



IMMOFINANZ: local shopping formats

Retail portfolio overview



Easy Shopping

80 STOP SHOP's



~880,000 sqm GLA



10 VIVO's



9 countries



Strong presence in nine countries and positioned as leading retail park operator in Europe



Easy Shopping



STOP SHOP and VIVO! – Success with local concepts

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STOP SHOP – 80 LOCATIONS IN NINE COUNTRIES

- Likeable local provider
- Offers good value for money
- Convenient transportation links
- Price conscious “smart shoppers”



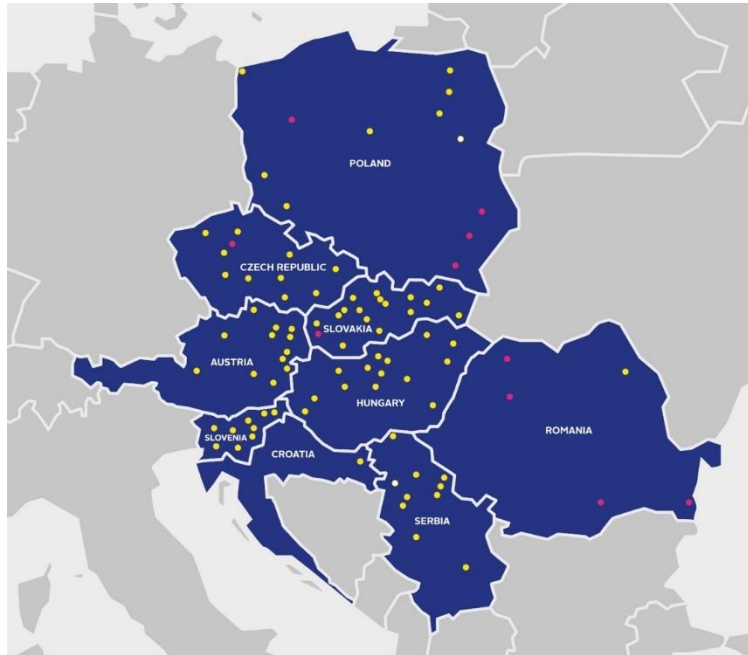
VIVO! – 10 LOCATIONS IN FOUR COUNTRIES

- Shopping experience for the entire family
- Strong anchor tenants and attractive retail mix
- Wide variety of entertainment on offer

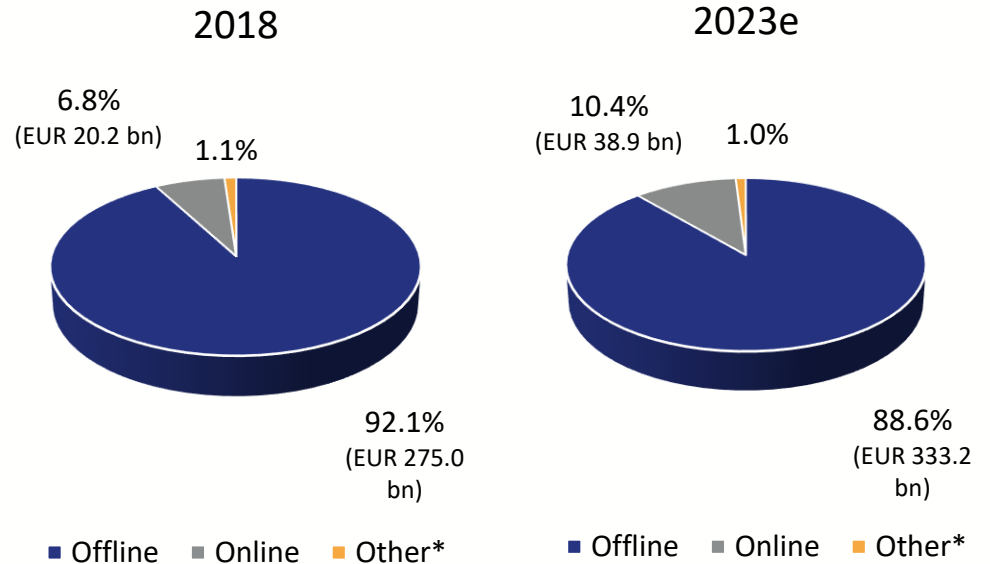


Overview of total retail revenue development in IMMOFINANZ core countries

Increase in total market revenue in 2018:
+4.8% to EUR 298.6 billion



In-store & online development



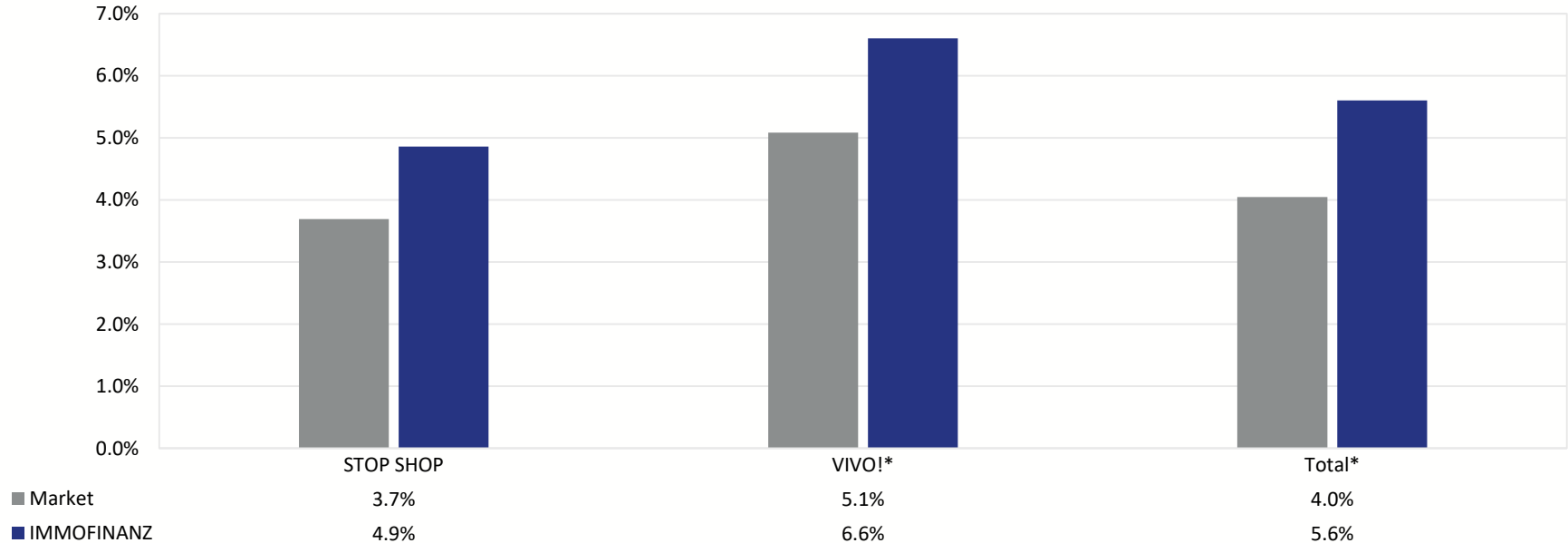
Source: CBRE/Euromonitor

* As defined in CBRE market report: data for "Online" reflects only pure online retail sales; total retail revenue also includes other types of non-physical store retail sales (Other)

IMMOFINANZ retail formats outperform the market by up to around 40%

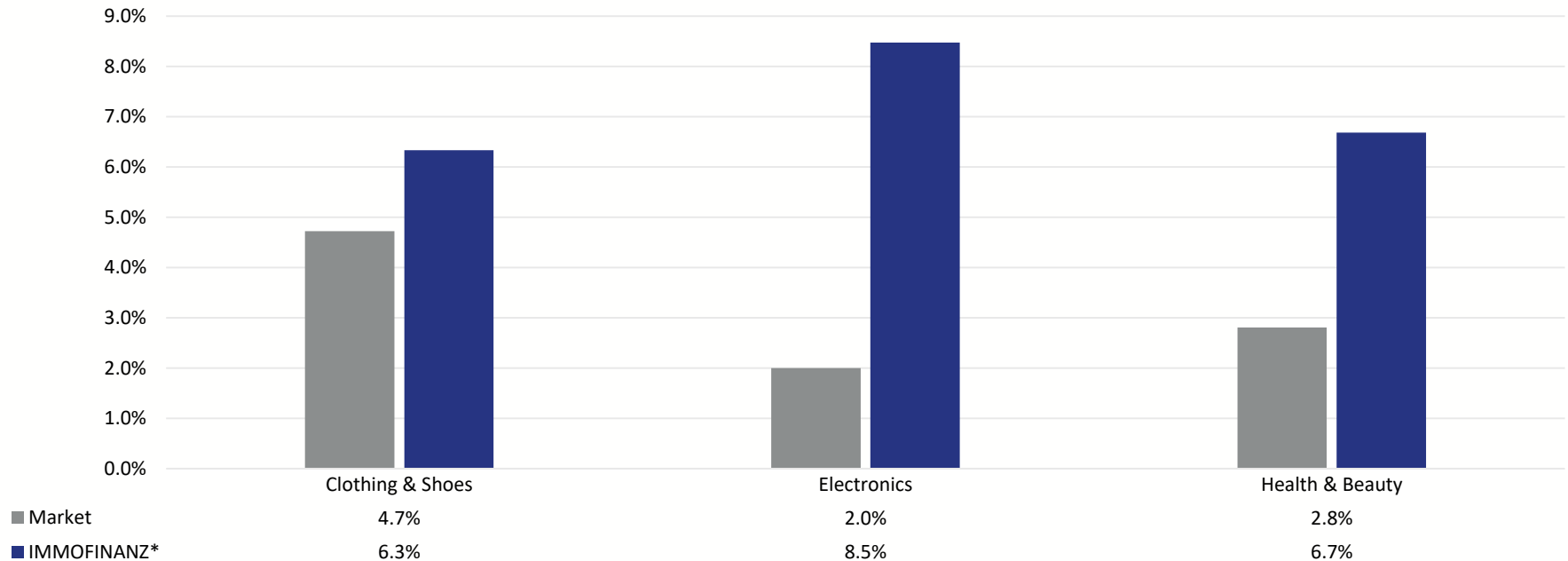
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In-store revenue growth compared to sales growth for retailers in IMMOFINANZ properties - 2017 versus 2018



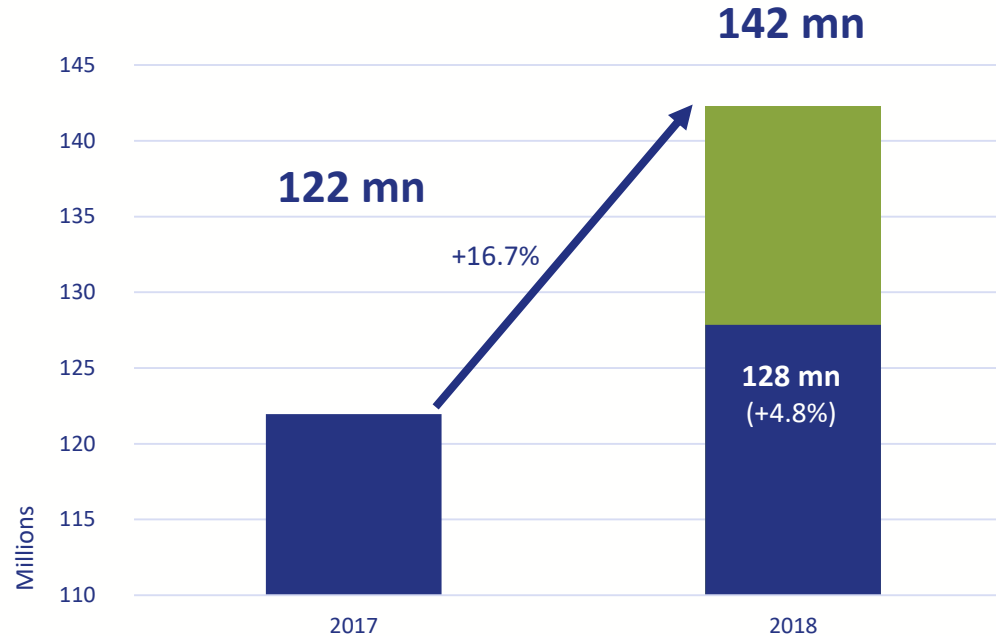
Selected sectors with significant growth rates

In-store revenue growth compared to sales growth for retailers in IMMOFINANZ properties
in selected sectors - 2017 versus 2018



Significant increase in visitor numbers to around 142 million

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More than 142 million customers frequented STOP SHOP retail parks and VIVO! shopping centers in 2018. On a like-for-like basis (i.e. adjusted for the effects of acquisitions, sales and completions) there was an increase of 4.8% to approximately 128 million visitors.

Our formats work because we focus on...

- > Smaller and medium-sized towns in Central and Eastern Europe
- > Convenience and discount products
- > Fast accessibility - “on the doorstep”
- > Socialising and entertainment (local meeting point)
- > Close proximity to customers

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