



Hammerson

2014 Full-year Results

16 February 2015

Agenda

Section
1 Introduction and market overview

Section
2 Financial review

Section
3 Portfolio update

Section
4 Conclusion



2014 was a standout year with increasing momentum

+13.6% total portfolio returns

+2.1% group LfL NRI

+23% leasing volumes by value

Opening of
Les Terrasses du Port

over £1bn new capital raised

£100m into new VIA Outlets partnership



Our vision is to be the best owner–manager and developer of retail property within Europe

Creating high quality retail destinations



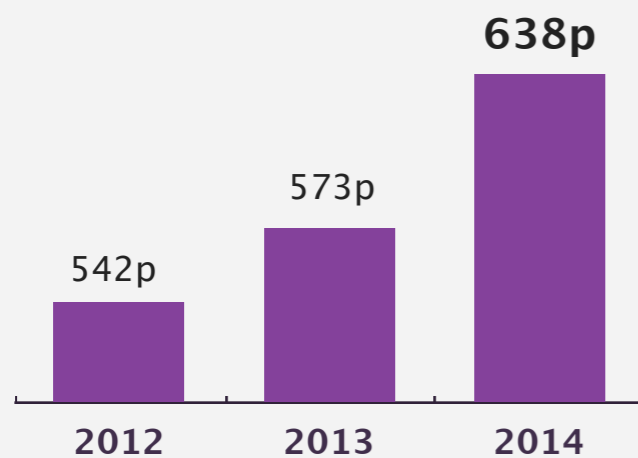
Maximising income generation



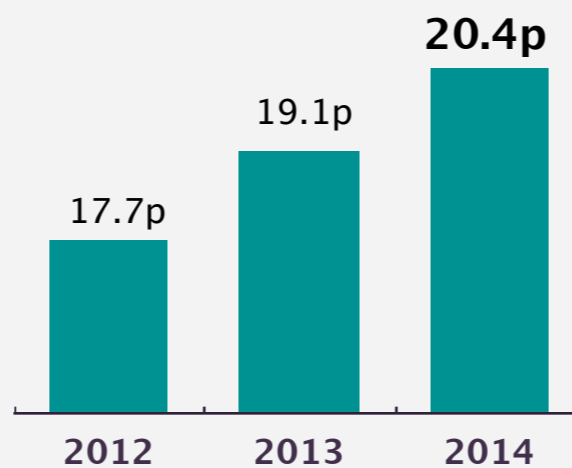
Enhancing capital strength



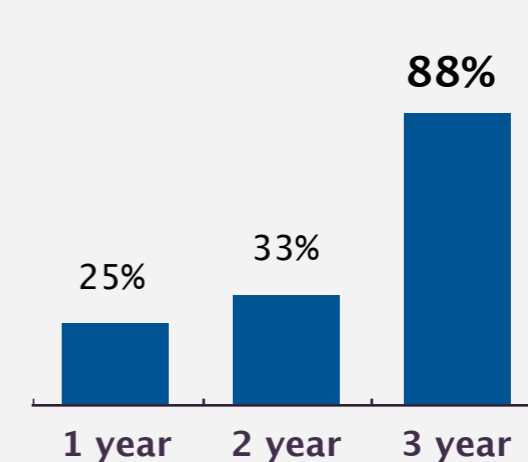
NAVPS



DPS



TSR⁽¹⁾



(1) As at 31 December 2014





Hammerson

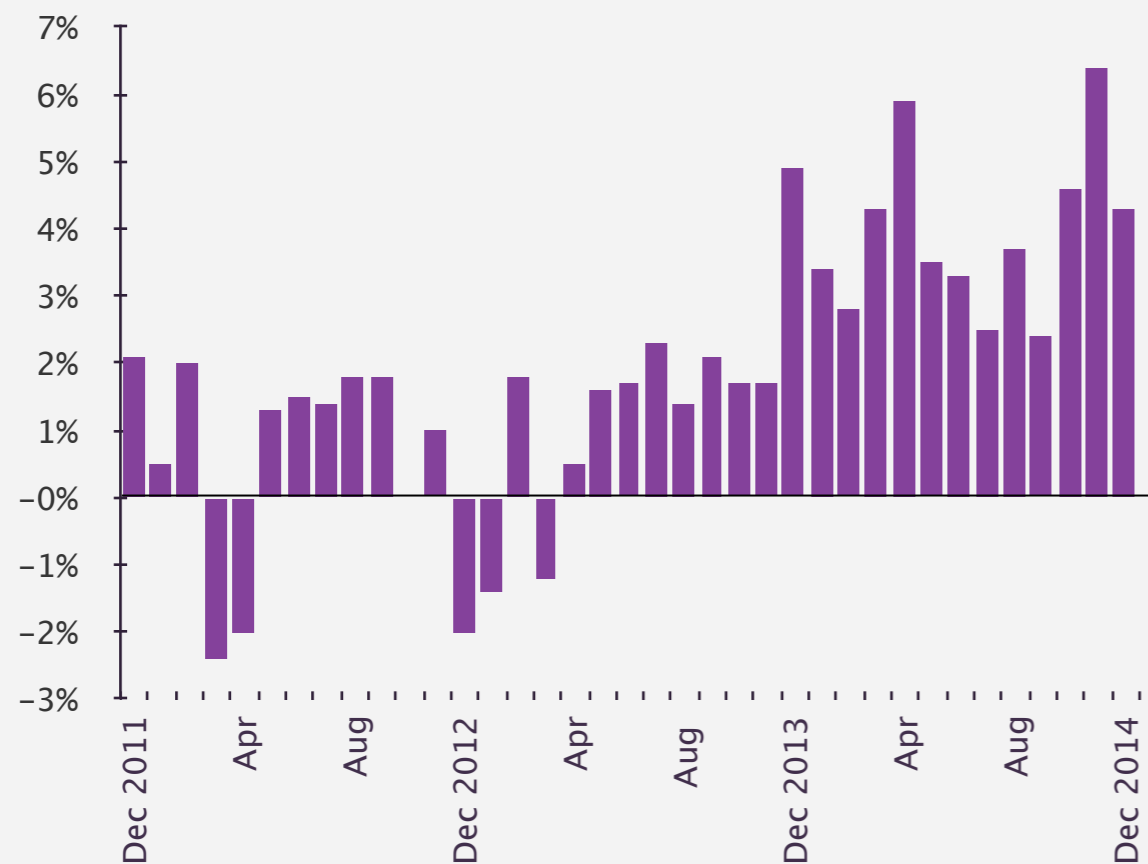
Market overview

David Atkins, CEO

Improving retail sales picture

UK: clear step-up in last 12 months

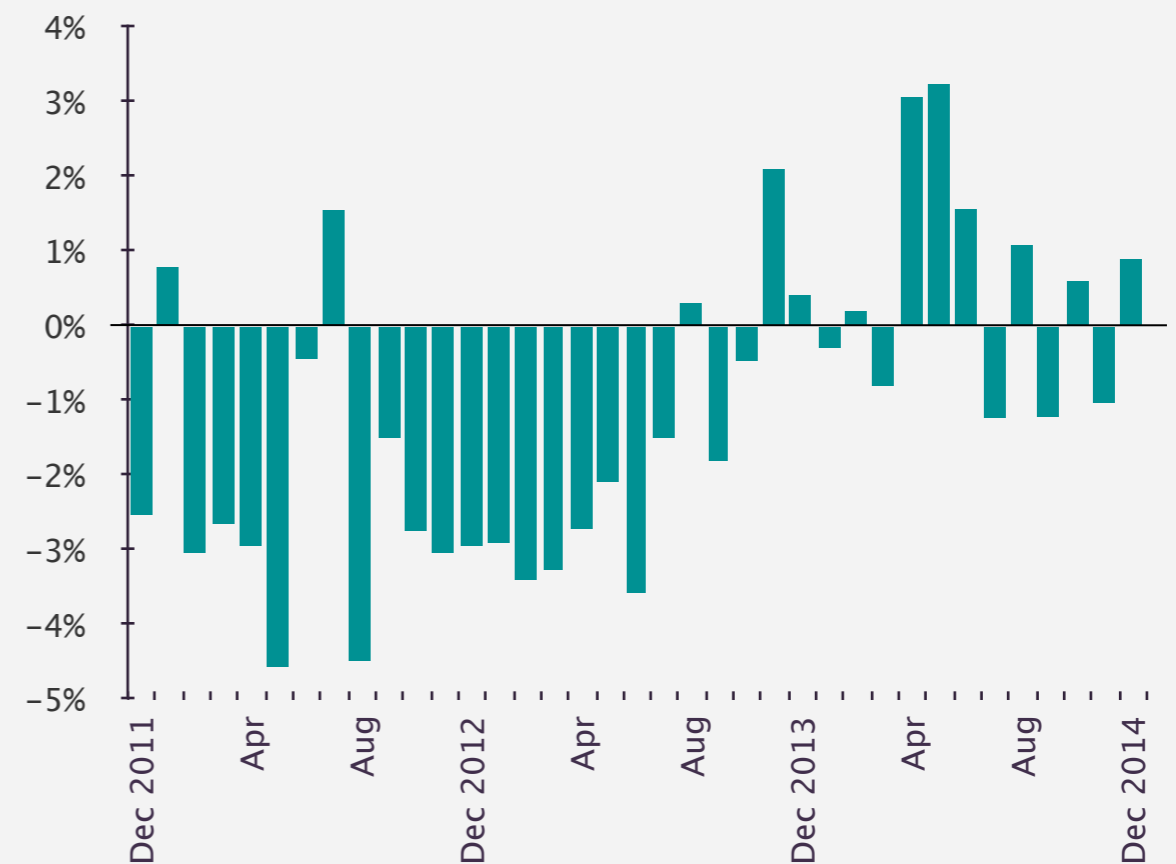
UK retail sales



Source: ONS. Sales volumes, seasonally adjusted, YoY change

France: stabilised but not yet consistent

France retail sales

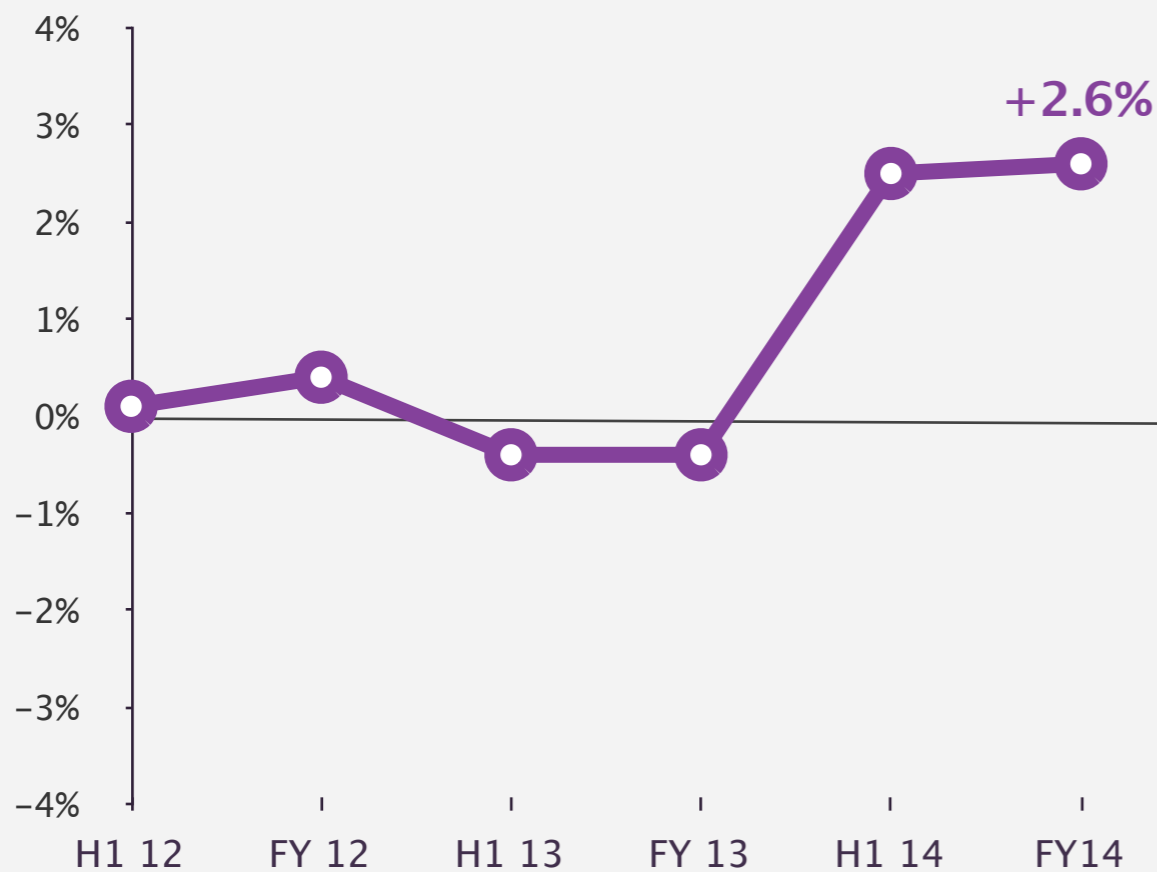


Source: Banque de France. Sales volumes, seasonally adjusted, YoY change

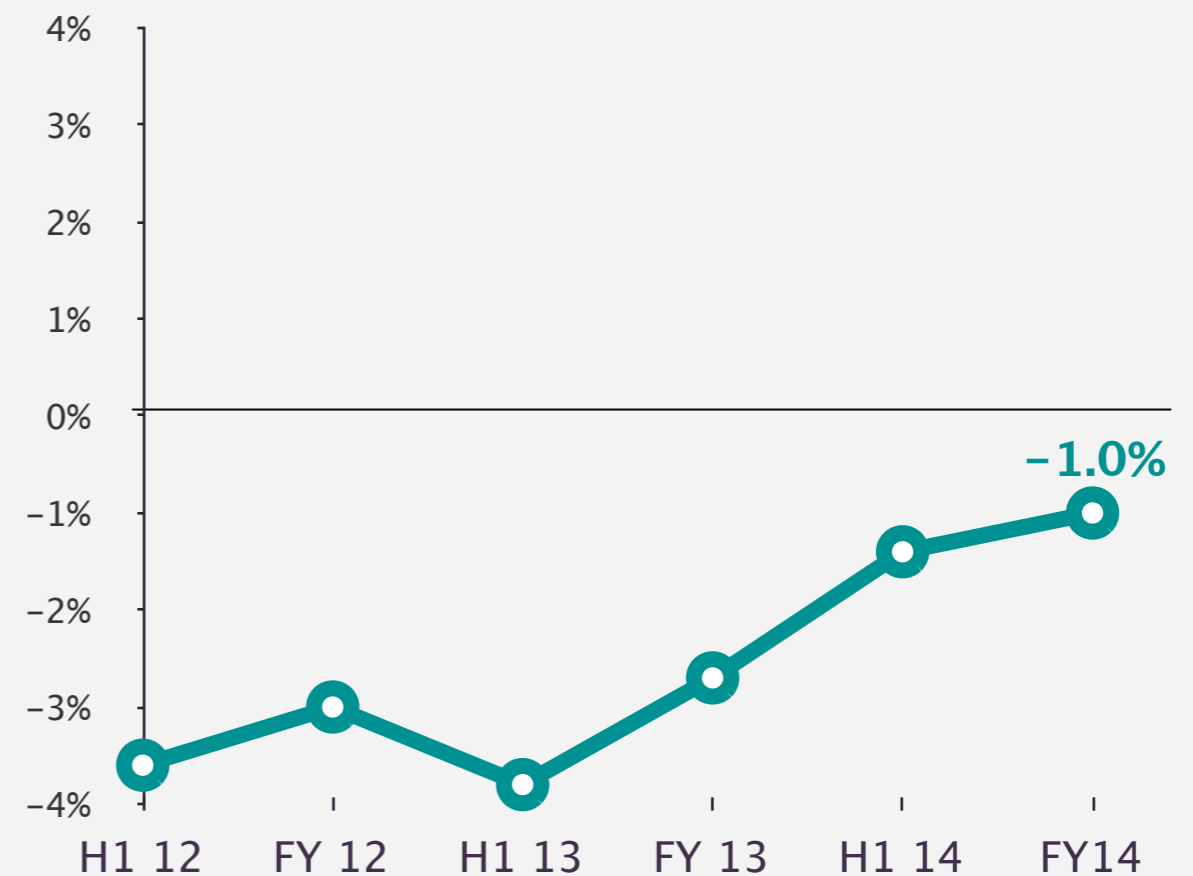


Improving trend in tenant sales

UK: benefitting from uplift in consumer sentiment



France: retenanting and renovations starting to deliver results



Note: Growth in retailer revenues on a same-centre basis, including Primark revenues at O'Parinor based on Hammerson's estimates. Full year data reflects previous 12 months

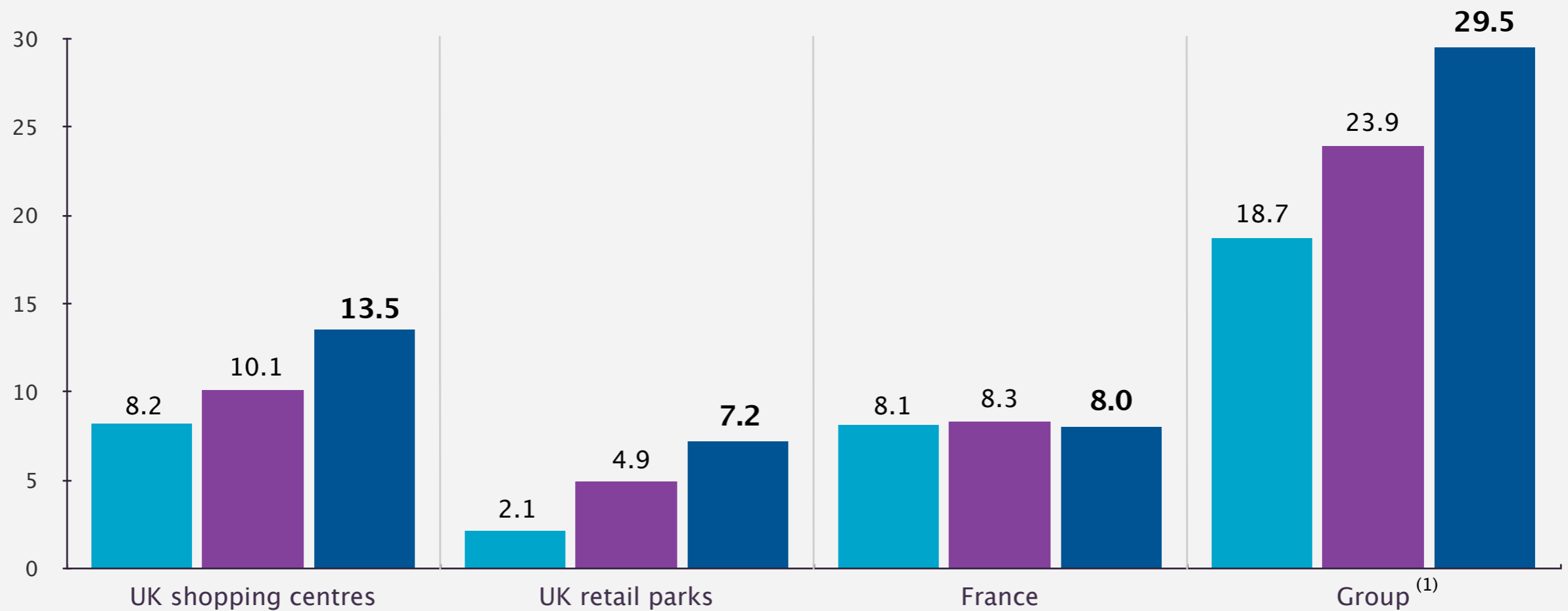


Strong leasing momentum

up
23%

Rent secured from new leases, excluding developments (£m)

■ 2012 ■ 2013 ■ 2014



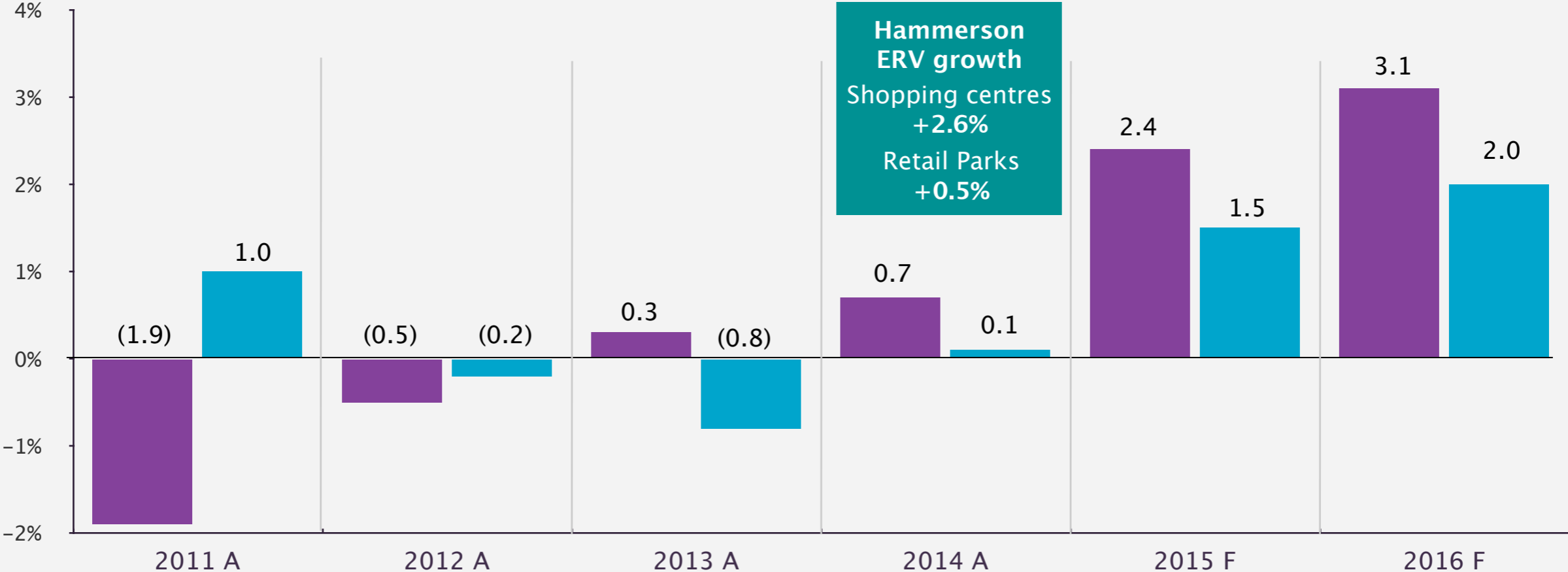
(1) Includes UK other interests



Outperformance in a recovering market

UK retail market ERV growth per annum

■ UK prime shopping centres ■ UK retail warehouses



Source: IPD; PMA forecasts



Rental growth across the whole portfolio

	Leasing vs previous passing	Leasing vs ERV	ERV growth
UK shopping centres	+8.9%	+10.1%	+2.6%
UK retail parks	+1.7%	+6.8%	+0.5%
France	+3.7%	+2.0%	+0.2%
Group ⁽¹⁾	+5.4%	+6.2%	+1.4%

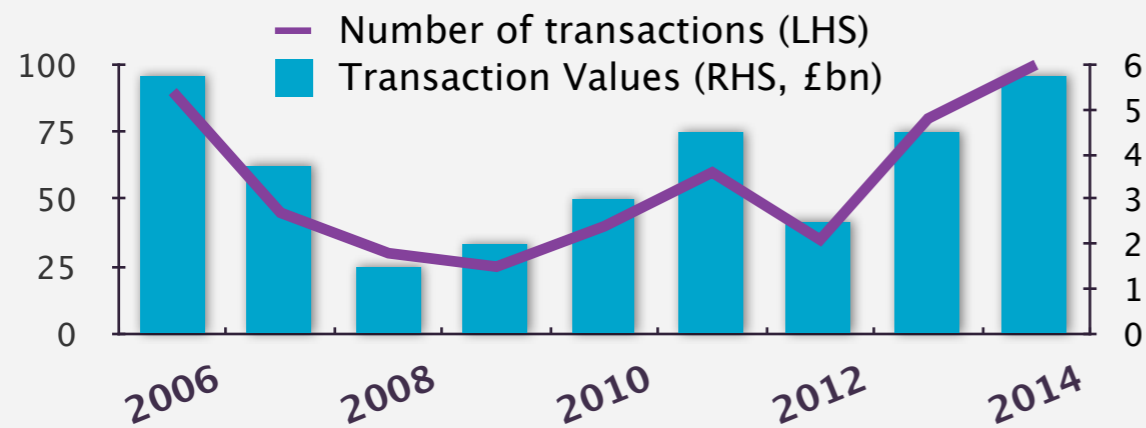
(1) Includes Other UK Properties



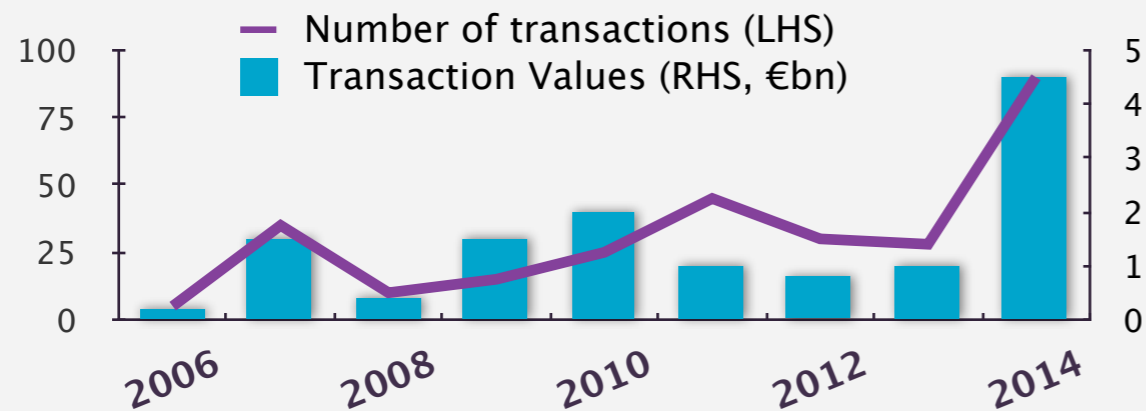
Record levels of investment

New peak levels across UK and France

UK shopping centres

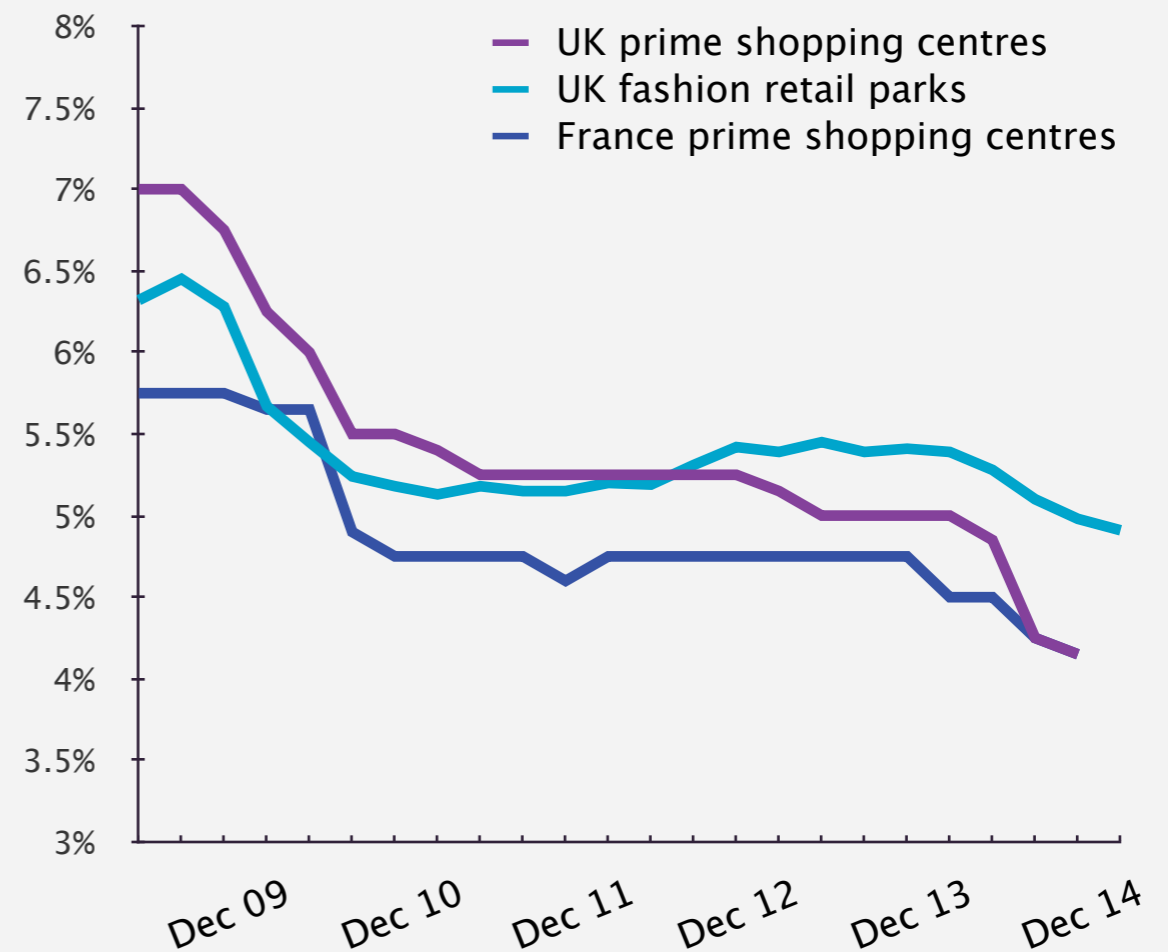


France shopping centres



Source: DTZ research (UK); Immostat, DTZ research (France)

Leading to yield compression



Source: CBRE (UK and France shopping centres); IPD (UK fashion parks)





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Financials

Timon Drakesmith, CFO

Headline results

Income statement

	2014	2013 ⁽¹⁾	% change
Net rental income (£m)	305.6	290.2	+2.1% ⁽²⁾
Adjusted profit before tax (£m)	178.9 ⁽³⁾	168.9	+5.9%
Adjusted EPS (p)	23.9 ⁽³⁾	23.1	+3.5%
Final dividend (p)	11.6	10.8	+7.4%

Balance sheet

	31 Dec 2014	31 Dec 2013	% change
Portfolio value (£m)	7,734	6,719	+8.0% ⁽⁴⁾
EPRA NAV (pence per share)	638	573	+11.3%
LTV (%)	34	38	-4%

(1) 2013 continuing and discontinued operations

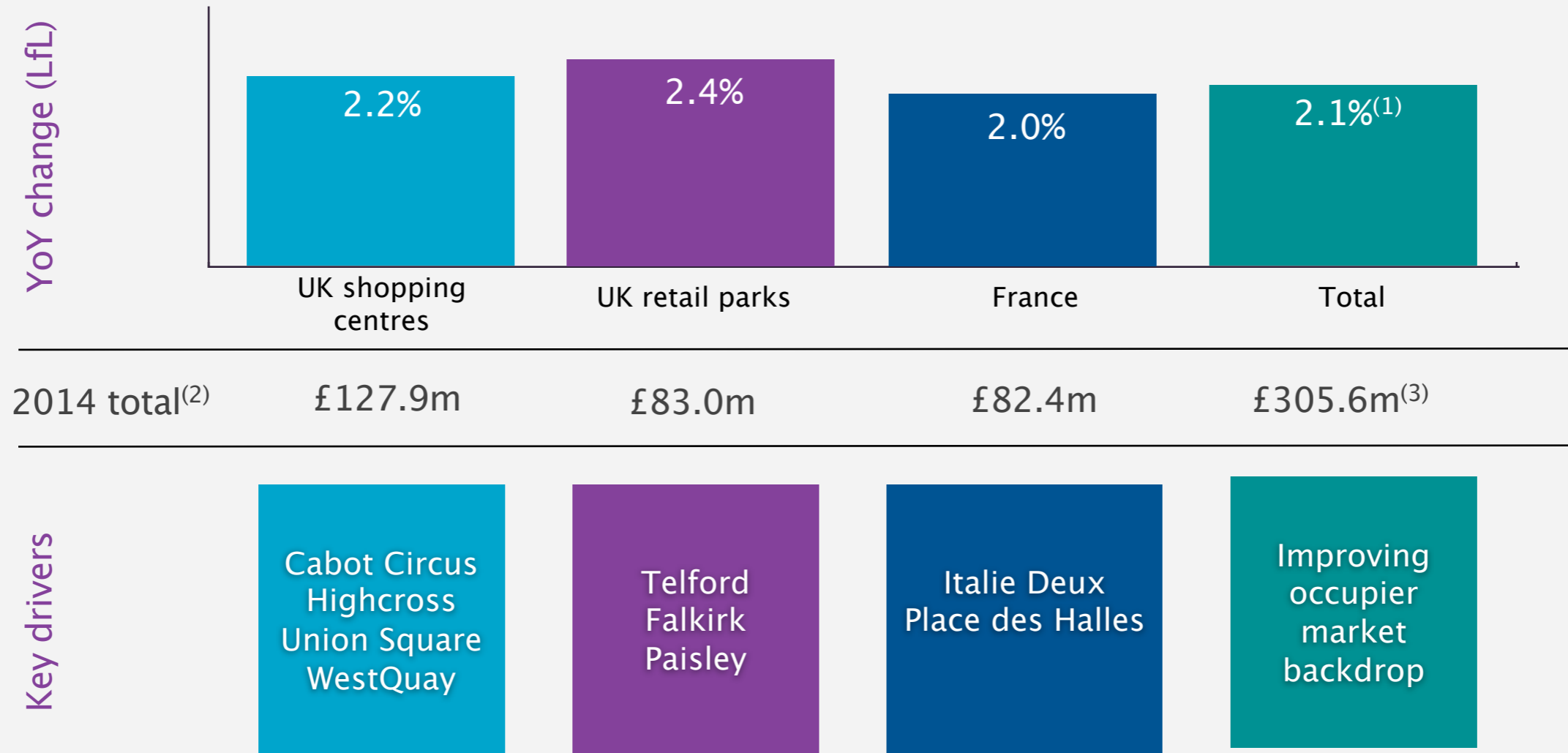
(2) On a like-for-like basis

(3) Excludes net reorganisation charge of £3.0m (one off restructuring cost £5.5m; pension curtailment gain £2.5m)

(4) Underlying capital growth for total portfolio including outlets



Growth in like-for-like income



(1) Includes LfL movement of UK Other properties which declined YoY by 1.2%

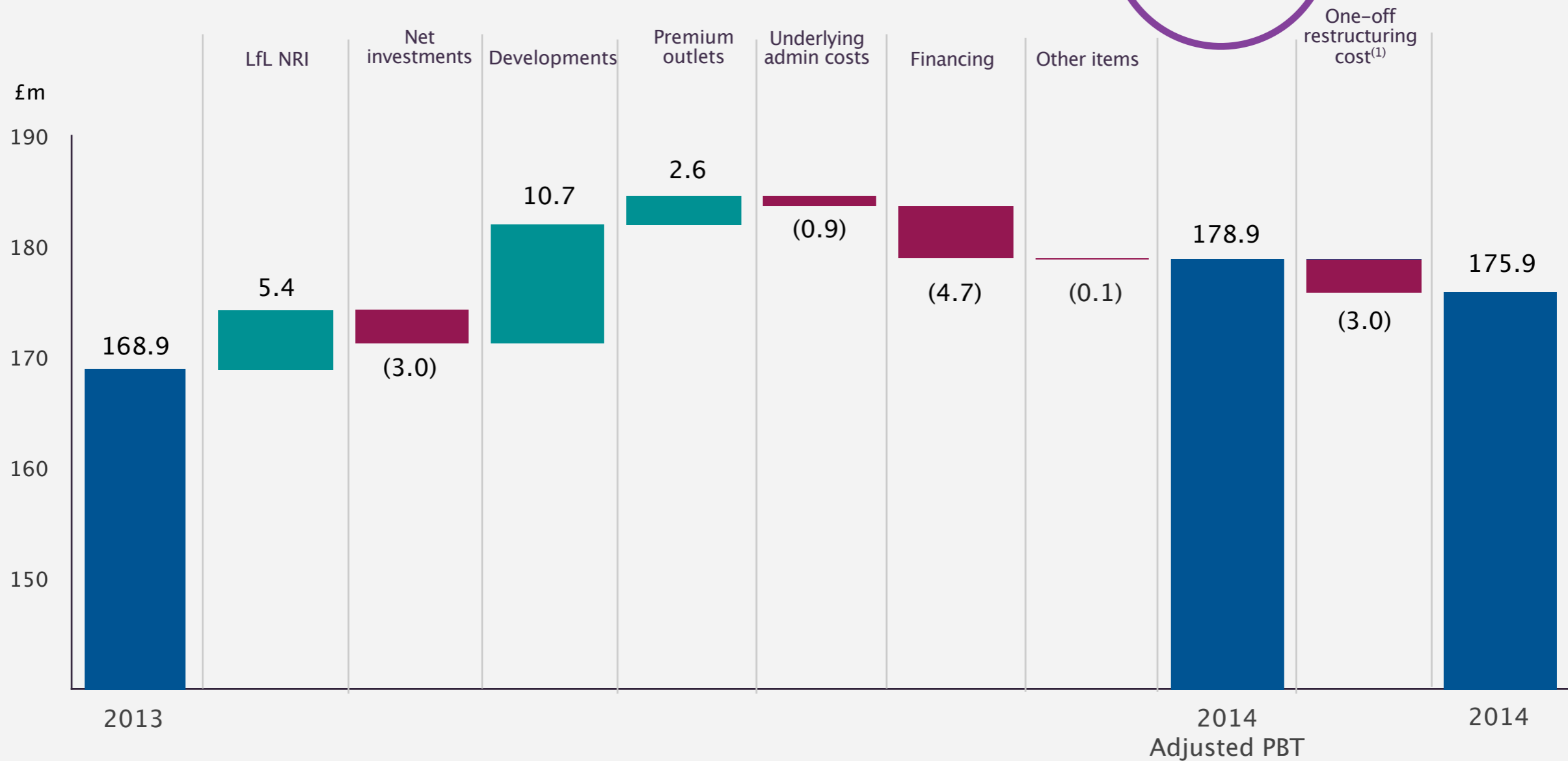
(2) Total NRI (not LfL)

(3) Total group, including other interests total of £12.3m



Adjusted PBT movement

up
5.9%



(1) Net reorganisation charges of £3.0m (one-off restructuring cost £5.5m; pension curtailment gain £2.5m)



Cost management in action

What we planned

Exit high cost premises

Rebalance headcount

Employee benefits realigned

Events in 2014/2015

New operations hub in Reading, November 2014

Transfer from Mayfair to King's Cross, June 2015

Shift from back office to development, innovation, leasing

Pension and share benefits restructured, June 2014

Cost/income ratio



(1) Excluding discontinued operations
(2) Excluding one-off restructuring costs

21% target on track for 2016



Portfolio valuation change

	FY 2014 (%)	H2 2014 (%)	H1 2014 (%)	Value at 31 Dec 2014 (£m)
UK shopping centres	+9.6	+2.7	+6.6	2,864
UK retail parks	+9.0	+4.9	+3.9	1,644
France	+2.4	+2.7	-0.3	1,798
UK other interests ⁽¹⁾	+3.4	+2.2	+1.2	193
Investment portfolio	+7.4	+3.2	+4.1	6,499
Current developments	+9.1	+7.4	+1.9	208
Premium outlets	+12.8 ⁽²⁾	+4.3 ⁽²⁾	+8.5 ⁽²⁾	1,027 ⁽³⁾
Total	+8.0	+3.5	+4.3	7,734

(1) Principally assets held for redevelopment

(2) Underlying overall portfolio valuation change for Hammerson interests

(3) Hammerson share of portfolio valuation at 31 Dec 2014



Drivers of valuation change

	FY 2014 (%)	Components of change			Value at 31 Dec 2014 (£m)
		Yield shift (%)	Income (%)	Other (%)	
UK shopping centres	+9.6	+7.4	+2.3	-0.1	2,864
UK retail parks	+9.0	+7.5	+0.1	+1.4	1,644
France	+2.4	+3.8	+1.5	-2.9	1,798
UK other interests ⁽¹⁾	+3.4	-0.1	+0.9	+2.6	193
Investment portfolio	+7.4	+6.4	+1.5	-0.5	6,499
Current developments	+9.1	-	0.6	8.5	208
Premium outlets	+12.8 ⁽²⁾	+2.9	+8.2	+2.3	1,027 ⁽³⁾
Total	+8.0	+5.6	+2.4	-	7,734

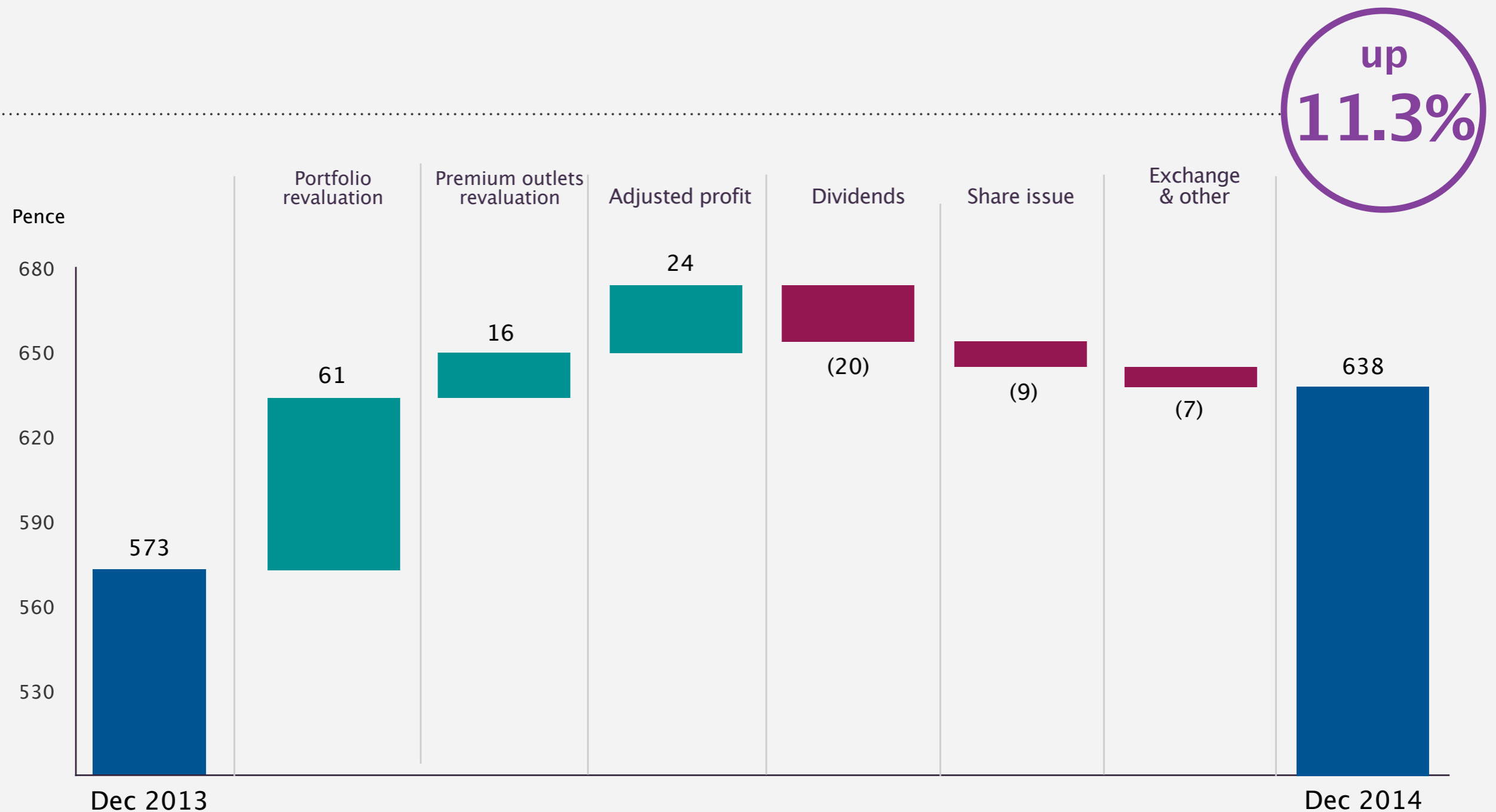
(1) Principally assets held for redevelopment and non-core

(2) Underlying overall portfolio valuation change for Hammerson interests

(3) Hammerson share of portfolio at 31 Dec 2014



EPRA NAV per share movement



Healthy financing ratios

	Financing policies	31 Dec 2014	31 Dec 2013
Net debt	–	£2,265m	£2,252m
Gearing	<85%	46%	56%
Loan to value	<40%	34%	38%
Cash/undrawn facilities	–	£648m	£716m
Weighted average cost of finance	–	4.7%	4.8%
Interest cover	>2.0x	2.8x	2.8x
Net debt/EBITDA	<10x	8.0x	8.2x
Fixed rate debt	>50%	79%	70%
GBP/EUR FX balance sheet hedging	80%–90%	88%	79%



Refinancing activities

Financing event	Benefits
£400m share placing	Acquisitions: Highcross and VIA Outlets Reduced gearing to support development pipeline
€500m 8 year bond issued at 2.0% coupon	Long term financing at very attractive rates
Redemption of outstanding €480m 4.875% bond	Saving £8m in 2015 Reducing running cost of debt to 4.3%
Draw down of 9 year \$443m USPP (average coupon of 3.6%)	Diversification of investor base Deferred funding fixed with low coupons
Moodys upgrade obtained	Recognition of stronger financial position, lower cost of debt

Taking advantage of positive market conditions



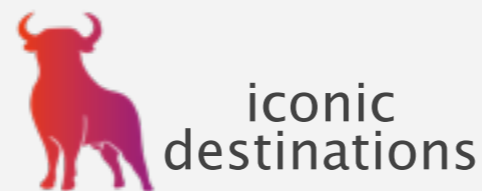
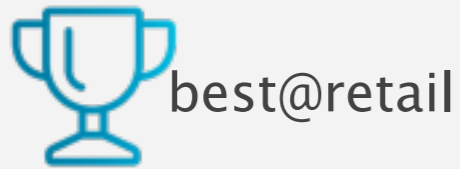


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Portfolio update

David Atkins, CEO

Product framework delivering results



Areas of focus for capital allocation

Acquisitions and disposals:
optimising the portfolio

Driving maximum returns
from retail parks

Strengthening our French
platform

Increasing exposure to
premium outlets

Adding scale and quality with
developments

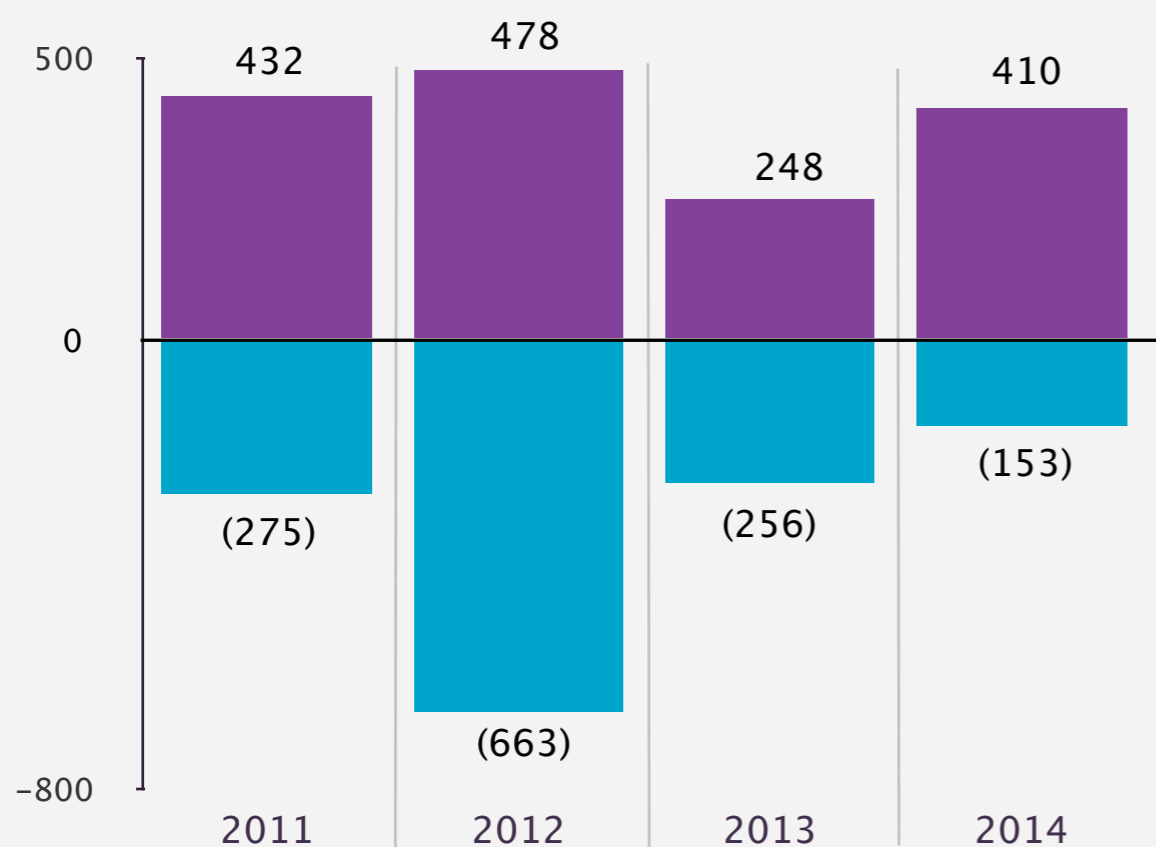


Disciplined use of shareholder capital

Portfolio recycling⁽¹⁾

Hammerson net investments (£m)

■ Acquisitions ■ Disposals

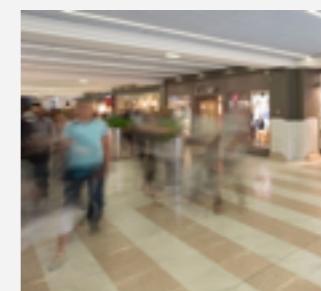


(1) Includes premium outlets

2014 property acquisitions



Highcross,
Leicester



Saint Sébastien,
Nancy



Nicetoile,
Nice

2014 property disposals



Queensgate,
Peterborough

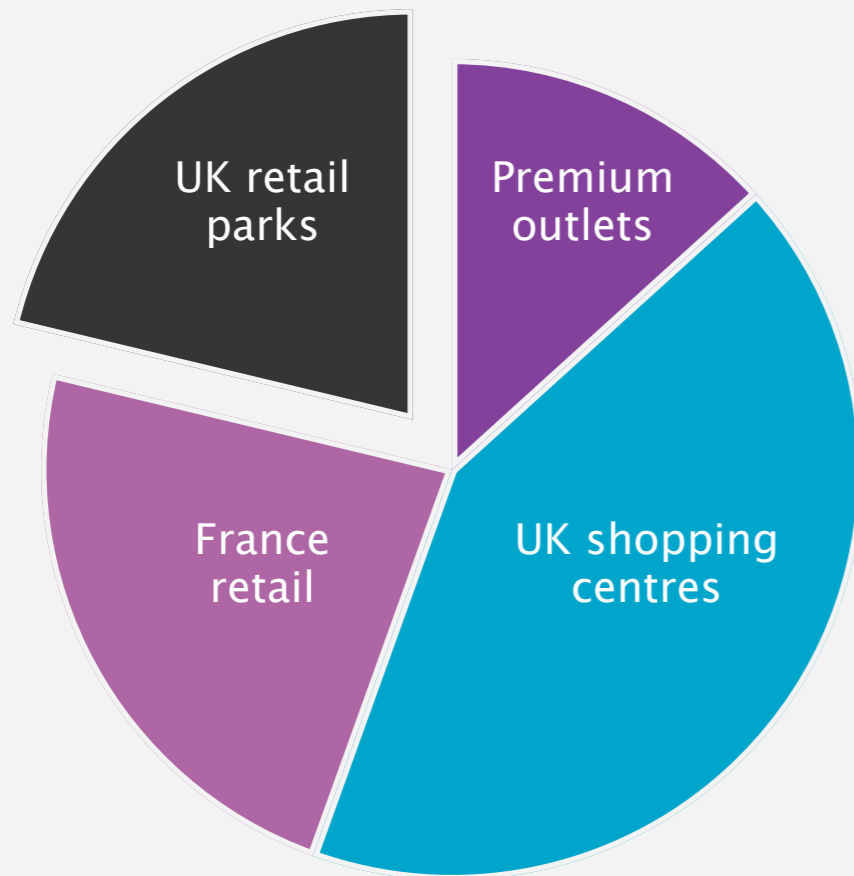


10 Grosvenor Street,
London W1



Retail parks: well positioned to deliver returns

Retail parks represent £1.6bn of GAV



Well positioned to drive growth

Capitalise on current trends

- Regional economic recovery
- Retailer in-fill strategies
- Additional catering and leisure

48% uplift in leasing volume 2014 vs 2013

Proactively developing the portfolio

- Asset management
- Active extension and refurbishment programme

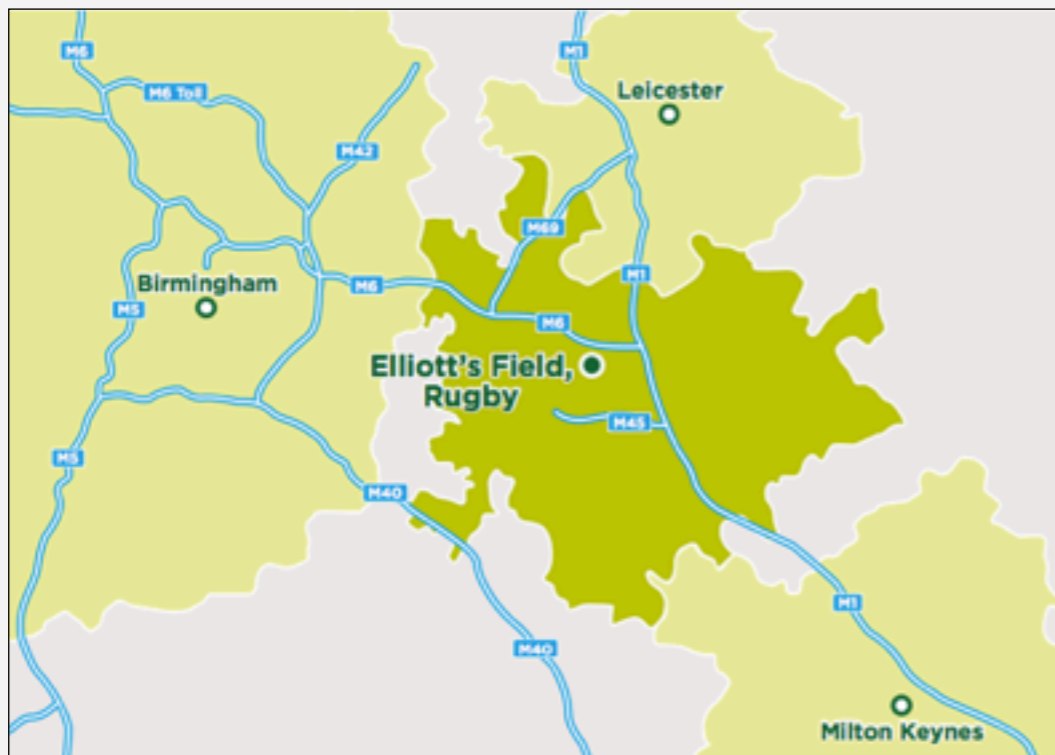
20% annualised return on incremental capital 2012-2014



Capitalising on retailer trends and UK regional recovery

Elliott's Field shopping park, Rugby

Critical in-fill location between prime shopping centres



- 17,000m² prime retail space
- 440,000 principal catchment
- 62% pre-let
- 38% estimated profit on cost

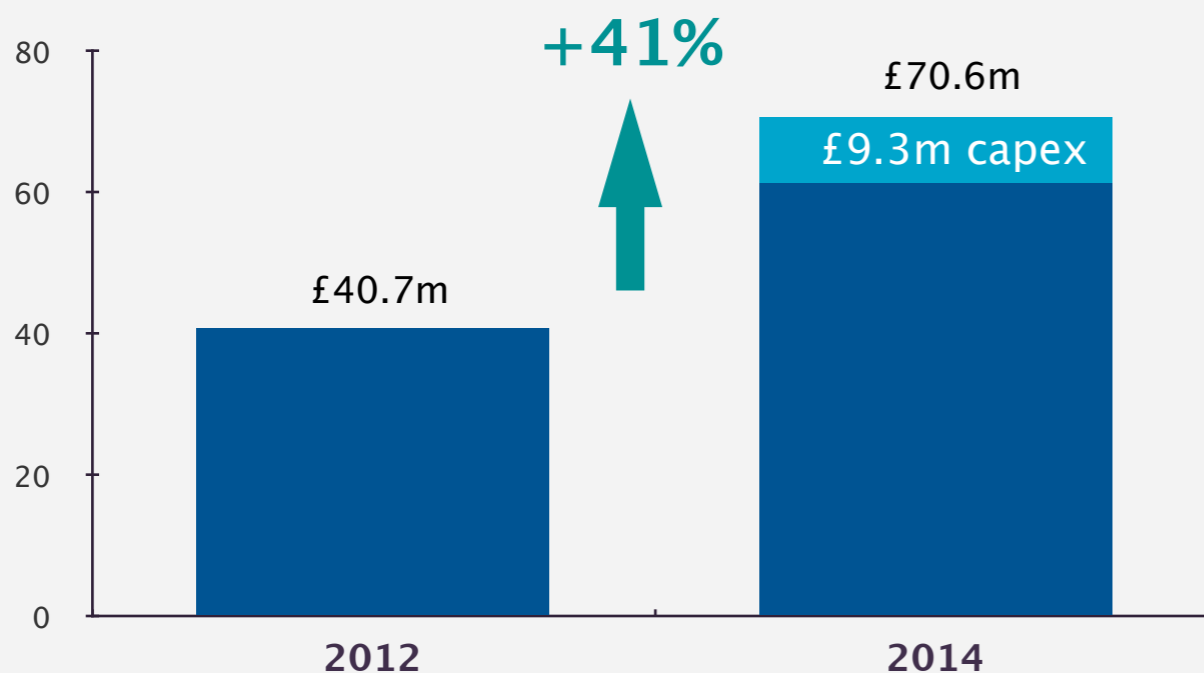
DEBENHAMS YOUR M&S next



Rolling out projects with double-digit growth

Abbotsinch retail park, Paisley

Net valuation uplift since acquisition (£m)



- 5,000m² new space
- Headline ERVs +31% since acquisition

The electronics specialist
maplin

w7en
KITCHENS & BEDROOMS

sofaworks



France: a defining year

Growth through developments

Enhancing quality through renovations

Selective acquisitions and disposals

2014

Les Terrasses du Port



Saint Sébastien



2015

Le Jeu de Paume



Nicetoile



Accelerating retenanting

Achieved

51 units in 2014

+22% average sales uplift

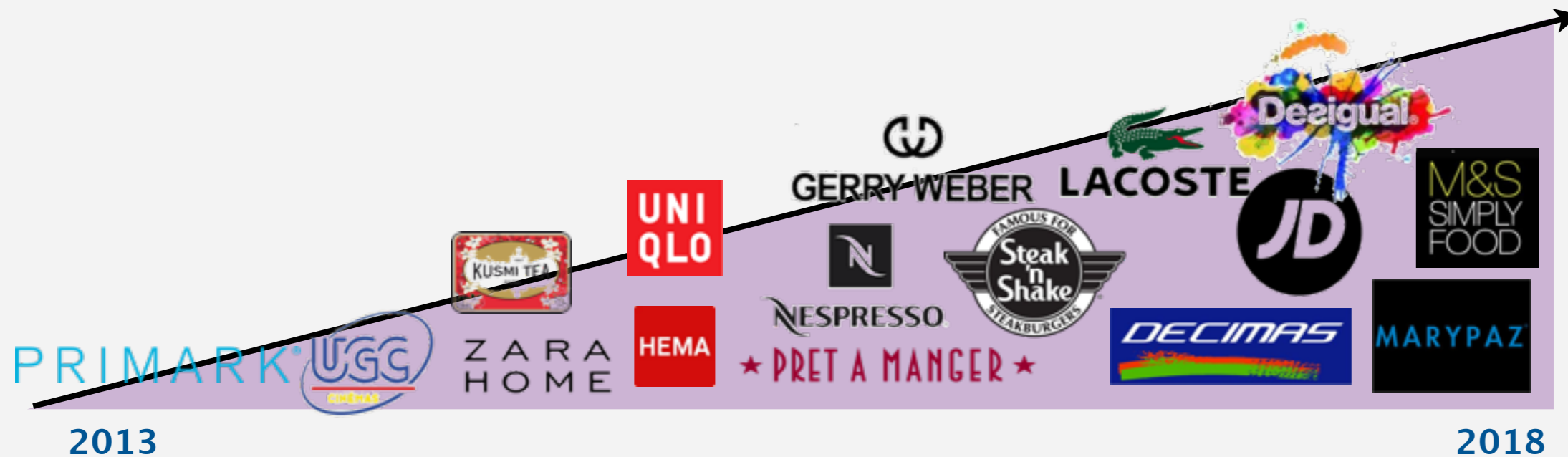
+1.5% 2014 footfall

+2% renovated centres outperform sales average

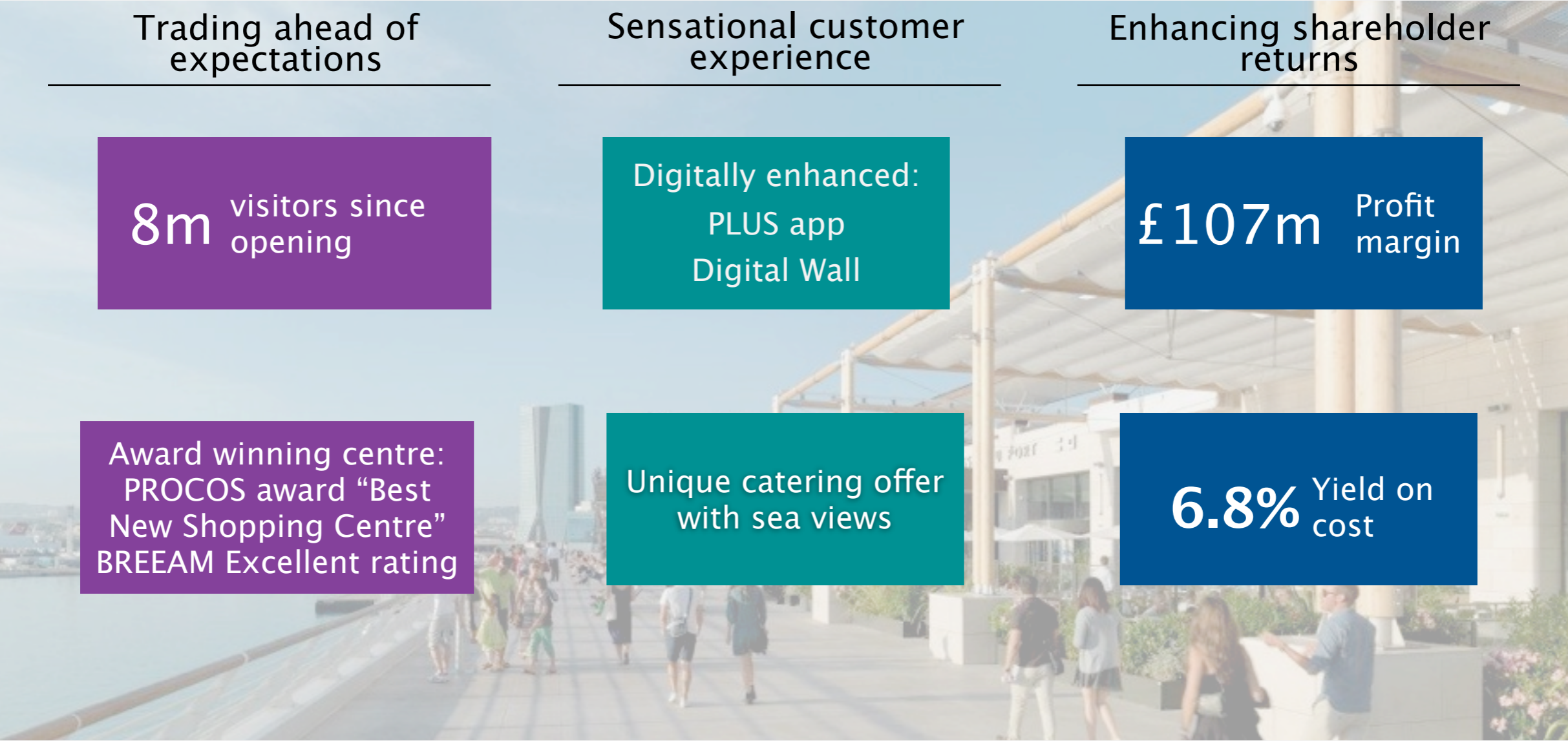
Target

170 units by 2018

17% of retail offer renewed



Strong start at Les Terrasses du Port



Trading ahead of expectations	Sensational customer experience	Enhancing shareholder returns
8m visitors since opening	Digitally enhanced: PLUS app Digital Wall	£107m Profit margin
Award winning centre: PROCOS award "Best New Shopping Centre" BREEAM Excellent rating	Unique catering offer with sea views	6.8% Yield on cost



Premium outlets: a key differentiator

Value Retail GAV: £885 million

Invested since 1998

Hammerson exposure⁽¹⁾: 38%

Leading operator of luxury Villages across Europe

9 Villages; 170,000m²



Growth through extensions to existing Villages

(1) investment in associate, excluding goodwill

VIA Outlets GAV: £143 million

New in 2014

Hammerson exposure: 47%

Partnership between Hammerson, APG, Value Retail and Meyer Bergman

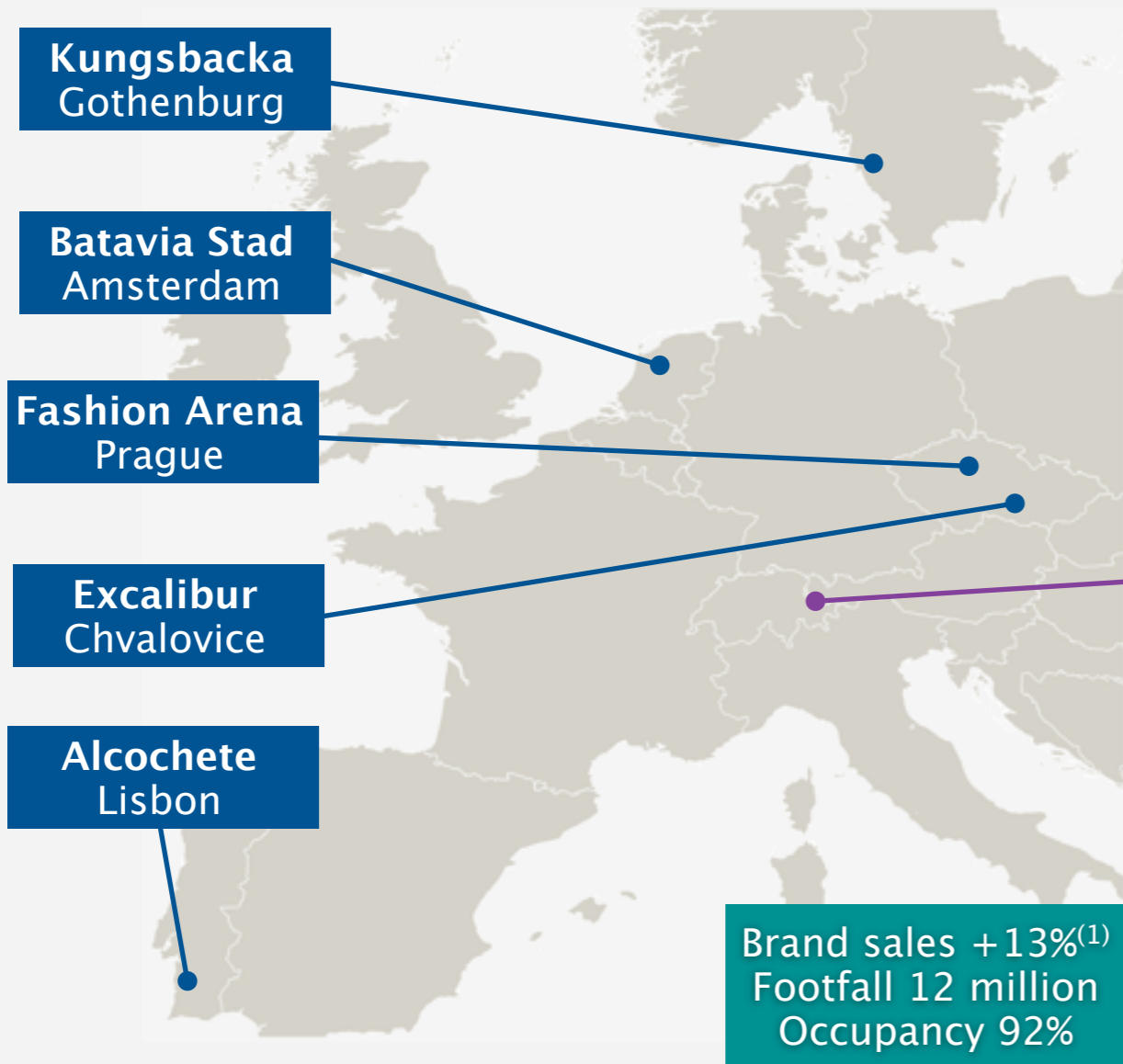
6 outlet centres; 180,000m²



Acquisition/turnaround strategy



VIA Outlets is expected to deliver strong returns



(1) 2014 year-on-year including pre-acquisition performance



- 21,000m² scheme, with 90 retail units
- Key tenants Calvin Klein, Desigual, Hugo Boss
- Wealthy catchment south of Zurich
- Remerchandising opportunities to drive footfall



On-site developments: creating iconic destinations

Le Jeu de Paume, Beauvais



- 23,800m² retail and leisure development
- Completion Q4 2015
- 86 shops and restaurants
- 62% pre-let



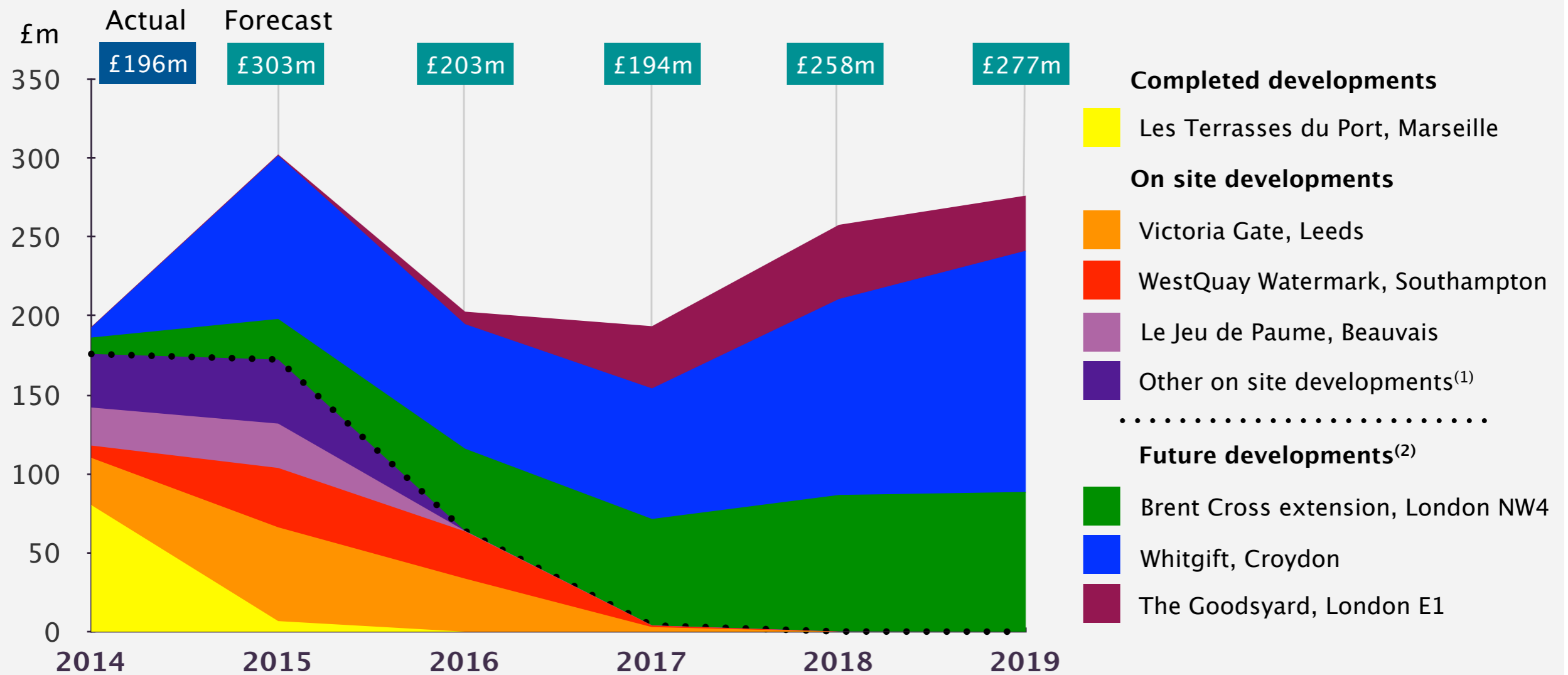
Victoria Gate, Leeds



- 34,300m² luxury retail venue
- Completion Q3 2016
- 40% pre let
- Flagship John Lewis store



Forecast development expenditure



(1) Other on site developments: Silverburn, Glasgow; Cyfarthfa Retail Park, Merthyr Tydfil; Elliott's Field Shopping Park, Rugby

(2) Additional pipeline development opportunities shown in appendix



The Goodsyard



- 50/50 joint venture with Ballymore Properties
- 10 acre site in the heart of Shoreditch
- Delivering a mixed use scheme including:
 - 19,000m² of retail space
 - 60,000m² office space
 - 1,400 residential units

Key achievements

- Initial planning application submitted July 2014
- Support from GLA

Next steps

- Continuing engagement with London boroughs of Hackney and Tower Hamlets
- Scheme refinement and target consent 2015



Brent Cross



- 40/60 joint venture with Standard Life
- TDC Hammerson 40% share: £475–550 million
- Extension to existing shopping centre
- Additional 90,000m² of retail and leisure space
- World class retail, dining and leisure environment

Key achievements

- Amended consent achieved in 2014
- Infrastructure application submitted January 2015
- Concept scheme and anchor store discussions

Next steps

- CPO inquiry targeted 2015
- Potential start on site 2017



Croydon



- 50/50 joint venture with Westfield
- TDC Hammerson 50% share: £625–£750 million
- Transforming Croydon's retail offer:
 - 2.0m sq ft core retail offer, Centrale plus new Whitgift
 - Target anchor tenant John Lewis
 - Multiscreen cinema, leisure, dining

Key achievements

- Planning consent
- CPO inquiry February 2015
- New three-storey scheme design

Next steps

- Land assembly and scheme concept development in 2015
- Potential start on site 2016



WHISTLES
Hammerson

Conclusion

MICHAEL KORS

Realising our vision

Leading multichannel retail property expert

Improving consumer spending

Driving rental growth

Rigorous approach to capital allocation

Award-winning developments

Consistent and strong shareholder returns





Questions

Disclaimer

This presentation contains certain statements that are neither financial results nor other historical information. These statements are forward-looking in nature and are subject to risks and uncertainties. Actual future results may differ materially from those expressed or implied by these statements.

Many of these risks and uncertainties relate to factors that are beyond Hammerson's ability to control or estimate precisely, such as future market conditions, currently fluctuations, the behaviour of other market participants, the actions of governmental regulators and other risk factors such as the Company's ability to continue to obtain financing to meet its liquidity needs, changes in the political, social or regulatory framework in which the Company operates or in economic or technological trends or conditions, including inflation and consumer confidence, on a global, national or regional basis.

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this document. Hammerson does not undertake any obligation to publicly release any revision to these forward-looking statements to reflect events or circumstances after the date of these materials. Information contained in this presentation relating to the company or its share price, or the yield on its shares, should not be relied upon as a guide to future performance.





Hammerson

Appendices

Our assets

£7.7 billion property portfolio

22 shopping centres

22 retail parks

Investment in 15 outlet centres

2.2 million m² retail space

250 million annual visitors



On-site and major developments

On-site developments	Ownership ⁽¹⁾ %	Lettable area m ²	Earliest start	Potential completion	Current value ⁽²⁾ £m	Estimated cost to complete ⁽³⁾ £m	Estimated annual income ⁽⁴⁾ £m	Let ⁽⁵⁾ %
Silverburn extension, Glasgow	50	10,900	Commenced	Q1 2015	n/a	3	1	97
Cyfarthfa retail park extension, Merthyr Tydfil	100	14,500	Commenced	Q2 2015	n/a	10	2	65
Elliott's Field shopping park, Rugby	100	15,700	Commenced	Q3 2015	n/a	29	3	62
Le Jeu de Paume, Beauvais	100	23,800	Commenced	Q4 2015	34	34	5	62
Victoria Gate, Leeds (Phase 1)	100	34,300	Commenced	Q3 2016	49	104	10	40
WestQuay Watermark, Southampton	100	17,000	Commenced	Q1 2017	8	72	5	58
Total		116,200				252	26	

Major developments	Ownership ⁽¹⁾ %	Lettable area m ²	Earliest start	Potential completion	Estimated cost to complete ⁽⁶⁾ £m
Croydon town centre	50	200,000	2016	2019/20	625-750
The Goodsyard, London E1 ⁽⁷⁾	50	260,000	2016	Phased	140-160
Brent Cross extension, London NW4	41	90,000	2017	2020/21	475-550
Total		550,000			1,240-1,460

(1) Value, costs and income represent Hammerson's share for properties held in joint ventures

(2) Valuation at 31 Dec 2014. Values are not available for extension projects as they are incorporated in the value of the existing property

(3) Incremental capital cost including capitalised interest

(4) Incremental income net of head rents and after expiry of rent-free periods

(5) Let or in solicitors' hands by income at 13 February 2015

(6) Incremental capital cost including capitalised interest. These costs are indicative as full scheme details are yet to be finalised

(7) Cost reflects phase 1 only. Due to residential component of scheme, area is gross external



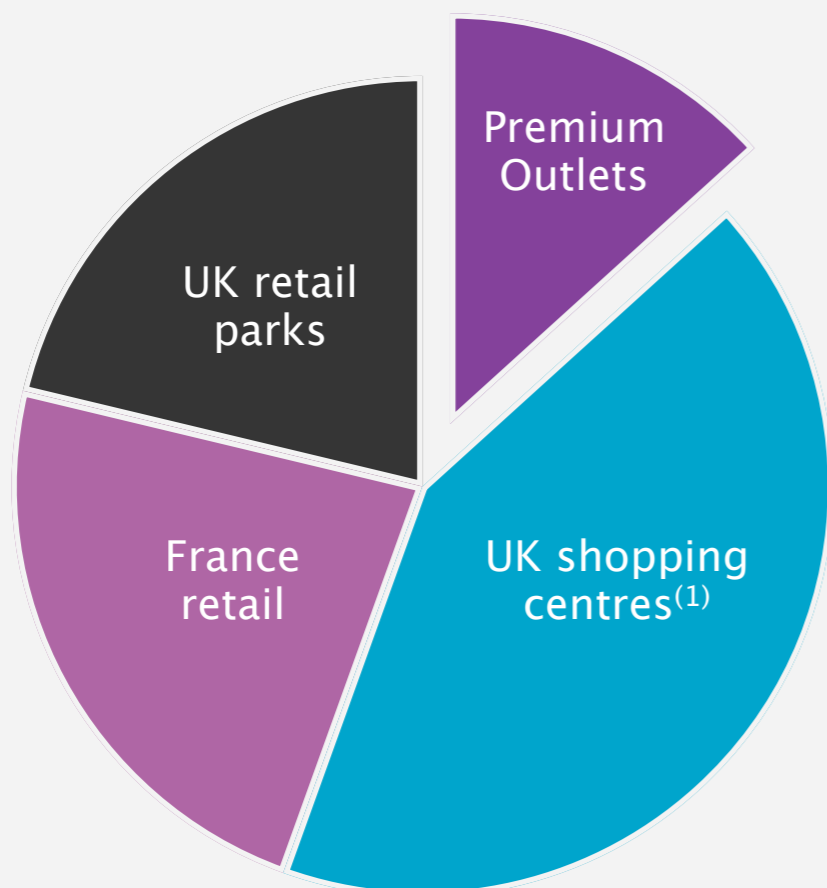
Development pipeline opportunities

Scheme	Lettable area m ²	Key facts
Italie Deux, Paris 13eme	5,100	<ul style="list-style-type: none"> •Retail extension of the existing shopping centre •Progressing necessary consents to enable start on-site
Les 3 Fontaines, Cergy Pontoise	22,000	<ul style="list-style-type: none"> •Retail and leisure extension •Working towards obtaining the necessary consents in 2015
Orchard Centre, Didcot	14,000	<ul style="list-style-type: none"> •Retail-led extension to the existing Orchard Centre •Planning application submitted February 2015
Parc Tawe, Swansea	20,600	<ul style="list-style-type: none"> •A refurbishment and modernisation of existing retail park •Planning permission was granted in August 2014 for a potential start on site in late 2015
Silverburn (Phase 4), Glasgow	50,000	<ul style="list-style-type: none"> •Masterplanning application submitted in July 2014 for future extension of existing centre •Masterplan also includes retail, hotel and leisure uses
SQY Ouest, Saint Quentin-en-Yvelines	30,200	<ul style="list-style-type: none"> •Opportunity to reposition the existing shopping centre, creating a leisure-led destination
Victoria Gate, Leeds (Phase 2)	73,000	<ul style="list-style-type: none"> •Planning consent for retail-led scheme, including up to 2,700 car park spaces •Freehold control of site obtained
WestQuay Watermark, Southampton (Phase 2)	58,000	<ul style="list-style-type: none"> •Outline planning consent for mixed-use scheme •Council owned land, with joint review of scheme underway
Total	272,900	



Premium outlets are a key differentiator driving Hammerson's returns

Over £1 billion (13%) of GAV



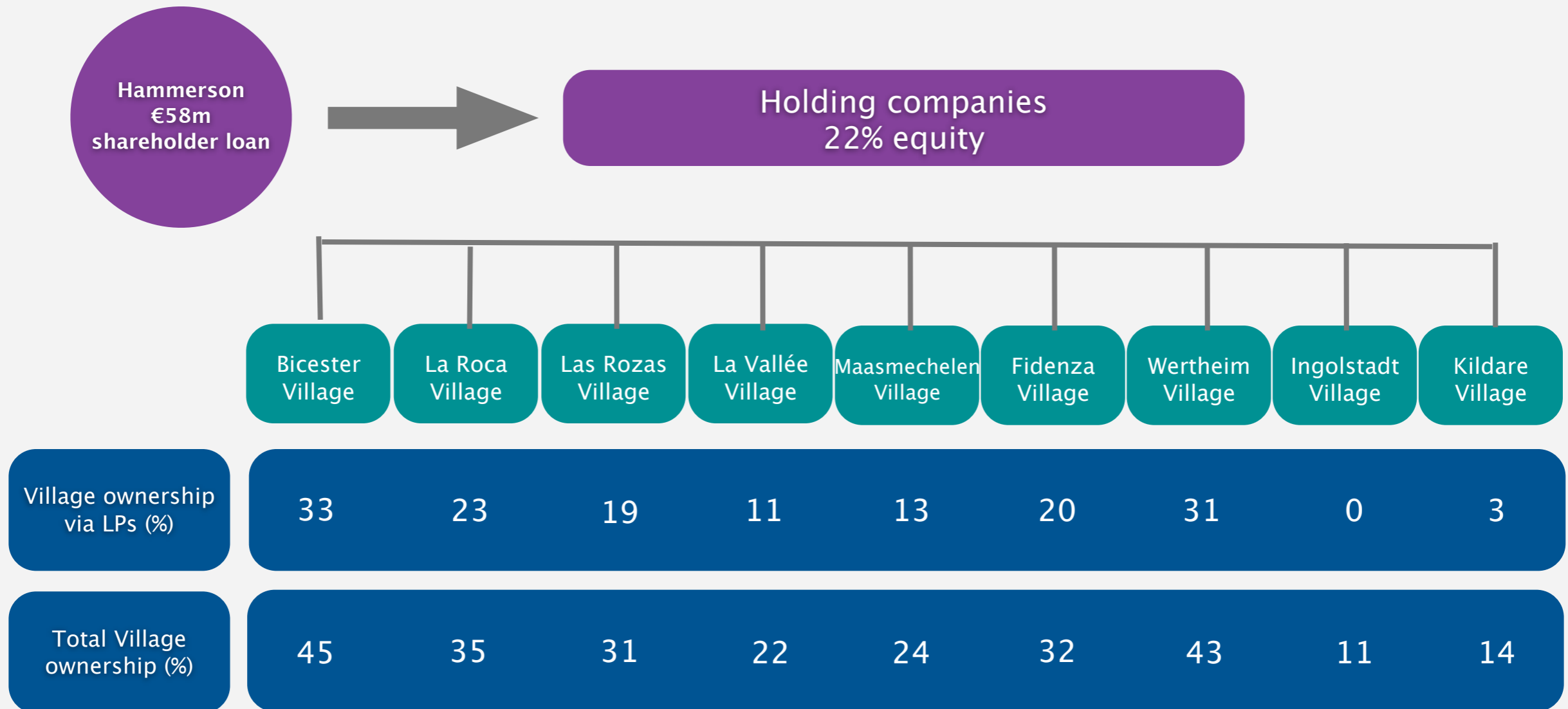
Hammerson outlets portfolio: +30% income and net assets CAGR since 2012

	Hammerson share of premium outlets results				Underlying growth ⁽³⁾ %
	2012 £m	2013 £m	2014 £m	CAGR %	
EPRA net income	9.2 ⁽²⁾	13.4	16.9	35.5%	10%
EPRA net assets	444.6	565.1	768.9	31.5%	16%

(1) UK shopping centres includes developments and other UK interests
 (2) Includes distributions received
 (3) Adjusted for Hammerson's capital investments



Hammerson's investment in Value Retail



Value Retail share of results

Income statement	12 months ended 31 Dec 2014	12 months ended 31 Dec 2013
	£m	£m
Share of results of associate	109.9	101.5
Less: EPRA adjustments	(93.9)	(88.1)
Adjusted earnings of associate	16.0	13.4
Interest receivable	5.8	5.6
Total impact of Value Retail on income statement – adjusted basis	21.8	19.0

Balance sheet	30 Jun 2014	31 Dec 2013
	£m	£m
Investment in associate	628.8	545.4
Add: EPRA adjustments	31.9	19.7
EPRA adjusted investment in associate	660.7	565.1
Loan to Value Retail	63.5	68.7
Total impact of Value Retail on balance sheet – EPRA basis	724.2	633.8



VIA Outlets progress at Batavia Stad



- 20 tenants rotated including Hugo Boss and Esprit
- Upsized Ralph Lauren store
- Brand sales +11% in 2014
- Value uplift 7% since acquisition

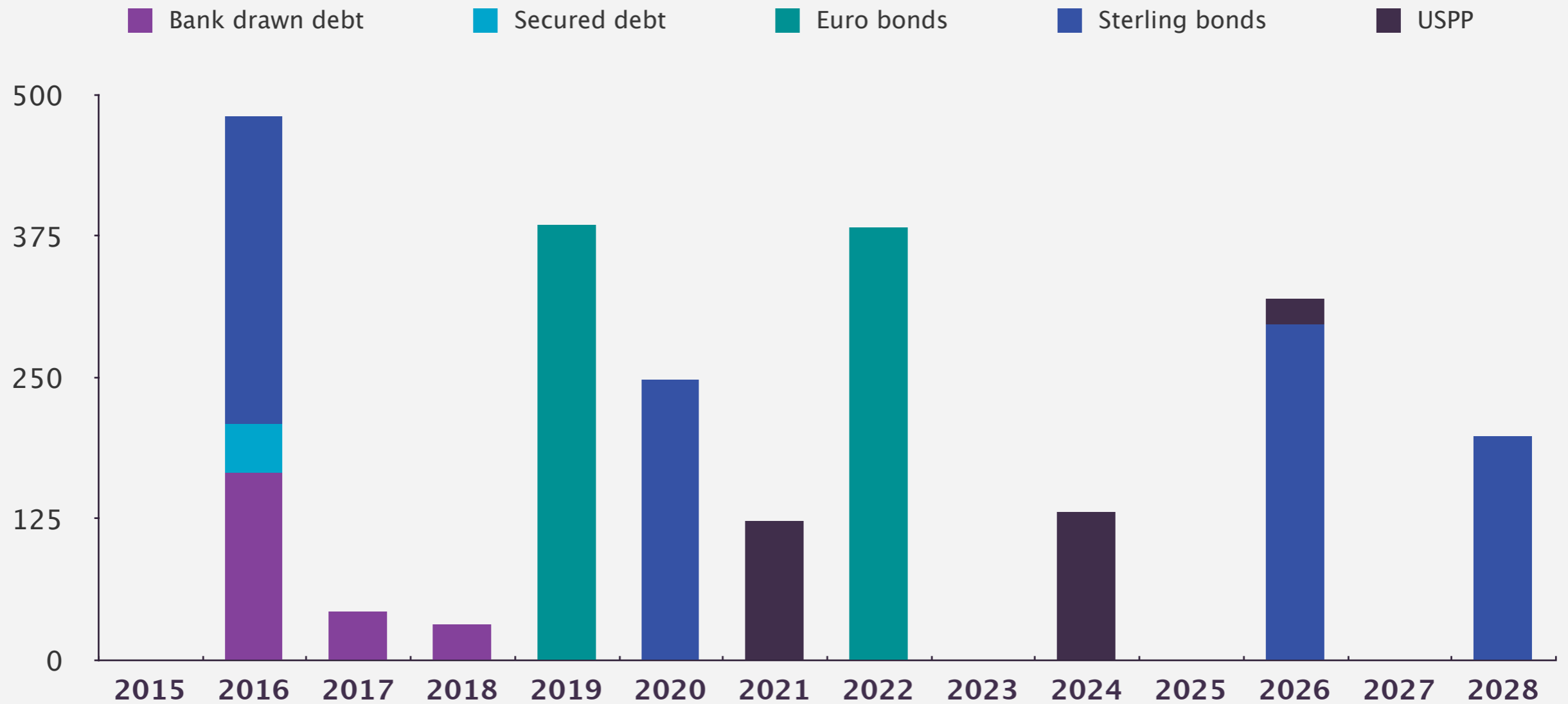


Next steps

- Further unit reconfiguration and tenant rotation planned for 2015
- Improve catering offer
- Enhanced tourism marketing



Maturity profile of debt



Lease expiries and breaks as at 31 Dec 2014

Notes	Rents passing that expire/break in			ERV of leases that expire/break in			Weighted average unexpired lease term	
	2015	2016	2017	2015	2016	2017	to break years	to expiry years
	£m	£m	£m	£m	£m	£m	(1)	(1)
	(1)	(1)	(1)	(2)	(2)	(2)		
United Kingdom								
Retail								
Shopping centres	21.8	7.9	8.9	26.9	7.5	9.1	6.5	8.2
Retail parks	7.7	1.0	2.0	8.1	1.1	1.9	8.8	9.8
	29.5	8.9	10.9	35.0	8.6	11.0	7.4	8.9
Other UK	3.4	0.7	0.9	4.2	0.6	0.9	7.0	8.3
Total United Kingdom	32.9	9.6	11.8	39.2	9.2	11.9	7.4	8.8
France	13.8	4.4	5.5	14.9	4.4	5.8	3.8	6.4
Group								
Retail	43.3	13.3	16.4	49.9	13.0	16.8	6.3	8.1
Other UK	3.4	0.7	0.9	4.2	0.6	0.9	7.0	8.3
Total Group	46.7	14.0	17.3	54.1	13.6	17.7	6.3	8.1

(1) The amount by which rental income, based on rents passing at 31 Dec 2014, could fall in the event that occupational leases due to expire are not renewed or replaced by new leases. For the UK, it includes tenants' break option. For France, it is based on the date of lease expiry

(2) The ERV at 31 Dec 2014 for leases that expire or break in each year and ignoring the impact of rental growth, and rent free periods



Rent reviews as at 31 Dec 2014





		Rents passing subject to review in				Projected rents at current ERV of leases subject to review in			
		Outstanding	2015	2016	2017	Outstanding	2015	2016	2017
		£m	£m	£m	£m	£m	£m	£m	£m
Notes		(1)	(1)	(1)	(1)	(2)	(2)	(2)	(2)
United Kingdom									
Retail	Shopping centres	37.9	9.4	9.2	13.2	41.8	10.3	10.4	14.1
	Retail parks	23.6	23.0	15.4	11.8	24.5	23.7	15.9	12.1
		61.5	32.4	24.6	25.0	66.3	34.0	26.3	26.2
Other UK		3.0	2.1	0.8	0.8	3.2	2.2	0.8	0.8
Total United Kingdom		64.5	34.5	25.4	25.8	69.5	36.2	27.1	27.0

(1) Rents passing at 31 Dec 2014, after deducting head and equity rents, which are subject to review in each year

(2) Projected rents for space that are subject to review in each year, based on the higher of the current rental income and the ERV as at 31 Dec 2014 and ignoring the impact of changes in rental values before the review date



Operational statistics

	UK	France	Sales densities ⁽¹⁾	UK £/ft ²	France €/m ²
 Tenant sales	+2.6%	-1.0%	2014	290-590	2,900-8,900
 Footfall	-1.3%	+1.5%	2013	270-560	3,000-9,100
 Rent:sales	12.9%	11.4%			
 OCR	20.8%	14.3%			

Occupancy (%)

	UK shopping centres	UK retail parks	France	UK other interests	Group
31 December 2014	98.1	98.5	96.6	91.3	97.5
30 June 2014	97.7	98.2	96.6	91.6	97.2
31 December 2013	98.1	98.4	97.4	91.3	97.7

(1) Includes unit stores only



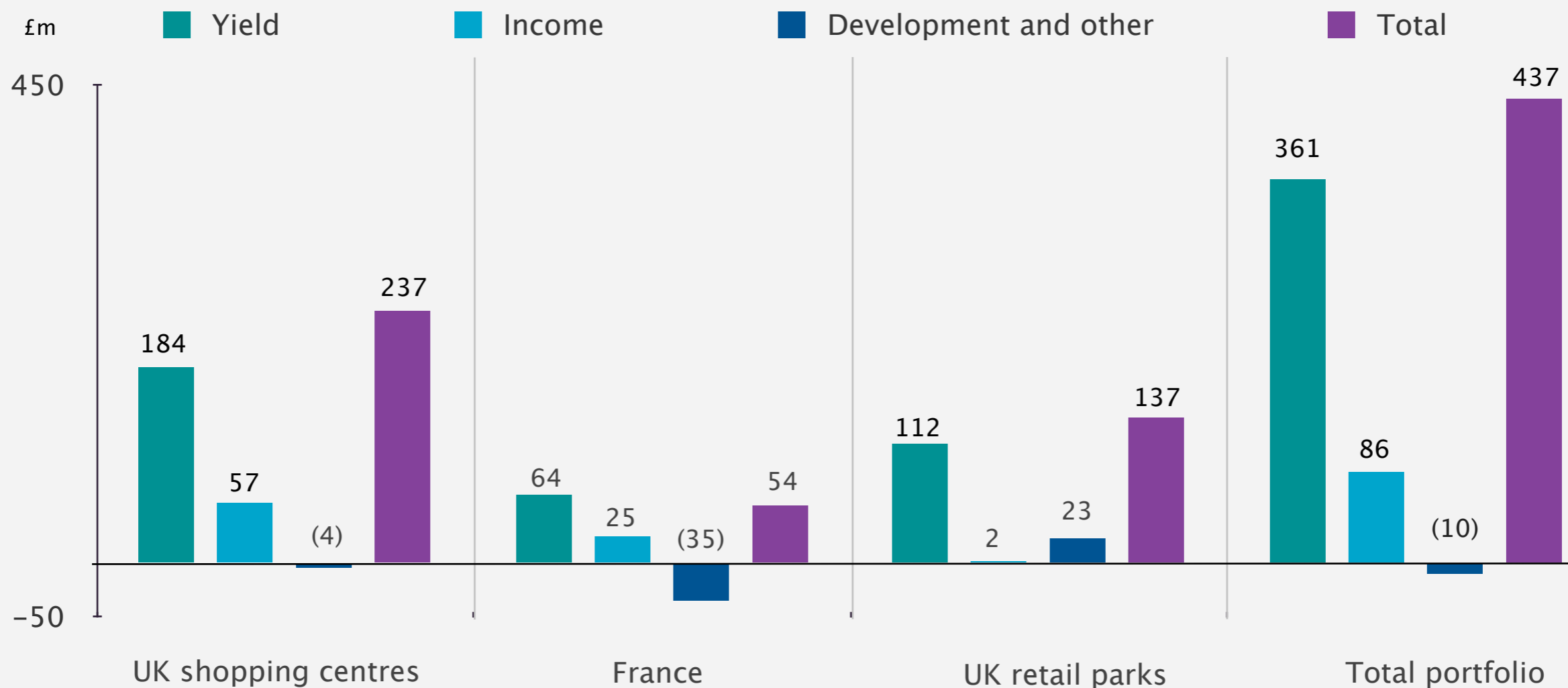
Valuation data

	UK shopping centres	UK retail parks	France	UK other interests	Total continuing portfolio
True equivalent yield (%)					
31 December 2014	5.4	5.6	5.3	7.2	5.5
31 December 2013	5.8	6.1	5.5	7.4	5.9
Change (bps)	-40	-50	-20	-20	-40
ERV (£m) ⁽¹⁾					
31 December 2014	148.6	87.1	70.3	13.5	319.4
31 December 2013	144.8	86.7	70.2	13.2	314.8
Change (%)	+2.6	+0.5	+0.2	+2.3	+1.4

(1) Total ERV for total portfolio on a non LfL basis



2014 components of valuation change



Note: The total portfolio movement includes the movement in the UK other interests portfolio where valuations changed by a total of £9.0 million during 2014



Tenants in administration as at 31 Dec 2014

31 Dec 2014

55 units in administration (1.0% passing rents)
13 units unoccupied (0.4% passing rents)

31 December 2013

49 units in administration (1.2% passing rents)
22 units unoccupied (0.5% passing rents)

