

Result Presentation at 31/03/2022

Conference call

5 May 2022



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Highlights

Rental Income

33.9€ mn

-7.6%

(due to change in real estate perimeter)

Net Rental Income

28,7€ mn

+9.6%

Core business Ebitda

26.1€ mn

+10.0%

Funds From Operations (FFO)

16.7€ mn

+20.7%



1 Operating Performances

Performances in Italian malls in 1Q...



| | | |
|---|--|---|
| Omicron peak (>4.7mn people infected) | Reducing but still significant infections 24/02 outbreak of Ukraine war | Ukraine war and its macro economic impacts |
|---|--|---|

Δ 2022/2019

January

February

March

Tot 1Q

April



TENANT SALES

-12.8%

-1.7%

-6.4%

-7.9%



FOOTFALLS

-22.2%

-19.3%

-20.4%

-20.5%

-18.4%

**CNCC
-21.3%**

Performances are still impacted by contingent external factors

The average ticket continues to grow (March '22 € 26.4 +20.3% vs '19)

..and commercial performances



Occupancy

It remains at high level

Italy 94.8% (-35bps vs FY21 already released)
Romania 94.1% (-51bps vs FY21 being released)



Leasing activities

Italy (1,391 contracts): 20 turnover + 17 renewals (downside -3%**)
Romania (550 contracts): 57 turnover + 47 renewals (downside -3.45%)



Indexation

| | |
|----------------|--|
| Italy | Malls: 83% contracts linked to 100% inflation* ; remaining contracts linked to 75% Hyper: 100% contracts linked to 75% inflation* |
| Romania | 100% linked to Euro Area inflation |

High level of collection rate

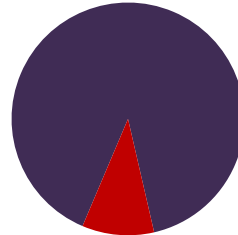
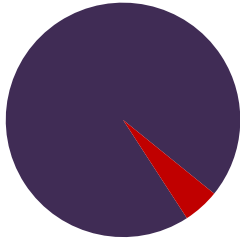
2021

1Q 2022

Collected **c. 95%***

Collected **c. 90%****

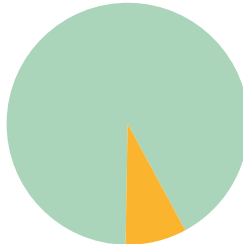
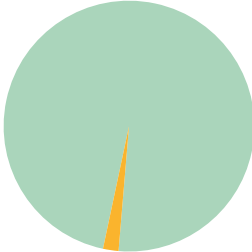
Italian
Portfolio



Collected **c.98%**

Collected **c.90%**

Romanian
Portfolio



ACTIONS IMPLEMENTED TO SUPPORT TENANTS



Granted some temporary reductions and deferred payments



Extended some stepped rents



Strengthened measures to contain energy consumption in order to mitigate the impact of rising energy prices (early switching off of lights and signs, constant monitoring of the temperatures in the shopping centers)

Our merchandising mix continues to evolve (1/2)

FIT-EXPRESS



1,300 m²

Centro Maremà (Grosseto)

Fitness Center

With rehabilitation treatments and a solarium area



KING SPORT



1,800 m² over 2 floors

Centro Leonardo (Imola)

Sports clothing and equipment

Indoor playing fields, e-sport areas, beauty consulting service



Our merchandising mix continues to evolve (2/2)

SANIMED



150 m²

Centro Casilino (Rome)

Medical Clinic

With more than 70 types of highly specialized treatments and operations



CASILINO SKYPARK



2,800 m² Terrace 4^o floor Multipark

Centro Casilino (Rome)

Sport, children, green and entertainment areas

Urban redevelopment of the car park, transformed in the first Italian Sky Park.



New marketing initiatives: communications in the shopping centers and...



- 31 shopping centers involved
- Selected an agency for each shopping center
- Omnichannel approach: online and offline integrated communication
- Marketing focused on the single catchment area needs

...an innovative co-marketing project with Coop Alleanza 3.0



Combine the relaunch of the hypermarkets (with regard to Coop) and the development of the digital strategy (for IGD).

3 common working areas in 12 shopping centers:

- **Digital:** increase the contacts of the CRM platform
- **Communication:** promotion of single tenants, events, new openings also through the Coop Alleanza 3.0 communication means
- **Publicity:** organize joint promotional activities

Sustainability: new awards and ongoing projects

New awards



IGD is among the 19 Italian and 400 European companies to have reduced GHG emissions the most in the 2015-2020 period (Financial Times-Statista research)



IGD is among the 150 Sustainability Leader Companies in Italy for the second year in a row (Il Sole 24 Ore-Statista research)

Main ongoing projects (in line with 2022-2024 BP)



After having defined the Scope 3 in 2021 Sustainability Report, the project to **certify** at least one **emissions reduction target** continues



The pilot project to make ESP Shopping Center «**Zero Emission**» **starting from 2024** is ongoing



Thanks to the good results obtained by the store in **Centro Borgo** (BO), a new «AND Circular» shop (collection-reuse-sale of used clothes) will open in **Centro Lame** employing 7 people

**ENERGY
COMMUNITIES**

Evaluation on the **opportunities** that these instruments can offer to the shopping centers



2 Financial Results

Net rental Income (€mn)



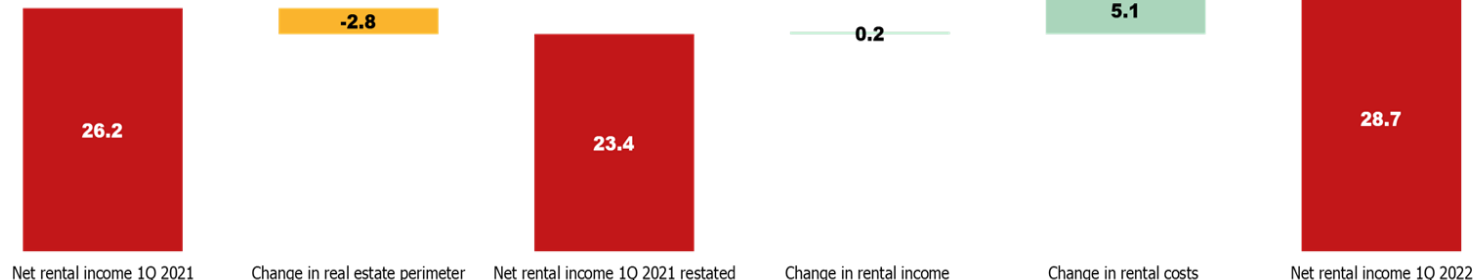
Change vs 2021
+5,3€mn
+22,4%

Of which:

- 3.0 €mn change in real estate perimeter
- +0.2 cost of sold portfolio

Italy
+9.8%
Romania
+5.2%

Change vs 2021
+2.5€mn
+9.6%



Like for like Italy +0.1 €mn:
 Indexation for approx. 560 bps (approx. 0.4 €mn)

Malls (+0.3%):

- Partially offset by temporary reductions for approx. 0.5 €mn (not present in 2021)

Hypermarkets (+0.2%): indexation effect mainly from April.

Like for like Romania: +0.1 €mn
 Increase due to lower reductions granted thanks to the loosening of the pandemic restrictions

Total change in direct costs 5.3€mn less 0.2€mn already considered in the change in real estate perimeter. NO Covid impact on direct costs

Core business Ebitda

(€mn)



Change vs 2021
+5.1€mn
+24.5%

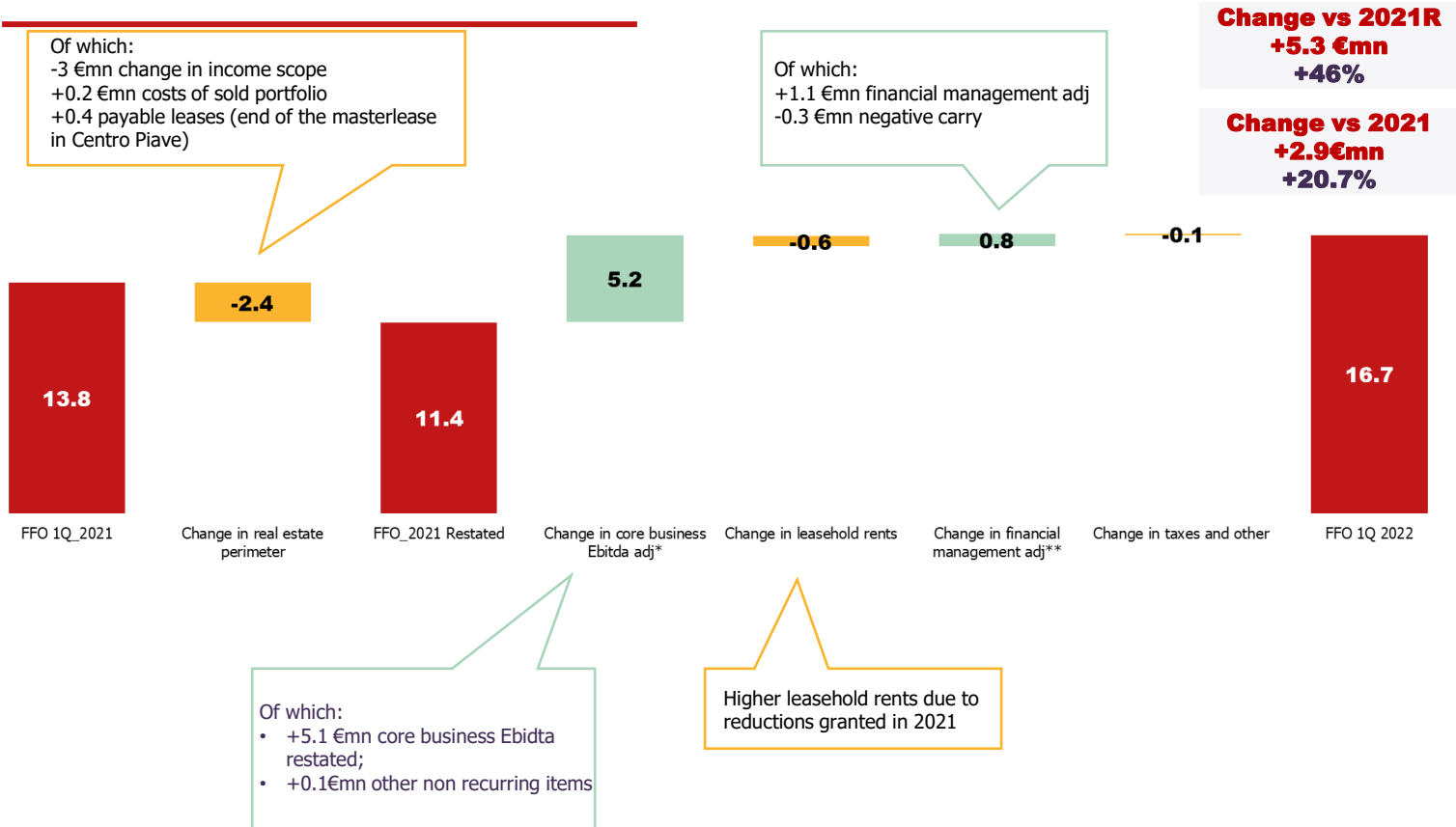
Change vs 2021
+2.3€mn
+10%



Core business
EBITDA MARGIN **73.2%**

EBITDA MARGIN
freehold **75.6%**

FFO

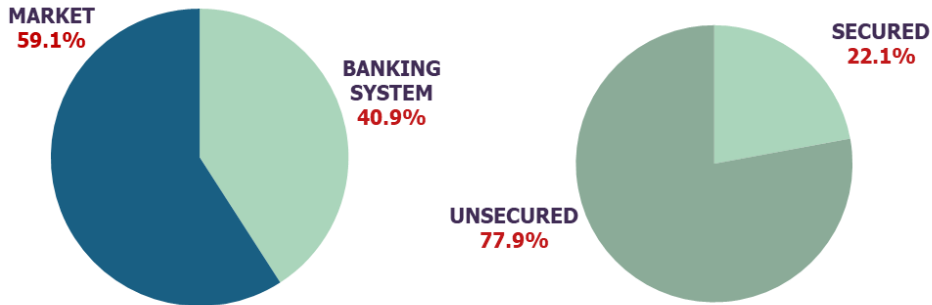


Financial Structure

| | 31/12/2021 | 31/03/2022 |
|----------------------|------------|------------|
| LTV | 44.8% | 44.3% |
| ICR | 3.3X | 3.5X |
| Average cost of debt | 2.20% | 2.16% |

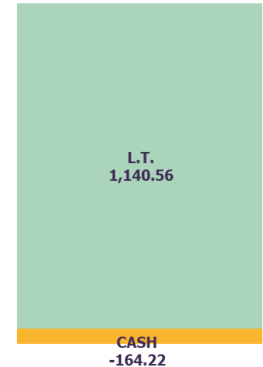
- LTV is decreasing by 50 pp vs 31/12/21
- Net debt is improving (-11€mn vs FY21)

Debt Breakdown*

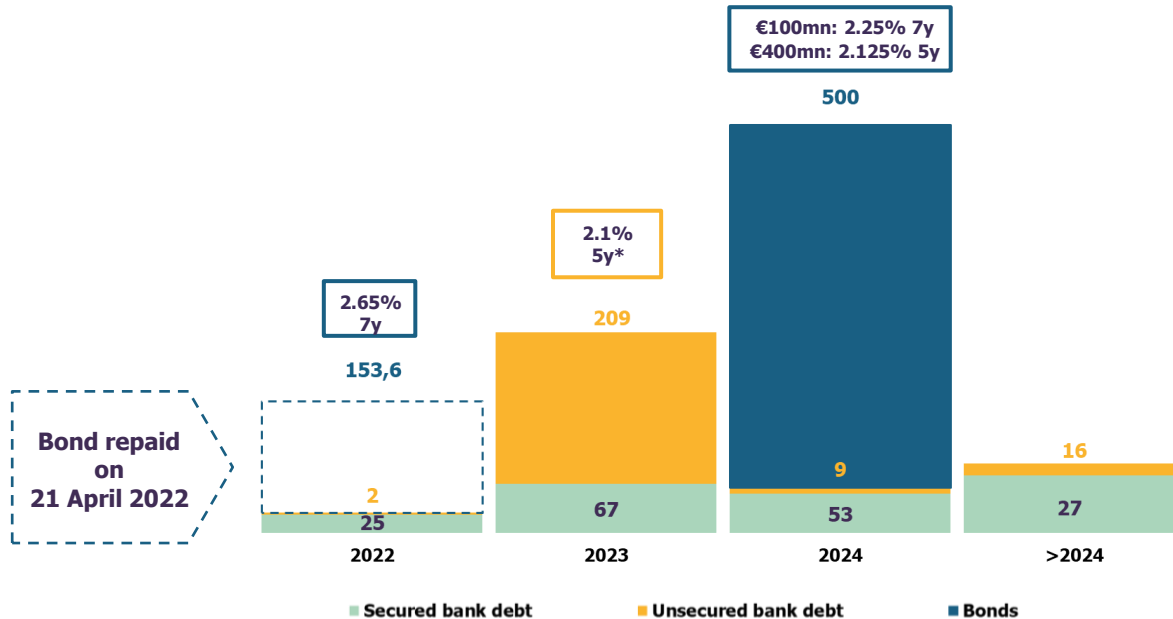


Net Debt 31/03/22

976.34€ mn**



Debt maturity



Agenda

CORPORATE

4 August Results as at 30/06/2022

3 November Results as at 30/09/2022

IR (confirmed as of today)

18 May Italian investment conference 2022
– Unicredit, Kepler Cheuvreux

**6 – 8
September** Italian Sustainability Week Borsa
Italiana

11 October Italian Excellences 2022 – Paris
Intesa Sanpaolo



3 Allegati

Consolidated Income Statement

| GROUP CONSOLIDATED | (a) | (c) | Δ |
|---|--------------|--------------|---------------|
| | 1Q_CONS_2021 | 1Q_CONS_2022 | (c)/(a) |
| Revenues from freehold rental activities | 33.6 | 31.6 | -5.8% |
| Revenues from leasehold rental activities | 3.1 | 2.3 | -27.1% |
| Total income from rental activities | 36.7 | 33.9 | -7.6% |
| Rents and payable leases | 0.0 | 0.0 | 0.0% |
| Direct costs from rental activities | -10.5 | -5.2 | -50.3% |
| Net rental income | 26.2 | 28.7 | 9.6% |
| Revenues from services | 1.7 | 1.8 | 2.9% |
| Direct costs from services | -1.3 | -1.4 | -2.7% |
| Net services income | 0.4 | 0.4 | 24.6% |
| HQ Personnel expenses | -1.7 | -1.9 | 9.1% |
| G&A expenses | -1.1 | -1.1 | 4.9% |
| CORE BUSINESS EBITDA (Operating income) | 23.8 | 26.1 | 10.0% |
| <i>Core business Ebitda Margin</i> | <i>61.8%</i> | <i>73.2%</i> | |
| Revenues from trading | 0.0 | 0.0 | n.a. |
| Cost of sale and other costs from trading | -0.2 | -0.1 | -30.9% |
| Operating result from trading | -0.1 | -0.1 | -14.8% |
| EBITDA | 23.6 | 26.0 | 10.1% |
| <i>Ebitda Margin</i> | <i>61.5%</i> | <i>72.9%</i> | |
| Impairment and Fair Value adjustments | -4.1 | -3.5 | -15.2% |
| Depreciation and provisions | -0.3 | -0.3 | 31.6% |
| EBIT | 19.2 | 22.2 | 15.3% |
| FINANCIAL MANAGEMENT | -8.8 | -7.6 | -14.0% |
| EXTRAORDINARY MANAGEMENT | 0.0 | 0.4 | n.a. |
| PRE-TAX RESULTS | 10.4 | 15.0 | 44.1% |
| Taxes | -0.1 | -0.6 | n.a. |
| NET RESULT OF THE PERIOD | 10.3 | 14.5 | 40.4% |
| (Profit/Loss) for the period related to third parties | 0.0 | 0.0 | n.a. |
| GROUP NET RESULT | 10.3 | 14.5 | 40.4% |

Funds From Operations (FFO)

| Funds from Operations | CONS_2021 | CONS_2022 | Δ 2021 | Δ% vs 2021 |
|-------------------------------------|-------------|-------------|------------|---------------|
| Core business Ebitda | 23.8 | 26.1 | 2.4 | 10.0% |
| IFRS16 Adjustments (Payable leases) | -1.7 | -2.0 | -0.3 | 13.5% |
| Financial Management Adj. | -8.245 | -7.1 | 1.2 | -14.2% |
| Extraordinary Management Adj. | 0.0 | 0.0 | 0.0 | n.a. |
| Current taxes for the period Adj. | -0.296 | -0.4 | -0.1 | 31.5% |
| FFO | 13.5 | 16.7 | 3.2 | 23.9% |
| Una tantum Marketing | 0.0 | 0.1 | 0.1 | n.a. |
| FFO | 13.5 | 16.8 | 3.3 | 24.3% |
| Negative Carry | 0.361 | 0.0 | -0.4 | n.a. |
| FFO ADJ | 13.8 | 16.7 | 2.9 | 20.7% |

Re-classified balance sheet

| Sources - Uses of funds (€/000) | 31/03/2022 | 31/12/2021 | Δ | Δ% |
|---|------------------|------------------|--------------|-------------|
| Fixed assets | 2,091,707 | 2,093,176 | -1,469 | -0.1% |
| Assets under construction | 45,178 | 44,095 | 1,083 | 2.5% |
| Other non current assets | 42,704 | 42,810 | -105 | -0.2% |
| Other non current liabilities | -27,775 | -27,466 | -309 | 1.1% |
| Assets held for sale | 0 | 1,801 | | |
| NWC | 31,098 | 24,504 | 6,594 | 26.9% |
| Net deferred tax (assets)/liabilities | -13,046 | -11,702 | -1,344 | 11.5% |
| TOTAL USES OF FUNDS | 2,169,867 | 2,167,218 | 2,649 | 0.1% |
| Net equity | 1,190,103 | 1,171,758 | 18,345 | 1.6% |
| Net (assets)/liabilities for derivative instruments | 3,425 | 8,435 | -5,010 | -59.4% |
| Net debt | 976,339 | 987,025 | -10,686 | -1.1% |
| TOTAL SOURCES | 2,169,867 | 2,167,218 | 2,649 | 0.1% |

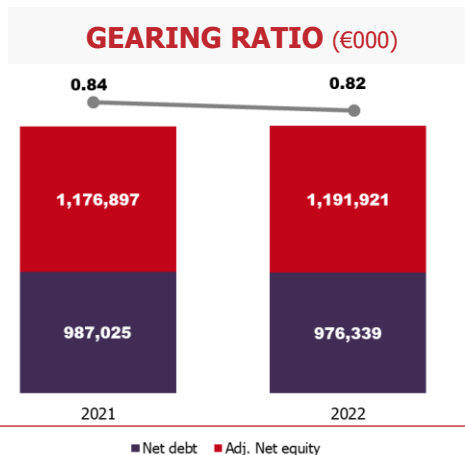
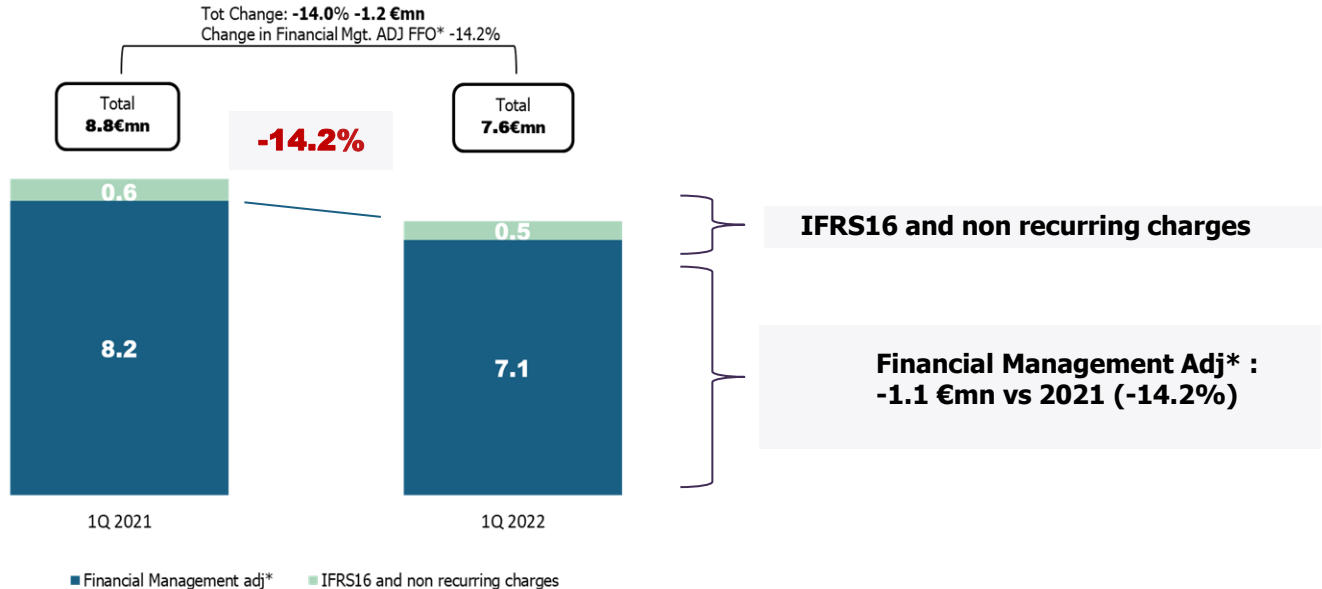


Figure net of accounting items (financial management ADJ*) is further decreasing (-14.2% vs 2021)



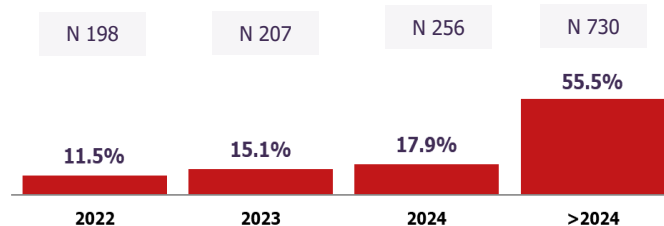
More financial highlights

| | 31/12/2021 | 31/03/2022 |
|---|--------------|--------------|
| Gearing ratio | 0.84X | 0.82X |
| Average length of long-term debt | 2.4 years | 2.2 years |
| Hedging on long-term debt + bond | 93.8% | 93.9% |
| Share of M/L debt | 96.4% | 96.6% |
| Uncommitted credit lines granted | 151 € mn | 151 € mn |
| Uncommitted credit lines availables | 151 € mn | 151 € mn |
| Committed credit lines granted and available | 60 € mn | 60 € mn |
| Unencumbered assets | 1,511.7 € mn | 1,511.7 € mn |

Contracts and key tenants Italy

| TOP 10 Tenant | Product category | Turnover impact | Contracts |
|------------------------------|------------------|-----------------|------------|
| OVS | clothing | 2.7% | 9 |
| PIAZZA ITALIA | clothing | 2.6% | 11 |
| unieuro | electronics | 2.2% | 9 |
| INDITEX | clothing | 2.1% | 11 |
| CALZEDONIA | clothing | 1.7% | 27 |
| H&M | clothing | 1.6% | 9 |
| BLUESPIRIT | jewellery | 1.5% | 25 |
| Stroili Oro | jewellery | 1.5% | 20 |
| motivi FIORELLA RUBINO oltre | clothing | 1.5% | 20 |
| DOUGLAS | personal care | 1.4% | 13 |
| Total | | 18.8% | 154 |

Malls

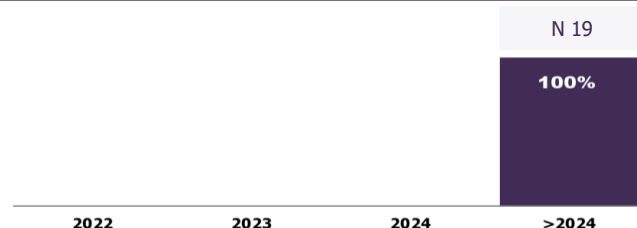


Average residual maturity: **3.9 years**

Total contracts: **1,391** of which **17 renewals** with the same tenant and **20 signed with a new tenant**
Downside -3.0%

Rotation Rate 1.4% (% new tenants on total contracts)



Hypermarkets

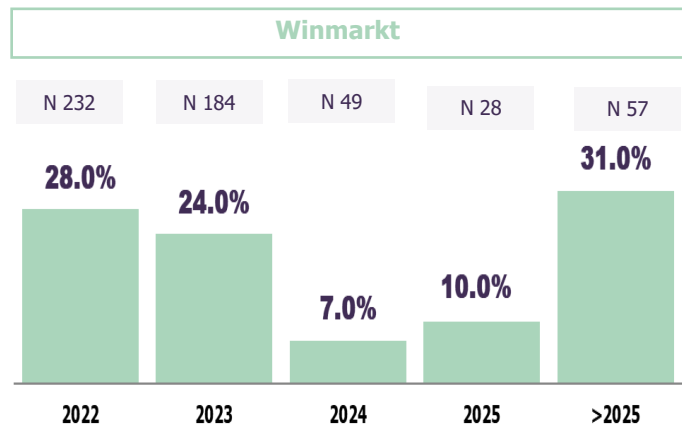


Average residual maturity: **13.2 years**

Total contracts: **19**

Contracts and key tenants Romania

| TOP 10 Tenant | Product category | Turnover impact | Contracts |
|--|------------------|-----------------|-----------|
|  Carrefour market | supermarkets | 11.1% | 11 |
|  H&M | clothing | 4.6% | 11 |
|  kik | clothing | 4.2% | 8 |
|  PEPCO | clothing | 3.9% | 6 |
|  dm | drugstore | 2.7% | 5 |
|  SENSI | health care | 2.3% | 4 |
|  B&B collection | jewellery | 2.1% | 6 |
|  OCPI | offices | 1.9% | 1 |
|  KFC | restaurants | 1.3% | 1 |
|  InterGame | entertainment | 1.2% | 1 |
| Total | | 35.3% | 54 |



Average residual maturity: **3.8 years**

Total contracts: **550** of which **47 renewals** with the same tenant and **57** signed with a **new tenant**
Downside -3.5%

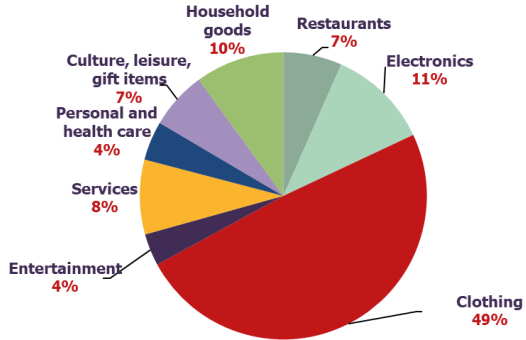
Rotation Rate 10.4% (% new tenants on total contracts)

Merchandising & Tenants Mix

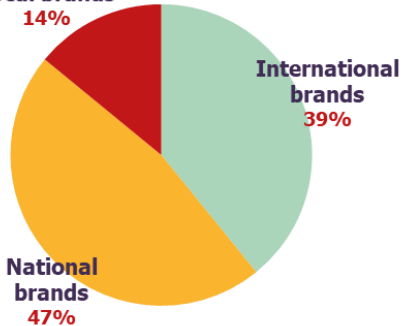
Merchandising Mix*

Tenant Mix*

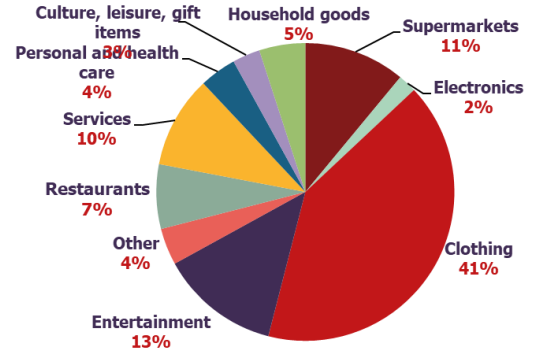
Italy



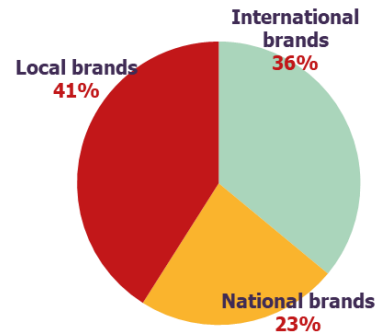
Local brands



Romania



Local brands



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