acquisitions were EUR 139.2 million (EUR 6.7 million). Capital expenditure related to investment properties, shares in jointly controlled entities and tangible and intangible assets totalled EUR 82.4 million (EUR 127.0 million). Negative cash flow from investing activities was reduced by sales of investment properties totalling EUR 18.6 million (EUR 66.3 million).

#### Net cash from financing activities

Net cash from financing activities totalled EUR 208.5 million (EUR 45.2 million). This consisted of share issue in July 2011, loan repayments, new loan withdrawals and dividend and equity return payments. New equity was raised and new loans were taken out to finance redevelopment investments, acquisitions in Estonia, Sweden and Finland and the payment of dividends and equity return.

#### Legal proceedings

In August, SRV Construction Ltd initiated arbitration proceedings against Citycon's subsidiary, MREC Kiinteistö Oy Espoontori related to Espoontori shopping centre's completed redevelopment project. The dispute's monetary value is approximately EUR 4.6 million including VAT. Citycon does not expect SRV's claim to have significant impact on the company's financial position or results.

Additional claims have been submitted to the company relating to Citycon's business operations which may possibly lead to legal proceedings. In the company's view, it is improbable that the aforementioned claims or associated liabilities will have a significant impact on the company's financial position or financial results.

#### Financial performance of the business units

Citycon's business operations are divided into three business units: Finland, Sweden and the Baltic Countries. The Finnish unit is subdivided into five functions: Centre Management (operative

management of shopping centres), Leasing, Marketing, Property Development, and Finance and Administration. The Swedish unit is subdivided into three functions: Retail Property Management, Leasing and Commercial Planning, and Property Development. The Baltic unit is subdivided into two functions: Retail Property Management and Property Development.

#### **Finland**

Citycon is the market leader in the Finnish shopping centre business. At the year-end, the company owned 23 shopping centres and 37 other properties in Finland, with a total leasable area of 577,630 square metres (579,980 sq.m.). The leasable area fell due to completed divestments (cf. Property portfolio). The annualised potential rental value increased to EUR 139.3 million, mainly due to completed redevelopment projects (Myllypuro and Martinlaakso).

Lease agreements started during the financial year applied to a GLA of 137,118 square metres (107, 970 sq.m.). The average rent for new lease agreements was slightly lower than average rent for the entire Finnish property portfolio, mainly due to new leases in supermarket and shop properties, which generally have lower rents than shopping centre properties. Ended lease agreements applied

to 138,435 square metres (122,680 sq.m.). The average rent for ended lease agreements was also slightly lower than the average for the entire Finnish property portfolio, mainly due to divestments (e.g. Tullintori) and the ended office leases (accounting for approx. 8,600 sq.m.). The average rent rose from EUR 20.3/sq.m. to EUR 21.0/sq.m., mainly thanks to completed redevelopment projects, divestments and index increments. The occupancy rate increased to 94.1 per cent (94.0%), following the decreased vacancy in shopping centre properties and reduced future rental estimates of certain vacant premises in supermarket and shop properties. In shopping centres, the occupancy rate was 96.3 per cent and the average rent was EUR 24.1/sq.m.

Citycon's net rental income from Finnish operations during the financial year totalled EUR 90.5 million (EUR 86.7 million). Net rental income grew by EUR 3.7 million or 4.3 per cent, thanks to the EUR 4.2 million effect of completed redevelopment projects such as Espoontori, Forum in Jyväskylä and a retail property in Kirkkonummi. Net rental income for like-for-like properties in Finland fell by EUR 0.7 million, mainly due to the higher vacancy rate in supermarket and shop properties. The business unit accounted for 62.7 per cent (68.2%) of Citycon's total net rental income. Net rental yield was 6.0 per cent (6.0%).

#### **KEY FIGURES. FINLAND**

	Q4/2011	Q4/2010	Q3/2011	2011	2010	Change-%
Number of properties			62	60	65	-7.7
Gross leasable area, sq.m.			577,570	577,630	579,980	-0.4
Annualised potential rental value, EUR million 1)		_	137.8	139.3	135.5	2.8
- Average rent (EUR/sq.m.)			20.9	21.0	20.3	3.4
Number of leases started during the period	130	133	107	470	429	9.6
Total area of leases started, sq.m. <sup>2)</sup>	39,033	27,790	54,114	137,118	107,970	27.0
Average rent of leases started (EUR/sq.m.) 2)	18.9	19.2	22.8	20.2	19.6	3.1
Number of leases ended during the period	139	82	111	477	458	4.1
Total area of leases ended, sq.m. <sup>2)</sup>	39,227	13,790	49,032	138,435	122,680	12.8
Average rent of leases ended (EUR/sq.m.) 2)	17.1	21.0	22.8	19.4	18.2	6.6
Occupancy rate at end of the period (economic), %	•		94.4	94.1	94.0	-
Average remaining length of lease portfolio at the end of the period, year			3.4	3.5	3.0	16.7
Gross rental income, EUR million	32.2	30.9	31.9	127.3	122.1	4.2
Turnover, EUR million	33.5	32.0	33.3	132.5	126.5	4.7
Net rental income, EUR million	23.2	22.0	23.4	90.5	86.7	4.3
Net rental yield, % <sup>3)</sup>		-	6.0	6.0	6.0	-
Net rental yield, like-for-like properties, %			6.2	6.2	6.4	-
Fair value of investment properties, EUR million		_	1,557.3	1,547.4	1,533.0	0.9

- 1) Annualised potential rental value for the portfolio includes annualised gross rent based on valid rent roll at the end of the period, market rent of vacant premises and rental income from turnover based contracts (estimate) and possible other rental income.
- 2) Leases started and ended don't necessarily refer to the same premises.
- 3) Includes the lots for development projects.

#### **KEY FIGURES. SWEDEN**

	Q4/2011	Q4/2010	Q3/2011	2011	2010	Change-%
Number of properties			16	16	15	6.7
Gross leasable area, sq.m.		-	308,200	303,700	291,500	4.2
Annualised potential rental value, EUR million 1)			63.2	62.7	54.7	14.6
Average rent (EUR/sq.m.)			17.3	17.2	15.9	8.2
Number of leases started during the period	91	85	71	276	316	-12.7
Total area of leases started, sq.m. <sup>2)</sup>	9,719	17,069	10,154	37,006	46,879	-21.1
Average rent of leases started (EUR/sq.m.) 2)	23.6	17.8	16.9	18.2	14.3	27.3
Number of leases ended during the period	139	184	31	311	777	-60.0
Total area of leases ended, sq.m. <sup>2)</sup>	13,560	8,508	4,787	35,816	62,584	-42.8
Average rent of leases ended (EUR/sq.m.) 2)	17.1	21.7	19.1	14.8	11.9	24.4
Occupancy rate at end of the period (economic), %			95.9	97.0	96.4	-
Average remaining length of lease portfolio at the end of the period, year			3.0	2.9	3.1	-6.5
Gross rental income, EUR million	14.6	12.9	14.4	57.4	49.8	15.3
Turnover, EUR million	15.4	13.8	14.5	60.1	52.8	13.9
Net rental income, EUR million	8.6	6.6	9.5	35.4	28.7	23.3
Net rental yield, % 3)		•	5.1	5.4	4.8	-
Net rental yield, like-for-like properties, %			5.2	5.5	4.9	-
Fair value of investment properties, EUR million			681.9	697.1	668.6	4.3

- 1) Annualised potential rental value for the portfolio includes annualised gross rent based on valid rent roll at the end of the period, market rent of vacant premises and rental income from turnover based contracts (estimate) and possible other rental income.
- 2) Leases started and ended don't necessarily refer to the same premises.
- 3) Includes the lots for development projects.

#### Sweden

At the end of the year, the company had nine shopping centres and seven other retail properties in Sweden, with a total leasable area of 303,700 square metres (291,500 sq.m.). The properties are located in the Greater Stockholm and Gothenburg Areas and in Umeå. The leasable area increased due to the acquisition of the Högdalen Centrum shopping centre and was offset by the divestment of residential units. The annualised potential rental value increased to EUR 62.7 million, mainly due to the aforementioned acquisition and to exchange rate fluctuations.

Lease agreements started during the financial year applied to a GLA of 37,006 square metres (46,879 sq.m.). The average rent level for new lease agreements was higher than the average for the entire Swedish property portfolio, mainly due to new retail lease agreements in the shopping centres. Ended lease agreements applied to 35,816 square metres (62,584 sq.m.). The average rent level for ended lease agreements was lower than the average for the entire Swedish property portfolio, due to residential divestments and ended leases in supermarket and shop properties.

The average rent rose from EUR 15.9/sq.m. to EUR 17.2/sq.m., mainly due to exchange rate fluctuations and changes in the property portfolio (such as residential divestments). The occupancy

#### **KEY FIGURES. BALTIC COUNTRIES**

Q4/2011	Q4/2010	Q3/2011	2011	2010	Change-%
		4	4	3	33.3
-		113,500	113,400	70,800	-0.1
		25.0	26.5	15.0	76.7
•	-	19.0	20.2	17.8	13.5
7	27	10	36	44	-18.2
618	2,762	509	2,882	5,366	-46.3
16.5	12.5	15.5	18.8	12.9	45.7
6	28	66	89	44	102.3
356	2,816	8,894	11,869	5,225	127.2
29.3	9.5	13.4	14.0	13.2	6.1
	•	100.0	100.0	99.7	-
		4.3	4.2	4.6	-8.7
6.2	3.5	6.1	21.2	13.9	52.3
7.1	4.1	7.2	24.5	16.7	46.8
5.5	3.1	5.3	18.4	11.8	56.5
	-	7.8	7.9	7.5	-
		7.6	7.8	7.4	-
	-	273.5		166.1	67.1
	7 618 16.5 6 356 29.3	618 2,762 16.5 12.5 6 28 356 2,816 29.3 9.5 6.2 3.5 7.1 4.1	4 113,500 25.0 19.0 7 27 10 618 2,762 509 16.5 12.5 15.5 6 28 66 356 2,816 8,894 29.3 9.5 13.4 100.0 4.3 6.2 3.5 6.1 7.1 4.1 7.2 5.5 3.1 5.3 7.8 7.6	4     4       113,500     113,400       25.0     26.5       19.0     20.2       7     27     10     36       618     2,762     509     2,882       16.5     12.5     15.5     18.8       6     28     66     89       356     2,816     8,894     11,869       29.3     9.5     13.4     14.0       4.3     4.2       6.2     3.5     6.1     21.2       7.1     4.1     7.2     24.5       5.5     3.1     5.3     18.4       7.8     7.9       7.6     7.8	4       4       3         113,500       113,400       70,800         25.0       26.5       15.0         19.0       20.2       17.8         7       27       10       36       44         618       2,762       509       2,882       5,366         16.5       12.5       15.5       18.8       12.9         6       28       66       89       44         356       2,816       8,894       11,869       5,225         29.3       9.5       13.4       14.0       13.2         100.0       100.0       99.7         4.3       4.2       4.6         6.2       3.5       6.1       21.2       13.9         7.1       4.1       7.2       24.5       16.7         5.5       3.1       5.3       18.4       11.8         7.8       7.9       7.5         7.6       7.8       7.4

Annualised potential rental value for the portfolio includes annualised gross rent based on valid rent roll at the end of the
period, market rent of vacant premises and rental income from turnover based contracts (estimate) and possible other rental
income.

rate rose to 97.0 per cent (96.4%), thanks to reduced vacancy rates both in shopping centre and supermarket and shop properties.

The company's net rental income from Swedish operations increased by EUR 6.7 million or 23.3 per cent to EUR 35.4 million (EUR 28.7 million). Excluding the impact of the strengthened Swedish krona, net rental income from Swedish operations increased by EUR 5.1 million or 16.7 per cent. The increase in net rental income was due to the completion of Åkersberga Centrum redevelopment project, the acquisition of the Högdalen Centrum shopping centre as well as to net rental income increases from like-for-like properties. Net rental income from like-for-like properties grew by EUR 3.8 million, thanks mainly to improved net rental income from Liljeholmstorget Galleria. The business unit accounted for 24.5 per cent (22.6%) of Citycon's total net rental income. Net rental yield was 5.4 per cent, representing an increase of 0.6 percentage points from the reference year. The increase was due mainly to Liljeholmstorget Galleria's improved performance compared to its performance year before.

#### **Baltic Countries**

Citycon has four shopping centres in the Baltic countries: Rocca al Mare, Kristiine and Magistral in Tallinn, Estonia, and Mandarinas in Vilnius, Lithuania. The company acquired the Kristiine shopping centre on 2 May 2011. At the year-end, these properties' gross leasable area totalled 113,400 square metres (70,800 sq.m.). The annualised potential rental value increased to EUR 26.5 million, mostly due to the acquisition of the Kristiine shopping centre. The average rent rose from EUR 17.8/sq.m. to EUR 20.2/sq.m. due to the Kristiine acquisition and the closure of the Magistral shopping centre.

Lease agreements started during the financial year applied to a GLA of 2,882 square metres (5,366 sq.m.). The average rent level for new lease agreements was lower than the average for the entire Baltic property portfolio, mainly due to new office leases. Ended lease agreements applied to 11,869 square metres (5,225 sq.m.). The average rent level for ended lease agreements was lower than the average for the entire Baltic property portfolio, as leases in Magistral shopping centre were terminated due to the start of the redevelopment project.

The occupancy rate rose to 100.0 per cent (99.7%), because all vacant premises were leased.

The net rental income from Baltic operations increased markedly by EUR 6.6 million to EUR 18.4 million (EUR 11.8 million) mainly due to acquisition of the Kristiine shopping centre and like-for-like growth of EUR 0.9 million. The business unit accounted for 12.8 per cent (9.3%) of Citycon's total net rental income. Net rental yield was 7.9 per cent, representing an increase of 0.4 percentage points from the reference year. This increase was due to the rise in net rental income.

#### **Environmental responsibility**

Citycon seeks to lead the way in responsible shopping centre operations and to promote sustainable development within the business. The location of Citycon's shopping centres in city centres, local centres or generally adjacent to major traffic flows, combined with excellent public transport connections, makes them well positioned to face the demands of sustainable development.

In its sustainability reporting, Citycon applies for the first time the construction and real estate sector specific (CRESS) guidelines of the Global Reporting Initiative, as well as the guidelines published by EPRA in autumn 2011, which Citycon helped to compile. Calculation methods have been retroactively revised to comply with the new and revised guidelines, primarily with respect to electricity consumption and the carbon footprint. The results and indicators for environmental responsibility for 2011 are presented on pages 48–53 of the Annual and Sustainability Report, to be published in week seven.

During 2011, all Citycon shopping centres were audited according to the Green Shopping Centre Management programme. The Green Shopping Centre Management programme is an internal company tool for advancing sustainable development in all of the company's shopping centres. The Green Index, established for assessing these results, rose by 11.1 per cent from the previous year. Citycon has conducted an extensive assessment of measures for improving its properties' energy efficiency and

<sup>2)</sup> Leases started and ended don't necessarily refer to the same premises.

<sup>3)</sup> Includes the lots for development projects.

reducing energy consumption. The objective in 2012 is to invest in measures which generate savings in consumption and costs, such as renewing lighting or increasing frequency transformer use and control in ventilation systems. Furthermore, we ensure the continuous optimisation of adjustments and temperature settings for technical systems, in order to meet consumption and cost saving targets.

#### Environmental responsibility results 2011 vs. 2009

The company defined its long-term environmental responsibility objectives in connection with its strategic planning in summer 2009. Citycon has set targets for its carbon footprint, energy and water consumption, waste recycling rate as well as land use and sustainable construction. Performance is compared to the base level of 2009. In 2011, Citycon's aim was to reduce its carbon footprint by 2-3 per cent, its energy consumption by 2-3 per cent and the water consumption in its shopping centres to an average of 3.8 litres per visitor per year. The long-term objectives for waste management and recycling were modified after the original objectives were already reached within the first year. The new long-term target for waste recycling rate is 80 per cent by 2015, and the corresponding annual target for 2011 was 78 per cent. Landfill waste may account for a maximum of 20 per cent of total waste by 2015, and the corresponding annual target for 2011 was 22 per cent.

#### Energy

Citycon procured a total of 181.1 gigawatt hours of electricity in 2011. Consumption was 3.2 per cent higher compared to the 2009 level. This increase can be attributed to changes in the property portfolio and to higher energy consumption by tenants. Total electricity consumption (incl. tenants' electricity) in like-for-like shopping centres decreased by 2.5 per cent from 2009. Electricity consumption in common areas (excl. electricity used by tenants) amounted to 110.6 gigawatt hours, showing an increase of two per cent from 2009 due to changes in the property portfolio and increased consumption in supermarket and shop properties. In like-for-like shopping centres electricity consumption in common areas decreased by 4.9 per cent.

Heating energy consumption came to 136.2 gigawatt hours. Due to the exceptionally cold weather at the beginning of the year but a mild autumn and late winter, heating energy consumption fell by 2.4 per cent from 2009. Weather-adjusted consumption, 142.1 gigawatt hours, rose by one per cent. Heating energy consumption in like-for-like shopping centre properties decreased by 2.2 per cent.

Citycon's total energy consumption (incl. electricity consumption in common areas, heating and cooling) amounted to 246.6 gigawatt hours. The consumption decreased by 0.6 per cent compared to the 2009 level. In shopping centres, energy consumption per visitor decreased by 14.4 per cent and energy consumption per sales fell by 21.2 per cent. Also, energy consumption per

gross leasable area fell by 6.7 per cent. Total energy consumption in like-for-like shopping centre properties decreased by 2.4 per cent, which means Citycon was able to reach the targeted annual 2–3 per cent reduction in energy consumption.

Citycon's reported energy consumption covers shopping centres owned by Citycon and other properties where Citycon's share of ownership is at least 50 per cent. Citycon also reports the tenants' electricity consumption in cases where Citycon is responsible for electricity procurement. Cases where the energy purchase agreement is under a tenant's responsibility have been excluded from reporting. In terms of key figures and results, Citycon has limited the reported electricity consumption to common areas, where Citycon can directly influence the consumption. This includes the electricity used for general lighting, ventilation and cooling, as well as lifts and escalators and other building technical systems. Energy used for heating and cooling is reported in its entirety.

#### Carbon footprint

In 2011, the carbon footprint totalled 69,413 tonnes of carbon dioxide equivalent. The carbon footprint reported by Citycon covers the energy and water consumption in properties, waste logistics and the emissions generated by the Citycon organisation. Energy consumption in properties constitutes 98.8 per cent of the carbon footprint. The carbon footprint grew by 10.6 per cent compared to the baseline year 2009. The growth in carbon footprint is mainly caused by changes in the property portfolio, i.e. carbon emission of new centres Kristiine and Högdalen. The carbon footprint of like-for-like shopping centres decreased by 0.8 per cent and 11.6 per cent per visitor. The annual target for reducing the carbon footprint by 2-3 per cent was not attained.

#### Water

The total water consumption in all shopping centres and retail properties owned by Citycon was 638,851 cubic metres in 2011. This includes water consumed by the real estate company and tenants. Water consumption showed a marked increase of 18.1 per cent in 2011. This increase can be attributed to changes in the Estonian and Swedish property portfolios, and positive development in grocery as well as café & restaurant sales. Water consumption in like-for-like shopping centre properties rose by 13.4 per cent. Water consumption proportionate to sales decreased by 5.8 per cent compared to the 2009 level. The long-term water consumption target has been set at 3.5 litres per visitor per year. In 2011, water consumption per visitor in shopping centres was 4.3 litres and 4.6 litres in like-for-like shopping centres, which means the target for reducing water consumption per visitor was not met in 2011.

#### Waste

The total waste volume generated by Citycon's shopping centres amounted to 15,361 tonnes, with landfill waste accounting for

3,263 tonnes, or 22.4 per cent. Waste volumes have been rising in all operating countries from previous years, including in like-for-like shopping centres. In 2011, waste volumes rose by 14.5 per cent from the previous year. Similarly, the waste volume proportionate to sales showed an increase. The recycling rate in shopping centres improved slightly to 77.6 per cent. The Baltic countries saw their recycling rate improve dramatically to 82.1 per cent, from 34.3 per cent a year earlier. Citycon's annual targets set for waste processing and recycling were achieved.

#### Land use and sustainable construction

In property acquisition, Citycon complies with its strategic environmental responsibility policies, which state that properties must be located in a built environment and easily accessible by public transport. Good examples of such properties are the Kristiine shopping centre in Tallinn and the Högdalen Centrum in Stockholm acquired in 2011.

Environmental certification represents a key element in Citycon's efforts towards sustainable development. An application has been made for LEED classification for the company's shopping centre project in the Martinlaakso district in Vantaa. Gold-level certification is being sought and is expected to be confirmed in the spring of 2012.

#### Governance

#### **Annual General Meeting 2011**

Citycon Oyj's Annual General Meeting (AGM) took place in Helsinki, Finland, on 23 March 2011. The meeting was opened by Chairman of the Board Chaim Katzman, and chaired by Ari Keinänen, Attorney-at-Law, Trained at the Bench. A total of 247 shareholders attended the AGM either personally or through a proxy representative, representing 70.9 per cent of shares and votes in the company.

The AGM adopted the company's financial statements for the financial year 2010 and discharged the members of the Board of Directors and the Chief Executive Officer from liability. The AGM decided on a dividend of EUR 0.04 per share for the financial year 2010 and on an equity return of EUR 0.10 per share from the invested unrestricted equity fund. The record date for the dividend payout and equity return was 28 March 2011, and the dividend and equity return, totalling EUR 34.2 million, were paid on 8 April 2011.

Other decisions made by the AGM are reported on the corporate website at www.citycon.com/agm2011. The AGM minutes are also available on the aforementioned website.

#### **Board of Directors**

Under the Articles of Association, the Board of Directors consists of a minimum of five and a maximum of ten members (Directors) who are elected by the Annual General Meeting for a term of one year at a time. Amendments to the Articles of Association

may be adopted only by the General Meeting of shareholders and require a 2/3 majority vote.

In 2011, Citycon's Board of Directors included ten members: Ronen Ashkenazi, Chaim Katzman, Roger Kempe (as of 23 March 2011), Kirsi Komi (as of 23 March 2011), Claes Ottosson, Dor J. Segal, Jorma Sonninen (as of 23 March 2011), Thomas W. Wernink, Per-Håkan Westin and Ariella Zochovitzky. Gideon Bolotowsky, Raimo Korpinen and Tuomo Lähdesmäki stepped down from the Board on 23 March 2011.

Chaim Katzman was the Chairman of the Board of Directors in 2011, and Ronen Ashkenazi the Deputy Chairman. Thom Wernink served as the other Deputy Chairman of the Board as of 23 March 2011.

#### **Auditor**

Since 2006, the company's auditor has been Ernst & Young Oy, a firm of authorised public accountants, which has designated Authorised Public Accountant Tuija Korpelainen to act as the chief auditor of Citycon, also from 2006.

#### **Chief Executive Officer (CEO)**

Citycon Oyj's CEO changed in 2011, as Petri Olkinuora, the company's CEO since 2002, left his position on 23 March 2011. On 13 January 2011, the Board of Directors appointed Marcel Kokkeel (MA, born 1958) from the Netherlands as Citycon Oyj's new CEO and approved the terms and conditions of his executive contract. The new CEO assumed his duties on 24 March 2011. Information on the CEO's executive contract and its terms and conditions are available on page 46 of the Financial Statements.

#### Additional changes in corporate management

In 2011, also several other significant changes took place in the corporate management. In addition to the CEO, three new members joined the Corporate Management Committee: Michael Schönach, Executive Vice President, Finnish Operations, on 1 March; Anu Tuomola, General Counsel and Head of Legal Affairs, on 1 September; and Johan Elfstadius, Vice President, Swedish Operations, on 21 November. Members who left the Corporate Management Committee during the year in addition to Petri Olkinuora, CEO, were Outi Raekivi, General Counsel and Head of Legal Affairs; and Ulf Attebrant, Vice President, Swedish Operations. At the year-end, the Corporate Management Committee had six members. In addition to the CEO Marcel Kokkeel, the Corporate Management Committee includes the company's Executive Vice President and Chief Financial Officer Eero Sihvonen, the General Counsel Anu Tuomola and the Vice Presidents of the company's geographical business units Johan Elfstadius, Harri Holmström and Michael Schönach.

#### Shareholders, share capital and shares

Citycon's shares have been quoted on the Helsinki stock exchange (NASDAQ OMX Helsinki Ltd) since 1988. Citycon is a Mid Cap Company in the Financials sector, sub-industry Real Estate Operating Companies. Its trading code is CTY1S and its shares are traded in euros. The ISIN code used in international securities clearing is FI0009002471.

#### **Shareholders**

At the end of December, Citycon had a total of 4,276 (4,409) registered shareholders, of which ten were account managers of nominee-registered shares. Nominee-registered and other international shareholders held 230.4 million (209.6 million) shares, or 82.9 per cent (85.7%) of shares and voting rights in the company. Information on the company's major shareholders and on the breakdown of shareholdings, as well as on notifications of changes in shareholdings received during the year can be found on page 56 of the Financial Statements.

#### Share capital and shares

During the period, there were no changes in the company's share capital, but the number of shares increased by 33.2 million following the directed share issues arranged in July. The company has a single series of shares, with each share entitling to one vote at general meetings of shareholders. The shares have no nominal value.

#### INFORMATION ON SHARES AND SHARE CAPITAL

	2011	2010
Share price, transactions, EUR		
Low	2.02	2.29
High	3.41	3.31
Average	2.77	2.84
Latest	2.31	3.08
Market capitalisation at year-end, EUR million	641.7	753.3
Share trading volume		
Number of shares traded, million	97.5	115.0
Value of shares traded, EUR million	270.7	326.4
Share capital and shares		
Share capital at year-start, EUR million	259.6	259.6
Share capital at year-end, EUR million	259.6	259.6
Number of shares at year-start, million	244.6	221.1
Number of shares at year-end, million	277.8	244.6

#### Directed share issues 2011

In July, Citycon issued 246,325 new shares as part of the company's long-term share-based incentive plan. These new shares

were registered in the Trade Register on 15 July 2011 and trading in them began on 18 July 2011 on the NASDAQ OMX Helsinki Ltd. Following the registration, the number of shares in the company increased to 244,811,297 shares.

Also in July, Citycon arranged a directed share offering. The offering was based upon the authorisation granted by Citycon's Annual General Meeting of 13 March 2007. Waiving the shareholders' pre-emptive subscription rights, the share offering was directed to Finnish and international institutional investors and was carried out in an accelerated book-building process on 13 July 2011.

Based on the bids submitted during the book-building process, on 13 July 2011 the company's Board of Directors decided to issue 33 million new shares at a per-share subscription price of EUR 3.02. The subscription price, EUR 99 million, was recorded in the invested unrestricted equity fund. The new shares were registered in the Trade Register on 18 July 2011 and trading in them began on the following day on the NASDAQ OMX Helsinki Ltd. The new shares entitle their holders to a dividend for the financial year 2011. Following the issue, the number of the company's shares rose to 277,811,297. The new shares offered accounted for  $13.5\,\mathrm{per}\,\mathrm{cent}$  of the number of Citycon's shares prior to the offering and for  $11.9\,\mathrm{per}\,\mathrm{cent}$  thereafter.

#### **Board authorisations and own shares**

Pursuant to a share issue authorisation granted by the AGM of 2007, the Board of Directors can still decide on a maximum of 9,537,087 shares to be issued or treasury shares to be conveyed. Based on this authorisation, the Board may also decide on the grant of stock options and other special rights. The Board exercised this authorisation on 3 May 2011 when it decided to issue stock options; on 12 July 2011 when it decided on directed share issues without payment as a part of the company's long-term share-based incentive plan; and on 13 July 2011, when it decided on a directed share offering to Finnish and international institutional investors. This authorisation will be valid until 13 March 2012.

The AGM of 2011 authorised the Board of Directors to decide on the acquisition of 20 million of the company's own shares. The acquisition authorisation will be valid until the next Annual General Meeting.

At the year-end, the Board of Directors had no other authorisations

During the reporting period, the company held 145,000 treasury shares, which the company had directed to itself in July in a share issue without payment related to the company's long-term share-based incentive plan. The treasury shares were conveyed between 20 and 22 July 2011 at the market price prevailing at the time of conveyance through public trading organised by NASDAQ OMX Helsinki Ltd, waiving the shareholders' pre-emptive subscription rights. At the end of the year, the company had no treasury shares.

#### Incentive schemes

#### Stock option plan 2004

The AGM held on 15 March 2004 decided to issue a maximum of 3,900,000 A/B/C stock options to Citycon Group personnel. This stock option plan expired at the end of March 2011 simultaneously with the expiry of the subscription period with C-options. No shares were subscribed by exercising C-options.

#### Stock option plan 2011

The Board of Directors of Citycon Oyi decided on 3 May 2011, by virtue of an authorisation granted by the Annual General Meeting held on 13 March 2007, to issue stock options to key personnel of the company and its subsidiaries. The company had a weighty financial reason for the issue of stock options, since the stock options are intended to form part of the incentive and commitment programme for key personnel. The purpose of the stock options is to encourage key personnel to work on a longterm basis to increase shareholder value. The purpose of the stock options is also to commit the key personnel to the company.

The maximum total number of stock options that can be issued is 7.250,000, and they entitle their owners to subscribe for a maximum total of 7,250,000 new shares in the company or existing shares held by the company. The stock options will be issued gratuitously. The stock options are marked with the symbol 2011A(I), 2011A(II) and 2011A(III), with the symbol 2011B(I), 2011B(II) and 2011B(III); with the symbol 2011C(I), 2011C(II) and 2011C(III); and with the symbol 2011D(I), 2011D(II) and 2011D(III). Upon the distribution of stock options the Board of Directors will decide on how the stock options are divided into sub-categories.

The number of shares subscribed by exercising stock options 2011 corresponds to a maximum total of 2.6 per cent of the shares and votes in the company, after the potential share subscription, if new shares are issued in the share subscription.

#### Share subscription prices

The subscription prices of the shares to be subscribed for by exercising the 2011 stock options were determined on the basis of the trade volume weighted average price of Citycon share quoted on the NASDAQ OMX Helsinki Ltd. during twenty (20) trading days following the release date of the company's Full Year 2010 Results, Q1/2011 Interim Report and Q3/2011 Interim Report, as follows:

Option category	Subscription price determination period	Subscription price, EUR
2011A-D(I)	10 February–9 March 2011	3.17
2011A-D(II)	5 May-1 June 2011	3.31
2011A-D(III)	13 October-9 November 2011	2.63

The share subscription price will be recognised in the company's invested unrestricted equity fund. Each year, per-share dividends and equity returns, distributed differing from the company's normal practice, may be deducted from the share subscription price.

#### Share subscription period

Share subscription periods of stock options 2011 are presented in the table below:

	2011A(I-III)	2011B(I-III)	2011C(I-III)	2011D(I-III)
Share subscription period begins	1 April 2012	1 April 2013	1 April 2014	1 April 2015
Share subscription period ends	31 March 2018	31 March 2018	31 March 2018	31 March 2018

#### Outstanding stock options

By the end of 2011, a total of 6,320,000 stock options 2011A-D(II), 2011A-D(II) and 2011A-D(III)had been granted to 24 key employees within the Group. These option rights entitle their holders to subscribe for an equal number of shares in 2012–2018. The option rights granted to the company's CEO and other members of the Corporate Management Committee are presented in the following table

## STOCK OPTIONS OF THE CORPORATE MANAGEMENT COMMITTEE MEMBERS ON 31 DECEM-

	2011A(I)	2011B(I)	2011C(I)	2011D(I)	Total
Chief Executive Officer (CEO)	250,000	250,000	250,000	250,000	1,000,000
	2011A(I-III)	2011B(I-III)	2011C(I-III)	2011D(I-III)	
Other members of the Corporate					
Management Committee	537,500	537,500	537,500	537,500	2,150,000

A share ownership obligation, under which the members of the Corporate Management Committee are obliged to acquire Citycon shares with 25 per cent of the gross stock option income gained from the exercised stock options, is incorporated into the 2011 stock options. The acquisition obligation will remain in force until a member of the Corporate Management Committee owns company's shares to the value of his or her gross annual salary, and share ownership must continue while his or her employment or service contract is in force.

The stock option plan and the terms of the stock options are presented in more detail on pages 43-44 of the Financial Statements.

The terms and conditions of stock options 2011 in their entirety are available on the corporate website at www.citycon.com/options.

## Shares and stock options held by members of the Board of Directors and the company execu-

The members of the Board of Directors of Citycon, its CEO, the other Corporate Management Committee members and their closely associated parties held a total of 348,554 company shares on 31 December 2011. These shareholdings represent 0.1 per cent of the total shares and votes in the company.

The number of stock options held by Citycon's CEO and other members of the Corporate Management Committee at the year-end 2011 are presented in the table above. The maximum number of shares that they can subscribe for by exercising these outstanding stock options amounts to 3,150,000. Members of the Board of Directors do not participate in the company's share-based incentive plans.

Updated information of the share and stock option holdings of the members of the Board of Directors and the members of the Corporate Management Committee are available on the corporate website at www.citycon.com/insiders.

Helsinki, 7 February 2012

Citycon Oyj Board of Directors

### EPRA PERFORMANCE MEASURES

European Public Real Estate Association (EPRA) is a common interest group for listed real estate companies in Europe. EPRA's mission is to promote, develop and represent the European publicly traded real estate sector. Citycon is an active member of EPRA. EPRA's objective is to encourage greater investment in European listed real estate and strive for "best practices" in accounting, financial reporting and corporate governance in order to provide high-quality information to investors and to increase the comparability of different companies. The best practices create also a framework for discussion and decision-making on the issues that determine the future of the sector.

Since 2006, Citycon has been applying the best practices policy recommendations of EPRA for financial reporting. And in 2011, Citycon started to follow EPRA best practice policy recommendations also for sustainability reporting (please see the section "Responsibility"). This section in Citycon's financial statements presents the EPRA performance measures and their calculations. For more information about EPRA and EPRA's best practice policies pls visit EPRA's web pages: www.epra.com.

In addition to promoting European real estate sector and publishing best practice policies, EPRA publishes FTSE EPRA/NAREIT index in association with FTSE, which tracks the performance of the largest European and North-American listed real estate companies. Citycon is included in the FTSE EPRA index, which increases international interest towards Citycon as an investment.

	Note	2011	201
EPRA Earnings. EUR million	1	53.3	47.3
EPRA Earnings per share (basic), EUR	1	0.21	0.21
EPRA Earnings per share (diluted), EUR	1	0.21	0.21
EPRA NAV per share, EUR	2	3.62	3.79
EPRA NNNAV per share, EUR	2	3.29	3.49
EPRA Net Initial Yield (NIY) (%)	3	6.2	6.3
EPRA "topped-up" NIY (%)	3	6.3	6.4
EPRA vacancy rate (%)	4	4.5	4.9

The following Notes, the numbers 1 - 4, present how EPRA Performance Measures are calculated. The Notes 5 and 6 present the EPRA Key Performance Measures for the last 5 years.

CFO's comment on the development of EPRA Earnings: EPRA earnings (in EUR millions) increased by EUR 6.0 million to EUR 53.3 million in 2011 from EUR 47.3 million in 2010. The increase was a result of NRI growth through acquisitions, (re)development projects and positive like-for-like growth. To the contrary, EPRA Earnings was negatively impacted by increased administration and financial expenses. Administration expenses increased significantly because of the change process of the company, which lead to one-off costs amounting to EUR 2.4 million. EPRA Earnings per share (basic) stayed at EUR 0.21 compared to EUR 0.21 in 2010 due to higher EPRA Earnings offset by higher number of shares, which resulted from share issue executed in July 2011.

#### 1) EPRA EARNINGS

EPRA Earnings is presenting the underlying operating performance of a real estate company excluding all so called non-recurring items such as net fair value gains/losses on investment properties, profit/loss on disposals and limited other non-recurring items. It provides a measure for recurring income, but doesn't exclude exceptional items that are part of normal IFRS earnings. EPRA earnings is especially important for investors who want to assess the extent to which dividends are supported by recurring income. Citycon has been paying 0.14 EUR/share as dividends and equity return for several years already, and for the financial statements 2011, the Board of Directors propose for annual general meeting a dividend and equity return of 0.15 EUR/share.

Citycon has been previously disclosing only EPRA Earnings, diluted. In the financial statements 2011, Citycon discloses also EPRA Earnings basic and in the future is going to only disclose EPRA Earnings basic in accordance with EPRA's Recommendations.

	EUR million	2011 Average number of sha- res (1,000) <sup>1)</sup>	per share, EUR	EUR million	2010 Average number of sha- res (1,000) <sup>1)</sup>	
Earnings in IFRS Consolidated Statement of Comprehensive Income	13.0	259,778.3	0.05	78.3	228,148.2	0.34
+/- Net fair value losses/gains on investment property	35.3	259,778.3	0.14	-50.8	228,148.2	-0.22
-/+ Profit/loss on disposal of investment property	-0.6	259,778.3	0.00	-2.6	228,148.2	-0.01
+ Transaction costs related to investment property disposals	1.0	259,778.3	0.00	0.8	228,148.2	0.00
-/+ Fair value gains/losses of financial instruments	-	259,778.3	0.00	-0.2	228,148.2	0.00
-/+ Fair value gains/losses of jointly controlled entities	-0.3	259,778.3	0.00	-	228,148.2	0.00
+/- Current taxes arising from the items above	0.5	259,778.3	0.00	0.0	228,148.2	0.00
+/- Change in deferred taxes arising from the items above	-2.2	259,778.3	-0.01	11.6	228,148.2	0.05
-/+ Non-controlling interest arising from the items above	6.7	259,778.3	0.03	10.3	228,148.2	0.05
EPRA Earnings (basic)	53.3	259,778.3	0.21	47.3	228,148.2	0.21
EPRA Earnings (diluted)	57.4	276,871.4	0.21	51.4	245,806.3	0.21

<sup>1)</sup> Calculation of the number of shares is presented in Note 16. Earnings per share.

#### CFO's comment on the development of EPRA NAV per share and EPRA NNNAV per share:

EPRA NAV per share decreased by EUR 0.17 to EUR 3.62 (EUR 3.79) due to larger number of shares following the share issue on July 2011 and fair value losses of investment properties from the non-core portfolio. EPRA NNNAV per share decreased by EUR 0.20 to EUR 3.29 (EUR 3.49). In addition to the reasons for a decrease in EPRA NAV per share. EPRA NNNAV per share was reduced by negative valuation of interest rate hedges, owing to lower interest rates, which decreased EPRA NNNAV per share by EUR 0.09.

#### 2) EPRA NAV PER SHARE AND EPRA NNNAV PER SHARE

EPRA NAV is presenting the fair value of net assets of a real estate company. It is based on the assumption of owning and operating investment properties for a long term and therefore it is a useful tool to compare against the share price of a real estate company. The share price of Citycon was 2.31 EUR/share on December 31, 2011.

As EPRA NAV intends to reflect the fair value of a business on a going-concern basis, all items arising from future disposals and the fair value of financial instruments are excluded from EPRA NAV. Items arising from future disposals are the deferred taxes that would materialise only on disposal of properties. Fair value of financial instruments i.e. mark-to-market value of hedging instruments will end up zero as they are held to maturity. Therefore, the fair value of financial instruments at the balance sheet date is excluded from EPRA NAV.

EPRA NNNAV is including the deferred tax liabilities and fair value of financial instruments and therefore it is a measure of the real estate company's "spot" fair value at the balance sheet date. Spot fair value means that EPRA NNNAV reflects the fair value of net assets of the company at a particular day opposed to EPRA NAV, which reflects the fair value of net assets on a going-concern basis. However, EPRA NNNAV is not either a liquidation NAV as the fair values of assets and liabilities are not based on a liquidation scenario.

	EUR million	2011 Number of shares on the balance sheet date (1,000)	per share, EUR	EUR million	2010 Number of shares on the balance sheet date (1,000)	per share,
Equity attributable to parent company shareholders	902.6	277,811.3	3.25	849.5	244,565.0	3.47
Deferred taxes from the difference between the fair value and fiscal value of investment properties	57.5	277,811.3	0.21	59.7	244,565.0	0.24
Fair value of financial instruments	45.7	277,811.3	0.16	18.8	244,565.0	0.08
Net asset value (EPRA NAV)	1,005.9	277,811.3	3.62	928.1	244,565.0	3.79
Deferred taxes from the difference between the fair value and fiscal value of investment properties	-57.5	277,811.3	-0.21	-59.7	244,565.0	-0.24
Difference between the secondary market price and fair value of bonds and capital loans $^{\rm 1)}$	11.4	277,811.3	0.04	3.6	244,565.0	0.01
Fair value of financial instruments	-45.7	277,811.3	-0.16	-18.8	244,565.0	-0.08
EPRA NNNAV	914.1	277,811.3	3.29	853.1	244,565.0	3.49

#### 1) Secondary market price

When calculating the EPRA NNNAV in accordance with EPRA's recommendations, the shareholders' equity is adjusted using EPRA's quidelines so that bonds and capital loans are valued based on secondary market prices. In accordance with Citycon's accounting policies, the carrying amount and fair value of bonds and capital loans are diff ferent from this secondary market price. Due to this, in the calculation of this key figure convertible capital loan 1/2006 and bond 1/2009 have been valued using the price derived from the secondary market on the balance sheet date. The secondary market price for convertible capital loan 1/2006 was 82.90 per cent (95.50%) and for bond 1/2009 101.85 per cent (99.00%) as of 31 December 2011. The difference between the secondary market price and the fair value of the bonds and capital loans was EUR 11.4 million (EUR 3.6 million) as of 31 December 2011.

#### 3) EPRA NET INITIAL YIELD (NIY) (%) AND EPRA "TOPPED-UP" NIY (%)

There are a variety of yield performance indicators in the real estate market to present the companies' ability to generate rent. In order to have a consistent yield definition and comparable yield indicators between the real estate companies, EPRA has published a best practice recommendation for yield calculation i.e. EPRA Net Initial Yield (NIY).

EPRA NIY is calculated as the annualised rental income, based on the valid rent roll on the balance sheet date, divided by the gross market value of the completed property portfolio (including estimated transaction costs and excluding properties under development, lots, unused building right and properties the valuation of which is based on the value of the building right). Citycon also discloses net rental yield, which is calculated over the past 12 month period, by constructing an index from the monthly net rental income and computational monthly market value figures. Net rental yield includes the total property portfolio and excludes estimated transaction costs.

EPRA "topped-up" NIY presents the yield of a company with the full rent that is already agreed at the balance sheet date. In EPRA "topped-up" yield, the cash rent is "topped-up" to reflect rent after the expiry of lease incentives such as rent free periods and discounted rents.

EUR million	2011	2010
Fair value of investment properties determined by the external appraiser	2,515.0	2,361.1
Less (re)development properties, lots, unused building rights and properties, the valuation of which is based on the value of		
the building right	-559.6	-487.4
Completed property portfolio	1,955.4	1,873.7
Plus the estimated purchasers' transaction costs	36.8	37.1
Gross value of completed property portfolio (A)	1,992.2	1,910.8
Annualised gross rents for completed property portfolio	179.5	170.8
Property portfolio's operating expenses	-56.6	-50.2
Annualised net rents (B)	122.9	120.6
Plus the notional rent expiration of rent free periods or other lease incentives	2.5	2.4
Topped-up annualised net rents ( C)	125.4	123.0
EPRA Net Initial Yield (NIY) (%) (B/A)	6.2	6.3
EPRA "topped-up" NIY (%) (C/A)	6.3	6.4

#### CFO's comment on the development of EPRA NIY and EPRA "TOPPED-UP" NIY:

EPRA initial yields decreased mainly due to increased property operating expenses assumption in the valuations relating to general expense increases and higher repair cost estimates. However, EPRA NIY and EPRA "topped up" NIY for 2011 and 2010 are not fully comparable due to changes in the completed property portfolio (such as property acquisitions, disposals and started and completed (re)development projects).

#### 4) EPRA VACANCY RATE (%)

EPRA vacancy rate (%) presents how much out of the full potential rental income is not received because of vacancy. Technical vacancy, which Citycon also discloses, presents how many square meters out of total GLA is vacant.

EPRA vacancy rate is calculated by dividing the estimated rental value of vacant premises by the estimated rental value of the whole portfolio if all premises were fully let. EPRA vacancy rate is calculated using the same principles as economic occupancy rate, which Citycon also discloses.

EUR million	2011	2010
Annualised potential rental value of vacant premises	9.8	9.6
./. Annualised potential rental value for the whole portfolio	219.4	196.5
EPRA vacancy rate (%)	4.5	4.9

CFO's comment on the development of EPRA vacancy rate:

EPRA vacancy rate improved mainly due to decreased vacancy in the shopping centre-portfolio.

#### 5) EPRA PERFORMANCE MEASURES FOR FIVE YEARS

	2011	L 2010	2009	2008	2007
nings, EUR million	53.3	47.3	50.9	43.8	38.3
nings per share (basic), EUR	0.21	0.21	0.23	0.20	0.19
nings per share (diluted), EUR	0.21	0.21	0.23	0.20	0.19
/ per share, EUR	3.62	3.79	3.64	3.96	4.80
NAV per share, EUR	3.29	3.49	3.35	3.80	4.42
Initial Yield (NIY) (%)	6.2	6.3	6.9	N/A	N/A
ped-up" NIY (%)	6.3	6.4	7.1	N/A	N/A
ancy rate (%)	4.5	4.9	5.0	4.0	4.3
nings per share (diluted), EUR  / per share, EUR  NAV per share, EUR  Initial Yield (NIY) (%)  ped-up" NIY (%)	0.21 3.62 3.29 6.2 6.3	0.21 3.79 3.49 6.3 6.4	0.23 3.64 3.35 6.9 7.1	0.20 3.96 3.80 N/A N/A	

## 6) EPRA EARNINGS (DIRECT AND INDIRECT RESULT) FOR FIVE YEARS

EUR million	2011	. 2010	2009	2008	2007
Earnings in IFRS Consolidated Statement of Comprehensive Income	13.0	78.3	-34.3	-124.1	200.3
+/- Net fair value losses/gains on investment property	35.3	-50.8	97.4	216.1	-211.4
-/+ Profit/loss on disposal of investment property	-0.6	-2.6	-0.1	-0.1	0.1
+ Transaction costs related to investment property disposals	1.0	0.8	0.1	0.4	0.0
-/+ Non-recurring other operating income and expenses	-	-	-	-6.0	0.0
-/+ Fair value gains/losses of financial instruments	-	-0.2	0.1	3.1	0.6
-/+ Fair value gains/losses of jointly controlled entities	-0.3	-	-	-	-
+/- Current taxes arising from the items above	0.5	-	0.3	1.8	0.0
+/- Change in deferred taxes arising from the items above	-2.2	11.6	-7.3	-29.7	46.0
-/+ Non-controlling interest arising from the items above	6.7	10.3	-5.3	-17.6	2.7
EPRA Earnings	53.3	47.3	50.9	43.8	38.3
Average number of shares (1,000)	259,778.3	228,148.2	221,035.1	220,991.5	199,403.7
EPRA Earnings per share, EUR	0.21	0.21	0.23	0.20	0.19
EPRA Earnings per share, diluted, EUR	0.21	0.21	0.23	0.20	0.19

Previously Citycon has followed the direct and indirect results. The EPRA Earnings corresponds to the direct result, but Citycon changed the presentation and renamed the direct result as EPRA Earnings in order to better comply with the EPRA's recommendations.

EUR million	2011	2010	2009	2008	2007
Direct result					
Net rental income	144.3	127.2	125.4	121.8	103.4
Direct administrative expenses	-27.1	-22.5	-17.7	-16.5	-16.5
Direct other operating income and expenses	0.2	0.3	0.0	0.1	0.5
Direct operating profit	117.4	105.0	107.7	105.3	87.4
Direct net financial income and expenses	-62.4	-55.1	-47.7	-54.2	-44.7
Direct share of profit/loss of jointly controlled entities	0.0	-	-	-	-
Direct current taxes	-0.4	-0.6	-6.2	-4.8	-3.4
Change in direct deferred taxes	0.3	-0.3	-0.2	0.2	-0.2
Direct non-controlling interest	-1.7	-1.8	-2.8	-2.8	-0.9
Total	53.3	47.3	50.9	43.8	38.3
Direct result per share (diluted), (diluted EPRA EPS), EUR	0.21	0.21	0.23	0.20	0.19
Indirect result		•	•	•	
Net fair value losses/gains on investment property	-35.3	50.8	-97.4	-216.1	211.4
Profit/loss on disposal of investment property	0.6	2.6	0.1	0.1	-0.1
Indirect administrative expenses	-1.0	-0.8	-0.1	-0.4	0.0
Indirect other operating income and expenses	_	-	-	6.0	0.0
Movement in fair value of financial instruments	0.0	0.2	-0.1	-3.1	-0.6
Indirect share of profit/loss of jointly controlled entities	0.3	-	-	-	-
Indirect current taxes	0.5	-	-0.3	-1.8	0.0
Change in indirect deferred taxes	2.2	-11.6	7.3	29.7	-46.0
Indirect non-controlling interest	-6.7	-10.3	5.3	17.6	-2.7
Total	-40.3	31.1	-85.2	-167.9	162.1
Indirect result per share, diluted, EUR	-0.16	0.13	-0.39	-0.76	0.71
Profit/loss for the period attributable to parent company shareholders	13.0	78.3	-34.3	-124.1	200.3

# CITYCON OYJ'S CONSOLIDATED FINANCIAL STATEMENTS FOR 1 JANUARY - 31 DECEMBER 2011

Business-ID 0699505-3

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME, IFRS

EUR million	Note	1 Jan31 Dec. 2011	1 Jan31 Dec. 2010
Gross rental income	6	206.0	185.9
Service charge income		11.1	10.0
Turnover	7	217.1	195.9
Property operating expenses	8.11	71.6	67.4
Other expenses from leasing operations	9	1.2	1.3
Net rental income		144.3	127.2
Administrative expenses	10, 11, 12	28.0	23.3
Other operating income and expenses	13	0.2	0.3
Net fair value losses/gains on investment property	17	-35.3	50.8
Profit/losses on disposal of investment property	17, 23	0.6	2.6
Operating profit/loss		81.8	157.7
Financial income		54.4	73.7
Financial expenses		-116.8	-128.6
Net financial income and expenses	14	-62.4	-54.9
rectifialitia illoffie and expenses	17	UZ.T	JT.J
Share of profit/loss of jointly controlled entities	18	0.3	-
Profit/loss before taxes		19.7	102.8
Current taxes		-0.9	-0.6
Change in deferred taxes		2.5	-11.8
Income taxes	15, 21	1.6	-12.5
Profit/ loss for the period		21.3	90.4
Profit/loss attributable to			
Parent company shareholders		13.0	78.3
Non-controlling interest		8.3	12.0
Earnings per share attributable to parent company shareholders:			
Earnings per share (basic), EUR	16	0.05	0.34
Earnings per share (diluted), EUR	16	0.05	0.34
Other comprehensive expenses/income			
Net losses/gains on cash flow hedges	14	-35.9	5.1
Income taxes relating to cash flow hedges	15, 21	9.0	-1.3
Exchange gains/losses on translating foreign operations		0.6	3.1
Other comprehensive expenses/ income for the period, net of tax		-26.2	6.9
Total comprehensive loss/profit for the period		-4.9	97.3
Total comprehensive losst/profit attributable to	•		
Parent company shareholders		-13.4	83.4
Non-controlling interest		8.5	13.9

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION, IFRS

EUR million	Note	31 Dec. 2011	31 Dec. 2010
ASSETS			
Non-current assets			
Investment properties	17	2,522.1	2,367.7
Investments in jointly controlled entities	18	0.6	-
Intangible assets	19	1.9	1.5
Property, plant and equipment	20	1.0	1.0
Deferred tax assets	21	14.5	5.6
Derivative financial instruments and other non-current assets	22, 23	0.0	2.3
Total non-current assets		2,540.1	2,378.1
Investment properties held for sale	. 24	12.7	1.5
			•
Trade and other receivables	22, 25	33.2	37.4
Derivative financial instruments	22, 23	0.5	-
Cash and cash equivalents	22, 26	91.3	19.5
Total current assets		125.0	56.9
Total assets		2,677.7	2,436.5

EUR million Note	31 Dec. 2011	31 Dec. 2010
LIABILITIES AND SHAREHOLDERS' EQUITY		
ZINDEFILESTING STATELLOCKETO EQUIT		
Equity attributable to parent company shareholders 27	•	
Share capital	259.6	259.6
Share premium fund	131.1	131.1
Fair value reserve	-45.7	-18.8
Invested unrestricted equity fund	273.7	198.8
Translation reserve	-7.8	-8.2
Retained earnings	291.7	287.0
Total equity attributable to parent company shareholders	902.6	849.5
Non-controlling interest	59.2	50.7
Total shareholders' equity	961.8	900.2
LIABILITIES	-	
Long-term liabilities		
Loans 22,28	1,339.5	1,212.4
Derivative financial instruments 22, 23	53.9	18.7
Deferred tax liabilities 21	59.8	62.6
Other liabilities 22	0.4	0.5
Total long-term liabilities	1,453.7	1,294.2
Short-term liabilities	-	
Loans 22,28	208.4	185.3
Derivative financial instruments 22,23	0.6	1.6
Trade and other payables 22, 29	53.2	55.3
Total short-term liabilities	262.2	242.2
Total liabilities	1,715.9	1,536.3
Total liabilities and shareholders' equity	2,677.7	2.436.5

# CONSOLIDATED CASH FLOW STATEMENT, IFRS

EUR million Note	1 Jan31 Dec. 2011	1 Jan31 Dec. 2010
Cash flow from operating activities		
Profit/loss before taxes	19.7	102.8
Adjustments:		
Depreciation and amortisation 12,31	1.0	0.8
Net fair value losses/gains on investment property 17, 31	35.3	-50.8
Profit/losses on disposal of investment property 17, 24, 31	-0.6	-2.6
Financial income 14, 31	-54.4	-73.7
Financial expenses 14, 31	116.8	128.6
Other adjustments 31	0.8	0.0
Cash flow before change in working capital	118.6	105.1
Change in working capital 31	1.6	2.9
Cash generated from operations	120.2	108.0
Interest expenses and other financial expenses paid	-60.1	-68.0
Interest income and other financial income received	0.6	0.5
Realised exchange rate losses and gains	-1.8	-10.6
Taxes received/paid	7.2	-9.9
Net cash from operating activities	66.0	20.0
Cook flow from investing activities		
Cash flow from investing activities  Acquisition of subsidiaries, less cash acquired 17	-33.7	-6.7
Acquisition of investment properties 17	-105.5	-0./
Acquisition of investment properties 17  Capital expenditure on investment properties 17	-105.5	-126.0
Capital expenditure on investments in jointly controlled entities,	-01.1	-120.0
intangible assets and PP&E 18, 19, 20	-1.4	-1.0
Sale of investment properties 17, 24	18.6	66.3
Net cash used in investing activities	-203.0	-67.5
Net Cash used in investing activities	-203.0	-07.5
Cash flow from financing activities		
Sale of treasury shares 27	0.4	0.2
Proceeds from share issue 27	98.9	62.2
Share subscriptions based on stock options 27	-	3.3
Proceeds from short-term loans 28	160.9	109.0
Repayments of short-term loans 28	-100.2	-192.6
Proceeds from long-term loans 28	594.6	346.5
Repayments of long-term loans 28	-511.8	-252.2
Dividends and return from the invested unrestricted equity fund 27	-34.3	-31.2
Net cash from financing activities	208.5	45.2
Net change in cash and cash equivalents	71.6	-2.3
Cash and cash equivalents at period-start 26	19.5	19.8
Effects of exchange rate changes	0.2	2.0
Cash and cash equivalents at period-end 26	91.3	19.5

# CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY, IFRS

		Equity attrib	utable to par	ent company sh	areholders				
EUR million	Share capital	Share premium fund	Fair value reserve	Invested unrestricted equity fund	Translation reserve	Retained earnings	Total	Non- controlling interest	Total share- holders' equity
Balance at 31 Dec. 2009	259.6	131.1	-22.7	155.2	-9.5	217.3	731.1	36.8	767.9
Profit for the period	*	-		-	-	78.3	78.3	12.0	90.4
Net gains/losses on cash flow hedges, net of tax (Notes 14, 15 and 21)			3.8		-		3.8		3.8
Exchange gains/losses on translating foreign operations					1.2		1.2	1.9	3.1
Total other comprehensive income/expenses for the period, net of tax		•	3.8		1.2		5.0	1.9	6.9
Total comprehensive profit/loss for the period			3.8		1.2	78.3	83.4	13.9	97.3
Share issue (Note 27)				62.2			62.2		62.2
Share subscriptions based on stock options (Notes 27 and 30)		•		3.3	-		3.3		3.3
Recognised gain in the equity arising from convertible bond buybacks (Note 28)	•	•••••		•	•	0.0	0.0	***************************************	0.0
Sale of treasury shares (Note 27)		•		0.2	•		0.2	•	0.2
Dividends and return from the invested unrestricted equity fund (Note 27)				-22.1		-8.8	-30.9		-30.9
Share-based payments (Notes 27 and 30)						0.3	0.3		0.3
Balance at 31 Dec. 2010	259.6	131.1	-18.8	198.8	-8.2	287.0	849.5	50.7	900.2
Profit for the period		•			-	13.0	13.0	8.3	21.3
Net losses/gains on cash flow hedges, net of tax (Notes 14, 15 and 21)	•	-	-26.8	-	-		-26.8		-26.8
Exchange gains/losses on translating foreign operations	•			-	0.4		0.4	0.2	0.6
Total other comprehensive expenses/income for the period, net of tax	*		-26.8	-	0.4		-26.4	0.2	-26.2
Total comprehensive loss/profit for the period			-26.8		0.4	13.0	-13.4	8.5	-4.9
Share issue (Note 27)				98.9			98.9		98.9
Sale of treasury shares (Note 27)	•			0.4			0.4		0.4
Dividends and return from the invested unrestricted equity fund (Note 27)	•	•		-24.5	-	-9.8	-34.2		-34.2
Share-based payments (Notes 27 and 30)		•		-	-	1.5	1.5		1.5
Balance at 31 Dec. 2011	259.6	131.1	-45.7	273.7	-7.8	291.7	902.6	59.2	961.8

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 1. BASIC COMPANY DATA

As a real estate investment company specialising in retail properties, Citycon operates largely in the Helsinki Metropolitan Area and Finland's major regional centres as well as in Sweden and the Baltic Countries. Citycon is a Finnish, public limited liability company established under Finnish law and domiciled in Helsinki, the address of its registered office being Pohjoisesplanadi 35 AB, Fl-00100 Helsinki. The Board of Directors has approved the financial statements on 7 February 2012. In accordance with Finnish Company Law, annual general meeting has the right to not approve the financial statements approved by the Board of Directors and return the financial statements back to the Board of Directors for a correction.

A copy of Citycon's Consolidated Financial Statements is available on the corporate website at www.citycon.fi and from the Group's headquarters at the address Pohjoisesplanadi 35 AB. FI-00100 Helsinki, Finland.

#### 2. BASIS OF PREPARATION

Citycon has prepared its consolidated financial statements in accordance with the International Financial Reporting Standards (IFRS) and applied the IFRS/IAS standards, effective as of 31 December 2011, which refer to the approved applicable standards and their interpretations under European Union Regulation No. 1606/2002. Notes to the consolidated financial statements are also in compliance with Finnish accounting legislation and Community legislation.

Citycon has used IFRS as the primary basis of its financial statements preparation from the beginning of 2005. Available-for-sale financial assets, derivative contracts and investment properties, are measured at fair value following their initial recognition. In other respects, the consolidated financial statements are prepared at historical cost. The financial statements are shown in millions of euros and rounded in thousands of euros.

Preparing the financial statements under IFRS requires that the company's management make certain accounting estimates and assumptions, which have an effect on the application of the accounting policies and the reported amounts of assets, liabilities, income and expenses, as well as notes to the accounts. These estimates and associated assumptions are based on historical experience and various other factors deemed reasonable under the circumstances, the results of which form the basis of management judgements about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised

for the period in which the estimate is revised if the revision affects only that period, or in the current and future periods if the revision affects both current and future periods. The chapter 5 Key estimates and assumptions, and accounting policies requiring judgment provides a more detailed description of the factors underlying judgements and assumptions.

#### 3. CHANGES IN IFRS AND ACCOUNTING POLICIES

# 3.1 New standards as well as interpretations and changes applied in 2011

The following new standards as well as amendments and interpretations to the existing standards have been adopted in the financial statements 2011. These new standards and amendments were not relevant to Citycon as they didn't significantly change Citycon's accounting policies.

- IFRS 1 First-Time adoption of International Financial Reporting Standards (IFRS): Limited exemption from comparative IFRS 7 disclosures for first-time adoptors,
- IAS 24 Related party disclosures (amendment),
- IAS 32 Classification of rights issues (amendment),
- IFRIC 14 Prepayments of a minimum funding requirement (amendment),
- IFRIC 19 Extinguishing financial liabilities with equity instruments.
- Improvements to IFRS (May 2010).

# 3.2 Standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Group:

The following standards and amendments to existing standards have been published and are mandatory for the group's accounting periods beginning on or after 1 January 2012 or later periods, but the group has not early adopted them. These are those that Citycon reasonably expects to have an impact on disclosures, financial position or performance when applied at future date. Citycon will adopt these standards when they become effective.

- IAS 1 Financial statement presentation,
- IAS 12 Income taxes (amendment).
- IAS 27 Separate financial statements (as revised in 2011),
- IAS 28 Investments in associates and joint ventures (as revised in 2011),
- IFRS 9 Financial instruments.
- IFRS 10 Consolidated financial statements,
- IFRS 11 Joint arrangements,
- IFRS 12 Disclosure of involvement with other entities, and
- IFRS 13 Fair value measurement.

The following standards and amendments to existing standards have been published and are mandatory for the group's accounting periods beginning on or after 1 January 2012 or later periods, but the group has not early adopted them. These are not relevant to Citycon, because according to the company's current view, they will not significantly change its accounting policies nor presentation of the accounts.

- IFRS 1 First-Time adoption of International Financial Reporting Standards (IFRS) (amendment),
- IAS 19 Employee benefits (amendment),
- IFRS 7 Financial instruments disclosures: Enchanced derecognition disclosure requirement.

#### 4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 4.1 Group accounting

The consolidated financial statements include Citycon Oyj and its subsidiaries, as well as holdings in its associated and joint-venture companies.

#### 4.1.1 Subsidiaries

Subsidiaries refer to companies in which the Group holds a controlling interest. This controlling interest implies that the Group has the power to govern the entity's financial and operating policies for the purpose of profiting from its operations. Subsidiaries are consolidated from the date on which control is transferred to the Group, until the date on which said control ceases.

Intra-Group transactions and profit allocation are eliminated in the consolidated financial statements.

When an acquisition is made, the judgment is needed whether the acquisition is treated as an asset acquisition or either as a business acquisition (see Chapter 5.2.2 Business acquisitions and asset acquisitions for judgment principles). An asset acquisition does not generate goodwill, but the entire acquisition cost is allocated to land, buildings and other assets and liabilities.

If business acquisition is made, IFRS 3 Business Combinations will apply, whereby the acquisition cost is allocated to the acquired assets. liabilities and contingent liabilities at their fair value. Goodwill arises when the given consideration exceeds the fair value of the acquired net assets.

#### 4.1.2 Jointly controlled assets

Mutual real estate companies in Finland, in which the ownership of Citycon is less than 100%, are treated as jointly controlled assets in accordance with IAS 31 Interests in Joint Ventures. Jointly controlled assets are included in the consolidated financial statements using proportionate consolidation, whereby the Group's share of assets, liabilities, income and expenses are

included in the consolidated financial statements line-by-line. The proportionate consolidation method applies to all joint ventures of this kind, regardless of the Group's holding in the joint venture.

Citycon has no associated companies as referred to in IFRS, since all mutual real estate companies, also those in which the ownership is less than 50%, are treated as jointly controlled assets, as described above.

#### 4.1.3 Jointly controlled entities

Citycon has in interest in joint venture, which is treated as a jointly controlled entity based on IAS 31 Interest in Joint Ventures. In jointly controlled entity, venturers have a contractual arrangement that establishes joint control over the economic activities of the entity. Citycon recognises its interest in jointly controlled entity with equity method. The Group presents the aggregate share of profit or loss from the jointly controlled entity on the face of its income statement in line "Share of profit of jointly controlled entities". In the Note 18 "Investments in jointly controlled entities are presented.

#### 4.2 Foreign currency transactions

Transactions denominated in foreign currencies are measured at the exchange rate quoted on the transaction date. Any exchange rate differences resulting from currency translation are entered under financial expenses and income in the income statement.

Monetary receivables and payables denominated in foreign currencies on the balance sheet date are measured at the exchange rate quoted on the balance sheet date. Non-monetary items denominated in foreign currencies and measured at fair value are translated into euros using the exchange rates quoted on the valuation date, while other non-monetary items are measured at the exchange rate quoted on the transaction date.

Foreign subsidiaries' income statements have been translated into euros using average exchange rates quoted for the financial period and balance sheets using the exchange rate quoted on the balance sheet date. Any resulting exchange rate difference is recognised as a translation difference under shareholders' equity. Translation differences resulting from the elimination of the historical cost of foreign subsidiaries and from items included in shareholders' equity following their acquisition, are recognised under shareholders' equity.

#### 4.3 Investment property

Investment property refers to land or a building, or part of a building, held to earn rental income or capital appreciation, or both. Under IAS 40, investment property is measured at fair value, with gains and losses arising from changes in fair values being included in the income statement.

The investment properties are measured initially at cost, in-

cluding transaction costs such as consultant fees and transfer taxes. After their initial measurement investment properties are subject to a fair value model valuation, which is conducted by an external appraiser for the first time at the end of the quarter following the acquisition.

Fair value is defined as the amount for which an asset could be exchanged between knowledgeable, willing parties in an arms' length transaction. An investment property's fair value reflects the actual market position and circumstances on the balance-sheet date, best manifested in prices paid for properties on the active market on the review date, and the location and condition of these properties corresponding to those of the property under review while applying similar lease or other contracts.

Using International Valuation Standards (IVS), an external professional appraiser conducts the valuation of the company's property at least once a year, or at more regular intervals due to any major changes in the market. During 2011 and 2010, Citycon had its properties valued by an external appraiser on a quarterly basis.

A ten-year cash flow analysis based on the net rental income is used to determine the fair value of investment properties. The basic cash flow is determined by the company's lease agreements valid at the valuation date. Upon the lease's expiry, the market rent assessed by an external appraiser is used to replace the contract rent. Gross rental income less operating expenses and investments equals cash flow, which is then discounted at the property-specific yield requirements. Yield requirements are determined for each property in view of property-specific and market risks. The total value of the property portfolio is calculated as the sum of the individual properties based on the cash-flow method.

Citycon redevelops its investment properties. When Citycon begins to redevelop its existing investment property, the property remains as an investment property, which is measured based on a fair value model in accordance with IAS 40.

The fair value of (re)development projects i.e. investment properties under construction (IPUC) is determined under IAS 40 and Citycon uses a normal cash flow analysis or a special project model to measure the fair value of its (re)development projects, depending on the nature of the project. Both models take account of capital expenditure on the (re)development project and the property's future cash flows according to the (re)development project's schedule. Citycon takes into account the (re)development projects in its fair value evaluation, as soon as the Board of Directors has made a positive investment decision on the project and the external appraiser considers that sufficient information is available for a reliable valuation. In the fair value evaluation on 31 December 2011, Citycon valued 5 properties (7 properties on 31 December 2010) as (re)development projects.

All potential development projects have been left out of the valuation conducted by the external appraiser. The valuation of

properties with potential development projects is based on the situation and the estimated rental value on the valuation date. All undeveloped lots, or those under development, are evaluated based on their zoning on the valuation date. The value in each case was set based on market observations.

The fair value of Citycon's investment properties in the balance sheet equals the property portfolio's total value determined by the external appraiser, capital expenditure on development projects that have not been taken into account by the external appraiser, as well as the value of new properties acquired during the reporting quarter.

Gains and losses resulting from fair-value changes for investment properties are stated as separate items in the income statement.

#### 4.4 Investment properties held for sale

An investment property is derecognised from the statement of financial position on disposal or when the investment property is permanently withdrawn from use and no future economic benefits are expected from its disposal. As a main rule, investment properties not under construction or development for the purpose of a sale are measured at fair value in accordance with IAS 40 and presented under 'Investment properties' in the statement of financial position. However, if the sale of an operative investment property is deemed probable, such a property is transferred to 'Investment properties held for sale' in the statement of financial position. A sale is deemed highly probable when

- the Board is committed to a plan to sell the property and an active programme to locate a buyer and complete the plan must have been initiated.
- the property is actively marketed for sale at a price that is reasonable in relation to its current fair value,
- the sale should be expected to qualify for recognition as a completed sale within one year.

However, investment properties held for sale are still recognised at fair value in accordance with IAS 40. Investment properties held for sale totalled EUR 12.7 million on 31 December 2011 (EUR 1.5 million on 31 December 2010).

#### 4.5 Inventory properties

Under IAS 40, a property must be reclassified under inventories in the event of a change in the use of the property, evidenced by development starting with a view to a sale. If an investment property is being built/developed with a view to a sale, it will be treated in accordance with IAS 2 Inventories: it is recognised either at cost or below at net realisable value. If the property was acquired with a view to a sale, it will also be treated in accordance with IAS 2 Inventories. When a property is treated in accordance with IAS 2 Inventories, the property's value is presented under

'Inventory properties' in the statement of financial position. Citycon had no inventory properties on 31 December 2011 or 31 December 2010.

#### 4.6 Property, plant and equipment

Property, plant and equipment (PPE) are measured at historical cost less straight-line depreciation and any impairment losses. These assets consist mainly of office machinery and equipment and other tangible assets such as artworks. Machines and equipment leased under finance leases are also recognised within property, plant and equipment.

PPEs are depreciated on a straight-line basis over the asset's expected useful economic life. The asset's useful economic life and estimated residual values are reviewed on an annual basis. If any major differences occur between the values, the depreciation plan is revised to correspond to these new values. The following depreciation periods apply:

- Machinery and equipment are depreciated on a straight-line basis over ten years.
- Other PPEs are depreciated on a straight-line basis over three to ten years.
- This also applies to tangible assets leased under finance lease. Such an asset is depreciated over its useful economic life or within the shorter lease term.

Capital gains or losses on the sale of PPEs are recognised in the income statement.

#### 4.7 Intangible assets

An intangible asset is recognised in the balance sheet, provided its historical cost can be measured reliably and it is probable that its expected economic benefits will flow to the company.

Intangible assets are measured at cost less amortisation and any impairment losses.

These assets include mainly computer software. They are amortised over their useful life on a straight-line basis over five years.

#### 4.8 Impairment of tangible and intangible assets

On each balance-sheet date, property, plant and equipment and intangible assets are assessed to determine whether there is any indication of impairment. If any indication of an impaired asset exists, the asset's recoverable amount must be calculated. Should the asset's carrying amount exceed its recoverable amount, it is impaired, and the resulting impairment loss is recognised in the income statement.

#### 4.9 Financial assets and liabilities

#### 4.9.1 Recognition and measurement

As required by IAS 39, financial assets are classified into the following categories for measurement purposes:

- 1. loans and other receivables not held for trading,
- 2. available-for-sale financial assets and
- 3. financial assets at fair value through profit or loss.

The classification of a financial asset is determined by the purpose for which the asset is purchased at the time of its purchase.

Loans and other receivables not held for trading include financial assets which the company has created by providing money, goods or services directly to the debtor. Initially recognised at cost, these assets under current and non-current assets are carried at amortised cost. Their balance sheet value is impaired by the amount of any credit loss. In the company's consolidated statements of financial position as at 31 December 2011 and 31 December 2010, loans and other receivables include the items "Other non-current assets", 'Trade and other receivables' and 'Cash and cash equivalents'.

Available-for-sale financial assets are non-derivative assets carried at fair value. Changes in their fair value are recognised in the fair value reserve under shareholders' equity and in the income statement when the asset is disposed of or it has lost its value to the extent that an impairment loss must be recognised for the asset. Available-for-sale financial assets are intended to be held for an indefinite period and can be sold at a time deemed appropriate. On 31 December 2011 or 31 December 2010, Citycon had no available-for-sale financial assets.

Citycon concludes derivative contracts for hedging purposes only. Derivative contracts not fulfilling the criteria set for hedge accounting, or for which Citycon has decided not to apply hedge accounting, are classified as financial assets or liabilities at fair value through profit or loss. On 31 December 2011 and 31 December 2010, Citycon didn't have any derivative contracts classified as financial assets at fair value through profit or loss.

Financial liabilities are classified as

- 1. financial liabilities at fair value through profit or loss or
- 2. financial liabilities at amortised cost.

Financial liabilities are initially recognised at fair value. Afterwards, financial liabilities excluding derivative debt are recognised at amortised cost using the effective interest method. In the company's consolidated statement of financial position, on 31 December 2011 and 31 December 2010, financial liabilities at amortised cost include the items 'Loans', 'Other liabilities' and 'Trade payables and other payables'. On 31 December 2011 Citycon didn't have any derivative contracts classified as financial liabilities at fair value through profit or loss on 31 December 2011 and on 31 December 2010.

Financial assets and liabilities are recognised in the balance sheet on the basis of the settlement date.

#### 4.9.2 Derivative contracts and hedge accounting

Derivatives are initially measured at cost (if available) and remeasured at fair value on each balance sheet date.

Citycon uses interest rate swaps to hedge the interest rate cash flow risk. These interest rate swaps hedge against volatility in future interest payment cash flows (cash flow hedging) resulting from interest rate fluctuations, and the resulting profit fluctuations. Citycon applies hedge accounting to the majority of its interest rate swaps, under IAS 39, according to which the amount of financial instruments' fair value change stemming from effective hedging is recognised under other comprehensive income, whereas the amount stemming from ineffective hedging is recognised in the statement of comprehensive income under financial income and expenses. The amount in the fair value reserve is recognised in the statement of comprehensive income during the period when the cash flow from the hedged item is realised and affects earnings. If the criteria for hedge accounting are not met, changes in fair value are recognised in full through profit or loss.

Interest payments based on interest rate swaps are included in interest expenses. Changes in "fair value through profit or loss" are recognised as financial expenses or income, as hedge accounting is not applied. The fair value of interest rate swaps is shown in current or non-current receivables or short-term or long-term liabilities in the statement of financial position. The fair value of interest rate swaps is based on the present value of estimated future cash flows.

The company uses foreign exchange derivatives to hedge against exchange rate risk relating to financial assets and liabilities denominated in foreign currency. Fair value changes related to foreign exchange derivatives are recognised in the statement of comprehensive income, since fair value changes related to financial assets and liabilities denominated in foreign currencies are also recognised therein.

#### 4.9.3 Embedded derivatives

Under IAS 39, an embedded derivative – a derivative instrument included in another contract, or a host contract, whose financial characteristics are not closely related to those of its host contract – must be separated from the host contract under certain circumstances, accounted for at fair value and changes in its fair value must be recognised in the statement of comprehensive income. The Group has no embedded derivatives.

#### 4.9.4 Impairment of financial assets

A financial asset is impaired if its carrying amount exceeds its estimated recoverable amount. If there is objective evidence that a financial asset measured at amortised cost is impaired, the resulting impairment loss must be recognised in the statement of comprehensive income. If the amount of impairment loss de-

creases during a subsequent financial period and this fall can be regarded as relating to an event after the date of impairment recognition, the asset's impairment will be reversed.

#### 4.10 Cash and cash equivalents

Cash and cash equivalents consist of cash, bank deposits withdrawable on call, and other short-term, highly liquid investments. A maximum maturity of three months from the date of acquisition applies to cash and cash equivalents.

#### 4.11 Share capital

Ordinary shares are classified as equity. The company has a single series of shares, with each share entitling to one vote at general meetings of shareholders. The shares have no nominal value, and there is no maximum amount to share capital.

Incremental costs directly attributable to the issue of new ordinary shares or options are shown in equity as a deduction, net of tax, from the proceeds. Where any group company purchases the company's equity share capital (treasury shares), the consideration paid, including any directly attributable incremental costs (net of income taxes) is deducted from equity attributable to the company's equity holders until the shares are reissued. Where such ordinary shares are subsequently reissued, any consideration received, net of any directly attributable incremental transaction costs and the related income tax effects, is included in equity attributable to the company's equity holders.

#### 4.12 Provisions

Provisions are recognised when Citycon has a present legal or constructive obligation as a result of past events, when it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount of this obligation can be made.

Long-term provisions shown in the financial statements are based on net present values.

#### 4.13 Income recognition

#### 4.13.1 Rental income

Leases based on Citycon as a lessor renting out investment properties are classified under operating leases, since Citycon retains a significant share of risks and rewards of ownership. Rental income from operating leases is spread evenly over the lease term.

Citycon also has leases including rent-free periods or rental discounts and which have been agreed in the original lease. Such lease incentives are treated according to SIC Interpretation 15 Operating Leases – Incentives and are recognised on a straight-line basis over the lease term, although rent payments are not received on the same basis. Citycon has also allowed rental discounts which have not been agreed in the original lease. In such cases, the lease-

holder has requested a rental discount due to the market situation or the property's (re)development project. Such temporary rental discounts are recognised in the income statement during the period for which rent reductions have been granted.

On behalf of the lessee, Citycon may perform alteration work on premises rented by the lessee and charge the lessee for the resulting costs, in the form of a rent increase. The Group recognises the alteration-related rent increase as rental income over the lease term. Rent increase and the expense arising from the alteration work are taken into account when measuring the fair value of investment property.

#### 4.13.2 Service charges

Service charges are recognized in the period in which the expense it relates to is expensed. Service charges are included gross of the related costs in turnover as Citycon considers to act as principal in this respect.

Deeming itself the principal is based on the fact that Citycon selects the maintenance service providers for its properties, concludes agreements with property maintenance suppliers and bears the credit risk associated with maintenance. In addition, the tenant doesn't have a possibility to select the property maintenance service provider, nor the tenant can impact the service providers' pricing.

Service income, such as marketing income, is recognised for the period during which the services are provided.

#### 4.13.3 Sale of an existing property

A property is deemed as sold when the significant risks and rewards of ownership have been transferred to the buyer.

#### 4.13.4 Sale of a property under construction

When property is under (re)development and agreement has been made to sell such property when construction is complete, Citycon considers whether it was agreed to construct a property or to sell a completed property. If agreed to sell the completed property, the property is regarded as sold when the significant risks and rewards of ownership have been transferred to the buyer. If agreed to construct a property, the revenue from disposal is recognised using the percentage of completion method as construction progresses, if the risks and rewards of the work in progress are transferred to the buyer as construction progresses.

#### 4.13.5 Interest income

Interest income is recognised according to the time that has elapsed, using the effective interest method.

#### 4.13.6 Dividend income

Dividend income is recognised when the right to receive a dividend is established.

#### 4.14 Borrowing costs

Borrowing costs are usually expensed as incurred. However, borrowing costs, such as interest expenses and arrangement fees, directly attributable to the acquisition, construction or production of a qualifying asset are capitalised as part of the cost of that asset. A qualifying asset is an asset that necessarily takes a substantial period of time to be ready for its intended use or sale. Capitalisation commences when the refurbishment of a property, or the construction of a new building or extension, begins and ceases once the building is ready for lease. Capitalisable borrowing costs include costs of funds borrowed for a construction project or costs attributable to a construction project multiplied by the capitalisation rate. The capitalisation rate is the weighted average cost of Citycon's borrowings for the financial year. Borrowing costs arising from the purchase cost of land are also capitalised on the development project, but only when activities necessary to preparing the asset for development are in progress on the purchased land.

Loan-related transaction expenses clearly associated with a specific loan are included in the loan's cost on an accrual basis and recognised as interest expenses, using the effective interest method.

#### 4.15 Taxes

Income taxes include taxes based on the taxable income of Group companies for the financial period, adjustments for previous periods' taxes and changes in deferred taxes. Tax based on taxable income for the period is calculated in accordance with the tax legislation enacted in each country.

Deferred tax assets and liabilities are calculated on temporary differences arising between the tax bases of assets and liabilities, and their carrying amounts. A major temporary difference arises between the fair value and taxable value of investment properties. In such a case, taxes are calculated on the difference between the property's fair value and the debt-free acquisition cost of shares in the mutual real estate company in question, or the non-depreciated residual value of the directly owned property.

It is the company's policy to realise its shareholding in property companies by selling the shares it holds. For properties owned abroad, such deferred taxes are not recognised because, due to the ownership structure, property disposal does not lead to tax implications.

No deferred tax on subsidiaries' retained earnings is recognised, to the extent that the difference is unlikely to be discharged in the foreseeable future.

Deferred tax assets are recognised to the extent that it appears probable that future taxable profit will be available, against which the temporary differences can be utilised.

If the recognition of deferred taxes is attributable to an item recognised in shareholders' equity, such as a change in the fair

value of a derivative instrument used for hedging purposes, deferred taxes will also be recognised in shareholders' equity.

The tax rate enacted by the balance sheet date is used to determine deferred tax.

#### 4.16 Leases - Citycon as lessor

Leases, for which Citycon acts as a lessee, are classified as finance leases and recognised as assets and liabilities if the risks and rewards related to the property have been passed on to the company. Leases are classified at their inception and recognised at the lower of the present value of the minimum lease payments, and the fair value of the asset under PPE and financial liabilities. PPE is depreciated over its useful economic life or during the lease term. Lease payments in the income statement are recognised as interest or the repayment of financial liabilities.

Leases are classified as operating leases if substantially all of the risks and rewards inherent in holding such leased assets have not been transferred to the lessee.

#### 4.17 Pensions

The Group's employee pension cover is based on statutory pension insurance. Pension schemes are classified into two categories: defined contribution plans and defined benefit plans. Where contributions under defined contribution plans are recognised in the income statement for the period during which such contributions are made, defined benefit pension plans are based on actuarial calculations.

Defined benefit schemes' assets are measured at fair value, their obligations at discounted present value and any net surplus or deficit is recognised in the balance sheet. Actuarial gains and losses are charged or credited to equity through other comprehensive income in the period in which they arise. Service cost is spread systematically over the working life. Professional actuaries perform these calculations using the projected credit method.

#### 4.18 Share-based payments

Citycon has applied IFRS 2 Share-based Payment to its stock options and to the long-term share-based incentive plan. Such stock options and share-based incentive plans are measured at fair value on the grant date and expensed over their vesting period. Stock options granted before the above date have not been expensed.

Citycon uses the Black & Scholes option-pricing model to measure the fair value of stock options.

#### 4.19 Dividend distribution

Dividends to the company's shareholders are recognised as a liability in the consolidated statement of financial position, for the period during which the Annual General Meeting of shareholders approves the dividends.

# 5. KEY ESTIMATES AND ASSUMPTIONS, AND ACCOUNTING POLICIES REQUIRING JUDGMENT

The preparation of financial statements in accordance with IFRS requires the use of estimates and assumptions. Judgment is also required in the application of certain accounting policies. These may affect the reported assets and liabilities, recognition of income and expenses for the period, and other information such as the presentation of contingent liabilities. Although these estimates are based on the best knowledge and current information available, the actual results may differ from the estimates.

#### 5.1 Key estimates and assumptions

Estimates and assumptions bearing a significant risk concerning a material change in the carrying amounts of assets or liabilities are presented in the following.

#### 5.1.1 Fair value of investment properties

Measuring the fair value of investment property is a key accounting policy that involves the management's judgement and assumptions about future uncertainties. Market rents, occupancy rate, operating expenses and yield requirement form the key variables used in the investment property's fair-value measurement. The evaluation of these variables involves the management's judgement and assumptions. On 31 December 2011, the fair value of investment properties totalled EUR 2,522.1 million (EUR 2,367.7 million). An analysis of investment properties' sensitivity to key variables is presented under Note 17. Investment Properties.

Citycon uses a net rental income based cash flow analysis to measure the fair value of its investment properties. Net rental income and the yield requirement of each property must be defined for the cash flow analysis. Net rental income equals gross rental income less operating expenses. The yield requirement is used for discounting the yearly net rental income less investments, to which the discounted residual value and other assets, such as unused building rights and lots, are added to obtain the fair value of investment property. The key parameters of the cash flow analysis are the following items:

- Market rents, which affect rental income in the cash flow analysis, are determined by market supply and demand. The external appraiser defines the market rents for each property.
- The occupancy rate stands for that part of the leasable space (Gross Leasable Area, GLA) that is leased. The occupancy rate is determined by the lease agreements valid on the valuation date. Upon a lease expiry, measuring the occupancy rate involves the management's assumptions. The occupancy rate affects the yearly rental income.
- Operating expenses comprise costs resulting from the property's management, maintenance, heating, electricity, water supply etc. Operating expenses are determined based on the

- previous year's operating expenses and the benchmark data collected by the external appraiser.
- The yield requirement comprises risk-free interest as well as property-specific and market risk. The property-specific risk is defined by Citycon and this definition involves the management's judgement and assumptions. Market risks are defined by an external appraiser. Yield requirement added by inflation assumption is used as the discount rate in the cash flow analysis. When the yield requirement decreases, the fair value of investment properties increases.

Other variables involving estimates and assumptions are the current leases' extension probability, the duration of vacant areas, investments, the inflation rate and rental growth assumptions.

Citycon uses a normal cash-flow analysis or a special project model to measure the fair value of its (re)development projects depending on the nature of the project. Although the project model applies principles similar to those used in the cash flow analysis measuring the investment property's fair value, it is better suited to modelling changes, in many cases significant ones, in premises and contracts during the development project. Based on the project model, the property can be divided into different parts and the current leases, future leases, project schedules and capital expenditure can be defined for each of these parts, which may comprise the various floors, areas or a larger space within the building. In addition, risks associated with the development project and the property's future use can be defined for the yield requirement for development projects. Following this, each part is subject to the cash flow analysis and the parts' combined cash flow constitutes the development project's fair value.

When evaluating the fair value of (re)development projects, either with a normal cash flow analysis or with the use of a special project model, the judgement or assumptions about future investments, rental agreements and the project's timetable must be made.

#### 5.1.2 Taxes

Citycon is subject to income taxation in several countries. The complexity of tax legislation, as well as constant changes in it and in the operating environment, require Citycon to use estimates and assumptions when preparing its tax calculations. Future taxable income is uncertain, and the final amount of taxes may deviate from the originally recorded amount. If final tax deviates from originally recorded amounts, such differences may affect the period's taxable profit, tax receivables or liabilities as well as deferred tax assets or liabilities. Citycon's current taxes in 2011 amounted to EUR 0.9 million (EUR 0.6 million in 2010).

Deferred tax assets and liabilities are calculated on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts.

The major temporary difference arises between the fair value and taxable value of investment properties. Under the policy adopted by Citycon, deferred tax describes the tax payable on potential gains on sale in the case of a property being sold. This means that Citycon needs to estimate the future realisation of its property sales. In the main, Citycon realises its properties' sales by selling shares representing ownership in the property and by reporting deferred tax according to this rule. Deferred tax liability recognised from the difference between the fair value and taxable value of investment properties was EUR 57.5 million on 31 December 2011 (EUR 59.7 million on 31 December 2010).

Other main temporary differences relate to unused tax losses and financial instruments. When tax receivables are recognised for tax losses that have been confirmed in taxation, the company must evaluate whether it is probable that such tax losses can be used against a taxable profit arising in the future. Deferred tax asset from tax losses amounted to EUR 1.1 million million on 31 December 2011 (EUR 1.3 million on 31 December 2010).

No deferred tax is recognised on subsidiaries' retained earnings, to the extent that it is considered unlikely that such a difference will be discharged in the future. On 31 December 2011, Citycon had confirmed losses for which tax assets of EUR 19.4 million (EUR 16.6 million in 2010) were not recognised.

Deferred taxes are calculated on the balance sheet day using valid tax rates.

#### 5.2 Accounting policies requiring judgment

Citycon must use judgement when appling the following accounting policies.

#### 5.2.1 Classification of properties

Citycon uses judgment when classifying its properties into investment properties, inventory properties or investment properties held for sale, according to the following policies:

- Properties which are neither held for sale nor used in Citycon's administration or other operations but, rather, held to earn rentals or for capital appreciation or both, are classified as investment properties. Citycon had investment properties EUR 2,522.1 million on 31 December 2011 (EUR 2,367.7 million on 31 December 2010.
- Properties in which a redevelopment is initiated for the purpose of a sale, or which are being built/developed with a view to a sale, are classified as inventory properties. Citycon had no inventory properties on 31 December 2011 or 31 December 2010.
- Properties which are held to earn rentals and/or for capital appreciation, but whose sale is deemed probable, are classified as investment properties held for sale. Citycon had investment properties held for sale EUR 12.7 million on 31 December 2011 (EUR 1.5 million on 31 December 2010).

#### 5.2.2 Business acquisitions and asset acquisitions

Citycon purchases investment properties through asset acquisitions and business acquisitions. It applies IAS 40 Investment Property to the accounting treatment of asset acquisitions and IFRS 3 Business Combinations to the accounting treatment of business acquisitions. Citycon exercises judgement in assessing whether the purchase of an investment property or an investment property portfolio is classified as an asset acquisition or business acquisition. Acquisitions are treated as business acquisitions when significant set of activities is acquired in addition to the property. The significance of activities is assessed in accordance with the definition of ancillary services (e.g. maintenance, cleaning, security, book-keeping, etc.) of IAS 40. Citycon didn't have any business acquisitions in 2011 and 2010.

#### 5.2.3 Sale of investment properties and sale of business

When investment properties are sold, Citycon exercises judgement in estimating whether the sale is classified as a real estate

sale or sale of a business. For Citycon, characteristics of a sale of a business include, for example, the sale of a major line of business or geographical area of operations that also involves the transfer of staff and/or management essential to the business.

In the case of real estate sale, IAS 40 Investment Property or IAS 2 Inventory based accounting treatment is applied. Policies concerning the sale of individual investment properties or properties are described in 4.4 Investment properties held for sale and 4.5 Inventory properties.

In the case of sale of a business, IFRS 5, Non-current Assets Held for Sale and Discontinued Operations based accounting treatment is applied. Businesses i.e. disposal groups such as segments or property portfolios are classified as assets held for sale when their carrying amount is to be recovered, principally through a sale transaction, and a sale is considered highly probable. A sale is considered highly probable based on the policies presented under 4.4 Investment properties held for sale. Profit for the period from the business held for sale must be stated as a separate item in the consolidated statement of comprehensive income, while the business held for sale must be presented in the statement of financial position, separately from other assets. In addition, liabilities under the the business held for sale must be presented in the statement of financial position, separately from other liabilities. Citycon had no businesses held for sale on 31 December 2011 or 31 December 2010.

#### **6. GROSS RENTAL INCOME**

#### A) Breakdown of gross rental income

EUR million	2011	2010
Straight-lining of lease incentives	0.3	0.6
Temporary rental discounts	-2.4	-3.0
Additional rent from turnover based rental		
agreements	3.8	2.4
Gross rental income (excl. items above)	204.3	185.9
Total	206.0	185.9

#### B) General description of Citycon's lease agreements

In accordance with the table presented below, Citycon had 3,955 lease agreements on 31 December 2011 (3,765 agreements on 31 December 2010). The increase in number of lease agreements were due to acquisitions of shopping centre properties in the Baltic Countries and Sweden, opening of redevelopment projects and offset by divestments of shopping centre and supermarket properties in Finland and residential units in Sweden. In the majority, i.e. in 89 per cent (89% on 31 Dec. 2010) of Citycon's leases the rent is divided into base rent, tied to the cost-of-living index, and the maintenance charge. The maintenance charge, charged separately from the lessee, covers operating expenses incurred by the property owner due to property maintenance, while enabling the provision of any additional services requested by the lessee.

Part of Citycon's lease agreements also contain a turnoverlinked component in addition to a cost-of-living -indexation. Turnover based rent agreements accounted for roughly 49 per cent (43 per cent at 31.12.2010) of Citycon's lease portfolio at 31.12.2011. In Note 6. A) Breakdown of gross rental income, the additional rent received from turnover based rental agreements is presented.

Thus, Citycon's leases are chiefly leases with contingent rent payments in accordance with IAS 17.4, because the entire portfolio is tied to the cost-of-living index, a predetermined minimum rent increase and/or the lessee's turnover.

Number of lease agreements	31 Dec. 2011	31 Dec. 2010
Finland	1,699	1,672
Sweden	1,818	1,784
Baltic Countries	438	309
Total	3,955	3,765

In accordance with the table presented below, the average remaining length of Citycon's lease portfolio was 3.4 years on 31 December 2011 (3.2 years on 31 December 2010). Citycon mainly seeks to prepare fixed-term contracts. As a main rule, new leases are signed for a fixed period in all countries. Alongside storage facilities and individual parking spaces, apartments form the main exception to this. Fixed-term agreements represented about 78 per cent of Citycon's property portfolio on 31 December 2010 (75 percent on 31 December 2010) and initially fixed-term contracts 10 per cent on 31 December 2011 (11 per cent on 31 December 2010). The rest of the agreements are leases in effect until further notice (12 percent out of all leases on 31 December 2011 and 14 percent on 31 December 2010).

A new lease's duration depends on the type of premises to be leased and the tenant. With an anchor tenant, the company typically concludes long-term leases of 10 or even 20 years. Leases for smaller retail premises, however, are chiefly negotiated for a term of 3–5 years.

Average remaining length of lease portfolio at the end of financial year, year	31 Dec. 2011	31 Dec. 2010
Finland	3.5	3.0
Sweden	2.9	3.1
Baltic Countries	4.2	4.6
Average	3.4	3.2

#### C) Future minimum lease payments receivable under non-cancellable leases

Non-cancellable leases include fixed-term and initially fixed-term leases until the end of their terms. Leases in effect until further notice are assumed as non-cancellable leases for the equivalent of their notice period.

EUR million	31 Dec. 2011	31 Dec. 2010
Not later than 1 year	50.7	54.8
1-5 years	112.6	109.7
Over 5 years	46.2	24.8
Total	209.5	189.3

#### 7. SEGMENT INFORMATION

The presentation of segment information is based on the Group's geographical business units. In turn, these units are based on the Group's organisational structure and internal financial reporting. Furthermore, the Group's profit is reported to the Board of Directors, which is the chief operating decision maker, by the geographical business units. Citycon's management and Board of Directors assess the business units' performance on the basis of net rental income and EPRA operating profit. Fair value changes are also reported to Citycon's management and Board of Directors, by business unit. In addition to geographical business units, Citycon's management and Board of Directors monitor property-specific net rental income.

Segment assets and liabilities consist of operating items which the segment uses in its operations or which can be allo-

cated to the segment on a reasonable basis. Unallocated items include tax and financial items, as well as corporate items. No internal sales take place between segments.

Capital expenditure includes additions to the investment properties, property, plant and equipment and intangible assets in the statement of financial position.

Citycon's turnover mainly consists of rental income. Rental income arises mainly from retail premises from two different property types: shopping centres, and supermarkets and shops. Citycon presents its gross rental income broken down by prop-

Principal customers include the five biggest tenants, one of whose share of gross rental income exceeds 10 per cent. The proportion of gross rental income and the segment is specified for each of these tenants. The proportion of gross rental income is based on the rent roll at 31 Dec. 2011 and at 31 Dec. 2010.

#### A) Segment information

The geographical segments are Finland, Sweden and the Baltic countries. The segment Other mainly includes the administrative expenses arising from the Group's headquarter.

#### Finland

Citycon is Finland's largest company in the shopping-centre business. It owns 23 shopping centres, in addition to 37 other retail properties. 29 of the Finnish properties are located in the Helsinki Metropolitan Area and 31 elsewhere in Finland.

#### Sweden

Citycon has nine shopping centres and seven other retail properties in Sweden. Eight of the properties in Sweden are located in the Greater Stockholm Area, six in the Greater Gothenburg Area and two in Umeå

#### **Baltic Countries**

Citycon owns four shopping centres in the Baltic region, three in Estonia and one in Lithuania.

EUR million 1 Jan31 Dec. 2011	Finland	Sweden	Baltic Countries	Other	Tota
Gross rental income	127.3	57.4	21.2	-	206.0
Service charge income	5.1	2.7	3.3	-	11.1
Turnover	132.5	60.1	24.5	-	217.1
Property operating expenses	41.7	23.9	6.0	0.0	71.6
Other expenses from leasing operations	0.3	0.9	0.0	0.0	1.2
Net rental income	90.5	35.4	18.4	0.0	144.3
Administrative expenses	7.6	4.9	1.3	13.2	27.1
Other operating income and expenses	0.3	-	0.0	-0.1	0.2
EPRA operating profit	83.2	30.4	17.1	-13.4	117.4
Indirect administrative expenses	0.7	0.3	-	-	1.0
Net fair value losses/gains on investment property	-40.4	1.7	3.4	-	-35.3
Profit on disposal of investment property	0.0	0.6	0.0	-	0.6
Operating profit/loss	42.3	32.4	20.5	-13.4	81.8
Net financial income and expenses		-		-62.4	-62.4
Share of profit/loss of jointly controlled entitities		•	****	0.3	0.3
Income tax expense	•	•••••••••••••••••••••••••••••••••••••••	•••••••••••••••••••••••••••••••••••••••	1.6	1.6
Profit for the period	•	•••••••••••••••••••••••••••••••••••••••	•••••••••••••••••••••••••••••••••••••••		21.3
Allocated assets	1 5 4 7 4	6071	277.6		25221
Investment properties	1,547.4	697.1	277.6	-	2,522.1
Investment properties held for sale	- 10.6	12.7	- 1.0	-	12.7
Other allocated assets	10.6	21.5	1.0	94.9	128.0
Unallocated assets	•			145	145
Deferred tax assets				14.5	14.5
Derivative financial instruments	1 550.0	731.3	278.6	0.5 <b>109.8</b>	0.5
Assets	1,558.0	/31.3	2/8.0	109.8	2,677.7
Allocated liabilities					
Trade and other payables	5.1	19.4	1.6	27.0	53.2
Unallocated liabilities		•			
Interest-bearing liabilities				1,547.9	1,547.9
Deferred tax liabilities		•		59.8	59.8
Derivative financial instruments		•	-	54.5	54.5
Other unallocated liabilities				0.4	0.4
Liabilities	5.1	19.4	1.6	1,689.8	1,715.9
Carital averagitaves	62.5	4F F	1001	0.0	2167
Capital expenditure	62.5	45.5	108.1	0.6	216.7

EUR million 1 Jan31 Dec. 2010	Finland	Sweden	Baltic Countries	Other	Tota
Gross rental income	122.1	49.8	13.9	-	185.9
Service charge income	4.3	2.9	2.7	-	10.0
Turnover	126.5	52.8	16.7	_	195.9
Property operating expenses	39.3	23.3	4.8	0.0	67.4
Other expenses from leasing operations	0.4	0.7	0.1	0.0	1.3
Net rental income	86.7	28.7	11.8	0.0	127.2
Administrative expenses	6.1	4.6	1.2	10.5	22.5
Other operating income and expenses	0.3	-	0.0	-	0.3
EPRA operating profit	80.9	24.1	10.6	-10.5	105.0
Indirect administrative expenses	0.0	0.7	-	-	0.8
Net fair value gains/losses on investment property	24.5	22.8	3.5	-	50.8
Profit on disposal of investment property	2.2	0.5	0.0	-	2.6
Operating profit/loss	107.5	46.7	14.1	-10.5	157.7
Net financial income and expenses				-54.9	-54.9
Income tax expense	-	•		-12.5	-12.5
Profit for the period					90.4
Allocated assets					
Investment properties	1,533.0	668.6	166.1	-	2,367.7
Investment properties held for sale	1.5	-	-	-	1.5
Other allocated assets	6.2	20.1	0.7	32.4	59.4
Unallocated assets					
Deferred tax assets				5.6	5.6
Derivative financial instruments				2.2	2.2
Assets	1,540.6	688.8	166.8	40.3	2,436.5
Allocated liabilities					
Trade and other payables	18.3	19.9	2.3	14.8	55.3
Unallocated liabilities	•	-	-	_	
Interest-bearing liabilities	•	-	-	1,397.7	1,397.7
Deferred tax liabilities	-	-	-	62.6	62.6
Derivative financial instruments		-	-	20.3	20.3
Other unallocated liabilities				0.5	0.5
Liabilities	18.3	19.9	2.3	1,495.9	1,536.3
Capital expenditure	76.3	50.6	6.0	0.8	133.7

#### B) Turnover by property types

Me	2011	2010
Shopping centres	187.9	165.8
Supermarkets and shops	29.2	30.2
Total	217.1	195.9

#### C) Major tenants

2011	Proportion of gross rental income, %	Segment 2011
Kesko	17.2	Finland
S Group	5.6	Finland and the Baltic Countries
ICA AB	3.4	Sweden and the Baltic Countries
Stockmann	3.1	Finland, Sweden and the Baltic Countries
Tokmanni	1.7	Finland
Total	31.1	

Proportion of gross rental income is based on the rent roll at  $31\,\mathrm{Dec}.2011$ 

2010	Proportion of gross rental income, %	Segment 2010
Kesko	19.9	Finland
S Group	4.9	Finland and the Baltic Countries
ICA AB	3.6	Sweden and the Baltic Countries
Stockmann	3.3	Finland, Sweden and the Baltic Countries
Tokmanni	1.8	Finland
Total	33.5	-

Proportion of gross rental income is based on the rent roll at  $31\,\mathrm{Dec}.2010$ 

#### **8. PROPERTY OPERATING EXPENSES**

EUR million	2011	2010
Heating and electricity	24.2	22.0
Maintenance expenses	23.3	23.0
Land lease fees and other rents	1.3	1.3
Property personnel expenses	0.6	0.6
Administrative and management fees	2.3	2.3
Marketing expenses	5.6	5.0
Property insurances	0.5	0.5
Property taxes	6.4	6.3
Repair expenses	7.5	6.5
Other property operating expenses	-0.1	0.0
Total	71.6	67.4

One property had no income during the year 2011 (two properties in 2010), but it generated expenses of EUR 0.0 million (EUR 0.1 million).

#### 9. OTHER EXPENSES FROM LEASING OPERATIONS

EUR million	2011	2010
Tenant improvement expenses and commissions	0.4	0.3
Credit losses	0.8	1.0
Total	1.2	1.3

Significant tenant improvements are recognised as investments.

Credit losses include decrease of EUR 0.1 million in credit loss provisions (increase of EUR 1.0 million) in the consolidated statement of comprehensive income. Credit loss provisions in the statement of financial position are presented in Note 25. Trade and other receivables.

#### 10. ADMINISTRATIVE EXPENSES

EUR million	2011	2010
Personnel expenses	15.1	11.0
Non-recurring personnel expenses arising from employment terminations	1.7	1.3
Consultancy and advisory fees as well as external services	4.8	5.6
Office and other administrative expenses	5.4	4.4
Depreciation and amortisation	1.0	0.8
Total	28.0	23.3

Non-recurring personnel expenses arising from employment terminations include one-off compensations (incl. pension and social charges) payable to 11 persons in 2011 and to two persons in 2010.

The following audit fees and services from the audit firm Ernst & Young Oy are included within the consulting and advisory fees included in the administrative expenses and within the administrative and management fees included in the property operating expenses.

EUR million	2011	2010
Audit fees	0.3	0.2
Other advisory services	0.7	0.2
Total	0.9	0.4

#### 11. PERSONNEL EXPENSES

EUR million	2011	2010
Wages and salaries of management		
CEO	0.5	0.4
Management committee	1.2	1.0
Board	0.7	0.7
Other wages and salaries	8.8	6.6
Pension charges: defined contribution plans	1.6	1.2
Pension charges: defined benefit plans	-0.1	0.0
Social charges	1.3	1.1
Expense of share based payments	1.7	0.6
Total	15.7	11.6

Personnel expenses of EUR 0.6 million (EUR 0.6 million) are included in property operating expenses and EUR 15.1 million (EUR 11.0 million) in administrative expenses.

Citycon used to have a defined benefit pension plan related to the pension plan of the previous CEO Petri Olkinuora. As Petri Olkinuora left the company, Citycon settled its obligations related to Olkinuora's pension plan during 2010. Therefore, there were no defined benefit pension liability recognized in the statement of financial position on 31 December 2011 and 2010. The defined benefit pension income of EUR 0.1 million in 2011 arose from from the difference between the accrued settlement in 2010 and the final actuarial calculations.

The share-based payment plans are described in Note 30. Employee benefits.

Information on management benefits is presented in Note 33. Related party transactions.

Average Group staff by Business Units during the period	2011	2010
Finland	55	52
Sweden	35	34
The Baltic Countries	11	11
Headquarter	30	26
Total	131	123

#### 12. DEPRECIATION AND AMORTISATION

Depreciation and amortisation of EUR 1.0 million (EUR 0.8 million) on machinery and equipment, as well as on intangible assets, is included in administrative expenses.

#### 13. OTHER OPERATING INCOME AND EXPENSES

EUR million	2011	2010
Other operating income	0.3	0.3
Other operating expenses	-0.1	-
Total	0.2	0.3

#### 14. NET FINANCIAL INCOME AND EXPENSES

#### A) Recognised in the income statement

EUR million	2011	2010
Interest income	0.6	0.5
Foreign exchange gains	53.8	73.0
Fair value gain from derivatives	-	0.2
Other financial income	0.0	0.1
Financial income, total	54.4	73.7
Interest expenses	61.0	55.4
Foreign exchange losses	53.7	72.8
Development interest capitalised	-2.5	-3.3
Other financial expenses	4.6	3.8
Financial expenses, total	116.8	128.6
Net financial income and expenses	62.4	54.9
Of which attributable to financial instrument categories:		
Interest-bearing loans and receivables	48.0	20.6
Finance lease liabilities	0.0	0.0
Derivative financial instruments	14.1	34.2
Other liabilities and receivables	0.2	0.1
Net financial income and expenses	62.4	54.9

In 2011, foreign exchange gains of EUR 0.1 million (loss of EUR -8.9 million) were recognised in the statement of comprehensive income from foreign exchange derivative agreements.

Interest on development expenditure is capitalised at a rate of 4.31% as at 31 December 2011 (4.32% as at 31 December 2010).

Citycon's interest expenses in the statement of comprehensive income contain interest expenses from interest-bearing debt as well as all interest expenses arising from derivative financial instruments used for hedging purposes. Additional information on Citycon's derivative financial instruments, their fair values and hedge accounting treatment can be found in Note 23. Derivative Financial Instruments.

#### B) Recognised in the other comprehensive income

-/ · · · · · · · · · · · · · · · · · · ·			
EUR million	2011	2010	
Losses arising during the period from cash flow hedges	-50.1	-17.7	
Less: interest expenses recognised in the income statement on cash flow hedges	14.2	22.9	
Net losses/ gains on cash flow hedges	-35.9	5.1	

#### 15. INCOME TAXES

EUR million	2011	2010
Current tax	0.9	0.6
Tax for prior periods	0.0	0.0
Deferred tax	-2.5	11.8
Income taxes	-1.6	12.5

Reconciliation between tax charge and Group tax at the Finnish tax rate (26.0%):

EUR million	2011	2010
Profit/loss before taxes	19.7	102.8
Taxes at Finnish tax rate	5.1	26.8
Fair value gains and losses from subsidiaries owned abroad	-4.9	-12.0
Difference in foreign subsidiaries' tax rate	-3.3	-1.6
Unrecognised tax receivables from losses	2.1	4.1
Utilisation of previously unrecognised tax losses	-0.2	-4.8
Other	-0.5	0.0
Income taxes	-1.6	12.5
		•
Effective tax rate	-8.3%	12.1%

#### **16. EARNINGS PER SHARE**

Earnings per share (basic) is calculated by dividing the net profit/ loss attributable to parent company shareholders by the share issue adjusted weighted average number of shares.

EUR million	2011	2010
Earnings per share, basic		
Profit/loss attributable to parent company		
shareholders (EUR million)	13.0	78.3
Average number of shares (1,000)	259,778.3	228,148.2
Earnings per share (basic) (EUR)	0.05	0.34

EUR million	2011	2010
Earnings per share, diluted		
Profit/loss attributable to parent company shareholders (EUR million)	13.0	78.3
Expenses from convertible loan, less the tax effect (EUR million) 1)	_	4.1
Profit/loss used in the calculation of diluted earnings per share (EUR million)	13.0	82.5
Average number of shares (1,000)	259,778.3	228,148.2
Convertible capital loan impact (1,000)1)	-	17,519.6
Adjustment for stock options (1,000)	-	1.8
Adjustments for long-term share-based incentive plan (1,000)	128.8	136.8
Average number of shares used in the calculation of diluted earnings per share (1,000)	259,907.1	245,806.3
Diluted earnings per share (EUR)	0.05	0.34
	-	

1) The potential new shares from the conversion of convertible capital loan and the expenses from convertible loan (less the tax effect) are not included in calculating 2011 diluted per-share figures, because the earnings per share basic would be less than diluted earnings per share. Adjustments for long-term share-based incentive plan and stock options are taken into account when calculating the diluted earnings per share.

Diluted earnings per share is calculated by adjusting the weighted average number of shares to assume the conversion of all dilutive potential shares. The Group currently has three categories of dilutive shares in place: convertible capital loan, stock options and long-term share-based incentive plan.

- The holder of the convertible loan has the right, during 12 September 2006 27 July 2013, to convert the loan nominal amount into company shares. Based on the conversion price applicable on the balance sheet date, the dilution from full conversion of the loan nominal is approximately 17.0 million shares. When calculating the dilution effect, the loss/profit for the period is adjusted by the expenses arising from the convertible loan (including the tax effect).
- Stock options have dilutive potential when the subscription price of shares based on the stock options is lower than the share's fair value. The dilutive potential of stock options is calculated by taking account of the total number of shares that can be subscribed based on stock options, less the number of shares the group could acquire using assets derived from exercising stock options.
- The share-based incentive scheme has a dilutive effect when the earning period has ended, the performance conditions for the bonus have been fulfilled, and the shares have not yet been granted. In calculating the diluting effect of the share-based incentive scheme, the remaining work covered by the scheme is assigned a per-share value, which is compared to the fair value of a share. When the value of the remaining work performance is lower than the fair value of a share, the share-based incentive

scheme has a dilutive effect. In calculating the dilutive effect of the share-based incentive scheme, the number of shares the company would have received had it used assets to the value of the remaining work performance, to acquire treasury shares at fair value, is considered a deductive factor in the full number of shares granted.

Average number of shares used in the calculation of earnings per share	days	number of shares
1.1.2011	195	244,564,972
15.7.2011	3	244,811,297
18.7.2011	167	277,811,297
Weighted average (daily) number of shares	365	259,778,329

#### 17. INVESTMENT PROPERTIES

Citycon divides its investment properties into two categories: Investment Properties Under Construction (IPUC) and Operative Investment Properties. At 31 December 2011, the first mentioned category included Iso Omena, Koskikeskus and Myllypuro in Finland as well as Åkermyntan Centrum in Sweden and Magistral in Estonia. At 31 December 2010, the first mentioned category included Espoontori, Kirkkonummen Liikekeskus, Lahden Hansa (Trio), Myllypuro, Martinlaakso and Myyrmanni in Finland as well as Åkersberga Centrum in Sweden. IPUC-category includes the fair value of the whole property even though only part of the property may be under construction.

Contractual obligations to purchase, construct or develop investment properties are presented in Note 32. B) Pledges and other contingent liabilities.

Acquisitions during the period         -         139.9         139.9           Investments during the period         23.5         48.9         72.4           Disposals during the period         -         -16.6         -16.6           Capitalised interest         0.5         2.0         2.6           Fair value gains on investment property         20.3         19.5         39.8           Fair value losses on investment property         -0.2         -74.9         -75.1           Exchange differences         0.1         3.9         4.0           Transfer between IPUC and operative investment properties	EUR million 31 Dec. 2011	Investment property under construction	Operative investment properties	Investment properties total
Investments during the period23.548.972.4Disposals during the period16.6-16.6Capitalised interest0.52.02.6Fair value gains on investment property20.319.539.8Fair value losses on investment property-0.2-74.9-75.1Exchange differences0.13.94.0Transfer between IPUC and operative investment properties and transfer into investment properties held for sale156.0-168.7-12.7	At period-start	326.1	2 041.6	2 367.7
Disposals during the period16.6 -16.6 Capitalised interest 0.5 2.0 2.6 Fair value gains on investment property 20.3 19.5 39.8 Fair value losses on investment property -0.2 -74.9 -75.1 Exchange differences 0.1 3.9 4.0 Transfer between IPUC and operative investment properties and transfer into investment properties held for sale 156.0 -168.7 -12.7	Acquisitions during the period	-	139.9	139.9
Capitalised interest0.52.02.6Fair value gains on investment property20.319.539.8Fair value losses on investment property-0.2-74.9-75.1Exchange differences0.13.94.0Transfer between IPUC and operative investment properties and transfer into investment properties held for sale156.0-168.7-12.7	Investments during the period	23.5	48.9	72.4
Fair value gains on investment property 20.3 19.5 39.8 Fair value losses on investment property -0.2 -74.9 -75.1 Exchange differences 0.1 3.9 4.0 Transfer between IPUC and operative investment properties and transfer into investment properties held for sale 156.0 -168.7 -12.7	Disposals during the period	-	-16.6	-16.6
Fair value losses on investment property -0.2 -74.9 -75.1 Exchange differences 0.1 3.9 4.0 Transfer between IPUC and operative investment properties and transfer into investment properties held for sale 156.0 -168.7 -12.7	Capitalised interest	0.5	2.0	2.6
Exchange differences 0.1 3.9 4.0  Transfer between IPUC and operative investment properties and transfer into investment properties held for sale 156.0 -168.7 -12.7	Fair value gains on investment property	20.3	19.5	39.8
Transfer between IPUC and operative investment properties and transfer into investment properties held for sale 156.0 -168.7 -12.7	Fair value losses on investment property	-0.2	-74.9	-75.1
and transfer into investment properties held for sale 156.0 -168.7 -12.7	Exchange differences	0.1	3.9	4.0
	Transfer between IPUC and operative investment properties			
At period-end 526.4 1 995.7 2 522.1	and transfer into investment properties held for sale	156.0	-168.7	-12.7
	At period-end	526.4	1 995.7	2 522.1

EUR million 31 Dec. 2010	Investment property under construction	Operative investment properties	Investment properties total
At period-start	269.8	1877.6	2 147.4
Acquisitions during the period	1.9	4.8	6.8
Investments during the period	69.5	52.2	121.7
Disposals during the period	-3.4	-36.3	-39.7
Capitalised interest	2.2	1.2	3.4
Fair value gains on investment property	2.1	93.6	95.7
Fair value losses on investment property	-14.0	-30.8	-44.9
Exchange differences	5.8	73.0	78.7
Transfer between IPUC and operative investment properties	-7.8	6.3	-1.5
At period-end	326.1	2 041.6	2 367.7

Under the IAS 40 Investment Property -standard, Citycon measures its investment properties at fair value. An external professional appraiser has conducted the valuation of the company's properties using a net rental income based cash flow analysis. Market rents, occupancy rate, operating expenses and yield requirement form the key variables used in the cash flow analysis.

A global property valuation expert Jones Lang LaSalle conducted the valuation of Citycon's properties for the financial statements 2011. Realia Management conducted the property valuation for the year 2010 and for the first three quarters of 2011. The resulting fixed fees based on the 2011 valuations total EUR 0.2 million (EUR 0.1 million in 2010).

The fair value of Citycon's investment properties in the balance sheet equals the property portfolio's total value determined by the external appraiser, capital expenditure on development projects not taken into account by the external appraiser, transfer into investment properties held for sale as well as the value of new properties acquired during the reporting quarter. The reconciliation between the fair value determined by the external appraiser and the fair value of investment properties in Citycon's balance sheet, is as follows.

Me	31.12.2011	31.12.2010
Fair value of investment properties determined	2.515.0	2 261 1
by the external appraiser as at Dec. 31 1)	2,515.0	2,361.1
Capital expenditure on development projects	7.1	5.6
Transfer into investment properties held for sale	-	-1.5
Acquisition of new properties	-	2.5
Fair value of investment properties as at Dec. 31	2,522.1	2,367.7

1) The properties held for sale (EUR 12.7 million) were not included within the fair value determined by the external appraiser on 31 December 2011

The segments' assumptions used by the external appraisers in the cash flow analysis on 31 December 2011 and on 31 December 2010 are presented the table below. The average yield requirements decreased in all countries e.g. due to property acquisitions and disposals. In Sweden the average yield requirement decreased also due to increased demand for prime properties in the property markets. The average yield requirement for the total property portfolio remained, however, unchanged at 6.4% as proportion of the Baltic portfolio increased due to acquisition of Kristiine Shopping Centre. Market rents increased slightly from 23.6 EUR/sq.m. on 31 December 2010 to 23.8 EUR/sq.m. on 31 December 2011. The vacancy assumption for the cash flow period increased by 30bps from 4.4% on 31 December 2010 to 4.7% on 31 December 2011.

EUR million 31 Dec. 2011	Finland	Sweden	Baltic Countries	Average
Yield requirement (%)	6.3	5.9	8.0	6.4
Initial yield (%)	6.0	5.5	8.2	6.1
Reversionary yield (%)	6.8	6.6	8.4	6.9
Market rents (€/m²)	24.4	23.6	20.8	23.8
Vacancy during the cash flow period (%)	4.9	5.5	2.0	4.7
Inflation assumption (%)	2.00	2.05	2.71	-
Operating expense growth assumption (%)	2.00	2.05	3.00	-

EUR million 31 Dec. 2010	Finland	Sweden Ba	ltic Countries	Average
Yield requirement (%)	6.4	6.1	8.1	6.4
Initial yield (%)	6.1	6.0	7.9	6.2
Reversionary yield (%)	6.9	6.8	8.3	6.9
Market rents (€/m²)	23.6	24.1	21.4	23.6
Vacancy during the cash flow period (%)	4.6	4.1	3.6	4.4
Inflation assumption (%)	2.00	2.00	2.50	-
Operating expense growth assumption (%)	2.25	2.25	2.75	-

#### Sensitivity analysis

A number of factors contribute to the value of retail properties, such as national and local economic development, investment demand created by property investors, and interest rates. While changes in investment properties' fair value have an effect on the company's profit for the financial year, they do not have an immediate impact on cash flow. The yield requirement, rents, the occupancy rate and operating expenses form the key variables used in an investment property's fair-value measurement, based on a ten-year cash-flow analysis. Sensitivity to change in the properties' fair value, or the risk associated with fair value, can be tested by altering the above key parameters. The sensitivity analysis below uses the investment properties' fair value of EUR 2,515.0 million defined by the external appraiser at 31 December 2011 as the starting value. Sensitivity analysis indicates that the market value is most sensitive to the market rents and yield requirement. A ten percent decrease in the yield requirement results in an approximately 11 percent increase in market value. Correspondingly, a ten percent increase in gross income increases the value by approximately 14 percent. The market value reacts to change in vacancy and operating expenses, but their relative effect is not as great as changes to rental income and yield requirement.

Change %	-10%	Value of pr -5%	operties (EUR millio ±0%	on) +5%	+10%
Yield requirement	2,794.4	2,647.3	2,515.0	2,395.2	2,286.3
Market rents	2,167.0	2,341.0	2,515.0	2,688.9	2,862.9
Operating expenses	2,626.2	2,570.6	2,515.0	2,459.3	2,403.7
Change, percentage points	-2	-1	±0	1	2
Vacancy	2,598.8	2,556.9	2,515.0	2,473.0	2,431.1

#### 18. INVESTMENTS IN JOINTLY CONTROLLED ENTITIES

During 2011, Citycon Oyj acquired a 50% interest in Espagalleria Oy, jointly controlled entity, which is the management company of Kämp Galleria shopping centre in Finland. Included in the consolidated financial statements are the following items that represent the Group's interest in the assets and liabilities, revenues and expenses of the jointly controlled entities.

EUR million	2011	2010
Total assets	0.8	-
Total liabilities	0.2	-
Net assets	0.6	-
Turnover	6.1	_
Net rental income	0.3	-
Asset management fee of the property	-0.3	-
Profit on valuation of investment property	0.3	-
Operating profit/loss	0.3	-
Profit/ loss for the period	0.3	-

Citycon didn't have any contingent liabilities and capital commitments in relation to its interest in jointly controlled entities. Jointly controlled entities themselves didn't have either any contingent liabilities and capital commitments.

#### 19. INTANGIBLE ASSETS

EUR million	2011	2010
Acquisition cost Jan. 1	2.9	1.9
Additions during the period	1.0	1.0
Accumulated acquisition cost Dec. 31.	3.9	2.9
Accumulated depreciation and impairment losses, Jan. 1	1.4	1.0
Depreciation during the period	0.5	0.5
Accumulated depreciation and impairment losses, Dec 31.	2.0	1.4
Net carrying amount Jan 1.	1.5	0.9
Net carrying amount Dec 31.	1.9	1.5

Intangible assets consisted mainly of computer software and licenses.

#### **20. PROPERTY, PLANT AND EQUIPMENT**

EUR million	2011	2010
Acquisition cost Jan. 1	3.0	2.3
Additions during the period	0.4	0.7
Accumulated acquisition cost Dec. 31.	3.4	3.0
Accumulated depreciation and impairment losses, Jan. 1	2.0	1.6
Depreciation during the period	0.5	0.4
Accumulated depreciation and impairment losses, Dec 31.	2.5	2.0
Net carrying amount Jan 1.	1.0	0.7
Net carrying amount Dec 31.	1.0	1.0

Property, plant and equipment consisted mainly of machinery and equipment. Machinery and equipment acquired through financial leases amounted to EUR 0.7 million (EUR 0.6 million).

#### 21. DEFERRED TAX ASSETS AND LIABILITIES

Changes in deferred tax assets and liabilities in 2011:

EUR million	1 Jan. 2011	Recognized in income statement	Recognized in other comprehensive income	31 Dec. 2011
Deferred tax assets				
Tax losses	1.3	-0.2	-	1.1
Measurement of interest-rate swaps at fair value	4.4	-	9.0	13.3
Deferred tax assets, total	5.6	-0.2	9.0	14.5
Deferred tax liabilities		-	-	
Measurement of investment property at fair value	59.7	-2.2	-	57.5
Temporary difference in financial expenses	2.8	-0.5	-	2.3
Deferred tax liabilities, total	62.6	-2.7	-	59.8

Changes in deferred tax assets and liabilities in 2010:

EUR million	1 Jan. 2010	Recognized in income statement	in other comprehensive income	31 Dec. 2010
Deferred tax assets				
Tax losses	0.0	1.3	-	1.3
IAS 19 Defined benefit pension obligation	0.0	0.0	-	0.0
Measurement of interest-rate swaps at fair value	8.6	-0.6	-3.6	4.4
Deferred tax assets, total	8.6	0.7	-3.6	5.6
Deferred tax liabilities			-	
Measurement of investment property at fair value	48.7	11.0	-	59.7
Temporary difference in financial expenses	1.3	1.5	-	2.8
Deferred tax liabilities, total	50.0	12.5	-	62.6

Citycon's deferred taxes mainly arise from changes in the fair value of investment properties. In 2011, deferred taxes resulting from the changes in the investment properties' fair value recognised in the income statement totalled EUR 2.2 million (EUR-11.0 million). The fair value of an investment property reflects the market price that would be paid for the property on the date of measurement, while deferred taxes refer to taxes imposed on any gain on sale if the property were to be sold.

Citycon's policy is to realise its properties' sales by selling its shares representing ownership in the property. The ownership structure is mainly organised so that one real estate company owns one building. The sale of shares representing ownership in properties owned by subsidiaries abroad does not have tax implications. Consequently, Citycon does not recognise deferred taxes related to the fair value of investment properties owned abroad. If Citycon did recognise such deferred taxes, the tax impact would have been EUR -4.9 million in 2011 (EUR -12.0 million) (See the Note 15. Income taxes).

On the contrary, divesting a property in Finland through an asset or share sale does have tax implications, due to which, Citycon recognises deferred taxes arising from the fair value changes of its investment properties located in Finland. The taxation of limited companies in Finland decreases from earlier 26% to 24.5% in 2012. The deferred taxes have been calculated based on the 2012 rate. Deferred taxes are calculated on the difference between an investment property's fair value and its taxable value. The taxable value consists of the acquisition cost of shares in the mutual real estate company and loans receivable from the company or a directly owned property's undepreciated, residual value.

The change in deferred taxes between the opening and closing balance sheets is recognised in the income statement as expense/income.

The fair value of investment properties is measured in accordance with IFRS (International Financial Reporting Standards). The provisions of Finnish accounting and tax legislation affect the value of shares in, and loans receivable from, the mutual real estate company. For instance, investments conducted by the mutual real estate company or depreciation recorded by subsidiaries with outstanding debt entail a change in the value of shares and loans receivable.

On 31 December 2011, Group companies had confirmed losses for which tax assets of EUR 19.4 million (EUR 16.6 million in 2010) were not recognised, since these Group companies are unlikely to record a taxable profit, before the expiration of carry forwards of these losses, against which loss carry forwards can be utilised. Citycon had impairment of EUR 6.6 million (EUR 0.0 million), which was not deducted in taxation on 31 December 2011.

#### 22. CLASSIFICATION OF FINANCIAL INSTRUMENTS

#### A) Classification of financial instruments and their carrying amounts and fair values

EUR million	Note	Carrying amount 2011	Fair value 2011	Carrying amount 2010	Fair value 2010
Financial assets					
I Loans and other receivables					***************************************
Trade and other receivables	25	33.2	33.2	37.4	37.4
Cash and cash equivalents	26	91.3	91.3	19.5	19.5
II Derivative contracts under hedge accounting				-	
Derivative financial instruments	23	0.5	0.5	2.2	2.2
Financial liabilities		-			
Financial liabilities amortised at cost					
I.I Loans				-	
Loans from financial institutions	28	1 439.5	1 442.9	1 291.3	1 293.6
Convertible capital loan 1/2006	28	68.1	71.3	66.3	71.3
Bond 1/2009	28	39.6	40.0	39.5	40.0
Finance lease liabilities	28	0.7	0.7	0.6	0.6
I.II Other liabilities					
Other liabilities		0.4	0.4	0.5	0.5
Trade and other payables	29	53.2	53.2	55.3	55.3
II Derivative contracts under hedge accounting					
Derivative financial instruments	23	54,5	54,5	20,3	20,3

#### B) The principles for determining the fair values of financial instruments

Citycon applies IFRS valuation principles when determining the fair value of financial instruments. The following presents the principles for determining the fair values of all financial assets and liabilities.

#### Cash and cash equivalents, investments,

#### trade and other receivables, trade payables and other payables

Due to their short maturity, the fair value of trade payables and receivables and other short-term receivables and payables is regarded as corresponding to their original carrying amount.

#### Derivative financial instruments

Derivative financial instruments are initially measured at cost in the statement of financial position and subsequently re-measured at their fair value on each balance-sheet date. The fair value of interest-rate swaps is calculated using the present value of estimated future cash flows. The fair value of a forward agreement is based on the difference between the exchange rate of the agreement and the prevailing exchange rate fixing on each balance-sheet date. The fair value of derivative financial instruments is the estimated amount that the Group would receive or pay to settle the related agreements.

Fair value of interest rate derivative financial instruments is determined by the counterparty banks based on customary valuation techniques used by market participants in the OTC derivative market. The fair value of interest rate derivative financial instruments corresponds to level 2 according to IFR-S7p27a. The fair value of foreign exchange derivative contracts is based on quoted market prices.

#### Loans from financial institutions

Citycon's loans from financial institutions are floating rate loans which have fair value equal to the nominal amount of the loan. The difference between the fair value and carrying amount is the unamortised capitalised arrangement fees of the loans.

#### Convertible capital loan 1/2006

Convertible capital loan 1/2006 is a fixed rate loan which has a fair value equal to the nominal amount of the loan. The difference between the fair value and carrying amount is the unamortised capitalised arrangement fees of the loan, together with the market value of the option component on the issue date.

#### Bond 1/2009

Bond1/2009 is a fixed rate loan which has a fair value equal to the nominal amount of the loan. The difference between the fair value and carrying amount is the unamortised capitalised arrangement fees for the loan.

#### Finance lease liabilities

The fair value of finance leases is based on discounted future cash flows. The discount rate used corresponds to that applied to similar leases.

#### 23. DERIVATIVE FINANCIAL INSTRUMENTS

#### A) Nominal amounts and fair values of derivative financial instruments

EUR million	Nominal amount 2011	Fair value 2011	Nominal amount 2010	Fair value 2010
Interest rate derivatives				
Interest rate swaps				
Maturity:	•			
less than 1 year	30.0	-0.5	40.0	-1.6
1-2 years	28.2	-1.3	30.0	-0.8
2-3 years	152.5	-5.7	161.2	-10.2
3-4 years	173.9	-6.6	202.0	-6.6
4-5 years	257.1	-15.0	123.6	0.5
over 5 years	363.8	-25.4	313.1	0.6
Subtotal	1,005.4	-54.4	869.8	-18.1
Foreign exchange derivatives			-	
Forward agreements				
Maturity:				
less than 1 year	20.8	0.3	-	-
Total	1,026.3	-54.1	869.8	-18.1

Interest on floating-rate loans is mainly fixed every three or six months. Interest-rate swaps have been concluded for the same days, to ensure the optimum interest cash flow hedging.

Citycon uses interest rate swaps to hedge the interest rate cash flow risk. The Group applies hedge accounting to all of its interest rate swaps valid as at 31 December 2011, under IAS 39, according to which the amount of financial instruments' fair value change stemming from effective hedging is recognised under other comprehensive income.

The fair value of a derivative financial instrument represents the market value of the instrument at the prices prevailing on the balance sheet date. Derivative financial instruments are used in hedging the interest rate risk of the interest bearing liabilities and foreign currency risk.

The fair values include a foreign exchange gain of EUR 0.3 million (loss of EUR 1.5 million), which is recognised in the statement of comprehensive income.

Hedge accounting is applied to interest rate swaps, which have a nominal amount of EUR 1005.4 million (EUR 869.8 million).

The average fixed interest rate of the interest rate swaps as at 31 December 2011 was 3.16 per cent (3.48%).

#### B) Cash flow hedging with derivatives

Cash flow hedging

Interest rate derivatives	Assets	Liabilities	Assets	Liabilities
EUR million	2011	2011	2010	2010
Fair value	-	-54.4	2.2	-18.8

Citycon's cash flow hedges consist of interest rate and cross-currency swaps which are used to protect against exposure to changes in Citycon's interest expense cash outflow for variable rate interest bearing debt. Hedged instruments consist of long term floating rate debt and short term floating rate debt, which is expected to be refinanced upon maturity on similar terms.

The critical terms of the interest rate derivatives have been negotiated to match the respective terms of the variable rate loans.

The cash flow from all hedged liabilities over time is the basis for determining the gain and loss on the effective portions of derivatives designed as cash flow hedges. Gains and losses are initially recognised under other comprehensive income and are transferred to the statement of comprehensive income when the forecast cash flows affect the statement of comprehensive income.

At 31 December 2011 and at 31 December 2010, interest rate derivatives assigned as cash flow hedges were assessed as highly effective. The fair values (net of taxes) of these derivatives were EUR -41.1 million (EUR -12.3 million) and the change of these fair values (net of taxes) EUR -26.8 million (EUR 3.8 million) is recognised under other comprehensive income, taking the tax effect into account.

#### 24. INVESTMENT PROPERTIES HELD FOR SALE

On 31 December 2011, the Investment Properties Held for Sale comprised two properties Landvetter and Floda located in Sweden. Both transactions are expected to be finalised during the first quarter in 2012. Landvetter will be sold to Torstaden and a gain on sale of EUR 0.2 million is estimated to be recorded from this transaction. Floda will be sold to Floda Torg Fastighets Ab. From this transaction, a gain on sale of EUR 2.5 million is estimated to be recognised. In 2010, the investment properties held for sale included MREC Naantalin Tullikatu 16, which was sold in January 2011.

EUR million	2011	2010
Acquisition cost Jan. 1	1.5	26.0
Investments	-	-
Disposals	-1.5	-28.5
Exchange differences	-	2.5
Transfers from investment properties	12.7	1.5
Accumulated acquisition cost Dec. 31.	12.7	1.5

#### 25. TRADE AND OTHER RECEIVABLES

2011	2010
6.2	4.9
-1.2	-1.3
5.1	3.7
5.2	5.3
18.6	27.0
4.3	1.4
33.2	37.4
	2011 6.2 -1.2 5.1 5.2 18.6 4.3 33.2

#### Ageing structure of trade receivables:

EUR million	2011	2010
NOT past due nor impaired	1.6	1.6
Past due, less than 1 month	1.5	0.6
Past due, 1-3 months	0.9	0.8
Past due, 3-6 months	0.6	0.5
Past due, 6-12 months	1.3	1.4
Past due, 1-5 years	0.4	0.1
Total	6.2	4.9

#### Movement in credit loss provisions

EUR million	2011	2010
At the beginning of the year	-1.3	-0.3
Exchange difference	0.0	0.0
Charge for the year	-0.1	-1.0
Utilised	0.2	0.1
Unused amounts reversed	0.0	0.0
Credit loss provision at the end of the year	-1.2	-1.3

 $Trade\ receivables\ are\ non-interest\ bearing\ and\ their\ payment\ terms\ vary\ between\ 2-20\ days.\ Rent\ collaterals\ equal\ 2-6\ month\ of\ rent\ and\ other\ payments.$ 

#### **26. CASH AND CASH EQUIVALENTS**

EUR million	2011	2010
Cash in hand and at bank	91.3	19.4
Short-term deposits	0.1	0.1
Total	91.3	19.5

Cash and cash equivalents in the cash flow statement comprise the items presented above.

#### 27. SHAREHOLDERS' EQUITY

A) The effect of the changed number of shares on funds included in the shareholders' equity

	Outstanding number of shares <sup>1)</sup>	Treasury shares	Share capital (EUR million)	Share premium fund (EUR million)	Invested unrest- ricted equity fund (EUR million)	Total (EUR million)
1 Jan. 2010	221 059 735	-	259,6	131,1	155,2	545,9
Directed share issue without payment to Citycon Group key employees	124020	-	-	_	_	_
Directed share issue without payment to Citycon itself	-	80 000	-	-	-	-
Sale of treasury shares	80 000	-80 000	-	-	0.2	0.2
Share issue	22 000 000	-	-	-	62.2	62.2
Share subscriptions based on stock options	1,301,217	-	_	_	3.3	3.3
Return from the invested unrestricted equity fund	_	-	-	_	-22.1	-22.1
31 Dec. 2010	244 564 972	0	259.6	131.1	198.8	589.4
Directed share issue without payment to Citycon Group key employees	101 325	-	-	-	-	-
Directed share issue without payment to Citycon itself	-	145 000	-	-	_	_
Sale of treasury shares	145 000	-145 000	-	-	0.4	0.4
Share issue	33 000 000	-	-	-	98.9	98.9
Return from the invested unrestricted equity fund	-	-	-	-	-24.5	-24.5
31 Dec. 2011	277 811 297	0	259.6	131.1	273.7	664.3

<sup>1)</sup> All outstanding shares were fully-paid on 31 December 2011 and 31 December 2010.

## B) Description of funds and reserves included in the shareholders' equity Share capital

The company has a single series of shares, each share entitling to one vote at general meetings of shareholders. The shares have no nominal value and the share capital has no maximum value.

#### Share premium fund

Since the entry into force of the new Finnish Companies Act, no new items are recognised in the share premium fund. The share premium fund accumulated before 2007 due to option schemes and share issues.

#### Invested unrestricted equity fund

The invested unrestricted equity fund is credited, for instance, with that part of the subscription price of the shares that, according to the Memorandum of Association or the share issue decision, is not to be credited to the share capital. The invested unrestricted equity fund accumulated in 2011 and 2010, due to share issue and sale of treasury shares. In addition, in 2010, subscriptions under option schemes increased the invested unrestricted equity fund.

#### Fair value reserve

The fair value reserve contains fair value changes of derivative instruments used to hedge cash flows.

#### Translation reserve

The translation reserve contains translation differences arising from the currency translation of foreign subsidiaries' financial statements.

C) Board proposal for dividends and return from the invested unrestricted equity fund

To the Annual General Meeting to be held on  $21\,\mathrm{March}\ 2012$ , the Board of Directors of Citycon proposes a dividend of EUR 0.04 per share for the financial year 2011 (EUR 0.04 for the financial year 2010) and an equity return of EUR 0.11 per share from the invested unrestricted equity fund (EUR 0.10 for the financial year 2010). The proposal for dividends and equity return from the invested unrestricted equity fund has not been recognised in the consolidated financial statements on  $31\,\mathrm{December}\ 2011$ .

#### **28. LOANS**

All Citycon loans were interest-bearing liabilities on 31 December 2011 and 2010. These interest-bearing loans are explained here in detail.

#### A) Breakdown of interest-bearing liabilities

EUR million	Effective interest (%)	amount 2011	amount 2010
Long-term interest-bearing liabilities			
Bonds	***************************************		
Convertible capital loan 1/2006	7.580	68.1	66.3
Bond 1/2009	5.461	39.6	39.5
Syndicated term loans			
EUR 435 million term loan facility	Reference rate + 0.675	332.6	352.0
EUR 220 million term loan facility	Reference rate + 1.400	221.3	-
EUR 200 million term loan facility	Reference rate + 0.675	199.7	204.5
Revolving credit facilities			
EUR 150 million revolving credit facility	STIBOR + 0.550	-	84.8
EUR 50 million revolving credit facility	EURIBOR + 0.600	-	43.0
Bilateral bank loans			
EUR 75 million bank loan	EURIBOR + 1.550	71.0	-
SEK 500 million bank loan	STIBOR + 0.600	56.1	55.8
EUR 50 million bank loan	Reference rate + 1.500	50.9	50.6
EUR 50 million bank loan	EURIBOR + 1.525	49.9	49.9
EUR 50 million bank loan	EURIBOR + 1.500	49.9	49.9
EUR 30 million bank loan	EURIBOR + 0.750	27.5	30.0
EEK 470 million bank loan	5.599	-	25.2
Finance lease liabilities	-	0.4	0.3
Other interest-bearing liabilities	-	172.5	160.6
Total long-term interest-bearing liabilities		1 339.5	1 212.4
Classic Control of the Control of th			
Short-term interest-bearing liabilities		400 =	4500
Short-term syndicated and bank loans and revolving		133.5	152.0
Current portion of interest-bearing liabilities	-	25.9	21.0
Commercial papers	-	48.7	11.9
Finance lease liabilities	-	0.3	0.3
Total short-term interest-bearing liabilities		208.4	185.3

The carrying amounts of term loan facilities, convertible capital loan 1/2006 and bond 1/2009 are stated at amortised cost, using the effective yield method. The fair values of liabilities are shown in Note 22. Classification of Financial Instruments.

The market value of the option component on the issue date of the convertible capital loan 1/2006 of EUR 15.1 million is recognised in equity attributable to parent company shareholders, under the share premium fund.

#### Maturity of long-term interest-bearing liabilities

EUR million	2011	2010
1-2 years	453.8	132.3
2-3 years	315.1	491.4
3-4 years	161.8	312.3
4-5 years	238.1	157.7
over 5 years	170.7	118.7
Total	1 339.5	1 212.4
Long-term interest-bearing liabilities by currency, EUR million	2011	2010
EUR	800.3	740.1
EEK	-	43.1
SEK	530.2	429.2
LTL	9.0	-
Total	1 339.5	1 212.4
Short-term interest-bearing liabilities by currency, EUR million	2011	2010
EUR	91.5	48.4
EEK	-	1.2
SEK	116.7	125.8
LTL	0.2	9.8
Total	208.4	185.3

# B) Terms and conditions of subordinated capital loans Convertible capital loan 1/2006

On 2 August 2006, Citycon Oyj issued a seven-year convertible capital loan, 1/2006, of EUR 110 million at a fixed annual nominal interest rate of 4.50 per cent. After the buyback transactions performed during 2008, 2009 and 2010, the outstanding amount was EUR 71.3 million. The loan's conversion price is EUR 4.2000 per share and a full conversion of the loan would result in the issue of 16,964,285 shares. The loan's issue price accounted for 100.00 per cent of the nominal loan amount, and its maturity date is 2 August 2013.

The main terms and conditions of convertible capital loan 1/2006:

- In the event of company dissolution or bankruptcy, obligations on the issuer arising from the convertible capital loan shall be subordinated in right of payment to the claims of all unsubordinated creditors of Citycon Oyj, but shall rank pari passu with all other obligations which qualify as a capital loan.
- 2) The loan's principal, including interest accumulated until the repayment date, will be repaid in one instalment on 2 August 2013 if full margin is available for the restricted shareholders' equity and other non-distributable earnings, based on the company's and its Group's latest adopted balance sheet, after the repayment. The accrued interest for the loan was EUR 1.3 million as of 31 December 2011.

- 3) Fixed annual interest of 4.50% will be paid annually in arrears on the loan's principal until 2 August 2013. In the event, that the loan is not repaid in full on its maturity date of 2 August 2013, interest on the unpaid loan principal after that date is 3-month Euribor plus 5 percentage points. Interest can be paid only if this amount can be allocated to profit distribution based on the company's and its Group's latest adopted balance sheet. In the event, that the interest is not fully paid on any interest payment date, the interest on the unpaid interest amount after the interest payment date is 3-month Euribor plus 5 percentage points.
- 4) The holder of the loan has the right during 12 September 2006 - 27 July 2013 to convert the loan nominal amount into shares of the company. The conversion price of the loan is EUR 4.20 per share. The conversion price is subject to amendments in certain circumstances as specified in the terms of the loan. Based on the conversion price, the conversion of the whole loan nominal would result in the issue of a maximum of 16.964.285 shares.
- 5) The company has the right to repay the loan in full on or after 23 August 2010 at its principal amount, if the closing price of the share on each of at least 20 dealing days in any period of 30 consecutive dealing days is 140 per cent of the conversion price in effect on said dealing day.

During 2008, 2009 and 2010, from the open markets, Citycon has repurchased the convertible capital loan for a nominal amount of EUR 38.8 million, with a weighted average purchase price of 58.1%. The amount repurchased by Citycon equals approximately 35.2 per cent of the initial nominal amount of the loans issued. Net financial expenses in the statement of comprehensive income include a one-off gain of EUR 0.1 million for the buybacks of the convertible capital loan in 2010.

#### () Breakdown of finance lease liabilities

EUR million	2011	2010
Maturity of finance lease liabilities:		
Finance lease liabilities - minimum lease payments		
Not later than 1 year	0.3	0.3
1-5 years	0.4	0.4
Total	0.7	0.7
Finance lease liabilities - present value of minimum lease payments		
Not later than 1 year	0.3	0.3
1-5 years	0.4	0.3
Total	0.7	0.6
Future finance charges on finance leases	0.0	0.0
Total finance lease liabilities	0.7	0.7

Citycon's finance leases mainly apply to computer hardware and office machinery and equipment.

## D) Risk Management

#### Obiectives

Citycon uses a holistic Enterprise Risk Management (ERM) programme. The objective of risk management is to ensure that Citycon will reach its business targets and to identify key risks which may threaten its ability to meet these targets before they

Citycon's risk management process involves identifying, analysing, measuring, mitigating and controlling business-related risks. The Board of Directors has approved the company's risk management guidelines specifying risk management principles, which are subject to updating in order to take account of changes in business operations. During the ERM process for each business unit, a risk management policy has been prepared which outlines objectives, responsibilities and development plans within the unit.

Part of the ERM process includes identification of existing, and the planning of new, risk mitigation plans in the event that current actions are not deemed sufficient for each risk identified. Successful risk management decreases the likelihood of risk realisation and mitigates the negative effects of realised risk.

#### Process

Risk management under ERM in Citycon comprises three main elements, namely 1) risk management implemented in the main business processes 2) risk reporting and 3) continuous improvement of risk management.

Citycon has analysed and identified five main business processes during the implementation of ERM. These are property acquisitions, takeover of acquired properties, shopping centre management, property development and planning and control. Each main process has been carefully analysed from a risk management angle. A detailed process description has been prepared for each process determining the target state of the process, after implementation of improvement measures and taking risk management requirements into account. The implementation of these common best practices in daily operations forms an essential part of daily risk management throughout the organisation.

The risk reporting process gathers analytical data on risks and the respective mitigation plans, for reporting to the Board of Directors. During the risk reporting period, each business unit and legal and finance unit independently defines its near term targets, risks threatening these targets and mitigation plans related to the risks. In order to evaluate the importance of each risk. an estimate of the loss associated with the risk is determined together with the probability of risk realisation and the effectiveness of each mitigation plan on the loss and/or probability. An

additional feature of risk reporting involves each business unit reporting the potentially realised risks during the previous year, and mitigation plans put into effect during the period. Risk data is inputted into one group-wide risk register, from which business unit risk reports are prepared for the Board of Directors and Audit Committee. In addition, from the risk register a consolidated Citycon Group risk report and analysis is prepared, which aims to recognise group level risk concentrations across business units. Risk reports to the Board of Directors and Audit Committee are prepared in conjunction with budgeting during the autumn and the strategy review during the spring. Risk management and business unit risk reports are additionally discussed four times a year by the Corporate Management Committee.

Citycon aims to continuously evaluate and develop its ERM process and risk management in general. Four times a year, a risk management supervisory group meets, whose tasks include acceptance of the risk reports, annually evaluating the sufficiency of the risk management measures taken in the light of identified risks, monitoring progress in the implementation of the mitigation plans, and annually assessing the adequacy of Citycon's risk management capabilities.

#### Organisation

Each business unit and the legal and finance units have a dedicated person responsible for the ERM process, who is in charge of reporting the risks and mitigation plans and following up on their implementation. The Group Treasurer prepares the risk report for the Board of Directors and Audit Committee. The membership of the risk management supervisory group includes the CEO, CFO, Head of Legal Affairs, Group Treasurer and business unit directors, or the dedicated risk management person from each business unit.

#### Financial risk management

Financial risks have been defined as business critical risks for Citycon. Financial risk arises for Citycon in the form of financial instruments, which are mainly used to raise financing for operations. The Group also uses interest rate and foreign exchange derivatives to manage interest rate and currency risks arising from operations and financing sources. The Board of Directors has approved a Treasury Policy which defines the objectives, responsibilities and risk management indicators applicable to interest rate, foreign exchange, counterparty, liquidity and electricity risk management. The execution of financial risk management is performed by the Group Treasurer and Treasury Manager, under the supervision of the CFO. The Group Treasurer reports compliance with the objectives, in conjunction with the interim and annual report, to the Board of Directors and CFO.

Citycon's identified, key financial risks include interest rate risk related to cash flow, liquidity risk, credit risk and foreign currency risk. These risks are summarised below.

#### Interest rate risk

Citycon's key financial risk is the interest rate risk of its interest bearing liabilities, whereby changes in money market interest rates lead to fluctuations in future interest cash flows on floating rate borrowings. Interest rate risk management aims to reduce or eliminate the adverse effect of interest rate fluctuations on the company's profit and cash flow. The company aims at a loan portfolio with the right balance of fixed and variable rate debts. Under the company's interest rate risk management policy, the target debt portfolio is one in which a minimum of 70 and a maximum of 90 per cent of interest bearing liabilities are based on fixed interest rates.

The company uses interest rate swaps to manage its interest rate risks and to convert floating rate loans into fixed rate loans. A portion of the hedges can also be performed using inflation derivatives. The interest sensitivity of Citycon's loan portfolio at the end of 2011 is depicted by the fact that a one-percentage point rise in money market interest rates would increase its interest expenses for 2012 by EUR 2.5 million, while a fall of onepercentage point in such rates would decrease them by EUR 2.5 million in the same year.

#### Interest rate sensitivity

The following table shows interest expenses' sensitivity to a 100 basis point change in short term interest rates, assuming that all other variables remain constant. The impact is shown as a change in interest expenses resulting from changes in the interest rate related to a floating rate debt.

## Effect on interest expenses of an increase of 100 basis points

EUR million	2011	2010
Euro	1.1	0.6
Swedish krona	1.3	1.8
Other currencies	0.1	0.3
Yhteensä	2.5	2.6

The following table shows the consolidated shareholders' equity's sensitivity to a 100 basis point change in short term interest rates, assuming that all other variables remain constant. The impact is shown as a change in shareholders' equity resulting from changes in interest rates, which relate to interest rate derivatives under hedge accounting treatment.

## Effect on interest expenses of an increase of 100 basis points

EUR million	2011	2010
Euro	14.9	11.5
Swedish krona	15.7	12.2
Total	30.6	23.7

#### Liquidity risk

Given that Citycon's strategy is to expand in the Nordic and Baltic countries, the company will need both equity capital and borrowings. Minimum shareholders' equity is determined by the company's loan covenants. The Group uses cash-flow forecasts to continuously assess and monitor financing required for its business. Here, the goal is to arrange financing on a long term basis and avoid any large concentration of due dates for the loan agreements. Citycon aims to guarantee the availability and flexibility of financing, through unused credit limits and by using several banks and financing methods as sources of finance.

Citycon's financing policy states that the company's committed credit limits or liquid assets should cover all approved and on-going investments. In addition, available liquidity should provide a sufficient buffer for unexpected payments, based on the management's assesment of the amount required, and the company will arrange committed back-up limits for all funds drawn under commercial paper programmes. On 31 December 2011, unused credit limits amounted to EUR 253.7 million.

The table below summarises the maturity profile of the Group's financial liabilities, based on contractual payments. The table includes both principal and interest flows of loans and payments arising from derivative financial instruments. Future interest payments of floating rate loans have been determined based on the interest rate applicable on the balance sheet date, and are not discounted. Future interest payments for derivative financial instruments are based on discounted net present values and future interest rates are obtained through interpolation based on the yield curve prevailing on the balance sheet date.

EUR million 31 December 2011	Less than 1 month	1 to 12 months	1-5 years	Over 5 years	Total
Loans from financial institutions	18.4	236.7	1 162.8	181.7	1599.6
Convertible capital loan 1/2006	-	3.2	74.5	-	77.7
Bond 1/2009	-	2.0	44.1	-	46.1
Finance lease liabilities	-	0.3	0.4	-	0.7
Derivative financial instruments	0.1	10.4	40.5	1.5	52.4
Trade and other payables	26.6	79	6.2		45.8
(excl. interest liabilities)	36.6	2.9	6.3	-	45.8

EUR million 31 December 2010	Less than 1 month	1 to 12 months	1-5 years	Over 5 years	Total
Loans from financial institutions	7.1	209.9	1 065.3	132.7	1415.0
Convertible capital loan 1/2006	-	3.2	77.7	-	80.9
Bond 1/2009	-	2.0	46.1	-	48.2
Finance lease liabilities	-	0.3	0.3	-	0.6
Derivative financial instruments	0.1	13.6	7.3	-3.6	17.4
Trade and other payables	•	-	-		
(excl. interest liabilities)	33.6	10.2	4.5	-	48.3

Citycon's rent revision procedures, long leases and high occupancy ratio generate a stable long-term cash flow profile. Citycon expects to meet its liabilities shown in the table above from this stable cash flow and undrawn committed credit facilities. In the long term, debt refinancings and disposals of investment properties can be considered. The table below shows the maturity profile of the undrawn committed credit facilities.

EUR million 31 December 2011	Less than 1 month	1 to 12 months	1-5 years	Over 5 years	Total
Undrawn committed credit facilities	-	43.7	210.0	-	253.7
EUR million 31 December 2010	Less than 1 month	1 to 12 months	1-5 years	Over 5 years	Total
Undrawn committed credit facilities	-	24.9	150.6	50.0	225.5

The above mentioned credit facilities are freely available to Citycon based on group's financing needs.

#### Credit risk

The Group's most significant credit-risk concentration relates to receivables from Kesko Group. Citycon controls its receivables within the framework of the given credit limits and has not so far identified any major credit risk associated with them. Credit-risk management caters for tenant-risk management, which is aimed at minimising the adverse effect of unexpected changes in the customers' financial standing on Citycon's business and financial results. Customer-risk management is primarily based on the knowledge of the customers' business and active monitoring of customer data. Citycon's lease agreements include lease deposit provisions used to contribute to managing customers' risks. The maximum exposure from trade receivables is the carrying amount as disclosed in Note 25. Trade and other receivables.

Credit risk arising from cash and cash equivalents and certain derivative agreements relate to a default of a counterparty with a maximum exposure equal to the carrying amount of these instruments. Citycon invests its liquidity in a manner which does not put the nominal amount at risk. Citycon does not, for example, invest in equity markets. Citycon's cash and cash equivalents are primarily placed in short term money market deposits, in which the counterparties are commercial banks participating in Citycon's credit agreements. Citycon's financing policy also sets forth the approved financial instruments in which the company can invest, and includes counterparty limits for those investments.

#### Exchange rate risk

Citycon's entry into countries outside the euro-zone exposes the company to exchange rate risk. Exchange rate risk stems from transaction risks resulting from the conversion of foreign currency denominated transactions into local currency, on the one hand, and from translation risks in the balance sheet associated with investments in foreign subsidiaries. The company hedges against exchange rate risk in the balance sheet by aiming to finance its foreign investments mainly in the local currency. The company uses foreign exchange derivatives to manage the transaction risk on committed transactions. Foreign exchange derivatives may also be used to hedge a possible mismatch between assets and liabilities denominated in the same currency in the balance sheet. Currently, the company's exchange rate risk mainly relates to fluctuations in the euro/ Swedish krona exchange rate.

#### Foreign exchange sensitivity

The following table shows the sensitivity in the statement of comprehensive income to a five percent change in foreign exchange rates, assuming that all other variables remain constant. Such an impact is attributable to a change in the fair value of financial instruments, given the assumed change in foreign exchange rates.

Effect of a five percent change in foreign exchange rates on net financial expenses

EUR million	2011	2010
Swedish krona	0.1	-0.2
Other currencies	-	-
Total	0.1	-0.2

Other currencies comprise those of Estonia and Lithuania. The foreign exchange rate in these countries is pegged to the euro and Estonia has adopted euro as its functional currency as of 1January 2011.

#### E) Capital management

The objective of the company's capital management is to support the growth strategy, maximise shareholder value, comply with loan agreement provisions and ensure the company's ability to pay dividends. Citycon's capital structure is managed in an active manner and capital structure requirements are taken into account when considering various financing alternatives. The company can adjust the capital structure by deciding on the issuance of new shares, raising debt financing or making adjustments to the dividend.

The company's long term equity ratio target is 40 per cent and its current syndicated loan agreements require a minimum equity ratio of 32.5 per cent. The equity ratio of the loan agreements is calculated by making certain adjustments to the equity ratio defined in the Financial Supervisory Authority standard 5.1. Disclosure of periodic information, among other things, adding the convertible capital loan issued by the company to the shareholders' equity. As of 31 December 2011, the company's equity ratio stood at 36.0 per cent and the equity ratio as defined in the loan agreement was around 39.0 per cent.

Citycon monitors its capital structure based on equity ratio and gearing. The formulas for calculating the equity ratio and gearing can be found on page 53 in the consolidated financial statements.

Company monitors its capital structure mainly with equity ratio. Equity ratio:

EUR million	2011	2010
Total shareholders' equity (A)	961.8	900.2
Total assets	2,677.7	2,436.5
Less advances received	9.6	12.7
./. (Total assets - advances received) (B)	2,668.2	2,423.8
Equity ratio (A/B)	36.0%	37.1%

#### Gearing-%:

2011	2010
1,547.9	1,397.7
91.3	19.5
1,456.6	1,378.2
961.8	900.2
151.4%	153.1%
	91.3 1,456.6 961.8 151.4%

Equity ratio decreased in 2011 due to fair value losses on investment properties and lower fair value of interest rate derivatives under hedge accounting, which led to lower equity as a proportion of total assets. Gearing decreased in 2011 mainly as a result of a share issue executed in 2011, which led to a improved ratio of equity to net interest-bearing debt.

#### 29. TRADE AND OTHER PAYABLES

Trade and other navables

Irade and other payables		
EUR million	2011	2010
Trade payables	18.5	18.0
Short-term advances received	9.6	12.2
Interest liabilities	7.3	6.9
Other liabilities	13.5	12.6
Accrued expenses total	20.8	19.6
VAT-liabilities	4.4	5.1
Other short-term payables	-0.1	0.5
Other short-term payables total	4.3	5.5
Total	53.2	55.3
Due dates of future payments		
of trade and other payables:		
Due in less than 1 month	37.8	34.7
Due in 1-3 months	2.8	6.3
Due in 3-6 months	5.4	5.7
Due in 6-12 months	0.8	4.1
Due in 1-2 years	6.3	4.5
Due in 2-5 years	-	-
Due in over 5 years	0.0	0.0
Total	53.2	55.3

#### **30. EMPLOYEE BENEFITS**

#### A) Stock option schemes

#### Stock option plan 2004

The AGM held on 15 March 2004 decided to issue a maximum of 3,900,000 A/B/C stock options to Citycon Group personnel. This stock option plan expired at the end of March 2011 simultaneously with the expiry of the subscription period with C-options. No shares were subscribed by exercising C-options. The unexercised stock options have been deleted as worthless from their holder's bookentry accounts.

#### Stock option plan 2011

The Board of Directors of Citycon Oyi decided on 3 May 2011, by virtue of an authorisation granted by the Annual General Meeting held on 13 March 2007, to issue stock options to the key personnel of the company and its subsidiaries. The company had a weighty financial reason for the issue of stock options, since the stock options are intended to form part of the incentive and commitment program for the key personnel. The purpose of the stock options is to encourage the key personnel to work on a long-term basis to increase shareholder value. The purpose of the stock options is also to commit the key personnel to the company.

The maximum total number of stock options that can be issued is 7,250,000, and they entitle their owners to subscribe for a maximum total of 7,250,000 new shares in the company or existing shares held by the company. The stock options will be issued gratuitously. Stock options entitle their holders to subscribe for company shares at the price and within the period specified in the terms and conditions of the stock options. If an employee leaves the Group, (s)he will forfeit his/her right to exercise stock options for which the share subscription period has not begun on the date of the termination of his/her employment/executive contract. However, the Board of Directors can specifically decide that the stock-option holder retains his/her stock options or some of them. The Board of Directors shall also decide upon the re-distribution of the stock options returned to the company.

By the end of 2011, a total of 6,320,000 stock options 2011A-D(I), 2011A-D(II) and 2011A-D(III) had been granted to 24 key employees within the Group. These option rights entitle their holders to subscribe for an equal number of shares in 2012–2018.

Citycon uses the Black & Scholes option-pricing model to measure the fair value of stock options at the grant date and reports them under personnel expenses in the statement of comprehensive income allocated over the instrument's vesting period. In 2011, the expense recognised in the statement of comprehensive income totalled EUR 1.5 million (EUR 0.0 million in 2010). The expected volatility is determined by calculating the company share price's historical volatility.

The subscription prices of the shares to be subscribed for by exercising the 2011 stock options were determined on the basis of the trade volume weighted average price of Citycon share quoted on the NASDAQ OMX Helsinki Ltd. during twenty (20) trading days following the release date of the company's Full Year 2010 Results, Q1/2011 Interim Report as well as Q3/2011 Interim Report as follows:

Option category	Subscription price determination period	Subscription price, EUR
2011A-D(I)	10 February–9 March 2011	3.17
2011A-D(II)	5 May-1 June 2011	3.31
2011A-D(II)	13 October–9 November 2011	2.63

The share subscription price will be recognised in the company's invested unrestricted equity fund. Each year, the per-share dividends and equity returns, differing from the company's normal practice, may be deducted from the share subscription price.

Share subscription period	2011A(I-III)	2011B(I-III)	2011C(I-III)
Share subscription period begins	1 April 2012	1 April 2013	1 April 2014
Share subscription period ends	31 March 2018	31 March 2018	31 March 2018

Summary of the stock option plan 2011 on 31 December 2011:

Share-based options, granted to the Group's key personnel on the Group's key personnel options, granted to the Group's key personnel on the Group's key personnel options, granted to the Group's key personnel on the Group's key personnel o	Stock option plan 2011	Stock options 2011A-D(I)	Stock options 2011A-D(II)	Stock options 2011A-D(III)
to the Group's key personnel personn	Type of scheme	Share-based	Share-based	Share-based
Grant datepersonnel 3 May 2011personnel 3 May 2011personnel 3 May 2011personnel 110 ctober 2011No. of instruments granted2,250,0002,350,0001,720,000Exercise price, EUR3.173.312.63Share subscription price, EUR3.173.312.63Vesting period as per option terms (No. of days) (1)332-1,427332-1,427172-1,267Vesting conditionsEmployment during vesting period. In case of prior employment termination, stock options forfeited.Employment during vesting period. In case of 				
Grant date         3 May 2011         3 May 2011         11 October 2011           No. of instruments granted         2,250,000         2,350,000         1,720,000           Exercise price, EUR         3.17         3.31         2.63           Share subscription price, EUR         3.17         3.31         2.63           Vesting period as per option terms (No. of days) (1)         332-1,427         332-1,427         172-1,267           Vesting conditions         Employment during vesting period. In case of prior employment termination, stock options forfeited. optio		1 ,	' '	' '
No. of instruments granted         2,250,000         2,350,000         1,720,000           Exercise price, EUR         3.17         3.31         2.63           Share subscription price, EUR         3.17         3.31         2.63           Vesting period as per option terms (No. of days) <sup>(1)</sup> 332-1,427         332-1,427         172-1,267           Vesting conditions         Employment during vesting period. In case of prior employment termination, stock options forfeited. options	E	personnel		personnel
Share subscription price, EUR   3.17   3.31   2.63	Grant date	3 May 2011	3 May 2011	11 October 2011
Share subscription price, EUR  Vesting period as per option terms (No. of days) (1 332-1,427 332-1,427 172-1,267)  Vesting conditions  Employment during vesting period. In case of prior employment termination, stock options forfeited. Options forfeited.  Exercise  Exercise  Expected volatility, % 35.00 33.00 35.00  Expected exercise period at grant date (No. of days) (1 1,095-2,190)  Risk-free interest rate, % 3.18 2.87 1.73  Expected dividend/share, EUR 0.14 0.14  Instrument fair value determined at grant date, EUR 0.78 0.78 0.73 0.46	No. of instruments granted	2,250,000	2,350,000	1,720,000
Vesting period as per option terms (No. of days) <sup>(1)</sup> Vesting conditions  Employment during vesting period. In case of prior employment termination, stock options forfeited.  Exercise  Exercise  Expected volatility, %  Expected exercise period at grant date (No. of days) <sup>(1)</sup> 1,095-2,190  Risk-free interest rate, %  1,014  Instrument fair value determined at grant date, EUR  No. of days, EUR  No. of day	Exercise price, EUR	3.17	3.31	2.63
(No. of days) <sup>(1)</sup> 332-1,427     332-1,427     172-1,267       Vesting conditions     Employment during vesting period. In case of prior employment termination, stock options forfeited.     Employment during vesting period. In case of prior employment termination, stock options forfeited.     prior employment termin	Share subscription price, EUR	3.17	3.31	2.63
Vesting conditions    Employment during vesting period. In case of prior employment termination, stock options forfeited. In terms of shares   Exercise   In terms of shares   In	Vesting period as per option terms	-	-	
during vesting period. In case of prior employment termination, stock options forfeited.  Exercise In terms of shares Expected volatility, % 35.00 33.00 35.00  Expected exercise period at grant date (No. of days) (1	(No. of days) (1	332-1,427	332-1,427	172-1,267
period. In case of prior employment termination, stock options forfeited.  Exercise Interms of shares Expected volatility,% 35.00 33.00 35.00  Expected exercise period at grant date (No. of days) 1 1,095-2,190 1,095-2,190 1,095-2,190  Risk-free interest rate, % 3.18 2.87 1.73  Expected dividend/share, EUR 0.14 0.14 0.14  Instrument fair value determined at grant date, EUR 0.78 0.78 0.78 0.46	Vesting conditions	Employment	Employment	Employment
prior employment termination, stock options forfeited. Exercise Interms of shares Expected volatility, % 35.00 33.00 35.00 Expected exercise period at grant date (No. of days) (1 1,095-2,190 1,095-2,190 Expected dividend/share, EUR 0.14 0.14 0.14 Instrument fair value determined at grant date, EUR 0.78 0.78 0.78 0.78 0.76 employment termination, stock options forfeited. In terms of shares I	_	during vesting	during vesting	during vesting
termination, stock options forfeited. options forfeited. options forfeited. In terms of shares  Exercise In terms of shares In terms of shares  Expected volatility, % 35.00 33.00 35.00  Expected exercise period at grant date (No. of days) 1 1,095-2,190 1,095-2,190  Risk-free interest rate, % 3.18 2.87 1.73  Expected dividend/share, EUR 0.14 0.14 0.14  Instrument fair value determined at grant date, EUR 0.78 0.78 0.73 0.46		period. In case of		period. In case of
Exercise         In terms of shares         In terms of share				
Exercise         In terms of shares         In terms of shares         In terms of shares           Expected volatility, %         35.00         33.00         35.00           Expected exercise period at grant date (No. of days) (1)         1,095-2,190         1,095-2,190         1,095-2,190         1,095-2,190         1,095-2,190         1,73           Expected dividend/share, EUR         0.14         0.14         0.14         0.14           Instrument fair value determined at grant date, EUR         0.78         0.73         0.46			,	
Expected volatility, %         35.00         33.00         35.00           Expected exercise period at grant date (No. of days) (1)         1,095-2,190	No.			
Expected exercise period at grant date (No. of days) <sup>(1</sup> 1,095-2,190         1,095-2,190         1,095-2,190           Risk-free interest rate, %         3.18         2.87         1.73           Expected dividend/share, EUR         0.14         0.14         0.14           Instrument fair value determined at grant date, EUR         0.78         0.73         0.46	Exercise	In terms of shares	In terms of shares	In terms of shares
(No. of days) <sup>1</sup> 1,095-2,190         1,095-2,190         1,095-2,190           Risk-free interest rate, %         3.18         2.87         1.73           Expected dividend/share, EUR         0.14         0.14         0.14           Instrument fair value determined at grant date, EUR         0.78         0.73         0.46	Expected volatility, %	35.00	33.00	35.00
Risk-free interest rate, %         3.18         2.87         1.73           Expected dividend/share, EUR         0.14         0.14         0.14           Instrument fair value determined at grant date, EUR         0.78         0.73         0.46	Expected exercise period at grant date			
Expected dividend/share, EUR 0.14 0.14 0.14 Instrument fair value determined at grant date, EUR 0.78 0.73 0.46	(No. of days) (1	1,095-2,190	1,095-2,190	1,095-2,190
Instrument fair value determined at grant date, EUR 0.78 0.73 0.46	Risk-free interest rate, %	3.18	2.87	1.73
at grant date, EUR 0.78 0.73 0.46	Expected dividend/share, EUR	0.14	0.14	0.14
8	Instrument fair value determined			-
Option pricing model Plack P. Scholas Plack P. Scholas Plack P. Scholas	at grant date, EUR	0.78	0.73	0.46
Option-bitchis piackascholes piackascholes piackascholes	Option-pricing model	Black&Scholes	Black&Scholes	Black&Scholes

<sup>1)</sup> The number of days varies among the sub-categories of the options

Changes in the stock options and their weighted average exercise prices during the period were as follows:

	_ 2011		201	0
	Exercise price, weighted avera- ge, EUR/share	No. of stock options		No. of stock options
At period-start	4.22	1,050,000	3.43	2,140,000
New stock options granted	3.08	6,320,000	-	-
Forfeited stock options	3.31	160,000	-	-
Redistributed stock options	3.31	160,000		•
Exercised stock options	-	-	2.56	1,072,998
Lapsed stock options	4.15	1,050,000	2.52	17,002
At period-end	3.08	6,320,000	4.22	1,050,000

#### Exercisable stock options at period-end

The company had no exercisable stock options at period-end and no stock options were exercised during 2011. In 2010, the per-share exercise price of the exercised stock options averaged EUR 2.56. The stock options exercised during 2010 brought in EUR 3.3 million, which were recognised in invested unrestricted equity fund.

Exercise prices and lapse periods of outstanding stock options on the balance sheet date were as follows:

Year of lapse	201 Exercise price, EUR	l 1 No. of shares, 1,000	2010 No. of shares, 1,000
2011	-	-	1,273
2012	-	-	
2013	-	-	
2014	-	-	
2015	-	-	
2016	-	-	
2017	-	-	
2018	3.17/3.31/2.63	6,320,000	

#### B) Long-term share-based incentive plan

On 26 April 2007, the Board of Directors decided on a long-term share-based incentive plan for key personnel of Citycon Group. The incentive plan was divided into three incentive periods: 2007, 2008 and 2009. In addition, on 9 February 2010, Citycon Oyj's Board of Directors decided to continue the long-term share-based incentive plan by one year into the financial year 2010.

The incentives are granted to key personnel during the years 2008-2013, so that the incentives earned during each incentive period are paid evenly in the following three years. The incentive granted comprises Citycon shares, cash or both.

Incentives paid in shares are charged to administration expenses and recognised as an increase in shareholders' equity. Incentives paid in cash are charged to administration expenses and recognised as liabilities. In 2011, expenses recognised in the statement of comprehensive income amounted to EUR 0.2 million (EUR 0.7 million in 2010).

The following table presents additional information on the share-based incentive plan:

	Incentive period 2010	Incentive period 2009	Incentive period 2008	Incentive period 2007	Total
Grant date	9 February 2010	22 April 2009	15 May 2008	26 april 2007	-
No. of key personnel at period end	18	16	13	-	-
Maximum number of shares to be granted on grant date	86,800	221,600	82,200	38,700	429,300
Shares granted in 2008	-	-	-	4,293	4,293
Shares granted in 2009	-	-	20,109	4,288	24,397
Shares granted in 2010	-	60,041	18,965	3,960	82,966
Shares granted in 2011	13,410	68,183	16,700	-	98,293
-					

According to the terms and conditions of the incentive plan, a participant can also choose to receive shares instead of the cash component intended for paying the related income tax. In addition to shares granted as presented above, 3,032 shares were granted in 2011 (41,054 shares in 2010) instead of paying the cash component in cash.

#### 31. CASH GENERATED FROM OPERATIONS

EUR million	2011	2010
Profit/loss before taxes	19.7	102.8
Adjustments for:		
Depreciation and amortisation (Note 12)	1.0	0.8
Net fair value losses (+)/gains (-) on investment property (Note 17)	35.3	-50.8
Profit (-)/losses (+) on disposal of investment property (Notes 17 and 24)	-0.6	-2.6
Share-based payments (Note 30)	1.5	0.3
Other non-cash income	-0.7	-0.4
Foreign exchange gains (-)/ losses (+) in financing expenses (Note 14)	-0.1	-0.1
Fair value gains (-)/ losses (+) of derivatives (Note 14)	-	-0.2
Interest and other financing income (Note 14)	-0.6	-0.6
Interest and other financing expenses (Note 14)	63.1	55.8
Changes in working capital		
Trade and other receivables (Note 25)	-4.2	-8.2
Trade and other payables (Note 29)	5.8	11.0
Cash generated from operations	120.2	108.0

#### **32. COMMITMENTS AND CONTINGENT LIABILITIES**

#### A) Other leases - Group as lessee

Future minimum lease payments under non-cancellable other leases are as follows:

EUR million	2011	2010
Not later than 1 year	0.9	0.9
1-5 years	0.7	0.9
Total	1.6	1.8

Leases mainly concern premises and cars. Leases of premises are in effect until further notice and have a notice period of six months. For most leases, rent increases are tied to the cost-of-living index. Car lease agreements are in effect for three years. While the lease agreements have no renewal clause, in practice the contract period can be extended for one to two years.

Lease payments recognised as expenses during the period were EUR 1.1 million (EUR 1.0 million) and they don't include contingent rents or sublease payments. Lease expenses recognised in the statement of comprehensive income are included in Administrative expenses on row office and other administrative expenses (Note 10. Administrative expenses)

#### B) Pledges and other contingent liabilities

EUR million	2011	2010
Loans, for which mortgages are given in security and shares pledged		
Loans from financial institutions	27.7	27.7
Contingent liabilities for loans		
Mortgages on land and buildings	35.9	36.9
Bank guarantees	39.2	43.4
Capital commitments	20.4	32.3
VAT refund liabilities	60.7	51.2

## Mortgages on land and buildings

Mortgages relate to certain bank loans of the subsidiaries where the subsidiary has given security on the loan via mortgages.

# Bank quarantees

Bank guarantees relate to bank loans of subsidiaries which Citycon Oyj has guaranteed via parent guarantee or alternatively third party bank guarantees.

# Capital commitments

Capital commitments mainly relate to on-going (re)development projects.

# VAT refund liability

There are value-added tax refund liabilities arising from capitalised renovations and new investments in Citycon's investment properties. The VAT refund liabilities will realise if the investment property is sold or transferred for non-VAT-liability use within 10 years. Exception to 10-year review rule apply to investments in Finland that have been completed prior to 2008, and the review period is 5 years.

# C) Equity ratio commitment and interest coverage ratio

Under a commitment given in the terms of the syndicated loan facilities, Citycon Group undertakes to maintain its equity ratio at above 32.5% and its interest coverage ratio at a minimum of 1.8. For the calculation of equity ratio, shareholders' equity includes capital loans and excludes non-cash valuation gain/loss from derivative contracts recognised in equity and the minority interest. The interest coverage ratio is calculated by dividing the EBITDA - adjusted by extraordinary gains/losses, provisions and non-cash items - by net financial expenses.

Accordingly, equity ratio on 31 December 2011 stood at around 39.0 per cent and interest coverage ratio at around 2.0 (2010: equity ratio was around 39.4 per cent and interest coverage ratio around 2.0).

# **33. RELATED PARTY TRANSACTIONS**

#### A) Related parties

Citycon Group's related parties comprise the parent company, subsidiaries, associated companies, minority companies, Board members, CEO, Corporate Management Committee members and Gazit-Globe Ltd., whose shareholding in Citycon Oyj accounted for 48.0 per cent on 31 December 2011 (31 December 2010: 47.3%).

Grou	p companies	Country	Group holding, %	Parent company holding, %
	Parent company: Citycon Oyj	Finland		
1	Asematie 3 Koy	Finland	100.0	100.0
2	Asolantien Liikekiinteistö Oy	Finland	100.0	100.0
3	Citycon AB	Sweden	100.0	100.0
4	Citycon Development AB	Sweden	100.0	-
5	Citycon Estonia Oü	Estonia	100.0	-
6	Citycon Estonian Investments B.V.	The Netherlands	100.0	-
7	Citycon Hedging C.V.	The Netherlands	100.0	-
8	Citycon Holding S.à r.l.	Luxembourg	100.0	100.0
9	Citycon Högdalen Centrum AB	Sweden	100.0	-
10	Citycon Imröret AB	Sweden	100.0	-
***************************************		•		

Group companies		Country	Group holding, %	Parent company holding, %	
11	Citycon Jakobsbergs Centrum AB	Sweden	100.0	-	
12	Citycon Liljeholmstorget Galleria AB	Sweden	100.0	-	
13	Citycon Services AB	Sweden	100.0	_	
14	Citycon Shopping Centers AB	Sweden	100.0	-	
15	Citycon Treasury B.V.	The Netherlands	100.0	-	
16	Citycon Tumba Centrumfastigheter AB	Sweden	100.0	-	
17	Drabantvägen bostäder AB	Sweden	100.0	-	
18	Espoon Asemakuja 2 Koy	Finland	100.0	100.0	
19	Excellency HoldCo Oy	Finland	100.0	100.0	
20	Forssan Hämeentie 3 Koy	Finland	100.0	100.0	
21	Jyväskylän Forum Koy	Finland	100.0	100.0	
22	Jyväskylän Kauppakatu 31 Koy	Finland	100.0	100.0	
23	Kaarinan Liiketalo Koy	Finland	100.0	100.0	
24	Karjaan Ratakatu 59 Koy	Finland	100.0	100.0	
25	Karjalan Kauppakeskus Koy	Finland	100.0	100.0	
26	Kauppakeskus Columbus Koy	Finland	100.0	100.0	
27	Kauppakeskus Isokarhu Oy	Finland	100.0	100.0	
28	Kivensilmänkuja 1 Koy	Finland	100.0	100.0	
29	Kotkan Keskuskatu 11 Koy	Finland	100.0	100.0	
30	Kouvolan Valtakadun Kauppakeskus Koy	Finland	100.0	100.0	
31	Kristiine Keskus Oü	Estonia	100.0	-	
32	Kuopion Kauppakatu 41 Koy	Finland	100.0	100.0	
33	Kuusankosken Kauppakatu 7 Koy	Finland	100.0	100.0	
34	Kuvernöörintie 8 Koy	Finland	100.0	100.0	
35	Lahden Hansa Koy	Finland	100.0	100.0	
36	Lahden Kauppakatu 13 Koy	Finland	100.0	100.0	
37	Lappeenrannan Villimiehen Vitonen Oy	Finland	100.0	100.0	
38	Lentolan Perusyhtiö Oy	Finland	100.0	100.0	
39	Liljeholmstorget Development Services AB	Sweden	100.0	-	
40	Lillinkulma Koy	Finland	100.0	100.0	
41	Lintulankulma Koy	Finland	100.0	100.0	
42	Lippulaiva Koy	Finland	100.0	100.0	
43	Magistral Kaubanduskeskuse Oü	Estonia	100.0	-	
44	Martinlaakson Kivivuorentie 4 Koy	Finland	100.0	100.0	
45	Minkkikuja 4 Koy	Finland	100.0	100.0	
46	Montalbas B.V.	The Netherlands	100.0	100.0	
47	Myyrmanni Koy	Finland	100.0	100.0	
48	Oulun Galleria Koy	Finland	100.0	100.0	
49	Porin Asema-Aukio Koy	Finland	100.0	100.0	
50	Porin Isolinnankatu 18 Koy	Finland	100.0	100.0	
51	Riddarplatsen Fastigheter HB	Sweden	100.0	-	
52	Rocca al Mare Kaubanduskeskuse AS	Estonia	100.0	-	
53	Runeberginkatu 33 Koy	Finland	100.0	100.0	
54	Sinikalliontie 1 Koy	Finland	100.0	100.0	

Grou	p companies	Country	Group holding, %	Parent company holding, %
55	Säkylän Liiketalo Koy	Finland	100.0	100.0
56	Talvikkitie Koy 7-9	Finland	100.0	100.0
57	Tampereen Hatanpää Koy	Finland	100.0	100.0
58	Tampereen Hermanni Koy	Finland	100.0	100.0
59	Tampereen Suvantokatu Koy	Finland	100.0	100.0
60	UAB Citycon	Lithuania	100.0	-
61	UAB Prekybos Centras Mandarinas	Lithuania	100.0	-
62	Ultima Oy	Finland	100.0	100.0
63	Valkeakosken Torikatu 2 Koy	Finland	100.0	100.0
64	Vantaan Laajavuorenkuja 2 Koy	Finland	100.0	100.0
65	Varkauden Relanderinkatu 30 Koy	Finland	100.0	100.0
66	Wavulinintie 1 Koy	Finland	100.0	100.0
67	Veniamo-Invest Oy	Finland	100.0	100.0
68	Vaakalintu Koy	Finland	95.8	95.8
69	Lappeen Liikekeskus Koy	Finland	90.6	90.6
70	Lahden Trio Koy	Finland	89.9	89.9
71	Linjurin Kauppakeskus Koy	Finland	88.5	88.5
72	Lappeenrannan Brahenkatu 7 Koy	Finland	84.5	84.5
73	Tikkurilan Kauppakeskus Koy	Finland	83.8	83.8
74	Koskikeskuksen Huolto Oy	Finland	81.7	81.7
75	Hervannan Liikekeskus Oy	Finland	79.4	79.4
76	Orimattilan Markkinatalo Oy	Finland	77.3	77.3
77	Strömpilen AB	Sweden	75.0	_
78	Åkersberga Centrum AB	Sweden	75.0	_
79	Myyrmäen Kauppakeskus Koy	Finland	74.0	74.0
80	Stenungs Torg Fastighets AB	Sweden	70.0	-
81	Heikintori Oy	Finland	68.7	68.7
82	Kirkkonummen Liikekeskus Oy	Finland	66.7	66.7
83	Espoontori Koy	Finland	66.6	66.6
84	Tampereen Koskenranta Koy	Finland	63.7	63.7
85	Myyrmäen Autopaikoitus Oy	Finland	62.7	-
86	Vantaan Säästötalo Koy	Finland	61.2	61.2
87	Espoontorin Pysäköintitalo Oy	Finland	60.1	_
88	Big Apple Top Oy	Finland	60.0	
89	Manhattan Acquisition Oy	Finland	60.0	-
90	Tikkurilan Kassatalo As Oy	Finland	59.7	59.7
91	Espoon Asematori Koy	Finland	54.1	54.1
92	Laajasalon Liikekeskus Oy	Finland	50.4	50.4
93	Espagalleria Oy	Finland	50.0	50.0
94	Retail Park Oy	Finland	50.0	50.0
95	Espoon Louhenkulma Koy	Finland	48.9	48.9
96	Pihlajamäen Liiketalo Oy	Finland	42.7	42.7
97	Länsi-Keskus Koy	Finland	41.4	41.4
98	Hakunilan Keskus Oy	Finland	41.1	41.1

Group	o companies	Country	Group holding, %	Parent company holding, %
99	Hansaparkki Koy	Finland	36.0	-
100	Kontulan Asemakeskus Koy	Finland	34.8	34.8
101	Puijonlaakson Palvelukeskus Koy	Finland	31.3	31.3
102	Salpausseläntie 11 Koy	Finland	31.3	31.3
103	Valtakatu 5-7 Koy	Finland	31.3	31.3
104	Jyväskylän Ydin Oy	Finland	29.0	21.5
105	Soukan Itäinentorni As Oy	Finland	27.3	27.3
106	Valkeakosken Liikekeskus Koy	Finland	25.4	25.4
107	Lauttasaaren Liikekeskus Oy	Finland	23.7	23.7
108	Hakucenter Koy	Finland	18.7	18.7
109	Liesikujan Autopaikat Oy	Finland	8.0	-
110	Tapiolan Alueen Kehitys Oy	Finland	7.7	7.7
	Partnerships for taxation purposes:		-	
	Parkeringshuset Väpnaren	Sweden	64.0	-

# B) Related party transactions

# Group companies

Group companies have paid each other fees such as maintenance and financial charges, interest expenses, loan repayments and other administrative service charges.

Such income and expenses have been eliminated from the consolidated financial statements. There have been no other related party transactions between Group companies.

Management benefits		
CEO wages and salaries, EUR	2011	2010
Marcel Kokkeel (CEO as of 24 March 2011)	448,966	-
Petri Olkinuora (CEO until 23 March 2011)	70,464	403,207

Citycon's Board of Directors appoints the CEO and decides on the terms and conditions of his/ her executive contract in writing. On 13 January 2011, the Board of Directors appointed Mr. Marcel Kokkeel (MA, born in 1958), a Dutch citizen, Citycon's new CEO, and approved the terms and conditions of his executive contract. The new CEO assumed his duties on 24 March 2011. According to his service agreement, the CEO's annual gross base salary amounts to EUR 450,000. At the full discretion of the Board of Directors, the CEO may be awarded an additional cash bonus up to a maximal amount corresponding to his annual gross base salary. However, the minimum bonus payable for the year 2011 shall be an amount corresponding to not less than 50 per cent of the annual gross base salary. In addition to this, the CEO is entitled to the following fringe benefits: company car, housing, telephone and luncheon benefits. The CEO's pension benefit is in line with mandatory provisions of the Finnish Pension Act. The CEO's service agreement has been signed for a fixed term and will expire at the end of February 2015. The company may terminate the agreement even earlier without cause at any time upon six months' notice period, in which case the CEO will be paid, in addition to the salary payable for the notice period, a severance pay consisting of 1.5 times the annual base salary at the moment of termination as well as 1.5 times the most recent annual bonus payment.

Related to the company's stock option plan 2011, the CEO has been granted 1,000,000 stock options 2011A-D(I), 250,000 stock options in each sub-category.

Citycon Oyj's CEO since 2002, Petri Olkinuora left his position in the company following the company's Annual General Meeting on 23 March 2011. In line with Mr Olkinuora's service contract, he was paid a lump-sum cash compensation equalling his 18-month salary in addition to his regular

salary for the notice period, as well as a gratitude bonus equalling his 6-month salary. In July 2011, Mr Olkinuora was issued 30,951 incentive shares (39,680 shares in 2010) related to the company's long-term share-based incentive plan, earned according to the plan but not yet distributed at the end of the contractual relationship. Due to the termination of CEO Olkinuora's service contract, the company has recognised non-recurring personnel expenses of EUR 0.0 million in 2011 (EUR 1.2 million in 2010).

ersonnel expenses for the entire corporate manage- nent committee, EUR million	2011	2010
Wages and salaries	1.7	1.4
Pensions: defined contribution plans	0.3	0.2
Pension charges: defined benefit plans	-	0.0
Social charges	0.2	0.1
otal	2.2	1.8

In addition to wages and salaries, Corporate Management Committee members received income of EUR 0.2 million (EUR 0.2 million) from stock options and share-based incentive plan. Also, non-recurring personnel expenses of EUR 0.5 million (EUR 1.3 million) arising from employment terminations of Corporate Management Committee members were recognised in 2011.

muneration of the members of Board of Directors, EUR	2011	2010
Ashkenazi Ronen	68,600	71,900
Bolotowsky Gideon (Board member until 23 March 2011)	2,000	54,500
Katzman Chaim (Board member as of 17 May 2010)	170,400	127,313
Kempe Roger (Board member as of 23 March 2011)	47,500	-
Komi Kirsi (Board member as of 23 March 2011)	49,800	-
Korpinen Raimo (Board member until 23 March 2011)	2,200	56,700
Lähdesmäki Tuomo (Board member until 23 March 2011)	1,900	57,200
Ottosson Claes	49,000	51,000
Segal Dor J.	46,000	51,500
Sonninen Jorma (Board member as of 23 March 2011)	48,000	_
Wernink Thomas W.	71,200	89,604
Westin Per-Håkan	49,000	57,000
Zochovitzky Ariella	51,800	56,500
tal	657,400	673,217

Board members do not participate in the company's share-based incentive schemes. During 2011, the travel expenses of the Board members amounted to EUR 0.2 million (EUR 0.5 million).

#### Transactions with Gazit-Globe Ltd.

# Convertible capital loan 1/2006

The outstanding amount of convertible capital loan was EUR 71.3 million on 31 December 2011 (EUR 71.3 million on 31 December 2010) and the carrying amount was EUR 68.1 million on 31 December 2011 (EUR 66.3 million). Based on the information Citycon has received, Gazit-Globe Ltd. held 58.9 per cent (58.9%) out of the outstanding amount of convertible capital loan, i.e. EUR 40.1 million (EUR 39.1 million) out of the carrying amount of convertible capital loan on 31 December 2011. Total of EUR 1.9 million (EUR 1.9 million) out of the convertible capital loan annual coupon payment made in 2011 belong to Gazit-Globe Ltd. and EUR 0.8 million (EUR 0.8 million) out of the convertible capital loan interest liability on 31 December 2011.

#### Purchases of services and expenses charged forward

Citycon has paid expenses of EUR 0.3 million (EUR 0.6 million) to Gazit-Globe Ltd. and its subsidiaries and charged expenses of EUR 0.2 million (EUR 0.1 million) forward to Gazit-Globe Ltd. and its subsidiaries.

#### Share issue 2010

In September 2010, the company issued 22 million new shares in a share issue directed to Finnish and international institutional investors, raising approximately EUR 63 million in new equity. Gazit-Globe Ltd. subscribed 10 million shares in this share issue.

## Share issue 2011

In July 2011, the company issued 33 million new shares in a share issue directed to Finnish and international institutional investors, raising approximately EUR 99 million in new equity. Gazit-Globe Ltd. subscribed 14.9 million shares in this share issue.

# Reporting to Gazit-Globe Ltd

The company's main shareholder, Gazit-Globe Ltd, holding approximately 48 per cent of the shares in the company, has announced that it has been applying International Financial Reporting Standards (IFRS) in its financial reporting starting from 2007. According to IFRS, one company may exercise a controlling interest in another company even if its shareholding in that company does not exceed 50 per cent. Gazit-Globe Ltd. holds the view that it exercises a controlling interest, as defined in IFRS, in Citycon Oyj based on the fact that it has been able to exercise controlling interest in Citycon Oyi's shareholders' meetings pursuant to its shareholding. In accordance with an agreement concluded between the companies, Citycon Oyj will provide Gazit-Globe Ltd. with a more detailed breakdown of the accounting information it discloses in its interim and full-year reports, so

that Gazit-Globe Ltd. can consolidate Citycon Group figures into its own IFRS financial statements.

#### 34. CHANGES IN GROUP STRUCTURE IN 2011

Com	panies acquired
Е	Espagalleria (50% of the shares )
	Citycon Högdalen Centrum AB former Centeni Högdalen AB)
	Citycon Imröret AB former Kungsleden Imröret AB)
	As Oy Tikkurilan Kassatalo increase of ownership by 51.6% to 59.7% of the shares)
	Hervannan Liikekeskus Koy increase of ownership by 4.8% to 79.4% of the shares)
	Heikintori Oy increase of ownership by 3.4% to 68.7% of the shares)
Com	panies established

ompanies	Sold
MREC I	Kiinteistö Oy Mäntyvuoksi
MREC I	Kiinteistö Oy Naantalin Tullikatu 16
Tumba	Bostäder AB
MREC I	Kiinteistö Oy Tullintori
Jakobsl	oerg LB Bostäder AB
	men Liikekeskus Oy

Properties sold	
Hakarinne 4	
Companies liquidated	

# KEY FIGURES AND RATIOS

# 1) CONSOLIDATED KEY FIGURES AND RATIOS FOR FIVE YEARS

EUR million	Formula	2011	2010	2009	2008	2007
Statement of comprehensive income data						
Turnover		217.1	195.9	186.3	178.3	151.4
Other operating income and expense		0.2	0.3	0.0	6.1	0.5
Operating profit/loss	-	81.8	157.7	10.3	-105.0	298.7
Profit/loss before taxes	-	19.7	102.8	-37.5	-162.3	253.5
Profit/loss attributable to parent company shareholders		13.0	78.3	-34.3	-124.1	200.3
Statement of financial position data			-	<u> </u>		
Investment properties		2,522.1	2,367.7	2,147.4	2,111.6	2,248.9
Current assets		125.0	56.9	65.9	52.4	48.1
Equity attributable to parent company shareholders		902.6	849.5	731.1	799.1	982.0
Non-controlling interest		59.2	50.7	36.8	38.2	28.9
Interest-bearing liabilities		1,547.9	1,397.7	1,321.7	1,199.5	1,154.0
Total liabilities	-	1,715.9	1,536.3	1,485.3	1,341.2	1,297.7
Total liabilities and shareholders' equity	-	2,677.7	2,436.5	2,253.2	2,178.5	2,308.6
Key performance ratios						
Equity ratio, %	1	36.0	37.1	34.2	38.5	43.9
Equity ratio for the banks, %		39.0	39.4	40.6	45.1	50.1
Gearing, %	2	151.4	153.1	169.5	141.3	111.8
Return on equity, % (ROE)	3	2.3	11.1	-4.7	-15.0	23.3
Return on investment, % (ROI)	4	3.8	10.6	-0.5	-1.5	16.3
Quick ratio	5	0.5	0.3	0.4	0.5	0.3
Gross capital expenditure, EUR million		216.7	133.7	134.6	157.9	603.9
% of turnover		99.8	68.3	72.2	88.6	398.9
Per-share figures and ratios						
Earnings per share, EUR	6	0.05	0.34	-0.16	-0.56	1.00
Earnings per share, diluted, EUR	7	0.05	0.34	-0.16	-0.56	0.91
Net cash from operating activities per share, EUR	8	0.25	0.09	0.30	0.21	0.20
Equity per share, EUR	9	3.25	3.47	3.31	3.62	4.44
P/E (price/earnings) ratio	10	46	9	-19	-3	3
Return from invested unrestricted equity fund per share, EUR		0.11	0.10	0.10	0.10	0.10
Dividend per share, EUR	-	0.04	0.04	0.04	0.04	0.04
Dividend and return from invested unrestricted equity fund per share total, EUR		0.15	0.14	0.14	0.14	0.14
Dividend and return of equity per earnings, %	11	300.7	40.8	-90.2	-24.9	13.9
Effective dividend and return of equity yield, %	12	6.5	4.5	4.8	8.3	4.3
Operative key ratios				, , , , , , , , , , , , , , , , , , ,		
Net rental yield, %	13	6.0	5.8	6.1	5.8	5.8
Occupancy rate (economic), %	15	95.5	95.1	95.0	96.0	95.7
Citycon's GLA, sq.m.		994730	942,280	961,150	937,650	923,980
Personnel (at the end of the period)		136	129	119	113	102

/ 1) Board proposal

Formulas are available on page 57.

# 2) FIVE YEAR SEGMENT INFORMATION

EUR million	2011	2010	2009	2008	2007
Turnover					
Finland	132.5	126.5	131.3	126.8	104.3
Sweden	60.1	52.8	41.0	41.9	39.0
Baltic Countries	24.5	16.7	14.0	9.6	8.0
Total	217.1	195.9	186.3	178.3	151.4
Net rental income			-	-	
Finland	90.5	86.7	92.4	90.9	75.7
Sweden	35.4	28.7	23.2	24.1	21.6
Baltic Countries	18.4	11.8	9.8	6.8	6.0
Other	0.0	0.0	0.0	0.0	0.1
Total	144.3	127.2	125.4	121.8	103.4
EPRA operating profit		,		-	
Finland	83.2	80.9	86.3	85.4	70.4
Sweden	30.4	24.1	20.0	21.0	18.7
Baltic Countries	17.1	10.6	8.8	6.2	5.1
Other	-13.4	-10.5	-7.4	-7.3	-6.8
Total	117.4	105.0	107.7	105.3	87.4
Operating profit/loss		-			
Finland	42.3	107.5	21.2	-62.9	218.4
Sweden	32.4	46.7	0.3	-49.1	73.4
Baltic Countries	20.5	14.1	-3.8	14.4	13.8
Other	-13.4	-10.5	-7.4	-7.4	-6.8
Total	81.8	157.7	10.3	-105.0	298.7

# PARENT COMPANY INCOME STATEMENT, FAS

EUR million	Note	1 Jan31 Dec. 2011	1 Jan31 Dec. 2010
Gross rental income		102.8	98.8
Service charge income	-	4.4	4.7
Turnover	2	107.3	103.5
Property operating expenses		55.1	66.6
Other expenses from leasing operations	3	0.3	0.4
Net rental income		51.9	36.5
Administrative expenses	4, 5	32.7	22.5
Other operating income and expenses	6	2.2	6.1
Operating profit	-	21.3	20.1
Financial income		101.1	112.4
Financial expenses	-	-116.4	-137.5
Net financial income and expenses	7	-15.3	-25.1
Profit/loss before taxes	•	6.0	-5.0
Income tax expense	8	-1.6	0.0
Profit/loss for the period		7.6	-5.0

# PARENT COMPANY BALANCE SHEET, FAS

EUR million	Note	31 Dec. 2011	31 Dec. 2010
ASSETS			
Non-current assets			
Intangible assets	9	24.5	12.9
Tangible assets	10	31.0	30.8
Investments			
Shares in subsidiaries	11	1,252.6	857.5
Shares in associated companies	12	33.0	34.8
Other investments	13	699.4	972.9
Total investments	•	1,985.0	1,865.2
Total non-current assets		2,040.4	1,908.8
Current assets	<u> </u>		
Long-term receivables	15	1.6	-
Short-term receivables	15	28.8	25.9
Cash and cash equivalents	•	63.6	0.0
Total current assets		94.1	26.7
Total assets		2,134.6	1,935.5

EUR million	Note	31 Dec. 2011	31 Dec. 2010
LIABILITIES AND SHAREHOLDERS' EQUITY			
Shareholders' equity	16	-	
Share capital		259.6	259.6
Share premium fund		133.1	133.1
Invested unrestricted equity fund		277.2	201.5
Retained earnings		3.9	18.6
Profit/loss for the period		7.6	-5.0
Total shareholders' equity		681.3	607.8
Liabilities	17		
Long-term liabilities			
Convertible capital loan 1/2006		68.1	66.3
Bond 1/2009		39.6	39.5
Other long-term liabilities		1,088.1	987.9
Total long-term liabilities		1,195.8	1,093.7
Short-term liabilities			
Other short-term liabilities		257.5	234.1
Total short-term liabilities		257.5	234.1
Total liabilities		1,453.3	1,327.7
Total liabilities and shareholders' equity		2,134.6	1,935.5

# PARENT COMPANY CASH FLOW STATEMENT, FAS

EUR million	1 Jan31 Dec. 2011	1 Jan31 Dec. 2010
Cash flow from operating activities		
Profit/loss before taxes	6.0	-5.0
Adjustments:		
Depreciation and impairment loss	12.0	4.2
Non-cash property operating expenses	21.8	25.3
Net financial income and expenses	15.3	25.1
Loss/gain on sale and on liquidation of shares in subsidiaries and other investments	0.7	-4.4
Cash flow before change in working capital	55.9	45.2
Change in working capital	4.6	22.8
Cash generated from operations	60.4	68.0
Interest any area and other Grandial arrange and	-93.6	-64.2
Interest expense and other financial expenses paid	•	
Interest income and other financial income received	52.7	15.0 -10.6
Realized exchange rate gains and losses	10.8 7.4	
Income taxes received/paid		-8.8
Net cash flow from operating activities	37.6	-0.5
Cash flow used in investing activities		
Investment in tangible and intangible assets	-18.0	-3.3
Proceeds from sale of tangible assets	0,7	-
Loans granted	-122.1	-98.0
Repayments of loans receivable	335.6	66.9
Increase in subsidiary shares	-792.0	-27.3
Decrease in subsidiary shares	390.3	2.8
Purchase of minority and associated companies' shares	-0.3	-0.3
Sale of associated companies' shares	1.8	3.2
Net cash used in investing activities	-204.0	-56.0
Cash flow from financing activities		
Proceeds from share issue	99.7	63.1
Sale of treasury shares	0.4	0.2
Share subscriptions based on stock options		3.3
Proceeds from short-term loans	135.6	107.8
Repayments of short-term loans	-98.8	-198.5
Proceeds from long-term loans	582.2	347.6
Repayments of long-term loans	-470.4	-242.0
Dividends paid and return from the invested unrestricted equity fund	-34.3	-31.0
Net cash from financing activities	214.4	50.5
Net change in cash and cash equivalents	48.0	-6.1
Cash and cash equivalents at period-start	-7.6	-1.5
Effects of exchange rate changes	_	-
Cash and cash equivalents at period-end 1)	40.4	-7.6

<sup>1)</sup> Cash and cash equivalents of Citycon Oyj included the Group cash pool as at 31 December 2011 and at 31 December 2010, in which the parent company's bank account can have a negative balance. Cash pool balance of EUR-23.3 million as at 31 December 2011 and EUR-8.4 million as at 31 December 2010 has been recognised in the parent company's balance sheet under short-term liabilities.

# NOTES TO THE PARENT COMPANY'S FINANCIAL STATEMENTS, FAS

## 1. ACCOUNTING POLICIES

The parent company's financial statements are prepared in accordance with the Finnish law.

#### INCOME STATEMENT FORMAT

The income statement is presented in accordance with the functionbased format and it includes both gross and net rental income.

## **NON-CURRENT ASSETS**

Non-current assets are recognized in the balance sheet at acquisition cost less impairment losses and depreciation/amortisation.

#### PROPERTY PORTFOLIO

The buildings' acquisition cost is depreciated annually on a straight line basis at 2-4 per cent. Repair costs are expensed as incurred.

# OTHER NON-CURRENT ASSETS

Other non-current assets include capitalised costs related to the acquisition of properties, which are amortised over three years, and tenant improvements, which are amortised during the lease term.

Machinery and equipment is depreciated at 25 percent annually, using the reducing balance method of depreciation. The machinery and equipment category includes also technical equipment in buildings and the depreciation is made accordingly.

#### PENSION SCHEMES

The company's employee pension cover is based on statutory pension insurance.

#### FOREIGN CURRENCY RECEIVABLES AND PAYABLES

Receivables and payables denominated in foreign currencies as well as forward rate agreements are measured at the exchange rate quoted on the balance sheet date. Any exchange rate differences resulting from currency translations are recognised as exchange rate differences in the income statement.

## **CONVERTIBLE CAPITAL LOAN**

Convertible capital loan is shown as separate item in liabilities.

#### **INCOME TAXES**

Current taxes are recognised on an accrual basis.

Deferred taxes arising from temporary differences between the book and fiscal values have been recognised separately in the income statement and the balance sheet.

## IMPORTANT NOTE

Individual figures and sum totals presented in the financial statements have been rounded to the nearest thousands of euros: this may cause minor discrepancies between the sum totals and the sums of individual figures as given.

#### 2. TURNOVER

EUR million	2011	2010
Turnover by business segments:		
Shopping centres		
Helsinki Metropolitan Area	32.4	32.5
Other areas in Finland	47.9	44.8
Other retail properties	27.0	26.2
Total	107.3	103.5

Geographically the parent company's turnover is generated in Finland. Parent company turnover includes the following administrative fees received from Group companies:

EUR million	2011	2010
Administrative fees from Group companies	0.9	0.9

## 3. OTHER EXPENSES FROM LEASING OPERATIONS

EUR million	2011	2010
Tenant improvements and commissions	0.2	0.0
Credit losses	0.2	0.3
Total	0.3	0.4

# 4. PERSONNEL EXPENSES

EUR million	2011	2010
Average number of employees during period	86	81
Personnel expenses		
Wages and salaries	10.0	7.4
Pension charges	1.2	1.7
Other social charges	0.4	0.3
Total	11.6	9.4

The items presented above include non-recurring personnel expenses of EUR 1.2 million (EUR 1.3 million in 2010) arising from employment terminations.

Personnel expenses include management salaries and emolu-

EUR million	2011	2010
CEO's salary and emoluments	0.5	0.4
Board remuneration	0.7	0.7
Total	1.2	1.1

# 5. DEPRECIATION AND AMORTISATION AND IMPAIRMENTS

EUR million	2011	2010
The following depreciation and amortisation as well as impairments are included in the administrative expenses:		
Amortisation on intangible assets	4.7	3.3
Depreciation on buildings and constructions	0.5	0.5
Depreciation on machinery and equipment	0.3	0.3
Impairment of shares in subsidiaries and in		
associated companies	6.6	-
Total	12.0	4.2

#### 6. OTHER OPERATING INCOME AND EXPENSES

EUR million	2011	2010
Loss/gain on sale of shares in subsidiaries and other investments	-4.1	4.4
Liquidation of Myllypuron Ostoskeskus Oy	3.4	-
Leasing and asset management fees from Group companies	28	16
Other operating income	0.1	0.1
Total	2.2	6.1

# 7. NET FINANCIAL INCOME AND EXPENSES

EUR million	2011	2010
Dividend income		
From Group companies	11.7	0.1
From others	0.0	0.0
Total	11.7	0.1
Interest and other financial income		
From Group companies	32.5	38.8
Gain from convertible bond buybacks	-	0.2
Foreign exchange rate gains	53.7	73.0
Other interest and financial income	3.3	0.3
Total	89.4	112.3
Total financial income	101.1	112.4
Interest and other financial expenses		
To Group companies	8.0	5.3
Foreign exchange losses	53.6	72.8
Fair value loss from derivatives	-	8.6
Interest and other financial expenses	54.8	50.8
Total financial expenses	116.4	137.5
Net financial income and expenses	-15.3	-25.1
iver illiancial income and expenses	-15.5	-25

# **8. INCOME TAX EXPENSE**

EUR million	2011	2010
Current taxes	-	-
Deferred tax benefit	-1.6	-
Income taxes	-1.6	-
		•

9. INTANGIBLE ASSETS EUR million	2011	2010
Intangible rights		
Acquisition cost 1 Jan.	2.0	1.7
Additions during the period	0.5	0.3
Accumulated acquisition costs 31 Dec.	2.5	2.0
Accumulated depreciation 1 Jan.	-1.2	-0.9
Depreciation for the period	-0.3	-0.3
Accumulated depreciation 31 Dec.	-1.5	-1.2
Net carrying amount 31 Dec.	1.0	0.8
Connection fees		
Acquisition cost 1 Jan.	0.2	0.2
Net carrying amount 31 Dec.	0.2	0.2
Tenant improvements and other non-current assets		
Acquisition cost 1 Jan.	23.7	18.4
Additions during the period	15.8	5.4
Transfer between items	-	0.0
Accumulated acquisition costs 31 Dec.	39.5	23.7
Accumulated depreciation 1 Jan.	-11.9	-8.9
Depreciation for the period	-4.3	-3.1
Accumulated depreciation 31 Dec.	-16.3	-11.9
Net carrying amount 31 Dec.	23.2	11.8
Total intangible assets 31 Dec.	24.5	12.9

# 10. TANGIBLE ASSETS

EUR million	2011	2010
Land		
Acquisition cost 1 Jan.	3.3	3.3
Reductions during the period	-0.1	-
Net carrying amount 31 Dec.	3.2	3.3
Buildings and constructions		
Acquisition cost 1 Jan.	68.7	68.7
Additions during the period	0.4	0.0
Accumulated acquisition costs 31 Dec.	69.1	68.7
Accumulated depreciation 1 Jan.	-44.6	-44.1
Depreciation for the period	-0.5	-0.5
Accumulated depreciation 31 Dec.	-45.1	-44.6
Net carrying amount 31 Dec.	24.0	24.1
Machinery and equipment		
Acquisition cost 1 Jan.	5.7	5.5
Additions during the period	0.2	0.3
Accumulated acquisition costs 31 Dec.	5.9	5.7
Accumulated depreciation 1 Jan.	-4.7	-4.3
Depreciation for the period	-0.3	-0.3
Accumulated depreciation 31 Dec.	-5.0	-4.7
Net carrying amount 31 Dec.	1.0	1.1
Machinery and equipment also include technical equipment in buildings.		
Other tangible assets	•	
Acquisition cost 1 Jan.	0.2	0.2
Accumulated acquisition costs 31 Dec.	0.2	0.2
Accumulated depreciation 1 Jan.	-0.2	-0.2
Accumulated depreciation 31 Dec.	-0.2	-0.2
Net carrying amount 31 Dec.	0.1	0.1
Construction in progress		
Acquisition cost 1 Jan.	2.2	4.9
Reductions/additions during the period	0.5	-2.7
Transfer between items	-	0.0
Net carrying amount 31 Dec.	2.7	2.2
Total tangible assets 31 Dec.	31.0	30.8

# 11. SHARES IN SUBSIDIARIES

EUR million	2011	2010
Acquisition cost 1 Jan.	857.5	830.3
Additions during the period	654.6	27.3
Impairment of shares	-5.2	-
Reductions during the period	-254.7	0.0
Transfer between items	0.3	-
Net carrying amount 31 Dec.	1,252.6	857.5

## 12. SHARES IN ASSOCIATED COMPANIES

EUR million	2011	2010
Acquisition cost 1 Jan.	34.8	34.8
Impairment of shares	-1.4	-
Reductions during the period	-0.4	-
Net carrying amount 31 Dec.	33.0	34.8

# 13. OTHER INVESTMENTS

EUR million	2011	2010
Minority holdings		
Acquisition cost 1 Jan.	0.9	3.7
Additions during the period	0.3	0.3
Reductions during the period	-	-3.2
Transfer between items	-0.3	-
Net carrying amount 31 Dec.	0.9	0.9
Loan receivables from Group companies	698.5	972.0
Other receivables from outside the Group	-	0.0
Total other investments 31 Dec.	699.4	972.9
Total investments 31 Dec.	1,985.0	1,865.2

# 14. SUBSIDIARIES AND ASSOCIATED COMPANIES

Parent company's subsidiaries and associated companies are presented in Note 33 Related Party Transactions in the Notes to the Consolidated Financial Statements.

# 15. LONG- AND SHORT-TERM RECEIVABLES

EUR million	2011	2010
Long-term receivables from outside the Group		
Deferred tax assets	1.6	-
Total long-term receivables	1.6	-
Short-term receivables from outside the Group		
Trade receivables	2.0	1.0
Other receivables	1.8	11.4
Accrued income and prepaid expenses	1.2	0.8
Total	5.0	13.2

EUR million	2011	2010
Receivables from Group companies		
Trade receivables	1.2	0.9
Loan receivables	-0.1	-0.2
Maintenance charge receivables	4.5	2.4
Other receivables	13.5	0.0
Total other receivables	17.9	2.3
Interest receivables	1.7	9.4
Other accrued income and prepaid expenses	2.9	0.1
Total accrued income and prepaid expenses	4.7	9.5
Total	23.8	12.7
Total short-term receivables	28.8	25.9

# **16. SHAREHOLDERS' EQUITY**

EUR million	2011	2010
Share capital at 1 Jan.	259.6	259.6
Share capital at 31 Dec.	259.6	259.6
Share premium fund at 1 Jan.	133.1	133.1
Share premium fund at 31 Dec.	133.1	133.1
Invested unrestricted equity fund at 1 Jan.	201.5	157.0
Proceeds from share issue	99.7	63.1
Sale of treasury shares	0.4	0.2
Share subscriptions based on stock options	-	3.3
Equity return from the invested unrestricted equity fund	-24.5	-22.1
Invested unrestricted equity fund at 31 Dec.	277.2	201.5
Retained earnings at 1 Jan.	13.6	27.5
Dividends	-9.8	-8.8
Profit/ Loss for the period	7.6	-5.0
Retained earnings at 31 Dec.	11.5	13.6
Total shareholders' equity at 31 Dec.	681.3	607.8

## 17. LIABILITIES

# A) Long-term liabilities

EUR million	2011	2010
Fixed-rate loans		
Convertible capital loan 1/2006 1)	68.1	66.3
Bond 1/2009	39.6	39.5
Floating-rate loans, which are		
converted into fixed rates through interest-		
rate swaps	1,005.4	869.8
tied to market interest rates	97.7	90.1
Total	1,103.1	959.9
Current portion of interest-bearing liabilities	-25.0	-19.7
Total	1,078.1	940.2
Other long-term liabilities		
Loans from financial institutions	1,078.1	940.2
Loans from Group companies	9.9	47.7
Total	1,088.1	987.9
Total long-term liabilities	1,195.8	1,093.7
Loans maturing later than 5 years	64.6	12.5

The terms and conditions of convertible capital loan are presented in Note 28
 Loans in the Notes to the Consolidated Financial Statements.

# B) Short-term liabilities

EUR million	2011	2010
Short-term interest-bearing liabilities		
Commercial papers	48.7	11.9
Loans from financial institutions	108.8	142.1
Current portion of interest-bearing liabilities	25.0	19.7
Loans from Group companies	40.7	19.3
Total	223.2	193.1
	4	
Short-term non-interest-bearing liabilities		
Payables to outside the Group		
Advances received	0.2	0.3
Accounts payable	1.6	1.7
Derivative financial instruments	0.1	1.5
Other payables	0.2	0.1
Total other payables	0.3	1.6
Interest liability	5.4	5.2
Other accruals	4.3	3.9
Total accruals	9.7	9.0
Total	11.7	12.7

EUR million	2011	2010
Payables to Group companies		
Accounts payable	0.0	0.6
Charge-for-financial cost payables	1.9	13.9
Other payables	20.7	13.3
Total other payables	22.6	27.2
Accruals	0.0	0.5
Total	22.6	28.3
Total short-term liabilities	257.5	234.1
Total liabilities	1,453.3	1,327.7

All derivative financial instruments in Citycon are executed by the parent company Citycon Oyj. The fair values of derivative financial instruments are presented in Note 23 Derivative Financial Instruments in the Notes to the Consolidated Financial Statements.

# **18. CONTINGENT LIABILITIES**

The parent company doesn't have any mortgages nor given securities.

# A) Lease liabilities

EUR million	2011	2010
Payables on lease commitments		
Maturing next financial year	0.8	0.9
Maturing later	0.4	0.9
Total	1.2	1.8

Citycon's finance leases mainly apply to computer hardware, machinery and equipment, cars and office premises.

# B) Guarantees given

EUR million	2011	2010
Bank guarantees	39.2	43.4
On behalf of Group companies	_	5.9

# C) VAT refund liabilities

EUR million		ar review period 2010	10 wie 2011	10 year re- wiev period 2011 2010		
Property investment (net)	0.9	0.9	0.8	0.5		
VAT of property investment (100%)	0.2	0.3	0.2	0.1		
out of which VAT has been deducted on the date of completion	N 2	ИЗ	0.1	<b>Ω</b> 1		
Annual amount under review	0.0	0.1	0.0	0.0		
VAT refund liability at 31 Dec.	0.0	0.0	0.1	0.0		

# SHAREHOLDERS AND SHARES

## **BIGGEST SHAREHOLDERS ON 31 DECEMBER 2011**

Name	Number of shares	Percentage of shares and votes
Ilmarinen Mutual Pension Insurance Company	24,943,027	8.98
The State Pension Fund of Finland	1,700,000	0.61
Sijoitusrahasto Aktia Capital	1,310,000	0.47
Odin Finland	1,265,586	0.46
Folketrygdfondet	1,171,000	0.42
Taaleritehdas ArvoMarkka Investment Fund	750,000	0.27
Mutual Fund Evli Finnish Equity	620,000	0.22
Icecapital European Property	482,401	0.17
Tudeer Lauri	480,120	0.17
von Fieandt Johan	480,000	0.17
10 biggest, total	33,202,134	11.95

Nominee-registered shares		
Sampo Bank Plc	115,998,111	41.75
Skandinaviska Enskilda Banken AB	34,683,910	12.48
Nordea Bank Finland Plc	32,088,996	11.55
Svenska Handelsbanken AB (publ), filial verksamheten i Finland	21,729,734	7.82
Evli Bank Plc	17,665,651	6.36
Other nominee-registered shares	4,232,413	1.53
Nominee-registered shares, total	226,398,815	81.49
Others	18,210,348	6.56
Shares, total	277,811,297	100.00

Gazit-Globe Ltd. has informed the company that the number of shares held by it on 31 December 2011 amounts to 133,456,930 shares accounting for 48.04 per cent of the shares and voting rights in the company at the year-end of 2011. Gazit-Globe Ltd.'s shareholding is nominee-registered.

# Notifications of changes in shareholding during 2011

On 14 July 2011, the company was notified by Ilmarinen Mutual Pension Insurance Company that Ilmarinen had participated in Citycon's directed share offering in July and that as a result of this, Ilmarinen's shareholding in the company had exceeded the threshold of 1/20. According to the notice, on 14 July 2011, Ilmarinen held a total of 24,943,027 Citycon shares, or 8.99 per cent of the total shares and votes in the company on that date.

## SHAREHOLDERS BY OWNERGROUP ON 31 DECEMBER 2011

	Number of owners	Percentage of owners	Number of shares	Percentage of shares and votes
Financial and insurance corporations	30	0.70	226,874,710	81.66
Corporations	329	7.69	4,182,580	1.51
Households	3,823	89.41	10,764,900	3.88
General government	4	0.09	26,720,027	9.62
Foreign	40	0.94	8,145,780	2.93
Non-profit institutions	50	1.17	1,123,300	0.40
Total	4,276	100.00	277,811,297	100.00
of which nominee-registered	10		226,398,815	81.49
ssued stock, total			277,811,297	

# BREAKDOWN OF SHAREHOLDERS ON 31 DECEMBER 2011 BY NUMBER OF SHARES

	Number of owners	Percentage of owners	Number of shares	Percentage of shares and votes
1-100	456	10.66	26,777	0.01
101 - 1,000	1,818	42.52	914,559	0.33
1,001 - 5,000	1,475	34.49	3,530,044	1.27
5,001 - 10,000	250	5.85	1,835,707	0.66
10,001 - 50,000	203	4.75	4,465,793	1.61
50,001 - 100,000	31	0.72	2,155,943	0.78
100,001 - 500,000	30	0.70	6,824,054	2.45
500,001 - 1,000,000	2	0.05	1,370,000	0.49
1,000,001 -	11	0.26	256,688,420	92.40
Total	4,276	100.00	277,811,297	100.00
of which nominee-registered	10		226,398,815	81.49
Issued stock, total		-	277,811,297	

## SHARE PRICE AND TRADING VOLUME

	Formula	2011	2010	2009	2008	2007
Share price, transactions, EUR						
Low	•	2.02	2.29	1.3	1.26	3.24
High	-	3.41	3.31	3.16	4.28	6.09
Average	16	2.77	2.84	1.99	2.94	4.76
Market capitalisation, EUR million	17	641.7	753.3	649.9	371.3	806.6
Share trading volume	•					
No. of shares traded as of year-start, 1,000		97,483	114,974	149,340	150,852	153,696
Percentage of total		35.1	47.0	67.0	68.3	69.6
Average number of shares, 1,000		259,778	228,148	221,035	220,991	199,404
Average number of shares, diluted, 1,000	•	276,871	245,806	239,502	247,223	227,122
Number of shares on 31. Dec., 1,000	<u>.</u>	277,811	244,565	221,060	220,999	220,981

# FORMULAS FOR KEY FIGURES AND RATIOS

1)	Equity ratio, %	Shareholders' equity	- X100
-,	Equity fatto, 76	Balance sheet total - advances received	- X100
2)	Gearing, %	Interest-bearing liabilities - cash and cash equivalents	- X100
-,	Gearing, 70	Shareholders' equity	71200
3)	Return on equity (ROE), %	Profit/loss for the period  Shareholders' equity (weighted average)	- X100
-,	notalii on equity (1102), 70	Shareholders' equity (weighted average)	71200
		Profit/loss before taxes + interest and other financial expenses	
4)	Return on investment (ROI), %	Balance sheet total (weighted average) - (non-interest-bearing liabilities on the balance sheet date + opening balance of non-interest-bearing liabilities)/2	X 100
		<i>-</i>	
5)	Quick ratio	Current assets Short-term liabilities	-
		Profit/loss for the period attributable to parent company shareholders	
6)	Earnings per share (EPS), EUR	Average number of shares for the period	- X100
		Du Style of South and Style the block of the style of the	
7)	Earnings per share, diluted, EUR	Diluted average number of shares for the period	- X100
		Net cash from operating activities	
B)	Net cash from operating activities per share, EUR	Average number of shares for the period	- X100
٥١	E 1: 1 EUD	Equity attributable to parent company shareholders	
9)	Equity per share, EUR	Number of shares on the balance sheet date	-
10)	P/E ratio (price/earnings)	_Closing price at year-end	_
10,	F/ETatio (price/earnings)	EPS	
11)	Dividend and return of equity per earnings, %	Dividend per share	- X100
,	2. Tracina and return of equity per carnings, 70	EPS	
12)	Effective dividend and return of equity yield, %	Dividend per share Color to the	- X100
1	177	Closing price at year-end	
13)	Net rental yield, %	Net rental income (last 12 months)  Average fair value of investment property	- X100
14)	Occupancy rate, %, sq.m.	Leased space Leasable space	- X100
		•	
15)	Occupancy rate (economic), %	Rental income as per leases  Estimated market rent of vacant premises + rental income as per leases	- X100
		Value of shares traded (EUR)	
16)	Average share price, EUR	Average number of shares traded  Average number of shares traded	-
17)	Madest south It - st	Number of above and also price for the period and transport	
1/)	Market capitalisation	Number of shares x closing price for the period excl. treasury shares	
18)	Net interest-bearing debt (fair value), EUR million	Fair value of interest-bearing debts - cash and cash equivalents	

# SIGNATURES TO THE FINANCIAL STATEMENTS

Signatures to the Financial Statements 1 January - 31 December 2011

In Helsinki, on 7 February 2012

Chaim Katzman Ronen Ashkenazi

Roger Kempe Kirsi Komi

Claes Ottosson Dor J. Segal

Jorma Sonninen Thomas W. Wernink

Per-Håkan Westin Ariella Zochovitzky

Marcel Kokkeel CEO

We have today submitted the report on the conducted audit.

In Helsinki, on 7 February 2012

Ernst & Young Oy Authorized Public Accountants

Tuija Korpelainen Authorized Public Accountant

# **AUDITOR'S REPORT**

# To the Annual General Meeting of Citycon Oyj

We have audited the accounting records, the financial statements, the report of the Board of Directors, and the administration of Citycon Oyj for the year ended 31 December 2011. The financial statements comprise the consolidated statement of financial position, statement of comprehensive income, statement of changes in equity and statement of cash flows, and notes to the consolidated financial statements, as well as the parent company's balance sheet, income statement, cash flow statement and notes to the financial statements.

# The responsibility of the Board of Directors and the Managing Director

The Board of Directors and the Managing Director are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU, as well as for the preparation of financial statements and the report of the Board of Directors that give a true and fair view in accordance with the laws and regulations governing the preparation of the financial statements and the report of the Board of Directors in Finland. The Board of Directors is responsible for the appropriate arrangement of the control of the company's accounts and finances, and the Managing Director shall see to it that the accounts of the company are in compliance with the law and that its financial affairs have been arranged in a reliable manner.

# Auditor's responsibility

Our responsibility is to express an opinion on the financial statements, on the consolidated financial statements and on the report of the Board of Directors based on our audit. The Auditing Act requires that we comply with the requirements of professional ethics. We conducted our audit in accordance with good auditing practice in Finland. Good auditing practice requires that we plan and perform the audit to obtain reasonable assurance about whether the financial statements and the report of the Board of Directors are free from material misstatement, and whether the members of the Board of Directors of the parent company and the Managing Director are guilty of an act or negligence which may result in liability in damages towards the company or have violated the Limited Liability Companies Act or the articles of association of the company.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial state-

ments and the report of the Board of Directors. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements and report of the Board of Directors that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements and the report of the Board of Directors.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion on the consolidated financial statements

In our opinion, the consolidated financial statements give a true and fair view of the financial position, financial performance, and cash flows of the group in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU.

# Opinion on the company's financial statements and the report of the Board of Directors

In our opinion, the financial statements and the report of the Board of Directors give a true and fair view of both the consolidated and the parent company's financial performance and financial position in accordance with the laws and regulations governing the preparation of the financial statements and the report of the Board of Directors in Finland. The information in the report of the Board of Directors is consistent with the information in the financial statements.

Helsinki, 7 February 2012

Ernst & Young Oy Authorized Public Accountants

Tuija Korpelainen Authorized Public Accountant

# PROPERTY LIST

Property	Address			Built in / renovated in	Holding, %	Citycon's GLA, sq.m.	Occupancy rate, %, sq.m. 1)	Occupancy rate, %, EUR <sup>1)</sup>
FINLAND								
HELSINKI METROPOLITAN ARE	A							
1 Asolantien Liikekiinteistö Oy	Asolanväylä 50	01360	VANTAA	1986	100%	1,800	100.0	100.0
2 Columbus	,					20,900	98.4	99.6
Kauppakeskus Columbus Koy	Vuotie 45	00980	HELSINKI	1997/2007	100%		-	
3 Espoon Louhenkulma Koy	Louhentie 2	02130	ESP00	1963	49%	880	100.0	100.0
4 Espoontori						17,100	83.3	85.7
Espoon Asemakuja 2 Koy	Asemakuja 2	02770	ESP00	1991	100%	6,300	•	
Espoon Asematori Koy	Kamreerintie 5	02770	ESP00	1989/2010	54%	1,800	•	
Espoontori Koy	Kamreerintie 3	02770	ESP00	1987/2010	67%	9,000	-	
Espoontorin Pysäköintitalo Oy	Kamreerintie 1	02770	ESP00	1987/2010	60%	•	-	
5 Hakunilan Keskus						3,780	95.8	95.0
Hakucenter Koy	Laukkarinne 6	01200	VANTAA	1986	19%	780	***************************************	
Hakunilan Keskus Oy	Laukkarinne 4	01200	VANTAA	1982	41%	3,000	•	
6 Heikintori						6,300	76.0	89.8
Heikintori Oy	Kauppamiehentie 1	02100	ESP00	1968	69%		•	
7 Iso Omena						60,600	99.7	99.8
Big Apple Top Oy	Piispansilta 9	02230	ESP00	2001	60%	•	-	
8 Isomyyri	•	-	•	-	•	10,800	87.5	94.3
Myyrmäen Kauppakeskus Koy	Liesitori 1	01600	VANTAA	1987	74%	-	-	
Liesikujan Autopaikat Oy	Liesikuja 2	01600	VANTAA	1987	8%	*	***************************************	
9 Aseman Ostari						4,000	80.9	89.3
Kirkkonummen Liikekeskus Oy	Asematie 3	02400	KIRKKONUMMI	1991/2011	67%		•	
10 Kontulan Asemakeskus Koy	Keinulaudankuja 4	00940	HELSINKI	1988/2007	35%	4,500	100.0	100.0
11 Laajasalon Liikekeskus						2,660	99.7	99.7
Laajasalon Liikekeskus Oy	Yliskyläntie 3	00840	HELSINKI	1972/1995	50%	2,300	•	
Kuvernöörintie 8 Koy	Kuvernöörintie 8	00840	HELSINKI	1982	100%	360	•	
12 Lauttasaaren Liikekeskus Oy	Lauttasaarentie 28-30	00200	HELSINKI	1970	24%	1,500	100.0	100.0
13 Lippulaiva						18,500	96.7	97.2
Lippulaiva Koy	Espoonlahdenkatu 4	02320	ESP00	1993/2007	100%	***************************************	•	
14 Länsi-Keskus Koy	Pihatörmä 1	02210	ESP00	1989	41%	8,600	54.8	54.7
15 Martinlaakson Ostari						7,400	97.6	98.5
Martinlaakson Kivivuorentie 4 Koy	Kivivuorentie 4	01620	VANTAA	2011	100%	***************************************	•	
16 Minkkikuja 4 Koy	Minkkikuja 4	01450	VANTAA	1989	100%	2,300	100.0	100.0
17 Myllypuron Ostari						6,600	89.5	90.1
Kivensilmänkuja 1 Koy	Kivensilmänkuja 1	00920	HELSINKI	2011-	100%	***************************************	***************************************	
18 Myyrmanni						39,700	92.3	94.7
Myyrmanni Koy	lskoskuja 3	01600	VANTAA	1994/2007/2011	100%			
Myyrmäen Autopaikoitus Oy	Iskoskuja 3	01600	VANTAA	1994	63%			
19 Pihlajamäen liiketalo Oy	Meripihkatie 1	00710	HELSINKI	1970	43%	1,700	84.3	69.1
20 Salpausseläntie 11 Koy	Salpausseläntie 11	00710	HELSINKI	1973	31%	600	0.0	0.0

_	Property	Address			Built in / renovated in	Holding, %	Citycon's GLA, sq.m.	Occupancy rate, %, sq.m. <sup>1)</sup>	Occupancy rate, %, EUR <sup>1)</sup>
21	Sampotori	Heikintori, Kauppamiehentie 1	02100	ESP00	lot	100%	50	100.0	100.0
22	Sinikalliontie 1 Koy	Sinikalliontie 1	02630	ESP00	1964/1992	100%	15,700	96.1	98.3
23	Soukan Itäinentorni As Oy	Soukantie 16	02360	ESP00	1972	27%	1,600	100.0	100.0
24	Talvikkitie 7-9 Koy	Talvikkitie 7-9	01300	VANTAA	1989	100%	9,800	64.0	38.1
25	Tikkuri						13,300	89.0	94.7
***********	Tikkurilan Kauppakeskus Koy	Asematie 4-10	01300	VANTAA	1984/1991	84%	10,500		
***********	Asematie 3 Koy	Asematie 3	01300	VANTAA	1972	100%	1,400		
	Tikkurilan Kassatalo As Oy	Asematie 1	01300	VANTAA	1956	60%	1,400		
26	Ultima Oy	Äyritie 1	01510	VANTAA	lot	100%			
27	Vantaan Laajavuorenkuja 2 Koy	Laajavuorenkuja 2	01620	VANTAA	1976	100%	2,000	100.0	100.0
	Vantaan Säästötalo Koy	Kielotie 20	01300	VANTAA	1983	61%	3,800	97.3	98.0
_	Wavulinintie 1 Koy	Wavulinintie 1	00210		1950/1992	100%	1,700	29.5	13.7
	,				,		-	-	
	OTHER AREAS IN FINLAND								
_	Forssan Hämeentie 3 Koy	Hämeentie 3	31100	FORSSA	1978	100%	4,500	0.0	0.0
31	Forum						16,500	97.8	99.4
_	Jyväskylän Forum Koy	Asemakatu 5	40100	JYVÄSKYLÄ	1953/1972/1980/1991/2010	100%			
32	Galleria			•			3,500	95.0	97.3
	Oulun Galleria Koy	Isokatu 23	90100	OULU	1987	100%			
33	Isokarhu						14,900	94.6	98.2
	Kauppakeskus IsoKarhu Oy	Yrjönkatu 14	28100	PORI	1972/2001/2004	100%			
34	IsoKristiina						19,400	89.6	94.6
	Karjalan Kauppakeskus Koy	Brahenkatu 3	53100	LAPPEENRANTA	1987	100%	8,400		
	Lappeen Liikekeskus Koy	Brahenkatu 5	53100	LAPPEENRANTA	1987	91%	7,400		
	Lappeenrannan Brahenkatu 7 Koy	Brahenkatu 7	53100	LAPPEENRANTA	1993	84%	3,600	_	
	Lappeenrannan Villimiehen Vitonen Oy	Kaivokatu 5	53100	LAPPEENRANTA	lot	100%		_	
35	Isolinnankatu 18 Koy	Isolinnankatu 18	28100	PORI	1986/2010-	100%	5,300	36.3	42.7
36	Jyväskeskus		_				5,800	92.1	93.0
	Jyväskylän Kauppakatu 31 Koy	Kauppakatu 31	40100	JYVÄSKYLÄ	1955/1993	100%			
37	Kaarinan Liiketalo Koy	Oskarinaukio 5	20780	KAARINA	1979/1982	100%	9,200	94.8	96.6
38	Karjaan Ratakatu 59 Koy	Ratakatu 59	10320	KARJAA	1993	100%	3,100	100.0	100.0
39	Duo						13,500	96.2	97.9
•	Hervannan Liikekeskus Oy	Insinöörinkatu 23	33720	TAMPERE	1979	79%	5,200	•	
-	Tampereen Hermanni Koy	Pietilänkatu 2	33720	TAMPERE	2007	100%	8,300	-	
40	Koskikara						5,800	96.3	96.9
	Valkeakosken Liikekeskus Koy	Valtakatu 9-11	37600	VALKEAKOSKI	1993	25%	1,500		
	Valkeakosken Torikatu 2 Koy	Valtakatu 9-11	37600	VALKEAKOSKI	1993	100%	4,300		
41	Koskikeskus						28,000	100.0	100.0
	Tampereen Koskenranta Koy	Hatanpään valtatie 1	33100	TAMPERE	1988/1995/2011-	64%	12,100		
	Tampereen Hatanpää Koy	Hatanpään valtatie 1	33100	TAMPERE	1988/2011-	100%	7,200		
•	Tampereen Suvantokatu Koy	Hatanpään valtatie 1	33100	TAMPERE	1988/2011-	100%	8,700	-	
42	Kotkan Keskuskatu 11 Koy	Keskuskatu 11	48100	KOTKA	1976	100%	4,300	63.8	65.5

	Property	Address			Built in / renovated in	Holding, %	Citycon's GLA, sq.m.	Occupancy rate, %, sq.m. 1)	Occupancy rate, %, EUR <sup>1)</sup>
43	Kuopion Kauppakatu 41 Koy	Kauppakatu 41	70100	KU0PI0	1977	100%	11,200	87.3	92.7
44	Kuusankosken Kauppakatu 7 Koy	Kauppakatu 7	45700	KUUSANKOSKI	1980	100%	2,100	100.0	100.0
45	Lahden Kauppakatu 13 Koy	Kauppakatu 13	15140	LAHTI	1971	100%	8,600	100.0	100.0
46	Lentolan Perusyhtiö Oy	Mäkirinteentie 4	36220	KANGASALA	2007	100%	11,900	80.7	79.4
47	Lillinkulma Koy	Jännekatu 2-4	20760	PIISPANRISTI	2007	100%	7,400	80.6	81.6
48	Linjuri						9,200	96.2	96.5
***************************************	Linjurin Kauppakeskus Koy	Vilhonkatu 14	24100	SALO	1993/2007	89%			
49	Orimattilan Markkinatalo Oy	Erkontie 3	16300	ORIMATTILA	1983	77%	3,500	80.3	83.6
50	Aseman Ostari						18,900	34.8	34.4
	Porin Asema-aukio Koy	Satakunnankatu 23	28130	PORI	1957/1993	100%	•	•	
51	Puijonlaakson Palvelukeskus Koy	Sammakkolammentie 6	70200	KUOPIO	1971	31%	1,500	100.0	100.0
52	Runeberginkatu 33 Koy	Runeberginkatu 33	06100	PORVOO	1988	100%	6,300	100.0	100.0
_	Sampokeskus	0					13,700	86.0	93.6
	Rovaniemen Sampotalo	Maakuntakatu 29-31	96200	ROVANIEMI	1990	100%	11,700		
	Lintulankulma Koy	Rovakatu 28	96200	ROVANIEMI	1989/1990	100%	2,000		
54	Kiinteistö Oy Säkylän Liiketalo	Pyhäjärventie 3	27800	SÄKYLÄ	1969	100%	1,200	100.0	100.0
_	Torikeskus	Kauppatori 1	60100	SEINÄJOKI	1992/2007	100%	11,500	79.3	83.4
_	Trio						45,700	89.6	93.1
	Lahden Hansa Koy	Kauppakatu 10	15140	LAHTI	1992/2010-	100%	10,700		
***************************************	Lahden Trio Koy	Aleksanterinkatu 20	15140	LAHTI	1977/1985-1987/1992/2007	90%	35,000	•	
	Kiinteistö Oy Hansaparkki	Kauppakatu 10	15140	LAHTI	1992	36%	55,000	4	
57	Vaakalintu Kov	Keskuskatu 15	11100	RIIHIMÄKI	1980	96%	6.700	100.0	100.0
_	Valtakatu 5-7 Koy	Valtakatu 5-7	37600	VALKEAKOSKI	1938/1992	31%	460	51.2	44.6
_	Valtari	vartakata 5 7	37000	VALICEAROSICI	1930/1932	3170	7.600	80.1	76.5
	Kouvolan Valtakadun Kauppakeskus Ko	v Kouvolankatu 15	45100	KOUVOLA	1971-1975/1994-2002	100%	7,000		70.5
<u></u>	Varkauden Relanderinkatu 30 Koy	Relanderinkatu 28-34	78200		1990	100%	8,200	100.0	100.0
_	FINLAND TOTAL	Netalidertilkatu 20-54	70200	VAINAUS	1930	10070	577,630	88.4	94.1
***************************************	E BALTIC COUNTRIES ESTONIA						577,020		
1	Rocca al Mare						53,300	100.0	100.0
	Rocca al Mare Kaubanduskeskuse AS	Paldiski mnt 102	13522	TALLINN	1998/2000/2007-2009	100%	•	-	
2	Magistral						9,500	100.0	100.0
	Magistral Kaubanduskeskuse Oü	Sõpruse pst 201/203	13419	TALLINN	2000/2011-	100%	•		
3	Kristiine Keskus	,			•		42,700	100.0	100.0
	Kristiine Keskus Oü	Endla 45	10615	TALLINN	1999-2002/2010	100%			
	LITHUANIA								
4	Mandarinas	•	-	•		-	7,900	100.0	100.0
	UAB Prekybos Centras Mandarinas	Ateities g. 91	06324	VILNIUS	2005	100%	-	-	
4	THE BALTIC COUNTRIES TOTAL						113,400	100.0	100.0
***************************************			······			·	•		

	Property	Address			Built in / renovated in	Holding, %	Citycon's GLA, sq.m.	Occupancy rate, %, sq.m. <sup>1)</sup>	Occupancy rate, %, EUR <sup>1)</sup>
SW	/EDEN								
	STOCKHOLM AREA AND UMEÅ								
1	Åkersberga Centrum						27,500	90.7	91.3
	Åkersberga Centrum AB	Storängstorget	18430	ÅKERSBERGA	1985/1995/1996/2010/2011	75%		-	
2	Åkermyntan Centrum	Drivbänksvägen 1	16574	HÄSSELBY	1977	100%	8,400	98.0	99.0
3	Kallhäll	Skarprättarvägen 36-38	17677	JÄRFALLA	1991	100%	3,700	100.0	100.0
4	Jakobsbergs Centrum						56,300	97.1	97.9
	Citycon Jakobsbergs Centrum AB	Tornérplatsen 30	17730	JÄRFALLA	1959/1993	100%	•	-	
	Drabantvägen bostäder AB	Tornérplatsen 30	17730	JÄRFALLA	1959/1993	100%		-	
5	Fruängen Centrum	Fruängsgången	12952	HÄGERSTERN	1965	100%	14,700	99.6	99.8
6	Liljeholmstorget Galleria						40,900	99.0	98.1
	Citycon Liljeholmstorget Galleria AB	Liljeholmstorget 7	11763	STOCKHOLM	1973/1986/2007/2008/2009	100%		-	
7	Strömpilen						26,800	98.0	98.6
•	Strömpilen AB	Strömpilsplatsen	90743	UMEÅ	1927/1997	75%	•	-	
8	Länken	Gräddvägen 1-2	90620	UMEÅ	1978/2004/2006	75%	7,300	100.0	100.0
9	Tumba Centrum	<u> </u>					29,100	99.3	99.1
*	Citycon Tumba Centrumfastigheter AB	Tumba Torg 115	14730	BOTKYRKA	1954/2000	100%	-	-	
10	Högdalen Centrum				,		19,200	90.3	96.0
	Citycon Högdalen Centrum AB	Högdalsgången 1-38	12454	BANDHAGEN	1959/1995	100%			
	Citycon Imröret AB	Högdalsgången 19	12454	BANDHAGEN	1959/1995	100%			
	GOTHENBURG AREA			•				-	
11	Stenungs Torg		•	•	-	•	36,400	97.4	98.4
	Stenungs Torg Fastighets AB	Östra Köpmansgatan 2-16, 18A-C	44430	STENUNGSUND	1967/1993	70%	-	-	
12	Backa	Backavägen 3-5	41705	GOTHENBURG	1990	100%	7,800	56.0	58.9
	Floda (Property sold, closing to take								
13	place in March 2012)	Rurik Holms väg	44830	FLODA	1960/1990	100%	11,300	91.6	93.8
14	Hindås	Hindås Stationväg 41-47	43063	HINDÅS	1978/1999	100%	1,700	100.0	100.0
	Landvetter (Property sold, closing took						<u> </u>		
15	1	Brattåsvägen	43832	LANDVETTER	1975/1988/1999	100%	4,800	100.0	100.0
_	Lindome	Almåsgången	43730	LINDOME	1974	100%	7,800	96.8	97.6
16	SWEDEN TOTAL					<u> </u>	303,700	95.7	97.0
80	TOTAL ALL						994,730	92.0	95.5

<sup>1)</sup> Formulas are available on page 57.

# **VALUATION STATEMENT**

# 1. Scope of Instructions

In accordance with our instructions as External Valuer to the Citycon Oyi ("Company") we have carried out a market valuation of the Properties held within the Company's investment property portfolio as at 31 December 2011 to arrive at our opinion of Gross Market Value (no allowance for the deduction of typical purchaser's costs has been made).

Market Value is defined as:

"The estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion."

We understand that this valuation is required for financial reporting and performance measurement purposes. We confirm that our valuations are fully compliant with IFRS accounting standards and IVSC valuation standards and guidance. We also confirm that we have no involvement with the subscriber or the properties valued which is likely to cause a conflict of interest in providing this advice.

We have carried out inspections of each of the properties during September-December 2011. We have not measured the properties but have relied on the lettable areas which have been supplied to us by the Company. We have neither read copies of the leases or other related documents but have relied on the tenancy information provided by the Company which reflects the latest available tenancy position.

The valuations have been carried out by local Jones Lang LaSalle offices in Finland and Sweden. In Estonia and Lithuania we have been supported by the local affiliates in the delivery of our advice.

This report is addressed to and may be relied upon by the Company and their investors. This report has no other purpose and should not be relied upon by any other person or entity. No responsibility whatsoever is accepted to any third party other than those specified above and neither the whole of the Report, nor any part, nor references thereto, may be published in any document, statement or circular, nor in any communication with such third parties without our prior written approval of the form and context in which it will appear.

# 2. Economic Background

Consumer and business confidence in Western Europe have fallen substantially over the past few months as a result of the Eurozone sovereign debt crisis and the heightened financial market turmoil that has followed. The economic recovery has lost its momentum with GDP growth projections now lower than previously anticipated. At the same time, regional economic disparities persist, as highlighted by the marked contrast between the Nordics and Germany and the Southern European economies.

#### Finland

The Finnish economy continued on a growth track in Q3 2011 GDP expanding by 2.7% year-on-year and the forecast for the full year being around 3% which outperforms clearly the Eurozone average. The export driven economy has however been affected by the weakening economic prospects globally and the growth projections have been revised downwards over recent months. Due the gloomy market conditions the range between the latest forecasts has been wide the most pessimistic estimates for GDP growth in 2012 being around -1.5% when the more optimistic ones are forecasting the economy to still expand almost 1%.

Even though consumers' confidence in the economy has been weakening and being clearly below its long-term average in November (0.4 vs. 13.0 since year 1995) retail sales have continued increasing which has been supported by strengthening employment situation and low interest rates. According to Statistics Finland, retail sales rose by 5.4% in October year-on-year and sales volume by 2.3%. During the 11 months of 2011 retail sales have risen by 5.8%.

#### Sweden

GDP growth in 2011 is forecast to be relatively strong at around 4.3%, a rate which will surpass most other European countries. Reasons for the impressive growth have been increasing exports, household consumption and business investment, which have all been assisted by relatively low interest rates and the government's expansive economic policies. However GDP growth is expected to be low in 2012 at 0.5%, as the continued economic turbulence in the World economy, especially the Eurozone starts to impact Sweden too.

Swedish retail sales have seen consistent growth over the past 14 years according to HUI (Swedish Retail Institute), During 2010, retail sales increased by 3.7% in current prices. Sales of non-daily goods increased by 5%, while sales of daily goods increased by 2.2%. In 2011, it is forecast that total retail sales, will increase by 0.5% of which non-daily goods will be 0.5% and daily goods will be 1.0%. An increase of 1.0% in total retail sales is forecast for 2012

#### Estonia

During the first half of 2011 Estonian GDP was growing in real terms by 9% annually, slowing slightly to 7.9% in the Q3. Economic growth was mainly lead by export sector, also purchasing power of consumers had positive effect on economy due to improving labour markets - recovering employment rates and average salary income. The outlook of Estonian economy is dependent on developments in its exporting destination countries, i.e. Scandinavia, Baltics, Russia and Germany. In case economies in this region would rapidly contract Estonia would follow the suit.

During the 11 months of 2011 the Estonian retail sales increased annually by 4% measured at constant prices (National departments of statistics). The food sales counted over half of the total retail sales increase. At current prices the retail sector sales enjoyed 9.5% year-on-year increase during 11 months of 2011. The grocery segment saw decelerated inflationary pressure from food prices lowering from 9.3% year-on-year in September, 6.0% in October and further to 4 3% in November 2011

#### Lithuania

Lithuanian economy was growing fast in the first half of 2011 by annualised rate of 6.3%, accelerating to 6.7% in Q3. According to the forecasts produced by European Commission Lithuanian GDP would achieve the second highest growth level in EU after Estonia. The growth engine of Lithuanian economy has been exports, supported by the domestic demand. In 2012 various experts forecast GDP real growth in Lithuania to be 2.5-3.4%.

Lithuanian retail sales at constant prices was growing at 7.6% year-on-year during 11 months of 2011. Retail sales growth in grocery segment was growing at double speed compared to nonfood segment.

Sources: Statistics authorities, research institutes and banks

## 3. Property Market

Retail real estate investment in Europe remained strong in Q4 2011. Preliminary analysis suggests that direct investment in retail real estate for the year is likely to exceed €28bn representing a significant increase on 2009 and 2010 total volumes of €12.3bn and €20.7bn respectively. Geographically, the majority of activity remains focused on the UK and Germany but also France and Sweden enjoyed strong final quarters. Overall 2011 saw the development of a multispeed Europe, with national economic performance and stability dictating investment flows and pricing.

#### **Finland**

The Finnish property investment market overall has witnessed low levels of transactions since the slowdown of market in H1 2008. Even though the investment demand has been increasing supply of prime assets has limited the transactional activity and the retail investment volume remained below  $\,\varepsilon400\,$  million in 2011. As a result of a strong investment demand both shopping centre and retail warehouse prime yields have moved in since the Q1 2010 but currently the short-term forecast for the yields is stable.

The polarisation of the market seems also to continue. Demand for core assets remains strong as equity rich investors keep on looking for safe heavens but at the same time tightening financing conditions hit the business logic of value added and opportunistic investors.

As a consequence of relatively strong development of retail sales, also retail rents have been increasing. Particularly in retail warehouse sector rental growth has however been focused just on very best locations and overall occupier demand is strongest in prime high street and shopping centre units.

#### Sweden

The retail property transaction volume increased from around SEK 3.22 billion in H1 2010 to SEK 8.537 billion in H1 2011. Investor demand has been driven by strong GDP and consumption growth and the increased availability of debt finance (especially for prime stock) over the last couple of years. However, demand is weaker for secondary / tertiary retail property investments. Shopping centres accounted for around 79% of retail transactions in H1 2011 whilst retail warehouses accounted for 15%.

After the sharp rise in retail property yields during the recession of 2008 and 2009; since mid-2009 prime retail yields have decreased. Prime shopping centre yields have fallen from 6.5% in mid-2009 to 5.5% in late 2011 and prime retail warehouse yields have fallen from 6.75% in mid-2009 to 6.0% in late 2011.

Strong demand for retail units in prime city centre locations has led to a continued increase in prime rents. This is partly due to the fact that demand from international brands has increased. There has also been a general 'flight to quality' trend by retailers in recent years.

#### **Estonia**

Demand for shopping centre space has been growing as shopping in centres is increasing its share in shopping habits and retail chains are expanding carefully. Despite global turmoil the outlook for Estonian retailing is positive and plans to enlarge existing shopping centres have been resumed. Largest shopping centres have enjoyed rental rate recovery by 3-5% and vacancy remains near 0%.

Average retail net initial yields in Baltic countries stay at 8+% level, although some investors demand a risk premium for investment objects located in Latvia and Lithuania due to relatively higher country risk compared to Estonia.

#### Lithuania

Vilnius has no new shopping centres under development, some super- and hypermarkets are under construction. Rents in centres bottomed out in 2010 and slow rental recovery is expected during 2012. Well managed shopping centres have practically no vacant space. The average vacancy on the capital's retail market is running near 5%.

## 4. Valuation Rationale

We have adopted a 10-year cash flow model as a main valuation method. The model has been provided by the Company. Cash flows are calculated based on the information of existing lease agreements and after their expiry the estimated rental value (ERV) based on our market opinion replaces the contract rent.

Potential Gross Rental Income equals leased space with respect to contract rents and vacant space with respect to ERV. Deducting both the ERV for the void period between the expired contract and assumed new contract, and the assumed general vacancy level, results in the Effective Gross Rental Income. Effective Gross Rental Income less operating expenses (incl. repairs and tenant improvements) equals the Net Operating Income (NOI). NOI less any capital expenditure equals the bottom level cash flow that has been discounted to reach the present value of the income stream

The residual value at the end of the 10-year cash flow period is calculated by capitalising the 11th year bottom level cash flow with an exit yield. The value of the property is calculated as a sum of the annually discounted net income stream, the discounted residual value at the end of the calculation period and any other assets increasing the value (e.g. unused building right or unbuilt plot).

The development projects are included in the valuation of the portfolio according to the information received from the representatives of the Company. In the applied valuation model, future rental income is based on finalised rental agreements and rental projections of the valued development project. Correspondingly, the development period is considered a period when premises generate no/limited income and when uncommitted investments are included in the cost side of the valuation model as a value reducing factor. Thus, the value of development project increases automatically as investments are committed and the opening day of the renewed premises is approaching.

## 5. Valuation

# **Property Portfolio**

The property portfolio consists of mainly retail properties located in Finland, Sweden, Estonia and Lithuania. Citycon Oyj owns fully or partially total number of 78 properties of which 60 in Finland, 14 in Sweden, 3 in Estonia and one in Lithuania. Core of the portfolio are 36 shopping centre properties which comprise

79% of the lettable area of the portfolio and represent the majority stake of the value of the portfolio as well. In addition to the shopping centres there are other commercial properties and development properties. All the owned properties except one plot in Helsinki metropolitan area are built.

After the previous valuation Citycon has sold few properties. In Finland Tullintori Shopping Centre in Tampere and partial ownership in Otaniemen Liikekeskus Oy have been sold. In Sweden has been sold commercial properties and apartments – Landvetter in Härryda, Floda in Lerum and shares of Jakobsberg LB Bostäder AB that owns 57 apartments in Jakobsbergs Centrum. The value of the divested properties in Q3 valuation was approximately EUR 23,500,000.

Total market value of the portfolio in Q4 2011 is approximately MEUR 2,515. Compared to Q3 2011 the value has increased by MEUR 10. When comparing the Q4 2011 and Q3 2011 market value of the portfolio excluding the disposed properties the market value has increased by MEUR 33 i.e. 1.3% but the weighted average yield requirement of the portfolio has remained same (6.4%) as in Q3. Increase in the market value is mostly driven by the investments made in Q4 and the strengthening exchange rate of Swedish krona (SEK).

In the table on the next page are presented the weighted average yields (weighted by the value of the property). Citycon portfolio includes few relatively valuable properties compared to the rest of the portfolio. This means that the weighted averages are highly influenced by changes in these few properties. Iso Omena is the most valuable property in the portfolio.

#### **Properties in Finland**

The market value of the Finnish portfolio is MEUR 1,542 thus the value of the portfolio has decreased by 0.6% (MEUR 9) compared to the Q3 value. Weighted yield requirement has stayed the same as in Q3 being 6.3% and reversionary yield has decreased by 20bps being 6.8% when compared to Q3 figure (7.0%). The weighted initial yield has decreased 10bps from Q3 being now 6.0%.

The change in the value of Finnish portfolio is mainly caused by value decrease of the other commercial properties. When excluding the sold properties the change of the value is -0.2%.

#### Properties in Sweden

The market value of the Swedish portfolio is MEUR 695 thus the value of the portfolio has increased by 2.2% since Q3 when the value was MEUR 680. The weighted average yield requirement for the Swedish portfolio has decreased by 10bps when compared to Q3 figure being 5.9% in Q4.

Few properties have been sold since Q3 – Landvetter in Härryda, Floda in Lerum and shares of Jakobsberg LB Bostäder AB that owns 57 apartments in Jakobsbergs Centrum. The value

of the sold properties in Q3 was MEUR 17. When excluding the sold properties the change in the value of the portfolio is +4.8% (MEUR 32).

# **Properties in Estonia and Lithuania**

The value of the Estonian and Lithuanian portfolio is MEUR 278. Compared to the Q3 value there was 1.5% increase in the value. The weighted average yield requirement of the portfolio has increased by 10bps when compared to Q3 figure being now 8.0%. Both the weighted average initial yield and the weighted average reversionary yield have increased the reversionary yield being 8.4% (8.3% in Q3) and initial yield 8.2% (7.3% in Q3).

# 6. Sensitivity Analysis

The sensitivity analysis of the fair value of the portfolio has been carried out by creating a summary cash flow based on individual cash flow calculations. Changes in fair value have then been tested by modifying key input parameters of the calculations. The parameters tested were yield requirement, estimated rental value and operating expenses. The current market value of the properties was used as a starting point for the analysis. The analysis is performed by changing one parameter at a time while all others remain unchanged, and then calculating the corresponding market value of the total portfolio. The sensitivity analysis is a simplified model intended to support understanding of the value effect of different parameters on the valuation. 10% increase in estimated rental value causes approximately 14% increase in value and 10% decrease in yield requirement causes approximately 11% increase in the value. Changes in expenses have more modest effect to the value than other parameters.

#### 7. Market Value as at 31 December 2011

We are of the opinion that the aggregate of the Market Values, free of liabilities and debt, of the properties in the subject portfolio as at 31 December 2011 is as follows: € 2,515,000,000 (Two Thousand Five Hundred Fifteen Million Euros)

19 January 2012 in Helsinki and Stockholm

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Åsa Linder Director For and on behalf of Jones Lang LaSalle AB

Maria Sirén Analyst For and on behalf of Jones Lang LaSalle Finland Oy



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