



Financial Results 9M23

Analyst Call_November 14th 2023



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Business

Corrado Peraboni (CEO)



9M23 – RESULTS HIGHLIGHTS

9M23 – Record Revenues, good profitability and cash generation

- ✓ Record Revenues (+43,6%) with sound growth across all business lines driven by organic expansion (+26,3%) and «Restart» effect (+13,2%)
- ✓ Adj. EBITDA Margin at 22,2% (+15,7 pp vs 9M22) driven by «Organized Events» line of business
- ✓ Net Financial Position at 87,5 M€ decreasing by 7,8 M€, thanks to cash generation improvement vs 9M22. Monetary NFP at 56,9 M€ (vs 58,8 M€ in 2022)
- ✓ Net Result at 9,6 M€ at 6,3% of Revenue

9M 2023 Results

REVENUES	Adj. EBITDA	Adj. EBIT	NET RESULT
€152,4	€33,8	€21,7	€ 9,6
+43,6%	22,2% (>+100 pp)	14,3% (>+100 pp)	6,3% (>+100 pp)

3Q 2023 Results

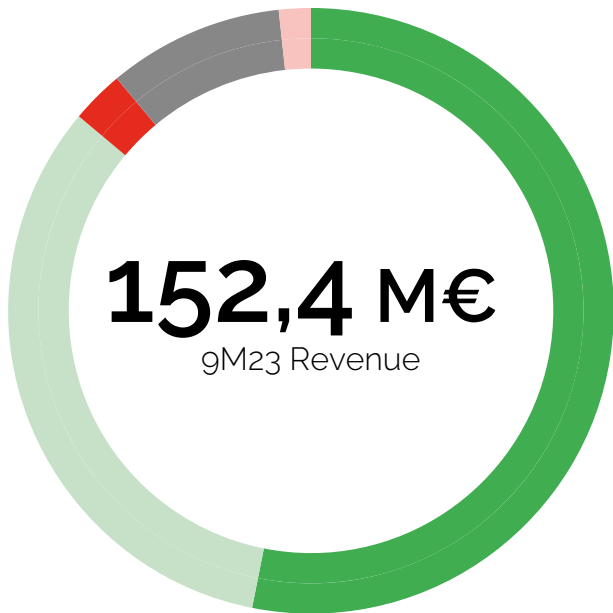
REVENUES	Adj. EBITDA	Adj. EBIT	NET RESULT
€33,2	€4,5	€0,5	€ (1,0)
-0,8%	13,7% (>+100 pp)	1,6% (>+100pp)	-3,0% (+69,9 pp)

Net Financial Position € 87,5



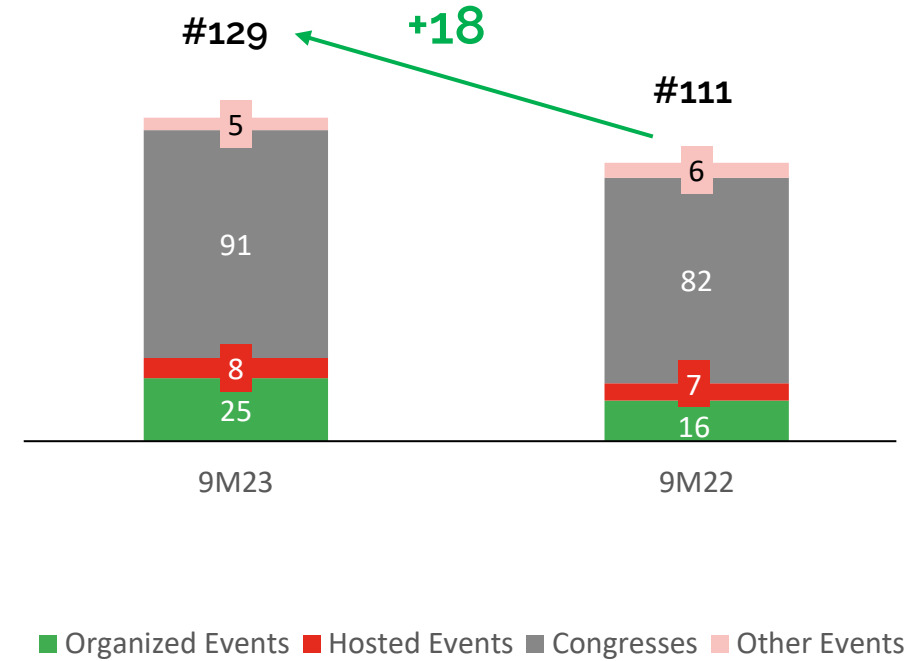
9M23 REVENUES BY BUSINESS SEGMENTS

9M23 Revenues by line of Business



Organized events	53%
Food, Stand Fitting and cleaning	33%
Congresses	9%
Hosted events	3%
Publishing, sport and other	2%

Number of Events



- ✓ Organized Events boost Revenues' growth (+9 events vs Q322) both in Italy and abroad (+30,2 M€);
- ✓ Congress full recovery (+9 events vs Q322) (+5,3M€);

3Q23 BUSINESS UPDATE

SIJE

SIJE - Singapore International Jewelry Expo concluded in July the first edition organized by IEG. SIJE is the Singapore's longest-running jewelry show and the largest event targeted at local and international trade, direct buyers and investors. In 2023, SIJE celebrated its largest-ever show with over 280 participating brands and companies from 28 countries.

Vicenzaoro

Vicenzaoro continues to grow, recording a 6% increase in total visitors in the September edition. Foreign participation reaches 50% with 132 nations represented.

Vicenzaoro September remains a point of reference for large international buyers, hosting 400 foreign buyers thanks to a program organized by the ICE Agency and the Ministry of Foreign Affairs and International Cooperation.

In terms of visibility, the 2023 September edition recorded a total of 134,830,414 million average gross contacts both in Italy and abroad. Vicenzaoro's social channels received almost 20 million views (impressions) during the event.

Views by professional operators on exhibitor profiles on the B2B platform The Jewellery Golden Cloud exceeded 150,000, with a growth of 15% compared to the previous year.

Trendvision
jewellery + forecasting

Through the collaboration of Trendvision Jewellery + Forecasting with IEG, the most recent trends in the jewellery sector are presented at Vicenzaoro September, providing a preview of the path that designers, the market and consumers will follow in the next 18 months through the launch of the Trendbook 2025+. This event is an authoritative point of reference for the entire community interested in understanding the future of the sector, addressing key issues such as the impact of artificial intelligence on human creativity in jewellery design, discussed both in the Trendbook and in the international seminars preparatory to the World Conference in Jaipur in October.

3Q23 BUSINESS UPDATE (contd)

Governance

- The Board of Directors of IEG has appointed Director Maurizio Renzo Ermeti as the new Chairman of the Board of Directors of IEG to replace Mr. Lorenzo Cagnoni who passed away on September 5.
- To Mr. Ermeti - non-executive member of the Company's Board of Directors since 1997, with the role of Vice Chairman from 2008 to 2016 - were granted powers of attorney in line with those assigned to Mr. Cagnoni.

M&A Expansion

- IEG acquired 51% of A&T S.r.l. The company founded in 2007 is the owner and organizer of A&T - Automation & Testing event which will reach its eighteenth edition the next February 2024 in Turin, while the first edition in Vicenza Exhibition Centre was hosted on October 25, 2023.
- The event is dedicated to Innovation and Industrial Technologies from an Industry 4.0 perspective.



ESG

- The subsidiary PROSTAND operating in the booth fitting sector was included in a study completed by the University of Bologna, on the carbon footprint impact of its products.
- The research focused on pre-equipped and customized stands by analyzing the materials used in the product life cycle.
- The results showed that recycled material used by Prostand resulted in a carbon footprint (CO₂eq/m²) savings of 12% in the case of pre-equipped stands and 15% in the case of customized stands.
- While the reuse and repair of wood materials beyond the 50% of the life cycle, produced CO₂eq/m² savings of 20% and 31% respectively for pre-equipped and customized booth.

1Q-24 Organized Events Booking vs Target

79%
Net SQM

87%
ISF REV

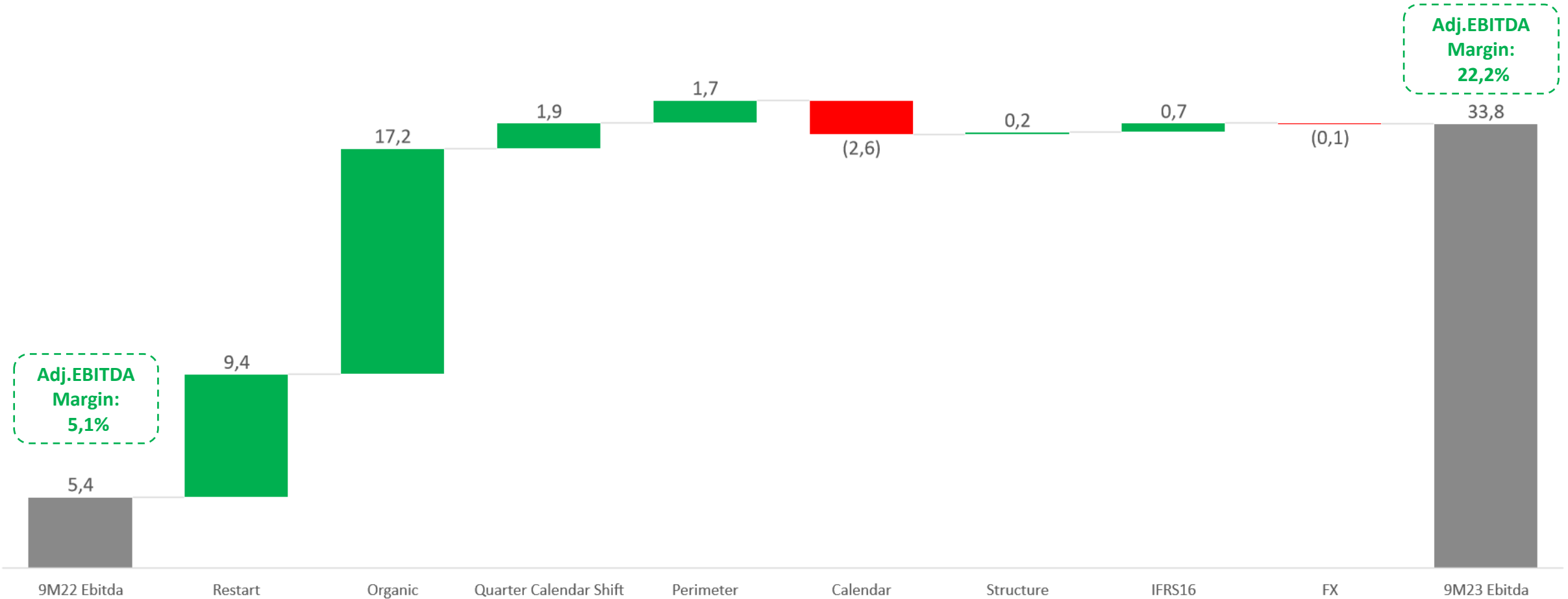


Finance

Teresa Schiavina (CFO)



9M 2023 VS 9M22 EBITDA BRIDGE





9M23 INCOME STATEMENT

Revenues

- ✓ At 152,4 M€, +43,6% vs 9M 2022 driven mainly by organic growth (+27,9M€) and 'Restart' from pandemic (+13,9 M€), new perimeter (+6,0 M€)

Contribution margin

- ✓ At 62,8M€, >+95% improving vs 9M22 thanks to volume despite inflation

Adjusted EBITDA

- ✓ at 22,2% (+15,7 pp YoY), mainly thanks to volume and partially to positive pricing

Adjusted EBIT

- ✓ at 14,3% (+20,1 pp YoY), at 21,7 M€, improving by 27,9 M€ back to normalized activity

Net Result

- ✓ at 9,6 M€ (6,3%), back to profitability, improving by 18,5 M€

	9M 2023	%	9M 2022	%	Var.	%
Revenues	152,4		106,1		46,2	+43,6%
Operating costs	(89,6)	-58,8%	(73,9)	-69,6%	(15,7)	+21,2%
Contribution Margin	62,8	41,2%	32,2	30,4%	30,5	+94,8%
Personnel	(30,1)	-19,7%	(27,6)	-26,0%	(2,5)	+9,0%
<i>Not recurring EBITDA items</i>	1,1	0,7%	2,2	2,1%	(1,1)	+337,0%
Adjusted EBITDA	33,8	22,2%	6,9	6,5%	26,9	>100%
D&A	(16,0)	-10,5%	(13,1)	-12,3%	(2,9)	+22,2%
<i>Not recurring EBIT items</i>	3,9	2,5%	0,0	0,0%	3,9	>100%
Adjusted EBIT	21,7	14,3%	(6,2)	-5,8%	27,9	>100%
<i>Not recurring items</i>	(5,0)	-3,3%	(2,2)	-2,1%	(2,7)	>100%
Net Financials	(2,0)	-1,3%	0,4	0,4%	(2,4)	<-100%
Profit before Tax	14,7	9,6%	(8,0)	-7,6%	22,7	>100%
Taxes	(5,1)	-3,3%	(0,9)	-0,8%	(4,2)	>100%
Net Result	9,6	6,3%	(8,9)	-8,4%	18,5	>100%



9M23 BALANCE SHEET

Net Invested Capital

- ✓ Fixed Assets decrease due to depreciation, deferred tax assets release and impairment of investments.
- ✓ NWC negative at 42,2 M€ improving by 15M€ due to seasonality.

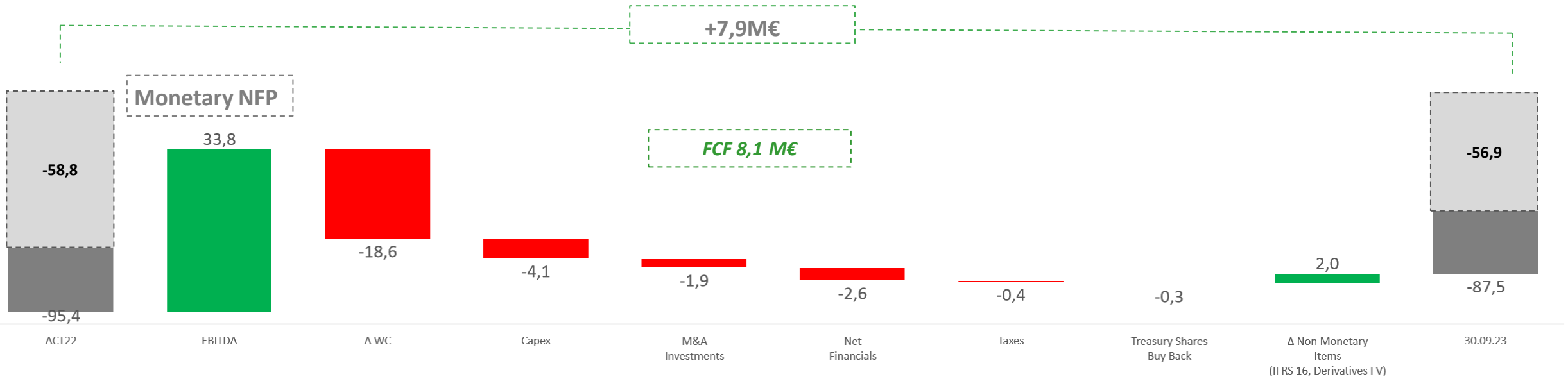
Net Financial Position

- ✓ At 87,5 M€ improves thanks to a positive FCF of +8,1 M€ driven by organic growth and normalized business

	Sep-23	Dec-22	Change	%
Total Fixed Assets	244,6	253,8	(9,2)	-3,6%
Trade receivables	37,5	30,0	7,4	24,8%
<i>% on 12m rolling sales</i>	<i>18,0%</i>	<i>18,6%</i>	<i>-0,5 pp</i>	
Inventories	1,1	0,9	0,2	24,3%
<i>% on 12m rolling sales</i>	<i>0,5%</i>	<i>0,5%</i>	<i>-0,0 pp</i>	
Trade payables	(34,9)	(42,8)	8,0	-18,6%
<i>% on 12m rolling sales</i>	<i>-16,7%</i>	<i>-26,4%</i>	<i>+9,7 pp</i>	
Trade Working Capital	3,7	(11,9)	15,6	-130,9%
<i>% on 12m rolling sales</i>	<i>1,8%</i>	<i>-7,4%</i>	<i>+9,1 pp</i>	
Other Current Assets/Liabilities	(45,9)	(45,3)	(0,6)	1,4%
Net Working Capital	(42,2)	(57,2)	15,0	-26,2%
<i>% on 12m rolling sales</i>	<i>-20,3%</i>	<i>-35,3%</i>	<i>+15,0 pp</i>	
Other Non-Current Liabilities	(10,4)	(6,9)	(3,4)	49,4%
Net Invested Capital	192,0	189,7	2,4	1,2%
Net Financial Position	87,5	95,4	(7,8)	-8,2%
Net Equity	104,5	94,3	10,2	10,8%
Total Sources	192,0	189,7	2,4	1,2%



9M23 vs ACT22 NFP BRIDGE





FY23 OUTLOOK

In the third quarter of the year, the Group consolidated growth in all business lines, achieving best results ever both in terms of turnover and margins. Product portfolio development in Italy and in foreign markets further strengthens the Group's market positioning, in line with the strategy setting the base for 2024 further expansion and investment plan.

In this context, the Group expects to close 2023 improving the financial targets defined in the business plan, exceeding expected turnover volumes, improving margins as well as the net financial position.



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