



The leading owner, manager and developer
of the Central Eastern European shopping centers



H1 2015 Results

Analyst and investor call

14 August 2015

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This presentation has been presented in € and €m's. Certain totals and change movements are impacted by the effect of rounding.

Key events in the period 2015 YTD

- **Operational performance:**

- **Core markets** stable
- **Russia** drives decrease in the Group's overall performance

- **Acquisitions:**

- In June 2015, Atrium completed acquisition of a **75%** joint venture interest in the prime **Arkády Pankrác** centre in Prague, the Czech Republic, for **€162m****

- **Disposals:**

- In January 2015, Atrium completed the sale of **72** smaller format retail assets in the Czech Republic for a consideration of c.**€69m**

- **Developments and extensions:**

- In March 2015, the enlarged **Atrium Copernicus** was opened in Toruń, Poland, after completion of a 17,300 m² extension
- Extension and refurbishment of Atrium Promenada (Stage I) is on-going

- **Debt / Liquidity:**

- In May 2015, **2022 bond tap**, cash proceeds of €160m, 2.9% yield
- In May 2015, early repayment of Promenada loan €105m*, 4.7% interest
- During the reported period, €79m 2005 bond buy back, 4% interest
- Cash as at 30 June 2015: **€276m**
- **Net LTV 25.4%**

* Including fees and breakage of swap

**Included in all presentation matrixes (e.g. standing investments, revaluation, LTV, etc)

Financial highlights income statement

Income Statement	6M 2015	6M 2014	Change	Change
	€m	€m	€m	%
Gross rental income	103.6	106.9	(3.3)	(3.1%)
EPRA like-for-like gross rental income	88.1	96.5	(8.4)	(8.7%)
Net rental income	97.9	103.1	(5.2)	(5.0%)
EPRA like-for-like net rental income	83.7	95.1	(11.4)	(11.9%)

Operating margin

Remains high
at **94.5%**

EBIDTA

Excluding revaluation,
disposals and
impairments

6M 2015:
€81.3m

6M 2014:
€90.3m

EPRA EPS

6M 2015:
17.6 €cents

6M 2014:
21.1 €cents

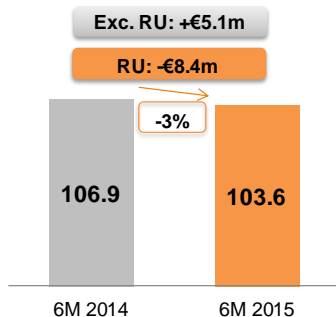
Company adjusted EPRA EPS

6M 2015:
16.0 €cents

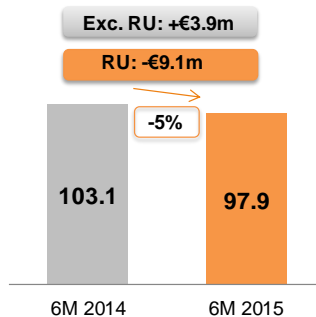
6M 2014:
19.2 €cents

Core markets stable but offset by Russian performance (in €m)

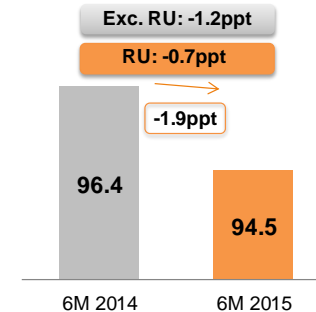
Gross rental income



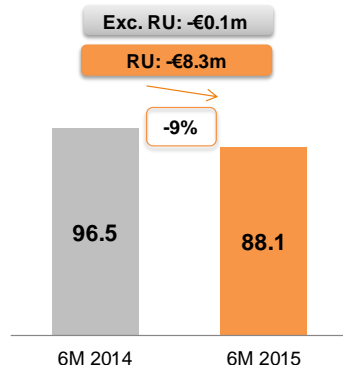
Net rental income



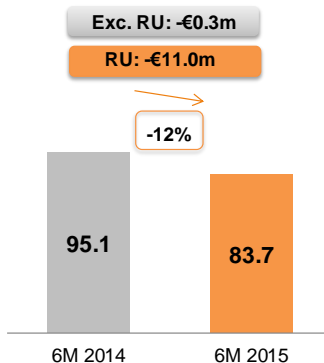
Operating margin (%)



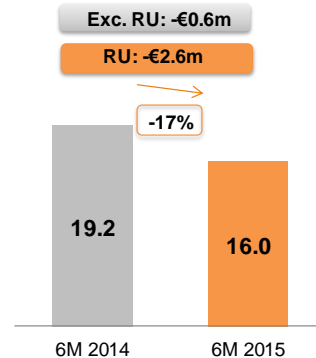
EPRA like-for-like GRI



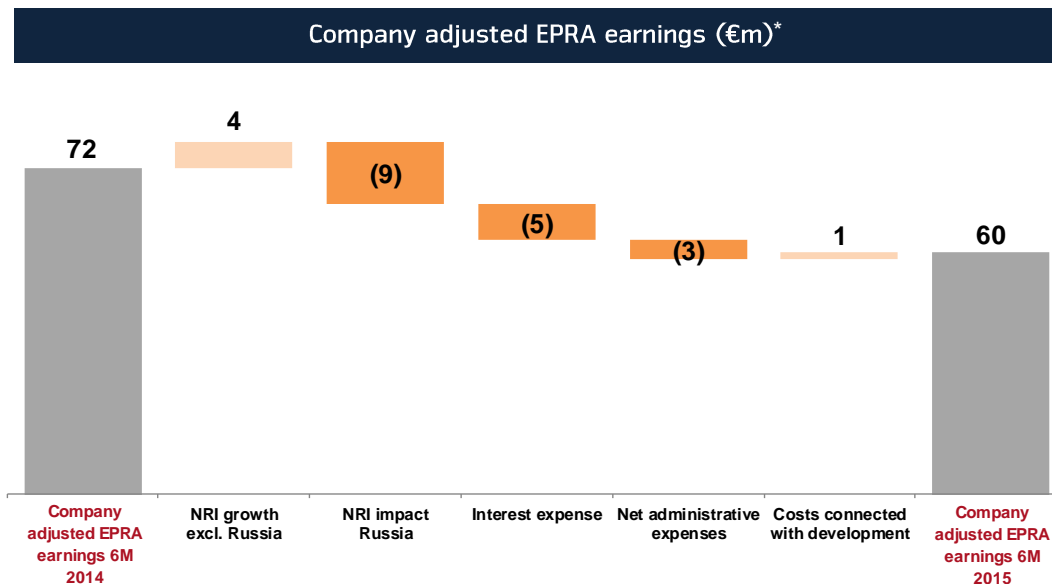
EPRA like-for-like NRI



Comp. adj. EPRA EPS (€cents)



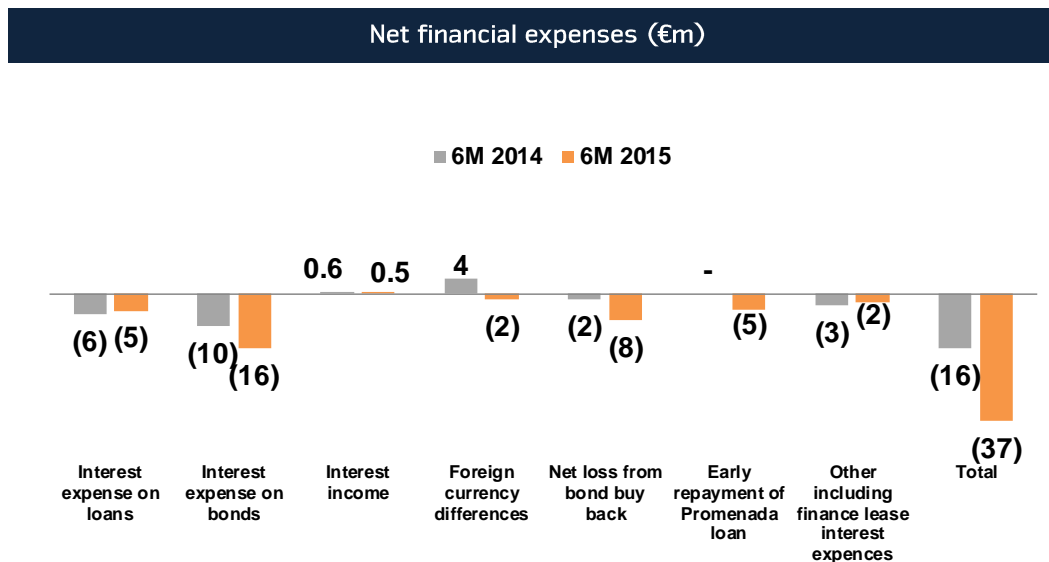
6M 2015 Company adj. EPRA earnings was €60m



- **Core markets NRI growth driven by:**
 - **Acquisitions:** Bydgoszcz and Palac Pardubice - completed in November 2014
 - **Developments:** Atrium Felicity - opened in March 2014, **Copernicus extension** - opened in March 2015
- **72** properties in the Czech Republic sold in January 2015
- Increased interest expense: bonds issued in October 2014, May 2015
- Net administrative expenses: €3m increase mainly due to one off income during 2014 in Russia

*For more details see page 11 of 30 June 2015 Interim Report

Net financial expenses increased by €21m



- (€21m) Increase in net financial expenses mainly due to (€6m) impact of bond buy back, (€6m) of foreign currency differences, (€5m) net interest expense on loans and bonds and (€5m) Promenada loan repayment fees/swap

Financial highlights – balance sheet

Balance Sheet	30/06/2015	31/12/2014	Change	Change
	€m	€m	€m	%
Standing investments*	2,707.0	2,520.4	186.6	7.4%
Developments and land	327.4	365.0	(37.6)	(10.3%)
Cash and cash equivalents	275.9	425.2	(149.3)	(35.1%)
Borrowings	1,046.6	1,068.1	(21.5)	(2.0%)
IFRS NAV per share	€5.55	€5.62	(€0.07)	(1.2%)
EPRA NAV per share	€5.92	€6.08	(€0.16)	(2.6%)

Number of standing investments

30/6/2015:
82*

31/12/2014:
153

Weighted average occupancy (GLA)

30/6/2015:
96.8%

31/12/2014:
97.1%

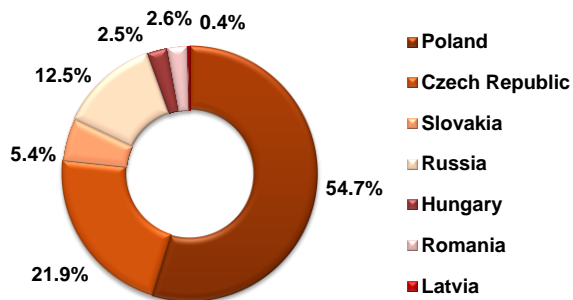
Weighted average occupancy (EPRA)

30/6/2015:
96.8%

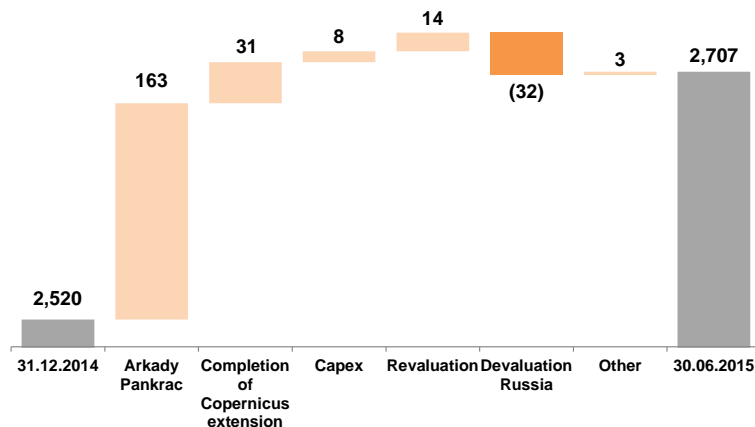
31/12/2014:
97.4%

*Including a 75% stake in Joint Ventures

Market value per country 30.06.2015

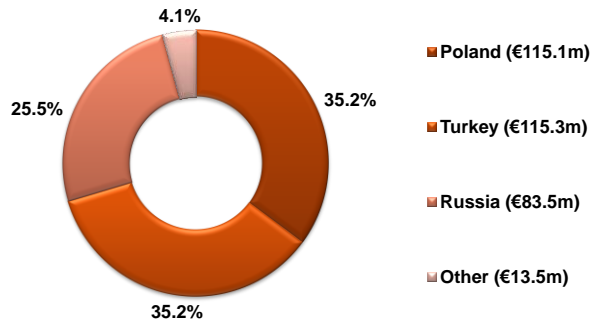


Standing investments roll forward (€m)

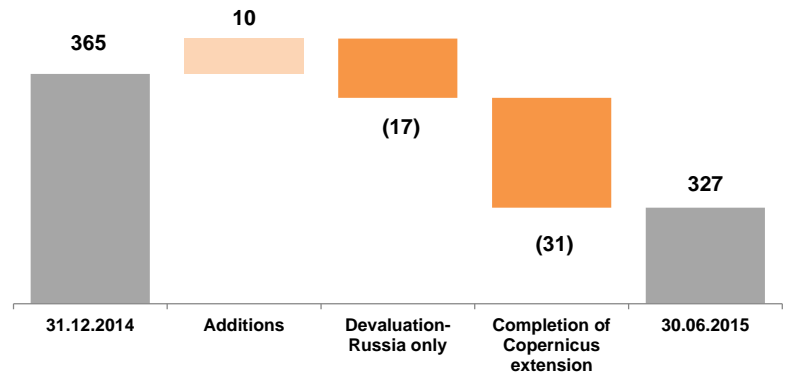


- Our properties in A rated countries represent 82% of the total standing investment portfolio and generated €72.0m NRI of a €97.9m total NRI (74%) in the first 6 months of the year
- Atrium's top 10 investments represent 57% of the standing investments portfolio by value (35% by GLA)
- Seven of the top 10 investment properties by value are located in Poland, two in the Czech Republic and one in Slovakia
- Weighted average net equivalent yield is 7.6%

Developments and land market value



Developments and land roll forward (€m)



- €327m developments and land portfolio represents 11% of total real estate assets
- 96% of developments and land portfolio is located in Poland, Russia and Turkey

Debt overview as at 30 June 2015

Activity during 2015:

- Early repayment of Promenada loan €105m
- 2022 bond tap with €160m proceeds at 2.9% yield
- €79m 2005 bond buy back, 4% interest

Average debt maturity 6.0 years
(31.12.2014: 5.5 years)

Cost of debt 3.7%
(3.8% fixed rate, 2.0% floating rate)
(31.12.2014: 3.9%)

97% debt at fixed interest rate
(31.12.2014: 90%)

Unsecured debt of total debt 81%
(31.12.2014: 65%)

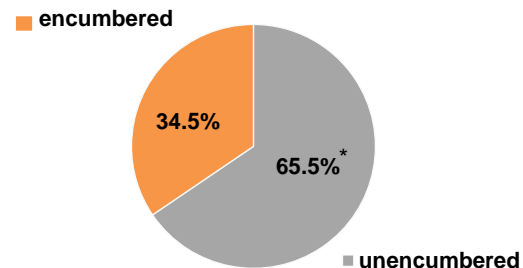
Net LTV 25.4%
(31.12.2014: 21.7%)

Gross LTV 34.5%
(31.12.2014: 36.1%)

- €50m outstanding revolving credit facilities, currently undrawn
- All bank loans and bond covenants are in compliance
- S&P and Fitch rating **BBB-/stable**

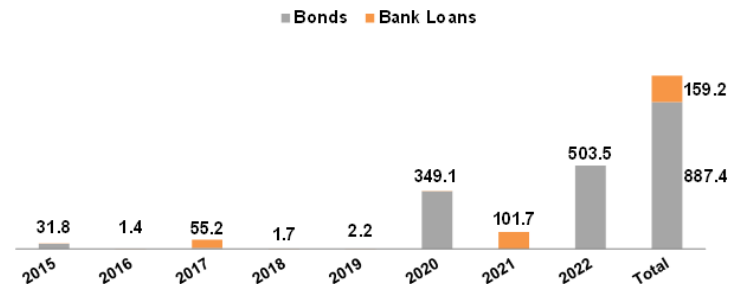
* €249m for Promenada considered as unencumbered – in process of deregistration

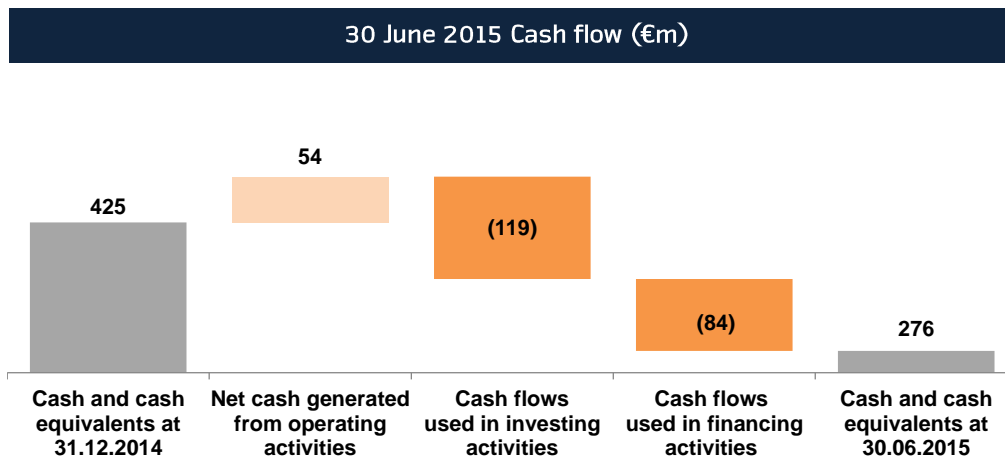
Standing investments



- At 31/12/2014, 59.7% unencumbered

Debt maturity (€m)





• Cash flows from investing activities:

- €60m disposal of Czech assets
- €7m sale of Balcova
- (€166m) purchase of Arkády Pankrác
- (€17m) standing investments and development capex
- (€3m) Transfer to an escrow account

• Cash flows used in financing activities:

- (€51m) dividends
- (€85m) bond buy back
- (€105m) Promenada loan repayment
- (€3m) land lease payments
- €159m bond tap