NAIOP Colorado
August 10, 2010

Southeast Corridor
IKEA Overview

- IKEA=Ingvar Kamprad Elmtaryd Agunnaryd
- Founded by Ingvar at age 17 in 1943
- Privately held
- Based in Sweden
- World’s leading home furnishings company
- Globally recognized brand
Unique Concept/Products

• Our Mission:
  – To provide well-designed, stylish, functional home furnishings at affordable prices

• Our Approach:
  – Furniture & accessories
  – All under one roof
  – 10,000 items available on-site
  – See product, take home, assemble on same day
  – Products designed/produced exclusively by IKEA
Unique Stores

- 200,000 – 400,000 sq. ft.
  - Today’s prototype ~350,000+ sq. ft.
- Furniture Showroom
- Marketplace with 10 specialty shops
- Self-serve warehouse
- Swedish restaurant & food market
- Supervised kids play area
- Administrative offices
- Receiving & support areas
Inside the Numbers

• 300+ stores in 38 countries/4 continents
  – *US*: 37 stores in 19 states
• Over 590 million visitors annually
• Annual sales: $31 billion
  – *US*: $3.2 billion
• 1,500 suppliers in 50 countries
• Over 200 million catalogues distributed annually
  – In 27 different languages
U.S. Existing & Future Stores
Nearest IKEA Stores/DCs (miles)
Denver Market

- Population: 3.0 mil
- Housing Costs: Below Avg
- Income Index: Above Avg
- Home Furn Market: $2.9 bil
- Nearest Store: SLC, Utah
- Existing Customers: 50,000
Site/Location Criteria

• Sales
  – Customer proximity
  – Access
  – Speed & certainty of approvals and construction
Location Decision
Site/Location Criteria

- Site size of approx. 16-30 acres
- Store sizes: 350,000+ s.f.
- Highway visibility
- Access convenient for customers
- Complementary retail a plus
- Radius of 40-60 miles with 2 million people
- IKEA chooses to own rather than lease
- Ability to obtain design approval
- Municipality
IKEA
Centennial
Store Statistics

- Site: 13.5 acres
- Store: 415,000 sf

Standard 2-level store
Elevated above 2 levels of parking – 1,500 spaces
50’ high
500-seat restaurant

Geothermal
IKEA Centennial – Site Plan
IKEA Centennial – Rendering
# Project Timeline

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>First Denver market visit</td>
<td>2003</td>
</tr>
<tr>
<td>First discussions with City &amp; Owner</td>
<td>Fall ’07</td>
</tr>
<tr>
<td>Land under contract</td>
<td>Apr ’08</td>
</tr>
<tr>
<td>Announcement</td>
<td>Sep ’08</td>
</tr>
<tr>
<td>City Approvals</td>
<td>Nov ’08</td>
</tr>
<tr>
<td>Closed on land</td>
<td>Dec ’08</td>
</tr>
<tr>
<td>Commenced construction drawings</td>
<td>Sep ’09</td>
</tr>
<tr>
<td>Construction begins</td>
<td>Apr ’10</td>
</tr>
<tr>
<td>Store opening</td>
<td>Fall ’11</td>
</tr>
</tbody>
</table>