

# **Eurocommercial**

## Portfolio at 30 June 2017\*

France	Italy	Sweden	Total
Property value €1,352m	Property value €1,645m	Property value €838m	Property value €3.8bn
No. of properties  13	No. of properties  12	No. of properties  9	No. of properties <b>34</b>
% of portfolio 35%	% of portfolio 43%	% of portfolio 22%	
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<sup>\*</sup>Prior to completed sales of rue de Rivoli and Mellby

## 2016/17: At a glance

# Like-for-like rental growth +4.1%

Italy, +5.6%; Sweden, +3.2%; France +2.3%, despite almost 0% rental indexation

#### Earnings (Direct investment result)

+3.7%

Earnings increased +3.7% to €2.23 per depositary receipt.

#### Dividend

+2.4%

Board recommends dividend of €2.10 per depositary receipt

#### **Property valuations**

+5.0%

Italy, +6.7%; France +2.8%; Sweden +5.5%

#### Adjusted net asset value

+8.0%

per depositary receipt, increase of €195 million

#### Retail sales growth

-1.0%

Improved to +0.7% for the three months to the end of June



# Year-on-year comparison

	Twelve months to end June 2016	Twelve months to end June 2017	% increase (year-on-year)
Direct Investment Result	€102.8 million	€108.0 million	+5.1%
(per depositary receipt)	€2.15	€2.23	+3.7%
Rental Income	€179.4 million	€186.0 million	+3.7%
Occupancy Cost Ratio	8.2%	8.5%	_
Property Value*	€3.6 billion	€3.8 billion	+5.0%
Adjusted Net Asset Value (per depositary receipt)	€43.00	€46.42	+8.0%
Dividend (per depositary receipt)	€ 2.05	€ 2.10**	+2.4%

<sup>\*</sup> On a proportional consolidated basis

<sup>\*\*</sup> Proposed, subject to shareholder approval

# **Rental growth**

## 12 months to June 2017

	Average rental uplift on relettings and renewals	% of total leases relet and renewed	Number of relettings and renewals	Overall like-for-like rental growth	Occupancy cost ratio
Overall	21%	17%	271	4.1%	8.5%
France	10%	13%	64	2.3%	8.9%
Italy	28%	18%	156	5.6%	8.3%
Sweden	12%	20%	51	3.2%	8.0%

#### Retail Sales Growth 2016 / 2017

	Twelve months to 30 June 2017	Three months to 30 June 2017		Twelve months to 30 Sept. 2017***	Three months to 30 Sept. 2017***
Overall	-1.0%*	0.7%*	Overall	1.0%	5.4%
France	-2.1%	0.2%	France	1.2%	8.2%
Italy	-1.2%	0.1%	Italy	0.4%	4.5%
Sweden	2.3%	3.8%	Sweden	2.6%	3.8%

<sup>\*</sup>Excluding hypermarkets, Systembolaget and extensions/redevelopments

<sup>\*\*</sup>Rent plus marketing contributions, service charges and tenant property taxes as a proportion of retail sales including VAT. Excluding hypermarkets, Systembolaget and extensions

<sup>\*\*\*</sup> September estimates

#### **Valuations**

#### 12 and 6 months to 30 June 2017

	Valuatio	n increase	Net initial yield including purchase costs*	
	Twelve months to 30 June 2017	Six months to 30 June 2017	At 30 June 2017	
Overall	5.0%	3.4%	4.9%	
France	2.8%	1.4%	4.3%	
Italy	6.7%	5.3%	5.3%	
Sweden	5.5%	3.0%	4.8%	

<sup>\*</sup> Net initial yield figures are derived by dividing expected net income for the coming year by the valuation figure, to which has been added the relevant standardised market allowance for deemed purchaser's costs (usually notional transfer taxes) in the particular country. Average yields exclude Eurostop Halmstad and C4 Shopping which are under development

#### **Active asset rotation**

# Busy year of sales and purchases





Sales of Mellby and 74 rue de Rivoli complete, totalling €100 million

#### **Active asset rotation**

# Busy year of sales and purchases



Completed purchase of C4 at Kristianstad, Sweden in October 2016



Centr'Azur ownership increased to 100% by acquiring 15,500m² hyper market

## Negotiations to acquire premier Brussels' shopping centre



Visitors: 6.5 million

Catchment: Over 1 million

Transport: Excellent roads,

metro station, buses, and

tram stop (2018)

Key tenants: Zara, H&M,

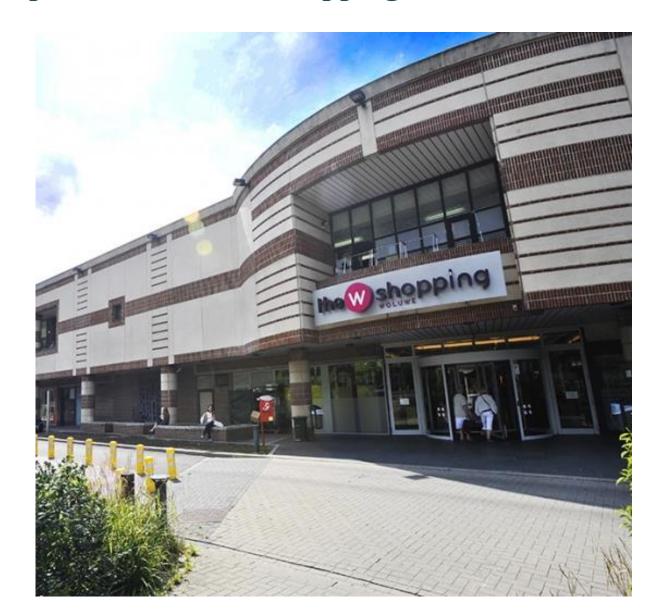
Superdry, Calvin Klein

GLA: 23,000m<sup>2</sup> (total

45,000m<sup>2</sup>)

No. shops: 130

Very low retail density
Wealthy catchment, stable
economy



# **Asset improvement**

# Key extensions & refurbishments



Amiens Glisy, Amiens, France 5,000m<sup>2</sup> extension completed.



MODO, Moiselles, France Renovations expected to be complete before the end of the year.

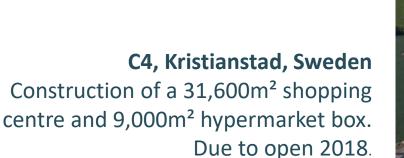


## **Asset improvement**

# Key extensions & refurbishments



Hallarna, Halmstad, Sweden. 16,000m<sup>2</sup> extension and refurbishment.





# **Asset improvement**

# Key extensions & refurbishments

I Gigli, Florence, Italy.
Major refurbishment
works completed





# **Funding summary**

At 30 June 2017

Shareholders' adjusted net equity

€2.26 billion

Total net borrowings

€1.51 billion

Net loan to property

39%

value ratio

Loan book hedged for interest exposure

**72%** 

Average term of hedges

c. 7 years

Average overall interest rate (incl. margin)

+2.5%

Net debt to adjusted net equity ratio

67%

#### **Outlook**

Modest inflation reemerging and retail sales improving with European economies. Interest rates likely to rise gradually as governments ease bond purchases.

Property yields should stay firm but unlikely to reduce further, despite continuing shortage of prime investments.

Sales of Eurocommercial's smaller properties will continue to provide funding for profitable extensions and future acquisitions.

Eurocommercial will continue to concentrate on retail properties in France, Italy and Sweden with negotiations continuing for the acquisition of Woluwe in Brussels.

