Multi at a glance

KEY FACTS

12 countries in which we are active
80+ Assets under management
2.5 million sq.m GLA under management

€8 billion Assets under management total value*
*including not owned assets

500+ employees with 30+ nationalities

40 years Multi/BX 55%
External investors 45%

Assets under management

200+ projects delivered

40 YEARS of retail real estate experience across Europe & Turkey
MULTI IS ACTIVE IN 12 COUNTRIES

- Multi offices
- Retail assets owned and managed by Multi
- Retail assets managed by Multi
- Offices owned and managed by Multi

THE NETHERLANDS
18 retail assets
- Makado, Ablasserdam
- Crastenbac, Oosterkerk
- Schaderbergen, Villigenen
- Angestal, Emmen
- 1 Groep, Hard
- Gulp, Uithoorn
- Veenhuizen
- Hoeve, Geleen
- Abigor, Naarden
- Forum Rotterdam, Rotterdam
- IJssel, Roosendaal
- De Schelde, Tilburg
- Zuid, Nunspeet
- Dieren, Heerlen
- De Steeg, Laarbeek
- Grachten, Veghel

BELGIUM
1 retail asset
- Stadsfeestzaal, Antwerp

SPAIN
2 retail assets
- Espai Girones, Girona
- Espacio Léon, Léon

ITALY
13 retail assets
- Palmanova Outlet Village, Avio
- Mantova Outlet Village, Bagnoli San Vito
- Le Colonne, Brindisi
- Il Borgogioioso, Carpi
- La Scaglia, Civitavecchia
- Valdoccia Outlet Village, Frascati
- La Scaglia, Civitavecchia
- Faleto, Padova
- Forum Palermo, Palermo
- Franciacorta Outlet Village, Rodengo Saiano
- Belvedere, Siracusa

SPAIN
3 retail assets
- MAX Nitra, Nitra
- MAX Poprad, Poprad
- MAX Trnava, Trnava

GERMANY
11 retail assets
- Shopping Plaza, Darmstadt
- Das Continue, Heidelberg
- Wilhemshalle, Ludwigshafen
- FORUM City Marlheim, Marlheim
- Forum Ansbach, Ansbach
- Forum Bielefeld, Bielefeld
- Forum Carlisle, Carlisle
- Forum Dusseldorf, Düsseldorf
- Forum Eichhorn, Eichhorn
- Forum Essen, Essen
- Forum Frankfurt, Frankfurt

SPAIN
4 retail assets
- MAX Nitra, Nitra
- MAX Poprad, Poprad
- MAX Trnava, Trnava

ITALY
13 retail assets
- Palmanova Outlet Village, Avio
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PORTUGAL
8 retail assets
- Almada Forum, Almada
- B Planet, Barreiro
- Braga Retail Center, Braga
- Forum Coimbra, Coimbra
- Forum Algarve, Faro
- Forum Madeira, Funchal
- Armazéns do Chiado, Lisbon
- Forum Viseu, Viseu

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- Forum Viseu, Viseu

LATVIA
2 retail assets
- Alfa, Riga
- Mola, Riga

POLAND
6 retail assets
- Silver Forum Gdansk, Gdansk
- Forum Galeria, Galeria
- Silver Forum Poznan, Poznan
- Forum Magnolia, Magnolia
- Forum Krakow, Krakow
- Forum Gdansk, Gdansk

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6 retail assets
- Silver Forum Gdansk, Gdansk
- Forum Galeria, Galeria
- Silver Forum Poznan, Poznan
- Forum Magnolia, Magnolia
- Forum Krakow, Krakow
- Forum Gdansk, Gdansk

UKRAINE
1 retail asset
- Forum Lviv, Lviv

TURKEY
14 retail assets
- Forum Ankara, Ankara
- Forum Aydin, Aydin
- Forum Mersin, Mersin
- Forum Bornova, Bornova
- Forum Kayseri, Kayseri
- Forum Trabzon, Trabzon

Status: January 2021
Our services

CAPITAL MARKETS & TRANSACTION SERVICES
- Valuation Management
- Performance Benchmarking
- Market Analysis
- Commercial Due Diligence
- Deal Structuring
- Acquisitions & Disposals
- Transaction Management
- Financial Underwriting
- Debt Raising

ASSET & PROPERTY MANAGEMENT
- Asset Analysis
- Leasing
- Shopping Centre Management
- Facility Management
- Technical Management
- Marketing
- Compliance
- Corporate Governance
- Financial Management
- Accounting & Reporting
- Legal & Risk Management
- Sustainability
- Crisis Management

REDEVELOPMENT & REFURBISHMENT
- Construction Management
- Engineering
- Market & Feasibility Studies
- Project (Re)Development
- Building Commissioning

ADVISORY SERVICES
- Architecture & Design
- Asset & Portfolio Strategy
- Positioning Roadmap
- Business Planning
- Leasing Strategy
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.

(Note: Like-for-like results based on 15 assets acquired from institutional investors in Poland, Italy, Portugal and Spain).
Multi offers the following capital markets and transaction services for its clients:

- Acquisitions & disposals
- Transaction management
- Financial underwriting
- Commercial due diligence
- Debt advisory

The Multi Capital Markets & Transaction teams have decades of experience in acquisitions, disposals, debt restructuring and joint-venture partnerships in multiple jurisdictions.

In recent years the main focus has been on asset disposals, ensuring optimal value for our investors, and in many cases retaining management mandates of the properties.

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**Multi Capital Markets & Transaction Teams Track Record***

| 95 | Successful transactions |
| 1,3 Mn | Total m2 GLA transacted |
| €4.4 Bn | Total transaction value |

* Since 2016
Shared success built on trust

**TOP TENANTS IN OUR SHOPPING CENTRES**

**INDITEX**
- Stores: 119
- Total GLA: 86,762
- Countries: 9

**LPP**
- Stores: 37
- Total GLA: 23,672
- Countries: 4

**H&M**
- Stores: 25
- Total GLA: 49,357
- Countries: 13

**Mediamarkt**
- Stores: 12
- Total GLA: 48,699
- Countries: 4

**Carrefour**
- Stores: 4
- Total GLA: 46,144
- Countries: 2

**LC Waikiki**
- Stores: 16
- Total GLA: 26,084
- Countries: 3

**New Yorker**
- Stores: 13
- Total GLA: 11,576
- Countries: 8

**Aldi**
- Stores: 8
- Total GLA: 9,163
- Countries: 2

**Primark**
- Stores: 2
- Total GLA: 6,291
- Countries: 1

Close partnerships with over 6,000 retailers including stores, restaurants & leisure facilities.
Our clients

COMMITTED & TRUSTFUL PARTNERSHIPS

14 years
Union Investment

9 years
ARES

7 years
KRYALOS

4 years
Allianz

22 years
COMMERZ REAL
Commerzbank Group

13 years
HANNOVER LEASING

8 years
Blackstone

5 years
LIGHTHOUSE CAPITAL

2 years
CORESTATE Capital Group

13 years
PSE PRIVATE FUND

9 years
7 years

Our clients
CORPORATE GOVERNANCE & COMPLIANCE

- Ethics formalised in our Code of Conduct
- Business integrity training courses
- Policy on anti-bribery payments and gifts
- Know-Your-Client policy
- SpeakUp Policy
- Annual compliance training
- Privacy Policy

All of us together have made some major improvements in how Multi views and deals with compliance over the last four years, but we all have to remain vigilant: we are only as strong as the weakest link.

FRANK GERARDS
Director Legal, Compliance and Human Resources

INTERNATIONAL LEASING

Customer expectations continue to rise with new retailers entering the market and new competition elevating standards. Remaining well connected and pro-active in the market are keys to continued success.

SCOTT ABBEY
European Leasing Director

PROPERTY MANAGEMENT

The daily management of real estate assets is a vital instrument in increasing quality and investment value. Multi has been a pioneer in retail operations for almost 40 years and has set up a refined real estate operation structure right across Europe. We strive to include all relevant services that will enhance the overall customer experience and achieve our cost targets for individual assets.

MARCIS BUDLVEVSKIS
Director Operations and Marketing

Leveraging our pan-European knowledge and portfolio with local leasing expertise, Multi delivers customised retail offers for every shopping center which drive traffic and sales and ultimately investor value.

We want to create the absolute best standards for a clean, safe and friendly shopping environment. We will strive to accommodate all relevant services that will enhance the overall customer experience and achieve our cost targets of the shopping centre.
REDEVELOPMENT & REFURBISHMENT

TTDesign is Multi’s in-house studio for master-planning and architecture. We transform first generation projects into third or fourth generation mixed-use destinations, adapting them to constantly evolving market conditions and trends.
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

<table>
<thead>
<tr>
<th></th>
<th>2015/2016</th>
<th>2016/2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross rental income</td>
<td>+4.6%</td>
<td>+2.5%</td>
</tr>
<tr>
<td>Opex reductions</td>
<td>-17%</td>
<td>-7.6%</td>
</tr>
<tr>
<td>Net rental income</td>
<td>+7.7%</td>
<td>+5.3%</td>
</tr>
<tr>
<td>Occupancy growth</td>
<td>+387bps</td>
<td>+50bps</td>
</tr>
</tbody>
</table>

2. Multicultural international team of commercial, technical and financial experts

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

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

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

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