# Annual General Meeting







## Documents available to shareholders

#### **Including:**

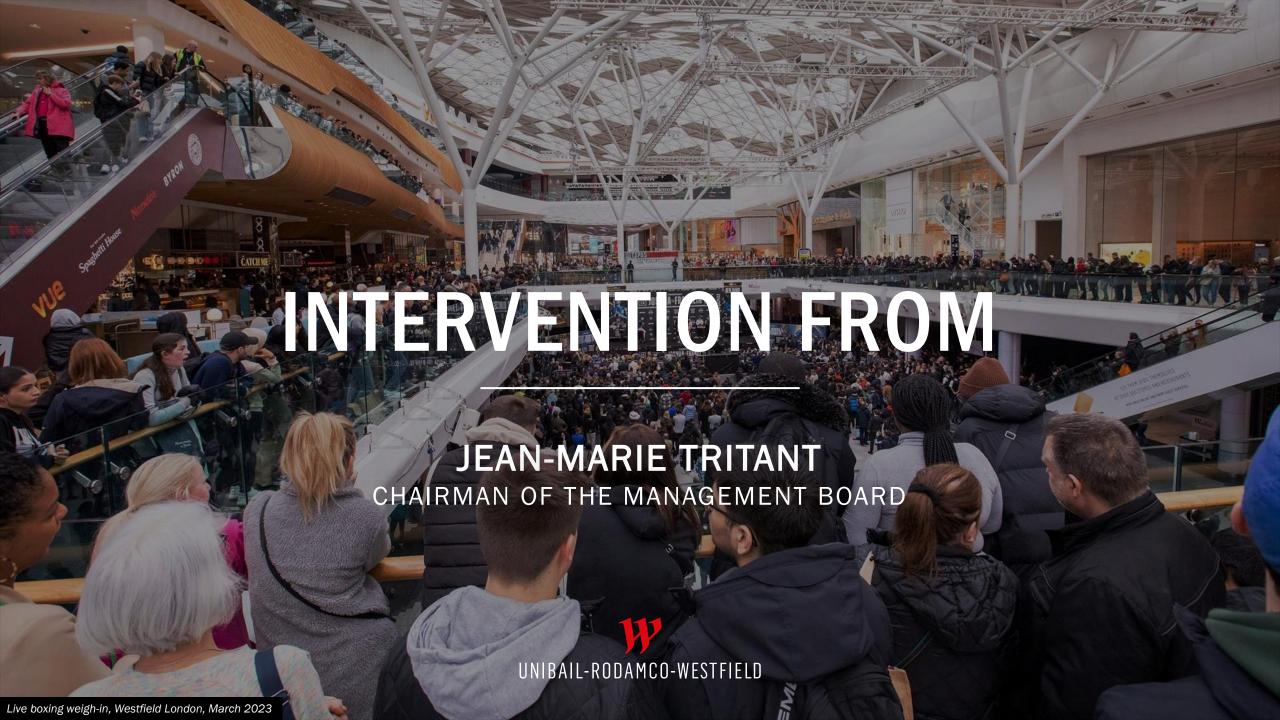
- A notice of meeting to this General Meeting was published on March 18, 2024 in the Bulletin des Annonces Légales Obligatoires.
   A press release was also issued to the French Financial Markets Authority (Autorité des Marchés Financiers) on March 19, 2024.
- A convening notice was published in the legal notices newspaper Journal Spécial des Sociétés on April 12, 2024.

No request for the inclusion of drafts of resolutions on the agenda has been made by any shareholder.









## 2023: strong operational performance across all activities

**Strong operations** across Shopping Centres, Offices and Convention & Exhibition supported by dynamic leasing activity and indexation

2023 AREPS at **€9.62/share**, above guidance

**Continued deleveraging** with 11 transactions secured in 2023 for €1.0 Bn<sup>(1)</sup>, leading to €5.1 Bn<sup>(1)</sup> net debt reduction since 2021

**Comprehensive evolution of Better Places roadmap** 

1<sup>st</sup>-of-its-kind hybrid exchange followed by a successful green bond issuance

Proposed cash distribution<sup>(2)</sup> of €2.50/share<sup>(3)</sup>





On an IFRS basis, including disposals and foreclosures completed or secured by February 8, 2024

<sup>2.</sup> Equity repayment, pursuant to article 112-1 of the French General Tax Code

Subject to approval by Annual General Meeting of Unibail-Rodamco-Westfield SE held on April 30, 2024

## **2023 Financial Highlights**

+6.7%

LFL EBITDA<sup>(1)</sup> vs. FY-2022

+3.3%

AREPS vs. FY-2022

€950 Mn

IFRS NET DEBT REDUCTION<sup>(2)</sup>

vs. December 31, 2022

9.3x

**NET DEBT TO EBITDA** 

vs. 9.6x at FY-2022



### **2023 Full-Year Results**

€Mn	FY-2023	FY-2022	Change	Lfl Change	
	_	_	_	_	
Shopping Centres	2,031	2,021	+0.5%	+8.0%(1)	
Offices & Others	84	73	+14.5%	+22.1%	
Convention & Exhibition	95	132	-27.9%	n.m.	
Net Rental Income	2,210	2,226	-0.7%	+7.3%(2)	
EBITDA	2,199	2,209	-0.4%	+6.7% <sup>(3)</sup>	
Recurring Net Result (Group Share)	1,409	1,339	+5.2%		
Recurring EPS	10.14	9.66	+5.0%		
Adjusted Recurring EPS <sup>(4)</sup>	9.62	9.31	+3.3%		

<sup>1.</sup> Shopping Centres Lfl NRI excluding airports



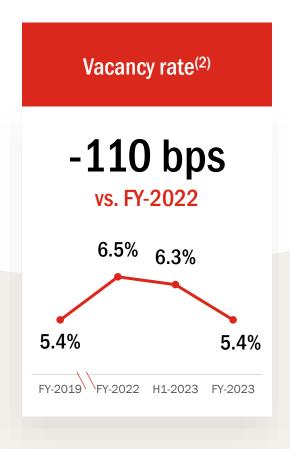
<sup>2.</sup> Group Lfl NRI including airports

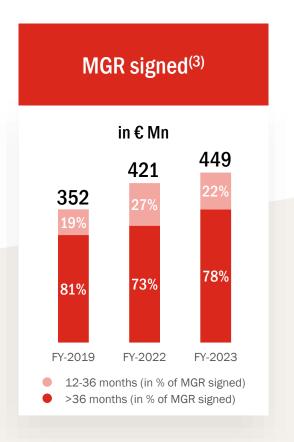
<sup>3.</sup> Excluding the impact of disposals, pipeline, DD&C and FX

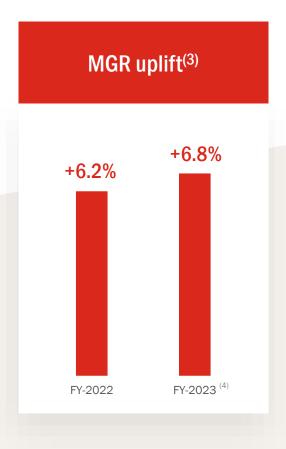
<sup>4.</sup> The Adjusted Recurring Earnings are calculated based on the Recurring net result for the period attributable to the holders of the Stapled Shares minus the coupon on the Hybrid Securities

## Strong performance in Shopping Centre operating metrics in 2023

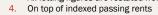








<sup>3.</sup> All letting figures exclude deals <12 months. Usual 3/6/9 leases in France are included in the long-term leases. All letting figures are restated from disposals of 2019, 2020, 2021 and 2022





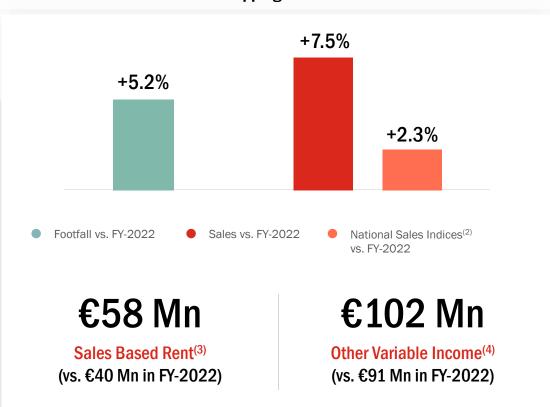
<sup>1.</sup> For the scope of tenant sales and footfall, please refer to the appendix to the Press Release published on February 8, 2024

EPRA vacancy rate. Shopping Centres

### **Continued footfall and tenant sales improvement**

#### EUROPE<sup>(1)</sup>

#### **Shopping Centres**



#### **UNITED STATES**<sup>(1)</sup>





<sup>6.</sup> Shopping Centres, like-for-like, includes Retail Media & other income and parking income, excludes SBR and airports



<sup>1.</sup> For the scope of tenant sales and footfall, please refer to the appendix to the Press Release published on February 8, 2024

Please refer to the appendix to the Press Release published on February 8, 2024 for further details

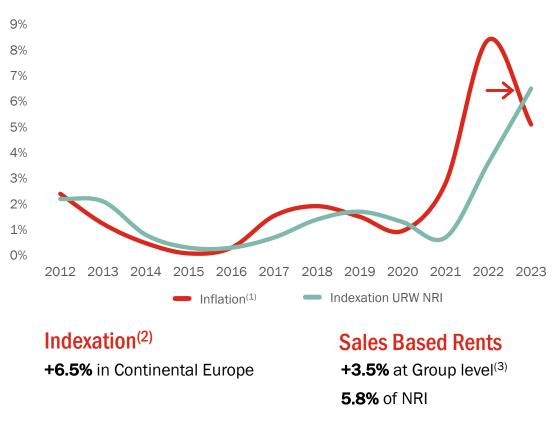
Shopping Centres, like-for-like

<sup>4.</sup> Shopping Centres, like-for-like, includes Retail Media & other income and parking income, excludes Sales Based Rent (SBR)

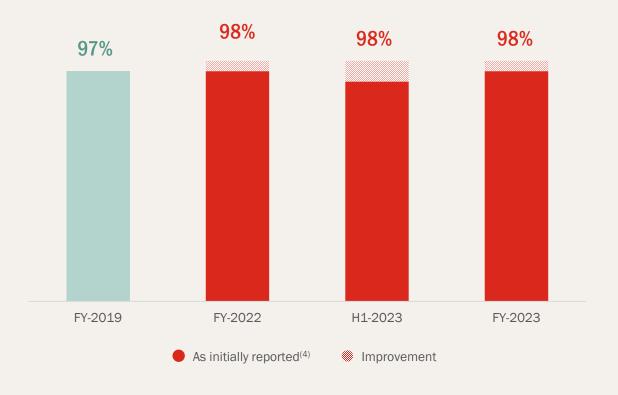
<sup>5.</sup> Shopping Centres, like-for-like, excludes airports

## Proven ability to pass on inflation

#### **Inflation / Indexation**



#### **Rent collection**



NB: Shopping Centres excluding airports



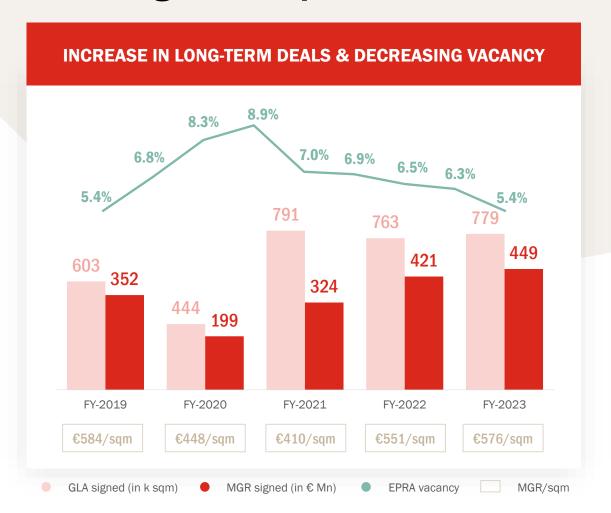
Average inflation in Continental Europe (consumer price index, ECB) weighted by MGR of each country where the Group operates in Continental Europe

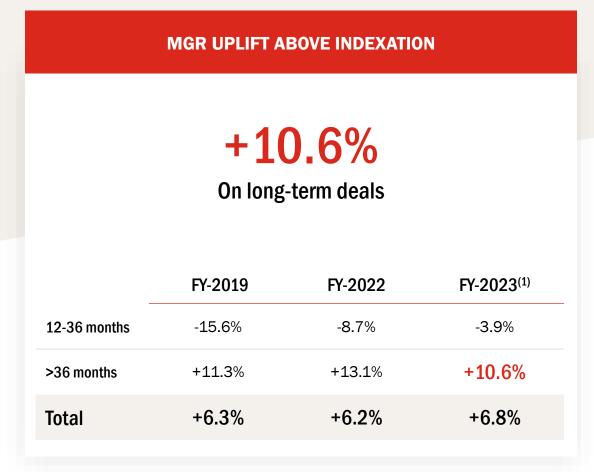
<sup>2. 2023</sup> indexation contribution to like-for-like performance evolution

<sup>3.</sup> Like-for-like, 2023 evolution vs. 2022, excluding FX impact

<sup>4.</sup> As reported at the FY-2022, H1-2023 and FY-2023 results

## Dynamic leasing activity with longer-term deals & strong MGR uplift





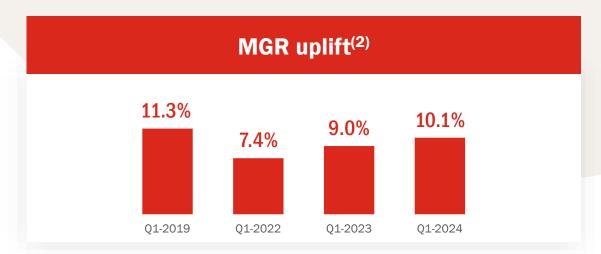


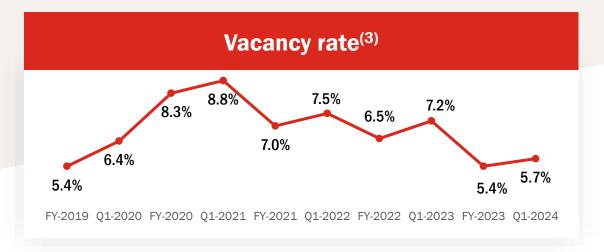
MGR uplift on top of indexed passing rents
 NB: All letting figures exclude deals <12 months. Usual 3/6/9 leases in France are included in the long-term leases.</li>
 All letting figures are restated from disposals of 2019, 2020, 2021 and 2022

## Strong operating performance confirmed in Q1-2024









3. EPRA vacancy rate, Shopping Centres



<sup>1.</sup> For the scope of tenant sales and footfall, please refer to the Press Release published on April 25, 2024

All letting figures exclude deals <12 months. Usual 3/6/9 leases in France are included in the long-term leases.</li>
 All letting figures are restated from disposals of 2019, 2020, 2021, 2022 and 2023

### Strong growth of URW's retail media business



UNPARALLELED IN-MALL MEDIA NETWORK IN EUROPE

> 1,735 Screens(1)



ATTRACTIVE TO **MAJOR BRANDS** 

~1,300

Physical activations in 2023 (+12% vs. 2022)

Global long-term deal on platform



































Net margin at 100%



+10%

Average revenue per visit vs. 2022

€53 Mn

2023 Net Margin<sup>(2)</sup> (+17.4% vs. 2022)

56%

of 2024 budget already secured<sup>(3)</sup>

On-track to deliver €75 Mn target<sup>(4)</sup> in 2024



As at March 31, 2024

### Strong achievements on best-in class office assets

#### **TRINITY**

100% occupancy rate

€562

average rent per sqm per year<sup>(1)</sup>



#### Highly awarded building











#### **LIGHTWELL**

80% pre-let to ARKEMA



H2-2024

delivery date



-51%

-53% CO2 equivalent primary energy consumption(2) emissions

88%

of strip-out waste re-used or recycled







## Convention & Exhibition: strong 2024 outlook

HIGH LEVEL OF
COMMITMENT FROM
ORGANISERS

96%

pre-bookings vs. expected 2024 rental income<sup>(1)</sup>

## HOSTING KEY OLYMPIC & PARALYMPIC ORGANISATIONS & EVENTS

#### Paris Nord Villepinte (North Paris Arena)

- Olympics: Boxing, Modern Pentathlon Fencing
- Paralympics: Sitting Volleyball

#### Paris Expo Porte de Versailles (South Paris Arena)

- Olympics: Handball, Table Tennis, Volleyball, Weightlifting
- Paralympics: Bocce, Goalball, Para Table Tennis

#### Palais des Congrès de Paris

- Main Press Centre (MPC)
- International Olympic Committee

#### Paris-Le Bourget

International Broadcast Centre (IBC)







OFFICIAL SUPPORTER

"Viparis will be an essential player in the organisation of the 2024 Paris Games"

#### **Tony Estanguet,**

President of the Paris 2024 Organising Committee for the Olympic and Paralympic Games

## 90% of Committed Pipeline to be delivered in 2024

H1-2024

H2-2024



€80 Mn

100% TIC

96%

Contracted costs<sup>(1)</sup>

91%

Pre-let



€1,640 Mn

100% TIC

95%

Contracted costs(1)

87%

Pre-let<sup>(2)</sup> including

92% for retail



€150 Mn

100% TIC

100%

Contracted costs(1)

80%

Pre-let



€810 Mn

100% TIC(3)

90%

Contracted costs(1)

62% - 99%

Letting status<sup>(4)</sup>



<sup>1.</sup> On construction costs at URW share

Offices pre-letting 56%, Retail pre-letting 92%, Hotels pre-letting 100%, Letting / pre-letting: GLA signed, all
agreed to be signed and financials agreed for GLA to be delivered in 2024

<sup>3.</sup> Including the phases already delivered

<sup>4.</sup> For the 3 phases delivered before December 2023

## **Comprehensive evolution of Better Places roadmap**

### A SUSTAINABILITY ROADMAP DRIVING VALUE CREATION

- Core to business strategy
- Science-based
- Ambitious, **comprehensive** & detailed with clear targets
- Action-oriented with identified technical levers
- Fully-financed





ENVIRONMENTAL TRANSITION



SUSTAINABLE EXPERIENCE



THRIVING COMMUNITIES

#### **ACTIONS & KPIs**

#### **CLEARLY GOVERNED & EXECUTED**

Recognized by **key frameworks** including SBTi

Embedded across the Group and asset level through Better Places certification

Supported by **clear governance**, **annual reporting** and audits by statutory auditors

Developed with **strong independent partners** such as Good On You,
Bureau Veritas, WWF France



## **Creating & operating places**

That reinvent being together & advance the sustainable transition of cities

## ENVIRONMENTAL TRANSITION

#### **2023 ACHIEVEMENTS**

**-43**%

reduction in carbon emissions from Scopes 1, 2 & 3<sup>(1)</sup>

vs. -50% target in 2030(1)

-30%

reduction in energy intensity<sup>(1)</sup> vs. -50% target in 2030<sup>(1)</sup>

**103.3 GWh** 

energy savings compared to 2022 equivalent to more than 61,000 average

EU citizens energy consumption<sup>(2)</sup>

23.8 MWp

solar photovoltaic installed capacity

including 13.8 MWp in Europe and 10.0 MWp in the US

## SUSTAINABLE EXPERIENCE

#### BETTER PLACES CERTIFICATION

100% of assets(3) certified by 2027

#### SUSTAINABLE RETAIL INDEX (SRI)

Rolled out by 2027 on **100% of eligible URW revenues**(3,4)

## SUSTAINABILITY-DRIVEN CUSTOMER JOURNEY

100% of assets<sup>(3)</sup> with at least 1 annual campaign or event by 2025



## THRIVING COMMUNITIES

**2,600 jobs**(5) provided through the URW for Jobs programme

43% senior management positions held by women surpassing our target to maintain at least 40%

93% of URW employees have completed a sustainability course

- 1. From 2015 reference
- . Like-for-like scope in 2023 compared to 2022. Average EU citizen energy consumption from Eurostat
- 3. Standing European retail assets
- Revenues in Minimum Guaranteed Rents; Eligible revenues in the following categories: Fashion Apparel, Sport
  Apparel, Jewelry, Bags & Footwear & Accessories, Health and Beauty, Home, Culture, Food & Beverage
- Or qualifying certifications

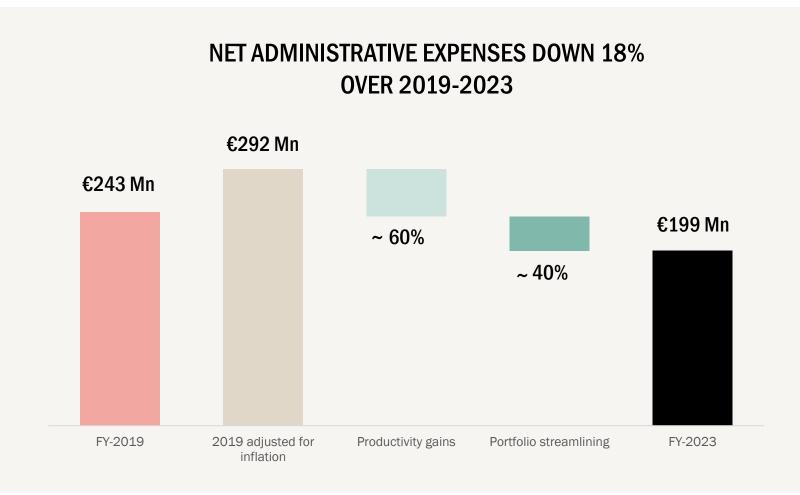


## Cost discipline: continuous efficiency improvement beyond portfolio streamlining

## CONTINUOUS EFFICIENCY IMPROVEMENT

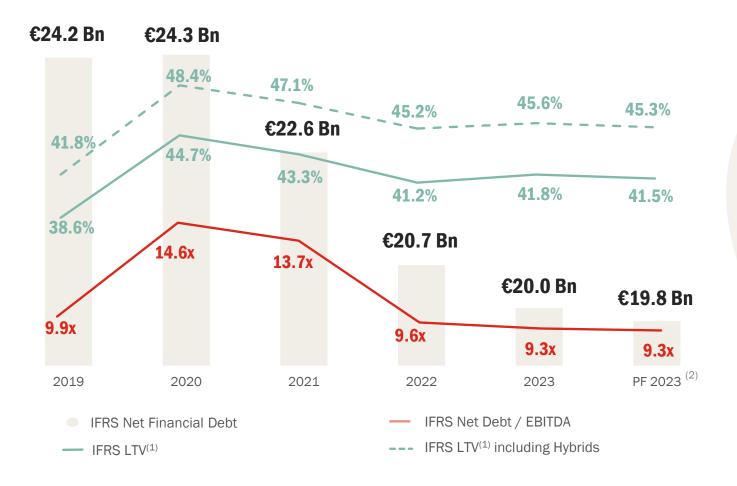
Improved **productivity**& disciplined **cost**management

Adaptation of URW organisation in line with deleveraging progress (incl. streamlining of the US portfolio)





## Net debt reduction, improving net debt over EBITDA & strong liquidity



€3.3 Bn

debt raised in 2023

66%

of 2023 raised debt being sustainable financings

**7.8 years** average debt maturity<sup>(3)</sup>

> 36 months

liquidity secured

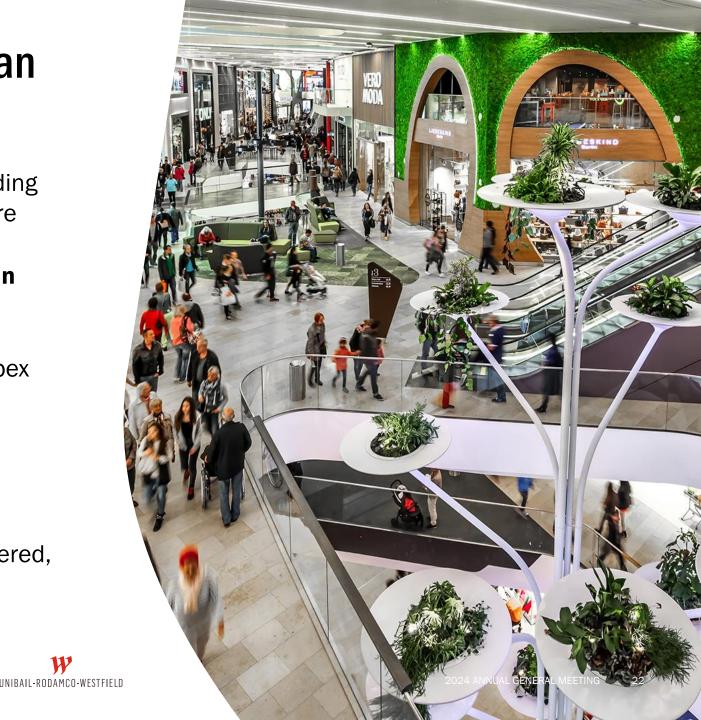
<sup>1.</sup> Excluding goodwill not justified by fee business as per the Group's European bank debt leverage covenants

<sup>2.</sup> Proforma for the receipt of the proceeds of the disposal of Westfield Oakridge and Equinoccio

<sup>3.</sup> Taking into account the undrawn credit lines (subject to covenants) and cash on hand

## Committed to deleveraging plan

- Committed to our deleveraging plan, including the radical reduction of US financial exposure
- Currently in active discussions on more than
   €1.2 Bn of asset disposals
- Disciplined capital allocation with tight Capex control including limited ESG related Capex
- Ongoing cost discipline
- Further Net debt to EBITDA reduction supported by €2.1 Bn of projects to be delivered, generating income in 2024



## Proposed cash distribution in 2024 based on 2023 performance

STRONG OPERATING PERFORMANCE

DISCIPLINED CAPITAL ALLOCATION WITH TIGHT CAPEX CONTROL

COMMITMENT ON DELEVERAGING PLAN

STRONG ACCESS TO FINANCING & LIQUIDITY POSITION



€2.50 PER SHARE

PAID IN ONE INSTALLMENT

ON MAY 16, 2024(2)



#### Guidance for 2024

#### **Main Assumptions**

- Consistent operating performance supported by retailers' demand for premium space
- Growing revenues from large-scale deliveries,
   2024 Olympic and Paralympic Games' positive impact for C&E and expanding retail media
- Ongoing cost discipline
- Impact of 2023 and 2024 disposals as part of the Group's ongoing deleveraging plan
- Slight increase of cost of debt with full year effect of 2023 financings and lower expected cash remuneration
- Full year impact of the hybrid cost following Perp-NC23 exchange







## The URW SE Management Board

**April 2024** 

**Jean-Marie Tritant** 

Chief Executive Officer
Chairman of the Management Board



Vincent Rouget
Chief Strategy
& Investment Officer



Anne-Sophie Sancerre
Chief Customer
& Retail Officer







Sylvain Montcouquiol
Chief Resources & Sustainability Officer



## The URW SE Supervisory Board (SB)

Post 2024 AGM<sup>(1)</sup>



Mr Jacques Richier SB Chair Audit Committee Member Independent Joined May 11, 2023



Ms Cécile Cabanis SB Vice-Chair Audit Committee Chair Independent Joined Dec 23, 2020



Mr Roderick Munsters GNRC<sup>(2)</sup> Chair Independent Joined April 25, 2017



Ms Julie Avrane Audit Committee Member Independent Joined Dec 23, 2020



Mr Michel Dessolain Audit Committee Member Non independent Joined May 11, 2022



Ms Dagmar Kollmann GNRC<sup>(2)</sup> Member Independent Joined Apr 23, 2014



Mr Xavier Niel GNRC<sup>(2)</sup> Member Non independent Joined Nov 10, 2020



**3 RENEWALS** 

Ms Susana Gallardo GNRC<sup>(2)</sup> Member Independent Joined Nov 10, 2020





Ms Sara Lucas Audit Committee Member Independent Joined May 11, 2023

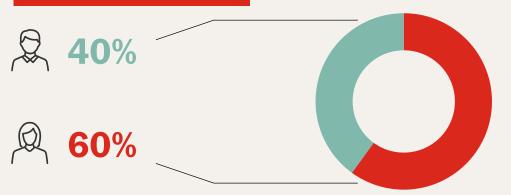


Ms Aline Sylla-Walbaum GNRC<sup>(2)</sup> Member Independent Joined May 12, 2021

## The URW SE Supervisory Board

Post 2024 AGM(1)

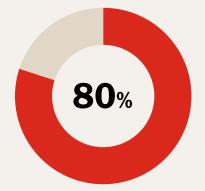
#### **GENDER OF MEMBERS**



#### NATIONALITIES(2)

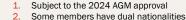


#### **INDEPENDENCE**



#### **AREAS OF EXPERTISE**



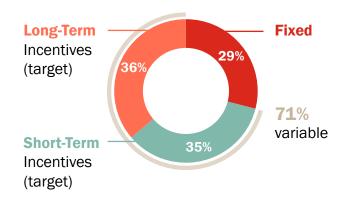






## Stable Management Board remuneration policy in 2024, Renewal of MB in conformity with approved remuneration policy

#### **UNCHANGED REMUNERATION POLICY & STRUCTURE**



CEO Share ownership requirement: 300% of Fixed Income<sup>(1)</sup>

#### Minor KPI adjustments

- Short-Term Incentives: strengthening of cost discipline metric, evolution of deleveraging objectives with introduction of a Net Debt/EBITDA metric.
- Long-Term Incentives: reflecting stronger ESG commitments with the introduction of the 10-metric URW Sustainability Scorecard, with a stronger weighting (25%).

#### **RENEWAL OF MANAGEMENT BOARD**

#### **Appointment of two new MB members**

- Anne-Sophie Sancerre appointed CCRO on May 2, 2023 and Vincent Rouget appointed CSIO on June 1, 2023.
- Fixed Income determined based on their respective responsibilities, market benchmarks and the context of their nominations (one promoted, one hired).
- STI & LTI opportunities, and all elements of their remuneration fully aligned with the 2023 remuneration policy.
- 2023 STI calculated on a time pro-rata basis.

#### **Stepping down of two MB members**

- Olivier Bossard stepped down from CIO role and remains employed as Advisor to the CEO. No indemnity was paid for leaving the MB. 2023 STI time-prorated.
- Caroline Puechoultres stepped down from CCO role, her suspended employment contract was reactivated, then terminated after notice period. No indemnity was paid for leaving the MB. 2023 STI timeprorated.





## Statutory auditors' reports

## **Ordinary**General Meeting

- Report on the annual financial statements
- Report on the consolidated financial statements
- Special report on regulated agreements

## **Extraordinary**General Meeting

 Reports related to transactions on the capital



### Report on annual financial statements

#### **RESOLUTION NO. 1**

- Key audit matters:
  - Evaluation of investments in subsidiaries and related receivables
  - Accounting for financial debt and derivative financial instruments
- In our opinion, the financial statements give a true and fair view of the assets and liabilities and of the financial position of the company as at December 31, 2023 and of the results of its operations for the year then ended in accordance with French accounting principles.



### Report on the consolidated financial statements

#### **RESOLUTION NO. 2**

- Key audit matters:
  - Valuation of the investment property portfolio, including investment properties under construction, either held directly or within joint ventures
  - Recoverable amount of intangible assets with an indefinite useful life and goodwill related to the Westfield acquisition
  - Accounting for financial debt and related derivative financial instruments
- In our opinion, the consolidated financial statements give a true and fair view of the assets and liabilities and of the financial position of the Group as at December 31, 2023 and of the results of its operations for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

## Special report on regulated agreements

#### **RESOLUTION NO. 5**

- No new agreement authorized and concluded during the year to be submitted to the approval of the AGM
- We have been informed that the following agreement, previously approved by prior Shareholders' Meetings, has remained in force during the year:
  - Settlement agreement entered into between your company and Mr Christophe Cuvillier (Group CEO until December 31<sup>st</sup>, 2020)
    - This settlement agreement was signed on December 15, 2020, authorized by the November 18, 2020 Supervisory Board and approved by the May 12, 2021 General Meeting.
      - The usual stipulations of the settlement agreement relating to confidentiality, cooperation, non-denigration, and temporary tax aid up to 15,000 for a total period of 36 months expiring on December 31, 2023.
         These continued in 2023 and expired on December 31, 2023.



## Special reports regarding transactions on the capital

#### **Authorizations granted to the Management Board**

Authorization to reduce the share capital by the cancelling shares bought back by the Company

**RESOLUTION NO. 25** 

Authorization to increase the share capital by issuing ordinary shares and/or securities giving access to the share capital of the Company reserved for participants in Company savings plan

**RESOLUTION NO. 26** 

We have nothing to report on these transactions, which comply with the conditions provided by the French Commercial Code









## **Operation for voting boxes**

## Your voting box is strictly personal

The number of votes, corresponding to the number of shares you hold and/or represent, is indicated on the screen



#### **BUTTONS TO USE**

Other buttons are not considered





## **Operation for voting boxes**

As soon as the resolution appears on the screen, it is indicated

The vote is open!

The voting time is represented by an electronic hourglass which fills up

The vote is open!







## **Operation for voting boxes**

During the vote,

PLEASE turn off your mobile phones

Please return your voting box when you leave the meeting





## **RESOLUTION NO. 1**

Approval of the statutory financial statements for the year ended December 31, 2023



#### **RESOLUTION NO. 2**

Approval of the consolidated financial statements for the year ended December 31, 2023



## **RESOLUTION NO. 3**

Allocation of net income for the year ended December 31, 2023



## **RESOLUTION NO. 4**

Distribution of an amount deducted from the "Additional paid-in capital" account



## **RESOLUTION NO. 5**

Approval of the Statutory Auditors' special report on related party agreements governed by Articles L. 225-86
 et seq. of the French Commercial Code

#### **RESOLUTION NO. 6**

Approval of the total remuneration and benefits of any kind paid during the financial year ended December 31,
 2023 or granted in respect of the same financial year to Mr Jean-Marie Tritant, as Chairman of the Management Board

#### **RESOLUTION NO. 7**

Approval of the total remuneration and benefits of any kind paid during the financial year ended December 31,
 2023 or granted in respect of the same financial year to Mr Sylvain Montcouquiol, as member of the Management Board

#### **RESOLUTION NO. 8**

 Approval of the total remuneration and benefits of any kind paid during the financial year ended December 31,
 2023 or granted in respect of the same financial year to Mr Fabrice Mouchel, as member of the Management Board



#### **RESOLUTION NO. 9**

Approval of the total remuneration and benefits of any kind paid during the financial year ended December 31,
 2023 or granted in respect of the same financial year to Mr Vincent Rouget, as member of the Management Board from June 1, 2023



#### **RESOLUTION NO. 10**

Approval of the total remuneration and benefits of any kind paid during the financial year ended December 31,
 2023 or granted in respect of the same financial year to Ms Anne-Sophie Sancerre, as member of the Management Board from May 2, 2023

#### **RESOLUTION NO. 11**

Approval of the total remuneration and benefits of any kind paid during the financial year ended December 31,
 2023 or granted in respect of the same financial year to Mr Olivier Bossard, as member of the Management Board until April 21, 2023

#### **RESOLUTION NO. 12**

Approval of the total remuneration and benefits of any kind paid during the financial year ended December 31,
 2023 or granted in respect of the same financial year to Ms Caroline Puechoultres, as member of the Management Board until April 21, 2023

#### **RESOLUTION NO. 13**

Approval of the total remuneration and benefits of any kind paid during the financial year ended December 31,
 2023 or granted in respect of the same financial year to Mr Léon Bressler, as Chairman of the Supervisory
 Board until May 11, 2023



#### **RESOLUTION NO. 14**

Approval of the total remuneration and benefits of any kind paid during the financial year ended December 31,
 2023 or granted in respect of the same financial year to Mr Jacques Richier, as Chairman of the Supervisory
 Board from May 11, 2023

#### **RESOLUTION NO. 15**

 Approval of the remuneration report of the corporate officers in accordance with Article L. 22-10-34 I of the French Commercial Code

#### **RESOLUTION NO. 16**

Approval of the remuneration policy of the Chairman of the Management Board



#### **RESOLUTION NO. 17**

Approval of the remuneration policy of the members of the Management Board, other than the Chairman



## **RESOLUTION NO. 18**

Approval of the remuneration policy of the members of the Supervisory Board



#### **RESOLUTION NO. 19**

Renewal of the term of office of Ms Susana Gallardo as member of the Supervisory Board



#### **Susana GALLARDO**

**Governance, Nomination & Remuneration Committee member** 

#### Independent

- Appointed in 2020
- To be renewed for a 3-year term
- 89% SB attendance, 100% GNRC attendance in 2023



#### **RESOLUTION NO. 20**

Renewal of the term of office of Ms Sara Lucas as member of the Supervisory Board



#### **Sara LUCAS**

#### **Audit Committee member**

#### Independent

- Appointed in 2023
- To be renewed for a 3-year term
- 100% SB and AC attendance in 2023

#### **RESOLUTION NO. 21**

Renewal of the term of office of Ms Aline Sylla-Walbaum as member of the Supervisory Board



#### **Aline SYLLA-WALBAUM**

**Governance, Nomination & Remuneration Committee member** 

#### Independent

- Appointed in 2021
- To be renewed for a 3-year term
- 89% SB attendance, 86% GNRC attendance in 2023

#### **RESOLUTION NO. 22**

Appointment of KPMG S.A. as statutory auditor in charge of certifying the sustainability information



#### **RESOLUTION NO. 23**

Appointment of Deloitte & Associés as statutory auditor in charge of certifying the sustainability information



#### **RESOLUTION NO. 24**

 Authorisation granted to the Management Board to enable the Company to purchase its shares in accordance with Article L. 22-10-62 of the French Commercial Code

#### **RESOLUTION NO. 25**

 Authorisation granted to the Management Board to reduce the share capital by the cancelling shares bought back by the Company in accordance with Article L. 22-10-62 of the French Commercial Code



#### **RESOLUTION NO. 26**

 Delegation of authority granted to the Management Board to increase the share capital by issuing ordinary shares and/or securities giving access to the share capital of the Company reserved for participants in Company savings plans (*Plan d'Épargne Entreprise*), without pre-emptive subscription rights, in accordance with Articles L. 3332-18 et seq. of the French Labour Code

## **RESOLUTION NO. 27**

Powers for formalities





www.urw.com