Presentation

2009-2013 Business Plan

November 2009

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Forward-looking statements are statements that are not historical facts.
These statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, products and services, and statements regarding plans, performance.
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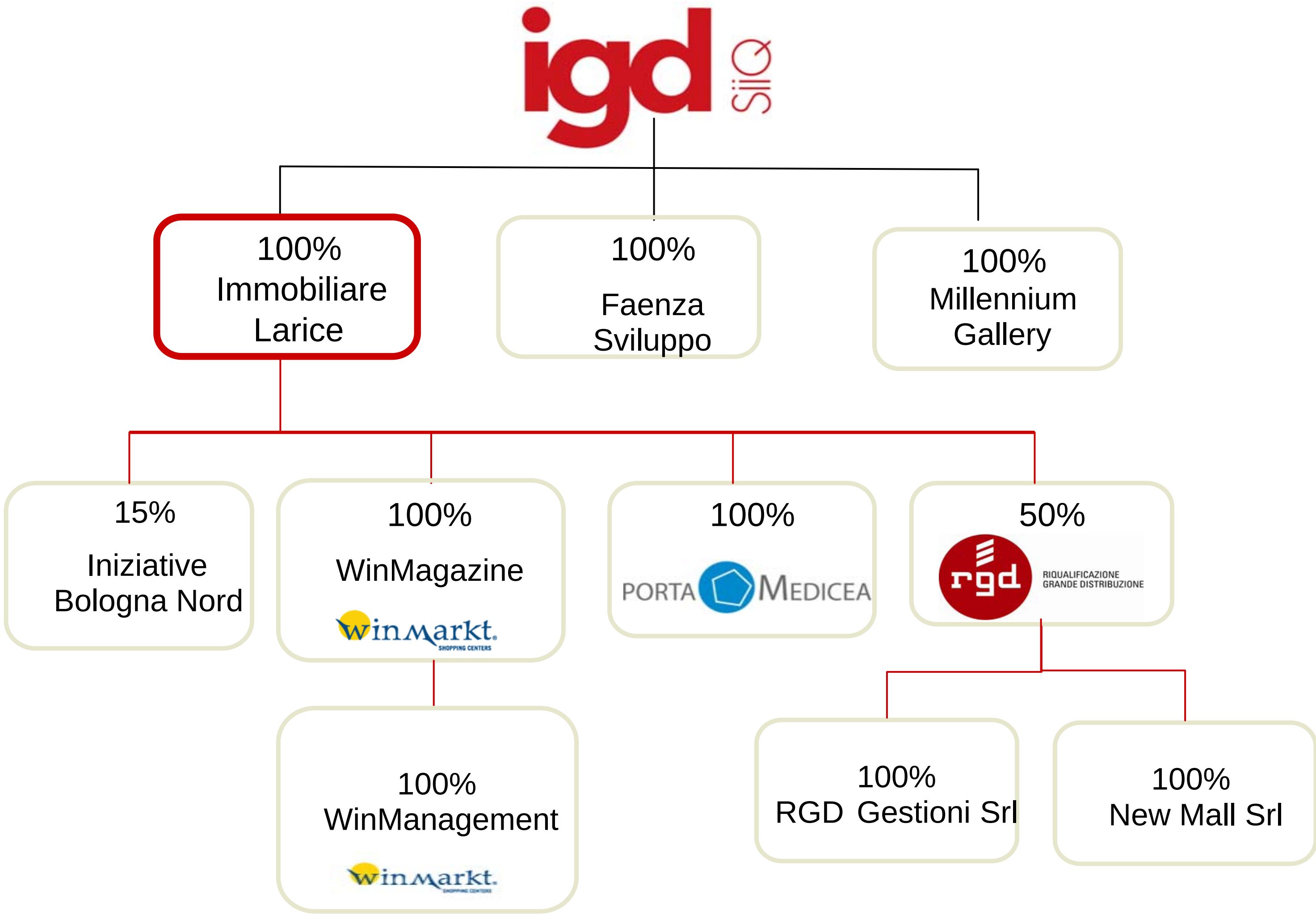
COMPANY PROFILE

2009-2013 BUSINESS PLAN

Group Structure



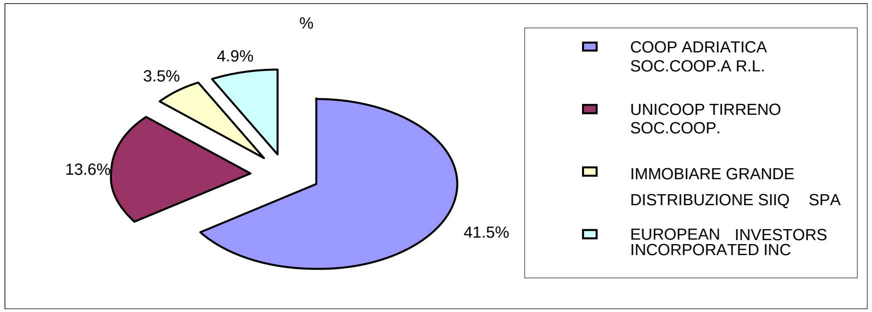
The IGD stock / Governance and Shareholders

IGD BOARD OF DIRECTORS:

Name	Role	Non-executive	Executive	Independent	Audit Committee	Nomination Committee	Compensation Committee	Lead Independent Director
Gilberto Coffari	Chairman	X						
Sergio Costalli	Vice-Chairman	X						
Claudio Albertini	CEO		X					
Roberto Zamboni	Director	X						
Leonardo Caporioni	Director	X			X			
Fernando Pellegrini	Director	X						
Aristide Canosani	Director			X	X			
Fabio Carpanelli	Director			X		X		
Massimo Franzoni	Director			X	X			
Francesco Gentili	Director			X			X	
Andrea Parenti	Director			X		X		
Riccardo Sabadini	Director			X			X	X
Giorgio Boldreghini	Director			X		X		
Sergio Santi	Director			X			X	
Corrado Pirazzini	Director	X						

✓**Board Composition**: 15 members, the majority - 8 out of 15 - independent
✓Most **Committee** members **independent**
✓Presence of a **Lead Independent Director**
✓Accurate annual **Board Review**

Board of Directors has been renewed by the AGM on 23rd April, 2009



Porfolio features – a unique portfolio in Italy

REGIONS WITH IGD
11

MARKET VALUE (Included RGD)
as per 30/06/2009:
1.342,5€/mln
Which are added 85,3 €/mln
Faenza e 98,5 €/mln Catania:

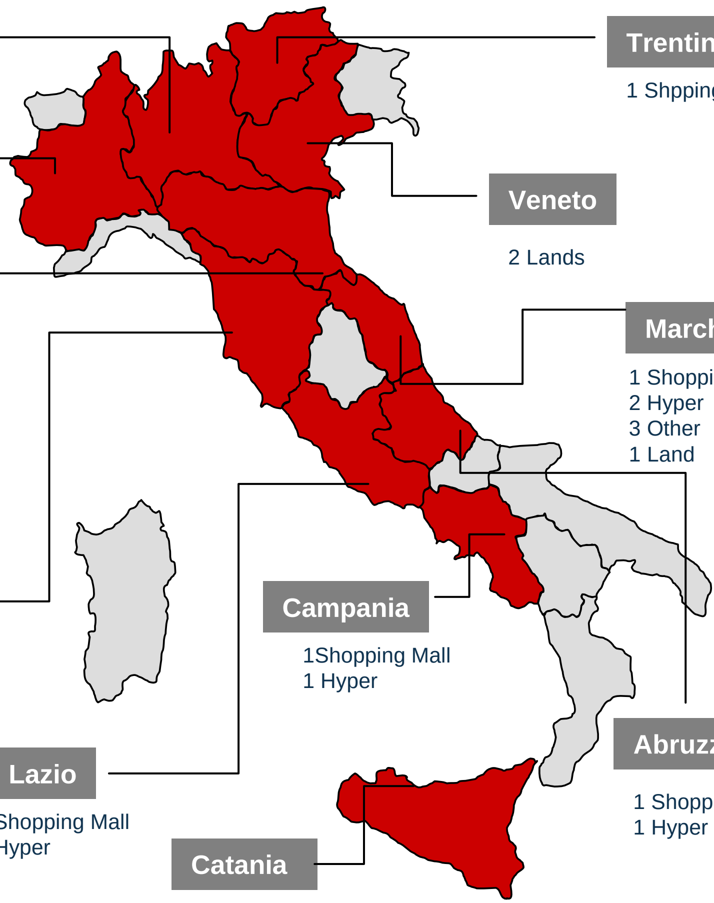
MARKET VALUE: 1.526, 3€/mln

Freehold properties':
43 (including RGD assets and excluding the land)

LEASEHOLD PROPERTIES:
18

NEXT OPENING 2009:
ASTI

Freehold and Leasehold properties



Winmarkt's Portfolio as per 31/10/2009

PRESENCE IN ROMANIA IN 13 MEDIUM SIZE CITIES

MARKET VALUE as per 30/06/2009 :
193 €/mln

FREEHOLD PROPERTIES:
15 SHOPPING MALL
1 OFFICE BUILDING

Winmarkt's Portfolio in Romania

Main lease terms for:

Shopping Malls

Main lease terms:

Average maturity:

- lease agreement of the going concern 6 years + 6
- rental agreement: 5 years

Rental income: a minimum guaranteed rent plus a percentage based on the occupier's sales

Rents indexation

- lease agreement of the going concern: 100% of FOI (ISTAT index for workers and employees families)
- rental agreement: 75% of FOI (ISTAT index for workers and employees families)

Lease of temporary spaces

IGD can benefit from a very diversified tenants base, with limited credit risk, thanks to a careful screening of potential new tenants

Hypermarkets

Main lease terms:

Average maturity: 18 years + 6 years

Rents indexation: 75% of FOI (ISTAT index for workers and employees families)

Maintenance: ordinary and extraordinary maintenance works charged to the tenant. External maintenance of the properties (façade, etc.) payable by the landlord

Hypermarkets and supermarket of IGD Portfolio are leased as follow

- 10 hypermarkets and 1 supermarket to Coop Adriatica
- 3 hypermarkets and 1 supermarket to Unicoop Tirreno Group
- I hypermarket to Ipercoop Sicilia

Coop Adriatica and Unicoop Tirreno are among the major cooperatives of Coop Network the first retailer in **Italy**

The Italian SIIQ Regime

KEY FEATURES

ASSET & REVENUE TEST – the 'must be' %

At least 80% of total assets must be-> rental assets

At least 80% of total positive components of P&L (excl. Change in FV) must be -> rental income

INCOME TAXATION

-Exemption from Italian Corporate taxation (IRES and IRAP)

-27.5% tax rate on capital gains from asset sales

CONTRIBUTION TAXATION

20% tax rate on capital gains from asset contributions

SHAREHOLDING LIMITS

-N.1 shareholder -> no more than 51%

-Just at the time of admission - at least 35% of share capital to be held by shareholders < 2%

INCOME DISTRIBUTION

Dividend payout at least 85% of net rental income available for distribution

COMPANY PROFILE

2009-2013 BUSINESS PLAN

Why a new plan?

REASONS

Substantial changes in macroeconomic scenario

1-year lengthening of time horizon → 2013

Establishment of a planning process on a regular basis

...and a new CEO

METHODOLOGY

Preliminary focus on clear strategic guidelines

Bottom-up process, involving all functions and areas

Targets

2009-2013 BUSINESS PLAN TARGETS

INVESTMENTS (cash out)	↗ Ca 750 € mn	Headline and FV growth driven by new investments
YIELD	↗ 6.3-6.5%	
LFL RENTAL REVENUES CAGR	↗ 1.6% (excl. RGD)	LFL rents slightly above forecasted CPI
OVERALL RENTS GROWTH ('09-'13)	↗ CAGR +9.8%	EBITDA growing faster than rents
OVERALL EBITDA GROWTH ('09-'13)	↗ CAGR +12.5%	EBITDA continuously improving over time
EBITDA MARGIN	↗ 68%-77%	
CHANGE IN FAIR VALUE	↗ +ca.30 € mn (Market value from 1,719 in 2009 to 2,240 in 2013)	FV slightly decreasing in 2010, stable in 2011, slightly increasing in 2012-2013
2009-2013 PEAK GEARING	↗ 1.5x	Peak gearing in 2011

Assumptions - Italy

	2010	2011	2012	2013
CPI Italy	+1.3%	+1.5%	+1.5%	+1.5%

	2009	2010	
			Small-sized areas the ones suffering more
Italy Food consumptions*	-2,0%	-0,2%	Customers changed their habits, buying products with a lower per unit price, in order to re-build savings
Italy Non-food consumptions*	-3,9%	-1,7%	

* Source: Coop elaborations on Nielsen, IRI Qscan, GFK Panel Services and ISTAT data

Consumptions Italy

Consumptions expected to recover over the plan time-frame, but not achieving pre-crisis levels > i.e. growing less than GDP

COST OF DEBT

VARIABLE INTEREST DEBT: 3 and 6-m Euribor (forward rate curve)

FIXED INTEREST DEBT: 10-Y IRS (forward rate curve)

Assumptions - Romania

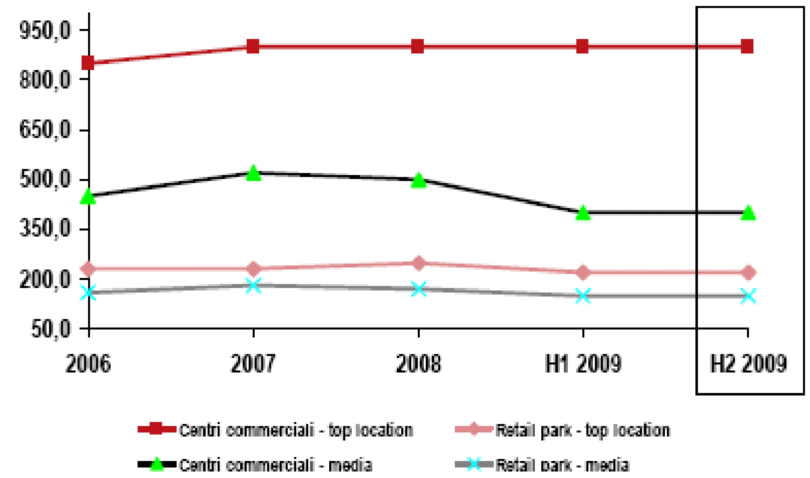
	2010	2011	2012	2013
CPI Romania	+0%	+0.5%	+1.0%	+1.5%
€/Ron	4.25	4.20	4.20	4.20

Consumptions Romania

Consumptions, which in 2009 reflected a –8.5% drop in GDP (source: IMF), are expected to recover at a pace well below than GDP’s one

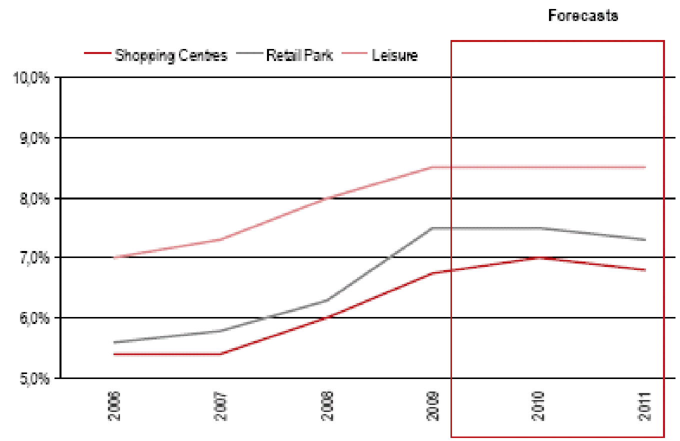
Retail property market in Italy – 1/2

Retail rents (€/sqm/year)



•Source: Jones Lang LaSalle, October 2009

Yields (%)



•Source: Jones Lang LaSalle, October 2009

Key findings by J.L.LaSalle research:

- Consumptions crisis led large-distribution players to a general re-thinking of their new openings plans; just a few retailers continue to target strong expansion;
- Rental leases decreased in 2009 and they should remain stable in the short term;
- Yields have grown till 2009 and they should remain stable in the short term.

✓ Our view is in line with J.L. LaSalle research

✓ **A slowing retail property market, with a less aggressive competition, provides us with the opportunity of confirming our investment pipeline, which stems from a thorough preliminary analysis.**

Retail Property Market in Italy – 2/2

FAIR VALUE EVOLUTION EXPECTED

2009 2010 2011	2012 2013
Caution	**Moderate optimism**
✓Focus on committed pipeline ✓Re-qualify existing portfolio	✓New investment opportunities
Stable LFL rental revenues	Moderate growth in rental revenues
Fair Value of IGD Italian portfolio is expected to slightly decrease in 2010 and to be flat in 2011	**Fair Value is expected to grow both in 2012 and in 2013 at a slow pace**

Investment strategy – main drivers

TOP PRIORITY: EXECUTION OF COMMITTED PIPELINE

NEW INVESTMENTS

Shopping centres in our pipeline are designed to be **functional** and take in consideration **local consumptions patterns**

Investments have been selected analysing catchment areas, local positioning and **yield sustainability** over time

In line with new trends, we will **explore opportunities** of investing in **high-profile retail buildings located in historical centres** in main Italian cities, as well as in **medium-sized areas.**

EXISTING PORTFOLIO

Preserve **high quality of assets**

Extensions, re-stylings, overall improvements of centres

Investments for **facilitating access** and reducing traffic to our shopping centres, e.g. new parking and roundabouts

Refurbishments follow a **rolling plan** in order to **minimise vacancy;** typically restorations take place **when contracts are about to expire in order to improve tenant mix.**

Eco-sustainability will lead us to gain energy efficiency, e.g. through **photovoltaic panels**

Investment pipeline 2009-2013

2009-2013 INVESTMENT PIPELINE	smq GLA	
Guidonia	40,000	Gallery in a mall with a hypermarket
Catania Gravina	15,000	Gallery in a mall with a hypermarket
Catania Hypermkt	12,000	Hypermarket
Faenza	32,000	Gallery in a mall with a hypermarket
Isola d'Asti	18,220	Gallery
Vibo Valentia		Mall with a hypermarket
Palermo	12,700	Gallery in a mall with a hypermarket
Rovereto		2 shops completing the IGD's mall
Conegliano Centro Commerciale	12,000	Gallery in a mall with a hypermarket
Conegliano Retail	6,000	3 medium-sized areas close to the IGD's mall
Gorizia	15,000	Mall with a hypermarket
Chioggia	14,720	Mall with a hypermarket
Porta Medicea	21,199	Multi-line development; IGD retaining just the mall
Beinasco	2,173	Extensions of Le Fornaci retail park
Vigevano	15,925	Gallery
Investiment X		
Investment Y		
Total new investments	**216,937**	
Esp Ravenna	18,987	Extention and restyling of the IGD's mall
Abruzzo	3,151	Extentions and restyling of the gallery in the IGD's mall
Porto Grande	5,000	2 medium-sized areas close to the IGD's mall
Total extentions	**27,138**	
Overall investments	**244,075**	

November 2009

Investments – Timetable and amounts

euro mn	Investment Cash-out: Previous Years	2009	2010	2011	2012	2013	Amount in the Plan	Total amount Invested+K1
1 GUIDONIA							90.0	118.5
2 CATANIA GALLERIA							14.4	59.0
3 CATANIA IPER							39.5	39.5
4 FAENZA							85.3	85.3
5 ASTI							5.1	45.0
6 VIBO VALENTIA							25.0	25.0
7 PALERMO							37.2	51.0
8 ROVERETO							2.5	2.5
9 CONEGLIANO CC							58.1	58.1
10 CONEGLIANO RETAIL							9.1	15.8
11 GORIZIA							44.9	52.5
12 CHIOGGIA							22.7	31.0
13 PORTA MEDICEA							75.0	82.7
14 PORTO GRANDE EXTENTION							6.2	10.0
15 ESP RAVENNA EXTENTION							41.0	57.0
16 ABRUZZO EXTENTIONS							14.6	15.3
17 50% BEINASCO (RGD)							1.6	3.1
18 50% VIGEVANO (RGD)							25.0	25.0
TOTAL COMMITTED PIPELINE							**597.2**	**776.3**
19 "X" INVESTMENT							50.0	50.0
20 "Y" INVESTMENT							100.0	100.0
TOTAL NEW INVESTIMENTS							**150.0**	**150.0**
OVERALL TOTAL INVESTMENT PLAN							**747.3**	**926.4**

(*) Sinaia in Romania has not been included

Disposals

We expect some **60 to 70 mn** € proceeds from disposals over the 2009-2013 period

SALE OF TREASURY SHARES*

DISPOSAL OF A 20% STAKE IN PORTA MEDICEA

IN ROMANIA, DISPOSAL OF 4 'VALUE' SHOPPING MALLS AND OF 1 OFFICE BUILDING

(*) Not before 2011: sale of 10,976,592 own shares at a price in line with NAV

Commercial strategy - Operating in a new environment

New trends in a changing scenario

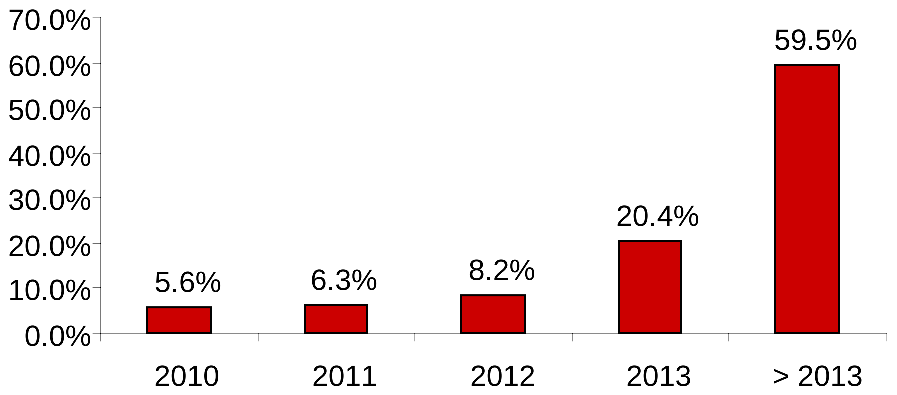
	IN THE PAST…	…WHILE CURRENTLY
PROACTIVE SELECTION OF TENANTS	Tenants' presence led by expansion plans of large retail brands	IGD careful tenant selection
ANCHOR	Food as the sole anchor, on large areas	Food areas reduced as refurbishment takes place Medium-large areas playing an anchor role (bricolage, fitness, electronics) New international brands (H&M, Decathlon…)
START-UP PHASE	3 – 5 years from opening	IGD's support needed even beyond the typical 3 – 5 years

Occupancy rates and leases expirations

Occupancy expected stable throughout 2013

OCCUPANCY RATES	
HYPERMARKETS	GALLERIES
100%	98%

40% of total contracts to be renewed by 2013



Merchandising mix is critical

NEW TRENDS

A more limited weight for apparel

New malls with differentiated features, targeting specific kind of customers

Offer will be declined through ‘worlds’ – House, Fitness, Food..

…AVOID REPEATING THE SAME MERCHANDISING MIX EVERYWHERE…

…IN PARTICULAR WHEN FOCUSING ON CENTRES WITH SMALLER GLA, IN MAIN ITALIAN CITIES

Romania still enhancing consolidated EBITDA margin

STRONG RESILIENCE OF REVENUES AND MARGINS

In 2009 we limited the impact of an 8% drop in GDP thanks to the strong position of our shopping centres (downtown locations).

We also benefited from an anticipated execution of commercial strategy.

In light of the new macro-economic scenario:

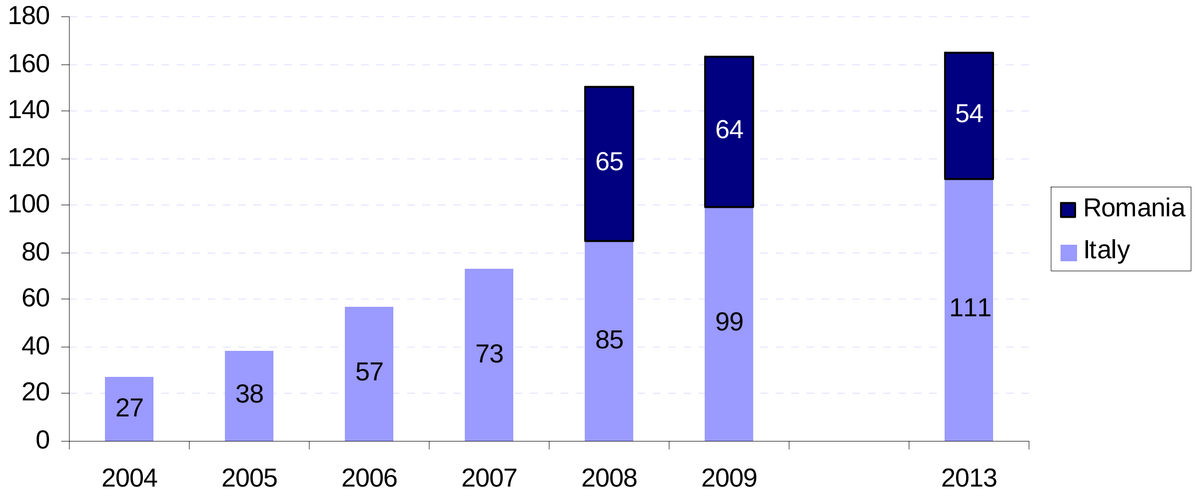
- **We expect to benefit from less fierce competition, as large retailers are postponing or cancelling their developments**
- **We will continue to execute a commercial strategy aimed to improve the quality profile of our tenants**
- **Rents expected to move in line with the Euro-zone inflation**
- **EBITDA margin is expected to stay well above the one from the Italian Portfolio**

HP: sale of 5 non-core assets

REVENUES	Stable over the 2009-2013 period
EBITDA	CAGR (2009-2013) = +1.6%
EBITDA MARGIN	From 75.7% in 2009 to 81.5% in 2013

Human Resources

Fast growth in headcounts driven by the quick property portfolio expansion



A YOUNG AND HIGH-PROFILE STAFF

Avg. age of headcounts: 37 years

Graduated:73%

2010-2013 PERIOD

+ 12 STAFF UNITS (of which 6 at headquarters)

-10 staff units in Romania, linked to disposals

→ LIMITED STAFF GROWTH

We feel we are adequately staffed in order to manage future growth

Visible benefits in terms of operating margins over time

Finance strategy

PEAK GEARING (D/E) = 1.5 x	Gearing will likely peak in 2011 1.5 x was already in the previous plan's target set Never exceeded in the past Well below the breach level of any covenants
KEEP LTV < 65%	Presently 59% (31 Oct 09) with a market value of 1,719.1 € mn
KEEP CAPITAL STRUCTURE BALANCED	Presently LT debt weight is 86% LT debt duration = 12 y
MAINTAIN PRESENT LEVEL OF HEDGING	Presently 60% of LT debt is hedged At the present level of indebtedness a 100bp change in interest rate translates into a xy change in financial charges
MAINTAIN SHORT-TERM DEBT FLEXIBILITY	As at 31 Oct. 2009 Short-term lines available: 327.5 € mn Out of which, unused borrowing capacity: 178.8 € mn
DIVIDEND DISTRIBUTION	SIIQ status: at least 85% of net income available for distribution generated by rental activities Present simulations indicate that dividend per share can double (2009-2013)

Further growth options

Over the coming years we are committed to execute a challenging growth plan, improving IGD margin profile

ON TOP OF THIS:

FURTHER GROWTH OPTIONS AVAILABLE

ATTRACTION OF RETAIL PROPERTY PORTFOLIOS

LEVERAGING ON THE FISCAL EFFICIENCY OF OUR 'SIIQ STATUS'

ASSETS FROM THE COOP WORLD ARE THE MOST OBVIOUS CANDIDATES…
BUT NOT THE SOLE ONES

AGGREGATION CRITERIA

- **A 6.3-6.5% yield, in line with IGD's one**
- **D/E < to the IGD's gearing ratio**
- **Contribution value: at IGD's NAV**

Final remarks

STRONG STRATEGIC FOCUS

- **Retail property industry**
- **Italian market**

ATTRACTIVE BP TARGETS

- **Visible and sizeable headline growth**
- **Continuous EBITDA margin improvement**
- **Room for rewarding dividend distribution**

FINANCIAL SUSTAINABILITY

- **Long-term capital structure balanced vs. long-term asset profile**

EXECUTION & COMMITMENT

- **A proved management team at work**

IGD Immobiliare Grande Distribuzione SIIQ SpA
www.gruppoigd.it

- **Claudia Contarini, IR Team**
  T. +39 051 509213
  M. +39 3386211738
  claudia.contarini@gruppoigd.it

Elisa Zanicheli, Assistant
T. +39 051 509242
elisa.zanicheli@gruppoigd.it