

# Citycon Presentation

Q3/2011 Results



**CITYCON**  
creating success for retailing

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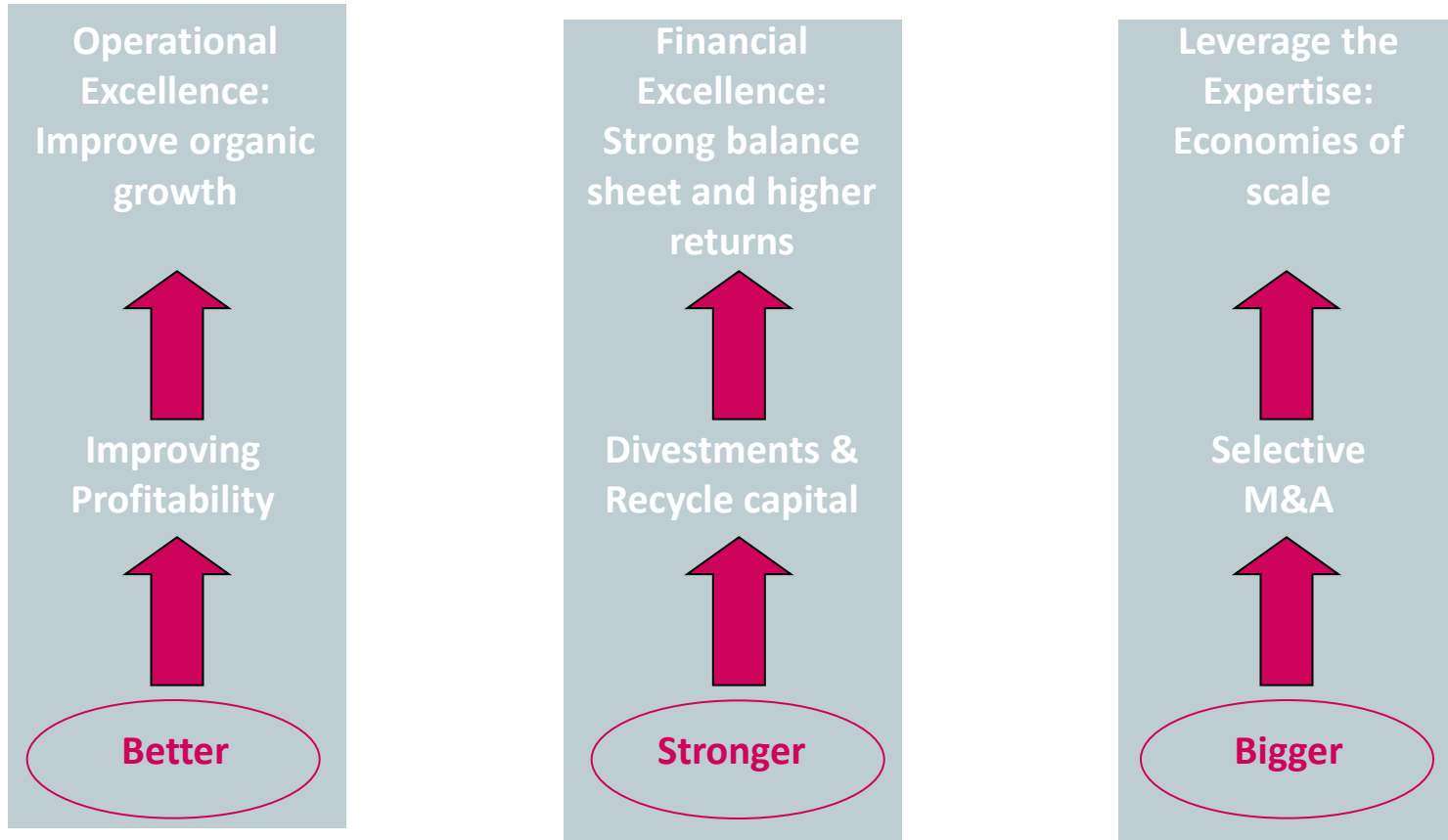


# Strategy and Business Environment



# Mission

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



More Focus => Total Return

# Five Year Strategy: Balanced Portfolio

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



**More  
geographical  
spread**

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**Diversify risk and  
cash flows**

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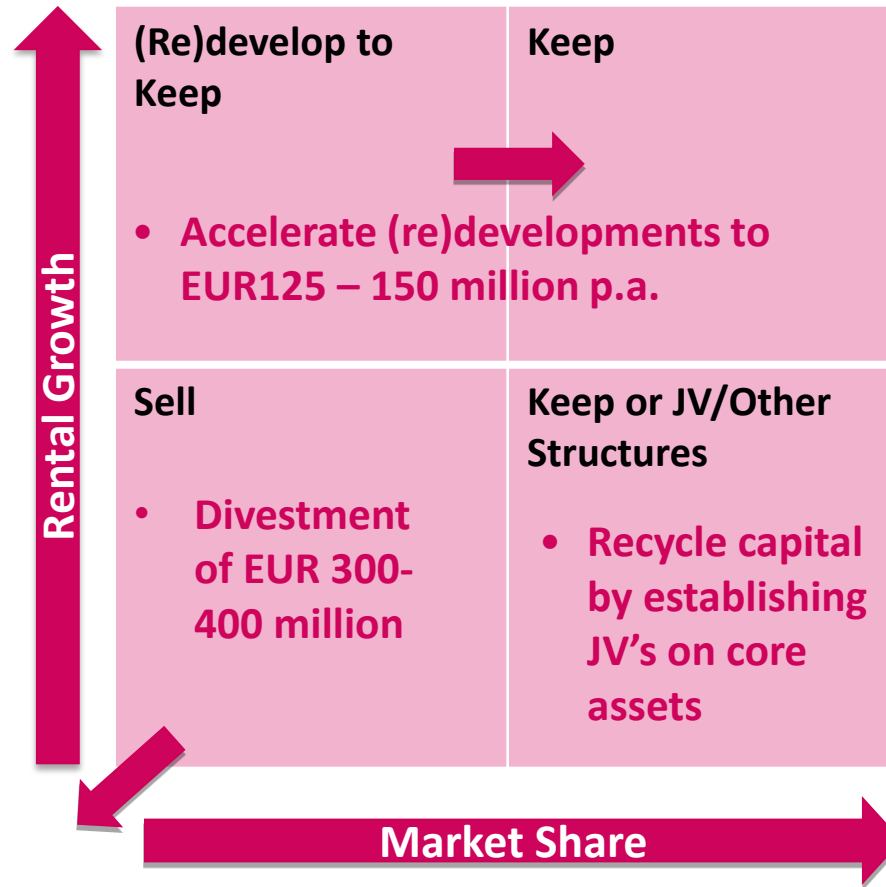
**More market  
power**

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**Attract new  
tenants**

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

# Five Year Strategy: Balanced Portfolio Selection of Quality Assets



Winning Centers in Winning Cities

# Current Focus on Business Improvements

- Cut consumption of goods and services
- General cost conscious mentality



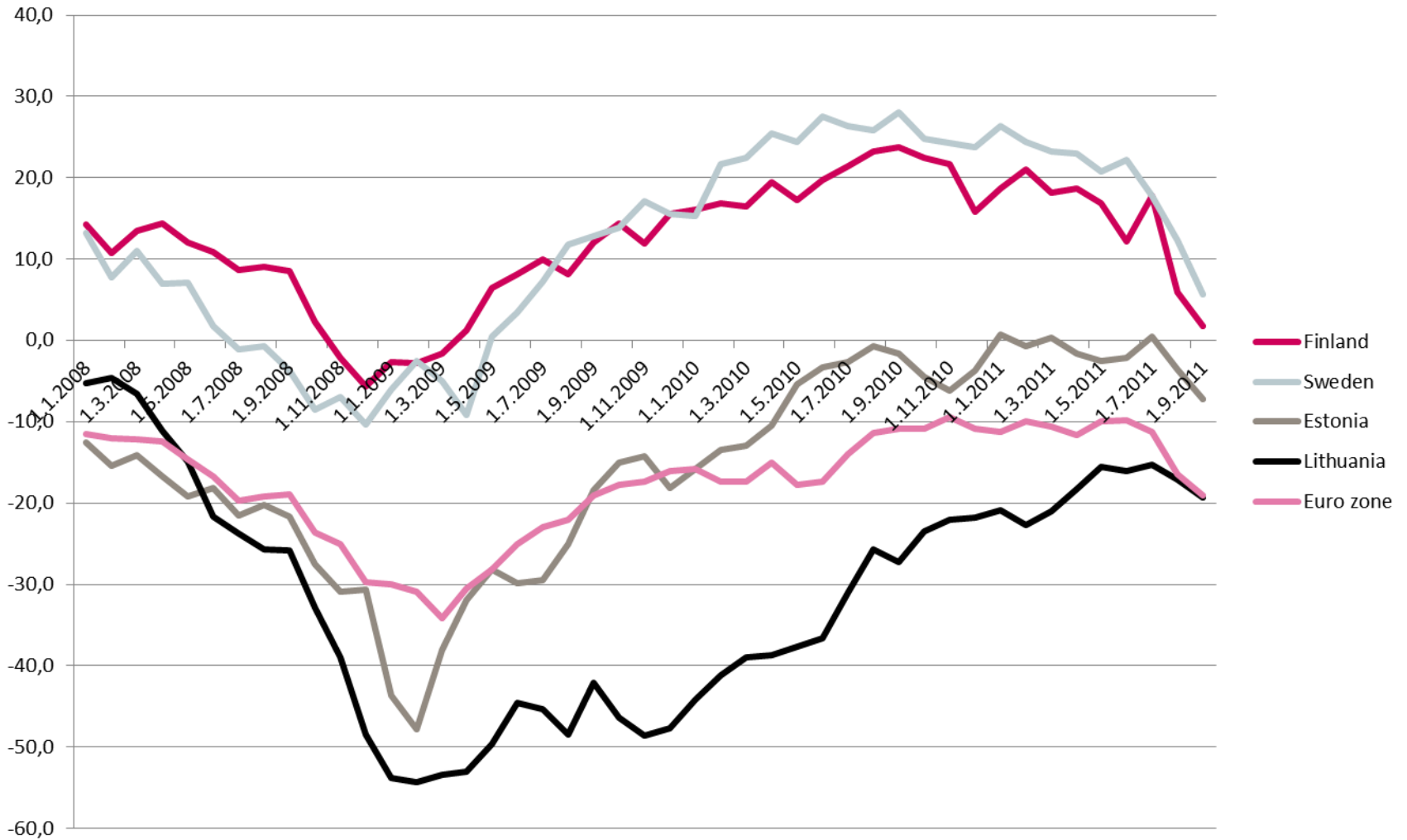
- Invest in improvement of properties and systems
- Optimize efficient use of space

- Forward all recoverable costs
- Improve properties' income potential
- Proactive management of leases

- Negotiate with vendors and suppliers
- Compare prices

# Business Environment

## CONSUMER CONFIDENCE



Source: Eurostat

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

Q3 2011

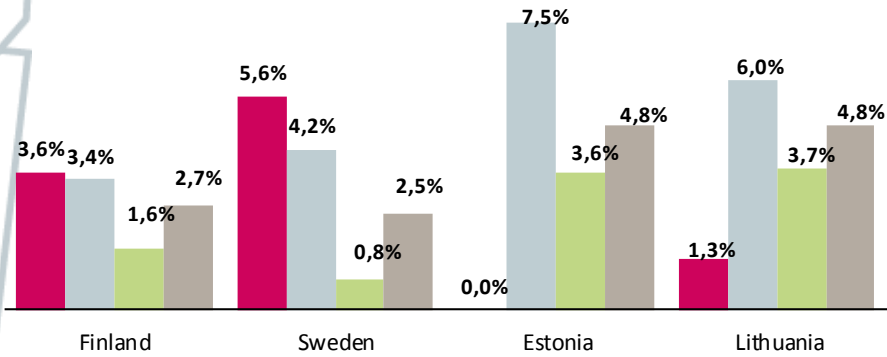


CITYCON



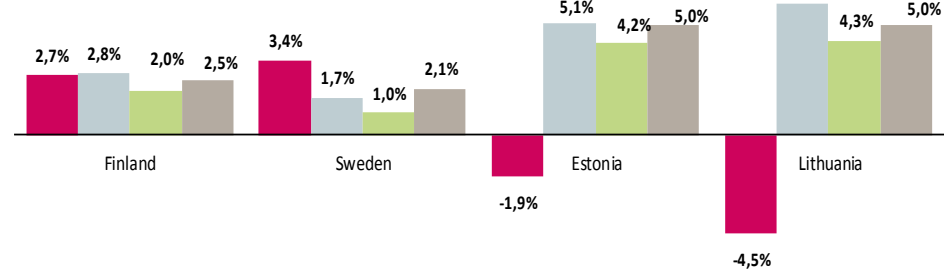
# Business Environment

## GDP



■ 2010A    ■ 2011E    ■ 2012E    ■ 2013E

## PRIVATE CONSUMPTION



■ 2010A    ■ 2011E    ■ 2012E    ■ 2013E

Source: Nordea

# Business Environment

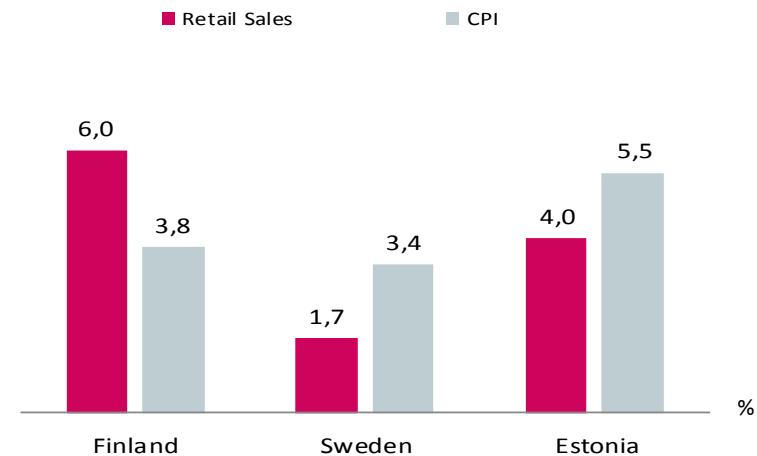
In Jan-Aug 2011, retail sales increased by 5.8% in Finland, 1.2% in Sweden and by 3.0% in Estonia.

In the real estate market, general sentiment is cautious and waiting. The number of completed transactions has been low and will probably remain low for the rest of the year.

August-unemployment rates below the European average (10.0%):

- FINLAND 7.8%
- SWEDEN 7.4%
- ESTONIA 12.8% (June 2010)

## RETAIL SALES AND CPI, August 2011

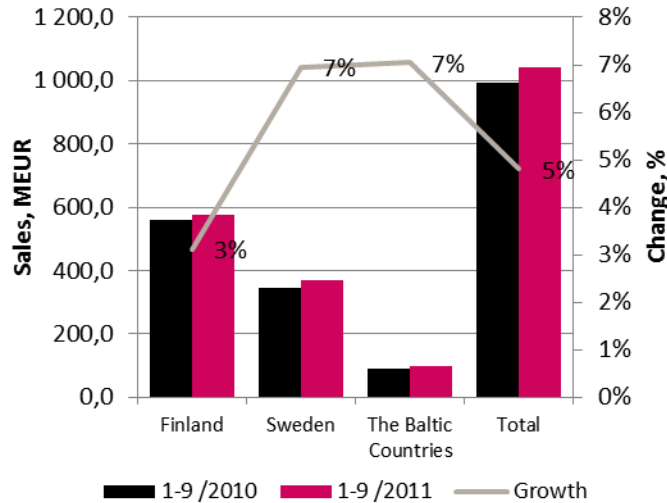


Sources:

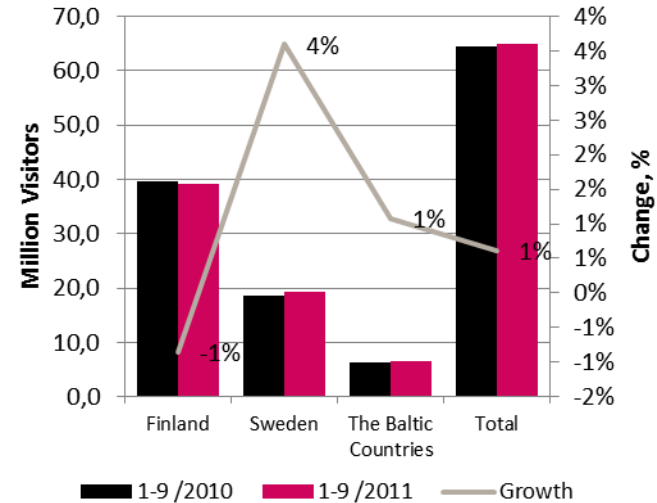
Statistics Finland, Statistics Sweden, Statistics Estonia, Eurostat, Realia Management

# Citycon Shopping Centre Sales and Footfall, Q1-Q3/2011 – Q1-Q3/2010

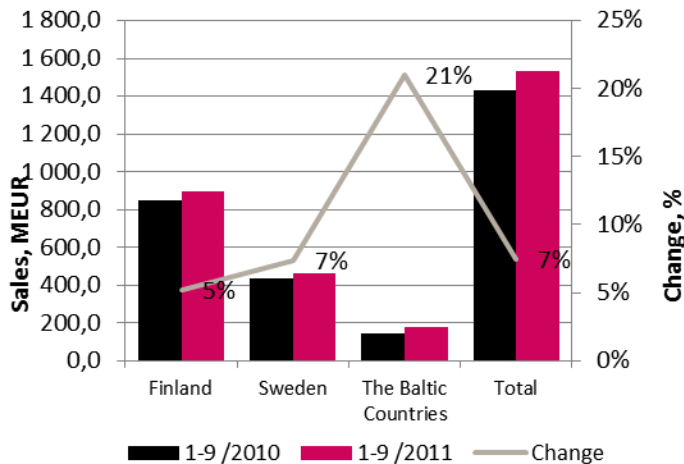
### LFL Shopping Centre Sales



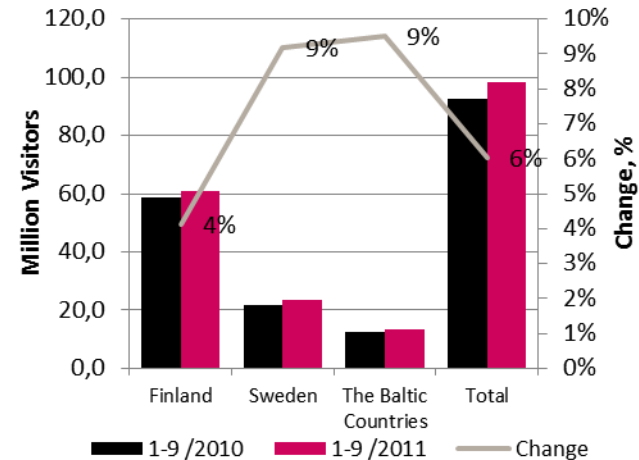
### LFL Shopping Centre Footfall



### Shopping Centre Sales



### Shopping Centre Footfall



## Q3 Main Points



# Current Geographical Overview

## FINLAND

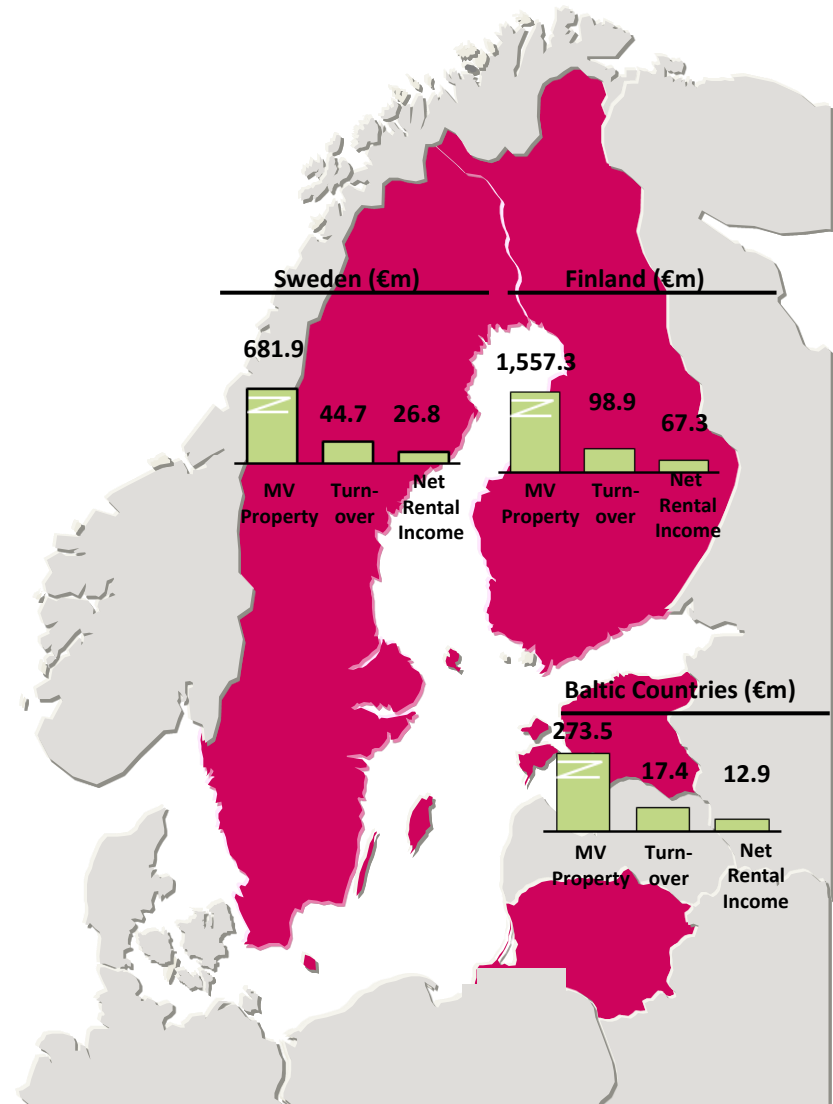
- Market leader with 22.7% market share
- Net rental income EUR 67.3 million
- 62.9% of total net rental income
- 23 shopping centres, 38 other retail properties, one unbuilt lot

## SWEDEN

- Net rental income accounted for 25.0% of Citycon's total net rental income
- Net rental income EUR 26.8 million
- 9 shopping centres, 7 other retail properties

## BALTIC COUNTRIES

- NRI 12.1% of Citycon's total NRI
- Net rental income EUR 12.9 million
- 4 shopping centres



## Main Points - Q1 – Q3 2011 (vs. Q1 – Q3 2010)

- Turnover grew by **10.3%** to EUR **161.0** m mostly thanks to acquisitions and redevelopment projects completed last year.
- Net rental income increased **12.1%** to EUR **107.0** m. With comparable exchange rates NRI increased by **10.5%**.
- Like-for-like net rental growth was positive: **+2.7%**. Especially shopping centres performed well in l-f-l: **+6.4%**
- Occupancy rate increased **95.4%** (94.5%)
- The market value of property portfolio was EUR **2,512.6** m (EUR 2,299.9 m)
- The valuation yield **6.4%** (30 June 2011: 6.4%) by external appraiser
  - FINLAND: 6.3
  - SWEDEN: 6.0
  - BALTIC COUNTRIES: 7.9

## Main Events - Q1 – Q3 2011

- 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.
  - by signing a 7-year unsecured term loan facility for a minimum committed amount of EUR 50 million.
- Changes in Management Committee
- Acquisition of Högdalen in Stockholm and Kristiine in Tallinn
- Redevelopment of Koskikeskus started in Tampere, Finland.
- Opening of Myllypuro's projects first part in June, Åkersberga Centrum (re)development completed in April.
- Plans to redevelop Galleria block in Oulu and extend Iso Omena in Espoo proceeding. Subject to board approval.

# Financing Overview

- Specified outlook for 2011:
  - Turnover is expected to grow by EUR **18-23** million
  - Direct operating profit to is expected to grow operating profit EUR **10-15** million
  - Direct result is expected to grow by EUR **4-8** million
- Total liquidity of EUR **292.8** million incl. unutilized committed debt facilities (EUR 271.4 m) and cash (EUR 21.5 m)
- For six-month period ending 30 September 2011 the average year-to-date interest rate remained low at **3.99%**, the period-end current run rate was higher at **4.19%**.
- The average loan maturity stood at **3.1** years (3.2 years).
- Net financial expenses stood at EUR **46.2** million (EUR 41.6 million)
- Equity ratio at **37.7%**
- Two covenants
  - Equity ratio: Covenant level 32.5%, equity ratio as defined in loan agreements was **40.4%**
  - Interest cover ratio: Covenant level 1.8x, Citycon's period end ICR **2.0x**



# Sustainability and Property Portfolio



# Strategical Objectives Related to Environmental Responsibility

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



## Climate change

Reduction of greenhouse gas emissions by 20% by year 2020 from the 2009 baseline level (the EU objective is to reduce emissions by 20% by 2020 from the 1990 level)

Target for 2011:  
reduce by 2-3%



## Energy

Reduction of energy consumption (electricity and heat) by 9% by 2016 from the 2009 level  
Improvements in energy efficiency  
Identifying and implementing solutions that utilise renewable energy.

Target for 2011:  
reduce by 2-3%



## Water

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

Target for 2011:  
reduce to 3.8 l



## Waste management and recycling

Shopping centre waste recycling rate to be raised to at least 80% by 2015. Reduction of landfill waste to a maximum of 20% of total waste volume by 2015

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



## Land use and sustainable project development

All development projects to be implemented in accordance with environmental classification principles, development projects are located in built-up environments, within reach of good transport connections

# Ongoing (Re)development Projects

PROPERTY	AREA, sq.m. before and after	TOTAL ESTIMATED NEW INVESTMENT, MEUR	ACTUAL CUMULATIVE CAPEX, by the end of period, MEUR	Expected yield on completion when stabilized,% <sup>1)</sup>	EST. FINAL YEAR OF COMPLETION	
<b>Koskikeskus</b> Finland, FIN	27 700 28 600	37.9	6.6	6.6	Nov 2012	Redevelopment of the centre. The interior, the entrances, facades and all the technical systems will be thoroughly renewed. Better tenant mix.
<b>Martinlaakso</b> Vantaa, FIN	3 800 7 300	22.9	18.2	7.4	Nov 2011	Building of a new retail centre replacing the existing one next to the Martinlaakso railway station.
<b>Myllypuro</b> Helsinki, FIN	7 700 7 300	21.3	16.2 <sup>2)</sup>	7.4	May 2012	Building of a new retail centre replacing the existing one next to the Myllypuro subway station.
<b>Hansa (Trio)</b> Lahti, FIN	11 000 11 000	8.0	6.0	6.6	2011	The refurbishment of Hansa property located next to Trio.
<b>Magistral</b> Tallinn, EST	9 500 11 900	7.0	0.6	8.3	May 2012	The redevelopment and extension of the Magistral shopping centre.
<b>Åkermyntan</b> Stockholm, SWE	8 500 10 100	6.9	0.2	6.9	Dec 2012	The redevelopment project, the shopping centre and its parking will be renewed and energy efficiency will be improved.
<b>Myyrmanni</b> Vantaa, FIN	8 400 8 400	6.5	6.5		Sept 2011	Refurbishment of the 1 <sup>st</sup> floor premises and tenant improvements on the ground floor.
<b>Kirkkonummen liikekeskus</b> Kirkkonummi, FIN	5 000 5 000	4.0	2.9		Aug 2011	Refurbishment of the retail centre.

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

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

# Latest Acquisitions Kristiine and Högdalen Centrum



## Kristiine

Kristiine is located west of Tallinn city centre and it is Tallinn's second-largest shopping centre after Citycon's Rocca al Mare. Acquisition price: EUR 105 million

## Högdalen Centrum

is a well-know shopping centre located in southern Stockholm, some five kilometres from the city centre. On the acquisition date, the net initial yield on the investment was approx. 6.5% before planned maintenance investments. Acquisition price: EUR 23.1 million.

GLA approx.

42,500 m<sup>2</sup>  
(incl. extension)

19,200 m<sup>2</sup> , total  
15,900 m<sup>2</sup> of retail

No. of stores

170

44

Parking places

1,100

560

Anchor tenants

PRISMA, Zara, New Yorker, M&S, Benetton, JYSK

ICA, MatDax, Lindex, Dressman, Apoteket

Occupancy Rate

100.0%

93.8%

Built/redeveloped

Built in phases in 1999 and 2002, Kristiine was expanded last autumn by more than 12,000 square

1959/1995

No. of visitors and sales, E2010

5.7 – 5.9 million  
MEUR 72.0

n.a.



# Property Portfolio

- **3,994 (3,793)** leases with an average remaining length of **3.4 (3.2)** years
- GLA totalled **999,270 m<sup>2</sup>**
- Net rental income increased **12.1%** to EUR **107.0** m. With comparable exchange rates NRI increased by **10.5%**.
- Net rental income for like-for-like properties increased by **2.7%** (excl. impact of strengthened Swedish krona) mainly thanks to Liljeholmstorget's improved performance compared to the year before. Net rental income in I-f-I shopping centres increased by **6.4%**, and for I-f-I supermarkets and shops decreased by **11.3%**

Like-for-like properties accounted for 66.7 % of the total portfolio and of I-f-I portfolio 56.4 % is in Finland and 60.8% of the total Finnish portfolio is included in I-f-I. Shopping centres represent 84.8% of the I-f-I portfolio. Development projects and lots not included (owned by the company for 24 months).

- Rolling 12-month occupancy cost ratio for I-f-I shopping centres was **8.5%**
- Occupancy rate **95.4%** (94.5%)
- Rents linked to CPI (nearly all the agreements). Year-end 2010, **43.0%** (2009 36.0 %) of rental agreements were also tied to tenant's turnover
  - In 2010, approx. **1%** of rental income came from turn-over based part of the rental agreements

# Net Rental Income Growth by Segments and Portfolios

EUR million	Baltic				Total	TURNOVER
	Finland	Sweden	Countries	Other		
<b>9M/2009</b>	<b>69,4</b>	<b>17,2</b>	<b>7,3</b>	<b>0,0</b>	<b>93,8</b>	<b>137,4</b>
Acquisitions	-	-	-	-	0,0	0,0
(Re)development projects	-4,0	3,2	1,6	-	0,8	5,5
Divestments	-0,2	-0,3	-	-	-0,5	-0,9
Like-for-like properties	-0,5	0,2	-0,2	-	-0,6	0,9
Other (incl. exch. diff.)	0,1	1,8	0,0	0,0	2,0	3,1
<b>9M/2010</b>	<b>64,7</b>	<b>22,1</b>	<b>8,7</b>	<b>0,0</b>	<b>95,4</b>	<b>146,1</b>
Acquisitions	0,1	0,5	3,7	-	4,3 <sup>A</sup>	6,1
(Re)developments projects	3,4	1,2	0,0	-	4,6 <sup>B</sup>	5,7
Divestments	0,0	-0,8	-	-	-0,8 <sup>C</sup>	-1,6
Like-for-like properties	-0,8	2,2	0,6	-	2,0 <sup>D</sup>	1,9
Other (incl. exch. diff.)	-0,1	1,5	0,0	0,0	1,5 <sup>E</sup>	2,8
<b>9M/2011</b>	<b>67,3</b>	<b>26,8</b>	<b>12,9</b>	<b>0,0</b>	<b>107,0</b>	<b>161,0</b>

**A** Acquisitions: Kristiine and Högdalen (incl. latest acquisition)

**B** (Re)development projects: Forum, Åkersberga, Espoontori, Kirkkonummi, Koskikeskus and Myllypuro.

**C** Divestments: Residential in Tumba, residential towers in Jakobsberg and residential in Åkersberga, also some non-core properties in Finland.

**D** LFL properties: Positive LFL growth: +2.7%. LFL growth in shopping centres 6.4%, mainly thanks to Liljeholmstorget, Iso Omena and Rocca al Mare. LFL growth in supermarkets and shops -11.3%, due mainly to three mostly vacant properties.

**E** Other: Stronger SEK contributed positively by 1.5M€ to NRI.

Clear positive LFL growth in shopping centres +6.4%, largely due to Liljeholmstorget.

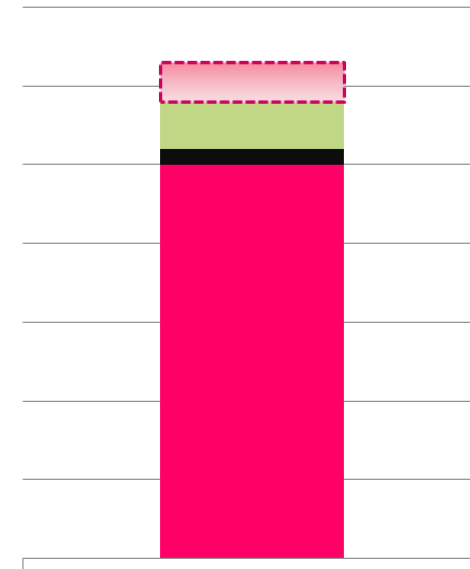
# Property Portfolio – Rental Contracts

- Major tenants largest grocery retailer in Nordics also fashion tenants and local discount department stores are important.
  - Largest tenant Finnish retailer Kesko with **19.9%** of GRI end of 2010
  - Five largest totaled **33.5%** of GRI and include Kesko, S-Group, ICA, Stockmann, Tokmanni
- Annualised rental value for the portfolio was EUR **226.0** million.

Includes annualised gross rent based on valid rent roll on end of year, market rent of vacant premises and rental income from turn over based contracts and possible other rental income. Temporary rental rebates are included.
- Actual rental contract level vs. valuation market rents **+0.7%**

Indicates how much higher Citycon's actual rental level is compared to the market rents applied in the external valuation.

## ILLUSTRATION OF A TYPICAL LEASE AGREEMENT



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

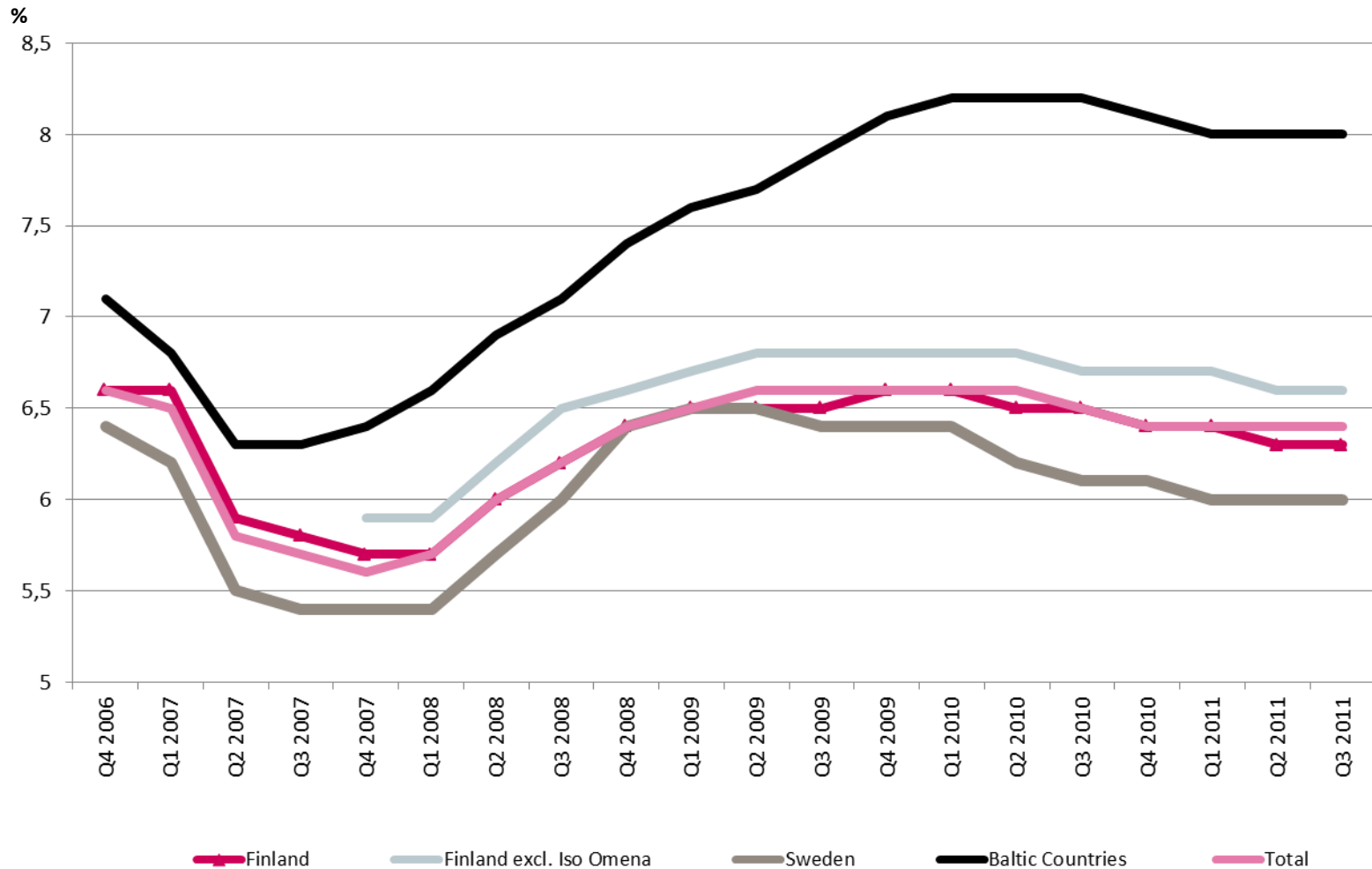
# Property Portfolio

TOTAL PORTFOLIO	Q3/2011	Q3/2010	Q1-Q3/2011	Q1-Q3/2010	2010
Number of leases started during the period	188	184	554	544	789
Total area of leases started, sq.m. <sup>1)</sup>	64,777	33,341	127,636	112,594	160,215
Average rent of leases started (EUR/sq.m.) <sup>1)</sup>	21.9	17.5	19.7	17.7	17.9
Number of leases ended during the period	208	408	593	985	1,279
Total area of leases ended, sq.m. <sup>1)</sup>	62,713	42,107	132,976	165,375	190,489
Average rent of leases ended (EUR/sq.m.) <sup>1)</sup>	21.2	14.1	18.5	15.6	16.2
Average rent (EUR/sq.m.)			19.5	18.5	18.7
Occupancy rate at the end of period, %			95.4	94.5	95.1

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



# Valuation Yield Development in the Portfolio



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

# Key Figures and Financing Overview



# Snapshot of Statement of Comprehensive Income

EUR million	Q3/2011	Q3/2010	Q1-Q3/2011	Q1-Q3/2010	2010
Gross rental income	52.5	45.3	153.0	138.5	185.9
Utility and service charge income	2.5	2.6	8.1	7.6	10.0
<b>Turnover</b>	<b>55.0</b>	<b>48.0</b>	<b>161.0</b>	<b>146.1</b>	<b>195.9</b>
Property operating expenses	16.2	14.6	53.2	49.5	67.4
Other expenses from leasing operations	0.5	0.3	0.9	1.1	1.3
<b>Net rental income</b>	<b>38.3</b>	<b>33.0</b>	<b>107.0</b>	<b>95.4</b>	<b>127.2</b>
Administrative expenses	6.7	5.2	18.8	15.5	23.3
Net Fair value gains/losses on investment property	-14.4	15.8	-18.2	39.5	50.8
Net Gains on sale of investment property	-0.3	-0.8	1.0	2.8	2.6
<b>Operating profit/loss</b>	<b>17.0</b>	<b>42.8</b>	<b>71.2</b>	<b>122.3</b>	<b>157.7</b>
Net Financial income and expenses	-16.0	-14.0	-46.2	-41.6	54.9
Share of profit/loss of joint ventures	0.1	-	0.0	-	-
<b>Profit/loss before taxes</b>	<b>1.0</b>	<b>28.8</b>	<b>25.0</b>	<b>80.8</b>	<b>102.8</b>
Current taxes	-0.3	-1.5	-0.9	-5.9	-0.6
Change in deferred taxes	-0.2	-1.7	0.4	-2.3	-11.8
<b>Profit/loss for the period</b>	<b>0.6</b>	<b>25.5</b>	<b>24.5</b>	<b>72.6</b>	<b>90.4</b>
Other comprehensive expenses/income for the period, net of tax	-25.8	1.2	-21.2	-5.5	6.9
<b>Total Comprehensive profit/loss for the period, net of tax</b>	<b>-25.2</b>	<b>26.7</b>	<b>3.3</b>	<b>67.2</b>	<b>97.3</b>
EPS (basic), EUR	0.00	0.10	0.07	0.29	0.34
EPS (diluted), EUR	0.00	0.10	0.08	0.28	0.34
Direct Result	14.9	12.3	40.7	33.8	47.3
Indirect result	-15.6	10.2	-22.4	30.1	31.1
Direct EPS (diluted), EUR (EPRA EPS)	0.06	0.06	0.16	0.15	0.21
Net cash from operating activities per share, EUR	0.14	0.04	0.21	0.09	0.09
Profit/loss for the period attributable to parent company shareholders	-0.7	22.5	18.3	63.9	78.3

# Snapshot of Statement of Financial Position

Statement of Financial Position, EUR million	30 Sept 2011	30 Sept 2010	31 Dec 2010
Investment property	2,512.6	2,299.9	2,367.7
Total non-current assets	2,529.1	2,313.5	2,378.1
Current assets	50.2	111.3	56.9
Assets total	2,579.3	2,424.8	2,436.5
Total shareholder's equity	969.6	870.2	900.2
Total liabilities	1,609.7	1,554.6	1,536.3
Liabilities and share holders equity	2,579.3	2,424.8	2,436.5

## KEY FIGURES

Equity ratio, %	37.7	35.9	37.1
Gearing, %	148.3	153.4	153.1
Equity per share, €	3.29	3.36	3.47
Net Asset value (EPRA NAV) per share, €	3.64	3.71	3.79
EPRA NNNNAV, €	3.31	3.37	3.49
Net Rental Yield (actual), %	5.9	5.9	5.8
Average Net Yield Requirement (valuation yield by external appraiser)	6.4	6.5	6.4

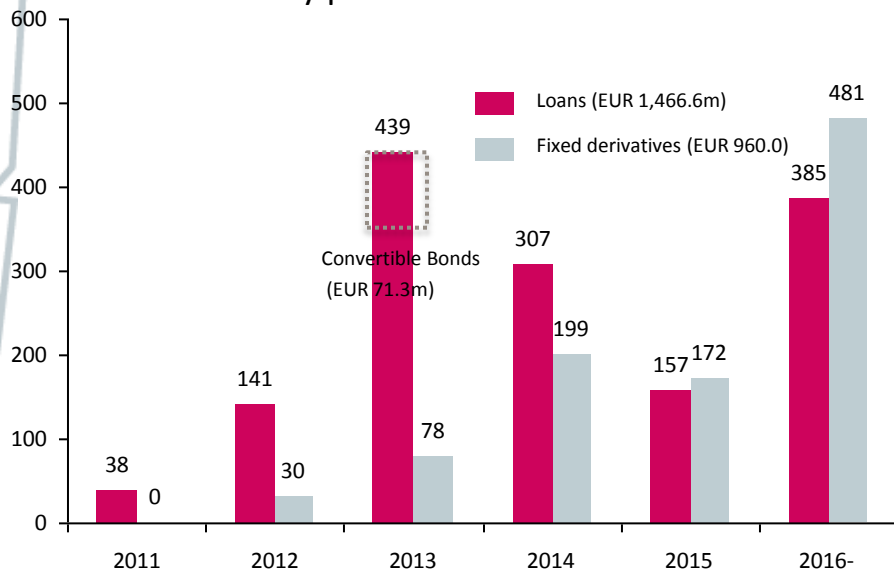
# Cash Flow Statement for 9-month period ended 30 Sept 11

EUR MILLION	9M 2011	9M 2010
<b>Operating activities</b>		
Cash flow before change in working capital	89,7	80,6
Change in working capital	1,0	-3,5
Cash generated from operations	90,7	77,2
Interest and other financial charges paid	-42,4	-42,7
Interest and other financial income received	0,4	0,2
Realized exchange rate losses and gains	-1,1	-5,4
Taxes paid	6,5	-9,7
<b>Cash flows from operating activities (A)</b>	<b>54,1</b>	<b>19,5</b>
<b>Investing activities</b>		
Acquisition of subsidiaries, less cash acquired	-28,3	-
Acquisition of investment properties	-110,5	-
Capital expenditure on PP&E and intangible assets	-59,7	-96,4
Sale of investment property	7,2	66,1
<b>Cash flows from investing activities (B)</b>	<b>-191,4</b>	<b>-30,3</b>
<b>Financing activities</b>		
Sale of treasury shares	0,4	0,2
Proceeds from share issue	99,0	63,1
Share subscriptions based on stock options	-	3,3
Proceeds from short-term loans	111,1	101,0
Repayments of short-term loans	-73,3	-174,4
Proceeds from long-term loans	476,9	270,5
Repayments of long-term loans	-440,3	-156,2
Dividends and capital return	-34,2	-31,0
<b>Cash flows from financing activities (C)</b>	<b>139,6</b>	<b>76,6</b>
<b>Net change in cash and cash equivalents (A+B+C)</b>	<b>2,3</b>	<b>65,9</b>
<b>Net cash from operating activities per share, EUR</b>	<b>0,21</b>	<b>0,09</b>

- **Cash from operations exceeded the prev-YR clearly due to:**
  - Cash flow before working capital increased by 11 %
  - Positive contribution from change in working capital while the impact was negative in 2010
  - Positive cash taxes due to tax returns recovered in 2011
  - Less realised foreign exchange impacts
- Higher direct operating profit which improved the cash flow was mainly due to contribution from completed developments, like-for-like growth, stronger Swedish currency and acquisitions of Kristiine and Högdalen
- Citycon net cash investments were EUR 191.4 million during first nine months in 2011. Increase was due to acquisitions of Kristiine and Högdalen and increased ownership in certain Finnish properties
- Investments continued also to the on-going development projects
- Cash flow per share clearly higher than previous year due to above mentioned reasons and stood at 0.21 euros per share
- Due to positive working capital and tax related cash flows in Q1-Q3 2011, the CFPS was higher than the direct result per share

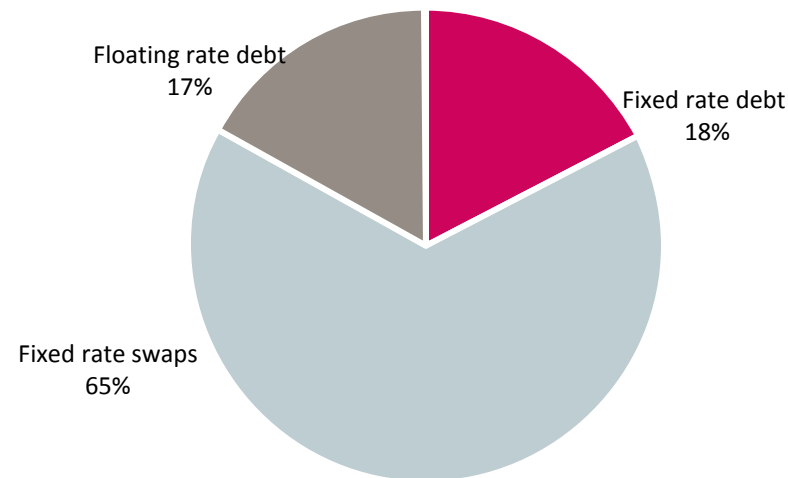
# Key Figures – Financing Overview

## Maturity profile of loans and derivatives



## Interest-bearing debt by fixing type

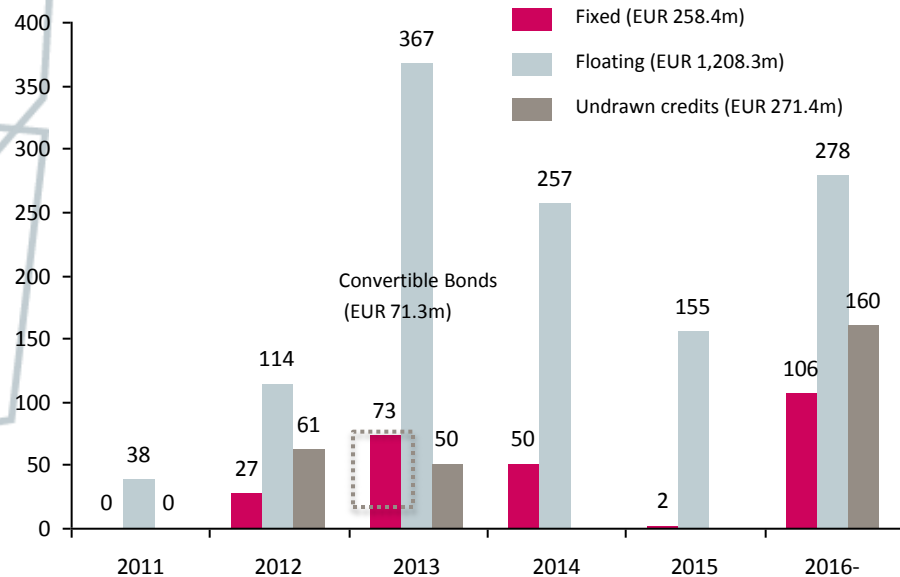
EUR 1,466.6 million <sup>1)</sup>



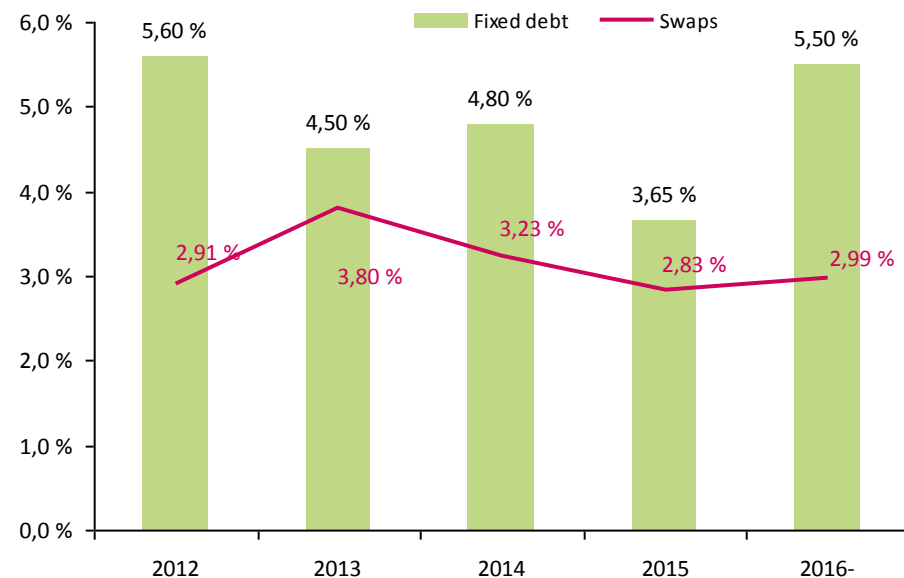
- During third quarter in 2011, the period-end interest-bearing **net debt decreased by EUR 73 million** as a result of new EUR 99 million share issue
- **Hedging ratio increased higher to 83%** - higher hedge ratio due to floating rate debt repayments and new hedges
- Conservative financing policy; **average loan maturity at 3.1 years** and longer average **time to fixing 3.7 years**
- Access to long term financing – new 7-year term loan signed for a minimum amount of EUR 50 million
- **Refinancing not a problem** - Citycon has ample liquidity at the end of Q3 2011 of EUR 293 million

# Key Figures – Financing Overview

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



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

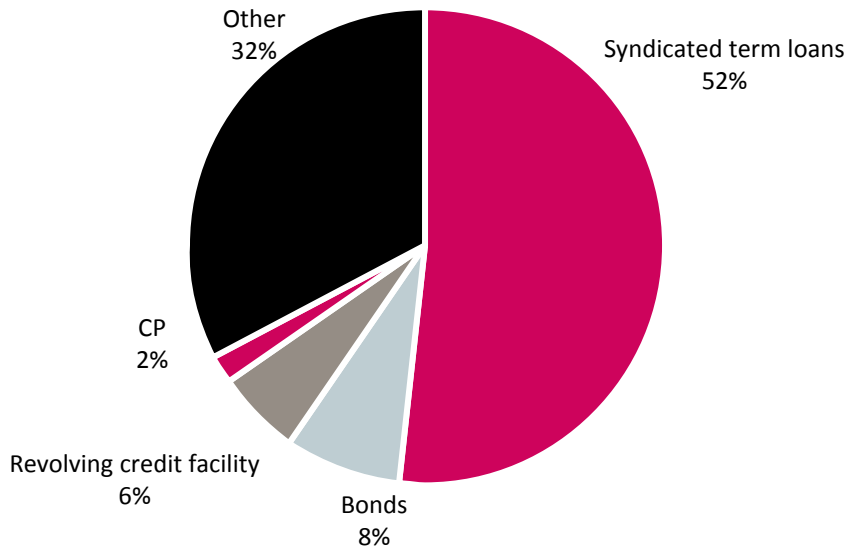


- Favorable maturity structure of debt after the refinancing in May 2011, the share issue and the new 7-year term loan.
- No major maturities before Q3 2013 - bulk of Citycon's debt is due on or after 2013
- Debt due in 2011 consist of commercial papers and scheduled annual repayments
- Available committed undrawn credits are mainly of long term nature which fall mostly due 2016

# Key Figures - Debt Portfolio

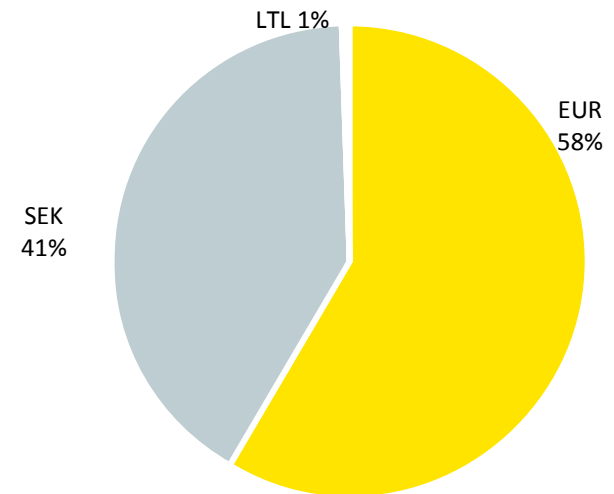
Breakdown by debt type

EUR 1,466.6 million <sup>1)</sup>



Breakdown by currency

EUR 1,466.6 million <sup>1)</sup>

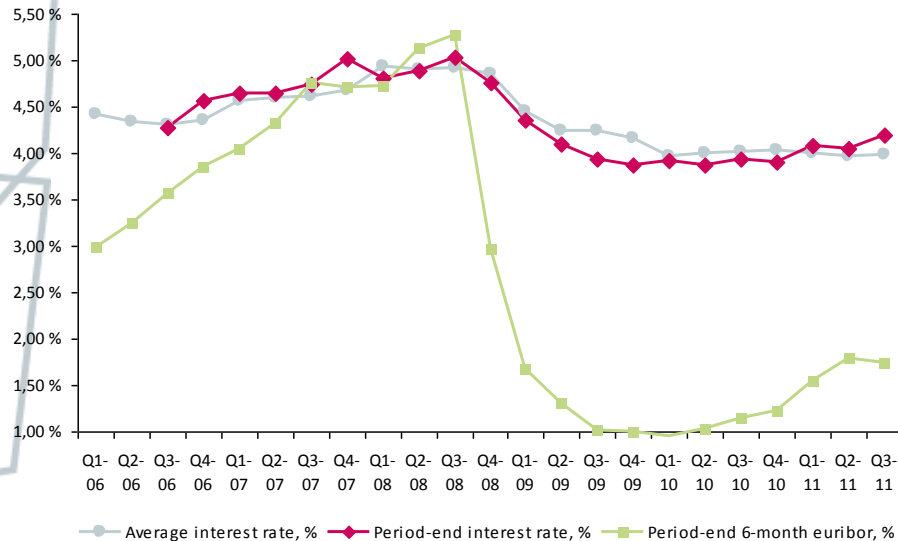


- The backbone of the debt financing continues to be the syndicated term and revolving facilities together with the bonds issued which comprise of **66 %** of the debt portfolio
- For nine-month period ending 30 September 2011 the average year-to-date interest rate remained low at **3.99 %** but the period-end current run rate was higher at 4.19 % reflecting the repayment of low rate short term loans with share issue proceeds and higher interest rates on long term loans raised
- Citycon had as at period-end **total liquidity of EUR 292.8 million** which comprised of unutilized committed debt facilities amounting to EUR 271.4 million and cash EUR 21.5 million. Excluding CP's Citycon's liquidity was EUR 267.1 million

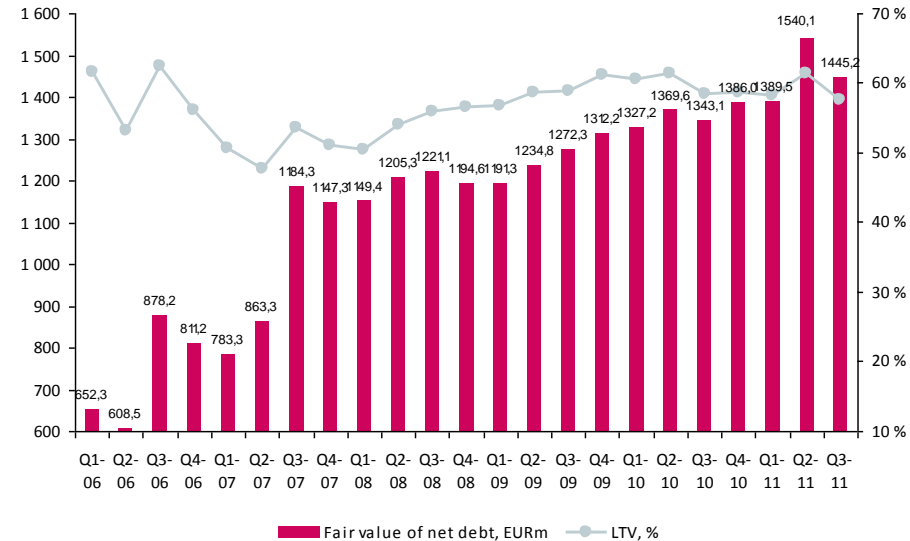


# Key Figures – Interest Rates and LTV

Quarterly development of interest rates <sup>1)</sup>



Net debt and LTV-% <sup>2)</sup>



- Interest rates feed through income statement with certain lag and Citycon’s average interest rate for nine-month period ended 30 September 2011 was broadly unchanged at 3.99 per cent (Q2 11: 3.97%)
- Period-end run rate increased to 4.19 per cent on the back of short term loan repayments and new long term loans
- Citycon’s LTV-% clearly lower to 57.5 per cent due to lower leverage following share issue in

July  
33

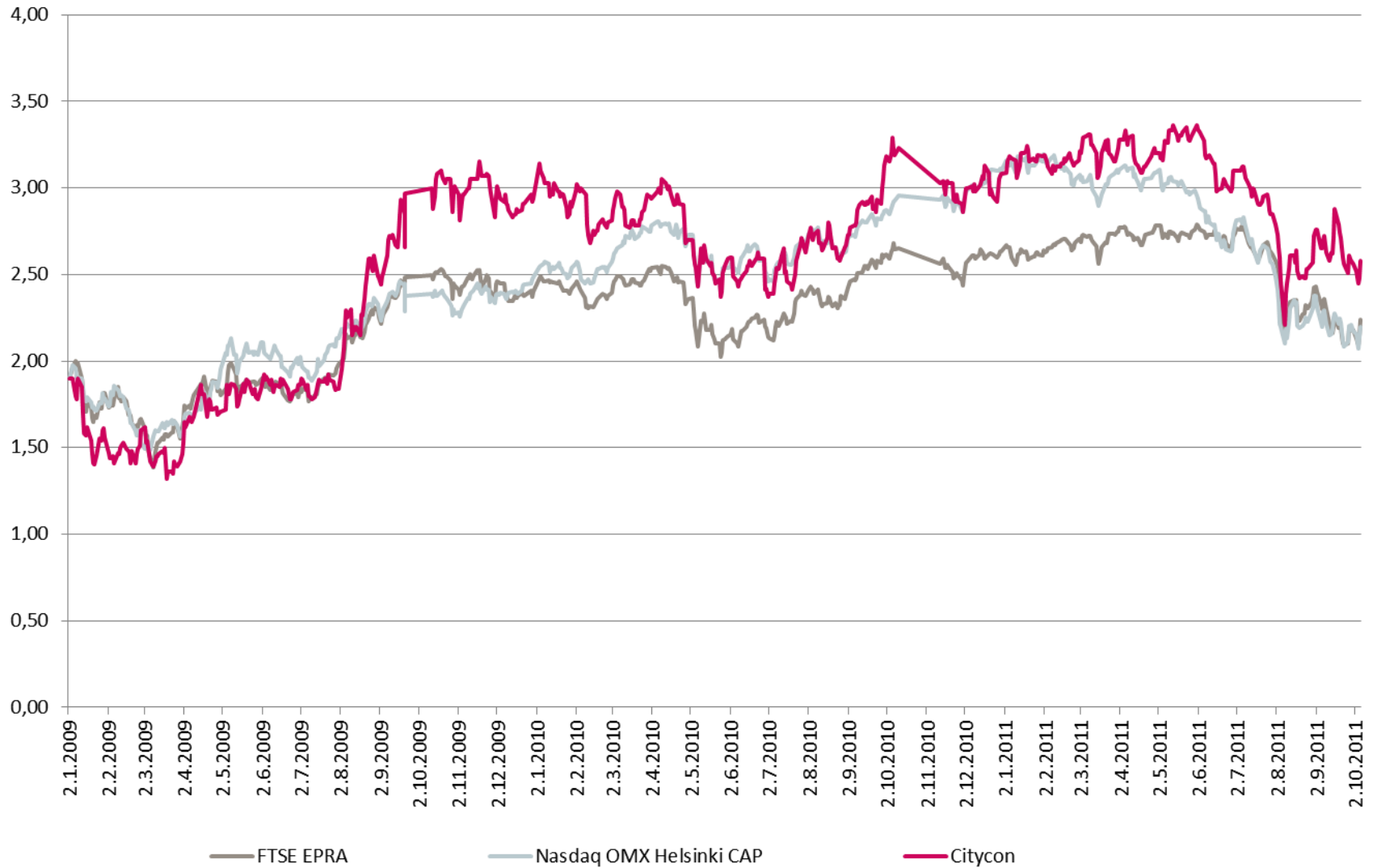
Q3 2011

CITYCON

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

2) LTV-% calculated as fair value of net debt divided by the appraised value of investment properties on the balance sheet date.

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

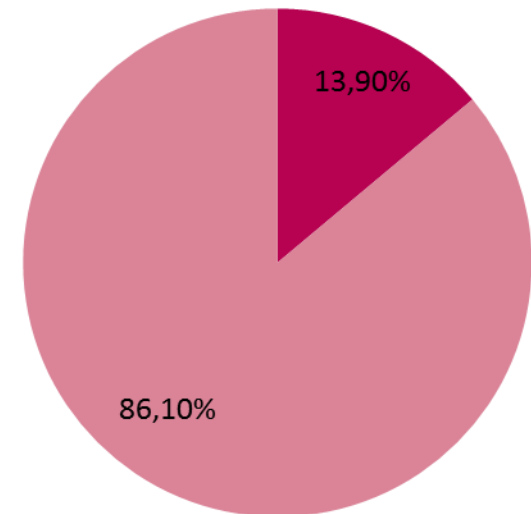


# Ownership

- End of Q3 market capitalization totaled EUR **765.5** million
- **86,1%** of shareholders international
- **3,997** registered shareholders
- Largest Shareholders:
  - Ilmarinen **8.99%**
  - Gazit-Globe **47.3%**  
(source: [www.gazit-globe.com](http://www.gazit-globe.com))
- Citycon is included in GPR 250 Property Securities Index. The index includes 250 the most liquid property companies worldwide
- Citycon is also included in e.g. FTSE EPRA/NAREIT Global Real Estate Index

## Shareholders

■ Domestic ■ International



# Backup Information

Myyrmanni



# Completed Projects



## FORUM, Jyväskylä, Finland

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

GLA, m <sup>2</sup>	15,100
Total new investment, EUR m	16.0
Actual cumulative CAPEX, EUR m	16.0
Expected yield on completion when stabilized, %	11.2

## ESPOONTORI, Espoo, Finland

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

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



# Completed Projects



## LILJEHOLMSTORGET, Stockholm, Sweden

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

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

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

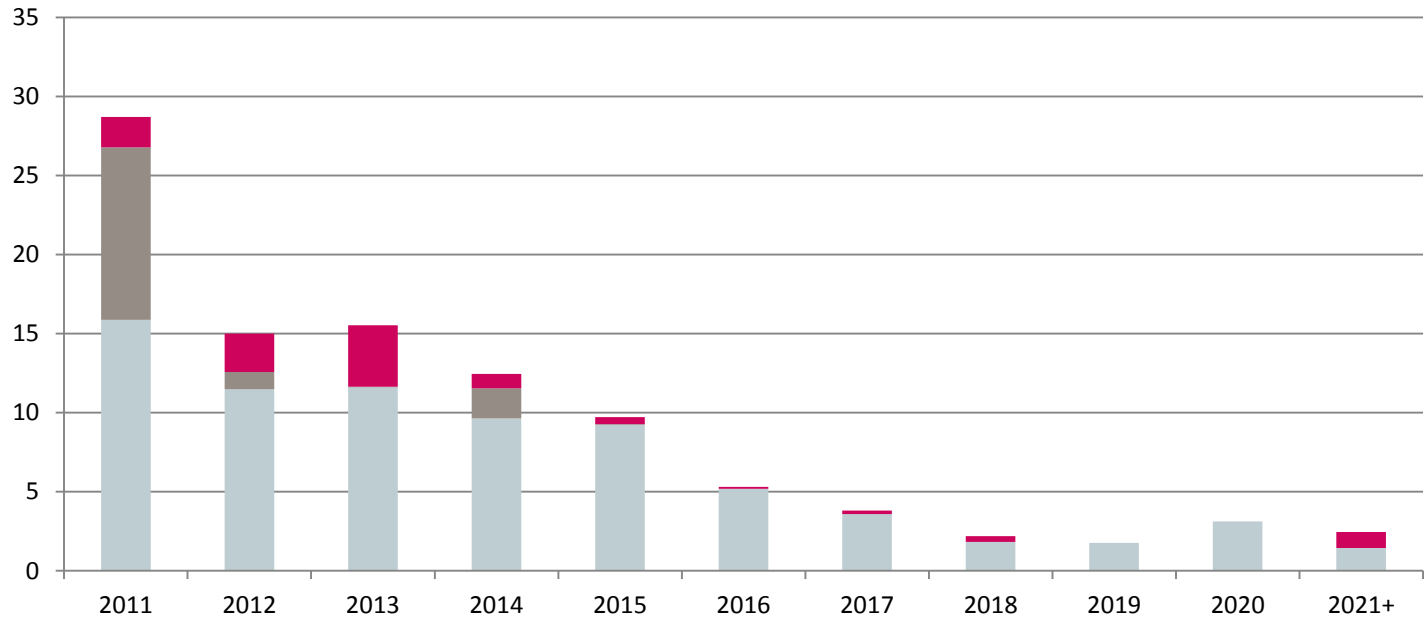
## ROCCA AL MARE, Tallinn, Estonia

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

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



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



- Fixed-term contracts expire at the end of the contract period, after which will be negotiated on a potential new lease agreement.
- Contracts valid until further notice are valid for the time being and their typical notice period extends from 3 to 12 months.
- Initially fixed-term contracts include the first possible termination date, after which the contract period may continue either until further notice or for a rolling fixed-term period of time. A rolling fixed-term contract means that if the agreement is not terminated to expire at the end of the first contract period, it continues for another agreed period, typically from 12 to 36 months, at a time. The contract can only be terminated to expire at the end of the agreed period. The notice period is generally from 3 to 12 months.

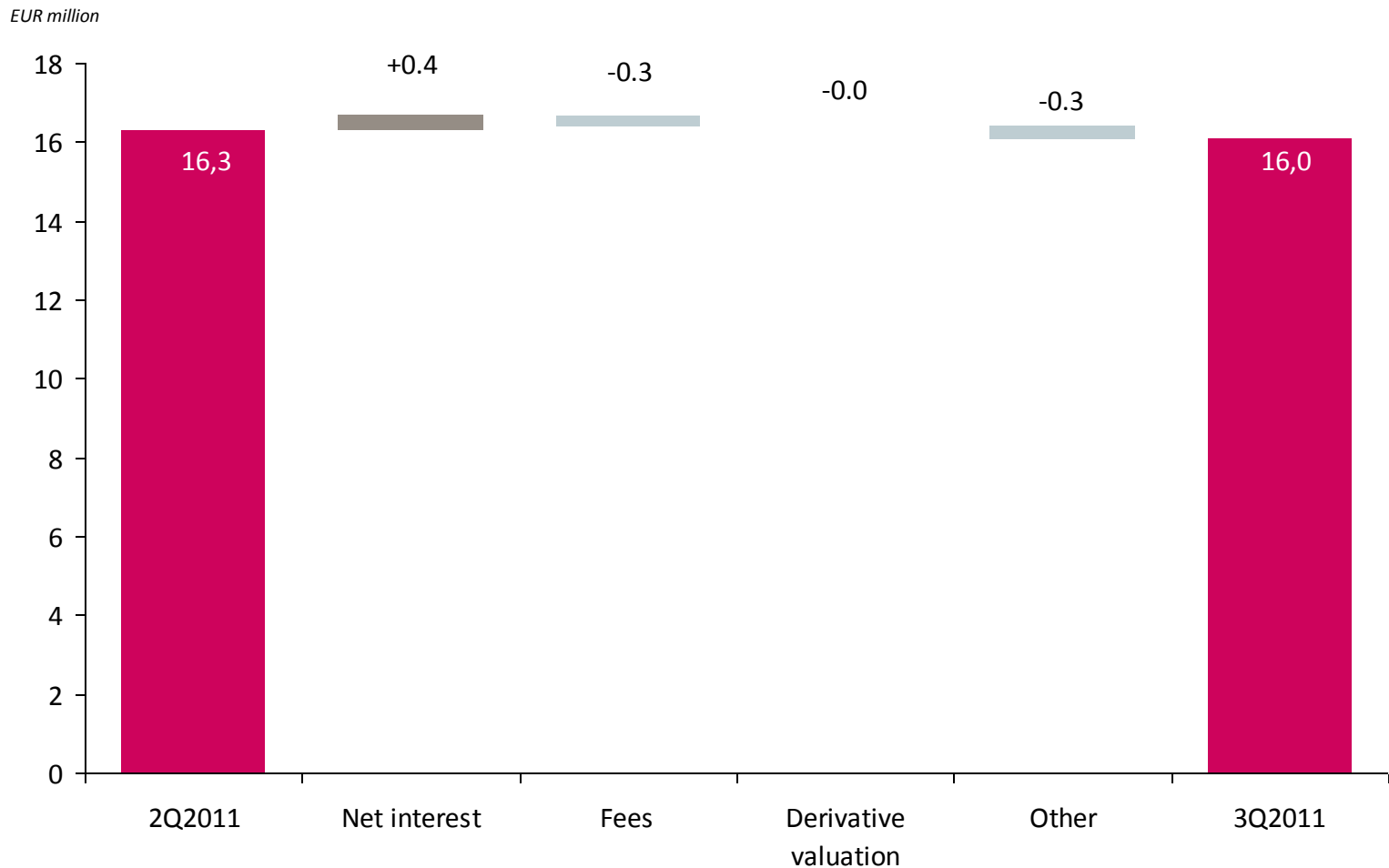
# Analysis of Financial Expenses

	3q	2q	3q	Change-%	Change-%	YTD	YTD	Change-%
Net Financial Expenses (EUR million)	2011	2011	2010	(y-o-y)	(q-o-q)	2011	2010	(YTD)
Financial Expenses:								
Interest expenses	-15,2	-14,8	-13,3	14 %	3 %	-43,0	-38,9	11 %
Foreign exchange gains(+)/ losses(-)	0,0	0,0	0,0	-129 %	51 %	0,1	0,1	8 %
Capitalised fees	-0,3	-0,6	-0,3	8 %	-49 %	-1,3	-1,1	19 %
Non-cash option expense from convertible bonds	-0,4	-0,4	-0,4	7 %	5 %	-1,1	-1,1	3 %
Other expenses	-0,2	-0,6	-0,1	nm	-57 %	-1,2	-0,3	282 %
<b>Total Expenses</b>	<b>-16,2</b>	<b>-16,4</b>	<b>-14,1</b>	<b>15 %</b>	<b>-1 %</b>	<b>-46,6</b>	<b>-41,3</b>	<b>13 %</b>
Financial Income:								
Interest income	0,2	0,1	0,1	134 %	106 %	0,4	0,2	106 %
Fair value gains(+)/ losses (-) from derivatives	0,0	0,0	0,0	nm	nm	0,0	-0,5	nm
Gain(+)/ Loss(-) from Convertible Bond buyback	0,0	0,0	0,0	nm	nm	0,0	0,1	nm
<b>Total Income</b>	<b>0,2</b>	<b>0,1</b>	<b>0,1</b>	<b>95 %</b>	<b>106 %</b>	<b>0,4</b>	<b>-0,2</b>	<b>-263 %</b>
<b>Net Financial Expenses</b>	<b>-16,0</b>	<b>-16,3</b>	<b>-14,0</b>	<b>15 %</b>	<b>-2 %</b>	<b>-46,2</b>	<b>-41,6</b>	<b>11 %</b>

- Interest expenses increased by EUR 0.4 million from the previous quarter due to higher period average debt level and higher credit margins from new long term debt agreements
- Total net financial expenses decreased by 2 per cent to EUR 16.0 million due to lower paid and capitalized fees which more than offset the higher interest expenses
- Compared to previous year, cumulative interest expenses increased by EUR 4.1 million due to higher amount of debt and stronger SEK which pushed the net financials EUR 4.6 million i.e. 11 per cent above the previous year



# Net Financial Expenses Q2 2011 vs Q3 2011



# Illustrative Calculation of ICR Covenant Using Q3 2011 Financials\*

Q3 2011 EBITDA for covenant calculation: direct operating profit + depreciations +/- non-cash and exceptional items

EBITDA = EUR 112.8 + EUR 1.0 + EUR 4.0  
= **EUR 117.7 million** for rolling 12-month period

EUR million	Q3	Q2	Q1	Q4	Cumulative
Direct result	2011	2011	2011	2010	12-months
Net rental income	38,3	36,3	32,4	31,8	138,8
Direct administrative expenses	-7,1	-6,2	-5,4	-7,6	-26,3
Direct other operating income and expenses	0,1	0,1	0,0	0,2	0,4
<b>Direct operating profit</b>	<b>31,3</b>	<b>30,2</b>	<b>27,0</b>	<b>24,3</b>	<b>112,8</b>
Direct net financial income and expenses	-16,0	-16,3	-13,8	-14,1	-60,2
Direct share of loss/profit of joint ventures	0,1	-0,2	-0,1	-	-0,2
Direct current taxes	-0,3	-0,3	-0,2	4,1	3,3
Change in direct deferred taxes	0,3	0,2	0,2	-0,4	0,3
Direct non-controlling interest	-0,4	-0,4	-0,4	-0,5	-1,7
<b>Total direct result</b>	<b>14,9</b>	<b>13,2</b>	<b>12,6</b>	<b>13,5</b>	<b>54,3</b>

Q3 2011 ICR  
= (117.7/58.3)  
= 2.0

Q3 2011 Net financials for covenant calculation: direct net financials – non-cash option amortization from convertible +/- other adjustments incl. FX gains or losses

Net financials = EUR 60.2 - EUR 1.5 - EUR 0.4  
= **EUR 58.3 million** for rolling 12-month period

42

\* All number are approximations

# Illustrative Calculation of Equity Ratio Covenant Using Q3 2011 Financials\*

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

Equity = EUR 969.6 + EUR 67.6 –  
EUR 56.1 + EUR 32.7  
**= EUR 1,013.9 million** as at 30 Sept  
2011

EUR million	Q3	Q3
Liabilities and shareholders' equity	2011	2010
<b>Shareholders' equity</b>		
Share capital	259,6	259,6
Share premium fund	131,1	131,1
Fair value reserve	-37,8	-30,5
Invested unrestricted equity fund	273,7	199,0
Retained earnings	286,9	262,8
Total equity attributable to parent company shareholders	913,5	822,1
Non-controlling interest	56,1	48,1
<b>Total shareholders' equity</b>	<b>969,6</b>	<b>870,2</b>
<b>Total liabilities</b>	<b>1 609,7</b>	<b>1 554,6</b>

Equity ratio on 30 Sept 2011  
= (1,013.9/2,506.9) = 40.4%

Total balance sheet for covenant  
calculation: Equity (as defined  
above) + total liabilities –  
subordinated debt +/- fair value of  
derivatives and other adjustments

Total balance sheet = EUR 1,013.9 +  
EUR 1,609.7 – EUR 67.6 – EUR 49.1  
**= EUR 2,506.9 million** as at 30 Sept  
2011

\* All number are approximations

# Citycon in Brief - Background

Citycon's path to becoming the market leader and an international real estate company

1988

- Quoted on the Main List of Helsinki Stock Exchange Office portfolio

1998

- Focus on Retail
- Two large Retail portfolio acquisitions
- Office portfolio divested
- Outsourced property management

1999

- Acquisition of 13 shopping centres

2003

- Property portfolio expands considerably
- Citycon's ownership base changes
- International investors become interested in Citycon

2004

- Citycon continues to growth
- Ownership structure becomes very international
- Analysing potential for entry into the Baltic countries and Scandinavia

2005

- Citycon enters foreign markets by acquiring its first properties in Sweden and Estonia
- Increases holdings in a number of Finnish shopping centres

2006

- Citycon continues to expand acquiring several retail properties especially in Sweden and its first property in Lithuania
- The disposal of non-core properties

2007

- New acquisitions in Finland and Sweden
- Liljeholmen and Rocca al Mare project started
- Citycon acquires Iso Omena

2008

- The company sells 40% of Iso Omena to GIC.
- Citycon puts more emphasis on green, sustainable construction and redevelopment

2009

- Trio gets the first LEED- certificate in the Nordic Countries
- Sells non-core assets, apartments, in Sweden and starts the (re)development project in Åkersberga.
- Liljeholmstorget and Rocca al Mare (re)developments completed 2010

2010

- Continues to (re)develop its' properties especially in Finland; Forum, Espoontori, Martinlaakso and Myllypuro being the largest projects.
- Continues to sell non-core assets.
- Changes in the management.

# Citycon Core Shopping Centres

Finland



**Iso Omena**  
Built 2001  
GLA 60.500 m<sup>2</sup>  
Ownership 60 %



**Koskikeskus**  
1988  
27.700 m<sup>2</sup>  
88 %

**Myyrmanni**  
1994/2007/2010  
45.700 m<sup>2</sup>  
100 %



**Forum**  
1953/91/2010  
22,000 m<sup>2</sup>  
Citycon 69 %

**Trio (incl. Hansa)**  
1977/87/2008  
45.700 m<sup>2</sup>  
89.3 %



**Columbus**  
1997/07  
21.000 m<sup>2</sup>  
100 %

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

Sweden



**Liljeholmstorget**  
2009  
41.000 m<sup>2</sup>  
100 %



**Stenungstorg**  
1967/93  
36.400 m<sup>2</sup>  
85 %



**Åkersberga Centrum**  
1985/96/2011  
27.500 m<sup>2</sup>  
75 %



**Tumba Centrum**  
1952/2002  
31.400 m<sup>2</sup>  
100 %



**Strömpilen**  
1927/1997  
27.000 m<sup>2</sup>  
75 %



**Jakobsbergs Centrum**  
1959/93  
60.700 m<sup>2</sup>  
100 %

Baltic Countries



**Rocca al Mare Estonia**  
1998/2009  
53.500 m<sup>2</sup>  
100 %



**Kristiine Estonia**  
1999/2002/2010  
42.500 m<sup>2</sup>  
100 %



**Mandarin Lithuania**  
2005  
8.000 m<sup>2</sup>  
100 %



**Magistral Estonia**  
2000  
9.500 m<sup>2</sup>  
100 %

# Contact Information

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