



# Acquisition of 17 Retail Properties in France

1 June 2023

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The securities of IREIT have not been and will not be registered under the United States Securities Act of 1933, as amended (the "**Securities Act**") or under the securities laws of any state or jurisdiction of the United States of America ("**United States**"), and may not be offered or sold within the United States except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and in compliance with any applicable state securities laws. The Manager does not intend to conduct a public offering of any securities of IREIT in the United States.

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# Transaction Overview

# Transaction Overview

## Proposed Acquisition of a Portfolio of 17 Retail Properties in France

- FIT 2 SAS, a wholly-owned subsidiary of IREIT, has on 31 May 2023, entered into a call option agreement (“**Call Option Agreement**”) with DKR Participations, a French société par actions simplifiée (“**SAS**”) managed by Tikehau Investment Management, for the acquisition of 17 retail properties (the “**New Properties**”) located across France (the “**Acquisition**”)
- The New Properties are fully let to B&M France SAS (“**B&M France**”), a wholly-owned subsidiary of B&M European Value Retail (and together with its subsidiaries, the “**B&M Group**”) with a WALE of c.6.8 years <sup>(1)</sup> and WALB of c.4.6 years <sup>(1)</sup>.
- B&M Group is a leading discount retailer in Europe listed on the London Stock Exchange since 2014. It is currently a constituent of the FTSE100 index with a market capitalisation of c.£4.7 b <sup>(2)</sup>
- The aggregate purchase consideration for the Acquisition (the “**Purchase Consideration**”) is €76.8 m (c. S\$112.2 m) <sup>(3)</sup>, c.1.7% below the average of the two independent valuations <sup>(4)</sup> of the New Properties at €78.1 m (c. S\$114.1 m) <sup>(3)</sup>
- Initial Net Property Income (“**NPI**”) Yield of the New Properties is c.7.9% <sup>(5)</sup>
- Acquisition is DPU accretive of c.2.0% on a pro forma adjusted FY2022 basis <sup>(6)</sup>
- Each of Tikehau Capital, City Strategic Equity Pte. Ltd. (“**CSEPL**”) (a wholly-owned subsidiary of City Developments Limited (“**CDL**”)) and the Manager (acting in its own capacity), has provided an undertaking to subscribe in full each of their pro-rata allotment in the Preferential Offering. CSEPL has further undertaken to apply and subscribe for excess units in the Preferential Offering such that the total subscriptions of CSEPL would amount to a maximum of approximately S\$40 million of Preferential Offering Units <sup>(7)</sup>



Brive-la-Gaillarde



Epinal



Martigues

(1) Based on GRI as of 31 March 2023

(2) As at 30 May 2023. Source: Bloomberg

(3) Based on the exchange rate of €1.00 = S\$1.46

(4) The independent valuers, Savills Valuation SAS (“**Savills**”) and BNP Paribas Real Estate Valuation France (“**BNPP**”) were commissioned by DBS Trustee Limited (as trustee of IREIT) and the Manager respectively. Valuation is as at 31 May 2023

(5) Based on the annualised NPI as at 31 May 2023 of the New Properties over the Purchase Consideration

(6) Refer to Page 26 for details on Illustrative Pro Forma Financial Impact

(7) Refer to Page 25 for details on the Method of Financing

# Overview of the New Properties

## Properties with Excellent Geographical Distribution in France

61,756 sqm

Gross Lettable Area ("GLA")

100%<sup>(1)</sup>

Let to B&M France

6.8 years<sup>(2)</sup>

WALE

4.6 years<sup>(2)</sup>

WALB

7.9%<sup>(3)</sup>

Initial NPI Yield

€76.8 m

Purchase Consideration

Hauts-de-France	
No.	Property Name
1	Béthune
2	Noyelles-Godault
3	Saint-Quentin / Fayet

Normandie	
No.	Property Name
4	Rouen

Île-de-France	
No.	Property Name
5	Claye-Souilly

Grand Est	
No.	Property Name
6	Metz
7	Forbach
8	Nancy
9	Epinal

Centre-Val de Loire	
No.	Property Name
10	Blois
11	Tours
12	Châteauroux

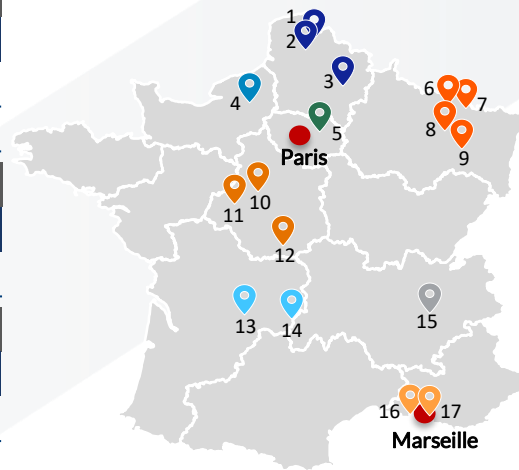
Nouvelle-Aquitaine	
No.	Property Name
13	Périgueux
14	Brive-la-Gaillarde

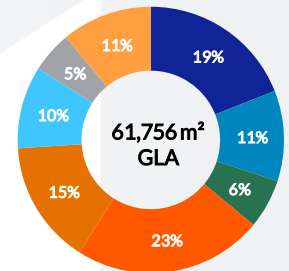
Auvergne-Rhône-Alpes	
No.	Property Name
15	Bourg-en-Bresse

Provence-Alpes-Côte d'Azur	
No.	Property Name
16	Martigues
17	Marseille



Distribution of area by region



(1) 17 single tenant leases with B&M France  
 (2) Based on the GRI as at 31 March 2023  
 (3) Based on the annualised NPI as at 31 May 2023 of the New Properties and the Purchase Consideration



# Enlarged Property Portfolio Post Acquisition

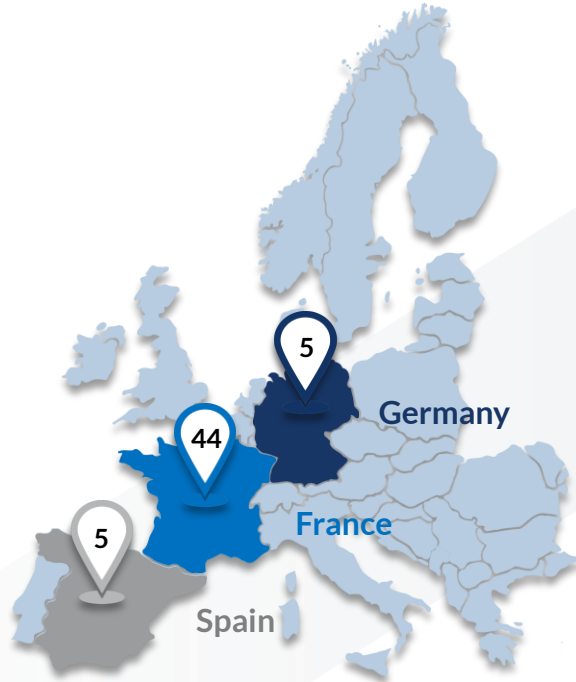
**54**  
Properties

**446,038 sqm**  
GLA  
384,282 as at 31 March 2023

**€1,027.3 m**  
Valuation <sup>(1)</sup>  
€950.5 m as at 31 December 2022

**89.9%**  
Occupancy Rate  
87.0% as at 31 March 2023

**5.1 years**  
WALE <sup>(3)</sup>  
4.8 years as at 31 March 2023



## 5 German Properties

Gross Lettable Area (sqm)	201,103
Valuation (€ m) <sup>(2)</sup>	659.7
% of Enlarged Portfolio <sup>(3)</sup>	64.2%
Occupancy (%)	84.1%
WALE (years) <sup>(4)</sup>	3.5

## 44 French Properties

Gross Lettable Area (sqm)	157,256
Valuation (€ m) <sup>(2)</sup>	203.3
% of Enlarged Portfolio <sup>(3)</sup>	19.8%
Occupancy	100%
WALE (years) <sup>(4)</sup>	7.6

## 5 Spanish Properties

Gross Lettable Area (sqm)	87,679
Valuation (€ m) <sup>(2)</sup>	164.3
% of Enlarged Portfolio <sup>(3)</sup>	16.0%
Occupancy (%)	79.5%
WALE (years) <sup>(4)</sup>	5.5

# Track Record Since Inception

## 254% Increase in Portfolio Value in 2023 YTD since IPO

Year	Properties	Portfolio Value (€)	Key Events
2014	4 properties	€290.6 m	<ul style="list-style-type: none"> <li>IREIT was listed on SGX-ST as the first Singapore-listed real estate investment trust with the investment strategy of principally investing in income-producing real estate in Europe</li> </ul>
2015	5 properties	€441.4 m	<ul style="list-style-type: none"> <li>Berlin Campus was acquired for €144.2 m</li> <li>Deutsche Rentenversicherung Bund signed a lease in Berlin Campus, diversifying IREIT's tenant profile</li> </ul>
2016	5 properties	€453.0 m	<ul style="list-style-type: none"> <li>Tikehau Capital acquired a 80% stake in the Manager</li> <li>GMG Generalmietgesellschaft mbH exercised its lease extension option for another 2.5 years</li> </ul>
2017	5 properties	€463.1 m	<ul style="list-style-type: none"> <li>One of IREIT's key tenants at Concor Park exercised its extension option to extend its lease for another 3 years, 1 year ahead of its lease expiry</li> </ul>
2018	5 properties	€504.9 m	<ul style="list-style-type: none"> <li>Portfolio valuation surpassed the €500 m mark</li> <li>Successfully secured lease extensions for Münster South's single tenant and a key tenant at Concor Park</li> </ul>
2019	9 properties	€630.2 m	<ul style="list-style-type: none"> <li>Entered into a 40:60 joint venture with Tikehau Capital to acquire 100% of the Spanish Portfolio, completed in Dec 2019</li> <li>CDL acquired 50% stake in the Manager, co-owning the Manager alongside Tikehau Capital</li> </ul>
2020	9 properties	€719.6 m	<ul style="list-style-type: none"> <li>Strategic partners jointly increased their stakes in IREIT to over 50% while AT Investments Limited acquired a 5.5% stake</li> <li>3,450 sqm office space leased by AREAS at Il-lumina</li> <li>IREIT exercised call option to acquire remaining 60% stake in the Spanish portfolio</li> </ul>
2021	37 properties	€974.9 m	<ul style="list-style-type: none"> <li>Acquired a portfolio of retail properties in France, marks IREIT's strategic foray into France and retail asset class</li> <li>Acquired a Grade A office building in Barcelona</li> </ul>
2022	37 properties	€950.5 m	<ul style="list-style-type: none"> <li>Established IREIT's inaugural US\$1 b multicurrency debt issuance programme in May 2022</li> <li>Secured a 6-year lease extension for 100% of Bonn Campus and a new 12-year major lease for c.5,300 sqm of vacant data centre space at Sant Cugat Green</li> </ul>
2023 YTD	54 properties	€1,027.3 m <sup>(1)</sup>	<ul style="list-style-type: none"> <li>Proposed Acquisition of 17 retail assets in France for a purchase consideration of €76.8 m</li> </ul>





# Rationale for and Benefits of the Acquisition

## Rationale for and Benefits of the Acquisition

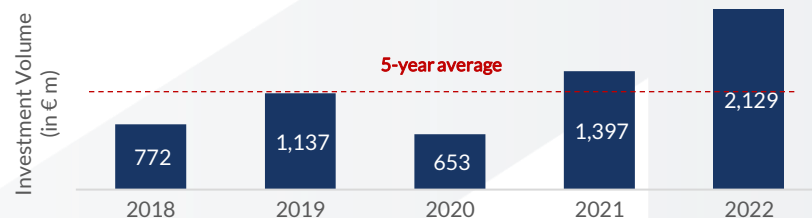
- 1 Increase in Exposure to an Attractive and Resilient Asset Class
- 2 Blue-chip Tenant, B&M Group, a Leading European Discount Retailer
- 3 Quality Retail Portfolio that Complements IREIT's Existing Portfolio
- 4 Potential Upside in Income through Developments
- 5 Strengthens IREIT's Portfolio Resilience and Diversification
- 6 Increases Market Capitalisation and Liquidity
- 7 Leveraging on Strategic Investors' Knowledge, Expertise, Support and Resources in France

# 1 Increase in Exposure to an Attractive and Resilient Asset Class

## Retail Parks (Out-of-Town) Outperformed Broader Retail Investment Market

- The total Retail investment volume in France totalled c.€5.6 b in 2022, accounting for c.20% of the total investment volume in France and equates to an increase of approximately 20% compared to five-year average
- The Retail Parks (Out-of-Town) asset class, which refers to shops or facilities that are situated away from the centre of a town or city, accounted for c.38% of the total Retail investment volume with a record investment value of c.€2.1 b in 2022, an increase of c.75% compared to the five-year average. This exceptional performance demonstrates the resilience of this retail format in the context of global inflation caused by COVID-19 pandemic and war in Ukraine
- The Retail Parks (Out-of-Town) market in France also offers one of the highest prime yields in the broader Retail market at c.5.0% in Q4 2022 (October to December 2022)
- The success of Retail Parks (Out-of-Town) assets is expected to continue due to their attractive yields for investors and lower rental costs for tenants as compared to other asset classes. Retail Parks (Out-of-Town) assets usually also have low-cost retail brands that provide consumers with attractive prices and discounts
- The new French regulations which limits the ability to artificialise land makes it more difficult to create retail parks going forward, resulting in a clear premium for existing assets and increases long-term attractiveness of the New Properties

### Exceptional Performance in 2022 for Retail Parks (Out-of-Town) in France



### Yields of Retail Parks Segment vs Other Real Estate Asset Classes

Asset Type	Prime Yield	Spread in Q4 2022 (Oct to Dec)	French T-bond (10years)
Retail	3.50%	0.39%	
Retail Parks (Out-of-Town)	5.00%	1.89%	
High Street Retail	3.50%	0.39%	
Shopping Centre	5.25%	2.14%	3.11%
Offices	3.50%	0.39%	
Industrial	4.00%	0.89%	
Services	4.00%	0.89%	

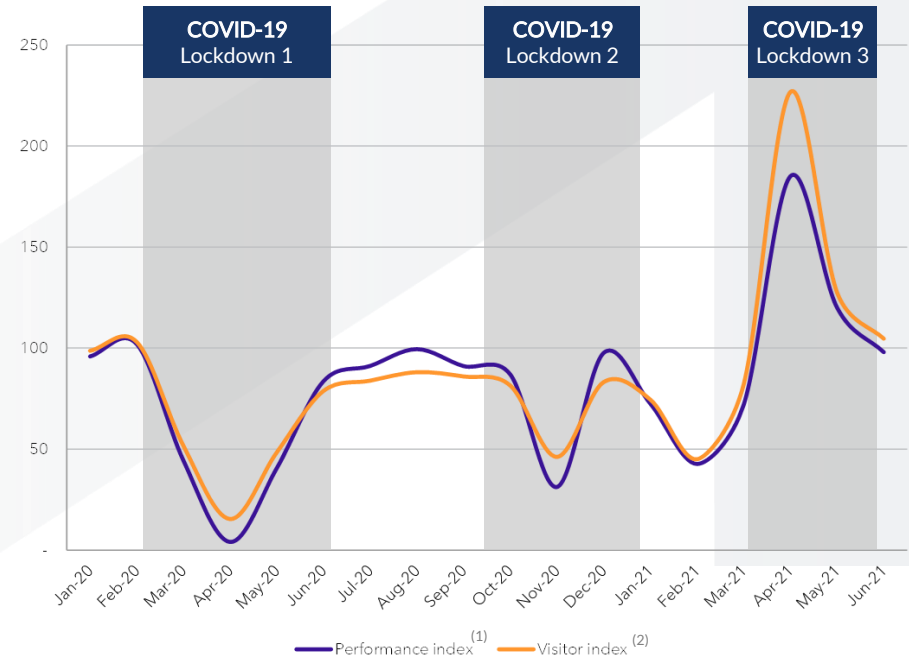
# 1 Increase in Exposure to an Attractive and Resilient Asset Class

## Retail Parks (Out-of-Town) – A Format Favoured by Customers and Tenants

- Retail Parks (Out-of-Town) asset class has shown resilience even through the COVID-19 pandemic due to their accessibility, open-air format, wide range of available spaces, parking facilities, manageable operational cost, value-for-money brands and for some retailers, omni channel experiences
- Momentum for Retail Parks (Out-of-Town) assets is expected to stay strong given that:
  - Its business is driven by sedentary consumption and does not depend heavily on tourism or population movements
  - It offers a merchandising mix of low-cost brands that are popular with consumers
  - It has low operating expenses and rents as compared to shopping centres which is attractive to retailers

### Changes in retail park performance and occupancy

Base 100 index of retail parks in France (comparison of month N vs month N-1)



(1) Sales of month N;  
(2) Number of visitors of month N

## B&M Group – A Leading Discount Retailer in the UK and France

- B&M Group is a leading discount retailer in Europe listed on the London Stock Exchange since 2014. It is currently a constituent of the FTSE100 index with a market capitalisation of c.£4.7 b <sup>(1)</sup>
- B&M Group provides a wide range of products across the Grocery and General Merchandise categories under the “B&M” and the “Heron Foods” brands. B&M Group adopts a low-cost business model to pass savings on to customers through value pricing
- As at 31 December 2022, B&M Group operates 1,133 stores worldwide with 113 stores operating in France under the “B&M” brand
- B&M France is one of the main players in the market for the distribution of personal and household goods at discounted prices in France
- B&M Group has seen an uninterrupted increase in activity over the last few years with its sales for the financial year ended 31 March 2019 to the financial year ended 31 March 2022, growing at a compound annual growth rate (“CAGR”) of c.12.6% <sup>(3)</sup>

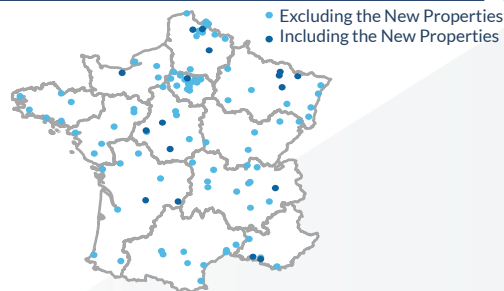
(1) As at 30 May 2023. Source: Bloomberg

(2) As at 31 December 2022. Source: B&M Group’s Q3 FY2023 Trading Update

(3) Based on the financial year end of B&M Group ending 31 March for each financial year and excludes Jawoll brand which was sold during the financial year ended 31 March 2020 to provide a comparable basis with those for the continuing operations. Sources: B&M’s Annual Reports and Q3 FY2023 Trading Update

(4) YTD Q3 2023 EBITDA is not available in B&M Group Q3 FY2023 Trading Update

### Network distribution throughout France



### No. of stores by country<sup>(2)</sup>



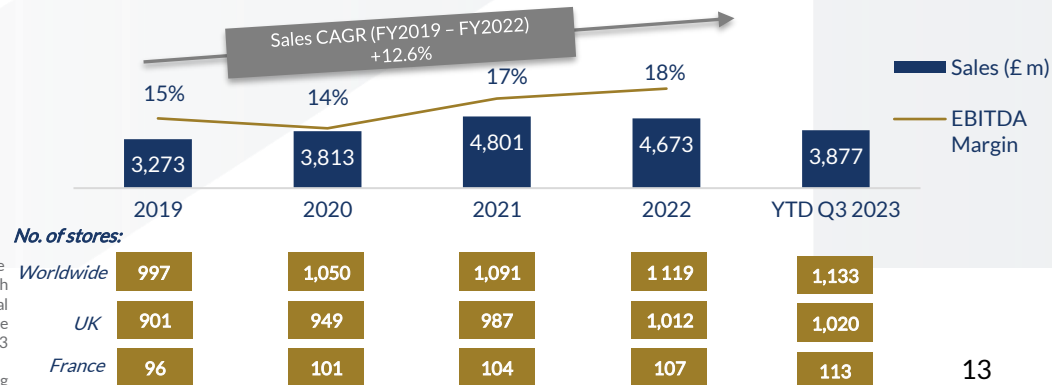
705 stores

113 stores



315 stores

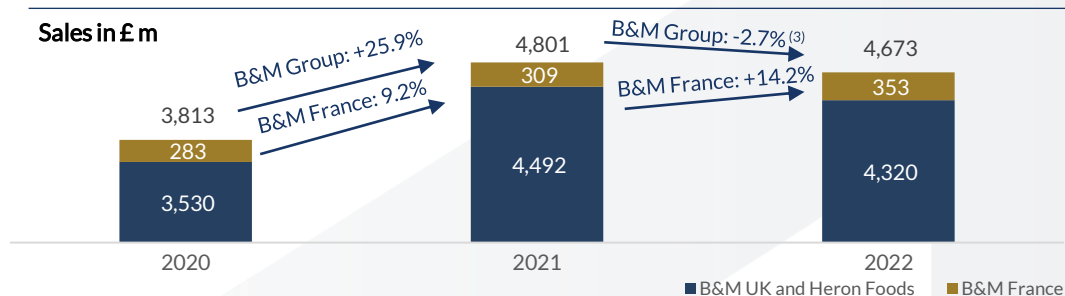
### B&M Group’s sales and number of stores growth <sup>(3)(4)</sup>



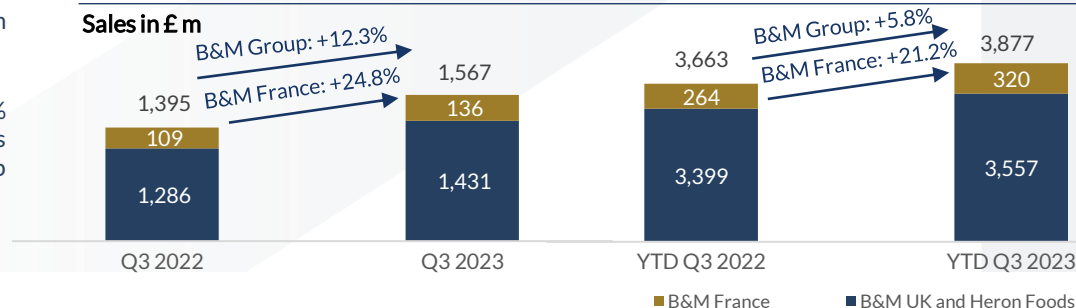
## B&M Group Remains Resilient Amidst Challenges in the Retail Industry

- B&M Group has proven its model's resilience by exceeding market expectations amidst challenges in the retail industry
- Despite closures and disruption of business operations due to the COVID-19 pandemic, B&M Group delivered stable sales in 2021 and 2022 <sup>(1)</sup>, underlining the growing consumer appetite for discount retailers
- B&M Group's sales performance for the nine-month period ended 31 December 2022 ("YTD Q3 2023") has maintained its positive trend, with an increase of c.5.8% year-on-year compared to the nine-month period ended 31 December 2021 ("YTD Q3 2022")
- B&M France showed strong sales growth of c.14.2% in 2022 <sup>(1)</sup>. Trading momentum in B&M France has continued through Q3 2023 <sup>(2)</sup>, with revenue up c.24.8% year-on-year

B&M Group delivered stable sales in 2021 and 2022 <sup>(1)(2)</sup>



B&M France's sales maintained positive trend for Q3 2023 <sup>(2)</sup>





## Discount Retail Industry Emerged as a Fast-Growing Industry

- The discount retail industry has emerged as a fast-growing industry in recent years driven by the current macroeconomic inflationary pressures and reduction in purchasing power, resulting in a migration of consumers towards discount stores over the past few years
- While online sales have established themselves in most retail sectors, they are unlikely to take off in the discount market <sup>(1)</sup>. In fact, e-commerce is hardly compatible with a low-cost distribution model. The latter is based on a strategy of bulk purchasing and reduced operating costs at all levels. Retail units remain essential as B&M Group is offering great value proposition to its customers available in physical stores only
- In France, the popularity of hard-discounters, discounters and outlet stores has risen exponentially. Between September 2021 and 2022, there was a c.24% rise in traffic at discount stores, with 1.2 m new customers visiting discount stores in France <sup>(2)</sup>
- The rising popularity of discount retailers among the consumers has also driven the expansion of several discounter brands in France. The cumulative number of stores of the 6 leading discount brands in France (including B&M France) has increased by c.33% from 1,540 to 2,050 between 2019 to 2022 <sup>(3)</sup>

### Key figures for the French discount retail market <sup>(4)</sup>



€12 b

Estimated sales of all discount stores in France in 2023



+33%

Growth in number of stores of 6 leading discount brands (including B&M France) from 2019 to 2022



+11%

Sales CAGR of 8 leading discount brands (including B&M France) over the past ten years

(1) Source: Xerfi Precepta

(2) Source: Kantar website. Inspiration: The Big Trends in France in 2022: How has inflation changed shopper behaviour?

(3) Source: Knight Frank French Property Markets 2022 Review & 2023 Outlook

(4) Sources: Press, Xerfi, Globaldata, Knight Frank & Clearwater International analysis, Ecommercemag.fr website. Les champions du discount surfent sur les questions de pouvoir d'achat, Knight Frank French Property Markets 2022 Review & 2023 Outlook

## Strategically Located Retail Properties Fully Let to B&M France

- The New Properties comprise of 17 retail properties with a total GLA of 61,756 sqm
- 13 of the properties are freehold while the remaining 4 are leasehold<sup>(1)</sup>
- The New Properties are 100% leased to B&M France with a WALE of c.6.8 years<sup>(2)</sup> and WALB of c.4.6 years<sup>(2)</sup>. The leases also have built-in annual rental escalation clauses pegged to inflation which is expected to contribute to IREIT's organic rental growth
- The New Properties are mostly located in well-established regional retail areas across France
- As of 31 December 2022, the portfolio of the New Properties represents c.15% of B&M stores<sup>(3)</sup> in France
- Average size and location of the New Properties are strategic to B&M Group's business as it mirrors the model adopted for their UK stores

<b>No. of Assets</b>	17
<b>Land Area</b>	Approximately 252,000 sqm
<b>Land Tenure<sup>(1)</sup></b>	13 freehold and 4 leasehold
<b>GLA</b>	61,756 sqm
<b>Committed Occupancy</b>	100% leased to B&M France
<b>Number of Tenants</b>	1 for each of the New Properties
<b>Lease Term<sup>(2)</sup></b>	WALE: 6.8 Years / WALB: 4.6 Years
<b>Independent Valuation as at 31 May 2023</b>	Savills: €77.6 m and BNPP: €78.7 m Average: €78.1 m
<b>Purchase Consideration</b>	€76.8 m
<b>GRI<sup>(4)</sup></b>	€6.7 m
<b>NPI<sup>(5)</sup></b>	€6.1 m
<b>Initial NPI Yield<sup>(6)</sup></b>	7.9%

## 4 Potential Upside in Income through Developments

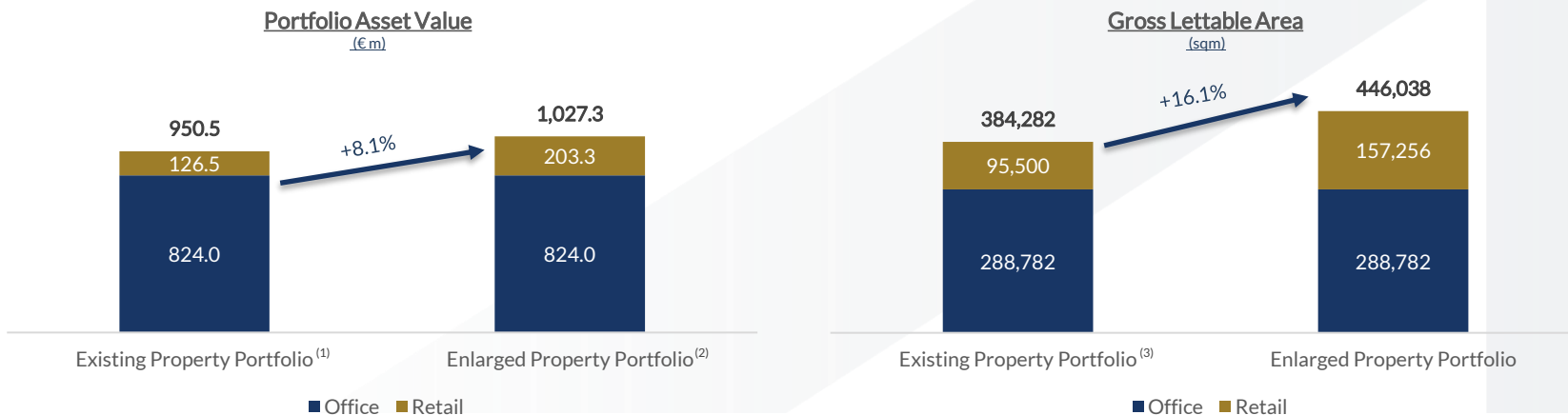
### Potential Upside in Income through Developments

- 17 single tenant sites with total GLA of 61,756 sqm and approximately 252,000 sqm of land
- The New Properties currently generates GRI of c.€6.7 m p.a. and has potential income upside from the following developments:
  - Installation of photovoltaic panels and electric charging stations at car park spaces at some of the New Properties
    - Car park spaces will be leased to a new tenant, a leading European electric vehicle charging network, and is expected to generate additional rental income
  - Further development of existing sites for commercial use
    - Untapped gross floor area of c.5,000 sqm which may generate additional rental income

## 5 Strengthens IREIT's Portfolio Resilience and Diversification

### Acquisition of the New Properties Accelerates IREIT's Growth

- Since 2018, IREIT's property portfolio value has grown at a CAGR of c.17.1%, from €504.9 m to €950.5 m by 2022. The Acquisition builds on IREIT's growth momentum, increasing portfolio asset value by c.8.1% to c.€1,027.3 m
- Similarly, GLA which had grown at a CAGR of c.17.6% from 200,609 sqm in 2018 to 384,282 sqm by 2022, will increase by a further c.16.1% to 446,038 sqm with the Acquisition



# Strengthens IREIT's Portfolio Resilience and Diversification

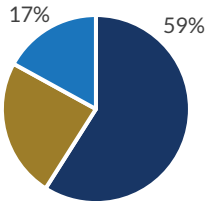
## Continuing its Diversification Strategy on Geography, Trade Sector and Asset Class

- The Acquisition reduces IREIT's reliance on any single geographical location, trade sector and asset class, benefitting unitholders from increased scale and diversification in its portfolio and income streams
- IREIT will reduce exposure to the Office asset class and further diversify its exposure to the accretive Retail asset class
- IREIT will gain exposure to the Grocery and General Merchandise trade sector, part of the Retail sector

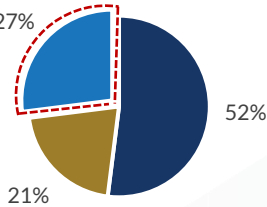
### Geographical Breakdown

By GRI (%) <sup>(1)</sup>

#### Existing Portfolio



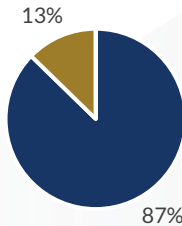
#### Enlarged Portfolio



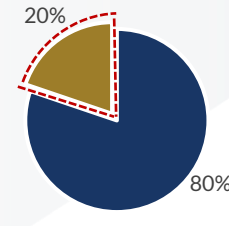
### Asset Class Breakdown

By Valuation (%)

#### Existing Portfolio <sup>(2)</sup>



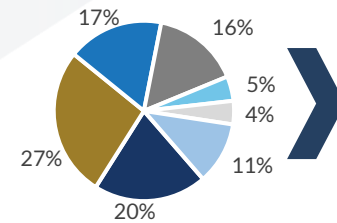
#### Enlarged Portfolio <sup>(3)</sup>



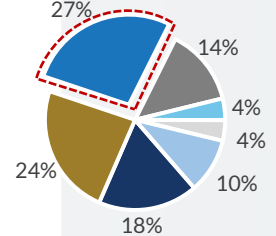
### Trade Sector Breakdown

By GRI (%) <sup>(1)</sup>

#### Existing Portfolio



#### Enlarged Portfolio



■ Germany ■ Spain ■ France

■ Office ■ Retail

■ Telecommunications ■ Government  
 ■ IT & Electronics ■ Financial Services  
 ■ Others ■ Retail  
 ■ Real Estate



(1) Based on the GRI as at 31 March 2023

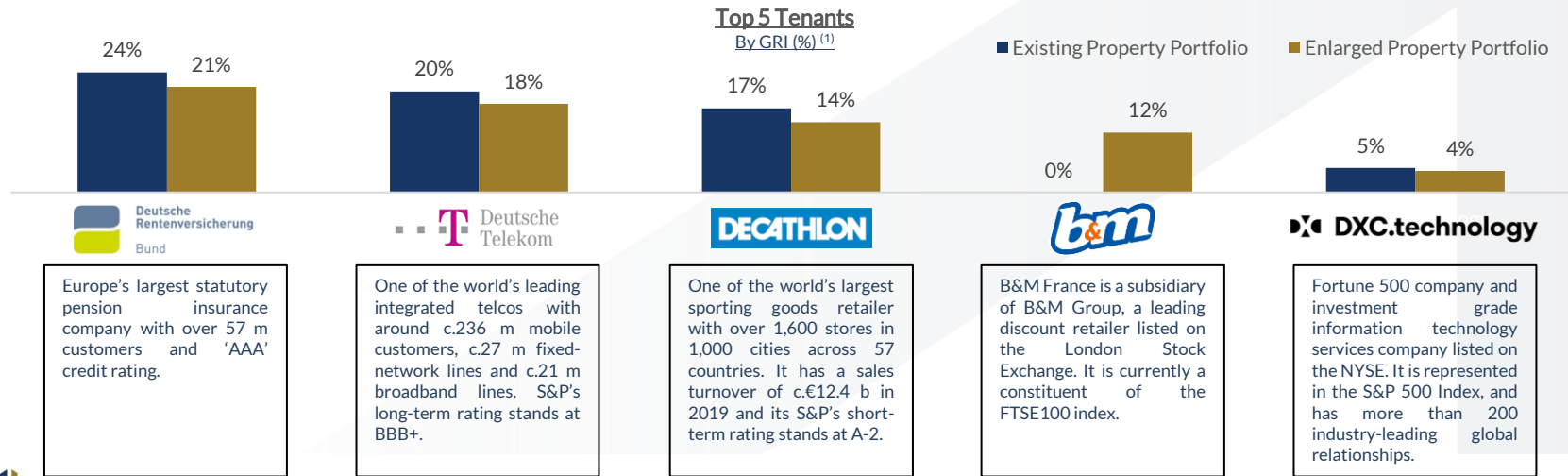
(2) Based on the existing property portfolio valuation of €950.5 m as at 31 December 2022

(3) Based on the enlarged property portfolio valuation of €1,027.3 m, comprises the existing property portfolio valuation of €950.5 m as at 31 December 2022 and the Purchase Consideration of €76.8 m

# Strengthens IREIT's Portfolio Resilience and Diversification

## Improves Quality of Portfolio Tenant Base

- The Acquisition improves quality of IREIT's tenant base with the inclusion of B&M Group, one of the leading discount retailers in Europe which is currently listed on the London Stock Exchange
- Post-Acquisition, GRI contribution by IREIT's two largest tenants, Deutsche Rentenversicherung Bund and Deutsche Telekom, will decrease from c.24% to c.21% and from c.20% to c.18% respectively. B&M France will become one of IREIT's top 5 tenants, contributing c.12% of total GRI



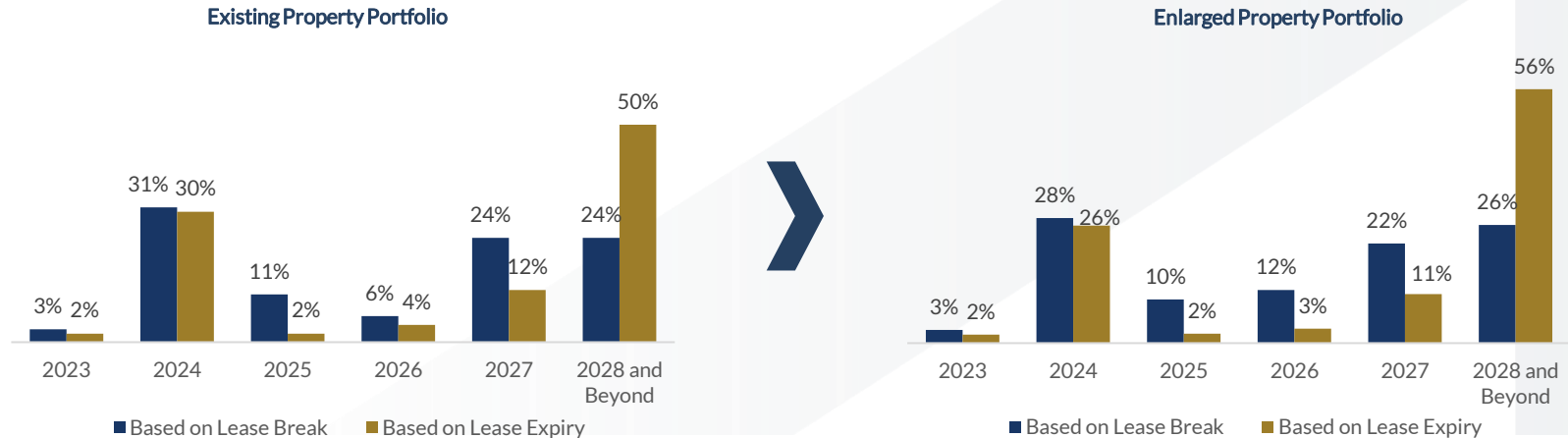


# 5 Strengthens IREIT's Portfolio Resilience and Diversification

## Portfolio WALE (by GRI) will increase from 4.8 years to 5.1 years

- The New Properties have a WALE of c.6.8 Years<sup>(1)</sup> and a WALB of c.4.6 Years<sup>(1)</sup>
- Post-acquisition, the WALE of IREIT's portfolio is expected to increase from 4.8 years to 5.1 years, with less than 44% of leases expiring before 2028

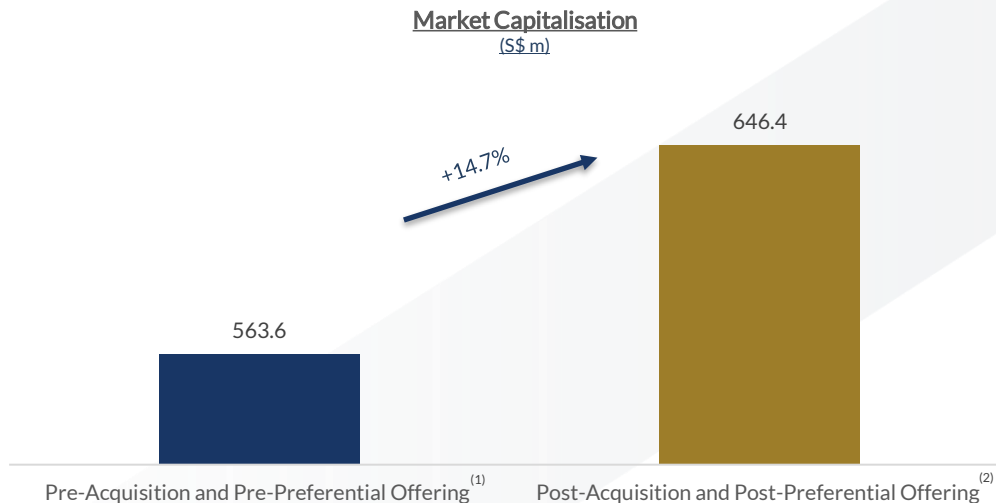
Lease Break & Expiry Profile  
By GRI (%)<sup>(1)</sup>



## 6 Increases Market Capitalisation and Liquidity

### IREIT is Expected to Benefit from a Larger Market Capitalisation

- The increased market capitalisation increases probability of inclusion in key indices, which offers benefits of a wider and more diversified investor base, higher trading liquidity, increased analyst coverage and potential positive re-rating



(1) Based on an IREIT's weighted average price of S\$0.4876 per Unit on 30 May 2023, being the market day immediately prior to the date of the Call Option Agreement and assuming exchange rate of €1.00 = S\$1.46

(2) Assuming approximately 167,604,256 Preferential Offering Units are issued at an illustrative issue price of S\$0.45 per Preferential Offering Unit to raise gross proceeds of approximately S\$75.4 m (approximately €51.7 m) to finance the Acquisition and approximately 2,272,211 Acquisition Fee Units are issued to the Manager as payment of the Acquisition Fee at an illustrative issue price of S\$0.49 per Acquisition Fee Unit

# Leveraging on Strategic Investors' Knowledge, Expertise, Support and Resources in France

## Deep Knowledge, Expertise and Support from Strategic Investors, Tikehau Capital and CDL

- The Acquisition marks IREIT's second portfolio acquisition in France, and demonstrates the deep knowledge, expertise and support from the Joint Sponsors, Tikehau Capital and CDL
- IREIT is able to leverage on Tikehau Capital's extensive pan-European network and intricate knowledge of the local markets
  - Tikehau Capital is headquartered in Paris, France and IREIT would benefit from its established market presence (over 16 years) and its technical know-how of the French real estate market, especially in the retail sector
- At the same time, CDL provides strong financial support to IREIT
- In the event IREIT issues new units pursuant to the Preferential Offering, each of Tikehau Capital and CSEPL has provided an undertaking to subscribe in full each of their pro-rata allotment in the Preferential Offering. CDL (through its wholly-owned subsidiary, CSEPL) has further undertaken to apply and subscribe for excess units in the Preferential Offering such that the total subscription of CSEPL would amount to a maximum of approximately \$540 million of Preferential Offering Units <sup>(1)</sup>





# Funding Structure and Financial Impact

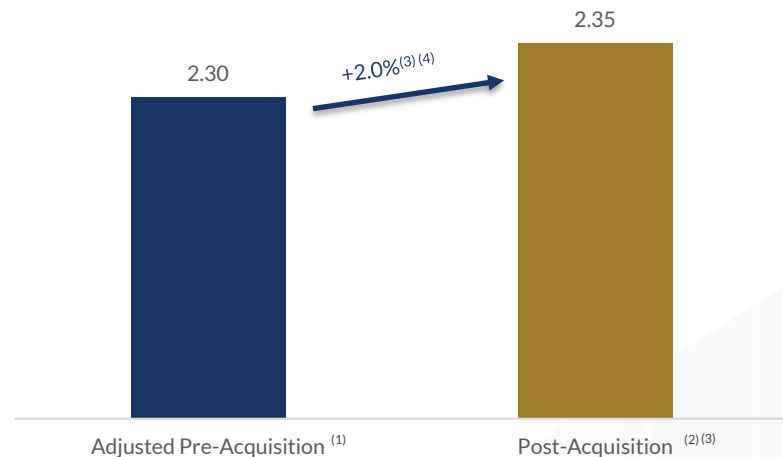
# Method of Financing

Method of Financing	
Illustrative Uses	
<b>Cost of the Acquisition</b>	<p><b>Total Acquisition Cost: c.€90.9 m (c. S\$132.7 m)<sup>(1)</sup></b></p> <ul style="list-style-type: none"> <li>▪ Purchase Consideration: c.€76.8 m (c. S\$112.2 m)<sup>(1)</sup>;</li> <li>▪ Real estate transfer tax: c.€5.3 m (c. S\$7.8 m)<sup>(1)</sup>;</li> <li>▪ Acquisition Fee payable in units in IREIT to the Manager (the “<b>Acquisition Fee Units</b>”): c.€0.8 m (c. S\$1.1 m)<sup>(1)</sup>; and</li> <li>▪ Estimated premium on interest rate cap, professional fees and other fees and expenses: c.€8.0 m (c. S\$11.6 m)<sup>(1)</sup></li> </ul>
Illustrative Sources	
<b>Debt Facilities</b>	<ul style="list-style-type: none"> <li>▪ External bank borrowings and/or borrowings from Tikehau Capital</li> </ul>
<b>Preferential Offering</b>	<ul style="list-style-type: none"> <li>▪ IREIT is proposing to issue approximately 167,604,256 Preferential Offering Units under a Preferential Offering up to approximately S\$75.4 m (approximately €51.7 m) to finance the Acquisition</li> <li>▪ Each of Tikehau Capital, CSEPL and the Manager (acting in its own capacity), has provided an undertaking to subscribe in full each of their pro-rata allotment in the Preferential Offering. CDL (through its wholly-owned subsidiary, CSEPL) has further undertaken to apply and subscribe for excess units in the Preferential Offering such that its aggregated subscriptions would amount to a maximum of approximately S\$40 million of Preferential Offering Units</li> </ul>

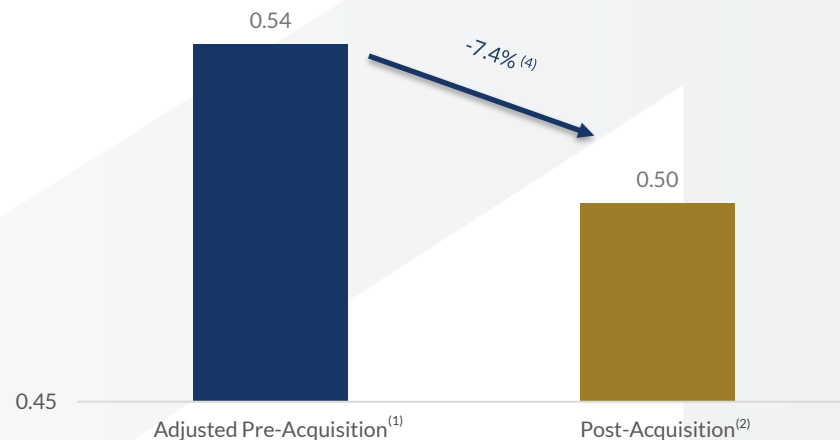
# Illustrative Pro Forma Financial Impact

FOR ILLUSTRATIVE PURPOSES ONLY – NOT A FORWARD LOOKING PROJECTION

## Distribution per Unit (€ Cents)



## Net Asset Value per Unit (€)



Note: Please refer to announcement titled "Proposed Acquisition of a Portfolio of 17 Retail Properties Located in France" dated 1 June 2023



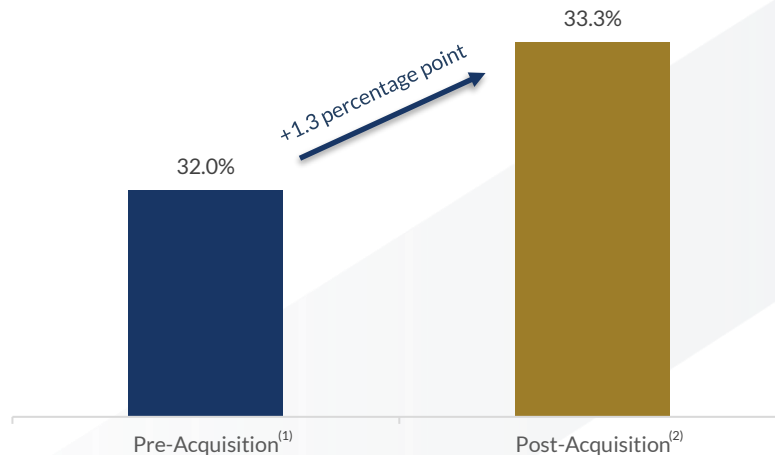
- (1) Based on the audited financial statements of IREIT for the financial year ended 31 December 2022 ("FY2022") ("Audited FY2022") adjusted with the assumption that Darmstadt Campus is 100% vacant during FY2022 with nil revenue but with operating expenses of approximately €0.6 million. The pre-Acquisition DPU based on Audited FY2022 is €2.69 cents
- (2) Assuming approximately 167,604,256 Preferential Offering Units are issued at an illustrative issue price of S\$0.45 per Preferential Offering Unit to finance the Acquisition and approximately 2,272,211 Acquisition Fee Units are issued to the Manager as payment of the Acquisition Fee at an illustrative issue price per Acquisition Fee Unit of S\$0.49
- (3) The post-Acquisition DPU based on the Audited FY2022 would be €2.69 cents and the DPU accretion based on the Audited FY2022 would be flat
- (4) Numbers may not add up due to rounding



# Illustrative Pro Forma Financial Impact

FOR ILLUSTRATIVE PURPOSES ONLY – NOT A FORWARD LOOKING PROJECTION

## Aggregate Leverage (%)



Note: Please refer to announcement titled "Proposed Acquisition of a Portfolio of 17 Retail Properties Located in France" dated 1 June 2023



## Conclusion

## Key Transaction Highlights

- 1 Increase in Exposure to an Attractive and Resilient Asset Class
- 2 Blue-chip Tenant, B&M Group, a Leading European Discount Retailer
- 3 Quality Retail Portfolio that Complements IREIT's Existing Portfolio
- 4 Potential Upside in Income through Developments
- 5 Strengthens IREIT's Portfolio Resilience and Diversification
- 6 Increases Market Capitalisation and Liquidity
- 7 Leveraging on Strategic Investors' Knowledge, Expertise, Support and Resources in France



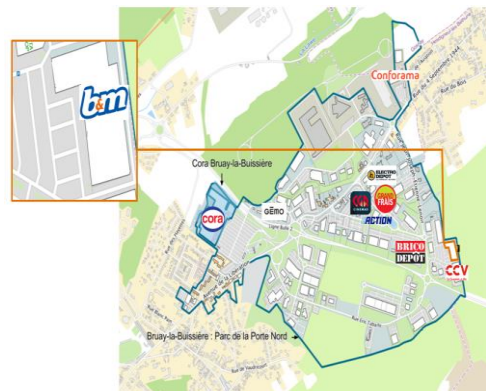
# Appendix

# Portfolio Asset List

## Béthune (Bruay-la-Buissière)



Region	▪ Hauts-de-France
Land tenure	▪ Freehold
Completion Year	▪ 2011
GLA (sqm)	▪ 3,396
Occupancy Rate	▪ 100%
Valuation (€ m) <sup>(1)</sup>	▪ Savills: 5.8 ▪ BNPP: 5.6
Purchase Consideration (€ m)	▪ 5.6

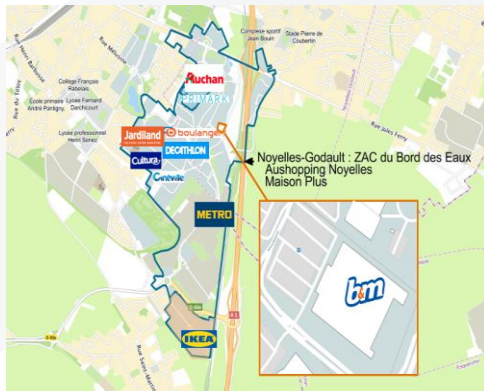


Catchment Area (Number of Inhabitants) <sup>(2)</sup>	▪ 198,574
Direct Environment	▪ Located in the first largest retail zone in the area and has very good road access
Competition	▪ Action ▪ L'incroyable ▪ L'ID Stock

## Noyelles-Godault



Region	▪ Hauts-de-France
Land tenure	▪ Leasehold
Completion Year	▪ 1990
GLA (sqm)	▪ 4,756
Occupancy Rate	▪ 100%
Valuation (€ m) <sup>(1)</sup>	▪ Savills: 2.1 ▪ BNPP: 2.1
Purchase Consideration (€ m)	▪ 2.1



Catchment Area (Number of Inhabitants) <sup>(2)</sup>	▪ 536,882
Direct Environment	▪ Located in the first largest retail zone in the area and benefits from very good road access
Competition	▪ Action ▪ L'incroyable ▪ L'ID Stock ▪ La Foir'Fouille ▪ Stokomani



# Portfolio Asset List (Cont'd)

## Saint-Quentin / Fayet



Region	Hauts-de-France
Land tenure <sup>(1)</sup>	Leasehold
Completion Year	2007
GLA (sqm)	3,571
Occupancy Rate	100%
Valuation (€ m) <sup>(2)</sup>	Savills: 3.1 BNPP: 2.6
Purchase Consideration (€ m)	2.8



Catchment Area (Number of Inhabitants) <sup>(3)</sup>	95,287
Direct Environment	Located in the first largest retail zone in the area which benefits from very good road access
Competition	Action L'incroyable

## Rouen (St Etienne du Rouvray)



Region	Normandie
Land tenure	Freehold
Completion Year	1976
GLA (sqm)	6,649
Occupancy Rate	100%
Valuation (€ m) <sup>(2)</sup>	Savills: 5.5 BNPP: 5.6
Purchase Consideration (€ m)	5.5



Catchment Area (Number of Inhabitants) <sup>(3)</sup>	151,795
Direct Environment	Located in a small out of town retail area which benefits from very good road access
Competition	Action

# Portfolio Asset List (Cont'd)

## Claye-Souilly



Region	■ Île-de-France
Land tenure	■ Freehold
Completion Year	■ 2005
GLA (sqm)	■ 3,860
Occupancy Rate	■ 100%
Valuation (€ m) <sup>(1)</sup>	■ Savills: 8.1 ■ BNPP: 8.3
Purchase Consideration (€ m)	■ 7.9

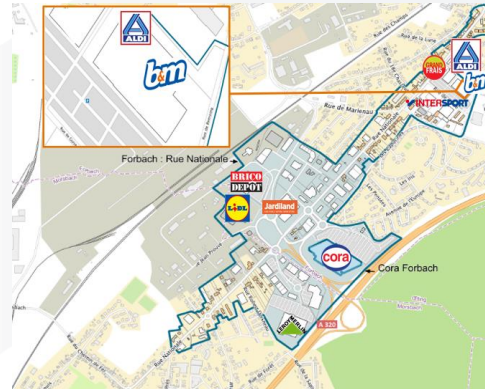


Catchment Area (Number of Inhabitants) <sup>(2)</sup>	■ 549,910
Direct Environment	■ Located close to Roissy-Charles de Gaulle airport
Competition	■ Action ■ Stokomani ■ La Foir'Fouille ■ MaxiBazar

## Forbach



Region	■ Grand Est
Land tenure	■ Freehold
Completion Year	■ 2010
GLA (sqm)	■ 3,052
Occupancy Rate	■ 100%
Valuation (€ m) <sup>(1)</sup>	■ Savills: 3.8 ■ BNPP: 4.2
Purchase Consideration (€ m)	■ 3.9



Catchment Area (Number of Inhabitants) <sup>(2)</sup>	■ 157,846
Direct Environment	■ Located in the main retail zone of the area and benefits from a position along Rue Nationale
Competition	■ Action ■ La Foir'Fouille

# Portfolio Asset List (Cont'd)

## Metz



Region	Grand Est
Land tenure	Leasehold
Completion Year	1997
GLA (sqm)	4,020
Occupancy Rate	100%
Valuation (€ m) <sup>(1)</sup>	Savills: 1.9 BNPP: 1.3
Purchase Consideration (€ m)	1.6

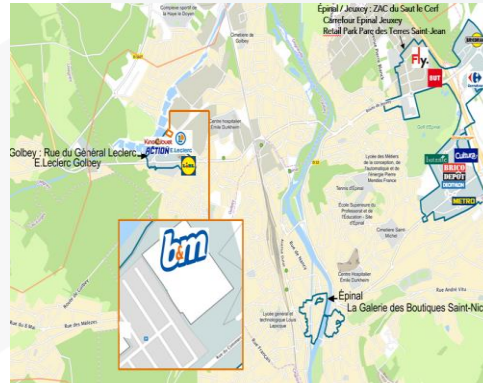


Catchment Area (Number of Inhabitants) <sup>(2)</sup>	242,073
Direct Environment	Located in a large out of town retail area and benefits from very good road access
Competition	Action

## Epinal (Golbey)



Region	Grand Est
Land tenure	Freehold
Completion Year	2005
GLA (sqm)	3,160
Occupancy Rate	100%
Valuation (€ m) <sup>(1)</sup>	Savills: 3.8 BNPP: 4.0
Purchase Consideration (€ m)	3.8



Catchment Area (Number of Inhabitants) <sup>(2)</sup>	84,175
Direct Environment	Located in a small out of town retail area and benefits from very good road access
Competition	Action



# Portfolio Asset List (Cont'd)

## Nancy (Essey-lès-Nancy)



Region	Grand Est
Land tenure	Freehold
Completion Year	2010
GLA (sqm)	3,693
Occupancy Rate	100%
Valuation (€ m) <sup>(1)</sup>	Savills: 5.9 BNPP: 6.2
Purchase Consideration (€ m)	5.9



Catchment Area (Number of Inhabitants) <sup>(2)</sup>	108,939
Direct Environment	Located in a large out of town retail area which benefits from very good road access
Competition	Action Stokomani Max Plus Périgueux

## Blois



Region	Centre-Val de Loire
Land tenure	Leasehold
Completion Year	1989
GLA (sqm)	2,337
Occupancy Rate	100%
Valuation (€ m) <sup>(1)</sup>	Savills: 1.4 BNPP: 1.5
Purchase Consideration (€ m)	1.4



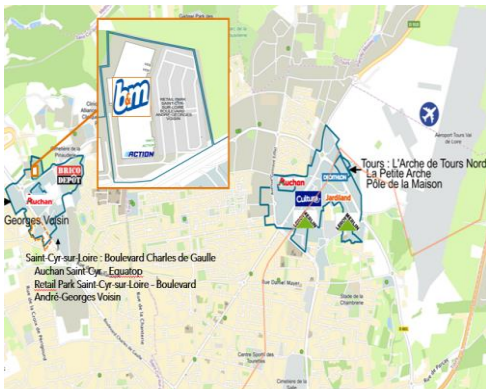
Catchment Area (Number of Inhabitants) <sup>(2)</sup>	99,957
Direct Environment	Located in the second largest retail zone in the area and has very good road access
Competition	Noz

# Portfolio Asset List (Cont'd)

## Tours (Saint-Cyr-sur-Loire)



Region	Centre-Val de Loire
Land tenure	Freehold
Completion Year	2006
GLA (sqm)	3,810
Occupancy Rate	100%
Valuation (€ m) <sup>(1)</sup>	Savills: 5.8 BNPP: 6.1
Purchase Consideration (€ m)	5.8



Catchment Area (Number of Inhabitants) <sup>(2)</sup>	261,177
Direct Environment	Located in the second largest retail zone in the area and benefits from very good road access
Competition	Noz

## Châteauroux (Saint-Maur)



Region	Centre-Val de Loire
Land tenure	Freehold
Completion Year	2006
GLA (sqm)	3,182
Occupancy Rate	100%
Valuation (€ m) <sup>(1)</sup>	Savills: 2.9 BNPP: 3.2
Purchase Consideration (€ m)	2.9



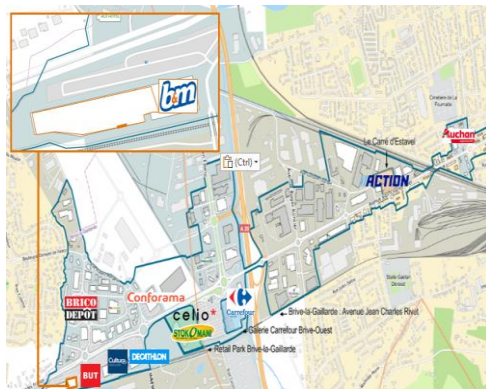
Catchment Area (Number of Inhabitants) <sup>(2)</sup>	79,241
Direct Environment	Located in the largest retail zone in the area and benefits from very good road access
Competition	Action Gifi Noz La Foir'Fouille Centreakor

# Portfolio Asset List (Cont'd)

## Brive-la-Gaillarde



Region	<ul style="list-style-type: none"> <li>Nouvelle-Aquitaine</li> </ul>
Land tenure	<ul style="list-style-type: none"> <li>Freehold</li> </ul>
Completion Year	<ul style="list-style-type: none"> <li>2011</li> </ul>
GLA (sqm)	<ul style="list-style-type: none"> <li>3,036</li> </ul>
Occupancy Rate	<ul style="list-style-type: none"> <li>100%</li> </ul>
Valuation (€ m) <sup>(1)</sup>	<ul style="list-style-type: none"> <li>Savills: 5.0</li> <li>BNPP: 5.4</li> </ul>
Purchase Consideration (€ m)	<ul style="list-style-type: none"> <li>5.1</li> </ul>



Catchment Area (Number of Inhabitants) <sup>(2)</sup>	<ul style="list-style-type: none"> <li>92,953</li> </ul>
Direct Environment	<ul style="list-style-type: none"> <li>Located in the largest retail zone in the area and benefits from very good road access</li> </ul>
Competition	<ul style="list-style-type: none"> <li>Action</li> <li>Stokomani</li> <li>La Foir'Fouille</li> <li>Gifi</li> </ul>

## Périgueux (Marsac)



Region	<ul style="list-style-type: none"> <li>Nouvelle-Aquitaine</li> </ul>
Land tenure	<ul style="list-style-type: none"> <li>Freehold</li> </ul>
Completion Year	<ul style="list-style-type: none"> <li>1996</li> </ul>
GLA (sqm)	<ul style="list-style-type: none"> <li>3,215</li> </ul>
Occupancy Rate	<ul style="list-style-type: none"> <li>100%</li> </ul>
Valuation (€ m) <sup>(1)</sup>	<ul style="list-style-type: none"> <li>Savills: 4.9</li> <li>BNPP: 4.9</li> </ul>
Purchase Consideration (€ m)	<ul style="list-style-type: none"> <li>4.9</li> </ul>



Catchment Area (Number of Inhabitants) <sup>(2)</sup>	<ul style="list-style-type: none"> <li>72,265</li> </ul>
Direct Environment	<ul style="list-style-type: none"> <li>Located in 1 of 2 equally large retail zones in the area and benefits from average road access</li> </ul>
Competition	<ul style="list-style-type: none"> <li>Action</li> <li>Max Plus Périgueux</li> </ul>



# Portfolio Asset List (Cont'd)

## Bourg-en-Bresse (Viriat)



Region	<ul style="list-style-type: none"> <li>Auvergne-Rhône-Alpes</li> </ul>
Land tenure	<ul style="list-style-type: none"> <li>Freehold</li> </ul>
Completion Year	<ul style="list-style-type: none"> <li>2005</li> </ul>
GLA (sqm)	<ul style="list-style-type: none"> <li>3,092</li> </ul>
Occupancy Rate	<ul style="list-style-type: none"> <li>100%</li> </ul>
Valuation (€ m) <sup>(1)</sup>	<ul style="list-style-type: none"> <li>Savills: 4.6</li> <li>BNPP: 4.6</li> </ul>
Purchase Consideration (€ m)	<ul style="list-style-type: none"> <li>4.6</li> </ul>

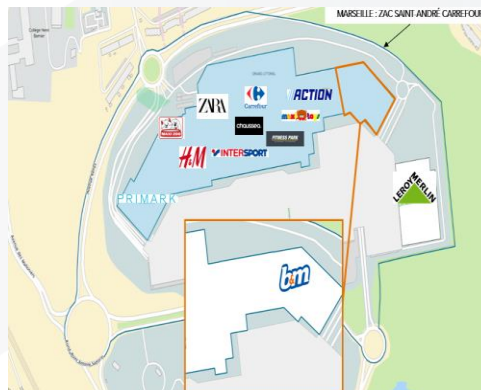


Catchment Area (Number of Inhabitants) <sup>(2)</sup>	<ul style="list-style-type: none"> <li>92,550</li> </ul>
Direct Environment	<ul style="list-style-type: none"> <li>Located in the second largest retail zone in the area with good road access</li> </ul>
Competition	<ul style="list-style-type: none"> <li>Centreakor</li> </ul>

## Marseille



Region	<ul style="list-style-type: none"> <li>PACA</li> </ul>
Land tenure	<ul style="list-style-type: none"> <li>Freehold</li> </ul>
Completion Year	<ul style="list-style-type: none"> <li>1995</li> </ul>
GLA (sqm)	<ul style="list-style-type: none"> <li>3,945</li> </ul>
Occupancy Rate	<ul style="list-style-type: none"> <li>100%</li> </ul>
Valuation (€ m) <sup>(1)</sup>	<ul style="list-style-type: none"> <li>Savills: 8.3</li> <li>BNPP: 7.9</li> </ul>
Purchase Consideration (€ m)	<ul style="list-style-type: none"> <li>8.0</li> </ul>



Catchment Area (Number of Inhabitants) <sup>(2)</sup>	<ul style="list-style-type: none"> <li>630,870</li> </ul>
Direct Environment	<ul style="list-style-type: none"> <li>Located within Grand Littoral Shopping Centre, in a zone which benefits from excellent and direct road access</li> </ul>
Competition	<ul style="list-style-type: none"> <li>Action</li> <li>Stokomani</li> </ul>

# Portfolio Asset List (Cont'd)

## Martigues (St-Mitre-les-Remparts)



Region	▪ PACA
Land tenure	▪ Freehold
Completion Year	▪ 2005
GLA (sqm)	▪ 2,982
Occupancy Rate	▪ 100%
Valuation (€ m) <sup>(1)</sup>	▪ Savills: 4.8 ▪ BNPP: 5.2
Purchase Consideration (€ m)	▪ 4.9



Catchment Area (Number of Inhabitants) <sup>(2)</sup>	▪ 118,439
Direct Environment	▪ Located within the Des Etangs retail zone which benefits from direct access from the D5 departmental road
Competition	▪ Action ▪ Home Plaisir



## Thank You

For enquiries, please contact:

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*Périgueux*