

Results Presentation at 30/09/2022

Conference call
3 November 2022



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Highlights

	30/09/2022	Δ vs 2021	Δ vs 2021R*	Like for like
Rental Income	102.1€mn	-6.5%	+1.7%	+2.2%
Net Rental Income	83.6€mn	-3.8%	+6.3%	+7.8%
Core business Ebitda	76.0€mn	-4.5%	+6.5%	
Funds From Operation (FFO)	50.4€mn	+4.1%	+19.9%	



1 Operating Performances

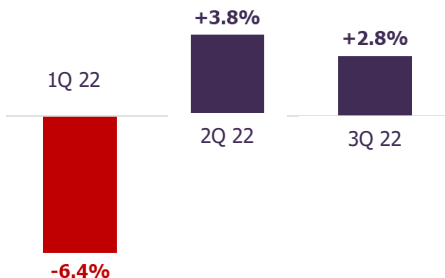
Growth confirmed in 3rd quarter: Italian malls tenant sales in line with 2019*



TENANT SALES

-0.3% progr. 22vs19

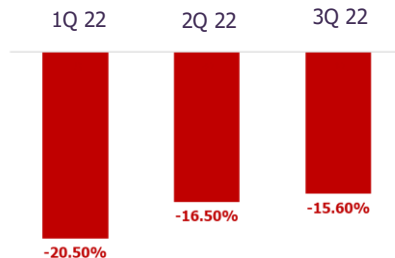
+19.1% progr. 22vs21



FOOTFALLS

-17.5% progr. 22vs19

+9.7% progr. 22vs21



- **The improvement has continued** since the beginning of the year
- **Average ticket: +19.5%** (Sept. '22 vs Sept. '19)
- **Positive contribution from the new openings** in the spaces created from the hypermarket remodelings
- **Fashion is improving** mainly in the bigger surfaces
- **Hypermarkets confirmed to be an anchor tenant** with better performances compared to 2021

Positive commercial performances in Italy...



Occupancy

95.3%

+20 bps vs 1H2022

+10 bps vs FY2021



Leasing activities

Upside* +1.6%

68 turnovers + 60 renewals



80 openings in the 9 months



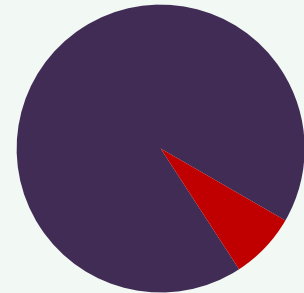
Some examples: Jewellery, Fashion and Household goods



Collection rate

2022

c.93%



...and in Romania



Occupancy

95.1%

+220 bps vs 1H2022

+490 bps vs FY2021



Leasing activities

Upside* +2.4%

82 turnovers + 191 renewals



34 opening in the 9 months



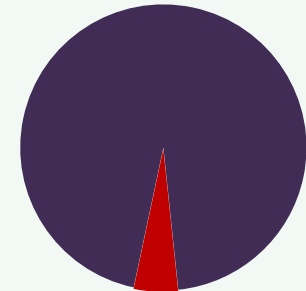
Some examples: Fashion, Personal Care, Household Goods



Collection rate

2022

c. 95%



Co-marketing project with Coop Alleanza 3.0 continues

LAUNCHED THE INITIATIVE: «RADDOPPIA LO SHOPPING»



- In 12 IGD's malls
- October-November 2022

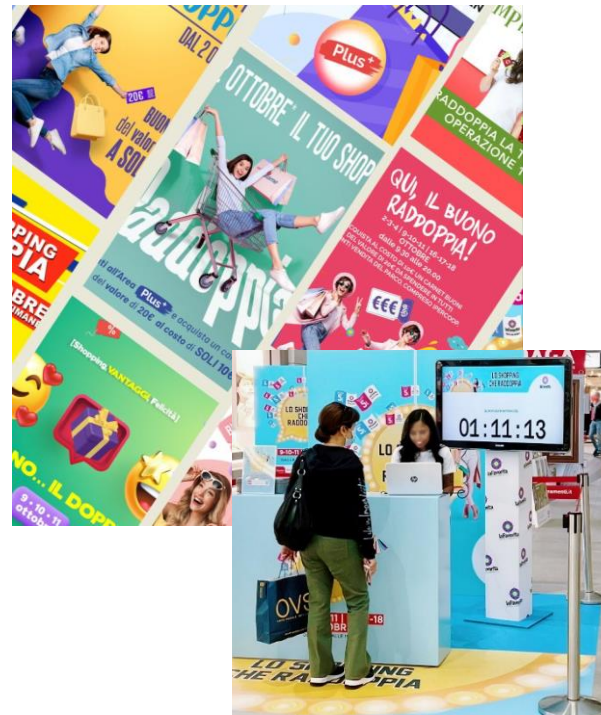


- Offered coupons, that can be spent by the end of 2022 in both the hypermarket and the mall, for double the amount actually paid by visitors (€10 paid = €20 coupon).

TARGETS:



- Increase footfalls and sales
- Increase synergy among tenants
- Accelerate the CRM databases build up in line with IGD's Digital Plan



Sustainability: energy saving measures

MANAGEMENT



Max and Min temperatures and switch-on/switch-off times updated

Air ventilation optimized



Light intensity reduced



Increase awareness in tenants and visitors (tenant handbooks updated, building user guide, communication campaign)

TECHNOLOGICAL/INVESTMENTS




Photovoltaic systems: in 2021 the 8 systems installed (2.1 MWp) produced c.7% of the total electricity consumed. Two more systems are to be installed in 2023 and 4 more are being studied.



Artificial Intelligence: pilot projects started



HVAC* Systems: ongoing updating plan

 CEE Since 2003 IGD has been a member of CEE**, a consortium that purchases electricity and natural gas for its members. In 2021 the CEE bought a total of 1.6 TWh*** of which approx. 33.5 GWh for IGD.

Porta a Mare project in Livorno: good market feedbacks in Officine Storiche

RETAIL AREA

- **More than 16,000** sqm GLA devoted to retail and entertainment
- **More than 80%** pre-letting
- Opening 1/2Q 2023

RESIDENTIAL AREA

- **42** apartments of which **30** with binding proposals signed
- By the end of 2022
 - **25** units delivered
 - **>10 €mn** cash-in



**27 October 2022: first open day of the site
to institutions and press**

Restyling of La Favorita – Mantua completed



**Total restyling of
mall, façade and
parking area**

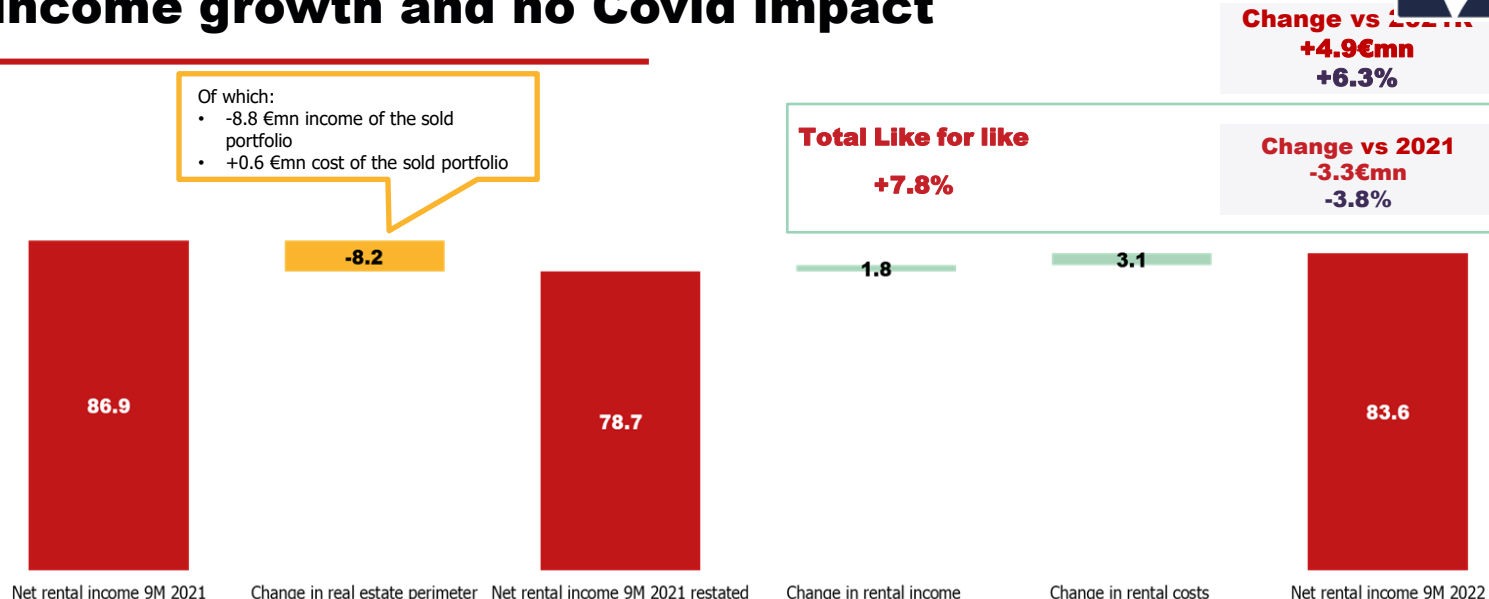
Opening:
10 November '22





3 Economic and financial results

Net rental Income is improving thanks to income growth and no Covid impact



Of which:

- 8.8 €mn income of the sold portfolio
- +0.6 €mn cost of the sold portfolio

Like for like + 2.1€mn:
Italy Malls (+1.8%): Positive effects thanks to leasing activities and indexation for approx. 1.4 €mn partially reduced by higher temporary discounts for approx. 1.0 €mn Temporary (0.5€ mn) and variable revenues (0.5€ mn) are increasing.
Italy Hypermarkets (+2.6%): indexation effect (approx. 0.4 €mn).
Romania (+5,2%): lower temporary discounts granted (+0.3€ mn)
Non like for like -0.3€ mln

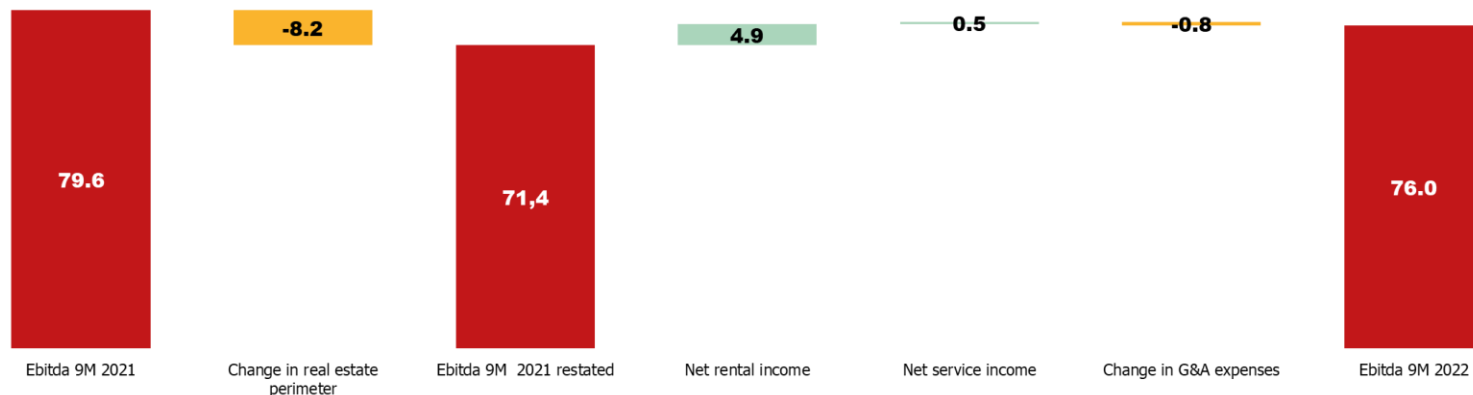
Impacted by the decrease in direct costs related to Covid-19 compared to 2021, whereas condominium fees at IGD expenses (also due to increase in energy costs) and costs related to co-marketing project are increasing.

Some figures may not add up due to rounding.

Core business Ebitda and Ebitda Margin improve (€mn)

Change vs :
+4.6€mn
+6.5%

Change vs 2021
-3.6€mn
-4.5%



Core business
EBITDA
MARGIN

2021
69.8%

2022
70.7%

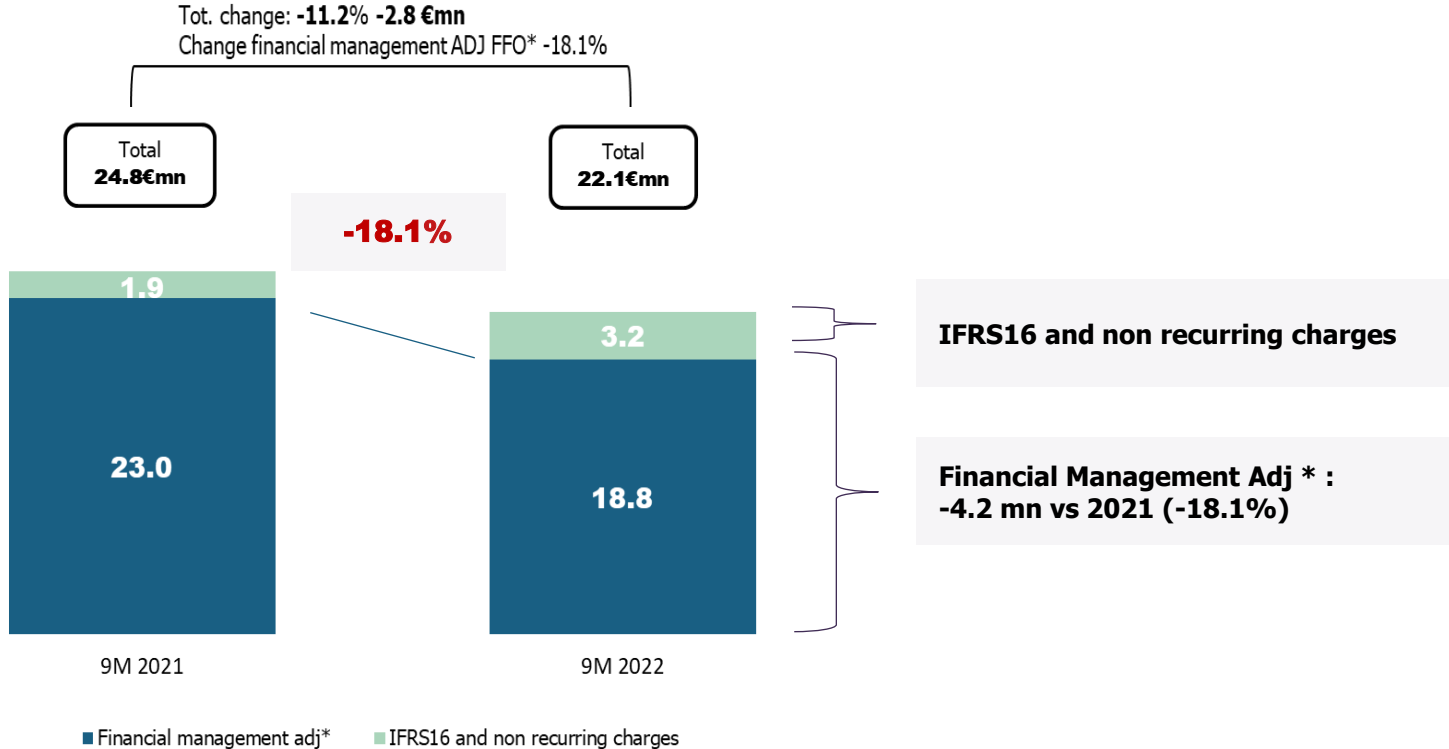
EBITDA
MARGIN
freehold

2021
70.4%

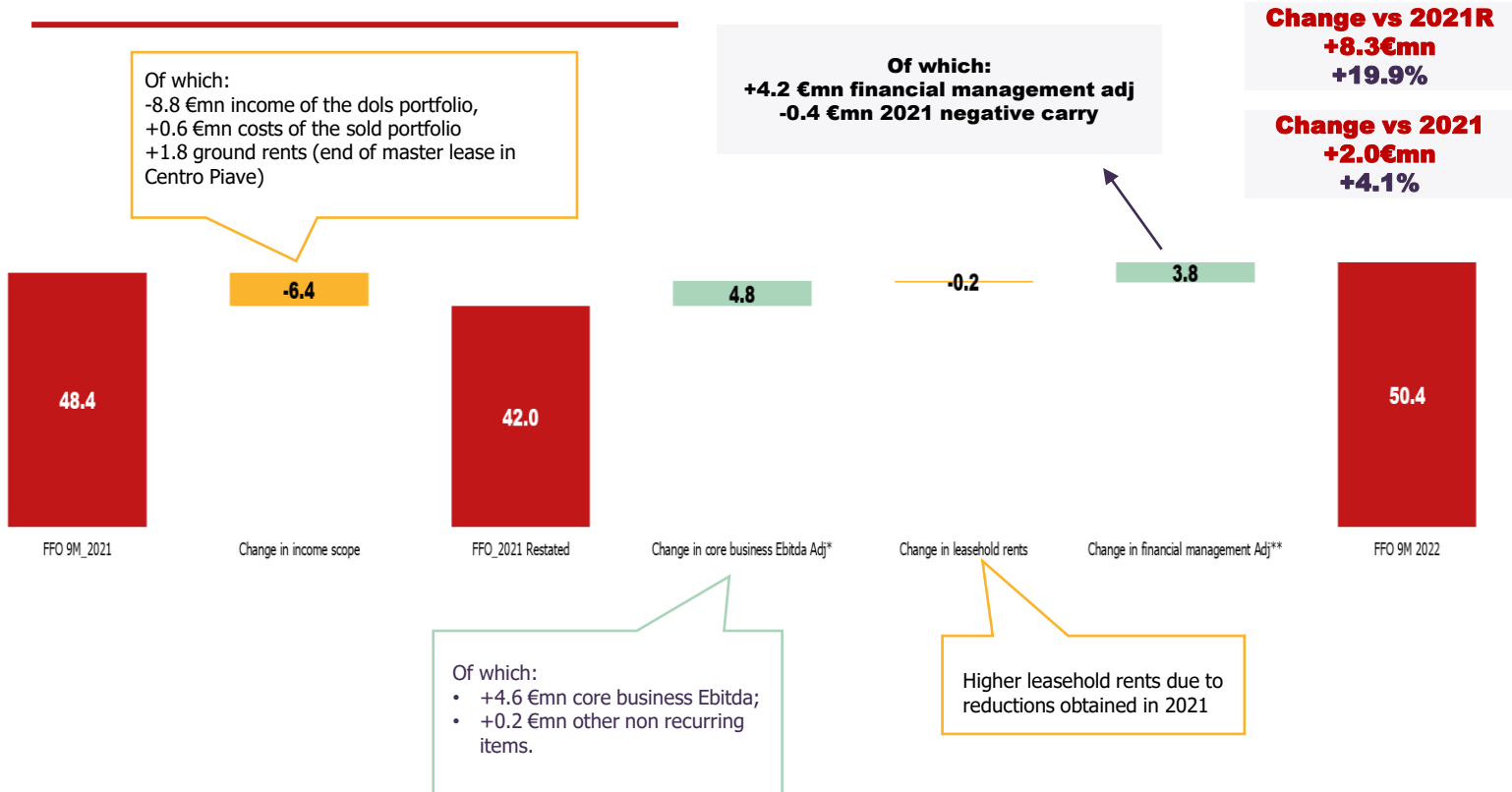
2022
72.5%

Some figures may not add up due to rounding.

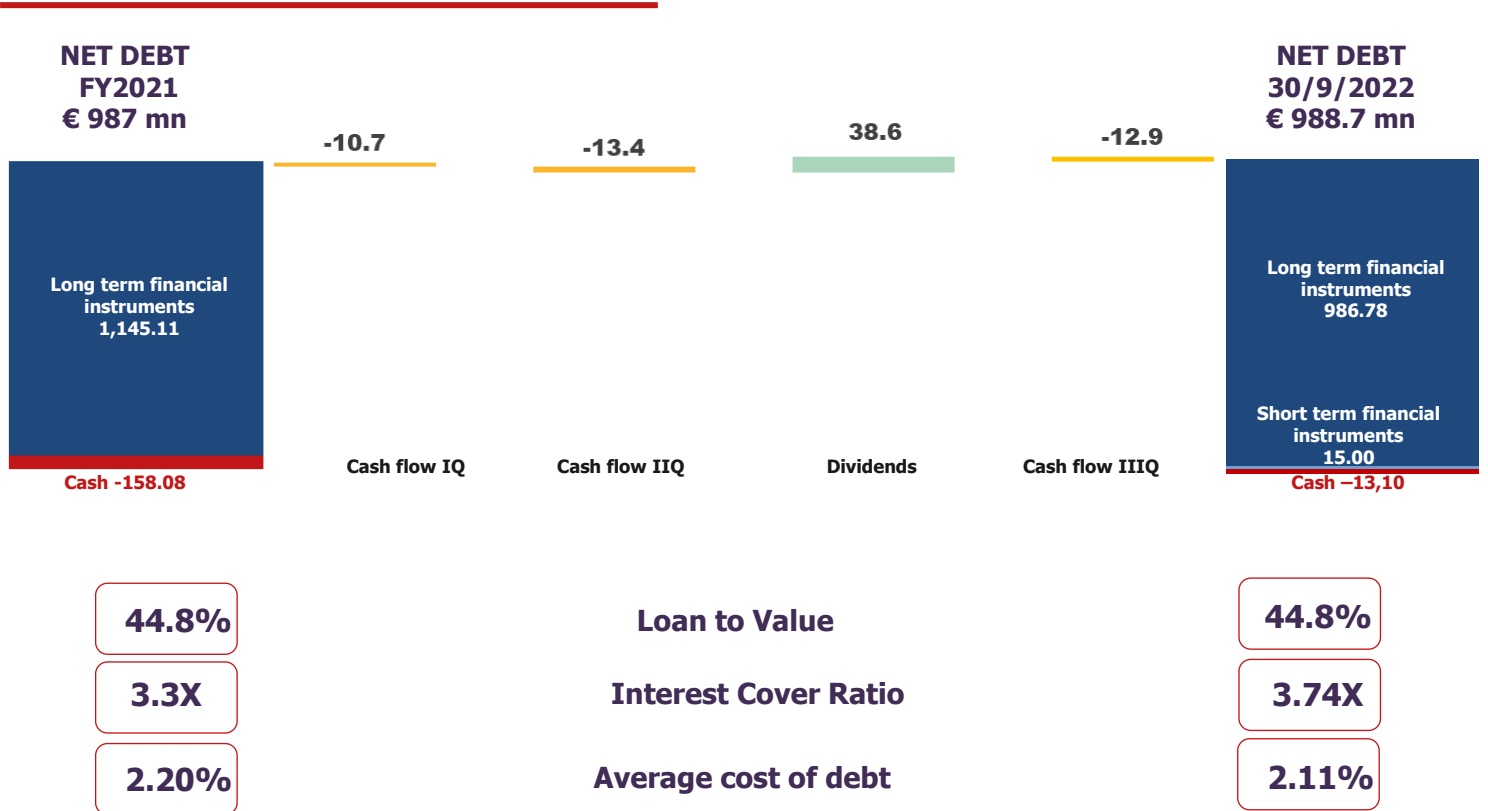
The net debt decrease led to lower financial charges



FFO

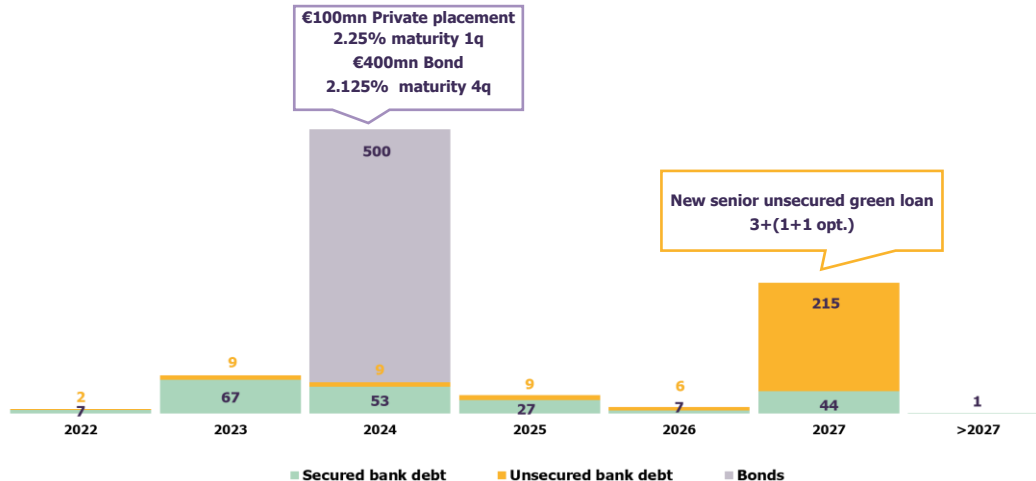


Stable Net Debt and LTV



Financial structure and maturities profile

- 02/08/22: **first Green Loan** following the Green Financing Framework release (March 2022)
- **RATINGS: Fitch:** BBB- (Stable) confirmed on 16/09/2022; **S&P:** BB+ (Stable) confirmed on 20/09/2022
- Considering also the fully available committed credit lines, **2022 and 2023 financial maturities are substantially covered; we are already working on the next significant maturities that will be in 2024**
- **Sustainability Linked Financing Framework** in progress





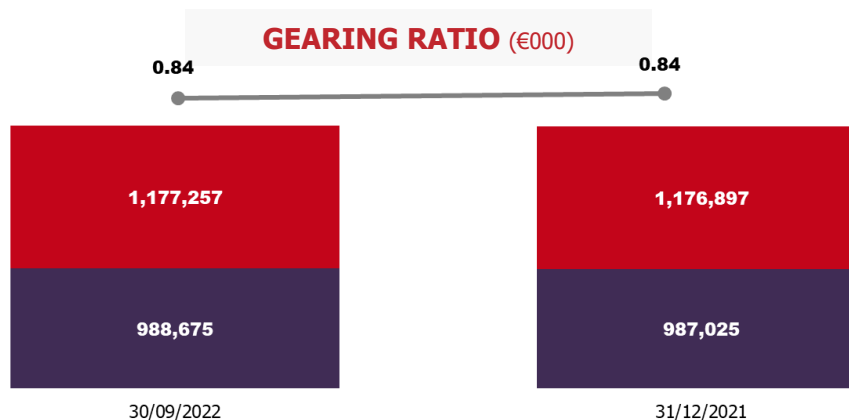
6 Attachments

Consolidated Income Statement

GROUP CONSOLIDATED	(a) 9M_CONS_2021	(c) 9M_CONS_2022	Δ (c)/(a)
Revenues from freehold rental activities	99.9	96.5	-3.4%
Revenues from leasehold rental activities	9.2	5.6	-39.2%
Total income from rental activities	109.1	102.1	-6.5%
Rents and payable leases	0.0	0.0	n.a.
Direct costs from rental activities	-22.2	-18.5	-16.9%
Net rental income	86.9	83.6	-3.8%
Revenues from services	4.8	5.4	11.7%
Direct costs from services	-4.0	-4.0	1.0%
Net services income	0.9	1.4	60.1%
HQ Personnel expenses	-4.9	-5.3	7.8%
G&A expenses	-3.3	-3.7	13.7%
CORE BUSINESS EBITDA (Operating income)	79.6	76.0	-4.5%
<i>Core business Ebitda Margin</i>	<i>69.8%</i>	<i>70.7%</i>	
Revenues from trading	0.4	0.4	-1.8%
Cost of sale and other costs from trading	-0.8	-0.6	-17.3%
Operating result from trading	-0.3	-0.2	-37.6%
EBITDA	79.2	75.8	-4.4%
<i>Ebitda Margin</i>	<i>69.3%</i>	<i>70.2%</i>	
Impairment and Fair Value adjustments	-16.7	-13.1	-21.8%
Depreciation and provisions	-0.5	-1.2	n.a.
EBIT	62.0	61.5	-0.8%
FINANCIAL MANAGEMENT	-24.8	-22.1	-11.2%
EXTRAORDINARY MANAGEMENT	0.0	0.4	n.a.
PRE-TAX RESULTS	37.2	39.8	7.2%
Taxes	-2.0	-1.2	-40.8%
NET RESULT OF THE PERIOD	35.2	38.7	9.9%
(Profit/Loss) for the period related to third parties	0.0	0.0	n.a.
GROUP NET RESULT	35.2	38.7	9.9%

Reclassified Balance Sheet

Sources - Uses of funds(€/000)	30/09/2022	31/12/2021	Δ	Δ%
Fixed assets	2,091,643	2,093,176	-1,533	-0.1%
Assets under construction	47,547	44,095	3,452	7.8%
Other non current assets	42,814	42,810	4	0.0%
Other non current liabilities	-26,997	-27,466	469	-1.7%
Assets held for sale	0	1,801	-1,801	-100.0%
NWC	25,522	24,504	1,018	4.2%
Net deferred/early tax (assets)/liabilities	-15,272	-11,702	-3,570	30.5%
TOTAL USES OF FUNDS	2,165,257	2,167,218	-1,961	-0.1%
Shareholders equity	1,181,678	1,171,758	9,920	0.8%
Net (assets)/liabilities for derivative instruments	-5,096	8,435	-13,531	-160.4%
Net debt	988,675	987,025	1,650	0.2%
TOTAL SOURCES	2,165,257	2,167,218	-1,961	-0.1%



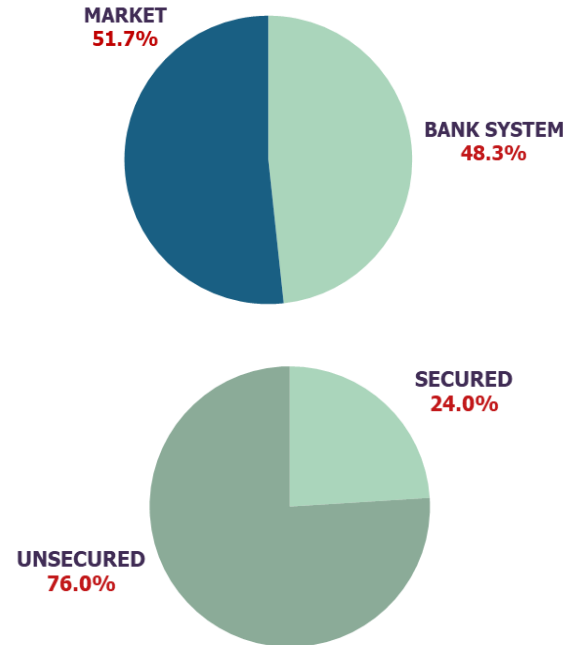
Funds From Operations (FFO)

Funds from Operations	9M 2022	9M 2021	Δ	Δ%
Core business EBITDA*	76,178	79,582	(3,406)	-4.3%
IFRS16 Adjustments (Payable leases)	(6,150)	(7,745)	1,595	-20.6%
Financial management Adj**	(18,803)	(22,545)	3,742	-16.6%
Current taxes for the period Adj	(861)	(892)	31	-3.4%
FFO	50,364	48,400	1,964	4.1%
Negative Carry	-	0	-	
FFO ADJ	50,364	48,400	1,964	4.1%

More financial highlights and debt breakdown

	30/06/2022	30/09/2022
Gearing ratio	0.86X	0.84X
Average length of long term debt	2.3 years	2.9 years
Hedging long term debt + bond	87.4%	70.8%
Share of M/L debt	93.1%	94.8%
Uncommitted credit lines granted	151€ mn*	120€ mn*
Uncommitted credit lines granted and available	111€ mn	105€ mn
Committed credit lines granted and available	60 € mn	60 € mn
Unencumbered assets	1,514.5€ mn	1,514.5€ mn

Debt breakdown**



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