



PLENILUNIO

A REGIONAL LEADER





PLENILUNIO HIGHLIGHTS

01

PLENILUNIO AT A GLANCE – A REGIONAL LEADER

↗ A SHOPPING CENTER WELCOMING CLOSE TO 11 MILLION VISITORS A YEAR

- Opened in 2006, Plenilunio is one of the **major shopping centers in the Madrid region**
- Anchor retailers include **Primark, H&M, Mercadona and Yelmo cines, a 13-screen cinema multiplex**

↗ IDEAL LOCATION IN EASTERN MADRID

- Strategically located 11 km east of the city center of Madrid addressing retail demand of a **2.9 million strong catchment area⁽¹⁾**
- **At the crossroads of busy motorways** and enjoying very good visibility from **Madrid's major ring roads**

↗ KLEPIERRE BEST POSITIONED TO CAPTURE FURTHER GROWTH

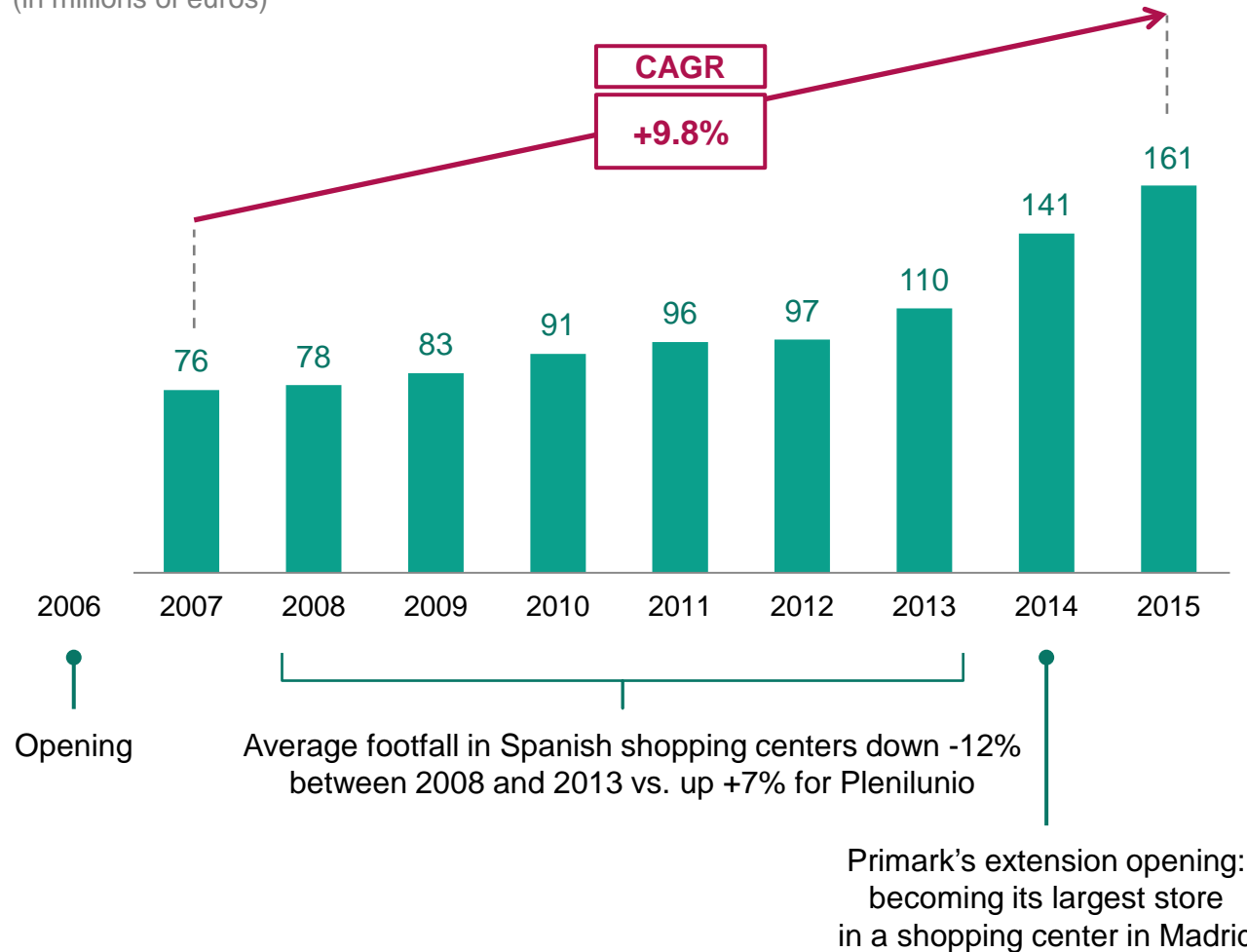
- **Growing urban area** with infrastructures being developed and 14,000 housing units being built
- Acquisition completed by **Klépierre in March 2015** for a total value of €375 M
- Klépierre will use its **leverage to attract** international retailers wanting to expand in Spain
- Plenilunio will benefit from **implementation of best practices in marketing** to enhance the shopping experience (Clubstore ®)

1. Within 20 min drive

A TRACK RECORD OF SOLID PERFORMANCES

Change in retailer sales since 2007

(in millions of euros)



€244 M

2015 Total sales⁽¹⁾

+12.8%

2015 Increase in retailer sales

+4.5%

Q1 2016 Increase in retailer sales

€14.3 M

2015 Net Rental Income

€4,376

2015 Retailer sales per sq.m.

1.3%

EPRA vacancy rate⁽²⁾

(1) Including Klépierre sales estimates for Primark, Mercadona and others that are not reporting sales

(2) Data as of year-end 2015

KEY FIGURES

 **81,980 sq.m.**

Total GLA

3,045 

Parking slots

 **183**

Number of units

Mercadona 

Supermarket

 **14**

Number of mid-size units

11.3 M 

Footfall

 **43**

Number of restaurants

100% Klépierre 

Ownership (opening in 2006)



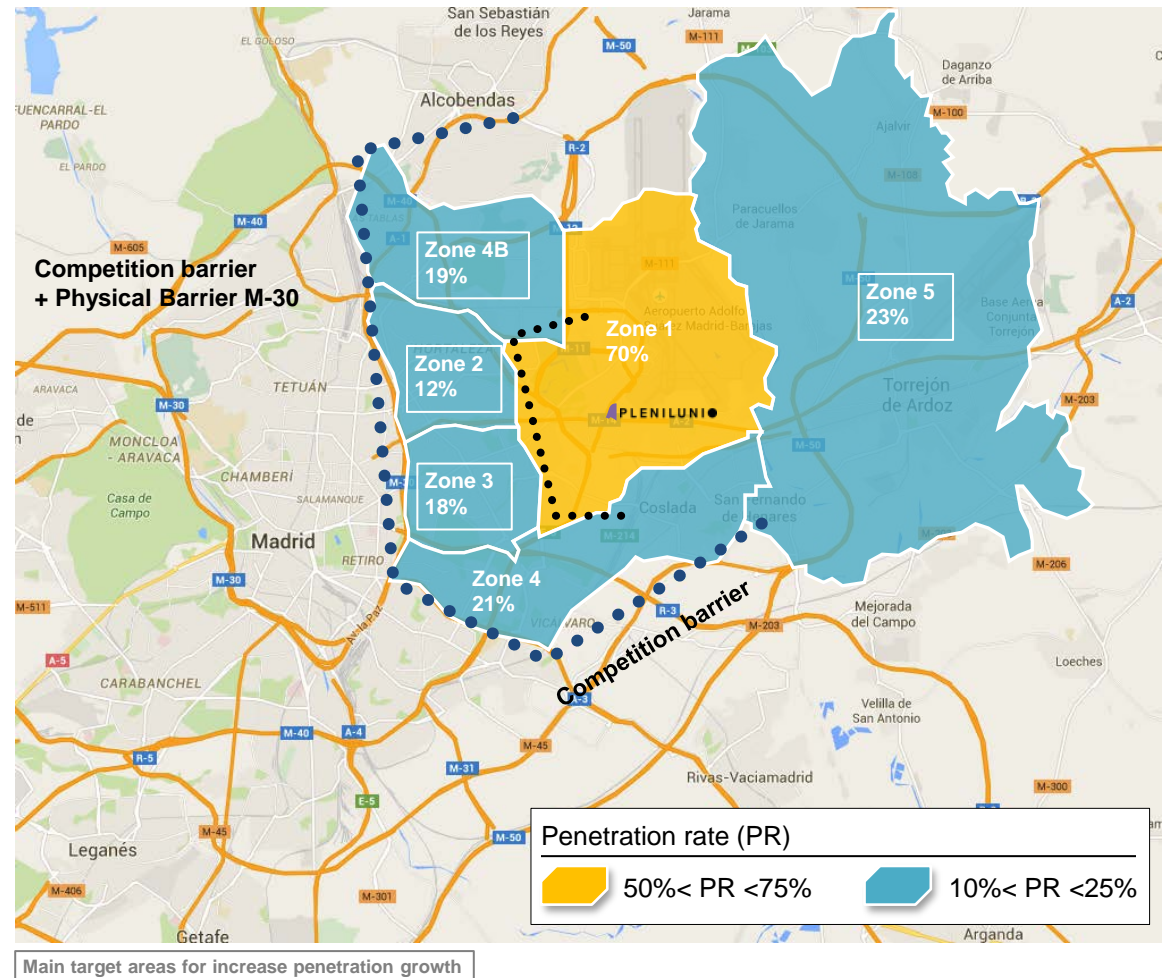


LOCATION & CATCHMENT AREA

02

IN THE HEART OF A CATCHMENT AREA OF 3 MILLION INHABITANTS (WITHIN 20 MIN)

- **Purchasing power** within the area of Plenilunio is **30% above the Spanish national average**, with 33% of households in the highest income bracket
- Located to the **east of the city** (15' drive from Madrid city center), where the **most important residential developments** are
- At the **crossroads of busy motorways**: one going to Barcelona and the other coming from the Madrid Barajas International airport
- Klépierre is currently working to **ease road access points and improve visibility**



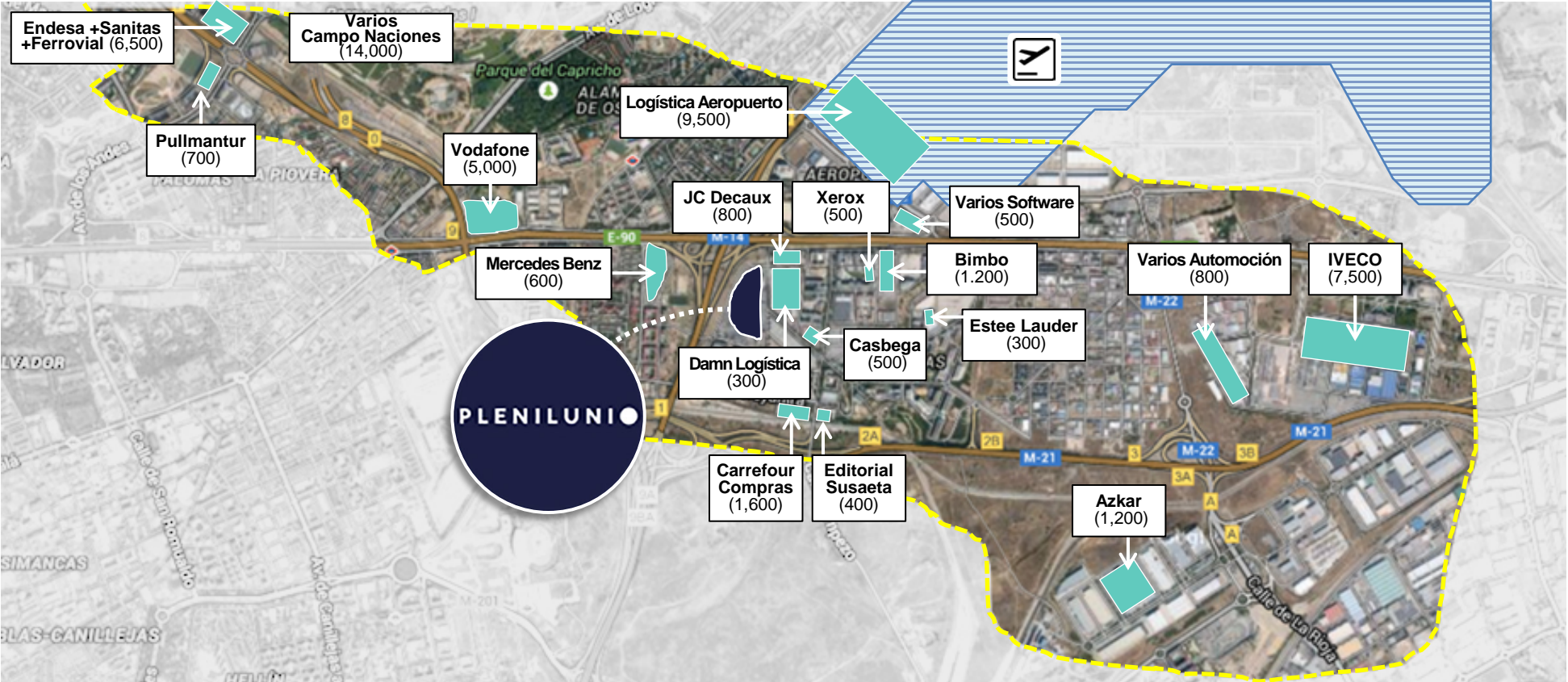
DEVELOPMENT OF THE VICINITY WITH OFFICES AND RESIDENTIAL AREAS

- **The most important residential developments** are located to the east of the city
- **Two residential projects** very close to Plenilunio:
 - Valdebebas: 12,500 new housing units under construction (15% built)
 - Bajaras: 1,500 new housing units under construction (75% built)
- **Three projects still await** urban zoning authorization (Berrocales, Vadecarros and Valdecarros)
- **New train station** located close to the center





A POWERFUL TERTIARY HUB

C. 120 000 WHITE COLLAR WORKERS IN THE VICINITY



Corporations

-  Total estimated number of employees: 52,000 (increase in 2016 – Central Services Banco Popular: 2,500 employees)
-  Total estimated number of employees near shopping center: 120,000



THE DESTINATION FOR INTERNATIONAL RETAILERS

03

A RETAIL OFFER PREDOMINANTLY FOCUSED ON FASHION WITH A POWERFUL LEISURE COMPONENT

Retail mix (as % of rents)

Data as of 12/31/2015



WEALTHY CUSTOMERS ATTRACTING DIFFERENTIATING AND LEADING INTERNATIONAL BRANDS



CALZEDONIA

Massimo Dutti

KIKO
MAKE UP MILANO



SPRINGFIELD
Man & Woman

Stradivarius



ZARA

PANDORA
UNFORGETTABLE MOMENTS

MediaMarkt

JACK & JONES®

PRIMARK®

NEW YORKER

intimissimi

H&M

OYSHO



PULL&BEAR

ZARA HOME



STRONG LEASING REVERSION CAPTURED SINCE ACQUISITION (MARCH 2015)

- **Upgrade of the retail mix, more qualitative brands**

International brands and more high-end retailers added to align offer with catchment area customer profile: Parfois, AW Lab, Adidas, etc.

- **Food court appeal enhanced**

Underperforming and aging concepts evicted and replaced with more attractive brands: arrival of Udon and Café y Tapas.

➔ **Strong reversion captured**

From April to December 2015: 15 leases signed with a 41.5% reversion rate

2016 year-to-date: 31 leasing transactions with a reversion rate > 20%

- **21 agreed or signed**
- **10 more under advanced negotiation**

SHOPPING CENTER MAP – GROUND FLOOR

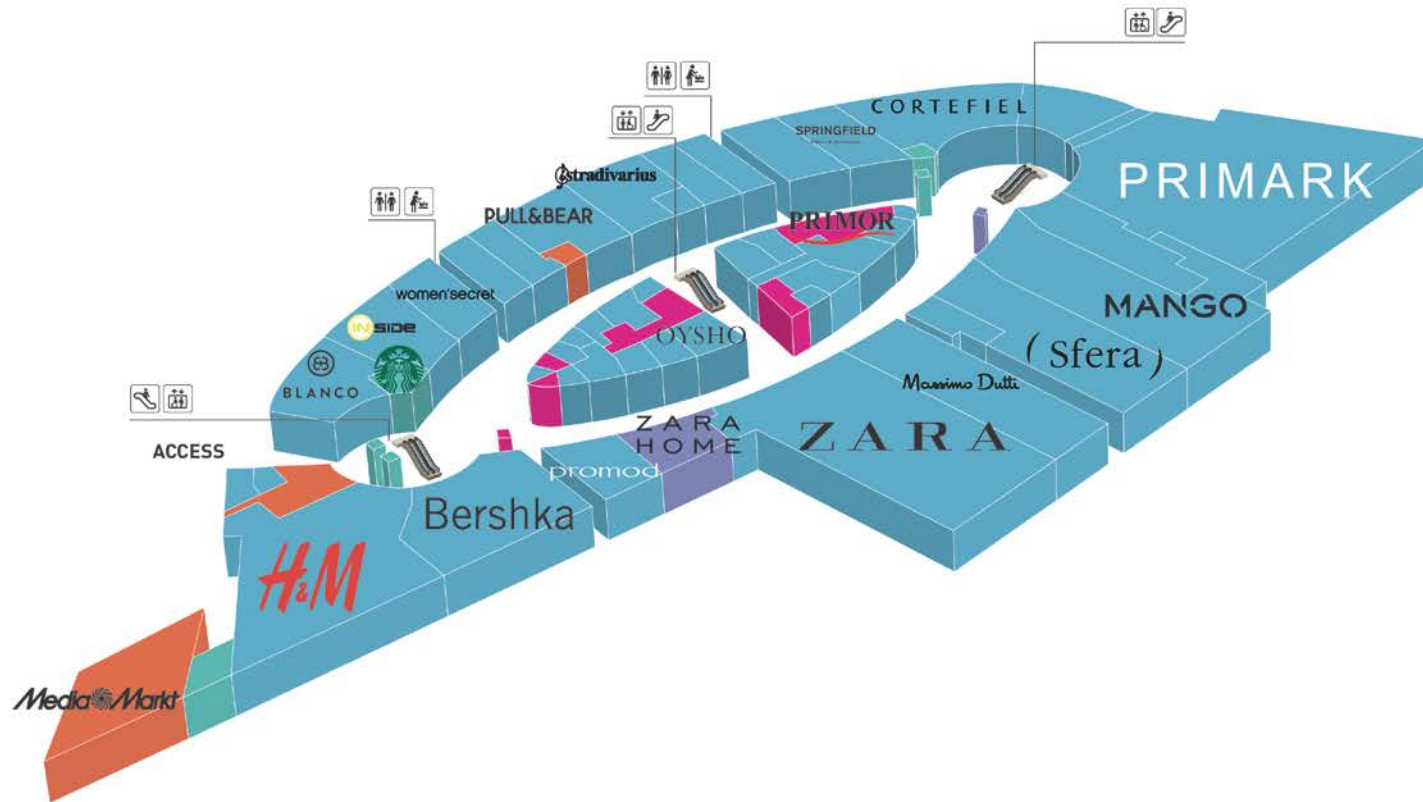
- Anchored by **Primark, H&M and Mercadona** supermarket
- Focus of the ground floor on **general retail, services and fashion**



| FASHION | BEAUTY | KIDS | HOME AND DECORATION | SERVICES | FOOD | WHERE TO EAT | LEISURE

SHOPPING CENTER MAP – FIRST FLOOR

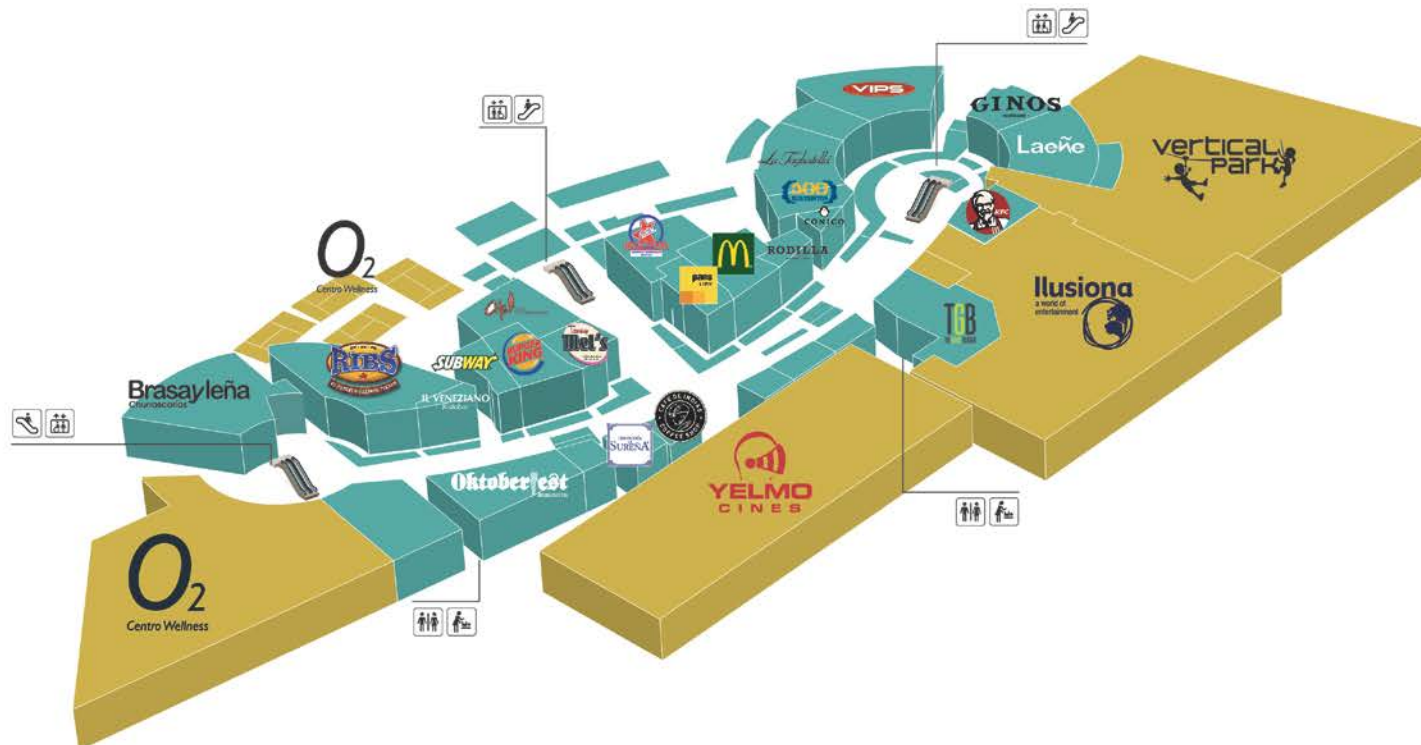
- Main focus on **key fashion operators** with the Inditex brands (Zara, Bershka, Pull&Bear, Stradivarius) and **entrances to H&M and Primark**
- Main pedestrian entrance located close to anchors **H&M and MediaMarkt**



| FASHION | BEAUTY | KIDS | HOME AND DECORATION | SERVICES | FOOD | WHERE TO EAT | LEISURE

SHOPPING CENTER MAP – SECOND FLOOR

- **Dedicated to leisure and food court**, anchored by a 13-screen digital cinema multiplex, a bowling complex and a spa
- **30 well-known restaurants** in the food court



| FASHION | BEAUTY | KIDS | HOME AND DECORATION | SERVICES | FOOD | WHERE TO EAT | LEISURE



WHAT'S NEXT?

04

CLUBSTORE® IMPLEMENTATION



- Works to begin in H2 2016 for a completion before year-end 2017
- Improve store visibility and soften colors
- Implement new design rest areas

CLUBSTORE® IMPLEMENTATION



VALUE CREATION AHEAD THROUGH DEVELOPMENT



- Strong demand from retailers: need for the creation of additional spaces to accommodate new fashion mid-sized units and new national/international brands
- 13,000 sq.m. extension potential under assessment: total GLA → 95,000 sq.m.