



# 2021 FULL-YEAR RESULTS



UNIBAIL-RODAMCO-WESTFIELD



# FY-2021 OVERVIEW

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**JEAN-MARIE TRITANT**  
CEO



UNIBAIL-RODAMCO-WESTFIELD

# 2021 in review

- » **Confirmed recovery in H2** with tenant sales approaching pre-COVID levels with positive footfall trajectory
- » **Proactive leasing strategy** to protect long-term value as conditions improve
- » **Significant improvement in occupancy** demonstrating retailer demand
- » **Well-positioned to keep capitalising on continued growth in 2022**



# Clear recovery in H2-2021

**93%**

tenant sales as % of 2019  
(vs. 62% in H1)

**€71.9 Mn**

sales based rent  
(vs. €34.2 Mn in H1)

**92%**

rent collection  
(vs. 73% in H1)

**+190 bps**

occupancy improvement  
(vs. -60 bps in H1)

**+2.2%**

MGR uplift for leases  
>36 months (vs. +1.3% in H1)

**€56.7 Mn**

C&E NOI  
(vs. -€1.5 Mn in H1)



# 2021 financial performance reflects operating conditions and deleveraging progress

**+4.7%**

2021 AREPS  
restated for disposals  
vs. 2020 AREPS

**-€1.6 Bn**

IFRS net debt  
reduction

**-140 bps**

IFRS LTV  
improvement  
(43.3% vs. 44.7% at FY-2020)



# ESG integrated throughout business thanks to Better Places 2030 strategy

## Continued progress across all pillars in 2021



**Joined Net Zero Initiative**  
Developing a collective framework for carbon neutrality



**1.5 million**  
vaccinations administered to people at URW's assets



**34%**  
women in leadership vs. commitment of  $\geq 40\%$  by 2025

» Issuance of a **€3.1 Bn sustainability-linked** revolving credit facility, the largest by a REIT in Europe

## Recognised leader



4<sup>th</sup> year in a row



1<sup>st</sup> in RE industry and 5<sup>th</sup> in entire rating universe<sup>(1)</sup>



ESG AAA rating  
8<sup>th</sup> year in a row



B rating (prime status)  
first decile in the industry

(1) Update from October 2021

# Substantial progress on deleveraging

## European disposal programme (2021/22)

- > **€2.5 Bn of €4.0 Bn target** agreed or completed (€0.8 Bn secured at FY-2020)
- > Several processes ongoing; on track to complete programme by year end

## Positioned for radical reduction of financial exposure to the US

- > **€0.5 Bn** of debt reduction through portfolio streamlining and disposals
- > Internal strategy exercise completed, positioned to execute

## Strict CAPEX control

- > **€1.0 Bn** of CAPEX spent in line with commitment
- > **€0.5 Bn** of JV partnerships, optimising capital allocation



# US strategy on track

## Superior Quality

- › **95%** of URW's US shopping centres are in the "A" rating category<sup>(1)</sup> with an average sales density<sup>(2)</sup> of \$724 per sq. ft.
- › **76%** are A+ rated<sup>(1)</sup> or above with an average sales density<sup>(2)</sup> of \$872 per sq. ft.



## Mall Recovery

- › **Strong** mall operating fundamentals
- › URW Flagship destinations competitively **stronger following pandemic**



## Markets Opening

- › **Financing market** improving for A-rated malls
- › **Transaction market** will follow



**Radical reduction of financial exposure to the US on track for 2022/2023**

(1) Green Street Advisors rating, weighted by value  
(2) Speciality tenants, excluding Apple and Tesla, weighted by sq. ft.

# Macro challenges partially offset by positive consumer trends

## Labour shortages

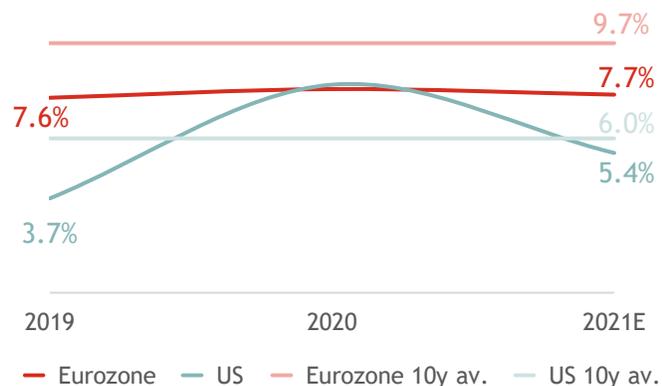
**+40%**

higher retail worker turnover in the US compared to 2020

**118,700**

restaurant and hotel workers resigned in France (Jan-July 2021)

## Unemployment



## Supply chain disruption

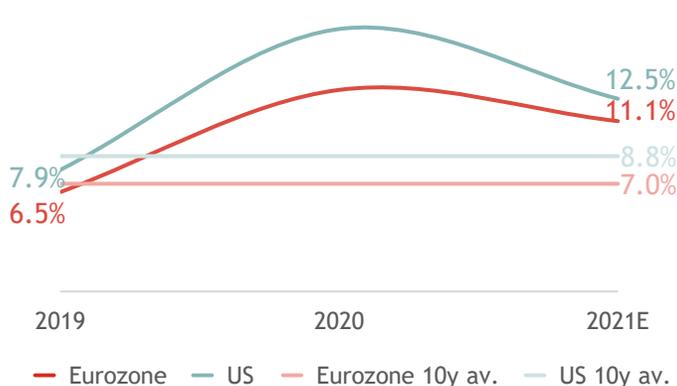
### Global Supply Chain Pressure

Index hits peak levels and is 4 st. dev. above long-term average

**+85%**

Shipping time between US and China (Dec 2021 vs. Dec 2019)

## Household savings



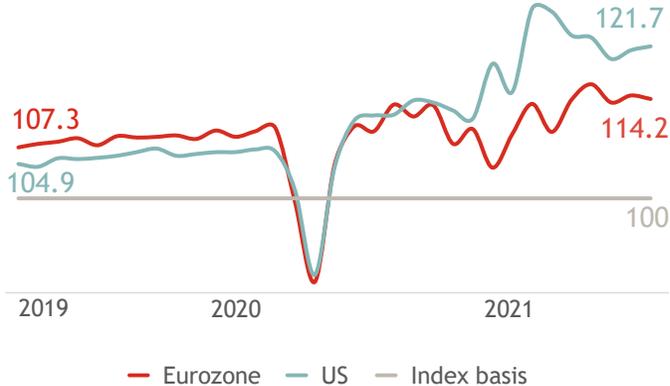
## COVID-19 restrictions

**94**

Days of closure in 2021 in Europe, 0 days in the US, 69 days globally

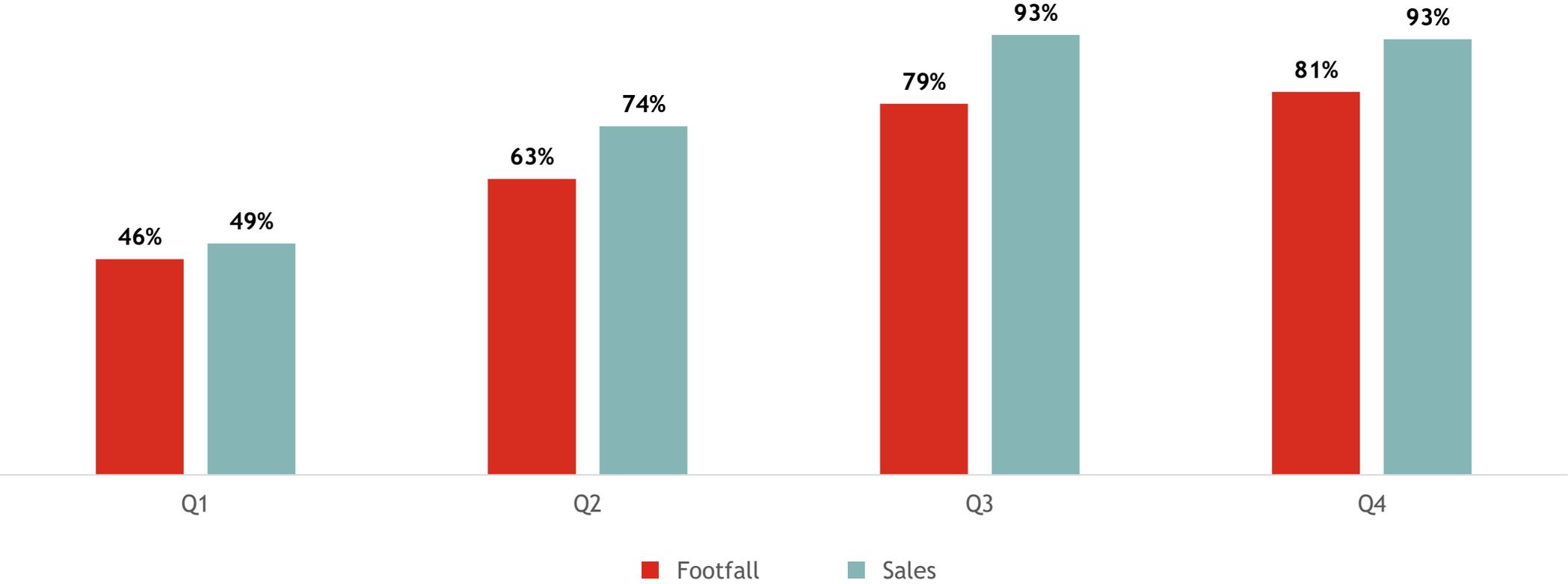
Local rules on capacity limits, COVID-pass requirements and quasi-lockdowns for the unvaccinated

## Retail trade



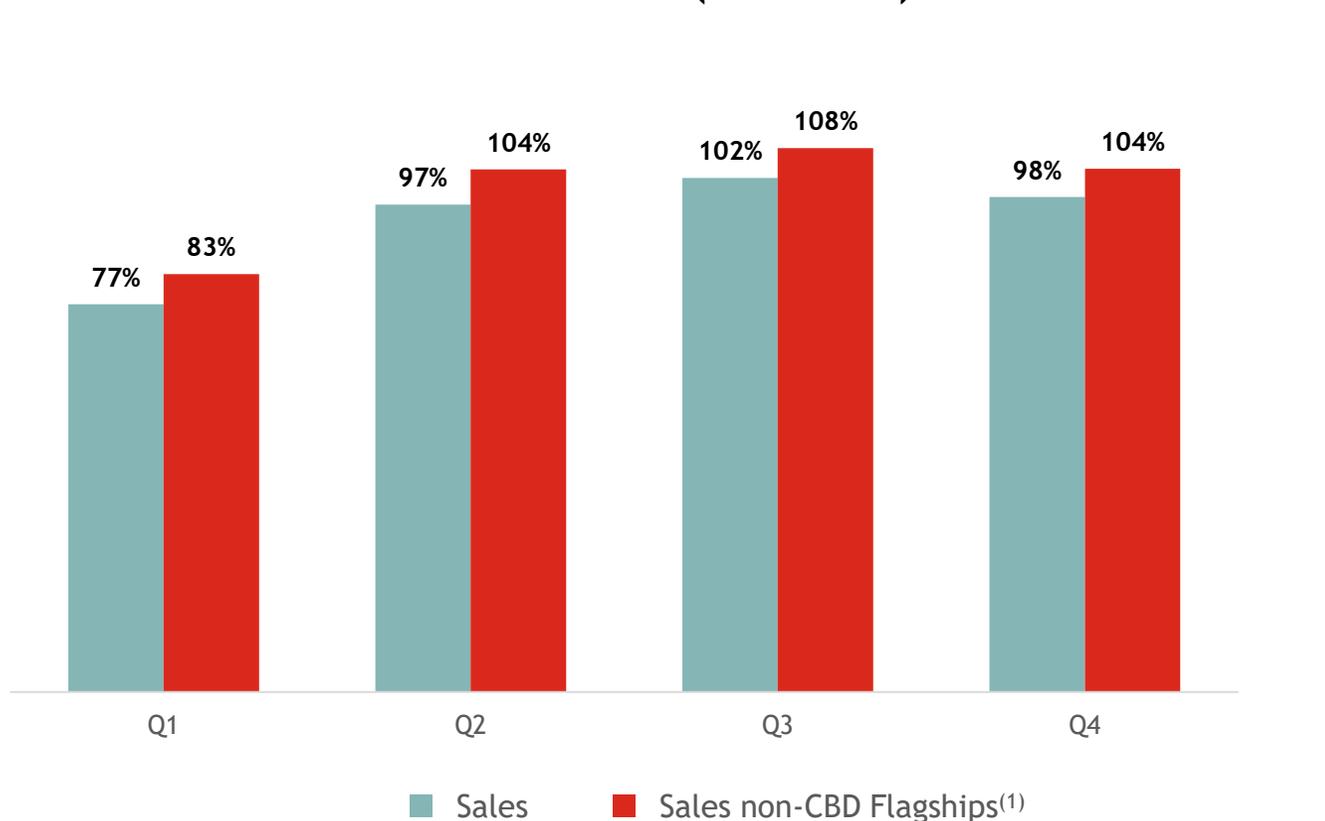
# Tenant sales in H2-2021 reaching pre-COVID levels

Group figures, as percentage of 2019 levels:



# US tenant sales now at pre-COVID levels

## US tenant sales (vs. 2019)



## Select category results H2-2021 (vs. H2-2019)

Category	Sales
Luxury	+42%
Home	+22%
Food Stores & Mass Merchandise	+9%
Fashion	+1%
F&B	-4%
Entertainment	-26% <sup>(2)</sup>

(1) Excluding Westfield World Trade Center and Westfield San Francisco Centre

(2) Restated for the Westfield UTC & Westfield Montgomery Arlight (Chapter 7) cinema closures, relet to AMC and opening in February and March 2022, respectively

# Broad-based recovery in Europe, despite remaining restrictions

## H2-2021 (in % of H2-2019)

	Footfall	Sales
Continental Europe	81%	92%
UK	78%	83%
Europe	<b>81%</b>	<b>90%</b>

## Select category results H2-2021 (vs. H2-2019)

Category	Sales
Sport	+5%
Food Stores & Mass Merchandise	-2%
Health & Beauty	-3%
Fashion	-12%
F&B	-13%
Entertainment	-20%



# Leasing strategy supports higher activity and long-term rental value

**2,399 leases signed**  
(vs. 2,359 in 2019)

## 1. Long-term leases (>36 months)

- › Standard lease terms with MGR and an SBR top-up
- › Demanding on the tenant quality
- › Supports value of URW's assets and generates stable cash flows

**H1** 44% leases +1.3% MGR uplift

**H2** 55% leases +2.2% MGR uplift

## 2. Short-term leases (≤36 months)

- › Pragmatic approach to lease terms
- › Protect occupancy and optimise short-term cash-flow through SBR
- › Opportunity to convert to long-term leases under better economic conditions

**H1** 56% leases -13.8% MGR uplift

**H2** 45% leases -12.8% MGR uplift

Sales Based Rent (SBR)<sup>(1)</sup>: 2019: **€61.8 Mn**



2020: **€41.5 Mn**



2021: **€80.2 Mn**

(1) Excluding airports  
NB: All letting figures exclude deals <12 months.

# URW is the preferred partner for top brands

# deals in 2021



13 Deals



8 Deals



5 Deals



8 Deals



11 Deals



7 Deals



6 Deals



5 Deals

Overall GLA<sup>(1)</sup> increased by +12.0% between 2019 and 2021



(1) For above mentioned retailers

# Emerging concepts choosing URW Flagship destinations



## BETTERCOMMUNITIES

Pro-active strategy to introduce sustainable and inclusive brands including second-hand stores



# Ongoing recovery in variable revenue streams



H&M Circular Design Story in Westfield WTC



Google Pop-Up in Westfield La Maquinista



Infiniti car show in Westfield WTC



Deepscreen technology in Westfield Mall of Scandinavia



Netflix Squid Game in Westfield Century City



Dior brand experience in Westfield London



Premium parking in Westfield Century City



Valet parking in Westfield Century City



## Commercial Partnerships: €76.2 Mn

**+16.3%**  
vs. 2020  
(€65.5 Mn)

**-35.3%**  
vs. 2019  
(€117.8 Mn)



## Parking: €47.2 Mn

**+40.8%**  
vs. 2020  
(€33.5 Mn)

**-25.0%**  
vs. 2019  
(€62.8 Mn)



# Success in office letting: Trinity

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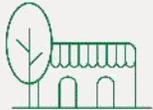
Deals signed in 2021

63

% leased  
(30,103 sqm)

559

€ Per sqm, weighted  
average face rent  
office GLA<sup>(1)</sup>



**BETTERSPACES**

- » 3,500 sqm of **green urban spaces**, with **60 trees planted**
- » HQE **Exceptional** and BREEAM **Excellent**
- » Operable windows offering **natural ventilation**
- » Built with low carbon concrete (**-30% emissions**)

(1) Lease incentives in line with typical incentives given in La Défense. Excluding 2 floors for which part of the rent is variable



# FY-2021 FINANCIAL REVIEW

FABRICE MOUCHEL  
CFO



UNIBAIL-RODAMCO-WESTFIELD

# FY-2021 Results

€ Mn	FY-2021	FY-2020	Change	Lfl Change
Shopping Centres	1,632	1,699	-3.9%	-1.2% <sup>(1)</sup>
Offices & Others	60	86	-29.7%	-6.6%
Convention & Exhibition	32	6	n.m.	n.m.
Net Rental Income	1,724	1,790	-3.7%	-1.6% <sup>(2)</sup>
Recurring Net Result (Group share)	1,005	1,057	-4.9%	
Recurring EPS	7.26	7.63	-4.9%	
<i>Adjusted Recurring EPS<sup>(3)</sup></i>	<b>6.91</b>	7.28	<b>-5.2%</b>	

(1) Shopping Centres Lfl NRI excluding airports

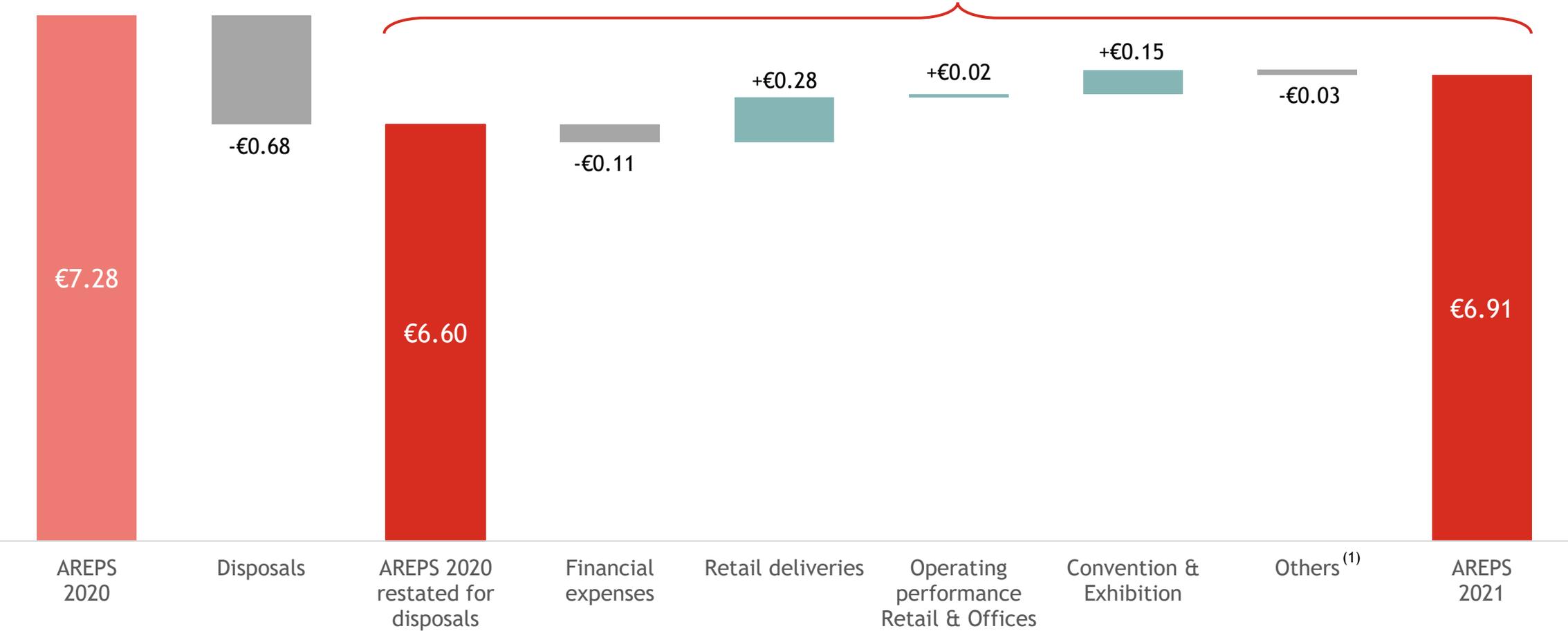
(2) Group Lfl NRI including airports

(3) The Adjusted Recurring Earnings are calculated based on the Recurring net result for the period attributable to the holders of the Stapled Shares minus the coupon on the Hybrid Securities

Figures may not add up due to rounding

# FY-2021 AREPS down -5.2%, impacted by disposals

+4.7% rebased



(1) Including taxes, services, airports, administrative expenses and others

# Stable like-for-like retail NRI<sup>(1)</sup>

	Net closures, relettings and indexation	COVID-19 rent relief	SBR	Other	Total Lfl	Total Lfl excl. straightlining <sup>(2)</sup>	Total Lfl 2020 <sup>(3)</sup>
Continental Europe	-4.0%	-0.3%	0.0%	-3.2%	-7.5%	-4.3%	-19.1%
United Kingdom	-21.4%	+14.4%	+5.6%	+27.8%	+26.4%	+27.0%	-49.3%
United States	-13.8%	+1.7%	+7.7%	+17.1%	+12.7%	+9.5%	-29.2%
<b>Total URW Group</b>	<b>-7.2%</b>	<b>+0.9%</b>	<b>+2.0%</b>	<b>+3.0%</b>	<b>-1.2%</b>	<b>+0.5%</b>	<b>-24.2%</b>

(1) Excluding airports

(2) Excluding reversals, straight-lining and write-off of accruals related to COVID-19 rent relief

(3) Including airports Lfl NRI was -28.0% in the US and -24.0% for the Group

# Improving rent collection as centres reopened

As at February 3, 2022

	Collected	Continental Europe	UK	US
Q1 <sup>(1)</sup>	83%	80%	80%	91% <sup>(2)</sup>
Q2 <sup>(1)</sup>	85%	80%	94%	93% <sup>(2)</sup>
Q3 <sup>(1)</sup>	93%	94%	93%	93% <sup>(2)</sup>
Q4 <sup>(1)</sup>	90%	91%	93%	87% <sup>(2)</sup>
<b>FY<sup>(1)</sup></b>	<b>88%</b>	<b>86%</b>	<b>90%</b>	<b>91%<sup>(2)</sup></b>
<b>2020<sup>(1)(3)</sup></b>	<b>80%</b>	<b>85%</b>	<b>79%</b>	<b>70%</b>

(1) Rent collection rate calculated compared to 100% of rents invoiced

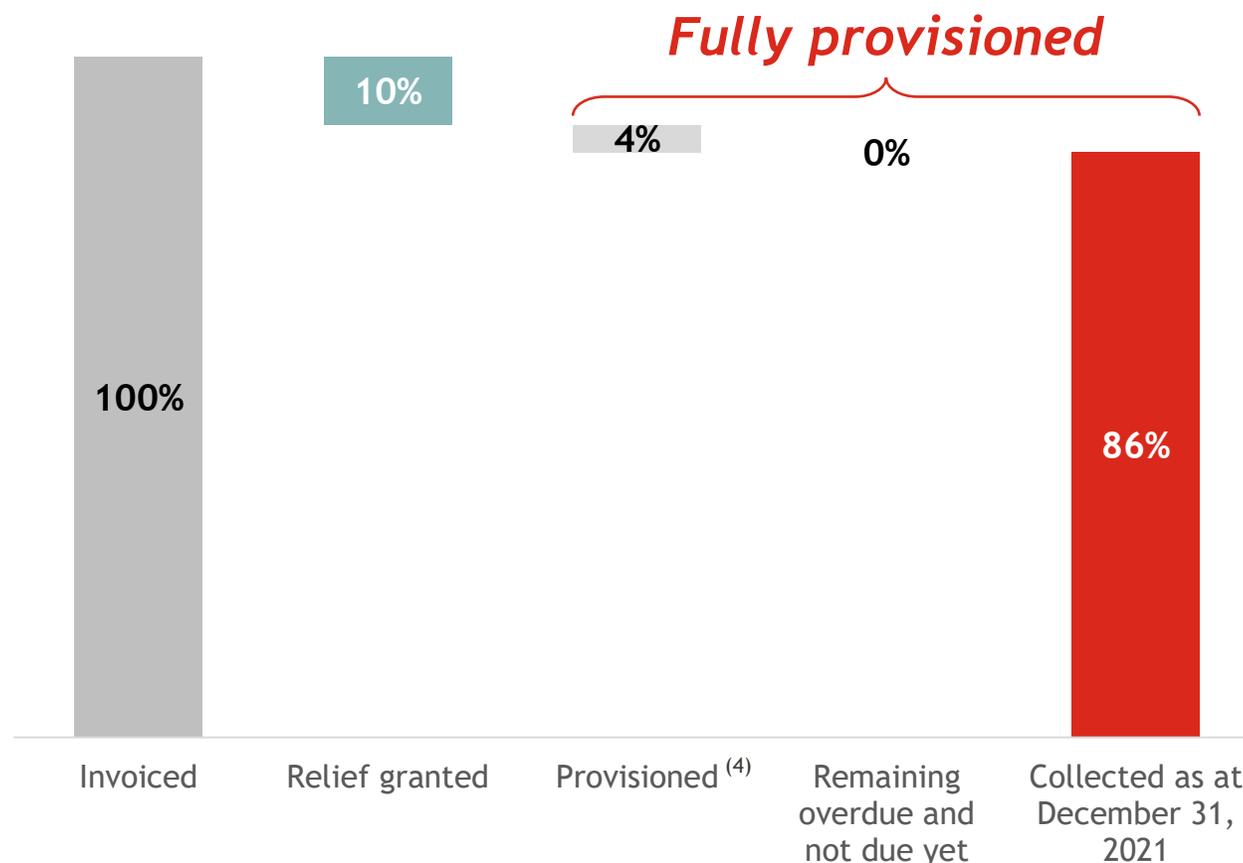
(2) Rents invoiced net of adjustments

(3) As reported at the FY-2020 results

(4) On a proportionate basis: €94.8 Mn of receivables provisioned (including Offices & C&E), o/w €97.3 Mn for shopping centres

NB: retail only, including rents, SBR, service charges and CAM, assets at 100%. Figures may not add up due to rounding

As at December 31, 2021



# Lower bankruptcies in 2021

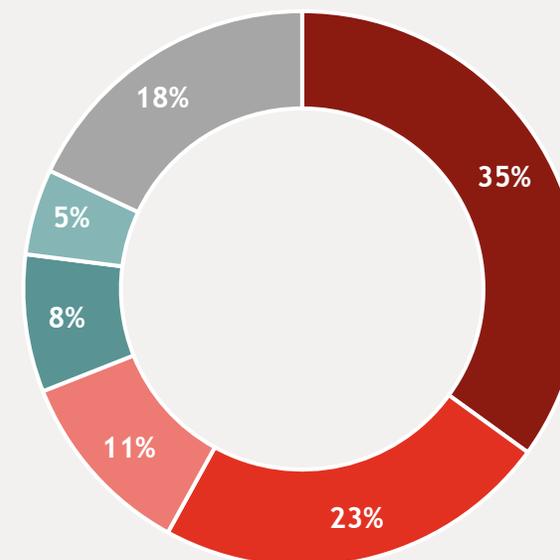
Bankruptcies down -57% vs. FY-2020

	Cont. Europe	UK	US	URW
# of stores	204	19	58	281
% of total units	2.8%	2.8%	1.5%	2.4%
In place	122	11	27	160
Replaced	53	0	15	68
In place / replaced	86%	58%	72%	81%
Vacant	29	8	16	53

Annualised potential revenue exposure<sup>(1)</sup>: 1.7%

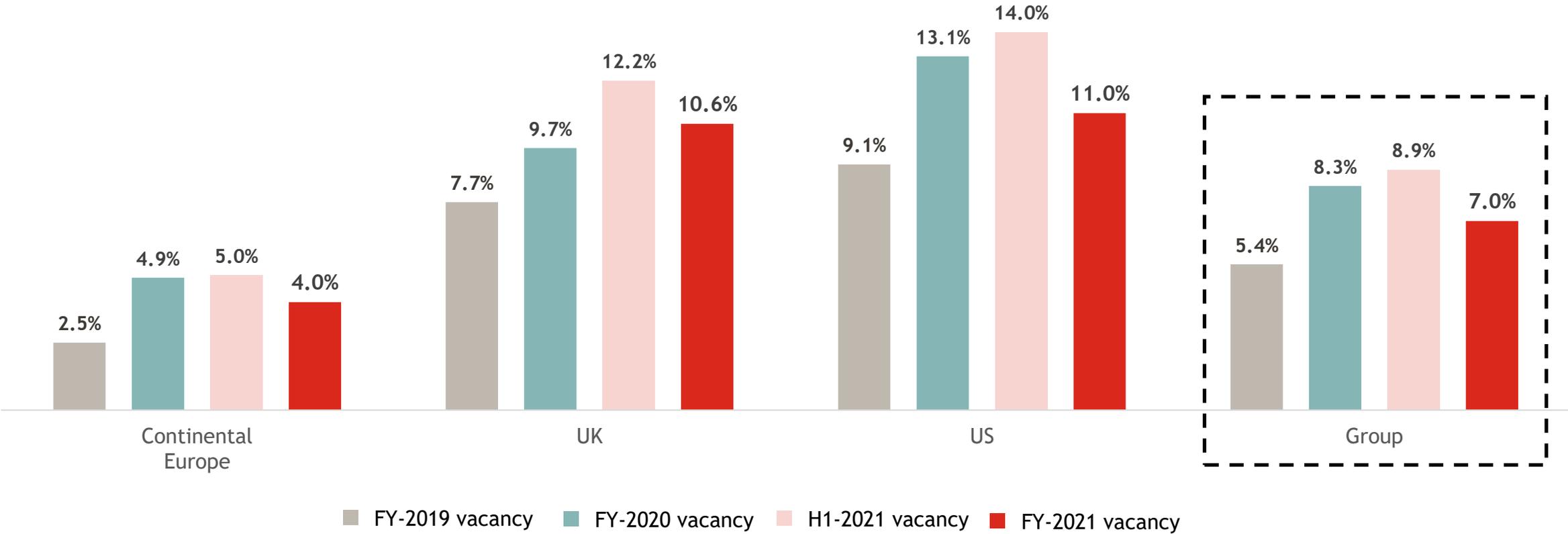
(1) Revenues (including service charges) of tenants that are in some form of bankruptcy procedure and currently still in place, as % of 2021

Sector split of bankruptcies:



■ Food & Beverage   
 ■ Fashion apparel   
 ■ Health & beauty  
■ Bags, Footwear & Accessories   
 ■ Home   
 ■ Other

# Vacancy levels decreased in H2-2021

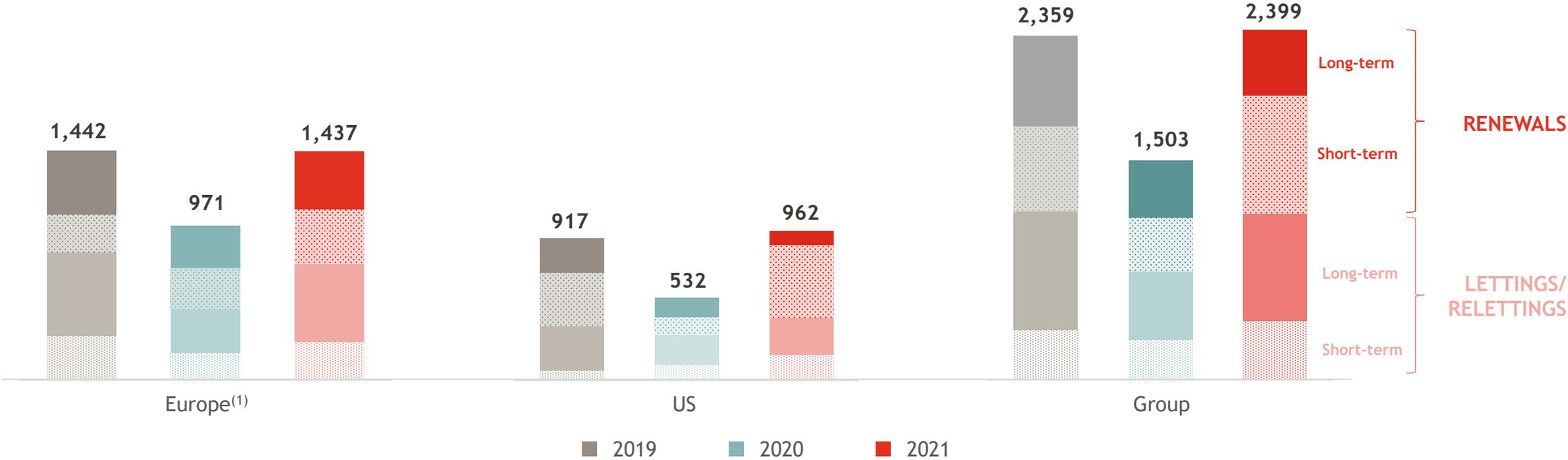


# Letting activity back at 2019 levels

**2,399 leases signed**

+2% vs. FY-2019

+60% vs. FY-2020

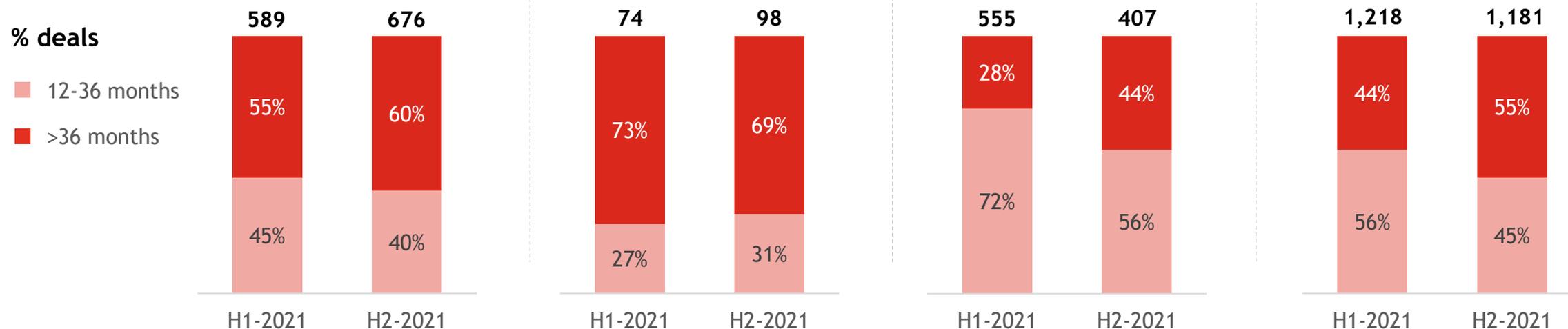


(1) Including the UK

NB: All letting figures exclude deals <12 months. Short-term refers to leases between 12 and 36 months inclusive, long-term refers to leases >36 months. Usual 3/6/9 leases in France are included in the short-term leases

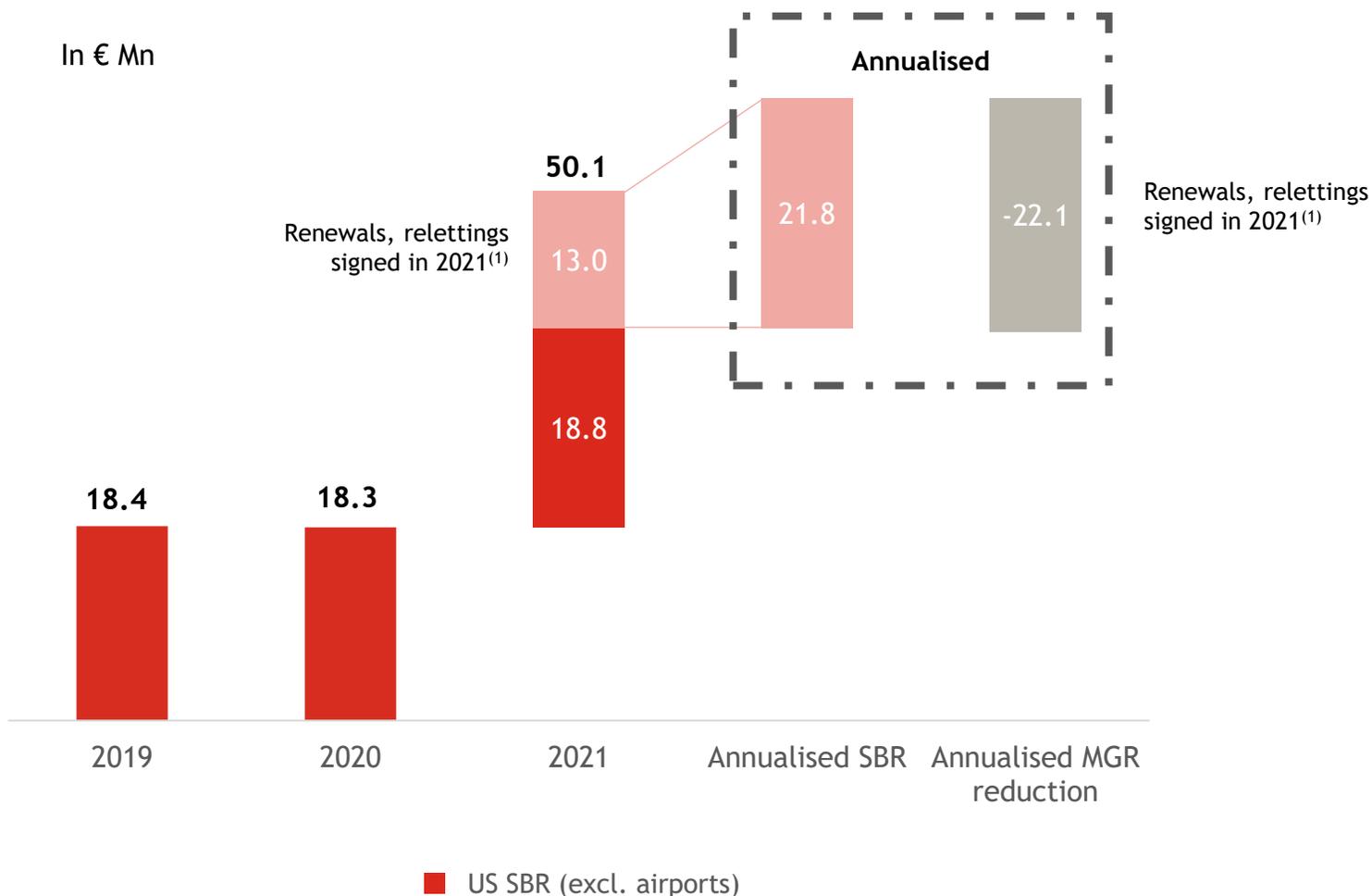
# Positive uplift on long-term deals and decreasing proportion of short-term deals

	Continental Europe <sup>(1)</sup>			UK			US			Group		
	12-36 months	>36 months	Total	12-36 months	>36 months	Total	12-36 months	>36 months	Total	12-36 months	>36 months	Total
MGR Uplift	-7.4%	<b>+4.6%</b>	-0.5%	-26.2%	<b>-3.7%</b>	-7.6%	-17.8%	<b>+1.0%</b>	-11.0%	-13.4%	<b>+1.8%</b>	-5.2%



(1) Usual 3/6/9 leases in France are included in the short-term leases. Restated for this, the percentage of deals between 12 to 36 months in Continental Europe would be 34% in H1 and 32% in H2

# Increase in SBR partly compensates loss in MGR in the US



- › Significant increase in SBR in 2021 on the back of improving retailer performance
- › Almost equivalent total revenues with higher weight of SBR
- › Opportunity to convert to long-term leases under better economic conditions

(1) Including full SBR deals  
 NB: estimated annualised figure, taking into account seasonality effects

# Offices & Others: NRI impacted by disposals

Net Rental Income (€ Mn)	FY-2021	FY-2020	Change	Lfl Change
France	35	56	-37.7%	2.4%
Others	25	30	-14.6%	-15.3%
<b>Total</b>	<b>60</b>	<b>86</b>	<b>-29.7%</b>	<b>-6.6%</b>



# Convention & Exhibition: strong recovery of activity in H2



KCorp Experience, Palais des Congrès de Paris



Who's Next, Paris Expo Porte de Versailles

- > Recovery >> H2-2021 - 2022

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- > Back to “normal” >> H1-2023

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- > Paris Olympics >> From H2-2023

**Strong interest from organisers for 2021-2022**

**278**  
events in H2-2021  
vs. 294 in H2-2019

**401**  
pre-bookings 2022<sup>(1)</sup>  
o/w 254 bookings<sup>(2)</sup>

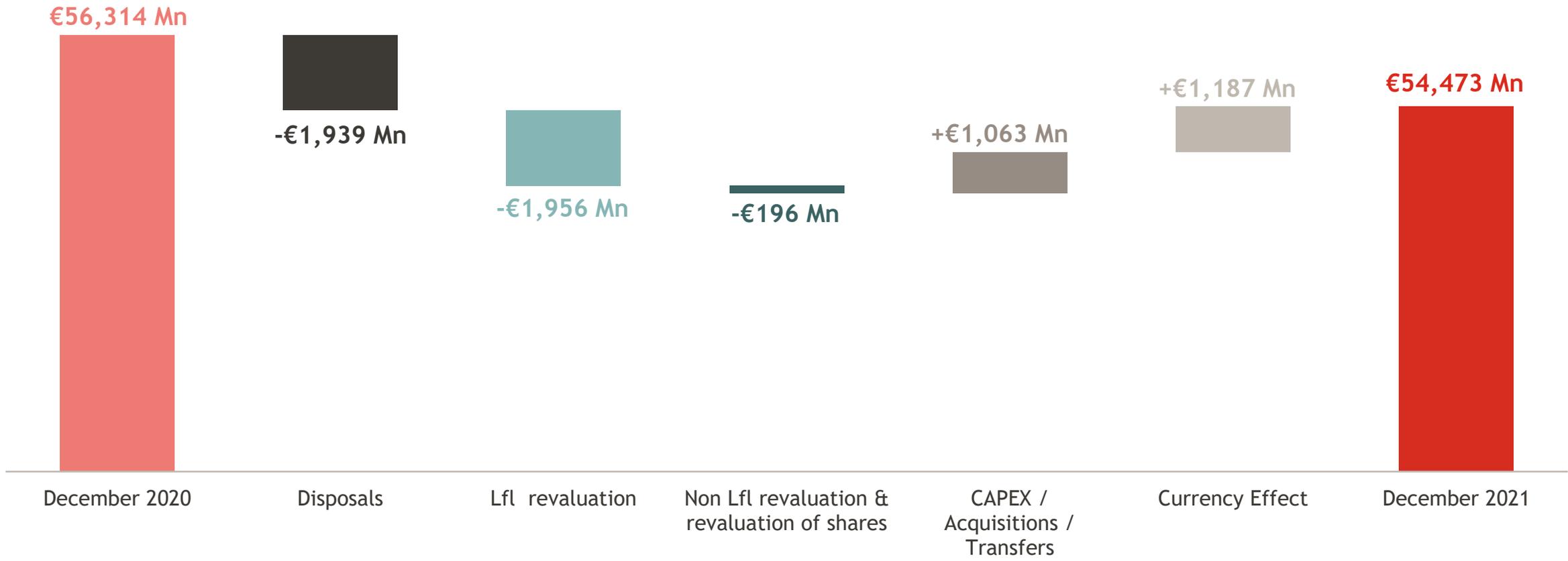
**81%**  
number of events  
pre-booked for the  
year vs. pre-bookings  
as at January 2018

(1) Signed as at January 2022  
 (2) Non-cancellable bookings, signed as at January 2022  
 NB: all events are required to comply with local guidelines

# Convention & Exhibition: positive results upon reopening

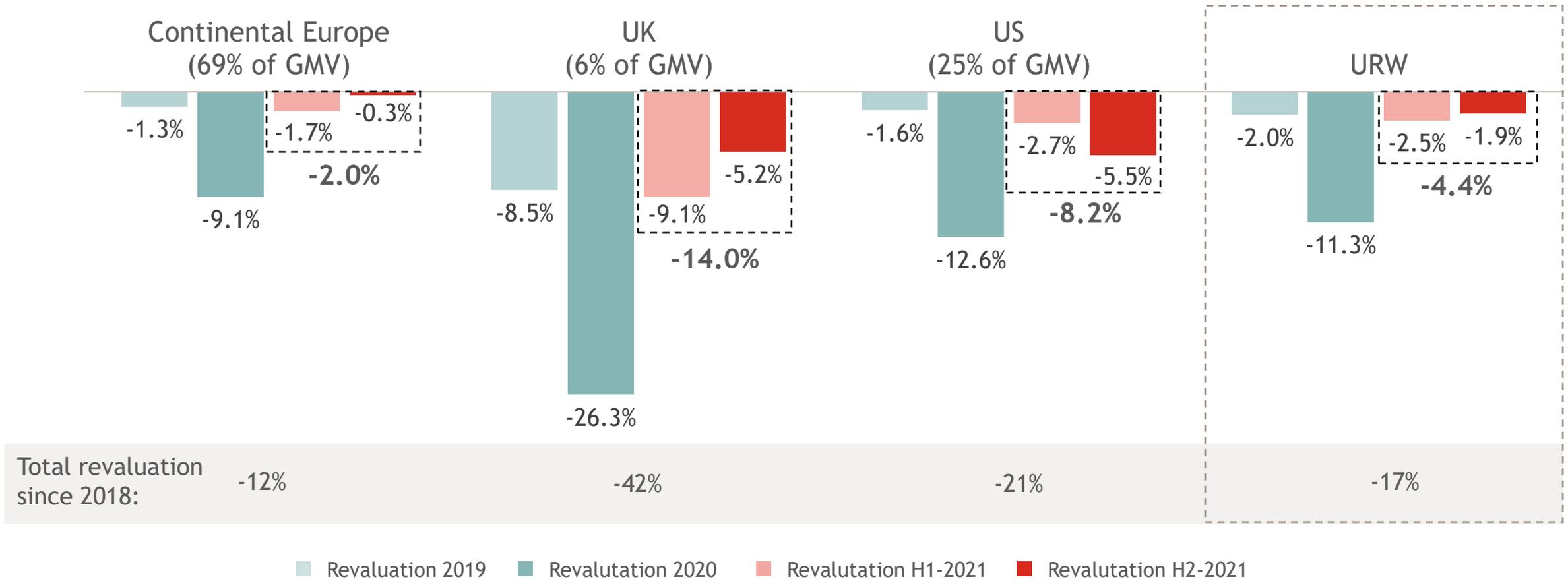
€ Mn	FY-2021	H1-2021	FY-2020	FY-2019	Change N vs N-2
Net Rental Income	32	0	6	95	-66.9%
Property Services & Other Income	24	-2	6	62	-61.6%
Net Operating Income	55	-2	12	157	-64.8%

# GMV evolution mainly driven by disposals and like-for-like revaluation



# Shopping centre valuations bottoming out in H2 in Continental Europe

Lfl revaluation since Dec 31, 2018<sup>(1)</sup>



<sup>(1)</sup> Based on the Lfl revaluation reported  
 NB: retail only. Figures may not add up due to rounding

# URW revenues hedged against inflation through indexation and SBR

## Continental Europe: 69% of GMV<sup>(1)</sup>

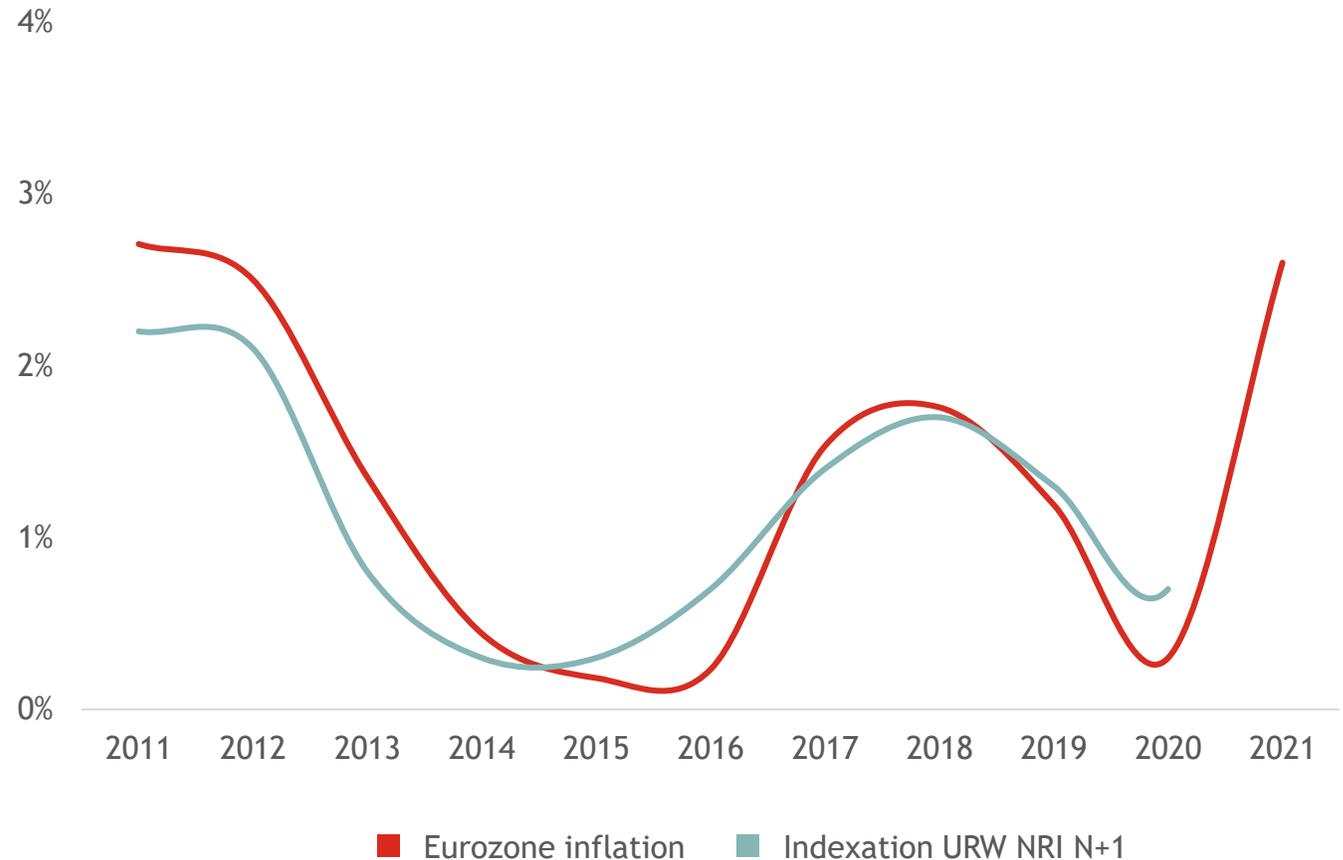
- All rents indexed
- SBR: 2.3% of 2021 NRI

## UK: 6% of GMV<sup>(1)</sup>

- ~50% of the leases tied to retailer sales through SBR clauses
- SBR: 5.5% of 2021 NRI

## US: 25% of GMV<sup>(1)</sup>

- ~90% of the leases tied to retailer sales through SBR clauses
- SBR: 15.9% of 2021 NRI<sup>(2)</sup>



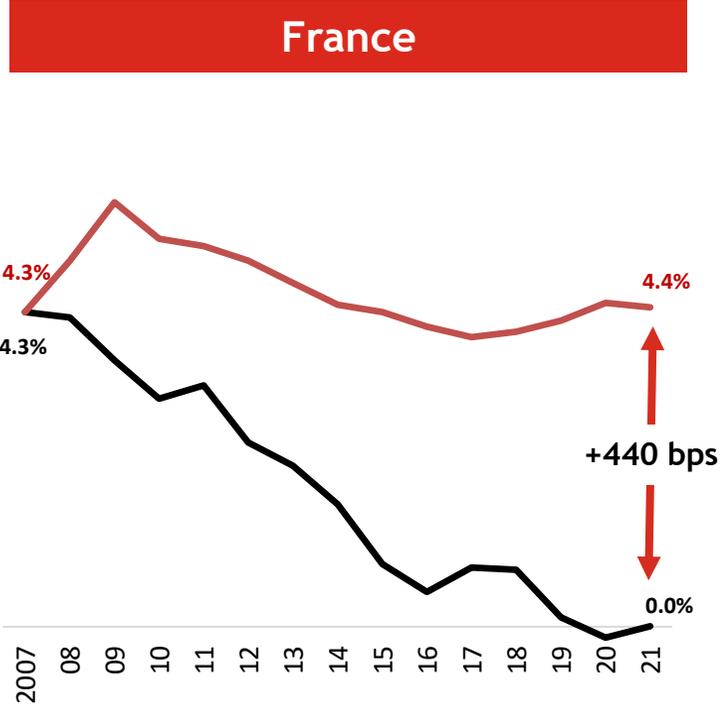
(1) Shopping Centre GMV only

(2) Including airports

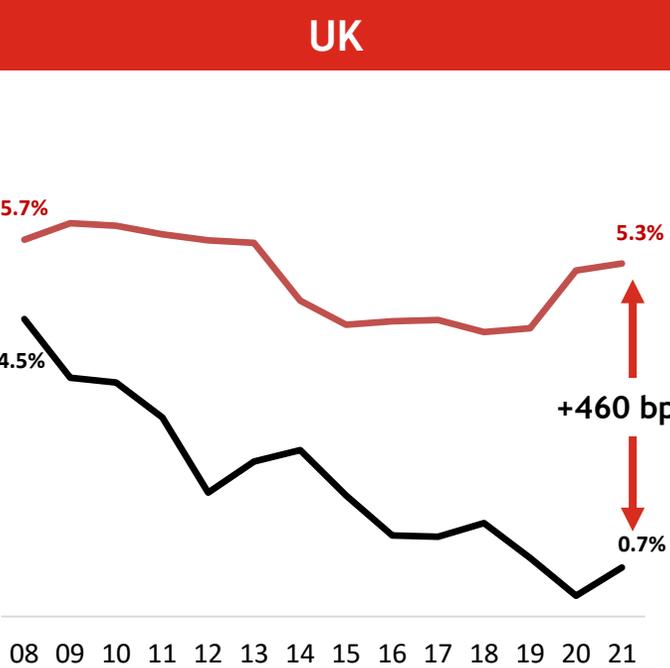
Sources: ECB

# Cap rates protected by high risk premiums

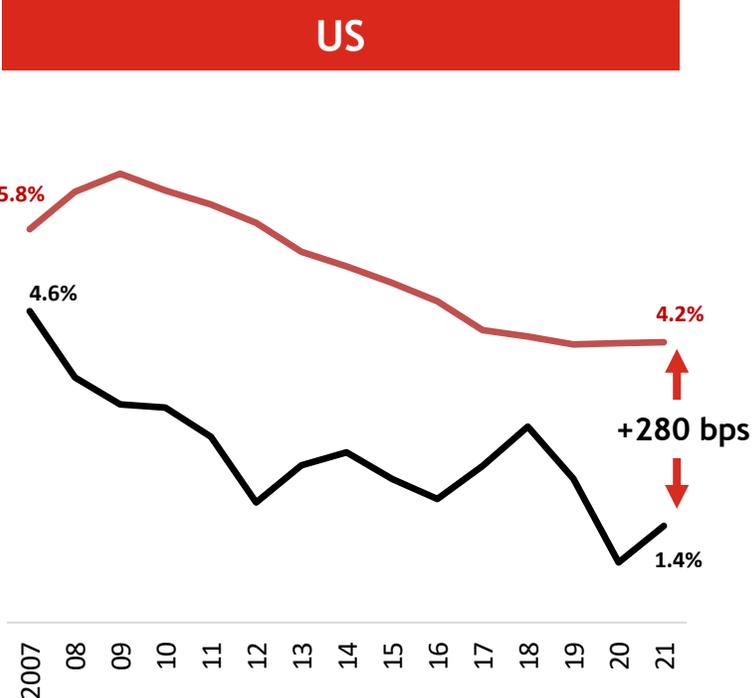
## France



## UK



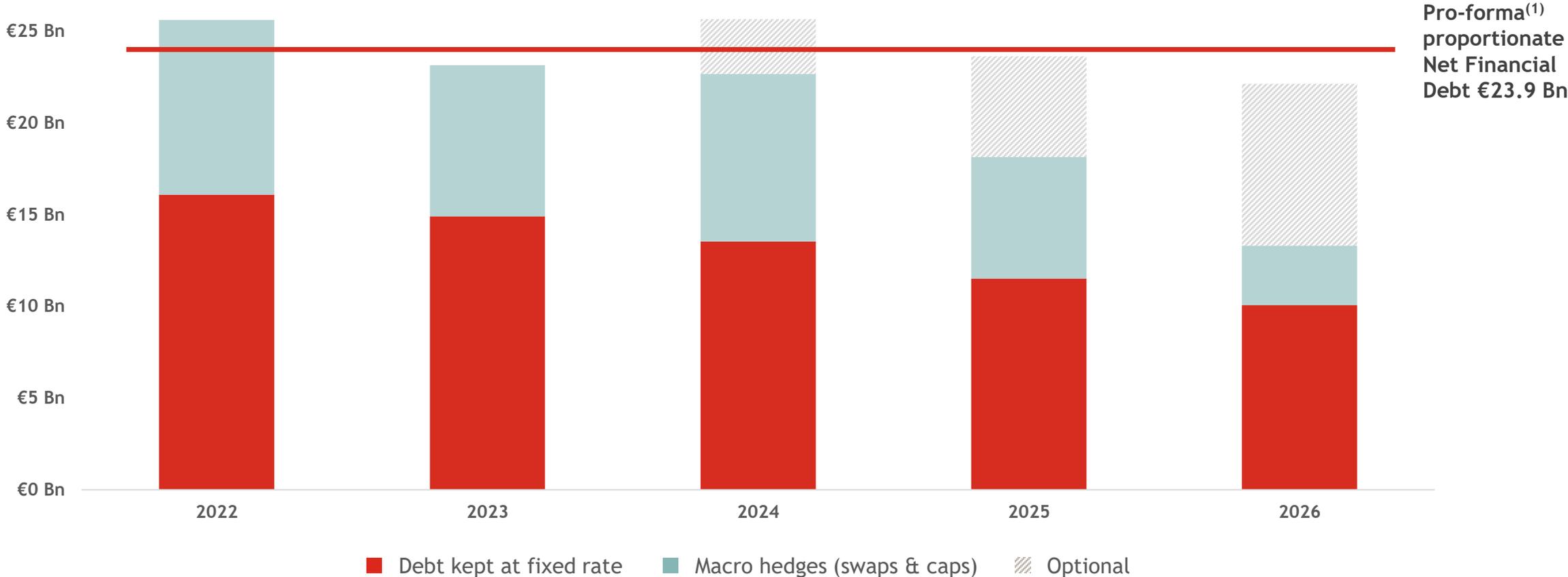
## US



- URW NIY / WFD Estimated Yield (weighted avg.)
- 10-year gov. bond yield (1-year avg.)

# The Group's debt is fully hedged

Annual projection of average hedging amounts and fixed rate debt up to 2026

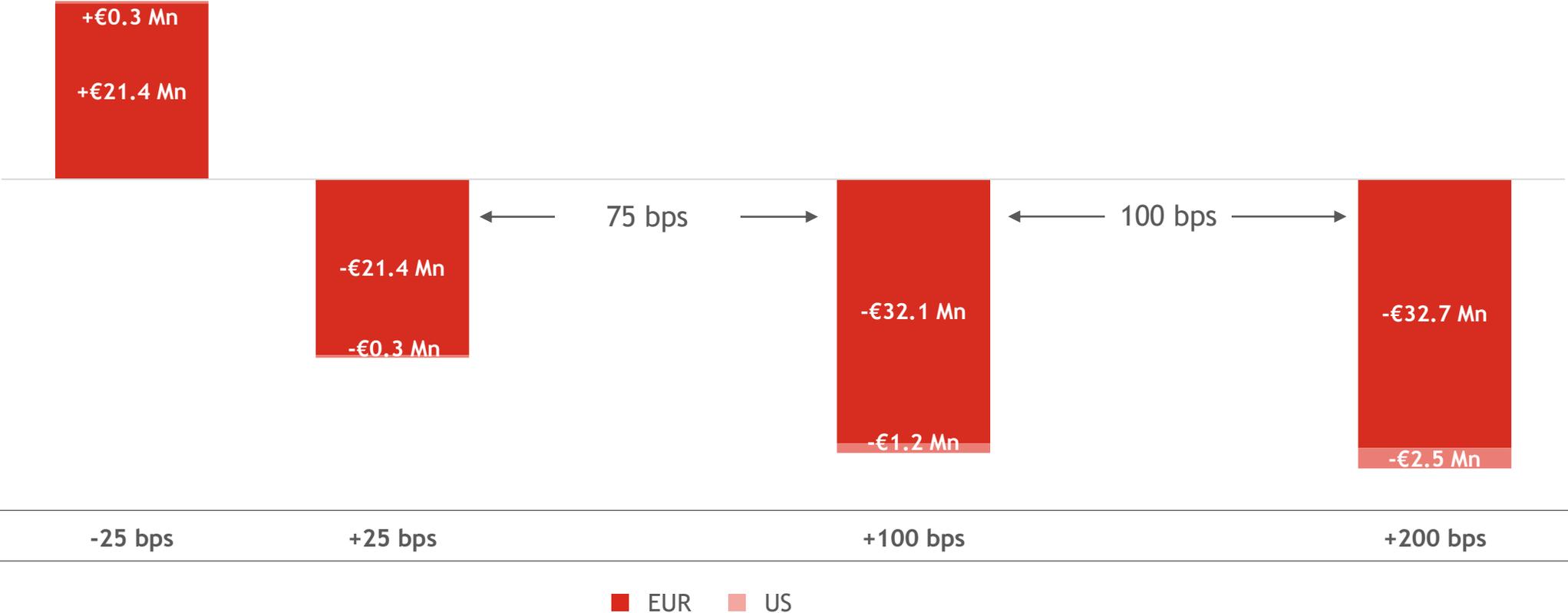


(1) Pro-forma for the receipt of the proceeds from the disposal of Solna Centrum and a 45% stake in Westfield Carré Sénart

NB: as at Dec. 31, 2021

# Marginal sensitivity to interest rates evolution

Impact of increase in rates<sup>(1)</sup> on 2022 recurring financial expenses

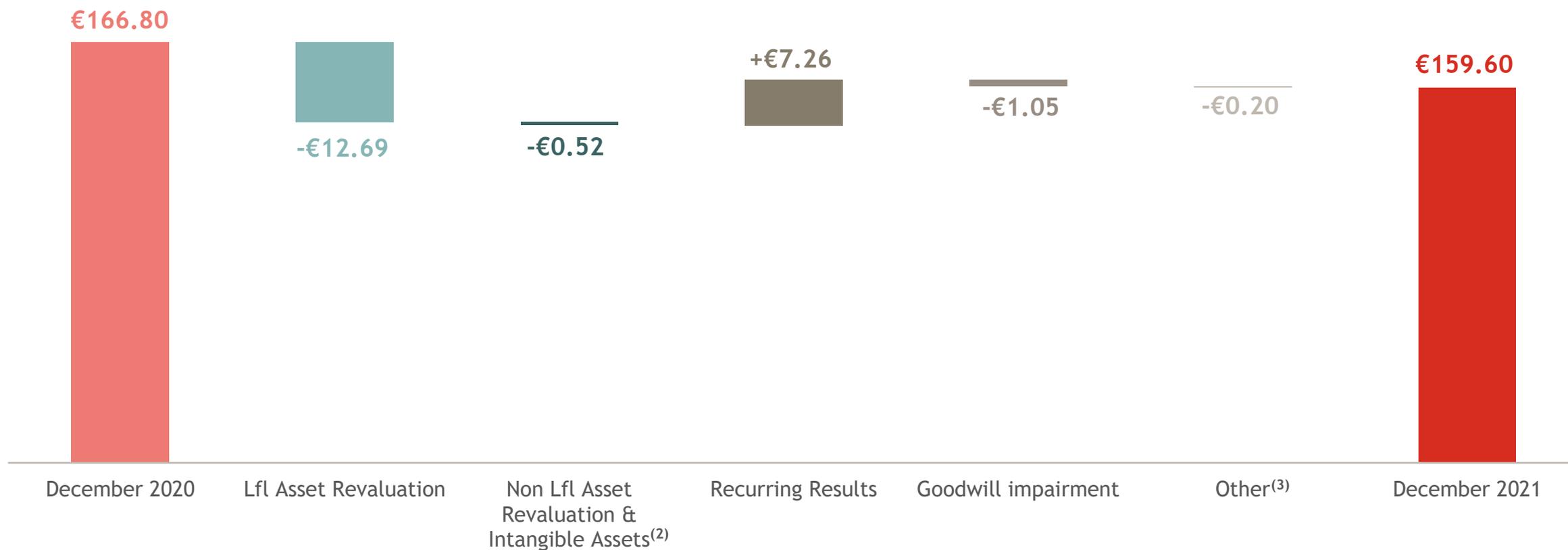


(1) The theoretical impact of a rise or decrease in interest rates is calculated relative to the applicable rates as at December 31, 2021: 3m Euribor (-0.572%), 3m USD Libor (0.209%) and 3m GBP Libor (0.262%)

NB: on a proportionate basis; GBP is fully hedged

# EPRA NRV evolution

## EPRA Net Reinstatement Value<sup>(1)</sup> (in € per share)

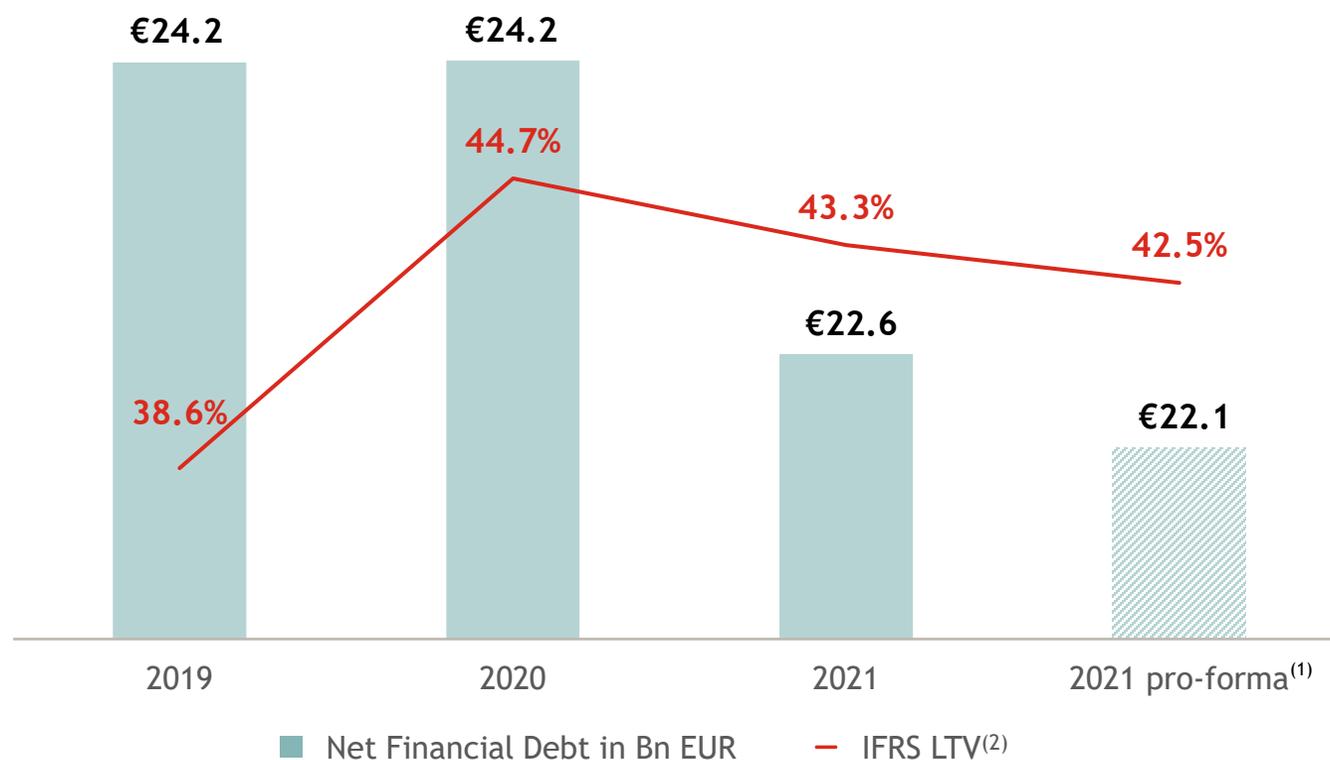


(1) Hybrid securities are excluded from NAV

(2) Including the capital gain on disposals

(3) Including a positive FX effect, offset by a negative impact of taxes and the fair value of financial instruments

# LTV improving on net debt reduction



**Proportionate LTV: 44.9% or 44.2% pro-forma<sup>(1)</sup> (vs. 46.3% as at FY-2020)**

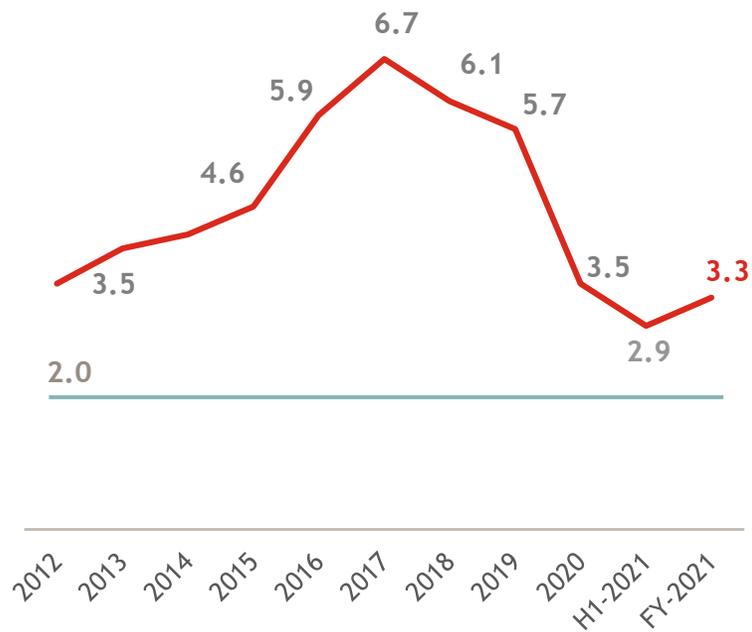
- (1) Pro-forma for the receipt of the proceeds from the disposal of Solna Centrum and a 45% stake in Westfield Carré Sénart
- (2) Excluding goodwill not justified by fee business as per the Group's European bank debt leverage covenants
- (3) On an IFRS basis
- (4) Including deferred payments, rental guarantees paid, the full consolidation of Westfield Trumbull debt following the acquisition of the JV partners' interest and other non-recurring items

NB: All figures excluding the hybrid

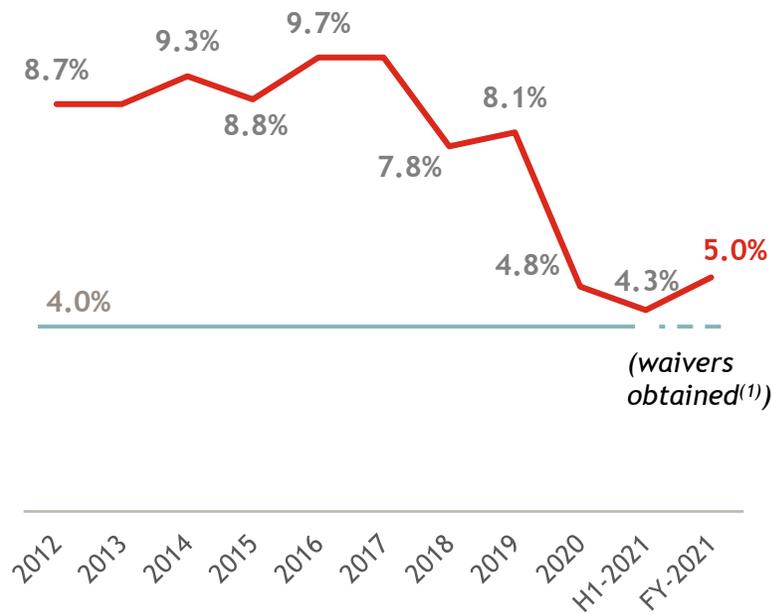
2020	€24.2 Bn <sup>(3)</sup>
Disposals & foreclosures	-€2.3 Bn
Recurring Earnings	-€1.0 Bn
Working capital	-€0.2 Bn
FX	+€0.4 Bn
CAPEX	+€1.1 Bn
Others <sup>(4)</sup>	+€0.4 Bn
<b>2021</b>	<b>€22.6 Bn<sup>(3)</sup></b>

# Improving credit ratios still reflect major impact of COVID-19

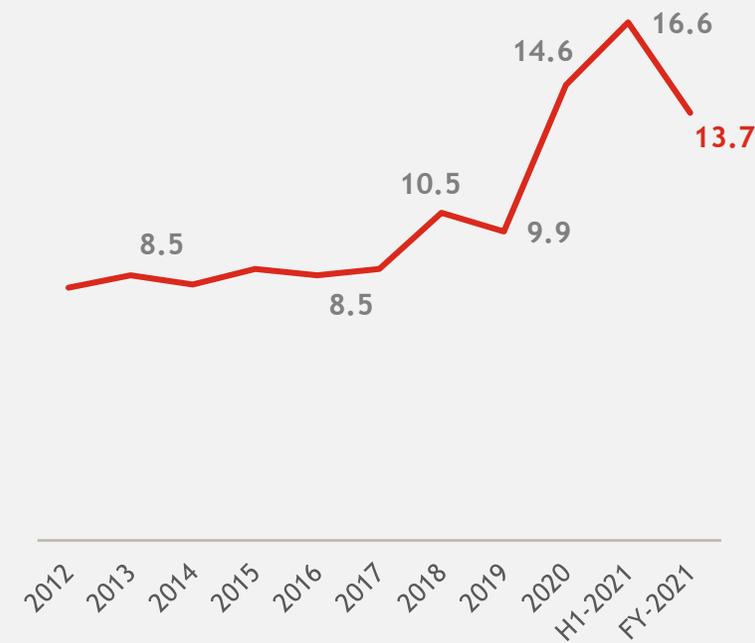
## Interest cover ratio



## FFO / NFD



## Net debt to EBITDA<sup>(2)</sup>



— Typical covenant level

(1) A waiver of the FFO/Net financial debt ratio test in H1 and FY-2021 has been granted by URW's lending banks for its corporate bank debt

(2) On a L12M basis



# Favourable credit market access and strong liquidity position

## Debt raised

### Senior bonds

- > €1,250 Mn
- > 9.6 year average maturity
- > 1.05% average coupon

### Mortgage debt<sup>(1)</sup>

- > €494 Mn
- > 6.2 year average maturity

## Credit facilities

### Sustainability linked

- > €3,100 Mn
- > 5 year average maturity
- > Margin linked to the Sustainable Target Score of the Group

### Bilateral facilities

- > €850 Mn
- > 4 year average maturity

## Active debt buy back

### Senior Bonds

- > €699 Mn
- > 0.4 year residual maturity
- > 2.72% average coupon

### Mortgage debt<sup>(2)</sup>

- > €400 Mn
- > 1.0 year residual maturity

**8.6 year**

average debt maturity<sup>(3)</sup>

**€2.3 Bn**

cash on hand<sup>(4)</sup>

**€9.9 Bn**

undrawn credit facilities

**>36 months**

liquidity secured

(1) Related to Westfield Shopping City Süd, Aupark and Aquaboulevard & Le Sextant, included in proportionate debt

(2) Related to Westfield Arkadia and Galeria Mokotow

(3) Taking into account the undrawn credit lines, subject to covenants

(4) On an IFRS basis



# Deleveraging plan on track

## Objectives

Complete €4.0 Bn  
European disposal  
programme  
(2021/2022)

Radically reduce financial  
exposure  
to US in 2022/2023

Controlled CAPEX  
deployment with  
focused development  
pipeline and reduced  
cost base

Suspend dividend payment  
for fiscal  
years 2020, 2021  
and 2022

## FY-2021 progress

€2.5 Bn in total  
agreed/completed

Internal strategy exercise  
completed, positioned to  
execute  
  
Regional asset streamlining

Pipeline reduced  
by -€1.2 Bn  
  
€1.0 Bn of CAPEX spent in  
line with commitment

**Favourable access to credit markets and ample liquidity underpins strategy**



# European disposal programme well advanced

Retail - 44% of disposals

€1.1 Bn<sup>(1)</sup>

4.8% NIY

+1.6% vs.  
last appraisal



## JV partnerships

with long-term institutional partners,  
leveraging on URW management skills



## 100% sale

of assets not core to the Group's  
strategy



Westfield Carré Sénart



Solna Centrum

Offices - 56% of disposals

€1.4 Bn<sup>(1)(2)</sup>

3.9% NIY

+12.3% vs.  
last appraisal



## 100% sale

of mature offices  
crystallising value creation



SHiFT



7 Adenauer

€2.5 Bn<sup>(1)</sup> disposals

4.4% NIY

+6.2% vs. last appraisal

Figures may not add up due to rounding

(1) IFRS net debt reduction

(2) Including other classes of asset (land, building rights, projects) for a minor part of the amount

# US regional portfolio streamlining

€0.5 Bn of disposals and foreclosures with associated debt exiting the portfolio



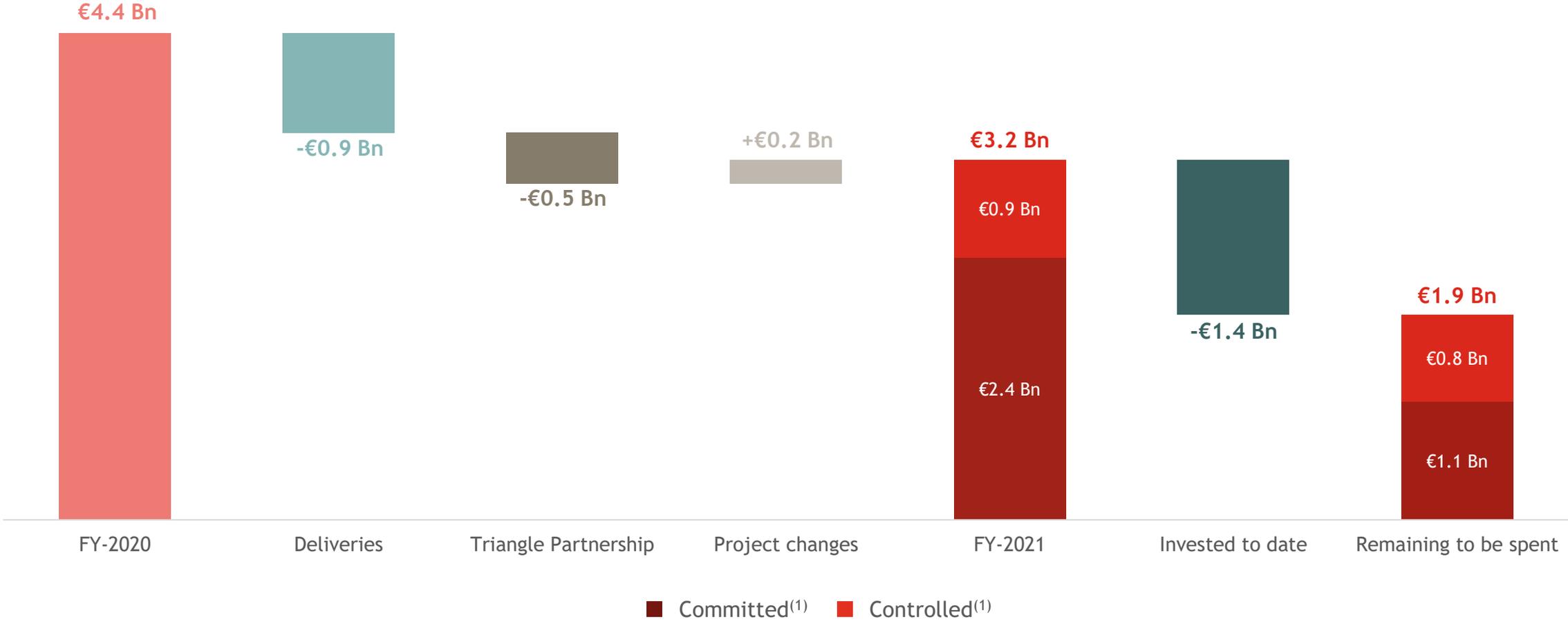
- Disposal of URW's 50% stake in Palisade Residential at Westfield UTC at 15% premium to the latest appraisal
- €0.1 Bn proceeds

- Debt reduction: €0.4 Bn
- Capital gain: €44 Mn
- Ownership transfer of Citrus Park, Countryside, Broward, Sarasota and Palm Desert
- Asset quality of foreclosed assets below average portfolio:
  - Sales / sq. ft.: \$356 (vs. \$606 avg. US portfolio)<sup>(1)</sup>
  - Occupancy<sup>(2)</sup>: 80% (vs. 87% avg. US portfolio)

(1) Speciality sales, 2019 figures, excluding Apple & Auto

(2) FY-2020 figures

# Development pipeline reduction through deliveries and Triangle partnership



(1) Please refer to the MD&A for definitions  
 Figures may not add up due to rounding

# Focus on two main mixed-used projects



<b>Residential GLA<sup>(1)</sup></b>	<b>3,967 sqm</b>	
<b>Offices GLA</b>	<b>13,101 sqm</b>	<b>Pre-letting<sup>(3)</sup></b>
		<b>100%</b>
<b>Retail GLA</b>	<b>29,287 sqm</b>	<b>Pre-letting<sup>(3)</sup></b>
		<b>80%</b>
<b>Hotel GLA</b>	<b>51,835 sqm</b>	<b>Management contract</b>
		<b>100%</b>
<b>Total GLA</b>	<b>89,190 sqm</b>	
<b>URW Ownership</b>	<b>100%</b>	
<b>Opening</b>	<b>H2-2021</b>	
	<b>H1-2022</b>	

Gaïté Montparnasse



<b>Residential GLA<sup>(2)</sup></b>	<b>42,950 sqm</b>	
<b>Offices GLA</b>	<b>48,326 sqm</b>	<b>Pre-letting<sup>(3)</sup></b>
		<b>0%</b>
<b>Retail GLA</b>	<b>95,401 sqm</b>	<b>Pre-letting<sup>(3)</sup></b>
		<b>47%</b>
<b>Hotels GLA</b>	<b>27,923 sqm</b>	<b>Pre-letting<sup>(3)</sup></b>
		<b>100%</b>
<b>Total GLA</b>	<b>214,600 sqm</b>	
<b>URW Ownership</b>	<b>100%</b>	
<b>Opening</b>	<b>H2-2023</b>	<b>100% TIC</b>
		<b>€1,300 Mn</b>

Westfield Hamburg

**Expected combined stabilised NRI >€110 Mn**

(1) Forward sale, included in Retail GLA in development note  
 (2) Disposed, not included in development note  
 (3) Letting / pre-letting: GLA signed, all agreed to be signed and financials agreed

# Partnership with AXA IM Alts to launch the Triangle project

Outstanding project



Optimised JV set-up



Attractive returns for URW



- Attractive IRR
- URW's best-in-class project management expertise



- 30% remaining stake for URW
- €395 Mn non-recourse loan
- First class JV-partner



- Return through 30% stake and promote
- Limits URW's equity contribution



BREEAM®  
Excellent

NF HQE®  
Exceptional

effinergie  
Efficacité énergétique  
et confort dans les bâtiments

1,000 sqm of PV panels, supply the equivalent of lighting for 25,000 sqm of workspace

Annual carbon emissions >50% lower than average emissions of existing tertiary sector

Annual Energy consumptions (conventional) >66% lower than average consumptions of existing tertiary sector

Structure and façade designed to accommodate different uses over time

Tailor-made partnership to optimise capital allocation, paving the way for future growth



# CONCLUSION

JEAN-MARIE TRITANT  
CEO



UNIBAIL-RODAMCO-WESTFIELD

# Capitalising on continued growth in 2022 and beyond

- » URW will continue to build on improving market conditions and demonstrated recovery in tenant sales and footfall
- » Operational improvement will drive strong leasing performance and lower vacancy in 2022
- » The Group benefits from built in protection against inflation and interest rate increases
- » URW will complete the European disposal programme and is positioned to radically reduce its financial exposure to the US, improving the LTV

Guidance for 2022 - Adjusted Recurring EPS of €8.20 - €8.40



# APPENDIX

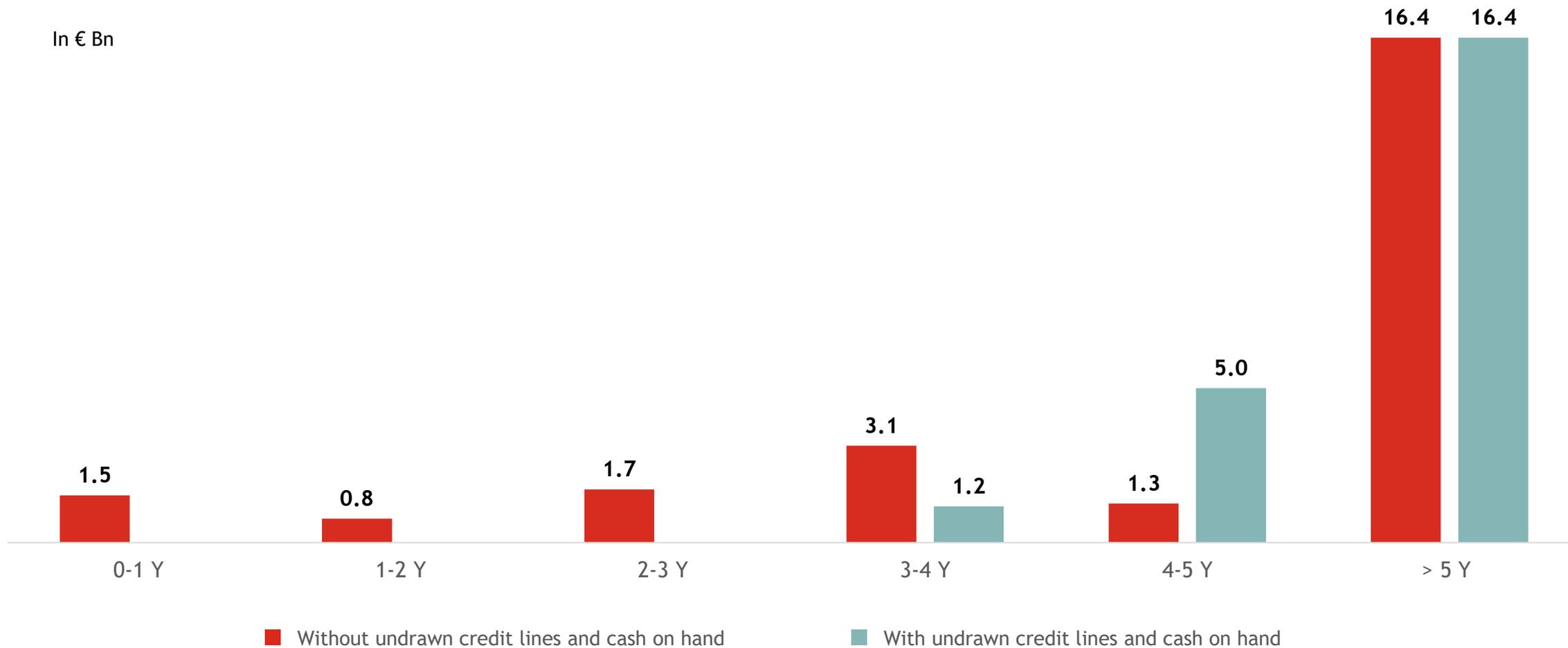
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# Upcoming debt refinancing

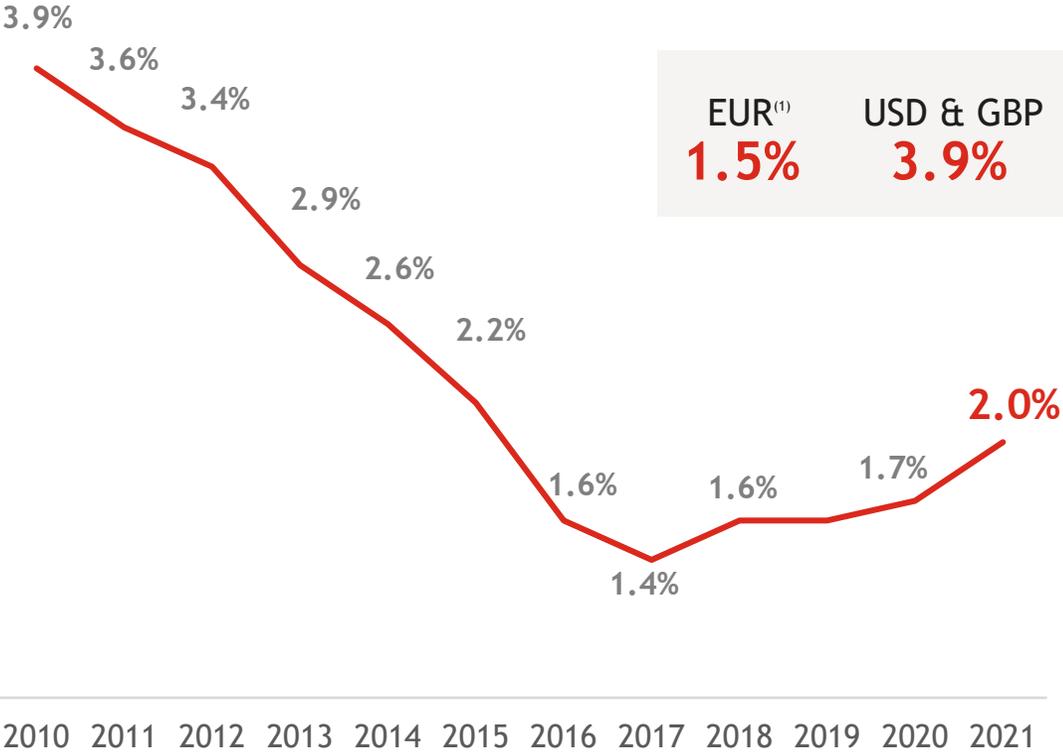
In € Bn



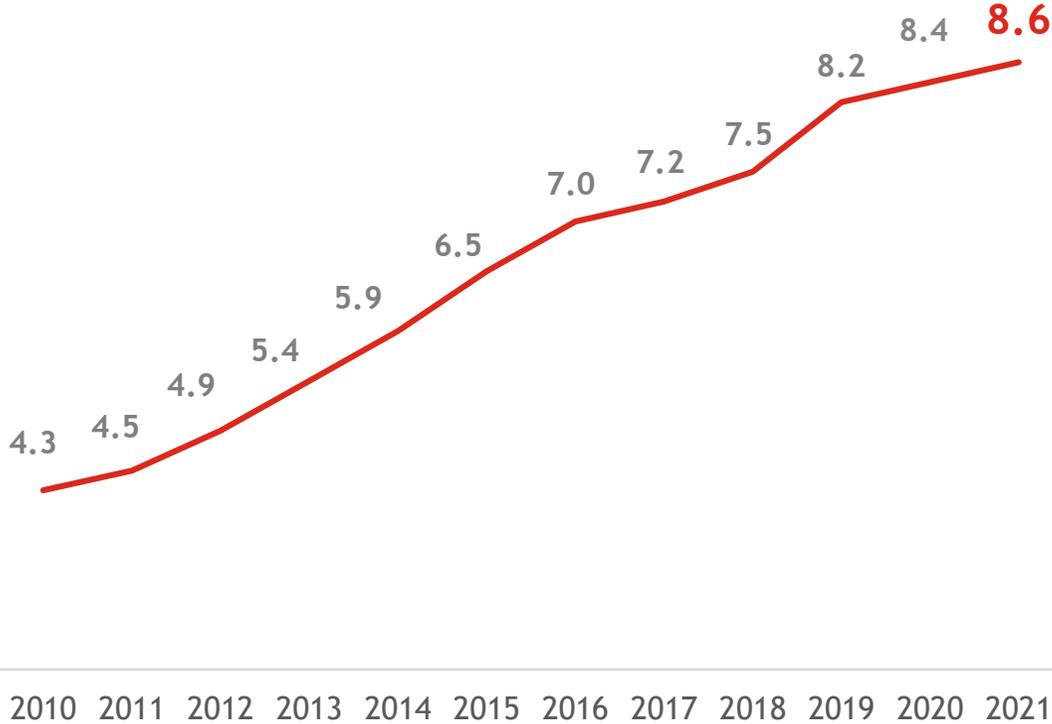
Nb: URW's financial debt profile as at December 31, 2021. On an IFRS basis. Excluding from chart: €1,250 Mn Hybrid NC 2023 and €750 Mn Hybrid NC 2026 treated as equity under IFRS and undrawn facilities

# Cost of debt and average debt maturity over time

Average Cost of Debt



Average Maturity (years)



(1) Including SEK



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[URW.COM](http://URW.COM)