At a Glance

FOOTFALL REPORT MANNHEIM
Q2 2013

With a population of around 315,000, Mannheim is the economic and cultural centre of the Rhine-Neckar region. The status of this popular university city is underlined by a high centrality figure of 1.40 and a turnover ratio of 138, so it is very attractive for consumers and for domestic and international retailers. Many new construction and conversion projects on the most heavily frequented shopping streets, Planken and Kurpfalzstrasse, provide evidence of the dynamism of the Mannheim retail market.

Pedestrian frequency per hour in selected locations

- Planken | C
  - Footfall: 5,940
  - Rank: 24

- Kurpfalzstraße | C
  - Footfall: 5,508
  - Rank: 31

Top rents in selected locations

- Planken | C
  - €/m²: 155
  - Rank: 35

- Kurpfalzstraße | C
  - €/m²: 110
  - Rank: 60

Day of count: 15.06.2013
Weather: 24°C

Special factors: Weekly market on Marktplatz

C - Consumer-level quality | U - Upmarket location | L - Luxury location

* Place in nationwide ranking

Source: GfK
At a Glance - Footfall Report Mannheim – Q2 2013

Key socio-economic data

<table>
<thead>
<tr>
<th></th>
<th>Mannheim</th>
<th>Germany</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inhabitants (in 000)</td>
<td>315</td>
<td>80,400</td>
</tr>
<tr>
<td>Employees subject to social insurance (in 000)</td>
<td>171</td>
<td>29,414</td>
</tr>
<tr>
<td>Unemployment rate (%)</td>
<td>6.1</td>
<td>6.8</td>
</tr>
<tr>
<td>Retail-relevant purchasing power index</td>
<td>98.4</td>
<td>100.0</td>
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<tr>
<td>Turnover index</td>
<td>1381</td>
<td>100.0</td>
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<tr>
<td>Centrality index</td>
<td>1.40</td>
<td>1.00</td>
</tr>
<tr>
<td>Overnight stays (in m)</td>
<td>1.2</td>
<td>407.2</td>
</tr>
</tbody>
</table>

A-locations: Activity and trends in 1st half 2013

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
<th>Take-up of this, top sector</th>
<th>Top sector</th>
<th>Internationality</th>
</tr>
</thead>
<tbody>
<tr>
<td>A-location total</td>
<td>4</td>
<td>1,500 m²</td>
<td>800 m²</td>
<td>Garments</td>
</tr>
<tr>
<td>Planken</td>
<td>3</td>
<td>1,450 m²</td>
<td>800 m²</td>
<td>Garments</td>
</tr>
</tbody>
</table>

Trends

- Top rent
- Demand, total
- Supply
- Demand, international
- Key money
- Multi-branch ratio

PLANKEN MOST FAVOURED LOCATION

The grid of streets and avenues for which Mannheim is renowned dates back to the early 17th century and Elector Palatine Frederick IV. The idea was that Kurpfalzstrasse, leading away from Mannheim Palace, should serve as a meridian, with all the streets to the west and east forming squares designated by their position and distance from the Palace. Today, Kurpfalzstrasse is the city’s second most important shopping location, with an hourly pedestrian frequency of 5,500 (31th place nationwide). An even higher footfall count, of 5,900 (24th place) is registered on the Planken boulevard, Mannheim’s top retail precinct, which intersects with Kurpfalzstrasse at Paradeplatz. Several project developments chiefly in the eastern section of Planken ensure that this street will remain very attractive in the future, too. One prime example is the new Stadtquartier located in squares Q6 und Q7. Among other things, this will create about 27,500 m² of new retail space by 2016.

SLIGHT FALL IN PRIME RENT

The Mannheim retail market has exhibited great stability in recent years, with steady demand keeping top rents constant. In the first half of 2013, though, the prime rent dropped slightly, so that the figure for a standard 100 m² shop on Planken is now around 155 €/m². The drop reflects the cautious attitude of some retailers regarding the location of their future premises against the background of the many construction projects. Another factor is that the volume of new retail space eases the demand situation somewhat. The popularity enjoyed by Planken is shown by the fact that it has been the scene of most of the newly concluded leases. Spanish fashion firm Mango has rented an outlet of about 800 m², due to open in late summer this year. Coffee label Nespresso and costume jewellery supplier beeline (around 180 m²) have also acquired premises on Planken.