

# Financial **TRAJECTORY**

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# Significant deleveraging progress & operational recovery 2021-24

## DELEVERAGING

- **Net debt<sup>(1)</sup>**
  - €21.3 Bn as at December 31, 2024
  - €4.9 Bn net debt reduction over 2021-2024 including €6.4 Bn of disposals
- **LTV<sup>(1)</sup>**
  - 44.7%<sup>(2)</sup> as at December 31, 2024
  - 370 bps LTV reduction over 2021-2024 despite 12% decrease in values
- **ND/EBITDA<sup>(3)</sup>**
  - 9.5x as at as at December 31, 2024
  - Lowest level since Westfield acquisition

## CAPITAL ALLOCATION

- **€4.4 Bn of Capex over 2021-2024**
- **Distribution reinstated after 3 years at €2.50 in 2023 and increased by +40% to €3.50 per share in 2024**

## OPERATIONAL GROWTH

- **EBITDA: c.+5% vs. 2019 on a like-for-like basis, ahead of expectations**
- **Highest occupancy rate since 2017**

1. On an IFRS basis, including hybrid and the disposals secured in 2024 (80% of Trinity and 15% of Westfield Forum des Halles)  
2. 45.5% excluding disposals secured in 2024 (80% of Trinity and 15% of Westfield Forum des Halles)  
3. On an IFRS basis, including hybrid

# 2025-28 strategic plan: capturing growth in a disciplined manner

## OPERATIONAL GROWTH

- **Annual EBITDA growth<sup>(1)</sup> of +4.5-5.2%, through:**
  - Organic growth including retail media
  - New revenues (e.g. brand licensing)
  - Cost discipline
- **Project deliveries and capital recycling opportunities of +1.3-1.4%<sup>(2)</sup>**

## CAPITAL ALLOCATION

- **Increase progressively over time the distribution to reach:**
  - €4.50/share for 2025 fiscal year (c. +30% vs. 2024)
  - 60% payout ratio for fiscal year 2026
  - 60-70% payout ratio from 2027 fiscal year
- **Disposals acceleration: €2.2 Bn over 2025-26**
- **Disciplined capex:**
  - €600 Mn/ year net capex on average over 2026-28
  - Opportunities to unlock value through capital recycling

## DELEVERAGING

- **Financial trajectory reviewed by rating agencies, with no change to rating or outlook (BBB+/Baa2 stable outlooks)**
- **Group's targets<sup>(3)</sup> by 2028:**
  - ND/EBITDA at c. 8.0x
  - LTV at c. 40%

1. In EBITDA growth contribution. 2025-2028 growth restated for 2025 disposals and FX impact, excluding deliveries

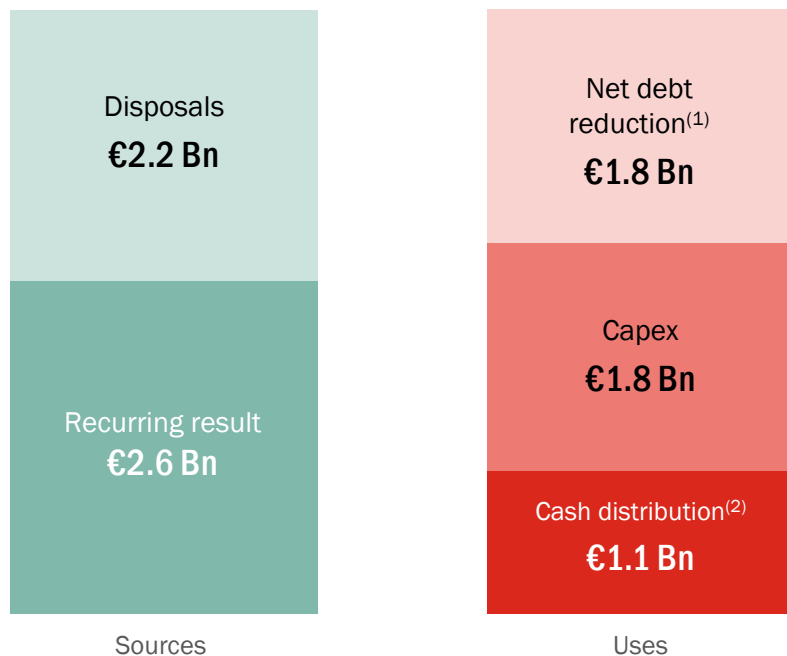
2. In EBITDA growth contribution

3. On an IFRS basis, including hybrid

# A disciplined financial policy supporting growth

## 2025 + 2026: FURTHER DELEVERAGING

### Cumulated vision over 2 years



## FROM 2027: NORMALISED POLICY

### Recurring result to finance:

- c. €600 Mn of Capex; and
- Cash distribution at 60-70% payout ratio

### Additional non-core disposals (up to c. €2 Bn<sup>(3)</sup>) to finance:

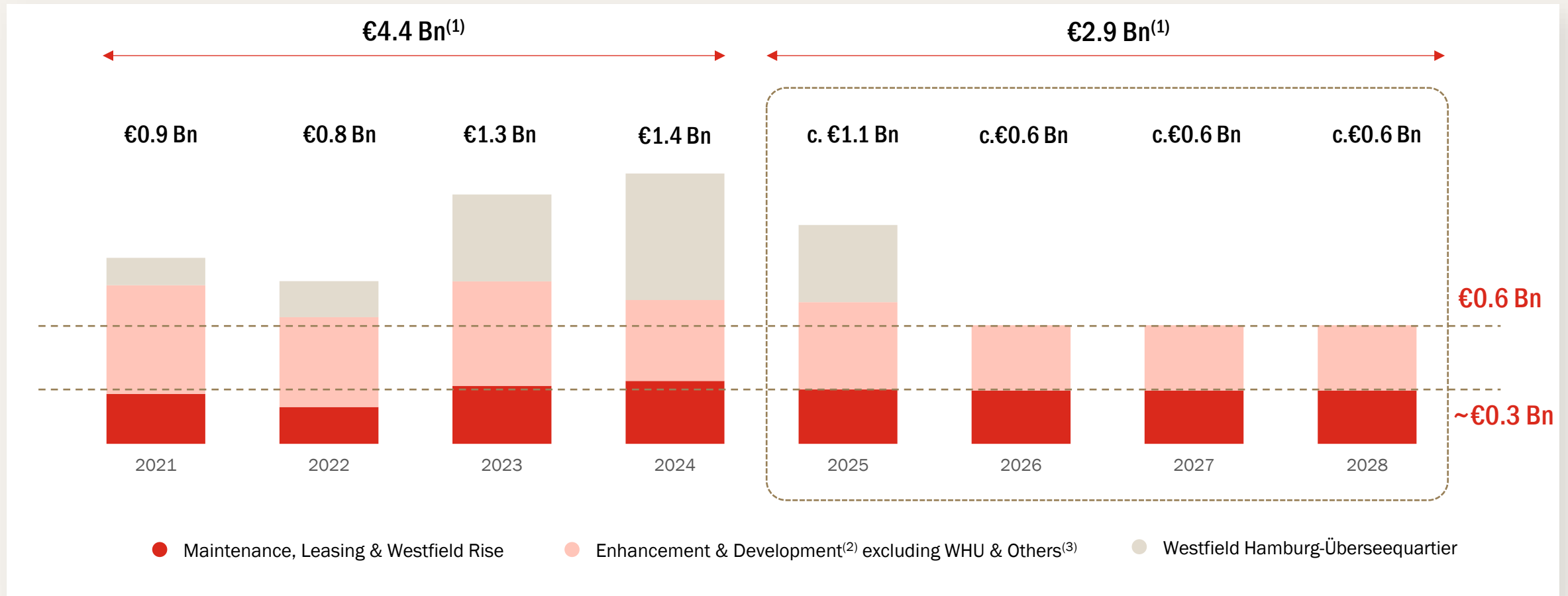
- Capital recycling opportunities; and/or
- Further net debt reduction; and/or
- Share buyback

1. On an IFRS basis, including hybrid, excluding FX impact

2. Corresponding to fiscal years 2024 and 2025

3. Identified pool of non-core assets including land bank

# Controlled capex needs beyond 2025

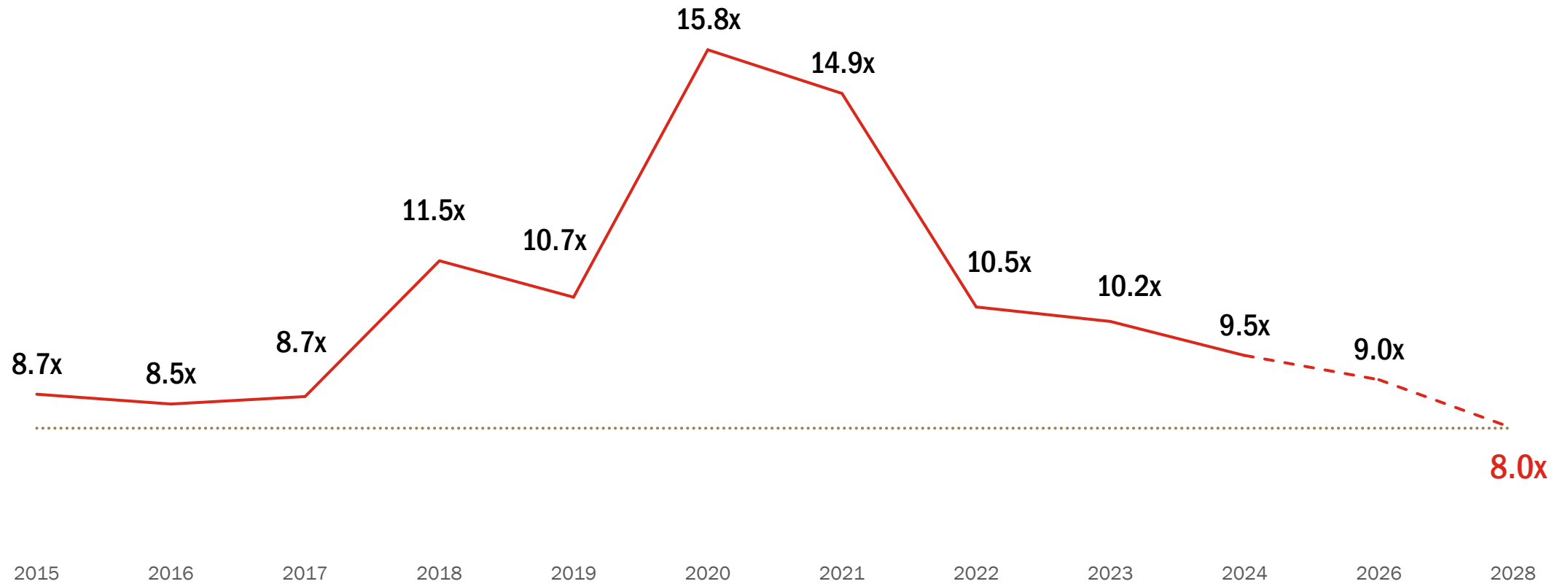


Any additional investment would be through capital recycling

1. Including capitalised financial interest  
 2. Including enhancement and development capex for Greenfield, Brownfield and redevelopment/extension projects  
 3. Including acquisitions



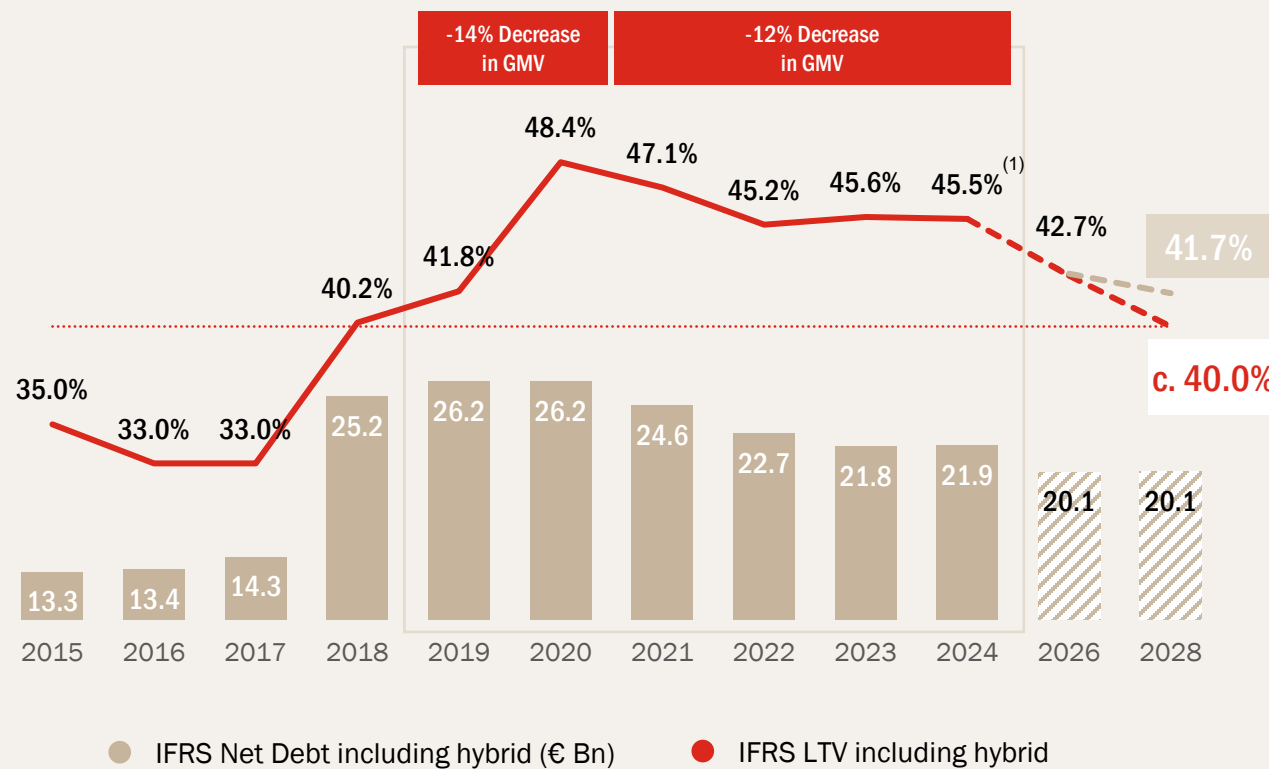
# Net Debt/EBITDA to improve to c. 8.0x by 2028



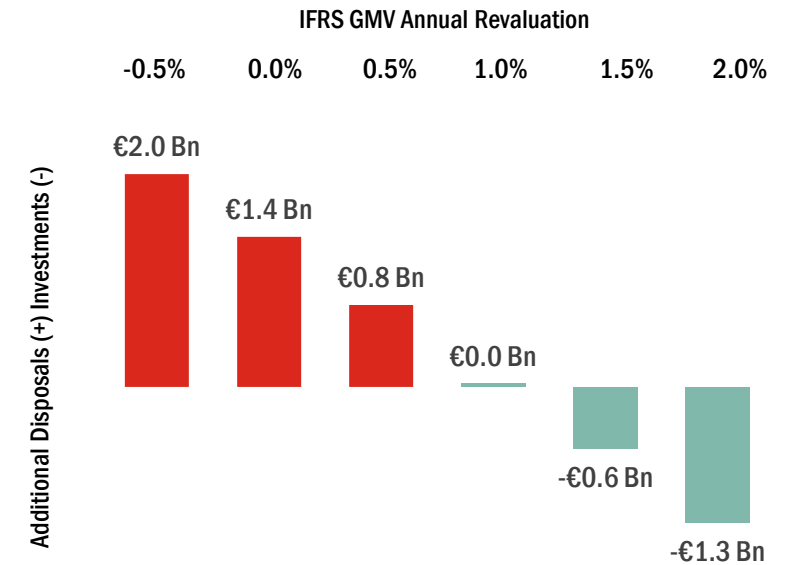
Note: Net debt/EBITDA on an IFRS basis, including hybrid. Based on EUR/USD FX rate of 1.14 for 2026 and 2028

# LTV targeted to reach 40% in 2028

## NET DEBT AND LTV IFRS INCL. HYBRID EVOLUTION



## REVALUATION AND/OR ADDITIONAL DISPOSALS NEEDED TO REACH 40%<sup>(2)</sup>



Note: LTV and Net Debt on an IFRS basis, including hybrid

1. 44.7% proforma for disposals secured in 2024

2. LTV Target in 2028. Assuming c.€2.2 Bn of disposals, earnings and distribution based on guidance, capex plan and a EUR/USD FX rate of 1.14

# AREPS trajectory over 2025-2028

2025

2026

2028

**GUIDANCE CONFIRMED  
AT €9.30-9.50**

Based on:

- Solid year start
- FX hedging of P&L
- Hybrid recouping
- Disposals completed and planned

**AT LEAST  
€9.15**

Based on:

- €2.2 Bn disposals mechanical effect
- FX impact
- Cost of debt evolution
- Mainly offset by operating growth & deliveries

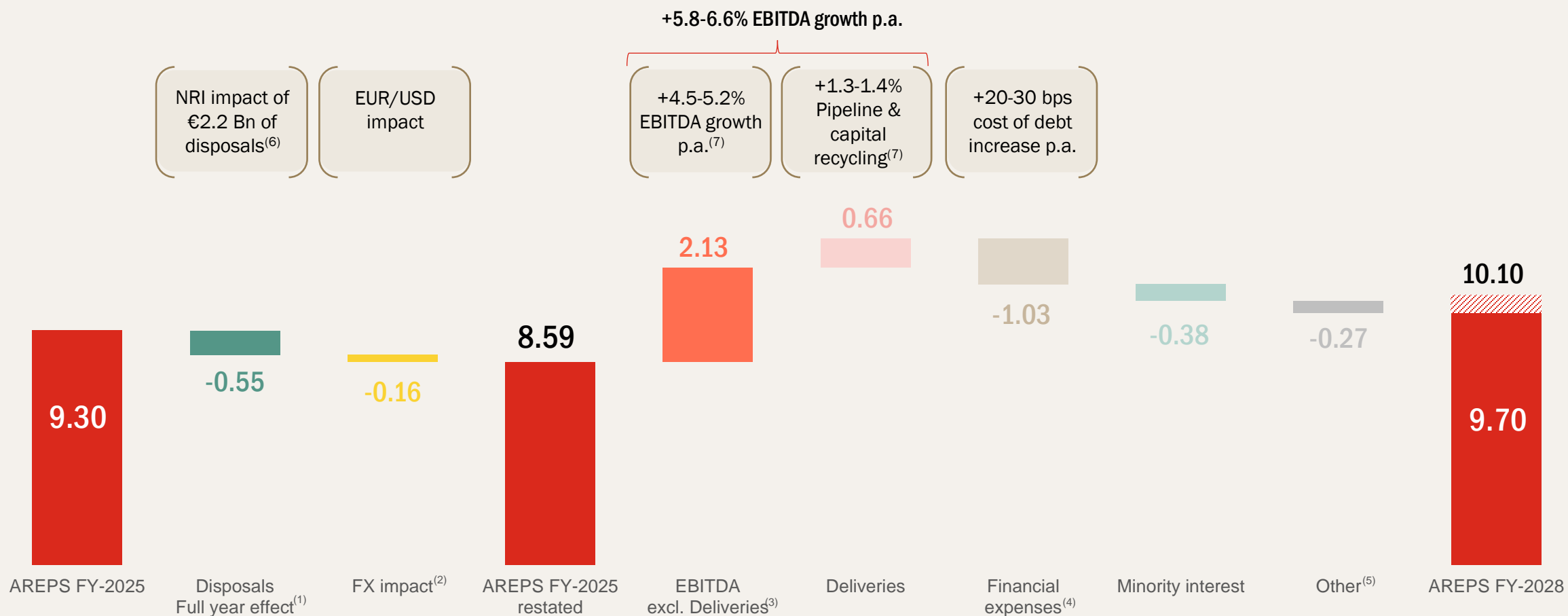
**EXPECTED AT  
€9.70-10.10**

Based on:

- NRI organic growth
- New revenues
- Project deliveries & capital recycling
- Cost discipline
- Partly offset by increase in financial expenses, minority interest & taxes

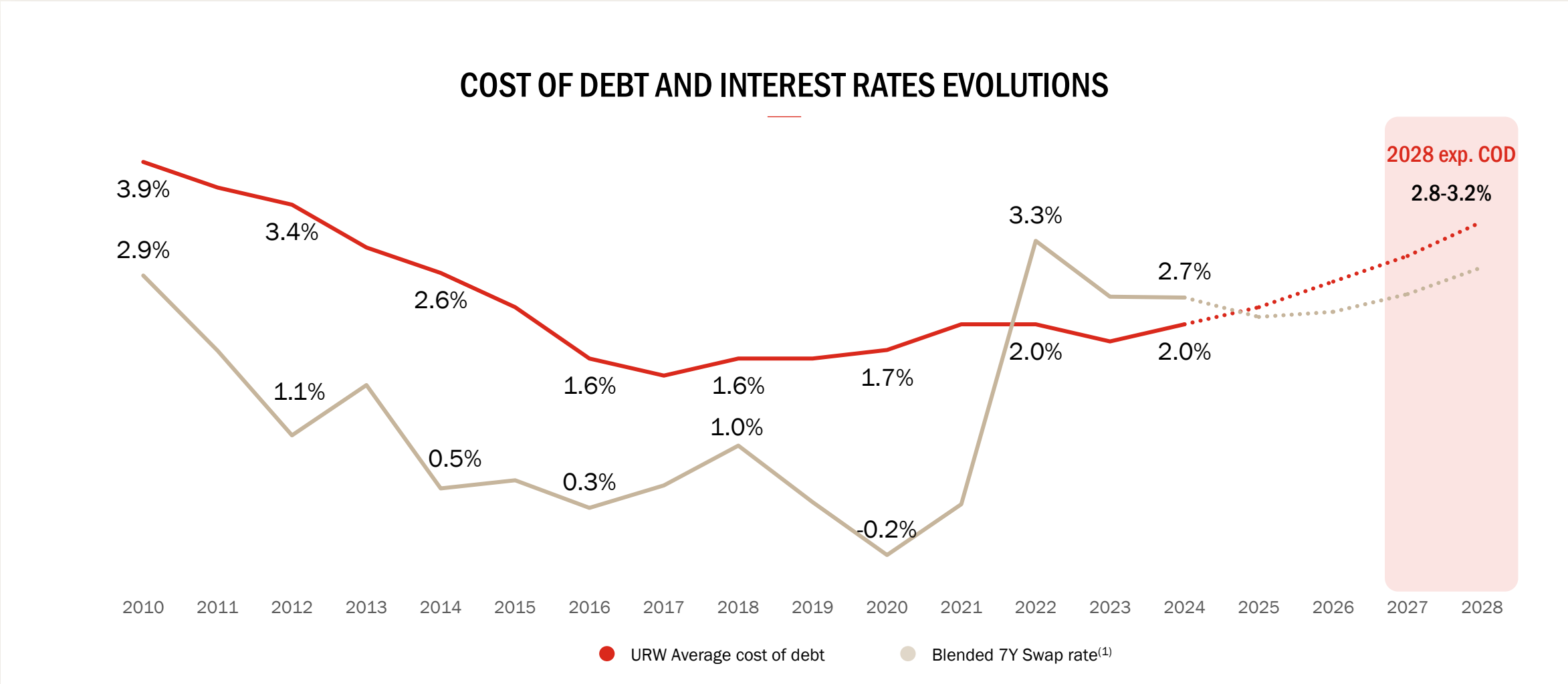


# AREPS bridge over 2025-28 in a normalised context



1. Based on €2.2 Bn of disposals, excluding any additional disposals of yielding assets beyond capital recycling
2. Euro/USD impact based on EUR/USD FX rate of 1.14
3. Assuming an indexation of 1.2% on average on the Group's retail portfolio
4. Including hybrid's cost
5. Other mainly includes taxes, increase in number of shares
6. NRI loss from disposals compared to their 2025 contribution
7. In EBITDA growth contribution

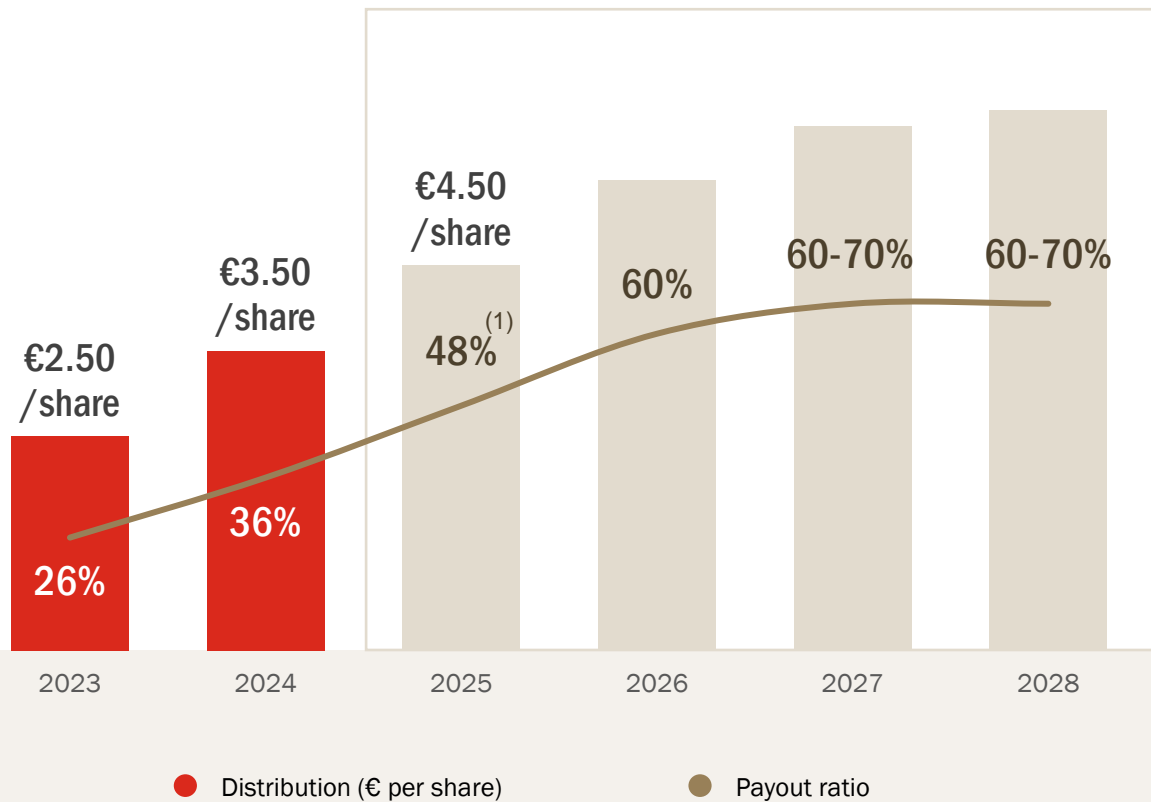
# Cost of debt increase by +20 to 30 bps per year



Note: Cost of debt (COD) on an IFRS basis  
1. EUR, GBP and USD blended 7Y swap rate

# Normalised payout ratio of 60-70% starting in 2027

## DISTRIBUTION EVOLUTION PER FISCAL YEAR



### INCREASE PROGRESSIVELY

#### OVER TIME THE DISTRIBUTION TO REACH:

- €4.50/share for 2025 fiscal year
- 60% payout ratio for fiscal year 2026
- 60-70% payout ratio from 2027 fiscal year

### DISTRIBUTIONS TO BE PAID

#### OUT OF PREMIUM

and treated as a capital repayment until €1.9 Bn of cumulative statutory losses are exhausted

1. Based on the 2025 AREPS guidance range

# Appendix



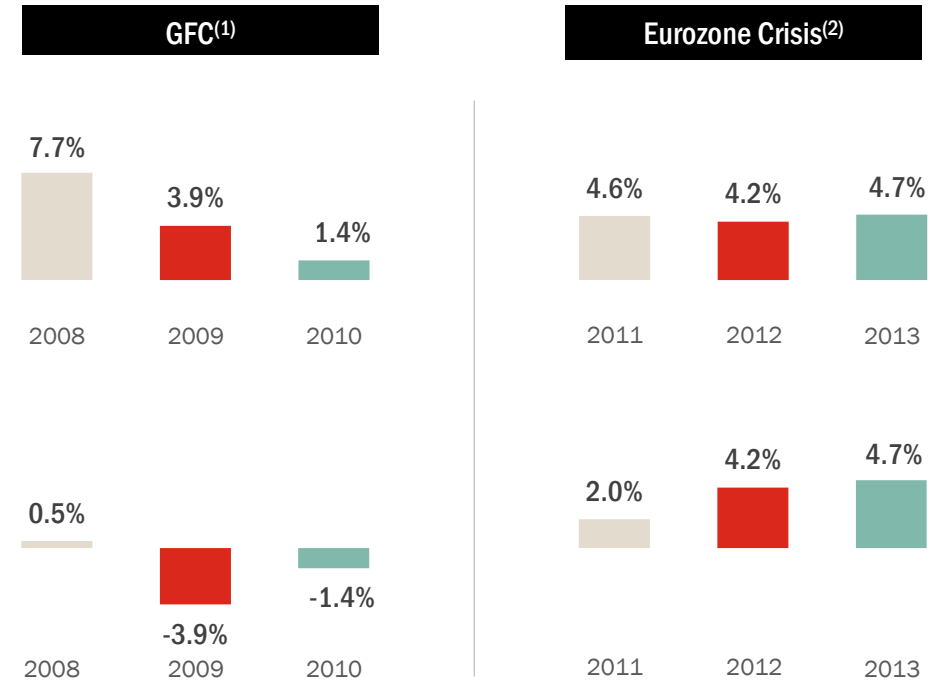
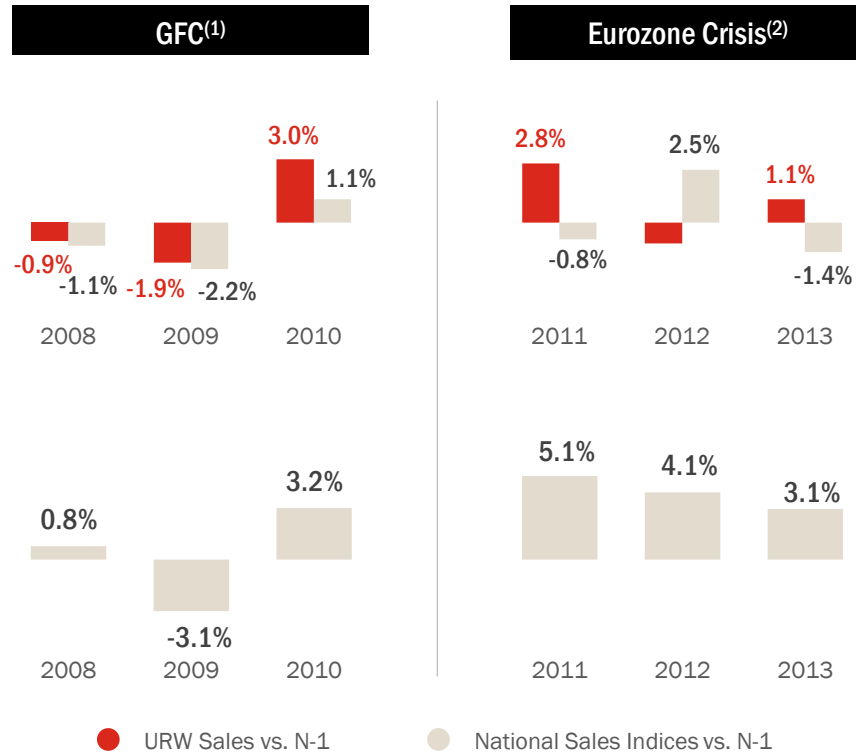
# URW's performance during GFC and Eurozone crisis

## TENANT SALES

## LFL RETAIL NRI GROWTH

CONTINENTAL EUROPE

US<sup>(3)</sup>



**TEMPORARY IMPACT OF UP TO 500 BPS ON NRI GROWTH  
AREPS IMPACT UP TO 50 BPS  
FULL RECOVERY WITHIN 1-2 YEARS**

1. Great Financial Crisis
2. European sovereign debt crisis from 2009 to 2012
3. Lfl Retail NRI for the US, excluding airports. From 2008 to 2013, net operating income growth is based on Westfield annual reports



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[www.urw.com](http://www.urw.com)