



# Results 1Q23

Analyst Call May 10th, 2023

**ITALIAN  
EXHIBITION  
GROUP**  
Providing the future



- › 1Q23 Business Performance
- › 1Q23 Financial Performance
- › FY23 Outlook



# Business

Corrado Peraboni (CEO)



# 1Q23 – RESULTS HIGHLIGHTS

## 1Q23 – Record Revenues, back to profitability and cash generation

- ✓ Revenue doubled 1Q22 results (+102%) with sound growth across all business lines driven by organic expansion on volumes (+40,6%) and «Restart» (+37,3%)
- ✓ Adj. EBITDA Margin at 32,1% (+13,7 pp vs 1Q22) driven by «Organized Events» line of business
- ✓ Net Financial Position at 91,3 M€ improving by 4,1 M€, monetary NFP at 54,6 M€ (vs 58,8 M€ in 2022)
- ✓ Net Result at 14 M€, back to profitability

## Executing Business Plan Strategy

- ✓ M&A investments in product portfolio expansion: acquisition in Singapore of "SIJE" (International Jewellery Expo) and "CARA" Café Restaurant Asia.
- ✓ Digital transformation investments to enhance customers' experience and incremental revenue stream

## 1Q 2023 Results

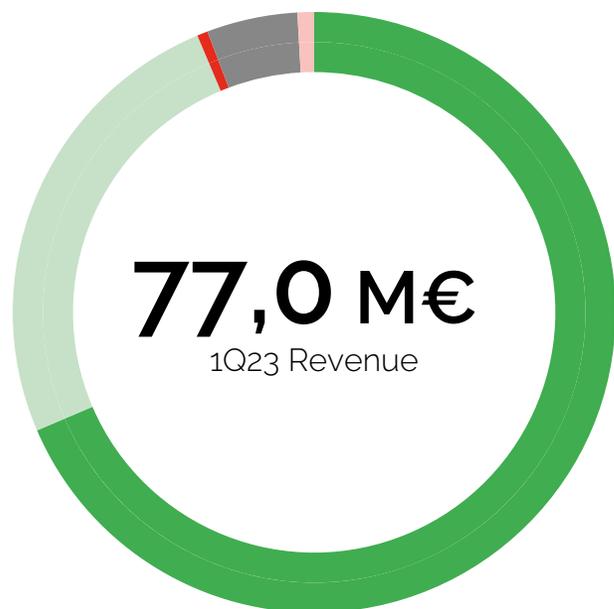
REVENUES	Adj. EBITDA	Adj. EBIT	NET RESULT
<b>€77,0</b>	<b>€24,7</b>	<b>€20,5</b>	<b>€ 14,0</b>
<b>+102%</b>	<b>32,1%</b> <b>(+13,7 pp)</b>	<b>26,6%</b> <b>(+18,7 pp)</b>	<b>18,1%</b> <b>(+13,4 pp)</b>

**Net Financial Position € 91,3**



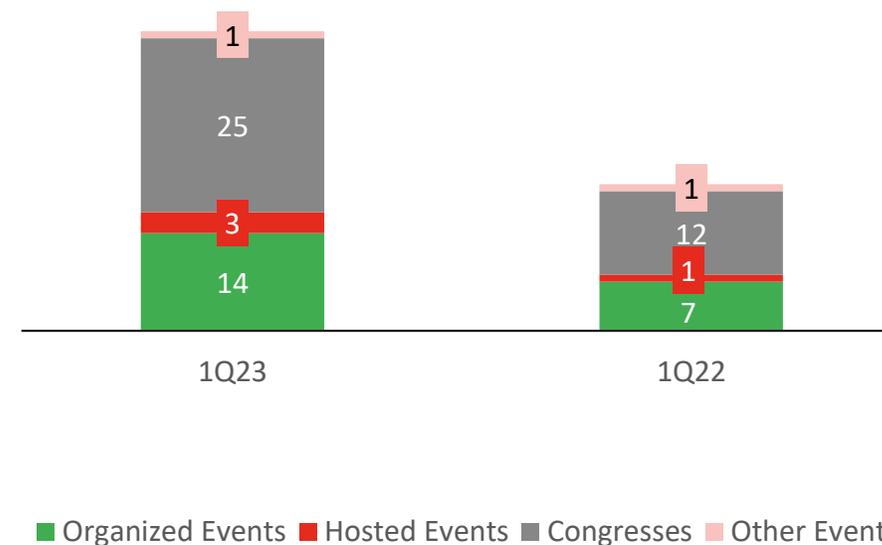
# 1Q23 BUSINESS SEGMENTS PERFORMANCE

1Q23 Revenues by line of Business



Organized events	69%
Food, Stand Fitting and cleaning	24%
Congresses	5%
Hosted events	1%
Publishing, sport and other	1%

Number of Events





# 1Q23 BUSINESS UPDATE



KEY – the "Energy Transition Expo" first edition following the spin off from Ecomondo, was launched in March 2023, aimed at providing a comprehensive showcase for the technology, integrated solutions and services for the energy transition towards a carbon-neutral economy. It is also a cultural, scientific and technical hub in the renewable energy sector.

The Exhibition overperformed the targets, doubling exhibitors and visitors vs 2022, positioning itself as a point of reference for Italy, Africa and the Mediterranean Region having over 30% of International players attending the event.



Successful integration of My Plant & Garden – the "International Garden Expo" – after IEG's acquisition. The event, hosted in Milan, is seeing momentum in the gardening and floriculture sector, reached excellent results both financially and from a business stand point overachieving targets. The event hosted also the national conference of AICG (Italian Association of Gardening Centers).



VOJ – "Vicenza Oro January" reached the full booking of Vicenza headquarter marking the most successful edition of the last 70 years. Foreign buyers doubled compared to the 2022 winter edition (+105%). It is a historical record in attendance with +11.5% compared to the pre-pandemic edition of January 2020. Foreign visitors are close to 60% of the total, coming from 136 countries in the world, The new «TIME» community dedicated to contemporary watchmaking and its supply chain made its debut in the January edition with almost 50 companies from Italy, Switzerland, Germany and France.



The 2<sup>nd</sup> edition held in Dubai shows a 46% growth in net spaces occupied, improving on the excellent results already achieved at the first edition. This growing participation confirms the strategic importance of the event as a Middle East Hub with a 75% of foreign exhibitors.



# Finance

Teresa Schiavina (CFO)



# 1Q 2023 INCOME STATEMENT

## Revenues

- ✓ At 77,0 M€ +102% vs 1Q 2022 driven mainly by organic growth (+15,5 M€) and 'Restart' from pandemic (+14,2 M€)

## Contribution margin

- ✓ At 35,3M€, or 45,9% thanks to volume despite inflation

## Adjusted EBITDA

- ✓ at 32,1% (+13,7 pp YoY), mainly thanks to volume and partially to positive pricing

## Adjusted EBIT

- ✓ at 26,6% (+18,7 pp YoY), at 20,5 M€, improving by 17,5 M€ back to normalized activity

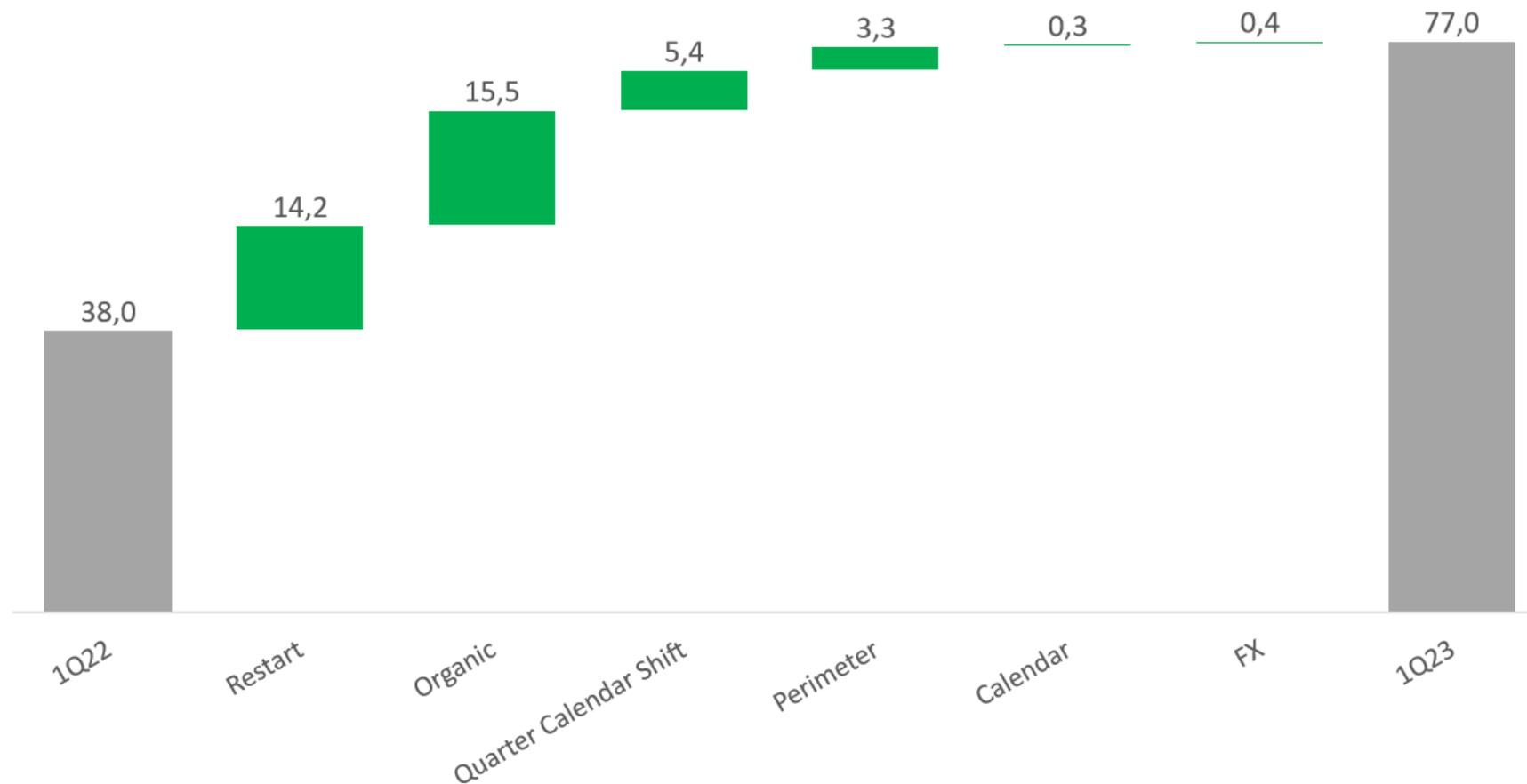
## Net Result

- ✓ at 14,0 M€ (18,1%), back to profitability improving by 12,2 M€

	1Q 2023	1Q 2022	Change	%
Revenues	77,0	38,0	39,0	>100%
Operating costs	(41,7)	(22,5)	(19,2)	+85,2%
<b>Contribution Margin</b>	<b>35,3</b>	<b>15,5</b>	<b>19,8</b>	<b>&gt;100%</b>
Personnel	(10,6)	(8,5)	(2,1)	+24,4%
<i>Non recurring EBITDA items</i>	-	-	-	-
<b>Adjusted EBITDA</b>	<b>24,7</b>	<b>7,0</b>	<b>17,7</b>	<b>&gt;100%</b>
<i>% Adj Ebitda Margin</i>	<i>32,1%</i>	<i>18,4%</i>	<i>+13,7 pp</i>	
D&A	(4,3)	(4,0)	(0,2)	+6,1%
<b>Adjusted EBIT</b>	<b>20,5</b>	<b>3,0</b>	<b>17,5</b>	<b>&gt;100%</b>
<i>% Adj Ebit Margin</i>	<i>26,6%</i>	<i>7,9%</i>	<i>+18,7 pp</i>	
Net Financials	(0,9)	0,3	(1,2)	<-100%
Profit before Tax	19,5	3,3	16,2	>100%
<i>% PBT Margin</i>	<i>25,4%</i>	<i>8,7%</i>	<i>+16,7 pp</i>	
Taxes	(5,6)	(1,5)	(4,1)	>100%
<b>Net Result</b>	<b>14,0</b>	<b>1,8</b>	<b>12,2</b>	<b>&gt;100%</b>
<i>% Net Result Margin</i>	<i>18,1%</i>	<i>4,7%</i>	<i>+13,4 pp</i>	

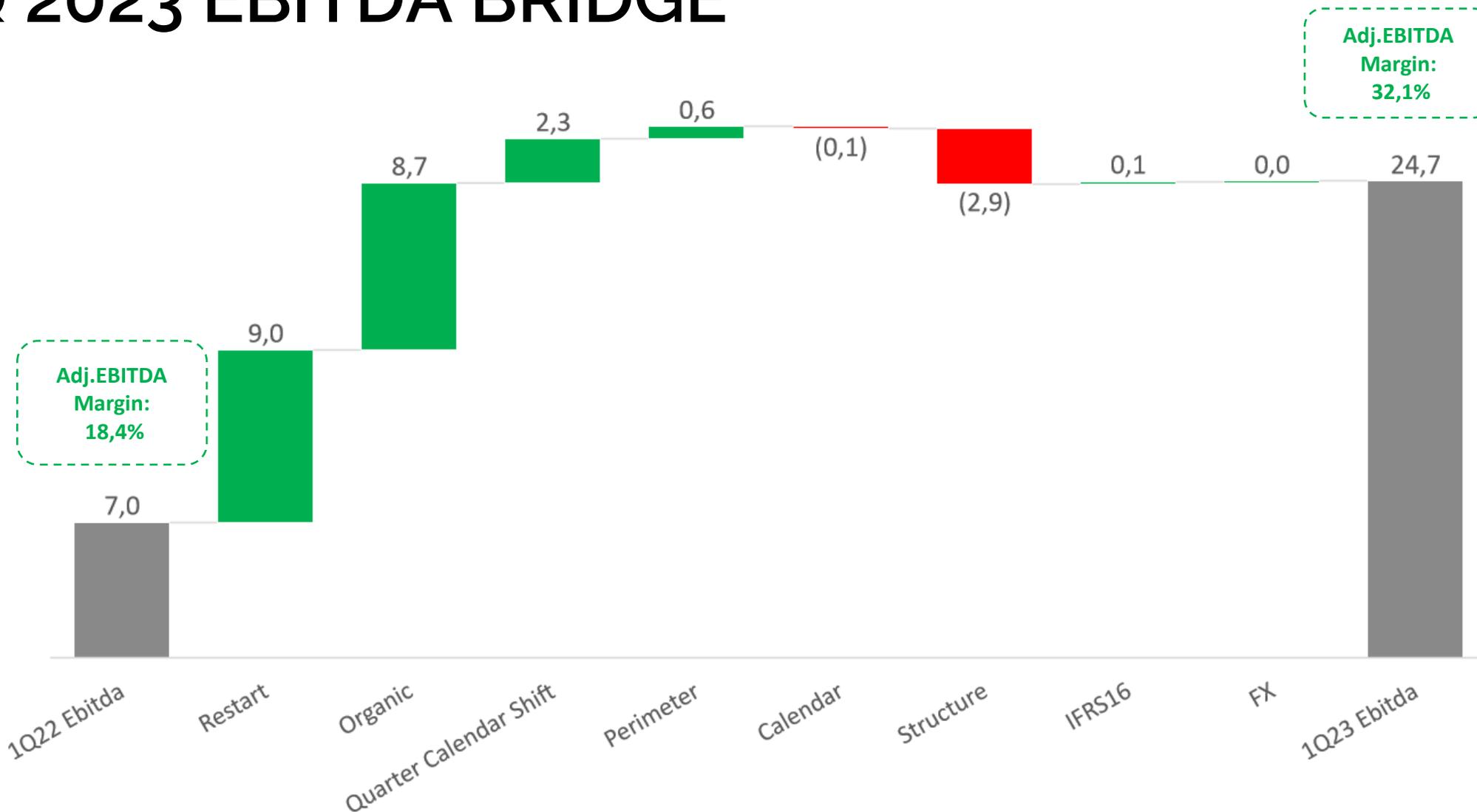


# 1Q 2023 REVENUES BRIDGE





# 1Q 2023 EBITDA BRIDGE





# 1Q 2023 BALANCE SHEET

## Net Invested Capital

- ✓ Fixed Assets decrease due to depreciation and deferred tax assets release
- ✓ NWC negative at 43,0 M€ improve by 14,2 M€ thanks to clients' downpayments release on Exhibitions' held in Q1-23

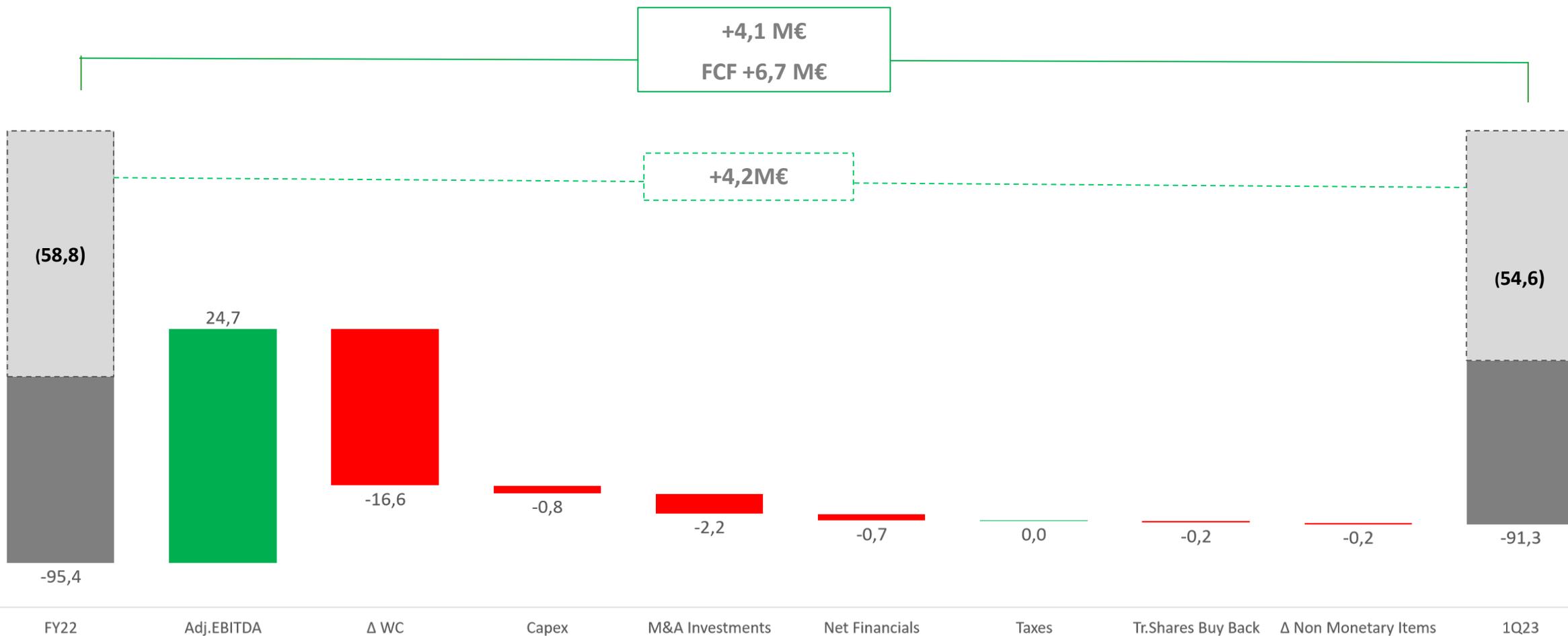
## Net Financial Position

- ✓ At 91,3 M€ improves thanks to a positive FCF of +6,7 M€ driven by organic growth and normalized business

	mar-23	dic-22	Change	%
Total Fixed Assets	249,4	253,6	(4,2)	-1,7%
Trade receivables	23,0	30,0	(7,0)	-23,4%
<i>% on 12m rolling sales</i>	<i>11,4%</i>	<i>18,6%</i>	<i>-7,1 pp</i>	
Inventories	0,7	0,9	(0,2)	-17,7%
<i>% on 12m rolling sales</i>	<i>0,3%</i>	<i>0,5%</i>	<i>-0,2 pp</i>	
Trade payables	(43,9)	(42,8)	(1,1)	2,5%
<i>% on 12m rolling sales</i>	<i>-21,8%</i>	<i>-26,4%</i>	<i>+4,6 pp</i>	
Trade Working Capital	(20,2)	(11,9)	(8,3)	69,4%
<i>% on 12m rolling sales</i>	<i>-10,0%</i>	<i>-7,4%</i>	<i>-2,7 pp</i>	
Other Current Assets/Liabilities	(22,8)	(45,3)	22,5	-49,7%
Net Working Capital	(43,0)	(57,2)	14,2	-24,8%
<i>% on 12m rolling sales</i>	<i>-21,4%</i>	<i>-35,3%</i>	<i>+13,9 pp</i>	
Other Non-Current Liabilities	(7,3)	(6,9)	(0,4)	
Net Invested Capital	199,1	189,5	9,6	5,1%
Net Financial Position	91,3	95,4	(4,1)	-4,3%
Net Equity	107,8	94,1	13,7	14,5%
Total Sources	199,1	189,5	9,6	5,1%



# 1Q 2023 NFP BRIDGE





# FY23 OUTLOOK

The forecasted macroeconomic scenario for 2023 is still marked by uncertainty. The lingering inflationary pressure and the consequent tight monetary policies, as well as the global geo-political tensions, play their part in curbing growth, despite Q1 2023 confirmed a sound post pandemic recovery, allowing the Group to overperform, in certain line of business, 2019 results.

Against this backdrop, the Group is confident for 2023 to achieve operating margin targets set out in the business plan, improving sales volumes and consolidating cash generation to support investments.



**Q&A**



Appendix

**ITALIAN EXHIBITION GROUP**  
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