

FREY
La foncière à mission

Certified
B
Corporation

THE SUSTAINABLE RETAIL REIT

2021 ANNUAL RESULTS

Presentation of 24 February 2022



Disclaimer

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At its meeting on 24 February 2022, Frey's Board of Directors approved the consolidated financial statements for 2021. The audit procedures have been carried out by the Statutory Auditors. The certification report is in the process of being issued.

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FREY: a growth REIT showing solid financial structure
(2021 financial results)

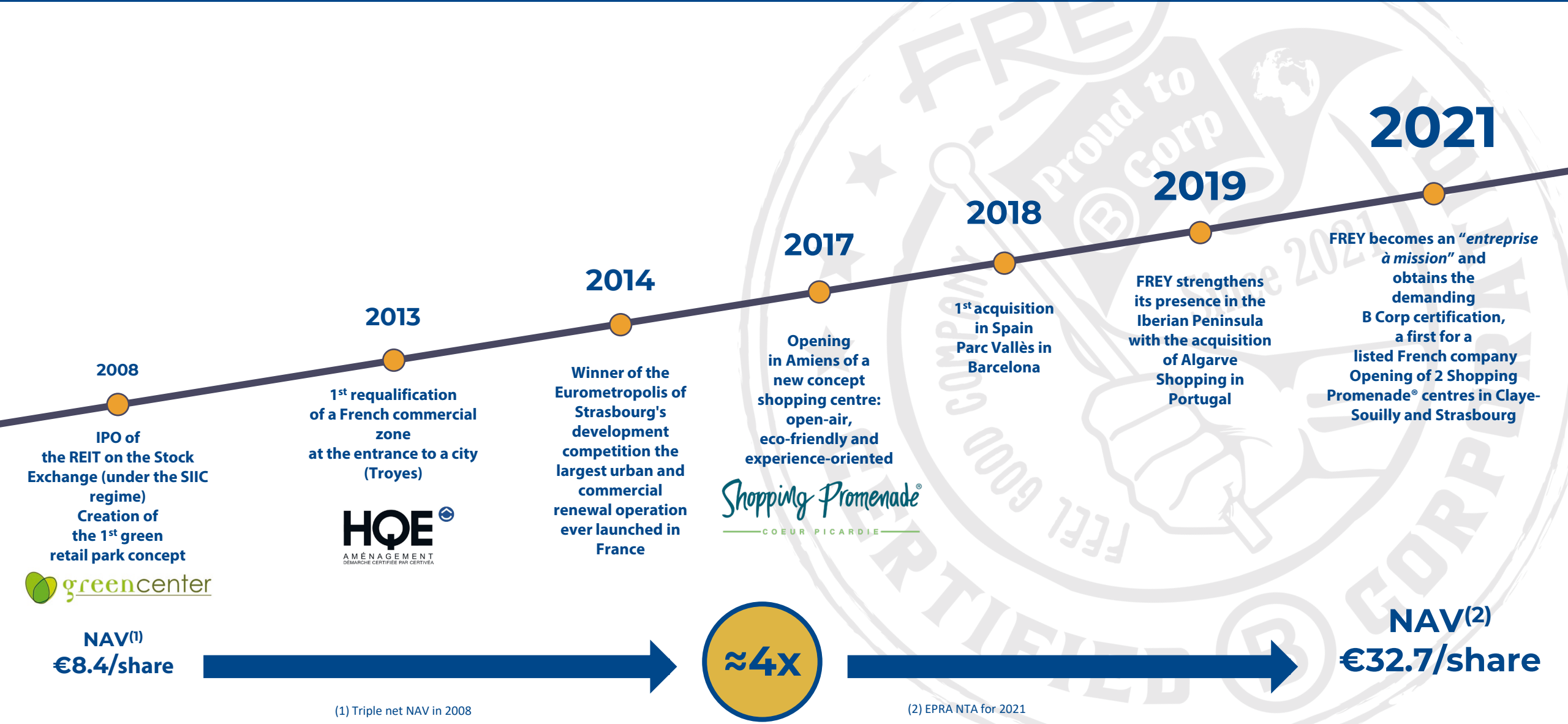
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Strategy & Ambition:
becoming the European leader in sustainable retail



FREY:
deep transformation of the business model
since 2017

FREY: a growth and innovation story



2017-2021: a model with stronger fundamentals and performance

Doubling & internationalisation

changes vs. end-2017

Value of economic portfolio

€1.4 billion

(x2.2)

Annualised rent

€80.6 million

(x2.4)

20%

abroad ⁽¹⁾

Secured rental flows

Financial occupancy rate ⁽²⁾

98%

(+3 pts)

Low OCR ⁽³⁾

<9.0%

(since 2017)

TOP 10 clients ⁽⁴⁾

21%

(vs. 33%)

While maintaining the cap rate ⁽⁵⁾

5.7%

(1) Based on annualised rents

(2) In 2021, the vacancy rate calculated in accordance with the EPRA's Best Practices Recommendations stood at 2.0%

(3) Consolidated affordability ratio (including abroad): 8.7%

(4) Based on annualised rents

(5) Potential annualised rents relative to the value including fees on delivery of work remaining to be expensed - scope of operational assets

FREY owns and manages a streamlined portfolio of high-quality assets

Changes in the TOP 10 (approximately 80% of assets in value terms)

average value of
€100 million
+117% vs. 2017

average surface area of
41,000 m²
+66% vs. 2017



4



9



2



7



FREY confirms its responsible and pioneering approach



The 1st French listed company to obtain B CORP certification
The 1st real estate company to become an “*entreprise à mission*”

An “*entreprise à mission*” since January 2021,
FREY has confirmed its commitment by obtaining B Corp™ certification
one of the most demanding certifications in the world



Our mission statement:

**Restoring retail
as a service for the common good**

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FREY: the sustainable retail REIT (Operational performance & development)

A resilient model and a shared performance

8.7%

OCR ⁽¹⁾

98%

**Optimal occupancy
rate ⁽²⁾**

94.5%

Solid collection rate ⁽³⁾

Versus 2019

Tenant's sales ⁽⁴⁾

+5.4%

Footfall ⁽⁴⁾

+1.5%

(1) FREY Group scope (France, Spain and Portugal). French scope : 8,5%

(2) FREY Group scope (France, Spain and Portugal)

(3) Rents collected relative to the rents invoiced, after deduction of tenant support (France, Spain and Portugal)

(4) FREY scope (France) sites equipped with footfall for traffic and turnover declared by the brands from 1 June to 31 December 2021

Dynamic marketing, a sign of brand appetite

151

leases signed in 2021
under assets & development

€17.6 million

in rents ⁽¹⁾
€13.2 million Group share

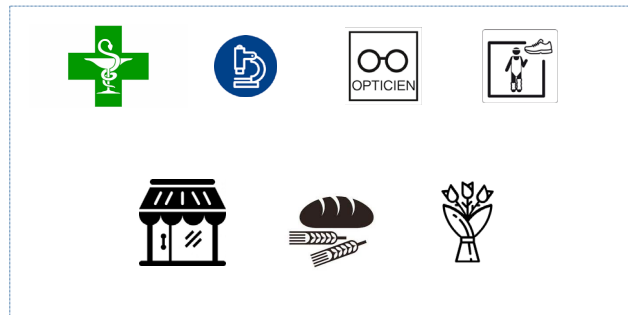
44

new brands



20

local service and medical brands



+2.4%

average uplift

remarketing & renewal

(1) New, renewal and reletting

Success of 2 Shopping Promenade® centres opened in 2021



Shopping Promenade®
CLAYE-SOUILLY

Shopping Promenade®
CŒUR ALSACE



111,000 m²
Total GLA

150
units

99%
occupancy rate

≈€230 m
in investment

€16.6 m
in annualised rent ⁽¹⁾

105
charging stations



(1) Group Share based on 98,000 m² GLA

Strengthened position in south-eastern France with the acquisition of Carré Sud in Nîmes

290,000
inhabitants less than 20 min. away



Family customers
Fashion & Home Shopping Offer



34,500 m²
Total GLA

44
units

7.5%
OCR ratio

100%
occupancy rate

€85.7 m
in investment

€5.4 m
in annualised rent



Clos du Chêne selected by the government as an example of sustainable city

10 million
visitors per year



Large family customers
Comprehensive mix-merchandising offer



The creation of a central space

The 3rd street art festival in Clos du Chêne drew 12 new artists together in 2021

430,000
inhabitants less than
20 min. away

54,100 m²
Total GLA ⁽¹⁾

61
units

98.5%
occupancy rate

€7.6 m
in annualised rent

(1) Group Share

Les Docks in St-Ouen-sur-Seine, a successful leasing launch

Opening of phase 1: summer 2022



12,000 m² GLA

With 50 boutiques and 6 medium-sized stores

**LES DOCKS
DE ST-OUEN**

24,000 m²
total GLA

€86 million
in investment

€6 million
in potential
annualised rent



**Full opening
of Les Docks:
End-2024**

Opening of hall and phase 2: spring 2023



12,000 m² GLA

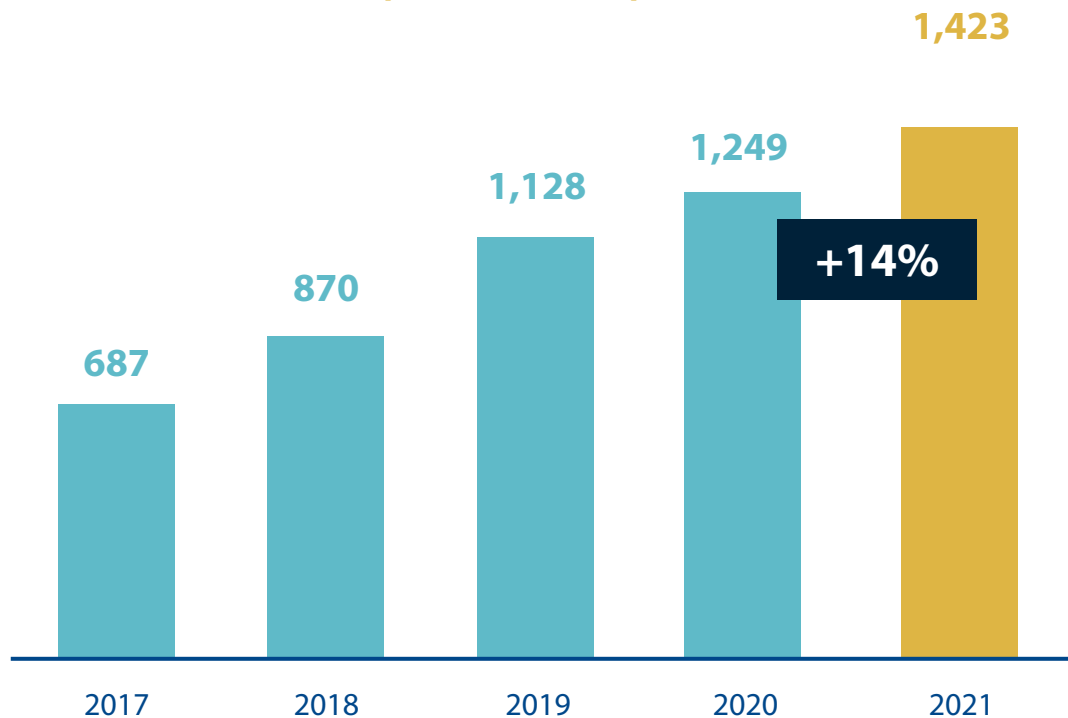
Fresh produce market – Restaurants – Coworking
Cooking school – Event space

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FREY: a growth REIT showing solid financial structure (2021 financial results)

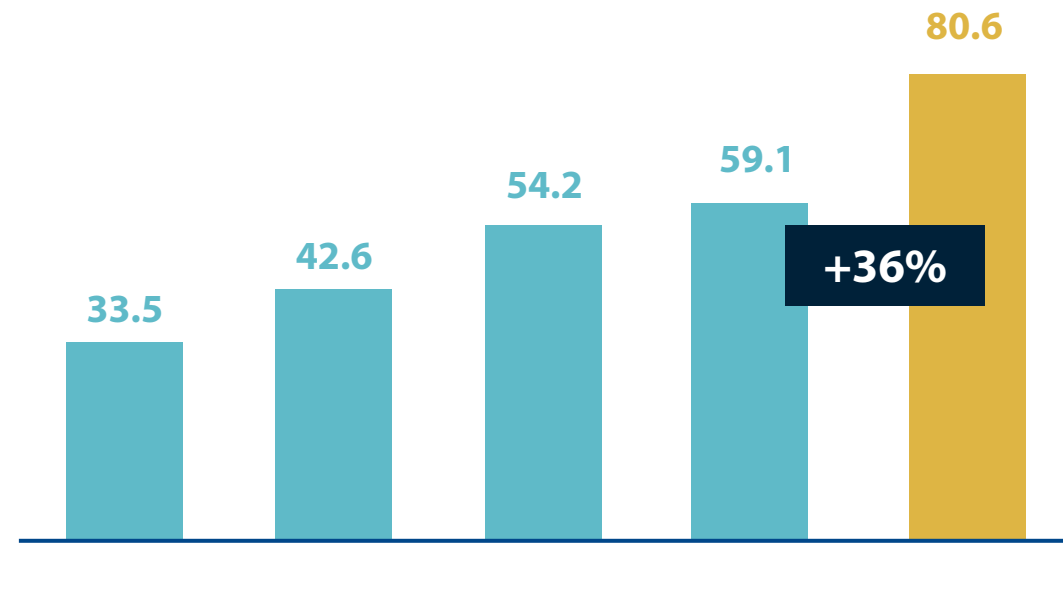
Portfolio have doubled in 5 years

VALUE OF ECONOMIC PORTFOLIO ⁽¹⁾ (in € million)



(1) Value of economic portfolio in operations and projects in progress

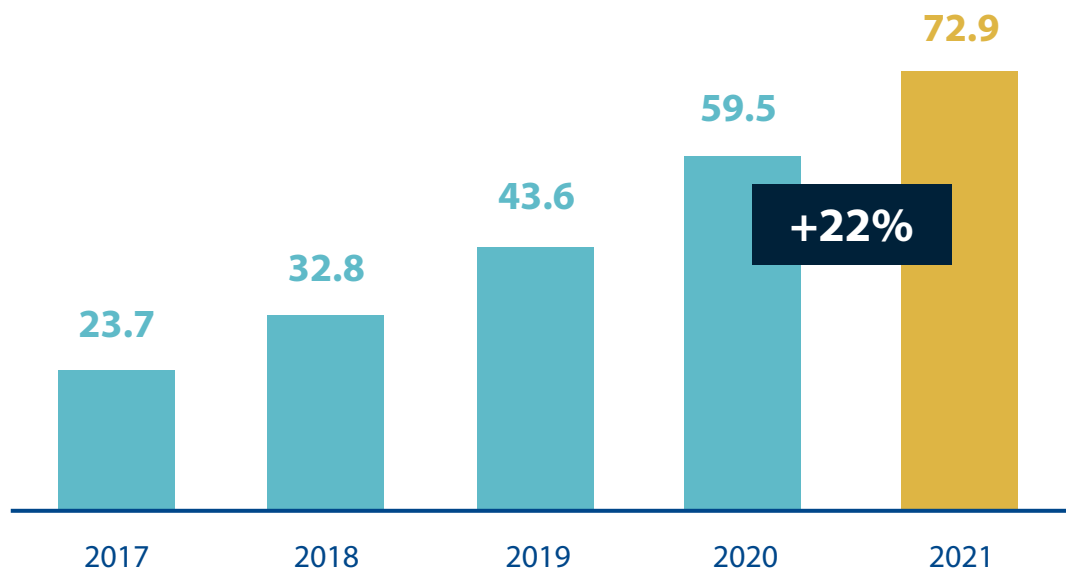
ANNUALISED RENT ⁽²⁾ (in € million)



(2) On the economic portfolio in operations

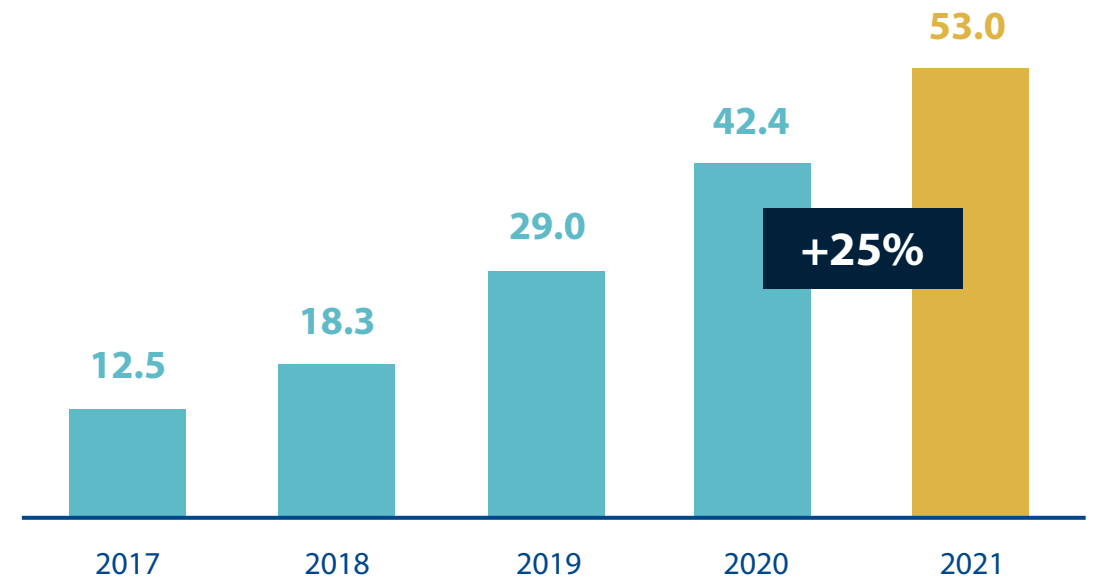
A REIT model with recurring revenue

RENTAL INCOME (in € million)



Strong growth in rental income,
driven by the growth in the property (delivery and acquisitions)

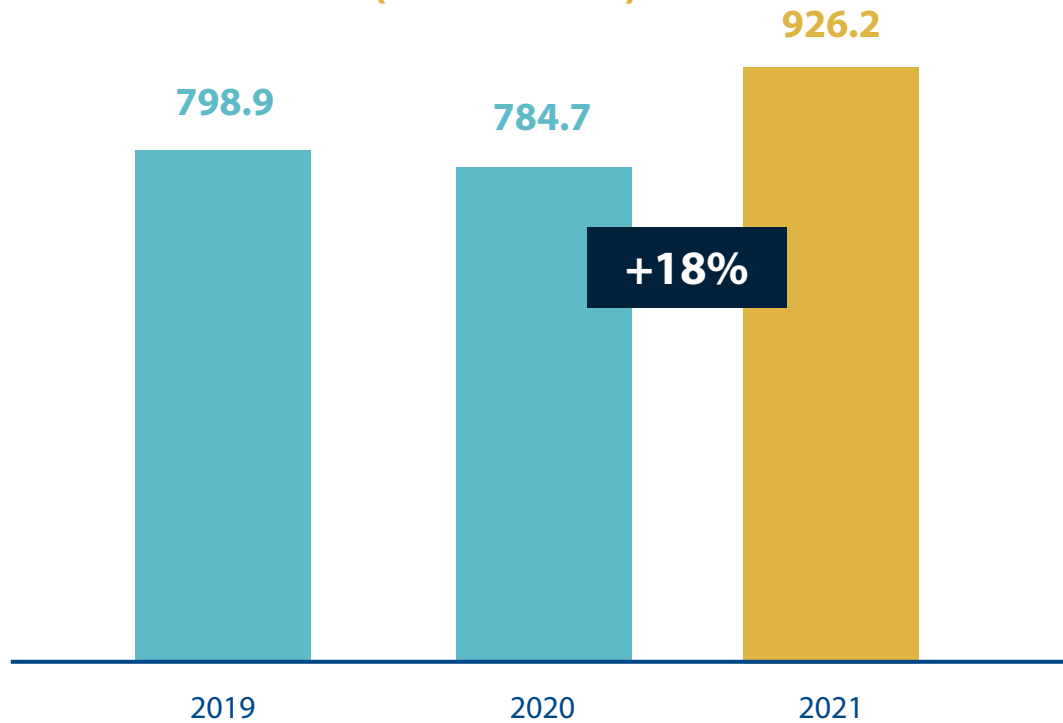
PROFIT FROM RECURRING OPERATIONS (in € million)



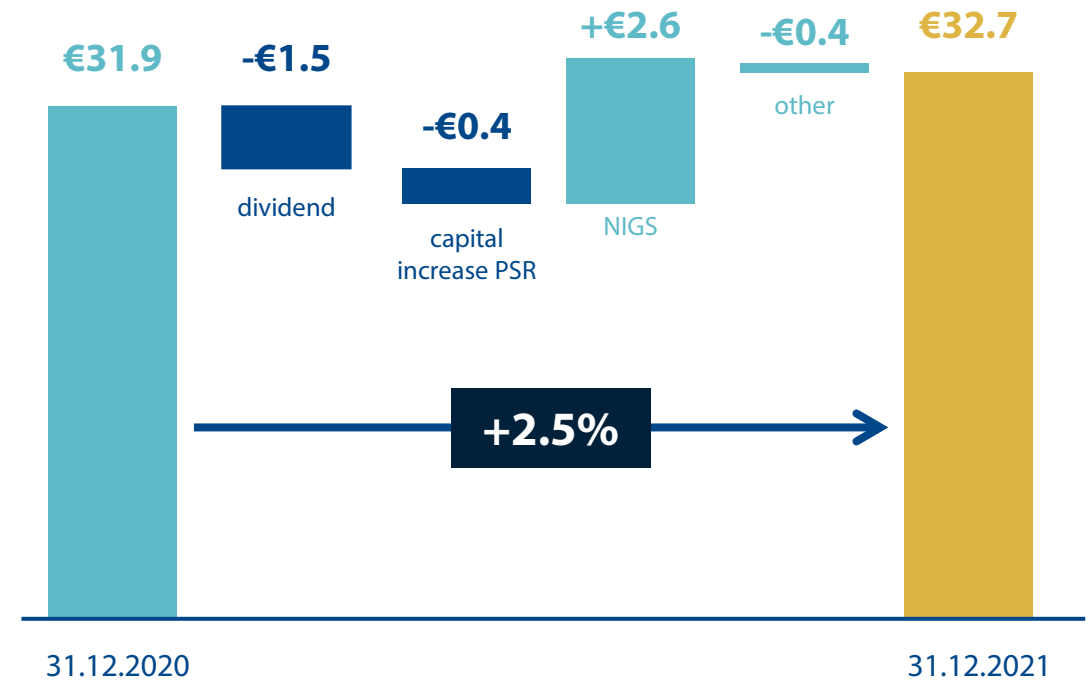
Good management of general expenses
in a context of strong growth and the health crisis

EPRA NAV NTA⁽¹⁾/share: +2.5% (post-impact of 2021 capital increases)

CHANGE IN NAV NTA (In € million)



CHANGE IN NAV NTA/SHARE (€)



(1) EPRA Net Tangible Assets (NTA) as defined by the EPRA recommendations for fiscal years beginning on or after 1 January 2020

A solid financial structure

85%
Corporate debt

1.38%
Average interest rate⁽¹⁾
-10bp in 2021

4.3 years
Maturity
- 6 months

92%
Hedge rate

€602 million
IN BANK DEBT

€308 million
IN LIQUIDITY ⁽²⁾

€112 million
IN CAPITAL RAISED ⁽³⁾

Comfortable room for manoeuvre

32.2%

LTV
Incl. transfer tax
(vs. 32.4% at 31.12.2020)

in a context of strong growth activity

- (1) Average interest rate hedging, including margin, after interest rate hedges and with a 3M Euribor at 31/12/2021 at (0.572)%
- (2) €224 million in undrawn corporate facilities and €84.5 million in available cash
- (3) Of which €10.2 million included in the partial payment in shares of the 2020 dividend paid in 2021

Sustainable financing policy

€150 million

approval for the first time 2 loans
with CSR criteria

November 2021



FREY negotiates the association
of all corporate lines with its
criteria

100%

corporate financing
with CSR criteria

January 2022

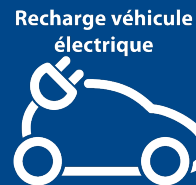
The financial terms of this financing (bonus/malus) are linked to
compliance with 4 CSR commitments

1
Continued investment and
operation in sustainably
managed French forests

2
Gain of
environmental certifications

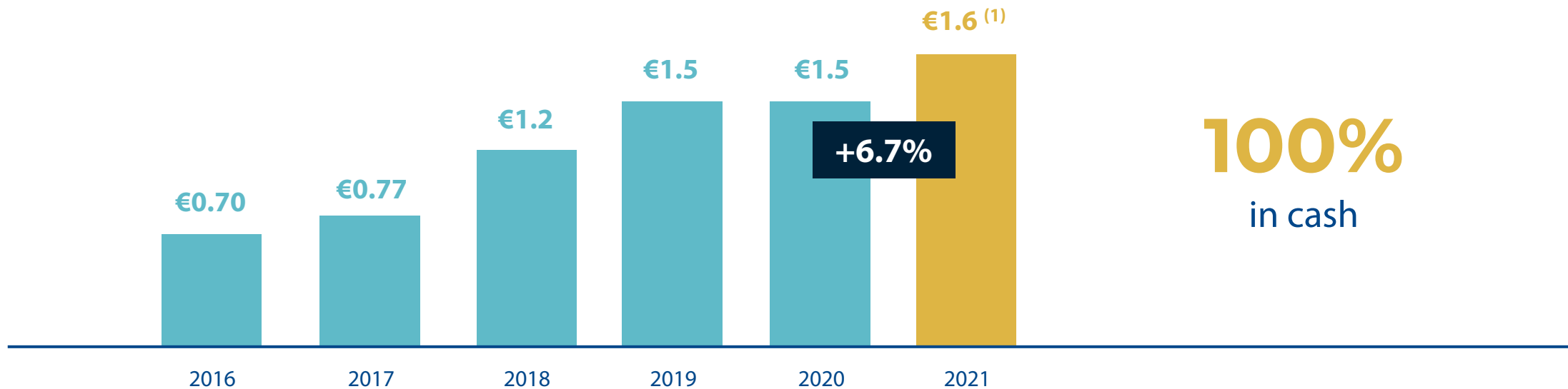
3
Development of
low-carbon mobility with
charging stations

4
Renewal of
B Corp™
certification



Dividend growth picks up

CHANGE IN PROPOSED DIVIDEND (€/share)



(1) As it will be proposed at the General Meeting to be held on 18 May 2022.

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Strategy & Ambition:
becoming the European leader in sustainable retail

Becoming the European leader in sustainable retail

3 features to define the Sustainable Retail

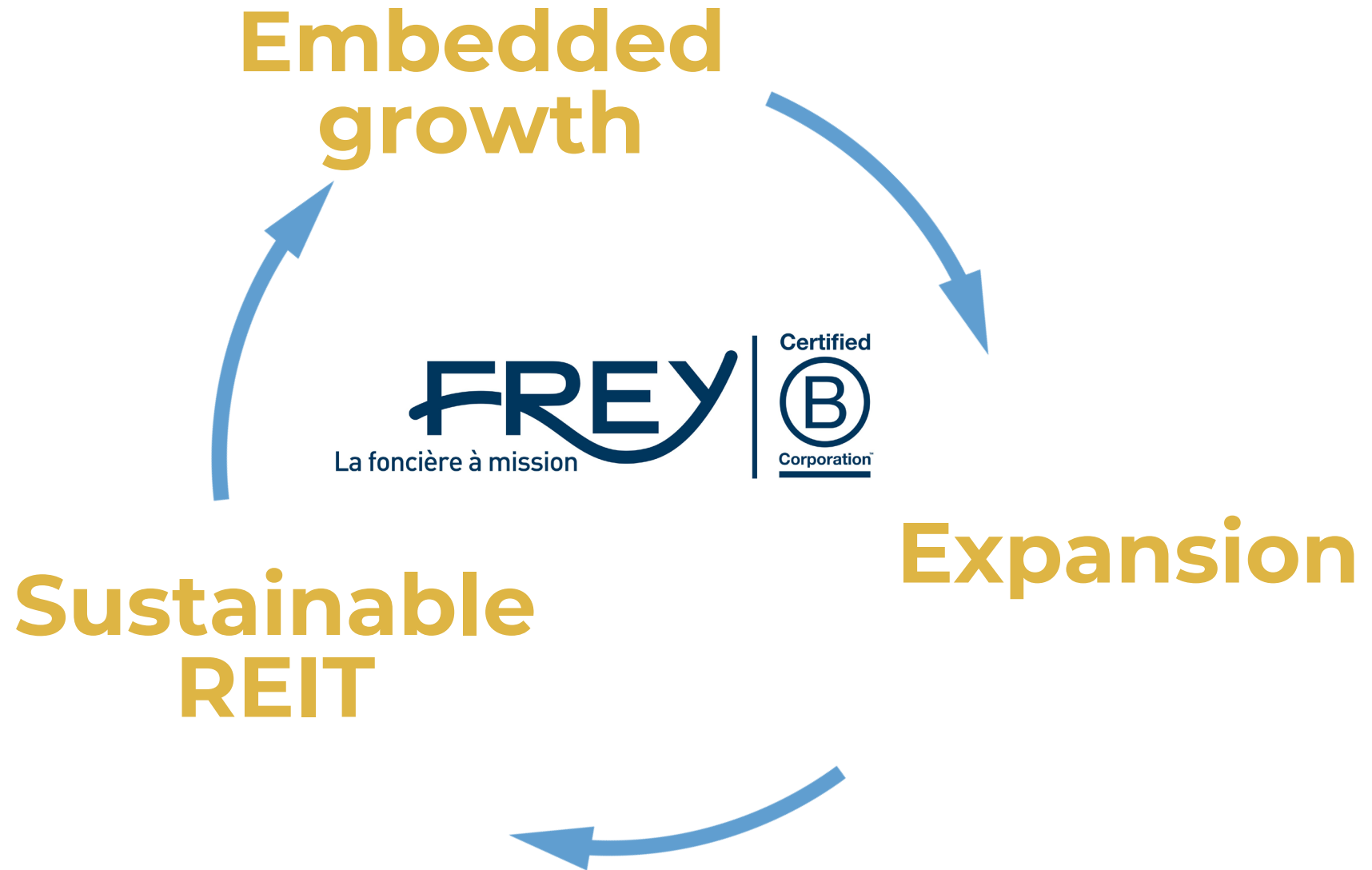
1
sustainable
for the environment

2
sustainable
for the consumer

3
sustainable
for the retailer



Becoming the European leader in sustainable retail



Embedded growth: delivering pipeline projects

€605 million*
in investment

*Incl. development

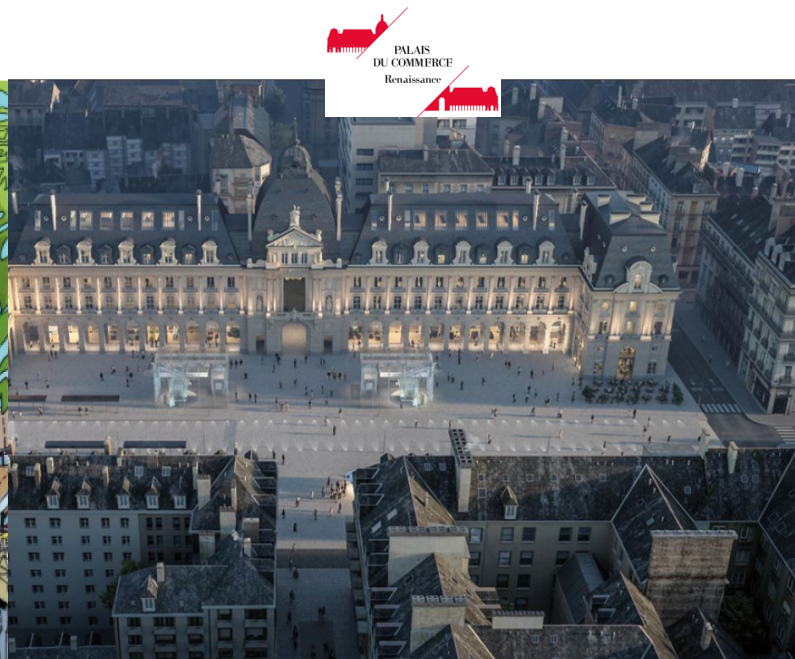
230,000 m²
Total GLA*



Works in progress



Works in 2022



Building permit deposit in 2022

To be developed
for the REIT

➔ **€447 million**
in investment

€32.1 million
in potential annualised rent

Continue to expand



Use

its expertise as a urban planner by taking advantage of built-up land at city entrances



Acquire

open-air retail assets to convert them at the FREY's standards

Continue to expand (1/2): promoting its expertise as an urban planner

The leading French operator specialised in the urban renewal of commercial zones at city entrances



FREY puts all of its know-how at the service of territories' development:

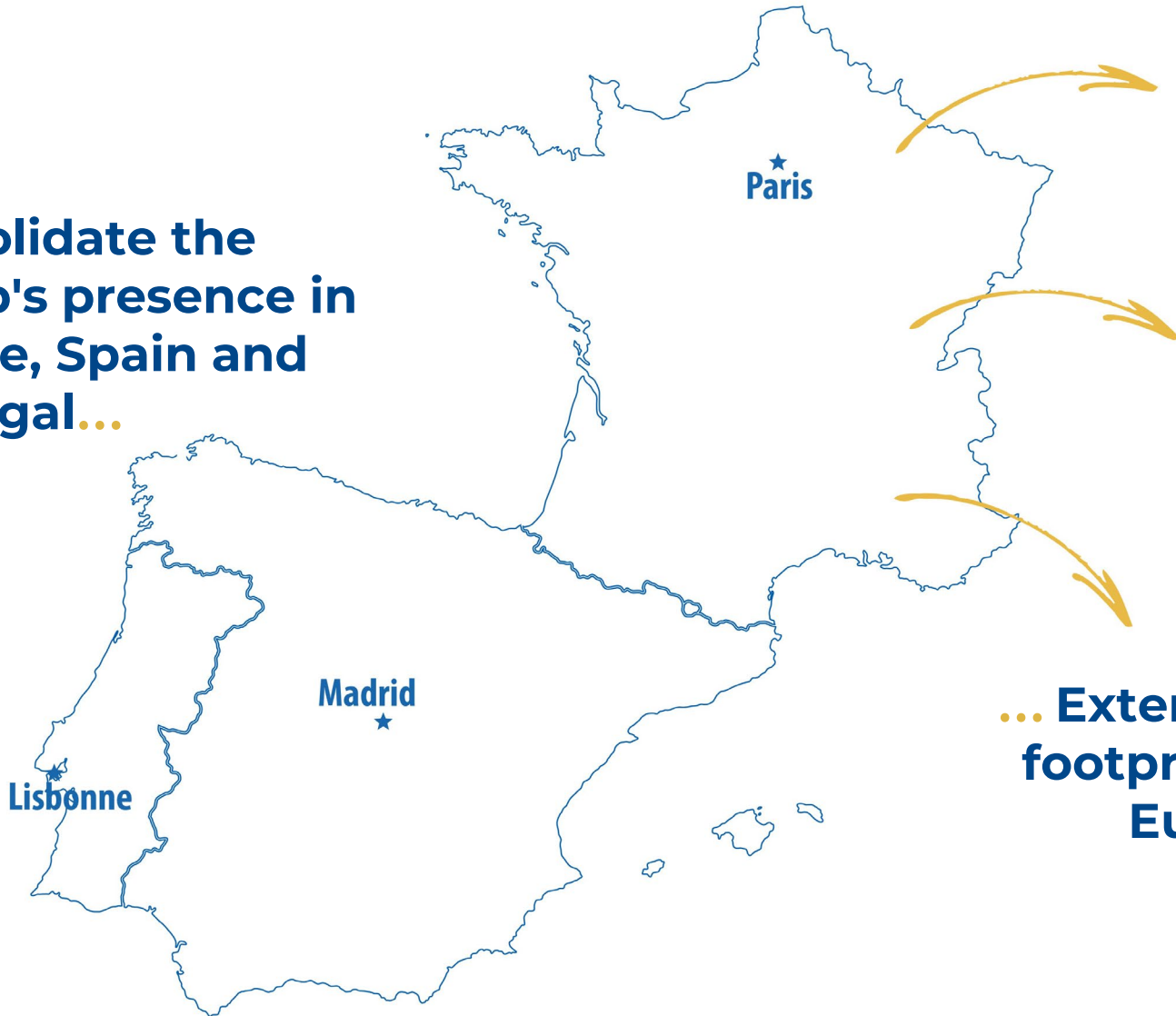


- **Generate development or co-development margins in other asset classes (logistics, residential, etc.)**
 - **Reload the pipeline**

Continue to expand (2/2): acquiring open-air retail assets



Consolidate the Group's presence in France, Spain and Portugal...



... Extend its footprint in Europe

Sustainable REIT: execution of the «mission»

Restoring retail as a service for the common good

01

Make retail
a driver of urban
diversity



02

Make retail
a driver of social link
and local economic resilience



03

Make retail
a driver of the environmental
transition



Guarantee of the level of excellence of its ESG commitment for all its stakeholders: employees, tenants, communities, consumers, shareholders, bankers and suppliers



FREY becomes essential for all its stakeholders and on all its value chain

FREY: an Attractive Business Model for Investors

The leading REIT in the French open-air shopping centres market with a portfolio concentrated on large, high-performing assets and high environmental quality

Pioneer of the ESG, inventor of a new generation of open-air shopping centres that are more sustainable, more convenient for consumers and more frugal for merchants

The leading French operator specialised in the urban renewal at city entrances which is now penetrating the heart of cities to create new multi-use living spaces

Business model combining value creation and returning returns thanks to the secured development pipeline

A funded growth strategy with significant room to seize opportunities

Strong entrepreneurial spirit combined with the presence of major institutional partners

TOTAL PORTFOLIO

€ 1.4Bn

€80,6m

annualised gross rental income

98%

Financial Occupancy rate ⁽¹⁾

DEVELOPMENT PIPELINE

€ 605m

in investment ⁽²⁾

FINANCIAL INDICATORS

€32,7/share

EPRA NTA NAV⁽³⁾

32,2%

LTV ratio

€ 1.60 €/share

Dividend ⁽⁴⁾

(1) In 2021, the vacancy rate calculated in accordance with EPRA's Best Practices Recommendations stood at 2.0%
(2) Incl. development

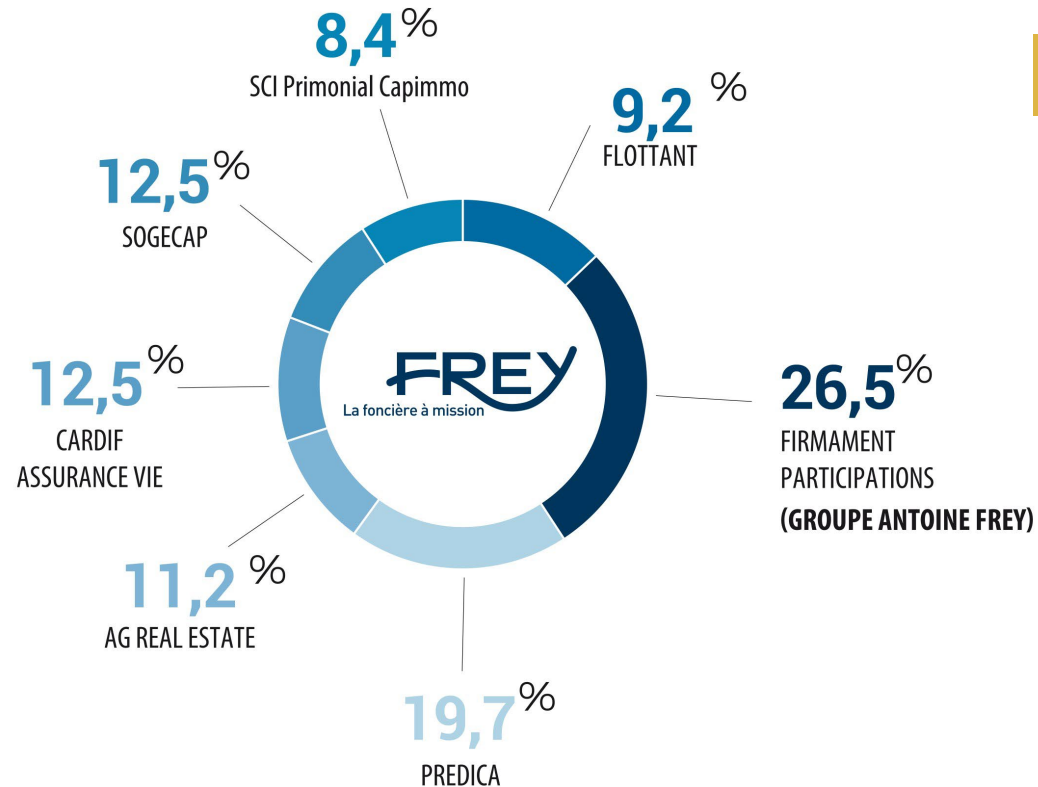
(3) Calculated according to the standard developed and published by the European Public Real Estate Association (EPRA)
(4) Proposed for 2021

Appendix

Presentation on 24 February 2022

Shareholders and governance

Shareholders at 31/12/2021



AG REAL ESTATE: shares held by the real estate company AG REAL ESTATE and LOUVRESSES DEVELOPMENT II, entities of AG INSURANCE Group

Governance

SIIC - Real estate company listed in compartment B of Euronext Paris

The Board of Directors:

Yann Briand, Sogecap
Jean-Pierre Cédelle, Firmament Participations
Magali Chessé, Predica
Jean-Noël Dron, Firmament Participations
Muriel Faure, Independent member
Antoine Frey, Firmament Participations
Aude Frey, Firmament Participations
Inès Frey, Firmament Participations
François Lemarchand, Independent member
Nathalie Robin, Cardif Assurance Vie

Code ISIN: FR0010588079

Market capitalization as of February 23, 2022: € 964,5m
(based on €34/share)

THANK YOU !