

# 9M 2025 RESULTS PRESENTATION

November 11<sup>th</sup>, 2025

IGD  
SIIQ



# Delivering on the 2025-2027 Business Plan

## FINANCIAL STRUCTURE

- **FEBRUARY**  
**€615 mn Green secured loan signed** and existing bonds\* fully repaid
- **NOVEMBER**  
**€300 mn new Bond issued**, 5 years, 4,45% yearly coupon

## DISPOSALS

**3 assets of the Romanian portfolio sold** (Cluj, Alexandria and Vaslui) for approx. **€14 mn**



\*Bond "€310,006,000 Fixed Rate Step-Up Notes due 17th May 2027" e Bond "€57,816,000 Fixed Rate Step-Up Notes due 17th May 2027, formerly the €400,000,000 2.125 per cent. Fixed Rate Notes due 28th November 2024"



## Main KPIs vs 30 September 2024



**+3.8%**

Net Rental Income  
freehold LFL



**+2.9%**

Core business Ebitda LFL



**€31.1 mn**

**+18.2%**

Funds From Operations



**€17.6 mn**

**- €32.0 mn 30/09/24**

Group Net Profit

## Operating performance – Italy



**+1.3%**

Tenant Sales

Italian malls



**+3.7%**

Footfalls

Italian malls

CNCC +0.3%



**+1.6%**

IGD Hypermarkets



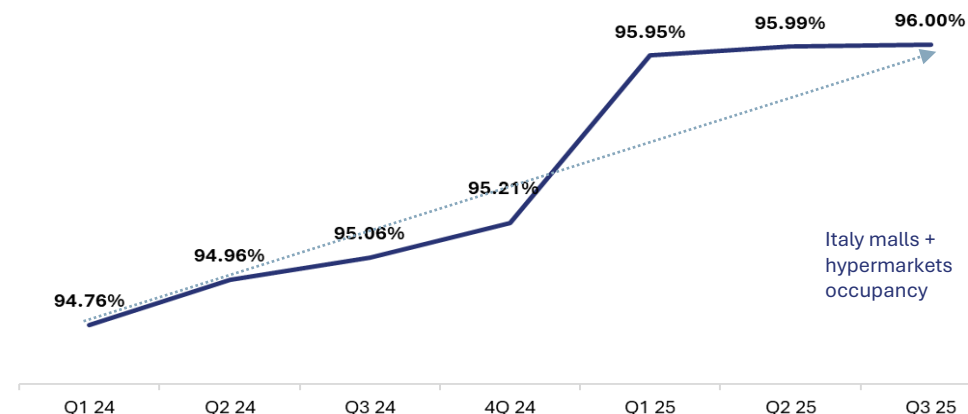
# An Effective Leasing Activity



**96.0%**  
Occupancy  
Italy\*

(Progressive  
data -  
%)

|                             | Q1 24 | Q2 24 | Q3 24 | Q4 24 | Q1 25 | Q2 25 | Q3 25 |
|-----------------------------|-------|-------|-------|-------|-------|-------|-------|
| Malls +<br>Hypermk<br>Italy | 94.76 | 94.96 | 95.06 | 95.21 | 95.95 | 95.99 | 96.0  |
| Malls<br>Italy              | 94.16 | 94.38 | 94.48 | 94.67 | 95.49 | 95.55 | 95.56 |
| Romania                     | 95.45 | 95.52 | 95.21 | 95.83 | 95.73 | 94.73 | 95.57 |



**2 years**  
WALB  
Malls Italy

(Progressive  
data -  
years)

|                  | 1Q24  | 2Q24  | 3Q24 | 4Q24 | 1Q25 | 2Q25 | 3Q25 |
|------------------|-------|-------|------|------|------|------|------|
| Malls<br>Italy   | 1.78  | 1.82  | 1.9  | 2.0  | 2.0  | 2.0  | 2.0  |
| Hypermk<br>Italy | 11.77 | 12.22 | 12.9 | 12.7 | 12.4 | 12.2 | 11.9 |
| Romania          | 2.1   | 2.2   | 2.2  | 2.3  | 2.21 | 2.31 | 2.4  |



**+1.3%**  
Upside  
Italy

(Actual  
data -  
%)

|         | Q1 24 | Q2 24 | Q3 24 | Q4 24 | Q1 25 | Q2 25 | Q3 25 |
|---------|-------|-------|-------|-------|-------|-------|-------|
| Italy   | -3.5  | +3.6  | +8.0  | +4.1  | +0.7  | +2.2  | +1.0  |
| Romania | +6.54 | +0.36 | +0.57 | +2.08 | +13.5 | +2.47 | +2.23 |

Renewals + relettings of the period represent 8.3% of malls total rent

\*Malls + Hypermarkets Occupancy

WALB (Weighed Average Lease Break): remaining lease term until break option

# Significant New Openings in the Third Quarter



DOUGLAS



Centro d'Abruzzo (CH)

ARCAPLANET  
Pet store. Pet stories.



Centroborgo (BO)



Portogrande (AP), Puntadiferro (FC), Le Porte di Napoli (NA),  
Le Maioliche (RA)

ACTION



Casilino (RM)



Puntadiferro (FC)



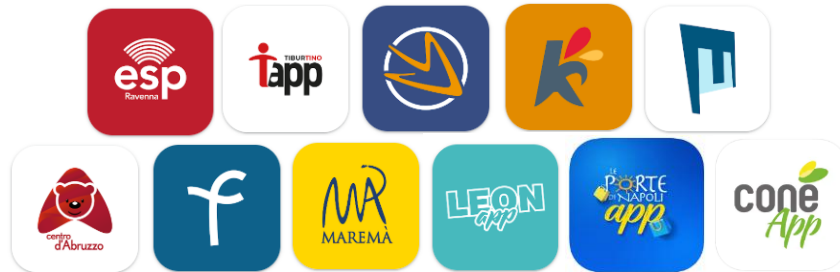
Maremà (GR)

The digitalisation process of shopping centers continues with significant results:

### CONSUMER APPs

Offering increasingly engaging and personalised shopping experiences

In 2025 **11 Shopping Centers** have launched its **Loyalty App**.



These evolutions represent an important step toward a more integrated, value-driven model, geared to data analysis and sharing

### IGD CONNECT

New integrated platform for tenants

Since July 2025, the **IGD Connect** platform for managing and digitizing relationships with tenants has been active in **28 Shopping Centers**.



### Focus on CRM

October 2025: **app users more than doubled compared to the end of 2024.**

These profiles provide important data on the purchasing behaviour of IGD shopping center visitors.

We are working on **enhancing the market automation and user registration platforms** to increase retention rate and improve data collection

# The real estate market in the first 9 months of 2025

Italian real estate continues to grow: more than **€13 billion** investments in the last 12 months, **exceeding 2019 record investment volumes** (€12.6€ bn)





## Main Debt Ratios



**44.0%**

-40bps vs FY2024

Loan to Value



**8.1x\***

+20bps vs FY2024

Net Debt/Ebitda



**5.3%**

**(5.1% post new-bond issue estimate)**

**(Vs average cost of debt FY24: 6.0%)**

Weighted Average Interest Rate

\*Ebitda calculated over the rolling 12 months

# Net rental Income Freehold

(€ mn)



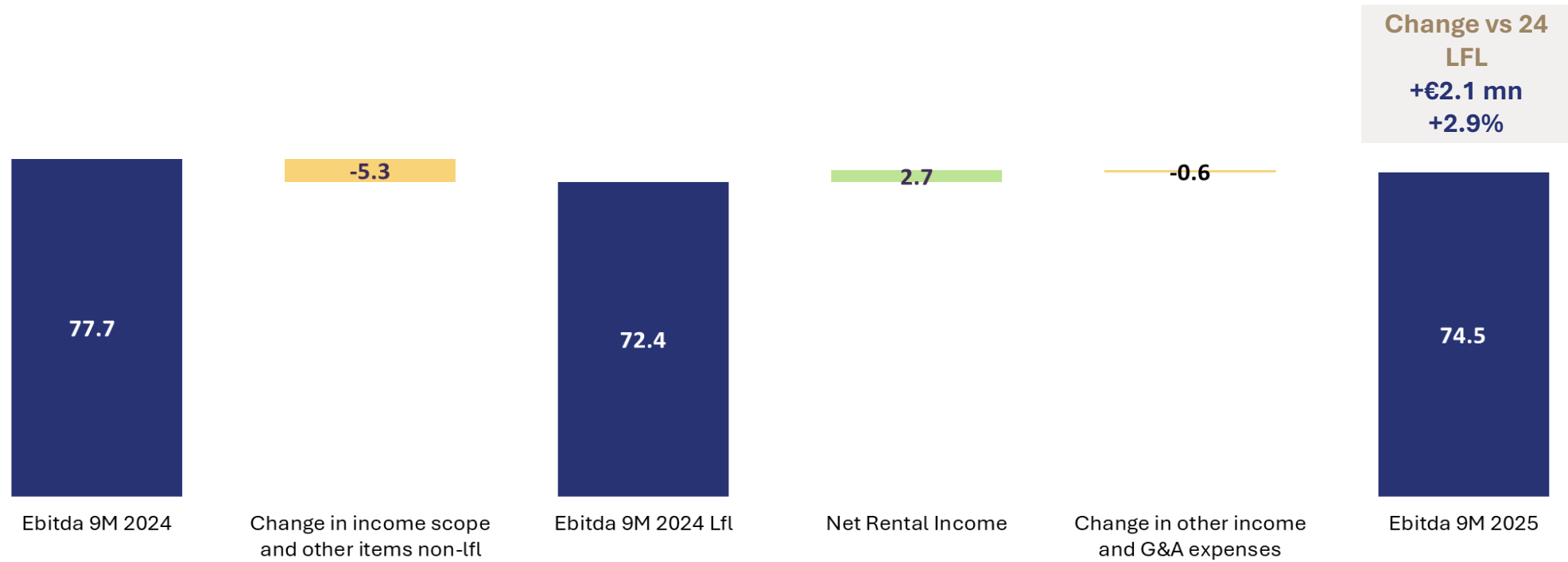
|                  | €mn 2025 | Margin on revenues | Change % LFL NRI |
|------------------|----------|--------------------|------------------|
| NRI Freehold     | 75.9     | 84.9%              | 3.8%             |
| NRI Consolidated | 82.6     | 85.7%              | 3.3%             |

Of which:  
▪ +4.4% Italy;  
▪ -2.0% Romania.

Some figures may not add up due to rounding

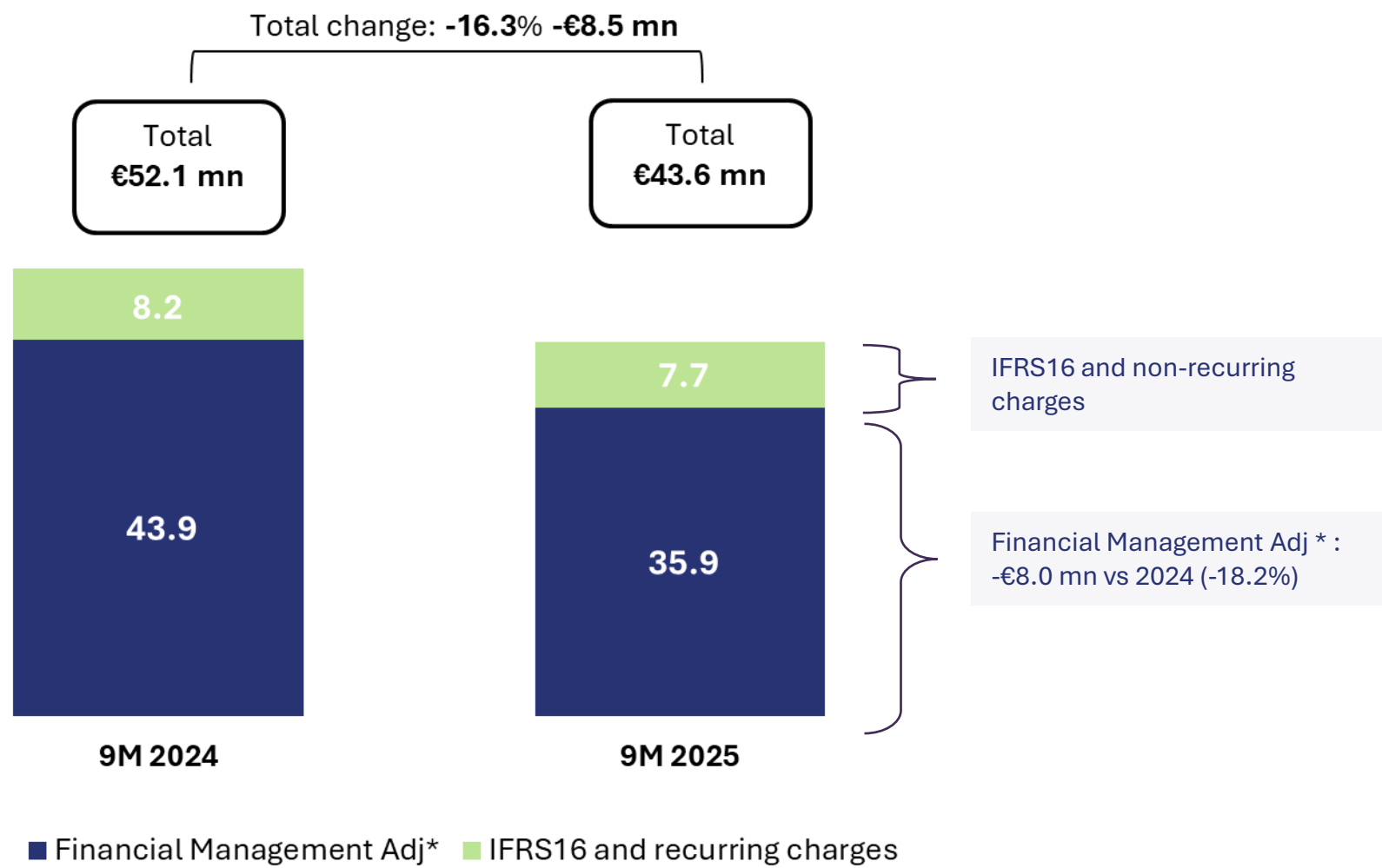
# Core Business Ebitda

(€ mn)



# Financial Management

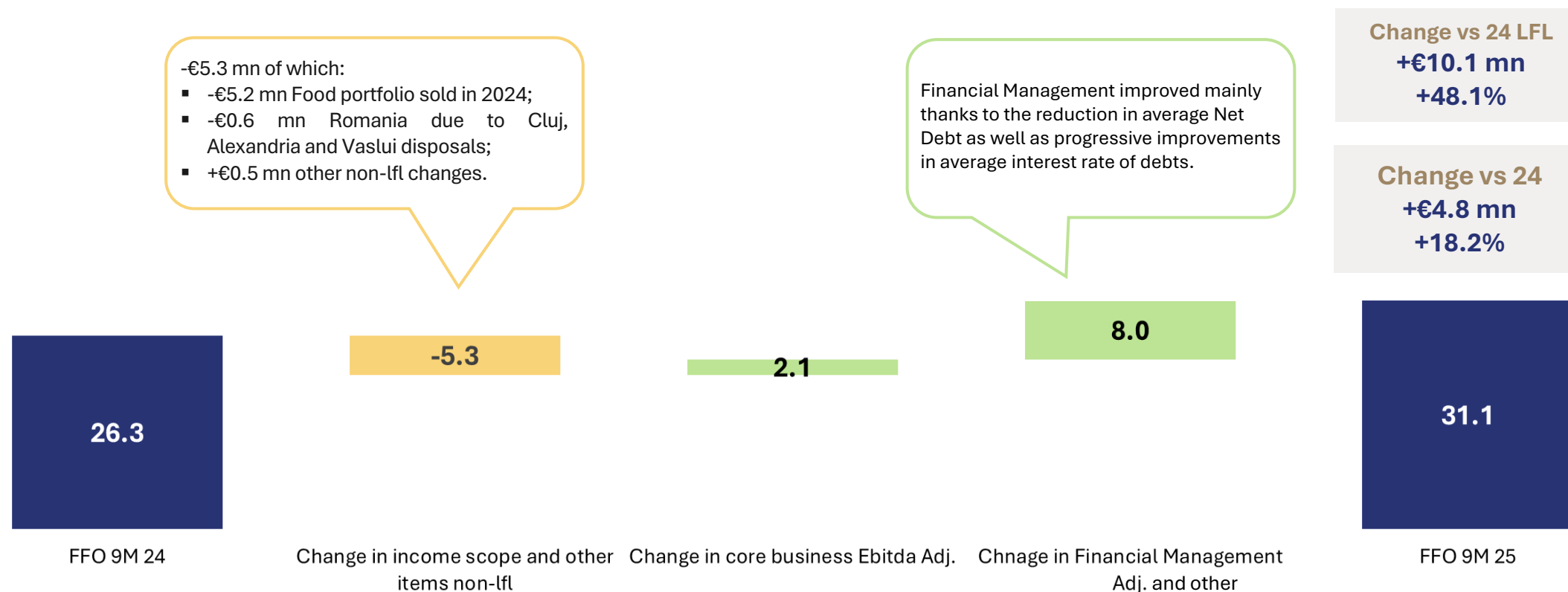
(€ mn)



\*Financial management adj: net of IFRS16 and IFRS9, non-recurring charges (it includes quota of the over the par redemption of bonds)  
Some figures may not add up due to rounding

# FFO

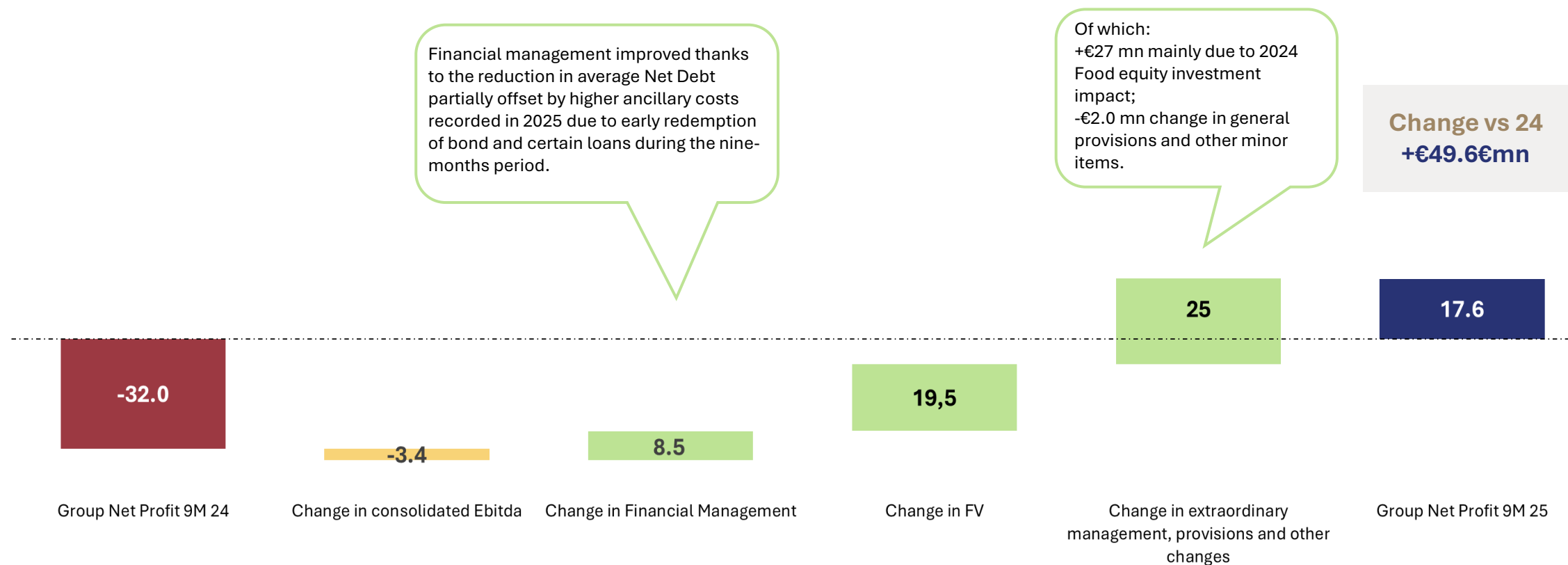
(€ mn)



The improvement in financial management and in core business LFL more than offset the impact of disposal

# Group Net Profit

(€ mn)



## New Bond

Orders from both Italian and foreign institutional investors for over 1.35 billion euros at peak



### NEW SENIOR UNSECURED GREEN BOND

- **Eur 300,000,000**
- **5 years tenor**
- **Maturity November 4<sup>th</sup>, 2030**
- **Annual coupon 4.450%**

An amount equal to the net proceeds from this issuance were used to refinance green projects in the «Green Buildings» category under the IGD's Green Financing Framework, previously financed through bank mortgage borrowings..



**Funding sources diversified**



**Net Financial Position mix rebalanced between bank debt and capital markets**



**Maturity profile further extended**



**Average interest rate of debt reduced**

# Net Financial Position as of 09/30/2025



| 12/31/2024 |                      | 09/30/2025 | Post Bond issue |
|------------|----------------------|------------|-----------------|
| 44.4%      | Loan to Value        | 44.0%      |                 |
| 6.0%       | Average cost of debt | 5.3%*      | 5.1%*           |
| 1.8X       | Interest Cover Ratio | 2.0X       |                 |
| 7.9x       | Net Debt/Ebitda      | 8.1x       |                 |

\*Weighted Average Interest Rate of the debts towards banks and other lenders

# Group's Maturities Profile

Nominal debt due to banks and other sources of finance (€ mn)

Debt maturity as of 09/30/2025

■ Secured bank debt  
■ Unsecured bank debt



Debt maturity post bond issue

■ Secured bank debt  
■ Unsecured bank debt  
■ Bond



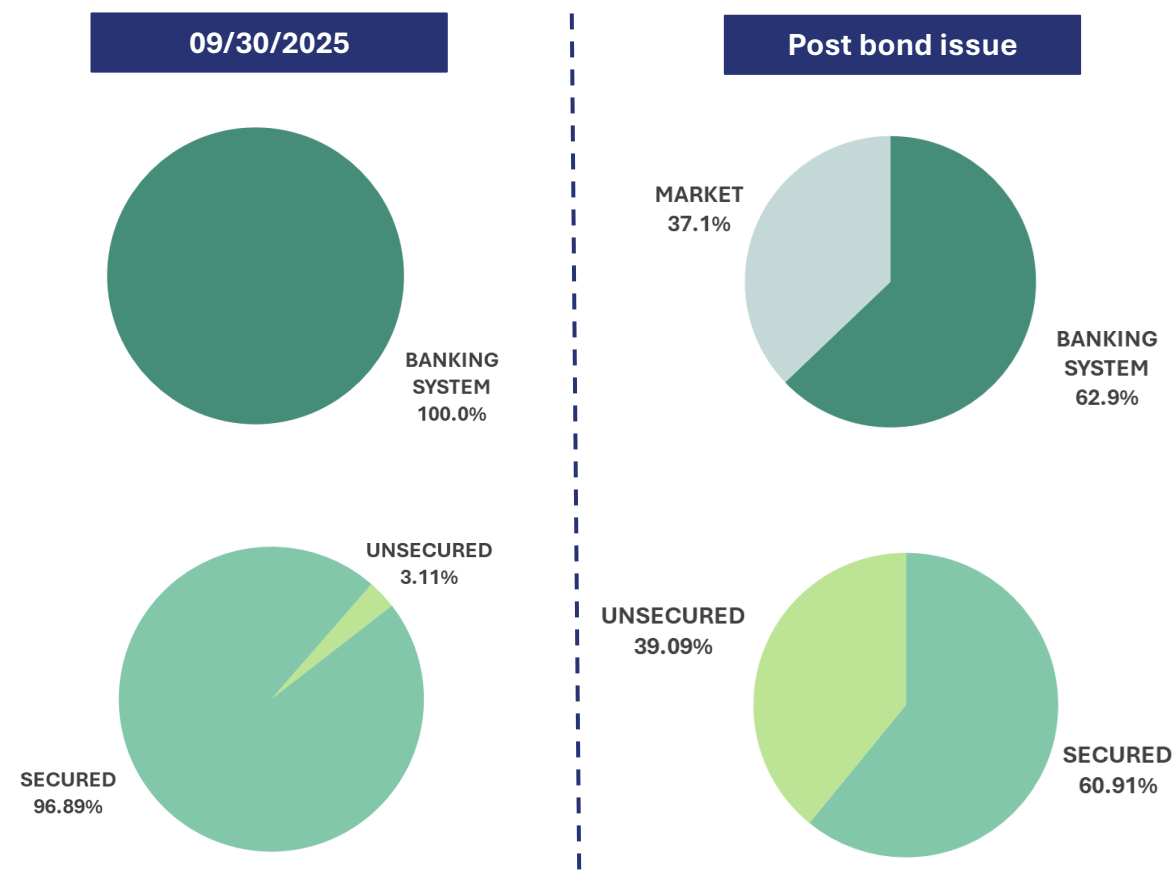
- **Average maturity: 4.9 years post bond issuance ( vs 4.6 years as of 30 September)**
- **Ratings\* confirmed: Fitch BBB- (Stable); S&P BB (Stable)**

\*Latest review Fitch rating - October 2025; latest review S&P rating February 2025

# Additional Financial Highlights and Debt breakdown

|                                              | 6/30/2025 | 9/30/2025 | Pro-forma post bond issue |
|----------------------------------------------|-----------|-----------|---------------------------|
| Gearing ratio                                | 0.83X     | 0.81X     | 0.82X                     |
| Hedging on long term debt                    | 71.9%     | 72.6%     | 84.6%                     |
| M/L term debt quota                          | 95.5%     | 95.3%     |                           |
| Uncommitted credit lines granted             | €20.6 mn  | €20.6 mn  |                           |
| Uncommitted credit lines available           | €20.6 mn  | €11.5 mn  |                           |
| Committed credit lines granted and available | €65 mn    | €65 mn    |                           |
| Unencumbered assets                          | €142.8 mn | €142.8 mn | €676.8 mn                 |

## DEBT BREAKDOWN\*



\*Debt calculated excluding the IFRS16 effect

9M 2025



## BREEAM Certifications

**82%\*** of Italian freehold portfolio is certified with a minimum «**Very Good**» rating



## Photovoltaic

**Contract signed with Edison Next** to install a photovoltaic system at the **Tiburtino Shopping Center**: it will be the largest photovoltaic system installed in IGD shopping centers



## Building Energy Management System

**-20% energy consumption** (May–Sept. '25 vs May–Sept. '24) @**Conè**, first shopping center where the AI-based consumption monitoring system came into operation

IGD  
S110

## Attachments



# Consolidated Financial Statements

(€ mn)

| GROUP CONSOLIDATED                                  |              |              |
|-----------------------------------------------------|--------------|--------------|
|                                                     | CONS_2024    | CONS_2025    |
| Revenues from freehold rental activities            | 93.6         | 89.4         |
| Direct costs from freehold rental activities        | -15.2        | -13.5        |
| <b>Net Rental Income Freehold</b>                   | <b>78.4</b>  | <b>75.9</b>  |
| Revenues from leasehold rental activities           | 7.1          | 7.0          |
| Direct costs from leasehold rental activities       | -0.3         | -0.3         |
| <b>Net Rental Income Leasehold</b>                  | <b>6.8</b>   | <b>6.7</b>   |
| <b>Net Rental Income</b>                            | <b>85.2</b>  | <b>82.6</b>  |
| Revenues from services                              | 6.2          | 6.8          |
| Direct costs from services                          | -4.4         | -5.2         |
| <b>Net Service Income</b>                           | <b>1.8</b>   | <b>1.6</b>   |
| HQ Personnel                                        | -5.6         | -5.8         |
| G&A Expenses                                        | -3.7         | -3.9         |
| <b>CORE BUSINESS EBITDA (Operating Income)</b>      | <b>77.7</b>  | <b>74.5</b>  |
| <i>Core business EBITDA Margin</i>                  | <b>72.8%</b> | <b>72.2%</b> |
| Revenues from trading                               | 0.7          | 1.7          |
| Cost of sale and other cost from trading            | -0.9         | -2.1         |
| <b>Operating result from trading</b>                | <b>-0.2</b>  | <b>-0.4</b>  |
| <b>EBITDA</b>                                       | <b>77.5</b>  | <b>74.1</b>  |
| <i>Ebitda Margin</i>                                | <b>72.1%</b> | <b>70.7%</b> |
| Impairment and FV adjustments                       | -21.3        | -2.4         |
| Change in FV and rights to use IFRS 16              | -5.1         | -4.4         |
| Depreciation and provisions                         | -1.5         | -3.4         |
| <b>EBIT</b>                                         | <b>49.6</b>  | <b>63.9</b>  |
| Financial management                                | -52.1        | -43.6        |
| Non-recurring Management                            | -29.1        | -2.1         |
| <b>PRE-TAX PROFIT</b>                               | <b>-31.5</b> | <b>18.2</b>  |
| Taxes                                               | -0.5         | -0.6         |
| <b>NET PROFIT FOR THE PERIOD</b>                    | <b>-32.0</b> | <b>17.6</b>  |
| Profit/Loss for the period related to third parties | 0.0          | 0.0          |
| <b>GROUP NET PROFIT</b>                             | <b>-32.0</b> | <b>17.6</b>  |

# Reclassified Balance Sheet

(€ 000)

|                                                         | 9/30/2025        | 12/31/2024       | Δ              |
|---------------------------------------------------------|------------------|------------------|----------------|
| Investment property                                     | 1,668,681        | 1,671,834        | (3,153)        |
| Assets under construction and pre-payments              | 2,544            | 2,484            | 60             |
| Intangible assets                                       | 7,251            | 7,481            | (230)          |
| Other tangible assets                                   | 8,378            | 9,037            | (659)          |
| Assets held for sale                                    | 0                | 8,520            | (8,520)        |
| Sundry receivables and other non current assets         | 157              | 140              | 17             |
| Equity investments                                      | 106,185          | 106,005          | 180            |
| NWC                                                     | 5,256            | 4,411            | 845            |
| Funds                                                   | (9,629)          | (10,645)         | 1,016          |
| Sundry payables and other non current liabilities       | (10,396)         | (10,823)         | 427            |
| Net deferred tax (assets)/liabilities                   | (8,996)          | (10,103)         | 1,107          |
| <b>Total uses</b>                                       | <b>1,769,431</b> | <b>1,778,341</b> | <b>(8,910)</b> |
| Total Group's net equity                                | 976,251          | 970,273          | 5,978          |
| Net (assets) and liabilities for derivative instruments | 1,202            | 1,594            | (392)          |
| Net financial position                                  | 791,978          | 806,474          | (14,496)       |
| <b>Total sources</b>                                    | <b>1,769,431</b> | <b>1,778,341</b> | <b>(8,910)</b> |

# Funds From Operation (FFO)

(€ mn)

| Funds From Operation                | CONS_2024   | CONS_2025   | Δ VS 24    | Δ% vs24      |
|-------------------------------------|-------------|-------------|------------|--------------|
| <b>Core Business EBITDA</b>         | 77.7        | 74.5        | -3.2       | -4.1%        |
| IFRS16 Adjustments (Payable leases) | -6.6        | -6.7        | -0.1       | 0.0%         |
| Financial Management Adj.           | -43.9       | -35.9       | 8.0        | -18.2%       |
| Current taxes of the period Adj.    | -0.9        | -0.8        | 0.1        | 0.0%         |
| <b>FFO</b>                          | <b>26.3</b> | <b>31.1</b> | <b>4.8</b> | <b>18.2%</b> |

## Key tenants in Italy 1/2

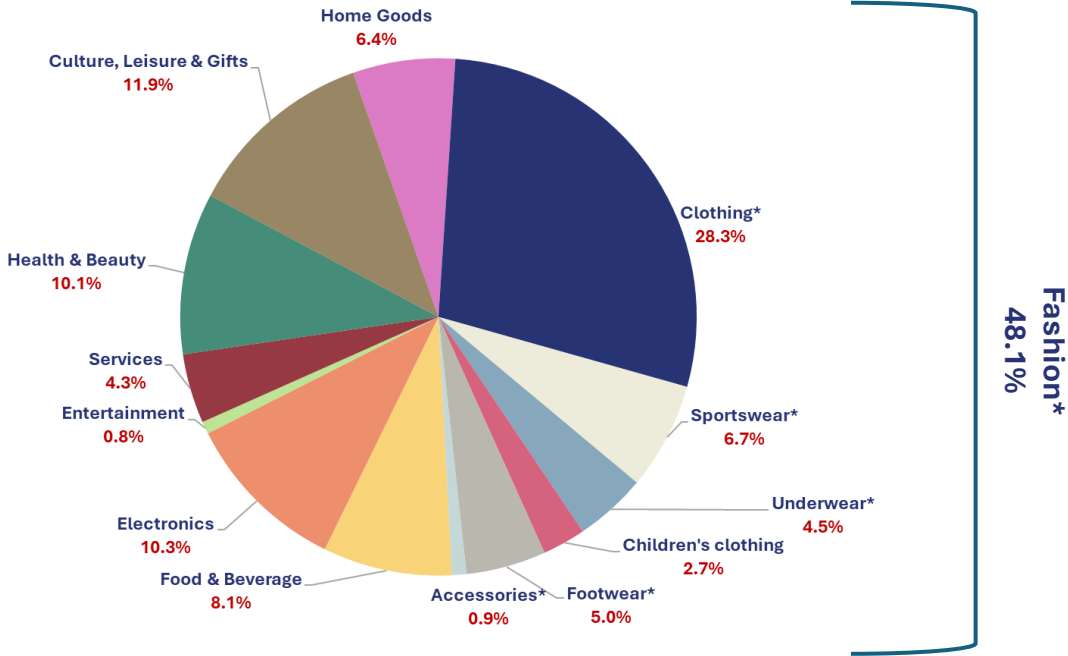
|     | TOP 20 Mall Tenants             | Merchandise category | Turnover impact | Contracts |
|-----|---------------------------------|----------------------|-----------------|-----------|
| 1°  | PIAZZA ITALIA                   | fashion              | 2.5%            | 10        |
| 2°  | OVS                             | fashion              | 2.4%            | 8         |
| 3°  | unieuro                         | electronics          | 2.3%            | 7         |
| 4°  | INDITEX                         | fashion              | 2.1%            | 10        |
| 5°  | BLUESPIRIT GIOIELLI             | jewellery            | 1.8%            | 28        |
| 6°  | TERRANOVA CALLIOPE RINASCIMENTO | fashion              | 1.8%            | 12        |
| 7°  | Stroili Oro GIOIELLERIE         | jewellery            | 1.7%            | 21        |
| 8°  | JD                              | sportswear           | 1.7%            | 9         |
| 9°  | DOUGLAS                         | health & beauty      | 1.6%            | 14        |
| 10° | CALZEDONIA                      | underwear            | 1.5%            | 27        |

|     | TOP 20 Mall Tenants  | Merchandise category | Turnover impact | Contracts |
|-----|----------------------|----------------------|-----------------|-----------|
| 11° | DEICHMANN            | footwear             | 1.5%            | 11        |
| 12° | DECATHLON            | sportswear           | 1.3%            | 3         |
| 13° | pepco®               | fashion              | 1.2%            | 11        |
| 14° | NOTORIOUS CINEMAS    | entertainment        | 1.2%            | 2         |
| 15° | H&M                  | fashion              | 1.2%            | 7         |
| 16° | salmoiraghi & viganò | services             | 1.2%            | 13        |
| 17° | Miroglio Group       | fashion              | 1.1%            | 16        |
| 18° | ORIGINAL MARINES     | children's clothing  | 1.0%            | 17        |
| 19° | KASANOVA®            | home goods           | 1.0%            | 11        |
| 20° | SCARPE & SCARPE      | footwear             | 1.0%            | 3         |

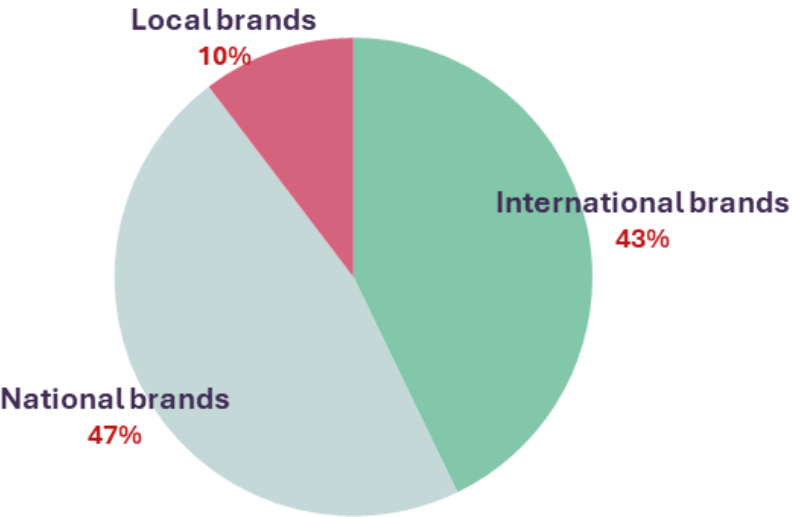
Total impact on mall turnover: 31.1% - Total no. of contracts: 240

# Key tenants in Italy 2/2

## MERCHANDISING MIX



## TENANT MIX

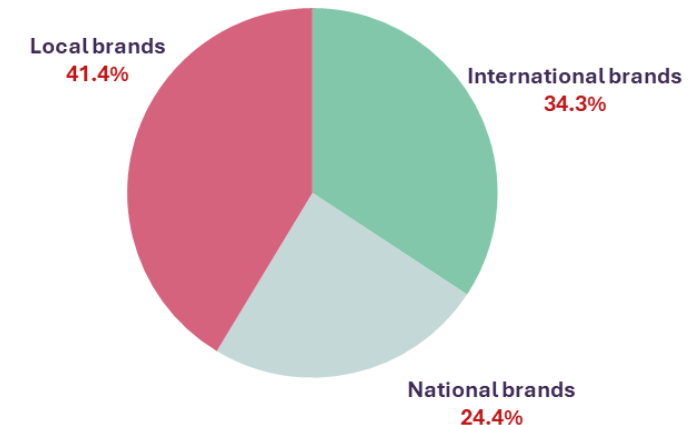
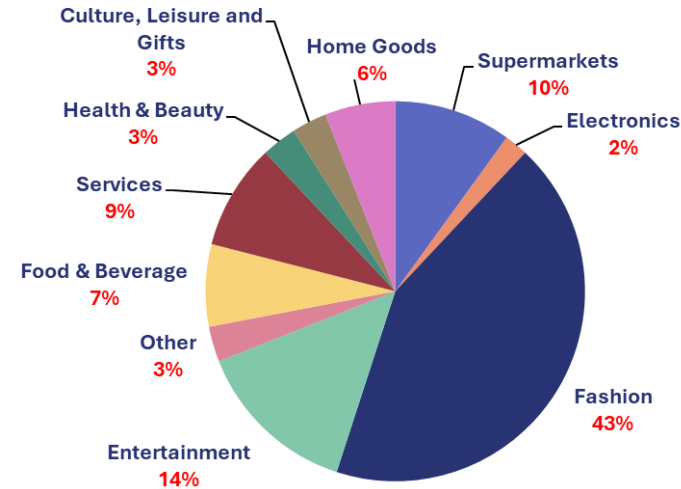


\*Total fashion: 48.1%

## Key tenants in Romania

| TOP 10 Tenants                                                                                            | Merchandise category | Turnover impact | Contracts |
|-----------------------------------------------------------------------------------------------------------|----------------------|-----------------|-----------|
| <b>Carrefour market</b>  | supermarkets         | 10.8%           | 8         |
| <b>H&amp;M</b>                                                                                            | fashion              | 5.4%            | 5         |
| <b>pepco</b> ®                                                                                            | fashion              | 3.9%            | 8         |
| <b>kik</b>                                                                                                | fashion              | 3.3%            | 5         |
| <b>STAYFITGYM</b><br>IT'S YOUR LIFESTYLE                                                                  | leisure              | 2.9%            | 5         |
|  OCPI<br>IAȘI            | offices              | 2.7%            | 1         |
| <b>dm</b>                                                                                                 | drugstore            | 2.5%            | 4         |
| <b>BANCA BT TRANSILVANIA</b>                                                                              | offices - bank       | 2.4%            | 3         |
| <b>Dr.Max<sup>+</sup></b>                                                                                 | health & beauty      | 2.3%            | 3         |
|  <b>KFC</b>            | food & beverage      | 1.7%            | 1         |
| <b>Total</b>                                                                                              |                      | <b>38.0%</b>    | <b>43</b> |

## MERCHANDISING & TENANT MIX



# Contracts in Italy and Romania

## MALLS

**Total contracts: 1,166 in freehold malls**  
 In 9M 2025 **63 renewals** were signed with existing tenants and **70** contracts were signed with **new tenants**.  
**Renewals and relettings of the period represent 8.3% of freehold malls total rent**

## HYPERMARKETS/ SUPERMARKETS

**Total contracts: 8**

## ROMANIA

**Total contracts: 456**  
 In 9M 2025 **238 renewals** were signed with the same tenant **31** contracts were signed with a **new tenant**.

