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#### **PRESS RELEASE**

# IGD SIIQ SPA: THE BOARD OF DIRECTORS APPROVES THE INTERIM MANAGEMENT STATEMENT AT 31 MARCH 2012

The consolidated results for the core business show growth in the first quarter of 2012 (vs. the first quarter of 2011), despite the difficult macroeconomic environment:

- Revenue from core business ¹: €30.9 million euro (an increase of 4.2% with respect to the €29.7 million recorded in first quarter 2011)
- Like-for-like growth in Italy: +1.9%
- Core business EBITDA: €22.2 million (an increase of 1.6% compared to the €21.8 million reported at 31 March 2011)
- The Group's portion of net profit for the period: €3.4 million (versus €10.4 million at 31 March 2011 which is explained primarily by the financing supporting the investments in development made by the Group in 2011)
- Net financial debt: €1.124 billion (an improvement with respect to the €1.129 billion posted at 31
  December 2011); "adjusted gearing" came in at 1.36, an improvement with respect to the 1.38
  recorded at 31 December 2011)

Bologna, 10 May 2012. Today the Board of Directors of **IGD - Immobiliare Grande Distribuzione SIIQ S.p.A.** ("**IGD"** or the "Company"), leading owner and manager of retail shopping centers in Italy and listed on the STAR segment of the Italian Stock Exchange, in a meeting chaired by Gilberto Coffari, examined and approved the **Interim Management Statement at 31 March 2012**.

"The consolidated results for the Group's core business at 31 March 2012, despite a marked worsening of the macroeconomic environment and consumption, show growth in terms of both the key economic indicators, such as revenue and Ebitda, and the financial indicators, which includes an improved gearing. Moreover, the net financial charges, which rose by approximately €2 million, reflect the investments of more than €100 million made in the first part of 2011 and the tightening credit markets". Claudio Albertini, IGD – Immobiliare Grande Distribuzione SIIQ S.p.A.'s Chief Executive Officer stated. "We will continue to pay close attention to the sustainability of our tenants and our commitment to maintain a balanced financial structure oriented toward the long term".

<sup>&</sup>lt;sup>11</sup> Please note that in order to highlight the core business, the Company separated it from the "Porta a Mare" project in Livorno



### Operating income statement at 31 March 2012

	CONSOLIDATED		CORE BUSINESS			"PORTA A MARE" PROJECT			
€/000	31/03/2011	31/03/2012	%	31/03/2011	31/03/2012	%	31/03/2011	31/03/2012	%
Revenues from freehold properties	26,316	27,455	4.3%	26,316	27,455	4.3%	0	0	n.a
Revenues from leasehold properties	2,101	2,167	3.1%	2,101	2,167	3.1%	0	0	n.a
Revenues from services	1,267	1,303	2.8%	1,267	1,303	2.8%	0	0	n.a
Revenues from trading	1,726	0	-100.0%	0	0	n.a.	1,726	0	(100.0)%
Revenues	31,410	30,925	-1.5%	29,684	30,925	4.2%	1,726	0	(100.0)%
Direct costs	(4,984)	(5,695)	14.3%	(4,934)	(5,634)	14.2%	(50)	(61)	22.7%
Person nel expenses	(825)	(896)	8.6%	(825)	(896)	8.6%	0	0	n.a
Increases, cost of sales and other costs	(1,159)	183	n.a.	0	0	n.a.	(1,159)	183	n.a
Gross Margin	24,442	24,517	0.3%	23,925	24,395	2.0%	517	122	n.a.
G&A expenses	(943)	(881)	-6.6%	(799)	(789)	-1.3%	(144)	(92)	n.a
Headquarters personnel costs	(1,321)	(1,443)	9.3%	(1,311)	(1,440)	9.9%	(10)	(3)	(71.5)%
EBITDA	22,178	22,193	0.1%	21,815	22,166	1.6%	363	27	n.a.
Ebitda Margin	·			73.5%	71.7%		n.a.	n.a.	
Depreciation	(236)	(323)	37.1%						
Devaluation	0	0	n.a.						
Change in FV	(397)	(483)	21.7%						
Other provisions	0	0	n.a.						
EBIT	21,545	21,387	-0.7%						
Financial income	146	96	-34.4%						
Financial charges	(10,253)	(12,251)	19.5%						
Net Financial Income	(10,107)	(12,155)	20.3%						
Income from equity investments	(200)	(173)	n.a.						
PRE-TAX INCOME	11,238	9,059	-19.4%						
In come tax for the period	(829)	(733)	-11.6%						
Tax rate	7.4%	8.1%							
NET PROFIT	10,409	8,326	-20.0%						
(Profit)/losses related to third parties	(34)	29	-184.5%						
NET GROUP PROFIT	10,375	8,355	-19.5%						

N.B.: Certain cost and revenue items have been reclassified or offset which explains the difference with respect to the financial statements. Bank fees, in particular, were reclassified under "financial income/(charges)".

## Principal consolidated results at 31 March 2012

In first quarter 2012 the IGD Group's **revenue from core business** amounted to €30.9 million, an increase of 4.2% with respect to the €29.7 million posted at 31 March 2011 thanks to the positive impact of the new acquisitions made after the close of first quarter 2011. More in detail, rental income rose 4.2% with respect to 31 March 2011, while revenue from services increased 2.8%. There aren't revenues from trading. The like-for-like growth in revenue from properties in Italy at 31 March 2012 reached €0.5 million or 1.9%.

The IGD Group's **core business EBITDA** at 31 March 2012 amounted to **€22.2 million**, **a rise of 1.6%** compared to the **€21.8** million recorded in first quarter 2011.

**Direct costs,** pertaining to the core business and including personnel expenses, amounted to €6.5 million, an increase of 13.4% with respect to the same period in the prior year. This change is largely due to the increase in provisions for doubtful accounts and in expected charges linked to the introduction of IMU (a new property tax which will substitute ICI). These costs as a percentage of revenue were at 21.1%. **General expenses** for the core business, including payroll costs at headquarters, amounted to €2.2 million, versus €2.1 million at 31 March 2011. This increase is explained primarily by a rise in personnel expense linked to organizational changes. General expenses as a percentage of core business revenue reached 7.2%.



The core business **EBITDA** came in at **71.7%**, down with respect to the 73.5% recorded in first quarter 2011 due to the more than proportional increase in direct costs with respect to revenue.

The tax burden, current and deferred, at 31 March 2012 amounted to €0.7 million, reflecting a tax rate of 8.1% compared to 7.4% in the same period of the prior year. The increase of 0.7% is primarily due to the drop in tax deductible expenses.

The Group's portion of **net profit** at 31 March 2012 amounted to €8.4 million, compared to €10.4 million in first quarter 2011, explained by the impact of the increase in financial charges linked to the loans supporting the investments made in development by the Group in 2011.

The **Funds from Operations** (FFO), an indicator used widely in the real estate market to define the cash flow generated by a company's core business<sup>2</sup>, dropped from the €11.1 million posted at 31 March 2011 to approximately **€9.5 million at 31 March 2012**.

At the end of first quarter 2012 the adjusted gearing ratio, calculated as the ratio of net adjusted financial debt to net adjusted equity (which excludes the accounting (non-monetary) effects on fair value recognition of derivatives), came in at 1.36, an improvement with respect to the 1.38 recorded at 31 December 2011. The average cost of debt was 4.4 % compared to 4.1% at 31 December 2011.

The IGD Group's **net debt** at 31 March 2012 amounted to €1.124 billion, a slight improvement with respect to €1.129 billion recorded at 31 December 2011.

Today the second Corporate Sustainability Report for FY 2011 was also presented to the Board of Directors.

The Corporate Sustainability will be made available on the Company's website: www.gruppoigd.it/Sostenibilità

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<sup>&</sup>lt;sup>2</sup> This data is calculated based on pre-tax profit, net of non-monetary items (deferred tax, writedowns, fair value adjustments, amortization, depreciation and other), as well as the impact of income from equity investments and revenue from property sales. Please note that through 31 December 2011 this figure included the extraordinary items and the gains from disposals, while in 2012 these items were excluded in order to highlight the revenue generated by the core business (which is the primary source of distributable income). The figure for first quarter 2011 was also adjusted.



Grazia Margherita Piolanti, IGD S.p.A.'s Financial Reporting Officer, declares pursuant to para. 2, article 154-bis of Legislative Decree n. 58/1998 ("Testo Unico della Finanza" or TUF) that the information reported in this press release corresponds to the underlying records, ledgers and accounting entries.

Please note that in addition to the standard financial indicators provided for as per the IFRS, alternative performance indicators are also provided (for example, EBITDA) in order to allow for a better evaluation of the operating performance. These indicators are calculated in accordance with standard market procedures.

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The Interim Management Statement at 31 March 2012 will be made available to the general public at the company's registered office and at Borsa Italiana S.p.A., as well in the "Investors" section of the company's website <a href="www.gruppoigd.it">www.gruppoigd.it</a> within the time period required by law.

#### IGD - Immobiliare Grande Distribuzione SIIQ S.p.A.

Immobiliare Grande Distribuzione SIIQ S.p.A. is the main player in Italy's retail real estate market: it develops and manages shopping centers throughout the country and has a significant presence in Romanian retail distribution. Listed on the Star Segment of the Italian Stock Exchange, IGD was the first SIIQ (*Società di Investimento Immobiliare Quotata* or real estate investment trust) in Italy. IGD has a real estate portfolio valued at €1,924.65 million at 31 December 2011, comprised of, in Italy, 19 hypermarkets and supermarkets, 19 shopping malls and retail parks, 1 city center, 4 plots of land for development, 1 property held for trading and an additional 7 real estate properties. Following the acquisition of the company Winmark Magazine SA in 2008 15 shopping centers and an office building, found in 13 different Romanian cities, were added to the portfolio. An extensive domestic presence, a solid financial structure, the ability to plan, monitor and manage all phases of a center's life cycle: these qualities summarize IGD's strong points.

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The press release is available on the website www.gruppoigd.it, in the Investor Relations section, and on the website www.imagebuilding.it, in the Press Room section.

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Please find attached the IGD Group's income statement, statement of financial position, statement of cash flows and consolidated net financial position at 31 March 2012<sup>3</sup>.

<sup>&</sup>lt;sup>3</sup> The Immobiliare Grande Distribuzione Group's Interim Management Statement and consolidated financial statements at 31 March 2012 are not subject to financial audit by external auditors.



# Consolidated income statement at 31 March 2012

	31/03/2012	31/03/2011	Change
(€/000)	(A)	(B)	(A-B)
Revenue	29.655	28.399	1.256
Other income	2.418	2.825	(407)
Revenue from property sales	0	1.726	(1.726)
Total revenues and operating income	32.073	32.950	(877)
Change in inventories for assets under construction	1.750	658	1.092
Total revenue and change in inventory	33.823	33.608	215
Costs of assets under construction	1.567	1.778	(211)
Purchase of materials and services	5.558	5.730	(172)
Cost of labour	2.028	1.885	143
Other operating costs	1.777	1.440	337
Total operating costs	10.930	10.833	97
(Amortization, depreciation and provisions)	(1.061)	(875)	(186)
Change in fair value - increases / (decreases)	(483)	(397)	(86)
Total Amort., depr., provisions, impairment and change in fair value	(1.544)	(1.272)	(272)
EBIT	21.349	21.503	(154)
Income from equity investments	(173)	(200)	27
Income from equity investments	(173)	(200)	27
Financial income	96	146	(50)
Financial charges	12.213	10.211	2.002
Net financial income/(charges)	(12.117)	(10.065)	(2.052)
PRE-TAX PROFIT	9.059	11.238	(2.179)
Income tax for the period	733	829	(96)
NET PROFIT FOR THE PERIOD	8.326	10.409	(2.083)
Minorities portion of net profit	29	(34)	63
Parent Company's portion of net profit	8.355	10.375	(2.020)



# Consolidated statement of financial position at 31 March 2012

	31/03/2012	31/03/2011	Change
(€/000)	(A)	(B)	(A-B)
NON CURRENT ASSETS:		. ,	, ,
Intangible assets			
- Intangible assets with a finite useful life	73	78	( 5)
- Goodw ill	11.427	11.427	0
	11.500	11.505	( 5)
Property, plant and equipment			,
- Real estate assets	1.779.445	1.779.445	0
- Building	9.531	9.592	( 61)
- Plants and machinery	1.303	1.388	( 85)
- Equipment and other goods	2.424	2.467	( 43)
- Leasehold improvements	1.416	1.460	(44)
- Works in progress	71.490	69.834	1.656
•	1.865.609	1.864.186	1.423
Other non-current assets			
- Prepaid taxes	20.950	19.888	1.062
Miscellaneous receivables and other non-current assets	1.688	2.177	( 489)
- Non-current financial assets	214	243	( 29)
	22,852	22.308	544
TOTAL NON-CURRENT ASSETS (A)	1.899.961	1.897.999	1.962
CURRENT ASSETS:	1.033.301	1.037.333	1.502
Inventories - works in progress	72.759	71.152	1.607
Inventories	5	71.132	(2)
Trade and other receivables	14.351	14.084	267
Other current assets	6.721	11.393	( 4.672)
Financial receivables and other current financial assets	4.393	1.704	2.689
Cash and cash equivalents	16.799	14.433	2.366
	115.028	112.773	2.300
TOTAL CURRENT ASSETS (B)	2.014.989	2.010.772	4.217
TOTAL ASSETS (A + B)	2.014.909	2.010.772	4.217
NET EQUITY: Portion pertaining to the Parent Company	760.661	755,241	5.420
	11.783	11.812	
Portion pertaining to minorities			( 29)
TOTAL NET EQUITY (C)	772.444	767.053	5.391
NON-CURRENT LIABILITIES: Non-current financial liabilities	000 000	040 400	40.507
	920.999	910.432	10.567
Employee severance indemnity fund (TFR)	840	796	44
Deferred tax liabilities	48.813	48.366	447
Provisions for risks and future charges	1.413	1.386	27
Misc. payables and other non-current liabilities	20.114	20.096	18
TOTAL NON-CURRENT LIABILITIES (D)	992.179	981.076	11.103
CURRENT LIABILITIES:			
Current financial liabilities	224.777	234.916	( 10.139)
Trade and other payables	10.143	13.858	( 3.715)
Current tax liabilities	9.361	7.869	1.492
Other current liabilities	6.085	6.000	85
TOTAL CURRENT LIABILITIES (E)	250.366	262.643	( 12.277)
TOTAL LIABILITIES (F=D+E)	1.242.545	1.243.719	( 1.174)
TOTAL NET EQUITY AND LIABILITIES (C + F)	2.014.989	2.010.772	4.217



# Consolidated statement of cash flows at 31 March 2012

	31/03/2012	31/03/2011
	3 (03/2012	3 (03/2011
(€/000)		
CASH FLOW FROM OPERATING ACTIVITIES:		
Net profit for the period	8.326	10.409
Adjustments to reconcile net profit with cash flow generated (absorbed) by operating activities:		
Capital gains/ (losses) and other non-monetary items	3.546	3.260
Depreciation, amortization and provisions	1.061	875
(Impairment)/reversal of assets under construction and goodwill	505	368
Net change in (deferred tax assets)/provision for deferred tax liabilities	483	397
Change in fair value of investment property	(1.605)	(197)
Change in inventories	1.375	3.317
Net change in current assets and liabilities	576	681
CASH FLOW FROM OPERATING ACTIVITIES (a)	14.267	19.110
Investments in fixed assets	(2.219)	(12.190)
Divestments of equity investments in subsidiaries	108	0
CASH FLOW FROM INVESTING ACTIVITIES (b)	(2.111)	(12.190)
Change in financial receivables and other current financial assets	15	(0)
Change in translation reserve	(2.726)	(4.178)
Payment of dividends	(23)	65
Change in current debt	(12.140)	(16.975)
Change in non-current debt	5.084	(7.210)
CASH FLOW FROM FINANCING ACTIVITIES (c)	(9.790)	(28.298)
NET INCREASE (DECREASE) IN CASH BALANCE	2.366	(21.378)
CASH BALANCE AT BEGINNING OF THE PERIOD	14.433	32.264
CASH BALANCE AT END OF THE PERIOD	16.799	10.886



# Consolidated net financial position at 31 March 2012

	31/03/2012	31/12/2011
Cash and cash equivalents	(16.799)	(14.433)
Financial receivables and other current financial assets	(4.393)	(1.704)
LIQUIDITY	(21.192)	(16.137)
Current financial liabilities	183.134	197.310
Mortgage loans - current portion	37.500	35.398
Leasing – current portion	2.076	2.142
Convertible bond loan - current portion	2.067	66
CURRENT DEBT	224.777	234.916
CURRENT NET DEBT	203.585	218.778
Non-current financial assets	(25)	(41)
Derivatives - assets	(189)	(202)
Non-current financial liabilities due to other sources of finance	10.156	25.170
Leasing – non-current portion	5.651	5.719
Non-current financial liabilities	645.595	625.304
Convertible bond loan	220.728	219.466
Derivatives - liabilities	38.869	34.773
NON-CURRENT DEBT	920.785	910.189
TOTAL NET DEBT as per Consob Bulletin n. DEM/6064293/2006	1.124.370	1.128.968
∃imination of the CFH effect	(38.680)	(34.571)
TOTAL AJUSTED NET DEBT	1.085.690	1.094.397