

Result Presentation at 30/09/2021

Conference call
4 November 2021

igd SpA
SIO
SPAZI DA VIVERE



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Business is returning to pre-Covid levels

Financial occupancy

ITALY 95.40%*
(+114bps vs FY2020)

ROMANIA 94.93%
(+133bps vs FY2020)

Tenant Sales 4months 2021 Jun-Sept

IN LINE WITH 2019

Lower Covid one-off net impact

(- €1.2mn)

9M 2020 8.1 € mn
9M2021 6.9 € mn

Collection Rate 9M2021**

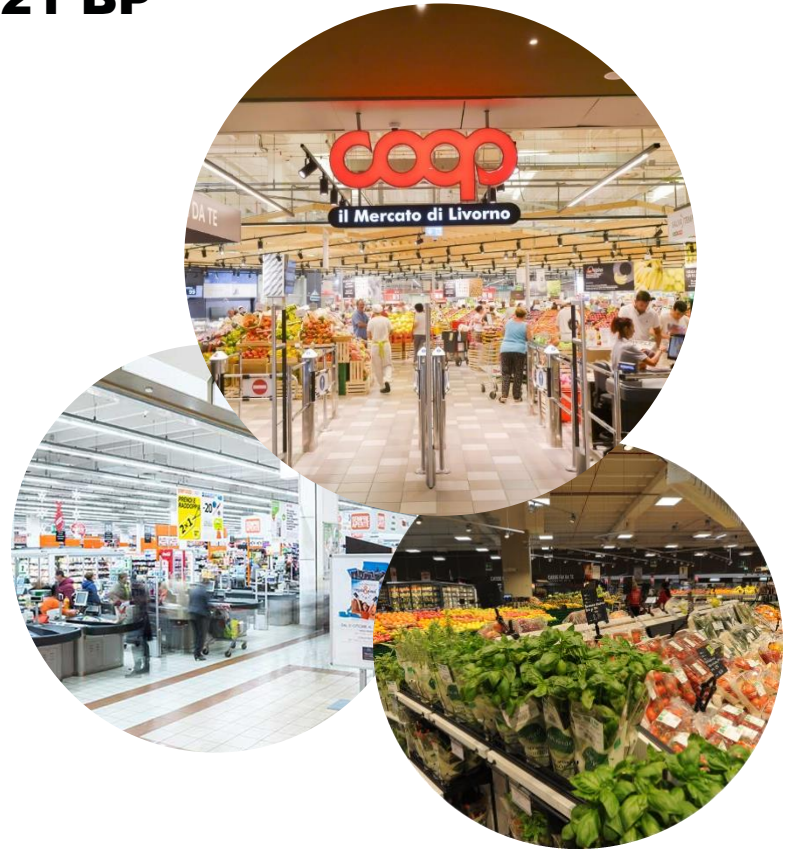
ITALY 86%

ROMANIA 96%

Defined the most relevant asset management transaction of the 2019-2021 BP

Disposal of «stand alone» hyper/supermkt portfolio

- ✓ In line with the book value at 30/06/21 equal to €140 mn
- ✓ Cash in approx.€ 115 mn*
- ✓ Group LTV pro forma at 30/09/21 45.6%
- ✓ 2022 Financial maturities almost entirely covered



Financial Highlights

30/09/2021

Net Rental Income

86.9€ mn

-3.1%

Group Net Profit

35.2€ mn

vs -21.3 €mn Net Loss 9M2020

Funds From Operations (FFO)

48.4€ mn

-9.3%

But +7/8% FY2021 Guidance
confirmed

Loan to value

48.3%

approx. 45.6% pro forma including
the portfolio disposal effects

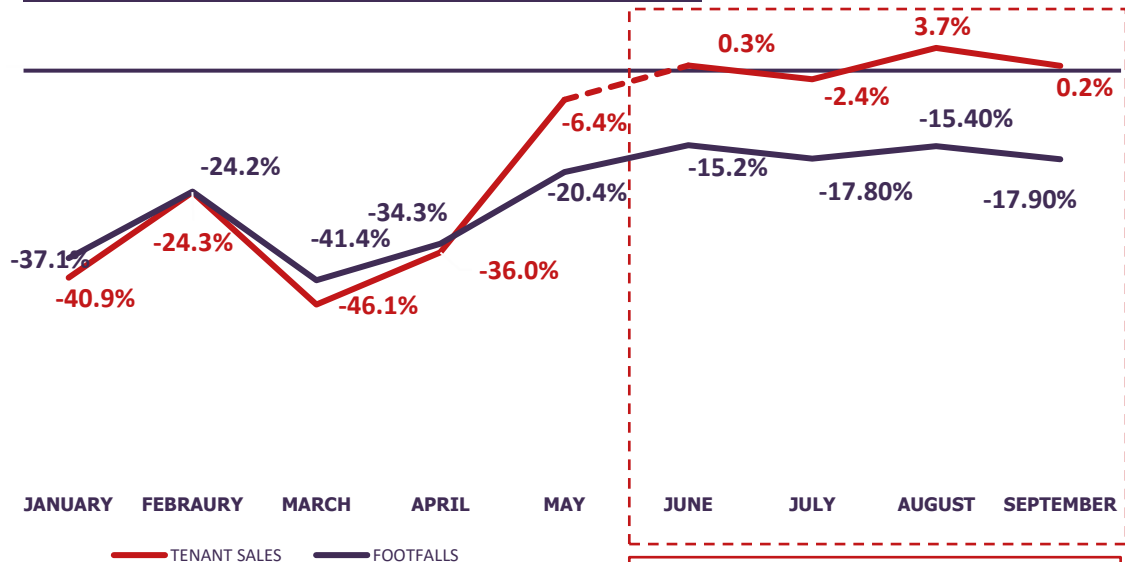
Include Covid-19 one-off net impacts



1 Operating Performances

Footfalls and Tenant Sales are growing

Footfalls and tenant sales 2021vs2019



From 17/5 to 30/9:

✓ **MALL TENANT SALES: SUBSTANTIALLY IN LINE WITH 2019**

✓ **FOOTFALLS: -15.9%**

✓ **SALES HYPER/SUPERMKTS 9M21 IN LINE VS 9M20**

Positive signals in the last four-month period

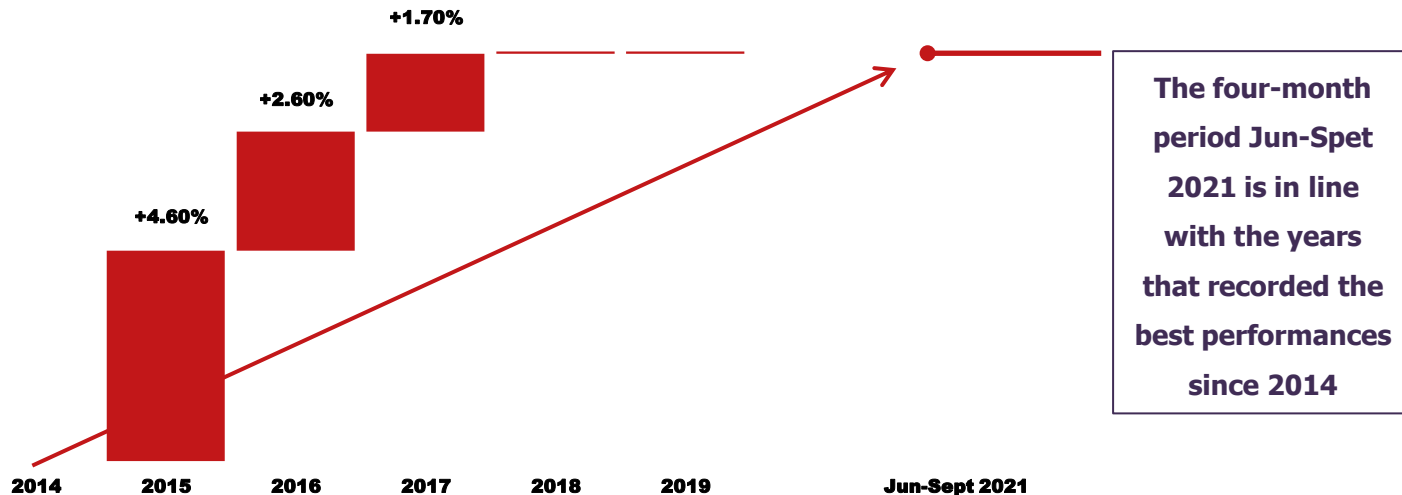
OCTOBER FOOTFALLS vs 2019 -10.5%

The trend already seen in the past months with fewer but more targeted visits continues:

September '21 average ticket equal to € 28.0 (+8.5% vs Sept20; +21.7% vs Sept19)

Considering that in 2019 performances were at the peak of recent years

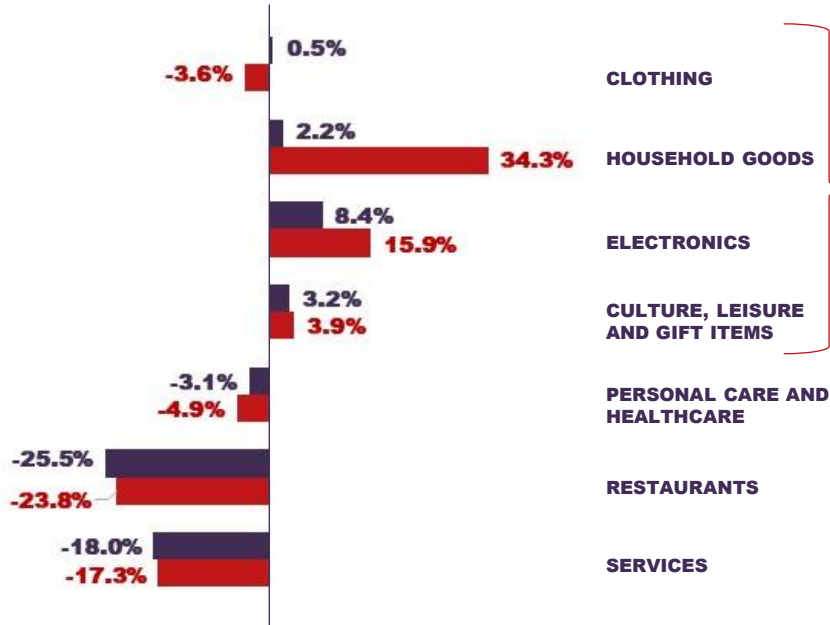
Mall tenant sales Italy YoY cumulative change



The four-month period Jun-Spet 2021 is in line with the years that recorded the best performances since 2014

Focus on Tenant Sales

Jun-Sept 2021 vs Jun-Sept 2019



The recovery of the sectors that represent over **81%** of our contract portfolio continues

Leasing Management performances



MALLS

67.8%
Rental
income

KEY MESSAGES



ITALY



Renewals: **124**

Turnover: **67**

Downside: **-1.2%**

FINANCIAL
OCCUPANCY*

95.40%

- Occupancy is improving in Italy (+114bps vs FY20) and Romania (+133 bps vs FY20)
- Limited downside in Italy; upside in Romania



ROMANIA



Renewals: **205**

Turnover: **98**

Upside: **+0.1%**

FINANCIAL
OCCUPANCY

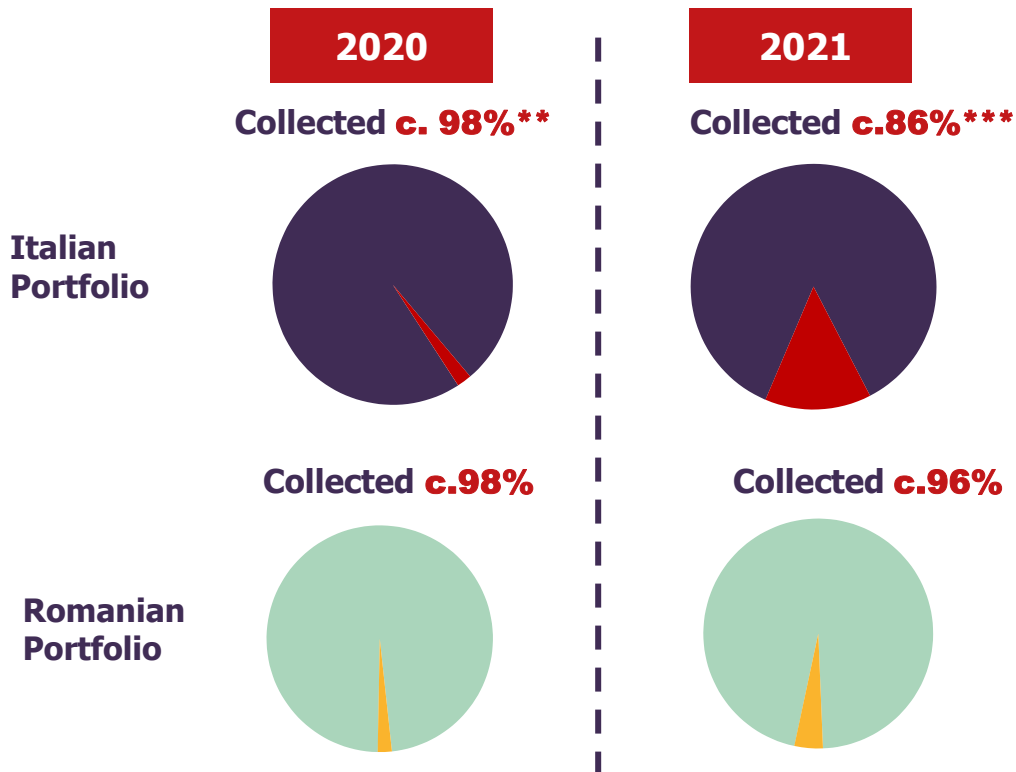
94.93%



HYPERMARKETS

25.8%
Rental
income

Collection Rate FY2020 and 9M2021*



Intense leasing activities in Italy...

Leasing activity to re-commercialize the vacancy
mainly due to Covid effects continues

Total no. of openings since the beginning of the year: 43

Some of the new openings of the last quarter



Undercolors of Benetton – Porto Grande



Stroili – Katanè



Pepco – Tiburtino



Toysuper - Centrosarca



Ilovepoke - CentroNova



Ristofficine – Centro d'Abruzzo



Alice Pizza – Centroluna



Dyadea - Centroborgo

...and in Romania too

Leasing activity continues
Total no. of openings since the beginning of the year: 44

Some of the new openings of the last quarter



Yokko – Piatra Neamt



Proline Estet – Piatra Neamt



Goretti Shoes - Bistrita



Kik extension - Slatina



Leonidas – Ploiesti



Gameland – Ploiesti



Winiland – Ploiesti



Eurasia – Tulcea

Physical events are back

15/16/17 Oct '21 vs '19
Footfalls
+8%

IL CENTRO AL CENTRO: new event format that focuses on the visitor's experience.

The format debuts at Centro d'Abruzzo **from 15 to 17 October:**



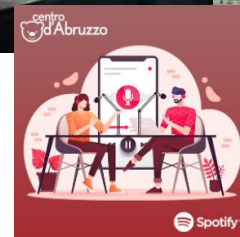
All the tenants of the shopping center were involved; they offered various activities to visitors such as concerts, artistic performances and runway shows in the mall outside the space of the shop.



The shopping center SPOTIFY profile has been created to share songs from local artists, podcast recorded during the events and promote the services offered.



The initiative will be replicated in other IGD shopping centers in the coming months.



A concrete example of circular economy

IGD partner of «AND Circular»

Thanks to the cooperation with  the  project has been developed

New smart collectors for used clothes have been installed in Borgo, Lame and Nova shopping centers.



Clothes are **verified and sanitized** by the «Cooperativa La Fraternità».



Products in the best conditions are resold in the new «**AND Store**» shop opened in **Centro Borgo** with **positive results**.

More ESG certifications and awards



BIOSAFETY TRUST
CERTIFICATION
MANAGEMENT SYSTEM



Certification obtained for Bologna HQ and 7 IGD shopping centers

The certification scheme concerns management system which aims to **prevent and minimise the spread of health infections in people**



For the 7^o year in a row, in 2021 IGD was awarded the «**EPRA sBPR Gold Award**» for the 2020 Sustainability Report and for the 4^o year in a row IGD won the «**EPRA BPR Gold Award**» for the 2020 Financial Report.



In 2021 Refinitiv (a rating company) included **IGD among the 40 listed companies more green at a national level**



2 Details of the portfolio disposal transaction

The transaction

Agreement
between



**Sale of a portfolio
for €140 million¹**
(in line with the book value at 30 June)



- ✓ 5 hypermarkets and 1 supermarkets «stand alone», not connected to IGD's freehold malls
- ✓ NOI c. 7.7€m (per year)
- ✓ Properties will be transferred to a closed vehicle (REIF) managed by Savills (ICG 60% class A shares preferred; IGD 40% class B shares subordinated)²
- ✓ Property management conferred to IGD
- ✓ Closing expected by the end of November³

The disposal was already part of the Business Plan 2019-2021

Main impacts for IGD

Loan-to-Value reduction

48.3%

45.6%

A further improvement is expected by the end of 2021

LTV
30/09/21

LTV 30/09/21
pro forma post
disposal

Proceeds

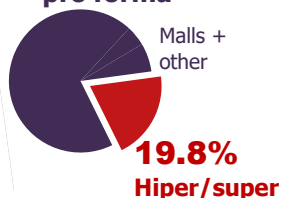
Net cash in for approx. **115 € mln***

2022 Financial maturities substantially covered, considering also cash on hand at 30/09

Effects on market value

Market value 30/06

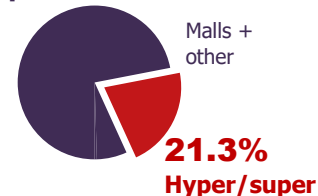
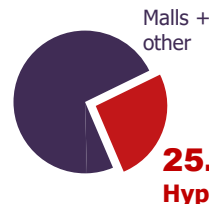
Market value 30/06
pro forma



Revenues concentration on Coop reduced

Revenues 30/09

Revenues 30/09
pro forma

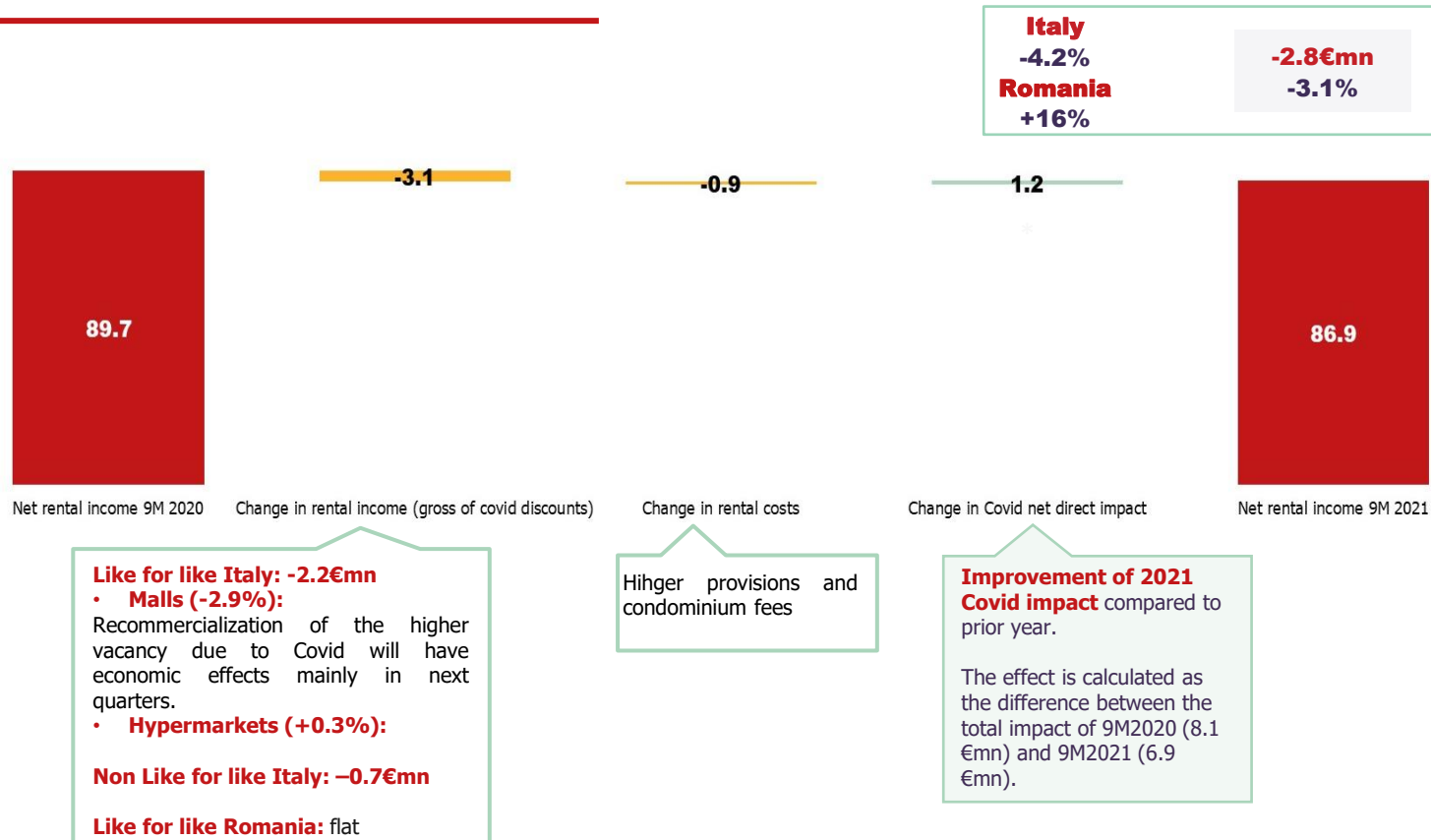




3 Results and Financial Structure

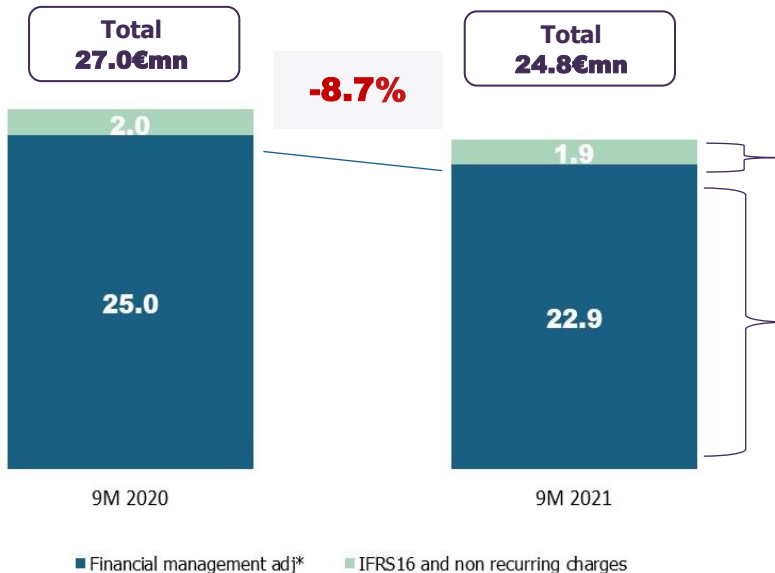
Net rental Income

(€mn)



Financial Management (€mn)

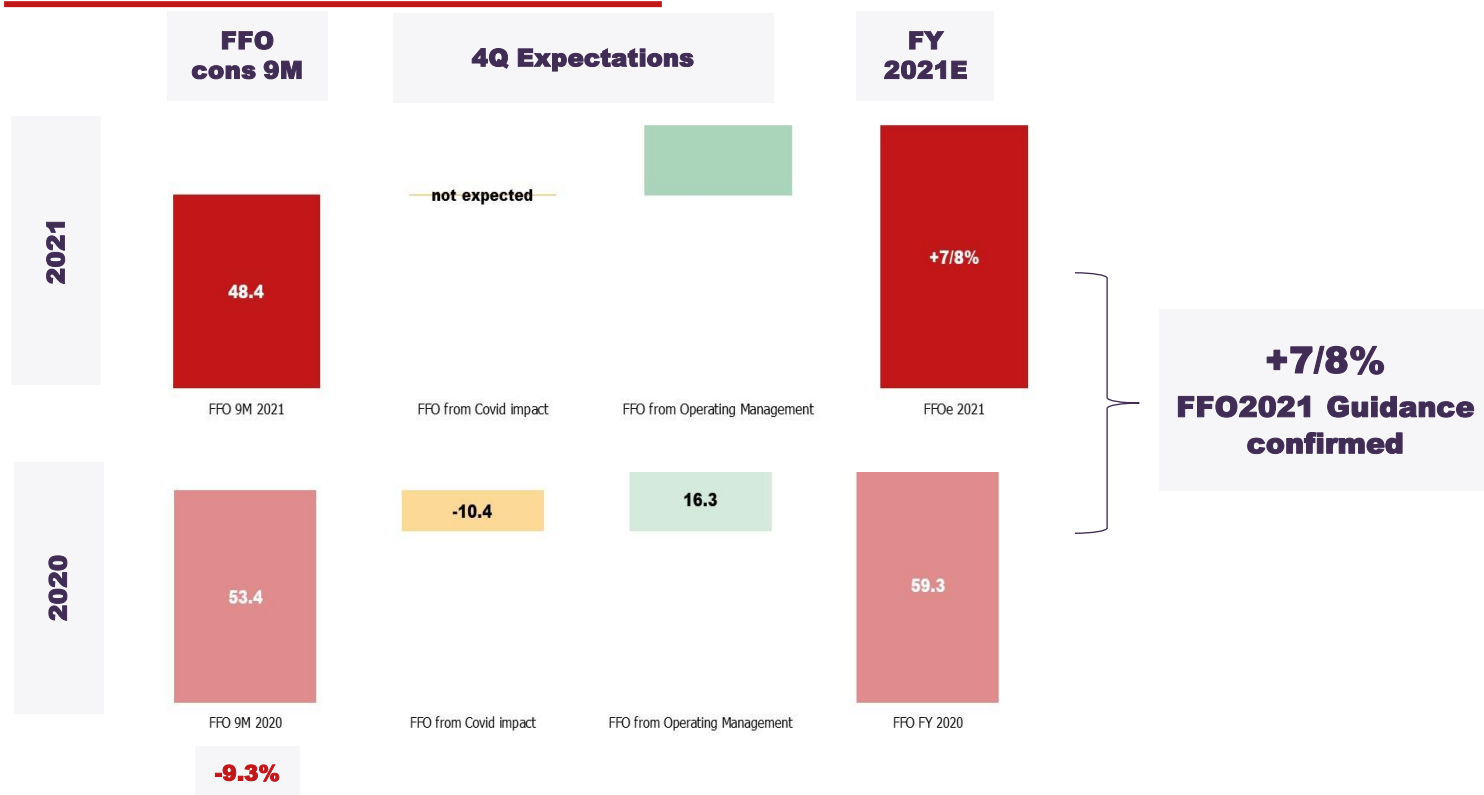
Figures, net of accounting items related to IFRS16 and non recurring charges (financial management ADJ*), is decreasing (vs 30/9/2020)



IFRS16 and non recurring charges

Financial Management Adj*:
-2.1€mn vs 2020 (-8.7%)

FFO: expected results

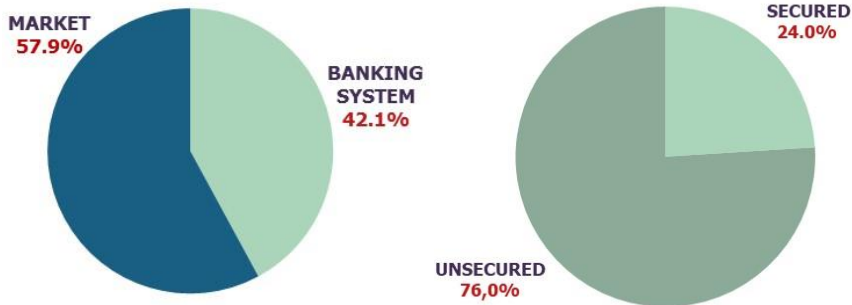


Financial Structure

	30/06/2020	30/09/2021
LTV	49.1%	48.3%
ICR	3.2X*	3.4X*
Average cost of debt	2.22%	2.20%

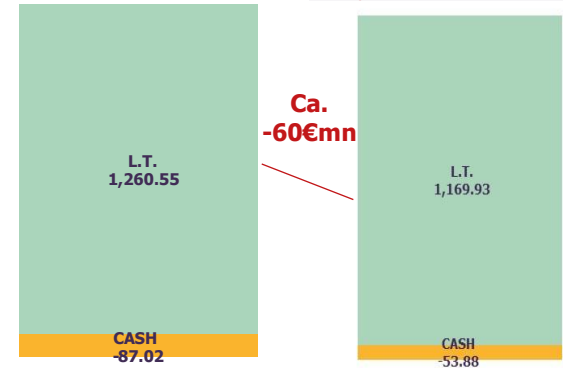
- **NET DEBT** is improving (approx. -60 €mn vs 30/09/2020 and approx. -20€mn vs 30/06/2021).
- **LTV** decreased by 80 pp vs 30/06/2021.
- **LTV pro forma** including disposal is further decreasing (45.6% - 270 pp).

Debt Breakdown**



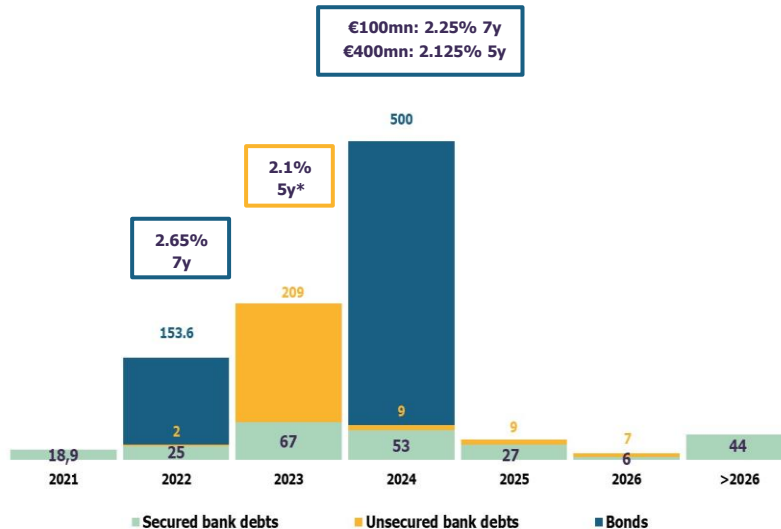
NET DEBT 30/9/20
€1,173.5 mn

NET DEBT 30/9/21
1,116.05€ mn***



Debt maturity

Thanks to the disposal, IGD has financial resources to substantially cover 2022 financial maturities



Ratings

Fitch Ratings

BBB- outlook stable



S&P Global Ratings

BB+ negative outlook



5 Outlook and dividend

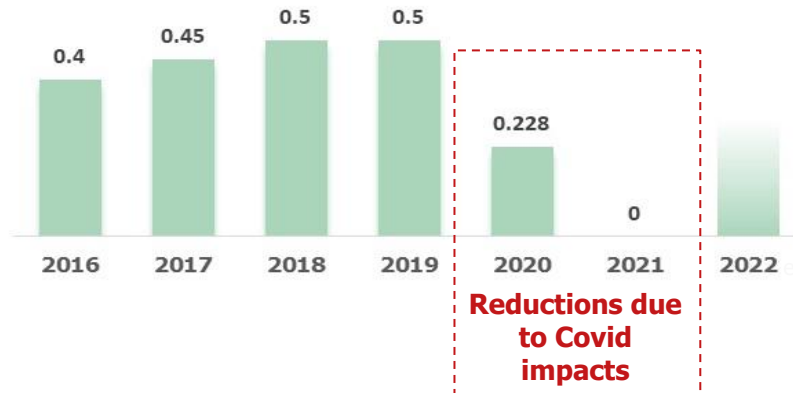
Outlook and dividend

+7/8% FFO FY2021 Outlook confirmed

*Obviously assuming there are no new restrictions
as a result of a worsening public health situation.*

*Therefore, taking into account the successful conclusion of the disposal transaction,
conditions to pay a dividend to our shareholders in 2022 have been created*

Dividend distributed



Final remarks



IGD Portfolio is well targeted to return to pre-Covid levels; +7/8% FFO FY2021 Guidance confirmed



Financial structure strengthened thanks to the disposal; LTV decreased to 45.6% (pro forma figure at 30/09)



Conditions to pay a dividend to our shareholders in 2022 have been created

Agenda IR (confirmed as of today)

15 November

Exane BNP Paribas European Mid Cap Virtual CEO Conference

24 November

EPRA Corporate Access day 2021 winter edition



6 Attachments

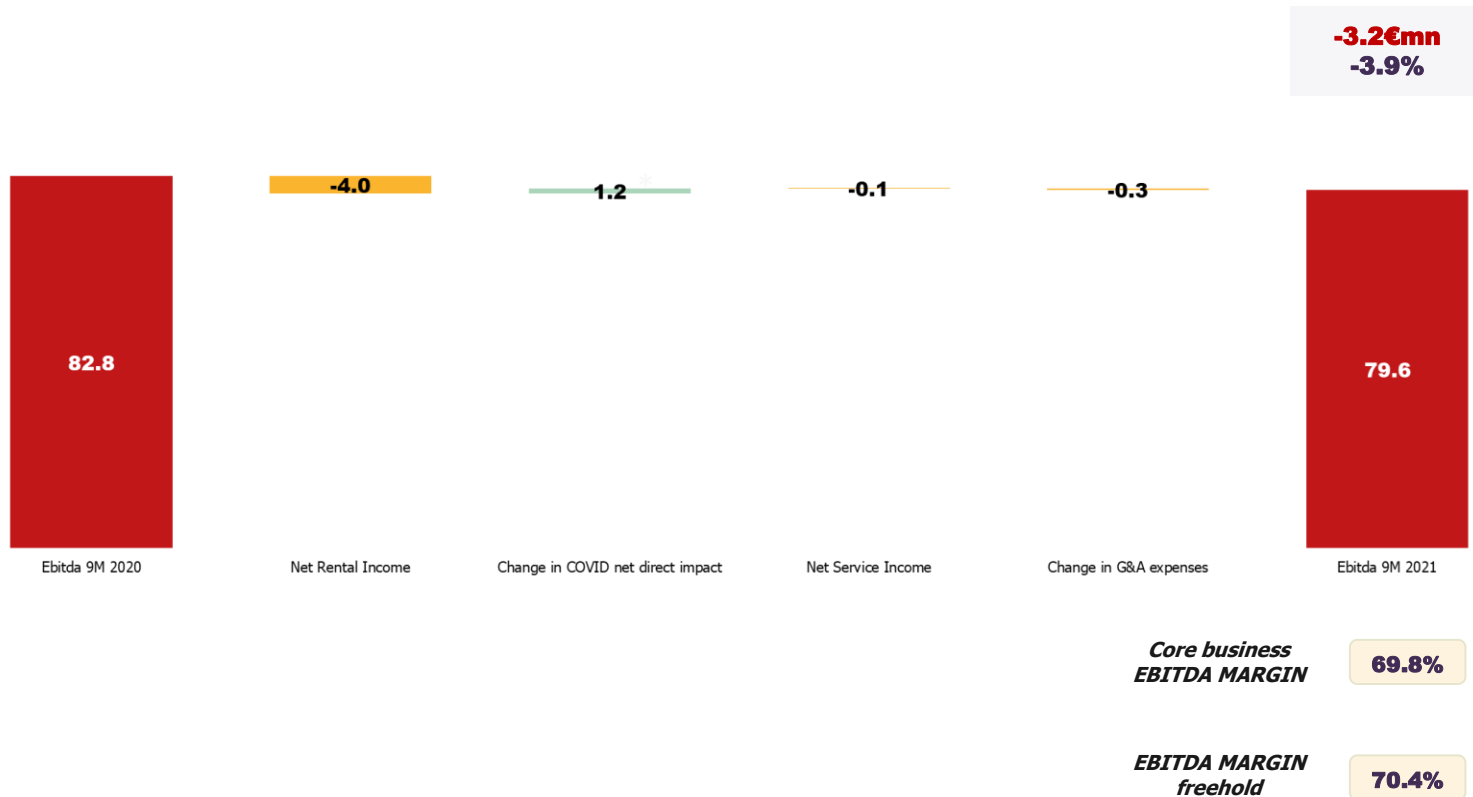


Consolidated Income Statement

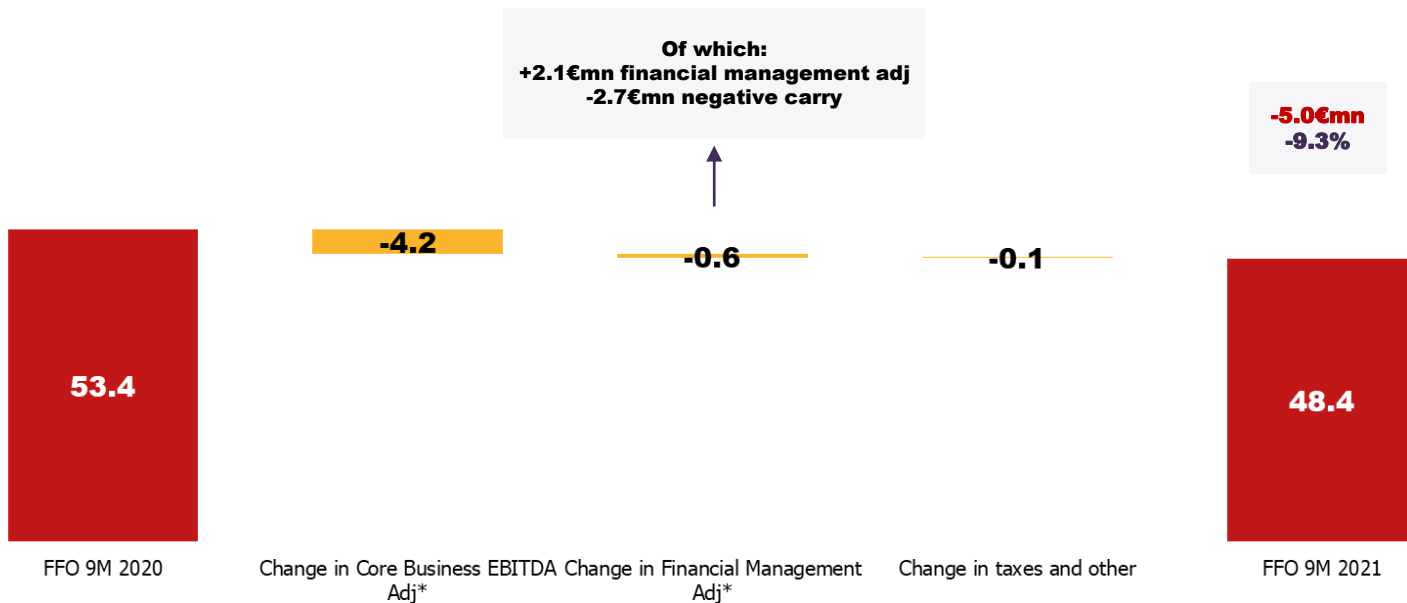
GROUP CONSOLIDATED	(a) 9M_CONS_2020	(c) 9M_CONS_2021	Δ (c)/(a)
Revenues from freehold rental activities	100.2	99.9	-0.3%
Revenues from leasehold rental activities	8.7	9.2	5.4%
Total income from rental activities	109.0	109.1	0.1%
Rents and payable leases	0.0	0.0	n.a.
Direct costs from rental activities	-19.3	-22.2	15.3%
Net rental income	89.7	86.9	-3.1%
Revenues from services	4.8	4.8	1.1%
Direct costs from services	-3.8	-4.0	4.6%
Net services income	1.0	0.9	-12.1%
HQ Personnel expenses	-4.6	-4.9	7.1%
G&A expenses	-3.3	-3.3	-0.5%
CORE BUSINESS EBITDA (Operating income)	82.8	79.6	-3.9%
<i>Core business Ebitda Margin</i>	<i>72.8%</i>	<i>69.8%</i>	
Revenues from trading	0.7	0.4	-37.8%
Cost fo sale and other costs from trading	-1.3	-0.8	-40.4%
Operating result from trading	-0.6	-0.3	-43.4%
EBITDA	82.2	79.2	-3.6%
<i>Ebitda Margin</i>	<i>71.8%</i>	<i>69.3%</i>	
Impairment and Fair Value adjustments	-77.5	-16.7	-78.4%
Depreciation and provisions	-0.8	-0.5	-33.0%
EBIT	3.9	62.0	n.a.
FINANCIAL MANAGEMENT	-27.0	-24.8	-8.0%
EXTRAORDINARY MANAGEMENT	-0.1	0.0	n.a.
PRE-TAX RESULTS	-23.2	37.2	n.a.
Taxes	1.8	-2.0	n.a.
NET RESULT OF THE PERIOD	-21.3	35.2	n.a.
(Profit/Loss) for the period related to third parties	0.0	0.0	n.a.
GROUP NET RESULT	-21.3	35.2	n.a.

Core business EBITDA

(€mn)



FFO 9M 2021



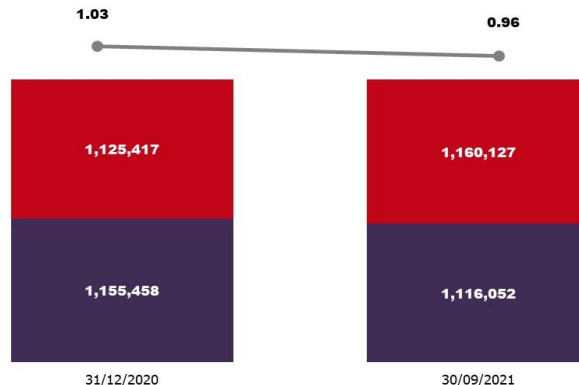
Funds From Operations (FFO)

Funds from Operations	CONS_2020	CONS_2021	Δ 2020	Δ% vs 2020
Core business EBITDA	82.8	79.6	-3.2	-3.9%
IFRS16 Adjustments (Payable leases)	-6.9	-7.7	-0.8	12.3%
Financial Management Adj.	-21.9	-22.5	*	2.9%
Extraordinary Management Adj.	0.0	0.0	**	n.a.
Current taxes for the period Adj.	-0.8	-0.9	-0.1	15.6%
FFO	53.2	48.4	-4.8	-9.1%
Una tantum Marketing	0.2	0.0	-0.2	n.a.
FFO	53.4	48.4	-5.0	-9.3%

Re-classified Balance Sheet

Sources - Uses of funds (€/000)	30/09/2021	31/12/2020	Δ	Δ%
Fixed assets	2,227,167	2,234,484	-7,318	-0.3%
Assets under construction	44,331	42,674	1,657	3.9%
Other non-current assets	17,440	17,374	67	0.4%
Other non-current liabilities	-30,657	-30,371	-287	0.9%
NWC	33,243	30,421	2,822	9.3%
Net deferred tax (assets)/liabilities	-12,586	-10,286	-2,300	22.4%
TOTAL USE OF FUNDS	2,278,938	2,284,296	-5,359	-0.2%
Net equity	1,152,897	1,114,442	38,454	3.5%
Net (assets)/liabilities for derivative instruments	9,989	14,396	-4,407	-30.6%
Net debt	1,116,052	1,155,458	-39,406	-3.4%
TOTAL SOURCES	2,278,938	2,284,296	-5,358	-0.2%

GEARING RATIO (€000)



More financial highlights

	31/12/2020	30/09/2021
Gearing ratio	1.03X	0.96X
Average maturity of long term debt	3.2 years	2.7 years
Hedging on long term debt + bond	93.0%	93.0%
Share of M/L debt	98.3%	86.2%
Uncommitted credit lines granted	151€ mn*	151€ mn*
Uncommitted credit lines available	151€ mn	151€ mn
Committed credit lines granted and available	60 € mn	60 € mn
Unencumbered assets	1,434.9€ mn	1,431.8€ mn

Contracts and key tenants Italy

TOP 10 Tenant	Product Category	Turnover Impact	Contracts
PIAZZA ITALIA	clothing	3.1%	14
OVS	clothing	2.9%	10
unieuro	electronics	2.2%	8
INDITEX	clothing	2.0%	9
FIORILLARUBINO mōtivi oltre	clothing	1.7%	22
CALZEDONIA	clothing	1.7%	28
DOUGLAS	personal care	1.5%	14
BUESPIRIT	jewellery	1.5%	26
SCARPE & SCARPE	shoes	1.5%	5
Stroili Oro	clothing	1.4%	20
Total		19.5%	156

Malls



Average residual maturity : **4.0 years**

Total no. contracts: **1,395** of which **124 renewals** with the same tenant and **67** signed with a **new tenant**
Downside -1.2%

Rotation Rate 3.0% (% new tenants on tot. contracts)

Hypermarkets

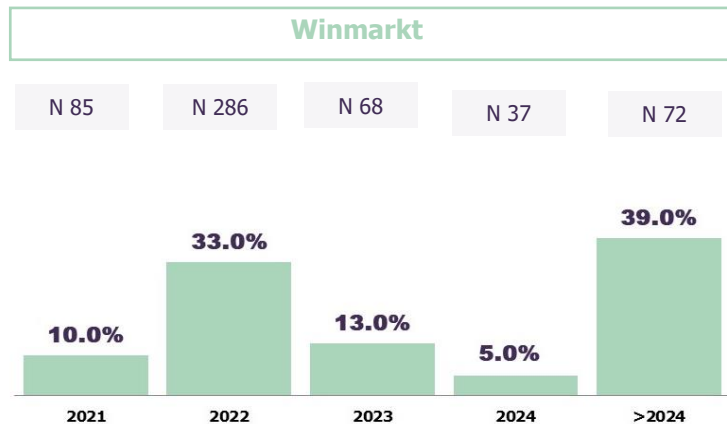


Average residual maturity: **14.2 years**

Total no. contracts: **25**

Contracts and key tenants Romania

TOP 10 Tenant	Product category	Turnover impact	Contracts
 Carrefour market	supermarkets	10.6%	11
 H&M	clothing	6.7%	6
 kik	clothing	5.3%	10
 PEPCO	clothing	4.4%	11
 dm	drugstore	2.7%	5
 SENSH	personal care	2.2%	4
 B & B collection	jewellery	2.0%	6
 LIDL	offices	1.7%	1
 KFC	restaurants	1.2%	1
 InterGame	entertainment	1.1%	1
Total		37.9%	56



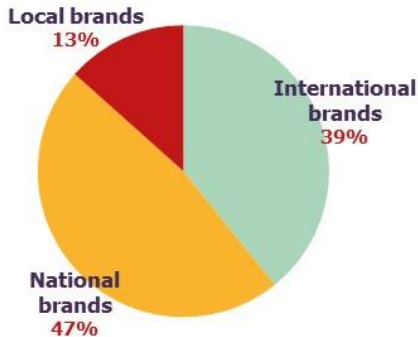
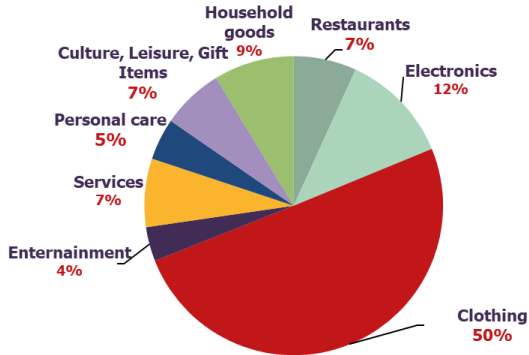
Average residual maturity: **4.6 years**

Total no. contracts: **548** of which **205 renewals** with the same tenant and **98** signed with a **new tenant**
Upside 0.41%

Rotation Rate 17.9% (% new tenants on tot. contracts)

Merchandising & Tenants Mix

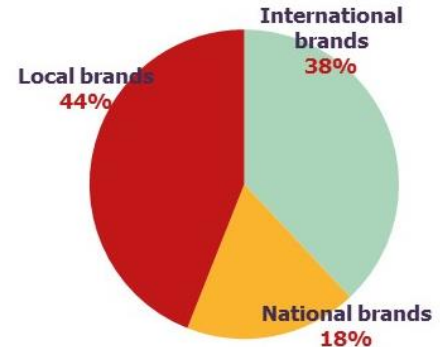
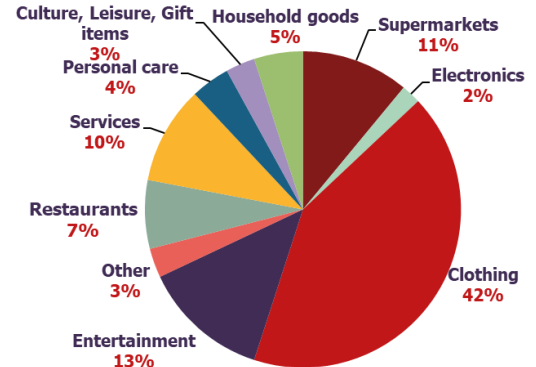
Italy



Merchandising Mix*

Tenant Mix*

Romania



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