



Extime Retail Strategy conference April 05, 2023





TODAY'S PROGRAMME

EXTIME RETAIL STRATEGY CONFERENCE - 2:00pm

- INTRODUCTION
- **PASSENGER JOURNEY**
- **EXTIME PRESENTATION**
- **CONCLUSION & Q&A**

- Philippe Pascal, Chief Financial Officer
- **Régis Lacote**, Director of Paris-Charles de Gaulle
- Mathieu Daubert, Chief Customer Officer
- Philippe Pascal, Régis Lacote, Mathieu Daubert

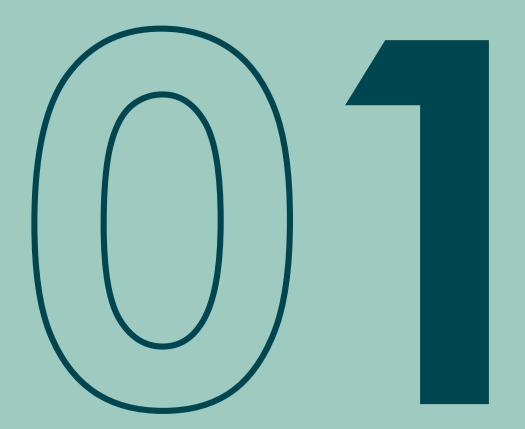
SITE VISIT OF PARIS-CHARLES DE GAULLE - for in-person attendants - 3:15pm **TERMINAL 2B-2D TERMINAL 1**

- Passenger journey & Extime lifestyle retail areas
- Passenger journey & Extime premium retail areas



INTRODUCTION

Philippe Pascal



EXTIME CONFERENCE – 5 APRIL 2023

Deputy Executive Officer in charge of Finance, Strategy and Administration



HOSPITALY IS AT THE CORE OF AEROPORTS DE PARIS' VISION

Hospitality is of at the center of our raison d'être To **welcome passengers**, operate and imagine airports, in a responsible way around the world

A HOSPITALITY GROUP

EXTIME CONFERENCE – 5 APRIL 2023





AN INNOVATIVE GROUP

A MULTI LOCAL GROUP



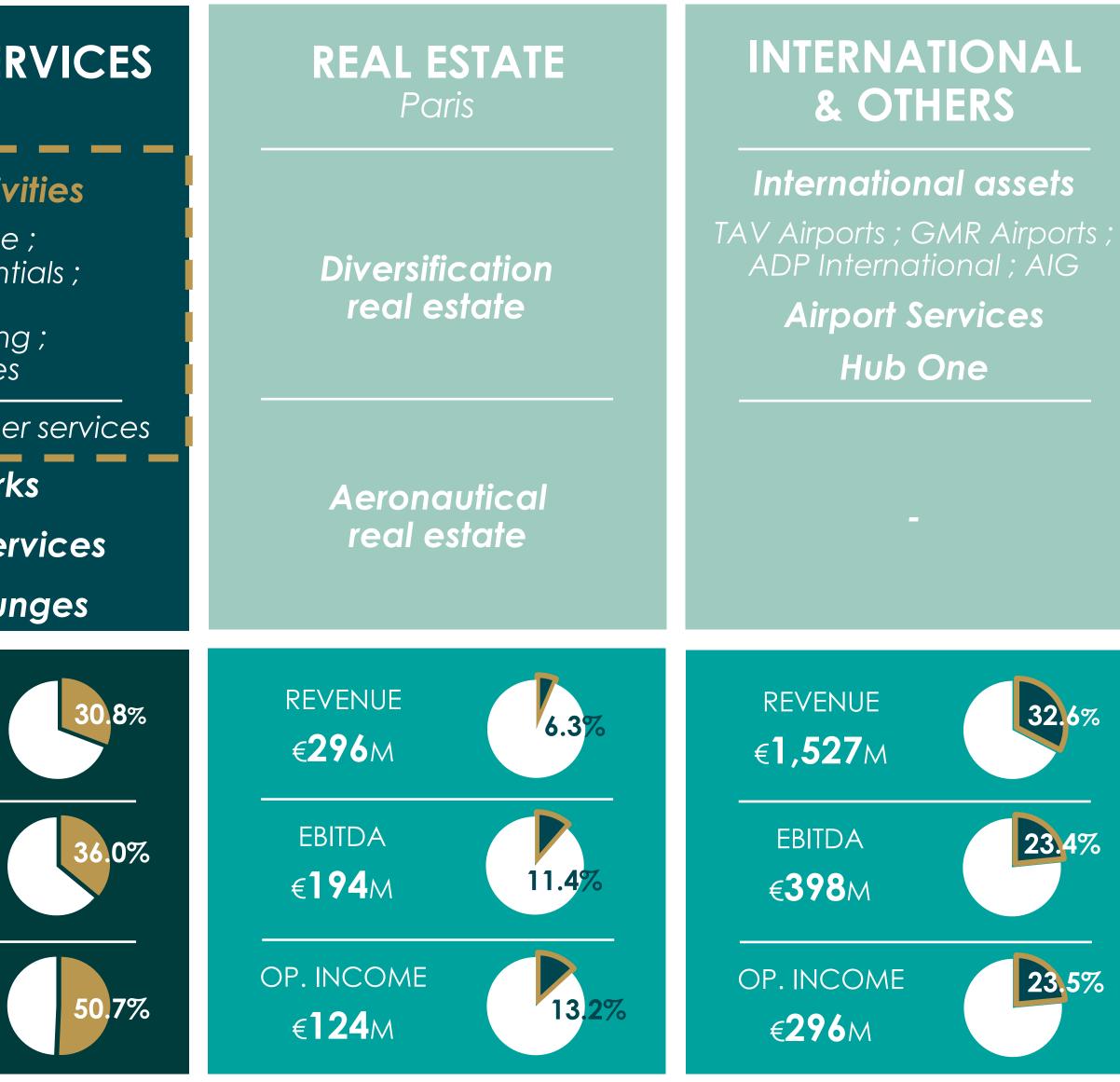




| RETAIL ACTIVITIES AT THE HEART OF OUR I | | | | | | |
|--|--|--|--|--|--|--|
| REPORTING SEGMENTS | AVIATION Paris | RETAIL & SER Paris | | | | |
| Unregulated no cap on profitability | Airport security | Retail activi Duty free Travel essenti F&B ; Advertising Lounges Car rentals ; Other Car park Industrial serv Official loun | | | | |
| Regulated scope | Aeronautical activities Other | | | | | |
| СОЛТКІВИТІОЛ <i>to</i> FY 2022 | REVENUE 1,675M BITDA 499M OP. INCOME 117M | REVENUE €1,442M EBITDA €613M OP. INCOME €475M | | | | |

BUSINESS MODEL AND PERFORMANCE













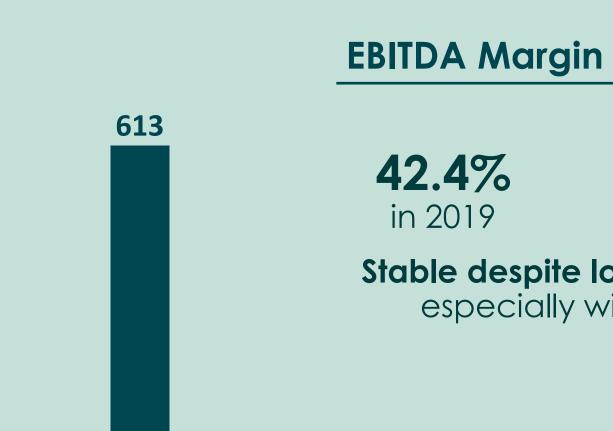
SUSTAINED PROFITABLE GROWTH STORY IN RETAIL ACTIVITIES

RETAIL & SERVICES SEGMENT'S PERFORMANCE



EXTIME TO DRIVE ALL AIRSIDE RETAIL ACTIVITIES

| (in millions of euros) | 2022 | 2021 |
|--|-------|------|
| Revenue | 1,442 | 825 |
| Retail activities | 922 | 428 |
| Extime Duty Free Paris (ex. Société de Distribution Aéro.) | 631 | 311 |
| Relay@ADP | 95 | 36 |
| Other Shops and Bars and restaurants | 119 | 40 |
| Advertising | 35 | 18 |
| Other products | 41 | 23 |
| Car parks and access roads | 149 | 90 |
| Industrial services revenue | 156 | 146 |
| Rental income | 140 | 122 |
| Other income | 75 | 39 |



2022/2021 +€617M +€494M +€320M +€59M +€79M +€17M +€18M +€59M +€10M +€18M +€36M

Mostly **Airside Retail Activities EXTIME SCOPE**

20-21

2022

638

2019

580

2018

Marginal landside **Retail Activities**





Stable despite lower traffic, especially with Asia





2025 PIONEERS: MAKING OUR AIRPORTS' NETWORK THE PREFERRED DESTINATION

OUR APPROACH Act on all the rational (smart airport) and emotional (emotional airport) service of quality drivers

In public areas, guaranteeing passengers an efficient, fluid and seamless service



Place 8 AIRPORTS OF THE GROUP IN THE 100 OF THE SKYTRAX of the world's best airports, of which PARIS-CHARLES DE GAULLE IN THE TOP 10 and 4 airports IN THE TOP 50

All of the group's airport

Turning airside areas into territories of experience and emotion around a new Extime brand



Place all of the group's airports > 3 millions pax above **4 IN PASSENGER SATISFACTION** (ACI/ASQ score out of 5)

Airports controlled within Groupe ADP with more than 3 million passengers



PARIS-CDG

Régis Lacote, Paris-CDG Managing Director



EXTIME CONFERENCE – 5 APRIL 2023







PARIS-CHARLES DE GAULLE AIRPORT INVESTORS PRESENTATION 05/04/2023





PARIS-CDG EXECUTIVE TEAM

Airport management is organized around:

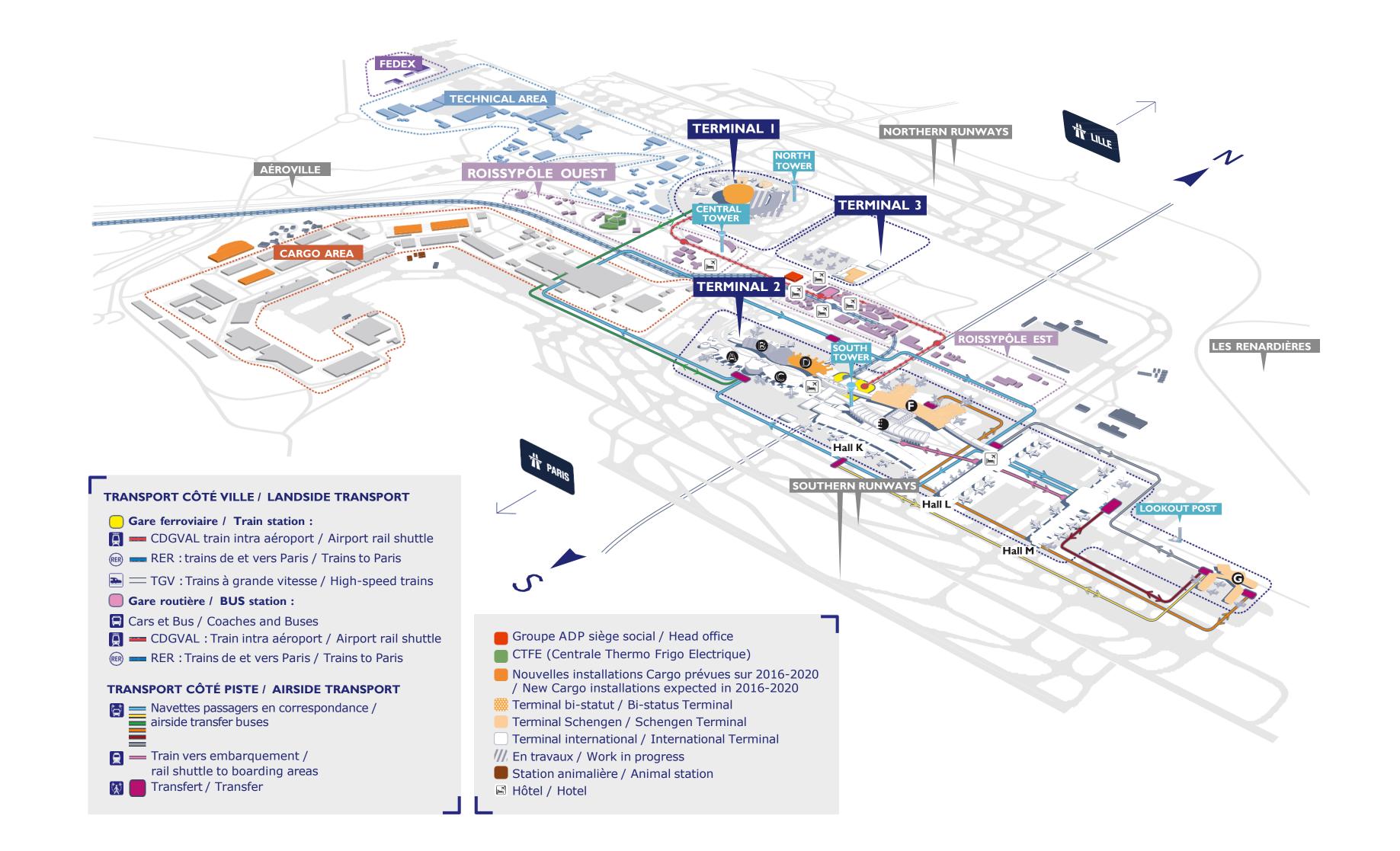
- Airport processes : Airside, Passengers terminal, Baggage, Landside & Utilities.
- **Related expertise** in Real time management, Development and Partnerships, Investments and projects management.
- Support departments such as HR and finance.







PARIS-CDG - OVERVIEW





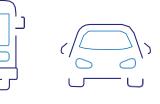




INTERMODALITY AND ACCESSIBILITY

A WELL-CONNECTED AIRPORT







4.2 MILLION PASSENGERS

INCLUDING 3.36 MILLION FOR TGV/AIRCRAFT CONNECTIONS

52 CITIES SERVED PER DAY

INCLUDING 28 IN UNDER 3 HOURS

2 RER B STATIONS 30 MIN FROM PARIS

3 MOTORWAYS A1, A3 AND A104

CDGVAL

FREE ON-SITE AUTOMATIC TRAIN SHUTTLE CONNECTING T1 AND T2 IN 8 MIN

BUSES

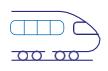
42 LOCAL URBAN ROUTES **31 NATIONAL LONG DISTANCE** ROUTES 8 INTERNATIONAL ROUTES

28,400 PARKING SPACES

228,400 RESA PARKING SPACES

200 KM OF ROADWAYS USED BY 70,000 CARS EACH DAY

2 MAJOR PROJECTS



CDG EXPRESS LINK 20 min from Paris

METRO LINE as part of the Grand Paris

PARIS CDG - KEY FACTS & FIGURES 2022



DESTINATIONS in 119 countries



No. 1 **BUSIEST AIRPORT** IN UNION EUROPEAN 57.5 mPax (-24,5.% vs 2021)

5th BUSIEST AIRPORT WORLDWIDE

International Trafic

31th BUSIEST AIRPORT WORLDWIDE

Commercial Passenger



256,504

Record on 29/07/2019

PASSENGERS WELCOMED

138 AIRLINES

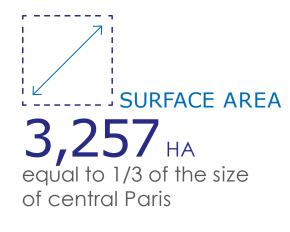




85,776 DIRECT JOBS

EUROPE'S LEADING CARGO PLAYER

1.9 M TONNES IN 2022



| 9 | Pass term |
|---|--------------|
| 3 | Con towe |
| 4 | Run |
| 2 | Car |
| 1 | Tech area |
| | |







ROBUST & PERFORMANT OPERATIONS WITH A NEWLY CREATED AIRPORT OPERATIONS CENTRE

- 4 achievements to better host our passengers Better **management** of our daily operations Better **understanding** of situations Better **anticipation** of any disruption Better **allocation** of our resources
- Up to 6 different partners and companies working from the APOC together on different topics : aircrafts, baggage, passenger flows, security, facility management... ... and more to come !
- A high-tech workplace to benefit from all the data and information available ... and still new improvements
- More than **30 work positions gathered in** an iconic operational center, adapted to new technologies, and adapted to our infrastructures;
- A new operational culture : oriented towards information sharing, anticipation, collaborative decision making, in order to better serve our community and customers







AIRPORT OPERATIONS CENTRE PARIS-CHARLES DE GAUJ





PARIS CDG – AN AWARD-WINING AIRPORT



Г

DU WORLD'S BEST AIRPORT

5th in the top 100 of the world's Best Airport (up 1 place).

IN 2022

THE BD CONNECTION AND THE TERMINAL 2E HALL L HAVE RECEIVED

5 STARS

synonymous with excellence in terms of service quality

D STARS maximum score for the sanitory safety

IN 2021

PARIS-CHARLES **DE GAULLE RANKED**





SKYTRAX WORLD AIRPORT AWARDS 2023

15th WORLDWIDE up 5 places from 2020 (10 places from 2019)

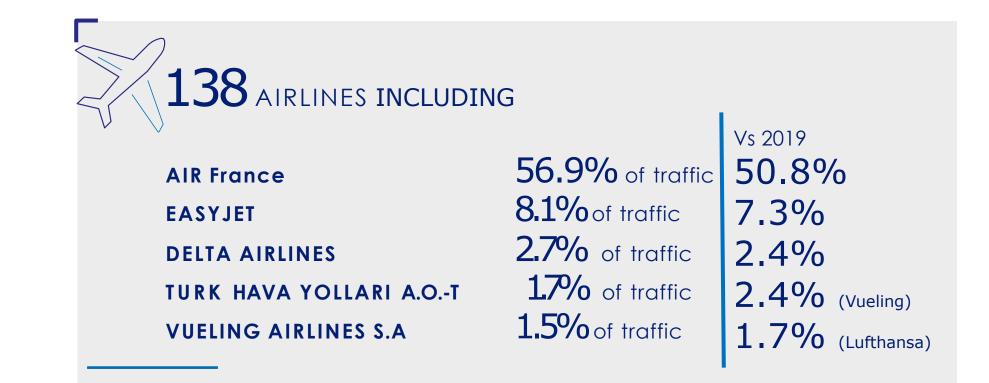
IN 2020

TERMINAL 3 WINS AWARD FOR "WORLD'S BEST LOW-COST AIRLINES TERMINAL"

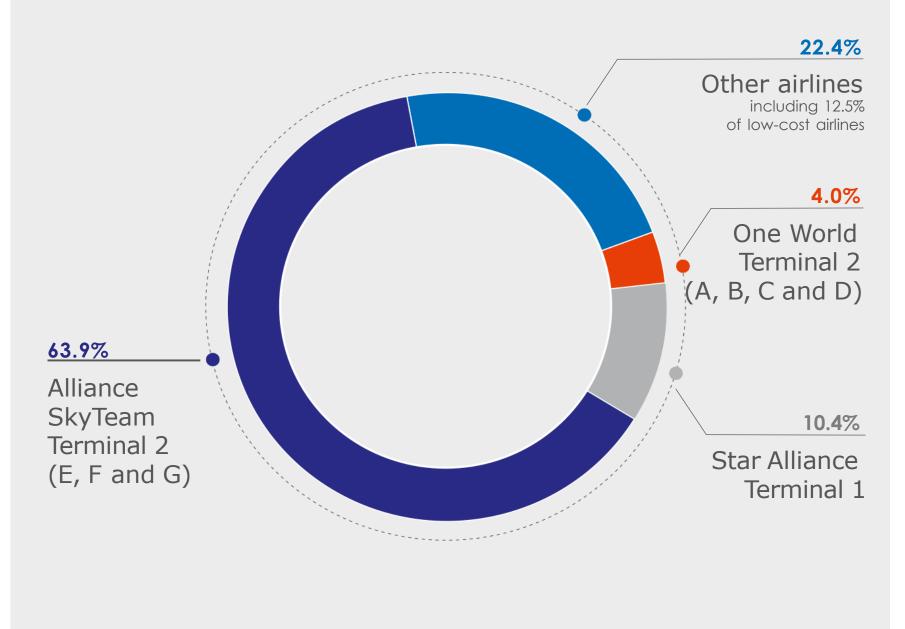
HALL M IN TERMINAL 2E **IS RANKED**

BEST TERMINAL IN THE WORLD

PARIS CDG SERVING THREE MAJOR HUBS



DISTRIBUTION OF PASSENGER TRAFFIC BY ALLIANCE IN 2022







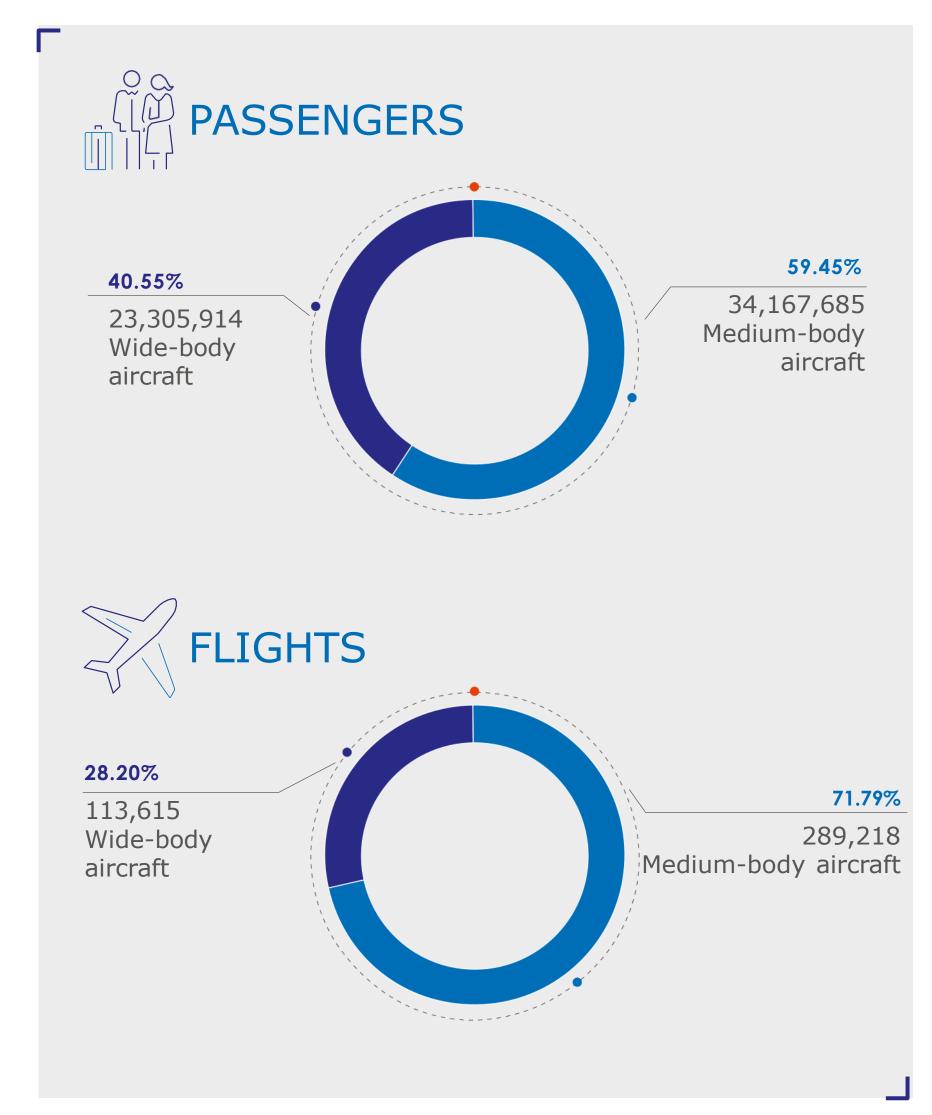
37,5% AIRCRAFT **TO AIRCRAFT PASSENGERS IN TRANSIT** 34,4% IN 2019

12 % TGV TO **AIRCRAFT PASSENGERS IN TRANSIT** 12.3% IN 2019



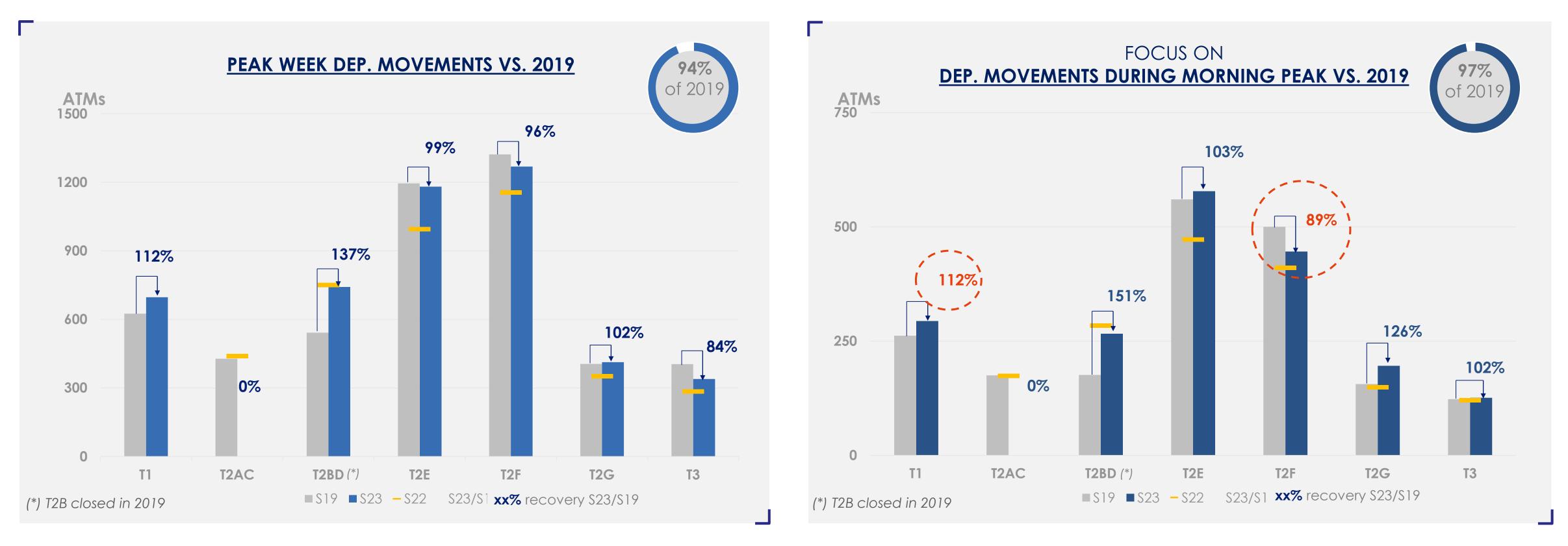


BREAKDOWN OF PASSENGER TRAFFIC/MOVEMENTS 2022 FIGURES





2023 SUMMER PEAK: EXPECTING CLOSE TO A FULL RECOVERY VS. 2019 ASSUMPTIONS OF RECOVERY (ATMs) FOR WEEK 27 OF SUMMER 23 – VS. PEAK WEEKS OF SUMMER 19 & SUMMER 22



Terminal 2BD closed in 2019, now able to welcome Schengen traffic

Terminal 2AC closed in 2023

Improved and expanded Terminal 1 able to handle a higher traffic peak

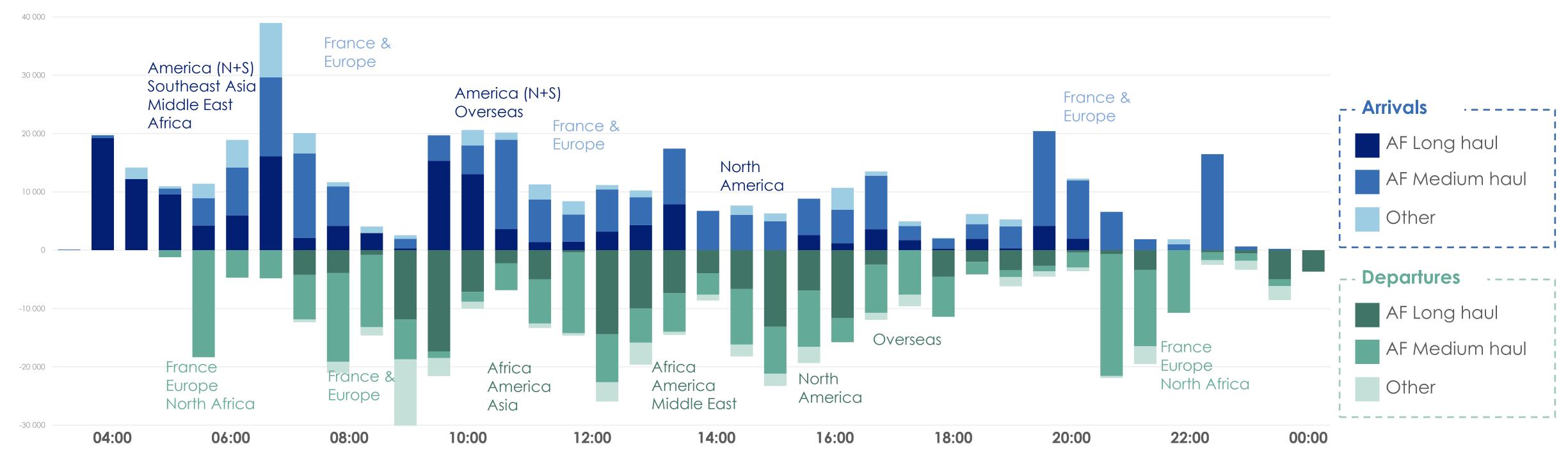
More spread operations in T2F allowing for a lower traffic peak than 2019



AN INTERNATIONAL HUB CONSISTING OF 7 DAILY WAVES OF ARRIVALS AND DEPARTURES

HUB PASSENGER TRAFFIC AND WAVES ORIGINS/DESTINATIONS

(T2E-2F-2G, Summer 2022, week 27, PAX / 30 min)

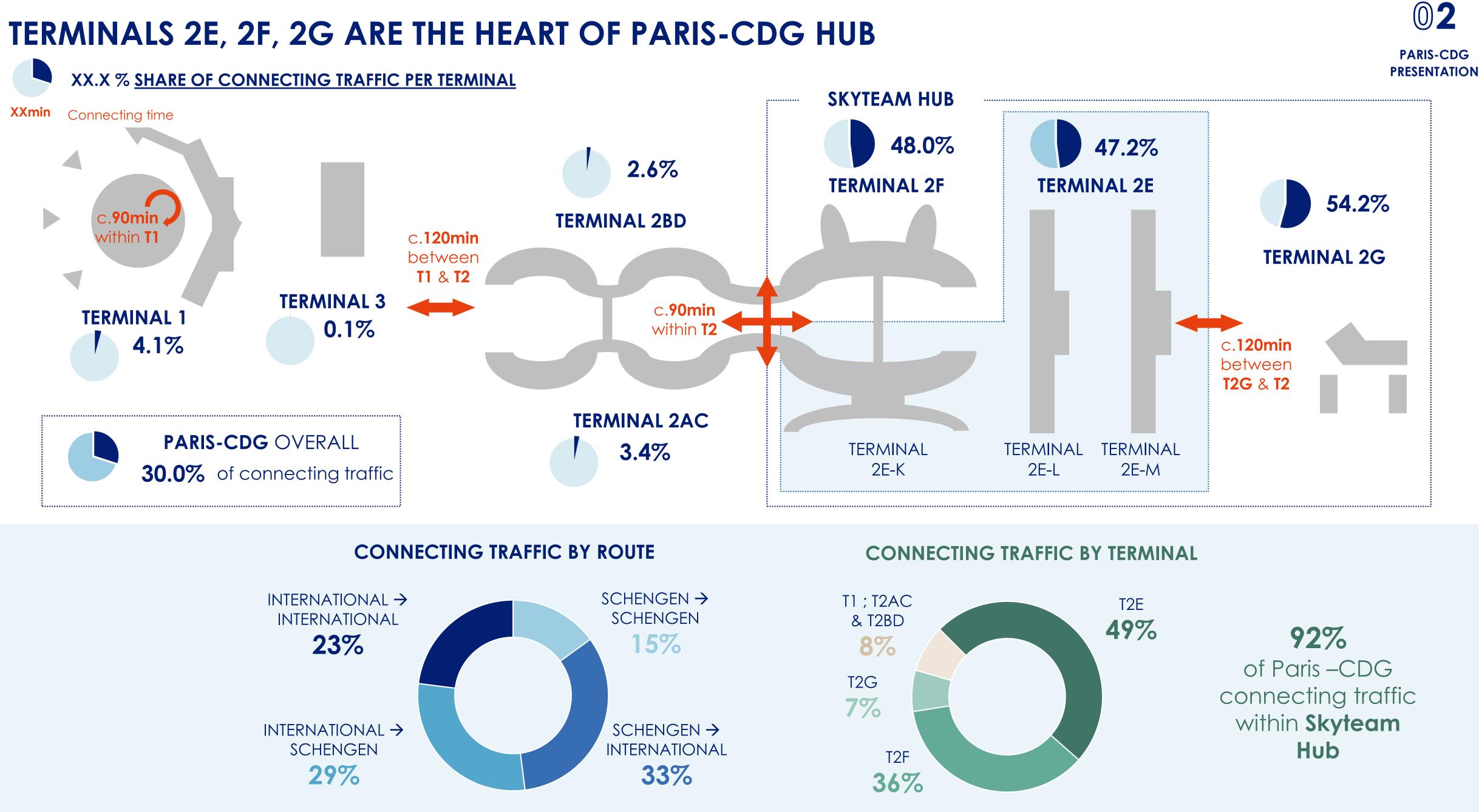


AIRLINE HUB MARKET SHARE

(% of passenger traffic in T2E-2F-2G)









A SEAMLESS & UNIVERSAL CUSTOMER JOURNEY WITH THE DEPLOYMENT OF A SMART AIRPORT

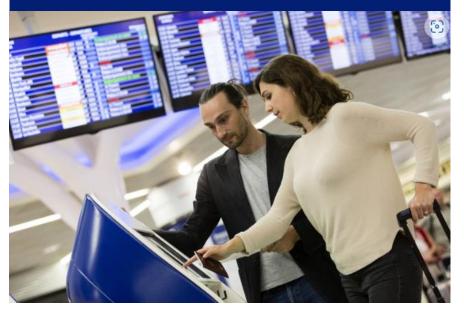


CHECK-IN



SECURITY & BORDER CONTROL

SELF SERVICE KIOSKS & AUTOMATED BAG DROP



>100 ADDITIONAL SELF BAG DROPS AND >110 SELF SERVICES KIOSKS BY S23 AT TERMINAL 1, 2BD & T3





+20% E-BORDER GATES BY S23 AND PLAN TO EXPAND BY \$24



TARGET 2025 :

50% DEPARTING PASSENGERS WITH AT LEAST ONE BIOMETRIC FACILITATION





BAGGAGES





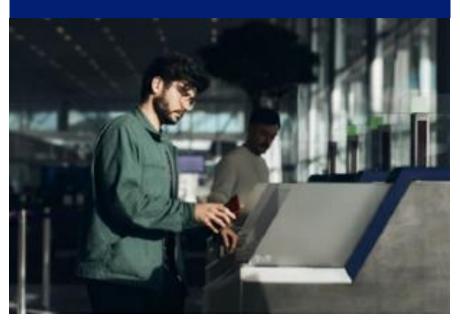


BOARDING



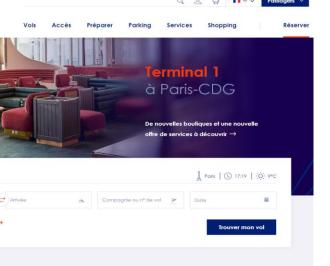


SELF BOARDING GATES



EXTEND CURRENT DEPLOYMENT OF SELF BOARDING GATES

Web page, mobile app



Digital Shopping Experience





EXTIME & RETAIL STRATEGY

Mathieu Daubert, **Chief Customer Officer**



EXTIME CONFERENCE – 5 APRIL 2023

ADP Retail and Hospitality A first cycle of growth between 2006 and 2019



EXTIME CONFERENCE – 5 APRIL 2023



A FIRST CYCLE OF GROWTH BETWEEN 2006 AND 2019 Sales growth 4 times higher than traffic growth (and even greater value growth for ADP SA)

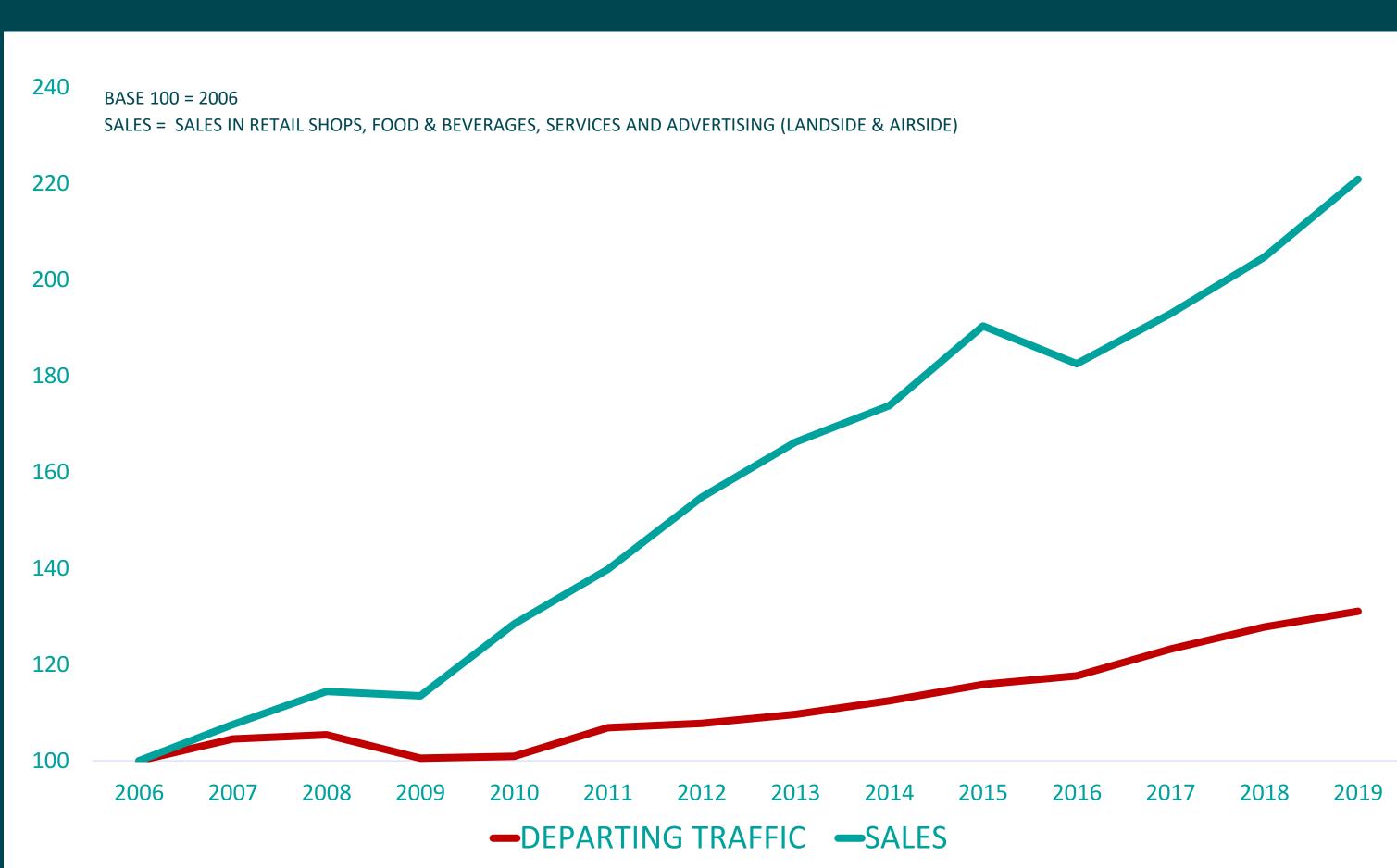
DRIVERS OF GROWTH 2006-2019

Growth of traffic



Growth of SPP Airside





EXTIME CONFERENCE – 5 APRIL 2023











2006-2019 : THE GROWTH OF AIRSIDE SALES PER PAX (SPP) A very atypical growth of SPP compared to the european market

LEVERS 2006-2019

Development of the most contributive traffic



Massive development of airside commercial surfaces

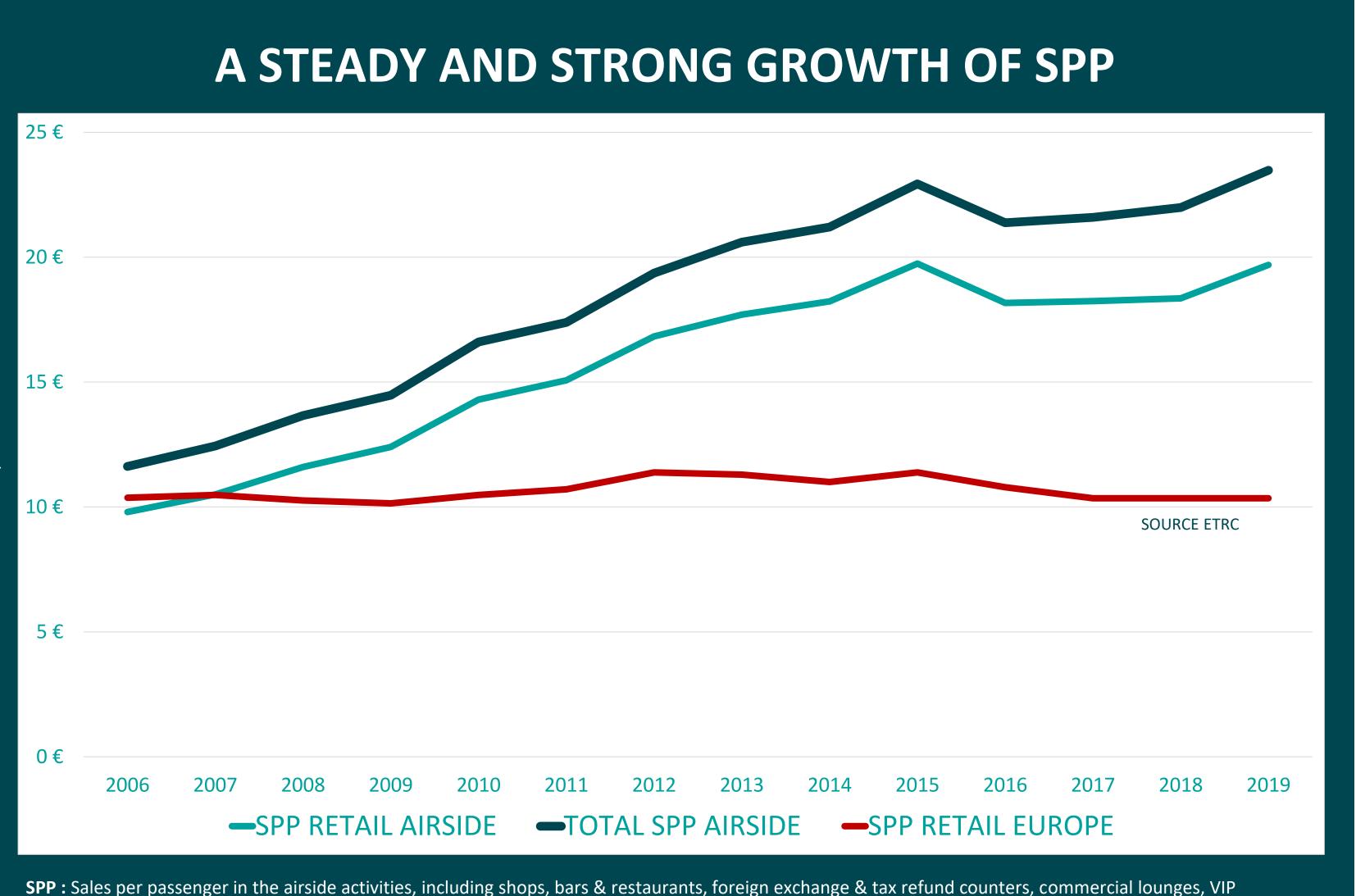


Enrichment of the Brands portfolio



Implementation of commercial Joint Ventures





SPP: Sales per passenger in the airside activities, including shops, bars & restaurants, foreign exchange & tax refund counters, commercial lounges, VIP reception, advertising and other paid services in the airside area.







A CYCLE OF GROWTH ABRUPTLY INTERRUPTED BY THE COVID CRISIS A damaged Business Model despite a still growing SPP and maintained concession rates

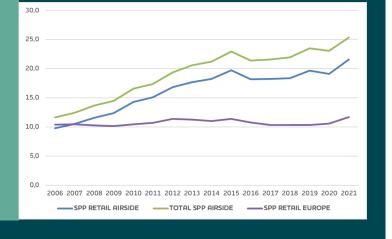
COVID CRISIS 2020-2021

COMING OUT OF THE CRISIS, SPP IS RECOVERING FASTER THAN TRAFFIC



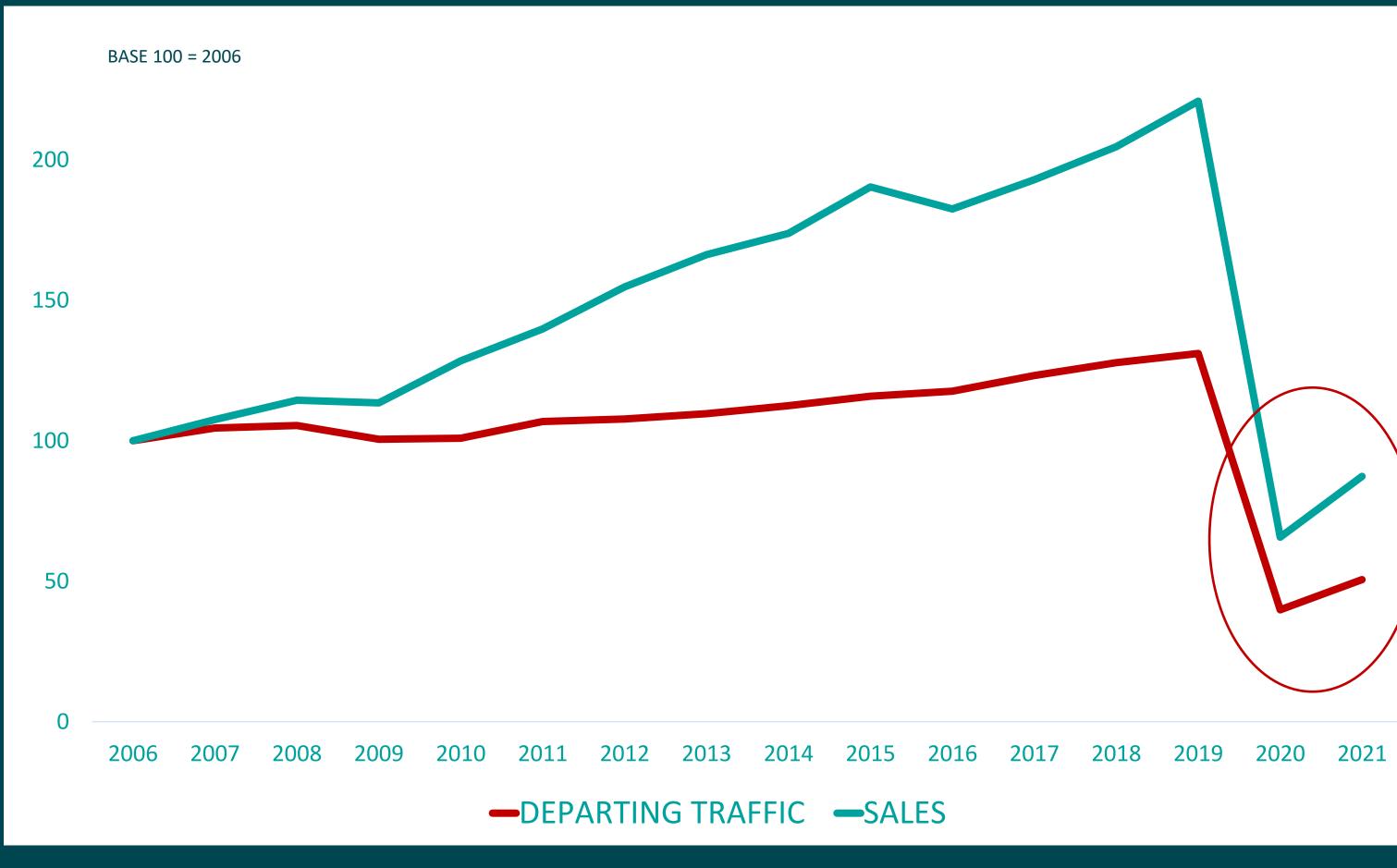
Traffic collapse





Economic losses for almost all JVs, but no renegociation of concession rates













ADP Retail & Hospitality 2022-2032, a new cycle of growth thanks to Extime









EXTIME : A PARADIGM SHIFT IN THE BUSINESS MODEL New Levers of Growth in a context of Organic Growth

LEVERS 2006-2019

Development of the most contributive Traffic



Massive development of airside sqm, allowing the enrichment of Brands porfolio



Implementation of commercial Joint Ventures



2022-2032, NEW LEVERS ACTIVATED BY EXTIME TO ENTER A **NEW CYCLE OF ORGANIC GROWTH WITH STRONG DYNAMICS**

New EXTIME Boutique Terminal concept







Implementation of a full ecosystem to drive demand before the arrival at the airport





New Business Model











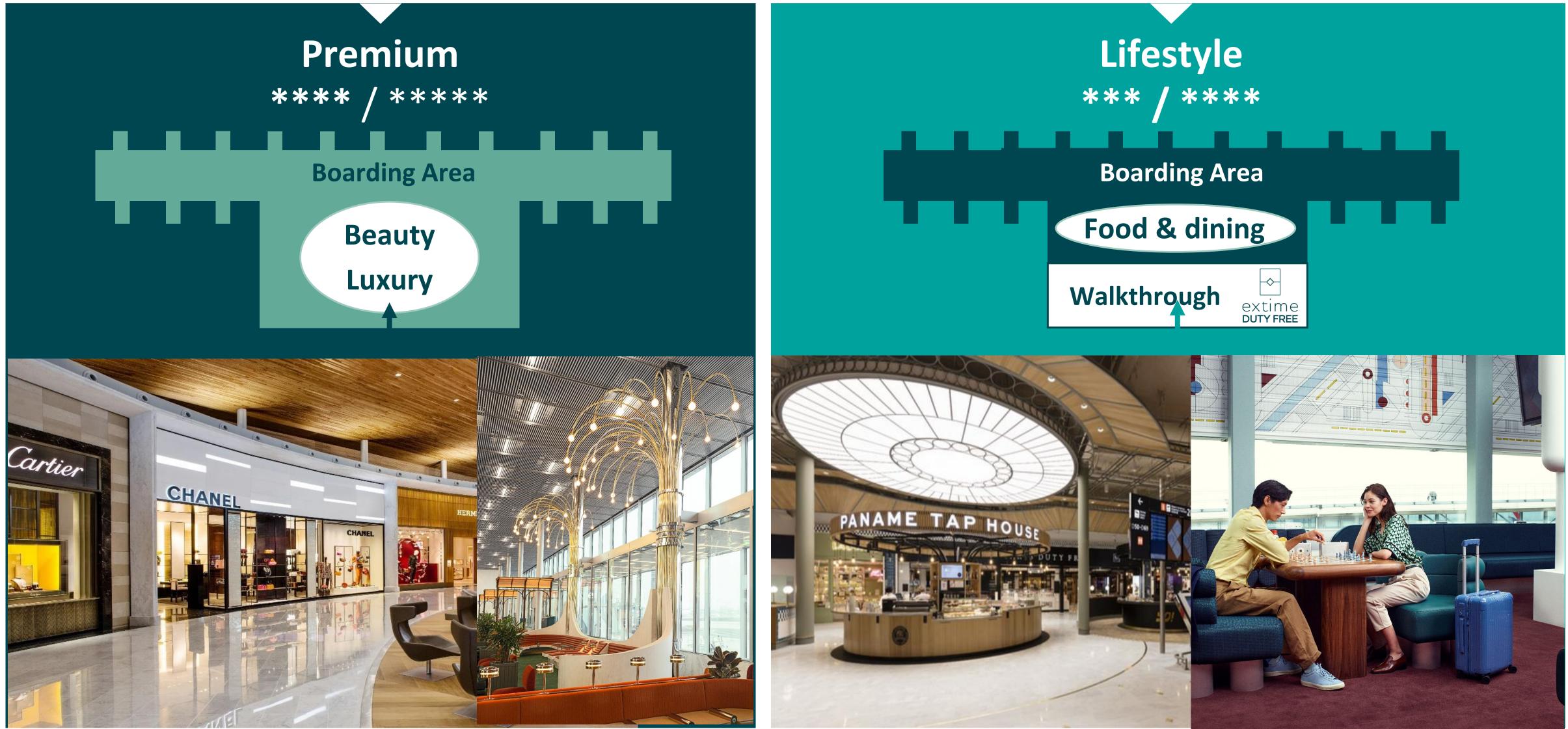








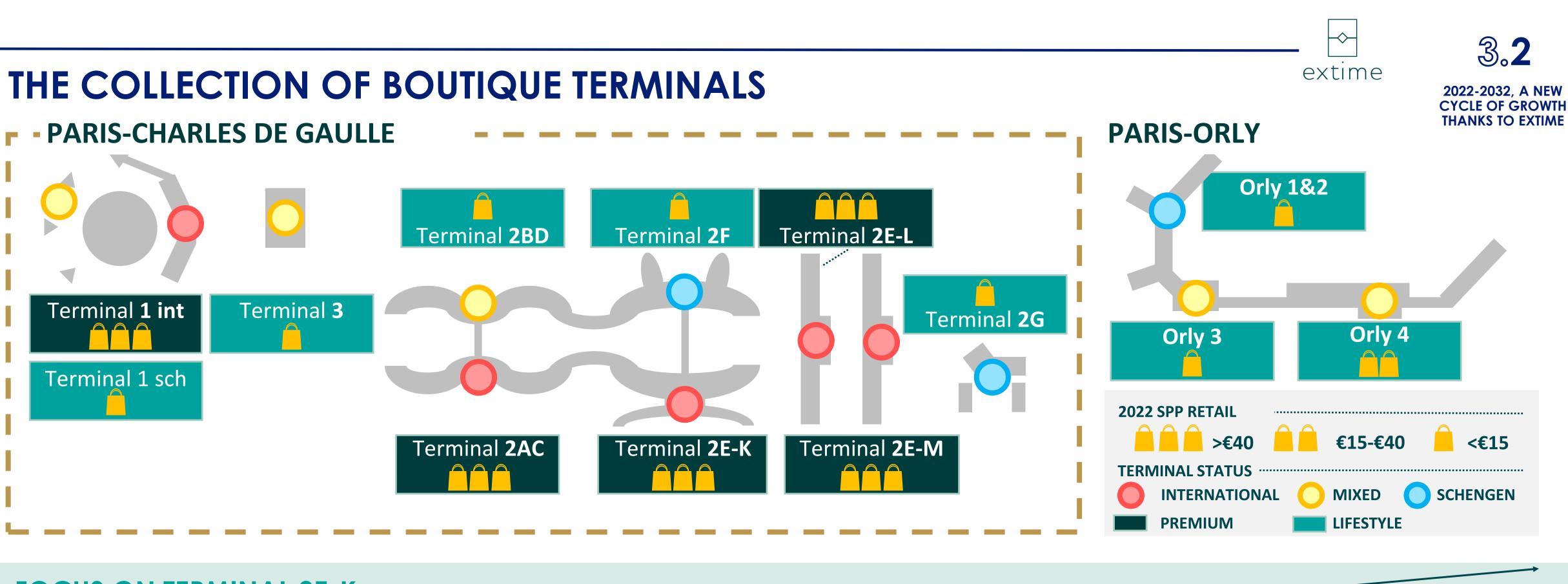
THE COLLECTION OF BOUTIQUE TERMINALS A Collection structured around 2 ranges

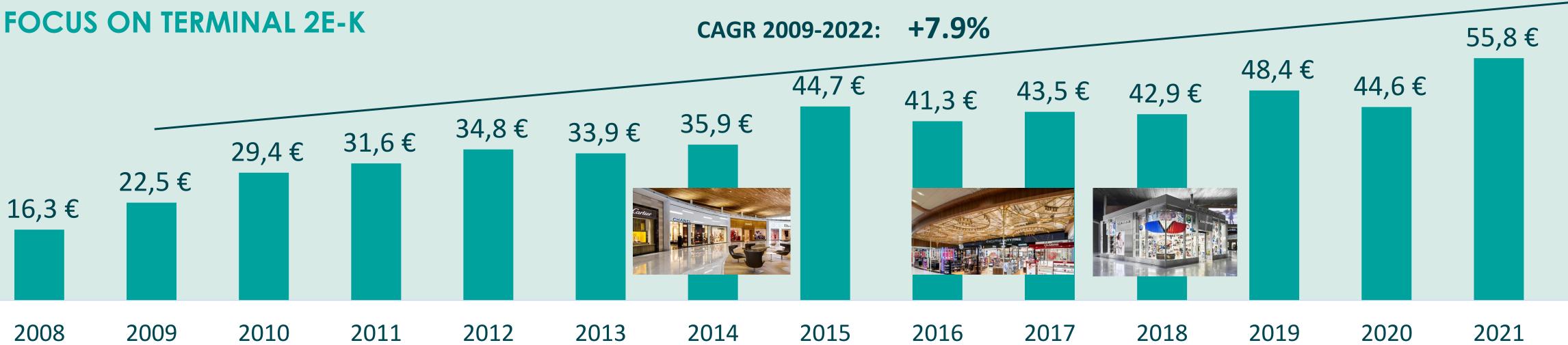
















PREMIUM : A MASTERED FORMAT DRIVING EXCEPTIONAL PERFORMANCE The Boutique Terminals 2EK et T1 international already deliver best performance wordlwide

A Best in class performance for the 2EK flagship



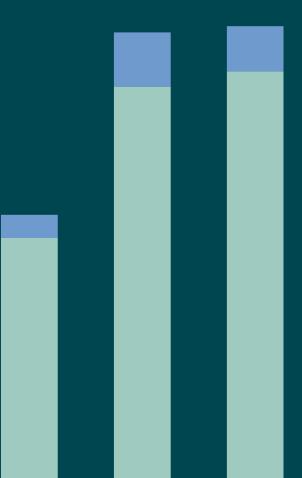
EXTIME CONFERENCE – 5 APRIL 2023

extime





CDG T1 international

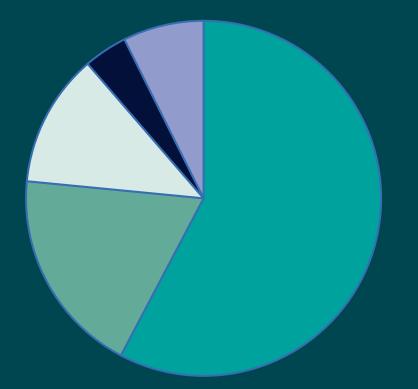


T1 2019 T1 NEW 2EK ■ RETAIL OTHER

Airside Retail Sales per activity since T1 opening



CDG 2EK



■ FASHION ■ BEAUTY ■ WINES, SPIRITS & FINE FOOD ■ TOBACCO ■ LEISURE & CONVENIENCE







PREMIUM : AN OPTIMIZATION OF THE FLAGSHIP BOUTIQUE TERMINAL 2EK A 2023-2026 project to drive performance further

Drive Retail Performance further

- flagship integrating T1 learnings
- **Build new flagships for Luxury Brands** ullet(8 new shops)
- **New Giant Advertising formats** \bullet



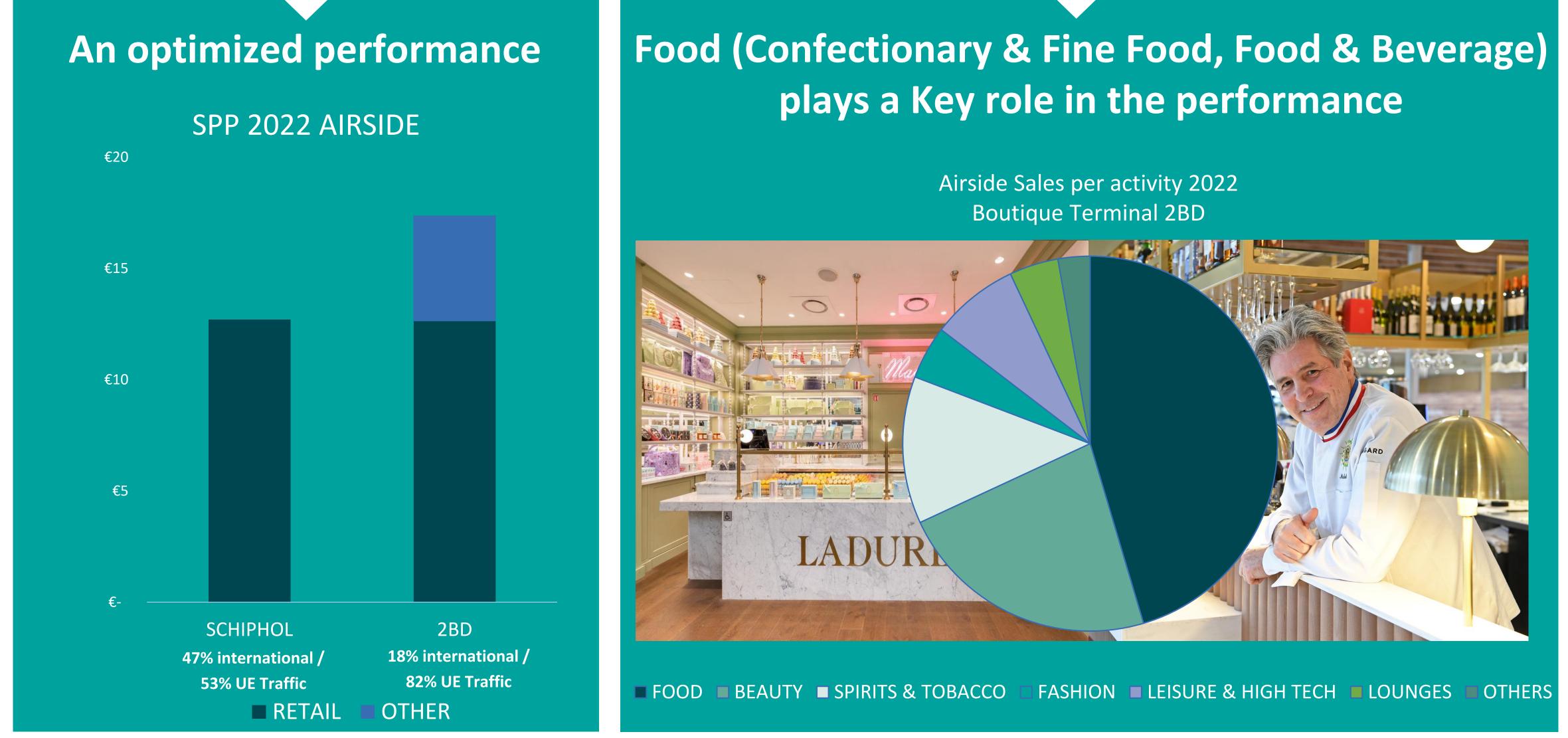




Implement Extime



LIFESTYLE : A NEW FORMAT IN THE PROCESS OF FINE TUNING The Boutique Terminal 2BD, the newly opened Laboratory for the Lifestyle Format











LIFESTYLE : ORLY 4, THE NEXT LIFESTYLE BOUTIQUE TERMINAL TO COME A 2023-2025 project to drive performance further

All the standards of a Lifestyle **Boutique Terminal** implemented

- A large \rightarrow Extime flagship at the entrance, as a walkthrough
- In the heart of the commercial area, a large Fine Food & dining offer, like a parisian Village.
- An Extime Lounge on the first floor









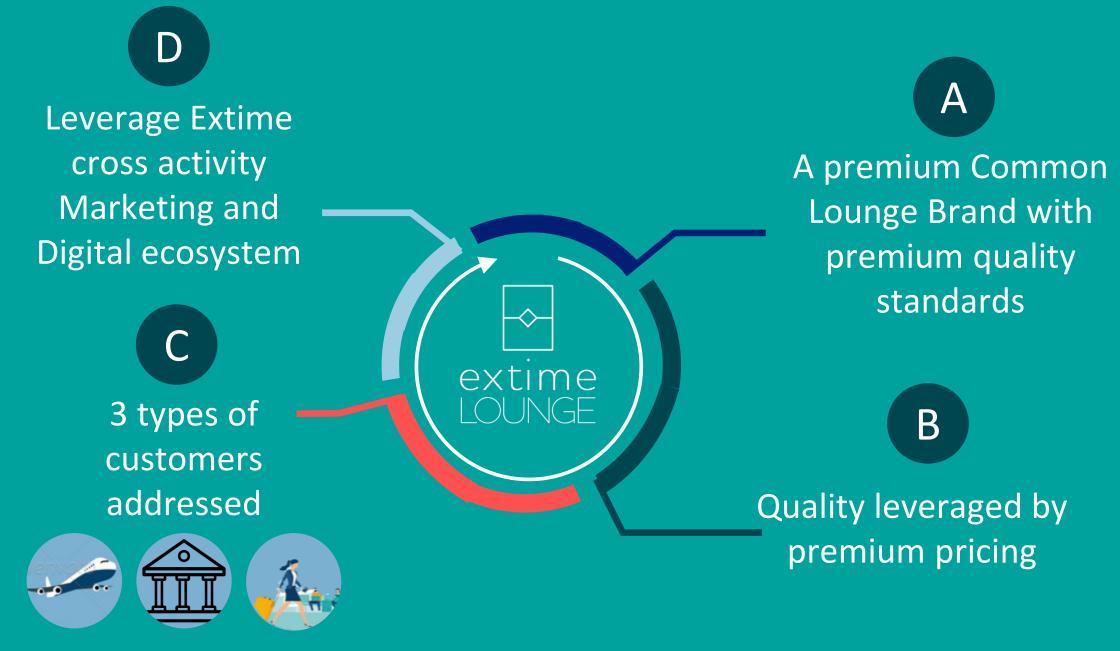




THE DIVERSIFICATION INTO NEW MARKETS OF HOSPITALITY Duplicate the recipes for success of Extime Retail in the Hospitality industry

Extime Lounge, a new range of common lounges with a unique value proposition









Extime Exclusive, a new palace on the runway with a unique value proposition, opening June 2024 at CDG









A FULL ECOSYSTEM TO DRIVE DEMAND BEFORE THE ARRIVAL AT THE AIRPORT An ecosystem fully integrated with operations on the shopfloor

Loyalty program **Extime Rewards**

extime REWARDS



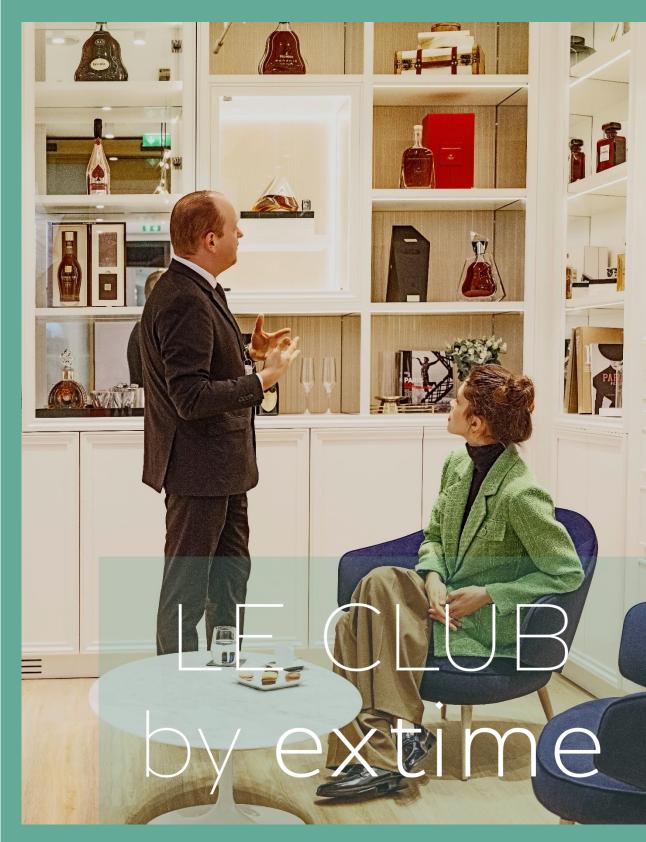




Marketplace www.extime.com Go live May 2023

OURIS

Clienteling Le Club by Extime







A FULL ECOSYSTEM TO DRIVE DEMAND BEFORE THE ARRIVAL AT THE AIRPORT An essential lever of growth for our commercial activities

Segment customers & increase knowledge

2.0M

Members of Extime Rewards

>50%

Of Beauty sales already performed with Extime Rewards members

Interact with customers during Pre-travel period

> of Planned purchases in all our sales

Days Pre-travel Booking window

EXTIME CONFERENCE - 5 APRIL 2023





78%

$10_{to}90$

Grow the average basket

х2

Average Beauty Basket for Extime rewards members vs non members (130 \in vs 61 \in)

2,639

Sales over 10K€ in 2022 (+ 69% vs 2019)





A NEW ORGANIZATION AROUND A CENTRAL AND A LOCAL STRUCTURE An organization setting up the beginnings of a Franchise

A CENTRAL STRUCTURE, ACTING AS **A FRANCHISOR**

Build Branding & communication



Imagine and build extraordinary Venues

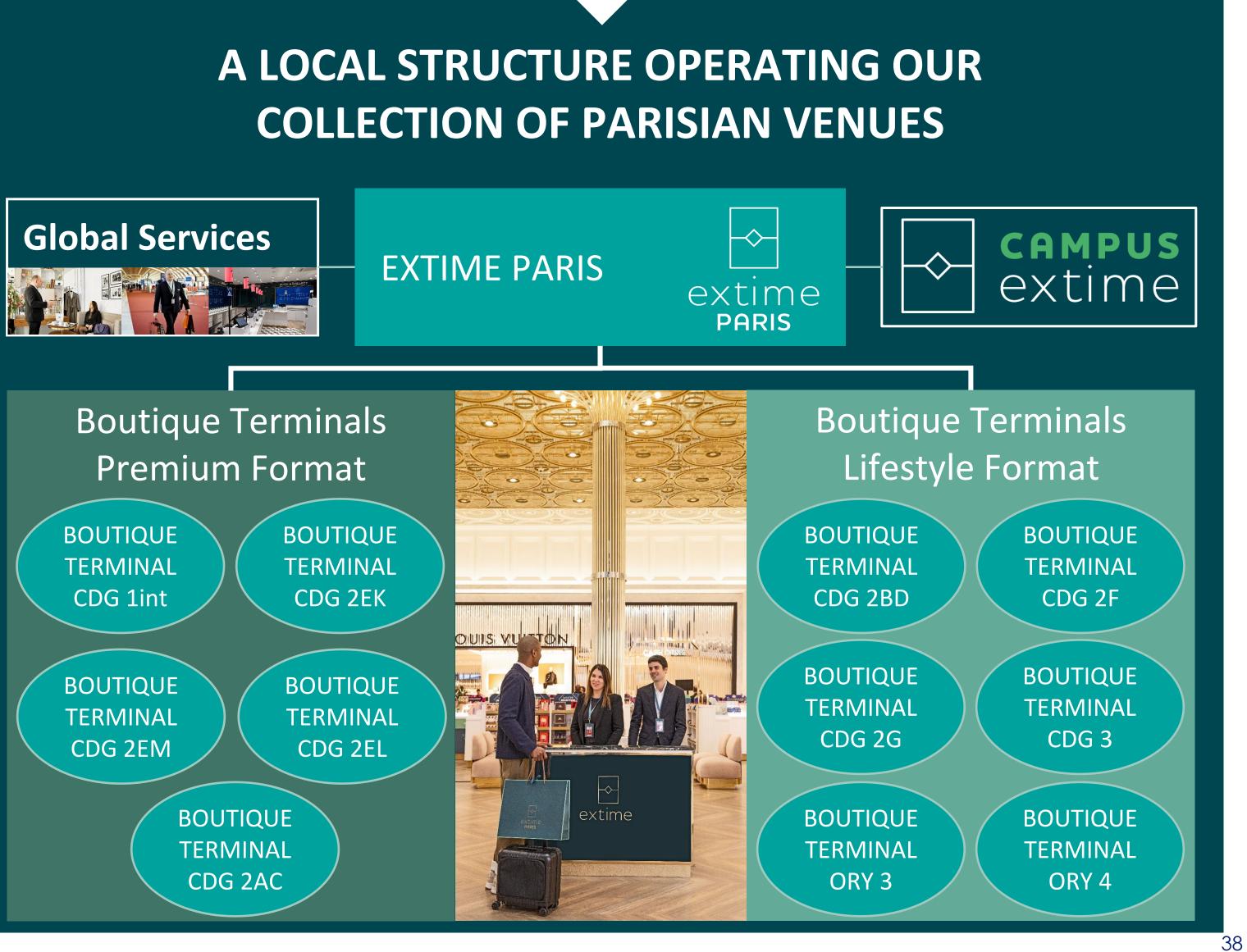


Define Business Models, lead Tenders & select Partners & Brands



Provide a full ecosystem to drive Demand before the arrival at the Airport









EXTIME PARIS MANAGES SEVERAL OPERATORS IN EACH BOUTIQUE TERMINAL 4 Product Lines operated par different operators, being mainly Extime Certified Operators



FOOD & BEVERAGE



LOUNGES









ADVERTISING

SEATING, LEISURE &

AMNENITIES









 $\mid \rightarrow \mid$

extime









EXTIME PARIS : A NEW AMBITION OF SERVICE TO DRIVE PERFORMANCE An essential lever of growth for our commercial activities

A community of Extimers federated by a team of Maîtres de Maison







EXTIME CONFERENCE – 5 APRIL 2023





A new global platform of services that benefits all operators



A new facility to train & inspire the community of Extimers







2022-2025 : A NEW CYCLE OF GROWTH OF SPP EXTENDING PAST TRENDS A convincing performance in 2022 to start the new cycle

LEVERS OF 2022-2025 SPP GROWTH

Diversification into new markets of hospitality



Progressive implementation of the **Boutique Terminal** concept



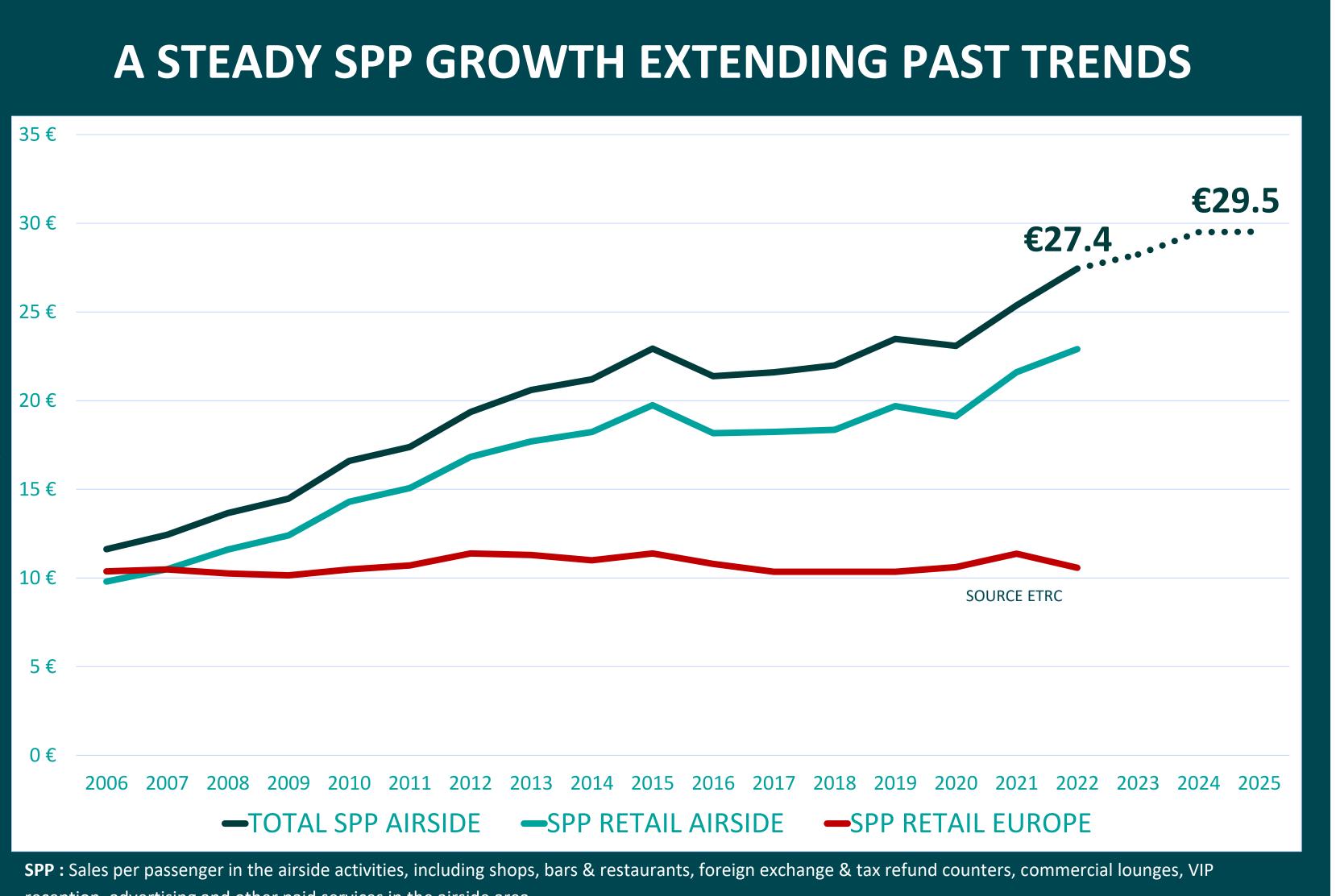
 $| \diamond |$

extime REWARDS

A full ecosystem to drive demand before the arrival at the airport





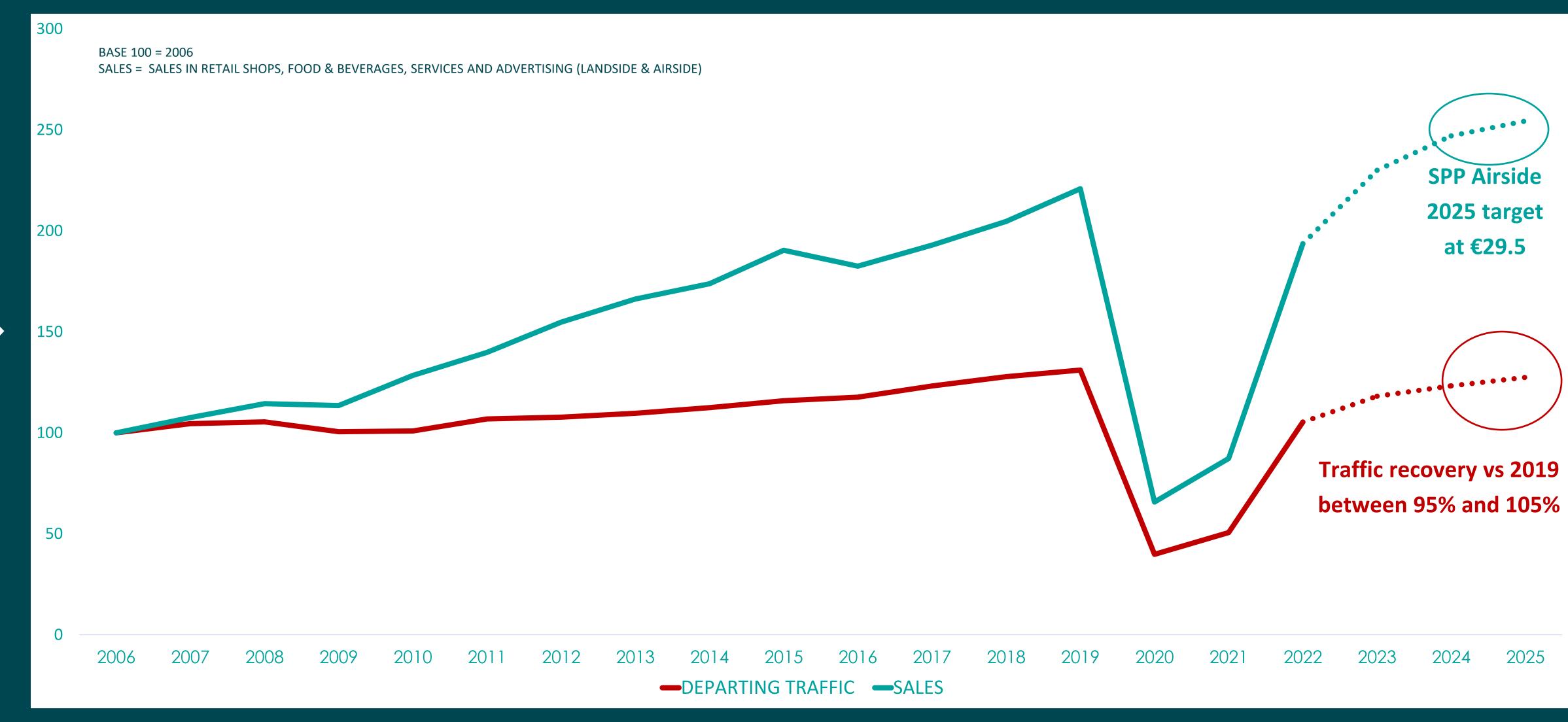


reception, advertising and other paid services in the airside area.





2022-2025: A NEW CYCLE OF GROWTH EXTENDING PAST TRENDS Historical trends to be back from 2023



EXTIME CONFERENCE – 5 APRIL 2023





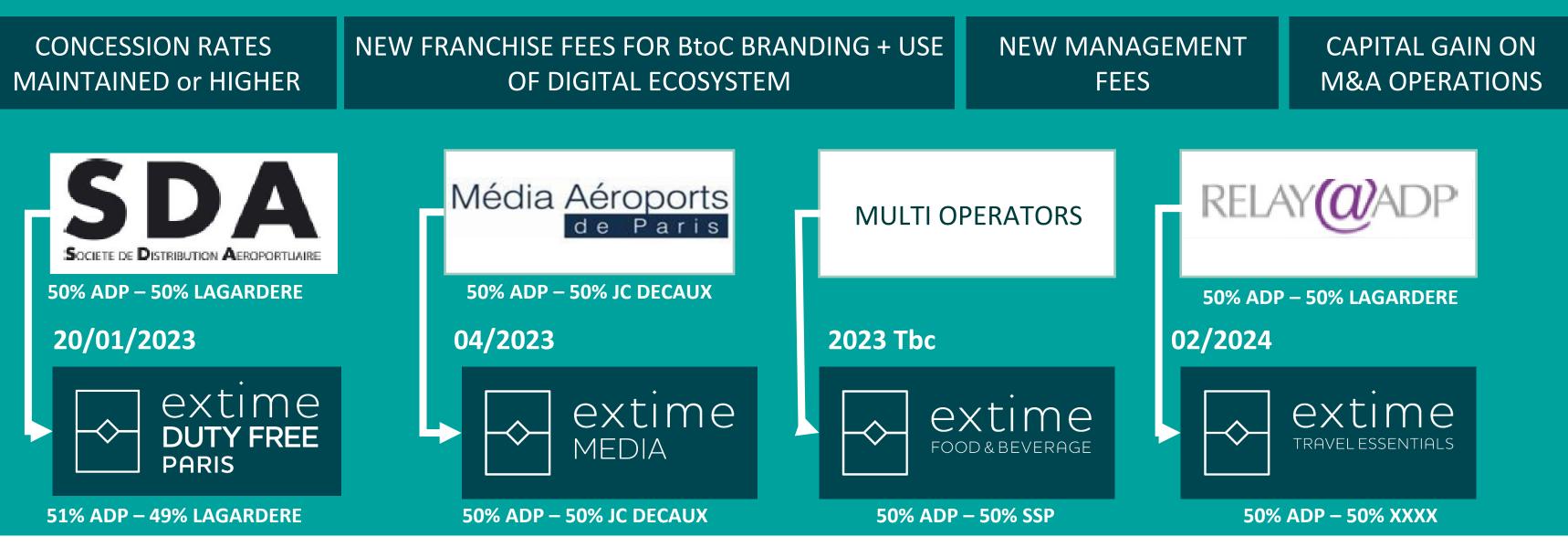




IN ADDITION, A NEW BUSINESS MODEL TO DRIVE VALUE A new business model increasing value for ADP

The transformation of the JVs into certified Operators drives new Value for ADP

- 1) At the end of each contract, ADP purchases Partners' shares in JVs
- 2) ADP transforms each JV into Extime Certified Operator, which gets then a new lease
- 3) ADP sells shares of each Extime certified Operator to a new Partner, selected via a Tender
- 4) New sources of value for ADP :



EXTIME CONFERENCE – 5 APRIL 2023





A Central structure that acts as a Franchisor, and can be leveraged for the international development





CONCLUSION

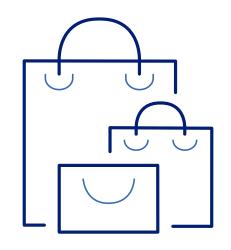
Philippe Pascal,



EXTIME CONFERENCE – 5 APRIL 2023

Deputy Executive Officer in charge of Finance, Strategy and Administration

EXTIME WILL BE A PIONEER IN AIRPORT HOSPITALITY & RETAIL



DEPLOY OUR MOST PERFORMING RETAIL MODELS TO ALL OF OUR TERMINALS

DEVELOP NEW SERVICES & TOOLS TO CAPTURE **AND STIMULATE DEMAND**

DRIVE THE GROWTH OF OUR MOST CONTRIBUTIVE ACTIVITIY

EXTIME CONFERENCE – 5 APRIL 2023



LEVERAGE OUR MULTI LOCAL NETWORK **TO EXPORT EXTIME**

BECOME THE FIRST AIRPORT HOSPITALITY FRANCHISE

OPEN A NEW PATH FOR VALUE CREATION









Disclaimer

This presentation does not constitute an offer of, or an invitation by or on behalf of Aéroports de Paris to subscribe or purchase financial securities within the United States or in any other country. Forward-looking disclosures are included in this press release. These forward-looking disclosures are based on data, assumptions and estimates deemed reasonable by Aéroports de Paris. They include in particular information relating to the financial situation, results and activity of Aéroports de Paris. These data, assumptions and estimates are subject to risks such as those described within the 2021 Universal Registration Document (URD) filed with the French financial markets authority (AMF) on 14 April 2022 under reference number D.22-0299, the amendement to the URD filed with the AMF on 1st July 2022 under reference number D.22-099.A01 and uncertainties, many of which are out of the control of Aéroports de Paris and cannot be easily predicted. They may lead to results that are substantially different from those forecasts or suggested within these disclosures.

About Groupe ADP

Groupe ADP develops and manages airports, including Paris-Charles de Gaulle, Paris-Orly and Paris-Le Bourget. In 2022, the group handled through its brand Paris Aéroport 86.7 million passengers at Paris-Charles de Gaulle and Paris-Orly, and nearly 193.7 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 2022, group revenue stood at $\leq 4,688$ million and net income at ≤ 516 million.

Registered office: 1 rue de France – 93290 Tremblay en France, France. A public limited company (Société Anonyme) with a share capital of €296 881 806 euros. Registered in the Bobigny Trade and Company Register under no. 552 016 628.

Investor Relations:

Eliott Roch Cécile Combeau + 33 6 32 35 01 46 + 33 6 98 90 85 14 invest@adp.fr finance.groupeadp.fr

Pictures: © Aéroports de Paris – Groupe ADP





