



**GROUPE ADP**

SHARING NEW HORIZONS

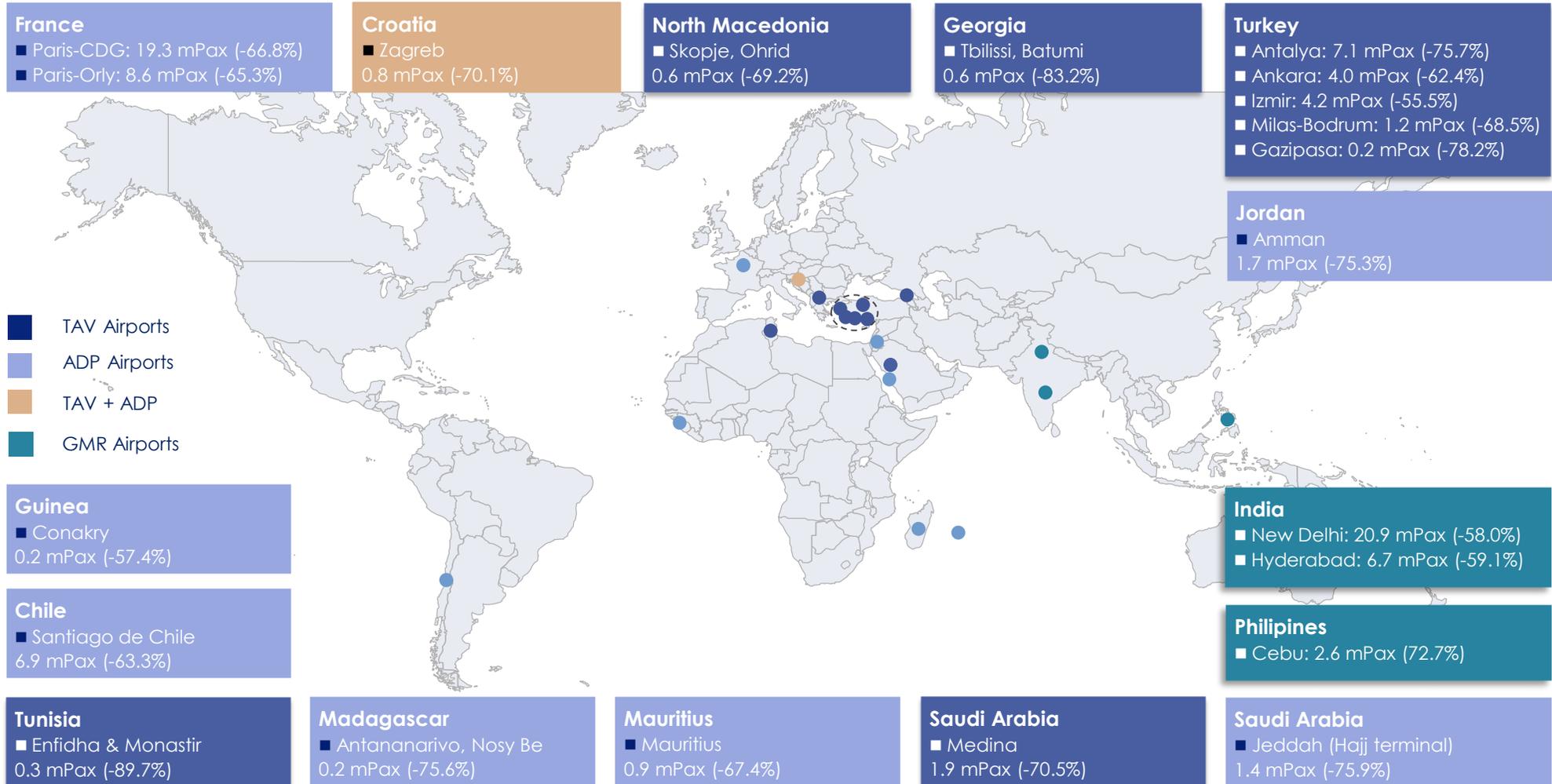
# 2020 9-MONTH REVENUE



# 2020 9M GROUP TRAFFIC IS AFFECTED BY THE COVID-19 PANDEMIC



## 2020 9M Group traffic at 72.3 mPax<sup>(1)</sup> (-61.8%)

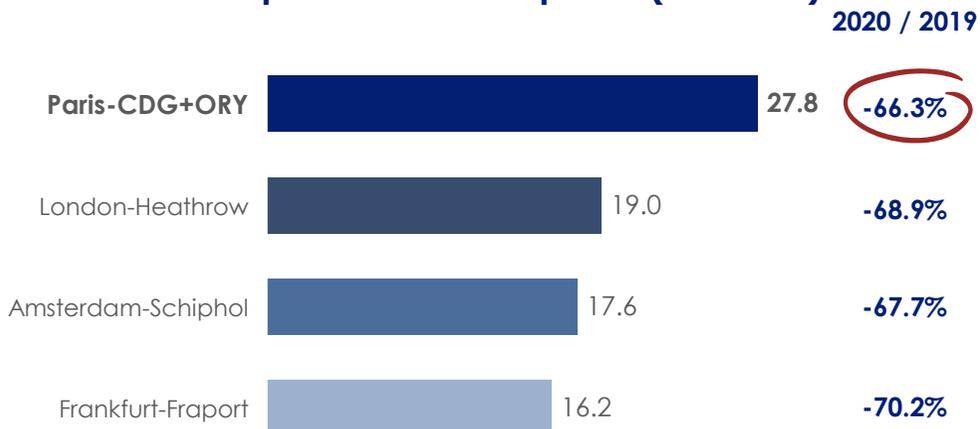


1. Group traffic @100%. Group traffic @100% does not take into account the traffic of Istanbul Atatürk Airport in 2019. Group traffic @100% in 2020 includes the traffic of Delhi International Airport Limited (DIAL), Hyderabad International Airport Limited (GHIAL) and Mactan-Cebu International Airport as of 1 March 2020 (on shareholdings in GMR Airports see press releases of 20 and 26 February, and 7 July 2020). For information, taking into account the traffic of Istanbul Atatürk Airport in 2019, the group's traffic @100% is down by -64.8% over the first 9 months of 2020 compared to the first 9 months of 2019. Excluding the integration of GMR Airports as of 1 March 2020, the decrease in group traffic would be -68.3% over the first 9 months of 2020 compared to the first 9 months of 2019

# TRAFFIC AT PARIS AÉROPORT DOWN BY-66.3 % OVER 9M 2020



## Paris Aéroport's traffic vs. peers (in mPax)



Decline in traffic at Paris Aéroport due to the CoVid-19:

- ◆ CDG: -66.8%, at 19.3 mPax
- ◆ ORY: -65.3%, at 8.6 mPax

A flexible and agile monitoring of the infrastructures reopening:

- ◆ At Paris-Charles de Gaulle: only terminal 2E (gate K), 2F and 2AC are currently open in order to handle the entirety of commercial passenger flights
- ◆ At Paris-Orly: Orly 1 (B), Orly 3 and Orly 4 are currently open to commercial traffic

## Main indicators for Paris Aéroport

International traffic<sup>(1)</sup>

39.1%  
-68.0%

Low-cost traffic

20.4%  
-69.7%

Connecting rate<sup>(2)</sup>

23.4%  
+0.9 pts

Load factor

72.1 %  
-14.6 pts

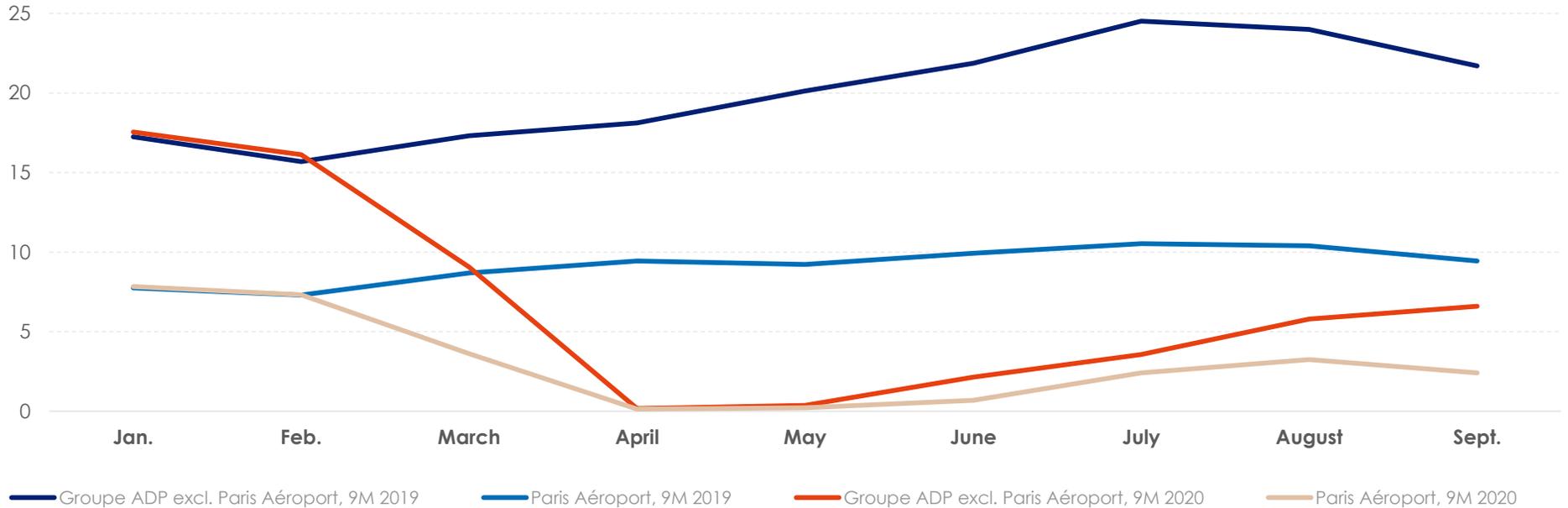
% Paris Aéroport (Parisian airports) total traffic (departures and arrivals) 2020 / 2019 change in Paris (in %)

Arrivals and departures at Paris Aéroports	Share of the total traffic	Change 2020/2019
France	19.6%	-55.6%
Europe (excluding France)	41.4%	-68.4%
Other international	39.1%	-68.0%
Africa	11.8%	-64.5%
North America	7.6%	-76.8% <sup>(3)</sup>
Latin America	3.1%	-66.3%
Middle East	4.9%	-68.0%
Asia/Pacific	4.6%	-75.7% <sup>(4)</sup>
French overseas territories	7.1%	-45.1%

# A SLIGHTLY SWIFTER RECOVERY ON INTERNATIONAL PLATFORMS



Monthly passenger traffic 9M 2020 vs. 9M 2019  
(in millions of passengers)

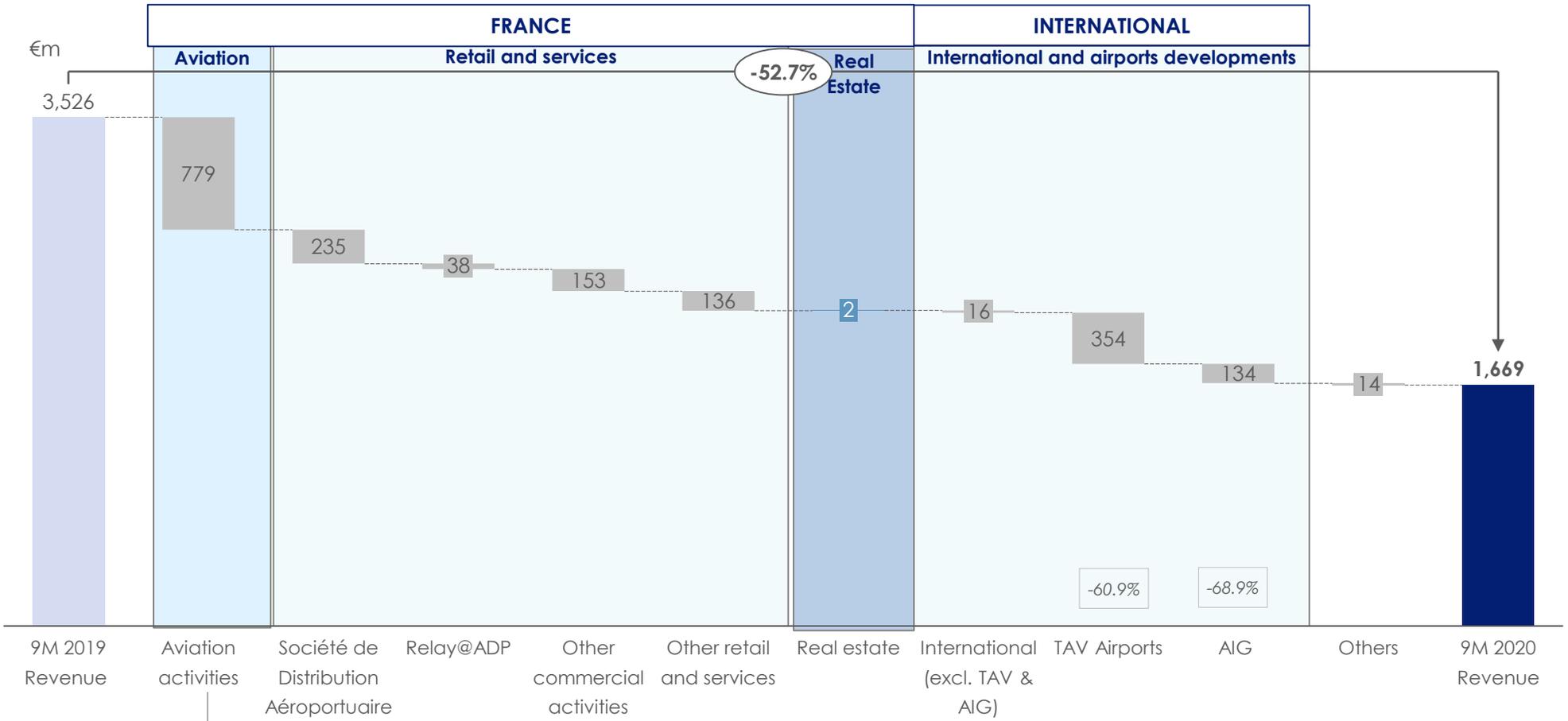


Over the period from 1 January to 30 September 2020, traffic at Paris Aéroport was down by 66.3% compared with 2019, compared with 66.0% for Groupe ADP's airports other than the Parisian platforms

In the third quarter of 2020, Paris Aéroport handled 27% of the 2019 traffic over the same period, Groupe ADP airports other than the Parisian platforms handled 23%

In September 2020, a more dynamic pace through Groupe ADP's platform compared to Parisian platform

# 9M 2020 REVENUE DOWN BY 52.7 % AT €1,669 MILLION



♦ Aviation: -53.2%, of which airports fees: -61.8%

♦ Retail activities and services 9M 2020 revenue : -52.4%

♦ 9M 2020 Sales/Pax : €18.6 (-2.0%)



## 2020 Traffic Paris Aéroport

**Paris Aéroport:** Assumption of a drop in traffic of **between -65% and -70% vs 2019**  
(vs. -63 % previously)

## Consolidated revenue of Groupe ADP

**Decrease between c. -€2.3bn and -€2.6bn vs 2019**  
(vs. -€2bn and €-2.5bn in the sensitivity analysis<sup>1</sup>)

## Reduction of the group operating expenses

**€650M-€700M** (vs. €550M previously)



## **APPENDICES**

# 9M 2020 GROUP TRAFFIC

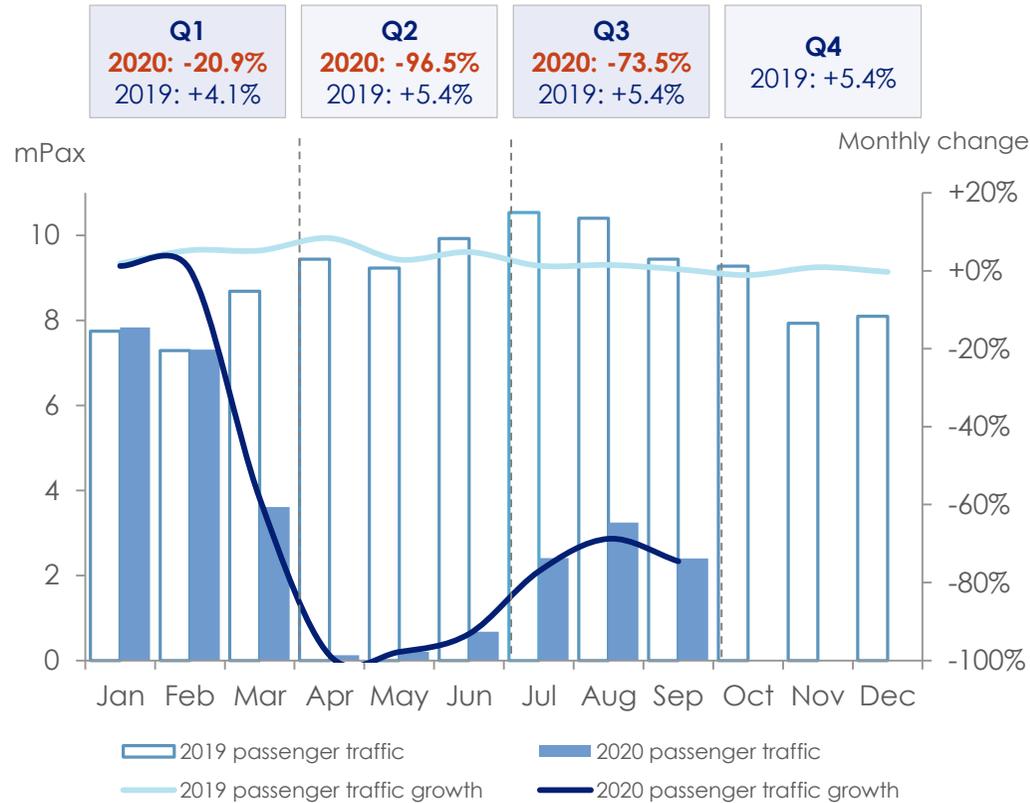


In mPax	Group traffic @100%	2020 / 2019 change	Stake-weighted traffic <sup>(1)</sup>	2020 / 2019 change <sup>(2)</sup>
Paris Aéroport (CDG+ORY)	27.8	-66.3%	27.8 (@ 100%)	-66.3%
Zagreb	0.8	-70.1%	0.2 (@ 20.8%)	-70.1%
Jeddah-Hajj	1.4	-75.9%	0.1 (@ 5%)	-75.9%
Amman	1.7	-75.3%	1.7 (@ 100%)	-75.3%
Mauritius	0.9	-67.4%	0.1 (@ 10%)	-67.4%
Conakry	0.2	-57.4%	0.0 (@ 29%)	-57.4%
Santiago de Chile	6.9	-63.3%	3.1 (@ 45%)	-63.3%
Madagascar	0.2	-75.6%	0.1 (@ 35%)	-75.6%
New Delhi - GMR Airports	8.9	N/A	4.3 (@49%)	N/A
Hyderabad - GMR Airports	2.9	N/A	1.4 (@49%)	N/A
Cebu - GMR Airports	0.5	N/A	0.1 (@19.6%)	N/A
Antalya - TAV Airports	7.1	-75.7%	7.1 (@ 100%)	-75.7%
Ankara Esenboga - TAV Airports	4.0	-62.4%	4.0 (@ 100%)	-62.4%
Izmir - TAV Airports	4.2	-55.5%	4.2 (@ 100%)	-55.5%
Other airports - TAV Airports <sup>(3)</sup>	5.6	-74.6%	5.6 (@ 100%)	-74.6%
<b>TOTAL GROUP</b>	<b>72.3</b>	<b>-61.8%</b>	<b>59.8</b>	<b>-65.0%</b>
<b>TOTAL GROUP (incl. Atatürk)</b>	<b>72.3</b>	<b>-64.8%</b>	<b>59.8</b>	<b>-68.0%</b>
<b>GROUP AENA<sup>(4)</sup></b>	<b>64.9</b>	<b>-69.7%</b>	<b>-</b>	<b>-</b>
<b>VINCI AIRPORTS</b>	<b>62.7</b>	<b>-67.9%</b>	<b>48.8</b>	<b>-68.2%</b>
<b>GROUP FRAPORT</b>	<b>71.7</b>	<b>-63.3%</b>	<b>45.6</b>	<b>-68.1%</b>

1. Total traffic is calculated using the following method: traffic at the airports that are fully integrated is recognized at 100%, while the traffic from the other airports is accounted for pro rata to Groupe ADP's percentage holding. Traffic of all TAV Airports' airports is taken into account at 100% in accordance with TAV Airports' financial communication practices
2. Change in 9M 2020 stake-weighted traffic compared to 9M 2019 stake-weighted traffic
3. Turkey (Milas-Bodrum & Gazipaşa), Croatia (Zagreb), Saudi Arabia (Medinah), Tunisia (Monastir & Enfidha), Georgia (Tbilissi & Batumi), and North Macedonia (Skopje & Ohrid)
4. AENA Group stated traffic only accounts for Spanish airports



### MONTHLY CHANGE IN TRAFFIC





# CLOSURE OF INFRASTRUCTURES FOLLOWING DECISIONS BY THE AUTHORITIES OR FOR OPERATIONAL OPTIMIZATION

France - Paris-CDG (ADP): Continuation of domestic and international commercial flights (albeit with travel restrictions)

France - Paris-Orly (ADP): Reopen to domestic and international traffic (albeit with travel restrictions) since 26/06/2020

Croatia - Zagreb (ADP 21% & TAV 15%): Continuation of domestic and international commercial flights (albeit with travel restrictions)

North Macedonia  
■ Skopje (TAV 100%)  
■ Ohrid (TAV 100%)  
■ Open to domestic and international traffic

Georgia  
■ Tbilisi (TAV 80%)  
■ Batumi (TAV 76%)  
■ Open to domestic and international traffic

Turkey  
■ Antalya (TAV 49%)  
■ Ankara (TAV 100%)  
■ Izmir (TAV 100%)  
■ Gazipasa (TAV 100%)  
■ Bodrum (TAV 100%)  
■ Open to domestic and international traffic (albeit with travel restrictions)

Jordan – Amman (ADP 51%)  
■ Suspension of international traffic since 17/03/2020  
■ Reopening international traffic (albeit with travel restrictions) on September 8th

## Situation as of September 30<sup>th</sup>, 2020

- Airport open to domestic and international commercial traffic
- Airport open to domestic commercial traffic only
- Airport closed or commercial traffic suspended

Guinea - Conakry (ADP 29%): Open to domestic and international traffic (albeit with travel restrictions)

Chili - Santiago de Chile (ADP 45%): Suspension of international traffic since 17/03/2020

Tunisia - Enfidha & Monastir (TAV 67%): Open to domestic and international traffic (albeit with travel restrictions)

Madagascar  
■ Antananarivo (ADP 35%)  
■ Nosy Be (ADP 35%)  
■ Suspension of international traffic since 20/03/2020

Mauritius (ADP 10%): Reopening to domestic and international traffic (albeit with travel restrictions) on October 1st

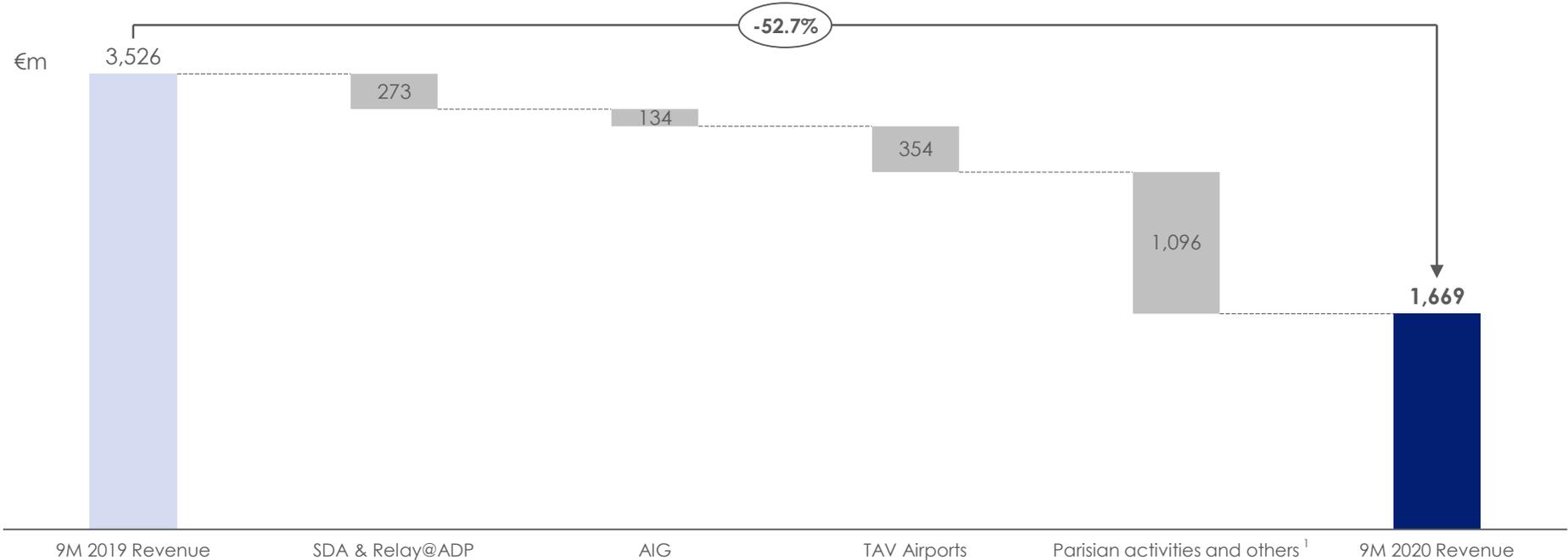
Saudi Arabia - Jeddah (Hajj Terminal – ADP 5%):  
■ Suspension of all traffic since 25/03/2020  
■ Reopening to domestic and international traffic (albeit with travel restrictions) on September 15th

Saudi Arabia - Medinah (TAV 33%):  
■ Reopening international traffic (albeit with travel restrictions) on September 15th

India  
■ New Delhi (GMR 64%)  
■ Hyderabad (GMR 63%)  
■ Open to domestic and international traffic (albeit with travel restrictions)  
■ International flights limited to countries India has signed bilateral agreements with.

Philippines - Cebu (GMR 40%): Continuation of domestic and international commercial flights (albeit with travel restrictions)

# 9M 2020 REVENUE DOWN BY 52.7 % AT €1,669 MILLION



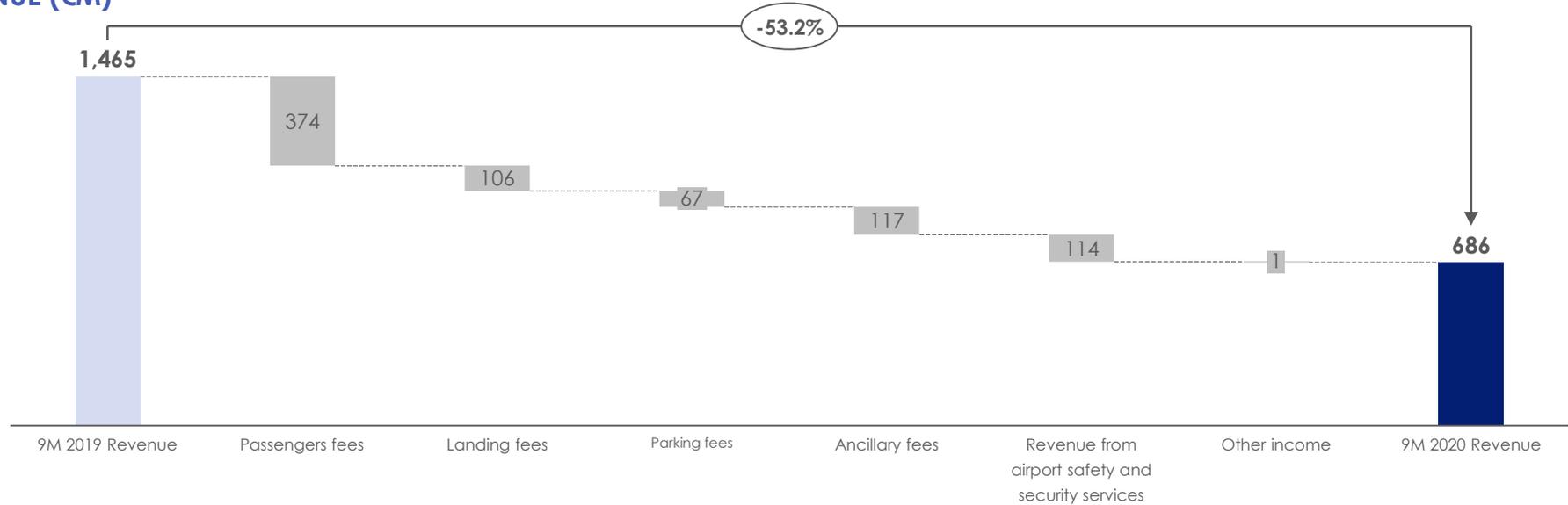
- ◆ **Société de Distribution Aéroportuaire and Relay@ADP:** retail activities have been considerably reduced from mid-March to mid-May 2020 by the introduction of sanitary measures, the lockdown period and the restriction of authorized businesses
- ◆ **AIG:** decline of passengers fees due to the decline in traffic at Amman (-75.3%) and in the revenues from airside shops
- ◆ **TAV Airports:** impact of the decline of traffic on all the platforms (-76.1%) as well as the closure of Istanbul Atatürk Airport's in April 2019 on TAV Airports' subsidiaries (BTA, Havas, TAV OS)
- ◆ **Parisian activities and others<sup>(1)</sup>:** drop in revenue mainly due to the decline of airport fees in Paris (-€547m) and other commercial activities (-€153m)

# AVIATION

## 9M 2020 REVENUE



### REVENUE (€M)



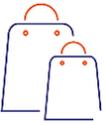
(in million of euros)	2020	2019	2020/2019
<b>Revenue</b>	<b>686</b>	<b>1 465</b>	<b>-53.2%</b>
Airport fees	338	885	-61.8%
<i>Passenger fees</i>	181	555	-67.4%
<i>Landing fees</i>	93	199	-53.2%
<i>Parking fees</i>	64	131	-51.0%
Ancillary fees	71	188	-62.1%
Revenue from airport safety and security services	253	366	-31.0%
Other income	24	26	-7.7%

#### ◆ Revenue: -€779 million

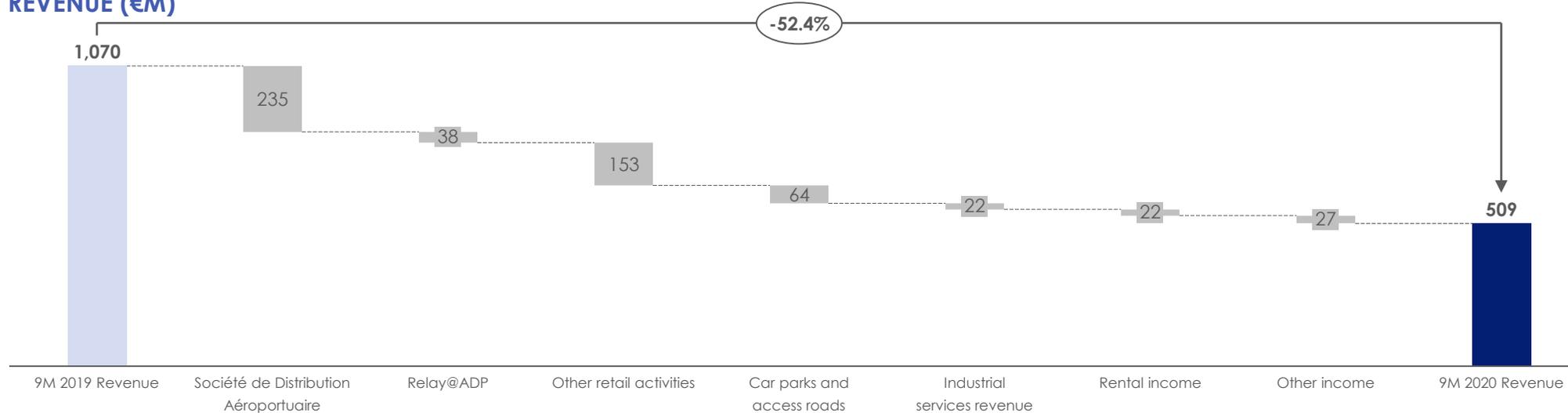
- Decrease in traffic: -66.3%
- The suspension of the parking fees, implemented on March 16<sup>th</sup> and renewed on July 1<sup>st</sup> for the aircrafts immobilized on the Parisian platforms because of the crisis linked to CoVid-19, will end on November 1<sup>st</sup>

# RETAIL AND SERVICES

## 9M 2020 REVENUE



### REVENUE (€M)



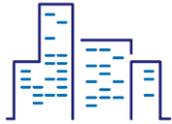
(in million of euros)	2020	2019	2020/2019
<b>Revenue</b>	<b>509</b>	<b>1,070</b>	<b>-52.4%</b>
<i>Retail activities</i>	253	679	-62.7%
<i>Société de Distribution Aéroportuaire</i>	176	411	-57.1%
<i>Relay@ADP</i>	17	55	-68.5%
<i>Other Shops and Bars and restaurants</i>	28	142	-80.1%
<i>Advertising</i>	21	39	-47.6%
<i>Other products</i>	11	31	-65.6%
<i>Car parks and access roads</i>	64	128	-50.2%
<i>Industrial services revenue</i>	76	98	-22.3%
<i>Rental income</i>	88	109	-19.8%
<i>Other income</i>	28	56	-50.1%

### ◆ Revenue: -€561 million

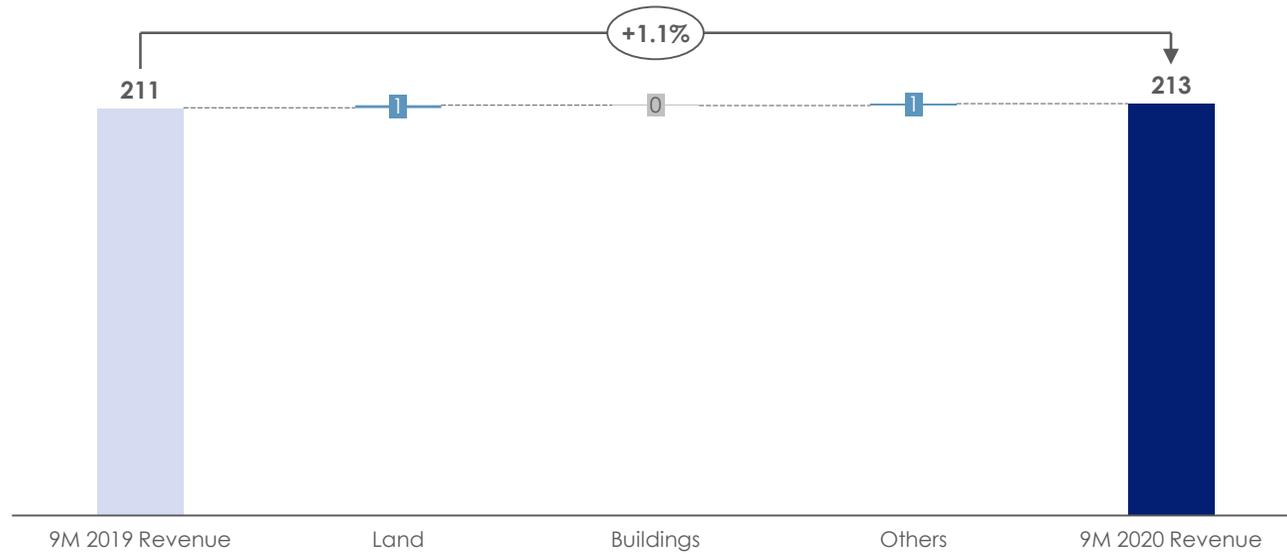
- Sales/Pax at €18.6, down by 2.0%
- Impact of the decrease in products linked to the Société du Grand Paris : -€16 million

# REAL ESTATE

## 9M 2020 REVENUE



### REVENUE (€M)



(in millions of euros)	2020	2019	2020/2019
<b>Revenue</b>	<b>213</b>	<b>211</b>	<b>1.1%</b>
External revenue	177	175	0.8%
<i>Land</i>	89	88	1.6%
<i>Buildings</i>	51	51	-0.3%
<i>Others</i>	37	37	0.2%
Internal revenue	36	35	2.8%

◆ **Revenue for real estate** stable, with a slight increase by +1.1%

# REAL ESTATE

## PROJECTS PIPELINE AS AT THE END OF SEPTEMBER 2020



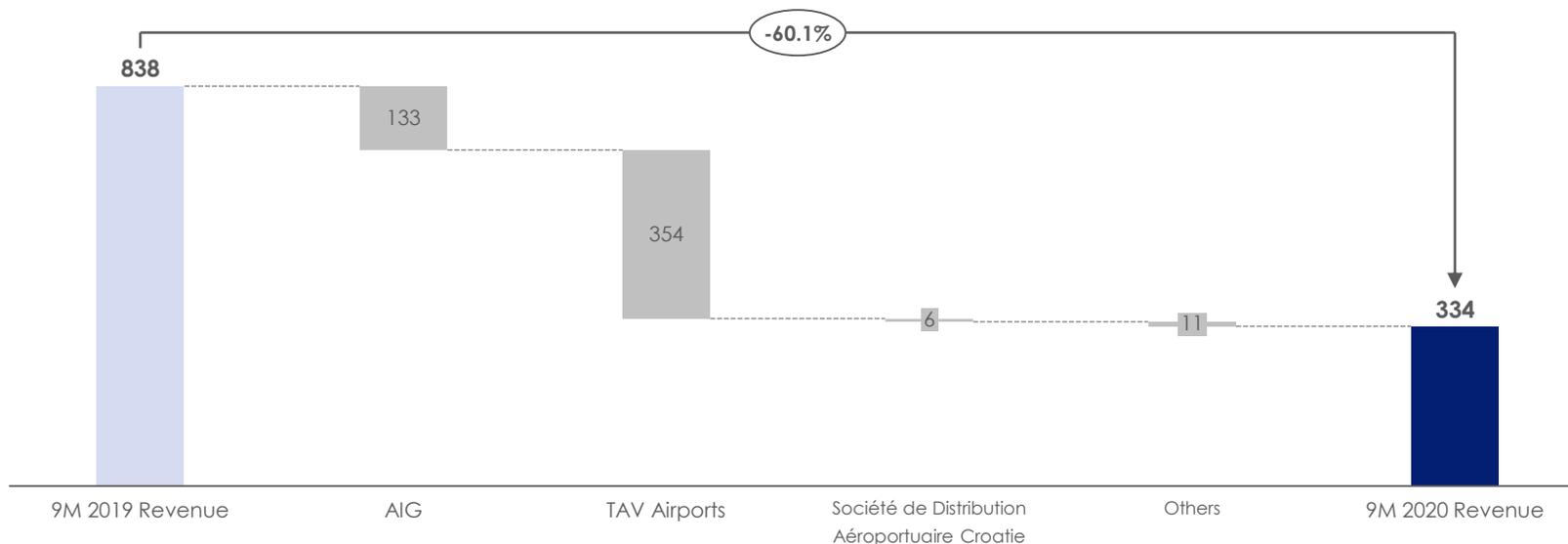
Airport	Segment	ADP Role	Operator	Project	Opening	Floorspace (sq.m.)
CDG	Diversification	Developer	Sogafo/SDV	Offices and warehouses	2016	37,500
CDG	Aeronautical	Investor	Aerolima	Equipment maintenance centre	2016	4,300
CDG	Aeronautical	Developer	Aérostructure	Maintenance	2016	19,000
ORY	Diversification	Developer	Accor	Hotels	2016	7,700
CDG	Aeronautical	Investor	TCR	Equipment maintenance centre	2017	1,300
CDG	Diversification	Investor	Siège social	Offices	2017	17,100
CDG	Diversification	Investor	Divers	Warehouse	2017	1,000
ORY	Diversification	Developer	Vailog	Courier service	2017	17,800
ORY	Diversification	Developer	Groupe Auchan	Warehouse	2017	10,800
ORY	Diversification	Developer	Accor	Hotels	2017	7,100
ORY	Diversification	Developer	RSF	Employee residence	2017	3,700
CDG	Diversification	Investor	Divers	Dôme properties	2017	19,500
CDG	Diversification	Developer	Audi	Showroom	2018	4,600
CDG	Diversification	Developer	Holiday Inn	Hotels	2018	10,000
ORY	Diversification	Investor	Roméo	Offices and warehouses	2018	22,000
CDG	Diversification	Investor	Baïkal	Offices	2018	12,900
CDG	Diversification	Developer	Aélia	Warehouse	2018	6,000
CDG	Diversification	Developer	VW	Concession	2018	2,200
CDG	Diversification	Investor	Divers	Offices	2018	700
CDG	Diversification	Investor	Innside	Hotels	2019	11,400
CDG	Aeronautical	Developer	FEDEX	Extension	2019	48,400
CDG	Aeronautical	Investor	FEDEX	GSE Areas	2019	43,407
ORY	Diversification	Developer	Grand frais	Warehouse	2019	2,000
ORY	Diversification	Developer	Bio C bon	Warehouse	2019	12,500
CDG	Diversification	Developer	Moxy	Hotels	2019	7,900
ORY	Diversification	Developer	Ibis styles	Hotels	2019	5,836
ORY	Diversification	Developer	Loxam	Misc.	2019	500
LBG	Diversification	Investor	HEKA Chenue	Preservation center	2020	24,800
<b>Total projects commissioned at the end of September 2020</b>						<b>337,143</b>
ORY	Diversification	Investor	B2 Belaïa	Offices	2020	23,500
CDG	Aeronautical	Investor	SC4	Offices and warehouses	2020	22,900
<b>Ongoing projects</b>						<b>46,400</b>
CDG	Diversification	Investor	RO5	Hotels	2022	13,000
CDG	Diversification	Investor	Easy hotel	Hotels	2021	4,000
CDG	Aeronautical	Investor	FEDEX	GSE Areas	2021	28,000
<b>Ongoing projects (delivery on ERA 4)</b>						<b>45,000</b>

# INTERNATIONAL AND AIRPORT DEVELOPMENT

## 9M 2020 REVENUE



### REVENUE (€M)



(in millions of euros)	2020 <sup>(1)</sup>	2019 <sup>(1)(2)</sup>	2020/2019 <sup>(1)</sup>
<b>Revenue</b>	<b>334</b>	<b>838</b>	<b>-60.1%</b>
ADP International	103	247	-58.2%
Of which AIG	60	194	-68.9%
Of which ADP Ingénierie	31	43	-26.4%
TAV Airports	227	582	-60.9%
Société de Distribution Aéroportuaire Croatie	4	9	-61.6%

#### ◆ Revenue: -€504 million due to:

- **AIG revenue** down by 68.9%, at €60 million, mainly due to the decline in traffic in Amman (-75.3%) and of revenue from airside shops (-€22 million)
- **TAV Airports revenue** down by 60.9%, at €227 million, mainly due to the decline in revenue from BTA, TAV OS activities and Havas attributable to the decrease of traffic caused by the CoVid-19 crisis and to the impact of the closure of Istanbul Atatürk airport in April 2019

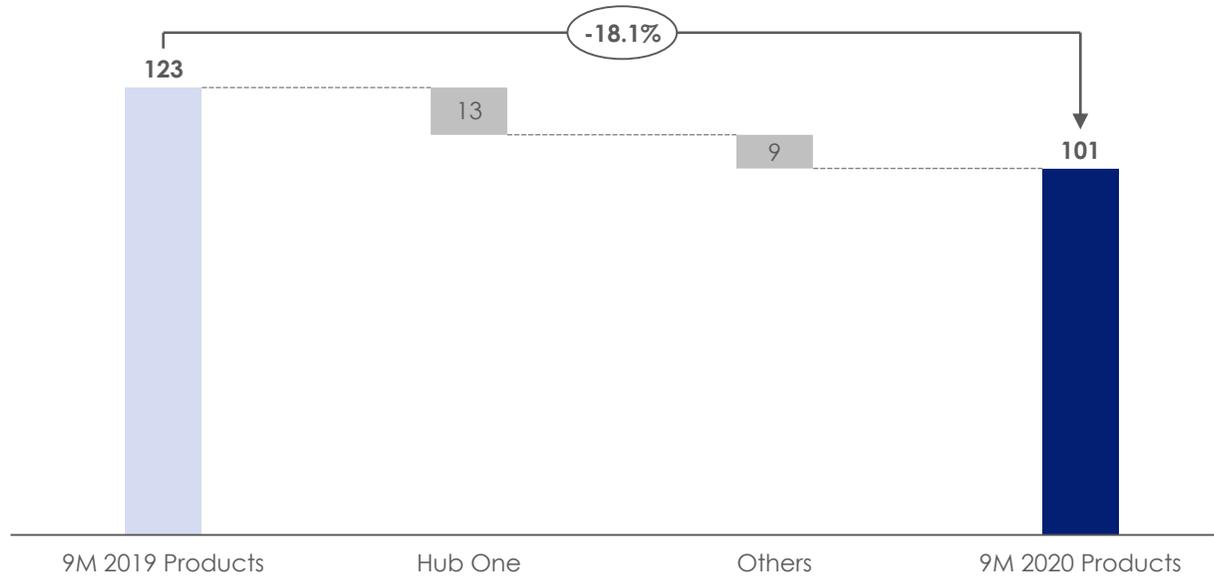
1. Data takes into account the full consolidation results of MZLZ-TRGOVINA D.o.o (Société de Distribution Aéroportuaire Croatie) since April 2019

# OTHER ACTIVITIES

## 9M 2020 REVENUE



### PRODUCTS (€M)



(in millions of euros)	2020	2019	2020/2019
<b>Products</b>	<b>101</b>	<b>123</b>	<b>-18.1%</b>
<i>Hub One</i>	98	111	-11.8%

◆ **Products: -€22 million** notably due to the decline in products related to the CDG Express project

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## 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 2019, the group handled through its brand Paris Aéroport more million, than 108 million passengers and 2.2 million metric tons of freight and mail at Paris-Charles de Gaulle and Paris-Orly, and more than 127 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 2019, group revenue stood at €4,700 million and net income at €588 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:

Audrey Arnoux

Phone: + 33 6 61 27 07 39

Mail: [invest@adp.fr](mailto:invest@adp.fr)

Website: [finance.groupeadp.fr](http://finance.groupeadp.fr)

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