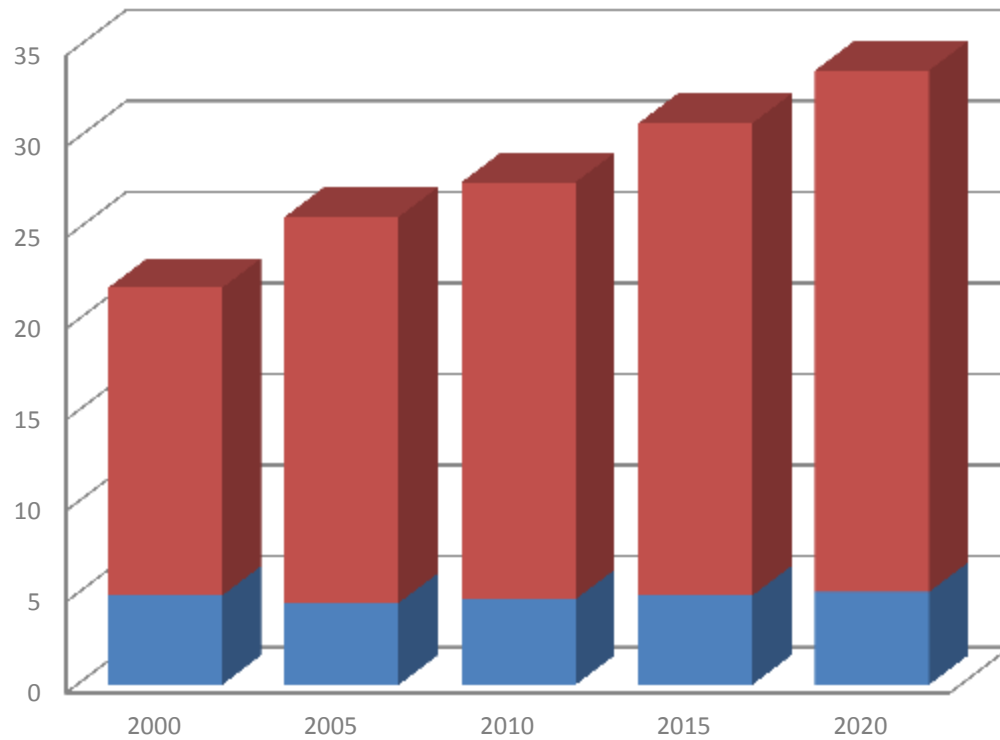


m² Reshaping

More meters

Development shopping square meters in the Netherlands (in millions)



Het aantal m2 neemt nog steeds toe in de foodretail.

■ Non Food Retail
■ Food Retail

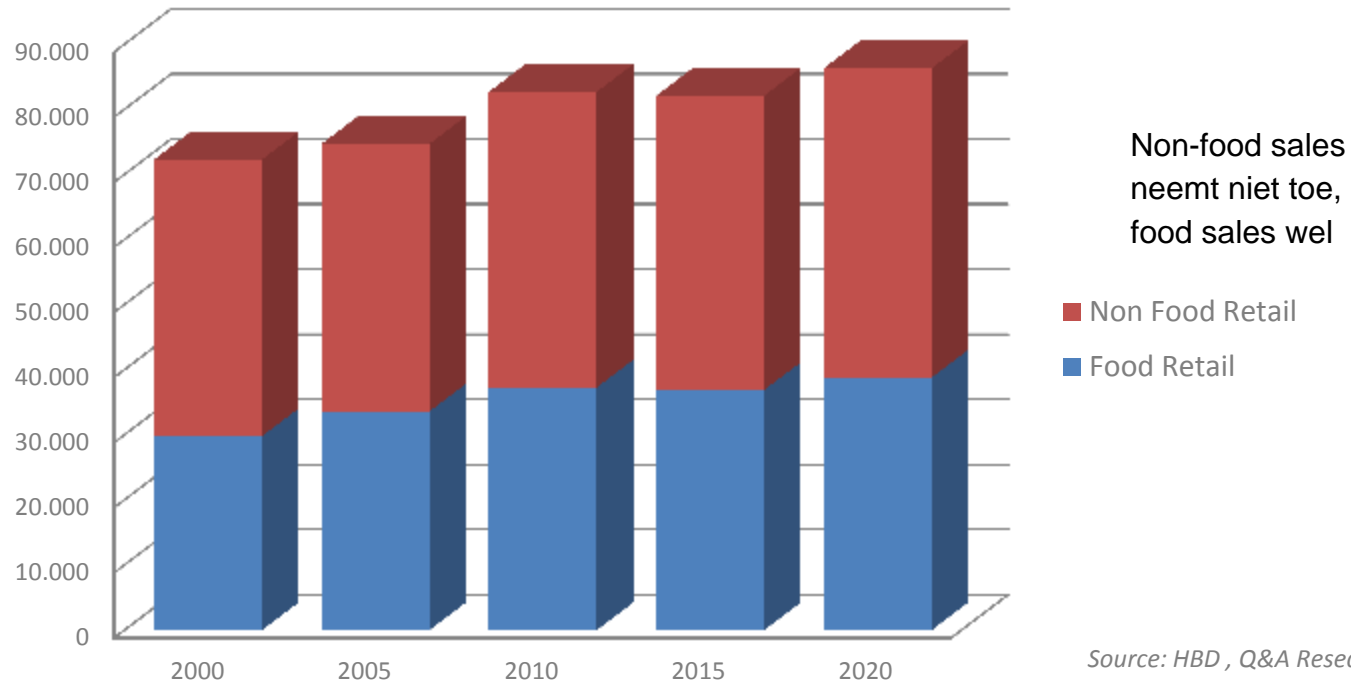
Source: Locatus HBD, Q&A Research 2012



m² Reshaping

More Sales

Development retail sales in the Netherlands
(in millions euro)



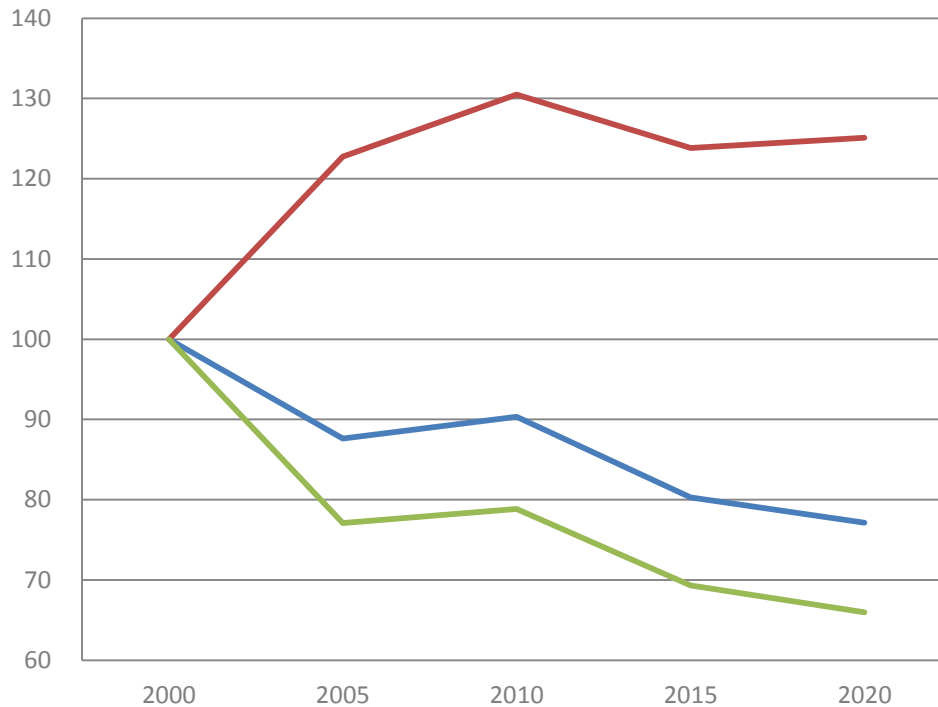
Source: HBD, Q&A Research 2012



m² Reshaping

Decreasing floor productivity

Development floor productivity in the Netherlands (2000=100)



De productiviteit per m² neemt dramatisch af de komende jaren in de non-food

- Retail Total
- Food Retail
- Non Food Retail

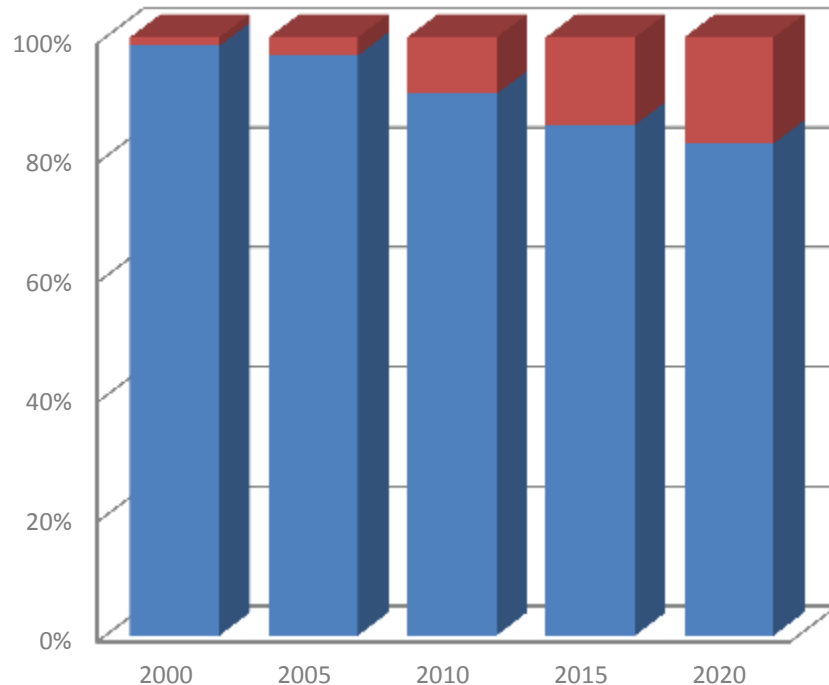
Source: Locatus, HBD, Q&A Research 2012



m² Reshaping

Online is growing

Share development online versus offline sales in Non Food Retail in the Netherlands



Online verkopen non-food stijgen naar ongeveer 25% van totale non-food verkopen

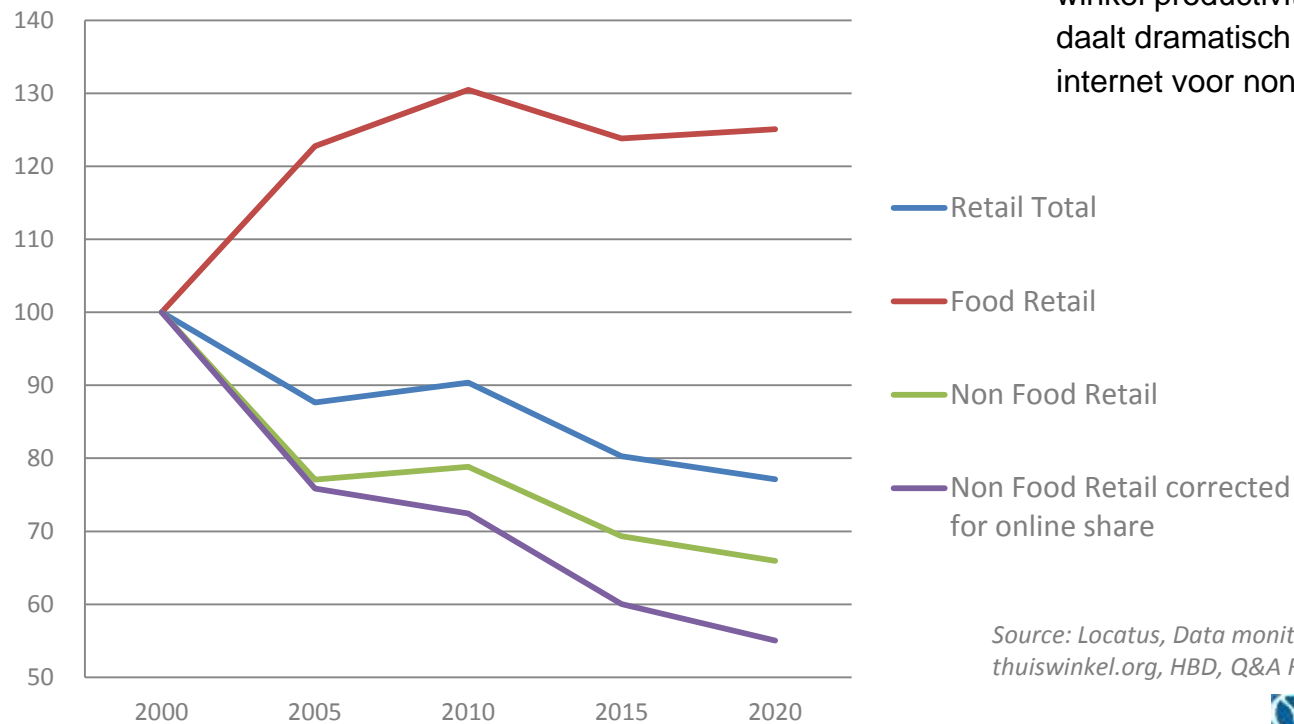
- Online Based Non Food Retail
- Store Based Non Food Retail

Source: Data monitor, thuiswinkel.org, HBD, Q&A Research 2012

m² Reshaping

Online effect on floor productivity

Development floor productivity
in the Netherlands (2000=100)



winkel productiviteit m²
daalt dramatisch door
internet voor non-food

Source: Locatus, Data monitor,
thuiswinkel.org, HBD, Q&A Research 2012