

EUROCOMMERCIAL

Full year 2017/18 results

31 August 2018



Eurocommercial Properties

One of Europe's most experienced owners and managers of retail property

Highly-experienced investor

Listed on Euronext Amsterdam for 26 years.

Clear business model

Buy, manage and develop well-located and resilient retail properties in prosperous markets.

Balanced portfolio of high-quality assets

Shopping centres, city galleries and retail parks in major European economies

Well-established management team

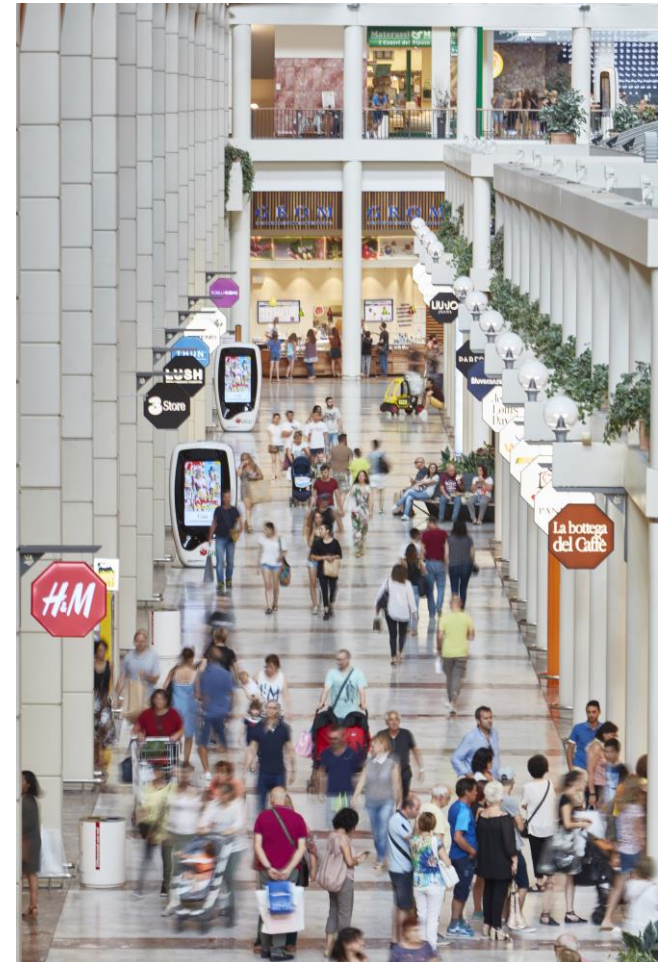
Senior management have worked together for over 20 years

Strong track record

Stable to rising earnings and dividends every year since inception in 1991

Tax efficient

Tax status in the Netherlands (FBI), France (SIIC) and Belgium (FIIS).



1. Strategically important year for Eurocommercial

- Selective programme of acquisitions and disposals including new country, Belgium
- Improved the overall quality of the portfolio, and opportunities for future development.

2. Strong operational and financial performance

- Proposed dividend of €2.15 per depositary receipt

3. Major refinancing programme completed

- Lengthened the loan book, secured favourable rates

4. Important additions to Company Boards

- Further enhance existing management and governance of the Company



Balanced portfolio of high-quality assets

30 June 2018

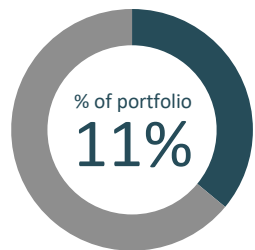
Belgium

Property value

€453m

No. of properties

1



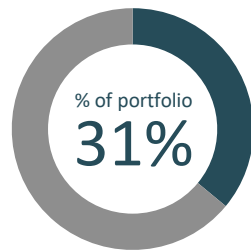
France

Property value

€1,256m

No. of properties

12



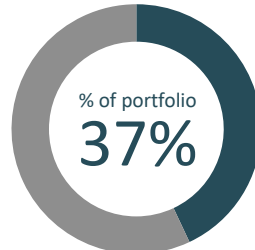
Italy

Property value

€1,502m

No. of properties

8



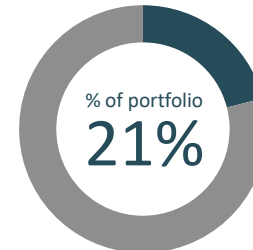
Sweden

Property value

€868m

No. of properties

8



Total

Property value

€4.1bn

No. of properties

29

Figures are provided on a proportionally consolidated basis

Earnings (Direct investment result)

+7.1%

Earnings increased +5.8% to €2.36 per depositary receipt.

Net property income (versus 2016/17)

+ 5.4%

€171.8 million for 12 months to 30 June 2018

Like-for-like rental growth (12 months)

+1.4%

Sweden, +3.8%; Italy, +1.5%; France +0.2%

Retail sales growth (12 months)

+1.1%

Italy, +1.5%; Sweden, +1.4%; France, +0.1%

Adjusted net asset value

€45.08

per depositary receipt

Property valuations (vs. 30 June 2017)

-0.3%

Sweden +3.1%; Italy, +0.8%; France -2.2%

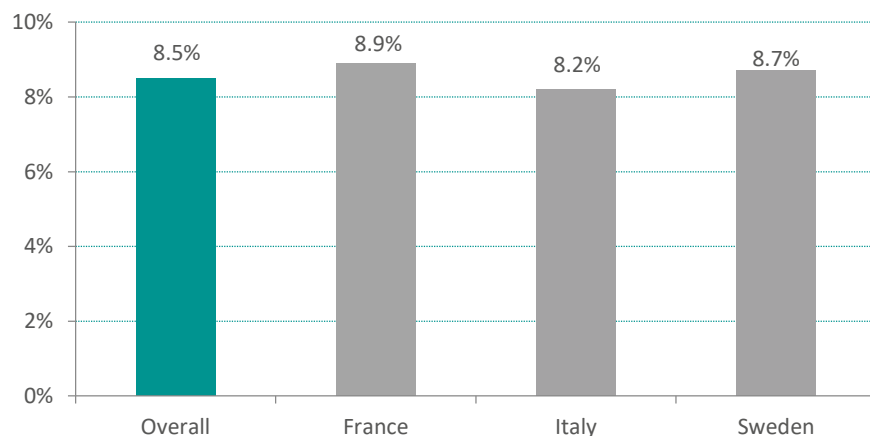
Rental growth and sustainable levels of OCR

12 months to June 2018

Rental growth for year ending 30 June 2018

	Average rental uplift on relettings and renewals	% of total leases relet and renewed	Number of relettings and renewals	Overall like-for-like rental growth
Overall	+11.3%	14%	202	+1.4%
France	+4.7%	10%	50	+0.2%
Italy	+11.4%	15%	109	+1.5%
Sweden	+20.3%	18%	43	+3.8%

Stable occupancy cost ratio for year ending 30 June 2018



Eurocommercial's strategy is to lease its shops to the best retailers which increases the overall attraction of the shopping centre.

Keeping rents in proportion with turnovers ensures retailers are profitable and better positioned to survive temporary downturns.

Sustainable rental levels, together with first class asset management, has consistently kept vacancies in the portfolio at the lowest level in the quoted sector (**99.5% at 30 June 2018**).

Retail sales growth

Year-on-year growth of 1.1%, slightly dampened in France by weather and transport strikes.

	Twelve months to 30 June 2018	Six months to 30 June 2018
Overall	+1.1%	-0.5%
France	+0.1%	-2.8%
Italy	+1.5%	+0.9%
Sweden	+1.4%	+0.0%

Excluding hypermarkets, Systembolaget and extensions/redevelopments and the Woluwe shopping centre



Valuations

12 and six months to 30 June 2018

	Valuation growth		Net initial yield including purchase costs	
	Twelve months to 30 June 2018	Six months to 30 June 2018	At 30 June 2018	At 30 June 2017
Overall	-0.3%	-0.6%	4.7%	4.9%
Belgium	-	-	4.0%	-
France	-2.2%	-1.8%	4.4%	4.3%
Italy	+0.8%	+0.3%	5.1%	5.3%
Sweden	+3.1%	+1.7%	4.9%	4.8%

Valuation increase excludes two properties acquired during the financial year: Woluwe (Brussels) and Valbo (Gävle)

Net initial yield excludes properties under development: C4 (Kristianstad)

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.

Committed and recently completed projects

Property	Project	Expected cost (€m)	Cost to date (€m)	Expected net return on cost	Status
Hallarna, Halmstad	16,000m ² extension and refurbishment	75m	61m	6.75%	Spring 2019
C4 Shopping, Kristianstad	31,600m ² shopping centre and 9,000m ² hyper-anchored retail park	c. 121m	109m	6%	End of 2018
Fiordaliso (Galleria Verde 50% joint venture)	Refurbishment	4	0.9	-	2019
Collestrada	Light refurbishment	3.6	2.5	-	Early 2019



Future, uncommitted projects

The following projects fall within a ten-year horizon, none have yet received the required planning authorisations to proceed and all are subject to the allocation of available funds.

Property	Project	Status	Likely timing
Woluwe Shopping, Brussels	Mixed use 11,600m ² retail and residential extension	Planning application being prepared	Tbc
Les Atlantes, Tours	8,000m ²	Planning application being prepared	Tbc
Val Thoiry, Greater Geneva	20,000m ²	Revised planning application submitted	Tbc
Elins, Skövde	Up to 5,000m ²	Planning secured, pre-letting underway	Start 2019
Samarkand, Växjö	Up to 10,000m ²	Discussions with municipality	Start 2020
Ingelsta, Norrköping	Up to 10,000m ²	Discussions with municipality	Start 2021
Valbo, Gävle	Refurbishment and extension	Plans under development	Start 2019
Cremona Po, Cremona	10,000m ² retail park and 2,500m ² extension	Designs being finalised	2019
Curno, Bergamo	3,000m ² extension	Preparation works underway	2020
Collestrada, Perugia	19,500m ² extension	Planning submitted	2022
Carosello, Carugate, Milan	23,000m ² extension	Plans under development	2022
I Portali, Modena	20,000m ² extension	Discussions with municipality	2022

Funding summary

At 30 June 2018

11

Shareholders' adjusted net equity

€2.2 billion

Loan book hedged for interest exposure

78%

Average overall interest rate (incl. margin)

+2.2%

Total net borrowings

€1.8 billion

Average term of hedges

c. 6.5 years

Net debt to adjusted net equity ratio

81%

Net loan to property value ratio

44%

Average term of loan book*

c. 6 years

Figures are provided on a proportionally consolidated basis

* Including the impact of the long-term financing of Carosello, completed in July 2018.

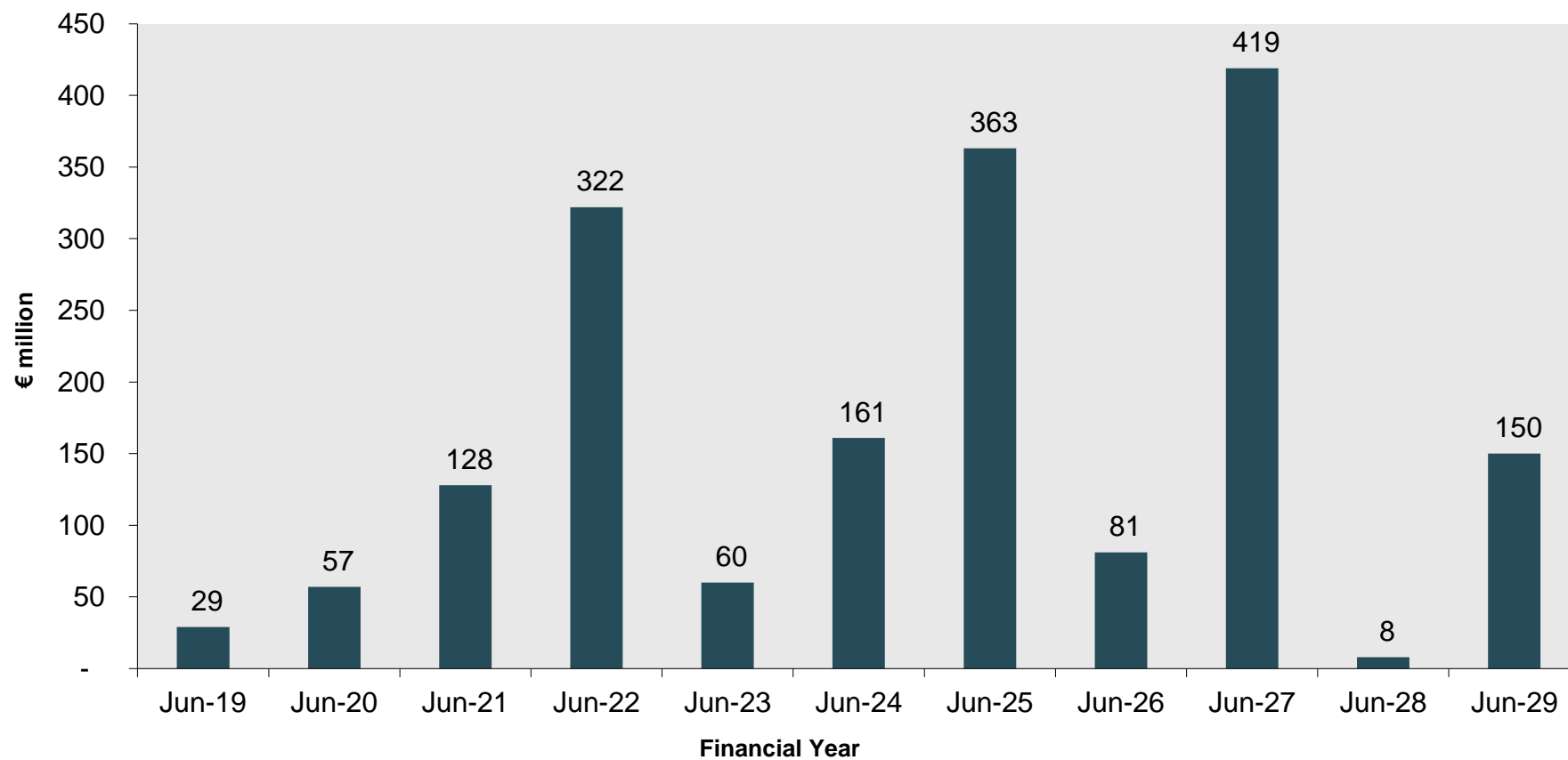
Finance transactions during 2017/18

Since 30 June 2017, Eurocommercial has completed nine finance and refinance transactions for a total amount of €1.6 billion.

Date	Value amount	Term	Type of loan	Bank / partner	Secured against
July 2017	SEK 880 million	Six years	Fixed rate	Nordea	Ingelsta shopping Elins Esplanad
January 2018	SEK 442 million	Seven years	Bullet loan	Aareal Bank	Valbo
January 2018*	€472 million	Facility to 2018/19	Bridge facility	ABN Amro & ING	Woluwe Shopping
March 2018	€20 million	Seven years	Loan	UBI	I Gigli retail park & cinema
May 2018	€234 million	Eight years	Loan	Unicredit & Bayerische Landesbank	I Gigli gallery and hypermarket
June 2018	SEK 700 million	Six years	Loan	SEB	Hallarna
June 2018*	€236 million	Seven years	Bullet loan	ABN Amro & ING	Woluwe Shopping
June 2018	€170 million	Five years	Loan extension	BNP Paribas & ING	Fiordaliso
July 2018	€248 million	Eight years	Loan	Intesa SanPaolo, BNP Paribas & UBI	Carosello

* 50 per cent of the bridge facility was converted in a seven year fixed loan; the other half was partially repaid and only €80 million was outstanding at 30 June 2018.

Non-current loan maturity schedule



Figures are provided on a proportionally consolidated basis

BELGIUM

Performance overview

Valuation of portfolio

€452.8m

Net initial yield

4.0%

Since March 2018, Eurocommercial has taken over the strategic asset management of Woluwe. Progress so far on key initiatives includes:

- Calzedonia has opened a new store and our leasing team has entered negotiations with several other major retailers
- Progress made on development plans and planning application for extension, including consultation with local authorities
- Plans for refreshed brand and light-touch internal and external refurbishment underway, expected to be completed in early 2019.
- In-depth Woluwe tenant and customer surveys completed

Road and tram works outside the centre are due to finish by September 2018, when Eurocommercial will launch a marketing initiative to celebrate 50 years of Woluwe.



FRANCE

Performance overview

Valuation of portfolio

-2.2% Since June 2017, -1.8% since December 2017

Net initial yield

4.4% (2017: 4.3%)

Like-for-like rental growth (12 months)

+0.2%

Relettings and renewals **+4.7%**

Like-for-like retail sales (12 months)

+0.1%

Occupancy cost ratio

8.9%

Disposals

74 rue de Rivoli (October 2017, €79.6 million)



ITALY

Performance overview

Valuation of portfolio

+0.8% Since June 2017, +0.3% since December 2017

Net initial yield

5.1% (2017: 5.3%)

Like-for-like rental growth (12 months)

+1.5%

Relettings and renewals **+11.4%**

Like-for-like retail sales (12 months)

+1.5%

Occupancy cost ratio

8.2%

Disposals

Centro Leonardo, La Favorita, Centro Lame, Centroluna
(April 2018, €187 million)



SWEDEN

Performance overview

17

Valuation of portfolio

+3.1% Since June 2017, +1.7% since December 2017

Net initial yield

4.9% (2017:4.8%)

Like-for-like rental growth (12 months)

+3.8%

Relettings and renewals **+20.3%**

Like-for-like retail sales (12 months)

+1.4%

Occupancy cost ratio

8.7%

Acquisitions & disposals

Valbo (January 2018, SEK 1.14 billion acquisition)

Mellby (September 2017, SEK 166 million disposal)

421 (December 2017, SEK 795 million disposal)



C4, Kristianstad

Opening September 2018



31,600m² gross lettable area

Grand opening: 20 September 2018, major marketing campaign underway

96% pre-let to tenants including all major Scandinavian retailers

Structured as forward financing, final price to be calculated on actual NOI

1) Supervisory Board

- Proposed appointment of Ms E. Attout as member of the Supervisory Board
- Proposed re-appointments of Mrs Carrière and Mr Steins Bisschop as Supervisory Directors

2) Management Board

- Proposed appointment of Roberto Fraticelli, Country Director Italy, and Peter Mills, Country Director Sweden, as members of the Board of Management

3) Stichting Administratiekantoor

- Proposed appointment of Mr C. A. Schwarz as a third independent member to the board.

4) Stichting Prioriteits aandelen

- Increase the number of board members to three with the appointment of Mr J. Willeumier, with effect from 1 October 2018



SWAROVSKI

coin

MAC

CLARINS

CUSTOMER FAVORITES

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