



igd SIG
SPACES TO BE LIVED IN

Conference call
9 May 2014
10.00 a.m. CET

Results Presentation at 31/03/2014

DISCLAIMER

This presentation does not constitute an offer or an invitation to subscribe for or purchase any securities. The securities referred to herein have not been registered and will not be registered in the United States under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or in Australia, Canada or Japan or any other jurisdiction where such an offer or solicitation would require the approval of local authorities or otherwise be unlawful. The securities may not be offered or sold in the United States or to U.S. persons unless such securities are registered under the Securities Act, or an exemption from the registration requirements of the Securities Act is available. Copies of this presentation are not being made and may not be distributed or sent into the United States, Canada, Australia or Japan.

This presentation contains forwards-looking information and statements about IGD SIIQ SPA and its Group. 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.

Although the management of IGD SIIQ SPA believes that the expectations reflected in such forward-looking statements are reasonable, investors and holders of IGD SIIQ are cautioned that forward-looking information and statements are subject to various risk and uncertainties, many of which are difficult to predict and generally beyond the control of IGD SIIQ; that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking statements.

These risks and uncertainties include, but are not limited to, those contained in this presentation. Except as required by applicable law, IGD SIIQ does not undertake any obligation to update any forward-looking information or statements

3 Highlights

REVENUES

• Total revenues

€ 31.0 mn

(+1.9% vs 31/03/2013)

• Core business revenues

€ 29.7 mn

(-2.4% vs 31/03/2013)

EBITDA

• EBITDA (core business)

€ 20.1 mn

(-5.5% vs 31/03/2013)

• EBITDA margin (core business)

67.8%

(-2.3 percentage points)

• EBITDA margin Freehold

78.3%

(-1 percentage point)

Group Net Profit

€ 6.2 mn

(-24.8% vs 31/03/2013)

Funds From Operations (FFO) core business

€ 8.7 mn

(-11% vs 31/03/2013)

EPRA FINANCIAL OCCUPANCY at 31/03/2014

• ITALY

97.2%

• ROMANIA

84.3%

4 Significant transactions in the first months of 2014

26 February 2014 – Sale of the mall in “FONTI DEL CORALLO” shopping center in Livorno to a private real estate fund managed by BNP Paribas Reim.

The sale of the property took place for consideration of €47 million.

5 March 2014 – Sale of the treasury shares

QUANTUM STRATEGIC PARTNERS LTD purchased from

- IGD all its treasury shares (no. 10,976,592) equal to 3.15% of the share capital.
- UNICOOP TIRRENO no. 6,423,494 shares (the equity interest in IGD goes from 14.9% to 13.1%)

QUANTUM STRATEGIC PARTNERS LTD owns, therefore, a total of no. 17,400,086 equal to 5% of the share capital .

11 April 2014 – Private placement of euro 150,000,000 3.875% senior unsecured bonds due January 2019.

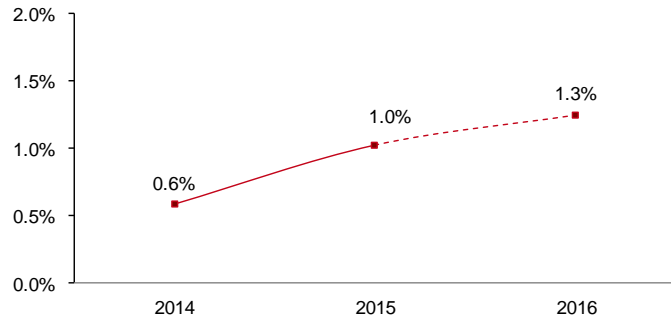
The issue and settlement date for the notes is expected to be 7 May 2014



ECONOMIC CONTEXT

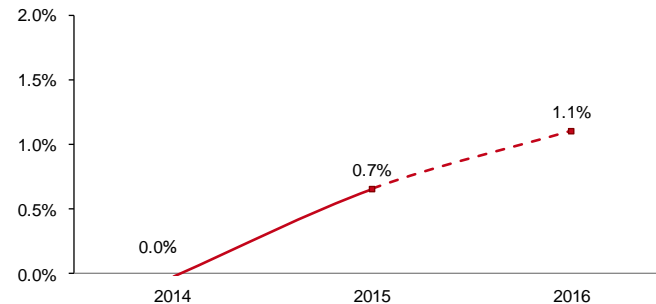
6 The Italian economic context in 1Q2014

GDP trend (change%)



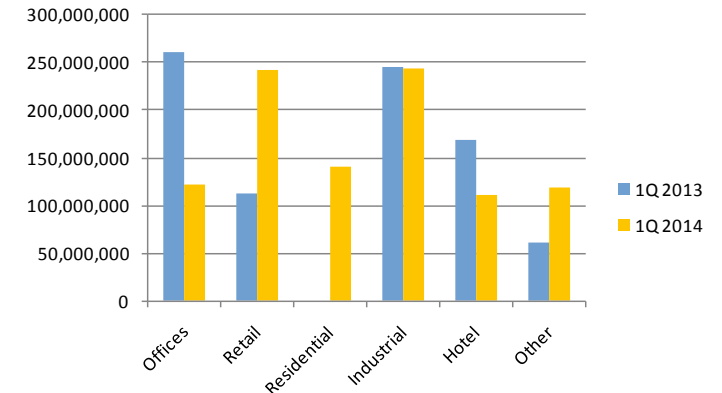
Data source: sample averages institutes and researches

Consumption trend (change%)



Data source: sample averages institutes and researches

Real Estate investments in Italy



Data source: RBS, London*

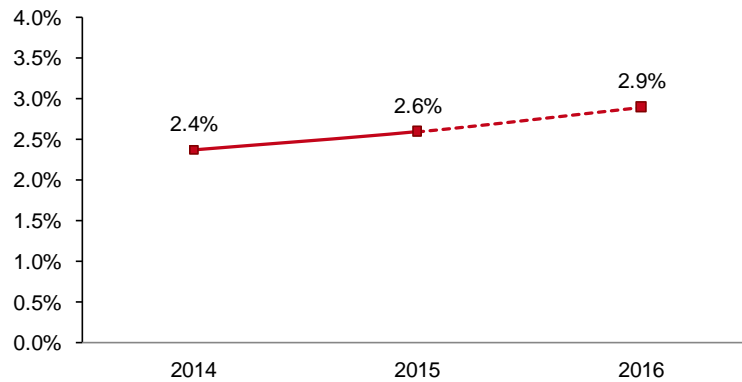
Outlook

- **GDP:** The recession, which began in the second half of 2011, stopped in 4Q 2013 after 9 consecutive quarters of contraction. According to preliminary data, a moderate increase in GDP in 1Q 2014 is expected, and a more sustained recovery in subsequent quarters until it reaches an annual average value of about **0.6%**. (Economics and finance document, MEF)
- **Inflation:** it is expected an annual value almost steady compared to 2013 (**1.2%**), while inflation acquired in April 2014 is equal to **0.3%** (Istat).
- **Unemployment:** at 31 March 2014 it remained steady compared to the previous quarter (**12.7%**). Possible slight improvement is expected in 2014 (Istat).
- **Consumption:** private consumption started to recover from the negative value recorded in 2013, although it is expected to grow stronger in the second half of the year. (Economics and finance document, MEF). In April 2014 **consumer confidence** is recovering, supported by improved assessments on the country's economic situation, assessments on the economic conditions of the family and the prospects of the labor market. (Istat)
- **Real Estate investments:** Investments in the real estate sector in Italy were up by about 15% compared to the first quarter of 2013, particularly in the retail segment, where they are doubled. (RBS Londra*)

*Da Quotidiano Immobiliare, report in collaborazione con Luca Zaffaroni, Senior Credit Manager presso RBS a Londra

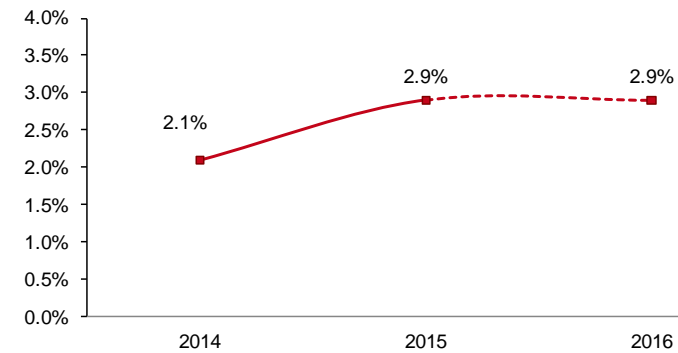
7 The Romanian economic context in 1Q2014

GDP trend (change%)



Data source: sample averages institutes and researches

Consumption trend (change%)



Data source: sample averages institutes and researches

Outlook

- **GDP:** the economic growth is expected to slowdown in 1Q 2014, although it remains robust in 2014, thanks to the abundant agricultural production and industrial production intended to export (European Commission)
- The **exchange rate** in March 2014 was equal to about **4.5 ron/euro** (BNR)
- The **inflation** for 2014 is expected to slightly decrease compared to 2013 (**about 3.0%**), despite the introduction of an excise duty of 7 cents per liter of fuel. (Raiffeisen Research)
- **Unemployment:** despite robust economic growth, the unemployment rate increased in April 2014 and it stood at 7.3%. (European Commission)
- **Consumption:** an increase of about 1 percentage point is expected in 2014 compared to 2013 (**2.1%**).



ECONOMIC AND FINANCIAL RESULTS

9 Consolidated Income Statement

	CONSOLIDATED			CORE BUSINESS			"PORTA A MARE" PROJECT			
	€/000	31/03/2013	31/03/2014	%	31/03/2013	31/03/2014	%	31/03/2013	31/03/2014	%
Revenues from freehold properties		26,626	25,643	(3.7)%	26,607	25,579	(3.9)%	19	64	n.a.
Revenues from leasehold properties		2,564	2,843	10.9%	2,564	2,843	10.9%	0	0	n.a.
Revenues from services		1,250	1,267	1.4%	1,250	1,267	1.4%	0	0	n.a.
Revenues from trading		0	1,278	n.a.	0	0	n.a.	0	1,278	n.a.
Operating revenues		30,440	31,031	1.9%	30,421	29,689	(2.4)%	19	1,342	n.a.
Rents and leases payables		(2,133)	(2,461)	15.3%	(2,133)	(2,461)	15.3%	0	0	
Personnel expenses		(912)	(932)	2.2%	(912)	(932)	2.2%	0	0	n.a.
Direct costs		(3,894)	(3,840)	(1.4)%	(3,763)	(3,747)	(0.4)%	(131)	(93)	(28.8)%
Increases, cost of sale and other costs		133	(1,129)	n.a.	0	0	n.a.	133	(1,129)	n.a.
Gross margin		23,634	22,669	(4.1)%	23,613	22,549	(4.5)%	21	120	n.a.
Headquarters personnel costs		(1,479)	(1,548)	4.7%	(1,458)	(1,531)	5.0%	(21)	(17)	(18.0)%
G&A Expenses		(939)	(990)	5.5%	(845)	(876)	3.7%	(94)	(114)	n.a.
EBITDA		21,216	20,131	(5.1)%	21,310	20,140	(5.5)%	(94)	(9)	n.a.
<i>Ebitda Margin</i>					70.1%	67.8%				
Other provisions		(31)	(31)	0.0%						
Impairment losses and fair value adjustment		(275)	(453)	64.9%						
Amortizations		(327)	(341)	4.5%						
EBIT		20,583	19,306	(6.2)%						
Financial income		(11,273)	(11,675)	3.6%						
Extraordinary income		(413)	120	n.a.						
PRE-TAX PROFIT		8,897	7,751	n.a.						
Income tax for the period		(700)	(1,377)	96.7%						
NET PROFIT		8,197	6,374	(22.2)%						
(Profit)/losses related to third parties		40	(180)	n.a.						
GROUP NET PROFIT		8,237	6,194	(24.8)%						

Total revenues from rental activities:

28,486 €000

From Shopping Malls: 18,951 €000 of which:

Italian Malls: 16,897 €000

Winmarkt Malls 2,054 €000

From Hypermarkets: 8,948 €000

From City Center Project – v. Rizzoli: 423 €000

From Other: 1€000

10 Margins from activities

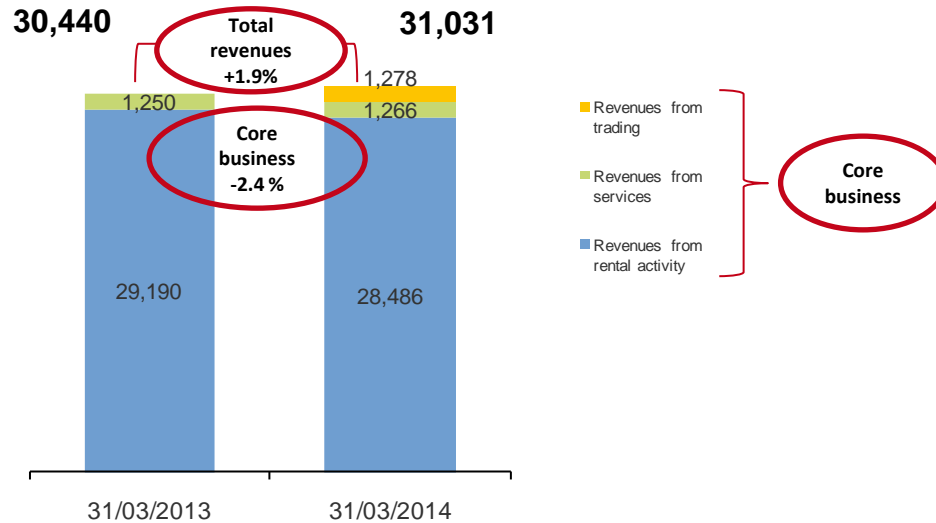
	CONSOLIDATED			CORE BUSINESS			"PORTA A MARE" PROJECT		
	€/000	31/03/2013	31/03/2014	%	31/03/2013	31/03/2014	%	31/03/2013	31/03/2014
Margin from freehold properties	23,179	22,206	(4.2)%	23,159	22,157	(4.3)%	19	49	n.a.
Margin from leasehold properties	299	242	(19.0)%	299	242	(19.0)%	0	0	n.a.
Margin from services	155	143	(7.5)%	155	150	(3.3)%	0	(6)	n.a.
Margin from trading	2	78	n.a.	0	0	n.a.	2	78	n.a.
Gross margin	23,634	22,669	(4.1)%	23,613	22,549	(4.5)%	21	120	n.a.

Margin from freehold properties: 86.6% decreasing compared to 87.0% at 31/03/2013 due to the decrease in revenues as a result also of planned vacancy

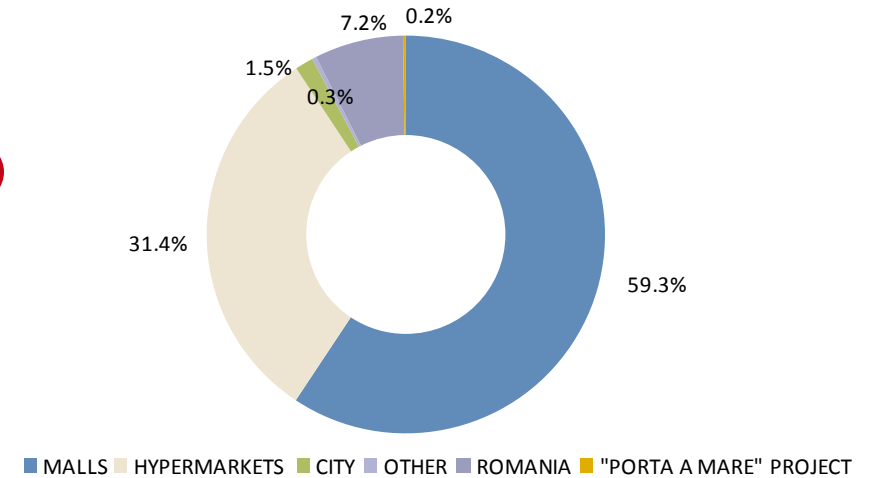
Margin from leasehold properties: 8.5% compared to 11.6% at 31/03/2013 mainly due to higher direct costs (in particular payable rents)

11 Core business revenues: -2.4%

TOTAL REVENUES (€/000)



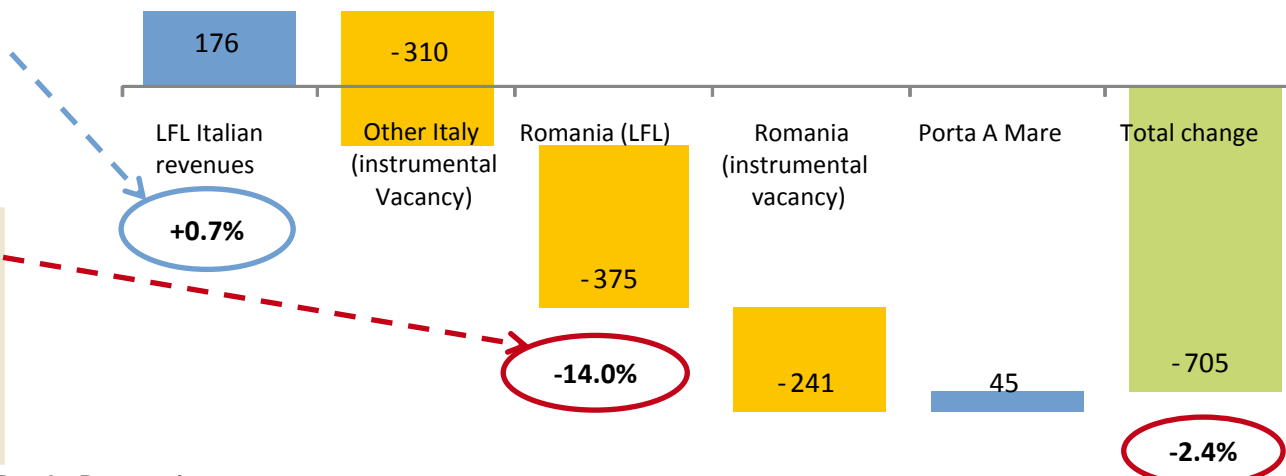
BREAKDOWN OF TOTAL REVENUES BY TYPE OF ASSET



RENTAL INCOME DRIVERS core business (€/000)

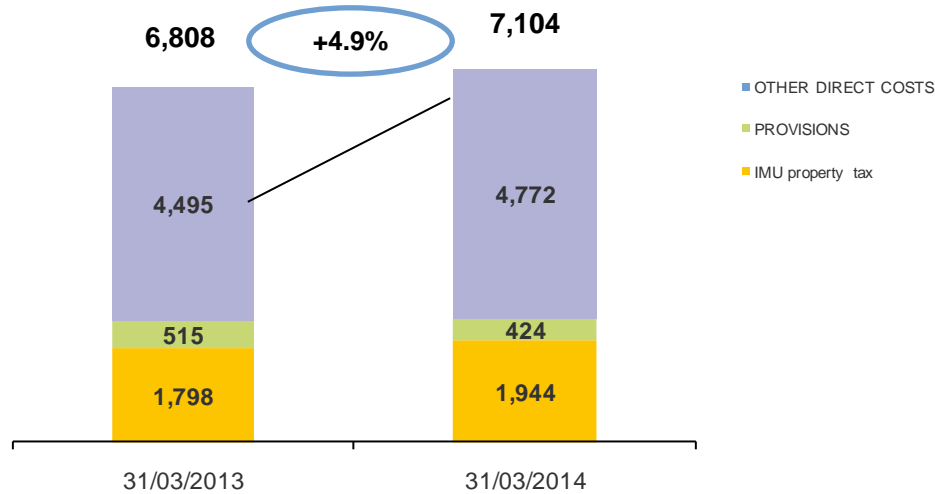
Net of instrumental vacancy +0.7%
HYPERMARKETS held up well (+1.4%) due to indexation and to the entry in ordinary activity for last openings after start-up and **MALLS** recorded (+0.2%)

Net of instrumental vacancy LFL -14% due to the drag of downside on renewed contracts in 2H 2013, higher vacancy and reletting in progress (exit of a bank in 3Q 2013 that produced -3% LFL)



12 Directs costs and G&A expenses Core Business

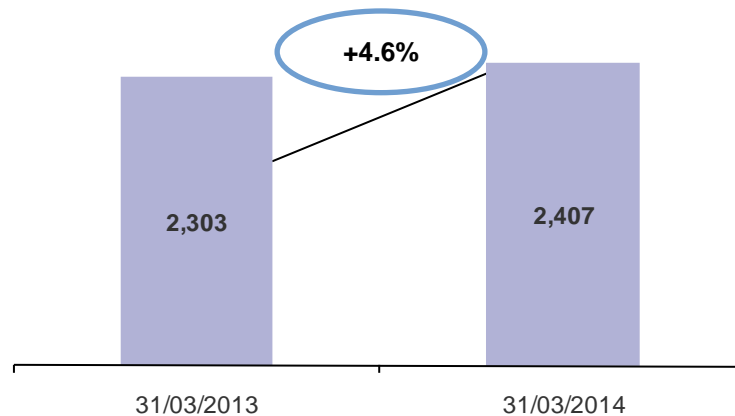
DIRECT COSTS CORE BUSINESS (€ 000)



Increase in Direct Costs mainly due to:

- **OTHER DIRECT COSTS + 0.3 € mn** (+15.3%) due to the increase in the item rents and payable leases (masterlease) for the sale of Le Fonti del Corallo mall
- **IMU (property tax) +0.1 € mn** (+8.2%) increase in calculation coefficients on D8 category not considered in 1Q 2013

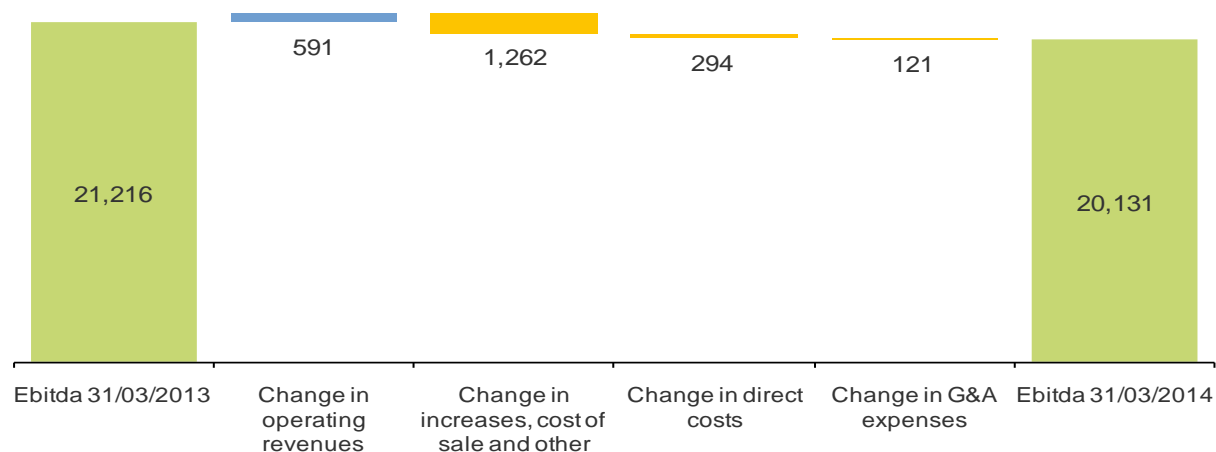
G&A EXPENSES CORE BUSINESS (€ 000)



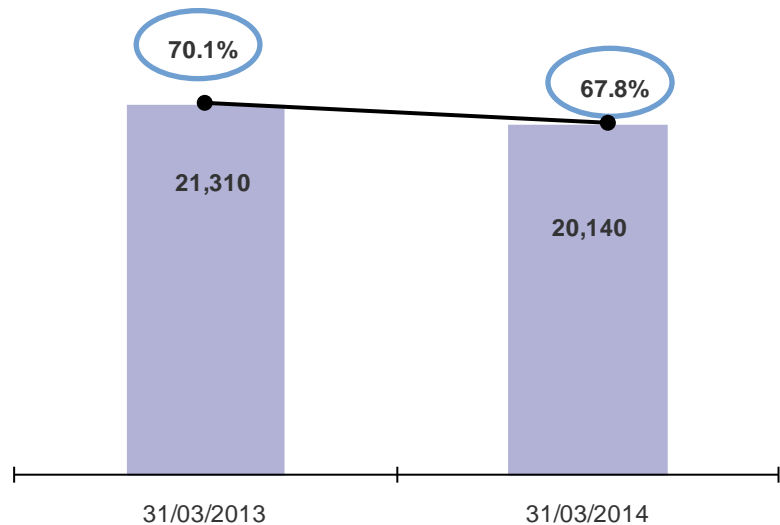
The impact of G&A expenses on core business revenues **increased** and it was equal to about 8.1% vs **31/03/2013** (7.6%)

Total consolidated Ebitda: € 20.1 mn
 Ebitda (core business): € 20.1 mn (-5.5%)

CONSOLIDATED EBITDA (€ 000)



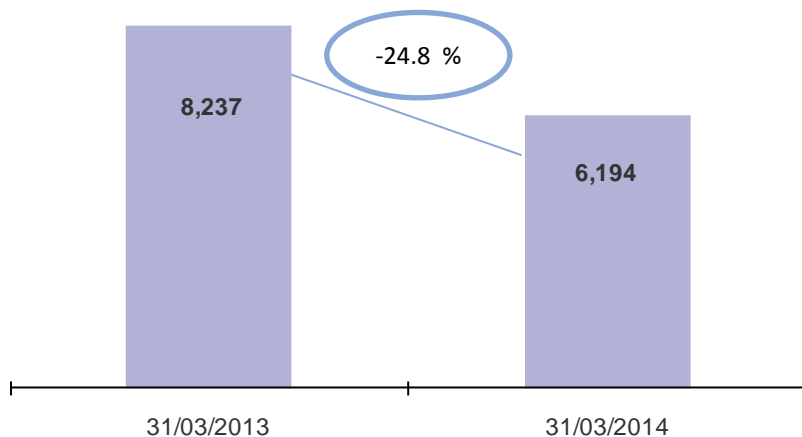
EBITDA and EBITDA MARGIN CORE BUSINESS (€ 000)



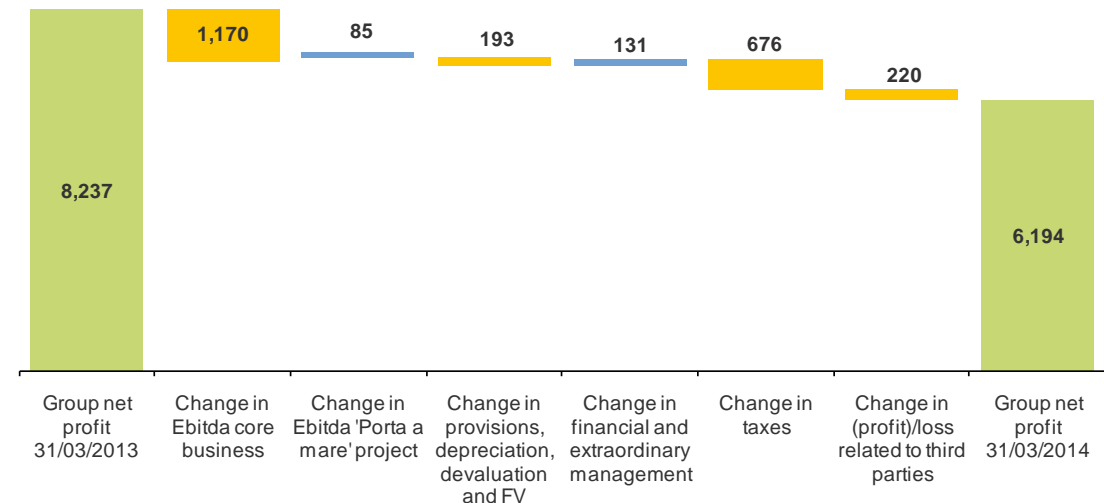
EBITDA MARGIN from FREEHOLD MANAGEMENT Was equal to 78.3%

14 Group net profit: € 6.2 mn

GROUP NET PROFIT (€ 000)



NET PROFIT EVOLUTION (€ 000)



PERFORMANCE OF GROUP NET PROFIT EQUAL TO € 6.2 MN COMPARED TO 31/03/2013 REFLECTS:



- a negative change in financial charges (-0.4€mn) and an improvement in extraordinary management (+0.5 €mn) for € 0.1 mn
- a positive impact on Ebitda Porta Medicea for +0.08 €mn



- a negative change of core business Ebitda (-1.2€mn) mainly due to the decrease in revenues in addition to the increase in direct costs for rent paid
- a negative effect on fair value resulting from extraordinary capitalized maintenance work (-0.2€mn)
- a negative impact on deferred tax and transfer of deferred tax liabilities (- 0.7€ mn)
- a negative impact on profit/loss attributable to minority interests (Porta medicea) (0.2 €mn)

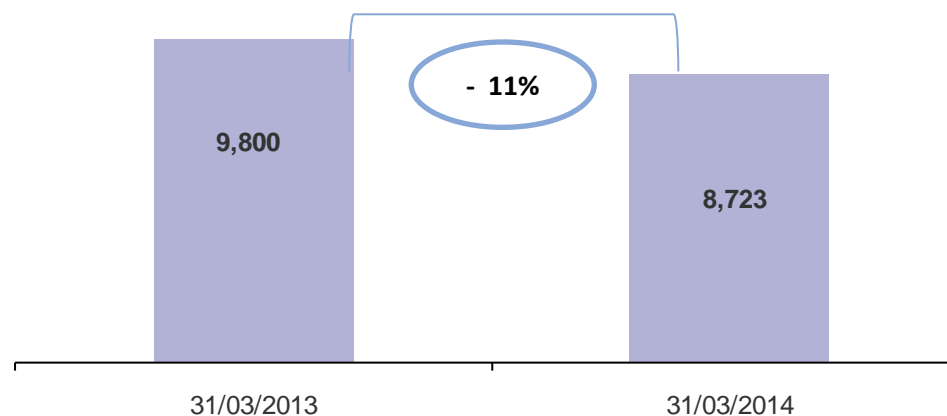
15 Core business Funds From Operations

FFO (€/000)	31/12/2013	31/03/2014	Δ	Δ%
Pre-tax profit	9,141	7,923	-1,218	-13.3%
Depreciation and other provisions	357	372	14	4.1%
Change in FV and devaluations	275	453	179	64.9%
Extraordinary management	413	-120	-532	n.a.
Gross margin from trading	0	0	0	n.a.
Income taxes for the period	-386	95	480	n.a.
FFO	9,800	8,723	-1,077	-11.0%

Of which:

- **-1.1 mn€** due to decreased Ebitda (decreased net revenues, increased paid rents and other minor changes)
- **-0.4mn€** due to increase in financial management
- **+0.4mn€** due to improvement in current taxes

FFO TREND (€/000)



A nighttime photograph of a modern commercial building, likely a supermarket, with illuminated signage. The building features large, corrugated metal panels and a prominent 'ipercoop' sign in dark letters. A smaller sign with blue neon lighting is visible further down the building. The scene is lit by streetlights and building lights, creating a dark blue sky and a well-lit foreground. A black text box is overlaid on the right side of the image.

**OPERATING
PERFORMANCE**

17 Commercial Highlights

Footfalls in Italian IGD Shopping Malls*

* Footfalls data for February and March do not consider Centro d'Abruzzo and Gran Rondò for problems at visitor counter

+0.8% *progressive change*

Tenant sales in Italian IGD Shopping Malls

+0.9% *progressive change*

Hypermarket Sales

-5.4% *progressive change*

Footfalls in Romanian WINMARKT Shopping Malls

-7.6% *vs 31/03/2013*

All of these indicators are affected by Easter that in 2013 was on 31 March while in 2014 was on 20 April

18 The performance of our shopping malls in 1Q2014

TENANT SALES AND FOOTFALLS IN OUR SHOPPING CENTERS

	progressive change March	progressive change March	in absolute value
ITALY	+0.9%	+0.8%	15 million
ROMANIA	n.p*		7.3 million

*not all our tenants have a cash register

ITALY

- **The quarter ended positively**, especially thanks to the good performance of turnovers in the first two months of 2014.
- The trend of the **month of March** is affected, compared to last year, by the absence of Easter (which in 2013 was on 31/3). Especially hypermarkets were negatively affected by such a circumstance, with significant decreases everywhere.

ROMANIA

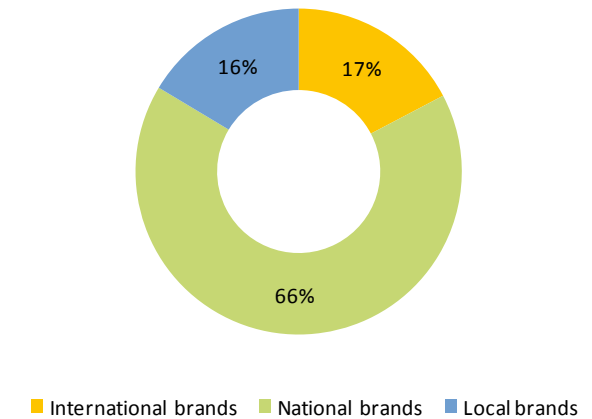
Footfalls present a trend in the first quarter 2014 compared to 2013 (7.3 vs 7.9 million) is affected by refurbishment activities (in particular those concentrated on the ground floor of 3 core assets); a realignment of footfalls is expected starting from the end of the second quarter 2014

19 Tenants in Italy

TOP 10 Tenants	Product category	Turnover impact	Contracts
Miroglio Group 	clothing	3.7%	34
	clothing	3.0%	10
	clothing	1.9%	7
	clothing	1.8%	20
	footwear	1.6%	4
	electronics	1.5%	1
BBC 	bricolage	1.4%	1
	entertainment	1.4%	20
	restaurant	1.3%	8
	jewellery	1.2%	13
Total		18.9%	118

TOTAL CONTRACTS	
Malls	1,011
Hypermarkets	19
Total	1,030

BRAND BREAKDOWN IN MALLS
By turnover

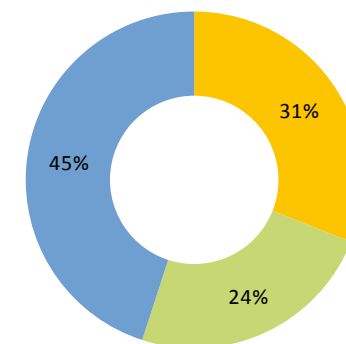


20 Tenants in Romania

TOP 10 Tenants	Product category	Turnover impact	Contracts
 Carrefour	food	10.8%	10
 DOME	electronics	4.7%	8
 B&B collection	jewellery	3.0%	9
 dm	household goods	2.7%	5
 SENSI	pharmacy	2.4%	5
 House of Art	clothing (family)	2.2%	5
 H&M	clothing	2.1%	1
 LEONARDO	footwear	1.7%	5
 BILLA	supermarkets	1.4%	2
 ALTEX	electronics	0.9%	3
Total		31.9%	53

TOTAL CONTRACTS 551

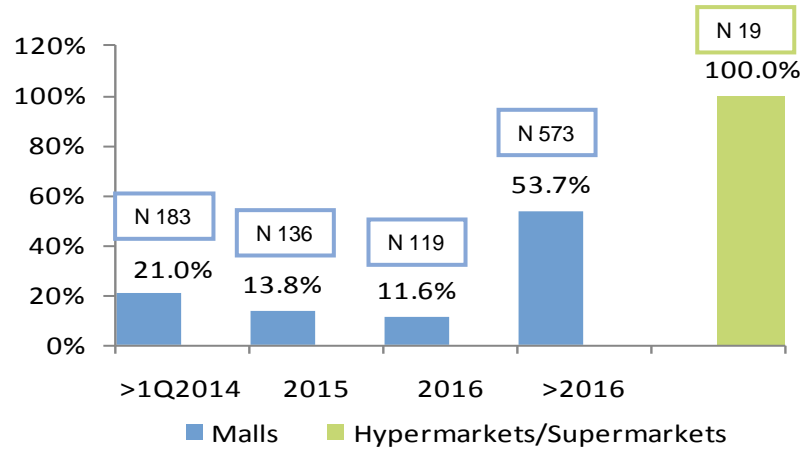
**BRAND BREAKDOWN IN MALLS
By turnover**



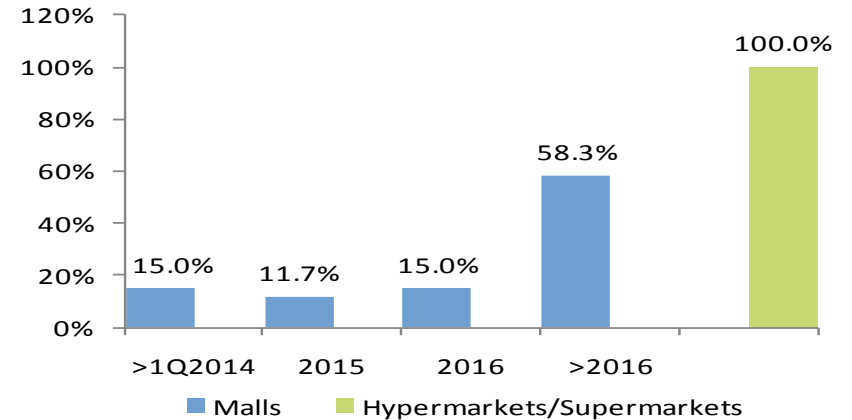
International brands National brands Local brands

21 Contracts in Italy and Romania

EXPIRY DATE OF CONTRACTS OF HYPERMARKETS AND MALLS IN ITALY (% no. Of contracts)



EXPIRY DATE OF CONTRACTS OF HYPERMARKETS AND MALLS IN ITALY (% of value)



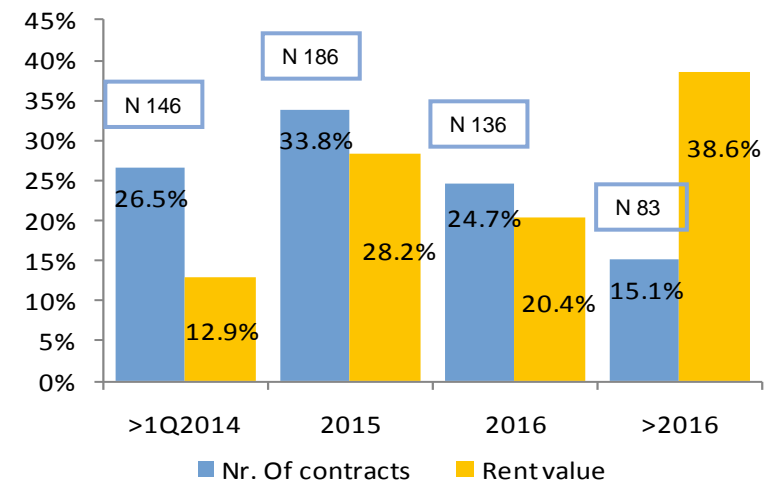
ITALY

In the first 3 months of 2014 57 contracts were signed, of which 23 turned over. Average downside on renewal: **-8%** mainly due to turnover of 2 medium sized areas. Without this 2 turnover, the downside would be equal to **-0.9%**, so almost steady.

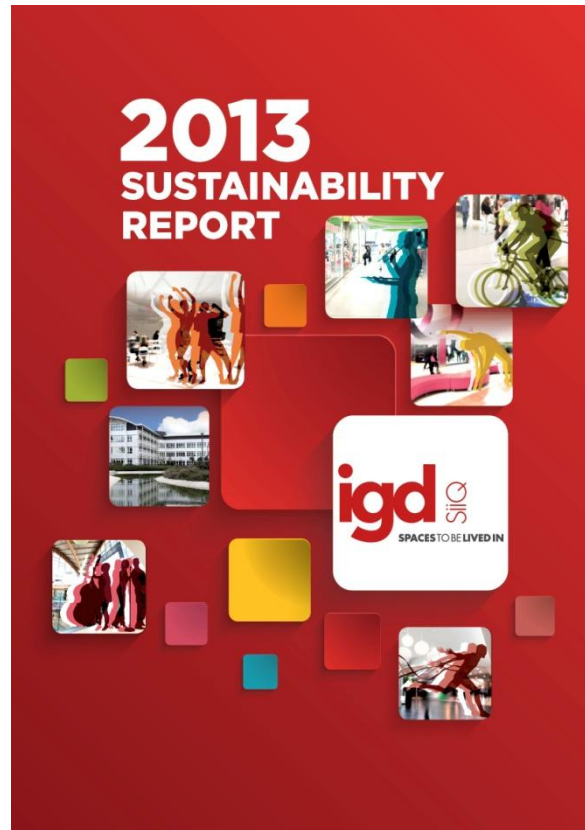
ROMANIA

In the first 3 months of 2014 29 contracts were renewed (downside of **-11%** mainly due to movements for H&M new openings in 2014) and 100 new contracts were signed. (Renewals represented 13% of Winmarkt's total revenues)

EXPIRY DATE OF CONTRACTS OF MALLS IN ROMANIA (no. and % of contracts and % of value)



22 The sustainability process continues....



Since 16 April 2014
The fourth
Sustainability Report
is online

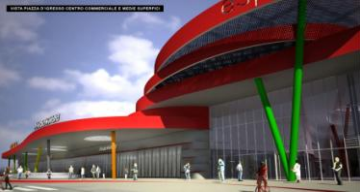
2014 TARGET

Carry out the actions related to sustainability included in 2014 business plan

23 ... in the logic of integration with business planning

TARGETS

Increase in quality and efficiency of Centers



Interpret the needs in a changing environment



Reinforce the concept of «Spaces to be lived in»



SOME RESULTS ACHIEVED IN 2013

- ISO14001 environmental certification for the fifth Shopping Center (in line with the *roll out* plan)
- Decrease in power consumption (-7.8% in Italy and -22.2% in Romania);
- Green light for the path to obtain BREEAM certification for Centro Sarca
- Stakeholder engagement structured: employees (in 2011), tenants and visitors (since 2013), shareholders and investors (since 2014) involved in CSR topics.
- Increased both the number of events (+9.3%) and the collaboration with non-profit associations;
- In the *restyling* made, endorsed what emerged from the audit to disabled people
- Notes to lease and rent contracts for stakeholder engagement in sustainability policies has been entered



FINANCIAL STRUCTURE

25 Financial Highlights 1/2

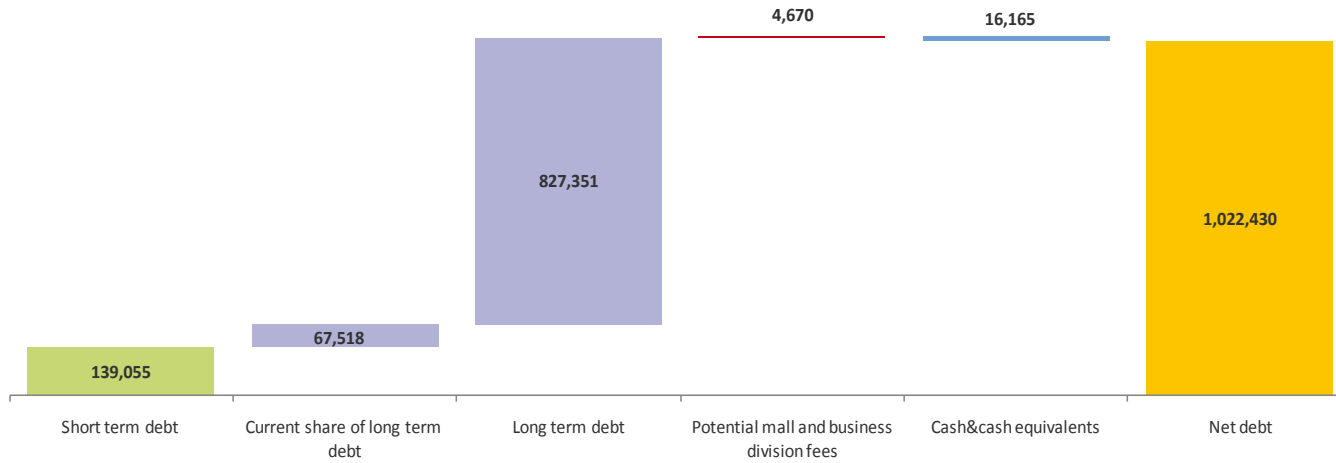
	31/12/2013	31/03/2014
GEARING RATIO	1.38	1.27
LOAN TO VALUE	57.4%	55.5%
COST OF DEBT	3.94%	4.12%
INTEREST COVER RATIO	1.91X	1.73X
AVERAGE LENGTH OF LONG TERM DEBT (bond excluded)	8.6 years	8.3 years
MID/LONG TERM DEBT RATE	75.3%	75.6%

26 Financial Highlights 2/2

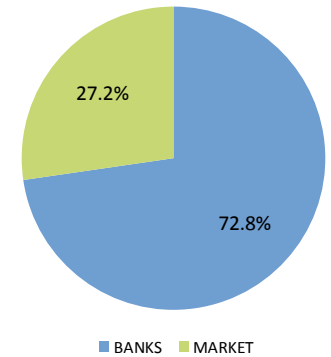
	31/12/2013	31/03/2014
HEDGING ON LONG TERM DEBT + BOND	79.3%	79.5%
HEDGING ON LONG TERM DEBT	75.3%	75.5%
BANKING CONFIDENCE	€ 273.5 mn	€ 273.5 mn
BANKING CONFIDENCE AVAILABLE	€ 86.6 mn	€ 132.5 mn
MKT VALUE OF MORTGAGE FREE ASSETS/LANDS	€ 347.7 mn	€ 349.3 mn

27 Financial structure

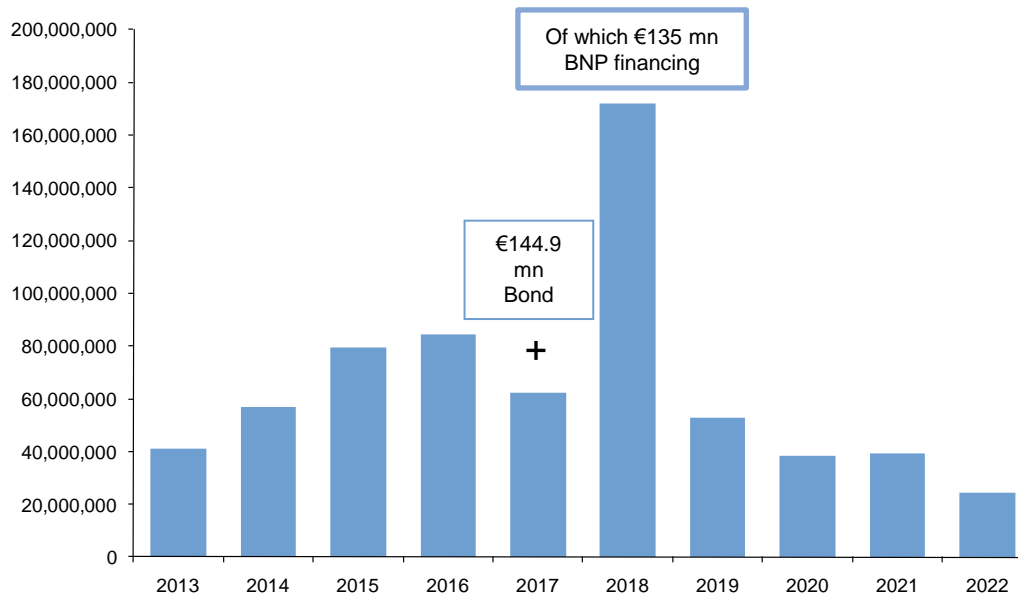
NET DEBT COMPOSITION (€ 000)



Market/Banks breakdown



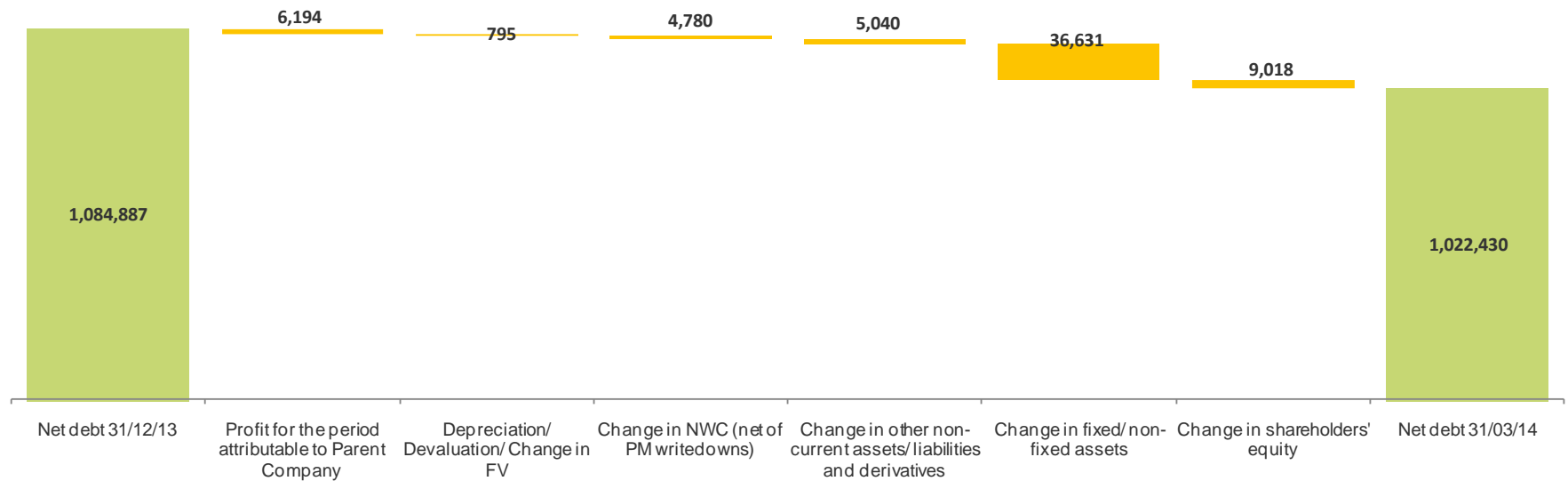
DEBT MATURITY (€ 000)



The market portion becomes **41.6%** after the *private placement* of € 150 mn on 7 May

28 Net Debt

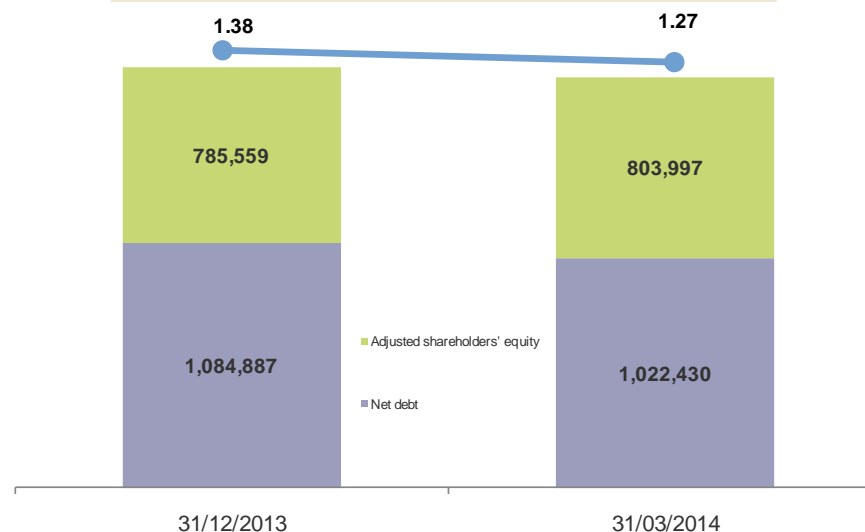
NET DEBT CHANGE (€ 000)



29 Reclassified balance sheet

SOURCES/USE OF FUNDS (€ 000)	31/03/2013	31/03/2014	Δ	Δ%
Fixed assets	1,879,129	1,842,961	-36,167	-1.9%
NWC	71,271	66,490	-4,781	-6.7%
Other long term liabilities	-68,518	-70,313	-1,795	2.6%
TOTAL USE OF FUNDS	1,881,881	1,839,140	-42,741	-2.3%
Net debt	1,084,887	1,022,430	-62,457	-5.8%
Net (assets) and liabilities for derivative instruments	33,303	37,806	4,503	13.5%
Shareholders' equity	763,692	778,904	15,213	2.0%
TOTAL SOURCES	1,881,881	1,839,141	-42,740	-2.3%

GEARING RATIO (€ 000)



30 Final remarks

In what is still a critical macroeconomic environment, albeit with signs of a slight recovery which have yet to stabilize



in the first few months of 2014 IGD took the steps needed to achieve the targets outlined in the 2014-2016 Business Plan confirming the validity of the business model

➤ **Claudia Contarini, IR**
T. +39. 051 509213
M. +39 3357878101
claudia.contarini@gruppoigd.it

➤ **Elisa Zanicheli**
T. +39. 051 509242
elisa.zanicheli@gruppoigd.it

igd **SIQ** **immobiliare
grande distribuzione**
società di investimento
immobiliare quotata spa