



THE SUSTAINABLE RETAIL REIT

2022 Annual Results

Disclaimer

At its meeting of 23 February 2023, FREY's Board of Directors approved the consolidated financial statements for 2022. Audit procedures have been carried out by the Statutory Auditors. The certification report is in the process of being issued.

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Contents

INTRODUCTION

01.

FREY: an ESG pioneer in its industry

02.

Operational highlights

03.

Operational performances

04.

Financial results

05.

Ambition & outlook

FREY's medium-term ambition



3 features to define the sustainable retail

Shopping Promenade®

Sustainable place

Open-air with a limited carbon footprint

Friendly & experiential location

Practical, ergonomic and fun
As a service for the common good

Economical & omnichannel place

Healthy OCR ratio and in line with the evolution distribution channels

2022: strong growth of KPI'S

Changes vs 31.12.2021

ECONOMIC PORTFOLIO

€1.7bn

+16.9%

ANNUALISED RENTS

€100.1m

+24.2%

PROFIT FROM
RECURRING OPERATIONS

€65.0m

+22.5%

OCCUPANCY RATE

98.0%

stable

TENANTS' SALES

+10.4%

vs 2019

EPRA NAV NDV

€35.0/share

+9.3%



2022: Execution of the strategic plan

1. Acquire retail assets in Europe

Consolidate and expand in Europe

- 2 acquisitions in Spain
- Opening of a new country: Poland
- Internationalisation of the portfolio: 35%

2. Use FREY's urban planner expertise

Delivery and renewal of the pipeline

- Creation of a €200m land bank investment vehicle to transform city entrances
- Securing of a new project in the Geneva region
- Delivery of phase 1 of the *Docks de St-Ouen* and work in progress on the *La Halle* site

3. Sustainable retail REIT

Execution of the "mission"

- Discharge of the Mission Committee
- Definition of the SBT climate strategy
- Renewable solar energy production ambition
- FoREY® 1,667 ha in operation: 48% of the 2030 target achieved



1.

FREY: An ESG pioneer in its industry

FREY: 1st French real estate company to become an "entreprise à mission"

Our raison d'être: "Restoring retail as a service for the common good"

Discharge of the Mission Committee

Publication of the 2nd mission report in 2023

- Guarantee of the level of excellence of its ESG commitment for all its stakeholders
- Roadmap with its 15 targets
- Monitoring of its indicators

4 main commitments of the "mission"

Position retail as:

1
a driver of **urban diversity**



Clos du Chêne, a **sustainable city laboratory**:

- ✓ launch of studies for the Les Lisières project with EpaMarne and local authorities

2
a driver of **social cohesion and local economic resilience**



Shopping Promenade® Cœur Alsace: **FREY's first multi-purpose space**

- ✓ Social Market of 1,000 m² dedicated to second-hand goods
- ✓ 5-ha agropark for growing vegetables sold via extremely short supply chains

3
a driver of the **environmental transition**



The OPEN project, designed in a 100% eco-responsible manner, has been awarded the **E+C-label, level E3C1**:

- ✓ a first in France for a retail project

4
FREY, a company that **serves the common good**



100% of FREY employees are committed to the "mission":

- ✓ **skills sponsorship** by working for a day with volunteers from the Epicerie Sociale et Solidaire in Reims.

FREY: The 1st French listed company to obtain B CorpTM certification



Score of 102.2 points ⁽¹⁾

- 5,000 B-certified companies worldwide
- In 77 countries
- 200 B-certified companies in France

In **2022** FREY was named **B Corp Best for the World** ⁽²⁾ in recognition of its significant positive impact for the "Environmental" impact category.

Among the top 5% worldwide in B Corp's environment category



(1) Awarded on the basis of responses to a questionnaire of more than 200 questions (the BIA) and following an in-depth audit lasting several months. A minimum score of 80 points is required for certification.

(2) Best for the World is a recognition awarded by the NGO B Lab to B-certified companies that rank among the top 5% of their category globally in at least one of the five impact areas assessed by the B Impact Assessment: Community, Customers, Environment, Governance and Workers.

Climate Focus: ambitious strategy in line with the most demanding international standards



1
Comprehensive calculation of the carbon footprint on the 3 scopes and definition of a climate strategy according to the Science-Based Target ⁽¹⁾ (SBT) initiative



2
Develop low-carbon projects
Reduce the carbon impact of FREY and its sites

Founding member of the BBCA association

FOREY

3
Forest acquisition in France
Responsible and sustainable forest management

(1) The SBT initiative aims to align the greenhouse gas (GHG) reduction strategies of companies worldwide with scientific recommendations.

Targets 2030:

- Scopes 1&2: **42%** reduction in GHG emissions compared to its 2021 base year (direct emissions) / 1.5°C alignment ⁽²⁾
- Scope 3 ⁽³⁾: **halve** its carbon intensity expressed in Kg eqCO₂/m² compared to its 2021 base year

Regarding GHG emissions linked to scope 3 visitor travel (transport/mobility), FREY will also take them into account in its climate strategy and submit them to SBT in order to implement targeted actions to reduce them.

(2) This trajectory follows the goals of the Paris Agreement (2015), i.e. limiting global warming to +1.5°C°.

(3) Scope 3: indirect GHG emissions related to the construction and operation of heritage sites / excluding visitor travel.

Focus on FoREY: timber at the heart of FREY's low-carbon strategy

In 2020, FoREY was created,
a forest group to acquire 3,500 ha of
forests in France by 2030

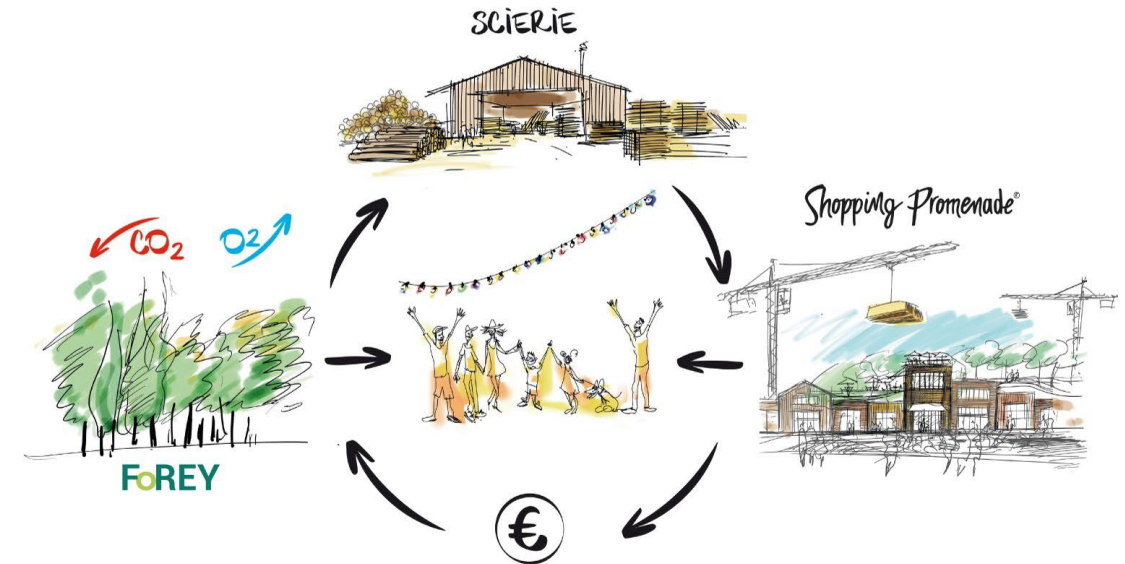
By the end of 2022, 1,667 ha
of sustainably managed
forests acquired 48% of the
2030 target achieved

Twofold objectives:

- **Supplying the French wood industry** and contribute to its structuring
- **Guarantying its own needs by securing the wood supply** for its projects with a bio-sourced, sustainable and local material

FoREY

Wood for low-carbon construction
by FREY



FoREY is a member of the Pro Silva association, an association of foresters united to promote forestry that respects the natural processes of forest ecosystems.

Focus on renewable solar energy production: ambitious trajectory

Installation of solar panels on:

- **50%** of the portfolio ⁽¹⁾ **by 2026**
- **100%** of the portfolio ⁽¹⁾ **by 2028**

Production of **40,000 MWh** by 2028 covering:

- **100%** of FREY's consumption (common areas)
- **50%** of tenants' consumption



Shopping Promenade® in Arles: installation of photovoltaic panels on 60% of roof surfaces

(1) Portfolio comprising assets more than 50% owned by FREY (excluding Finestrelles Shopping Centre) and assets with more than 3 units.

2.

Operational highlights

2.a

Execution and regeneration of
the development pipeline



LES DOCKS DE S^TOUE

24,000 m²
GLA

€86m
investments

€6m
Potential annualised rent

Delivery of phase 1 of the Cours ⁽¹⁾ Autumn **2022**



- ✓ Intermarché
- ✓ Biocoop
- ✓ CMSI Medical centre for immediate care
- ✓ Barber Worth
- ✓ Opticien Concept
- ✓ Analysis firm
- ✓ Charlie's Market anti-waste
- ✓ Clem & Gwen Bakery
- ✓ Pharmacy
- ✓



Phase 2 of the Cours ⁽¹⁾ in mid-2024

A vibrant **250 m long** shopping street with a total of **50 shops** including 6 medium-sized stores

Delivery of the Halle des Docks October **2023**



- Large fresh produce market
- Restaurants
- Iconic bar
- Co-working/Offices
- Cooking school and incubator
- 250-seat event room

Regeneration of the pipeline: securing the VITAM transformation project

Major project for the Geneva region

23,000 m²

Additional sales area

i.e. approximately

39,000 m²

of floor area

Project in partnership with
MIGROS France (FREY
majority shareholder)

Projected delivery 2029

A new mixed-use destination

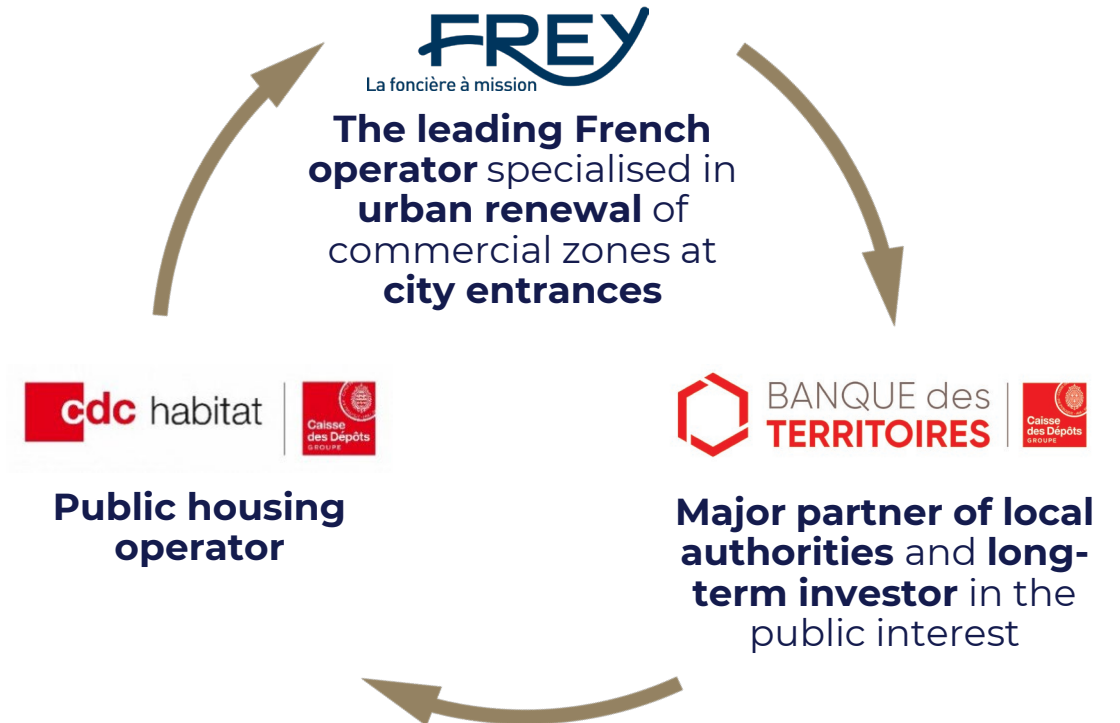


- **1 Migros supermarket**
- 1 health centre
- 1 indoor leisure centre
- 1 UCPA aquatic and sports centre
- 1 hotel
- Restaurants
- Offices

Signing of an innovative partnership serving the Territories



Turning a constraint into a great opportunity to build a city within a city



- Creation of a land bank investment vehicle with an initial capacity of **€200m** ⁽¹⁾
- **20-year partnership**

⁽¹⁾ Total investment after applying 50% leverage.

2.b

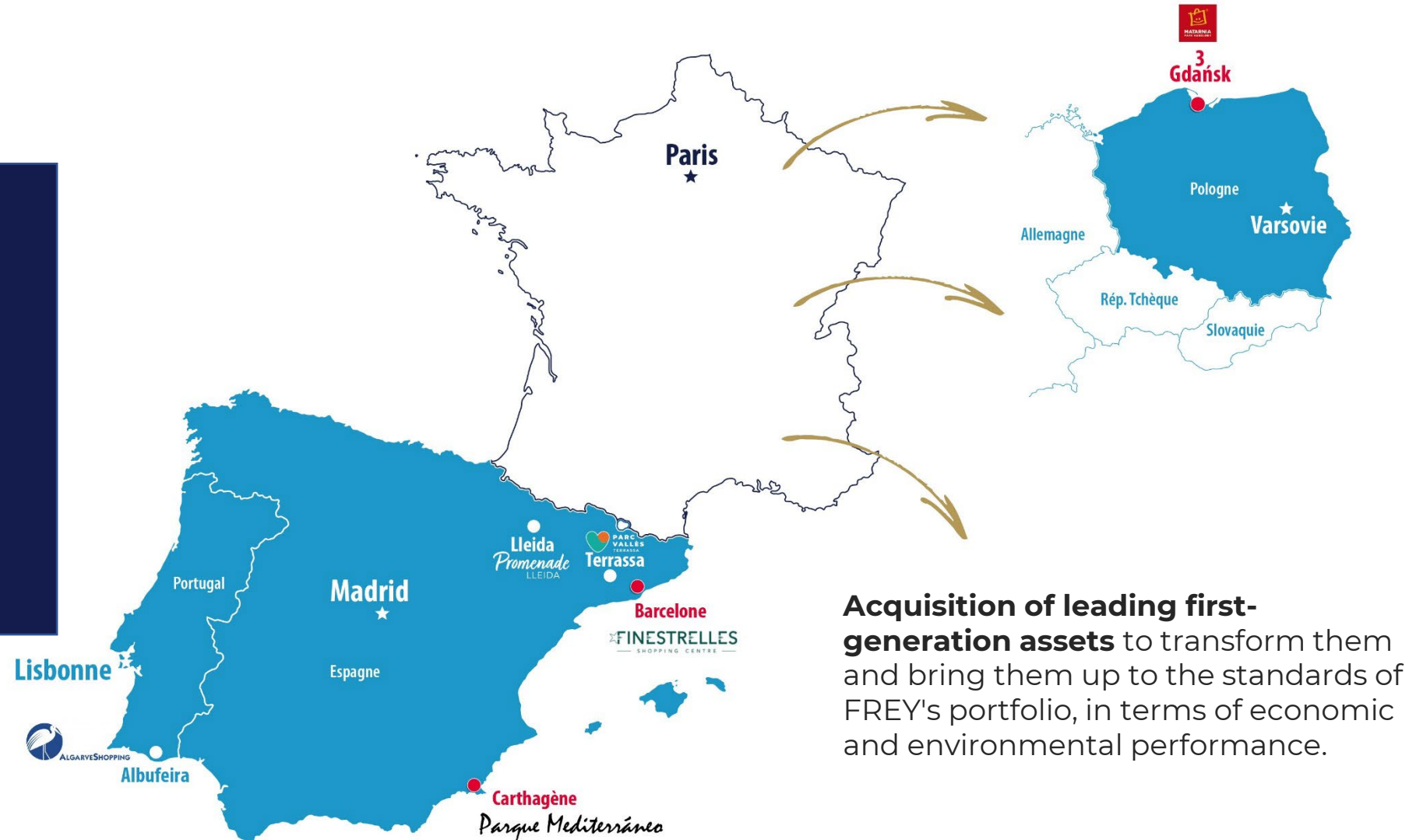
Active expansion strategy in Europe



Internationalisation of 35% of the portfolio ⁽¹⁾ (+15pts vs 2021)

Targets achieved:

- Consolidating its presence in the Iberian Peninsula
- Expansion in Europe like Poland



Acquisition of leading first-generation assets to transform them and bring them up to the standards of FREY's portfolio, in terms of economic and environmental performance.

(1) Calculated on the basis of annualised rents, including Finestrelles Shopping Centre and Parque Mediterráneo.

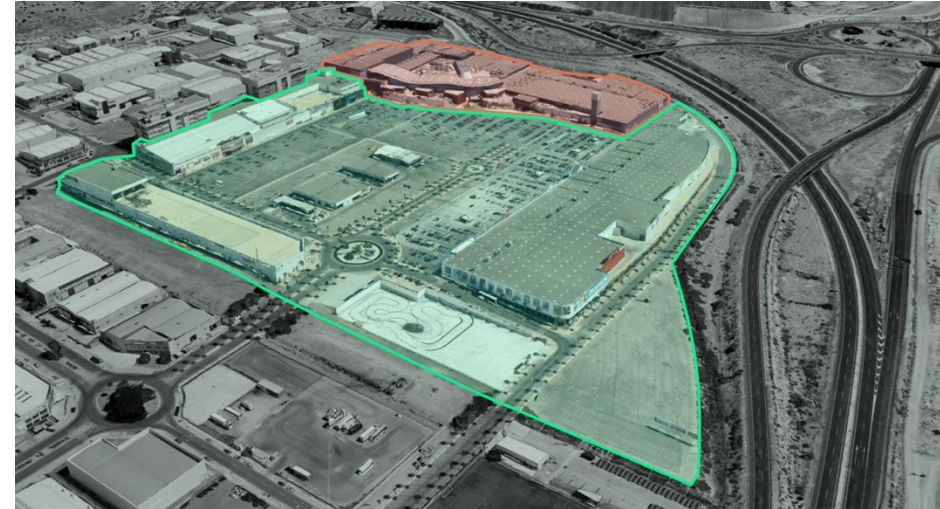
Acquisition of two open-air centres in Spain with strong fundamentals:

FINESTRELLES
SHOPPING CENTRE



June 2022

Parque Mediterráneo



July 2022

€210.5m
Investments

€14.1m
Annual rental income

6.7%
Cap rate

Opening of a new country: Poland



Closing summer 2023

Securing of a 1st asset in
Poland: Matarnia Park
Handlowy in Gdańsk



€105m
Investments

€8m
Annual rental income

7.6%
Cap rate

Example of value creation by FREY on a first-generation asset: AlgarveShopping



BREEAM In Use
certified "Very Good"

On acquisition (July 2019)

Implemented Strategy:

- ✓ Revive of an ageing asset with a strong local reputation but handicapped by underinvestment
- ✓ Improve customer experience
- ✓ Renew of the mix merchandising
- ✓ Expand the asset using existing building rights



€178m⁽¹⁾
Acquisition price



Tenants' sales 2019
Lower than 2018



€14.3m
NOI

Today

Achievements:

- ✓ Carrying out a major renovation programme (€7m) to bring FREY's standards and improve the customer experience
- ✓ Renewal of the merchandising mix by extending the leases of the main flagship stores and integrating new concepts
- ✓ Expansion of the site
- ✓ Further upside from specialty leasing and sales based rents



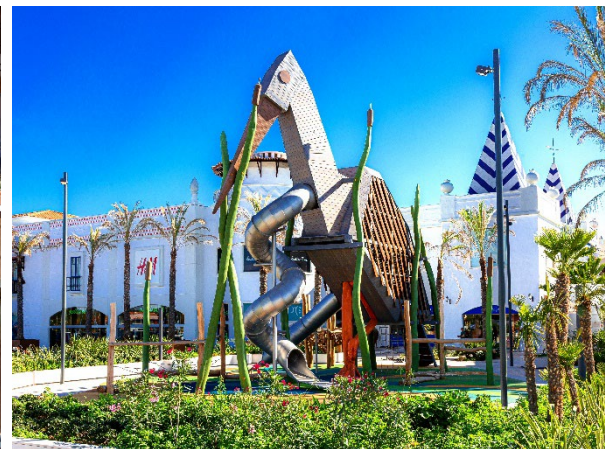
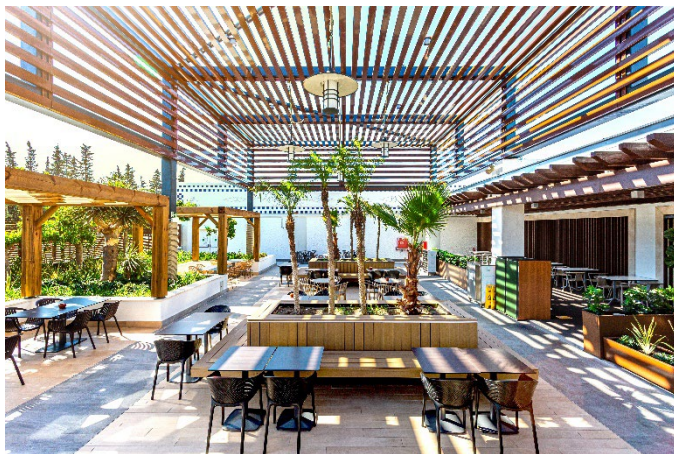
€199m
+8.0% to date
Site valuation (JLL)



+5.4%
Tenants' sales
vs 2019



> €15m
NOI



(1) Acquisition price including a deferred payment of €20m.

3.

Operational performances

Strength of the business model

8.4%

**Contained OCR
ratio ⁽¹⁾**

+10.4%

**Tenants' sales
vs 2019 ⁽³⁾**

98.1%

Collection rate ⁽²⁾

98.0%

**Optimal occupancy
rate ⁽⁴⁾**

(1) Rolling 12 months/FREY Group scope (France, Spain and Portugal). France scope: 8.4%.

(2) Charged rents collected relative to charged rents invoiced.

(3) Retailer sales 2022, changes versus comparable periods in 2019 for FREY data.

(4) At 31 December 2022, the vacancy rate calculated in accordance with the EPRA Best Practices Recommendations stood at 2.0%.



Dynamic rental activity

135

leases signed in 2022
under Assets & Development

€13.2m

in rental income⁽¹⁾
€10.8m Group share



+3.2%

average uplift⁽²⁾

Calculated on economic rents net of lessor contributions

(1) New leases, remarketings and renewals.

(2) Remarketing renewal.

A business model recognised by retailers and perfectly adapted to new aspirations

- ✓ **For consumers:** an experiential shopping destination combined with a comprehensive merchandising mix that is competitive in terms of price
- ✓ **For retailers:** offers a more sustainable and economical business model

FREY elected for the 4th time as "retailers' favourite REIT" ⁽¹⁾



A comprehensive offering

Local retailers



Retail Park retailers



Food retailers



Shopping retailers



(1) Sources: Sites Commerciaux Magazine No. 323, November 2022.

FREY: the 1st multi-country open-air retail platform with a particularly successful portfolio

€1.7bn

Net value of economic portfolio

€100.1m

Gross annualised rent

35%

abroad ⁽¹⁾

19%

Share of TOP 10 retailers

98.0%

Occupancy rate ⁽²⁾

While offering a cap rate ⁽³⁾ of **6.0%**

⁽¹⁾ Calculated on the basis of annualised rents.

⁽²⁾ At 31 December 2022, the vacancy rate calculated in accordance with the EPRA Best Practices Recommendations stood at 2.0%.

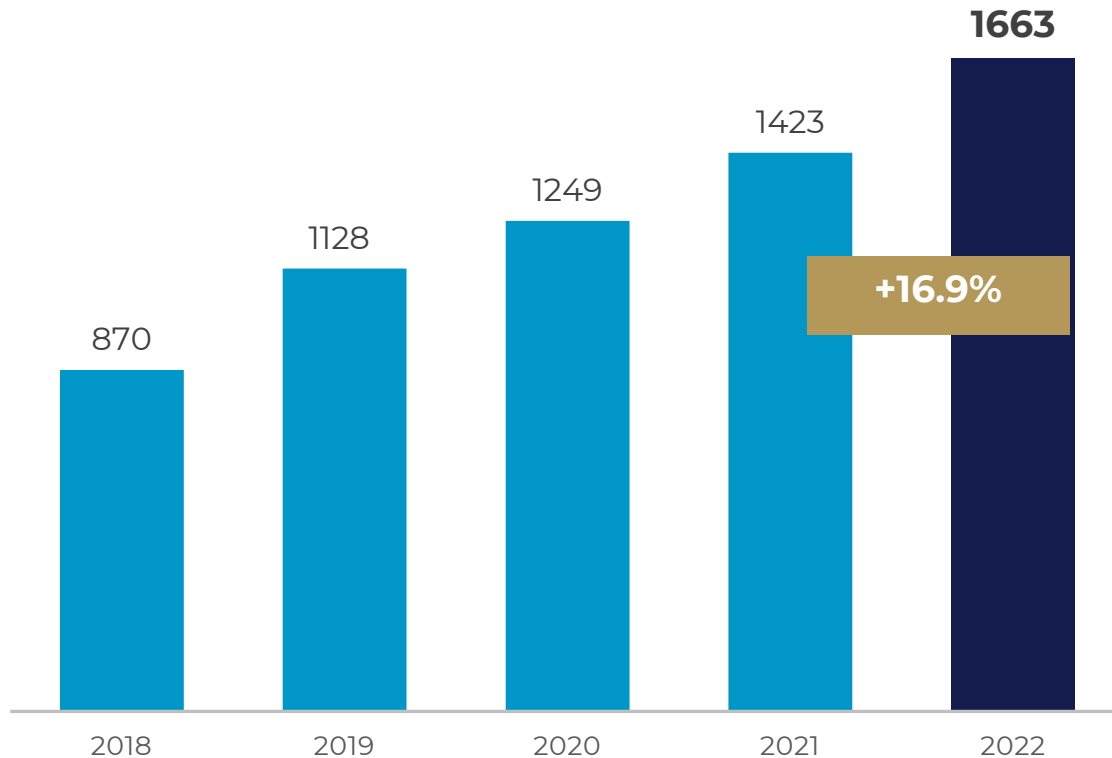
⁽³⁾ Potential annualised rents relative to the value incl. transfer tax on delivery of works (including works still to be paid for) – scope of operating assets.

4.

Financial results

Remarkable growth in portfolio

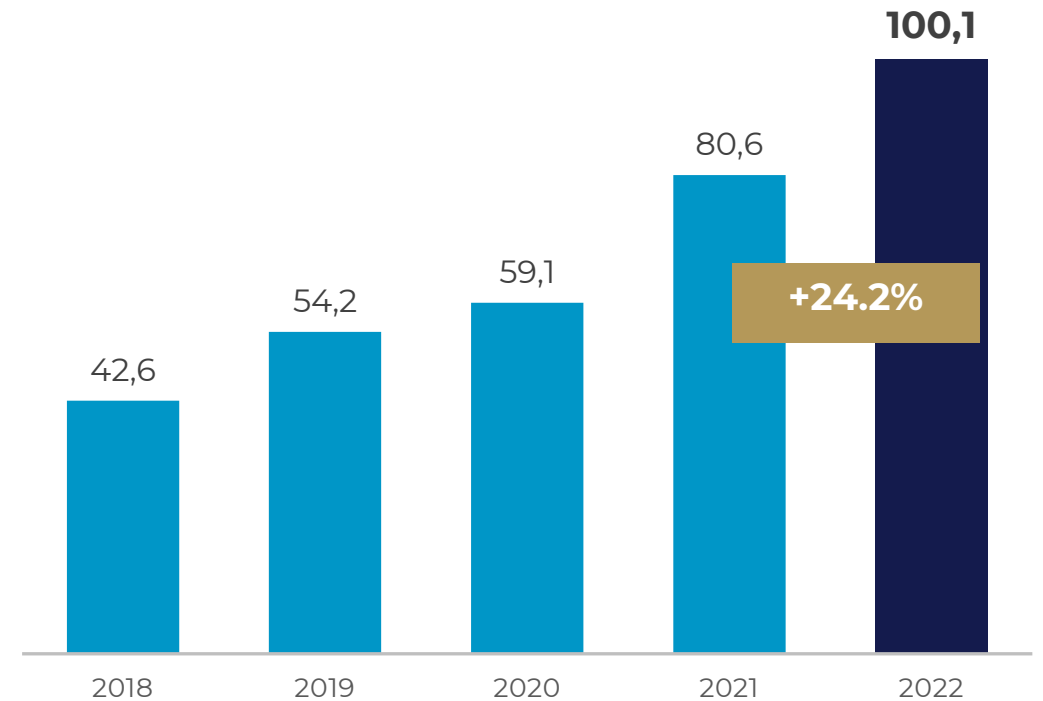
VALUE OF ECONOMIC PORTFOLIO ⁽¹⁾ (€m)



Doubling of its economic portfolio in 5 years

(1) Value of economic assets in operation and development programmes.

GROSS ANNUALISED RENTS ⁽²⁾ (€m)

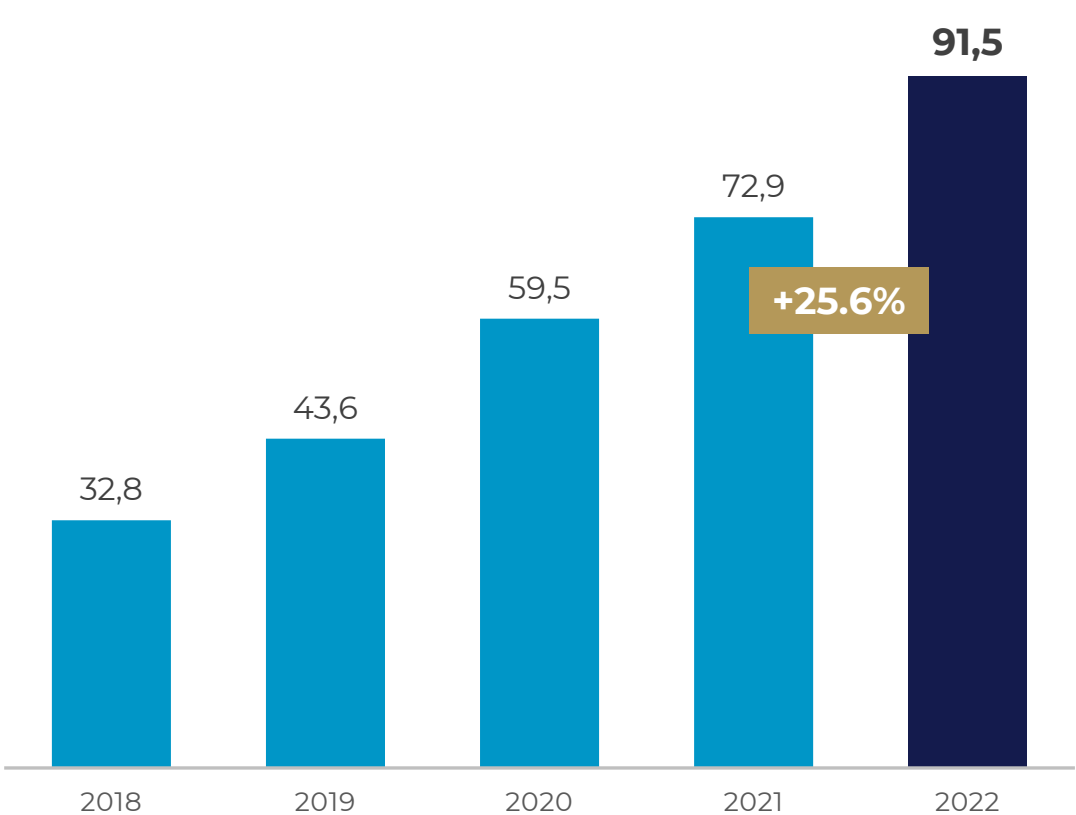


Strengthening of FREY's recurring profitability

(2) On the economic assets in operation.

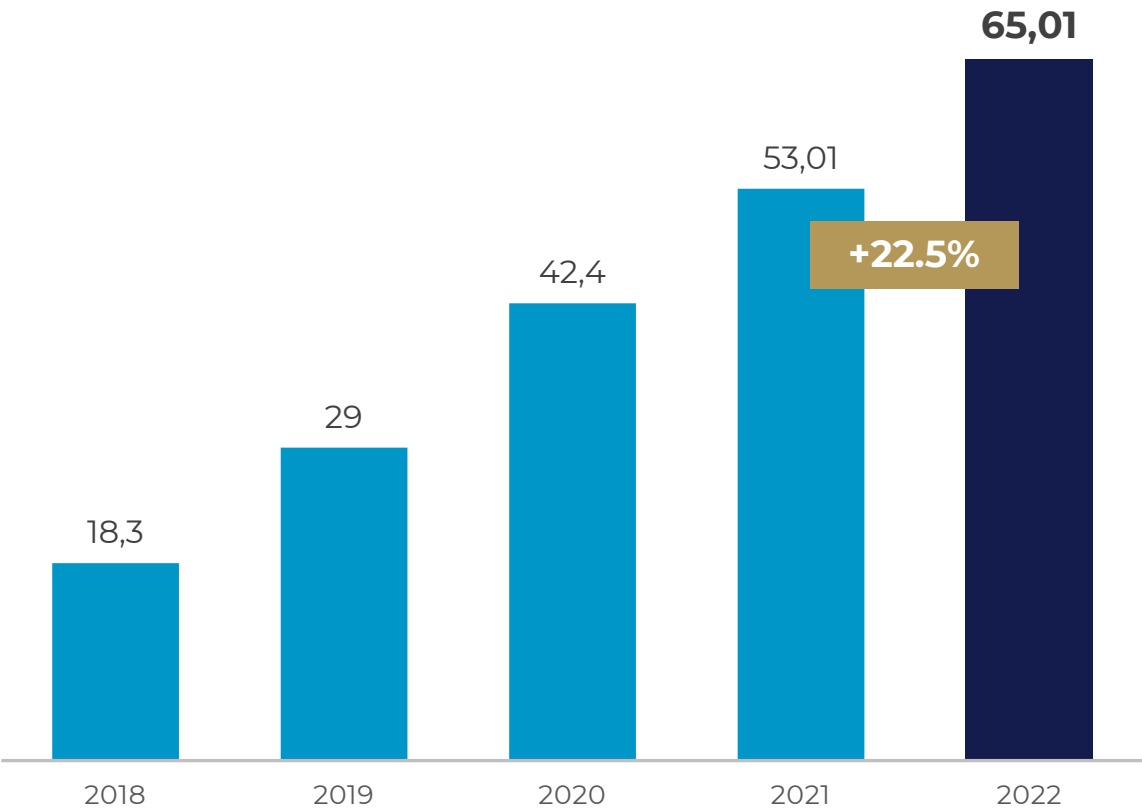
A business model of a REIT with recurring revenues

GROSS RENTAL INCOME (€m)



Strong growth in rental income, driven by the growth in portfolio (deliveries and acquisitions)

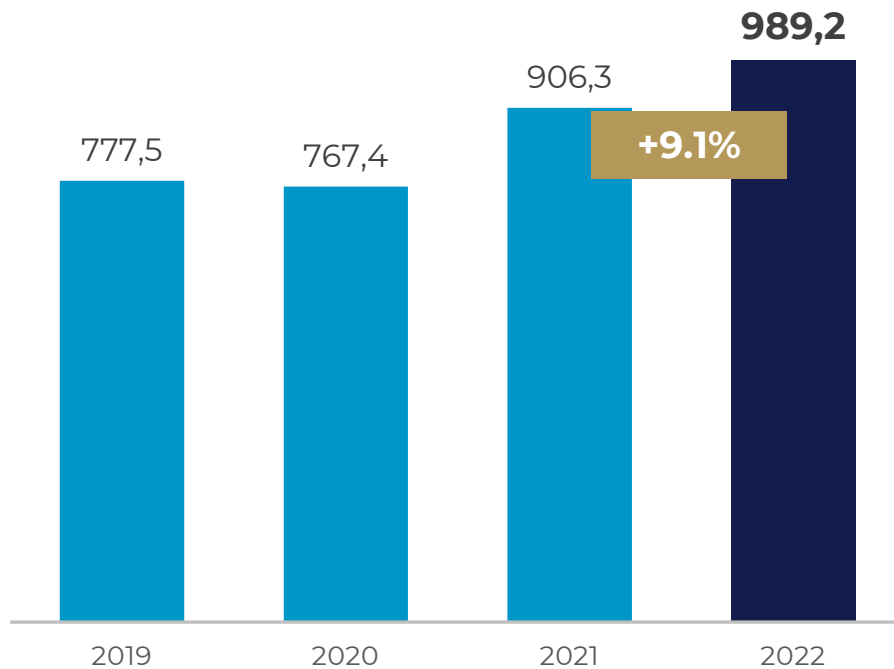
PROFIT FROM RECURRING OPERATIONS (€m)



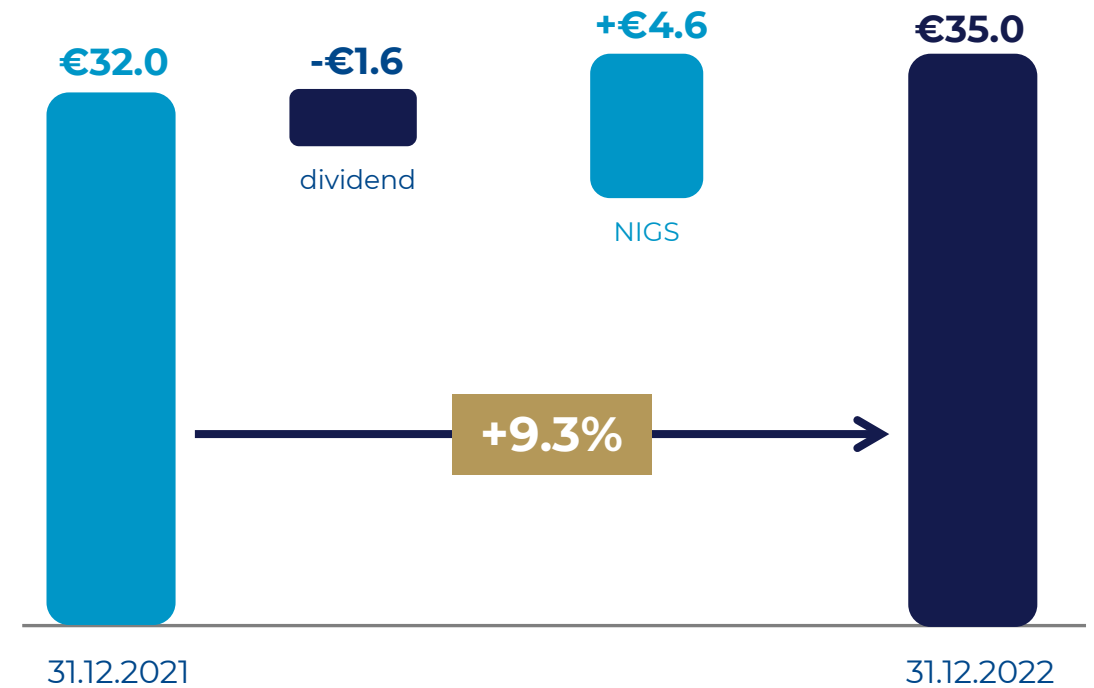
Increase in recurring operating profitability

EPRA NAV NDV ⁽¹⁾ / share: +9.3%

CHANGE IN NAV NDV (1) (€M)



CHANGE IN NAV NDV / SHARE (€)



(1) EPRA Liquidation NAV (Net Disposal Value, NDV) as defined by the EPRA recommendations for financial years beginning on or after 1st January 2020.

€806.3m
GROSS BANK DEBT

€277m
CASH ⁽¹⁾

€210m
DEBTS RAISED

(1) €72m in cash and €205m in corporate credit lines.
(2) Margin included after interest rate hedging and with a 3M Euribor at 31.12.22 at 2.132%.

A sound and responsible financial structure

92%

Corporate Debt

1.82%

Average cost ⁽²⁾+44bps in 2021

3.7 years

Duration

97.9%

hedging ratio

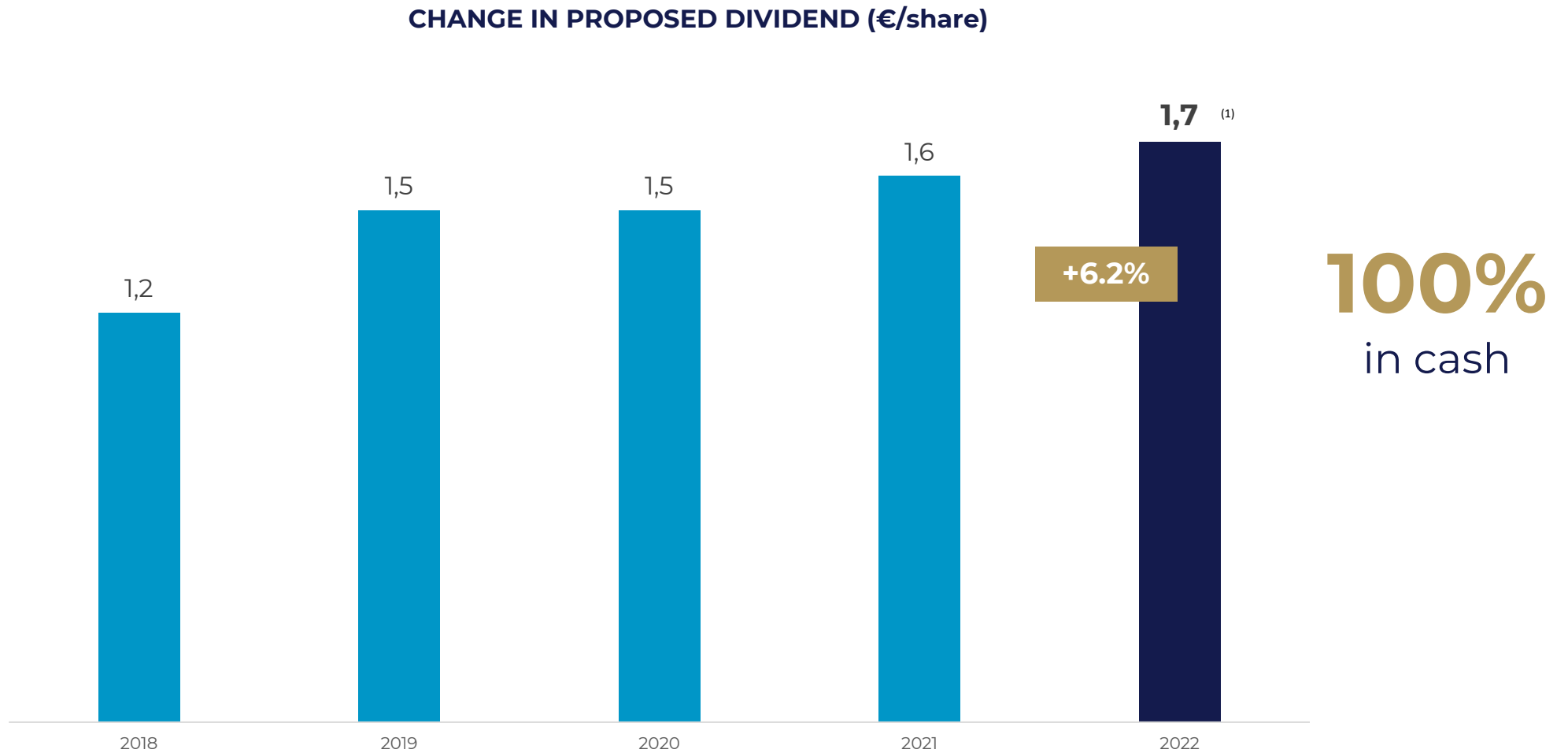
100%

Corporate
financing **under ESG criteria**

38.9% **LTV** including transfer tax (vs 32.2% at 31.12.2021)

Comfortable head room for investments

Recurring dividend growth



(1) As proposed to the General Meeting to be held on 9 May 2023.

5.

Ambition & Outlook

A reaffirmed ambition:

FREY

**European leader
in the "sustainable
retail"
asset class**



1

Continue to be a pioneer in ESG

- Continuation and execution of the "mission" to achieve the 2025 targets
- Validation of the carbon trajectory by the SBT
- Work towards BCorp recertification in 2024
- Execution of the renewable solar energy production strategy



2 Deliver the secure pipeline

Cap Koad
Bain de Bretagne



13,000 m²

Promenade Lleida
Spain



56,000 m²

Open Grand
Genève



49,000 m²

Palais du Commerce
Rennes



12,000 m²

Nouveau Vitam
Neydens



39,000 m²

Phase 2 Docks
St Ouen



24,000 m²

Logistics platform
Marseille



21,000 m²

O'Centre
Vendenheim



12,000 m²

256,413 m²
GLA*

€732m
Investments*

**To be developed
for the REIT**

€601m
Investments

€43.5
Potential
annualised rent

*Incl. promotion (data at 31/12/2022)

3 Reload the pipeline

Use its expertise as a urban planner for territorial development

- Generate development or co-development margins in other asset classes (logistics, residential)
- Recharge the investment pipeline

- By implementing the innovative partnership with Banque des Territoires and CDC Habitat
- Through urban renewal operations in commercial zones at city entrances

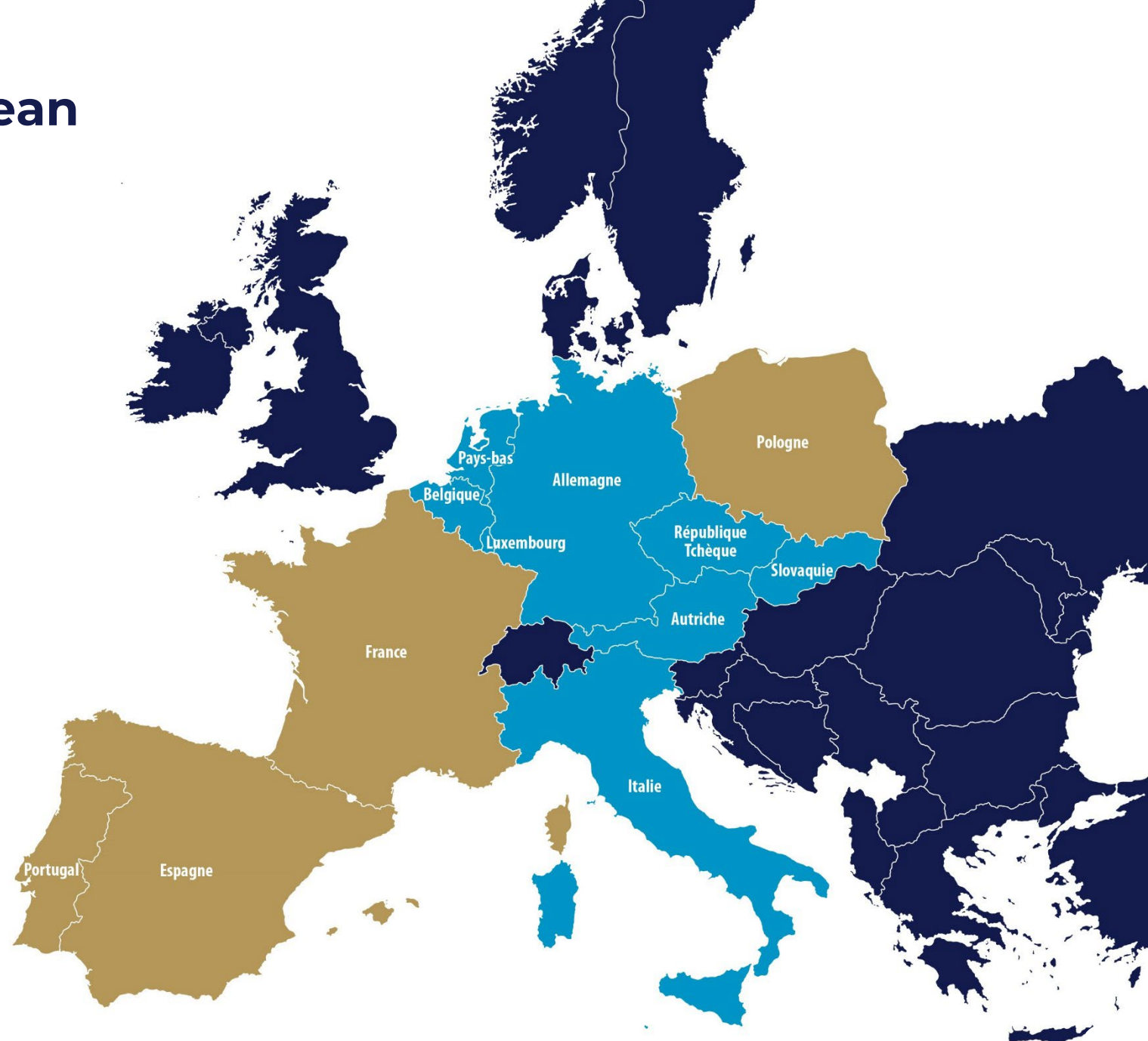
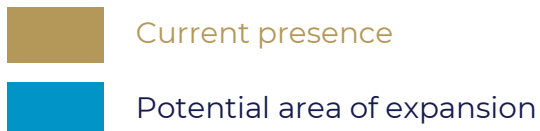


4

Develop its pan-European platform

Structuring the international platform:

- Through acquisitions in new countries of Premium open-air retail assets
- To transform them and bring them up to FREY's standards



An attractive investment profile

- ✓ **Leading real estate company in the French and European** open-air shopping centre market, with a portfolio concentrated on **large, high-performance assets** of high environmental quality
- ✓ **Pioneer in ESG**, inventor of a new generation of open-air shopping centres that are more sustainable, more practical, friendlier and more economical for retailers
- ✓ **The leading French operator specialised in urban renewal of commercial zones at city entrances** to reinvent the city of tomorrow
- ✓ Business model combining **value creation and recurring returns** thanks a secure development pipeline
- ✓ **Funded growth strategy** with significant room to seize opportunities
- ✓ **Strong entrepreneurial spirit** combined with the presence of major institutional partners

ECONOMIC ASSETS

€1.7bn

Value of assets excl. duties

€100.1m

Annualised rents

98.0%

Financial occupancy rate ⁽¹⁾

FINANCIAL INDICATORS

€35.0/share

EPRA NAV NDV ⁽²⁾

38.9%

LTV ratio (incl. transfer tax)

€1.70/share

Dividend ⁽³⁾

⁽¹⁾ At 31 December 2022, the vacancy rate calculated in accordance with the EPRA Best Practices Recommendations stood at 2.0%.

⁽²⁾ Calculated according to the standard developed and published by the European Public Real Estate Association (EPRA).

⁽³⁾ As proposed to the General Meeting to be held on 9 May 2023.

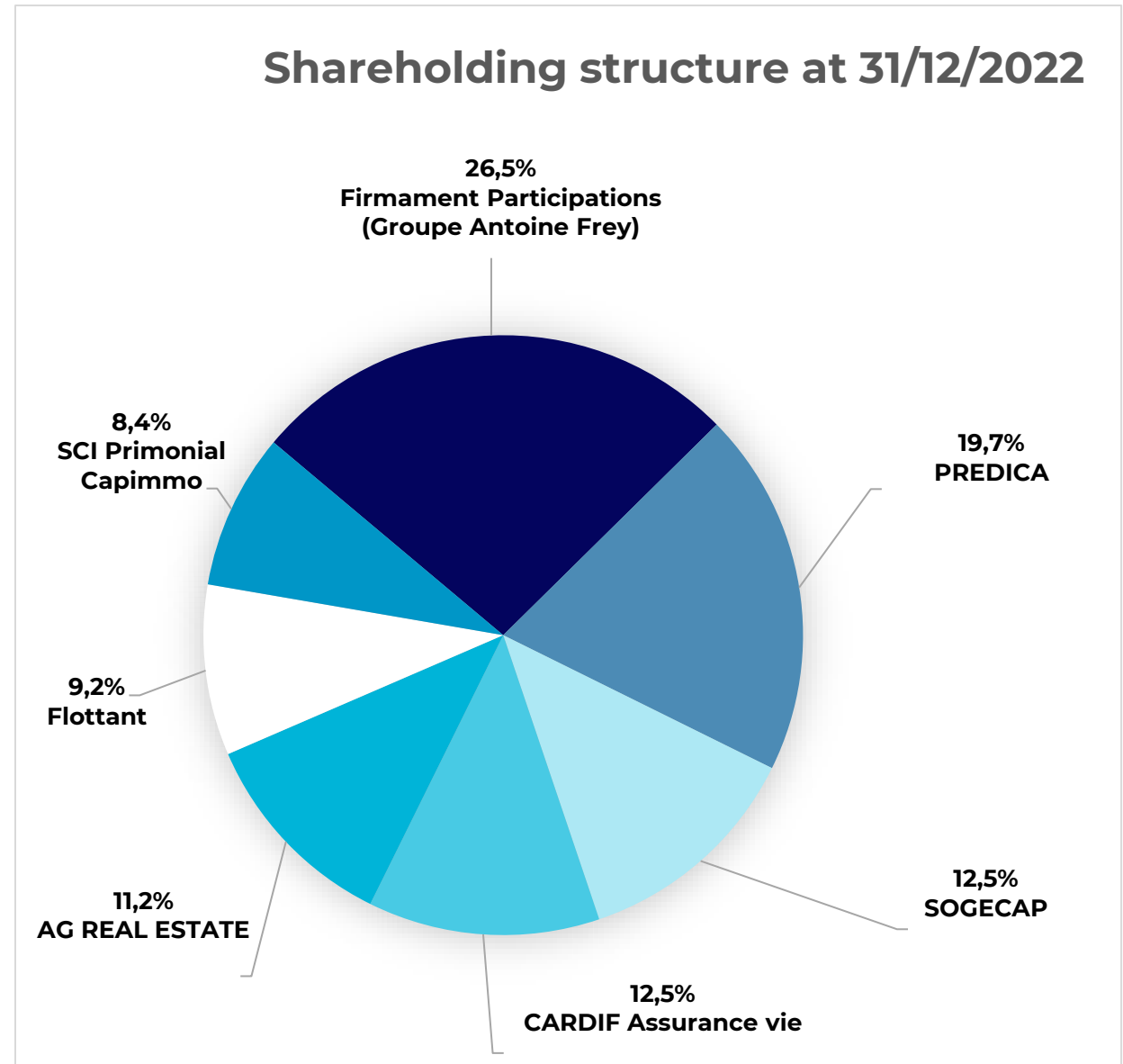
Shareholder Structure and Governance

Compliance with AFEP-MEDEF recommendations

Each institutional investor (>10%) has a director on the Board

Two independent directors with strong operational experience (former CEO of Nature & Découvertes) and corporate governance skills (member of the Board of Directors of the Autorité des marchés)

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



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

Thank you.