

Results as at 31 March 2019

Conference call 7 May 2019

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Highlights as at 31 March 2019

↗ **€38.8 mn**
Rental Income
+8.7%

↗ **€31.2 mn**
Core business Ebitda
+17.6%
(+8.0% adj ex IFRS16)*
Margin 77.3%
Margin from Freehold 79.5%

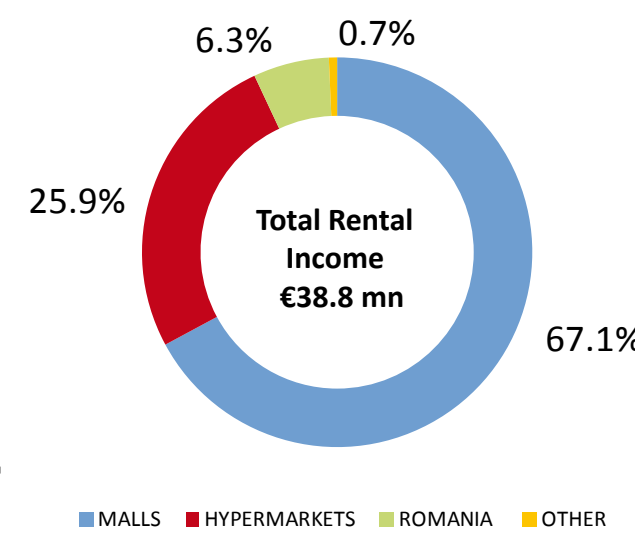
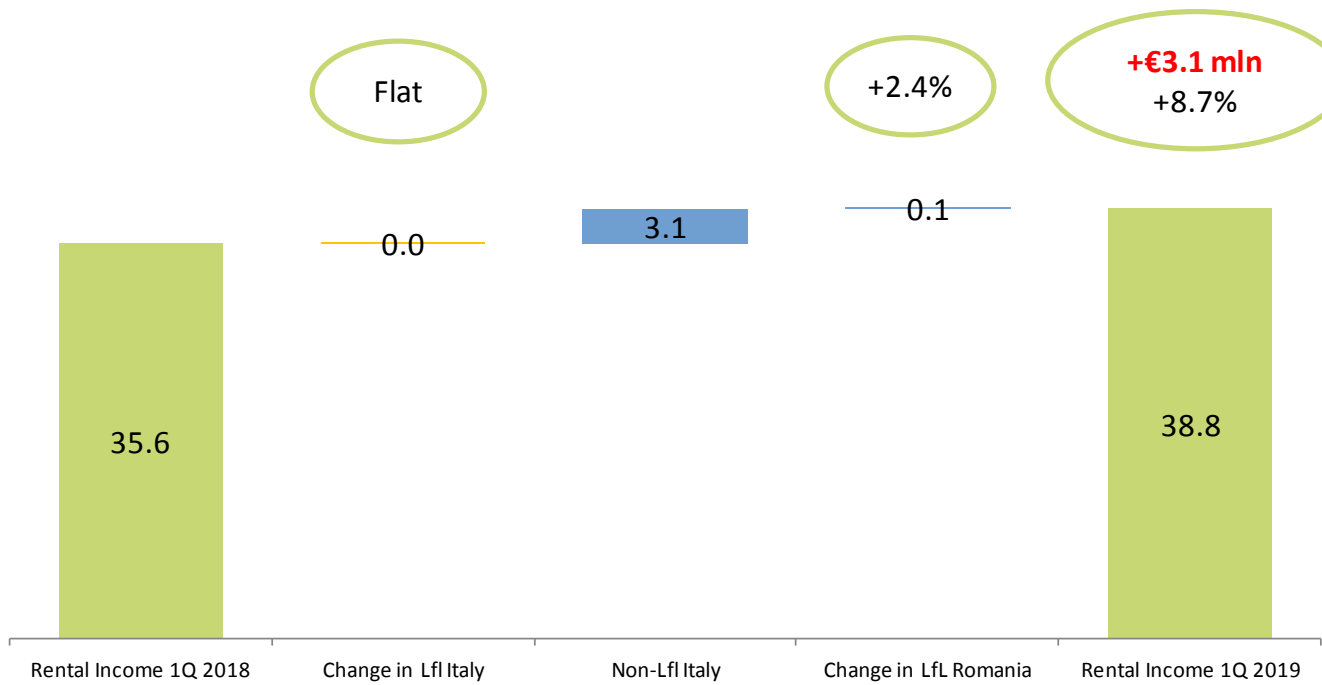
igd SiQ
SPAZI DAVIVERE

↗ **€34.2 mn**
Net Rental Income
+17.9%
(+9.2% adj ex IFRS16)*

↗ **€18.0 mn**
Group Net Profit
+8.0%

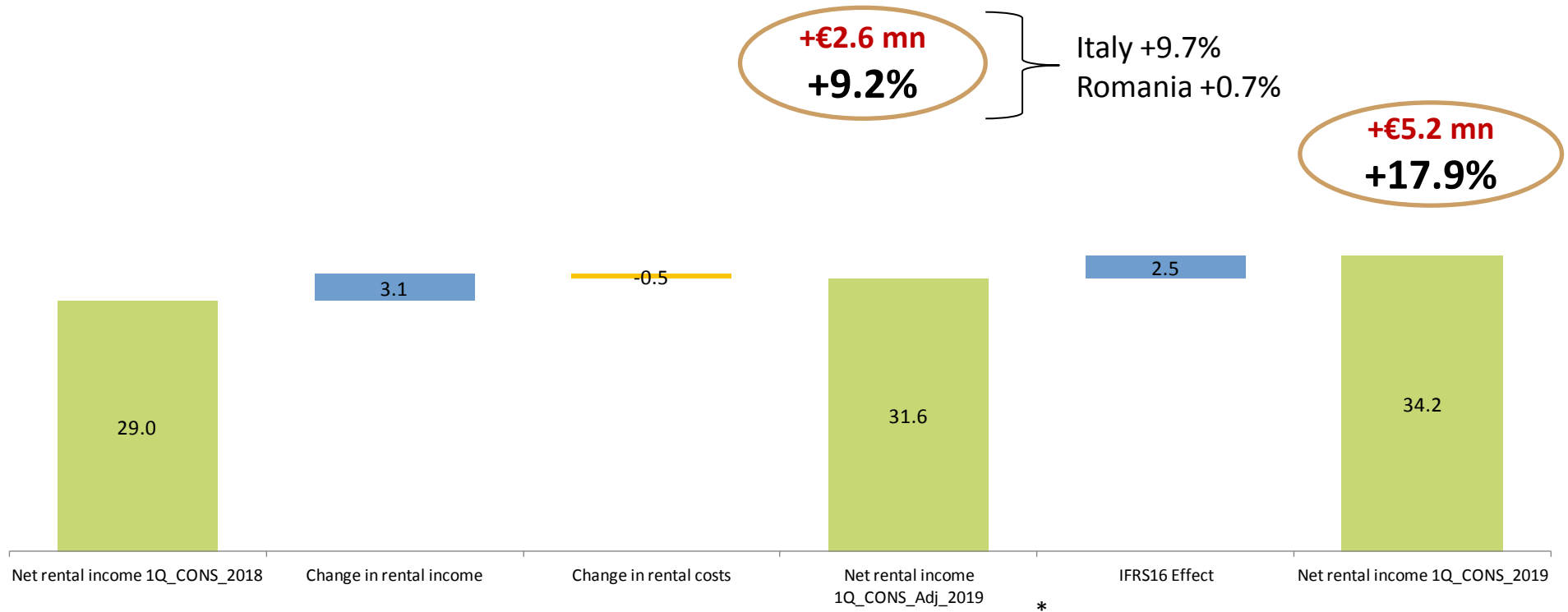
↗ **€20.8 mn**
Funds From Operations
(FFO)
+13.4%

Rental Income (€mn)



- ↓
- ✓ Malls are stable
 - ✓ Hypermarkets are growing (+0.4%)
 - ✓ Inflation effect ≈+77bps

Net rental income: the results (€mn)



Operating performances in Italy and Romania

Italy

93.7%
Of total
rental income



96.6% occupancy

FY2018 (97.2%)



flat Tenant sales
incl. extension



-6.2% Footfalls

Mainly due to a **calendar effect** (Easter was in April in 2019) and **weather conditions**
RECOVERY IN APRIL (+3.2%)



+4.1%* average upside

signed contracts
of which 39 turnover and 59 renewals

Romania

6.3%
Of total
rental income



96.8% occupancy

FY2018 (97.1%)



-0.8% Footfalls



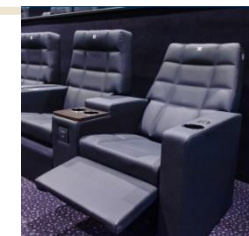
+10.3% average upside on renewals

signed contracts
of which 62 turnover and 41 renewals

4 Interventions for an innovative and sustainable growth

CINEMA «EXPERIENCE»

Entertainment is evolving in Centro Sarca: technological innovation, comfort, reception and high quality service



FUTURE AND SUSTAINABLE MOBILITY

IGD supports the sustainable mobility: an agreement has been signed with Enerhub for the installation of 32 charging stations for electric cars in 18 IGD Shopping Centers



OMNICHANNEL RETAIL

IGD Shopping Centers offer an omnichannel service: after those of Poste Italiane, the installation of the Amazon lockers continues (already installed in 15 malls out of 27)

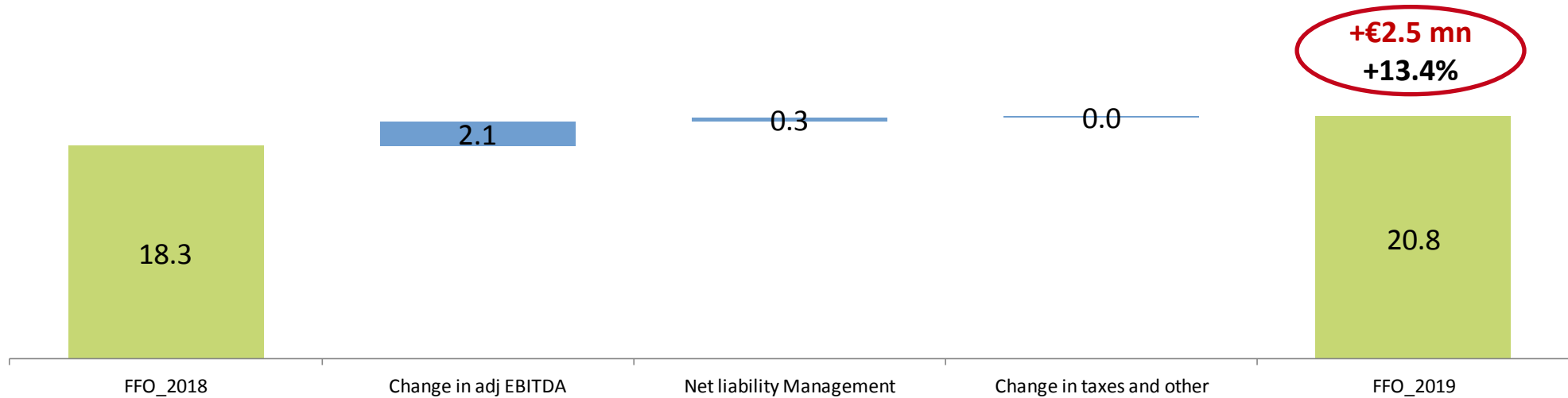


SUSTAINABILITY AND TERRITORY

IGD together with the municipality of Forlì to give new life to plastic: the first eco-compactor for the collection and compaction of plastic waste was installed at the Puntadiferro shopping center

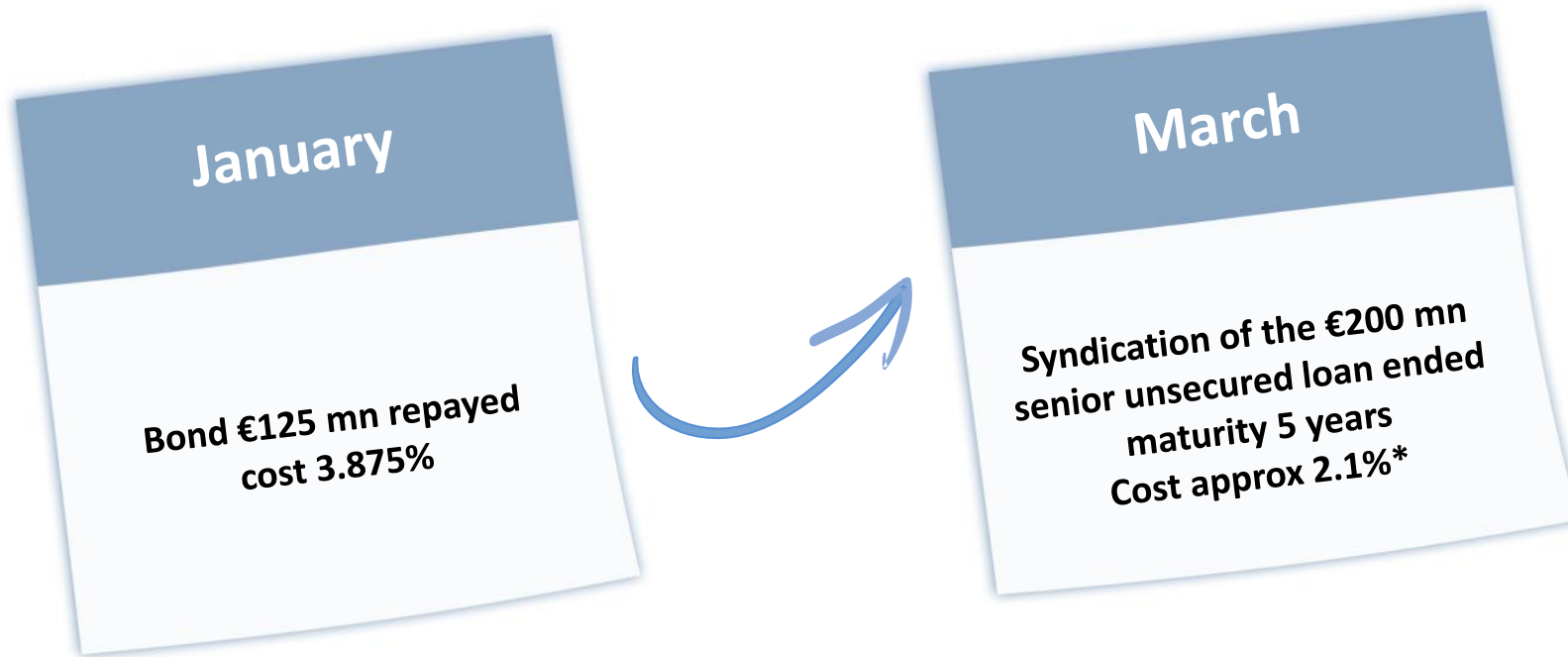


Fund From Operations (FFO) keeps growing



The Group
confirms its target of a FY2019 FFO Growth
+6/7% (vs FY2018)
An update of the outlook will be provided with the 1H2019 results

The financial management in the first months of 2019...



RATING



S&P GLOBAL RATINGS

BBB-
outlook stable
(23 April 2019)

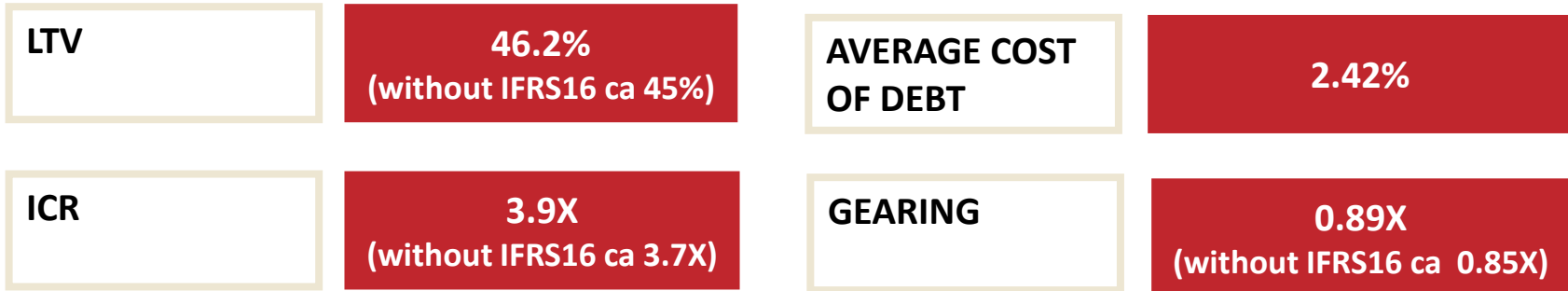
MOODY'S

Ba1
outlook stable
(9 April 2019)

* Actual cost with 3 years hedging + estimates for the next 2 years

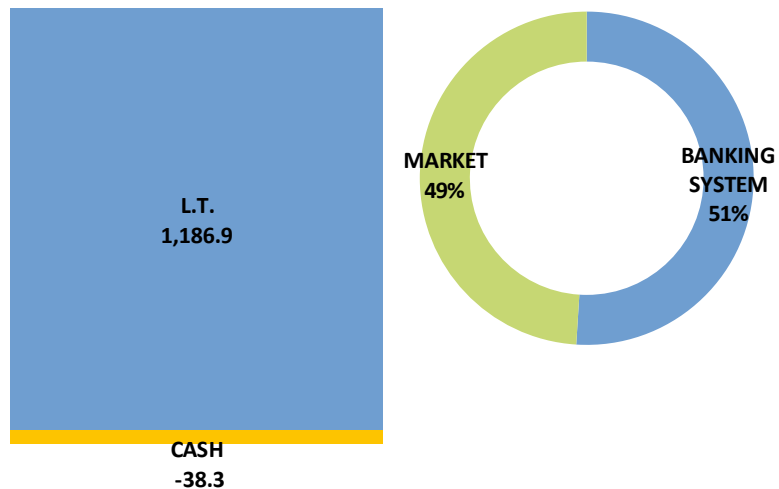
Financial structure

Highlights as at 31/03/2019



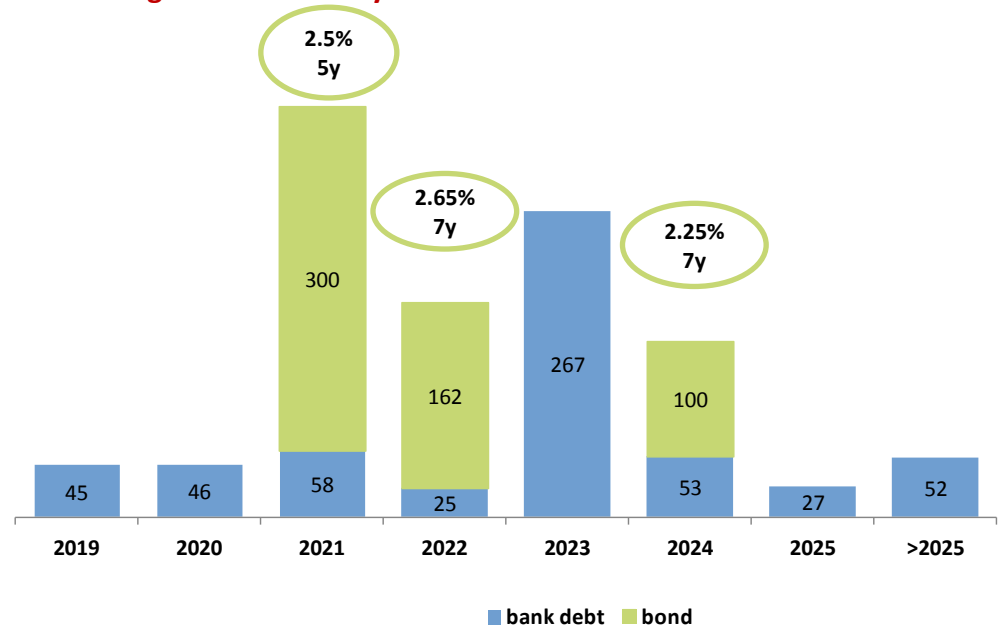
Debt break down

Net Debt €1,148.6*mn



Debt maturity

No significant maturity until 2021



*without IFRS16 approx. €1,088 mn



Attachments

Consolidated Income Statement

GROUP CONSOLIDATED	(a)	(b)	(c)	Δ	Δ
	CONS_2018	1Q_CONS_2019	1Q_CONS_Adj_2019	(b)/(a)	(c)/(a)
Revenues from freehold rental activities	32.4	35.6	35.6	9.8%	9.8%
Revenues from leasehold rental activities	3.2	3.1	3.1	-1.9%	-1.9%
Total income from rental activities	35.6	38.8	38.8	8.7%	8.7%
Rents and payable leases	-2.6	0.0	-2.6	-98.8%	0.4%
Direct costs from rental activities	-4.1	-4.6	-4.6	10.7%	10.7%
Net rental income	29.0	34.2	31.6	17.9%	9.2%
Revenues from services	1.5	1.6	1.6	6.9%	6.9%
Direct costs from services	-1.4	-1.4	-1.4	5.2%	5.2%
Net services income	0.2	0.2	0.2	22.4%	22.4%
Personnel expenses	-1.7	-1.8	-1.8	6.5%	6.5%
G&A expenses	-0.9	-1.3	-1.3	51.9%	51.9%
CORE BUSINESS EBITDA (Operating income)	26.5	31.2	28.7	17.6%	8.0%
<i>Core business Ebitda Margin</i>	<i>71.4%</i>	<i>77.3%</i>	<i>71.0%</i>		
Revenues from trading	0.0	0.0	0.0	n.a.	n.a.
Cost of sale and other trading costs	-0.1	-0.1	-0.1	-8.1%	-8.1%
Operating result from trading	-0.1	-0.1	-0.1	-8.1%	-8.1%
EBITDA	26.4	31.1	28.5	17.7%	8.1%
<i>Ebitda Margin</i>	<i>71.1%</i>	<i>77.0%</i>	<i>70.7%</i>		
Impairment and Fair Value adjustments	-0.7	-4.2	-1.9	n.a.	n.a.
Depreciation and provisions	-0.2	-0.3	-0.3	1.7%	31.6%
EBIT	25.4	26.6	26.3	4.7%	3.5%
FINANCIAL MANAGEMENT	-7.9	-8.1	-7.6	1.6%	-3.9%
EXTRAORDINARY MANAGEMENT	0.0	0.0	0.0	n.a.	n.a.
PRE-TAX PROFIT/LOSS	17.5	18.6	18.7	6.1%	6.8%
Taxes	-0.8	-0.5	-0.7	-33.0%	-14.0%
PROFIT FOR THE PERIOD	16.7	18.0	18.0	8.0%	7.8%
(Profit/Loss) for the period related to Third Parties	0.0	0.0	0.0	n.a.	n.a.
GROUP NET PROFIT	16.7	18.0	18.0	8.0%	7.8%

IFRS16 Effects - Income Statement

Income statement €/000	1Q_2019
Payable leases	2,539
Impairment and Fair Value adjustments	-2,303
Depreciation and provisions	74
Financial management	-436
Taxes	154
Income statement impact	29

Leasehold property payable leases are no longer recorded, but increases in fair value adjustments and, partly, in financial charges.

IFRS16 Effect – Balance Sheet

Balance Sheet €/000	01/01/2019
Decrease in Fonti del corallo	(300)
Less increases on leasehold properties	(634)
Increase in property investments	65,870
Increase in financial debt	62,359
Positive effect on net equity	1,886
Effect on deferred tax provisions	691

Following appraisals, leasehold properties are included in property investments, with an increase in financial debt among liabilities.

The difference between the right-of-use asset and the lease liability, deriving from the measurement of assets on the basis of expected cash-flows, will be recognized in a separate equity reserve, net of the tax effect.

Fund from Operations (FFO) €20.8 mln (+13.4%)

Funds from Operations	CONS_2018	CONS_2019	Δ vs cons 2018	Δ%
Core business EBITDA	26,540	31,198	4,658	17.6%
IFRS16 Adjustments (payable leases)	0	-2,539	-2,539	n.a.
Adj Financial management	-7,934	-7,624	310	-3.9%
Adj Extraordinary management	0	0	0	n.a.
Gross margin from trading activities	0	0	0	n.a.
Adj current taxes for the period	-305	-278	27	-8.9%
FFO	18,301	20,757	2,456	13.4%

Contracts in Italy and Romania

Italy

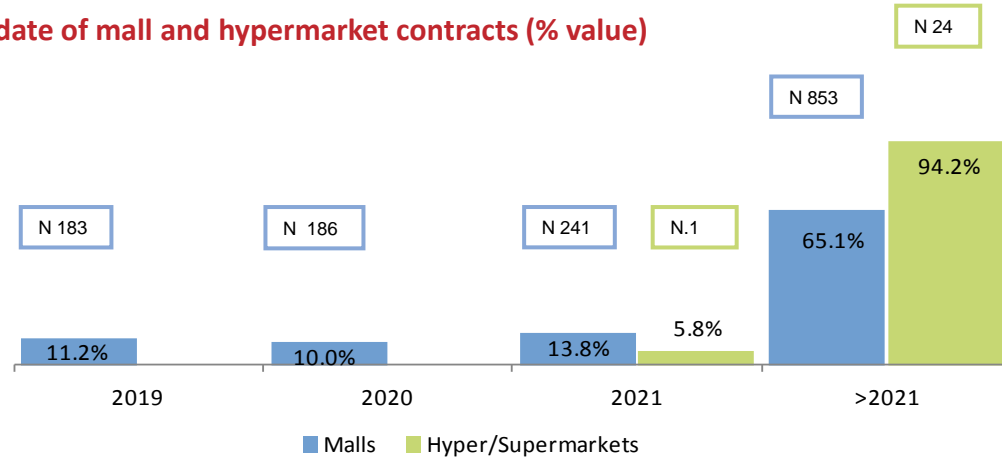
N. 1,473 contracts:

Average residual maturity

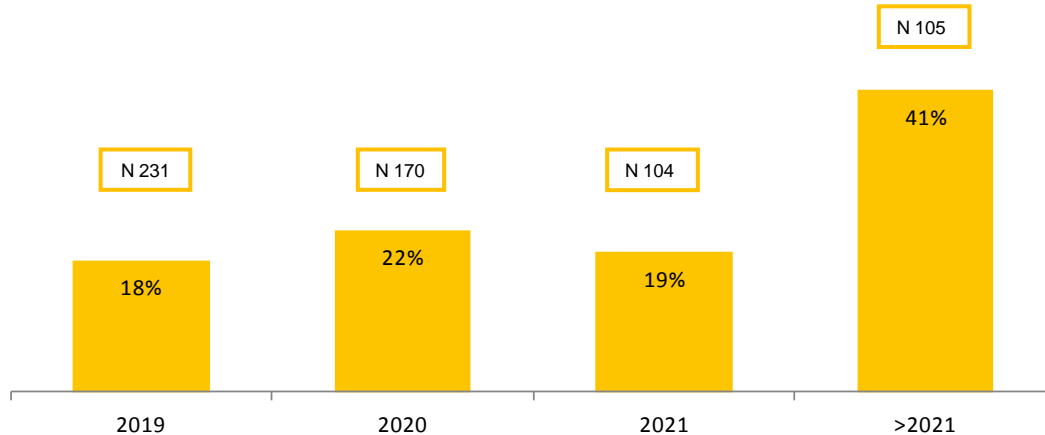
Hypermarkets 14.2 years

Malls 4.5 years

Expiry date of mall and hypermarket contracts (% value)



Expiry date of mall contracts (% value)

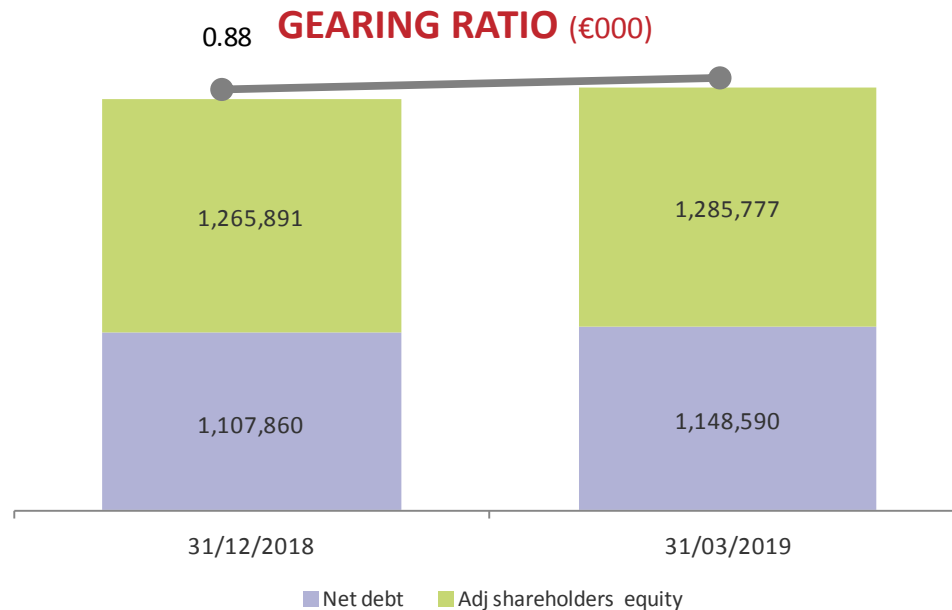


More Financial Highlights

	31/12/2018	31/03/2019
SHARE OF M/L DEBT	79.8%	97.7%
HEDGING ON LONG TERM DEBT + BOND	92.5%	93.0%
UNCOMMITTED CREDIT LINES GRANTED	€191 mn	€186 mn
UNCOMMITTED CREDIT LINES AVAILABLE	€148.2 mn	€186 mn
COMMITTED CREDIT LINES GRANTED AND AVAILABLE	€60 mn	60 € mn
UNENCUMBERED ASSETS	€1,462.6 mn	€1,462.6 mn

Reclassified Balance Sheet

Sources-Uses of funds (€/000)	31/12/2018	31/03/2019	Δ	Δ%
Investment property	2,346,527	2,410,095	63,568	2.7%
Assets under construction	36,563	37,935	1,372	3.8%
Other non-current assets	22,699	21,783	-916	-4.0%
Other non-current liabilities	-27,906	-28,168	-262	0.9%
NWC	26,019	24,358	-1,661	-6.4%
Net deferred tax (assets)/liabilities	-26,340	-26,598	-258	1.0%
TOTAL USES	2,377,562	2,439,405	61,843	2.6%
Net debt	1,107,860	1,148,590	40,730	3.7%
Shareholders equity	1,252,338	1,270,087	17,749	1.4%
Net (assets)/liabilities for derivative instruments	17,364	20,728	3,364	19.4%
TOTAL SOURCES	2,377,562	2,439,405	61,843	2.6%



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