

August 8th, 2024

Financial Results 1H24

Analyst Call

Agenda

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|-----|--------------------------------------|------------------------------|
| 01. | Corrado Peraboni
CEO | Business Performance |
| 02. | Teresa Schiavina
Group CFO | Financial Performance |
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Section 01

Business Performance

Corrado Peraboni
CEO

1. **Business Performance**
2. Financial Performance

1H24 – Results highlights

Double-digit growth on Revenues, improving profitability, best semester in the history of the Group exceeding targets. Steady Q2 in line with expectations characterized by seasonality.

- **Revenues** (+13.2% YoY) mainly in the core business line of Organized Events. Solid performance from Services.
- **Adj. EBITDA Margin** at **27.3%** (+3.4 pp vs 1H23) driven by higher profitability of Organized Events thanks to volume.
- **Net Result** at 20.1 M€ (+ 90.2% YoY) at 15.3% of Revenue.
- **Net Financial Position** at 87.8 M€ increase by 15.9 M€ from 71.9 M€ at FY2023 due to seasonality. Adj. Free Cash Flow at 3.8 M€, improving vs H123.
- **Monetary NFP** at 43.5 M€ (vs 28.7 M€ in FY2023) after 11.7M€ of CapEx and M&A and 4.2M€ of dividends.

1H 2024 Results (M€)

REVENUES	ADJ. EBITDA	ADJ. EBIT	NET RESULT
131.9	36.0	27.8	20.1
+13.2%	+27.3%* (+3.4 pp)	+21.1%* (+4.3 pp)	+15.3%* (+6.2 pp)

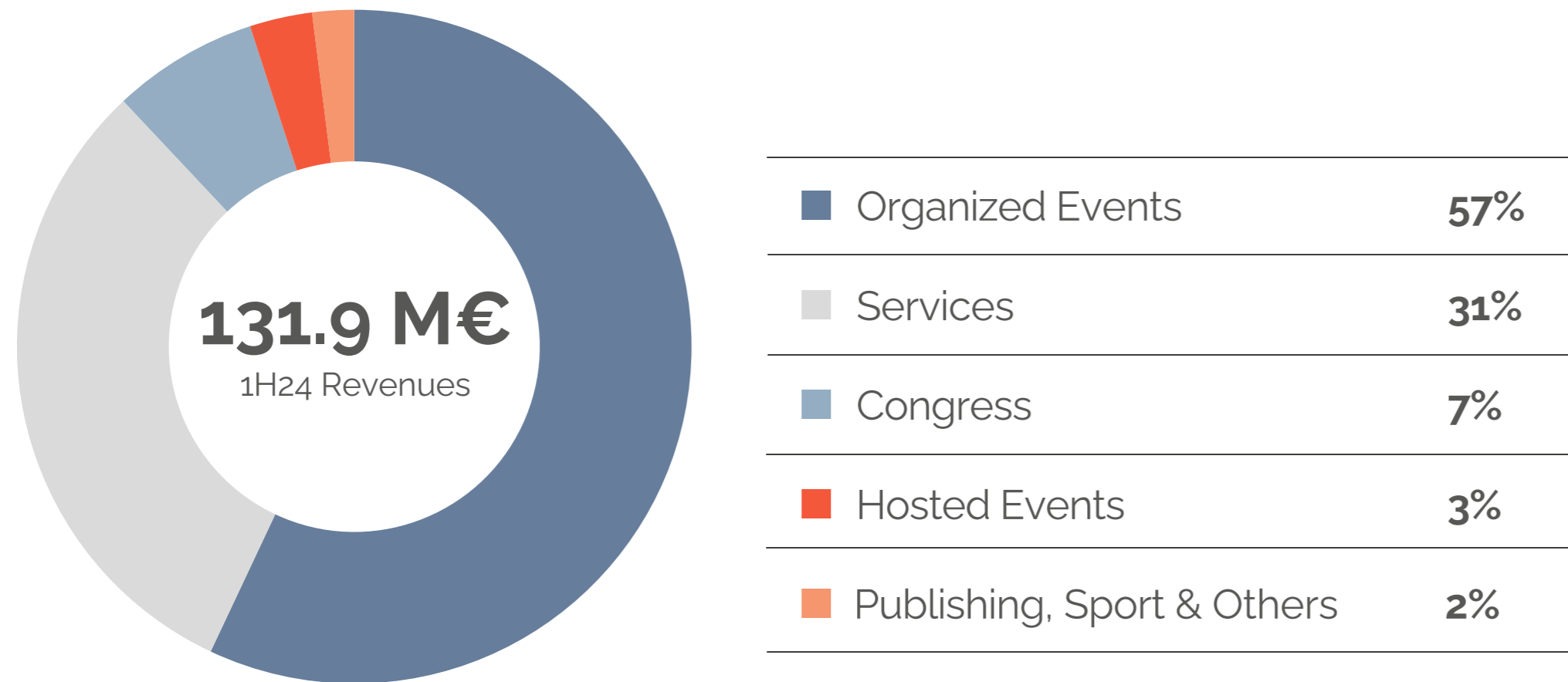
2Q 2024 Results (M€)

REVENUES	ADJ. EBITDA	ADJ. EBIT	NET RESULT
43.0	1.7	(2.2)	(3.2)
+8.8%	+4.0%* (-3.9 pp)	-5.2%* (-3.1 pp)	-7.4%* (+1.0 pp)

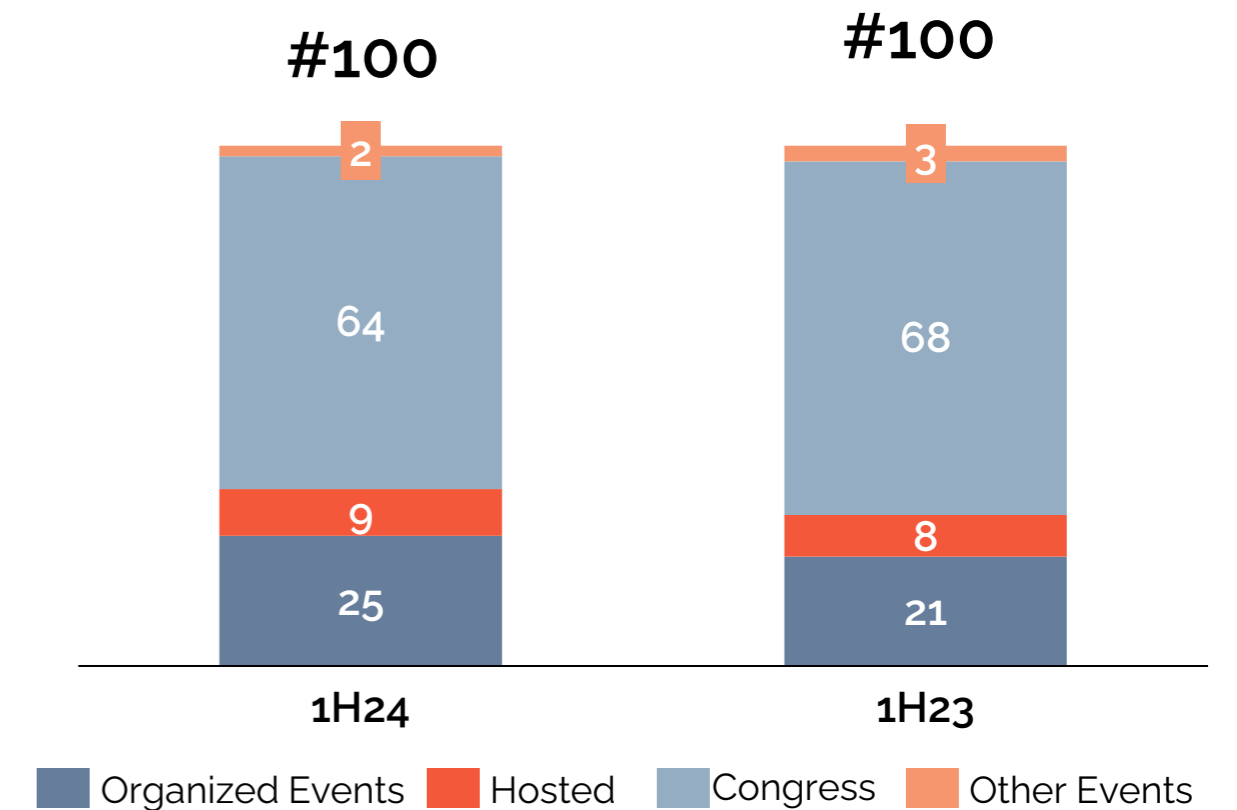
Monetary Net Financial Position € 43.5

1H24 revenues by Business segments

1H24 Revenues by line of Business



Number of Events



→ 57% of Revenues on high profitability line of Organized Events (52% in 2023).

→ Congresses line affected by different calendar.

1H24 Business Update: growing internationalisation

MAJOR INTERNATIONAL EVENTS HELD IN ITALY



- 17th edition, closed
- +41% more attendance than in 2023
- 35% of exhibiting brands from abroad and over 500 top buyers and international delegations from 57 countries



- The 18th edition clocked up over 100 thousand accesses, + 50% of foreign visits
- occupied 170 thousand square metres both indoors and outdoors, filling 28 pavilions, and with 300 exhibiting brands
- international professional nature of the event: 500 appointments on the matching platform and delegations from 25 countries
- More than 2,000 hours of training and 80 events and conferences, 240 events of the RiminiWellness Off



- 43rd edition
- 14% increase in foreign visitors and a 5% overall increase compared to last year's edition
- 400 buyers from 60 countries

MAJOR INTERNATIONAL EVENTS HELD ABROAD



- 13th edition, closed first under IEG
- 150 exhibitors, 7,000 professional visitors



- The 3rd edition, closed with 200 exhibitors
- 8,000 professional visitors



- The 2nd edition
- 100 brands and dozens of excellent Italian artisan dolce foodservice companies

2Q24 Corporate Update

New financing agreement ESG linked of 70 €M million aimed at supporting the investments envisaged in the Plan



- pool of primary financial institutions: Crédit Agricole Italia S.p.A. (Agent bank and ESG agent), Banco BPM S.p.A., Bper Banca S.p.A., Cassa Depositi e Prestiti S.p.A.
- The cost of financing is linked to on the achievement of specific sustainability objectives aligned with the commitments that the company declared in the Strategic Plan 2023-2028.



Dividend have been paid in May

- 0.14 cents per share.



Changes in the shareholding structure

- **Amber Capital Italia SGR S.p.A** announced that it holds **more than 10% of the share capital** and 6% of the voting rights of IEG.



Acquisition of the Expo InfraFM fair in Brasil

- Entering in the **facility management** market, **a new industry for IEG**
- The **sector generates € 70 billion** considering only the domestic market



Take over the management of Smart City Business Brazil, a leading event promoting the development of smart cities in Brazil

- This event **creates synergies with recent acquisitions in Brazil: MundoGeo**, which aggregates drones, space and geolocation, and **Expo InfraFM**, which provides facilities, logistics, construction and industrial maintenance services

Strategic Plan 2023-2028: execution well on track on expansion investment and ESG plan

Feb 2024



Kick off investment plan on the venues

Apr 2024



New **ESG linked loan of 70 €M aimed at supporting the investments** envisaged in the Plan

May 2024



Sustainability Committee have been established (4 board members)

June 2024



Installation of the 3 temporary pavilions (3,600 smn) and will be ready for Vicenzaoro September

July 2024



ESG Committee have been established (10 members from the IEG Group)

IEG has committed to 15 ESG targets by 2028 to provide a long-term perspective and orient IEG's commitment to the environment, people and the communities in which it operates.

Environment



Reduce the environmental impact of exhibitions and congresses and their set-up by facilitating access through forms of sustainable mobility and safeguarding assets from the effects of climate change.

- **The Group is working on a decarbonization plan according to the standards required by The Net Zero Carbon Event, including the identification of targets for key figures to achieve this goal.**

Social



Create value for people and the communities in which IEG operates by capitalizing on the unique expertise of the trade fair and congress sector.

- **Renewal of the supplementary contract that reinforced:**
 - **work life balance measures** (increase % part time, optional maternity supplement, paternity leave hours, senior permits hours);
 - **purchasing power for some institutions** (meal vouchers, collective and individual bonuses).

Governance



Guarantee ethical business management focused on sustainability, thanks to the involvement of key players in the supply chain.

- **A governance model has been defined for sustainability** (Sustainability Committee and ESG Committee);
- **ESG targets included in the Performance Management System for IEG employees and Top Management**



In June, **IEG** again **participated in the "Integrated Governance Index" (IGI), an ESG index** that measures the integrated sustainability of companies, promoted by the ET. Group, **improving its ranking by 48%** compared to last year.

Section 02

Financial Performance

Teresa Schiavina
Group CFO

1. Business Performance
2. **Financial Performance**

1H24 Income Statement

Revenues

→ At 131.9 M€, +13.2% vs 1H23 mainly organic (14M€ | 94% of change) due to the organic component driven by the greater volumes of the organized events.

Contribution margin

→ At 58.5M€, +18.7% improving + 2.1 pp vs 1H23 thanks to increasing volume.

Adjusted EBITDA

→ At 27.3% (+3.4 pp YoY), mainly thanks to volume and to the to positive pricing.

Adjusted EBIT

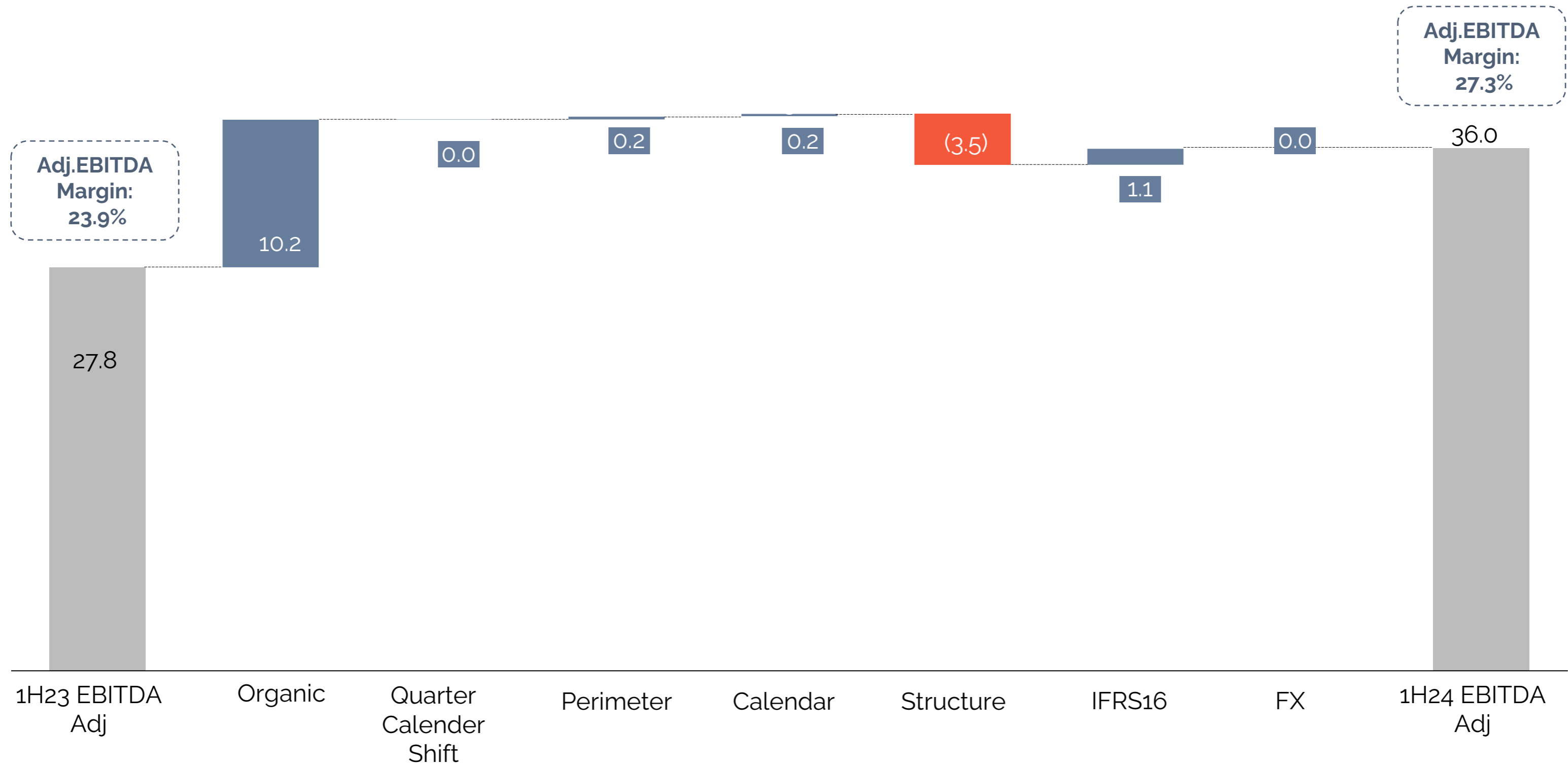
→ At 21.1% (+4.3 pp YoY), at 27.8 M€, improving by 8.2 M€.

Net Result

→ At 20.1 M€ (15.3%), improving by 9.5 M€.

	1H 2024	%	1H 2023	%	Var.	%
Revenues	131.9		116.6		15.3	+13.2%
Operating costs	(73.4)	-55.6%	(67.3)	-57.7%	(6.1)	+9.1%
Contribution Margin	58.5	44.4%	49.3	42.3%	9.2	+18.7%
Personnel	(23.8)	-18.1%	(20.4)	-17.5%	(3.5)	+17.1%
<i>Not recurring EBITDA items</i>	1.4	1.0%	(1.1)	-1.0%	2.5	<-100%
Adjusted EBITDA	36.0	27.3%	27.8	23.9%	8.2	+29.5%
D&A and w/off	(8.2)	-6.2%	(8.8)	-7.5%	0.5	-6.2%
<i>Not recurring EBIT items</i>	0.0	0.0%	0.6	0.5%	(0.6)	-100.0%
Adjusted EBIT	27.8	21.1%	19.6	16.8%	8.2	+41.9%
<i>Not recurring items</i>	(1.4)	-1.0%	0.6	0.5%	(1.9)	<-100%
Net Financials	(2.8)	-2.1%	(4.3)	-3.7%	1.5	-35.0%
Profit before Tax	23.6	17.9%	15.8	13.6%	7.8	+49.3%
Taxes	(3.5)	-2.7%	(5.2)	-4.5%	1.7	-33.2%
Net Result	20.1	15.3%	10.6	9.1%	9.5	+90.2%

1H24 vs 1H23 EBITDA bridge



1H24 Balance Sheet

Net Invested Capital

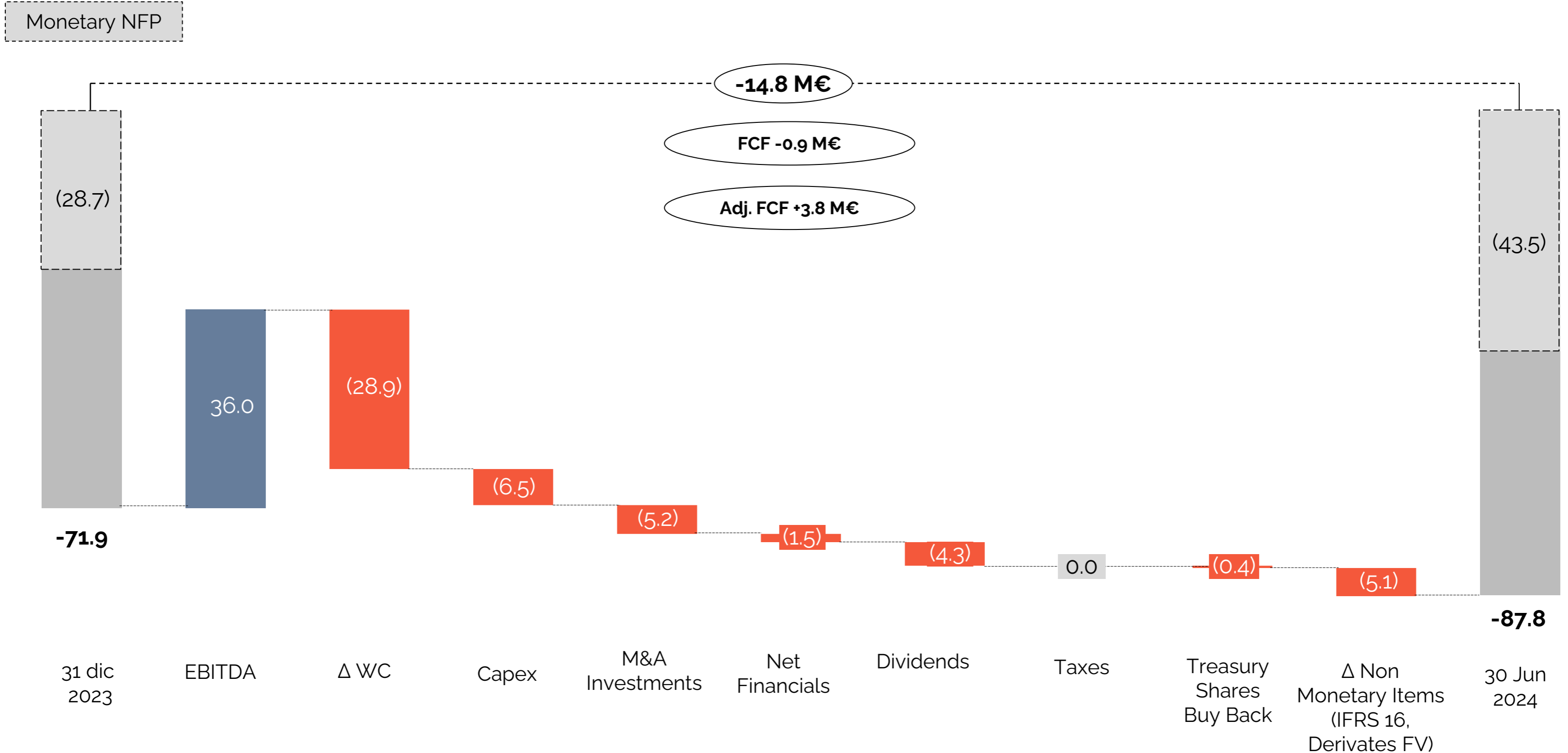
- **Fixed Assets** increases as effect of the capex of the period.
- **NWC** negative at 42.8 M€ affected by typical seasonality of business in H1.

Net Financial Position


- At 87.8 M€ after 11.7M€ of CapEx and M&A and 4.2M€ of dividends.

	Jun-2024	Dec-2023	Change	%
Total Fixed Assets	263.6	259.0	4.6	1.8%
Trade receivables	42.3	31.0	11.3	36.3%
<i>% on 12m rolling sales</i>	<i>18.6%</i>	<i>14.6%</i>	<i>4.0%</i>	
Inventories	0.7	0.8	(0.1)	-13.7%
<i>% on 12m rolling sales</i>	<i>0.3%</i>	<i>0.4%</i>	<i>-0.1%</i>	
Trade payables	(42.9)	(43.3)	0.4	-0.9%
<i>% on 12m rolling sales</i>	<i>-18.9%</i>	<i>-20.4%</i>	<i>1.5%</i>	
Trade Working Capital	0.1	(11.5)	11.5	-100.5%
<i>% on 12m rolling sales</i>	<i>0.0%</i>	<i>-5.4%</i>	<i>5.4%</i>	
Other Current Assets/Liabilities	(42.8)	(55.8)	13.0	-23.3%
Net Working Capital	(42.8)	(67.3)	24.6	-36.5%
<i>% on 12m rolling sales</i>	<i>-18.8%</i>	<i>-31.7%</i>	<i>12.9%</i>	
Other Non-Current Assets/Liabilities	(8.6)	(13.1)	4.4	-34.0%
Net Invested Capital	212.2	178.6	33.6	18.8%
Net Financial Position	87.8	71.9	15.9	22.1%
Net Equity	124.4	106.7	17.7	16.6%
Total Sources	212.2	178.6	33.6	18.8%

1H24 vs FY23 NFP bridge



Outlook FY24

	1H 2024	FY 2024E Strategic Plan	FY 2024 New	Target 2028 
Revenues	131.9 €M	234/239 €M	240/244 €M	~ 323 €M CAGR: 9% 2023 - 2028
ADJ. EBITDA Margin	36 €M 27.3%	56/58 €M 24%	60/63 €M 25%	~ 90 €M 28% CAGR: 13% 2023 - 2028
NFP	87.8 €M	66/70 €M	67/71 €M	~ 3 €M
Monetary NFP	43.5 €M	26/30 €M	27/31 €M	(19) €M

