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ABBE BRANDS

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2022 First Quarter Revenue 27 April 2022



# HIGHLIGHTS OF THE 1<sup>ST</sup> QUARTER OF 2022

# **Traffic recovery** confirmed

Q1 2022 traffic at 62.6% of 2019 level, despite a still uncertain sanitary and geopolitical context

# Solid revenue growth

Revenue up by +78.9% vs. Q1 2021 excluding the integration of Almaty airport, revenue is up +69.3%

# **2025** Pioneers

New 2022-2025 Strategic Roadmap

Launching the transition to a new airport model

Groupe ADP – 2022 3 month revenue





# Group traffic up +79.7% vs. Q1 2021, in line with our assumptions for 2022







Groupe ADP – 2022 3 month revenue



# 3M 2022 FINANCIAL RESULTS

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INDNO

## A RECOVERY OF TRAFFIC OVER THE BEGINNING OF THE YEAR IN LINE WITH OUR FORECASTS Monthly passengers traffic evolution over Q1 2022, compared to 2021, and 2019



- 2. Paris Aéroport: Paris-Charles de Gaulle & Paris-Orly.
- group traffic no longer includes traffic of Mauritius airport.

Groupe ADP – 2022 3 month revenue



1. Groupe ADP excluding Paris Aéroport: Amman, Santiago de Chili, Zagreb, Antananarivo, Nosy Be, Conakry, Ankara, Izmir, Bodrum, Gazipasa, Antalya, Almaty, Medinah, North Macedonia, Georgia, Tunisia, New Delhi, Hyderabad & Mactan-Cebu. The traffic for these airports is accounted from January 1st, 2019

3. Group traffic includes the traffic of Delhi International Airport Limited (DIAL), Hyderabad International Airport Limited (GHIAL), Mactan-Cebu International Airport and Almaty International Airport traffic as of January 1st, 2019. Following the non-renewal on December 31st, 2021, of the technical assistance contract (TSA) relating to Mauritius airport,







# A RECOVERY OF GROUP TRAFFIC OVER THE BEGINNING OF THE YEAR IN LINE WITH OUR FORECASTS



Group traffic recovery mainly driven by TAV Airports' touristic airports ...

#### ANTALYA

IZMIR

**MILAS-BODRUM** 

**74.8%** of the Q1 2019 traffic

**60.8%** of the Q1 2019 traffic **76.8%** of the Q1 2019 traffic

Continued recovery with no significant impact of the war in Ukraine on traffic

Groupe ADP – 2022 3 month revenue

1. Group traffic includes the traffic of Delhi International Airport Limited (DIAL), Hyderabad International Airport Limited (GHIAL), Mactan-Cebu International Airport and Almaty International Airport traffic as of January 1st, 2019. Following the non-renewal on December 31st, 2021, of the technical assistance contract (TSA) relating to Mauritius airport, group traffic no longer includes traffic of Mauritius airport.



# Almaty records the best traffic recovery of the group in Q1 2021

ALMATY

104.3%

of the Q1 2019 traffic

Despite the events of the beginning of the year in Kazakhstan, the airport is recording traffic above 2019 levels

... and by airports with significant domestic traffic, especially GMR Airports

**NEW DEHLI** 

**70.8%** of the Q1 2019 traffic **HYDERABAD** 

**68.4%** of the Q1 2019 traffic

Domestic traffic of the Indian airports have fully recovered over the month of March 2022



# TRAFFIC AT PARIS AÉROPORT AT 61.4% OF THE Q1 2019 LEVEL



# Main indicators for Paris Aéroport



- 1. Excluding France and Europe.
- 2. Number of connecting passengers out of the number of departing passengers.

Groupe ADP – 2022 3 month revenue



compared 2019 traffic	Recovery of traffic at Paris Aéropor CDG: 58.1%, at 9.6 Mpax		npared to Q1 2 68.8%, at 5.0 Mp
61.4%			-
53.8%	At Paris-Charles de Gaulle, termino are currently open, as is terminal 20		
67.9%	Terminal 3 will open on May 3 <sup>rd</sup> , 2022, by the end of the		
57.3%	At Paris-Orly, all sectors are open, inc	ludinc	n aate B at Orly 1
<b>49</b> .1%	April 5, 2022, and welcome all	<b>U</b>	

	ARRIVALS AND DEPARTURES AT PARIS AÉROPORT	SHARE OF TOTAL TRAFFIC IN Q1 2022	SHARE OF TOTAL TRAFFIC IN Q1 2019
	France	16.9%	15.5%
7	Europe (excluding France)	41.6%	41.6%
<b>o</b> 2019	Other international	41.5%	42.9%
2017	Africa	12.8%	12.1%
_	North America <sup>(3)</sup>	9.3%	9.0%
	Latin America	4.3%	3.8%
0	Middle East	5.9%	5.6%
)	Asia/Pacific <sup>(4)</sup>	1.9%	7.1%
	French overseas territories	7.3%	5.2%

3. of which 6.6% in Q1 2022 vs 6.7% in Q1 2019 for the United States and 1.5% in Q1 2022 vs 1.5% in Q1 2019 for Canada.

4. of which 0.2% in Q1 2022 vs. 2.9% in Q1 2019 for China and 0.2% in Q1 2022 vs. 1.0% in Q1 2019 for Japan.









# **REVENUE UP + 78.9% AT 848 MILLION EUROS**



TAV AIRPORTS: up by +€89M at €148M, due to the impact of the integration of the Almaty airport management company into the Group's accounts, for € 46M and the effect of recovery of traffic in revenues from airports and services company operated by TAV Airports

AIG: up by +€27M at €47M due to the effect of recovery in traffic in Amman (+195.4%), notably in aeronautical fees (+€19M)

lounges, VIP reception, advertising and other paid services in the airside area.

Groupe ADP – 2022 3 month revenue



**SDA & Relay:** up +€64M and +€11M respectively, due to the rise in traffic and despite the decrease in Sales/Pax.

#### Parisian activities:

- Revenues from aviation activities up due to the recovery in traffic (+ $\in$ 144M);
- Revenues from other retails and services up by +€60M;
- Real estate revenue slightly up.





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# **UPDATE ON 2025 PIONEERS**



# **OUR MARKET** Towards a sustainable growth for air transportation

# Air transport: a mode of transportation that is





**ESSENTIAL** to an open and peaceful world

Able to reinvent itself through progress to **DECARBONIZE** 



Evolving towards a **REASONNED** use, as a segment of the trip chosen as the most environmentally optimal Adapting to **LOCAL** development needs





# **2025 PIONEERS STRATEGIC ROADMAP** to launch the transition to a new airport model



building a global, integrated and responsible group

Groupe ADP – 2022 3 month revenue





Hospitality always at the heart of a multimodal connecting hub, designed and operated sustainably at the service of the city and the regions, by a multi-local group for global challenges relying on each of its employees







# **DELIVERY OF 2025 PIONEERS HAS STARTED**

### Reopening of 2G Terminal in CDG on April 14<sup>th</sup>,

First setting for **Extime**, the new hospitality brand of the Group



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# A model of hospitality

# Excellence in designing venues

# Excellence in service

Excellence in product offer

# A model creating additional value

## Operational added value for Extime Paris

Synergies between operators with a unique and coherent experience Stimulation of demand through an enhanced digital ecosystem

# Optimized JVs business models

#### Optimization of OPEXs

Ongoing tenders to select the best performing partners considering Extime's project



# **DELIVERY OF 2025 PIONEERS HAS STARTED**





# ADP is engaging into application process for the definition and recognition of its CO<sub>2</sub> emissions reduction targets by the SBTi

(Paris-Charles de Gaulle, Paris-Orly, Paris-Le Bourget)

**HIGH CLIMATIC AMBITIONS** AND A CLEAR PATH **TOWARDS 2050 FOR THE GROUP** 

Groupe ADP – 2022 3 month revenue

# **OBJECTIVES TO BE SUBMITTED** WITHIN 24 MONTHS

## MAIN REQUIREMENTS

Near-term science-based targets 1.5°C trajectory for Scope 1&2 emissions Well-below 2°C trajectory for Scope 3 emissions

### 2050 Net-Zero science-based targets 1.5°C trajectory

pending airlines own climate trajectories



# UPDATE ON THE DECISION OF THE FRENCH REGULATOR (ART) **ON THE PRINCIPLES OF ALLOCATION OF ASSETS, REVENUES AND EXPENSES**

## 8 principles of allocation, of equal importance

Auditability | Homogeneity Non-discrimination | Relevance Priority to direct allocation Reconciliation & Traceability Stability over time | Transparency

Groupe ADP – 2022 3 month revenue

On April 11<sup>th</sup>, 2022, the Transport Regulatory Authority (ART) has issued a decision, completed by guidelines, on cost accounting principles

Strenghted consultations with airport users Existing allocation rules could be maintained during the transitional period (i.e. until 2025) on an exceptional basis, and provided transparency on technical ground and work program for compliance with the principles of the decision



# UNCHANGED 2022<sup>(1)</sup> FORECASTS & ASSUMPTIONS





### Traffic assumptions

- **Group traffic**<sup>(2)</sup>
- Traffic at **Paris Aéroport**





Net financial debt/EBITDA ratio

Net result attributable to the group

### Investments

(excluding financial investments)

- of the group
- of ADP SA



- Groupe ADP 2022 3 month revenue
- contract (TSA) relating to Mauritius airport, group traffic no longer includes traffic of Mauritius airport.



- Between **70%** and **80%** of the 2019 group traffic •
- Between 65% and 75% of the 2019 Paris Aéroport traffic

- Between **30%** and **35%** in 2022
- Between **6x** and **7x** by the end of 2022
- Positive in 2022

- €1 billion per year on average between 2022 and 2025
- Between  $\in 550M$  and  $\in 600M$  in 2022 (regulated / non-regulated) •

1. The 2022 financial forecasts are based on the following exchange rate assumptions : EUR/USD = 1.21, EUR/TRY = 11.21, EUR/JOD = 0.84 et EUR/INR = 90.33. 2. Group traffic includes the traffic of Delhi International Airport Limited (DIAL), Hyderabad International Airport Limited (GHIAL), Mactan-Cebu International Airport and Almaty International Airport traffic as of January 1st, 2019. Following the non-renewal on December 31st, 2021, of the technical assistance





Groupe ADP – 2022 3 month revenue

# APPENDICES



# **GROUP TRAFFIC IN Q1 2022**

in Mpax
Paris Aéroport (CDG+ORY)
7 a arab

Lagreb Jeddah-Hajj

Amman

Conakry

Santiago de Chile

Madagascar

New Delhi - GMR Airports

Hyderabad - GMR Airports

Cebu - GMR Airports

Almaty – TAV Aiports

Antalya - TAV Airports

Ankara - TAV Airports

Izmir - TAV Airports

Other platforms TAV Airports<sup>(2)</sup>

#### **GROUP TOTAL**

AENA GROUP<sup>(3)</sup>

#### **VINCI AIRPORTS**

**FRAPORT GROUP** 

1. Group traffic includes the traffic of Delhi International Airport Limited (DIAL), Hyderabad International Airport Limited (GHIAL), Mactan-Cebu International Airport and Almaty International Airport traffic as of January 1st, 2019. Following the non-renewal on December 31st, 2021, of the technical assistance contract (TSA) relating to Mauritius airport, group traffic no longer includes traffic of Mauritius airport. 2. Turkey (Milas-Bodrum & Gazipaşa), Croatia (Zagreb), Saudi Arabia (Medinah), Tunisia (Monastir & Enfidha), Georgia (Tbilissi & Batumi), and North Macedonia (Skopje & Ohrid).

3. AENA Group stated traffic only accounts for Spanish airports.

#### Groupe ADP – 2022 3 month revenue



Group traffic <sup>(1)</sup> (mPax)	2022/2021change (in mPAX)	Compared to 2019 level
14.6	+9.9	61.4%
0.5	+0.4	80.2%
0.0	N/A	N/A
1.3	+0.9	69.1%
0.1	+0.0	98.4%
4.6	+2.5	66.0%
0.1	+0.0	33.6%
11.9	+2.2	70.8%
3.8	+0.0	68.4%
0.7	+0.4	21.4%
1.3	+0.0	104.3%
2.1	+1.0	74.8%
1.9	+0.8	52.6%
1.7	+0.6	60.8%
3.1	+2.1	21.4%
47.0	+20.8	51.5%
37.9	+29.7	71.6%
31.5	+21.4	<b>53.9</b> %
19.6	+3.5	50.3%



# AVIATI Q1 202 REVENUE (4



<b>TION</b> 022 – Income statement			~	
E (€M) 19 19 179		14	80.4%	20
Q1 2021 Revenue Passengers fees Landing	fees Po	arking fees	Ancillary fees	Revenue from airport safety and security services
(in millions of euros)	Q1 2022	Q1 2021	2022/2021	
Revenue	322	179	+€144M	
Airport fees	177	73	+€104M	• Revenue: up by +80.4% due to the increase in
Passenger fees	101	29	+€72M	revenue from aeronautical and ancillary fees, up
Landing fees	43	24	+€19M	by +142.7% and +102.4% respectively.
Parking fees	33	20	+€14M	It does not vary in the same proportion as the
Ancillary fees	40	20	+€20М	passenger traffic in Parisian platforms over the
Revenue from airport safety and security services	98	78	+€20M	year (+211.8%), due mainly to the rigidity of
Other income	8	8	(€0M)	revenue from airport safety and security.



# **AVIATION** Monthly change in Paris Aeroport traffic

PARIS AIRPORT TRAFFIC BY QUARTER COMPARED TO 2019



Groupe ADP – 2022 3 month revenue 1. Traffic level compared to 2019 traffic over the same period.





# **RETAIL AND SERVICES** Q1 2022 REVENUE

#### REVENUE (€M)



(in millions of euros)	Q1 2022	Q1 2021	2022/2021	
Revenue	270	135	+€135M	• R
Retail activities	144	55	+€89M	• S
Société de Distribution Aéroportuaire	104	41	+€64M	d
Relay@ADP	14	3	+€11M	rc
Other Shops and Bars and restaurants	12	5	+€8M	
Advertising	5	3	+€2M	C
Other products	8	3	+€5M	+
Car parks and access roads	28	15	+€13M	it
Industrial services revenue	50	27	+€24M	
Rental income	34	30	+€4M	
Other income	14	8	+€6M	

reception, advertising and other paid services in the airside area.



#### **Revenue: up by +99.8%**

Sales/Pax<sup>1</sup> at €26.0 compared to €30.0 in Q1 2021, down by -13.3% reflecting the normalization of this ratio resulting from the recovery in traffic.

Compared to Q1 2019, Sales/Pax was up  $\in 3.1$ , or +13.5%, reassuring Groupe ADP in the effectiveness of its retail business model.



# **REAL ESTATE** Q1 2022 – REVENUE

REVENUE (€M)



Q1 2021 Revenue

Buildings

(in millions of euros)	Q1 2022	Q1 2021	2022/2021
Revenue	85	83	+€2M
External revenue	73	71	+€3M
Land	29	28	+€1M
Buildings	20	19	+€1M
Others	24	24	+€0M
Internal revenue	12	12	(€0M)





# **REAL ESTATE** Projects pipeline as at the end of March 2022

Airport	Segment	ADP Role	Operator
CDG	Aeronautical	Investor	TCR
CDG	Diversification	Investor	Siège social
CDG	Diversification	Investor	Divers
ORY	Diversification	Developer	Vailog
ORY	Diversification	Developer	Groupe Auchan
ORY	Diversification	Developer	Accor
ORY	Diversification	Developer	RSF
CDG	Diversification	Investor	Divers
CDG	Diversification	Developer	Audi
CDG	Diversification	Developer	Holiday Inn
ORY	Diversification	Investor	Roméo
CDG	Diversification	Investor	Baïkal
CDG	Diversification	Developer	Aélia
CDG	Diversification	Developer	VW
CDG	Diversification	Investor	Divers
CDG	Diversification	Investor	Innside
CDG	Aeronautical	Developer	FEDEX
CDG	Aeronautical	Investor	FEDEX
ORY	Diversification	Developer	Grand frais
ORY	Diversification	Developer	Bio C bon
CDG	Diversification	Developer	Моху
ORY	Diversification	Developer	Ibis styles
ORY	Diversification	Developer	Loxam
LBG	Diversification	Investor	HEKA Chenue
ORY	Diversification	Investor	B2 Belaïa
CDG	Aeronautical	Investor	SC4
CDG	Diversification	Investor	Easy hotel
CDG	Aeronautical	Investor	Fedex
CDG	Aeronautical	Developer	Complementary bag. sorting building
CDG	Diversification	Investor	Dahlia
Total projec	ts commissioned at th	e end of Decemb	er 2021
	ts commissioned at th		
CDG	Aeronautical	Investor	Fedex
CDG	Diversification	Investor	RO5
	ojects (delivery in 2022		
CDG	Diversification	Developer	Compans messagerie
CDG	Aeronautical	Investor	Gare MIDI
3 month re			



	Project	Opening	Floorspace (sq.m.)
	Equipment maintenance center	2017	1,300
	Offices	2017	17,100
	Warehouse	2017	1,000
	Courier service	2017	17,800
	Warehouse	2017	10,800
	Hotels	2017	7,100
	Employee residence	2017	3,700
	Dôme properties	2017	19,500
	Showroom	2018	4,600
	Hotels	2018	10,000
	Offices and warehouses	2018	22,000
	Offices	2018	12,900
	Warehouse	2018	6,000
	Concession	2018	2,200
	Offices	2018	700
	Hotels	2019	11,400
	Extension	2019	48,400
	GSE Areas	2019	43,407
	Warehouse	2019	2,000
	Warehouse	2019	12,500
	Hotels	2019	7,900
	Hotels	2019	5,836
	Misc.	2019	500
	Conservation center	2020	24,800
	Offices	2020	23,500
	Offices and warehouses	2020	23,066
	Hotels	2021	4,000
	GSE Areas	2021	17,000
ing	Cargo	2021	4,939
	Offices and warehouses	2021	32,000
			24,800
	GSE Areas	2022	10,000
	Hotels	2022	14,800
			27,900
	Activities	2023	15,300
	Cargo	2023	12,600



# **INTERNATIONAL AND AIRPORT DEVELOPMENT** Q1 2022 REVENUE

### REVENUE (€M)



(in millions of euros)	Q1 2022	Q1 2021 <sup>(1)</sup>	2022/202
Revenue	205	88	+€117 <i>N</i>
ADP International	53	27	+€26№
of which AIG	47	19	+€27№
of which ADP Ingénierie	4	7	(€3M)
TAV Airports	148	60	+€89№
Société de Distribution Aéroportuaire Croatie	3	1	+€2№

Groupe ADP – 2022 3 month revenue

<sup>1</sup> The accounts of the Almaty airport management company have been included in the consolidated accounts of TAV Airports as of May 2021 (On the acquisition of the Almaty airport management company, see section 5.1.6 of the 2021 Universal Registration Document),



# OTHER ACTIVITIES Q1 2022 – Income statement PRODUCTS (€M)



(in millions of euros)	Q1 2022	Q1 2021
Products	37	41
Hub One	35	37

# 2022/2021 -€5M -€2M

• **Products: down by -11.2%** to 37 million euros, due to lower revenue of Hub One, down by -5.3%, to 35 million euros, and due to the non-renewal of certain works carried out for the CDG Express.





#### Disclaimer

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#### About Groupe ADP

Groupe ADP develops and manages airports, including Paris-Charles de Gaulle, Paris-Orly and Paris-Le Bourget. In 2021, the group handled through its brand Paris Aéroport more than 41.9 million passengers and 2.1 million metric tons of freight and mail at Paris-Charles de Gaulle and Paris-Orly, and more than 118.1 million passengers in airports abroad. Boasting an exceptional geographic location and a major catchment area, the Group is pursuing its strategy of adapting and modernizing its terminal facilities and upgrading quality of services; the group also intends to develop its retail and real estate businesses. In 2021, group revenue stood at €2,777 million and net income at -€248 million

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