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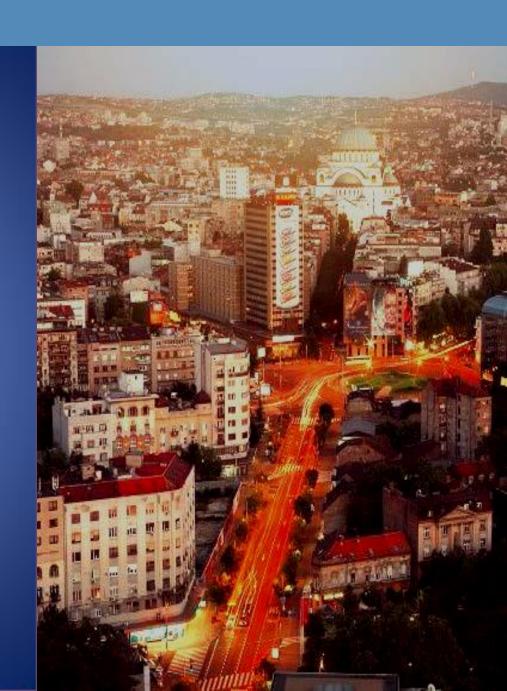
# AGENDA

### Company Overview

Capital Markets & Debt Restructuring

### > Financial Highlights

Operational Highlights



Plaza Centers is a leading emerging markets property developer, focused on western-style shopping and entertainment centres

#### **Business Description**

20-year track record of developing shopping & entertainment centres in CEE - Plaza Centers has been active in the region since 1996 and was the first to develop western-style shopping and entertainment centres in Hungary

Plaza has pioneered this concept throughout the CEE whilst building a strong track record of successfully developing, constructing, operating, managing, letting and selling shopping and entertainment centres. In 2006 the Group extended its area of operations beyond the CEE into India

To date, the Company has developed 33 shopping and entertainment centres in the CEE (more than any other company in the region) and India, of which 28 have been sold with an aggregate gross value of circa €1.24 billion. Plaza owns 15 assets under development and pipeline projects, five active shopping and entertainment centres and one office building

Currently Plaza is focusing on the development of two new shopping centres- one in Belgrade, Serbia and one in Timisoara, Romania

#### **Real Estate Portfolio**

Plaza Centers N.V.

#### Europe (CEE)

- 32 Shopping centres developed and managed in Central & Eastern Europe, of which 27 were sold
- Five active shopping centres currently owned and managed
- Four projects for development
- Nine pipeline projects
- One office building

#### India

- Koregaon Park Plaza Mall was sold in 2015
- In May 2013 Plaza completed the sale of its 50% interest in a JV which mainly holds interest in an office complex in Pune.
- In the process of disposing of two plots in the cities of Bangalore and Chennai held by a joint venture with Elbit Imaging

### **Competitive Advantage**

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- **Proven track record and Geographical reach** Plaza has been active in the CEE for 20 years and together with its regional teams has developed projects in eight countries. In addition, Plaza has managed to utilize its experience and "know-how" in the shopping centres field to enter the US commercial real estate market in 2010, resulting in the acquisition of 49 US-based shopping centres, which were later sold in a transaction valued at USD 1.47M, representing a 50% return on equity for Plaza in a period of 18 months.
- **Highly skilled management team** The Company has a professional and established management team in each operational country, with proven experience in developing shopping centres on schedule and within budget, obtaining bank finance, letting to tenants and selling to international funds.
- **Extensive network** The Company has strong relationships with the banks accompanying the projects in the operational regions, as well as with international and local retail brands, which rent space in the shopping centres, and also with international real estate funds, which invest in assets in different countries. Plaza is also able to benefit from Elbit's knowledge and experience in the hotel field for future development opportunities.

- Strong brand name Plaza Centers has become a widely recognised brand name for successful property development in CEE, which is beneficial at all stages of project execution (e.g. following portfolio sales to Klépierre, Dawnay Day and aAIM, the purchasers continue to use the "Plaza Centers" brand name under license).
- **Thorough project evaluation** Prior to each project, Plaza goes through a carefully developed, structured evaluation process involving each of the relevant disciplines (economics, engineering, marketing, etc).
- **Successful project management** Almost all projects to date completed on time and within budget.
- Flexibility and ability to anticipate and adapt to market trends Plaza is well positioned to satisfy the significant retail demand resulting from rapidly growing household incomes, as well as the increasingly westernised tastes and habits of emerging market populations. Decisions to dispose of portfolio properties are based on an in-depth analysis of market conditions.
  - **Capital Markets** Plaza's shares are traded in the London Stock Exchange ("LSE"), the Warsaw Stock Exchange ("WSE") and in the Tel-Aviv Stock Exchange ("TASE"), providing platform needed for raising funds for new projects and operations.



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**20 year track record of developing shopping & entertainment centres in CEE — Plaza Centers has been active in the region since 1996 and was the first to develop western-style shopping and entertainment centres in Hungary** 

1996	First investment in Hungary
1996–2004	Developed and managed a portfolio of 20 shopping and entertainment centres
2004	Sold 12 shopping and entertainment centres to Klépierre at a gross asset value of €278m (c. 9.3% net_yield)
2005	Sold four shopping and entertainment centres to Dawnay Day at a gross asset value of €54m (c. 9.2% net yield)
2006	Sold four shopping and entertainment centres to Klépierre at a gross asset value of €204m (c. 8.4% gross yield)
2007	Forward sold five shopping and entertainment centres to Klépierre
2006	Raised £166.2m from issuing 92.3m ordinary shares listed on the Main Board of the LSE
2006	Sold one shopping and entertainment centre to Klépierre at a gross asset value of €50m (c. 7.9% grosst yield)
2006	First acquisition in India
2007	Sold three shopping and entertainment centres to Klépierre at a gross asset value of €129m (c. 7.3% gross yield)
2007	Sold one shopping and entertainment centre to aAIM for approx. €387m (c. 5.9% gross yield)
2007	Introduction to Exchange trading shares of Plaza Centers on the main market on WSE
2007-2011	Gross proceeds raised of approximately €370m from bond issuance on the Tel Aviv stock exchange
2008	Sold one shopping and entertainment centre to Klépierre at a gross asset value of €61.4m (c. 7.3% gross yield)
2009	Opening of two new shopping and entertainment centres in Riga, Latvia and in Liberec, Czech Republic
2010	Opening of two new shopping and entertainment centres in Zgorzelec and Suwalki, Poland
2010	Raised a total of PLN 60m (€15.2m) from issuing bonds to Polish Institutional investors
2010	First transaction in the US retail market
2011	Opening of a shopping and entertainment centre in Torun, Poland
2012	Opening of two shopping and entertainment centres in Kragujevac, Serbia and in Pune, India
2012	Sold 49 US based shopping and entertainment centres to BRE DDR Retail Holdings LLC (a joint venture between Blackstone Beal Estate and DDR Corp.) at a gross asset value of US\$1.47 billion
	Blackstone Real Estate and DDR Corp.) at a gross asset value of US\$1.47 billion

**20 year track record of developing shopping & entertainment centers in CEE — Plaza Centers has been active in the region since 1996 and was the first to develop western-style shopping and entertainment centres in Hungary** 

2013	Completed the sale of its 50% interest in a vehicle which mainly holds interests in an office complex project located in Pune, India, generating gross cash proceeds of circa €16.7 million
2013	Completed the sale of 100% of its interest in a vehicle which holds the interest in the Prague 3 project located in Prague, Czech Republic, generating net cash proceeds of circa €7.5 million. Also completed the sale of a
	39,000 sqm plot in Roztoky, Czech Republic, generating cash proceeds of circa €1.3 million
2013	Completed the sale of its share (43.5%) in the Dream Island project in Budapest, Hungary. The deal represented a gross asset value of circa €16.5 million (100%)
2014	Sold its 35% stake in Uj Udvar project in Budapest, Hungary for cash proceeds of €2.35 million
2014	Completed the sale of a plot in Targu Mures, Romania, generating cash proceeds of €3.5 million
2014	Completed the sale of a plot in Hunedoara, Romania, generating cash proceeds of €1.2 million
2014	Completed the sale of Kragujevac Plaza shopping and entertainment centre for a total consideration of €38.6 million. The Net Cash Proceeds from the sale were €12.2 million
2015	Sold Koregaon Park Plaza Shopping and Entertainment Centre located in Pune, India for circa €35 million. The Net Cash Proceeds from the sale were circa €7.4 million
2015	Completed the sale of a 17,000 sqm plot in Brasov, Romania generating cash proceeds of €0.33 million
2015	Completed the sale of a 46,500 sqm plot in lasi, Romania generating cash proceeds of €7.3 million
2015 2015	Completed the sale of an office building in Bucharest, Romania (823 sqm GLA) for €1.1 million Completed the sale of part of a plot in Lodz, Poland for €0.5 million
2015	Completed the transaction to waive its leasing rights of the Cina property in Bucharest, Romania, which has been sold by its owner. The gross proceeds from the transaction were circa €2.7 million
2016	Signed an agreement for the sale of Liberec Plaza, Czech Republic for €9.5 million (upon completion of the disposal the Company will receive €8.5 million
2016	Completed the sale of a 23,880 sqm plot in Slatina, Romania generating cash proceeds of €0.66 million

### **Portfolio Summary by Country**



### **Operating Shopping and Entertainment Centres**



- 62	r 		
	Location	Torun, Poland	
** <u>*</u>	Concept	Shopping and entertainment centre	
	GLA (sqm)	40,000	
	Occupancy	96%	
			۰.

- Operating shopping and entertainment centre
- Located in Central Poland
- Opened to the public in November 2011
- External Valuation 12/2015: €97.7M
- Outstanding Debt 12/2015: €45.5M



	Location	Suwalki, Poland
N	Concept	Shopping and entertainment centre
	GLA (sqm)	20,000
į.	Occupancy	96.5%
÷		

•	Operating shopping and entertainment centre
	Located in North East Poland
	Opened to the public in May 2010
•	External Valuation 12/2015: €43.3M
•	Outstanding Debt 12/2015: €27.5M



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÷	Location	Zgorzelec, Poland	
'	Concept	Shopping and entertainment centre	
i.	GLA (sqm)	13,000	
	Occupancy	89%	
	Occupancy	89%	

- · Operating shopping and entertainment centre
- Located in South West Poland
- Opened to the public in March 2010
- External Valuation 12/2015: €12.0M
- Outstanding Debt 12/2015: €21.3M



### **Operating Shopping and Entertainment Centres**



Riga Plaza



Liberec Plaza

N.N.	Location	Riga, Latvia
**	Concept	Shopping and entertainment centre
	GLA (sqm)	49,000
	Occupancy	97%

 Location
 Liberec, Czech Republic

 Concept
 Shopping and entertainment centre

 GLA (sqm)
 17,000

 Occupancy
 84%

 Agreement for sale was signed in March 2016

- Operating shopping and entertainment centre
- Located in the capital of Latvia
- Opened to the public in March 2009
- Plaza Centers' share: 50%
- External Valuation 12/2015: €93.4M (100%)
- Outstanding Debt 12/2015: €55.8M (100%)

- · Operating shopping and entertainment centre
- Located in North Czech Republic
- Opened to the public in March 2009
- External Valuation 12/2015: €9.7M
- No debt (loan was acquired by the Group in Q3/2015)

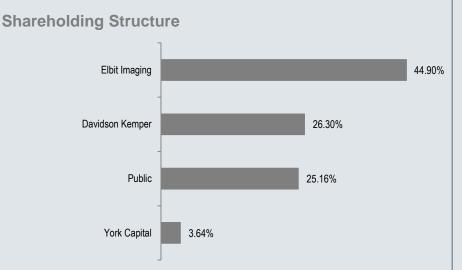


### **Capital Markets & Debt Restructuring**

### Plaza's shares are traded on the Main Board of the London Stock Exchange (LSE), listed on the Warsaw Stock Exchange (WSE) and on Tel-Aviv Stock Exchange (TASE)

#### **Capital Markets**

- On 1 November 2006, Plaza raised £166m (€247m) from its IPO and began trading on the Main Board of the London Stock Exchange (LSE)
- Plaza Centers' shares have been traded ON the Warsaw Stock Exchange since 19 October 2007 – the first property company to achieve a London-Warsaw dual listing
- Between July 2007 January 2011, Plaza issued €370m of bonds on the Tel Aviv Stock Exchange
- In November 2010 the Company raised a total of PLN 60m (€15.2m) from issuing bonds to Polish Institutional investors
- As of 27 November 2014, following the completion of the debt restructuring and rights issuance, Plaza Centers N.V.'s shares are also traded on the Tel-Aviv Stock Exchange under the ticker "PLAZ".



\* Davidson Kemper and York Capital hold 14.3% and 19.76% in Elbit Imaging respectively.

#### Key Financials as of December 31, 2015 (€m)

Market Capitalization	16.3
Total Equity (Book Value)	82.8
Market Cap./BV	0.19x
Total Revenues (12 months)	54.1
Total Debt (Book Value)*	309.1
Total Assets (Consolidated)	392.0

\* For additional information see slide 25



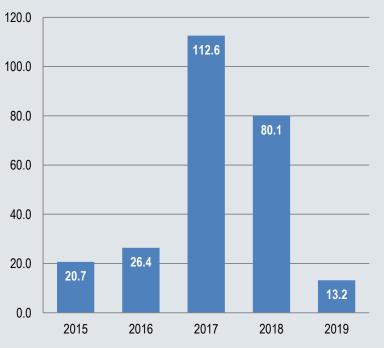
### **Capital Markets & Debt Restructuring**

### **Bonds Repayments Schedule**

#### **Bonds Series**

Plaza currently has two series of NIS Bonds traded on the Tel-Aviv Stock Exchange ("TASE") and one series of PLN bonds (circa €13 Million) held by Polish institutional investors.

Debentures Repayment Schedule post restructuring\* (for the three series) – Principal & Interest (€ M)



the above schedule considers the mandatory repayments, and does not take into consideration early principal repayments (except the two made in January 2015 and in September 2015 due to recent assets sales) and excluding additional one year postponement of principal repayments according to the agreement with the bondholders.



## **Capital Markets & Debt Restructuring**

Plaza's debt restructuring plan was approved by the Dutch court in July 2014 and became final in November 2014 with the Rights Issuance approval. Since then, Plaza has paid circa NIS 215 Million (€47 million) and allocated 13.21% of its shares to its bondholders

#### Upside:

The bondholders (excluding the subsidiary holding bonds) were allocated circa 13.21% of the Company's shares following the EUR 20 million shareholders' injection and allocation. This allocation of shares was performed according to each series' share in the Deferred Debt as of December 31, 2013.

#### **Interest payments:**

Interest payments accrued and not paid until the end of 2013 were added to the principal and are paid together with it. Following the restructuring plan's closing, interest payments are paid on their due dates.

#### Interest rate:

Starting on January 1, 2014, an addition of 1.5% to the original annual interest rate is paid.

#### Payment upon restructuring's closing:

The Company paid the Israeli and Polish bondholders, following the arrangement's closing date at end 2014, an amount of €14.3 million (NIS 67.2 million) on account of the 2014 accured interest according to the determined mechanism (pari passu to the accumulated interest).

#### Interest payments 2015:

The Company paid circa NIS 58.95 million (€13.75 million) for all series of bonds (excluding January 7, 2015 payment).

#### **Principal Prepayments:**

The Company is obliged to execute a 75% prepayment upon asset disposals, raising new financial debt or refinancing of assets (except of certain cases). *Accordingly, as of today the Company has paid circa NIS 88.5 million* (€19.3 million).

#### **Deferral of payments:**

In the case that in two years from the effective date of the trust deeds (until December 1<sup>st</sup>, 2016), the Company repays the principal of the bonds (of the three series) in prepayments of at least NIS 434 million, then all remaining principal payments will be deferred by an additional year (on that day and month of each series). *As of today the Company has paid circa 20.4% of the abovementioned amount.* 

Shares	13.21% of Plaza's shares allocated to bondholders		
Interest 2015	NIS 58.95 million (€13.75 million) paid (1.5% addition to annual interest rate; interest payments accrued and not paid till 12/2013 were added to principal)		
Interest upon restructuring closing (2014)	NIS 67.2 million (€14.3 million) paid on account of interest		
Principal <b>INIS 88.5 million (€19.3 million) paid</b> upon disposal of asset			

# **Activities Following Approval of Restructuring Plan**

#### Sales of assets since approval of the Restructuring Plan

In line with the Company's stated restructuring plan, 75% of the net cash proceeds from Plaza's asset sales are distributed to the Company's bondholders as an early principal repayment.

September 2014: Completed the sale of a 31,500 sqm plot in Targu Mures, **Romania**, generating cash proceeds of €3.5 million.

Completed the sale of Kragujevac Plaza Shopping and Entertainment centre in Kragujevac, **Serbia** for a total consideration of €38.6 million. The net cash proceeds from the sale were €12.2 million.

- December 2014: Completed the sale of a 41,000 sqm plot in Hunedoara, **Romania** generating cash proceeds of €1.2 million.
- <u>February 2015:</u> Completed the sale of part of a plot in Lodz, **Poland** for €0.5 million.
- <u>May 2015:</u> Completed the sale of a 17,000 sqm plot in Brasov, **Romania** generating cash proceeds of €0.33 million.

Completed the sale of Koregaon Park Plaza Shopping and Entertainment Centre located in Pune, **India** for circa €35 million. The net cash proceeds from the sale, circa €7.4million, were put towards Plaza's future investments and used for general corporate purposes. The mall was underperforming and created negative NOI, and circa €14 million of its bank loan was with recourse to the parent company.

<u>June 2015:</u> Completed the sale of a 46,500 sqm plot in Iasi, **Romania** generating cash proceeds of €7.3 million.

September 2015: Completed the sale of an office building in Bucharest, Romania (823 sqm GLA) for €1.1 million.

- December 2015: Completed the transaction to waive the Company's leasing rights to the Cina property in Bucharest, **Romania**, which has been sold by its owner. The gross proceeds from the transaction were circa €2.7 million.
- <u>March 2016</u>: Signed an agreement for the sale of **Liberec Plaza** Shopping and Entertainment Centre in Liberec, Czech Republic for €9.5 million (upon completion of the disposal the Company will receive €8.5 million (out of the €9.5 million) on account of the Liberec bank loan it purchased in 2015).
- March 2016: Completed the sale of a 23,880 sqm plot in Slatina, Romania generating cash proceeds of €0.66 million

Improving Performance: Continuing improvement of the occupancy levels and NOI of the malls, extending leases and stabilising



## **Activities Following Approval of Restructuring Plan**

#### **Bank Loans- Refinancing and Discounts**

#### As part of the Company's plan to reduce its leverage, the following action was taken:

- <u>February 2014</u>: Following the sale of its **airplane** for US\$1.9 million, the Company reached a settlement with the airplane financing bank for a reduced repayment of US\$1.1 million (out of the outstanding balance of US\$1.9 million). The settlement generated a gain of US\$0.81 million (€0.6 million) in the Company's books.
- May 2015: The Company concluded the sale of **Koregaon Park Plaza** in Pune, India, which eliminated a recourse component of the loan of circa €14 million (the recourse would have matured 4 years from the restructuring approval July 2018).
- <u>June 2015:</u> The Company concluded the sale of an SPV holding a plot comprising a c. 1,200 sqm plot in **Ploiesti, Romania** for a total consideration of €240,000. The proceeds were used to repay an outstanding bank loan and no proceeds were obtained by the Group. A waiver was obtained for the remainder of the unpaid bank loan facility, totaling €1.4 million, and the Company therefore recorded a gain, included as finance income in its consolidated financial statements.
- September 2015: A subsidiary of the Company has won a tender to buy the loan of the wholly owned holding and operating company for Liberec Plaza shopping and entertainment centre in the Czech Republic. Plaza has agreed to buy the €20.4 million bank loan (which was provided by two commercial banks) for €8.5 million, reflecting a discount of 58%. The Company recorded a profit on the discount (circa €12 million) in its financial statements for the second half of 2015. The Liberec loan was a full recourse loan (the recourse would have matured 4 years from the restructuring approval - July 2018).



# **Activities Following Approval of Restructuring Plan** Plaza's Main Focus in 2016

- Developments:1. Continuing construction of Belgrade Plaza ("Visnjicka") in Belgrade, Serbia The building permit was received in July 2015 and bank financing is expected to be agreed shortly. The project is the subject of a very strong demand from retailers. Construction began in 2015, with demolition works and pile works completed and skeleton construction underway, the completion is targeted for the first half of 2017;
  - 2. Commencing construction of Timisoara Plaza in Timisoara, Romania The building permit was received in July 2015 and a binding financing offer has also been agreed for circa 65% of the project cost;
  - 3. Advancing related permits and approvals for the Casa Radio project in Bucharest, Romania and exploring opportunities for financing and/or partnerships for the development; and
  - 4. Continuing processes to secure relevant local planning and permitting approvals for the Belgrade ("MUP") project in Serbia and Lodz Plaza project in Poland.
- 1. Sale of the yielding assets where value potential is or is close to being established and where sale prices are appealing; Asset sales: 2. Sale of plots which are not part of the Company's core business or not suitable for development in the short/medium term.
- Continuing to reduce corporate debt by early repayments following sale of assets according to the Company's debt restructuring Debt: agreement, and achieving a one year deferral period on bond principal repayments (NIS 434 Million) per the restructuring plan.

General Expenses: Continue with efficiency measures and cost reduction where possible. At the end of 2015, G&A expenses phase was reduced to below €6 million per annum following stringent cost control initiatives, e.g. the Board was reduced from 7 to 5 members.

Board & Management: Stabilising the Company's board and management.



### Summary

- Reduction in total portfolio value to €392 million (31 December 2014: €466 million), following strategic disposals (mainly of Koregaon Park Plaza and Iasi plot of Iand) and write-down and uplift of trading properties and equity accounted investees (related to assets in the Czech Republic (€6.2 million), Romania (€9.2 million), Poland (€6 million), other regions (€3.7 million) and an uplift in Serbia (€4.8 million)). Cash proceeds from disposals were used to repay liabilities from bonds issued according to restructuring plan.
- Book value of the Company's trading properties decreased by 14% (€53 million) over the period, primarily due to the abovementioned reasons.
- Despite an increase of circa 10% in the Net Operating Income ("NOI")\* performance of current operational shopping centres (excluding Riga shopping centre) compared to 2014, 2015 NOI decreased slightly to €12.7 million (2014: €14.2 million), mainly due to Kragujevac disposal (effective end of August 2014) with 2014 comparatives including NOI of circa € 2.7 million. The total NOI of Plaza's five malls was circa €16.5 million.

<sup>(\*)</sup> In respect of NOI performance of shopping centres, refer to slide 23 of this presentation.



### Summary- cont.

- Loss in 2015 of €46.1 million (2014: loss of €119.7 million), stemming from a non-cash €25.3 million of finance costs (Forex and Bonds discount amortisation), as well as write down (and losses in connection with sale of Koregaon Park) in a total net amount of €28.2 million in 2015 compared to a net (and mostly non-cash) finance costs of €36 million and write down of €89 million in 2014. Basic and diluted loss per share reduced to €0.07 (December 31, 2014: loss per share of €0.39).
- Consolidated cash position as at December 31, 2015 (including restricted bank deposits, short term deposits and held for trading financial assets) of €20.4 million (31 December 2014: €41.7 million) and current cash position of circa €18 million (of which €5.5 million is restricted).
- Gearing increased to 79% (31 December 2014: 74%) as a result of the abovementioned finance costs incurred during the year.



### Results *(*€ 000)

Year ended December 3		ecember 31
	2015	2014
Revenue from disposal of Trading Property	34,684	38,600
Rental income	18,676	22,112
Revenues from entertainment centres	728	1,713
	54,088	62,425
Cost of Trading Property disposed	(34,684)	(38,600)
Cost of operations	(6,481)	(8,491)
Cost of operations – entertainment centres	(1,019)	(2,169)
Loss from disposal of Trading property SPV(1)	(8,802)	-
Gross profit <sup>(2)</sup>	3,102	13,165

- (1) Due to the Koregaon park SPV sale attributed to Foreign currency translation reserve (€6.5 million), as well as impairment of receivables and transaction costs (€2.3 million)
- (2) Refer also to slides 17 and 23 for more information on NOI from operational shopping centres



### Results (€ 000)- cont.

Year ended December		December 31
	2015	2014
Write-down of Trading Properties <sup>(1)</sup>	(19,383)	(89,176)
Loss from disposal of equity accounted investees	-	(4,048)
Gain (Loss) from disposal of trading property	2,589	(573)
Share in results of equity-accounted investees ("EAI"), net of tax	1,043	1,641
Administrative expenses, excluding restructuring costs <sup>(2)</sup>	(6,999)	(7,434)
Restructuring costs	-	(2,388)
Other income <sup>(3)</sup>	7,307	2,484
Other expenses	(1,851)	(2,507)
Loss from operating activities	(14,192)	(88,836)

- 2015 impairmant mainly due to Liberec (€6.2 million) and Casaradio (€8.5 million). 2014 impairments were mainly due to Casaradio (€33.6 million), Koregaon Park, (€10.1 million) and Helios (Greece) (€10.9 million).
- (2) 2015 Administrative expenses include termination of employment costs of circa €0.5 million, relating to former two CEOs.
- (3) 2015 other income mainly due to Kochin advanced settlement with the Elbit Group (€4.5 million), settlement reached with Indian potential buyer (€0.7 million), as well as gain recognised from elimination of debt with the Elbit Group (€1.1 million). 2014 due to reimbursement of rental income from insurer in India for Koregaon Park.



### Results (€ 000)- cont.

12 months ended December 31		
	2015	2014
Gain from the restructuring plan	-	3,443
Finance income <sup>(1)</sup>	14,292	1,263
Finance costs <sup>(2)</sup>	(45,195)	(36,839)
Net finance costs	(30,903)	(35,576)
Loss before income tax	(45,095)	(120,969)
Tax benefit (income tax)	(1,021)	1,282
Loss for the period	(46,116)	(119,687)



### Notes to the results

- (1) Finance income increased to €14.3 million from €1.3 in 2014 mainly due €13.3 million gain due to two bank loans settles for discount in the Czech Republic and Romania.
- (2) Finance costs increased from €36.8 million to €45.2 million. The main components of costs were:
- Increase in value of NIS debentures at Fair Value Through Profit or Loss ("FVTPL") on borrowings in 2014, resulting in €21.2 million of expense (2015 nil, as there are no debentures at FVTPL).
- NIS strengthening vs. EUR during 2015 effect on debentures totaled €14.8 million of expense (2014 €0.5 million).
- Interest expenses booked on debentures totaled €13.9 million of (2014- €4.6 million expense recorded, as most debentures were presented at FVTPL in 2014).
- In 2015 an additional €10.6 million recorded as an expense (non-cash), associated with amortization of discount on debentures (2014- €0.8 million).
- Interest expenses on borrowings totaled €5.1 million in 2015 (2014 €9.6 million of expenses).



### **Company's Shopping Centres' Net Operating Income ("NOI")**

The following table presents the NOI performance of shopping centres for the year ended 31 December 2015:

Shopping Centre	NOI 2015 (€M)	NOI 2014 (€M)	Remarks
Torun	7.4	7.0	TKMaxx major tenant opened in late March 2014.
Kragujevac	-	2.7	The asset was sold effective August 31, 2014
Suwalki	3.4	3.5	
Zgorzelec	1.1	1.4	
Liberec	0.9	0.7	
Koregaon Park	(0.1)	(1.1)	The asset was sold in May 2015
Subtotal	12.7	14.2	
Riga	3.7	3.5	Not included as part of gross profit due to IFRS requirements, but rather as part of Equity Accounted Investees.
Total	16.4	17.7	



### **Trading Properties Breakdown**

Asset	Book Value December 31, 2015 (€M)	Remarks
Casa Radio (Romania)	108.6	
Torun (Poland)	68.1	Valuation as at 31 December 2015: €97.7M
Suwalki (Poland)	39.7	Valuation as at 31 December 2015: €43.3M
Belgrade Plaza (Visnjicka) (Serbia)	29.6	
Zgorzelec (Poland)	12.1	
Belgrade (MUP) (Serbia)	13.5	
Liberec (Czech Republic)	9.6	
Subtotal	281.2	
Other plots, aggregated	36.6	
Total recorded in financial statements	317.8	
Riga (Latvia)	46.7	Included in Equity Accounted Investees
EPI (Bangalore+Chennai)	25.8	Included in Equity Accounted Investees
Total trading properties	390.3	



### **Debt Structure of the Group**

Debt Structure – December 31, 2015			€ million
	Debentures <sup>(1)</sup>	Debentures <sup>(1)</sup>	
Debt	Bank Loans	CEE - operating malls <sup>(3)</sup>	123
Debi	Dalik Luaiis	CEE - others <sup>(4)</sup>	8
	Total Debt		334
	Liquid balances - Consolidated		16
Resources	Financial Instruments and restricted bank deposits		4
	Total sources		20
	Net Financial Debt		314
	Shareholders' equity (Non-revalued)		83
	Net Debt / Net CAP <sup>(2)</sup>		79%
	Total Net Debt to Balance Sheet		80%

(1) Adjusted Par Value

(2) Net CAP= Net Debt + Equity € million (3) CEE - Operating malls 28 Riga Suwalki 27 21 Zgorzelec 46 Torun **IRS SWAP** 1 123 € million (4) CEE - Projects under development Bas (Romania) 8.2 8.2

Bonds as at December 31, 2015						
Original currency (ILS/PLN) fx rate liability (M EUR)						
Bond A	280,711,318	4.25	66			
Bond B (net of treasurey bonds)	525,858,112	4.25	124			
Polish bond	55,921,376	4.26	13			
Total			203			



### **Impairments of trading properties**

	Year ended December 31			
Project name (location)	2015	2014		
	€ thousands			
lasi (lasi, Romania)	-	4,280		
Koregaon Park (Pune, India)	1,540	10,059		
Belgrade Plaza (Belgrade, Serbia)	-	2,500		
Pireas Plaza (Athens, Greece)	450	10,901		
Liberec (Liberec, Czech Republic)	6,225	2,080		
Belgrade Plaza Visnjicka (Belgrade, Serbia)	(5,601)	175		
Lodz Plaza (Lodz, Poland)	2,225	829		
Lodz Residential (Lodz, Poland)	2,133	664		
Casa Radio (Bucharest, Romania)	8,500	33,583		
Zgorzelec (Zgorzelec, Poland)	1,466	3,868		
Constanta (Constanta, Romania)	400	3,813		
Ciuc (Ciuc, Romania)	-	3,653		
Kragujevac (Kragujevac, Serbia)	-	3,395		
Timisoara (Timisoara, Romania)	261	2,027		
Krusevac (Krusevac, Serbia)	800	-		
Arena extension (Budapest, Hungary)	1,111	-		
Kielce (Kielce, Poland)	170	(323)		
Other, aggregated	642	5,985		
	20,322	87,489		



### **Estimated NAV of the Group**

NAV Summary (€ M)- 31.12.2015				
Net Financial Debt	(314)			
Operating Assets Development Assets** Plots Pipeline	<u>Asset Values*</u> 210 162 52			
Office Building	3 427			
Other assets and liabilities, net	1			

\* Valuation by Cushman & Wakefield as at 31 December 2015

\*\* Including Casa Radio (100% due to material owner's loan), Timisoara, Belgrade (Sport Star) and Belgrade (MUP)



### **Projected Cash Flows (€ Millions)**

			H1/2016	H2/2016	H1/2017	H2/2017	H1/2018
	Opening Balance		20.0	18.9	37.1	34.6	33.8
Source	Proceeds from selling trading and investment properties	Malls Plots- CEE Plots- India	28.8 2.2 0.0	69.5 27.8 24.1	0.0 3.5 10.8	0.0 5.7 0.0	86.6 0.0 0.0
oouroc	Cash flows from operating Activities		8.5	8.2	1.1	7.8	8.9
	Total Sources		39.5	129.7	15.3	13.4	95.5
Use	Debentures - principal Debentures - interest Bank loans - principal Bank loans - interest Additional Equity investments in current projects		18.5 6.8 2.1 1.9 8.3	91.1 6.2 1.4 1.4 8.6	10.7 3.1 0.3 0.3 1.0	0.0 5.7 0.0 7.8 <b>13.4</b> 4.2 2.7 2.1 2.7 0.0 2.5 <b>14.2</b>	53.2 2.5 2.1 2.6 0.0
	Operational expenses		3.0	2.8	2.5		2.5
	Total Uses		40.6	111.5	17.9	14.2	63.0
	Closing Balance		18.9	37.1	34.6	33.8	66.4



# **Operational Highlights**

### **Developments**, Finance and Asset sales

- On 13 May 2015, Plaza announced the agreement to sell its Indian shopping mall located in Pune, for c. €35 million. The net cash proceeds (after repayment of the related bank loan, other liabilities and transaction costs) from the sale were c. €7.4 million (525 million INR), which are being put towards Plaza's future investments and used for general corporate purposes.
- On 24 June 2015, Plaza reached an agreement to sell its 46,500 sqm development site in **lasi**, **Romania**, in two separate transactions (one for the sale of 37,334 sqm and the other for the sale of 9,166 sqm), for a gross consideration of €7.3 million. There was no bank debt secured against the property. In line with the Company's stated restructuring plan, 75% of the net cash proceeds from the transactions were distributed to the Company's bondholders at the end of September 2015 as an early principal repayment.
  - Plaza's subsidiary, Elbit Plaza India Real Estate Holdings Limited (in which Plaza holds a 50% stake with its joint venture partner, Elbit Imaging Ltd.) ("EPI"), on 2 December 2015 signed an agreement to sell 100% of its interest in a special purpose vehicle which holds a site in **Bangalore** to a local investor. The total consideration for the sale is INR 321 Crores (circa €45.4 million) which will be paid when the transaction closes. Following this closing, 50% of the proceeds will go to Plaza, of which 75% will be repaid to the Company's bondholders in line with the Company's stated restructuring plan. The transaction is subject to certain conditions precedent, and closing will take place once these conditions are met and no later than 30 September 2016. The investor is providing certain security in order to guarantee this deadline.
  - On 4 March 2016 Plaza agreed to sell its subsidiary holding Liberec Plaza, a shopping and entertainment centre in the Czech Republic, for €9.5 million. In line with the terms of the agreement, the buyer has deposited 15% of the consideration in escrow. The due diligence process, final closing and settlement is expected to conclude by the end of March. The disposal follows an agreement announced by Plaza on 29 September 2015 whereby a wholly owned subsidiary of Plaza ("PCE") won a tender to buy the loan to the holding and operating company for Liberec Plaza for €8.5 million. Upon completion of the Liberec Plaza disposal, PCE will receive €8.5 million on account of the bank loan it previously purchased. Out of the remaining proceeds, 75% will be distributed to the Company's bondholders by the end of June this year.



# **Operational Highlights**

### **Developments**, Finance and Asset sales

- The Company is in negotiations to sell its 50% share in Riga Plaza (Latvia) project to a third party. The expected sale price approximates the assets book value. More information will be provided upon the closing of the transaction.
- On 21 July 2015, Plaza announced that it had received the building permit to develop **Timisoara Plaza**, a circa 40,000 sqm GLA shopping and entertainment centre in Timisoara, western Romania. A binding financing offer was also agreed with the Hungarian Export-Import Bank Plc (Exim bank) for circa 65% of the project cost. A tender process is now underway to select a general contructor for the project, which is expected to complete during the second half of 2017.
- On 9 July 2015, Plaza announced that it had received the building permit to develop Belgrade Plaza (Visnjicka), a 32,000 sqm GLA shopping and entertainment centre. Located on Visnjicka Street, adjacent to the Danube River in old Belgrade, the new development will include approximately 110 retail units, a supermarket and a multi-screen cinema complex. As of today this is the biggest commercial construction site in Serbia. Construction began in 2015, with demolition works and pile works completed and skeleton construction underway, the completion is targeted for the first half of 2017. Belgrade Plaza (Visnjicka) is currently the biggest commercial construction site in Serbia.

To date, the Company has agreed pre-let terms for circa 45% of the lettable area demonstrating the significant tenant demand that exists for space in the new centre. The Company has received a bank financing offer for app 55% of the construction cost and expect to finalize a financing agreement in the next quarter.

- Since the year end, on 28 January 2016, Plaza announced the appointment of Dori Keren and Yitshak (Izzie) Elias to the roles of Acting Chief Executive Officer and Chief Financial Officer, respectively. Both roles will become effective on 1 April 2016 while Dori Keren will become Chief Executive Officer on 1 January 2017.
- On 23 March 2016, completed the sale of its 23,880 sqm site in Slatina, Romania, to a third party developer for €0.66 million, consistent with the asset's last reported book value.



# **Operational Highlights**

### **Operating Shopping and Entertainment Centres**

- A stable occupancy level was recorded across the Company's existing shopping and entertainment centres in the CEE, with the overall portfolio occupancy level at 94.96% as of 31 December 2015 (31 December 2014: 95.34%).
  - At Torun Plaza, Poland, occupancy increased to 96.08% (2014: 92.5%) and turnover remained stable despite a slight decrease of 3.2% in the footfall.
  - Riga Plaza in Latvia recorded an 8.6% increase in turnover along with a 2.2% increase in footfall, compared to 2014. A small
    decrease in the occupancy level to 97% (2014: 99.5%) was a direct result of a small number of retailers exiting the Latvian
    market altogether.
  - Suwalki Plaza, Poland, continues to perform well, with a 2.5% increase in turnover in 2015 and 5.7% increase in footfall, compared to last year. Occupancy decreased very slightly to 96.5% compared to 2014 (97.7%).
  - Zgorzelec Plaza, Poland, delivered a 2.8% increase in turnover compared to 2014, while footfall remained stable. The increase was despite a reduction in occupancy from 95.2% to 88.91% after the closure of the Stokrotka supermarket, following which successful discussions with tenants resulted in most of them agreeing to remain at the centre.
  - A 10.6% turnover increase was recorded at Liberec Plaza, compared to 2014, while occupancy remained stable at 83.67% (2014: 84%).
- Considerable letting success was achieved across the portfolio and contracts were agreed with a number of significant new tenants. This improved the overall tenant strength and mix in the portfolio, and included agreements with KIK, Kinder Planeta, Pink and Cliff Sport. In the second half of the year Adidas, Drogas, Calzedonia, Subway and other well-known brands opened stores in Latvia at Riga Plaza. Both Suwalki Plaza and Zgorzelec Plaza successfully agreed to extend their first five-year lease agreements which helped to keep the high occupancy level and will deliver a more resilient, higher quality income over the coming years.





# THE END