

9M 2025 RESULTS PRESENTATION

November 11th, 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

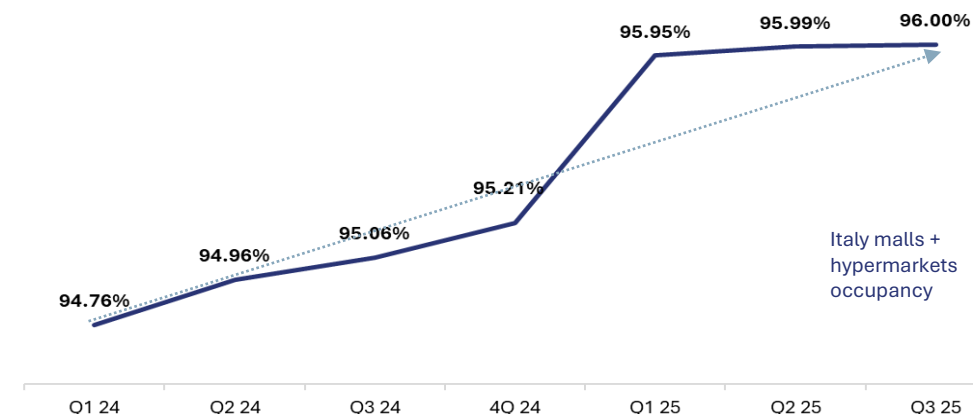
An Effective Leasing Activity



96.0%
Occupancy
Italy*

(Progressive
data -
%)

	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25	Q2 25	Q3 25
Malls + Hypermk Italy	94.76	94.96	95.06	95.21	95.95	95.99	96.0
Malls 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 Italy	1.78	1.82	1.9	2.0	2.0	2.0	2.0
Hypermk 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)

Digital

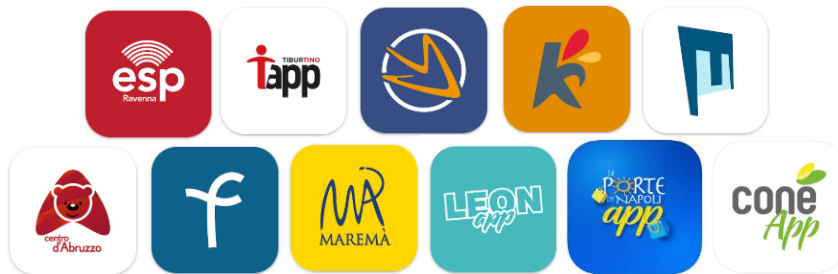
Growth and Consolidation

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

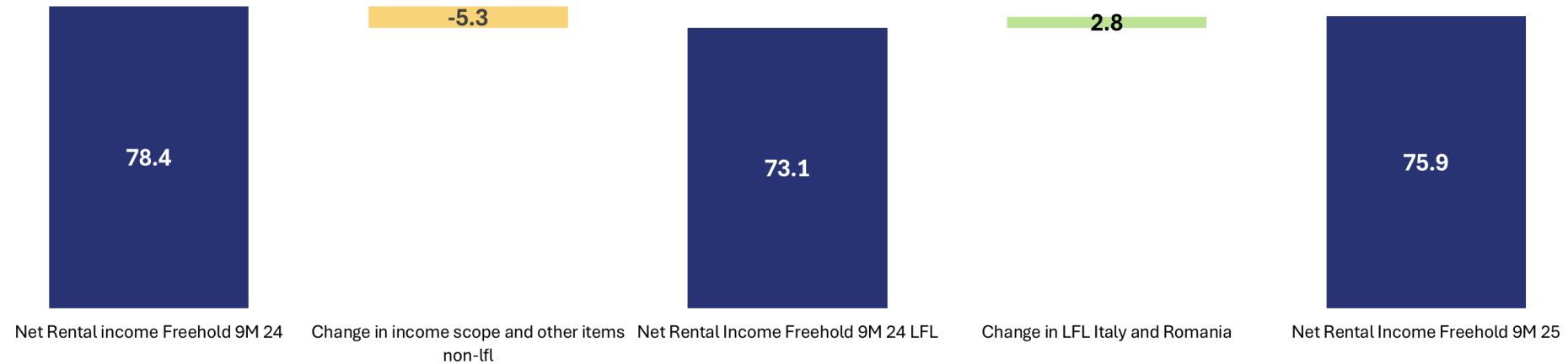
*Ebitda calculated over the rolling 12 months

Net rental Income Freehold

(€ mn)

-€5.3 mn of which:

- -€5.2 mn Food portfolio sold in 2024;
- -€0.6 mn Romania due to Cluj, Alexandria and Vaslui disposals;
- +€0.5 mn other non-lfl changes.



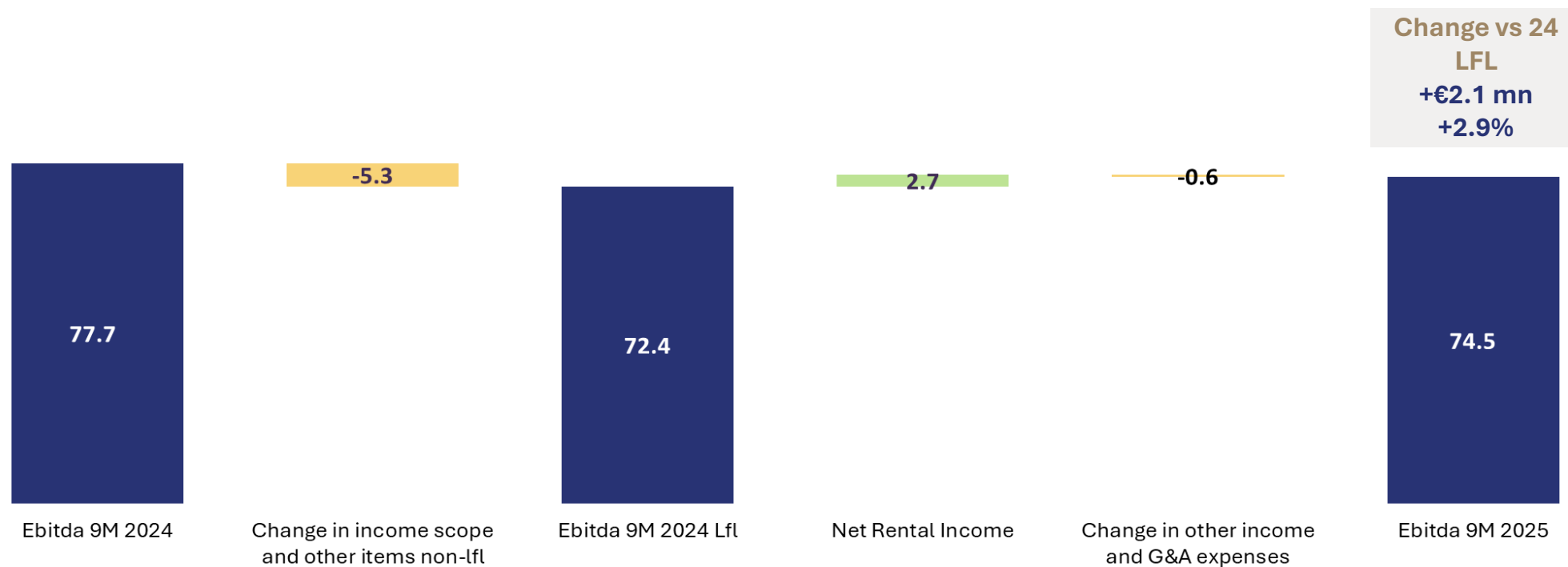
	€mn 2025	Margin on revenues	Change % LFL NRI
NRI Freehold	75.9	84.9%	3.8%
NRI Consolidated	82.6	85.7%	3.3%

Of which:

- +4.4% Italy;
- -2.0% Romania.

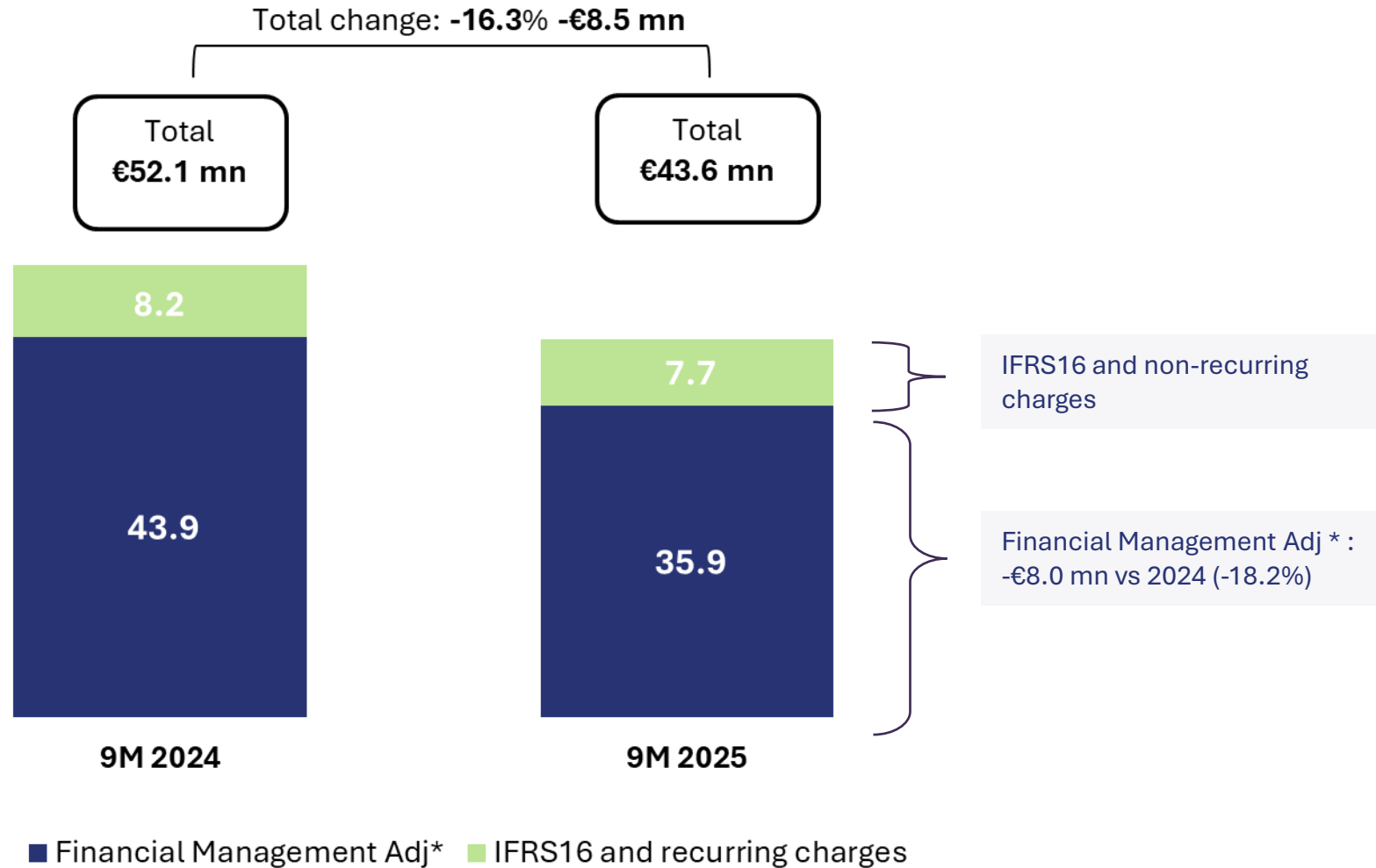
Core Business Ebitda

(€ mn)



Financial Management

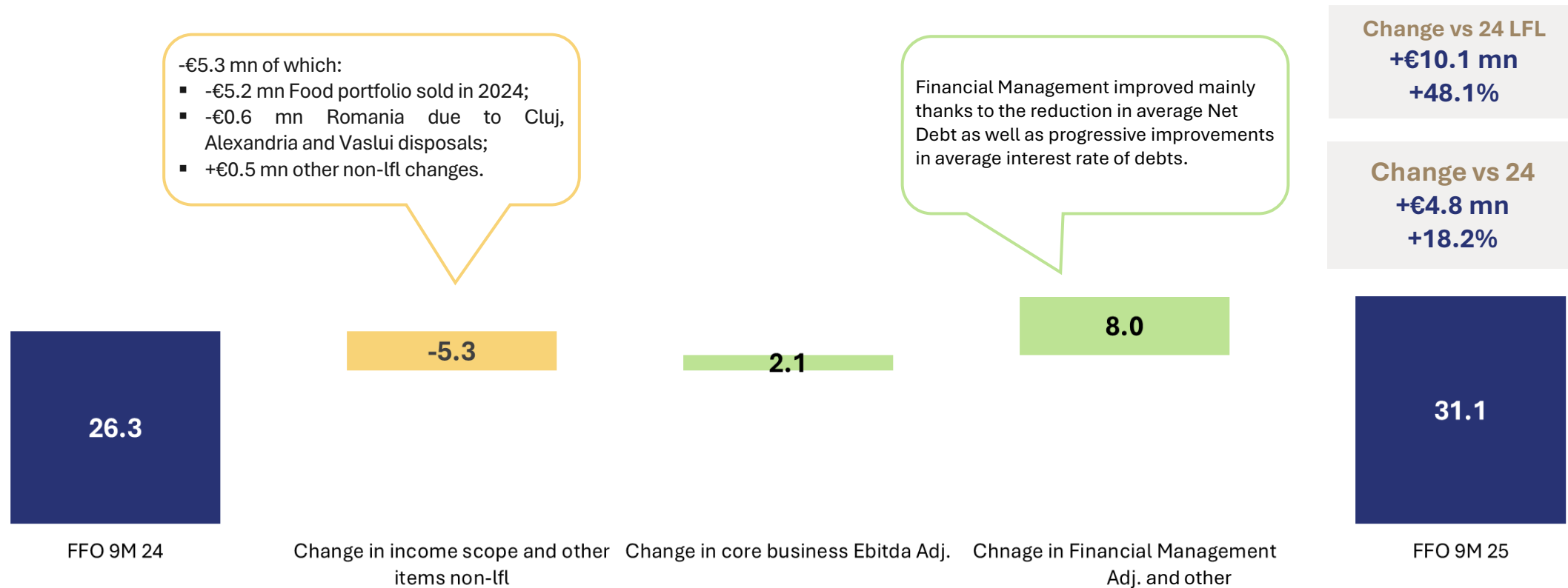
(€ mn)



*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

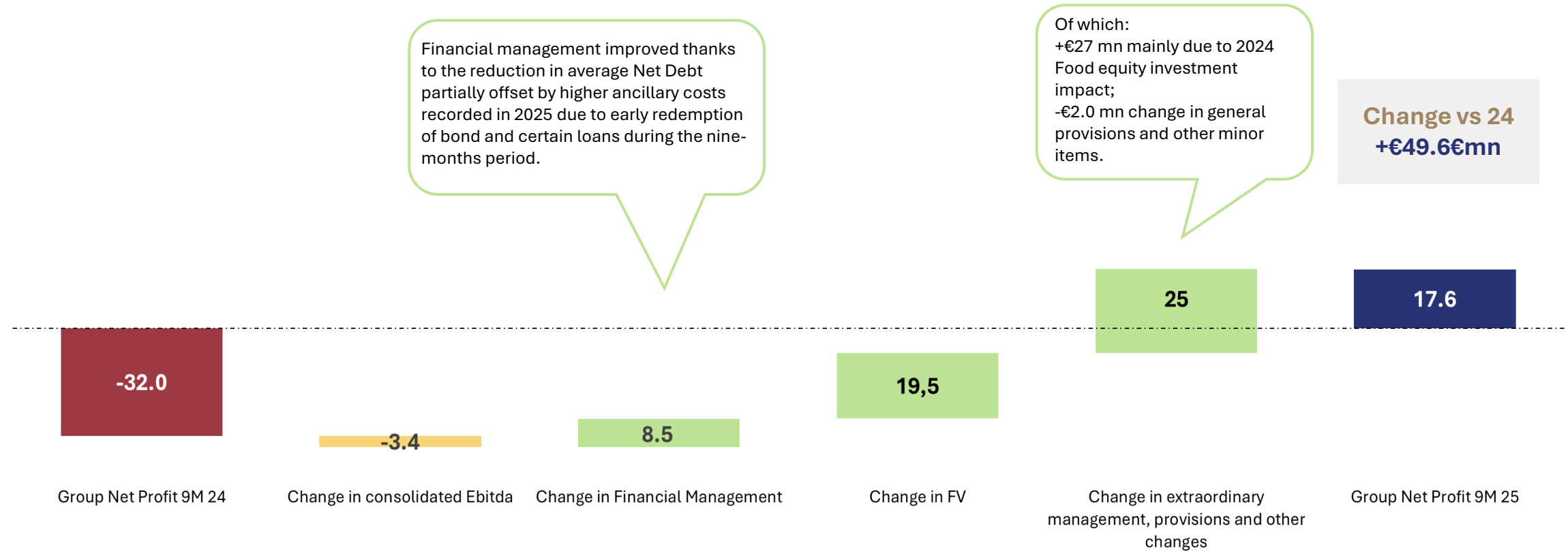
(€ mn)



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 4th, 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	

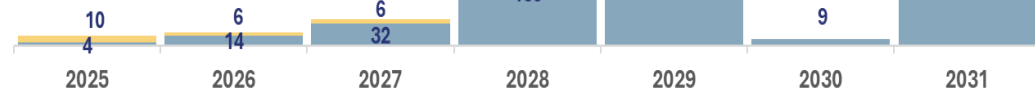
*Weighted Average Interest Rate of the debts towards banks and other lenders

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

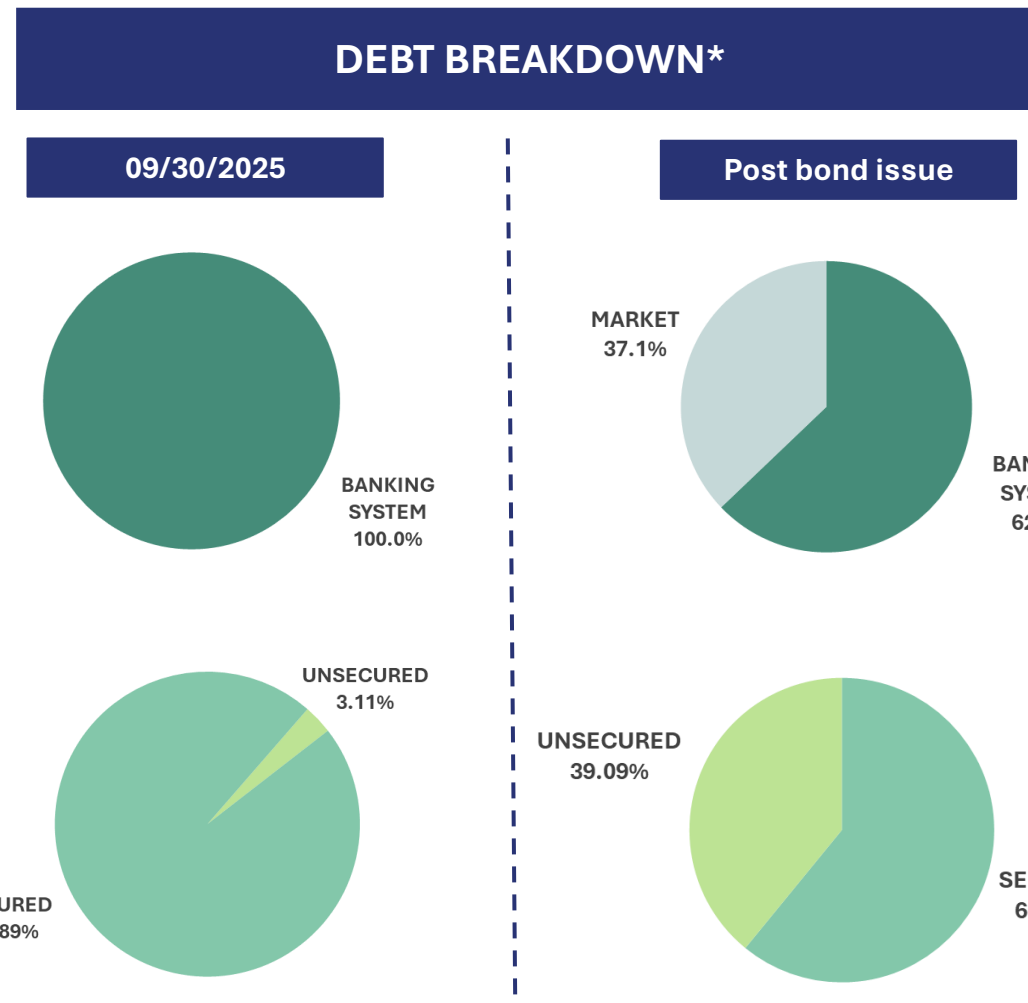
■ Secured bank debt
■ Unsecured bank debt
■ Bond



- **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)**

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 calculated excluding the IFRS16 effect

Sustainability: latest news

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

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
Total uses	1,769,431	1,778,341	(8,910)
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)
Total sources	1,769,431	1,778,341	(8,910)

Funds From Operation (FFO)

(€ mn)

Funds From Operation	CONS_2024	CONS_2025	Δ VS 24	Δ% vs24
Core Business EBITDA	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%
FFO	26.3	31.1	4.8	18.2%

Key tenants in Italy 1/2

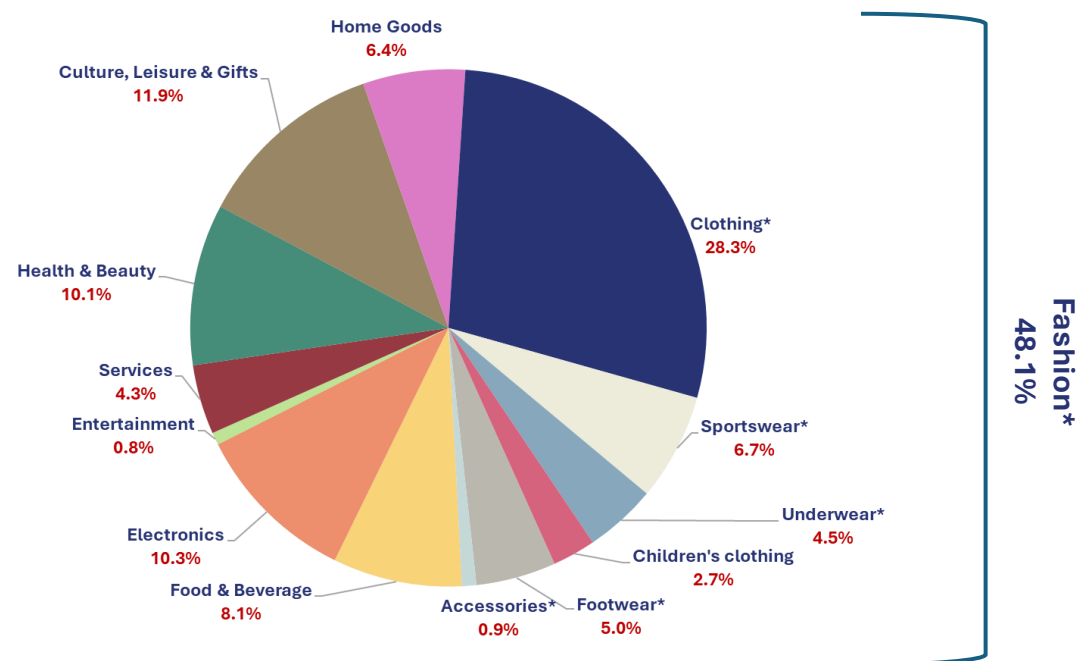
	TOP 20 Mall Tenants	Merchandise category	Turnover impact	Contracts
1°	PIAZZA ITALIA	fashion	2.5%	10
2°	OVS	fashion	2.4%	8
3°	unieuro	electronics	2.3%	7
4°	INDITEX	fashion	2.1%	10
5°	BLUESPIRIT GIOIELLI	jewellery	1.8%	28
6°	TERRANOVA CALLIOPE RINASCIMENTO	fashion	1.8%	12
7°	Stroili Oro GIOIELLERIE	jewellery	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

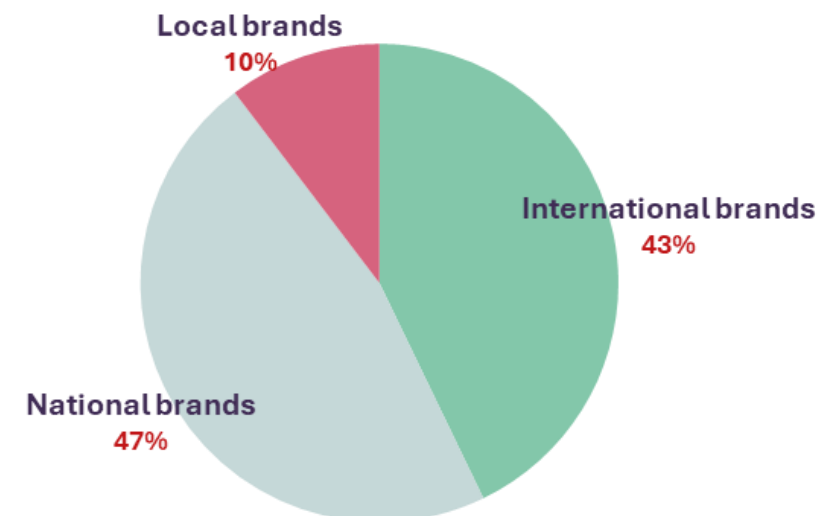
Total impact on mall turnover: 31.1% - Total no. of contracts: 240

Key tenants in Italy 2/2

MERCHANDISING MIX



TENANT MIX

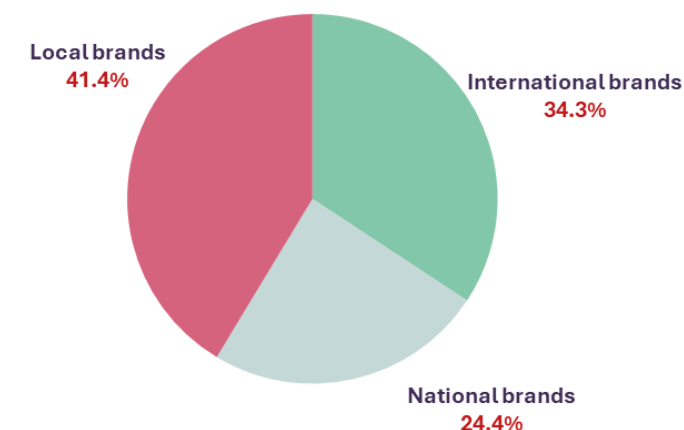
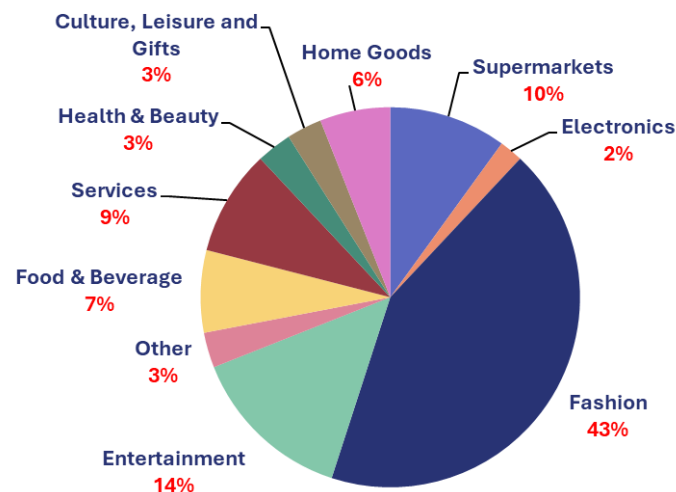


*Total fashion: 48.1%

Key tenants in Romania

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

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**.

