

FIRST-HALF 2022 EARNINGS

JULY 27, 2022



KLEPIERRE

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FIRST-HALF 2022: A RESILIENT BUSINESS MODEL



H1 2022 operating performances improved
from Q1 to Q2
and are back to the normal course of business



H1 2022 **net current cash flow**
per share at **€1.32**, up 84%



Steady leasing activity
delivering **2.7% positive reversion**
and an **occupancy rate** at **94.7%**



**Positive retailer sales and
footfall trajectory**



Net debt below €8bn, with **€431m disposals**
closed to date, resulting in an **LTV of 38.8%**
and a **Net debt/EBITDA** of **8.6x**

**Guidance revised upwards
to at least €2.45 per share**



WE PURSUED OUR CSR POLICY

A leadership recognized externally



Support for Ukraine

- Klépierre provided **support** to the people in **Ukraine**
- Collection of **clothes**, **food** and **healthcare** products
- **Sadyba Best Mall** in Warsaw became a **logistics hub** for the distribution of the donations to Ukraine



Active reduction in energy consumption

in a context of supply tension

01

BUSINESS OVERVIEW

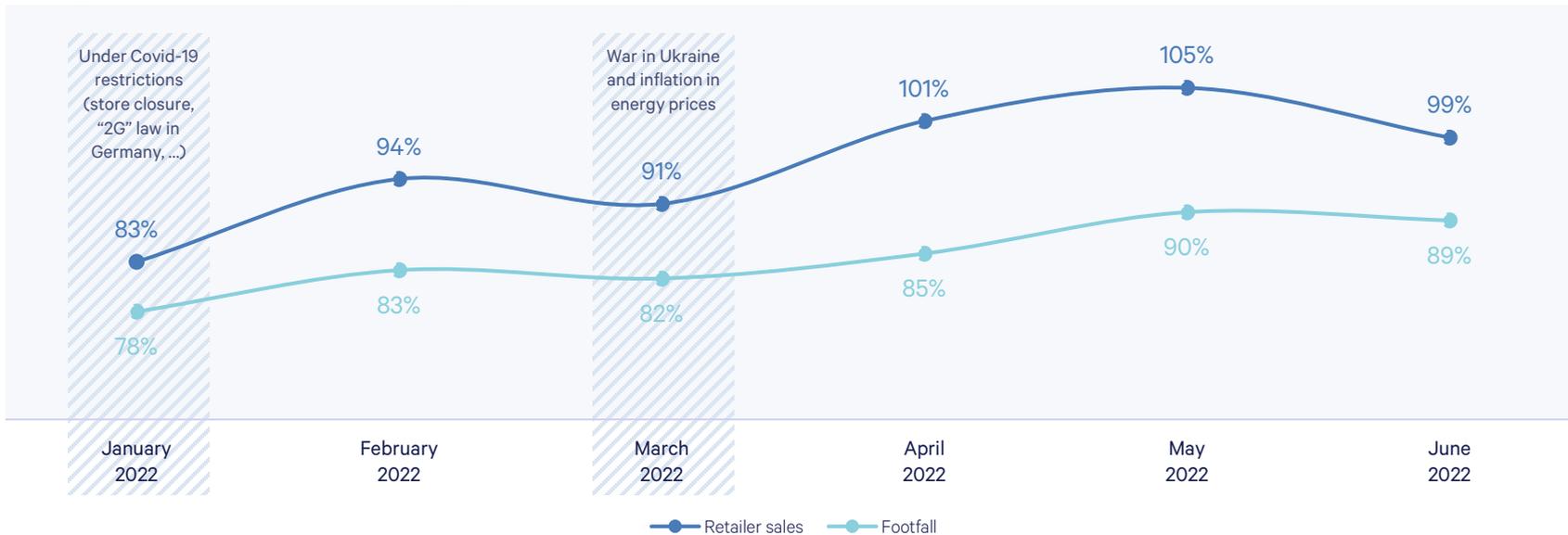


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RETAILER SALES AND FOOTFALL CONTINUED TO IMPROVE

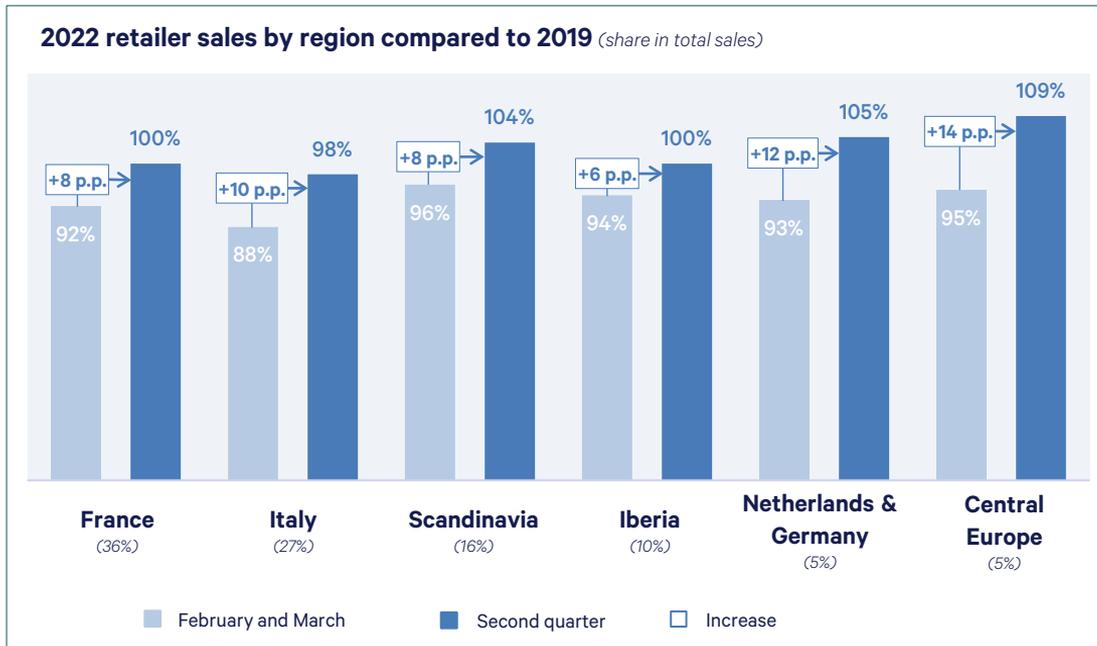
Change in retailer sales and footfall compared to 2019⁽¹⁾



- **Retailer sales reached 95% of 2019 levels** in the first half, with **footfall at 85%**
- **Trend accelerated during Q2 with sales up 1% compared to 2019 and footfall being at the highest post pandemic level** (90% in May and 89% in June)

(1) Change on a same store basis, excluding the impact of asset sales and acquisitions. N.B.: All data are excluding Turkey.

STRONG ACCELERATION IN THE SECOND QUARTER IN EACH COUNTRY



- **Retailer sales experienced a positive trend over the second quarter**

ALL SEGMENTS IMPROVED INCLUDING FOOD & BEVERAGE

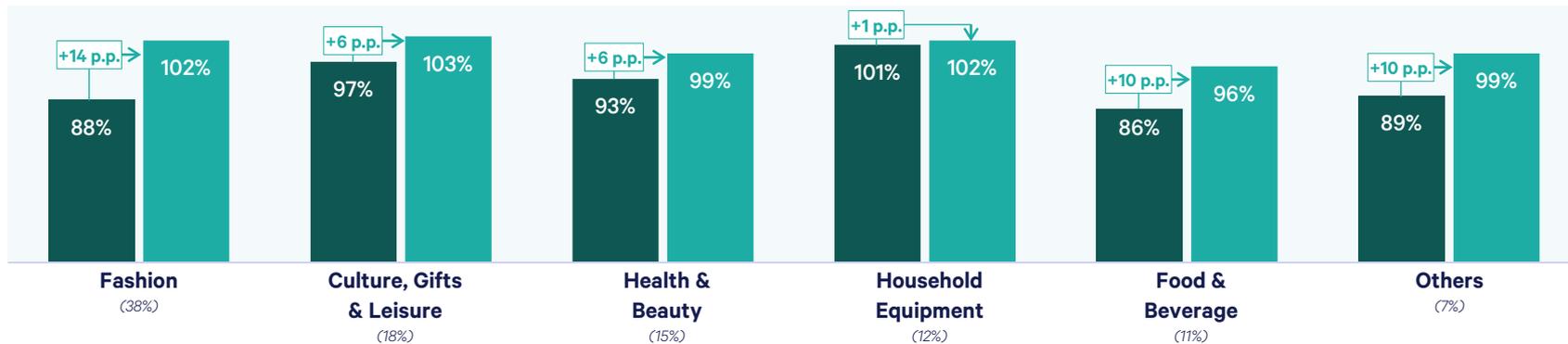


- **Fashion** confirmed its resumption, reaching 102% of 2019 levels in the second quarter
- **Household equipment** posted a sustainable outperformance
- **Food & Beverage** solidly rose, close to pre-Covid levels



2022 retailer sales by segment compared to 2019 (share in total sales)

■ February and March ■ Second quarter □ Increase



STEADY LEASING ACTIVITY AND SOLID OPERATIONAL FUNDAMENTALS



+2.7%⁽¹⁾

positive reversion
and 699 leases signed



94.7%

occupancy rate,
up 50 bps over one year



12.4%

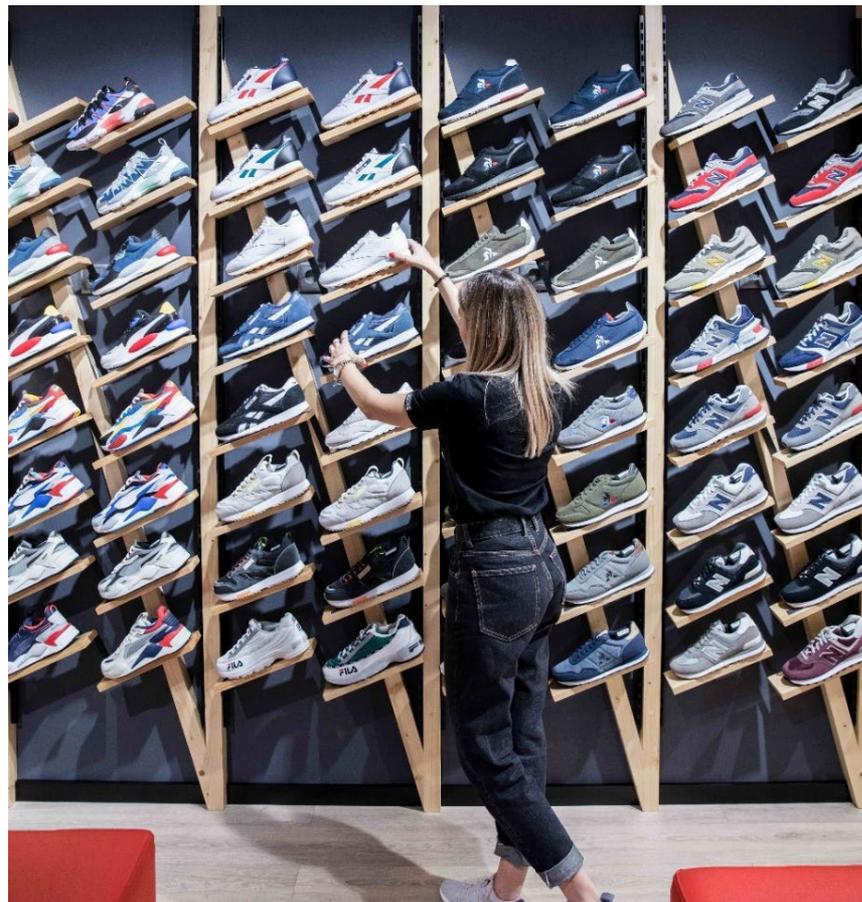
occupancy cost ratio,
down 20 bps over 6 months



(1) Average reversion on the 516 renewals and relettings signed over the first half of 2022.

FIRST-HALF 2022 OPERATING HIGHLIGHTS

	LEASING ACTIVITY		
	Reversion (%)	OCR (%)	Occupancy rate (%)
France	-0.6%	13.0%	94.0%
Italy	+5.7%	10.4%	96.8%
Scandinavia	+0.6%	12.3%	93.6%
Iberia	+8.2%	13.7%	93.7%
Netherlands & Germany	+4.3%	12.8%	94.5%
Central Europe	-4.8%	14.5%	95.6%
TOTAL SHOPPING CENTERS	+2.7%	12.4%	94.7%



OUR PLATFORM CONTINUED TO PROVE ITS ATTRACTIVENESS...

PEPCO Tefal

NIKE Normal

H&M flying tiger copenhagen

JD PULL&BEAR

RITUALS...

MINI SO ZARA

AliExpress DEICHMANN

CALZEDONIA

SKECHERS adidas

JIMMY FAIRLY

...WHILE OTHER ACTIVITIES PURSUED THEIR RESUMPTION

Variable revenues⁽¹⁾ up **77%**

compared to 2021
and above 2019 levels

havaianas

Jean Paul
GAULTIER

Laura Todd
PARIS


LA MAISON DU CHOCOLAT
PARIS

Bons baisers

de PANAME


DEVIALET



(1) Like-for-like change in sales-based rent, parking and specialty leasing.

ALL MARKETING OPERATIONS HAVE RESTARTED

We engage with our customers through loyalty program and digital



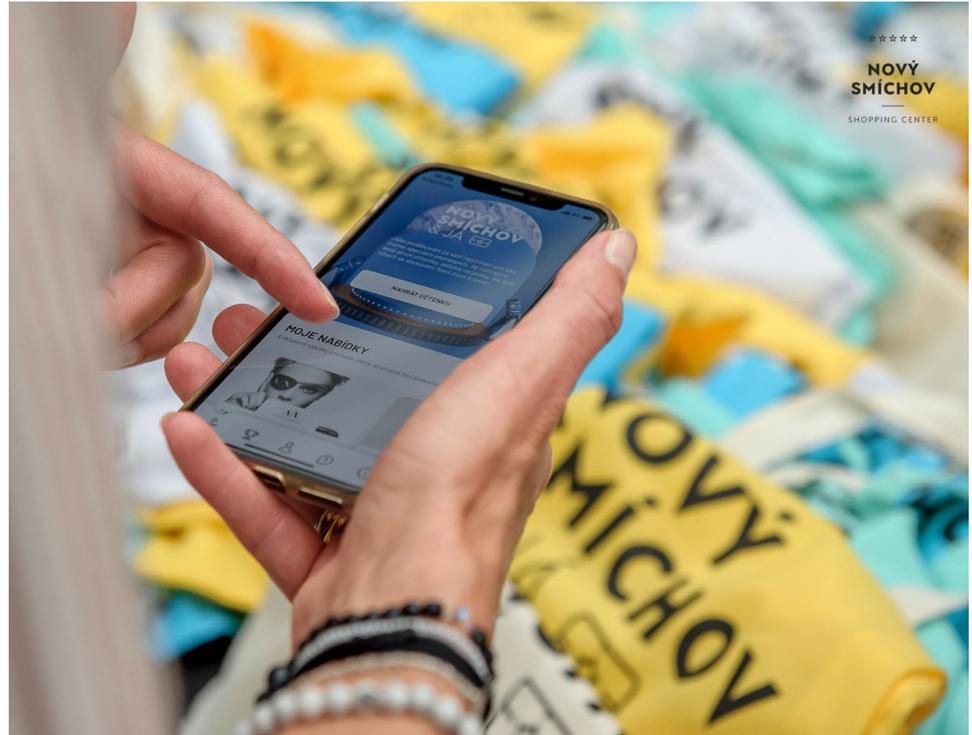
Loyalty program engaging **+30 malls**
across Europe and
+130,000 members in 2022



5.4m people
in our social media community
(Facebook and Instagram)
+24% vs. last year



Increase our communities
and awareness with new social media:
13 malls are on **TikTok** and
25 expected by the end of 2022



GRAN RENO: FULL MAKEOVER OF THE LEADING MALL IN BOLOGNA

The total investment (extension, refurbishment and Primark) of €143m with a 7.6% yield on cost



**16,700 sq.m.
extension**
opened on July 7, 2022
&
Refurbishment

completed
in September 2021

**€9.7m of
additional rents
on extension**
(of which €4.5m in 2022)

**98% let
at opening**

PRIMARK®

Stradivarius

ZARA

SEPHORA

H&M

TOMMY HILFINGER

PULL&BEAR

Bershka

HANDOVER OF 4 MEGASTORES TO PRIMARK IN H1 2022, 2 MORE TO COME

PRIMARK®

Klépierre
is the **first lessor** of **Primark**

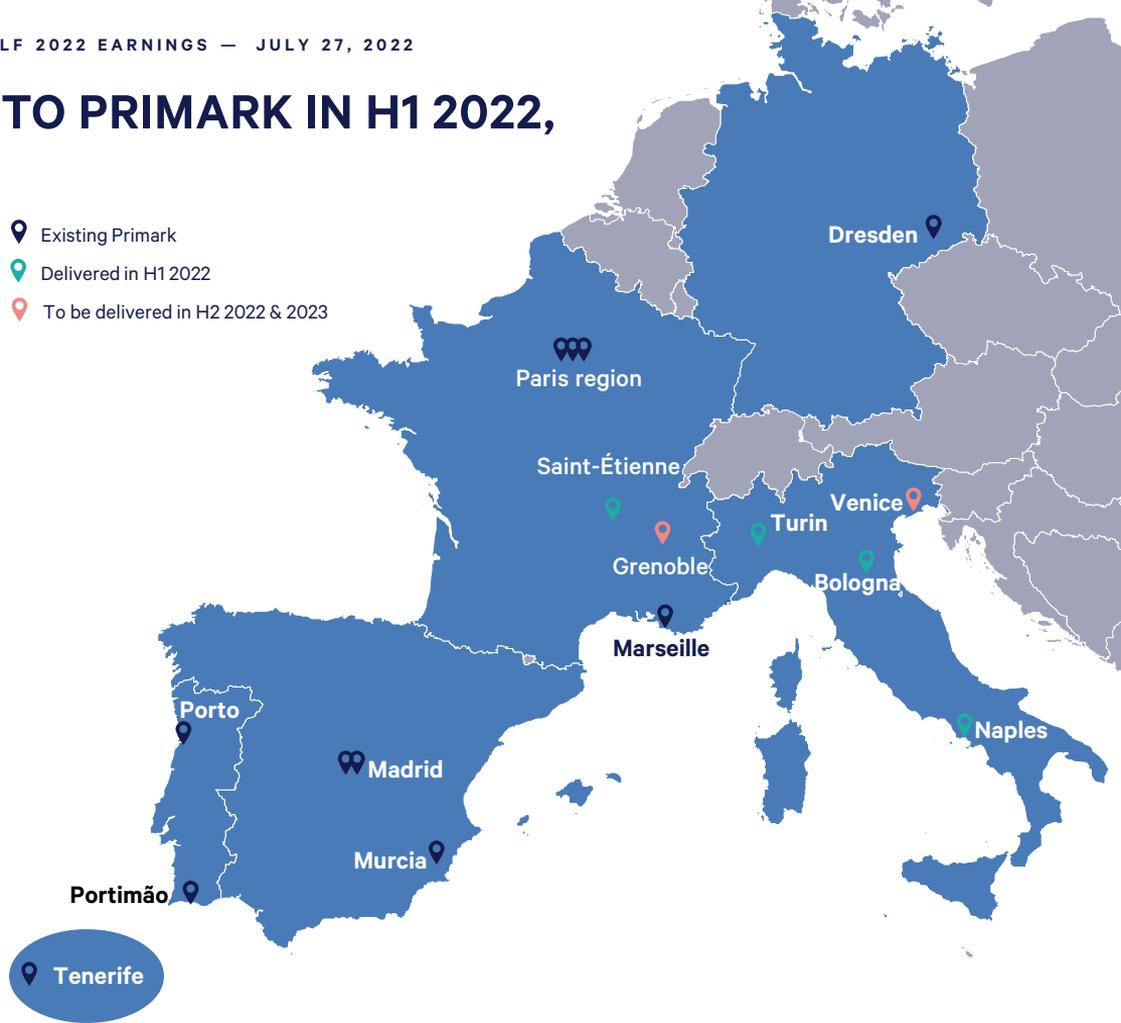
17 stores signed
(opened or to be open) to date

Average store size: 6,400 sq.m.

6 new stores will be open in
France and Italy:

Total investment of **€42m**
with a **6.8% YOC**

- 📍 Existing Primark
- 📍 Delivered in H1 2022
- 📍 To be delivered in H2 2022 & 2023



02
FIRST-HALF
2022 EARNINGS



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H1 2022 NET CURRENT CASH FLOW⁽¹⁾, UP 83.7%



H1 2022 Net Current Cash Flow per share up €0.60 mainly on the back of:

- **+€0.52** of better operational performance (mainly **decrease in rent abatements and provision for credit losses** and **higher variable revenues**); and
- **+€0.12** of **reversal of provisions** related to further improvements in collection of 2020 and 2021 rents.

(1) Figures are rounded to the nearest hundredth.

€1.4 BILLION OF DIVIDEND DISTRIBUTION IN CASH WITH SIGNIFICANTLY LOWER LEVERAGE



**Dividend distribution
to shareholders**

€1.4bn⁽¹⁾ in cash

since the outbreak of the pandemic



**Net debt
down by**

c.€1bn⁽²⁾

since December 31, 2019

(1) €2.20 per share paid in two installments on March 11, 2020 and on July 9, 2020, €1.00 per share paid in a single installment on June 23, 2021 and €1.70 per share paid in a single installment on May 16, 2022
(2) Change in net debt between December 31, 2019 (€8,830 million) and June 30, 2022, including disposals closed to date (i.e., €7,867 million, see slide 19 for more information)

ROBUST FINANCING METRICS



**Debt at €7,867 million⁽¹⁾,
down €139 million** vs. December 31, 2021.
Improved cost of debt at 1.1%
88% of net debt hedged at fixed rates in 2022

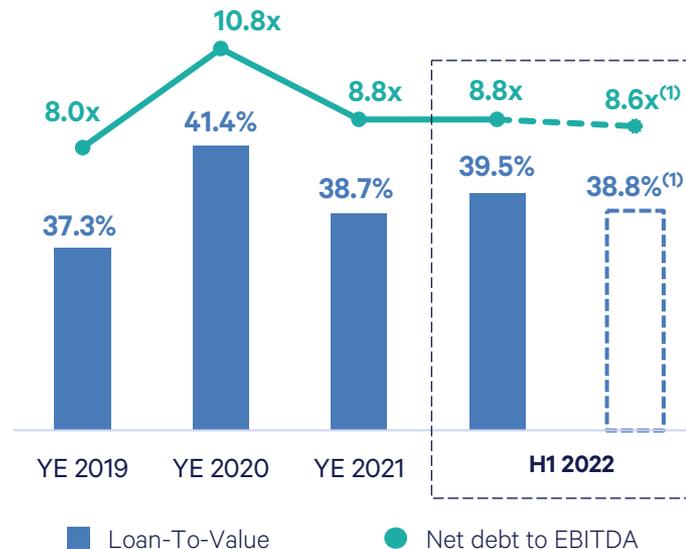


Liquidity position at €2.3 billion, **down
€500 million** compared to
December 31, 2021, after €400 million of debt
repayment



Loan-To-Value ratio 38.8%⁽²⁾
Net debt / EBITDA at 8.6x⁽²⁾
ICR at 10.0x

Change in Loan-to-value and Net debt/EBITDA

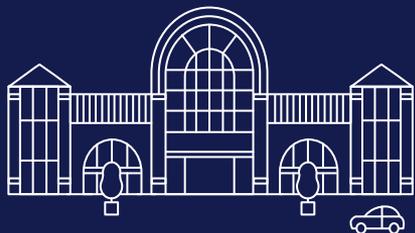


(1) Net debt restated for disposals closed after June 30, 2022

Following the May 20, 2022 ratings review, **S&P confirmed** Klépierre's current rating **BBB+ with a stable outlook**

(1) Debt as of June 30, 2022 adjusted for €257m disposal proceeds.
(2) Considering disposals closed after June 30, 2022.

AN ACTIVE ASSET ROTATION STRATEGY⁽¹⁾



€1.3bn cumulated disposals
over the past 18 months of which
€470m in 2022



5.6%

18-month blended EPRA
Net Initial Yield



0.3%

below book value
on 18-month average

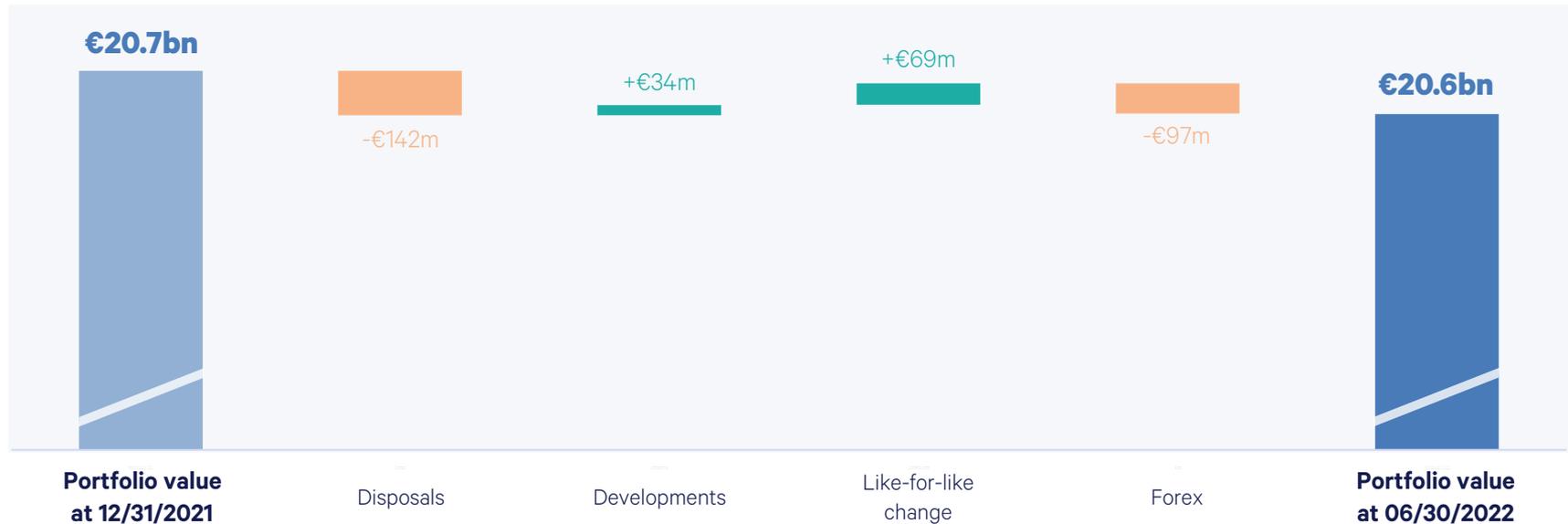
(1) Disposal include assets under promissory agreement. On a total share basis, excluding transfer taxes.

THE VALUE OF THE PORTFOLIO STOOD AT €20.6 BILLION

Up 0.3%⁽¹⁾ on a like-for-like basis over 6 months

Portfolio valuation change over the past 6 months

(€m, Total share basis, incl. transfer taxes)



(1) Following a tender process, 1/3 of Klépierre's portfolio is now valued by new external appraisers mainly in France, Italy and Iberia.

EPRA NET ASSET VALUE METRICS

EPRA NTA 6-month reconciliation per share

In euros per share

EPRA NTA at 12/31/2021	31.20
Cash flow	1.32
Like-for-like asset revaluation	0.28
Dividend (equity repayment)	(1.70)
Forex and other	(0.50)
EPRA NTA at 06/30/2022	30.60

EPRA asset valuations	June 2021	December 2021	June 2022
EPRA NRV	€33.8	€35.1	€34.5
EPRA NTA	€29.7	€31.2	€30.6
EPRA NDV	€25.4	€27.1	€29.2

EPRA NTA per share amounted to €30.60 as of June 2022, compared to €31.20 as of December 2021.

This decrease mainly reflects the **payment of the dividend (€1.70/share) in a single installment** relating to 2021, partly offset by the **6-month cash-flow generation (€1.32/share)**.

03 OUTLOOK



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2022 GUIDANCE REVISED UPWARD

For 2022, the Group expects net current cash flow to reach at least €2.45 per share⁽¹⁾, a 5.4% increase compared to the midpoint of the initial guidance.

This updated guidance assumes that the business operations are not impacted in H2 2022 by new Covid-related disruptions on our clients' operations or by any major deterioration in the geopolitical situation. It does include disposals closed to date and a €0.12 profit per share booked in H1 2022 relating to higher rent collection for 2020 and 2021.



(1) Excluding the impact of amortizing Covid-19 rent concessions

QUESTIONS & ANSWERS



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AGENDA

October 19, 2022

Q3 2022 Business Review⁽¹⁾



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⁽¹⁾ After market close

FIRST-HALF 2022 OPERATING HIGHLIGHTS

	NET RENTAL INCOME		LEASING ACTIVITY	
	06/30/2022 Current (€m)	Reversion (%)	OCR (%)	Occupancy rate (%)
FRANCE	198.1	-0.6%	13.0%	94.0%
ITALY	98.6	+5.7%	10.4%	96.8%
SCANDINAVIA	65.1	+0.6%	12.3%	93.6%
IBERIA	57.2	+8.2%	13.7%	93.7%
NETHERLANDS & GERMANY	36.9	+4.3%	12.8%	94.5%
CENTRAL EUROPE	30.1	-4.8%	14.5%	95.6%
OTHER COUNTRIES	4.3	-12.3%	10.1%	93.5%
TOTAL SHOPPING CENTERS	490.3	+2.7%	12.4%	94.7%

PROFIT & LOSS

In €m	TOTAL SHARE		GROUP SHARE	
	06/30/2022	06/30/2021	06/30/2022	06/30/2021
Gross rental income	577.3	444.3	500.1	378.2
Rental & building expenses	(76.0)	(123.8)	(64.3)	(107.1)
NET RENTAL INCOME	501.3	320.6	435.7	271.1
Management, administrative and related income	36.5	31.1	35.1	29.3
Other operating income	5.5	4.6	5.0	4.4
Survey and research costs	(2.9)	(0.2)	(2.9)	(0.2)
Payroll expenses	(50.5)	(54.1)	(48.0)	(51.2)
Other general expenses	(23.3)	(17.1)	(22.4)	(16.4)
EBITDA	466.6	284.9	402.6	237.1
Depreciation, amortization and impairment of intangible assets and property, plant and equipment	(8.0)	(8.8)	(7.7)	(8.1)
Provisions	(0.4)	(0.7)	(0.4)	(0.7)
Profit or losses on disposal of investment properties	(19.9)	0.5	(20.1)	0.2
Goodwill impairment	(3.0)	(112.8)	(3.0)	(111.9)
Change in value of investment properties	(2.6)	(456.2)	16.2	(366.1)
OPERATING INCOME (LOSS)	432.7	(293.2)	387.6	(249.5)
Cost of net debt	(58.1)	(58.2)	(52.9)	(50.8)
Change in the fair value of financial instruments	17.8	(4.3)	16.6	(4.3)
Gain (loss) on net monetary position	(33.3)	-	(30.4)	-
Share in earnings of equity-accounted companies	35.8	55.0	33.2	55.1
PROFIT (LOSS) BEFORE TAXES	394.8	(300.7)	354.1	(249.6)
Tax due	(14.6)	(43.8)	(10.7)	(43.0)
Deferred taxes	(50.8)	412.3	(48.8)	403.6
CONSOLIDATED NET INCOME (LOSS)	329.4	67.8	294.6	111.1

CASH FLOW STATEMENT

In €m	TOTAL SHARE		GROUP SHARE	
	06/30/2022	06/30/2021	06/30/2022	06/30/2021
GROSS RENTAL INCOME	577.3	444.3	500.1	378.2
Rental and building expenses	(76.0)	(123.8)	(64.3)	(107.1)
NET RENTAL INCOME	501.3	320.6	435.7	271.1
Management and other income	42.0	35.7	40.1	33.8
General and administrative expenses	(76.7)	(71.4)	(73.2)	(67.8)
<i>Restatement for payroll and deferred expense / income</i>	(1.9)	-	(2.0)	-
<i>Restatement depreciation charge of right-of-use assets (IFRS 16)</i>	(4.0)	(4.2)	(3.8)	(4.0)
<i>Restatement for IFRIC 21 H2 impact</i>	7.7	8.2	7.7	8.2
Cost of net debt	(58.1)	(58.2)	(52.9)	(50.8)
<i>Restatement for financial allowance & financial restructuring</i>	6.4	(0.2)	6.4	(0.2)
Share in earnings of equity-accounted companies	28.5	17.6	27.4	16.2
Current tax expenses	(17.6)	0.1	(13.7)	0.4
NET CURRENT CASH FLOW	427.7	248.1	371.7	206.9
<i>Restatement for payroll and deferred expense</i>			2.0	0.0
<i>Restatement for amortization allowances and provisions for contingencies and losses</i>			(4.3)	(4.8)
EPRA EARNINGS			369.4	202.1
<i>Per share (in €) ⁽¹⁾</i>				
NET CURRENT CASH FLOW PER SHARE - IFRS			1.30	0.72
EPRA EARNINGS PER SHARE			1.29	0.71
			286,037,065	285,539,909

⁽¹⁾ Average number of shares excluding treasury shares

PORTFOLIO VALUATION

(€m, Total share, incl. transfer taxes)

	06/30/2022	% of total portfolio	12/31/2021	6-month change Reported	6-month change Like-for-like ⁽¹⁾
France	8,177	39.7%	8,240	-0.8%	-0.5%
Italy	4,064	19.8%	4,003	+1.5%	+0.5%
Scandinavia	3,053	14.8%	3,132	-2.5%	+0.0%
Iberia	2,214	10.8%	2,133	+3.8%	+3.8%
Netherlands & Germany	1,884	9.2%	1,895	-0.6%	-0.6%
Central Europe	964	4.7%	960	+0.4%	+0.4%
Other countries	147	0.7%	156	-5.5%	+8.4%
TOTAL SHOPPING CENTERS	20,502	99.6%	20,518	-0.1%	+0.3%
Other retail properties	75	0.4%	195	-61.6%	-0.6%
TOTAL PORTFOLIO	20,577	100.0%	20,713	-0.7%	+0.3%

⁽¹⁾ Excludes the impact of new centers opened, acquisitions, asset sales completed since January 1, 2022, extension capex and foreign exchange impacts.

PORTFOLIO VALUATION

(€m, Group share, incl. transfer taxes)

	06/30/2022	% of total portfolio	12/31/2021	6-month change Reported	6-month change Like-for-like ⁽¹⁾
France	6,588	37.5%	6,640	-0.8%	-0.4%
Italy	4,042	23.0%	3,979	+1.6%	+0.6%
Scandinavia	1,713	9.7%	1,757	-2.5%	+0.0%
Iberia	2,214	12.6%	2,133	+3.8%	+3.8%
Netherlands & Germany	1,855	10.5%	1,865	-0.5%	-0.5%
Central Europe	964	5.5%	960	+0.4%	+0.4%
Other countries	140	0.8%	148	-5.3%	+8.7%
TOTAL SHOPPING CENTERS	17,516	99.6%	17,481	+0.2%	+0.5%
Other retail properties	75	0.4%	195	-61.6%	-0.6%
TOTAL PORTFOLIO	17,591	100.0%	17,676	-0.5%	+0.5%

⁽¹⁾ Excludes the impact of new centers opened, acquisitions, asset sales completed since January 1, 2022, extension capex and foreign exchange impacts.

ABOUT KLÉPIERRE



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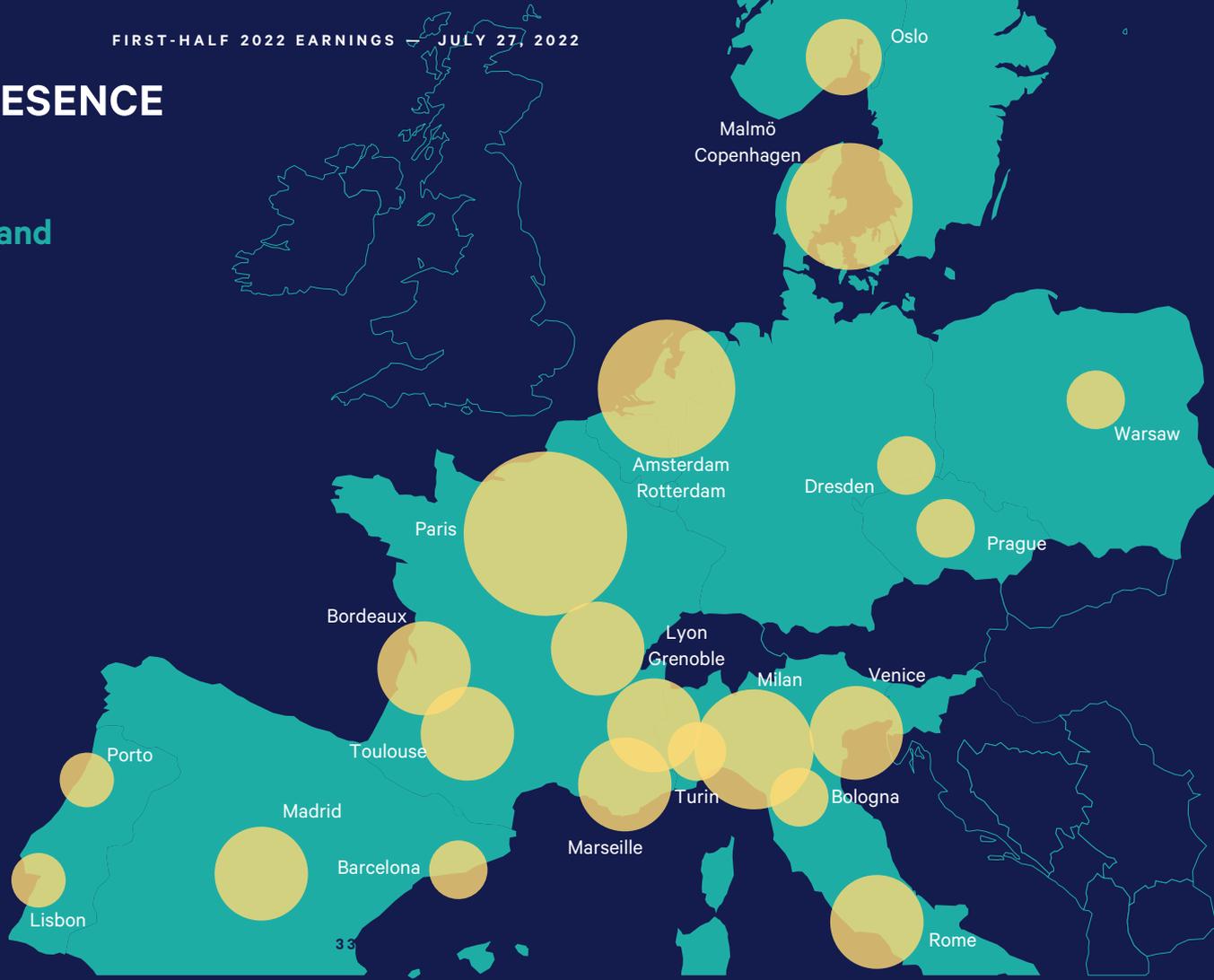
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A PAN-EUROPEAN PRESENCE

Focusing on dense, affluent and growing urban areas in Europe

Matching top national and international retailers' footprints

Maintaining our malls' leadership in our catchment areas



OUR OPERATIONAL INITIATIVES



RETAIL FIRST®

Right-sizing

Destination Food®

Brands going retail



LET'S PLAY®

Retailtainment

Digital

Emotion



CLUBSTORE®

Experience

Hospitality

Design



ACT FOR GOOD®

WITH KLÉPIERRE

Low carbon

Local value creation

Social awareness

GOVERNANCE AND SHAREHOLDER BASE

● Executive Board

CEO: Jean-Marc Jestin (since 2016)

CFO: Stéphane Tortajada

● Supervisory Board

David Simon, Chairman (since 2012)

John Carrafiell*

Béatrice de Clermont-Tonnerre*

Steven Fivel

Robert Fowlds

Stanley Shashoua

Rose-Marie Van Lerberghe*

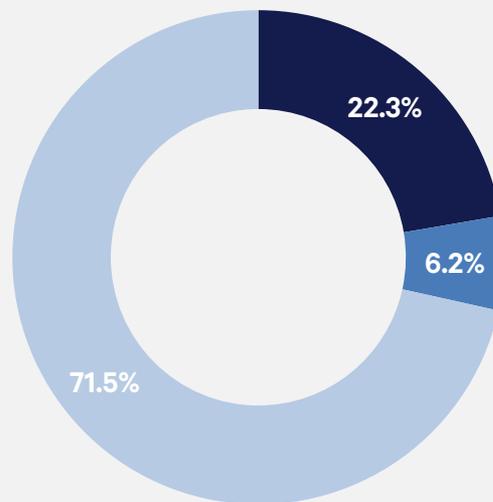
Catherine Simoni*

Florence Von Erb*

* Independent members

(1) Shareholders holding equal to or greater than 5%: Blackrock, Norges and Resolution Capital

Shareholder base as of December 31, 2021

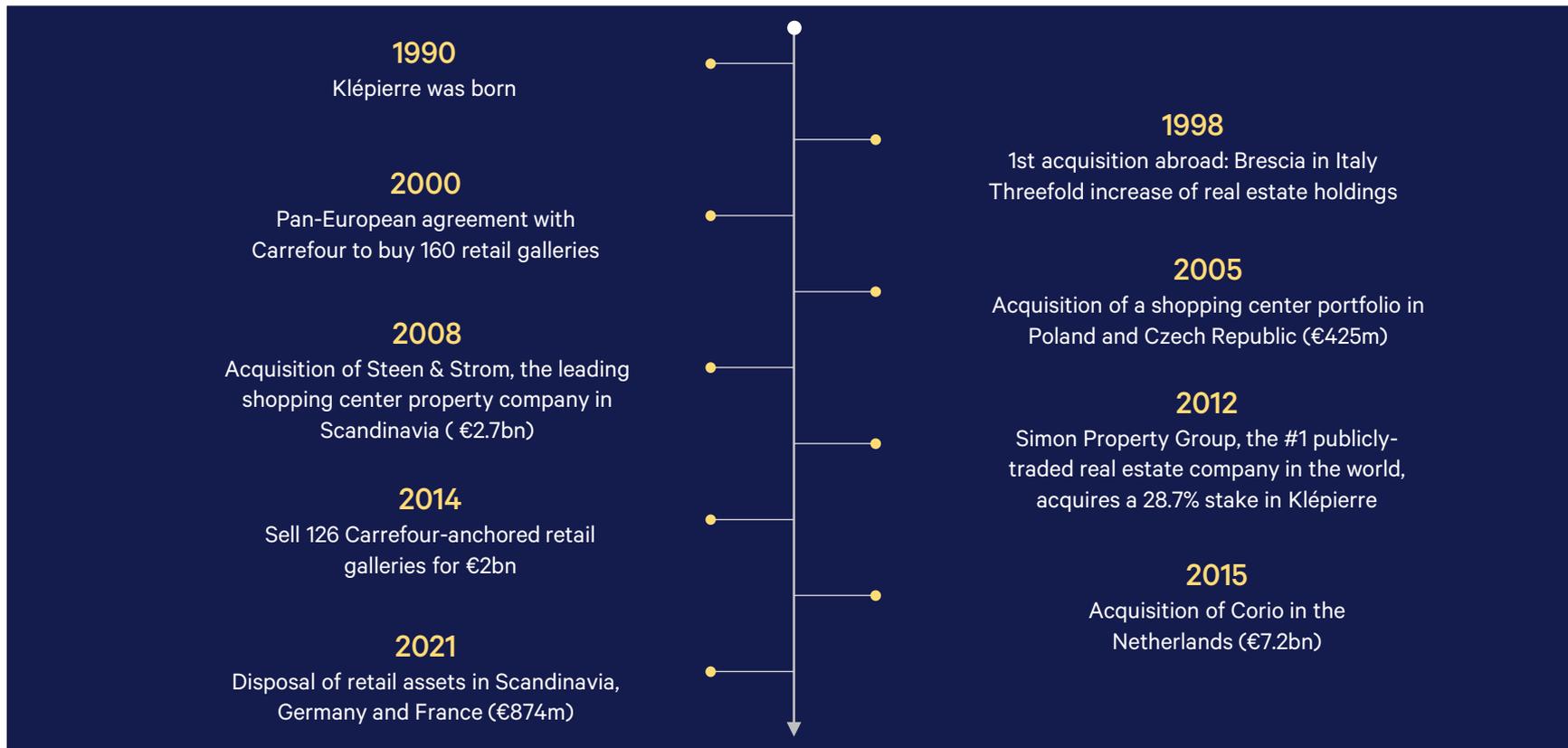


■ Simon Property Group

■ APG Asset Management

■ Other shareholders (free-float, including treasury shares)⁽¹⁾

HISTORY



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