

# FIRST-HALF 2020 EARNINGS

JULY 29, 2020



KLEPIERRE

SHOP. MEET. CONNECT.®

## DISCLAIMER

This document was prepared by Klépierre solely for the purpose of presenting Klépierre's half-year 2020 earnings published on July 29, 2020. This document is not to be reproduced or distributed, in whole or in part, by any person other than the Company. The Company takes no responsibility for the use of these materials by any third party.

The information contained in this document has not been subject to independent verification and no representation, warranty or undertaking, express or implied, is made as to, and no reliance may be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein.

Neither the Company nor its officers or employees shall be held liable for any loss arising from any use of this document or its contents or otherwise arising in connection with this document.

This presentation contains certain statements of future expectations or forward-looking statements. Although Klépierre believes its expectations are based on reasonable assumptions, these forward-

looking statements are subject to numerous risks and uncertainties, which could cause actual results to differ materially from those anticipated in these forward-looking statements. For a detailed description of these risks and uncertainties, please refer to the "Risk Factor" section of Klépierre's Universal Registration Document. Subject to regulatory requirements, Klépierre does not undertake to publicly update or revise any of these forward-looking statements.

In the event of any discrepancies between the information contained in this document and public documents, the latter shall prevail. This document does not constitute an offer to sell or an invitation or solicitation of an offer to subscribe for or purchase any securities, and this shall not form the basis for or be used for any such offer or invitation or any other contract or engagement in any jurisdiction.

# TABLE OF CONTENTS

01

**BUSINESS  
UPDATE**

02

**FIRST-HALF 2020  
EARNINGS**

03

**FINANCIAL POSITION  
AT JUNE 30, 2020**

# 01

## BUSINESS UPDATE

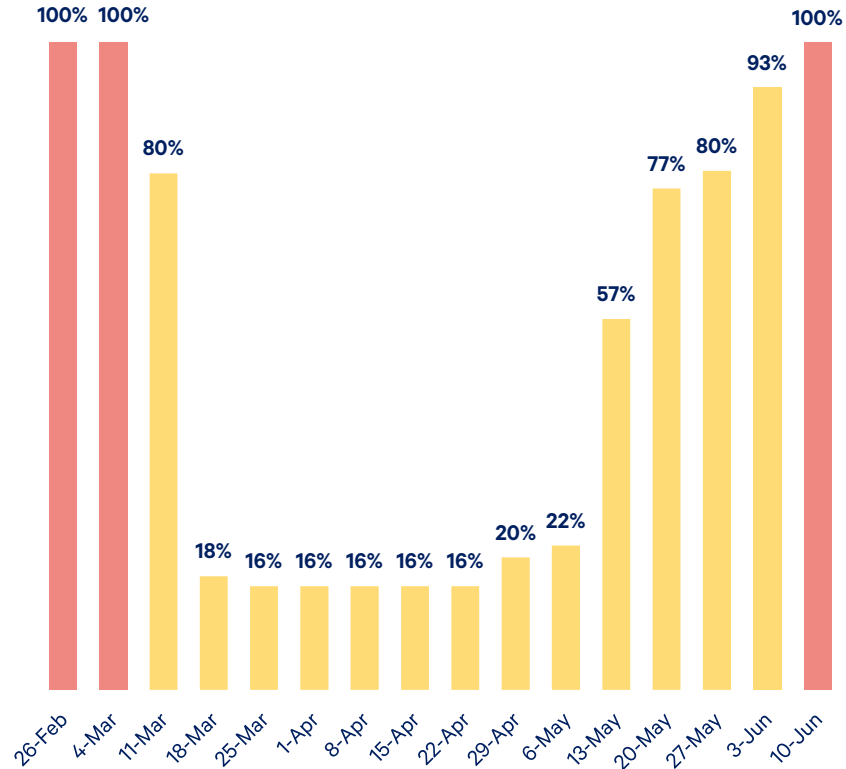


KLEPIERRE

SHOP. MEET. CONNECT.®

# SINCE EARLY MAY, OUR MALLS HAVE REOPENED IN ALL GEOGRAPHIES

Open malls in % of gross asset value (Group share)

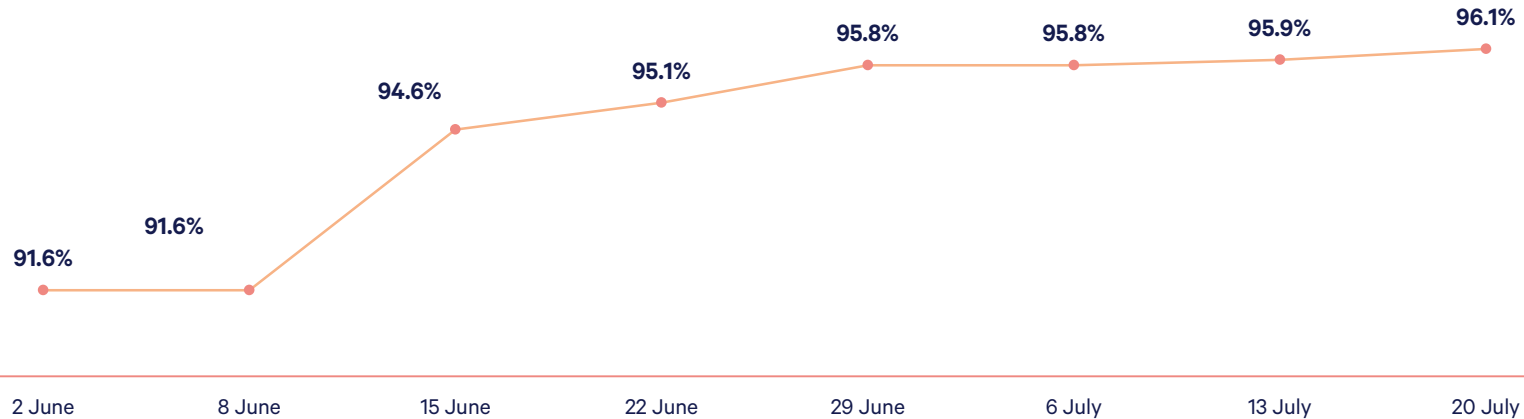


# 96% OF OUR STORES HAVE REOPENED



## 3.9% of our stores<sup>(1)</sup>

eligible to be open remain closed. This rate is expected to keep decreasing in the coming weeks



<sup>(1)</sup> Based on rents

# APPLYING STRICT PROTECTIVE HEALTH MEASURES



**Reduction** in the number of **entrances**



**One-way customer path**

limiting contact between customers



**Footfall metering system** ensuring  
the maximum authorized threshold  
is not exceeded



**Cleaning** efficiency verified regularly  
and certified by Bureau Veritas



# IN JUNE, SALES ALREADY REACHED 85% OF LAST YEAR LEVEL AND FOOTFALL KEEPS IMPROVING IN JULY



**Sales & footfall** are recovering up month by month

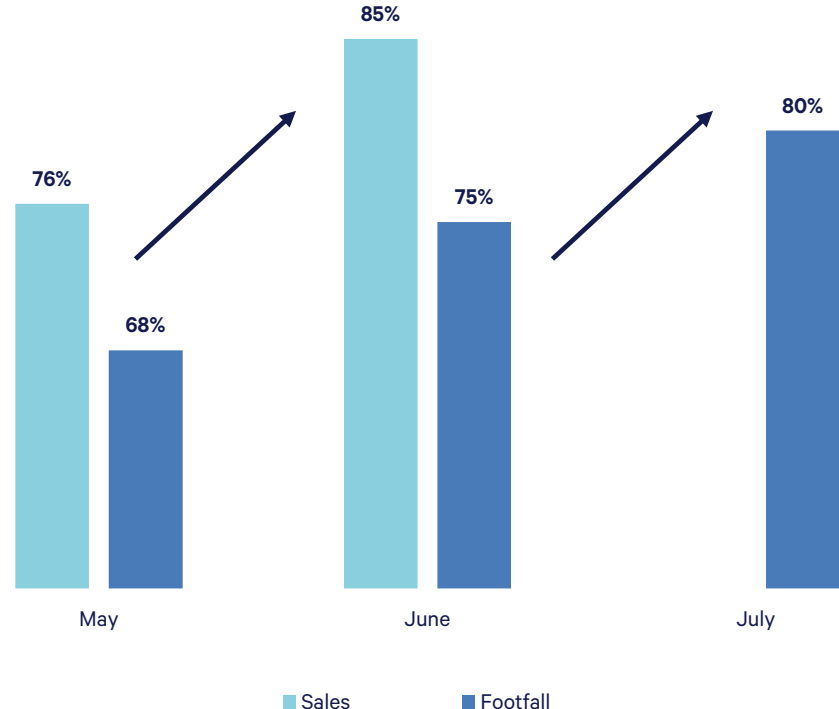


**Retailers** have enjoyed a **strong transformation** rate



Positive footfall trend has carried over into **early July**

Footfall & sales as a % of last year level<sup>(1)</sup>

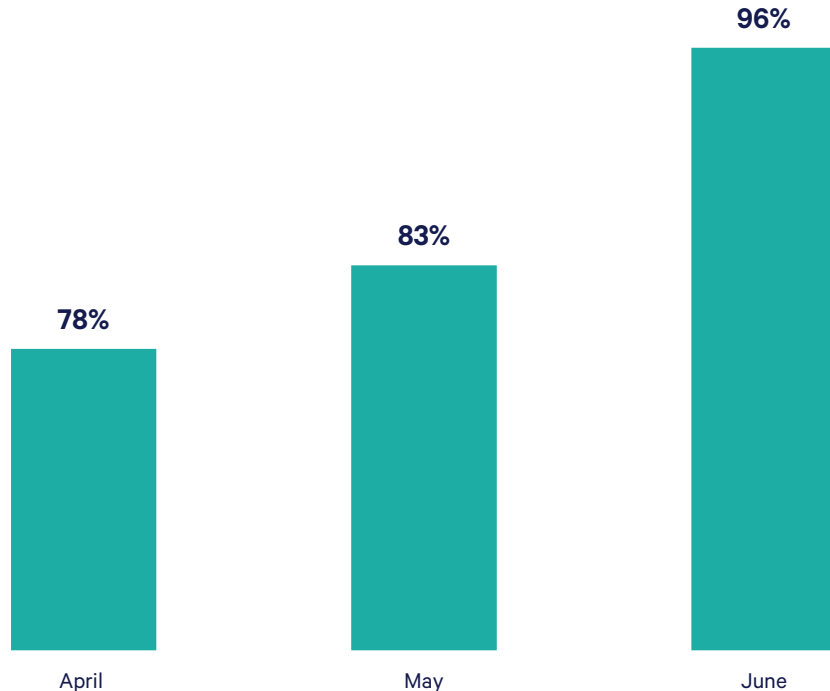


<sup>(1)</sup> Change in retailer sales on a same-store basis, excluding closure days.

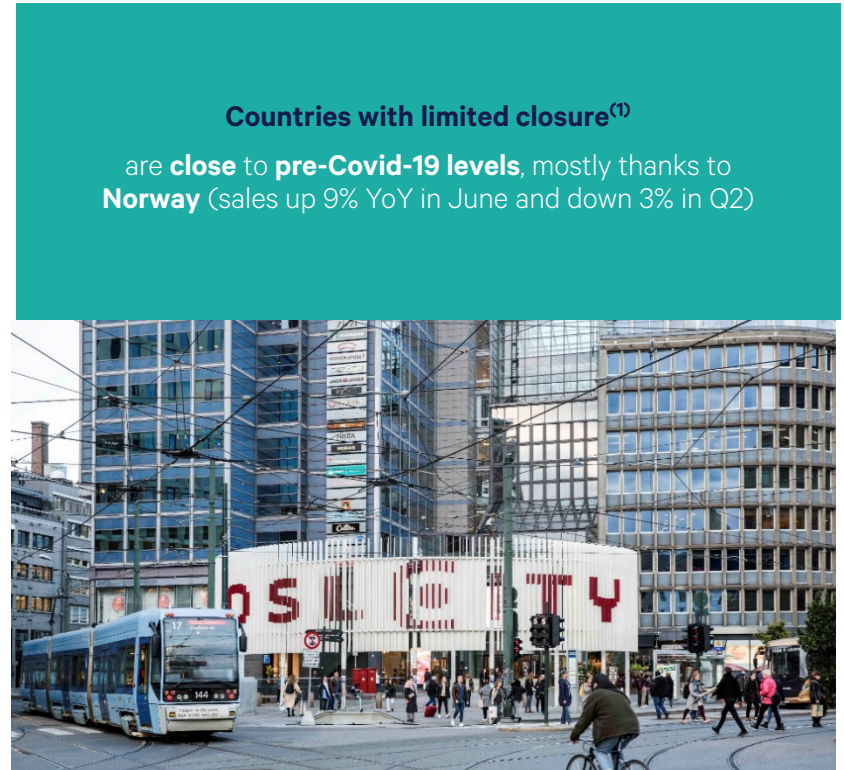


# IN COUNTRIES WHERE STORES DID NOT FULLY CLOSE, SALES WERE 96% OF PRIOR-YEAR LEVELS IN JUNE

Change in retailer sales in countries with limited closure  
versus the same period in 2019 <sup>(1)</sup>



<sup>(1)</sup> Change in retailer sales on a same-store basis, excluding closure days.  
Countries include Norway, Sweden and the Netherlands.



## CERTAIN SEGMENTS ARE ALREADY BACK TO PRIOR-YEAR LEVELS



**Household Equipment** (+5%),  
**Supermarket** (-1%) and **Culture,  
Gifts & Leisure** (-3%) are back  
to pre-Covid-19 levels.

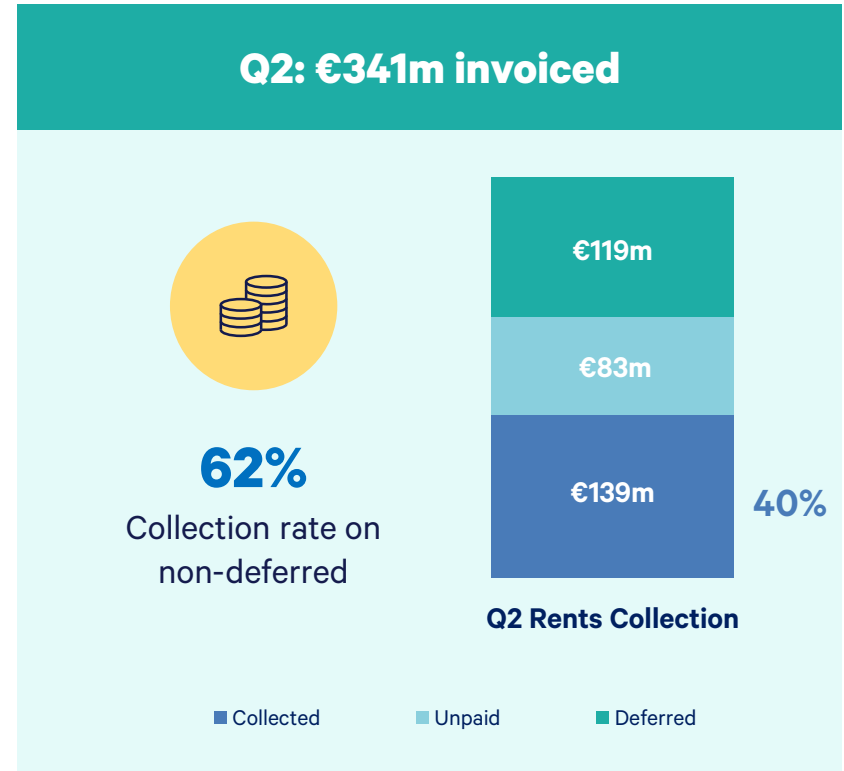
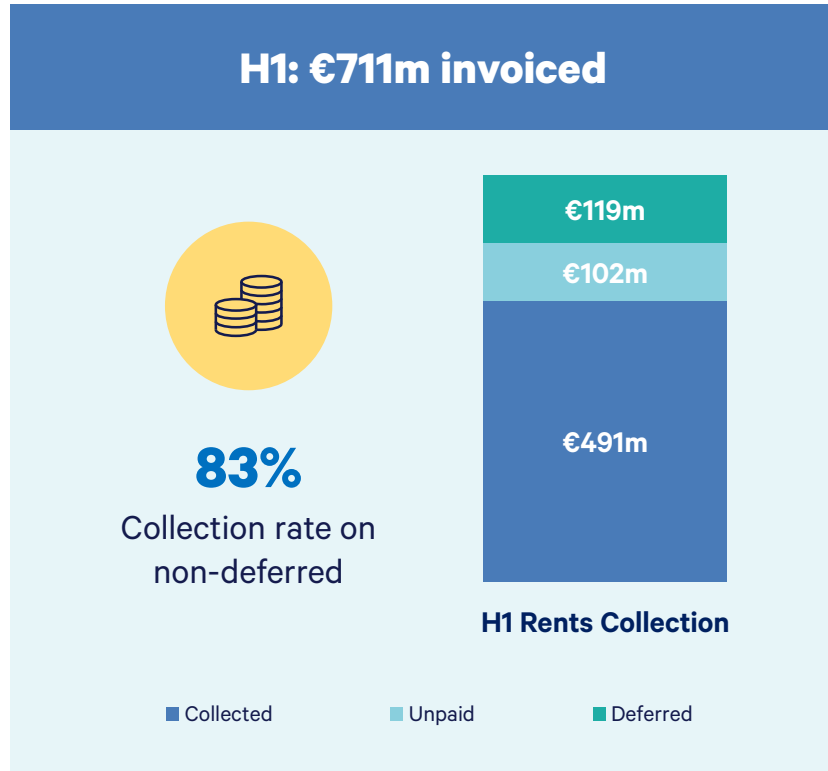


**Fashion, Food & Beverages**  
and **Health & Beauty** are yet to  
fully recover considering the  
impact of protective measures  
**(-21% in June).**



# WE HAVE COLLECTED 83% OF NON-DEFERRED H1 RENTS & CHARGES

Collection rate as of July 24, 2020 (In total share, including service charges & excluding VAT)



# RENT COLLECTION HAS BEEN IMPACTED BY THE LOCKDOWN PERIOD



**€221m** of rents and service charges related to **H1 rents** are still unpaid or deferred



**€194m** (€154m of rents & €40m charges) are related to the two months of the lockdown period



We are **negotiating** on a case-by-case basis **to settle Q2 rents**, proposing rental **arrangements** in exchange for **lease extensions and other partnerships**

## WE OBSERVE HIGH COLLECTION RATES IN COUNTRIES SUBJECT TO PARTIAL CLOSURE OR HAVING REOPENED FROM EARLY MAY ...

€ 88%

Average H1 collection rate  
for Scandinavia, Germany and  
the Netherlands,  
*of which 78% for Q2 <sup>(1)</sup>*

<sup>(1)</sup> Collection rate excluding deferred rents, as of July 24, 2020





## ... BUT LOWER RATES IN COUNTRIES HAVING REOPENED MORE RECENTLY

€ 81%

Average H1 collection rate  
for France, Southern Europe,  
and Central Europe,  
of which 54% for Q2 <sup>(1)</sup>

(1) Collection rate excluding deferred rents, as of July 24, 2020



## WE FOCUS OUR EFFORTS ON FINDING MUTUALLY ACCEPTABLE AGREEMENTS WITH OUR TENANTS



Thanks to a firm and improving trading performance since reopening, our **discussions with retailers have intensified recently**



Leading to a material **improvement** of the **collection rate** of **July's rents** to **68%<sup>(1)</sup>**



Discussions are expected to be **finalized by the end of the year**



# 900

deals signed/approved recently

<sup>(1)</sup> €77.5 million collected out of €113.6 million invoiced for the sole month of July (Total share, including service charges & excluding VAT)

# DESPITE COVID-19, OUR LEASING MIX HAS BEEN STRENGTHENED FURTHER



**400**

leases signed  
in the first half



**Positive**

reversion rate  
for releasing/renewals

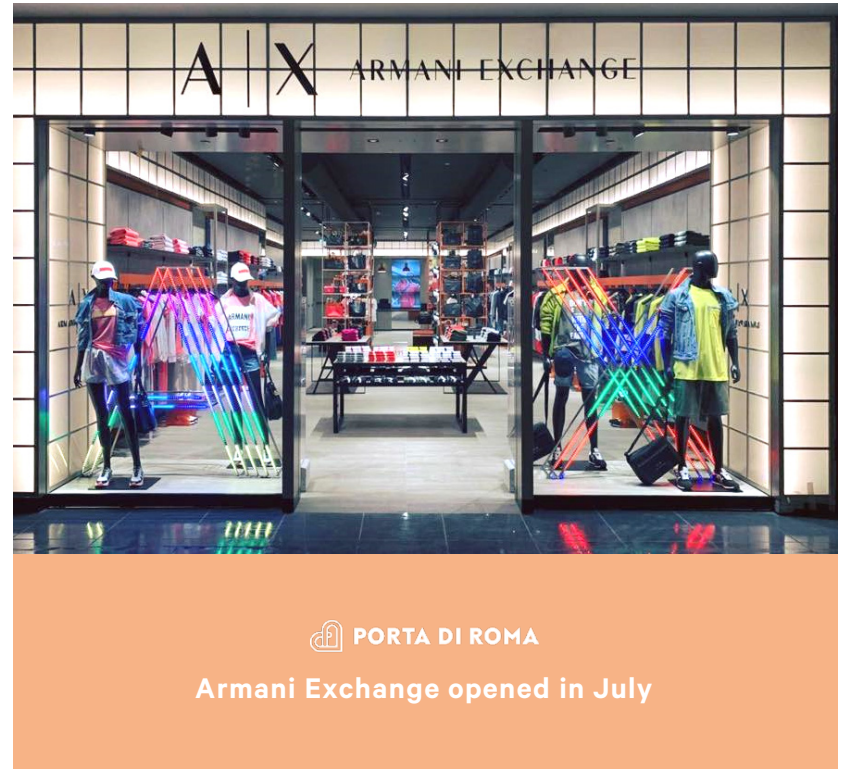




# WE UNVEILED NEW FLAGSHIP STORES DURING THE FIRST HALF...



PRIMARK®	📍 Belle Épine
MAISONS DU MONDE	📍 Écully
Foot Locker	📍 Aqua Portimão
NIKE	📍 Assago
DECATHLON	📍 Nový Smíchov
RITUALS...	📍 Forum Duisburg
	📍 Centrum Galerie Dresden



## ... AS WELL AS TWO NEW DESTINATION FOOD® CONCEPTS



EMPORIA

Umami District food court opened in March



KUSMI TEA  
PARIS



NOVÝ  
SMÍCHOV  
★ ★ ★ ★ ★

Food Avenue opened in July



# OUR AMBITIOUS CARBON COMMITMENTS HAVE BEEN CERTIFIED AS ALIGNED WITH A 1.5 °C GLOBAL WARMING PATHWAY

The Science-Based Targets Initiative (SBTi) validated Klépierre's low-carbon strategy



**-80%**

on **direct emissions**  
in 2030 vs. 2017



**-41%**

on **retailers'** energy consumption  
in 2030 vs. 2017



**-55%**

on **visitors' transport** energy consumption  
in 2030 vs. 2017



## Only 3

property companies in Europe  
got their carbon targets validated  
by the SBTi as consistent with  
a 1.5 °C global warming

# OUR MALLS SUPPORTED LOCAL COMMUNITIES DURING THE LOCKDOWN

83%

of our shopping centers supported  
local initiatives during lockdown



Massive **support for the Red Cross**  
by our Italian teams



Half of our French malls provided  
**welcome areas for victims of domestic  
abuse**



Our malls gave space over for **food and  
blood donations** to support local  
communities



**Numerous community initiatives by our  
retailers and local players** on  
our social media across the portfolio

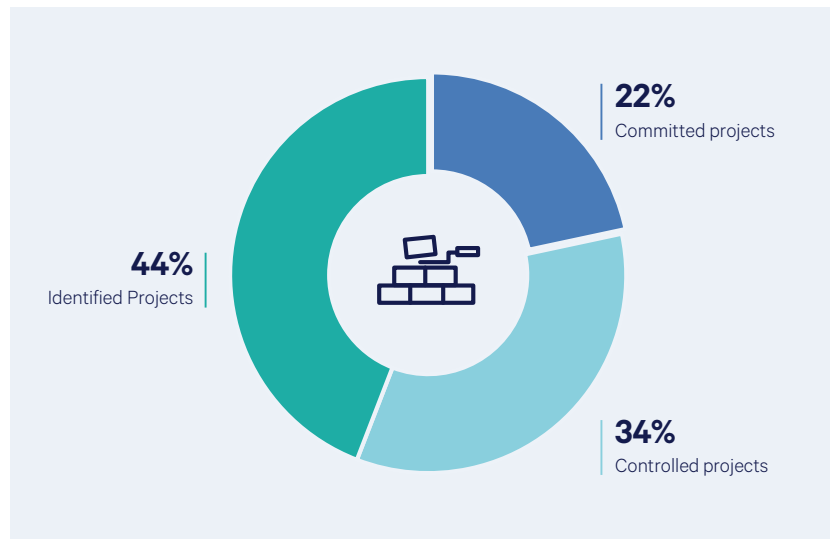
# FLEXIBLE & CONTAINED DEVELOPMENT PIPELINE



Limited **committed projects**  
€539m out of €2,490m



**Only €141m left to cash out by 2022**  
on the projects that have been launched





# FURTHER PROGRESS AT GRAN RENO

Project delayed by six months due to the health crisis, opening expected H2 2021



Set to become the **leading mall**  
in the **Bologna** region



**€145m** investment, YOC **6.3%**



**65%** pre-leasing rate<sup>(1)</sup>



<sup>(1)</sup> In percentage of rental income, signed or in advanced negotiations.

# 02

## FIRST-HALF 2020 EARNINGS



KLEPIERRE

SHOP. MEET. CONNECT.®

# IFRS COVID-19 ACCOUNTING TREATMENT

2 main IFRS standards may apply regarding rents relating to the closure period:

## IFRS 16 (Leases)

For the lessor, when a rent concession qualifies as a lease modification, the impact is taken to income on a straight-line basis over the minimum lease term as a reduction of rental revenue.

As of June 2020, 341 deals have been signed. Rent concessions have been recognized on a straight-line basis and the impact on H1 net rental income is limited (less than €1 million).

## IFRS 9 (Financial instruments)

This is applicable to tenants subject to insolvency proceedings or for which such proceedings can be reasonably expected to occur in the near future. In this case, the receivable must be impaired to the extent of the expected loss, and taken to income net of security deposits or guarantees, where applicable.

In H1, provisions for bad debts increased by €11 million;



# NET CURRENT CASH FLOW DOWN 1.2%

TOTAL SHARE, €M	H1-2019	H1-2020	CHANGE IN €M
Gross Rental Income	626.9	581.0	-45.8
Rental & Building expenses	(56.6)	(62.1)	-5.4
<b>NET RENTAL INCOME</b>	<b>570.3</b>	<b>519.0</b>	<b>-51.3</b>
Management and other income	45.0	42.2	-2.8
General and administrative expenses	(82.5)	(67.7)	14.9
<b>CASH FLOW FROM OPERATIONS</b>	<b>532.7</b>	<b>493.5</b>	<b>-39.2</b>
Cost of net debt	(67.1)	(57.2)	9.9
Cost of debt (in %)	1.5%	1.2%	
Share in equity-accounted investees	27.8	26.4	-1.3
Current tax expense	(18.4)	(8.8)	9.6
<b>NET CURRENT CASH FLOW</b>	<b>475.0</b>	<b>453.9</b>	<b>-21.1</b>

## GROUP SHARE

<b>NET CURRENT CASH FLOW</b>	<b>409.8</b>	<b>392.1</b>	<b>-17.8</b>
<i>Average number of shares</i>	<i>295.9</i>	<i>286.4</i>	
<b>NET CURRENT CASH FLOW</b> (€ per share)	<b>1.38</b>	<b>1.37</b>	<b>-0.01</b>

#1

**Leasing activity** has been **subdued** resulting in lower **reversion** gains and a slight increase in **vacancy**

#2

**Variable revenues** (sales-based rents/specialty leasing/car park income) have **fallen** mechanically

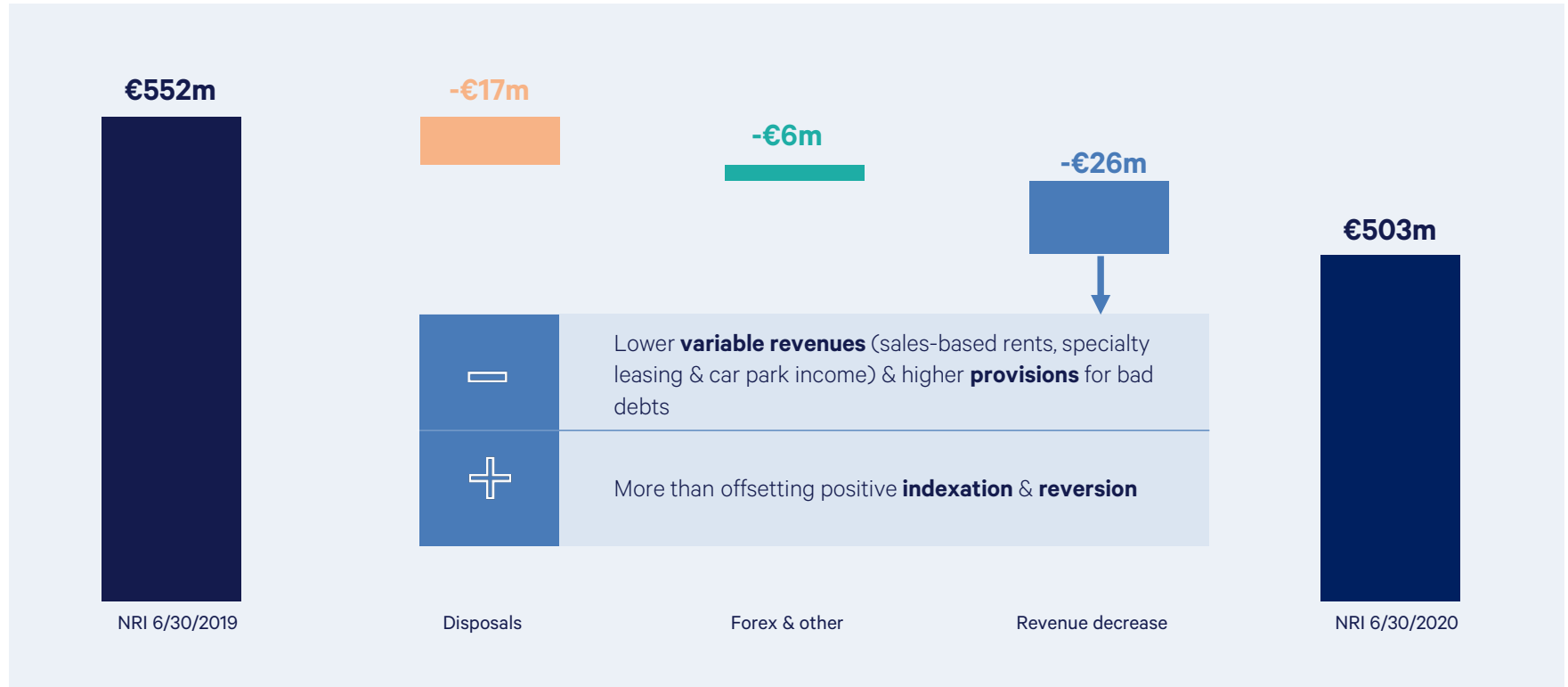
#3

Higher number of **insolvency** procedures leading to an increase in provisions

#4

We have **reduced** our **costs** (G&A, financial & tax)

# NET RENTAL INCOME EVOLUTION



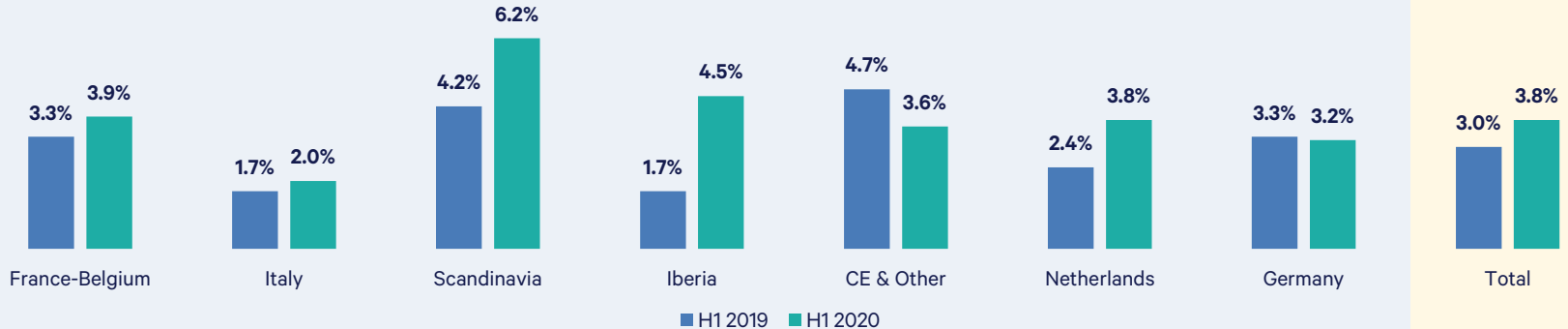
# THE INCREASE IN VACANCY HAS BEEN MODEST IN H1



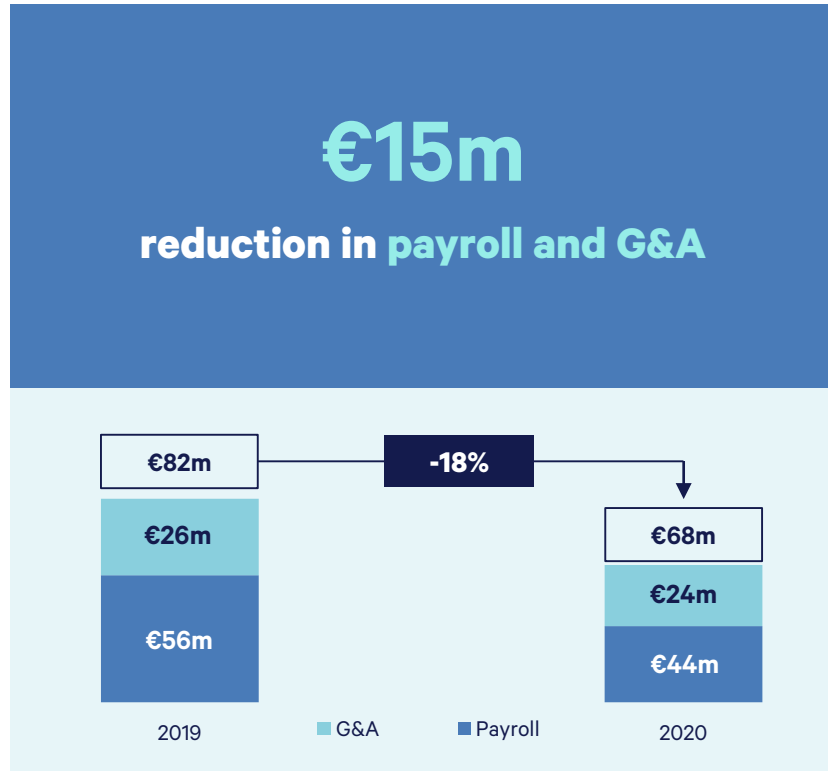
Financial vacancy increased by 80 bps, broadly in line with physical vacancy (+90 bps)



This results from lower leasing activity and a higher number of bankruptcies



# AT THE ONSET OF LOCKDOWN, WE IMPLEMENTED A STRICT ACTION PLAN TO REDUCE COSTS



## Lower staff costs

through hiring deferrals, furloughs, and other efficiencies



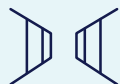
## Lower administrative costs

Lower consulting fees & marketing and communication spend

# COST OF NET DEBT REDUCED BY €10M TO 1.2%

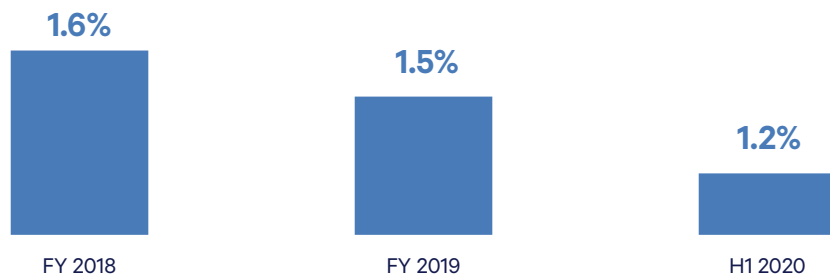


Decrease in cost of debt stemming from **matured high-yield bonds** refinanced at more favorable conditions



Cost of debt (in %) **expected to remain below the prior-year level** thanks to high hedging rate (97%), **low interest rates** and an **improving credit spread**

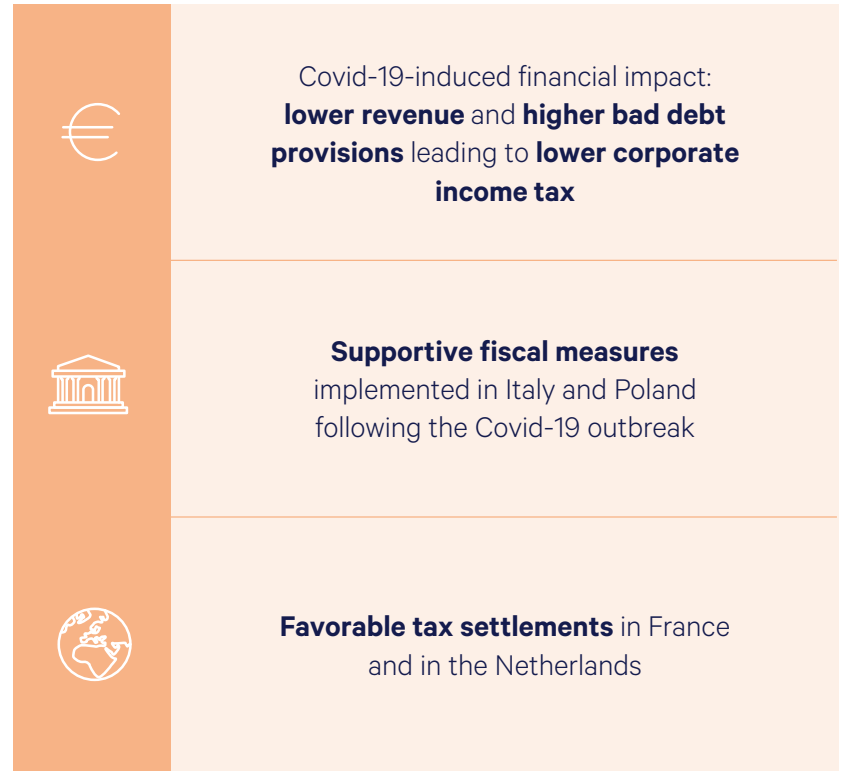
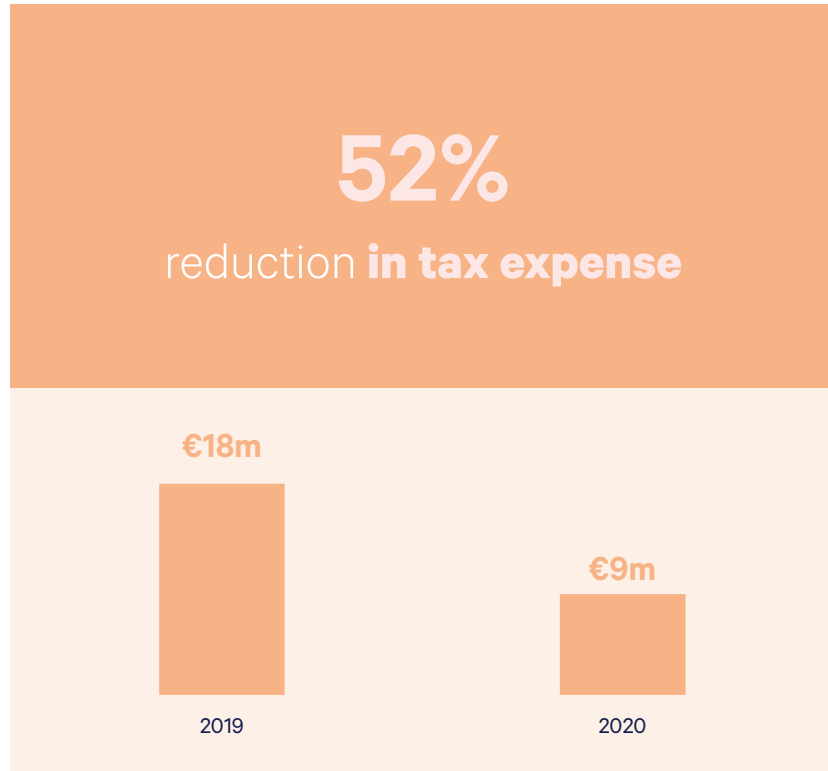
## Change in Klépierre's cost of debt



## Change in interest rates & Klépierre's credit spread



## TAX EXPENSE HAS BEEN REDUCED BY €10M



03

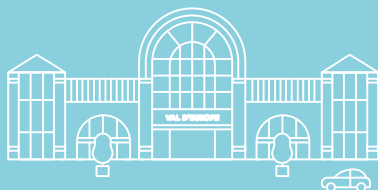
# FINANCIAL POSITION AT JUNE 30, 2020



KLEPIERRE

SHOP. MEET. CONNECT.®

# PORTFOLIO VALUE -2.8% ON A LIKE-FOR-LIKE BASIS OVER SIX MONTHS



**Property valuation** is **down 2.8%**  
on a like-for-like basis:

-1.7% market effect

-1.0% cash-flow effect

**EPRA NIY** stood at **5.1%**, up 10 bps.

## Valuation of the portfolio as of June 30, 2020

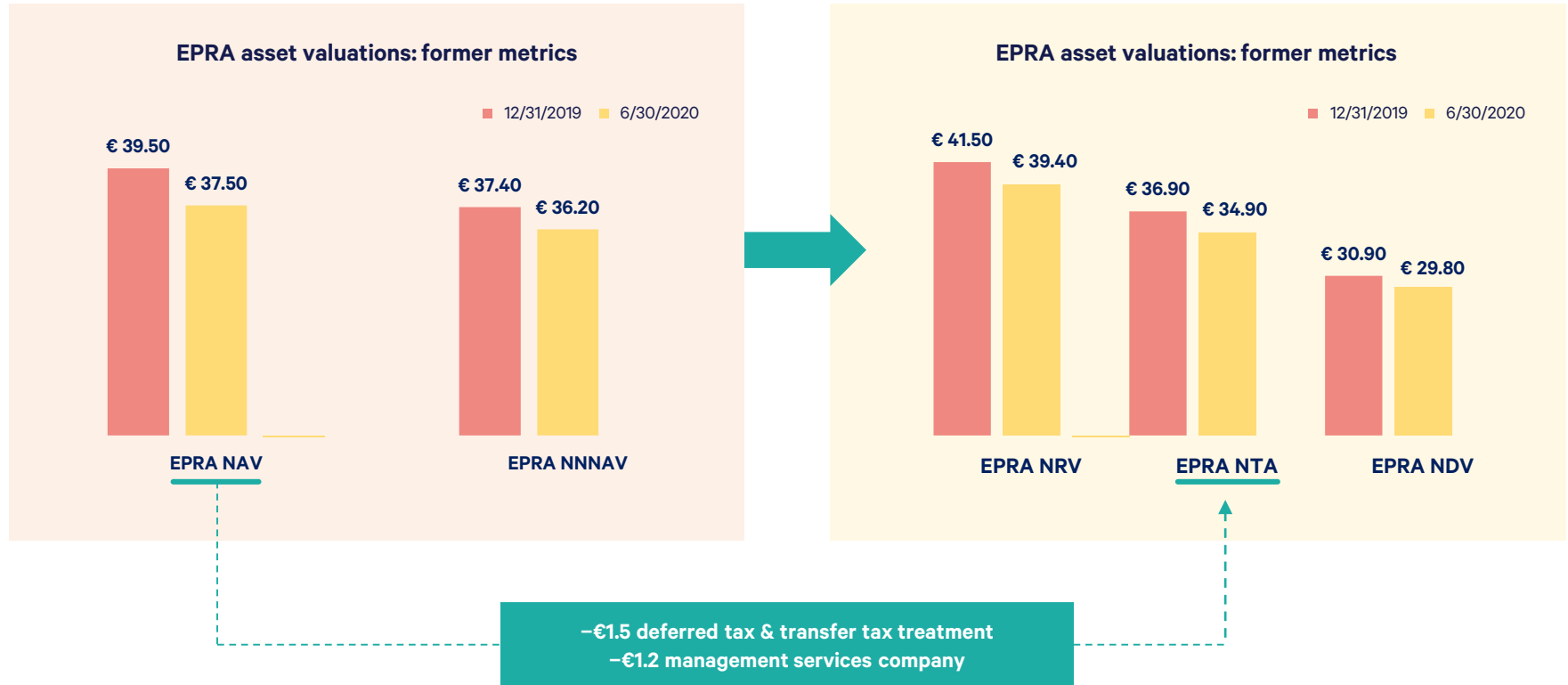
(€m, total share basis, incl. transfer taxes)

Country	06/30/20	12/31/19	6-month like-for-like change (in %)	EPRA NIY
France	9,143	9,455	-3.2%	4.4%
Italy	4,017	4,077	-2.0%	5.6%
Scandinavia	3,588	3,835	-3.3%	4.8%
Iberia	2,221	2,252	-1.3%	5.7%
Germany, CE & Other	2,189	2,315	-3.8%	5.8%
Netherlands	1,426	1,437	-1.6%	5.5%
<b>Total<sup>(1)</sup></b>	<b>22,584</b>	<b>23,370</b>	<b>-2.8%</b>	<b>5.1%</b>

(1) Excluding other retail assets.



# FIRST-TIME APPLICATION OF NEW EPRA METRICS



# DEBT HAS INCREASED SLIGHTLY OWING TO HIGHER RECEIVABLES

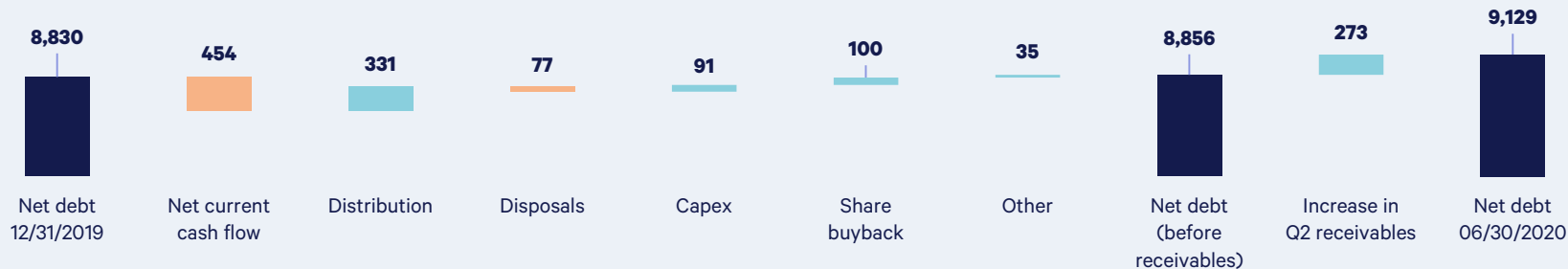


**Excluding** the increase in **receivables**,  
**net debt** would be **broadly stable**



Significant decline in **capex** covered  
by **proceeds from disposals**

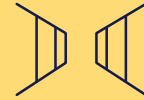
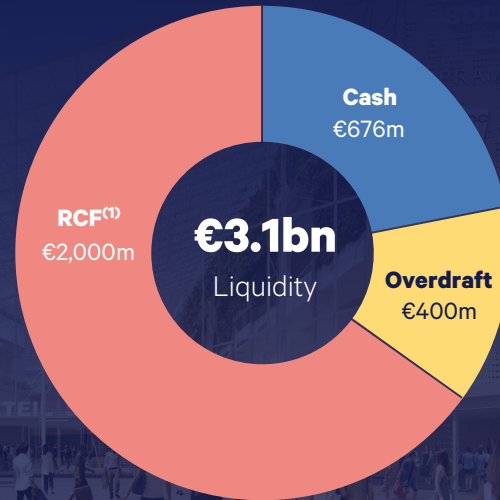
## Net debt evolution (Total share basis)



**Loan-to-Value** ratio stands at 40% (39% restated for receivables)

# WE HAVE STRENGTHENED OUR LIQUIDITY POSITION AT FAVORABLE CONDITIONS

In H1, we raised  
**€900m** with an  
 average maturity  
 of 9 years and an  
 overall **2.0% yield**



**2.0**  
 years of upcoming  
**refinancing needs**  
**covered** by the current  
**liquidity** position

(1) Total available revolving credit facilities (RCFs) amount to €3.2bn, of which €1.2bn as back-up to the CP program.

# CONCLUSION



KLEPIERRE

SHOP. MEET. CONNECT.®

# HIGHLIGHTS OF THE FIRST-HALF 2020



Firm **re-opening** with **footfall** & **sales** recovering faster than initially expected



Intensive **dialogue** with **retailers** set to trigger an increase in the **collection** rate



**Actions** implemented to **reduce costs** & capex while strengthening our **liquidity** position



# OUTLOOK



Klépierre is not able at this stage to provide guidance for full-year earnings in the context of a still evolving sanitary environment related to COVID-19



Klépierre's conviction is that retailers will continue to refocus their operations on the most productive stores and the most attractive retail destinations for their customers



Klépierre focuses on its long-term goal to have a portfolio of malls that create more social and local value and positively contribute to the environment

# AGENDA

October 23, 2020

**First-Quarter 2020 Business Review <sup>(1)</sup>**

April 29, 2021

**Annual General Meeting**



KLEPIERRE

SHOP. MEET. CONNECT.®

<sup>(1)</sup> Press release after market close.

# APPENDICES



KLEPIERRE

SHOP. MEET. CONNECT.®



# 2020 H1 OPERATING HIGHLIGHTS

	NET RENTAL INCOME		LEASING ACTIVITY		
	06/30/2020 Current (€m)	Change LfL	Reversion (%)	OCR (%)	EPRA Vacancy rate (%)
<b>France-Belgium</b>	<b>198.4</b>	<b>-2.5%</b>	<b>-1.4%</b>	<b>15.2%</b>	<b>3.9%</b>
France	189.1	-2.9%			
Belgium	9.3	+5.7%			
<b>Italy</b>	<b>87.8</b>	<b>-5.6%</b>	<b>+7.0%</b>	<b>14.7%</b>	<b>2.0%</b>
<b>Scandinavia</b>	<b>76.1</b>	<b>-6.8%</b>	<b>+0.4%</b>	<b>12.7%</b>	<b>6.2%</b>
Norway	28.6	-1.3%			
Sweden	24.1	-7.0%			
Denmark	23.4	-11.9%			
<b>Iberia</b>	<b>60.7</b>	<b>-0.4%</b>	<b>+13.3%</b>	<b>16.1%</b>	<b>4.5%</b>
Spain	51.8	-1.7%			
Portugal	8.8	+7.9%			
<b>CE &amp; Other</b>	<b>35.6</b>	<b>-12.8%</b>	<b>+8.3%</b>	<b>14.6%</b>	<b>3.6%</b>
Czech Republic	14.8	-6.5%			
Poland	14.7	-10.1%			
Turkey	5.5	-25.3%			
<b>Netherlands</b>	<b>29.0</b>	<b>-5.0%</b>	<b>+6.2%</b>	<b>-</b>	<b>3.8%</b>
<b>Germany</b>	<b>15.6</b>	<b>-18.1%</b>	<b>-0.7%</b>	<b>13.4%</b>	<b>3.2%</b>
<b>TOTAL SHOPPING CENTERS</b>	<b>503.1</b>	<b>-5.0%</b>	<b>+4.0%</b>	<b>14.6%</b>	<b>3.8%</b>

(1) Like-for-like change is on a constant-center basis and excludes the impact of asset sales, acquisitions, and foreign exchange.

# PROFIT & LOSS

In €m	TOTAL SHARE		GROUP SHARE	
	06/30/2020	06/30/2019	06/30/2020	06/30/2019
Gross rental income	581.0	626.9	501.5	543.0
Rental & building expenses	(69.5)	(63.4)	(60.5)	(54.0)
<b>NET RENTAL INCOME</b>	<b>511.5</b>	<b>563.5</b>	<b>441.1</b>	<b>488.9</b>
Management, administrative and related income	34.9	41.4	33.2	39.6
Other operating income	7.2	4.7	7.2	4.4
Survey and research costs	(0.2)	(0.3)	(0.2)	(0.3)
Payroll expenses	(43.9)	(61.1)	(41.5)	(57.8)
Other general expenses	(19.8)	(21.8)	(18.7)	(20.4)
<b>EBITDA</b>	<b>489.8</b>	<b>526.4</b>	<b>421.0</b>	<b>454.4</b>
Depreciation, amortization and impairment of intangible assets and property, plant and equipment	(9.4)	(10.1)	(8.8)	(9.3)
Provisions	(6.2)	(0.6)	(6.3)	(0.6)
Profit or losses on disposal of investment properties	3.0	8.7	3.0	8.7
Goodwill impairment	(1.9)	(5.6)	(1.9)	(5.6)
Change in value of investment properties	(638.6)	(222.5)	(525.0)	(197.6)
<b>OPERATING INCOME</b>	<b>(163.4)</b>	<b>296.2</b>	<b>(118.0)</b>	<b>249.9</b>
Cost of net debt	(52.9)	(68.0)	(46.4)	(60.9)
Change in the fair value of financial instruments	(15.8)	(15.8)	(15.8)	(15.7)
Share in earnings of equity-accounted companies	(12.4)	5.2	(11.8)	4.1
<b>PROFIT BEFORE TAXES</b>	<b>(244.4)</b>	<b>217.6</b>	<b>(191.9)</b>	<b>177.4</b>
Tax due	(8.0)	(19.2)	(5.7)	(17.6)
Deferred taxes	42.4	11.7	34.1	9.0
<b>CONSOLIDATED NET INCOME</b>	<b>(210.0)</b>	<b>210.2</b>	<b>(163.5)</b>	<b>168.8</b>

# CASH FLOW STATEMENT

In €m	TOTAL SHARE		GROUP SHARE	
	06/30/2020	06/30/2019	06/30/2020	06/30/2019
<b>GROSS RENTAL INCOME</b>	<b>581.0</b>	<b>626.9</b>	<b>501.5</b>	<b>543.0</b>
Rental and building expenses	(69.5)	(63.4)	(60.5)	(54.0)
<b>NET RENTAL INCOME</b>	<b>511.5</b>	<b>563.5</b>	<b>441.1</b>	<b>488.9</b>
Management and other income	42.2	46.1	40.3	44.0
General and administrative expenses	(63.9)	(83.2)	(60.4)	(78.5)
<i>Restatement depreciation charge of right-of-use assets (IFRS 16)</i>	(4.0)	(4.3)	(3.8)	(4.2)
<i>Restatement for payroll, deferred expenses and incomes</i>	0.2	3.8	0.2	3.7
<i>Restatement for IFRIC 21 H2 impact</i>	7.5	6.8	7.5	6.8
Restatement for acquisition costs and portfolio restructuring	-	-	-	-
Cost of net debt	(52.9)	(68.0)	(46.4)	(60.9)
<i>Restatement for financial allowance &amp; financial restructuring</i>	(4.3)	0.9	(4.3)	0.7
Share in equity-accounted companies	26.4	27.8	25.0	26.1
Current tax expenses	(8.8)	(18.4)	(7.2)	(16.9)
<b>NET CURRENT CASH FLOW</b>	<b>453.9</b>	<b>475.0</b>	<b>392.1</b>	<b>409.8</b>
<i>Restatement for payroll and deferred expenses</i>			(0.2)	(3.7)
<i>Restatement for amortization allowances and provisions for contingencies and losses</i>			(11.3)	(5.8)
<b>EPRA EARNINGS</b>			<b>380.6</b>	<b>400.3</b>
<i>Per share (in €)<sup>(1)</sup></i>				
<b>NET CURRENT CASH FLOW PER SHARE</b>			<b>1.37</b>	<b>1.38</b>
<b>EPRA EARNINGS PER SHARE</b>			<b>1.33</b>	<b>1.35</b>

(1) Average number of shares excluding treasury shares

286,430,401

295,908,706

# VALUATION OF THE PORTFOLIO

(€M. TOTAL SHARE. INCL. transfer taxes)

	06/30/2020	% of total portfolio	06/30/2019	12-month change Current	12-month change Like-for-like <sup>(1)</sup>
France	8,711	38.1%	9,098	-4.3%	-5.3%
Belgium	432	1.9%	447	-3.3%	-2.4%
<b>France-Belgium</b>	<b>9,143</b>	<b>40.0%</b>	<b>9,545</b>	<b>-4.2%</b>	<b>-5.2%</b>
<b>Italy</b>	<b>4,017</b>	<b>17.6%</b>	<b>4,045</b>	<b>-0.7%</b>	<b>-1.7%</b>
Norway	1,313	5.7%	1,491	-11.9%	-2.4%
Sweden	1,111	4.9%	1,200	-7.4%	-8.3%
Denmark	1,163	5.1%	1,181	-1.5%	-2.2%
<b>Scandinavia</b>	<b>3,588</b>	<b>15.7%</b>	<b>3,873</b>	<b>-7.4%</b>	<b>-4.3%</b>
Spain	1,918	8.4%	1,938	-1.0%	-0.8%
Portugal	303	1.3%	304	-0.4%	-1.4%
<b>Iberia</b>	<b>2,221</b>	<b>9.7%</b>	<b>2,242</b>	<b>-1.0%</b>	<b>-0.9%</b>
Czech Republic	663	2.9%	682	-2.8%	-2.9%
Poland	353	1.5%	375	-5.8%	-5.8%
Hungary	-	-	215	-100.0%	-
Turkey	244	1.1%	315	-22.4%	-9.7%
<b>CE &amp; Other</b>	<b>1,283</b>	<b>5.6%</b>	<b>1,609</b>	<b>-20.3%</b>	<b>-5.0%</b>
<b>Netherlands</b>	<b>1,426</b>	<b>6.2%</b>	<b>1,433</b>	<b>-0.5%</b>	<b>-2.6%</b>
<b>Germany</b>	<b>907</b>	<b>4.0%</b>	<b>959</b>	<b>-5.5%</b>	<b>-5.7%</b>
<b>TOTAL SHOPPING CENTERS</b>	<b>22,584</b>	<b>98.9%</b>	<b>23,706</b>	<b>-4.7%</b>	<b>-3.8%</b>
<b>Other activities</b>	<b>256</b>	<b>1.1%</b>	<b>336</b>	<b>-23.8%</b>	<b>-3.9%</b>
<b>TOTAL</b>	<b>22,840</b>	<b>100.0%</b>	<b>24,042</b>	<b>-5.0%</b>	<b>-3.8%</b>

(1) Excludes the impact of new centers opened, acquisitions, asset sales completed since January 1, 2019, extension capex and foreign exchange impacts.

# VALUATION OF THE PORTFOLIO

(€M. GROUP SHARE. INCL. transfer taxes)

	06/30/2020	% of total portfolio	06/30/2019	12-month change Current	12-month change Like-for-like <sup>(1)</sup>
France	6,947	35.8%	7,258	-4.3%	-5.4%
Belgium	432	2.2%	447	-3.3%	-2.4%
<b>France-Belgium</b>	<b>7,379</b>	<b>38.0%</b>	<b>7,705</b>	<b>-4.2%</b>	<b>-5.3%</b>
<b>Italy</b>	<b>3,991</b>	<b>20.6%</b>	<b>4,015</b>	<b>-0.6%</b>	<b>-1.6%</b>
Norway	737	3.8%	837	-11.9%	-2.4%
Sweden	623	3.2%	673	-7.4%	-8.3%
Denmark	653	3.4%	663	-1.5%	-2.2%
<b>Scandinavia</b>	<b>2,013</b>	<b>10.4%</b>	<b>2,173</b>	<b>-7.4%</b>	<b>-4.3%</b>
Spain	1,918	9.9%	1,938	-1.0%	-0.8%
Portugal	303	1.6%	304	-0.4%	-1.4%
<b>Iberia</b>	<b>2,221</b>	<b>11.4%</b>	<b>2,242</b>	<b>-1.0%</b>	<b>-0.9%</b>
Czech Republic	663	3.4%	682	-2.8%	-2.9%
Poland	353	1.8%	375	-5.8%	-5.8%
Hungary	-	-	215	-100.0%	-
Turkey	229	1.2%	295	-22.4%	-9.7%
<b>CE &amp; Other</b>	<b>1,267</b>	<b>6.5%</b>	<b>1,589</b>	<b>-20.2%</b>	<b>-4.9%</b>
<b>Netherlands</b>	<b>1,426</b>	<b>7.3%</b>	<b>1,433</b>	<b>-0.5%</b>	<b>-2.6%</b>
<b>Germany</b>	<b>861</b>	<b>4.4%</b>	<b>911</b>	<b>-5.5%</b>	<b>-5.7%</b>
<b>TOTAL SHOPPING CENTERS</b>	<b>19,158</b>	<b>98.7%</b>	<b>20,068</b>	<b>-4.5%</b>	<b>-3.7%</b>
<b>Other activities</b>	<b>256</b>	<b>1.3%</b>	<b>336</b>	<b>-23.8%</b>	<b>-3.9%</b>
<b>TOTAL</b>	<b>19,414</b>	<b>100.0%</b>	<b>20,404</b>	<b>-4.9%</b>	<b>-3.7%</b>

(1) Excludes the impact of new centers opened, acquisitions, asset sales completed since January 1, 2019, extension capex and foreign exchange impacts.

# SHOPPING CENTER PORTFOLIO VALUE

OVER 12 MONTHS ON A LIKE-FOR-LIKE BASIS

€m, including transfer taxes	TOTAL SHARE		GROUP SHARE		
	06/30/2020	06/30/2019	06/30/2020	06/30/2019	12-month LfL change <sup>(1)</sup>
France-Belgium	9,143	9,545	7,379	7,705	-5.3%
Italy	4,017	4,045	3,991	4,015	-1.6%
Scandinavia	3,588	3,873	2,013	2,173	-4.3%
Iberia	2,221	2,242	2,221	2,242	-0.9%
CE & Other	1,283	1,609	1,267	1,589	-4.9%
Netherlands	1,426	1,433	1,426	1,433	-2.6%
Germany	907	959	861	911	-5.7%
<b>TOTAL SHOPPING CENTERS</b>	<b>22,584</b>	<b>23,706</b>	<b>19,158</b>	<b>20,068</b>	<b>-3.7%</b>
Other activities	256	336	256	336	-3.9%
<b>TOTAL</b>	<b>22,840</b>	<b>24,042</b>	<b>19,414</b>	<b>20,404</b>	<b>-3.7%</b>
<i>of which Equity accounted Investees</i>	1,368	1,349	1,297	1,270	

(1) Excludes the impact of new centers opened, acquisitions, asset sales completed since January 1, 2019, extension capex and foreign exchange impacts.

# DEVELOPMENT PIPELINE

Development project	Country	Location	Type	Floor area (sq.m.)	Expected opening date	Klépierre equity interest	Estimated cost <sup>(a)</sup> (€m)	Cost to date (€m)	Targeted yield on cost <sup>(b)</sup>
Hoog Catharijne Phase 3	Netherlands	Utrecht	Extension - refurbishment	23,844	2019-2022	100.0%	90	66	6.4%
Créteil Soleil	France	Paris region	Extension - refurbishment	11,400	2019-2021	80.0%	138	122	6.0%
Gran Reno	Italy	Bologna	Extension - refurbishment	24,876	2021	100.0%	145	31	6.3%
Grand Place	France	Grenoble	Extension - refurbishment	16,200	2020-2022	100.0%	66	12	7.7%
Campania	Italy	Naples	Redevelopment	14,200	2022	100.0%	35	17	8.7%
Le Gru	Italy	Turin	Redevelopment	5,846	2022	100.0%	21	11	6.6%
Other projects				12,664			42	33	5.7%
<b>TOTAL COMMITTED PROJECTS</b>				<b>109,030</b>			<b>539</b>	<b>291</b>	<b>6.5%</b>
Le Gru <sup>(c)</sup>	Italy	Turin	Extension - refurbishment	24,316	2023	100.0%	120	4	
Maremagnum	Spain	Barcelona	Extension - refurbishment	8,740	2022-2023	100.0%	43	1	
Odysseum <sup>(c)</sup>	France	Montpellier	Extension - redevelopment	15,300	2022	100.0%	52	8	
Porta di Roma <sup>(d)</sup>	Italy	Rome	Extension	4,880	2022	50.0%	14	0	
Val d'Europe	France	Paris region	Extension	9,000	2023	55.0%	61	1	
Blagnac	France	Toulouse region	Extension - refurbishment	4,393	2022	53.6%	17	0	
Grand Ouest	France	Ecully	Extension - refurbishment	2,980	2022	83.0%	26	0	
Allum	Sweden	Göteborg region	Extension - redevelopment	6,600	2023	56.1%	28	0	
L'esplanade	Belgium	Brussels region	Extension	19,475	2024	100.0%	131	15	
Økernsenteret <sup>(e)</sup>	Norway	Oslo	Redevelopment	64,650	2024	56.1%	154	40	
Viva	Denmark	Odense	New development	28,200	2024	56.1%	117	23	
Other projects				24,218			90	4	
<b>TOTAL CONTROLLED PROJECTS</b>				<b>212,752</b>			<b>852</b>	<b>96</b>	
<b>TOTAL IDENTIFIED PROJECTS</b>				<b>251,297</b>			<b>1,099</b>	<b>5</b>	
<b>TOTAL</b>				<b>573,079</b>			<b>2,490</b>	<b>393</b>	

<sup>(a)</sup> Estimated cost as of June 30, 2020 including any fitting-out costs and excluding any step-up rents, internal development fees and finance costs.

<sup>(b)</sup> Targeted yield on cost as of June 30, 2020, based on targeted NRI with full occupancy and excluding any lease incentives, divided by the estimated cost price as defined above.

<sup>(c)</sup> Including restructured surfaces: Le Gru 15,670 sq.m. and Odysseum for 9,200 sq.m.

<sup>(d)</sup> Equity-accounted companies. Estimated costs and costs to date are reported proportionately for Klépierre's share of equity. Floor areas correspond to the total surface area of the projects.

<sup>(e)</sup> Including foreign exchange impact on estimated cost and cost to date.

# ABOUT KLÉPIERRE



KLEPIERRE

SHOP. MEET. CONNECT.®

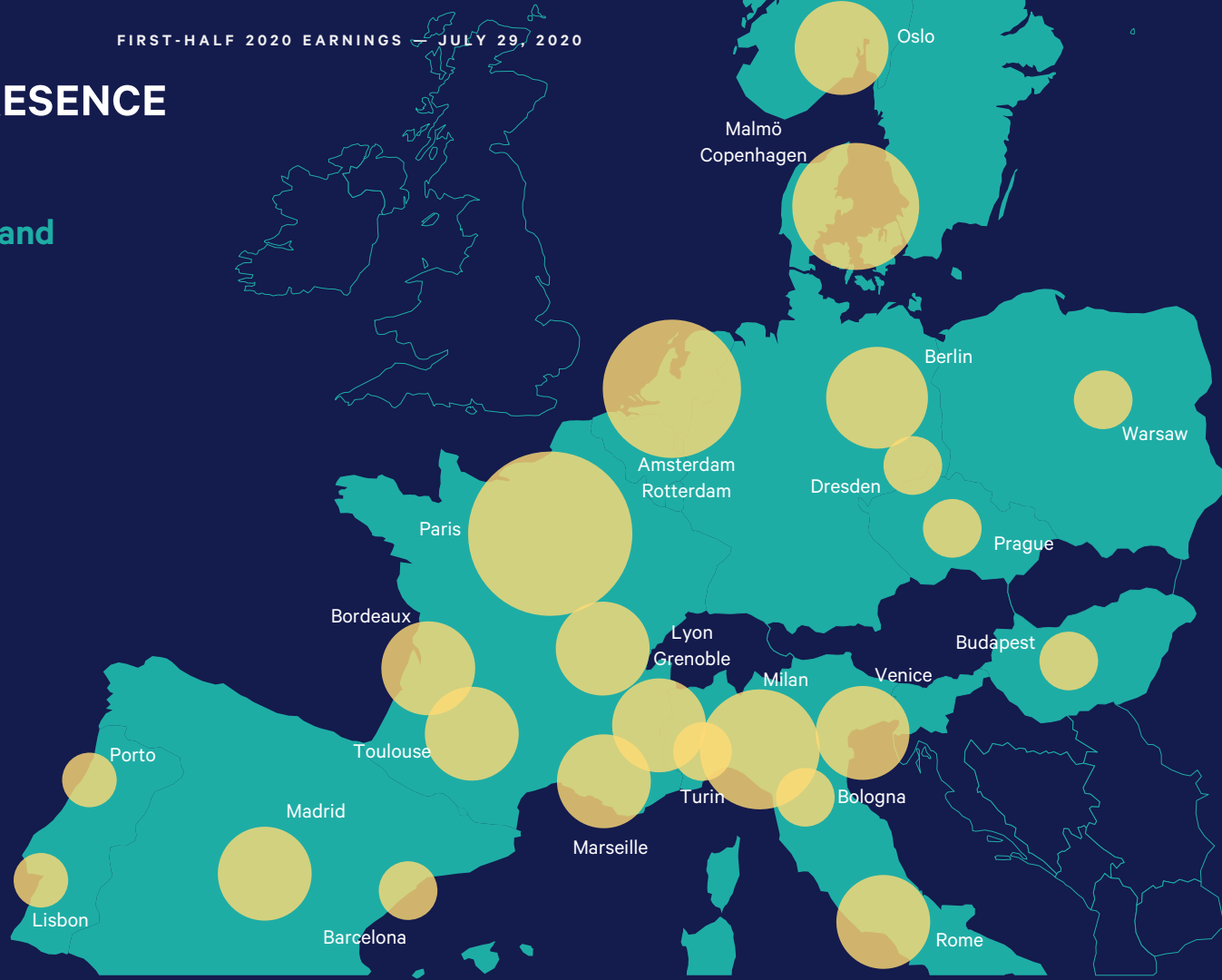


# A PAN-EUROPEAN PRESENCE

Focusing on **dense, affluent and growing urban areas** in Europe

Matching **top national and international retailer's footprint**

Keeping the **leadership of our malls** in our **catchment areas**



## OUR OPERATIONAL INITIATIVES



**RETAIL FIRST®**



**LET'S PLAY®**



**CLUBSTORE®**



**ACT FOR GOOD®**

WITH KLÉPIERRE

**Right-sizing**

**Destination Food®**

**Brands going retail**

**Retailtainment**

**Digital**

**Emotion**

**Experience**

**Hospitality**

**Design**

**Low carbon**

**Local value creation**

**Social awareness**

# GOVERNANCE AND SHAREHOLDER BASE

## • Executive Board

**CEO: Jean-Marc Jestin** (since 2016)

Deputy CEO: Jean-Michel Gault

## • Supervisory Board

**David Simon, Chairman** (since 2012)

John Carrafiell\*

Béatrice de Clermont-Tonnerre\*

Steven Fivel

Robert Fowlds

Stanley Shashoua

Rose-Marie Van Lerberghe\*

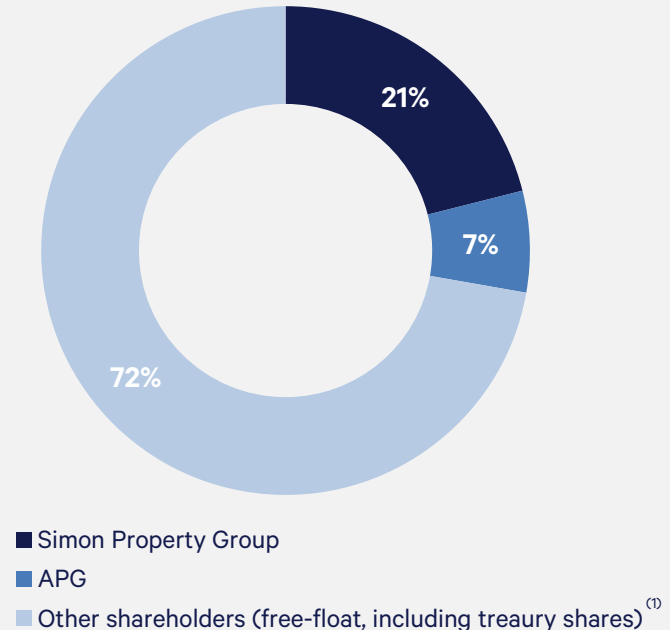
Catherine Simoni\*

Florence Von Erb\*

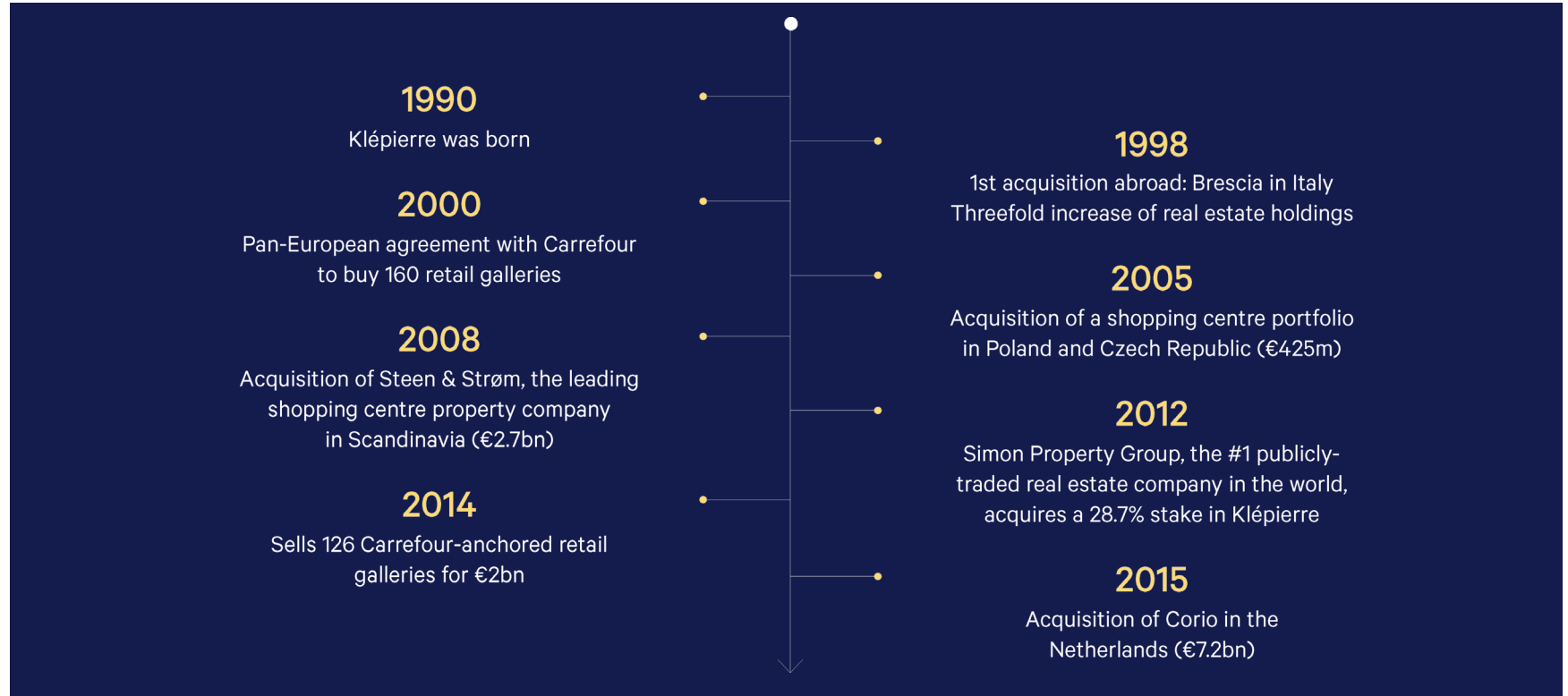
\* Independent members

(1) Shareholders holding greater than or equal to 5%: Blackrock

Shareholder base as of June 30, 2020



# HISTORY



Contact

**[investorrelations@klepierre.com](mailto:investorrelations@klepierre.com)**

+33 (0)1 40 67 51 37



**KLEPIERRE**

**SHOP. MEET. CONNECT.®**