

Paris - April 27, 2011

# REVENUES OF 254.0 MILLION EUROS IN FIRST QUARTER 2011: +3.1%

#### **SLIGHT INCREASE IN RENTS**

- Rents were up by **2.8%**, and reach a total amount of **235.0 million euros**:
  - They benefit from the **Shopping centers**' rents at +4.7%, which accounts for 92.5% of total consolidated rents.
- Organic growth<sup>1</sup> is +1.3%, coming from differentiated evolutions per country:
  - The three Scandinavian countries, France, Italy and Poland are growing while the other countries where the Group operates are globally stable.
- Key business indicators attest to the **good rental performance**: the financial occupancy rate remained at a very high level (97.1%) and the late payment rate (1.8%) stays low.

#### **DESPITE THE SLOWDOWN IN CONSUMER SPENDING IN EUROPE**

- Revenue growth for tenants in Klépierre malls in France, Sweden and Poland helped to offset partially the declines in other countries. Globally, on a constant portfolio basis, tenants' sales decrease by 1.3%.
- The dynamics are also differentiated per sector: **Beauty/Health** and to a lesser degree, Personal products are **increasing** whilst other activities show a contrasted situation.
- These figures are in line with the **cautious guidance given by Klépierre for 2011**. If household consumption evolution perspectives are improving with decreasing unemployment, they nevertheless integrate the impact of public spending austerity.

### KLÉPIERRE CONTINUES TO BENEFIT FROM THE SECTOR'S DYNAMICS

- The work done by its rental management teams and the pan-European presence of Klépierre enabled the pursuit of its strategy of supporting European retailers in their own development strategy and international expansion.
- The retailers are investing and renewing their concepts as evidenced by their appetite for new spaces in attractive locations:
  - Le Millénaire (140 stores over 56 000 sq.m. in Northern Paris) is opening today with a 96% occupancy rate; 1/3 of brands are new in shopping centres or in France;
  - Aqua Portimão in Algarve (Portugal) opened its doors on April 14<sup>th</sup> with a 94% occupancy rate.
- The **strong increase in the pre-let rate** for Klépierre's new development projects attest to Klépierre's demonstrated ability to create **shopping centers that meet the needs of retailers:** Saint-Lazare in Paris (59%, vs. 33% at year-end 2010), Emporia in Malmö (71%, vs. 64%) and Claira in Perpignan (67%, vs. 30%).

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<sup>&</sup>lt;sup>1</sup> Excluding portfolio and forex changes.



#### HEALTHY FINANCIAL PROFILE AND PARTIAL DEBT REFINANCING

- 168.6 million euros were outlaid in the 1<sup>st</sup> quarter of 2011, particularly on large shopping center projects developed by the Group.
- With regards to portfolio changes, the main transaction completed in the quarter is the acquisition of a retail park in Savignano (Rimini, Italy) for 69.2 million euros (transfer duties included).
- During this quarter, net debt remained relatively stable (57 million euros increase vs. year-end 2010, but decreasing 5 million euros on a constant forex basis). Klépierre issued 200 million euros private placements with an average 8.8 years maturity and subscribed a 1 billion Swedish krona loan (ca. €115M).

## **O**UTLOOK

- Besides the rental improvement, Klépierre's teams strive to strengthen the centers' attractiveness: retail mix renewal, entertainment, client pathway optimization, social networks integration in consumer relationship.
- Meanwhile, extensions of promising locations are pursued as well as new projects aimed at responding to rising demand in regions with strong economic potential.
- The Group reminds its target of a **slight growth in rents in 2011**, its revenues evolution partially depending upon private consumption.



# □ PRINCIPAL FINANCIAL DATA THROUGH 03/31/2011

#### Revenues by segment

€М	03/31/2011		03/31/2010		Change 2011/10	Change on a constant portfolio basis
Rents	235.0	100%	228.6	100%	+2.8%	+1.3%
Shopping centers Retail	217.4 10.6	97.0%	207.7 11.0	95.7%	+4.7% -4.0%	+1.2% +1.5%
Offices	7.0	3.0%	9.9	4.3%	-29.8%	+3.7%
Fees	19.0		17.6		+7.5%	
Total revenues	254.0		246.3		+3.1%	

# Rents by country/region

€М	1Q 2011	1Q 2010	Change on a constant portfolio basis	% of consolidated rents
Shopping centers	217.4	207.7	+1.2%	92.5%
France	86.6	86.4	+0.9%	36.8%
Belgium	3.5	3.7	+1.3%	1.5%
France-Belgium	90.0	90.1	+1.0%	38.3%
Norway	23.7	22.3	+1.7%	10.1%
Sweden	16.6	12.7	+7.2%	7.1%
Denmark	10.6	8.8	+3.6%	4.5%
Scandinavia	50.8	43.8	+3.7%	21.6%
Italy	29.5	27.4	+2.1%	12.6%
Greece	1.4	1.9	-25.6%	0.6%
Italy-Greece	30.9	29.4	+0.2%	13.2%
Spain	20.3	20.5	-1.0%	8.6%
Portugal	4.1	4.2	-0.7%	1.8%
Iberia	24.4	24.6	-1.0%	10.4%
Poland	8.9	8.2	+5.8%	3.8%
Hungary	6.8	6.3	-2.9%	2.9%
Czech Republic & Slovakia	5.5	5.4	+1.8%	2.3%
Central Europe	21.2	19.8	+2.0%	9.0%
Retail	10.6	11.0	+1.5%	4.5%
Offices	7.0	9.9	+3.7%	3.0%
Rents	235.0	228.6	+1.3%	100%

AGENDA	July 25, 2011	2011 half-year earnings (after stock market closes)	
	October 20, 2011	<b>2011 3<sup>rd</sup> quarter revenues</b> (after stock market closes)	

KLÉPIERRE

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