



COMPANY PROFILE

July 2021

Multi at a glance

KEY FACTS

12 countries

in which we are active

€8 billion

Assets under management
total value*

500+

employees with
30+ nationalities

80+

Assets under
management

*including not owned assets

40 years

of retail and development
experience

2.5 million sq.m

GLA under management

Multi/BX 55%
External investors 45%

Assets under management

200+

projects delivered



40 YEARS

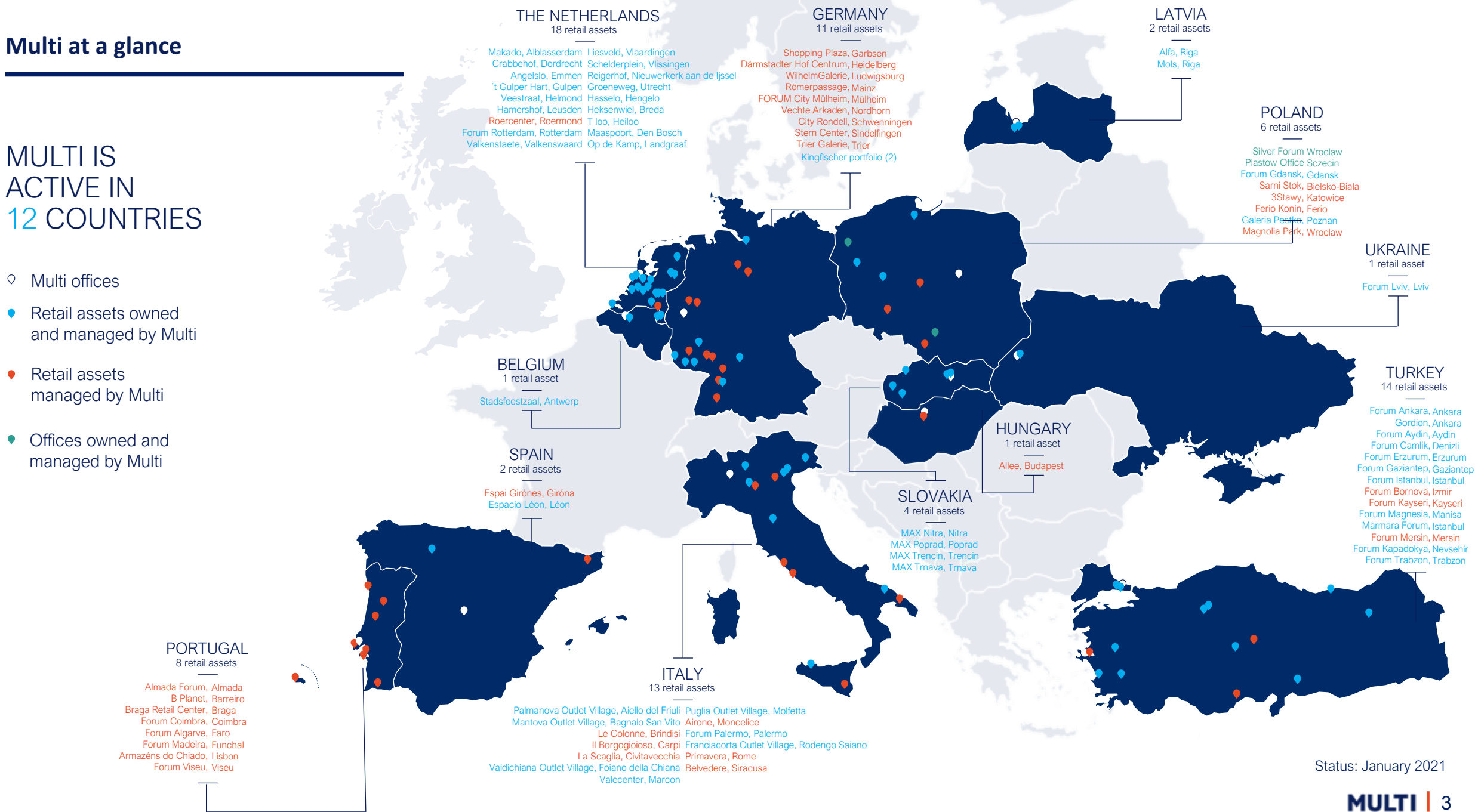
of retail real estate experience across Europe & Turkey



Multi at a glance

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



Status: January 2021



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.

	YEAR 1	YEAR 2
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).

Capital markets and transactions services

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.

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

INDITEX

119 stores 86.762 total GLA 9 countries

LPP

37 stores 23.672 total GLA 4 countries

H&M

25 stores 49.357 total GLA 13 countries

MediaMarkt

12 stores 48.699 total GLA 4 countries

Carrefour

4 stores 46.144 total GLA 2 countries

LC Waikiki

16 stores 26.084 total GLA 3 countries

NEW YORKER

13 stores 11.576 total GLA 8 countries



8 stores 9.163 total GLA 2 countries

PRIMARK

2 stores 6.291 total GLA 1 countries

TOP TENANTS IN OUR SHOPPING CENTRES

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

Our clients



22
years

COMMERZ REAL
Commerzbank Group 

13
years

 **HANNOVER LEASING**

14
years

 **Union Investment**

8
years

 **Blackstone**

9
years

 **ARES**

5
years

 **LIGHTHOUSE**
CAPITAL

7
years

 **KRYALOS**
SOCIETÀ DI GESTIONE DEL RISPARMIO

2
years

 **CORESTATE**
Capital Group

 **CREDIT SUISSE**

 **MERLIN**
PROPERTIES

4
years

 **Allianz**  **NN**

COMMITTED
& TRUSTFUL
PARTNERSHIPS

International quality drivers

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.



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.



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.



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.



MARCIS BUDLVEVSKIS
Director Operations and Marketing

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.



100+
design awards



Mixed use



Shopping
centres & malls



City centre
regeneration



Asset
enhancement



Retail
parks

Why Multi

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

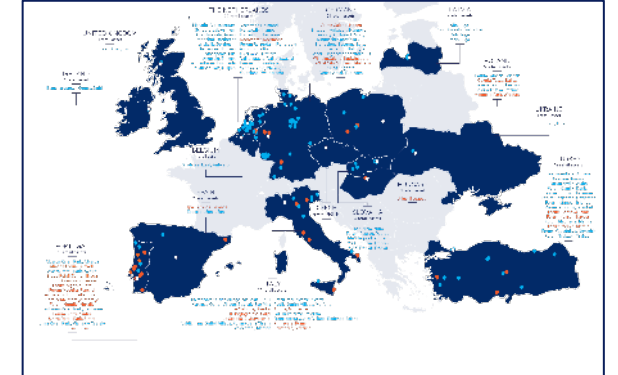
1 We protect and improve asset value through every skill set and stage of the holding period

	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

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



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