



ITALIAN
EXHIBITION
GROUP
Providing the future

Results FY22

Conference Call March 16th, 2023

- › FY22 Business Performance
- › FY22 Financial Performance
- › FY23 Outlook



Business

Corrado Peraboni (CEO)

FY22 – RESULTS HIGHLIGHTS

FY22 - Solid performance of portfolio products

- ✓ 90% Revenue recovery of pre-COVID levels for the full year
- ✓ Net Financial Position of 95,4 M€ after solid cash generation (19,6 M€)
- ✓ FY22 Results overachieving BP targets

2H – Full schedule of events delivering strong performance

- ✓ Visitors of VicenzaOro, Ecomondo & Key Energy exceeding pre-COVID levels
- ✓ Q4 operating margin recovery, close to pre-COVID despite inflation headwinds

Digital transformation investments to enhance customers' experience and incremental revenue stream

FY 2022 Results

REVENUES	Adj. EBITDA	Adj. EBIT	NET RESULT
€161,9	€18,1	€2,3	€ -0,8
(+118%)*	11,2% (+16,8 pp)	1,4% (+22,8 pp)	-0,5% (+0,2 pp)

Q4 2022 Results

REVENUES	Adj. EBITDA	Adj. EBIT	NET RESULT
€55,8	€11,2	€8,4	€ 8,1
(+32,7%)*	20,0% (+9,4 pp)	15,0% (+12,0 pp)	14,5% (+16,2 pp)

Net Financial Position € 95,4

A FASTER PACE OF RECOVERY

Number of Trade Exhibitions held in 2022



51

> 2019



Market high satisfaction:
NPS way above Global industry benchmark

+19

Visitors NPS

+31

Exhibitors NPS

Near full recovery of pre-pandemic revenues

90%

2022 Revenues on 2019

113%

2H2022 Revenues on 2H2019

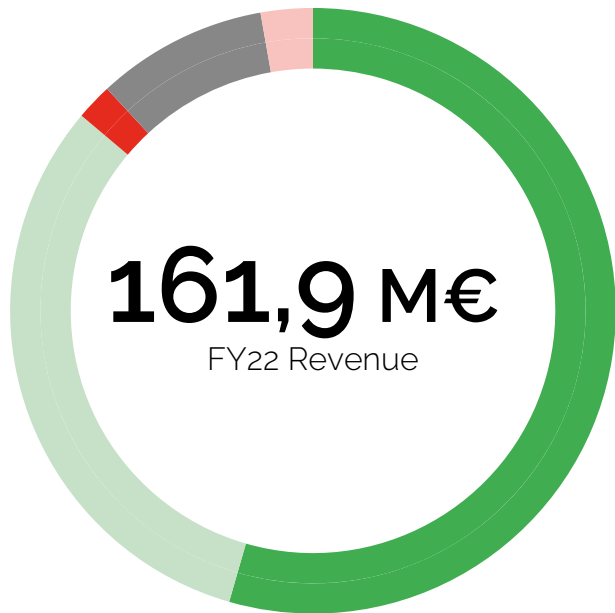
Strong momentum into 1H23

103,4%

Booking Achievement vs Target

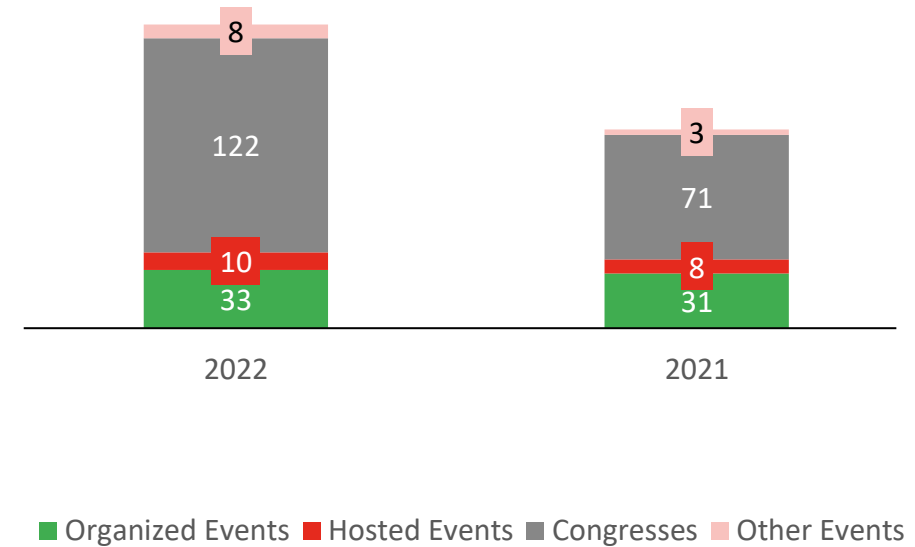
FY22 BUSINESS SEGMENTS PERFORMANCE

2022 Revenues by line of Business



Organized events	54%
Food, Stand Fitting and cleaning	32%
Congresses	9%
Hosted events	2%
Publishing, sport and other	3%

Number of Events



PORTFOLIO DEVELOPMENT

	GREEN & TECHNOLOGY	FOOD & BEVERAGE	WELLNESS & SPORTS	JEWELLERY & FASHION	TOURISM & HOSPITALITY
Market -leading event					
Geo - clone					
Product Expansion					
Spin-off					

FY22 M&A EXPANSION



Acquired in May 2022
– 75% of the company

The company organizes the MyPlant & Garden event in Milan.



Setup in July 2022 –
100% IEG SpA

The company will develop the international sales network of IEG Group.



Acquired in October 2022 –
purchase of the remaining
50% of the company

The company organizes SIGEP China that will be held alongside ANUFOOD China 2023.



Acquired in October 2022
– 50% IEG SpA

The company is a joint venture between IEG and DMAG owning the companies Hannover FAIRS (Canada) Inc. (based in Ottawa), Hannover FAIRS USA, Inc. (based in Springfield) and Hannover FAIRS Mexico S.A. de C.V. (based in León)



Set up in October
2022 – 100% IEG SpA

The company will develop IEG portfolio in APAC. IEG Asia completed the acquisition of two Exhibitions, namely Singapore International Jewellery Expo and Café Restaurant Asia.

PROGRESSING ESG STRATEGY ACROSS BUSINESS

CERTIFICATION PLAN

THE ROAD TO NET ZERO CARBON EVENTS

ARCHITECTURE FOR THE SUSTAINABLE ECONOMY

DIGITAL TRANSFORMATION

SOCIAL SUSTAINABILITY

United Nations Sustainable Development Goals



IEG among the first companies in Europe to obtain **ISO 20121 CERTIFICATION** for Ecomondo and the Rimini and Vicenza venues partnering with Hera

Ecomondo introduced **best practices**: the absence of carpet with an environmental saving of over 140 tons of carpet per year; collection and recovery of cigarette butts; upgrading of electric car charging stations; handicap accessibility; increase in installed power of photovoltaic systems

The "OSSERVATORIO ALLESTIMENTI" edited by Prostand is focused on temporary installations that represent the synthesis between architectural structures, technology and beauty, combining economic sustainability and environmental sustainability

Road to **Digital Revenues**: internal workshop that aims to identify new digital services and tools for our customers, becoming more and more partners by their side. The initiative was launched at the end of 2022 and will continue throughout 2023

Strong commitment to human resources value through **Performance Management system**. A section of PMS is dedicated to the development of an increasingly tailor-made training plan that responds to the specific needs of the resources



Finance

Teresa Schiavina (CFO)

FY 22 INCOME STATEMENT

Revenues

- ✓ +58,0% vs 2021 driven mainly by organic growth (+26,5 M€) and 'Restart' (+53,4 M€)
- ✓ Q4 exceeding pre-pandemic performance.

Contribution margin

- ✓ At 53,9 M€ back to normalized activity, improving, net of one off items, by 5,8 pp

Adjusted EBITDA

- ✓ at 11,2% (+16,8 pp YoY), mainly thanks to volume and partially to positive pricing, despite inflationary effects on costs

Adjusted EBIT

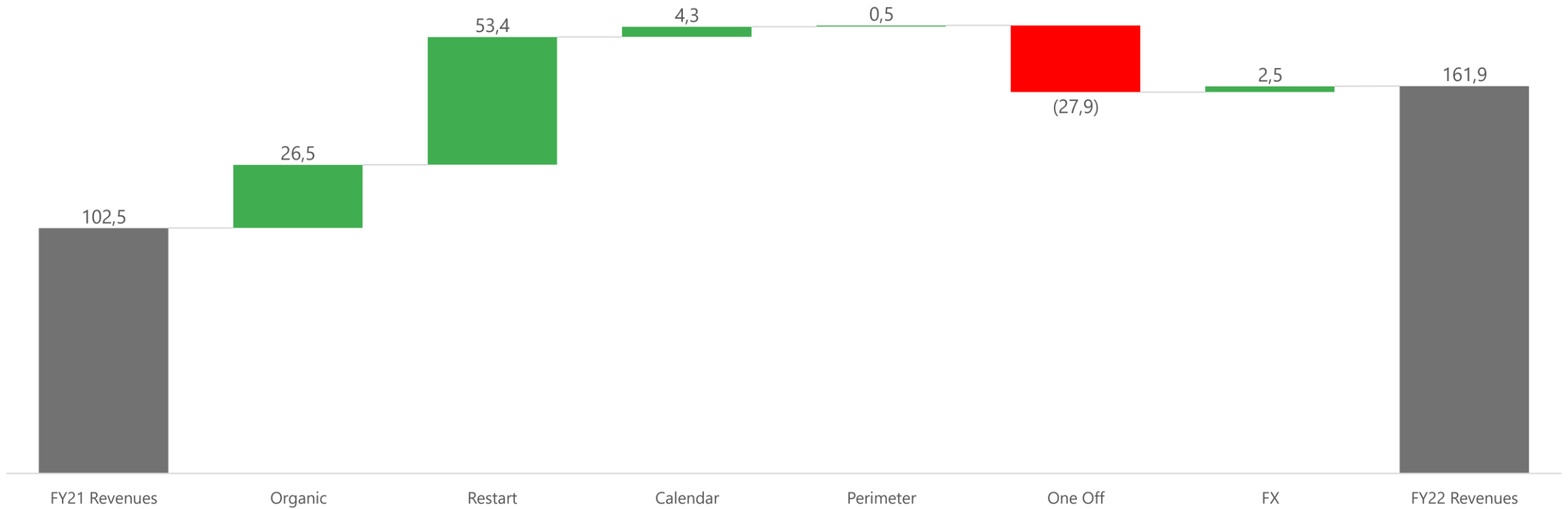
- ✓ at 1,4% (+22,8 pp YoY), at 2,3 M€, improving by 24,2 M€

Net Result

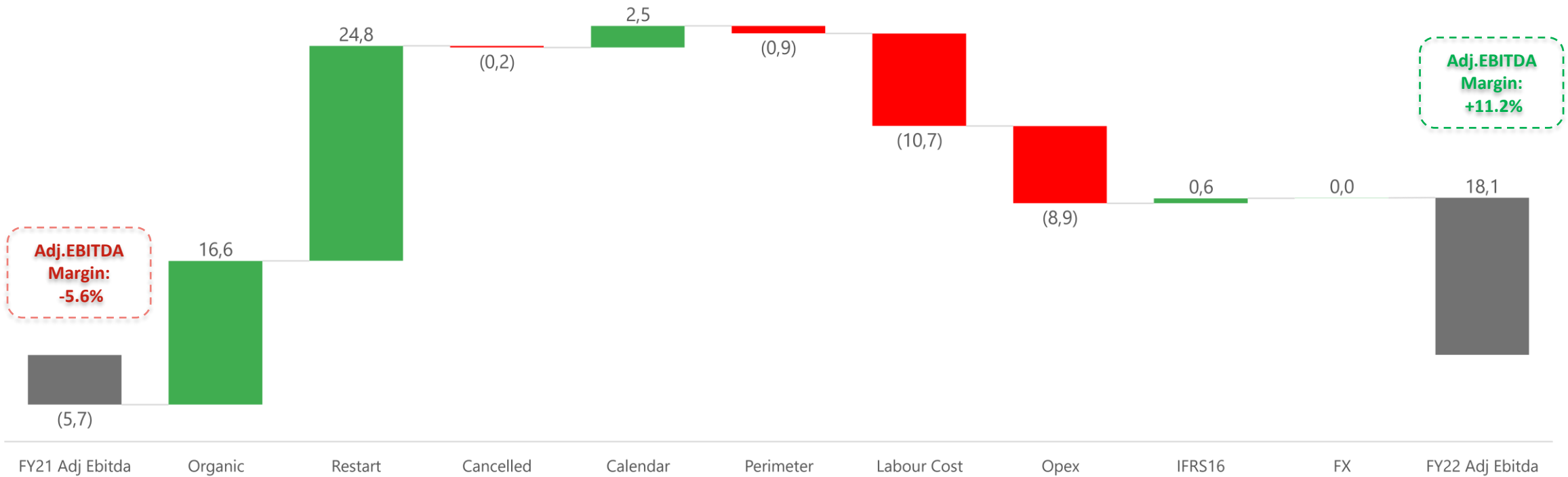
- ✓ at -0,8 M€ close to break even

	2022	2021	Change	%
Revenues	161,9	102,5	59,4	+58,0%
Operating costs	(108,0)	(53,9)	(54,1)	>100%
Contribution Margin	53,9	48,6	5,3	+10,9%
Personnel	(38,1)	(27,0)	(11,1)	+41,1%
<i>Non recurring EBITDA items</i>	<i>2,2</i>	<i>(27,3)</i>	<i>29,6</i>	<i>>100%</i>
Adjusted EBITDA	18,1	(5,7)	23,8	>100%
<i>% Adj Ebitda Margin</i>	<i>11,2%</i>	<i>-5,6%</i>	<i>+16,8 pp</i>	
D&A	(15,8)	(18,8)	3,0	-15,8%
<i>Non recurring EBIT items</i>	<i>0,0</i>	<i>2,6</i>	<i>(2,6)</i>	<i>-100,0%</i>
Adjusted EBIT	2,3	(21,9)	24,2	>100%
<i>% Adj Ebit Margin</i>	<i>1,4%</i>	<i>-21,4%</i>	<i>+22,8 pp</i>	
<i>Non recurring items</i>	<i>(2,2)</i>	<i>24,8</i>	<i>(27,0)</i>	<i><-100%</i>
Net Financials	0,5	(3,9)	4,4	>100%
Profit before Tax	0,6	(1,0)	1,6	>100%
<i>% PBT Margin</i>	<i>0,4%</i>	<i>-1,0%</i>	<i>+1,4 pp</i>	
Taxes	(1,3)	0,4	(1,7)	<-100%
Net Result	(0,8)	(0,7)	(0,1)	+14,9%
<i>% Net Result Margin</i>	<i>-0,5%</i>	<i>-0,7%</i>	<i>+0,2 pp</i>	

FY22 REVENUE BRIDGE



FY22 EBITDA BRIDGE



FY22 BALANCE SHEET

Net Invested Capital

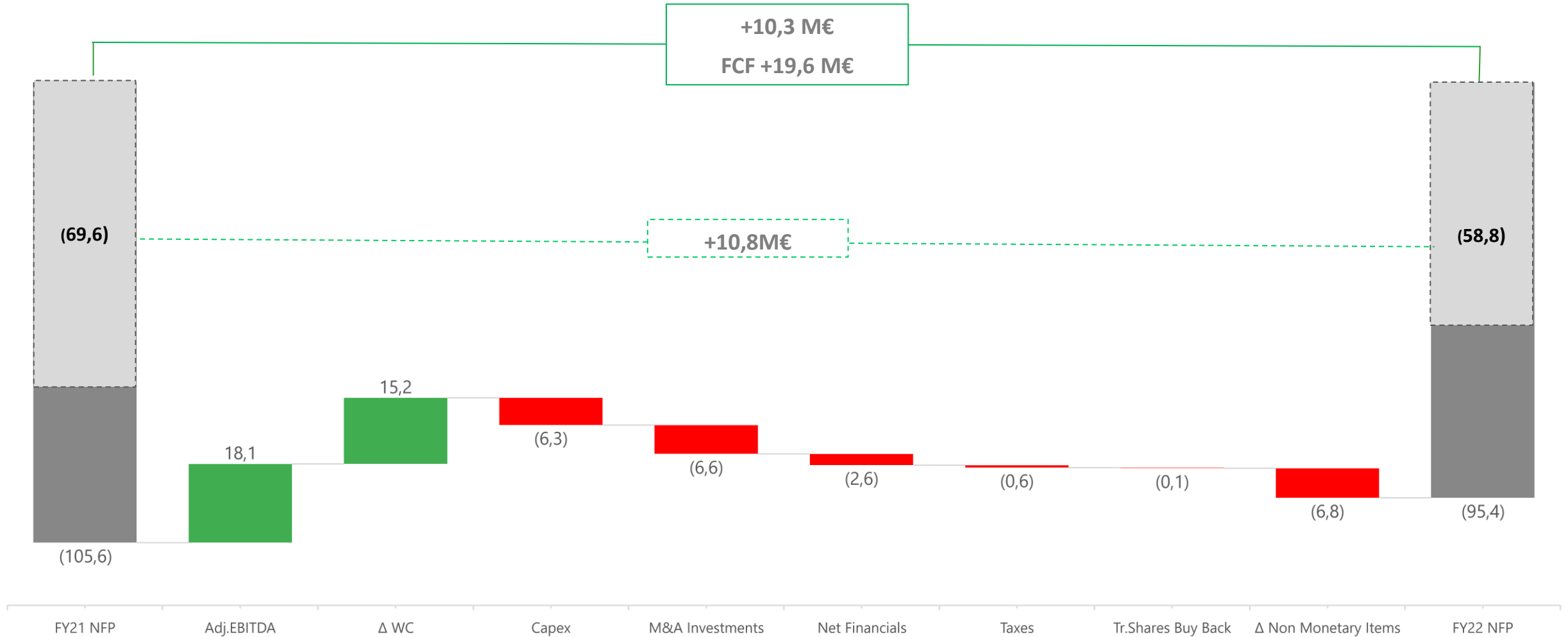
- ✓ At 189,5 M€ decrease by 9,5 M€ driven by NWC
- ✓ Fixed Assets increase due to investments, maintenance of Exhibition Centers and Product Portfolio expansion, including M&A by 6,6 M€
- ✓ NWC negative at 57,2 M€ increase by 17,0 M€ mainly due to higher downpayments from clients for Q1-23 Exhibition

Net Financial Position

- ✓ At 95,4 M€ improves thanks to a positive FCF of +19,6 M€ driven by normalized business and organic growth bringing solid cash generation

	2022	2021	Change
Total Fixed Assets	253,6	246,8	6,8
Trade receivables	30,0	23,1	6,9
<i>% on 12m rolling sales</i>	<i>18,6%</i>	<i>22,6%</i>	<i>-4,0 pp</i>
Inventories	0,9	0,7	0,1
<i>% on 12m rolling sales</i>	<i>0,5%</i>	<i>0,7%</i>	<i>-0,2 pp</i>
Trade payables	(42,8)	(33,8)	(9,0)
<i>% on 12m rolling sales</i>	<i>-26,4%</i>	<i>-33,0%</i>	<i>+6,6 pp</i>
Trade Working Capital	(11,9)	(10,0)	(1,9)
<i>% on 12m rolling sales</i>	<i>-7,4%</i>	<i>-9,7%</i>	<i>+2,4 pp</i>
Other Current Assets/Liabilities	(45,3)	(30,3)	(15,0)
Net Working Capital	(57,2)	(40,2)	(17,0)
<i>% on 12m rolling sales</i>	<i>-35,3%</i>	<i>-39,3%</i>	<i>+3,9 pp</i>
Other Non-Current Liabilities	(6,9)	(7,6)	0,7
Net Invested Capital	189,5	199,0	(9,5)
Net Financial Position	95,4	105,6	(10,3)
Net Equity	94,1	93,4	0,7
Total Sources	189,5	199,0	-9,5

FY22 NFP BRIDGE



FY23 OUTLOOK

The forecasted macroeconomic scenario for 2023 is marked by uncertainty. The lingering inflationary pressure and the consequent tight monetary policies, as well as the global geo-political tensions caused by the still ongoing conflict between Russia and Ukraine, play their part in curbing growth and the post pandemic full recovery of the Group reference market expected, globally, in 2024.

Against this backdrop, despite the above effects, 2023 started with sound growth compared to the pre pandemic scenario. Booking targets for 1H-2023 have been already overachieved in the first months of 2023. IEG Group, thanks the faster pace of market recovery, started in the second half of 2022, which allowed the overachievement of Business Plan Targets in 2022, is confident to meet also in 2023 the BP financial targets continuing to put in place actions for an accretive recovery and improvement of operating margins as well as operating cash generation to sustain investments.



Q&A



Appendix

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ALTERNATIVE PERFORMANCE INDICATORS (API) RECONCILIATION

	2022	2021	Change
Adjusted EBITDA	18,1	(5,7)	23,8
Revenues	0,7	28,5	(27,8)
Operating Costs	(2,9)	(0,8)	(2,1)
Personnel	0,0	(0,3)	0,3
Non Recurring Items	(2,2)	27,3	(29,6)
EBITDA	15,8	21,6	(5,8)

Adjusted EBIT	2,3	(21,9)	24,2
Revenues	0,7	28,5	(27,8)
Operating Costs	(2,9)	(0,8)	(2,1)
Personnel	0,0	(0,3)	0,3
W/Off	0,0	(2,6)	2,6
Non Recurring Items	(2,2)	24,8	(27,0)
EBIT	0,0	2,9	(2,8)

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For further information, please contact:

Investor Relator

investor.relations@iegexpo.it | +39 0541 744452



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