

2020 FULL-YEAR RESULTS



UNIBAIL-RODAMCO-WESTFIELD



GUCCI

FY-20 OVERVIEW

JEAN-MARIE TRITANT
CEO



UNIBAIL-RODAMCO-WESTFIELD

Resilience and readiness

URW's organisation has demonstrated resilience in extreme operating conditions with positive consumer demand whenever restrictions eased or lifted during 2020

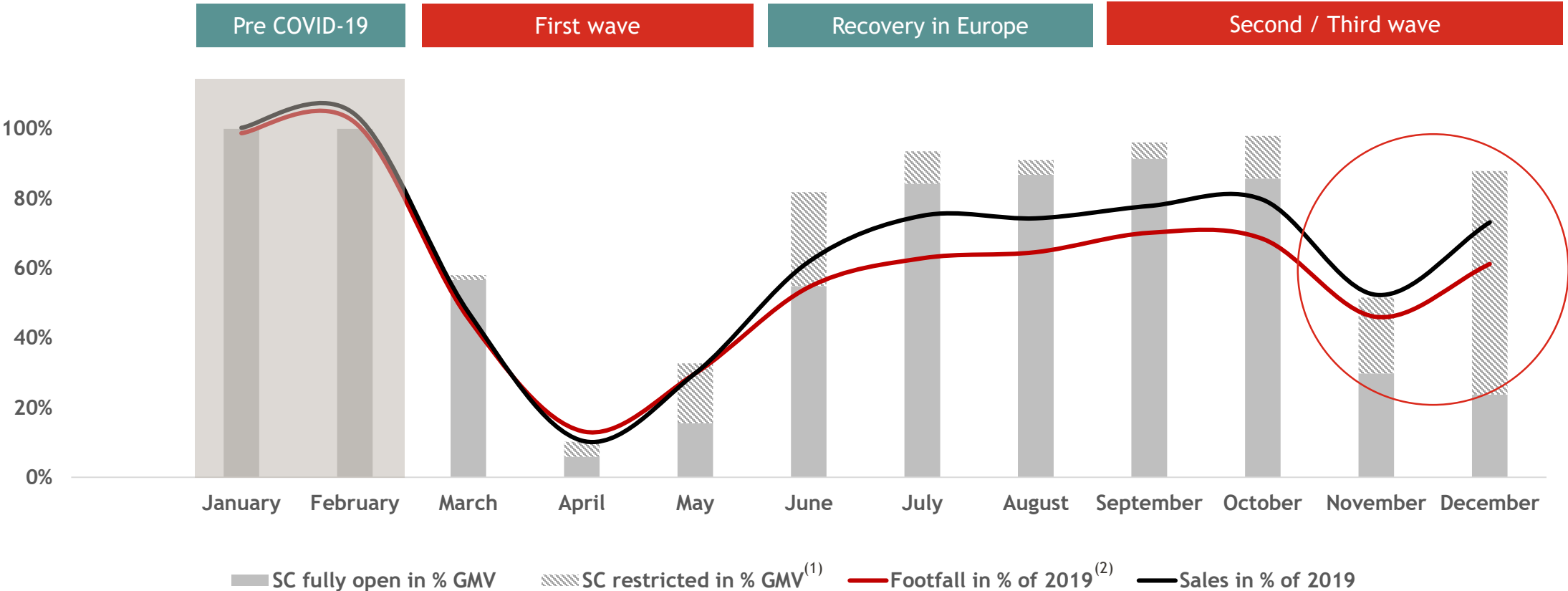
Flagship destinations continue to attract leading brands and emerging players - working together to innovate in a rapidly evolving retail environment

Focused operational plan for 2021 and clear commitment to deleveraging - URW will emerge as a stronger business harnessing the market rebound



Tough conditions with positive recovery when restrictions eased

Total URW footfall and sales excluding F&B and Entertainment



(1) Restrictions are defined as closure of the F&B and / or Entertainment sector. Capacity restrictions, shelter at home orders, curfews and other comparable measures are not taken into account. GMV weighted by restrictions and the proportionate impact on the month

(2) Includes US footfall only for those assets where reliable figures are available

Tough conditions with positive recovery when restrictions eased

Tough conditions

Strong start to 2020 but only 70 days of normal operations, and 93 days on average “closed”. URW was heavily impacted due to central locations and F&B exposure

Strong rebound

Footfall recovery, outperformed by sales

Q3 Cont. Europe
77% of 2019 footfall;
86% of 2019 sales

Working with tenants

Partnership approach to support tenants and innovative response to restrictions



Innovative solutions for tenants and consumers

We ensured a safe and convenient drive-to-store experience for customers visiting our centres...

- › Industry leading certified health & safety protocols⁽¹⁾: sanitation, social distancing, capacity monitoring and hands-free shopping
- › Activated additional outdoor space for tenants - dining terraces and markets
- › Curbside and click & collect in all US centres and 11 in Europe
- › Launched Line Pass - store appointment booking system to avoid queues



... and explored innovative solutions to extend reach of independent retailers

Acceleration of technology driven initiatives to deliver omni-channel URW experience in collaboration with digital and logistic partners



- › Maximise sales from stores by connecting them to the marketplace
- › Access to Zalando's digital audience - 5 countries⁽²⁾



- › Automated outdoor click & collect and ship-from-store hub - open 24/7
- › Proof-of-concept in Westfield Vélizy 2 (France)

(1) Rolled out to 100% of assets, 87% now certified by Bureau Veritas following audit

(2) Ongoing roll-out in Germany, The Netherlands, Poland, Spain and Sweden

Consumers seek experiences - even at a social distance



Continuing to invest in the Westfield brand and experience

Partnering with tenants to deliver innovative new experiences

“*URW and their Westfield Century City destination was the perfect platform for the global launch of our premium outdoor fitness experience Equinox+ In The Wild as well as a SoulCycle outdoor studio in 2020 - both concepts being an unprecedented success which remain highly coveted by our members and riders. We are proud to have moved forward with speed, agility, and adaptability with our partners at URW to better serve our community.*”



Harvey Spevak

Executive Chairman & Managing Partner
Equinox



Reinforcing trusted partnerships with leading brands



10 Deals



14 Deals



8 Deals



5 Deals



8 Deals



12 Deals



4 Deals



7 Deals

1,528 new leases signed
(-36% vs. 2019)



H1-2020 -44%
H2-2020 -29%
(vs. 2019)

Retailers investing in premium locations ahead of market rebound

Emerging retail players choosing URW locations as mix evolves

Main 2020 signings & partnerships

INNOVATIVE AUTO



CALLISMA
BESPOKE AND ICONIC



LUCID

DIGITALLY-NATIVE VERTICAL BRANDS



NA-KD

amazon 4-star



blue Nile.
THE SOURCE OF BRILLIANCE™

MISTER SPEX

WARBY PARKER

LEISURE



ENTER SPACE

LEGOLAND
DISCOVERY CENTER

INFERNO ONLINE

Emerging players seeking Flagship locations to build brand awareness and drive customer acquisition



Retail and mixed-use phased new development with solid pre-letting

Retail

Mixed-use



Letting⁽¹⁾
83%

Westfield
VALLEY FAIR

GLA
+46,700 sqm

Delivered
Mar 2020

URW ownership
50%



Letting⁽¹⁾
93%⁽²⁾

LA PART-DIEU

GLA
+32,900 sqm

Delivered
Nov 2020

URW ownership
100%



Pre-letting⁽¹⁾
90%⁽³⁾

Westfield
MALL OF THE NETHERLANDS

GLA
+87,100 sqm

Delivery
H1-2021

URW ownership
100%

100% TIC
€620 Mn



Pre-letting⁽¹⁾
84% & 100%⁽⁴⁾

LES ATELIERS GAITE

Retail

Office & Others

GLA
33,700 sqm

Delivery
H2-2021

URW ownership
100%

100% TIC
€200 Mn

GLA
64,500 sqm

Delivery
H2-2021⁽⁵⁾

URW ownership
100%

100% TIC
€240 Mn

- (1) Letting / pre-letting: GLA signed, all agreed to be signed and financials agreed
- (2) Extension only, 85% incl. restructuring standing asset
- (3) As at January 20
- (4) 84% of the Retail and 100% of the Office & Others
- (5) Pullman Hotel to be delivered in H1-2021

Partnership approach to support tenants

- Flexible payment terms as an initial response
 - Negotiations based on fair “sharing burden” principle
 - More support for smaller and most impacted tenants
 - Support to access government aid where available
- Rent discounts granted as at December 31 at 100%: **€401 Mn**
 - Average relief granted:
1.6 months in Europe
and 2.1 months in the US
 - Solid rent collected for the full year:
80%⁽¹⁾

Building long-term mutually beneficial partnerships with tenants

⁽¹⁾ Rent collection rate calculated compared to 100% of rents invoiced, reflecting no adjustment for deferred or discounted rent in denominator. See CFO section for more details.

Targeted ESG strategy with focus on community

BETTER PLACES 2030



BETTER SPACES

- > More than **3.5 MW** of new solar installations in the US in 2020
- > Group climate targets recognised by the **Science Based Targets initiative** (aligned with 1.5°C trajectory)



BETTER COMMUNITIES

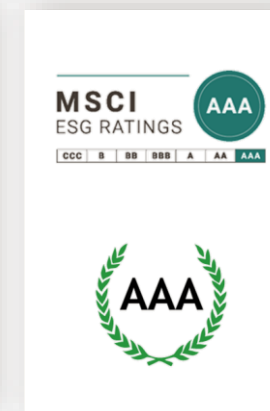
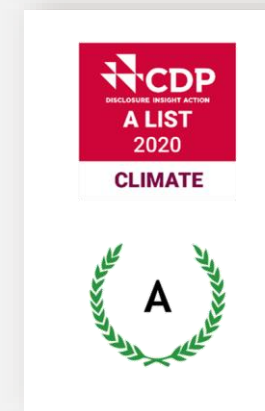
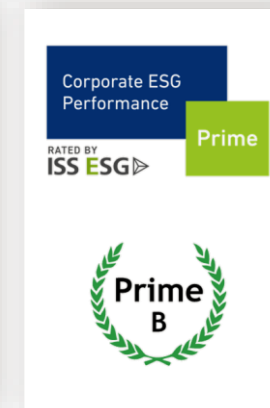
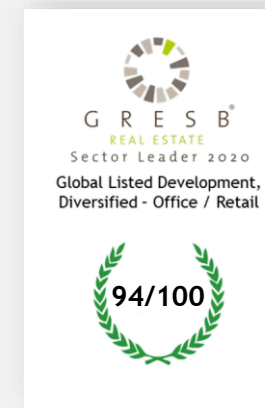
- > During COVID-19 pandemic, **245** initiatives group-wide:
 - Installation of **20** testing sites in **16** centres
 - Donation of **98,000** protective equipment pieces to **33** key organisations
- > **226,000** meals saved with Too Good To Go⁽¹⁾



BETTER TOGETHER

- > Framework on **diversity & inclusion** launched
 - Roll-out of ‘Unexamined Bias’ training
 - 92/100 in French Gender equality Index
 - New target: achieve 50% diverse profiles in Senior Manager positions by 2025
- > **2,500+** volunteering hours from employees

2020 ESG awards



(1) Too Good To Go is an application which allows people to purchase unsold food at a discount from top eateries at end of service, to prevent it from being thrown away

Trinity showcases URW's Better Places ambition



GLA
49,500 sqm

Delivered
Nov 2020

URW ownership
100%

Letting
In progress

- Built with low carbon concrete (-30% emissions)
- Operable windows offering natural ventilation
- Terraces and loggias on every floor, comprising of more than 1,500 sqm in total

Sustainability certifications



EXCEPTIONAL



EXCELLENT



Clear operational and financial focus

Operational

CONCENTRATION

- Focus on Flagship destinations in best catchment areas
- Intensive asset and operating management to accelerate post COVID-19 recovery

DIFFERENTIATION

- Continue to invest in Westfield brand to attract best brands and deliver best experiences
- Target emerging uses to evolve retail mix

INNOVATION

- Accelerate adoption of data and digital capabilities
- Expand “Connected Retail” offer to drive footfall and tenant reach

Financial

DELEVERAGING

- Complete €4 Bn European disposal programme (2021/2022)
- Implement programme to significantly reduce financial exposure to the US (2021/2022)
- Strict control of CAPEX, cost base and focused development pipeline

Process underpinned by continued access to credit markets and ample liquidity



Re-emerging as the most attractive retail focused listed real estate company

Most attractive fundamentals

OPERATIONAL

- Unrivalled Flagship destinations in best catchment areas
- Strong retailer base combining leading established and emerging brands - with low vacancy
- Superior customer experience driving traffic and differentiation

FINANCIAL

- Restored balance sheet
- Solid financial performance
- Targeted investment to drive growth

Outstanding growth potential

- Commercial tension driving reversionary potential
- Continued expansion of Connected Retail offer to capitalize on converging physical and online offer
- Untapped data and media revenues generation
- Data and technology enabled operational improvement and efficiencies
- Innovative value-added mixed-use developments to further expand possible uses and tenants



Right team in place to deliver on vision

Comprehensive Management Board



Jean-Marie TRITANT

Chief Executive Officer



Fabrice MOUCHEL

Chief Financial Officer



Astrid PANOSYAN

Chief Resources Officer



Olivier BOSSARD

Chief Investment Officer



Michel DESSOLAIN

Acting Chief Customer Officer⁽¹⁾



➤ Expanded team to align with immediate and medium term strategic focus

➤ Newly created CCO role to drive innovation and capitalize on digital and data capabilities for future growth

(1) Permanent guest to Management Board



FY-20 FINANCIAL REVIEW

FABRICE MOUCHEL
CFO



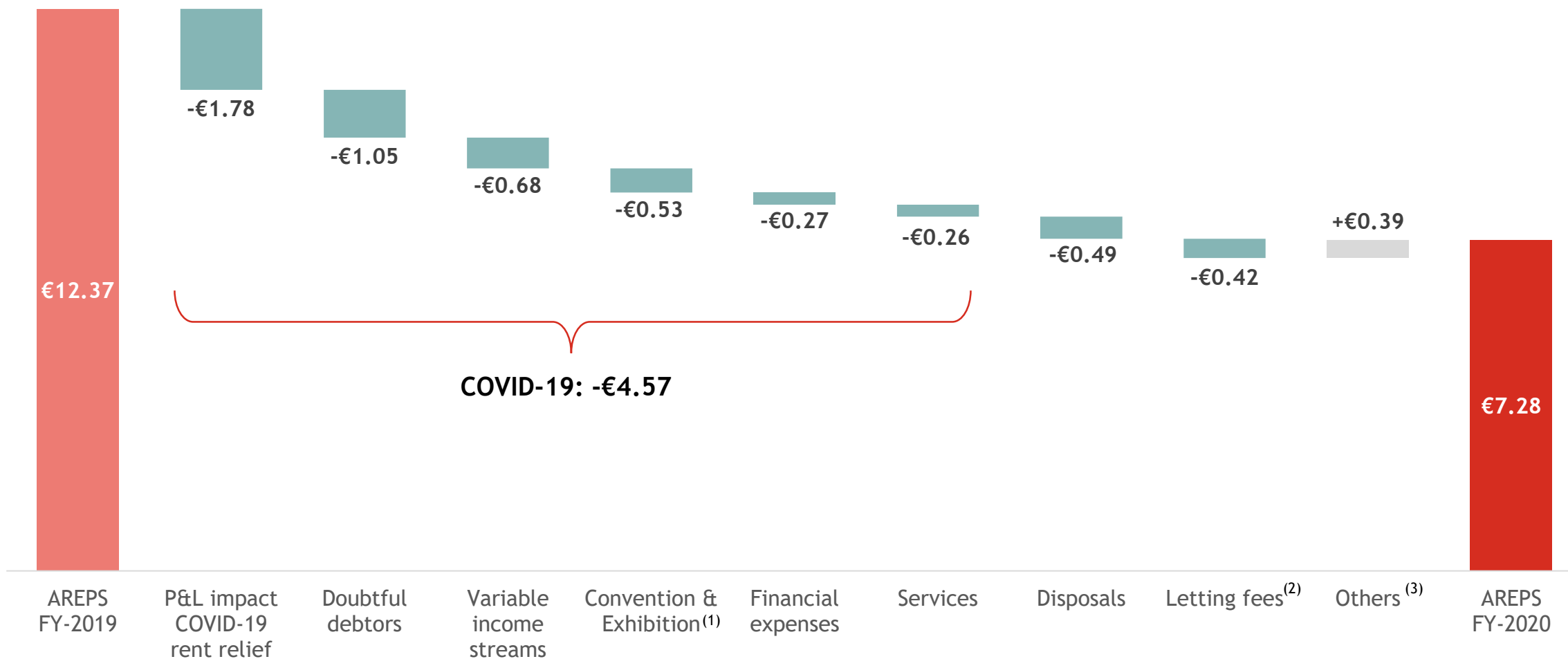
UNIBAIL-RODAMCO-WESTFIELD

FY-2020 Results

€ Mn	FY-2020	FY-2019	Change	Lfl Change
Shopping Centres	1,699	2,293	-25.9%	-24.0%
Offices & Others	85	103	-16.9%	+0.1%
Convention & Exhibition	6	95	-93.6%	-93.6%
Net Rental Income	1,790	2,491	-28.1%	-26.4%
Recurring Net Result (Group share)	1,057	1,760	-40.0%	
Recurring EPS	7.63	12.72	-40.0%	
Adjusted Recurring EPS ⁽¹⁾	7.28	12.37	-41.1%	

(1) 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.

Impact of pandemic on FY-2020 AREPS



(1) Group share

(2) From 2020 internal letting fees are no longer capitalised but expensed in the P&L

(3) Including minority interest in retail, taxes, contribution of affiliates, FX impact, administrative expenses (excl. letting fees) and others

Like-for-like retail NRI evolution impacted by rent relief and doubtful debtors

	Indexation	Net closures, renewals, relettings & others	COVID-19 rent relief	Doubtful debtors	Total Lfl
Continental Europe	1.3%	-5.3%	-11.6%	-3.5%	-19.1%
United Kingdom	0.0%	-24.9%	-16.2%	-8.3%	-49.3%
United States	0.0%	-5.9%	-9.7%	-12.4%	-28.0%
Total URW Group	0.8%	-7.0%	-11.4%	-6.4%	-24.0%

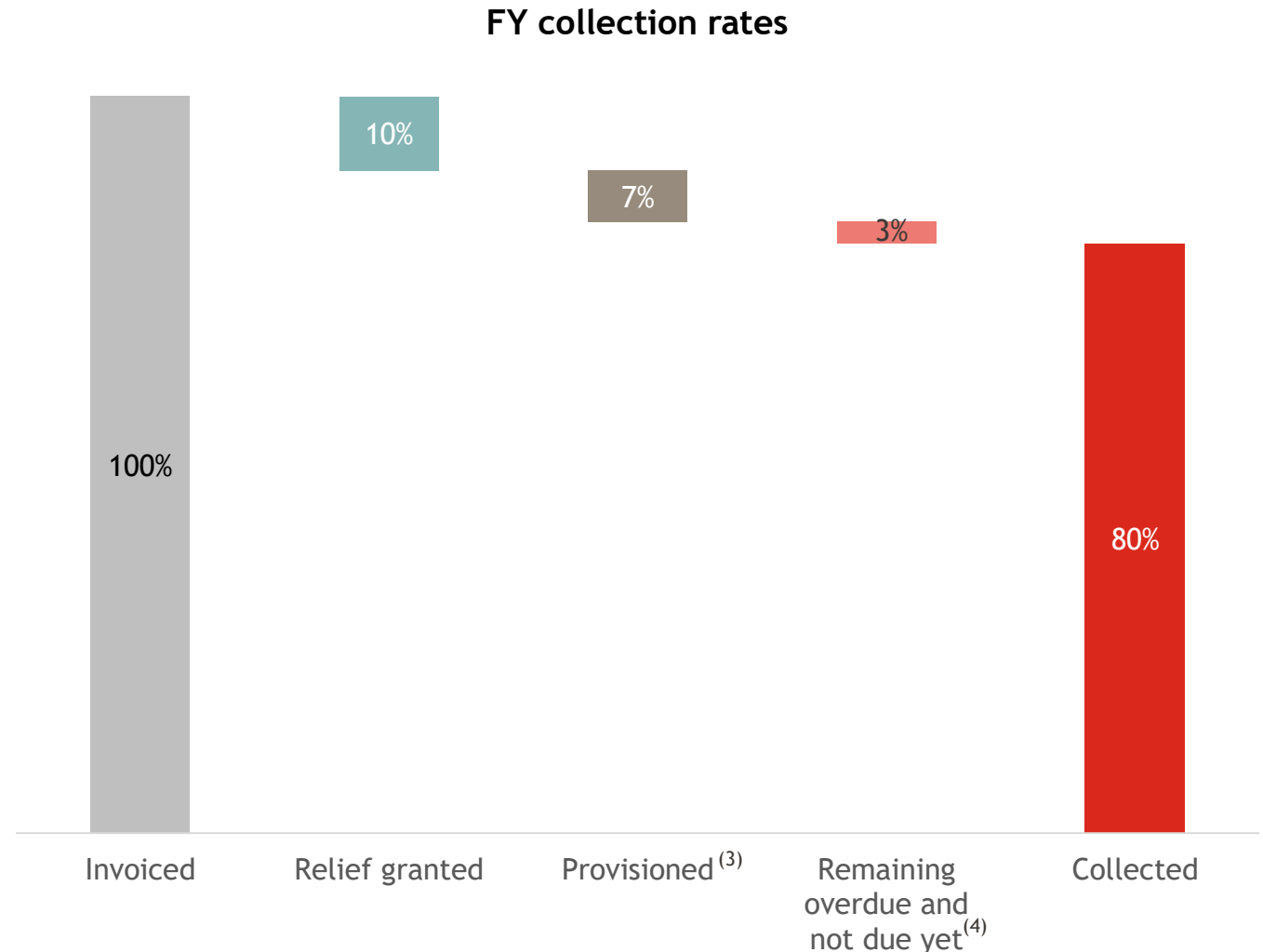
COVID-19 rent relief: cash and accounting impact

- Rent relief⁽¹⁾ granted to URW retailers as at December 31:
 - Cash impact: €313 Mn vs. €54 Mn as at September 30
 - P&L impact: €246 Mn vs. €32 Mn as at September 30
- Most agreements executed in Q4 - in line with expectations
- Impact of second wave for 2020 included
- Difference between cash and P&L impact due to straight lining in accordance with IFRS where concessions were received, e.g. waiver of co-tenancy provisions and extension of firm lease period

(1) On a proportionate basis

FY-2020 rent collection at 80%⁽¹⁾ with rate increasing when centres opened

	Collected	Continental Europe	UK	US
Q1	96%	97%	98%	93%
Q2	61%	67%	66%	48%
Q3	85%	95%	78%	70%
Q4	76%	81%	74%	68%
FY	80%	85%	79%	70%
<i>of due:</i> ⁽²⁾	88%	94%	84%	79%



(1) Rent collection rate calculated compared to 100% of rents invoiced, reflecting no adjustment for deferred or discounted rent in denominator

(2) Excluding deferrals and rent relief granted or under process

(3) On a proportionate bases: €203 Mn of receivables provisioned (including Offices & C&E)

(4) Deferred until after January 31

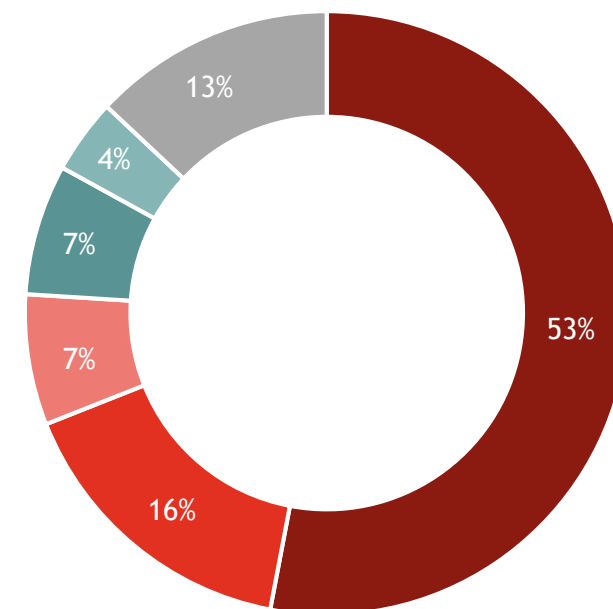
NB: retail only, including rents, SBR, service charges and CAM, assets at 100%. Data as at January 31. Figures may not add up due to rounding

Bankruptcies reflect impact of COVID-19

	Cont. Europe	UK	US	URW
# of stores	322	62	268	652
% of total units	4.2%	7.9%	6.5%	5.2%
In place	188	42	172	402
Replaced	52	0	12	64
In place / replaced	75%	68%	68%	71%
Vacant	82	20	84	186

Annualised potential MGR exposure⁽¹⁾: 4.3%

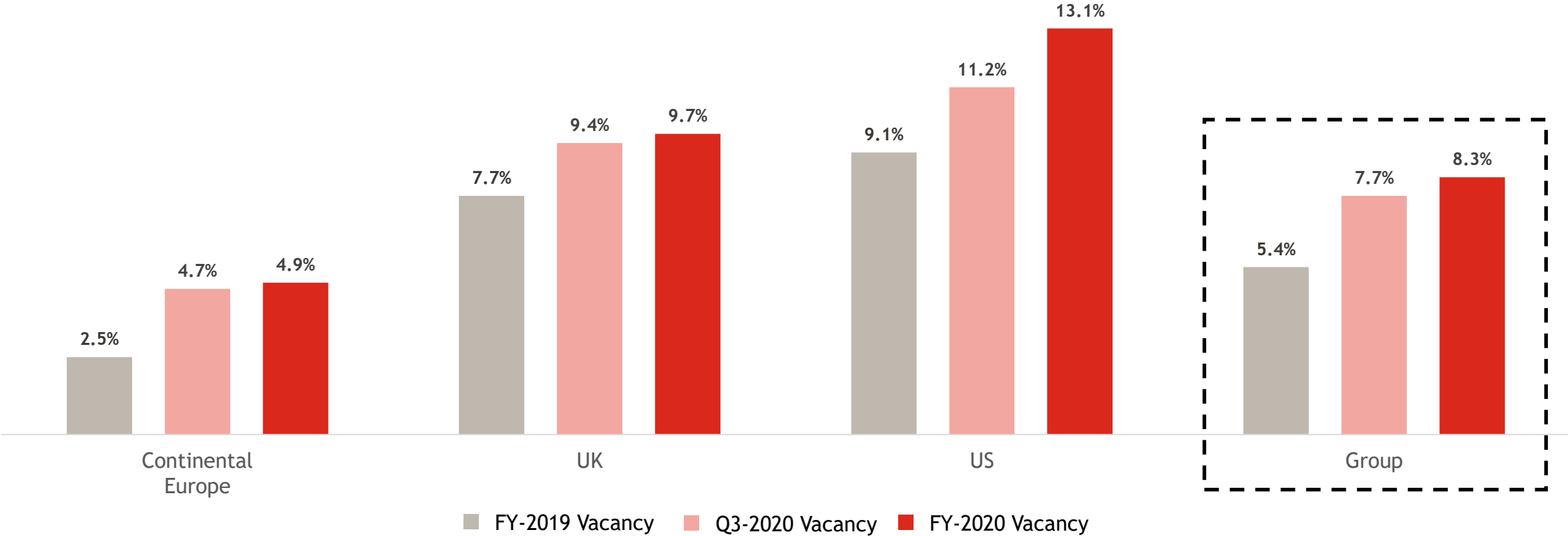
Sector split of bankruptcies:



- Fashion Apparel
- Food & Beverage
- Bags & Footwear & Accessories
- Health & Beauty
- Jewellery
- Other

(1) Exposure as at % of the total MGR (leasing revenue for United States and Austria).

Vacancies stabilising between Q3 and Q4

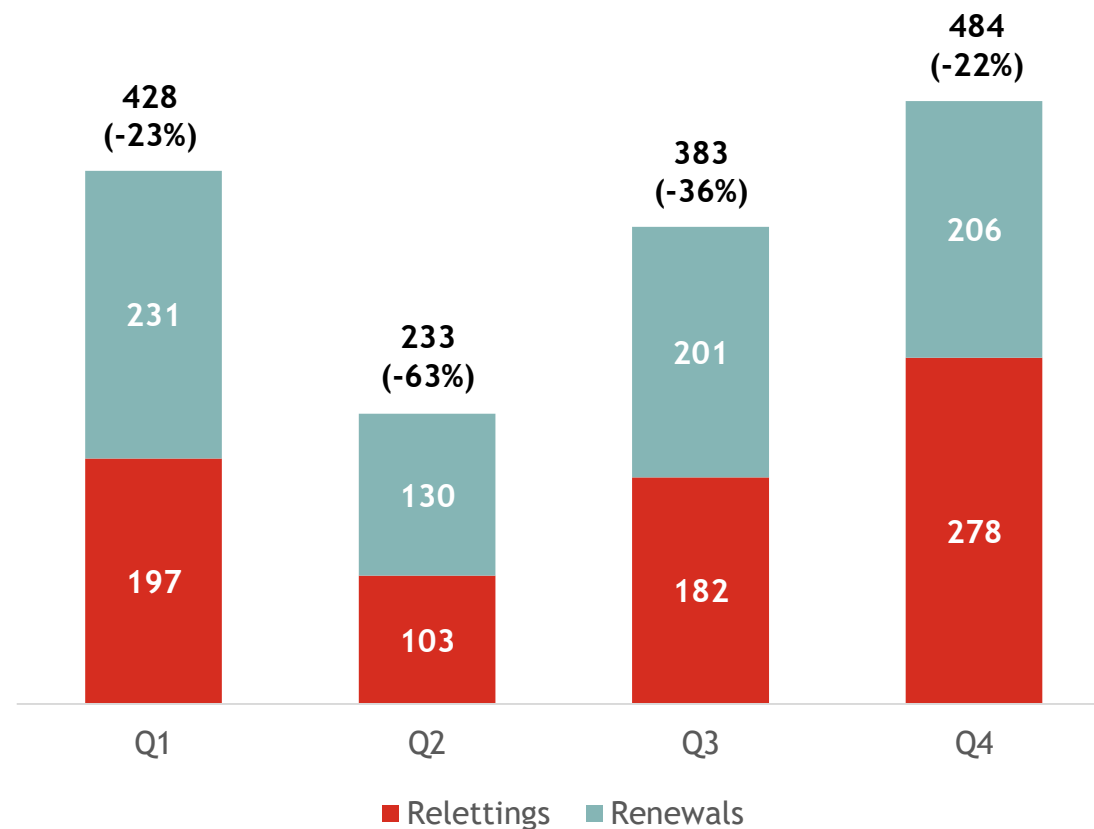


Leasing activity picked up in H2

2020 leasing activity impacted by COVID-19 tenant negotiations

	Cont. Europe	UK	US	URW
MGR uplift (in %)	+1.7%	+0.4%	-20.3%	-5.1%
MGR signed (in € Mn)	€134	€18	€66	€219

Number of deals⁽¹⁾: 1,528 (-36% vs 2019)



(1) Standing assets only

Offices & Others: results reflect disposals

Net Rental Income (€ Mn)	FY-2020	FY-2019	Growth	Lfl Growth
France	56	72	-22.3%	+0.7%
Nordics	10	10	+2.0%	+1.0%
Others	8	7	+8.3%	+6.7%
US	11	13	-16.1%	-8.0%
Total	85	103	-16.9%	+0.1%



Convention & Exhibition: a grim year

€ Mn	FY-2020	FY-2019	Change 2020/2019
Net Rental Income	6	95	-93.6%
Property Services & Other Income	6	62	-90.2%
Recurring Net Operating Income	12	157	-92.3%

> Restart activity >> Q4-2021 / Q1-2022

> Back to “normal” >> 2023

> Paris Olympics >> From H2-2023

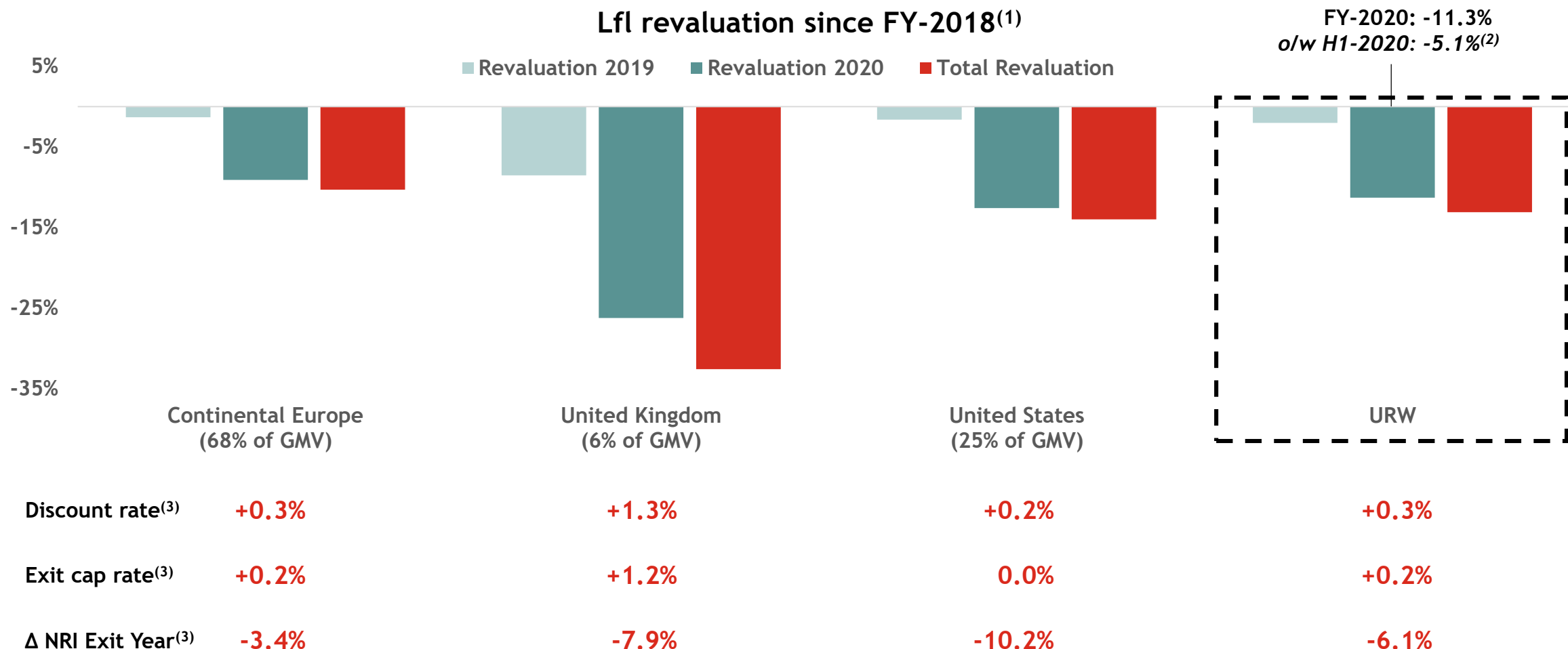
Strong interest from organisers for 2021-22

144
bookings 2021⁽¹⁾

37
bookings 2022⁽¹⁾

(1) Signed as at February 10. 2021 bookings are subject to a special COVID-19 cancellation policy

Lfl revaluation: -13.1% since 2018, of which -11.3% in 2020



(1) Based on the Lfl revaluation reported

(2) The change compared to the -5.2% communicated in H1-2020 is due to a change in the like-for-like perimeter

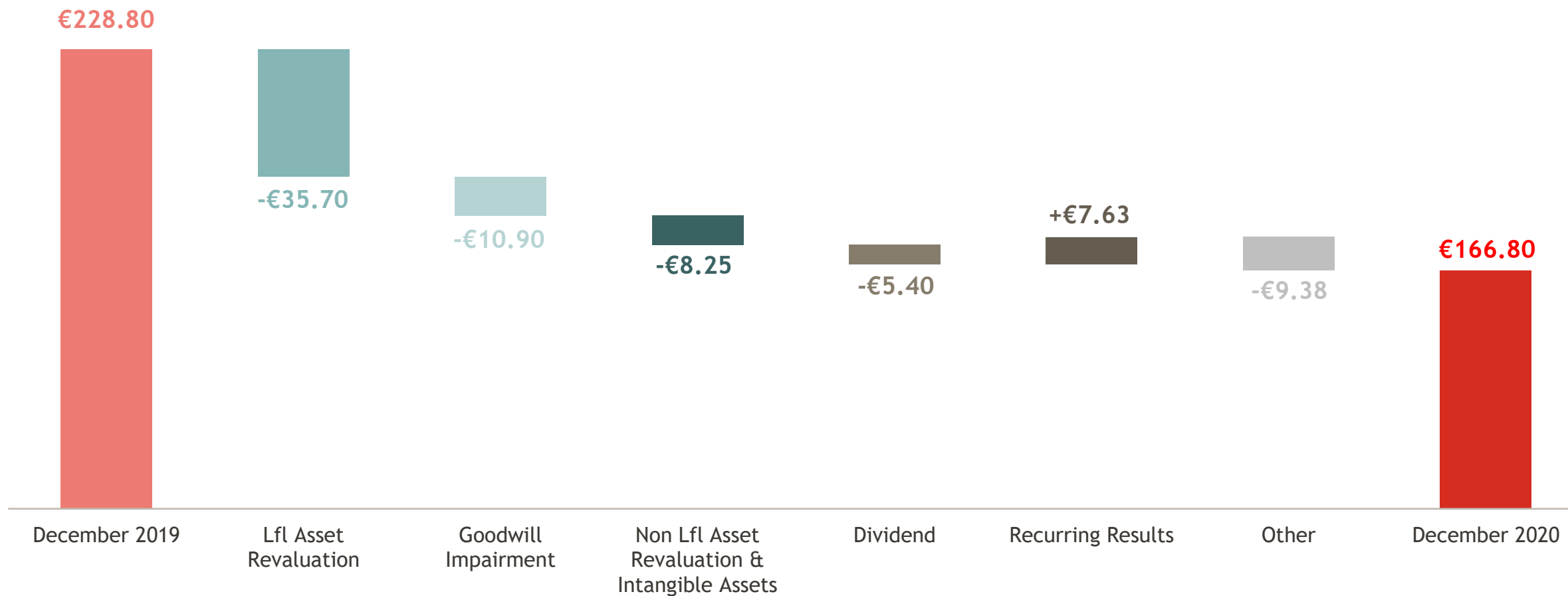
(3) Vs. 2019 valuations

NB: retail only. Figures may not add up due to rounding



EPRA NRV evolution

EPRA Net Reinstatement Value⁽¹⁾
(in € per share)

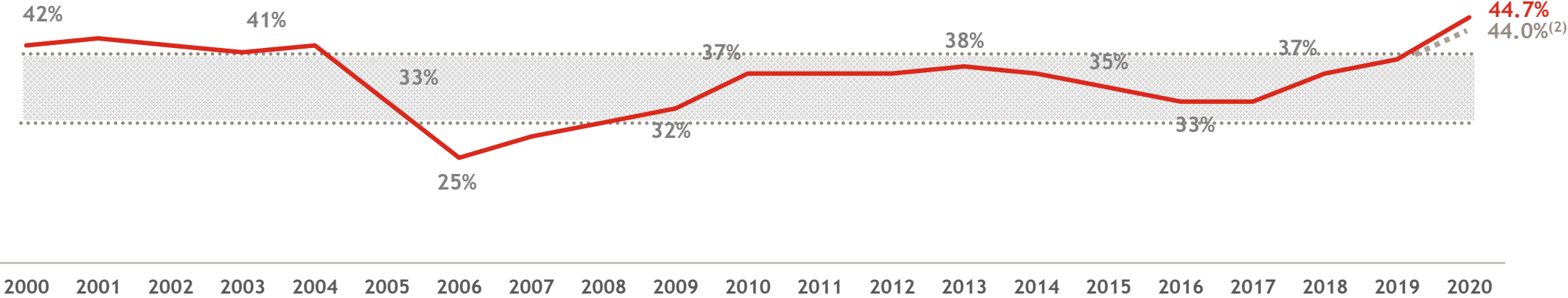


(1) Hybrid securities are excluded from NAV

Ample LTV covenant headroom

IFRS Loan-to-value⁽¹⁾

60%



— Typical covenant level
 ■ Target range

➤ Proportionate LTV⁽¹⁾: 46.3% or 45.6% pro-forma⁽²⁾ (vs. 40.5% as at FY-2019)

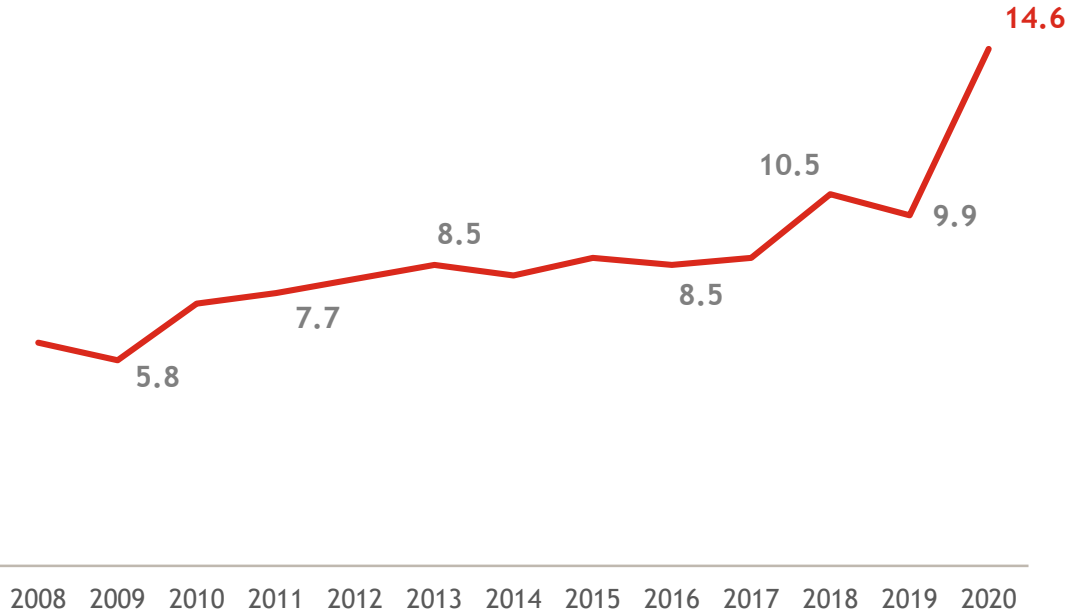
(1) Excluding the hybrid
 (2) Pro-forma for the receipt of the proceeds from the disposal of the Shift and Les Villages 3, 4 and 6 offices buildings

Credit ratios reflect COVID-19 impact on EBITDA

Interest cover ratio



Net debt to EBITDA



— Typical covenant level

Comprehensive and clear deleveraging strategy

Complete €4 Bn
European disposal
programme
(2021/2022)

Implement programme
to significantly reduce
financial exposure to
US
(2021/2022)

Controlled CAPEX
deployment with
focused development
pipeline and reduced
cost base

Suspend dividend
payment for fiscal
years 2020, 2021 and
2022

Continued access to credit markets and ample liquidity underpins strategy

Dividend

Uncertain operating environment and strategic focus on deleveraging: **suspension of dividend payment for fiscal years 2020, 2021 and 2022**

Once deleveraged and repositioned, URW will resume a dividend policy based on a **significant pay out, sustainability and growth**

Due to negative statutory results, **no SIIC dividend distribution obligation is anticipated for those years:**

- › In compliance with REIT regime
- › SIIC obligation delayed until statutory distributable income is available



€2.3 Bn in disposals signed in 2020

10 Assets:

NIY: 4.6% Premium⁽¹⁾: +0.3%

5 European retail assets

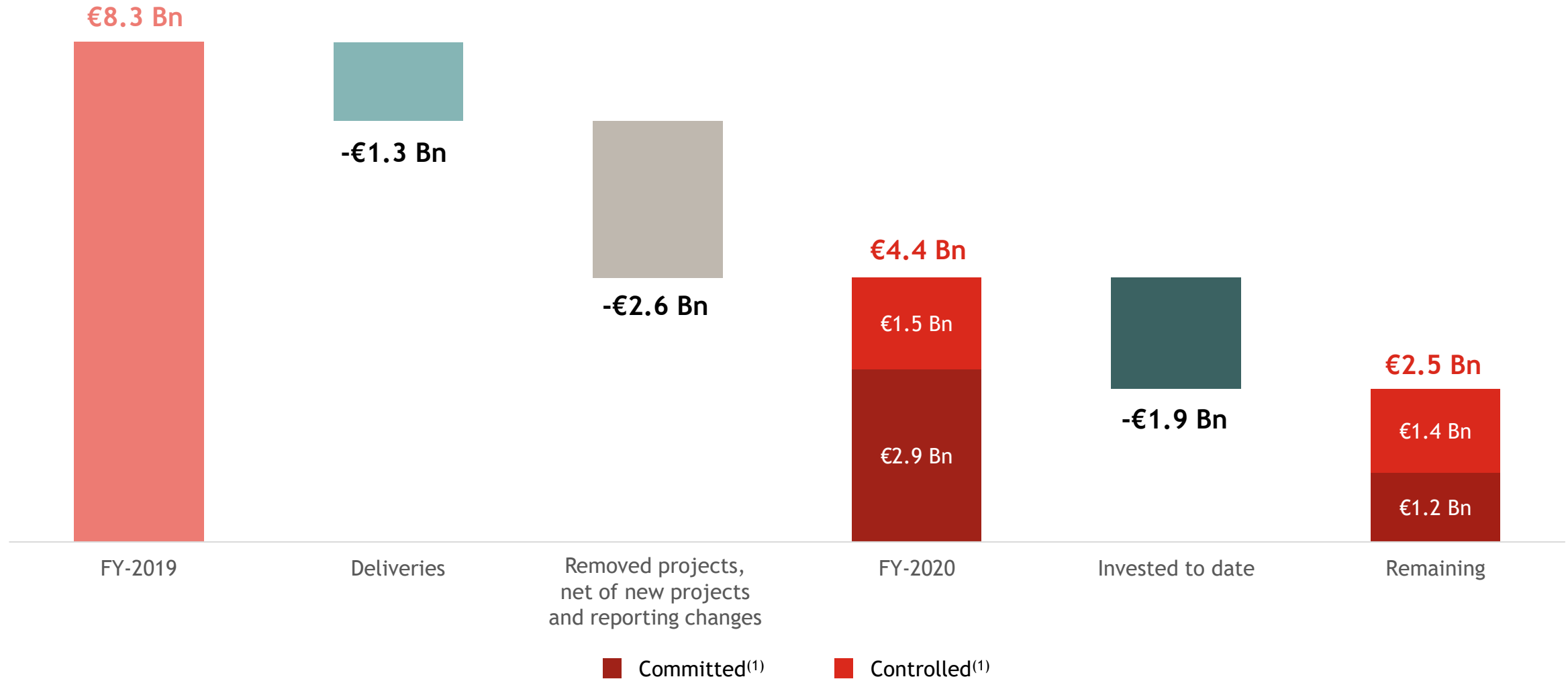
2 European offices

3 US retail assets



(1) Compared to FY-2019 valuations

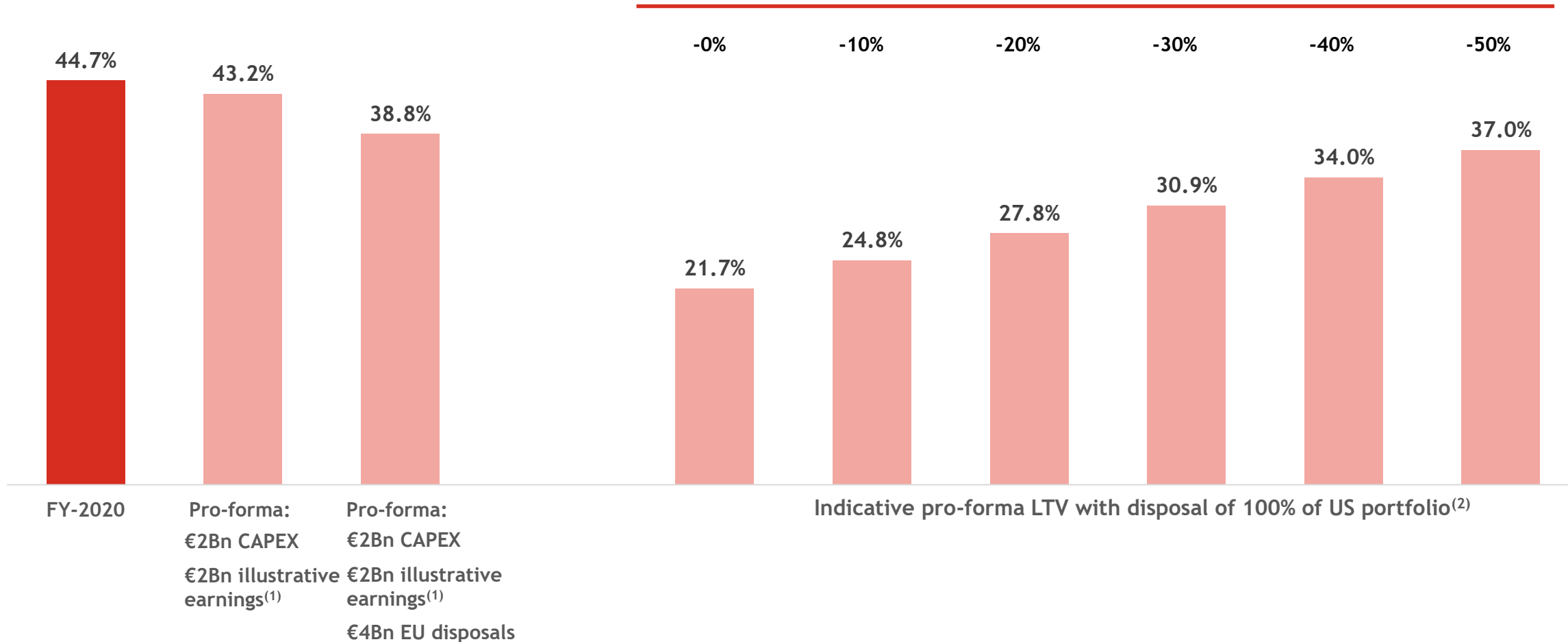
Development pipeline reduced with built-in flexibility



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

Positive impact on IFRS LTV under varied US disposal conditions

Discount to December 31, 2020, valuations for US disposal:



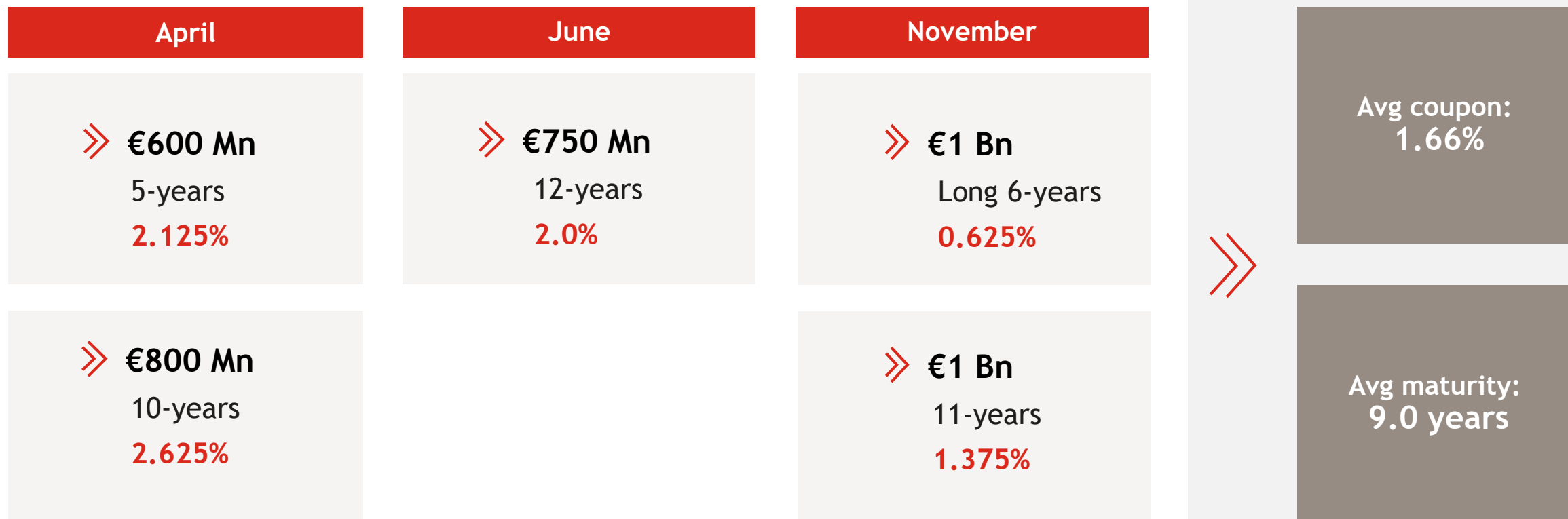
(1) Illustrative total retained earnings for 2021 and 2022, based on FY-2020 results, not intended to be and should not be taken to be guidance

(2) Based on the 2020 asset values including transfer taxes, but excluding potential transaction costs. Gross asset valuation discount applied on an IFRS basis



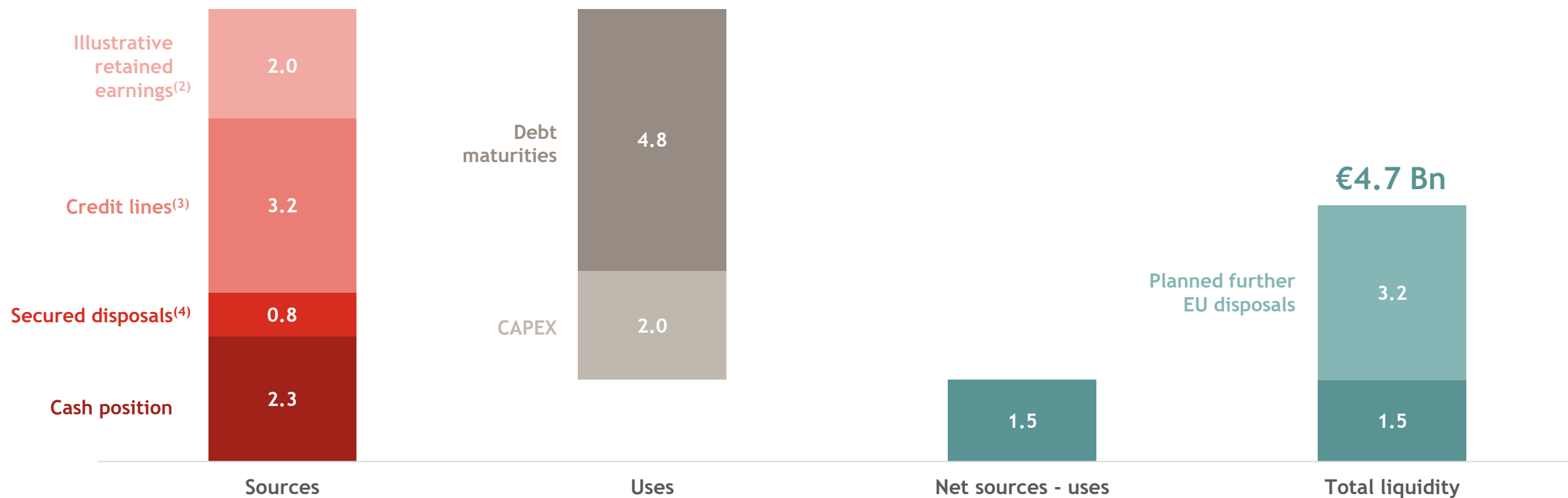
Good credit market access with opportunistic fund raising in 2020

Euro Senior Bonds



Ample liquidity to cover next 24-months

Sources and uses⁽¹⁾ (in € Bn)



- (1) Excluding any new financing credit lines extension or non signed disposals
- (2) Illustrative retained earnings, based on FY-2020 results, not intended to be and should not be taken to be guidance
- (3) Includes only credit lines with a maturity extending beyond two years. Subject to covenants
- (4) Incl. the proceeds of Shift, received on January 21, 2021

CONCLUSION

JEAN-MARIE TRITANT
CEO



UNIBAIL-RODAMCO-WESTFIELD

Realistic expectations for 2021 with strong focus on execution

First
quarters
2021

- Conditions will remain challenging with 52% of portfolio currently closed today
- Restrictions in most markets expected to continue into at least Q2

Year end
2021

- Recovery to commence in Q3 with markets to experience different trajectories based on infection rate and vaccination roll out
- Capitalise on consumption driven economic recovery, led by US and other stimulus programmes, that will favour URW portfolio

GDP Forecast Change YoY
(Goldman Sachs Global Investment Research)⁽¹⁾



No guidance for 2021 until clearer visibility on timing of economic recovery and operating conditions

(1) Data as at February 3, 2021

Emerging as the most attractive retail focused listed real estate company

Restore attractive fundamentals

Operational focus on Flagship destinations and comprehensive deleveraging to strengthen balance sheet



Capitalize on economic recovery

Best placed to benefit from consumption driven rebound and pent-up demand for “real” experiences



Deliver sustainable growth as total return play

Financial performance enhanced by targeted new development and industry leading use of data



APPENDIX

BAMBOO
SUSHI



UNIBAIL-RODAMCO-WESTFIELD

2021 restrictions



Czech Republic

- › National lockdown
- › Non-essential shops closed



Austria

- › F&B and entertainment closed



Denmark

- › National lockdown
- › Non-essential shops closed



France

- › Non-essential shops in large shopping centers (>20,000 sqm) closed



Germany

- › National lockdown
- › Non-essential shops closed



The Netherlands

- › National lockdown
- › Non-essential shops closed



Poland

- › F&B and entertainment closed



Sweden

- › Event attendance limited
- › Strong recommendation to not visit stores



Slovakia

- › National lockdown
- › Non-essential shops closed



Spain

- › Non-essential shops closed in Catalonia
- › Nationwide curfew
- › Various other local restrictions



UK (London)

- › National lockdown
- › Non-essential shops closed



US

- › Restrictions vary per county
- › Most centres have 20 - 50% capacity limitations

›› **48%**
Shopping centres are currently open by value



URW supported its local communities



88 **food distributions** were organized by the Group's assets for first responders, homeless people, disadvantaged families or isolated elderly people

Over 32,100 people supported



11 assets engaged to support non-profit and authorities **fighting domestic violence**, opening dedicated spaces or raising awareness.

Over 60 women supported



27 **blood donations** sites were hosted in the Group's premises

Over 3,800 individual blood donations were collected



23 centres engaged to **maintain education** and studies throughout the year by donating supplies, equipment, scholarship or supporting virtual learning sessions.

Over 2,400 children and students supported



70% of the Group's Flagship assets engaged to **support local entrepreneurship**

Over 100 entrepreneurs supported through space donation, service provision, marketing promotion or financial support



20 **testing sites** opened on the Group's premises

Over 35,000 people tested



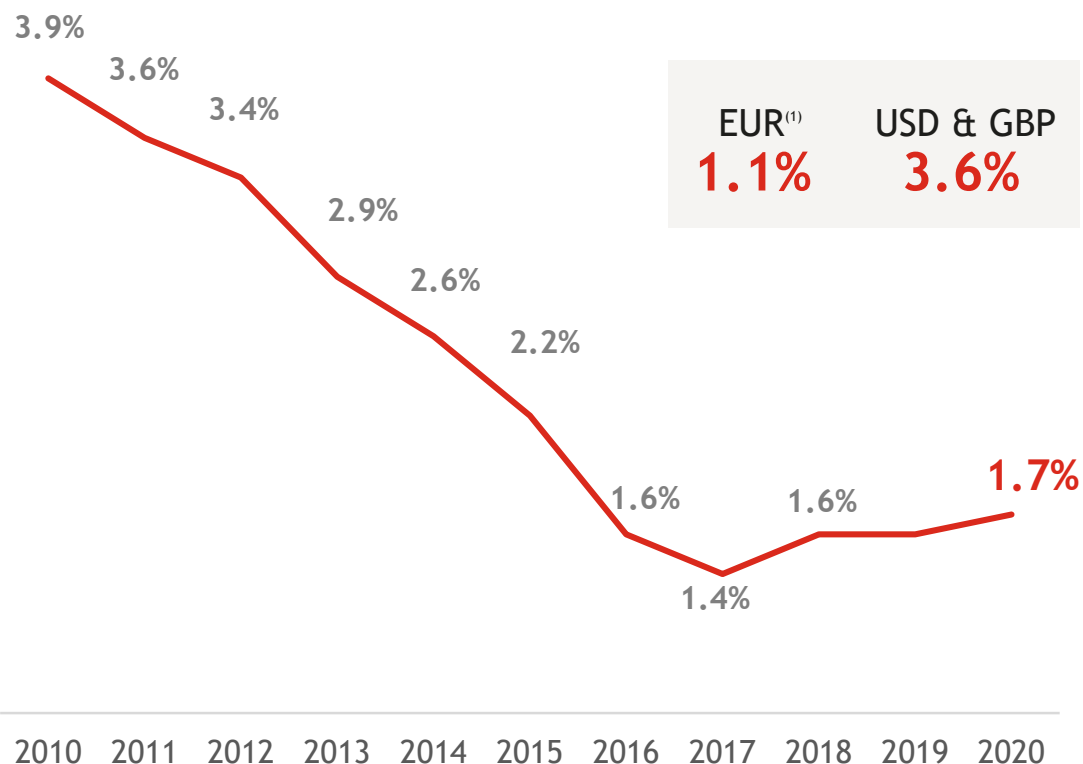
Upcoming debt refinancing



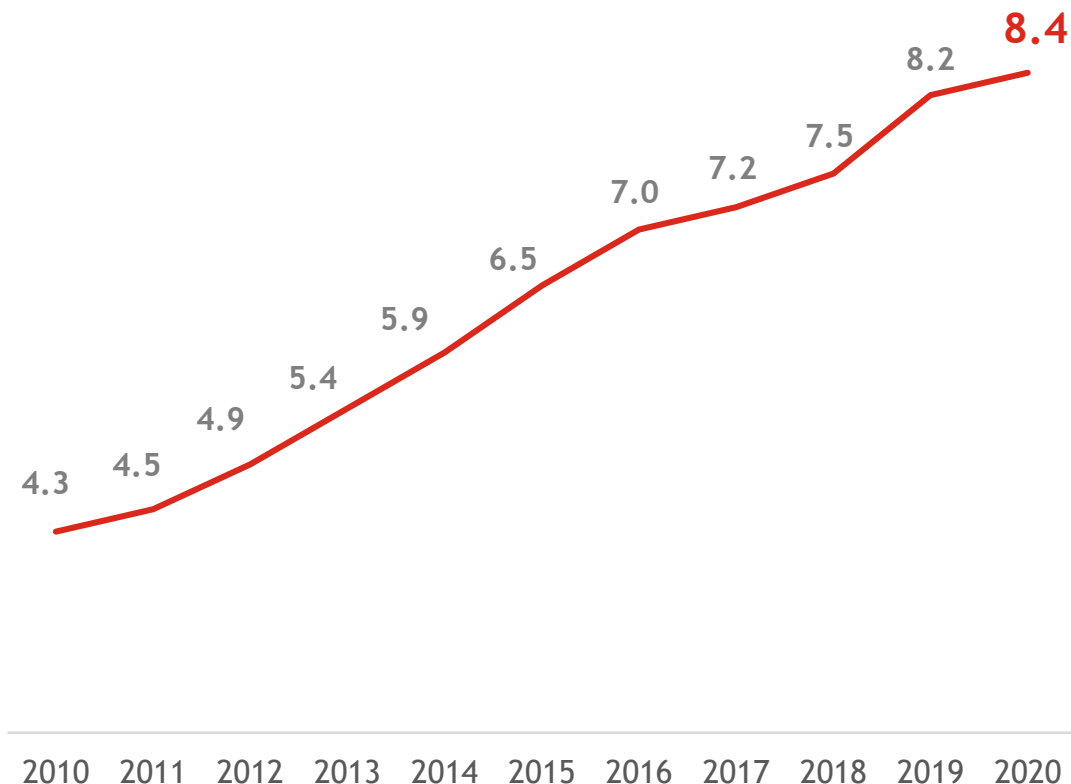
› The average residual maturity of undrawn credit lines stands at 1.9 years

Low cost of debt and record average maturity

Average Cost of Debt



Average Maturity (years)



(1) Including SEK

Bond spreads have come down as a result of central bank actions





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URW.COM