

Capital Shopping Centres Group PLC

Investors & analysts trip to Newcastle & Gateshead

8 June 2010



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Itinerary



- 10.15 Welcome by David Fischel.
Introduction to Eldon Square by Martin Breeden
Tour of Eldon Square
- 11.30 Depart for Metrocentre and Metro Retail Park.
Introduction to the Metrocentre by Tim Lamb
- 12.00 Tour of Metrocentre
- 1.15 Coach to Newcastle Station
- 2.00 Train departs for London
- 5.00 Train arrives London Kings Cross



Enhanced catering offer at MetroCentre, Gateshead

Capital Shopping Centres Group PLC

Introducing the team



■ David Fischel, Chief Executive



■ Martin Breeden, Director of Asset Management



■ Kay Chaldecott, Executive Director, Property



■ Phillip Steele, Centre Manager, Eldon Square



■ Matthew Roberts, Group Finance Director



■ Tim Lamb, Centre Manager, MetroCentre



■ Caroline Kirby, Property Director



■ Kate Bowyer, Investor Relations Manager

Capital Shopping Centres Group PLC

Overview and key strengths



- Leading UK shopping centre business with focus on prime assets
 - Market leader in prime UK regional shopping centres
 - 13 high quality shopping centres, including nine of the top 30
- Defensive net rental income with recovery prospects
 - Long-term track record of like-for-like growth
 - Diverse, high quality tenant mix
- Significant growth prospects
 - Lease expiries and letting of voids
 - Valuation yield: 7.1% NEY
 - £125 million of further asset management initiatives
 - Medium-term centre expansion plans
- Robust financial position (pro forma 31 Dec 09)
 - £0.6 billion of cash and available facilities;
 - £2.7 billion of net debt; 55% LTV
 - 6.3 years weighted average maturity;
 - 5.8% average cost of debt
 - No UK asset-specific refinancing until 2014
- Experienced management team
 - Strong and experienced management team, track record through economic cycles

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- Braehead, Renfrew, Glasgow
 - Chapelfield, Norwich
 - The Chimes, Uxbridge
 - Cribbs Causeway, Bristol
 - Eldon Square, Newcastle
 - The Glades, Bromley
 - The Harlequin, Watford
 - Lakeside, Thurrock
 - Manchester Arndale
 - MetroCentre, Gateshead
 - The Potteries, Stoke-on-Trent
 - St David's, Cardiff
 - Victoria Centre, Nottingham

- Q1 IMS data:
 - Occupancy maintained at 98 per cent
 - Footfall up a further 3 per cent from 2009's 3 per cent increase
 - 43 lettings, £1.8 million increase in rent
 - 12 long term deals in aggregate 8 per cent below ERV
 - Successful opening of St Andrew's Way, Eldon Square
 - Disposal of Westgate, Oxford, for £56 million
- Announced joint venture with Equity One, involving the exchange of CSC's wholly-owned US subsidiary and receipt of Equity One shares and joint venture units;
- Active management projects identified £125 million – majority expected to be committed by end 2012
- 3 major extensions at feasibility stage – in aggregate approx. £500 million potential to add c. 1.3 million sq. ft. at Lakeside, Thurrock; Braehead, Glasgow; Victoria Centre, Nottingham

Two examples of CSC quality active management projects

Eldon Square and Metrocentre



- Eldon Square, Newcastle:
 - Prime example of CSC's active asset management approach:
 - from 30 per cent of a 77yr lease
 - to 60 per cent of 250yr lease, modern unit size & configuration
 - Winning retailers expanding their formats
 - New retailers to the City
 - Prime pitch extended and integrated (eg. Next)
 - Leisure and catering
 - Public transport integrated
 - Low vacancy
 - Continuing opportunities
- Metrocentre, Gateshead:
 - Major leisure and catering upgrade
 - Winning retailers expanding their formats
 - Public transport integrated
 - Low vacancy
 - Opportunities – Woolworths reletting



Eldon Square, Newcastle

Investors & analysts presentation

8th June 2010



St Andrew's Way, Eldon Square

Eldon Square Bus Station – before redevelopment



Bus Station, before redevelopment

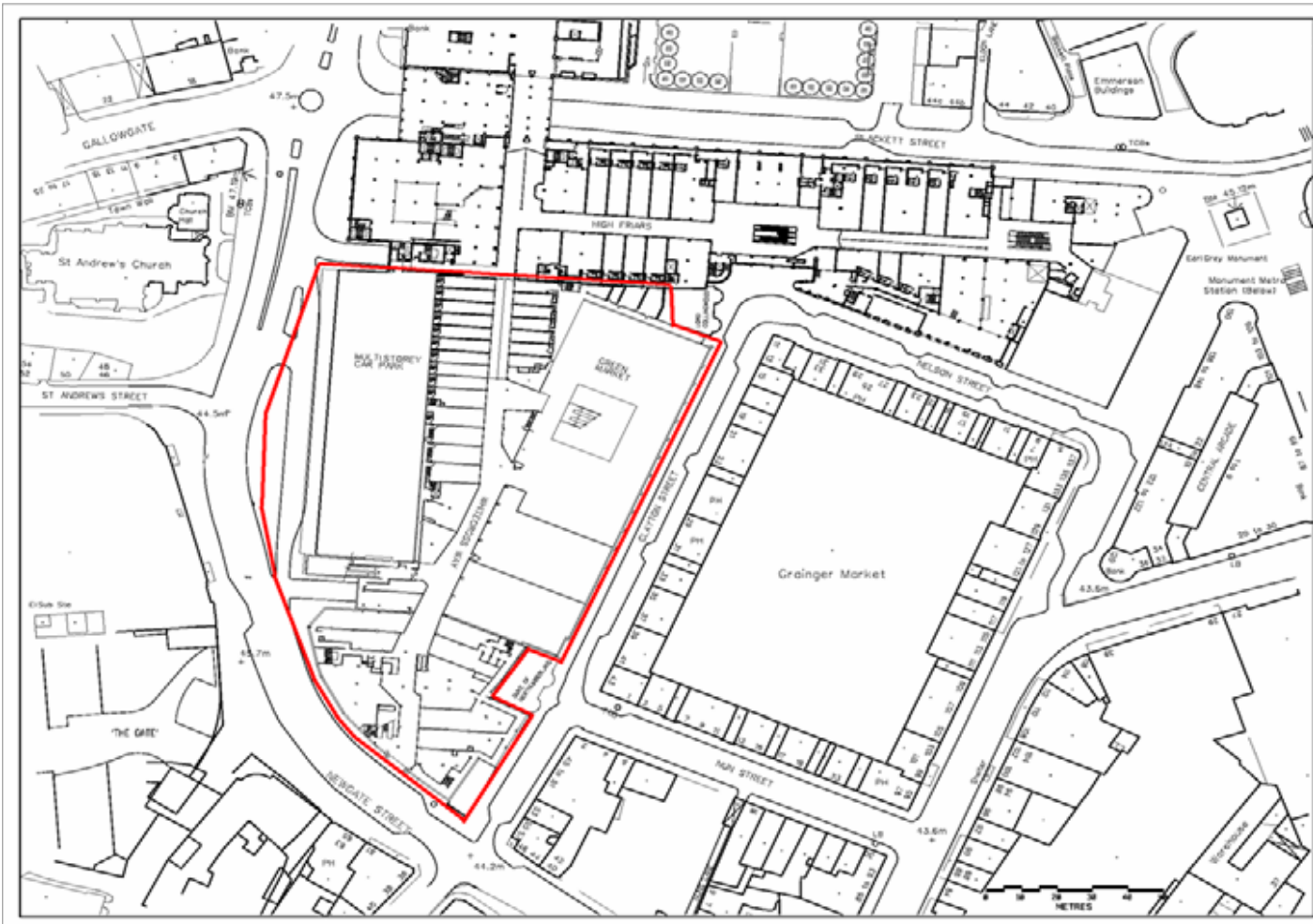
Eldon Square

Old Eldon Square – before redevelopment



Old Eldon Square, before redevelopment

Eldon Square Phase 3 – mall level – before redevelopment



Eldon Square

The co-operation agreement

- ➔ NCC funding & degearing.
- ➔ Full risk sharing.
- ➔ Acquisition of NCC freeholds.
- ➔ New head lease.



NCC freeholds before phase 3, Eldon Square

Eldon Square Newcastle Eldon Square aerial view



Eldon Square aerial view

Eldon Square

Design & procurement



- ➔ Design team selection
- ➔ Mock-Ups and samples
- ➔ CSC's on site operations team input
- ➔ Retailer's design
- ➔ Two-stage design & build contracting
- ➔ Early involvement of the contractor



Debenhams' elevation on Newgate Street



St Andrew's Way during shopfitting

- ➔ Strictly enforced change management system.
- ➔ On site monitoring of quality and workmanship.
- ➔ Construction programme monitored on two-weekly cycle to avoid critical delays.
- ➔ All projects on time, on budget with final account agreed at practical completion.



St Andrew's Way during construction

Phase 1

After redevelopment – October 2006



- ➔ Established Old Eldon Square as a dining location.
- ➔ Re-invigorated retail mix on Blackettbridge Mall.



Old Eldon Square

Phase 2

After redevelopment – March 2007

- ➔ Very complex project delivered on time and on budget.
- ➔ Established new pathway across the city and links into Eldon Square Shopping Centre.
- ➔ The first Waitrose store in Newcastle.
- ➔ New state of the art bus station.



New bus station, Eldon Square

Phase 3

After redevelopment - February 2010

- ➔ St Andrew's Way fully let on opening.
- ➔ Trading well.
- ➔ Created further retail interest.
- ➔ 7 new retailers to City.
- ➔ 6 retailers expanded.
- ➔ Phased refreshment being rolled out.



St Andrew's Way

Phase 3

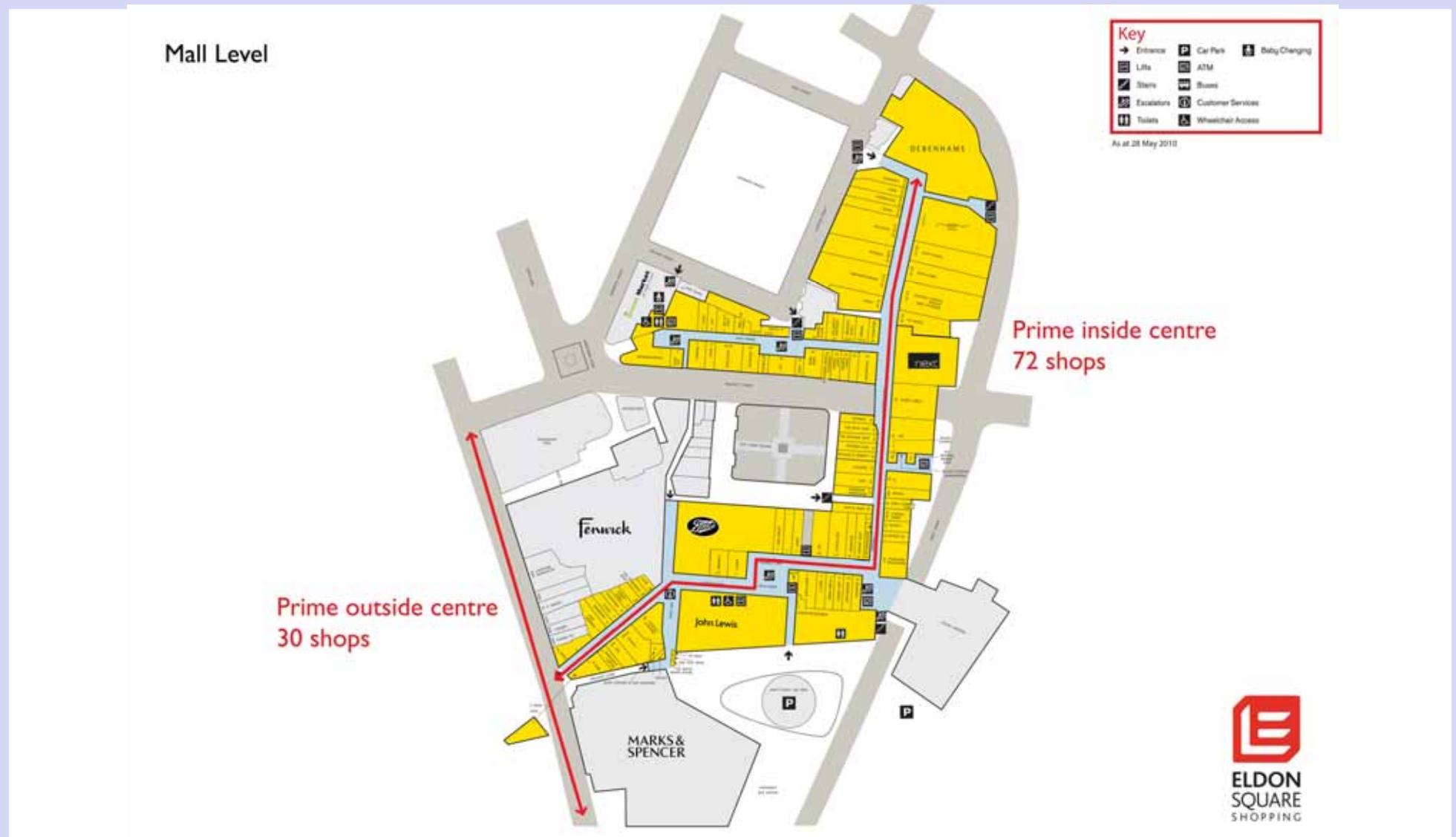
After redevelopment - February 2010



- ➔ Centre expanded from 960,000 sq. ft. to 1.35 m sq. ft.
- ➔ Of this space:
 - 492,000 sq. ft. opened in the last 3 years.
 - A further 663,000 sq. ft. will have new mall flooring by 2011.

Eldon Square

After redevelopment - dominant provision of prime Newcastle retail



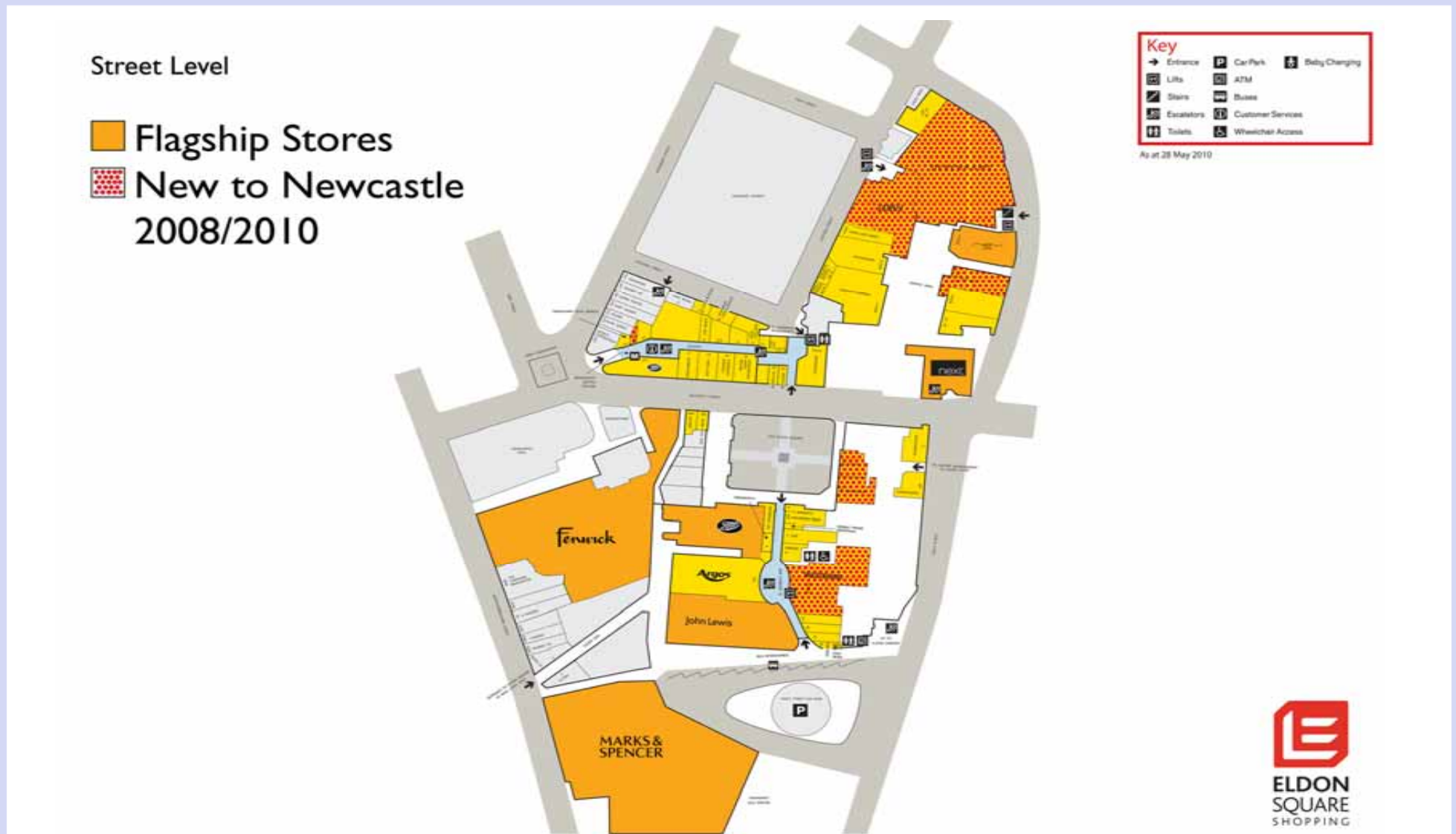
Eldon Square

After redevelopment - flagship stores – mall level



Eldon Square

After redevelopment - flagship stores – street level



Eldon Square Opportunities

- ➔ Creation of 60,000 sq ft Next flagship store opening Spring 2011.
- ➔ Creation of additional shops and ongoing asset management projects.
- ➔ Improving and enhancing the retail mix.



Newgate Street elevation of proposed Next store – artist impression

Metrocentre, Gateshead
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metrocentre



Metrocentre, Gateshead

Metrocentre Ownership

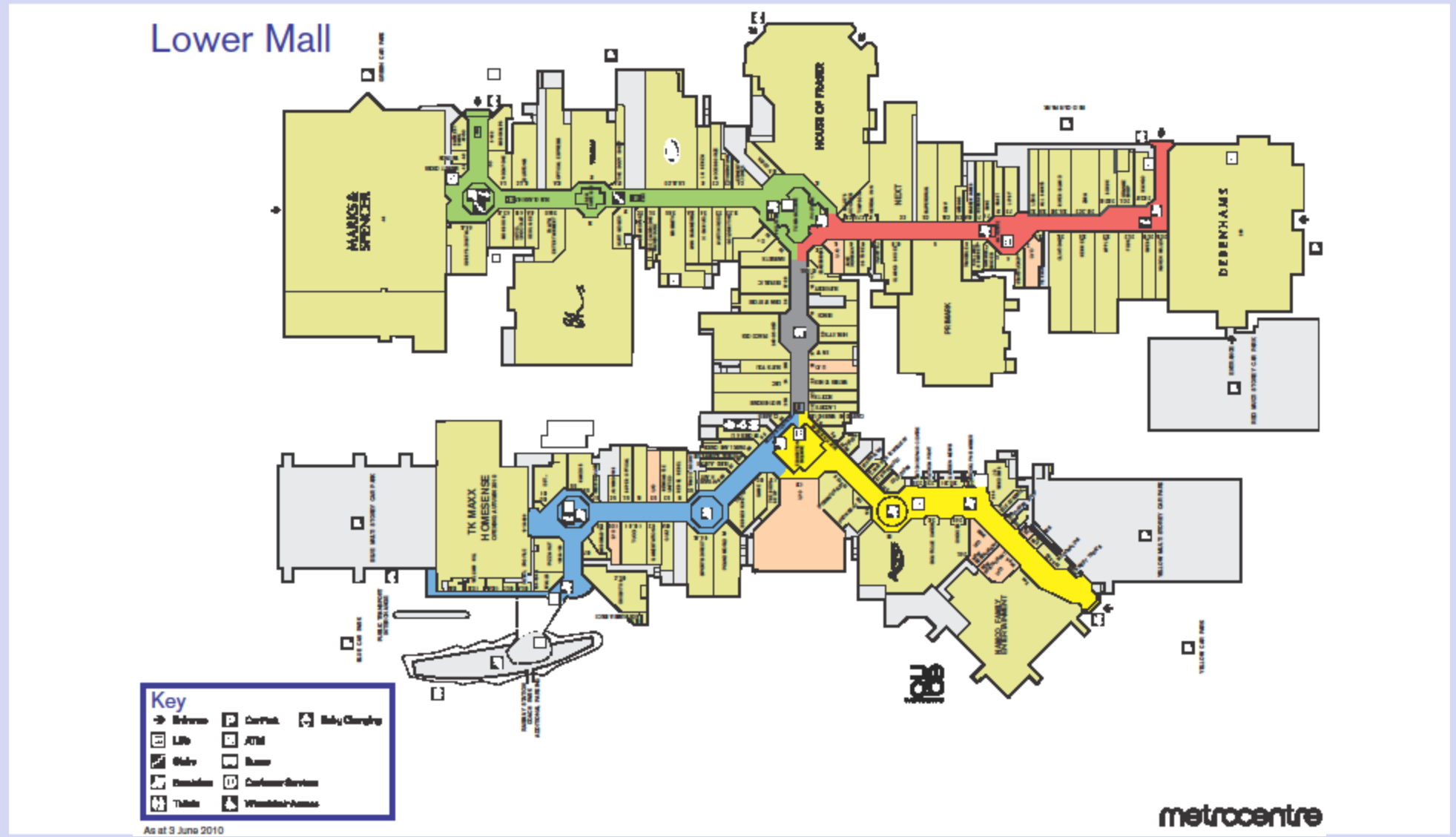


- ➔ 2.089 million sq. ft. of retail and leisure space (including 220,000 sq. ft. Metro Retail Park). 352 stores anchored by Marks and Spencer, House of Fraser, Debenhams, Primark and Odeon.
- ➔ CSC owns 60% of the Metrocentre Partnership.
- ➔ The Metrocentre Partnership has a 90% ownership of Metrocentre and 100% of Metro Retail Park.



Red Mall, Metrocentre Gateshead

Metrocentre Lower Mall



Metrocentre

Tenant mix



- ➔ **Red Mall** – prime, high street stores and fashion anchored by Debenhams.
- ➔ **Green Mall** – prime, high street stores and fashion anchored by Marks and Spencer
- ➔ **Yellow QUBE** - high class leisure and food anchored by Odeon 3D IMAX cinema.
- ➔ **Blue Mall** - good quality value offer to be anchored by TK Maxx from Autumn 2010.
- ➔ **Grey (Central) Mall** - urban Fashion anchored by House of Fraser and ex Woolworths store (flagship store reletting in solicitors hands).



Red Mall, Metrocentre

Metrocentre

Yellow and Blue Quadrant remodelling

- ➔ 2009 – replacement of food court and Metroland funfair with Odeon Imax cinema and casual dining restaurants.
- ➔ 2010 – replacement of former Odeon cinema with UK's first combined TK Maxx/Homesense.



Metrocentre, Qube

Metrocentre Yellow and Blue Quadrant remodelling



- ➔ On time and within budget.
- ➔ Odeon understood to be regularly trading at No. 2 in their portfolio.
- ➔ The region's first Imax screen.
- ➔ Namco's No 1 location in Europe.
- ➔ Strong restaurant demand. 10 new restaurants.



Metrocentre Qube, external view



Metrocentre Qube,

Metrocentre

Recent investment



- ➔ 1.87m sq. ft. shopping centre, of which;
 - 370,000 sq. ft. new Red Mall opened 2004.
 - New bus interchange 2004.
 - New flooring throughout in 2006.
 - 40,000 sq. ft. new Next store in 2009.
 - 230,000 sq. ft. remodelled Yellow and Blue Quadrant in 2009/10.
 - 60,000 sq. ft. remodelled Woolworths store 2010.



Metrocentre, Red Mall

- ➔ Creation of 60,000 sq ft flagship store in former Woolworths location.
- ➔ Development of former petrol filling station site.
- ➔ Improved linkages between Metrocentre and Metro Retail Park to maximise visits and rental opportunity.
- ➔ Improving and enhancing retail mix.