

**IMMOBILIARE GRANDE DISTRIBUZIONE SOCIETA' DI INVESTIMENTO IMMOBILIARE QUOTATA S.P.A.**

*Registered office in Ravenna (RA), Via Agro Pontino n. 13,*

*Headquarters in Bologna, Via Trattati Comunitari Europei 1957-2007 n.13,*

*Tax ID, VAT no. 00397420399*

*Ravenna Company Register no. 88573*

*Share capital subscribed and paid-in: EUR 599,760,278.16*



## **Interim Management Statement**

at 31/03/2017

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## Corporate officers

| Board of Directors          | Office                  | Executive | Non executive | Independent | Chairman's Committee | Control and Risk Committee | Compensation and Remuneration Committee | Related Party Transaction Committee |
|-----------------------------|-------------------------|-----------|---------------|-------------|----------------------|----------------------------|---|-------------------------------------|
| Elio Gasperoni              | Chairman                | x         |               |             | x                    |                            |   |                                     |
| Fernando Pellegrini         | Vice Chairman           |           | x             |             | x                    |                            |   |                                     |
| Claudio Albertini           | Chief Executive Officer | x         |               |             | x                    |                            |   |                                     |
| Aristide Canosani           | Director                |           | x             |             |                      |                            |   |                                     |
| Gilberto Coffari            | Director                |           | x             |             |                      |                            |   |                                     |
| Luca Dondi<br>Dall'Orologio | Director                |           |               | x           |                      |                            |   |                                     |
| Leonardo Caporioni          | Director                |           | x             |             |                      |                            |   |                                     |
| Lentz Matthew David         | Director                |           |               | x           |                      |                            |   | x                                   |
| Elisabetta Gualandri        | Director                |           |               | x           |                      | x                          | x                                       |                                     |
| Milva Carletti              | Director                |           |               | x           |                      |                            | x                                       |                                     |
| Rossella Saoncella          | Director                |           |               | x           |                      | x                          |   | x                                   |
| Andrea Parenti              | Director                |           |               | x           |                      |                            | x                                       | x                                   |
| Livia Salvini               | Director                |           |               | x           |                      | x                          |   |                                     |

| Board of Statutory Auditors | Office   | Standing | Alternate |
|-----------------------------|----------|----------|-----------|
| Anna Maria Allievi          | Chairman | X        |           |
| Roberto Chiusoli            | Auditor  | X        |           |
| Pasquina Corsi              | Auditor  | X        |           |
| Pierluigi Brandolini        | Auditor  |          | X         |
| Isabella Landi              | Auditor  |          | X         |
| Andrea Bonechi              | Auditor  |          | X         |

### External auditors

PricewaterhouseCoopers S.p.A.

### Financial reporting officer

Grazia Margherita Piolanti

## The IGD Group's Interim Management Statement

### Financial and Economic Highlights at 31 March 2017

|   |   |
|---|---|
| <b>REVENUES</b>                           |   |
| • Core business revenues                  | <b>€ 35.4 mn</b><br>(+4.6% vs 31/03/2016)     |
| <b>EBITDA</b>                             |   |
| • EBITDA (core business)                  | <b>€ 25.0 mn</b><br>(+5.8% vs 31/03/2016)     |
| • EBITDA margin (core business)           | <b>70.1%</b><br>(+0.8 points vs 31/03/2016)   |
| • EBITDA margin from Freehold             | <b>79.9%</b><br>(+0.8 points vs 31/03/2016)   |
| • Group net profit                        | <b>€ 14.3 mn</b><br>(€ 12.7 mn at 31/03/2016) |
| Funds From Operations (FFO) core business | <b>€ 15.6 mn</b><br>(+10.2% vs 31/03/2016)    |

|  | 31/12/2016   | 31/03/2017          |
|--|--------------|---------------------|
| Net debt   | € 1,055.4 mn | <b>€ 1,046.8 mn</b> |
| AVERAGE COST OF DEBT*<br><small>*Net of accessory charges on loan (both recurrent and not)</small> | 3.30%        | <b>3.10%</b>        |
| INTEREST COVER RATIO   | 2.24X        | <b>2.72X</b>        |
| HEDGING ON LONG TERM DEBT + BOND   | 93.8%        | <b>94.4%</b>        |

|                 |  |
|-----------------|--|
| • Loan to Value | <b>47.86%</b><br>(vs 48.25% at 31/12/2016) |
| • Gearing (D/E) | <b>0.95</b><br>(vs 0.97 at 31/12/2016)     |

## The Group

IGD was the first company in Italy to obtain SIIQ (Società di Investimento Immobiliare Quotata or real estate investment trust) status in 2008 and is still the only retail real estate company that qualifies as a SIIQ. Most of the Group's real estate assets are in Italy. In Romania IGD owns the Winmarkt chain of shopping centers through WinMagazin SA.

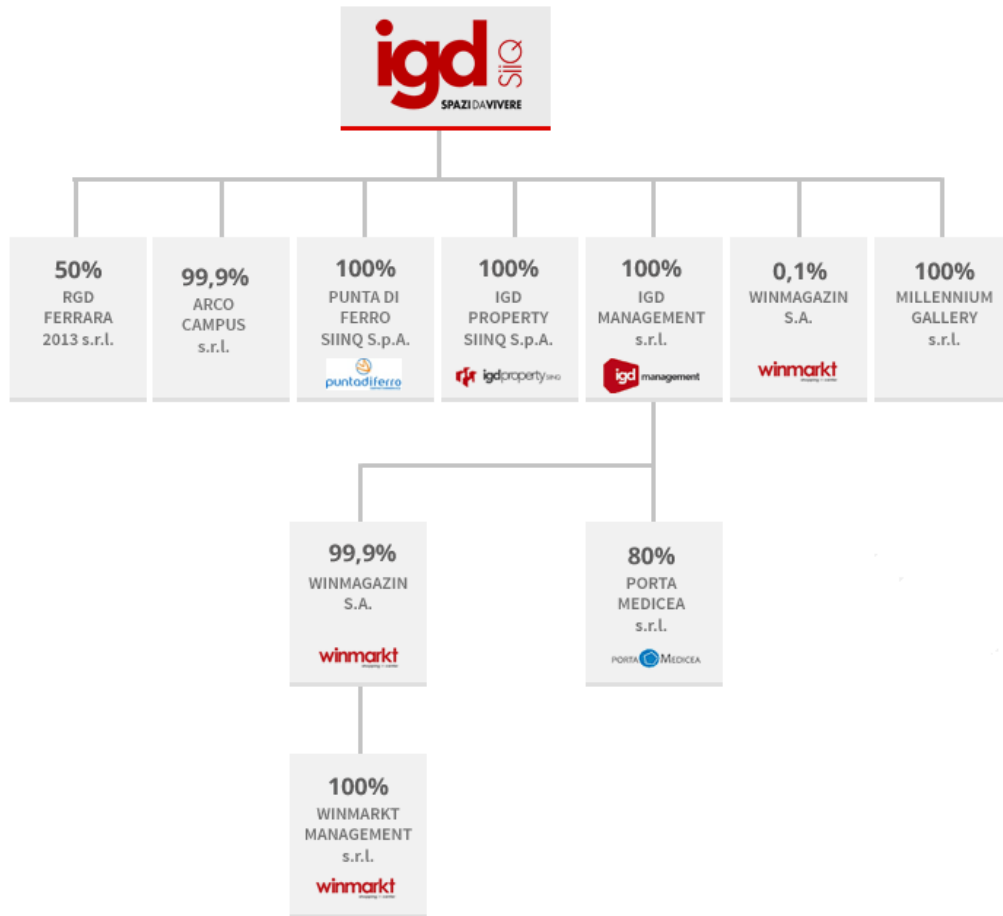
IGD SIIQ's perimeter of exempt operations includes the freehold assets found in Italy. As shown below, at 31 March 2017 the Parent Company IGD SIIQ SpA also controls:

- 100% of **Millennium Gallery**, (part of the Rovereto shopping mall and a business division in the shopping center in Crema);
- 50% of **RGD Ferrara 2013**, formed on 30 September 2013, to manage the Darsena City Shopping Center in Ferrara;
- 100% of **IGD Property SIINQ SpA**, a real estate investment company formed on 13 December 2012 with stock that is not listed on a regulated market, currently being merged;
- 100% of **Punta di Ferro SIINQ SpA**, a real estate investment company responsible for the "Puntadiferro" mall in Forlì, acquired on 16 December 2015, currently being merged;
- 99.9% di **Arco Campus srl**, company dedicated to the construction, leasing and management of properties used for sports, in addition to the development and dissemination of sports;
- 100% of **IGD Management srl** which, in addition to owning the CentroSarca shopping mall in Milan, also holds the majority of the operations which are not included in the SIIQ's scope of consolidation:
  - 99.9% of **WinMagazine SA**, the Romanian subsidiary, through which it controls 100% of **WinMarktManagement srl**, the company responsible for the team of Romanian managers;
  - 80% of **Porta Medicea srl**, responsible for the requalification and real estate development project of Livorno's waterfront;
  - management of the leasehold properties (Centro Nova and Centro Piave);
  - service activities which include mandates for the management of freehold and leasehold properties.

The IGD Group's operations can be broken down in to three distinct divisions:

- Property management and development;
- Sales, marketing and network management;
- Romania.

The three division heads report to the Chief Operating Officer.



## Significant events in the first quarter of 2017

### Corporate events

On 19 January 2017 the Igd Siiq S.p.A.'s Board of Directors resolved – pursuant to art. 2505, second paragraph of the Italian Civil Code and art. 22 of the corporate by-laws – to approve the merger by incorporation of the wholly owned subsidiaries IGD PROPERTY SIINQ S.p.A. and PUNTA DI FERRO SIINQ S.p.A. On the same date, the merger was approved by the shareholders of the respective incorporated companies meeting in extraordinary session.

On 28 February 2017 the Board of Directors approved the draft separate and consolidated financial statements for FY 2016 and resolved to submit a proposed dividend of €0.045 per outstanding share to the AGM for approval.

IGD's Board of Directors also approved the Annual Report on Corporate Governance and Ownership Structure, included in the annual report, as well as the Board of Director's Compensation Report.

On 27 March 2017 the merger deed relative to the merger by incorporation of the wholly owned subsidiaries IGD PROPERTY SIINQ S.p.A. and PUNTA DI FERRO SIINQ S.p.A. was signed and recorded in the relative company registry effective 1 April 2017; for accounting and tax purposes the merger took effect as of 1 January 2017.

### Investments

During the quarter the IGD Group continued with development of the Porta a Mare – Officine project, as well as extensions (ESP and Gran Rondò) and extraordinary maintenance. The main investments are described below.

#### “Porta a Mare” Project

Work on the Officine Storiche area (residential portion) continued in the quarter for a total of around €102 thousand. Work on the retail portion amounted to approximately €264 thousand and is expected to be completed by first half 2018.



### Esp extension

Around €6,202 thousand was invested in the quarter on construction work and systems. The extension is expected to be opened on 1 June 2017.



### Gran Rondò extension

Around €827 thousand was invested in the work begun, pertaining mainly to urbanization works and construction, on the mid-size store and multi-level garage next to the Gran Rondò shopping center in Crema. The work is expected to be completed by the first half of 2018.



### Other

In the first quarter of 2017 work was completed on the mall at the Città delle Stelle shopping center (€63 thousand), the Lugo hypermarket (€58 thousand), along with €114 thousand in minor improvements at other shopping centers in Italy (including Mondovì, Borgo, Sarca and Punta di Ferro).

Extraordinary maintenance continued, and is still underway, relating to (i) work at a few Romanian centers for a total of approximately €495 thousand; (ii) earthquake protection work at Darsena for around €55 thousand and other minor improvements for €254 thousand, explained primarily by work on the roof at the Katanè shopping center and waterproofing at the Sarca shopping center.

The investments made at 31 March 2017 are shown below:

|   | <b>Mar-17</b><br><b>Euro/mn</b> |
|---|---------------------------------|
| Real Estate investments                                     | 0.23                            |
| Assets under construction                                   | 8.10                            |
| Other tangible fixed assets                                 | 0.01                            |
| <b>Total investments in fixed assets</b>                    | <b>8.34</b>                     |
| <b>Inventories on work in progress Porta a Mare Project</b> | <b>0.10</b>                     |
| <b>Total investments</b>                                    | <b>8.44</b>                     |

### **Sustainability**

For the first time, on 28 February 2017, the Board of Directors approved the 2016 Corporate Sustainability Report when it approved the annual report.

### **Loans**

The Euro 100,000,000.00 seven-year unsecured, non-convertible bond with a gross coupon of 2.25% reserved exclusively for qualified investors settled on 11 January 2017.



## INCOME STATEMENT REVIEW

The Group's consolidated net profit at 31 March 2017 amounted to €14,307 thousand, an increase of 13% against 31 March 2016.

The consolidated operating income statement is shown below:

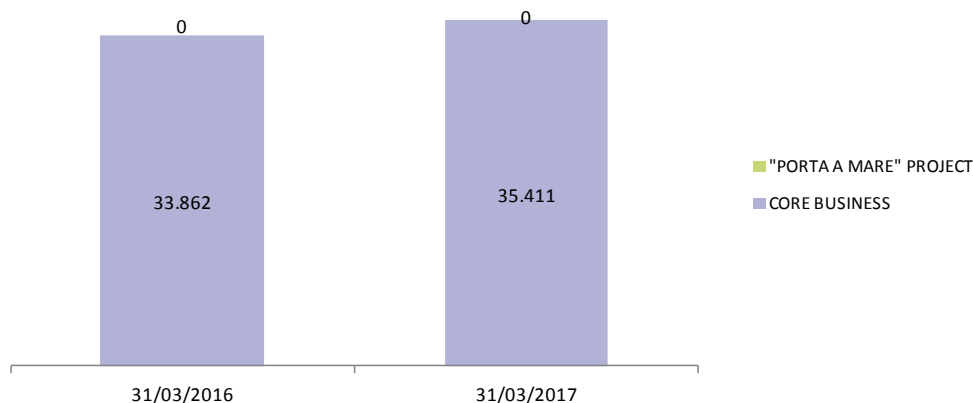
| €/'000   | CONSOLIDATED         |                |                | CORE BUSINESS  |                |             | PORTA A MARE PROJECT |              |                |
|--|----------------------|----------------|----------------|----------------|----------------|-------------|----------------------|--------------|----------------|
|  | 31/03/2016           | 31/03/2017     | Δ%             | 31/03/2016     | 31/03/2017     | Δ%          | 31/03/2016           | 31/03/2017   | Δ%             |
| Revenues from freehold real estate and rental act.     | 29,507               | 30,741         | 4.2%           | 29,507         | 30,741         | 4.2%        | 0                    | 0            | n.a.           |
| Revenues from leasehold real estate and rental act.    | 3,086                | 3,130          | 1.4%           | 3,086          | 3,130          | 1.4%        | 0                    | 0            | n.a.           |
| <b>Total revenues from real estate and rental act.</b> | <b>32,593</b>        | <b>33,871</b>  | <b>3.9%</b>    | <b>32,593</b>  | <b>33,871</b>  | <b>3.9%</b> | <b>0</b>             | <b>0</b>     | <b>n.a.</b>    |
| Revenues from services                                 | 1,269                | 1,540          | 21.4%          | 1,269          | 1,540          | 21.4%       | 0                    | 0            | n.a.           |
| Revenues from trading                                  | 0                    | 0              | n.a.           | 0              | 0              | n.a.        | 0                    | 0            | n.a.           |
| <b>OPERATING REVENUES</b>                              | <b>33,862</b>        | <b>35,411</b>  | <b>4.6%</b>    | <b>33,862</b>  | <b>35,411</b>  | <b>4.6%</b> | <b>0</b>             | <b>0</b>     | <b>n.a.</b>    |
| <b>COST OF SALE AND OTHER COST</b>                     | <b>(6)</b>           | <b>(5)</b>     | <b>(16.0)%</b> | <b>0</b>       | <b>0</b>       | <b>n.a.</b> | <b>(6)</b>           | <b>(5)</b>   | <b>(16.0)%</b> |
| Rent and payable leases                                | (2,524)              | (2,546)        | 0.9%           | (2,524)        | (2,546)        | 0.9%        | 0                    | 0            | n.a.           |
| Personnel expenses                                     | (951)                | (1,072)        | 12.7%          | (951)          | (1,072)        | 12.7%       | 0                    | 0            | n.a.           |
| Direct costs   | (4,314)              | (4,283)        | (0.7)%         | (4,249)        | (4,221)        | (0.7)%      | (65)                 | (62)         | (3.7)%         |
| <b>DIRECT COSTS</b>                                    | <b>(7,789)</b>       | <b>(7,901)</b> | <b>1.4%</b>    | <b>(7,724)</b> | <b>(7,839)</b> | <b>1.5%</b> | <b>(65)</b>          | <b>(62)</b>  | <b>(3.7)%</b>  |
| <b>GROSS MARGIN</b>                                    | <b>26,067</b>        | <b>27,505</b>  | <b>5.5%</b>    | <b>26,137</b>  | <b>27,572</b>  | <b>5.5%</b> | <b>(70)</b>          | <b>(67)</b>  | <b>(4.7)%</b>  |
| Headquarters personnel                                 | (1,566)              | (1,626)        | 3.9%           | (1,549)        | (1,608)        | 3.8%        | (17)                 | (18)         | 9.0%           |
| G&A expenses   | (999)                | (978)          | (2.2)%         | (915)          | (915)          | 0.0%        | (85)                 | (63)         | (26.0)%        |
| <b>G&amp;A EXPENSES</b>                                | <b>(2,565)</b>       | <b>(2,604)</b> | <b>1.5%</b>    | <b>(2,464)</b> | <b>(2,523)</b> | <b>2.4%</b> | <b>(101)</b>         | <b>(81)</b>  | <b>(20.2)%</b> |
| <b>EBITDA</b>  | <b>23,502</b>        | <b>24,901</b>  | <b>6.0%</b>    | <b>23,674</b>  | <b>25,049</b>  | <b>5.8%</b> | <b>(171)</b>         | <b>(148)</b> | <b>(13.8)%</b> |
|  | <i>Ebitda Margin</i> |                |                | <i>69.4%</i>   | <i>70.3%</i>   |             |                      |              |                |
| Other provisions                                       | (49)                 | (99)           | n.a.           |                |                |             |                      |              |                |
| Impairment and fair value adjustments                  | (577)                | (235)          | (59.3)%        |                |                |             |                      |              |                |
| Depreciations  | (280)                | (255)          | (8.9)%         |                |                |             |                      |              |                |
| <b>DEPRECIATIONS AND IMPAIRMENT</b>                    | <b>(906)</b>         | <b>(589)</b>   | <b>(35.0)%</b> |                |                |             |                      |              |                |
| <b>EBIT</b>  | <b>22,596</b>        | <b>24,312</b>  | <b>7.6%</b>    |                |                |             |                      |              |                |
| <b>FINANCIAL MANAGEMENT</b>                            | <b>(9,363)</b>       | <b>(9,151)</b> | <b>(2.3)%</b>  |                |                |             |                      |              |                |
| <b>EXTRAORDINARY MANAGEMENT</b>                        | <b>(20)</b>          | <b>(38)</b>    | <b>89.2%</b>   |                |                |             |                      |              |                |
| <b>PRE-TAX PROFIT</b>                                  | <b>13,213</b>        | <b>15,123</b>  | <b>14.5%</b>   |                |                |             |                      |              |                |
| Taxes  | (587)                | (829)          | 41.1%          |                |                |             |                      |              |                |
| <b>PROFIT FOR THE PERIOD</b>                           | <b>12,626</b>        | <b>14,294</b>  | <b>13.2%</b>   |                |                |             |                      |              |                |
| (Profit)/loss for the period related to third parties  | 33                   | 13             | (60.6)%        |                |                |             |                      |              |                |
| <b>GROUP NET PROFIT</b>                                | <b>12,659</b>        | <b>14,307</b>  | <b>13.0%</b>   |                |                |             |                      |              |                |

Certain cost and revenue items have been reclassified or offset which explains the difference with respect to the financial statements (please refer to operating segment information).

## Revenue

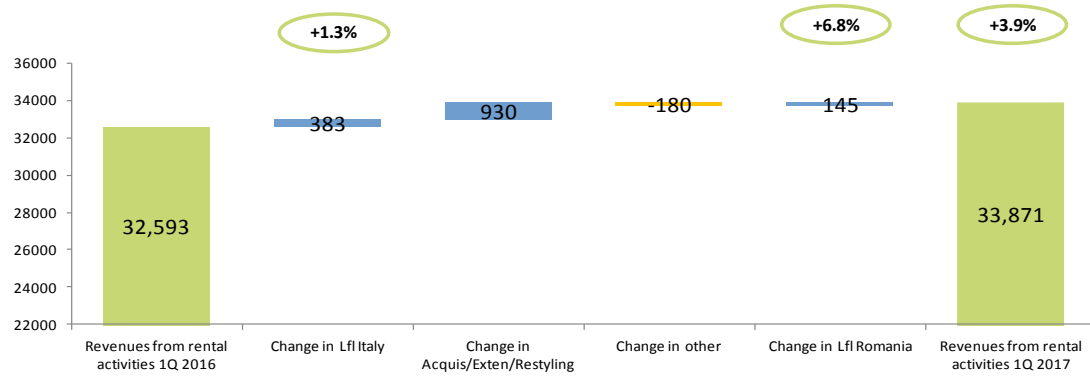
Consolidated operating revenue amounted to €35,411 thousand, an increase of 4.6% against the same period of the prior year. The core business revenue reached €35,411 thousand and there was no trading revenue in the quarter.

### Total revenues



The breakdown of revenue is described below:

- ✓ **The revenue from the rental business** rose 3.9% against the same period 2016.



The increase of €1,278 thousand is explained:

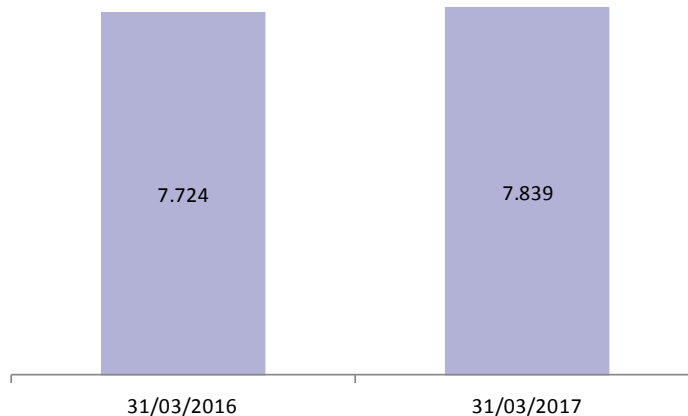
- for €383 thousand, by like-for-like revenue in Italy (+1.3%). Malls were up (+2.4% as a result of the pre-letting completed in second quarter 2016 and lower discounts) and hypermarkets were in line with the prior year. 36 contracts were signed in first quarter 2017 with an average upside of +3.8%;
  - for €930 thousand, by the expanded perimeter which comprises the Maremà shopping center in Grosseto opened in October;
  - for -€180 thousand, by non-recurring revenue generated in 2016;
  - for €145 thousand, by higher revenue like-for-like in Romania linked to pre-letting and leases renegotiated in the period (average upside +2.8%).
- ✓ **Revenue from services** rose against first quarter 2016 (+21.4%). Most of this revenue comes from the facility management business (85.6% of the total or €1,318 thousand), which was up against the prior period (+8.8%) due mainly to new management mandates. Revenue from agency management rose €128 thousand as a result mainly of pre-letting at the Poseidon center.
  - ✓ **No trading revenue was generated by the Porta a Mare project** in the first quarter.

### Direct costs

**Direct costs**, pertaining to the **core business** and including personnel expenses, amounted to €7,839 thousand, an increase of 1.5% with respect to the same period of the prior year.

This increase reflects higher property taxes (IMU) (attributable also to the expanded freehold perimeter) and direct personnel costs (linked to the new management mandates), offset, in part, by the decrease in provisions for doubtful accounts (as a result of fewer disputed claims) and other savings.

The costs pertaining to the core business fell as a percentage of revenue from the 22.8% recorded in first quarter 2016 to 22.8%.

**Core business direct costs**

**Review of margins by business unit**

The divisional gross margin rose by 5.5% from the €26,067 thousand posted at 31 March 2016 to €27,505 thousand at 31 March 2017. The table below shows the trend in divisional gross margins by business unit:

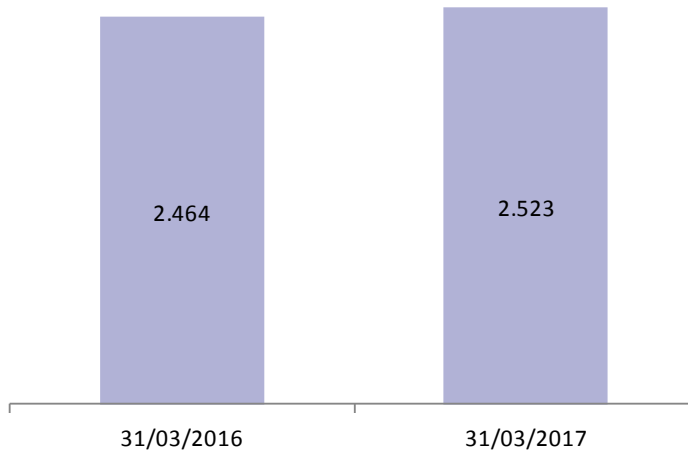
| €/000                            | CONSOLIDATED  |               |             | CORE BUSINESS |               |             | PORTA A MARE PROJECT |             |               |
|----------------------------------|---------------|---------------|-------------|---------------|---------------|-------------|----------------------|-------------|---------------|
|                                  | 31/03/2016    | 31/03/2017    | Δ%          | 31/03/2016    | 31/03/2017    | Δ%          | 31/03/2016           | 31/03/2017  | Δ%            |
| Margin from freehold properties  | 25,487        | 26,755        | 5.0%        | 25,487        | 26,755        | 5.0%        | 0                    | 0           | n.a.          |
| Margin from leasehold properties | 518           | 574           | 10.9%       | 518           | 574           | 10.9%       | 0                    | 0           | n.a.          |
| Margin from services             | 132           | 242           | 83.5%       | 132           | 242           | 83.5%       | 0                    | 0           | n.a.          |
| Margin from trading              | (70)          | (67)          | (4.3)%      | 0             | 0             | n.a.        | (70)                 | (67)        | (4.3)%        |
| <b>Gross margin</b>              | <b>26,067</b> | <b>27,505</b> | <b>5.5%</b> | <b>26,137</b> | <b>27,572</b> | <b>5.5%</b> | <b>(70)</b>          | <b>(67)</b> | <b>(4.3)%</b> |

- ✓ **SBU 1 - Property leasing - margin from freehold properties:** this margin amounted to €26,755 thousand, versus €25,487 thousand in the prior year. In percentage terms, this activity continues to feature a significant margin of 87% which is also higher than the 86.4% recorded in the prior year (increase in revenue and largely stable costs).
- ✓ **SBU 1 - Property leasing – margin on leasehold properties:** this margin reached €574 thousand. As a percentage of revenue this margin reached 18.4%, an increase against the same period of the prior year (10.9%) linked mainly to the growth in revenue and the decrease in costs.
- ✓ **SBU 2 - Services - margin from service businesses:** the margin from services amounted to €242 thousand. As a percentage of revenue the margin rose from the 10.4% posted in the prior year to 15.7%. The increase in this margin is explained primarily by the rise in facility revenue, as a result of new mandates, and in agency revenue.
- ✓ **SBU 3 – Development and trading – margin from trading:** the margin from the “Porta a Mare” project in Livorno reached €70 thousand, in line with the prior year. This margin mainly reflects costs linked to IMU and condominium fees. No property sales were closed in the quarter.

**General expenses**

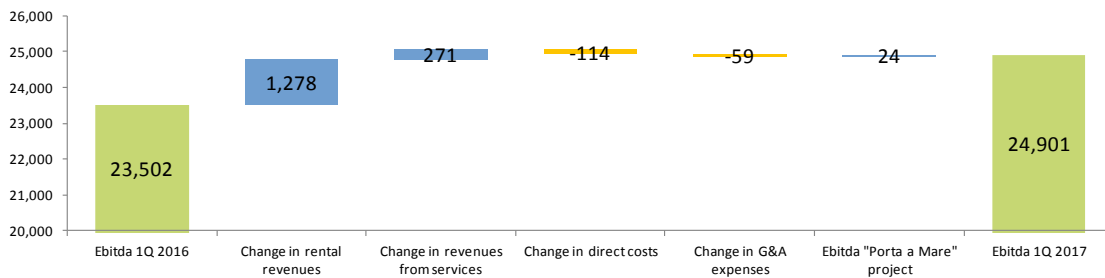
**General expenses for the core business**, including payroll costs at headquarters came to €2,523 thousand, an increase (+2.4%) against the €2,464 thousand recorded in the first quarter of 2016. These costs represent 7.1% of core business revenue, an improvement compared to the same period of the prior year (7.3%).

**Core business G&A expenses**



**EBITDA**

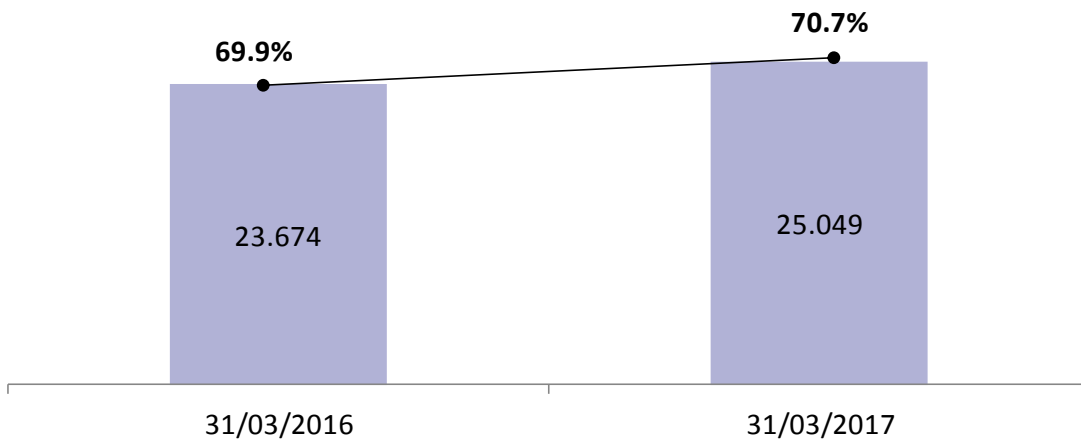
Core business **EBITDA** amounted to €25,049 thousand in the first quarter of 2017, an increase of 5.8% with respect to the same period of the prior year, while total EBITDA rose by 6% to €24,901 thousand. The changes in the components of total EBITDA during the period are shown below.



As mentioned above, total EBITDA was impacted substantially by the increase in core business revenue linked primarily to the acquisition and opening of Grosseto.

The core business **EBITDA MARGIN** came in at 70.7%, an increase of almost one percentage point with respect to the same period of the prior year.

**Core business Ebitda and Ebitda margin**



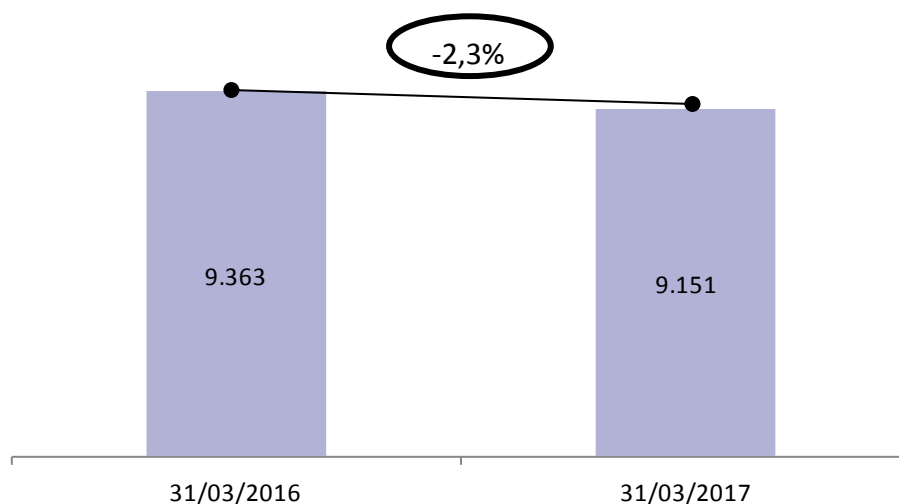
**EBIT**

EBIT amounted to €24,312 thousand, an increase of 7.6% attributable mainly to the above mentioned rise in EBITDA.

**Net financial income (expense)**

Financial expense fell from the €9,363 thousand recorded at 31 March 2016 to €9,151 thousand at 31 March 2017. The decrease, of around €212 thousand, is attributable mainly to the lower interest payable on IRS and fees linked to the BNP loan (repaid in 2016; €29.6 million on 26 May 2016 and around €105.4 million on 26 November 2016), partially offset by the financial costs associated with the €300 million bond issued on 31 May 2016 and the €100 million bond issued on 11 January 2017.

The average cost of debt net of ancillary charges (recurring and non-), consequently, fell from the 3.26% recorded at 31 March 2016 to 3.10% at 31 March 2017.

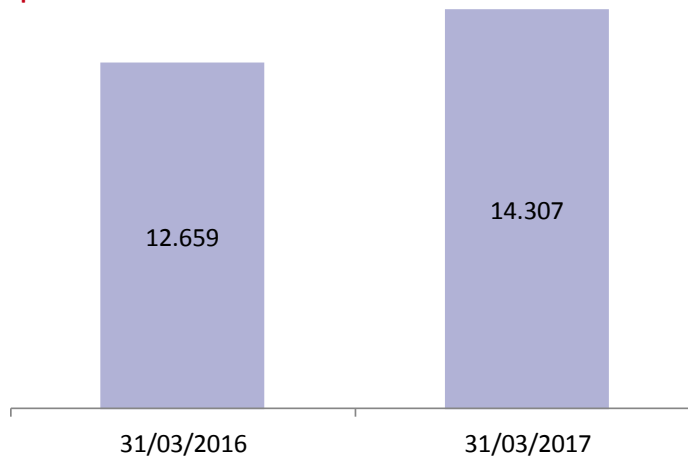
**Net financial income**

**Taxes**

| Taxes                                 | 31/03/2017 | 31/03/2016 | Change     |
|---------------------------------------|------------|------------|------------|
| Current taxes                         | 347        | 261        | 86         |
| Advanced and deferred tax liabilities | 482        | 326        | 156        |
| <b>Total</b>                          | <b>829</b> | <b>587</b> | <b>242</b> |

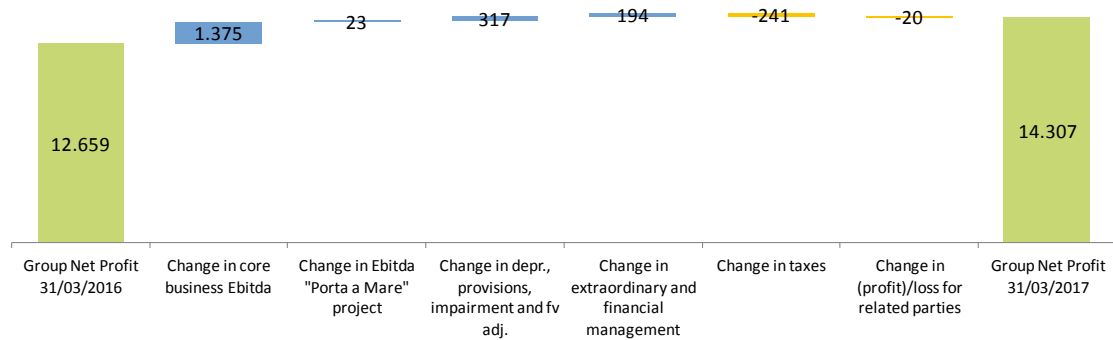
The tax burden, current and deferred, reached €829 thousand at 31 March 2017, an increase against 31 March 2016 attributable to higher taxes in Romania and an increase in IRAP (corporate income tax), in addition to the deferred tax assets which were not recognized in the same period of the prior year on IRES (regional business tax) losses linked to tax consolidation.

**Group net profit**

As a result of the above the Group's net profit came to €14,307 thousand, an increase of 13% compared to 31 March 2016.

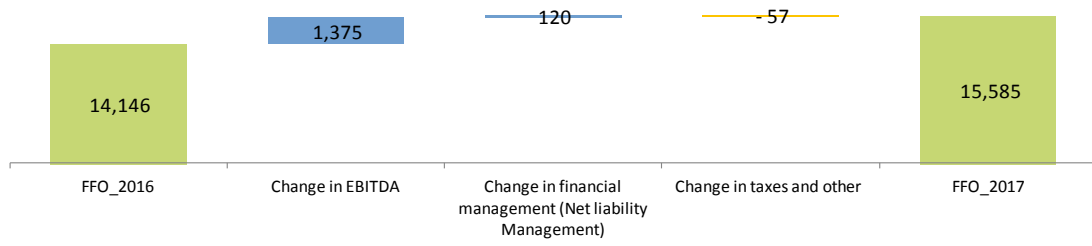
**Group net profit**


The change in net profit compared to the same period of the prior year is shown below.


**Core business FFO**

FFO (Funds from Operations), an indicator used widely in the real estate sector (REITs), which measures the cash flow generated by a company's core business came to €15,585 at 31 March 2017, an increase of €1,438 thousand or 10.2% with respect to the same period of the prior year explained by the higher core business Ebitda and the drop in financial expense described above.

| <b>Funds from Operations</b>         | <b>1Q 2016</b> | <b>1Q 2017</b> | <b>Δ vs 1Q 2016</b> | <b>Δ%</b>    |
|--------------------------------------|----------------|----------------|---------------------|--------------|
| <b>Core Business EBITDA</b>          | <b>23,674</b>  | <b>25,049</b>  | <b>1,375</b>        | <b>5.8%</b>  |
| Adj financial management             | -9,272         | -9,153         | 120                 | -1.3%        |
| Margine Lordo da attività di trading | 0              | 0              | 0                   | n.a.         |
| Adj current taxes of the period      | -255           | -312           | -57                 | 22.2%        |
| <b>FFO</b>                           | <b>14,146</b>  | <b>15,585</b>  | <b>1,438</b>        | <b>10.2%</b> |



## STATEMENT OF FINANCIAL POSITION AND FINANCIAL REVIEW

The IGD Group's statement of financial position at 31 March 2017 can be summarized as follows:

|   | 31-Mar-17        | 31-Dec-16        | Δ            | %            |
|---|------------------|------------------|--------------|--------------|
| - Fixed assets  | 2,050,728        | 2,050,728        | 0            | 0.00%        |
| - Assets under construction/immobilizzazioni in corso   | 83,003           | 75,004           | 7,999        | 10.66%       |
| Intangible assets                                       | 12,715           | 12,720           | (5)          | (0.04%)      |
| Other tangible assets                                   | 10,791           | 11,049           | (258)        | (2.34%)      |
| - Sundry receivables and other non-current assets       | 89               | 89               | 0            | 0.00%        |
| - Equity investments                                    | 1,727            | 1,685            | 42           | 2.49%        |
| NWC   | 55,381           | 56,378           | (997)        | (1.77%)      |
| Funds   | (7,931)          | (7,494)          | (437)        | 5.83%        |
| Sundry payables and other non-current liabilities       | (24,682)         | (24,656)         | (26)         | 0.11%        |
| Net deferred tax (assets)/liabilities                   | (23,153)         | (21,901)         | (1,252)      | 5.72%        |
| <b>Total use of funds</b>                               | <b>2,158,668</b> | <b>2,153,602</b> | <b>5,066</b> | <b>0.24%</b> |
| Shareholders' equity                                    | 1,077,455        | 1,060,701        | 16,754       | 1.58%        |
| Non-controlling interests in capital and reserves       | 8,712            | 8,725            | (13)         | (0.15%)      |
| Net (assets) and liabilities for derivative instruments | 25,718           | 28,748           | (3,030)      | (10.54%)     |
| Net debt  | 1,046,783        | 1,055,428        | (8,645)      | (0.82%)      |
| <b>Total sources</b>                                    | <b>2,158,668</b> | <b>2,153,602</b> | <b>5,066</b> | <b>0.24%</b> |

The principal changes in first quarter 2017, compared to 31 December 2016, related to **assets under construction** which increased by around €7,999 thousand explained by: (i) for approximately €6,202 thousand, the ESP extension project; (ii) for approximately €827 thousand, the Crema extension project; (iii) for approximately €264 thousand, the retail portion of the Officine area; (iv) for approximately €495 thousand, by work done at a few Romanian shopping centers.

**Net working capital**, was lower than the figure recorded at 31 December 2016, explained mainly by: (i) for €2,045 thousand, an increase in tax liabilities relating mainly to property tax (IMU) recognized in the first quarter; (ii) for €1,614 thousand, a decrease in other current assets attributable largely to a decline in the VAT credit used in first quarter 2016. These changes were partially offset by a decrease in trade payables of €2,370 thousand relating to payments made in the quarter for work done in the prior year, as well as other less material changes.

The Group's **net equity** amounted to €1,077,455 thousand at 31 March 2017. The increase of €16,754 thousand is explained primarily by the:

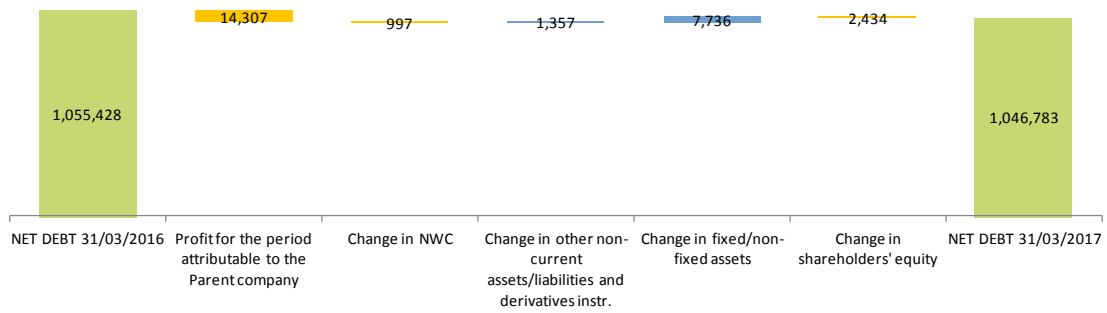
- adjustment of the CFH reserve linked to the derivatives accounted for using the cash flow hedge method which amounted to +€1,837 thousand for the parent company and around +€631 thousand for a subsidiary;
- movements in the translation reserve for the translation of foreign currency financial statements which amounted to approximately -21 thousand;
- profit for the period allocable to the Parent Company of €14,307 thousand.

**Non-controlling interests in capital and reserves** fell as a result solely of the non-controlling interests' portion of the loss recorded in the period of €13 thousand.

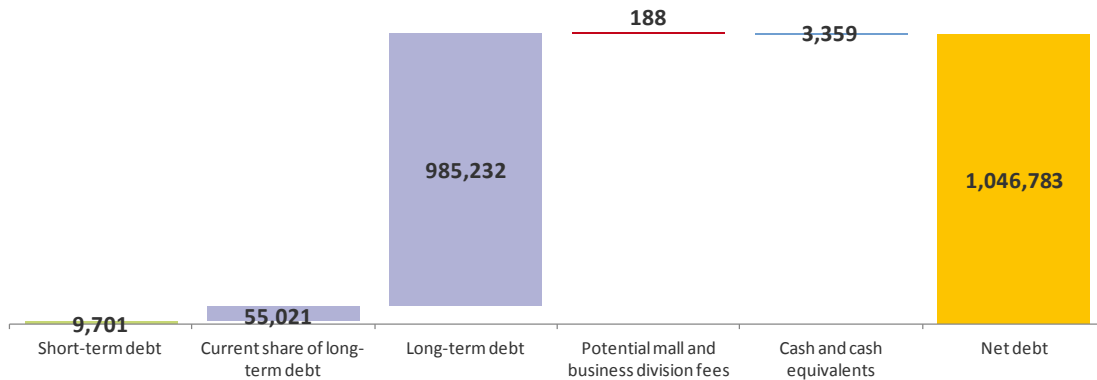
**Net liabilities for derivatives** were lower against the prior quarter. The fair value measurement of hedging instruments at 31/03/2017 resulted in a €3,030 thousand decrease in liabilities compared to the prior year.



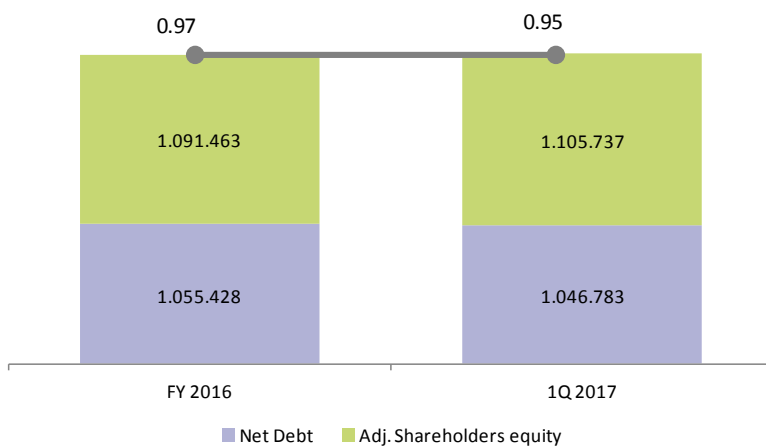
The **net financial position** at 31/03/2017 showed marked improvement with respect to the prior year and was down by €8,645 thousand. The changes are shown below:



The item “Short term portions of long term debt” shown in the net financial position includes the short term portion of mortgages, leasing company loans and bond debt.



The gearing ratio reflects the debt to equity ratio, but does not include the accounting (non-monetary) effects of the CFH reserves. The ratio came to 0.95 at 31 March 2017, a slight improvement with respect to the 0.97 recorded at 31 December 2016.



## SUBSEQUENT EVENTS AND OUTLOOK

On 1 April the merger by incorporation of Igd Property SIINQ S.p.A. and Punta di Ferro SIINQ S.p.A. in IGD SIIQ S.p.A. was completed.

During the Annual General Meeting held on 12 April 2017 IGD's shareholders approved the 2016 Annual Report, as presented during the Board of Directors' meeting of 28 February 2017, and resolved to pay a dividend of €0.045 per share. The dividend will be payable as from 24 May 2017 (record date 23 May 2017) with shares going ex-div on 22 May 2017 (detachment of coupon n. 17).

The total dividend paid of €0.045 per share (for a total of €36,587,053.40) comprises:

- ✓ for €0.026882 per share: income and retained earnings generated by exempt operations, subject to the rules for income generated by these operations found in Law n. 296/2006;
- ✓ for €0.018118 per share: capital reserves.

Shareholders also approved the first section of the Remuneration Report, already approved by the Board of Directors on 28 February 2017, pursuant to Art. 123-ter of Legislative Decree. 58/98, and renewed the authorization granted to the Board of Directors to buy and sell treasury shares, on one or more occasions for up to the maximum allowed under the law.

At the end of the Annual General Meeting the Chairman Gilberto Coffari tendered his resignation as Chairman of the Board of Directors, though he will continue to act as a Company director.

On 19 April 2017 the Board of Directors appointed Elio Gasperoni, already a director of IGD SIIQ and Vice Chairman of Coop Alleanza 3.0, to act as the new Chairman of the Board of Directors.

### Outlook

In light of the positive results achieved, the Company expects to continue along its growth path with revenue rising both like-for-like and as a result of the FY contribution of the acquisitions and openings made in 2106, in addition to the opening of the Esp shopping center slotted for 1 June 2017. The steps taken up until now to lower the cost of debt will cause a further reduction in the coming quarters.

## Segment Reporting

The income statement and statement of financial position are broken down below by business segment in accordance with IFRS 8, followed by a geographical breakdown of revenue from freehold properties.

| INCOME STATEMENT   | 31-Mar-2017              | 31-Mar-2016    | 31-Mar-2017  | 31-Mar-2016  | 31-Mar-2017            | 31-Mar-2016 | 31-Mar-2017     | 31-Mar-2016     | 31-Mar-2017    | 31-Mar-2016    |
|--|--------------------------|----------------|--------------|--------------|------------------------|-------------|-----------------|-----------------|----------------|----------------|
|  | CORE BUSINESS PROPERTIES |                | SERVICES     |              | "PORTA A MARE" PROJECT |             | UNSHARED        |                 | TOTAL          |                |
| <b>Total revenues and operating income</b>                               | <b>33,871</b>            | <b>32,593</b>  | <b>1,540</b> | <b>1,269</b> | <b>0</b>               | <b>0</b>    | <b>0</b>        | <b>0</b>        | <b>35,411</b>  | <b>33,862</b>  |
| <b>Change in inventories of work in progress</b>                         | <b>0</b>                 | <b>0</b>       | <b>0</b>     | <b>0</b>     | <b>102</b>             | <b>543</b>  | <b>0</b>        | <b>0</b>        | <b>102</b>     | <b>543</b>     |
| Direct costs (a) (excluding provisions for doubtful accounts)            | 6,364                    | 6,270          | 1,274        | 1,137        | 169                    | 614         | 0               | 0               | 7,807          | 8,021          |
| G&A expenses (b)   | 0                        | 0              | 0            | 0            | 0                      | 0           | 2,604           | 2,564           | 2,604          | 2,564          |
| <b>Total operating costs (a) + (b)</b>                                   | <b>6,364</b>             | <b>6,270</b>   | <b>1,274</b> | <b>1,137</b> | <b>169</b>             | <b>614</b>  | <b>2,604</b>    | <b>2,564</b>    | <b>10,410</b>  | <b>10,585</b>  |
| (Amortization and provisions)  | (411)                    | (554)          | (29)         | (25)         | (1)                    | (1)         | (64)            | (67)            | (506)          | (647)          |
| Change in fair value - increases / (decreases)                           | (235)                    | (577)          | 0            | 0            | 0                      | 0           | 0               | 0               | (235)          | (577)          |
| <b>Total amortization, provisions, impairment and fair value changes</b> | <b>(646)</b>             | <b>(1,131)</b> | <b>(29)</b>  | <b>(25)</b>  | <b>(1)</b>             | <b>(1)</b>  | <b>(64)</b>     | <b>(67)</b>     | <b>(741)</b>   | <b>(1,224)</b> |
| <b>EBIT</b>  | <b>26,861</b>            | <b>25,192</b>  | <b>237</b>   | <b>107</b>   | <b>(68)</b>            | <b>(73)</b> | <b>(2,668)</b>  | <b>(2,631)</b>  | <b>24,362</b>  | <b>22,596</b>  |
| Result from equity investments and assets' disposal                      | 0                        | 0              | 0            | 0            | 0                      | 0           | (63)            | 5               | (63)           | 5              |
| Financial income:  | 0                        | 0              | 0            | 0            | 0                      | 0           | 21              | 17              | 21             | 17             |
| Financial charges:   | 0                        | 0              | 0            | 0            | 0                      | 0           | 9,197           | 9,405           | 9,197          | 9,405          |
| <b>Net financial income</b>  | <b>0</b>                 | <b>0</b>       | <b>0</b>     | <b>0</b>     | <b>0</b>               | <b>0</b>    | <b>(9,176)</b>  | <b>(9,388)</b>  | <b>(9,176)</b> | <b>(9,388)</b> |
| <b>PRE-TAX INCOME</b>  | <b>26,861</b>            | <b>25,192</b>  | <b>237</b>   | <b>107</b>   | <b>(68)</b>            | <b>(73)</b> | <b>(11,907)</b> | <b>(12,014)</b> | <b>15,123</b>  | <b>13,213</b>  |
| Income taxes   | 0                        | 0              | 0            | 0            | 0                      | 0           | 829             | 587             | 829            | 587            |
| <b>NET PROFIT</b>  | <b>26,861</b>            | <b>25,192</b>  | <b>237</b>   | <b>107</b>   | <b>(68)</b>            | <b>(73)</b> | <b>(12,736)</b> | <b>(12,601)</b> | <b>14,294</b>  | <b>12,626</b>  |
| Non-controlling interest in net profit                                   |                          |                |              |              |                        |             |                 |                 | 13             | 33             |
| <b>IGD SIQ S.p.A. share of net profit</b>                                | <b>26,861</b>            | <b>25,192</b>  | <b>237</b>   | <b>107</b>   | <b>(68)</b>            | <b>(73)</b> | <b>(12,736)</b> | <b>(12,601)</b> | <b>14,307</b>  | <b>12,659</b>  |

| STATEMENT OF FINANCIAL POSITION                          | 31-Mar-2017              | 31-Dec-2016      | 31-Mar-2017 | 31-Dec-2016 | 31-Mar-2017            | 31-Dec-2016   | 31-Mar-2017  | 31-Dec-2016  | 31-Mar-2017      | 31-Dec-2016      |
|--|--------------------------|------------------|-------------|-------------|------------------------|---------------|--------------|--------------|------------------|------------------|
|  | CORE BUSINESS PROPERTIES |                  | SERVICES    |             | "PORTA A MARE" PROJECT |               | UNSHARED     |              | TOTAL            |                  |
| - Real estate investments                                | 2,050,728                | 2,050,728        | 0           | 0           | 0                      | 0             | 0            | 0            | 2,050,728        | 2,050,728        |
| - Assets under construction                              | 83,003                   | 75,004           | 0           | 0           | 0                      | 0             | 0            | 0            | 83,003           | 75,004           |
| Intangible assets  | 11,654                   | 11,656           | 1,007       | 1,007       | 3                      | 3             | 51           | 54           | 12,715           | 12,720           |
| Other tangible assets                                    | 2,366                    | 2,539            | 108         | 133         | 3                      | 3             | 8,314        | 8,374        | 10,791           | 11,049           |
| - Sundry receivables and other non-current assets        | 0                        | 0                | 0           | 0           | 0                      | 0             | 89           | 89           | 89               | 89               |
| - Equity investments                                     | 1,644                    | 1,602            | 0           | 0           | 0                      | 0             | 83           | 83           | 1,727            | 1,685            |
| NWC  | (2,967)                  | (335)            | 1,072       | 915         | 57,276                 | 56,398        | 0            | 0            | 55,381           | 56,378           |
| Funds  | (6,500)                  | (6,188)          | (1,405)     | (1,283)     | (26)                   | (23)          | 0            | 0            | (7,931)          | (7,494)          |
| Sundry payables and other non-current liabilities        | (18,751)                 | (18,725)         | 0           | 0           | (5,931)                | (5,931)       | 0            | 0            | (24,682)         | (24,656)         |
| Net deferred tax (assets)/ liabilities                   | (25,715)                 | (24,473)         | 0           | 0           | 2,562                  | 2,572         | 0            | 0            | (23,153)         | (21,901)         |
| <b>Total use of funds</b>                                | <b>2,095,462</b>         | <b>2,091,209</b> | <b>782</b>  | <b>772</b>  | <b>53,887</b>          | <b>53,022</b> | <b>8,537</b> | <b>8,600</b> | <b>2,158,668</b> | <b>2,153,602</b> |
| Total group net equity                                   | 1,052,365                | 1,038,787        | (399)       | (276)       | 25,489                 | 22,189        | (0)          | (0)          | 1,077,455        | 1,060,700        |
| Non-controlling interests in capital and reserves        | 0                        | 0                | 0           | 0           | 8,712                  | 8,725         | 0            | 0            | 8,712            | 8,725            |
| Net (assets) and liabilities for derivatives instruments | 25,718                   | 28,748           | 0           | 0           | 0                      | 0             | 0            | 0            | 25,718           | 28,748           |
| Net debt   | 1,017,379                | 1,023,673        | 1,181       | 1,048       | 19,686                 | 22,107        | 8,537        | 8,600        | 1,046,783        | 1,055,428        |
| <b>Total sources</b>                                     | <b>2,095,462</b>         | <b>2,091,209</b> | <b>782</b>  | <b>772</b>  | <b>53,887</b>          | <b>53,022</b> | <b>8,537</b> | <b>8,600</b> | <b>2,158,668</b> | <b>2,153,602</b> |

| REVENUES FROM FREEHOLD PROPERTIES | 31-Mar-2017    | 31-Mar-2016   | 31-Mar-2017                       | 31-Mar-2016   | 31-Mar-2017  | 31-Mar-2016  | 31-Mar-2017   | 31-Mar-2016   |
|-----------------------------------|----------------|---------------|-----------------------------------|---------------|--------------|--------------|---------------|---------------|
|                                   | NORTHERN ITALY |               | CENTER/SOUTHERN ITALY AND ISLANDS |               | ABROAD       |              | TOTAL         |               |
| LEASE AND RENTAL INCOME           | 14,730         | 14,714        | 13,051                            | 11,923        | 2,284        | 2,119        | 30,065        | 28,756        |
| ONE-OFF REVENUES                  | 0              | 3             |                                   |               |              |              | 0             | 3             |
| TEMPORARY LOCATION RENTAL         | 380            | 387           | 274                               | 278           |              |              | 654           | 665           |
| OTHER RENTAL INCOME               | -20            | 8             | 42                                | 55            | 0            | 20           | 22            | 83            |
| <b>TOTAL</b>                      | <b>15,090</b>  | <b>15,112</b> | <b>13,367</b>                     | <b>12,256</b> | <b>2,284</b> | <b>2,139</b> | <b>30,741</b> | <b>29,507</b> |

## **IGD GROUP**

### **Consolidated financial statements at 31 March 2017**

## Consolidated income statement

| Consolidated income statement<br>(in thousands of Euros)                                 | 31/03/2017<br>(A) | 31/03/2016<br>(B) | Change<br>(A-B) |
|--|-------------------|-------------------|-----------------|
| Revenue  | 33,871            | 32,593            | 1,278           |
| Other income   | 1,540             | 1,269             | 271             |
| <b>Total revenue and operating income</b>  | <b>35,411</b>     | <b>33,862</b>     | <b>1,549</b>    |
| Change in work in progress inventory   | 102               | 543               | (441)           |
| <b>Total revenue and change in inventory</b>   | <b>35,513</b>     | <b>34,405</b>     | <b>1,108</b>    |
| Cost of work in progress   | 102               | 543               | (441)           |
| Purchase of materials and services   | 5,362             | 5,319             | 43              |
| Cost of labour   | 2,413             | 2,239             | 174             |
| Other operating costs  | 2,533             | 2,484             | 49              |
| <b>Total operating costs</b>   | <b>10,410</b>     | <b>10,585</b>     | <b>(175)</b>    |
| (Depreciation, amortization and provisions)  | (506)             | (647)             | 141             |
| Change in fair value - increases / (decreases)   | (235)             | (577)             | 342             |
| <b>Total depreciation, amortization, provisions, impairment and change in fair value</b> | <b>(741)</b>      | <b>(1,224)</b>    | <b>483</b>      |
| <b>EBIT</b>  | <b>24,362</b>     | <b>22,596</b>     | <b>1,766</b>    |
| <b>Gains/losses from equity investments and disposals</b>                                | <b>(63)</b>       | <b>5</b>          | <b>(68)</b>     |
| Financial income   | 21                | 17                | 4               |
| Financial charges  | 9,197             | 9,405             | (208)           |
| <b>Net financial income/(charges)</b>  | <b>(9,176)</b>    | <b>(9,388)</b>    | <b>212</b>      |
| <b>PRE-TAX PROFIT</b>  | <b>15,123</b>     | <b>13,213</b>     | <b>1,910</b>    |
| Income tax for the period  | 829               | 587               | 242             |
| <b>NET PROFIT FOR THE PERIOD</b>   | <b>14,294</b>     | <b>12,626</b>     | <b>1,668</b>    |
| Minorities' portion of net profit  | 13                | 33                | (20)            |
| <b>Parent Company's portion of net profit</b>  | <b>14,307</b>     | <b>12,659</b>     | <b>1,648</b>    |

## Consolidated comprehensive income statement

| Consolidated statement of comprehensive income<br>(amounts in thousands of euro)   | 31/03/2017    | 31/03/2016     |
|--|---------------|----------------|
| <b>NET PROFIT FOR THE PERIOD</b>   | <b>14,294</b> | <b>12,626</b>  |
| <b>Other components of comprehensive income that will not be reclassified to profit/(loss):</b>                          |               |                |
| <b>Total other components of comprehensive income that will not be reclassified to profit/(loss), net of tax effects</b> | <b>0</b>      | <b>0</b>       |
| <b>Other components of comprehensive income that will be reclassified to profit/(loss):</b>                              |               |                |
| Effects of hedge derivatives on net equity   | 3,223         | (2,586)        |
| Tax effects of hedge derivatives on net equity   | (755)         | 621            |
| Other effects on income statement components   | (21)          | 52             |
| <b>Total other components of comprehensive income that will be reclassified to profit/(loss), net of tax effects</b>     | <b>2,447</b>  | <b>(1,913)</b> |
| <b>Total comprehensive profit/(loss) for the period</b>  | <b>16,741</b> | <b>10,713</b>  |
| Non-controlling interests in (profit)/loss for the period  | 13            | 33             |
| <b>Profit/(Loss) for the period attributable to the Parent Company</b>   | <b>16,754</b> | <b>10,746</b>  |

## Consolidated statement of financial position

| Consolidated statement of financial position<br>(in thousands of Euros) | 31/03/2017<br>(A) | 31/12/2016<br>(B) | Change<br>(A-B)   |
|---|-------------------|-------------------|-------------------|
| <b>NON-CURRENT ASSETS</b>   |                   |                   |                   |
| <b>Intangible assets</b>  |                   |                   |                   |
| Intangible assets with finite useful lives                              | 53                | 58                | ( 5)              |
| Goodwill  | 12,662            | 12,662            | 0                 |
|   | <b>12,715</b>     | <b>12,720</b>     | <b>( 5)</b>       |
| <b>Property, plant, and equipment</b>                                   |                   |                   |                   |
| Investment property   | 2,050,728         | 2,050,728         | 0                 |
| Buildings   | 8,314             | 8,374             | ( 60)             |
| Plant and machinery   | 305               | 332               | ( 27)             |
| Equipment and other assets  | 1,222             | 1,323             | ( 101)            |
| Leasehold improvements  | 950               | 1,020             | ( 70)             |
| Assets under construction   | 83,003            | 75,004            | 7,999             |
|   | <b>2,144,522</b>  | <b>2,136,781</b>  | <b>7,741</b>      |
| <b>Other non-current assets</b>   |                   |                   |                   |
| Deferred tax assets   | -                 | 764               | ( 764)            |
| Sundry receivables and other non-current assets                         | 89                | 89                | 0                 |
| Equity investments  | 1,727             | 1,685             | 42                |
| Non-current financial assets  | 368               | 393               | ( 25)             |
|   | <b>2,184</b>      | <b>2,931</b>      | <b>( 747)</b>     |
| <b>TOTAL NON-CURRENT ASSETS (A)</b>                                     | <b>2,159,421</b>  | <b>2,152,432</b>  | <b>6,989</b>      |
| <b>CURRENT ASSETS:</b>  |                   |                   |                   |
| Work in progress inventory and advances                                 | 57,855            | 57,753            | 102               |
| Trade and other receivables   | 13,432            | 12,706            | 726               |
| Other current assets  | 11,498            | 13,112            | ( 1,614)          |
| Financial receivables and other current financial assets                | 396               | 151               | 245               |
| Cash and cash equivalents   | 2,963             | 3,084             | ( 121)            |
| <b>TOTAL CURRENT ASSETS (B)</b>   | <b>86,144</b>     | <b>86,806</b>     | <b>( 662)</b>     |
| <b>TOTAL ASSETS (A + B)</b>   | <b>2,245,565</b>  | <b>2,239,238</b>  | <b>6,327</b>      |
| <b>NET EQUITY:</b>  |                   |                   |                   |
| Share capital   | 599,760           | 599,760           | 0                 |
| Share premium reserve   | 29,971            | 29,971            | 0                 |
| Other reserves  | 351,693           | 349,246           | 2,447             |
| Group profit  | 96,031            | 81,724            | 14,307            |
| <b>Total Group net equity</b>   | <b>1,077,455</b>  | <b>1,060,701</b>  | <b>16,754</b>     |
| Portion pertaining to minorities  | 8,712             | 8,725             | ( 13)             |
| <b>TOTAL NET EQUITY (C)</b>   | <b>1,086,167</b>  | <b>1,069,426</b>  | <b>16,741</b>     |
| <b>NON-CURRENT LIABILITIES:</b>   |                   |                   |                   |
| Derivatives - liabilities   | 25,718            | 28,748            | ( 3,030)          |
| Non-current financial liabilities                                       | 985,600           | 893,296           | 92,304            |
| Provision for employee severance indemnities                            | 2,590             | 2,530             | 60                |
| Deferred tax liabilities  | 23,153            | 22,665            | 488               |
| Provisions for risks and future charges                                 | 5,341             | 4,964             | 377               |
| Sundry payables and other non-current liabilities                       | 24,682            | 24,656            | 26                |
| <b>TOTAL NON-CURRENT LIABILITIES (D)</b>                                | <b>1,067,084</b>  | <b>976,859</b>    | <b>90,225</b>     |
| <b>CURRENT LIABILITIES:</b>   |                   |                   |                   |
| Current financial liabilities   | 64,910            | 165,760           | ( 100,850)        |
| Trade and other payables  | 14,692            | 17,062            | ( 2,370)          |
| Current tax liabilities   | 4,441             | 2,396             | 2,045             |
| Other current liabilities   | 8,271             | 7,735             | 536               |
| <b>TOTAL CURRENT LIABILITIES (E)</b>                                    | <b>92,314</b>     | <b>192,953</b>    | <b>( 100,639)</b> |
| <b>TOTAL LIABILITIES (F=D + E)</b>                                      | <b>1,159,398</b>  | <b>1,169,812</b>  | <b>( 10,414)</b>  |
| <b>TOTAL NET EQUITY AND LIABILITIES (C + F)</b>                         | <b>2,245,565</b>  | <b>2,239,238</b>  | <b>6,327</b>      |

## Consolidated statement of changes in equity

|  | Share capital  | Share premium reserve | Other reserves | Group profit  | Group net equity | Non-controlling interests capital and reserves | Total net equity |
|--|----------------|-----------------------|----------------|---------------|------------------|--|------------------|
| <b>Balance at 01/01/2016</b>               | <b>599,760</b> | <b>39,971</b>         | <b>323,915</b> | <b>58,407</b> | <b>1,022,053</b> | <b>10,150</b>                                  | <b>1,032,203</b> |
| Profit for the period                      |                |                       |                | 12,659        | 12,659           | (33)   | 12,626           |
| Cash flow hedge derivative assessment      |                |                       | (1,965)        |               | (1,965)          |  | (1,965)          |
| Other comprehensive income (losses)        |                |                       | 52             |               | 52               |  | 52               |
| <b>Total comprehensive profit (losses)</b> | <b>0</b>       | <b>0</b>              | <b>(1,913)</b> | <b>12,659</b> | <b>10,746</b>    | <b>(33)</b>                                    | <b>10,713</b>    |
| <b>Balance at 31/03/2016</b>               | <b>599,760</b> | <b>39,971</b>         | <b>322,002</b> | <b>71,066</b> | <b>1,032,799</b> | <b>10,117</b>                                  | <b>1,042,916</b> |
|  |                |                       |                |               |                  |  |                  |
|  | Share capital  | Share premium reserve | Other reserves | Group profit  | Group net equity | Non-controlling interests capital and reserves | Total net equity |
| <b>Balance at 01/01/2017</b>               | <b>599,760</b> | <b>29,971</b>         | <b>349,246</b> | <b>81,724</b> | <b>1,060,701</b> | <b>8,725</b>                                   | <b>1,069,426</b> |
| Profit for the year                        |                |                       |                | 14,307        | 14,307           | (13)   | 14,294           |
| Cash flow hedge derivative assessments     |                |                       | 2,468          |               | 2,468            |  | 2,468            |
| Other comprehensive income (losses)        |                |                       | (21)           |               | (21)             |  | (21)             |
| <b>Total comprehensive profit (losses)</b> | <b>0</b>       | <b>0</b>              | <b>2,447</b>   | <b>14,307</b> | <b>16,754</b>    | <b>(13)</b>                                    | <b>16,741</b>    |
| <b>Balance at 31/03/2017</b>               | <b>599,760</b> | <b>29,971</b>         | <b>351,693</b> | <b>96,031</b> | <b>1,077,455</b> | <b>8,712</b>                                   | <b>1,086,167</b> |



## Consolidated cash flow statement

| <b>CONSOLIDATED STATEMENT OF CASH FLOWS</b>   | <b>31/03/2017</b> | <b>31/03/2016</b> |
|---|-------------------|-------------------|
| <i>(In thousands of Euros)</i>  |                   |                   |
| CASH FLOW FROM OPERATING ACTIVITIES:  |                   |                   |
| Pre-tax profit for the period   | <b>15,123</b>     | <b>13,213</b>     |
| <b>Adjustments to reconcile net profit with the cash flow generated (absorbed) in the period:</b> |                   |                   |
| Non-monetary items  | 962               | (1,291)           |
| Depreciation, amortization and provisions   | 506               | 647               |
| Change in fair value of investment property   | 235               | 577               |
| Gains/losses from equity investments and disposals  | 63                | (5)               |
| <b>CASH FLOW FROM OPERATIONS</b>  | <b>16,889</b>     | <b>13,141</b>     |
| Income tax  | (340)             | (262)             |
| <b>CASH FLOW FROM OPERATIONS NET OF TAX</b>   | <b>16,549</b>     | <b>12,879</b>     |
| Change in inventories   | (102)             | (544)             |
| Net change in current assets and liabilities  | 93                | (9,877)           |
| Net change in non-current assets and liabilities  | 330               | 125               |
| <b>CASH FLOW FROM OPERATING ACTIVITIES</b>  | <b>17,690</b>     | <b>2,583</b>      |
| Investments in non-current assets   | (8,240)           | (3,514)           |
| Divestments of non-current assets   | 0                 | 154               |
| <b>CASH FLOW FROM INVESTING ACTIVITIES</b>  | <b>(8,240)</b>    | <b>(3,360)</b>    |
| Change in financial receivables and other current financial assets                                | (300)             | (10)              |
| Change in current debt  | (100,848)         | 5,297             |
| Change in non-current debt  | 91,579            | (14,062)          |
| <b>CASH FLOW FROM FINANCING ACTIVITIES</b>  | <b>(9,569)</b>    | <b>(8,775)</b>    |
| Difference in translation of liquidity (d)  | (2)               | 9                 |
| <b>NET INCREASE (DECREASE) IN CASH BALANCE</b>  | <b>(121)</b>      | <b>(9,543)</b>    |
| <b>CASH BALANCE AT BEGINNING OF THE PERIOD</b>  | <b>3,084</b>      | <b>23,603</b>     |
| <b>CASH BALANCE AT END OF THE PERIOD</b>  | <b>2,963</b>      | <b>14,060</b>     |

## Net financial position

The net financial position at 31 March 2017 and at 31 December 2016 is shown below. The net financial position, and the comparison figures, do not reflect the measurement of hedging instruments, which by nature do not constitute monetary assets or liabilities.

Credit lines with banks amounted to €291 million, €279.59 million of which was unutilized at 31/03/2017. See the section “Statement of Financial Position and Financial Review” for comments.

The credit lines (Committed Revolving Credit Facilities) granted by the banking system amounted to euro 60 million, unused for 31 March 2017.

| <b>NET FINANCIAL POSITION</b>  |                   |                   |
|--|-------------------|-------------------|
|  | <b>31/03/2017</b> | <b>31/12/2016</b> |
| Cash and cash equivalents  | (2,963)           | (3,084)           |
| Financial receivables and other current financial assets vs. related parties | (396)             | (151)             |
| <b>LIQUIDITY</b>   | <b>(3,359)</b>    | <b>(3,235)</b>    |
| Current financial liabilities  | 9,889             | 110,929           |
| Mortgage loans - current portion   | 34,515            | 34,178            |
| Leasing – current portion  | 315               | 313               |
| Convertible bond loan - current portion                                      | 20,191            | 20,340            |
| <b>CURRENT DEBT</b>  | <b>64,910</b>     | <b>165,760</b>    |
| <b>CURRENT NET DEBT</b>  | <b>61,551</b>     | <b>162,525</b>    |
| Non-current financial assets   | (368)             | (393)             |
| Leasing – non-current portion  | 4,171             | 4,251             |
| Non-current financial liabilities  | 307,329           | 314,904           |
| Convertible bond loan  | 674,100           | 574,141           |
| <b>NON-CURRENT DEBT</b>  | <b>985,232</b>    | <b>892,903</b>    |
| <b>NET FINANCIAL POSITION</b>  | <b>1,046,783</b>  | <b>1,055,428</b>  |

## **Preparation criteria and scope of consolidation**

### **Introduction**

The interim management statement and consolidated accounts of the Immobiliare Grande Distribuzione Group at 31 March 2017 (unaudited) were drafted in compliance with Art. 154-ter of Legislative Decree 58/1998 and with the accounting and measurement standards established by IFRS, which were adopted by the European Commission according to Article 6 of EC Regulation 1606/2002 of the European Parliament and the Council of 19 July 2002 concerning the application of international accounting standards. The interim management statement at 31 March 2017 was approved and authorized for publication by the Board of Directors on 9 May 2017.

### **Preparation criteria**

The consolidated financial statements have been drawn up on the basis of the financial statements at 31 March 2017, prepared by the consolidated companies and adjusted, where necessary, to align them with the Group's IFRS-compliant accounting and classification policies.

The accounting standards, accounting policies, and valuation methods are the same as those used to prepare the consolidated financial statements at 31 December 2016, to which the reader should refer.

The valuation and reporting of book values are based on the IAS/IFRS and their interpretations currently in effect; they are therefore subject to modification in order to reflect any changes that may occur between this writing and 31 December 2017 as a result of the European Commission's future endorsement of new standards, new interpretations, or guidelines issued by the International Financial Reporting Interpretation Committee (IFRIC).

The consolidated financial statements, tables and notes are expressed in thousands of euros, unless specified otherwise.

The use of estimates broadly reflects the practice followed in the year-end financial statements.

Deferred tax assets and liabilities have been calculated in addition to current taxes.

### **Scope of consolidation**

The consolidated financial statements have been drawn up on the basis of the financial statements at 31 March 2017, prepared by the consolidated companies and adjusted, where necessary, to align them with the Group's IFRS-compliant accounting and classification policies.

With respect to 31 December 2016, the scope of consolidation has not changed

Pursuant to Consob Circular DEM/6064293 of 28 July 2006, below is a list of Group companies showing the location of their registered office, share capital in the local currency and consolidation method. The interests held directly or indirectly by IGD SIIQ S.p.A. and each of its subsidiaries are also specified.

Associates are valued at cost as their value is immaterial. The resulting amount does not differ from that obtained with the equity method.

| Name   | Registered office                                 | Country | Share capital  | Currency | Consolidated % | Held by   | % of share capital held | Operations   |
|--|---|---------|----------------|----------|----------------|---|-------------------------|--|
| <b>Parent Company</b>                                    |   |         |                |          |                |   |                         |  |
| IGD SIIQ S.p.A.  | Ravenna via agro pontino 13                       | Italy   | 599,760,278.16 | Eur      |                |   |                         | Facility management  |
| <b>Subsidiaries consolidated on a line-by-line basis</b> |   |         |                |          |                |   |                         |  |
| IGD Management s.r.l.                                    | Ravenna via Villa Glori 4                         | Italy   | 75,071,221.00  | Eur      | 100%           | IGD SIIQ S.p.A.                                     | 100.00%                 | Facility management and services   |
| Millennium Gallery s.r.l.                                | Ravenna via Villa Glori 4                         | Italy   | 100,000.00     | Eur      | 100%           | IGD SIIQ S.p.A.                                     | 100.00%                 | Facility management  |
| Porta Medicea s.r.l.                                     | Bologna via trattati comunitari Europei 1957-2007 | Italy   | 60,000,000.00  | Eur      | 80%            | IGD Management s.r.l.                               | 80.00%                  | Construction and marketing   |
| IGD Property SIIINQ S.p.A.                               | Ravenna via Villa Glori 4                         | Italy   | 50,000,000.00  | Eur      | 100%           | IGD SIIQ S.p.A.                                     | 100.00%                 | Facility management  |
| Punta di Ferro SIIINQ S.p.A.                             | Ravenna via Villa Glori 4                         | Italy   | 87,202,912.00  | Eur      | 100%           | IGD SIIQ S.p.A.                                     | 100.00%                 | Facility management  |
| Win Magazin S.A.   | Bucarest  | Romania | 113,715.30     | Lei      | 100%           | IGD Management s.r.l. 99.9%<br>IGD SIIQ S.p.A. 0.1% | 100.00%                 | Facility management  |
| Winmarkt management s.r.l.                               | Bucarest  | Romania | 1,001,000      | Lei      | 100%           | Win Magazin S.A.                                    | 100.00%                 | Agency and facility management services  |
| <b>Subsidiaries valued at equity</b>                     |   |         |                |          |                |   |                         |  |
| Arco Campus S.r.l.                                       | Bologna via dell'Arcoveggio n.49/2                | Italy   | 1,500,000.00   | Eur      |                | IGD SIIQ S.p.A.                                     | 99.98%                  | Management of real estate and sports facilities/equipment; construction, trading and rental of properties used for commercial sports |
| <b>Subsidiaries valued at cost</b>                       |   |         |                |          |                |   |                         |  |
| Consorzio I Bricchi                                      | Isola d'Asti loc. Molini via prato boschiero      | Italy   | 6,000.00       | Eur      |                | IGD SIIQ S.p.A.                                     | 72.25%                  | Shopping center promotion and management of common areas   |
| Consorzio Proprietari C.C.Leonardo                       | Imola (Bologna) Via Amendola 129                  | Italy   | 100,000.00     | Eur      |                | IGD SIIQ S.p.A.                                     | 52.00%                  | Shopping center promotion and management of common areas   |
| Consorzio Proprietari Fonti del Corallo                  | Livorno Via Gino Graziani 6                       | Italy   | 10,000.00      | Eur      |                | IGD SIIQ S.p.A.                                     | 68.00%                  | Shopping center promotion and management of common areas   |
| Consorzio Proprietari puntadiferro                       | Forli Piazzale della Cooperazione 4               | Italy   | 10,000.00      | Eur      |                | Punta di Ferro SIIINQ S.p.A.                        | 62.34%                  | Shopping center promotion and management of common areas   |
| Consorzio del Commendone                                 | Grosseto  | Italy   | 10,000.00      | Eur      |                | IGD SIIQ S.p.A.                                     | 52.60%                  | Shopping center promotion and management of common areas   |
| <b>Associates valued at equity</b>                       |   |         |                |          |                |   |                         |  |
| RGD Ferrara 2013 s.r.l.                                  | Roma, via Piemonte 38                             | Italy   | 100,000.00     | Eur      |                | IGD SIIQ S.p.A.                                     | 50%                     | Management of Darsena City shopping center   |
| <b>Associates valued at cost</b>                         |   |         |                |          |                |   |                         |  |
| Millennium Center soc. cons. r.l.                        | Rovereto (Trento) via del Garda n.175             | Italy   | 10,000.00      | Eur      |                | Millennium Gallery s.r.l.                           | 35.40%                  | Shopping center promotion and management of common areas   |

For comments on the statement of financial position and the income statement, see the reviews provided above.

**Certification of the interim management statement pursuant to Art.154-bis (2) of Legislative Decree 58/98**

I, Grazia Margherita Piolanti, in my capacity as financial reporting officer of IGD SIIQ SpA, hereby declare in accordance with Art. 154-bis (2) of Legislative Decree 58/98 that the figures in the Interim Management Statement at 31 March 2017 correspond to the company's records, ledgers and accounting entries.

Bologna, 9 May 2017

Grazia Margherita Piolanti  
Financial Reporting Officer