



PRELIOS
1Q 2016 Results Presentation
12th May 2016

AGENDA

- ❑ Overview Prelios Group
- ❑ 1Q 2016 Results Presentation
- ❑ Ongoing Projects

Overview Prelios Group

Overview Prelios Group

Introduction

Prelios is a leading European asset management group providing a full range of real estate and financial services. It has been listed on the Italian Stock Exchange since 2002

- Over 20 years of experience in advanced real estate and financial services for third parties' portfolios
- 28 real estate funds managed by Prelios SGR, one of the leading Fund and Asset Management Companies on the Italian real estate market, with an under asset management of approximately € 3.8 mln¹
- € 9.5 bln of Non Performing Loans (NPL)² under management
- Specialized integrated services covering the entire life cycle of real estate in Italy, Germany and Poland
- High standards of quality and reliability, confirmed by certifications, positive ratings by rating agencies and international awards
- Through the positive conclusion of the Investments activity spin-off and the Right-Issue process (finalized in Q1 2016) the Group repositioning process has been completed and the management platform is fully separated from investment business now ring-fenced into Focus Investments participation

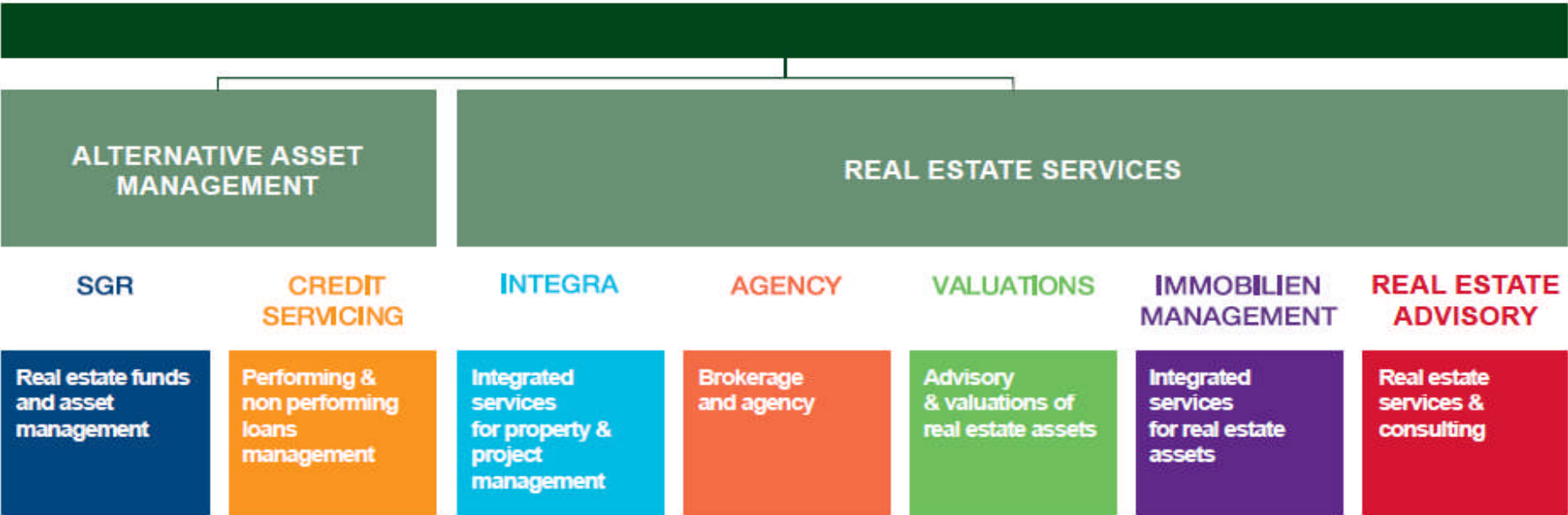
(1) Value at 31/12/2015 including Excelsia 9 S.r.l. portfolio

(2) Gross book value at 31/12/2015

Overview Prelios Group

Integrated Management Platform

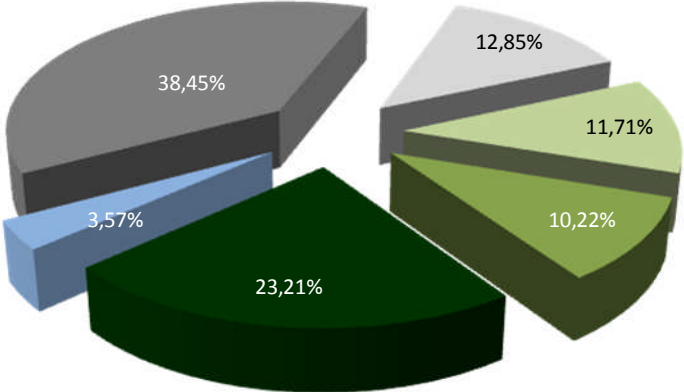
- Through independent operating companies, Prelios Group is a platform of real estate finance and specialized services for the management and value enhancement of third parties' portfolios
- Our Group comprises an extremely well-qualified structure which includes approximately 400 employees in Italy and abroad, with significant professional skills and a track record of excellence in the international arena



Overview Prelios Group

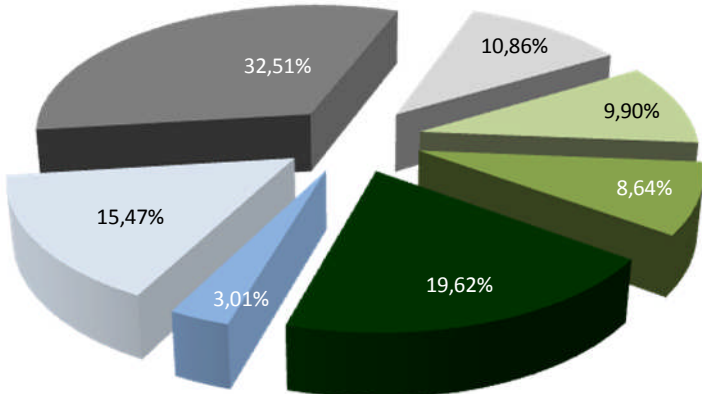
Shareholders Structure

Voting share capital (excluding class B shares)



- Pirelli S.p.A.
- Unicredit S.p.A.
- Intesa Sanpaolo S.p.A.
- Prelios Shareholders' Agreement⁽¹⁾
- Coinv S.p.A.
- Fenice Srl⁽²⁾
- Market

Economic share capital (including class B shares)



(1) Prelios Shareholders agreement includes Deb Holding Srl, Negentropy Capital Partners Llp, Feidos S.p.A., Fondazione Renato Corti, Alexis De Dietrich, Energia Di Famiglia Srl, York European Distressed Credit Holdings Il Llc, Lunelli S.p.A., Porto Allegro Srl, Fulvio Conti, Matteo Bruno Lunelli.
 (2) Fenice Srl includes Pirelli & C. S.p.A., Uicredit S.p.A. e Intesa Sanpaolo S.p.A.

1Q 2016 Results Presentation

1Q 2016 Group Results

Highlights

(€/mln)	A	B	DELTA (A - B) / B
	ACTUAL MARCH 2016	ACTUAL MARCH 2015 DISCONTINUED	
Revenues Mgmt Platform	15.6	13.0	20%
<i>o/w management platform (excluding G&A)</i>	15.4	13.3	
Revenues investment		3.0	
TOT Revenues	15.6	16.0	
EBIT Mgmt Platform & Holding	(2.0)	(3.1)	
<i>o/w management platform (excluding G&A)</i>	0.0	(0.4)	
<i>o/w Holding</i>	(2.1)	(2.7)	
EBIT investment ⁽¹⁾	(0.0)	(3.8)	
TOT EBIT	(2.0)	(6.9)	70%
Financial charges	(4.3)	0.9	
Extraordinary Items ⁽²⁾	(2.6)	(1.2)	
TOT PBT	(8.9)	(7.2)	-24%
Discontinued operations		1.5	
Net income	(9.6)	(6.1)	-57%
	ACTUAL MARCH 2016	ACTUAL DECEMBER 2015 DISCONTINUED	
Consolidated Net Equity	116.0	66.0	
Net Financial Position	(2.3)	184.9	
Cash	33.2	72.6	
Cash available	19.4	26.5	

1) Actual March 2016 doesn't include any update related to investment business performed on a six months basis after the spin-off into Focus Investments.

2) Actual March 2016 refers to -2.6 mln of restructuring costs.

1Q 2016 Group Results

Consolidated Profit and Loss

(€/mln)

	ACTUAL MARCH 2016	ACTUAL MARCH 2015 DISCONTINUED	Delta ACTUAL 2015 vs R11 2015	Delta % ACTUAL 2015 vs R11 2015
Revenues	15.6	16.0	(58.6)	
<i>of which service activities</i>	15.6	13.0	(53.7)	-78%
<i>of which other revenues</i>		3.0	(4.9)	
EBIT services	(2.2)	(3.1)	(0.5)	
Income from equity participations services	0.2		0.0	
Management platform/G&A	(2.0)	(3.1)	(0.5)	-34%
Investments	(0.0)	(3.8)	13.4	100%
EBIT	(2.0)	(6.9)	12.9	86%
Financial charges	(4.3)	0.9	9.3	
Profit before restr. costs, writedown/ reval. & taxes	(6.3)	(6.0)	22.2	78%
Restructuring costs	(2.6)	(0.6)	4.7	
Property writedowns/revaluations		(0.6)	1.3	
Profit before taxes	(8.9)	(7.2)	28.3	
Income taxes	(0.7)	(0.4)	3.2	
Net income before discontinued operations	(9.6)	(7.6)	31.4	
Discontinued operations		1.5	(3.2)	
Net income	(9.6)	(6.1)	28.2	
Minority interests	0.0		0.0	
Net income after minority interests	(9.6)	(6.1)	28.2	75%

1Q 2016 Group Results

Management Platform: Revenues and Ebit

(€/mln)

			ACTUAL MARCH 2016	ACTUAL MARCH 2015	Δ ACTUAL 2016 vs ACTUAL 2015	Δ% ACTUAL 2016 vs ACTUAL 2015
<u>ITALY</u>						
SGR	Ebit	Revenues	4.0	3.8	0.3	7%
		Ebit	1.0	0.4	0.5	128%
		ROS	24.3%	11.4%		
NPL - Credit Servicing	Ebit	Revenues	1.6	1.2	0.4	34%
		Ebit	(0.8)	(1.1)	0.3	25%
		ROS	-49%	-87%		
Alternative Asset Management		Revenues	5.6	5.0	0.7	13%
		Ebit	0.2	(0.6)	0.8	129%
		ROS	3.2%	-12.6%		
Integra		Revenues	4.2	4.2	0.0	0%
	Ebit	Ebit	0.3	0.2	0.1	51%
		ROS	6.1%	4.1%		
Agency		Revenues	0.7	0.4	0.2	54%
	Ebit	Ebit	(0.1)	(0.6)	0.5	77%
		ROS	-20%	-136%		
Valuation		Revenues	2.3	1.1	1.2	107%
	Ebit	Ebit	0.3	(0.0)	0.3	1006%
		ROS	14%	-3%		
Services Italy		Revenues	7.1	5.7	1.4	25%
	Ebit	Ebit	0.4	(0.5)	0.9	191%
		ROS	6%	-8%		
Management Platform ITALY		Revenues	12.8	10.7	2.1	19%
	Ebit	Ebit	0.6	(1.1)	1.7	156%
		ROS	4.8%	-10.3%		
<u>GERMANY</u>						
Management Platform GERMANY		Revenues	2.6	2.6	0.0	1%
	Ebit	Ebit	(0.4)	0.8	(1.2)	-158%
		ROS	-16.8%	29.0%		
<u>POLAND</u>						
Management Platform POLAND		Revenues	0.1	0.1	(0.0)	-32%
	Ebit	Ebit	(0.1)	(0.1)	(0.0)	-46%
		ROS	-280.0%	-131.5%		
Management Platform Foreign Countries		Revenues	2.7	2.7	0.0	0%
	Ebit	Ebit	(0.6)	0.7	(1.2)	-188%
		ROS	-21.7%	24.6%		
<u>G&A (Holding)</u>						
G&A (Holding)		Revenues	0.2	(0.4)	0.5	146%
	Ebit	Ebit	(2.1)	(2.7)	0.6	23%
<u>TOTAL MANAGEMENT PLATFORM</u>		Revenues	15.6	13.0	2.6	20%
	Ebit Management Platform	Ebit	(2.0)	(3.1)	1.1	35%
		ROS	-13.1%	-24.1%		
	Revenues excluding G&A	Revenues	15.4	13.3	2.1	16%
	Ebit Management Platform excluding G&A	Ebit	0.0	(0.4)	0.4	100%
		ROS	0.2%	-3.3%		

1Q 2016 Group Results

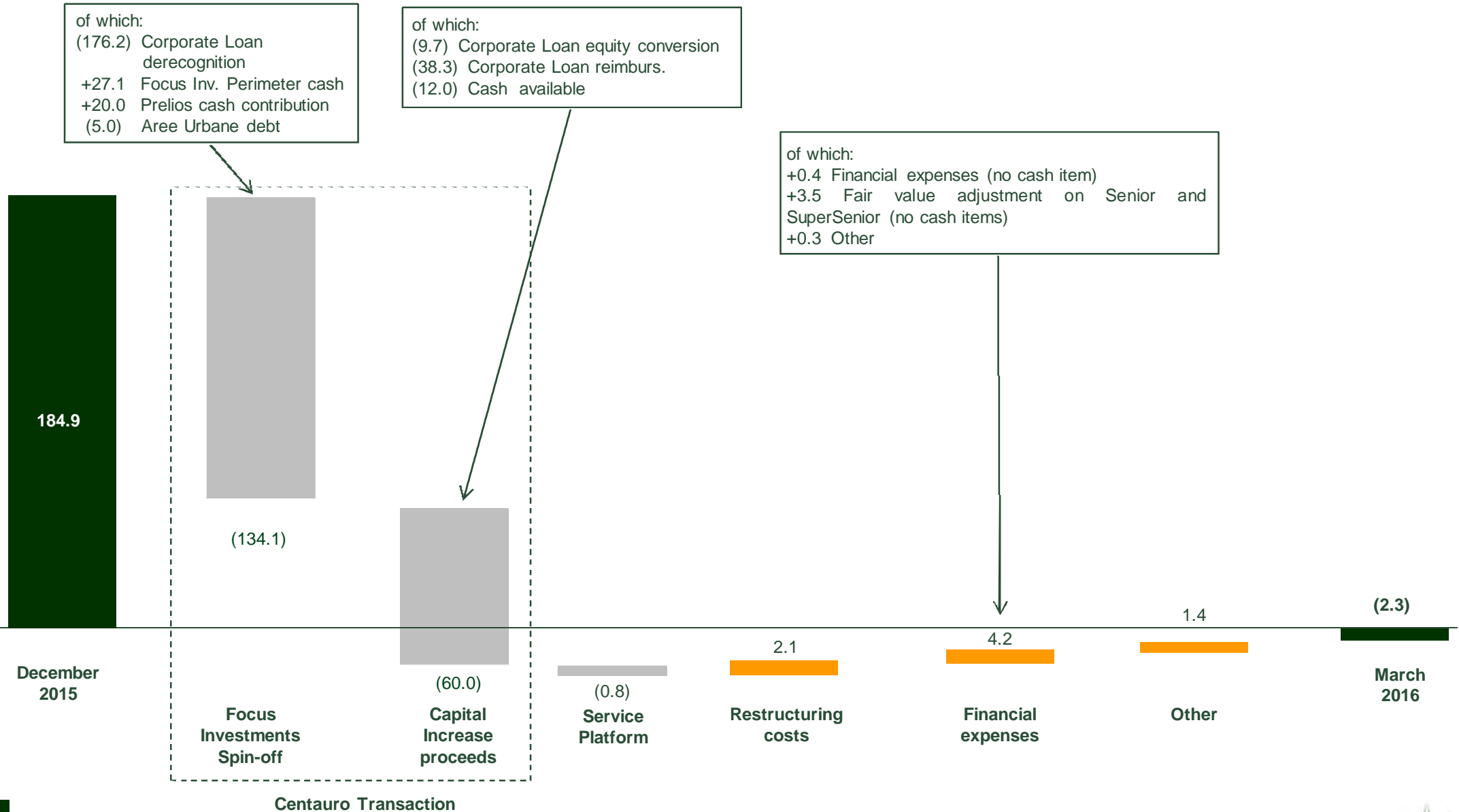
March 2016 and FY 2015 Consolidated Balance Sheet

(€/mln)	ACTUAL Q1 2016	ACTUAL FY 2015
1 Fixed assets	160.7	290.9
<i>of which participations and shareholders' loan</i>	94.0	221.6
<i>of which goodwill</i>	56.4	56.4
<i>of which other fixed assets</i>	10.3	12.9
2 Net working capital	(14.0)	22.7
Inventories	0.0	39.3
Trade receivables	36.7	41.8
Trade payables	(45.5)	(54.9)
Other payables/receivable	(5.2)	(3.7)
3 Net invested capital	146.7	313.6
4 Net equity	116.0	66.0
<i>of which group net equity</i>	116.0	63.2
5 Funds	33.0	62.7
6 Net financial position	(2.3)	184.9
7 Total sources	146.7	313.6

1Q 2016 Group Results

Net Financial Position Dec 2015 – March 2016

(€/mln)




Ongoing Projects

The Group started an analysis focused on:

*Strategy
Development*

*Optimization of the
Group Structure
Organization*



Marco Andreasi, Prelios's Financial Reporting Officer declares -pursuant to Legislative Decree No. 58 of 24 February 1998 "Consolidated Law on Finance" - the conformity of the accounting information contained in this presentation against document results, books and accounts records.

This document, includes forecast statements. Such forecasts are based on the current estimates and projections of the Group, relatively to future events and, due to their nature, are subject to an inherent component of risk and uncertainty. The actual results may significantly differ from those contained in said forecast statements due to several factors, including a continuous volatility and a further deterioration of stock and capital markets, changes in macroeconomic conditions and in economic growth and other variations of the business conditions, in addition to other factors, the majority of which is not under the Group control.