



//// MULTI CORPORATE PRESENTATION

Version: November 2019

05/11/2019

//// MULTI AT
A GLANCE



MULTI AT A GLANCE



UNLEASH THE FULL POTENTIAL OF SHOPPING CENTRES

Multi is a leading Pan-European retail asset management & redevelopment company.

Shopping centres are our business, and we offer a complete spectrum of services to explore, manage and improve our assets.

MULTI KEY FACTS



14 countries
in which we are active

About 100
retail assets
under management

3.0 million sq.m
retail assets
under management

€8 billion
Assets under management
total value*

650+
employees with
30+ nationalities

35+ years
of retail experience

200+
projects delivered

*including not owned assets

PROPERTY MANAGEMENT

Centre Management
Facility Management
Technical Management
Marketing
Compliance &
Corporate Governance

Financial Management
Accounting & Reporting
Legal & Risk Management
Leasing
Sustainability
Crisis Management

ASSET MANAGEMENT

Acquisition & Disposal
Asset Analysis
Portfolio Strategy
Benchmarking
Market Analysis
(Re)Financing



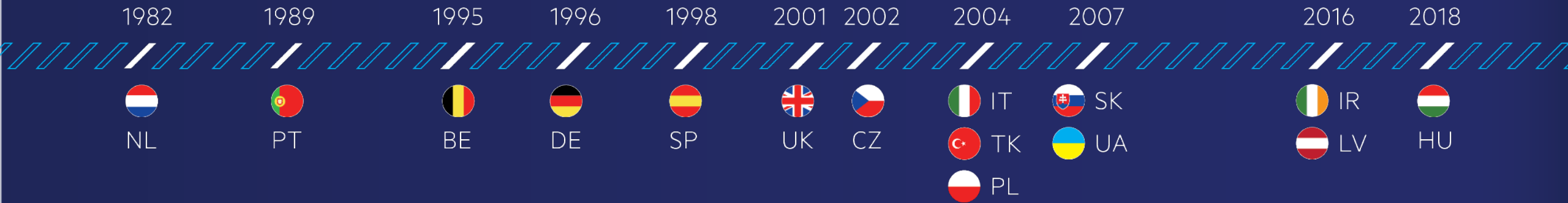
PROPERTY REDEVELOPMENT & REFURBISHMENT

Construction Management
Architecture & Engineering
Market & Feasibility Studies
Project (Re)Development
Building Commissioning
Marketing & Leasing



35+ YEARS

of retail real estate experience
across Europe & Turkey





MULTI PERFORMANCE

Thanks to a pro-active and hands-on approach, Multi has an impressive track record in creating asset value through multiple asset management initiatives.

The table illustrates the performance related to a short holding period of assets acquired from institutional investors.

	2016/2017	2017/2018
Gross rental income	+4.6%	+2.5%
Opex reductions	-17%	-7.6%
Net rental income	+7.7%	+5.3%
Occupancy growth	+387bps	+50bps

(Note: Like-for-like results based on 15 assets acquired from institutional investors in Poland, Italy, Portugal and Spain).

MULTI AT A GLANCE



MULTI'S RETAIL DESTINATIONS

About 100 assets in 14 countries
across Europe and Turkey

UNITED KINGDOM



St. Enoch, Glasgow

THE NETHERLANDS



FORUM Rotterdam, Rotterdam
(under construction)

Makado, Alblasserdam Veestraat, Helmond
Schuytgraaf, Arnhem Hamershof, Leusden
Kloosterveste, Assen Roercenter, Roermond
Crabbhof, Dordrecht Valkenswaarde, Valkenswaard
Wielwijk, Dordrecht Liesveld, Vlaardingen
Angelslo, Emmen Schelderplein, Vissingen
Gulper Hart, Gulpen Oudeland, Zwijndrecht

GERMANY



Därmstadter Hof Centrum, Heidelberg

Welfenhof, Braunschweig
Shopping Plaza, Garbsen
Volme Galerie, Hagen
Elisabeth-Arkaden, Langenhagen
WilhelmGalerie, Ludwigsburg
FORUM City Mülheim, Mülheim
Vechte Arkaden, Nordhorn
City Rondell, Schwenningen
Stern Center, Sindelfingen
Depot Areal, Tübingen
EDEKA Cash & Carry markets (6)
Grocery anchored centres (10)

LATVIA



Alfa, Riga
(extension under construction)
Mols, Riga

POLAND



Forum Gdansk, Gdansk
Sarni Stok, Bielsko-Biala
3Stawy, Katowice
Ferio Konin, Konin
Galeria Pestka, Poznan
Magnolia Park, Wroclaw

UKRAINE



Forum Lviv, Lviv

IRELAND



Blanchardstown Centre, Dublin

BELGIUM



Stadsfeestzaal, Antwerp

PORTUGAL



Almada Forum, Almada

Alverca Retail Park, Alverca
Aveiro Retail Park, Aveiro
B Planet, Barreiro
Braga Retail Center, Braga
Forum Coimbra, Coimbra
Forum Algarve, Faro
Forum Madeira, Funchal
Armazéns do Chiado, Lisbon
Santarém Retail Park, Santarém
Lima Retail Park, Viana do Castelo
Forum Viseu, Viseu

SPAIN



Espacio León, León
Espai Girónes, Giróna

HUNGARY



Allee, Budapest

TURKEY



Forum Istanbul, Istanbul
Forum Ankara, Ankara
Gordion, Ankara
Forum Aydin, Aydin
Forum Camlik, Denizli
Forum Erzurum, Erzurum
Forum Gaziantep, Gaziantep
Forum Bornova, Izmir
Forum Kayseri, Kayseri
Forum Magnesia, Manisa
Marmara Forum, Istanbul
Forum Mersin, Mersin
Forum Kapadokya, Nevsehir
Forum Trabzon, Trabzon

Status: November 2019



ANNUALLY,
WE WELCOME
400 MILLION
VISITORS,
WHO SPEND
€4 BILLION IN
THE SHOPPING
CENTRES
WE MANAGE

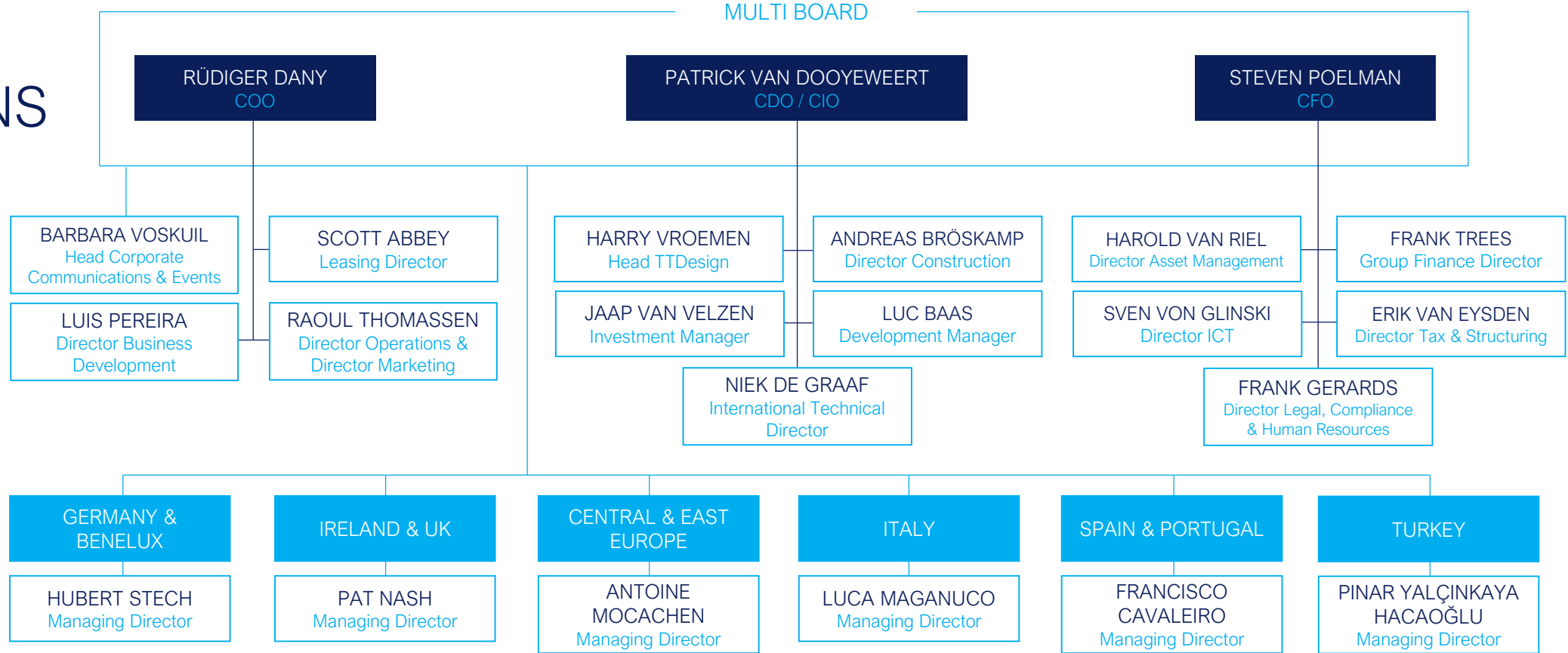


OUR EFFORTS
ARE RECOGNISED

153
International awards
since Multi's foundation in 1982



GROUP FUNCTIONS





SHARED SUCCESS BUILT ON TRUST



SHARED SUCCESS BUILT ON TRUST



DEICHMANN

Bershka



H&M

SEPHORA

Massimo Dutti



Stradivarius

NEW YORKER

UNITED COLORS
OF BENETTON.

COS

PULL&BEAR



PRIMARK

Media Markt

& other Stories

Dezigual

M O H I T O

MANGO

RESERVED

KIKO
MILANO

oysho

ZARA



RITUALS...

eCCO

Carrefour



CLOSE
PARTNERSHIPS
WITH OVER
6,000 RETAILERS

including stores, restaurants
& leisure facilities

20
years

COMMERZ REAL
Commerzbank Group



15
years



Deutsche Bank

12
years

Union
Investment

11
years



HANNOVER LEASING

7
years

ARES

6
years

Blackstone

5
years

KRYALOS
SOCIETÀ DI GESTIONE DEL RISPARMIO

3
years

GREENBAY

SEPP

2
years

Allianz



MERLIN
PROPERTIES



COMMITTED
& TRUSTFUL
PARTNERSHIPS

TOP
TENANTS
IN OUR
SHOPPING
CENTRES





WHY MULTI

Our clients value
us for our strong
retail asset
management &
redevelopment
skills

1 We protect and improve asset value through every skill set and stage of the holding period

	2015/2016	2016/2017
Gross rental income	+4.6%	+2.5%
Opex reductions	-17%	-7.6%
Net rental income	+7.7%	+5.3%
Occupancy growth	+387bps	+50bps



4 Strong local and international relationship with 6,000+ tenants, advisors and local authorities

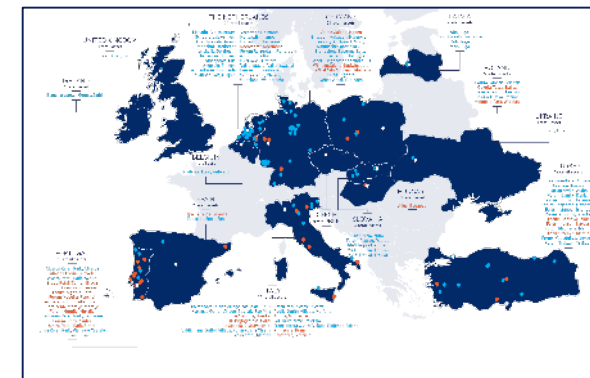
2 Multicultural international team of commercial, technical and financial experts



5 Great experience in commercial redevelopment of retail assets in Europe and Turkey



3 We can confidently manage large portfolios and expand business quickly and efficiently



6 Sustainability is at the core of our business. We create value by optimizing resources





REFERENCES

Shopping centres under management





ST. ENOCH

Glasgow, United Kingdom

- 79,500 m² GLA
- 111 shops
- 855 parking spaces
- 17.5 million visitors per year
- Opened in 1989, food court refurbishment in 2017

MAIN TENANTS:

Debenhams, Hamleys, Boots, H&M, the Disney store, JD Sports, Top Shop/Top Man, Superdry

Blackstone



ALLEE CENTER

Budapest, Hungary

- 46,700 m² GLA
- 6,775 m² offices
- 142 shops
- 1,200 parking spaces
- Opened in 2009
- 20 million visitors per year

MAIN TENANTS:

Inditex, Van Graaf, H&M, Interspar, Cinema City, Intersport, C&A





FORUM PALERMO

Palermo, Italy

- 48,300 m² GLA
- 126 shops
- 2,400 parking spaces
- 9 million visitors per year
- Opened in 2009

MAIN TENANTS:

H&M, Pull&Bear, Stradivarius, Bershka,
Cisalfa, OVS, Conbipel, NewYorker, Scarpe
& Scarpe, Pizza Italia

Blackstone





FORUM GDAŃSK

Gdańsk, Poland

- 62,000 m² GLA
- 220 shops
- 1,100 parking spaces
- Opened in 2018
- 12.5 visitors per year

MAIN TENANTS:

Helios, Piotr i Paweł, H&M, C&A, Reserved, Douglas, Deichmann, Pure Jatomi Fitness

Blackstone



ALFA

Riga, Latvia

- 70,000 m² GLA
- 173 shops
- 1,462 parking spaces
- Opened in 2009
- 8.2 million visitors per year
- Extension 2019:
30,000 m² under construction

MAIN TENANTS:

H&M, Bershka, Zara, Pull&Bear, Mohito,
Reserved, Cenuklubs.lv, JYSK





MAGNOLIA PARK

Wrocław, Poland

- 100,000 sq.m.
- 250 shops
- 3,500 parking spaces
- Opened in 2007, reopened in 2015
- 10.7 million visitors per year

MAIN TENANTS:

Tesco, Saturn, Zara, H&M, C&A, Empik,
Sephora, Reserved, Stradivarius,
Decathlon





FORUM ISTANBUL

Istanbul, Turkey

- 176,245 sq.m. GLA
- 286 shops
- 5,000 parking spaces
- Opened in 2009
- 30 million visitors per year

MAIN TENANTS:

IKEA, MediaMarkt, Koçtaş, Decathlon, Boyner, H&M, Marks&Spencer, Zara, Sea Life Istanbul, LEGOLAND Discovery Centre

Blackstone



BLANCHARDSTOWN CENTRE

Dublin, Ireland

- 112,000 sq.m. GLA
- 180 shops
- 6,500 parking spaces
- Opened in 1996
- 16.5 million visitors per year

MAIN TENANTS:

Debenhams, Penneys, Marks & Spencer,
Dunnes Stores, H&M, Topshop



Blackstone



ALMADA FORUM

Almada, Portugal

- 80,000 sq.m.
- 230 shops
- 5,460 parking spaces
- Opened in 2002
- 14 million visitors per year

MAIN TENANTS:

Jumbo, Primark, Fnac, Sportzone, Toys "R" Us, C&A, Cortefiel, Zara, H&M, New Yorker, Nos Cinemas, Clinica Lusíadas, Nespresso





DO YOU HAVE
ANY QUESTIONS?



A large, bold, white 'MULTI' is centered over a blue-tinted background image of a modern shopping mall. The mall features multiple levels, glass railings, and various storefronts like 'Jean Louis David' and 'diverse'. The word 'MULTI' is the largest element on the slide.

//// THANK YOU!