



## 1Q 2020 RESULTS

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CONFERENCE CALL - May 12<sup>th</sup>, 2020

**ITALIAN  
EXHIBITION  
GROUP**  
Providing the future



KEY FINANCIALS (M€)	1Q20	1Q19	% change
Revenues	60.4	67.3	-10.2%
EBITDA	23.4	25.3	-7.7%
<i>% EBITDA margin</i>	38.7%	37.6%	
EBIT	18.8	21.1	-11.0%
<i>% EBIT margin</i>	31.0%	31.3%	
Net Income	11.9	13.1	-9.7%
<i>% Net Income margin</i>	19.6%	19.5%	
Minority Interests	0.5	0.7	-20.8%
Parent Company	11.3	12.4	-9.1%

	31/3/19	31/12/19	31/3/20
NFP	107.6	104.5	106.8
"Monetary" NFP (*)	55.9	53.2	55.3

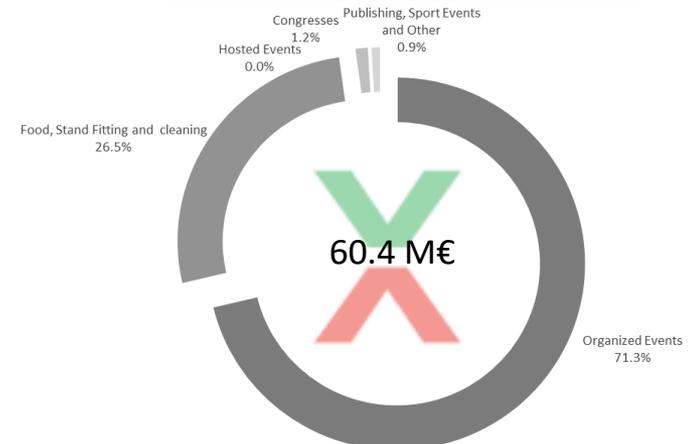
\*NFP without debts from IFRS16, Put Options, MTM/Fair value Interest Rate Swap

*Please note:  
the percentage  
changes in this  
document are  
calculated on  
€/1000  
amounts, even  
when they are  
shown in  
€/million*

### IFRS16 Leases Impact

EBITDA	1.0
EBIT	0.1
Net Results	-0.0
NFP	28.5

## Revenues Breakdown



### NUMBER OF EVENTS

	1Q20	1Q19	change
Organized Events	8	13	-5
Hosted Events	1	3	-2
Congress Events	12	32	-20
Other Events	0	0	+0
<b>Total Events</b>	<b>21</b>	<b>48</b>	<b>-27</b>

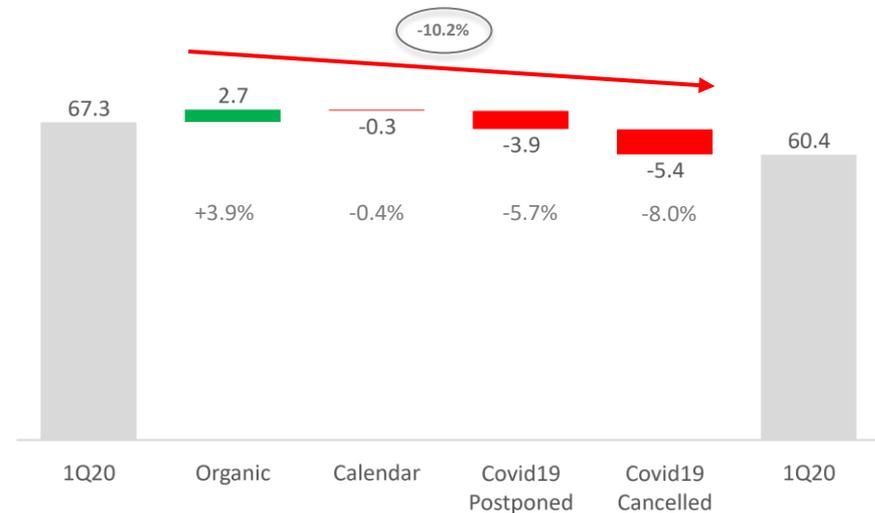
## REVENUES BY BUSINESS LINES (M€)

	1Q20	1Q19	change YoY	% change YoY	Change							
					Organic		Calendar		COVID19 postponed		COVID19 cancelled	
Organized Events	43.1	45.9	(2.8)	(6.2%)	2.4	5.1%	(0.2)	(0.5%)	(3.4)	(7.4%)	(1.6)	(3.5%)
Hosted Events	0.0	0.1	(0.1)	(85.7%)	(0.0)	(21.6%)	(0.1)	(64.0%)	0.0	0.0%	0.0	0.0%
Congress Events	0.8	2.5	(1.8)	(70.0%)	0.0	0.0%	0.0	0.0%	0.0	0.0%	(1.8)	(70.0%)
Food, Stand Fitting and Cleaning	16.0	18.2	(2.2)	(12.0%)	0.3	1.6%	0.0	0.0%	(0.5)	(2.6%)	(2.0)	(11.0%)
Publishing, Sport Events and Other	0.6	0.5	0.0	6.4%	0.0	6.4%	0.0	0.0%	0.0	0.0%	0.0	0.0%
<b>Total Revenues</b>	<b>60.4</b>	<b>67.3</b>	<b>(6.9)</b>	<b>(10.2%)</b>	<b>2.7</b>	<b>3.9%</b>	<b>(0.3)</b>	<b>(0.4%)</b>	<b>(3.9)</b>	<b>(5.7%)</b>	<b>(5.4)</b>	<b>(8.0%)</b>

## CHANGE REASONS

- **Organic, +3.9%:** great performances of January's and February's Organized Events, especially Sigep, VO January and Beer&Food Attraction.
- ❌ **Calendar, -0.4%:** a minor organized event have been moved to Autumn; biennial impact on hosted events.
- ❌ **Covid19 - postponed events, -5.7%:** impact due to changes in the scheduling of some events and conferences from 1<sup>st</sup> quarter to Autumn 2020. Effects on catering and stand fitting arise from the relocation of both IEG's and other organizers' events.
- ❌ **Covid19 – cancelled events, 8.0%:** impact due to the cancellation of events planned in 2020 that could not be relocated to other periods in the same year

## CHANGE YoY IN REVENUES (M€)



**ORGANIZED EVENTS**  
Revenues (M€)



→ Total Change  
- - - -> Organic Change

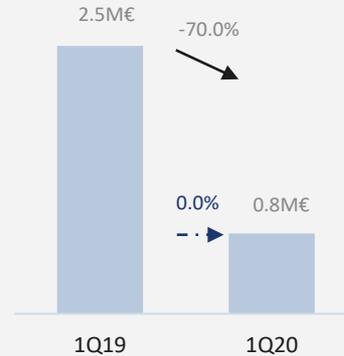
calculated on organic change

**Breakdown:**

- Price (area) Effect: ▲ +1.1%
- Volume (sqm) Effect: ▲ +2.0%
- Volume (mix services) Effect: ▲ +2.0%
- Calendar Effect: ▼ -0.5%
- Covid19 Effect: ▼ -10.9%

	Total	Organic
Exhibitors	<span style="color: red;">▼</span> -17.7%	<span style="color: green;">▲</span> 6.5%
Visitors	<span style="color: red;">▼</span> -16.7%	<span style="color: red;">▼</span> -1.6%

**CONGRESS EVENTS**  
Revenues (M€)



→ Total Change  
- - - -> Organic Change

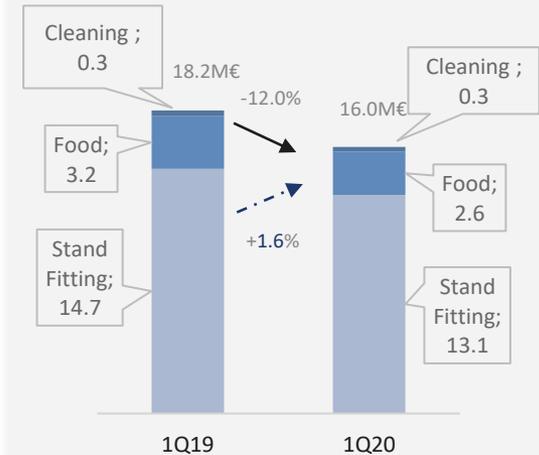
- Heavy impact of «Covid19 Emergency» on Congress events. No event was held in March, one of the most attractive months for this business;
- 8 confirmed events have been cancelled.



**SERVICES**  
Revenues (M€)



**Food, Stand Fitting and Cleaning**



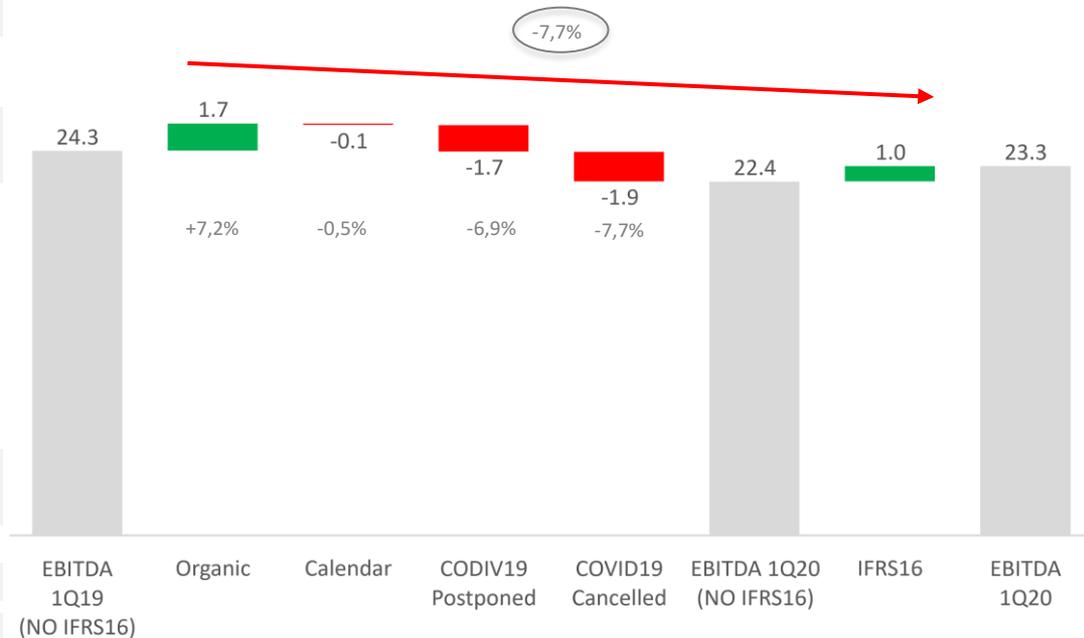
→ Total Change  
- - - -> Organic Change

- “Stand fitting” business suffered most from the lockdown measures because of their widespread activities (in particular Europe and US), though US’s ones started later
- Also “Food” business have been impacted, both on “captive” business and “non-captive” activities (eg: banqueting)

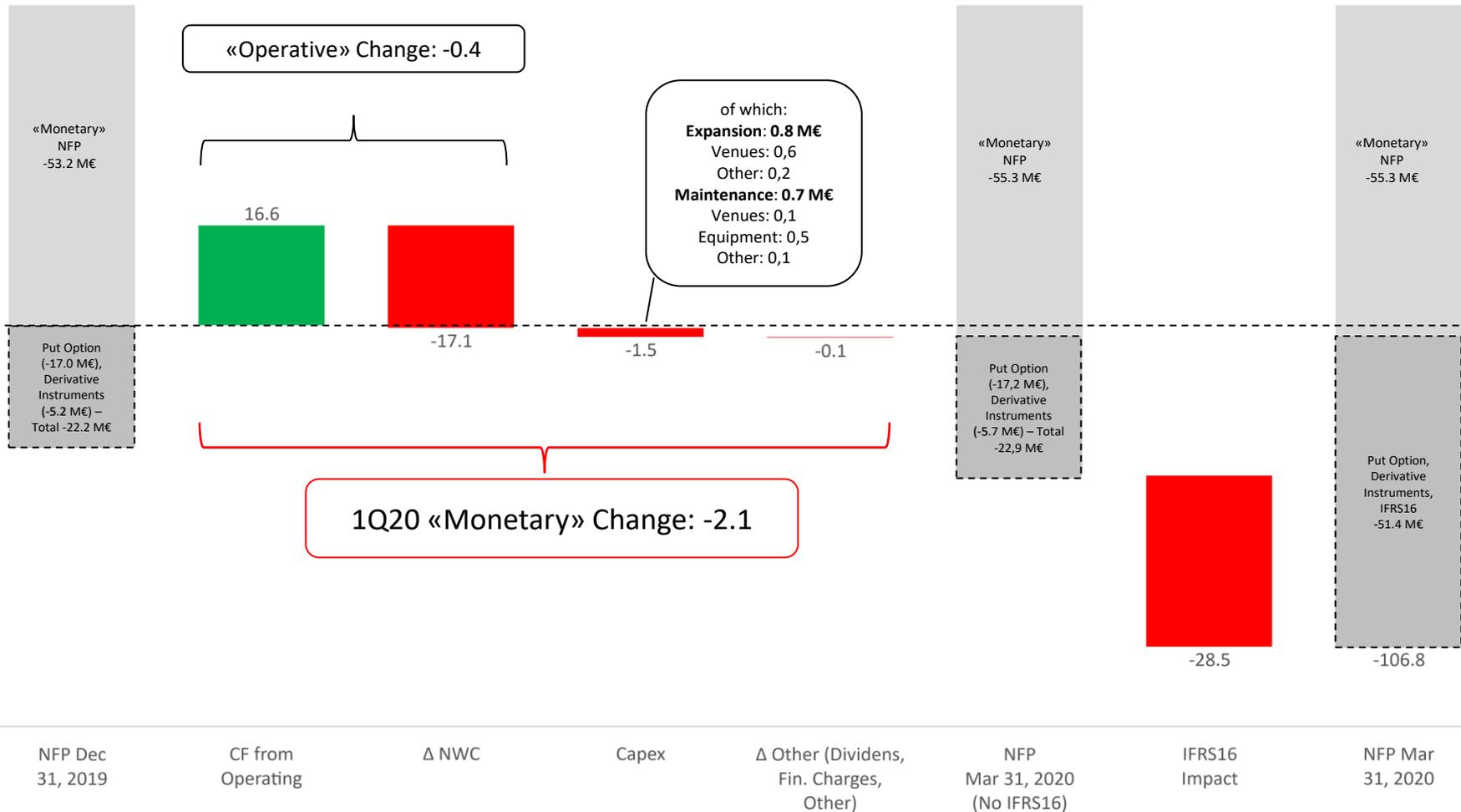
Income Statement (M€)	1Q20	1Q19	% change
Revenues	60.4	67.3	-10.2%
Operating costs	(28.4)	(32.9)	-13.7%
Personnel	(8.6)	(9.0)	-4.6%
<b>EBITDA</b>	<b>23.4</b>	<b>25.3</b>	<b>-7.7%</b>
<i>% Ebitda Margin</i>	38.7%	37.6%	
Amortisation	(4.3)	(4.0)	+8.1%
Depreciation & Provision	(0.3)	(0.2)	+19.5%
<b>EBIT</b>	<b>18.8</b>	<b>21.1</b>	<b>-11.0%</b>
<i>% Ebit Margin</i>	31.0%	31.3%	
Equity Investements Results	0.0	0.0	na
Financial Results	(1.3)	(1.6)	-17.7%
<i>Financial Revenues (Charges)</i>	(0.6)	(0.5)	+22.8%
<i>Changes in IRS MTM</i>	(0.2)	(0.6)	-64.3%
<i>IFRS16 Financial Charges</i>	(0.2)	(0.2)	na
<i>Financial charges on PUT Options</i>	(0.3)	(0.3)	+3.2%
<i>Gain/(Losses) on Foreign Exchange</i>	(0.0)	(0.0)	-86.9%
<b>Profit before Tax</b>	<b>17.4</b>	<b>19.4</b>	<b>-10.4%</b>
<i>% PBT Margin</i>	28.8%	28.9%	
Taxes	(5.6)	(6.3)	-11.9%
<i>Tax rate</i>	31.9%	32.5%	
<b>Net income</b>	<b>11.9</b>	<b>13.1</b>	<b>-9.7%</b>
<i>% Net Income Margin</i>	19.6%	19.5%	
<i>of which:</i>			
Minority Interests	0.5	0.7	-20.8%
<b>Parent Company</b>	<b>11.3</b>	<b>12.4</b>	<b>-9.1%</b>

## 1Q20 Change in EBTIDA (M€):

EBITDA decrease less than revenues thanks to extraordinary action of cost reduction and efficiency set up by management



# Net Financial Position (M€)



## 2Q20

- No scheduled events: the most important ones, «Rimini Wellness» and «Oroarezzo», have been repositioned respectively at the end of August and half July.

## COVID-19 Impact

- Prohibition to organize Exhibitions and Congresses until June 1<sup>st</sup>
- The uncertainties about the extent of the prohibitions and movement restrictions have led event organizers to cancel or move to other periods some of the events planned in June, July and August.
- 6 organized events (Golositalia, Mir Tech, Origin Passion & Beliefs, Abilmente Primavera, Tecnargilla, Enada Roma), 1 hosted event (Macfrut), 49 congresses and 3 sport events cancelled . Estimate impact on 2020's revenues: -40 M€

## Actions

- “*Safe Business*” project : find solutions for organize events with the highest level of security
- Cash management:
  - 1) Attention on credit collection and disbursement;
  - 2) Available cash and unused credit lines not less than 38 M€ at April 30th
  - 3) No dividend distribution in 2020
  - 4) use of Government measures to support corporate liquidity;
- Cost reduction and cost structure characterized by a high incidence of variable costs
- Reduction or rescheduling of planned investments for 2020
- Use of the measures already taken and which are being taken by the Government to support business.

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