

Milan, December 2nd, 2025

Mid & Small Conference

Agenda & Speakers

1. IEG Overview
2. Market and Strategy
3. Key Financials
4. Investment Case

Corrado Peraboni
Group CEO

Teresa Schiavina
Group CFO

Section 01

IEG Overview

1. **IEG Overview**
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Welcome to IEG Ecosystem

IEG is an international leader in the trade fair experience, creates value, connections and opportunities for companies around the world

With **successful events**, integrated, **high-value services**, and **world-class facilities in Rimini and Vicenza**, IEG combines economic performance with an **international network** connecting Europe, the Americas, the Middle East, and the Far East, driving the evolution of the Exhibition Industry.



+70

YEARS OF HISTORY

1ST

ITALIAN TRADE FAIR PLAYER
FOR ORGANIZED EVENTS

187*

TOTAL EVENTS

68*

MAJOR TRADE FAIR EVENTS

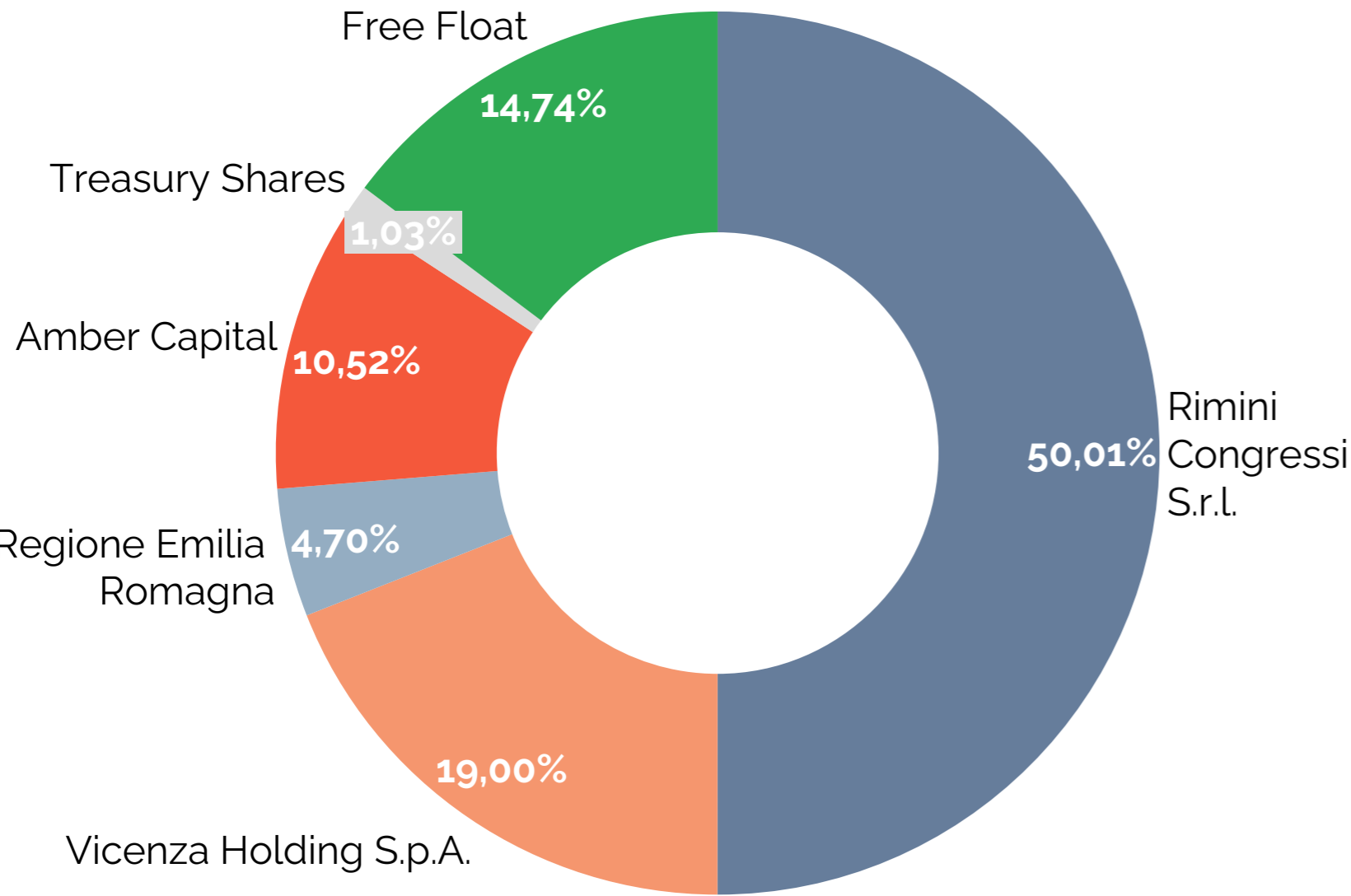
119*

CONGRESS EVENTS

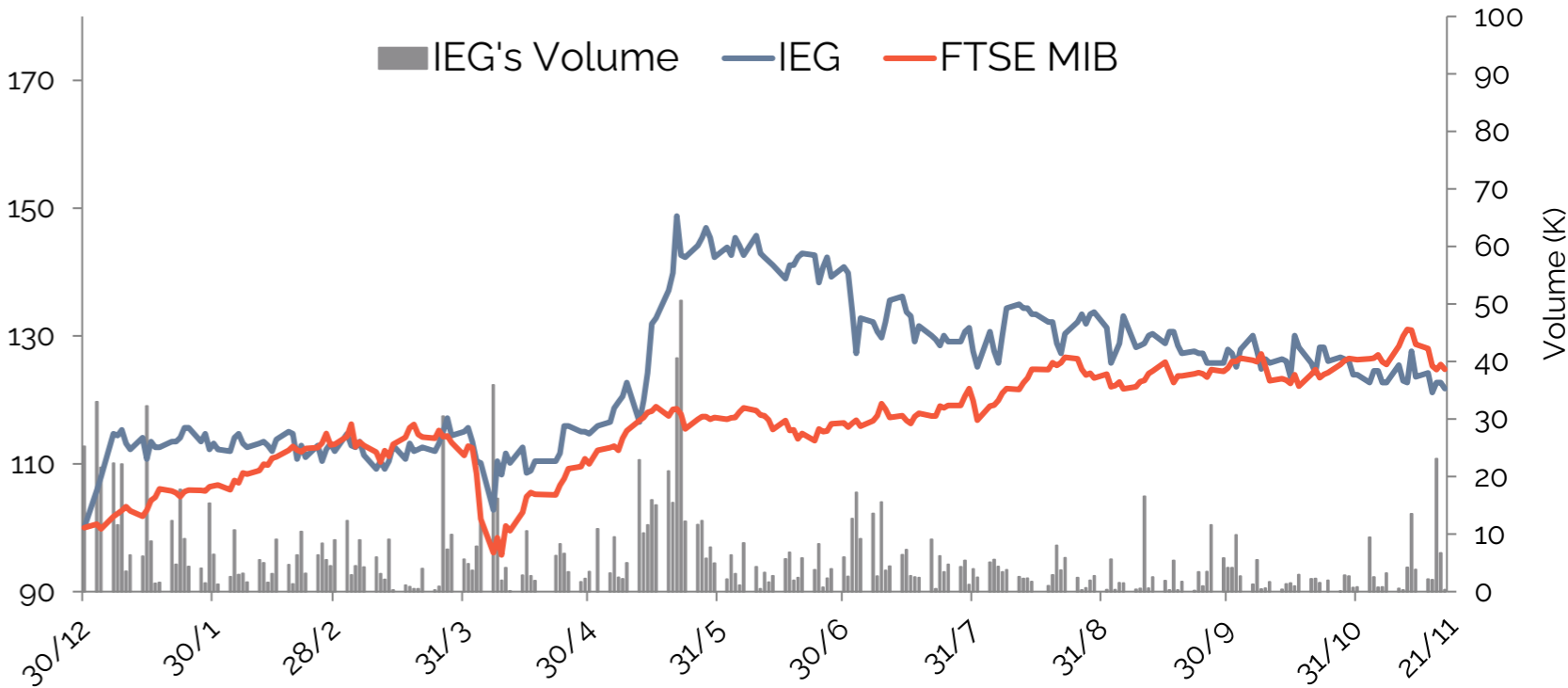
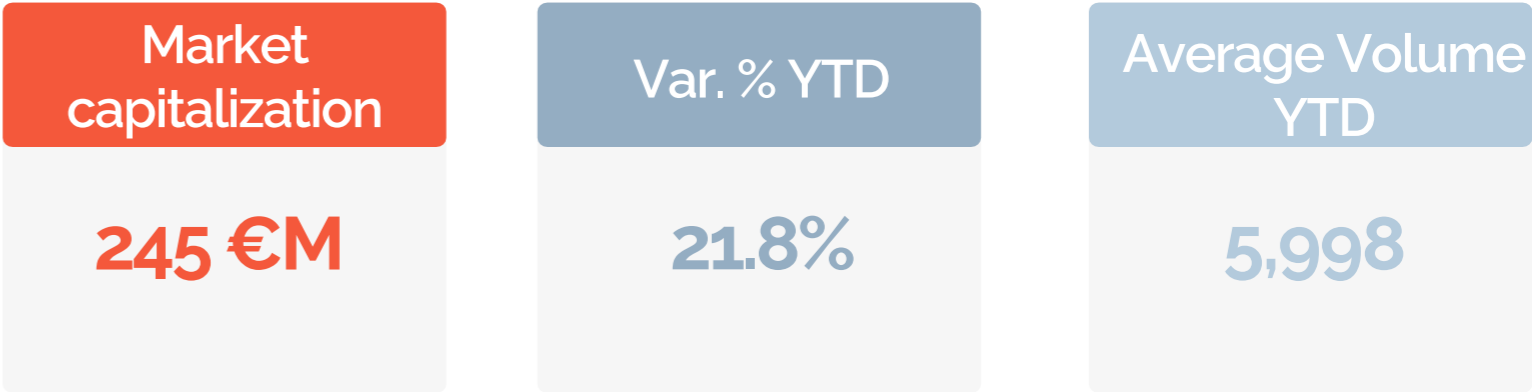
* In FY 2024

Stock performance and Shareholders' Structure

Shareholders' Structure

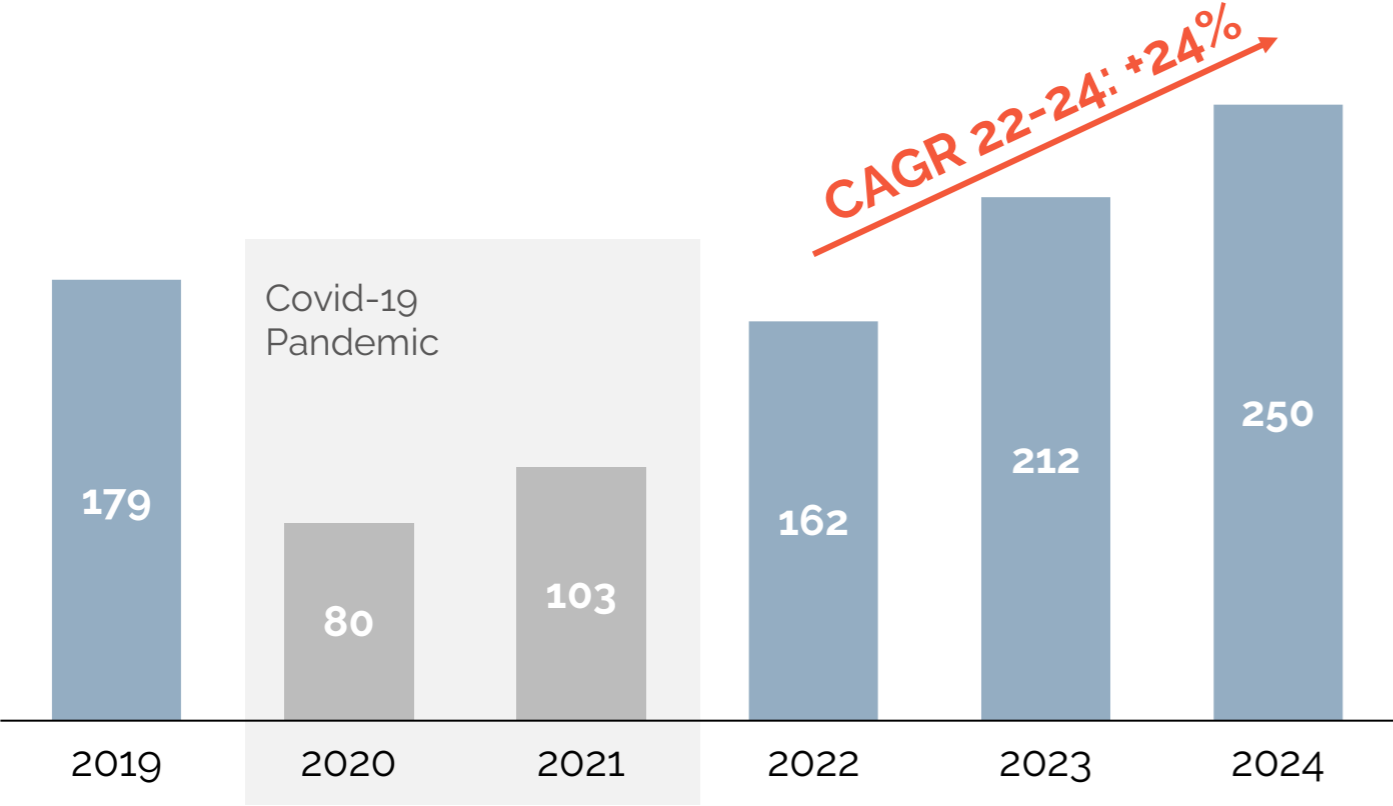


Stock performance (as of November 21, 2025)

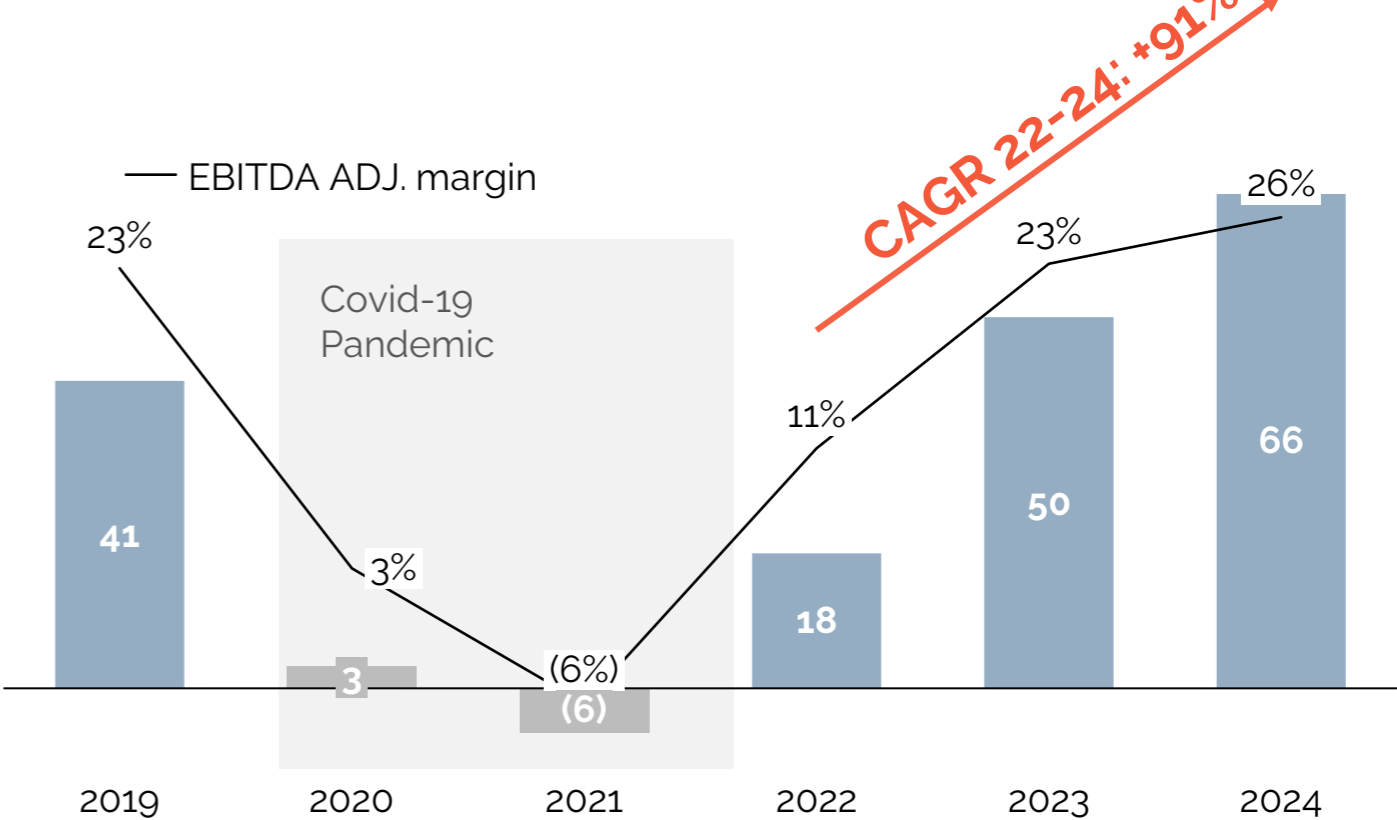


Financial Performance evolution

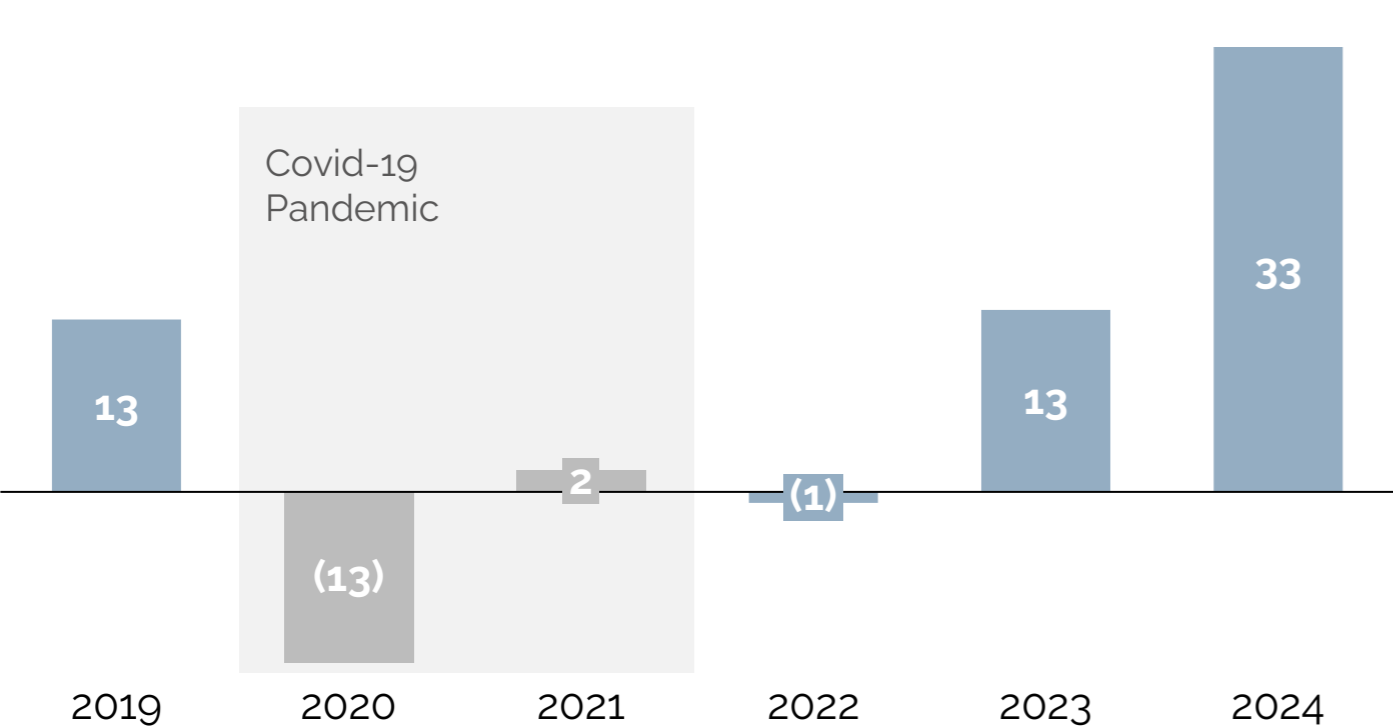
Revenues 2019 – 2024 (€M)



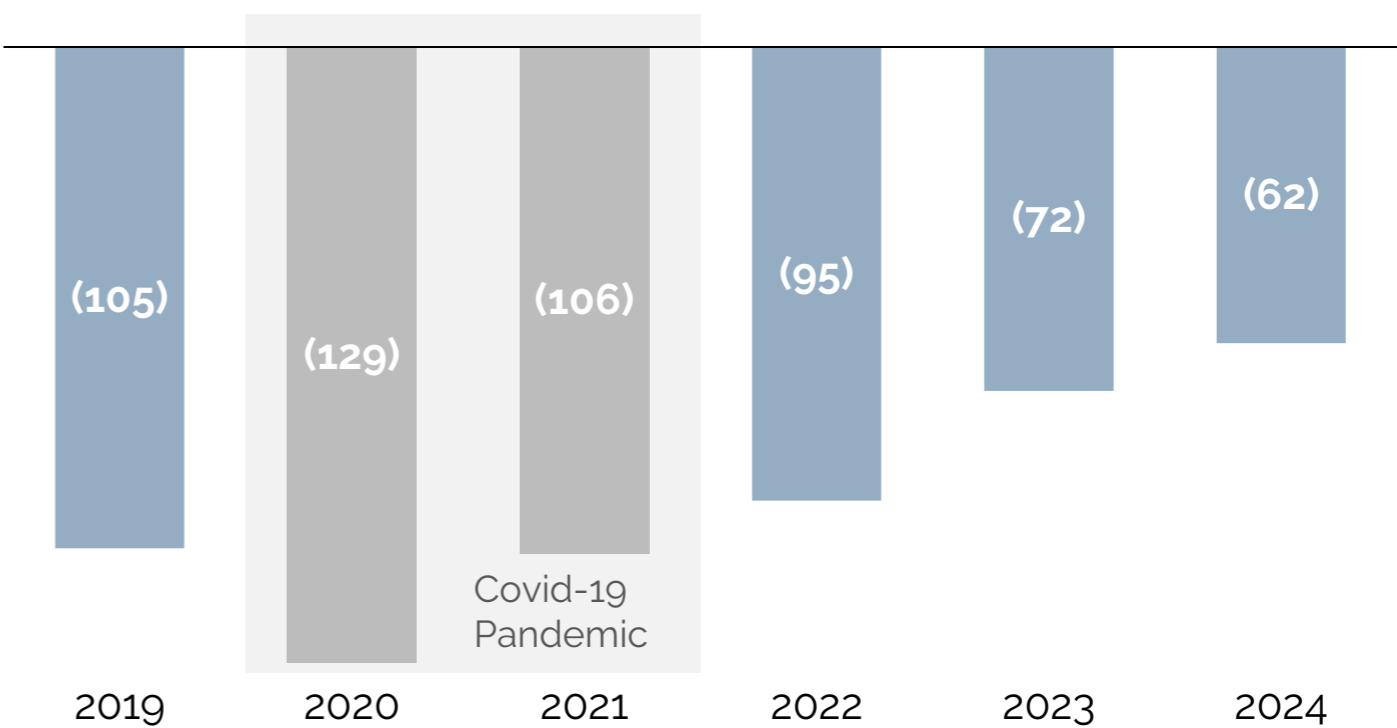
EBITDA ADJ. 2019 – 2024 (€M)



Net result 2019 – 2024 (€M)



NFP 2019 – 2024 (€M)



IEG Exhibitions & Congress Facilities

VICENZA TRADE SHOW DISTRICT *

- Extended and upgraded in 2014, with the construction of Hall 7
- 80,000 sqm surface area
- Multistorey car park and a large outdoor parking area
- Business centres, press rooms, food service areas and services for exhibitors and visitors
- **Venue owned by IEG**

+ 5,500 m2 expected starting from 2026



VICENZA CONVENTION CENTRE *

- Opened in 2014
- Hosts capacity: 1,200
- Includes the Palladio Theatre, with over 700 seats
- Modular area with 3 permanent halls: Sala Giotto, Sala Tiziano, Sala Canova
- Lounge & Events Area + Welcome and Reception Area
- **Venue owned by IEG**



RIMINI HEADQUARTER & TRADE SHOW DISTRICT *

- Completed in 2006 and enlarged in 2017
- 189,000 sqm useable space - 129,000 of gross exhibit space and 60,000 sqm of service area
- 24 conference rooms seating up to 730
- Business centers, press rooms, food service areas and exhibitor and visitor additional service areas
- **Venue owned by IEG**

+ 8,700 m2 expected starting from 2028



RIMINI CONVENTION CENTRE *

- Opened in 2011
- 38,000 sqm
- 39 Rooms, most of which are modular in order to meet our customer needs
- Overall seating capacity of 9,000
- Host capacity: 10,200
- Lounge & Events Area + Welcome and Reception Area



*Certified **ISO 20121**: international standard that defines the requirements of an event sustainability management system.

IEG Business Model

% on Revenues*

<div>Organized Events</div> <div></div>	<p>IEG's core business: trade fairs conceived, developed, and managed directly in the main industrial sectors (Food, Jewellery, Green, Tourism, Wellness, etc.). They create value and connections for businesses and stakeholders globally.</p>	62%
<div>Services</div> <div></div>	<p>Value-added services that complete the trade show experience: exhibition design, catering, logistics, utilities, communications, and digital services. An integrated supply chain that guarantees quality, efficiency, and brand consistency.</p>	26%
<div>Congress</div> <div></div>	<p>Organization and management of high-profile conferences, conventions, and forums at IEG's conference centres. An ecosystem dedicated to training, networking, and professional growth.</p>	8%
<div>Hosted Events</div> <div></div>	<p>Hosting events organized by third parties, offering modern spaces and integrated services in the Rimini and Vicenza exhibition centres. A model that maximizes infrastructure utilization and strengthens partnerships.</p>	2%
<div>Publishing, Sport & Other</div> <div></div>	<p>Production of editorial and multimedia content to promote trade fair brands and keep the community alive throughout the year, along with the organization of sporting events and hybrid formats that combine competition, entertainment, and business.</p>	2%





































* In FY 2024

Organized Events: Core Portfolio

Every trade show, every IEG product is a Brand that serves as a year-round active platform, both physical and digital, that catalyzes the industry community, supports its development, and fosters its growth.



Organized Events: a diversified portfolio of served industries and geographies

	FOOD & BEVERAGE	JEWELLERY & FASHION	GREEN & TECHNOLOGY	WELLNESS & OUTDOOR	TOURISM & HOSPITALITY	LEISURE & ENTERTAINMENT	INDUSTRIAL
Italy	  	   	    	  	   	   	   
RoW	 	  	    	 			   

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Section 02

Market and Strategy

1. IEG Overview
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3. Key Financials
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Global Exhibition Market

Exhibition Market Highlights

Shows

About 30k exhibitions annually

Venues

>1500 venues for about 43m m² of indoor exhibition space in 2023

Rented space

More than 100m net rented m² per year

Exhibitors

4.4m exhibitors present at trade fairs annually

Visitors

More than 280m visitors attending trade fairs annually

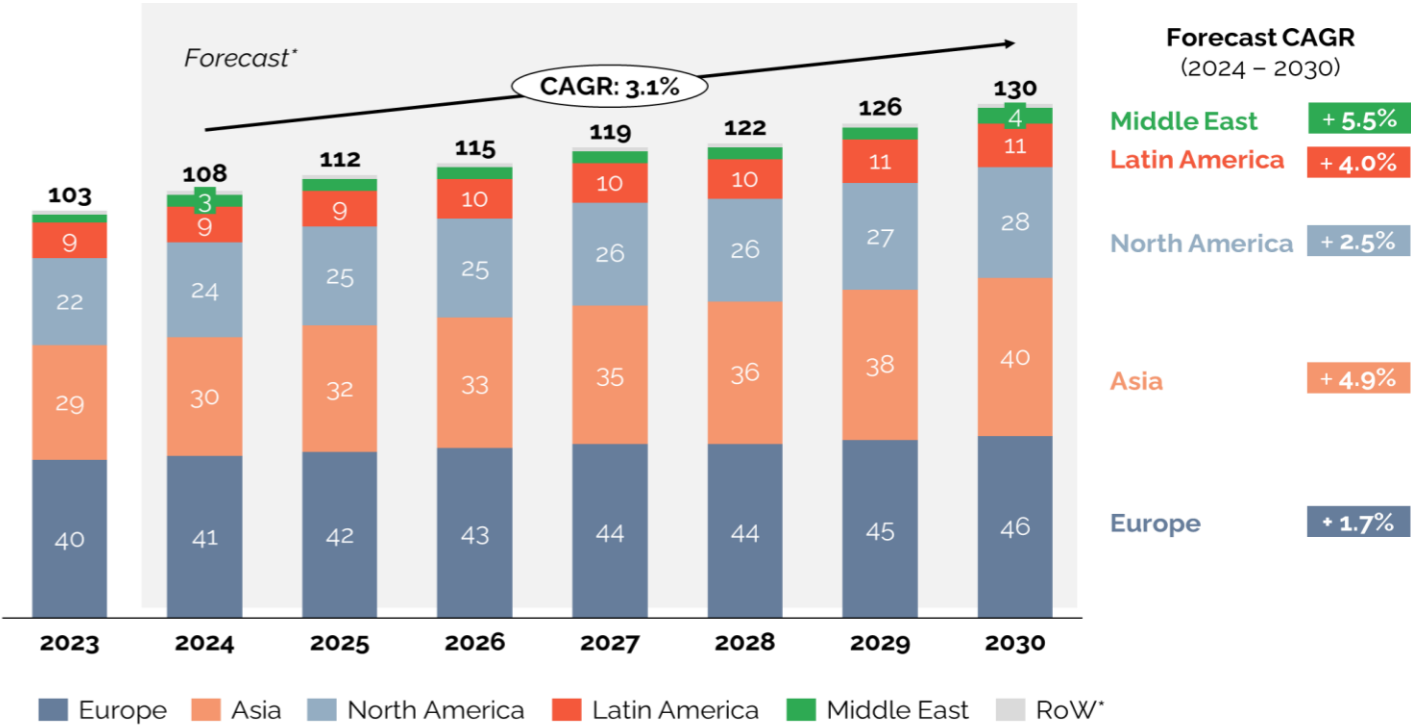
Market size

Estimated market size of the global exhibition industry exceeds €37bn in 2023

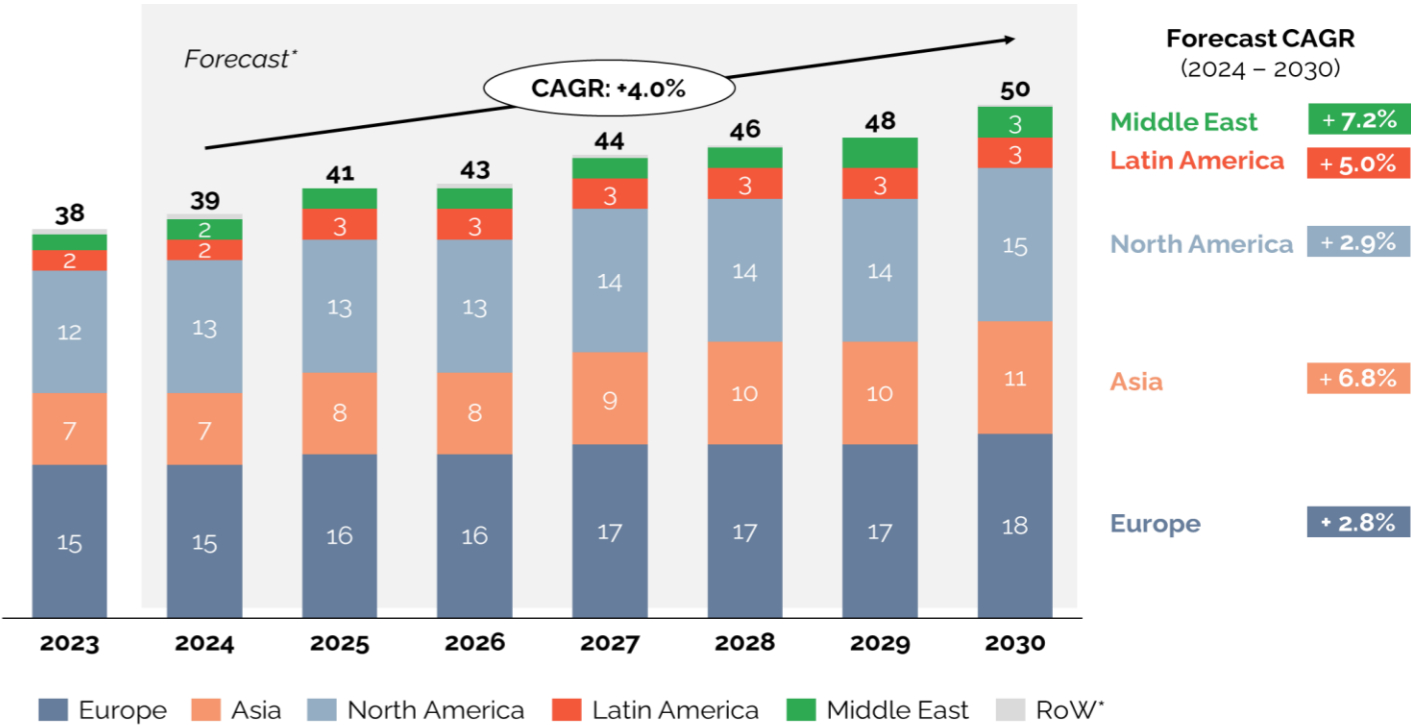
Economic impact

The exhibition industry generates approx. €300bn of direct and indirect impacts

Net rented space (in million m²)

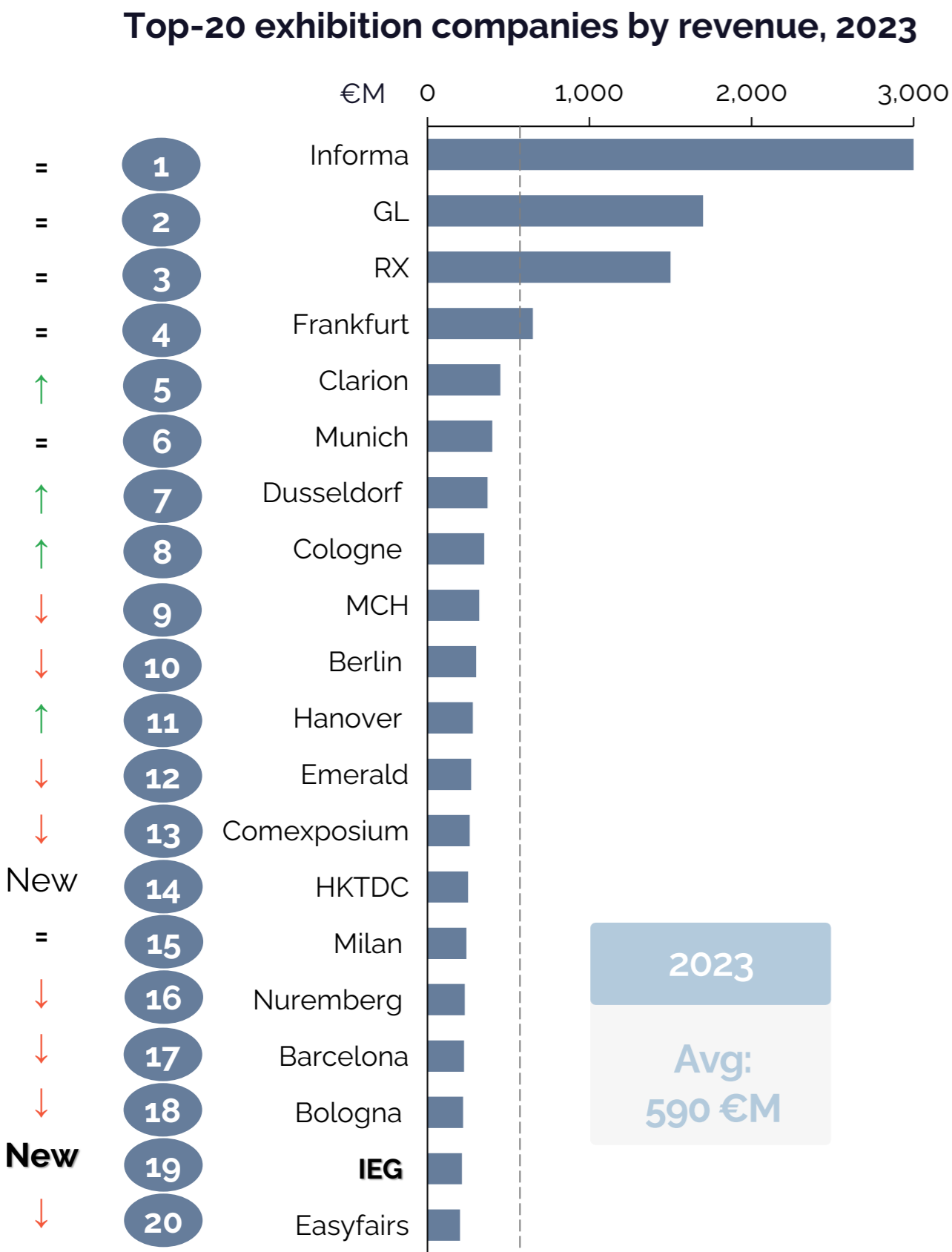


Revenues (in billion €)



*RoW largest markets: Australia, New Zealand and Africa. Note: Includes estimates at country level for less prominent exhibition markets. Latin America accounts for South America countries and Mexico.
Source: jwc analysis, iwc estimates, association reports, company reports

IEG positioning in the Global Exhibition Market



Market size and type of players

In 2023, the recorded market size was 37 €B, with **the top 20 companies covering ~30% of the market.**

In the trade fair market, the Pure Organizer creates and manages the event, while the Venues Manager provides and coordinates the spaces:

IEG is a Pure-organized company but also owns the venues in Rimini e Vicenza.

3 Pillar Strategy BP 2023-2028

01. PORTFOLIO GROWTH

- Consolidation of the core portfolio by strengthening sector specialization and increasing venues capacity;
- Create new business communities by expanding the exhibition clusters through spin-offs, development of new concepts and import of successful events;
- M&A.

02. CONSOLIDATION OF INTERNATIONAL EXPANSION

- Consolidate Italian events abroad;
- Expand the recent acquisitions;
- International partnerships with global organizers;
- M&A.

03. VALUE CREATION

- Develop **new line of business** based on value added service at higher marginality;
- Increase **operating margin for Service Division**;
- **ESG Plan to 2028** integrated in the **Business Strategy**.



The strategy envisages organic growth, but sets the foundations for further business development through larger M&A activities and Partnership with global players.

Strategy Execution: where we are

01. PORTFOLIO GROWTH

CONSOLIDATION OF THE CORE PORTFOLIO

- **Double-digit growth** in Visitors, Net SQM and Exhibitors for the core portfolio events
- **Vicenza Expo Centre: Investment plan on track**, completion expected by September 2026

DEVELOPMENT OF THE CORE PORTFOLIO

- Creation of Ecomondo **spin-offs** with the birth of **Key Energy** in Italy
- Launch of **BEX** a new exhibition on the Space Economy

PORTFOLIO EXPANSION

- Entered **new sectors** such as **Sustainable Mobility** and **Bike Industry** with the acquisition of 'Italian Bike Festival' and **Classic Car** with the acquisition of EMAC S.r.l.: in collaboration with Fiera Milano

M&A

- **9 M&A** completed with a total investment of **~30 M€**

02. CONSOLIDATION OF INTERNATIONAL EXPANSION

INTEGRATION AND EXPANSION

- **16 events abroad**
- **Double-digit growth** in Visitors, Net SQM and Exhibitors for the **Italian formats**, already present in **Asia, Middle East and South America** (SIGEP and Ecomondo)

NEW INDUSTRIES DEVELOPMENT

- Entered new sectors such as **Agroindustry in Brazil** with the acquisition of **Fenagra**, and **Facility Management** with the acquisition of **Infra FM**.

M&A

- **6 M&A** completed with a total investment of **~20 M€**

03. VALUE CREATION

INCREASE PROFITABILITY

- Developed a **new line of business with the highest marginality** focused on the **Digital Offering** growing at a **+20% YoY**
- **Exceeded** the plan **targets** in FY24 and FY25 both on **Revenue's growth** and **profitability**
- Keeping **financial discipline** while **investing in portfolio** and **venues capacity**
- **ESG Strategic goals** embedded in Plan execution

Section 03

Key Financials

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Key Financials

1Q 25 Results

REVENUES	ADJ. EBITDA	ADJ. EBIT	NET RESULT
102.8	38.2	33.3	21.5
+15.7%	+11.2%	+10.9%	(7.8%)
Net Financial Position € 71.2 (Monetary NFP € 16.5)			

1H 25 Results

REVENUES	ADJ. EBITDA	ADJ. EBIT	NET RESULT
149.3	39.2	29.1	17.0
+13.2%	+8.8%	+4.8%	(15.6%)
Net Financial Position € 111 (Monetary NFP € 48.4)			

9M 25 Results

REVENUES	ADJ. EBITDA	ADJ. EBIT	NET RESULT
190.8	45.1	29.6	16.1
+6.3%	+5.3%	(1.4%)	(23.4%)
Net Financial Position € 108.3 (Monetary NFP € 45.9)			

Guidance 2025

REVENUES	ADJ. EBITDA	ADJ. EBITDA margin
260/262	69/71	26.5%/27.1%
Net Financial Position € 77/70		

BP 2028

REVENUES	ADJ. EBITDA	ADJ. EBITDA margin
323	90	28%
Net Financial Position € 3		

The Strategic Plan update covering a 5 years period 2025-2030 is expected to be approved and presented at the beginning of February 2025.

Investment Case

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Investment Case

1.

International Leader in the Exhibition Experience

Positioned amongst the Top-20 Global Exhibition's companies



2.

Solid and profitable growth driven by financial discipline

Steadily increasing revenues and profitability, supported by an efficient business model and strategic acquisitions



3.

Diversified and unique event portfolio

Over 50 internationally owned events and formats that generate recurring revenue and long-term loyalty



4.

International expansion and innovation

Growing presence in foreign markets and continuous investment in digitalization, sustainability, and advanced trade fair formats



5.

Effective Strategy Execution growing shareholder value

Solid cash generation, stable dividend policy and potential for further stock appreciation



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Next events

March 19TH, 2026
Annual Financial report as at December 31st, 2025

April 29TH, 2026
Shareholders Meeting for the approval of Annual Financial Report as of December 31st, 2025

May 14TH, 2026
Approval of Consolidated Interim Report as of March 31st, 2026

August 8TH, 2026
Approval of Half-Year Interim Report as of June 30th, 2026

November 12TH, 2025
Approval of Consolidated Interim Report as of September 30th, 2026

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Because these forward-looking statements are subject to risks and uncertainties, actual future results or performance may differ materially from those expressed in or implied by these statements due to any number of different factors, many of which are beyond the ability of IEG S.p.A. to control or estimate precisely, including changes in the regulatory environment, future market developments. You are cautioned not to place undue reliance on the forward-looking statements contained herein, which are made only as of the date of this presentation. IEG S.p.A. does not undertake any obligation to publicly release any updates or revisions to any forward-looking statements to reflect events or circumstances after the date of this presentation.

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This presentation does not constitute a recommendation regarding the securities of the Company. This presentation does not contain an offer to sell or a solicitation of any offer to buy any securities issued by IEG S.p.A. or any of its subsidiaries.

Pursuant to art. 154-bis, paragraph 2, of the Italian Unified Financial Act of February 24, 1998, the executive in charge of preparing the corporate accounting documents at IEG, Teresa Schiavina, declares that the accounting information contained herein correspond to document results, books and accounting records.