



ATRIUM

Q1 2016 RESULTS
ANALYST AND INVESTOR CALL

18 May 2016



KEY EVENTS IN 2016 YTD



OPERATIONAL PERFORMANCE

- **Core Markets¹: NRI increased 1.2% to €36.3m; LFL NRI remained stable at € 31.4m**
- **Russia** continues to impact the Group's overall performance



ACQUISITIONS / DISPOSALS

- Feb. 2016: completed the **sale of 10 non-core assets** in the Czech Republic for a value of €103m, 8% over the fair value prior to receipt of initial offers
- Apr. 2016: Signed a preliminary sale agreement for **three assets in Poland** for a value of € 17.5m



DEVELOPMENTS AND EXTENSIONS

- Completed the first extension of Atrium Promenada, adding 3,400 sqm GLA including H&M flagship store
- May 2016: the BoD approved the second stage of Atrium Promenada and the first phase of Atrium Targowek



DEBT / LIQUIDITY

- Mar. 2016: voluntary repayment of €49.5m³ bank loan
- No significant maturities until 2020
- Apr. 2016: Completed €16.4m 2013 and 2014 bond buy backs, annual interest savings of €0.6m
- **Cash as at 31 March 2016: €316m, net LTV 22.3%**



OTHER

- Jan. 2016: Atrium announced the resolution of the Dutch litigation case and the establishment of an arrangement to create a compensation fund to resolve the on-going Austrian litigation. The agreement was extended in April by a further 90 days following considerable participation by eligible investors. €21m was transferred in January 2016 to an escrow account in accordance with the terms of the arrangement



¹ "Core Markets" - Poland, Czech Republic, Slovakia

² The 75% stake in Arkády Pankrác Centre held in Joint Ventures is included in all presentation metrics

³ Including accrued interest and fees

FINANCIAL HIGHLIGHTS: INCOME STATEMENT

Year over year	3M 2016	3M 2015	Change	Change
	€M	€M	€M	%
Net rental income	47.3	49.0	(1.7)	(3.4%)
EPRA like-for-like net rental income	42.3	45.0	(2.7)	(5.9%)
Net rental income excluding Russia	39.8	39.2	0.6	1.6%
EPRA like-for-like net rental income excluding Russia	34.9	34.9	0.0	0.0%

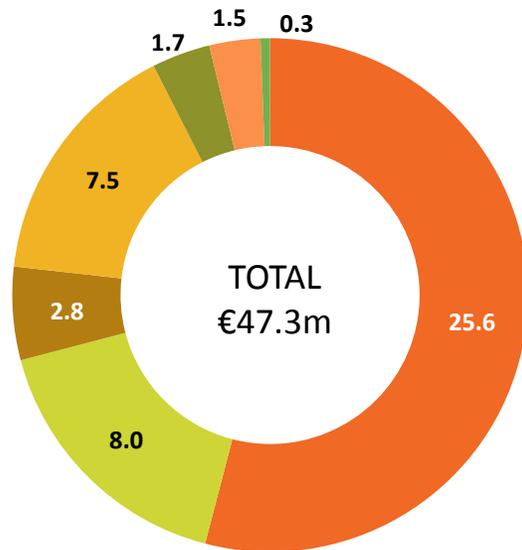
OPERATING MARGIN	EBITDA Excluding revaluation, disposals and impairments	COMPANY ADJUSTED EPRA EARNINGS	COMPANY ADJUSTED EPRA EPS
Increased			
3M 2016	3M 2016	3M 2016	3M 2016
97.3%	€35.1m	€28.7m	7.6 €cents
3M 2015	3M 2015	3M 2015	3M 2015
94.6%	€41.1m	€30.3m	8.1 €cents

Excluding Russia, Company adjusted EPRA EPS increased by 0.3 €cents



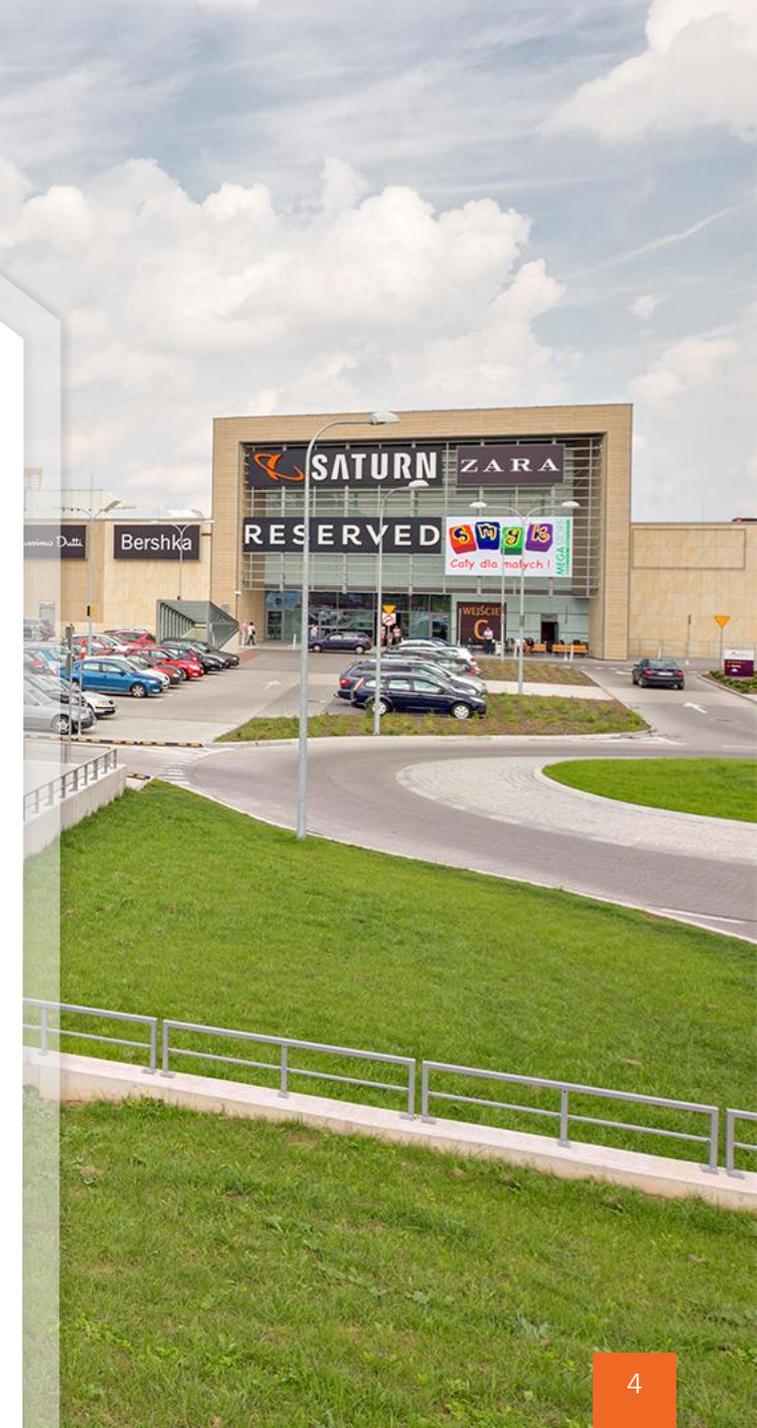
NET RENTAL INCOME Q1 2016

Q1 2016 €M NRI per country



- Poland (€25.6m) (2016: 54.0%, 2015: 51.8%)
- Czech Republic (€8.0m) (2016: 16.9%, 2015: 15.5%)
- Slovakia (€2.8m) (2016: 5.9%, 2015: 5.7%)
- Russia (€7.5m) (2016: 15.8%, 2015: 20.0%)
- Hungary (€1.7m) (2016: 3.6%, 2015: 3.3%)
- Romania (€1.5m) (2016: 3.2%, 2015: 3.1%)
- Latvia (€0.3m) (2016: 0.6%, 2015: 0.6%)

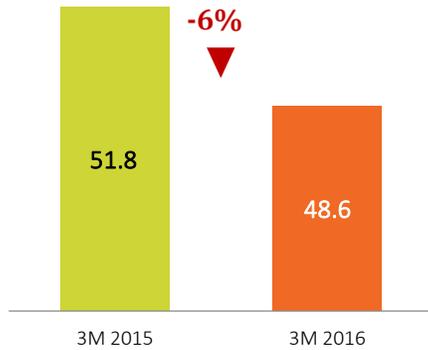
- Ongoing selective rotation of the properties to larger scale, well-established shopping centres which dominate their catchment areas
- 1.6% Group NRI growth excluding Russia / Russia ↓24%
- Maintained a high occupancy rate of 95.8% / Russia 91.8%



RENTAL INCOME CORE MARKETS STABLE (IN €M)

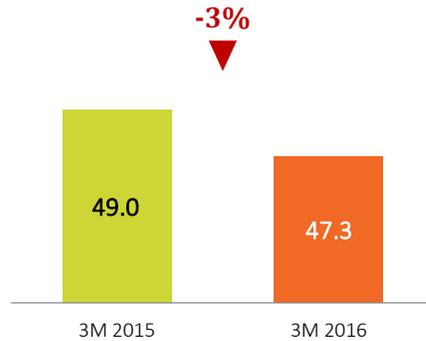
Gross rental income

Exc. RU: +€0.4m
RU: -€3.5m



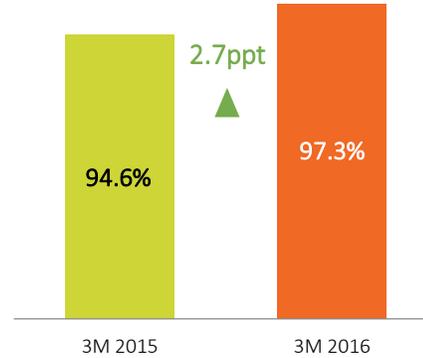
Net rental income

Exc. RU: +€0.6m
RU: -€2.3m



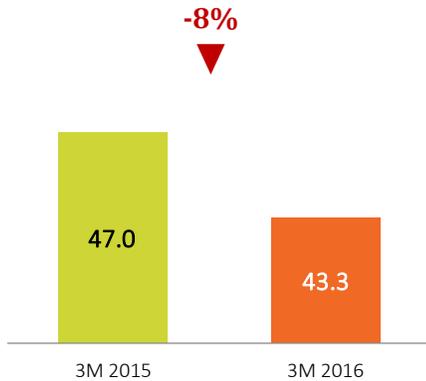
Operating margin (%)

Exc. RU: 0.5ppt
RU: 2.2ppt



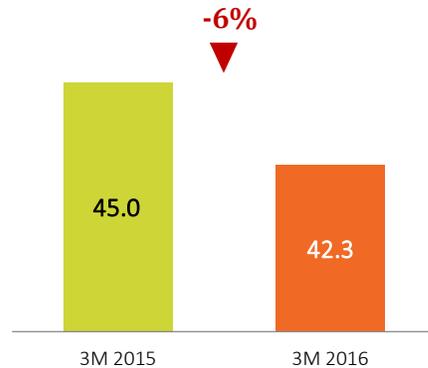
EPRA like-for-like GRI

Exc. RU: -€0.2m
RU: -€3.4m



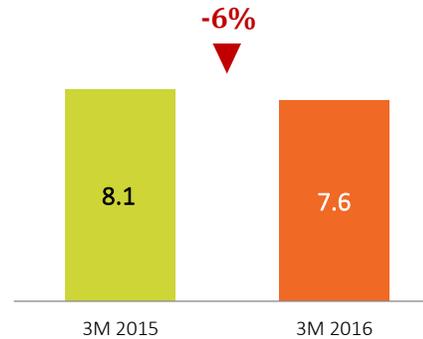
EPRA like-for-like NRI

Exc. RU: €0m
RU: -€2.7m



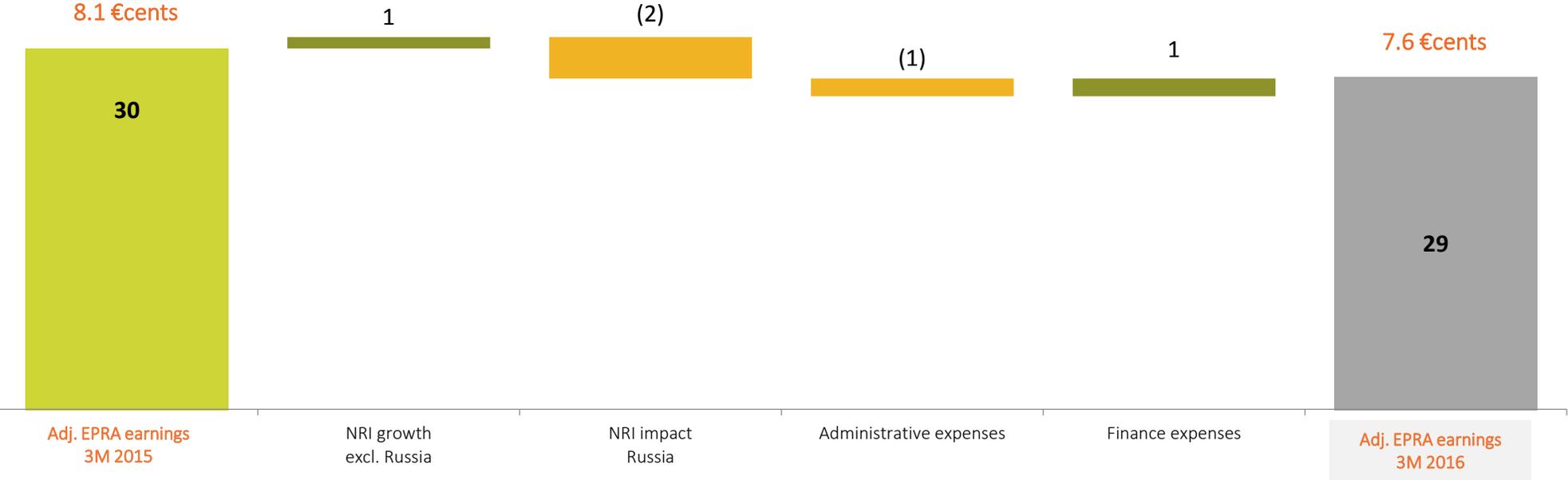
Adj. EPRA EPS (€cents)

Exc. RU: +€0.3cents
RU: -€0.7cents



COMPANY ADJUSTED EPRA EARNINGS €29m

Company adjusted EPRA earnings (€M)



Portfolio rationalisation: 87 properties Czech properties sold in 2015 and 2016 (72 Jan.15, 5 Oct.15, 10 Feb.16), 3.3% above book value on a weighted average basis

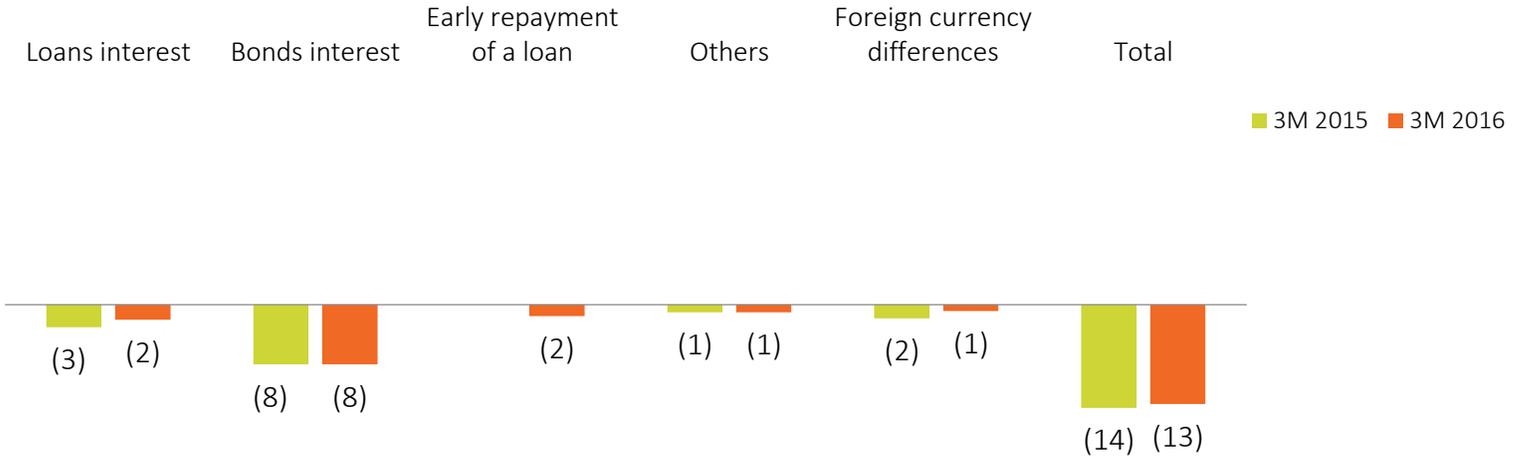


Note: For more details see page 29 of 2015 Annual report



FINANCIAL EXPENSES FLAT

Net financial expenses (€M)



■ **€1.0m** interest savings on a loan repayment in May 15



FINANCIAL HIGHLIGHTS: BALANCE SHEET

	31/03/2016	31/12/2015	Change	Change
	€M	€M	€M	%
Standing investments	2,596 ¹	2,683	(87)	(3.2%)
Developments and land	308 ²	309	(1)	(0.4%)
Cash and cash equivalents	316 ³	224	91	40.7%
Borrowings	965	1,013	(48)	(4.8%)
IFRS NAV per share	€5.41	€5.40	€0.01	0.2%
EPRA NAV per share	€5.62	€5.64	(€0.02)	(0.4%)

- Feb. 2016: €103m sale of 10 non-core assets in the Czech Republic
- Mar. 2016 €49.5m early repayment of a bank loan

No. OF STANDING INVESTMENTS	WEIGHTED AVERAGE OCCUPANCY (GLA)	WEIGHTED AVERAGE OCCUPANCY (EPRA)
31/03/2016	31/03/2016	31/03/2016
67 ¹	95.9% ¹	95.8% ¹
31/12/2015	31/12/2015	31/12/2015
77 ¹	96.9% ¹	96.7% ¹

¹ Including a 75% stake in JV and €16.4 million (representing three assets in Poland) classified as held for sale at 31.03.2016 (31.12.2015 figures also include the JV and €117.5 million classified as held for sale)

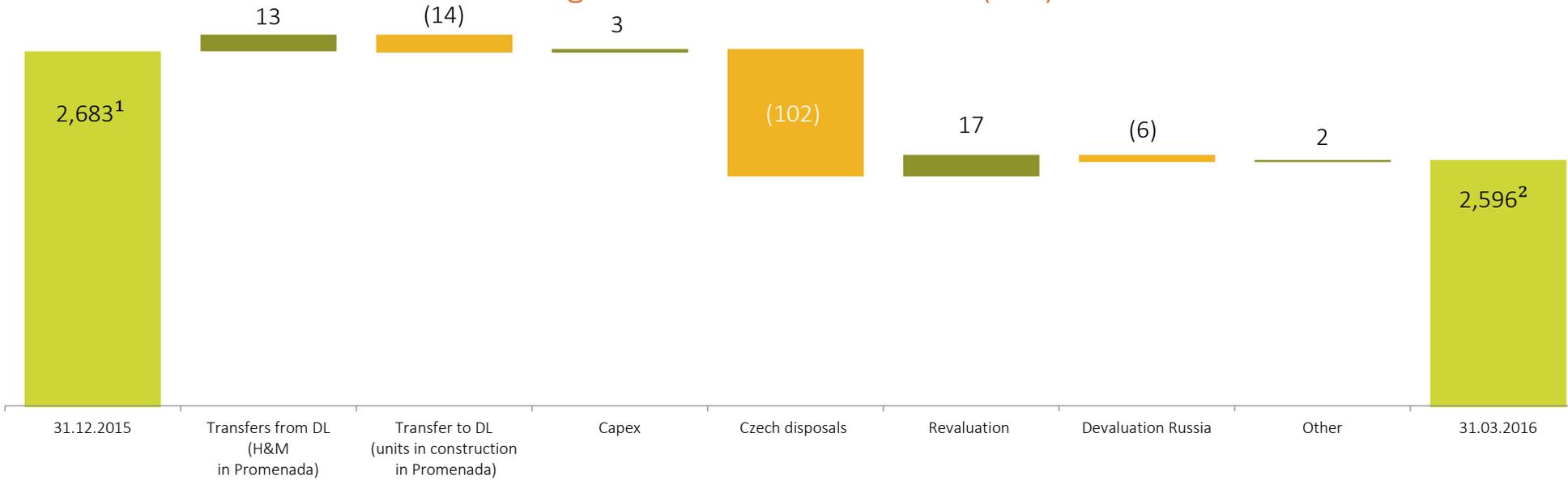
² Including €13.3 million (representing two assets in Russia and one asset in Poland) classified as held for sale as at 31.03.2016

³ Cash as at 31 March 2016 includes €82M VAT input received due to Group restructuring and paid in April 2016

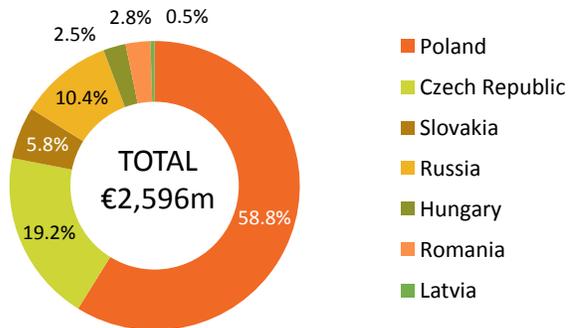


STANDING INVESTMENTS

Standing investments roll forward (€M)



Market value per country



- **Core Markets = 84%** of total portfolio and €36m (77%) of total NRI in Q1 2016
- Atrium's top 10 investments:
 - represent 61% of the standing investments portfolio by value (39% by GLA)
 - Seven in Poland, two in the Czech Republic, one in Slovakia
- Weighted average net equivalent yield is 7.2%; Russia 12.7%
- **Disposals in Czech Republic** – Feb. 16, **10 assets for €103m**

¹ Including €101.5m - ten Czech assets and €16.0m – three Polish assets classified as held for sale as at 31/12/2015

² Including €16.4m - three Polish assets classified as held for sale as at 31/03/2016

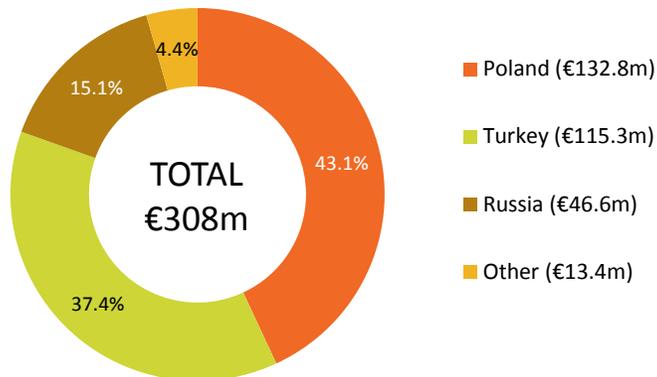


DEVELOPMENTS AND LAND

Developments and land roll forward (€M)



Market value per country



- Developments and land are **11% of total portfolio**
- Actively looking to monetize the developments and land of the portfolio

¹ Including €13.3 million (representing two assets in Russia and one asset in Poland) classified as held for sale as at 31 March 2016



DEBT OVERVIEW AS AT 31 March 2016

AVERAGE MATURITY	COST OF DEBT	DEBT AT FIXED RATE
31/03/2016: 5.6 years	31/03/2016: 3.7%	31/03/2016: 100%

31/12/2015: 5.7 years 31/12/2015: **3.7%** 31/12/2015: **100%**

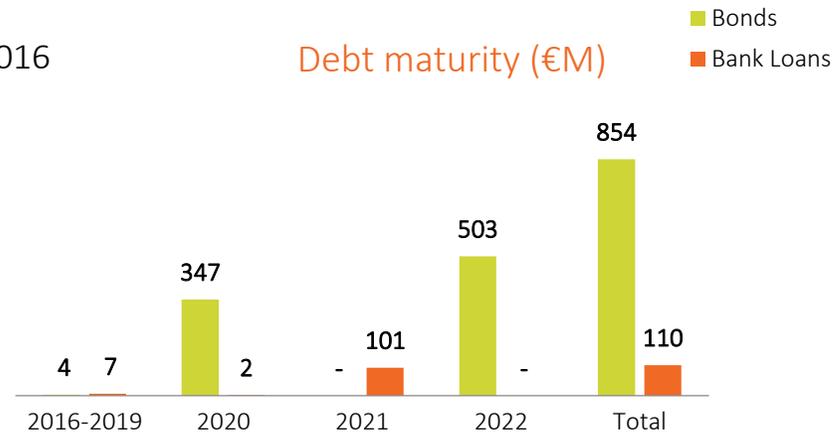
UNSECURED DEBT	NET LTV	GROSS LTV
31/03/2016: 88%	31/03/2016: 22.3%	31/03/2016: 33.2%

31/12/2015: **84%** 31/12/2015: **26.3%** 31/12/2015: **33.8%**

€2.2bn / 84% of Standing investments are unencumbered as at 31/03/2016 (31/12/2015: 80%)

- €49.5m early repayment of a bank loan at 3.1% interest in March 2016
- All bank loans and bond covenants are in compliance

Debt maturity (€M)

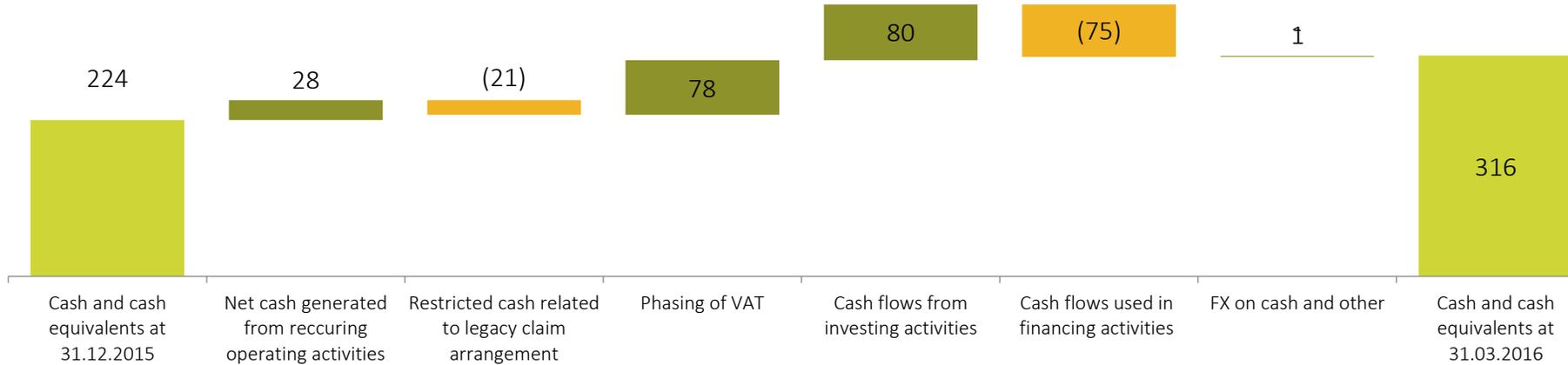


■ Bonds
■ Bank Loans



CASH AS AT 31 March 2016 - €316M

31 March 2016 Cash flow (€M)



€80M NET CASH FROM INVESTING ACTIVITIES

- **€95m** Disposal of 10 assets in the Czech Republic
- **(€14m)** Standing investments and development capex

(€75M) NET CASH USED IN FINANCING ACTIVITIES

- **(€25m)** Dividends
- **(€50m)** Bank loan repayment

¹ VAT input received due to Group restructuring. In April 2016, this amount was paid by the Group as VAT output



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THANK YOU

