

Paris, May 7th, 2026

Investor Presentation



TP ICAP MIDCAP Conference

ITALIAN
EXHIBITION
GROUP
Providing the future

Agenda

Chapter 1	Market scenario
Chapter 2	IEG Overview
Chapter 3	IEG Strategy: Strategic Plan 2025-2030
Chapter 4	Key Financials
Chapter 5	Closing Remarks

Market scenario

The Exhibition Industry

ONE INDUSTRY, TWO DIFFERENT JOBS

Event Organizers

The owners of the shows

- They make all decisions about the Event (where, when, format, contents, prices, audience, etc.)
- They can move the show or geoclone it
- They have all the relationship with exhibitors, visitors, stakeholders ... (the Industry Community)
- They have access to all digital transactions and information being generated by the community before, during and after the event
- Revenues from spaces sold to exhibitors, services, advertising, sponsorship, ticketing, seminars, digital content

This is the richest part of the exhibition business

ITALIAN EXHIBITION GROUP
Providing the future

MANAGES VENUES...

...BUT MOSTLY IEG IS AN

EVENT ORGANIZER

Venue Managers

The expo centre managers

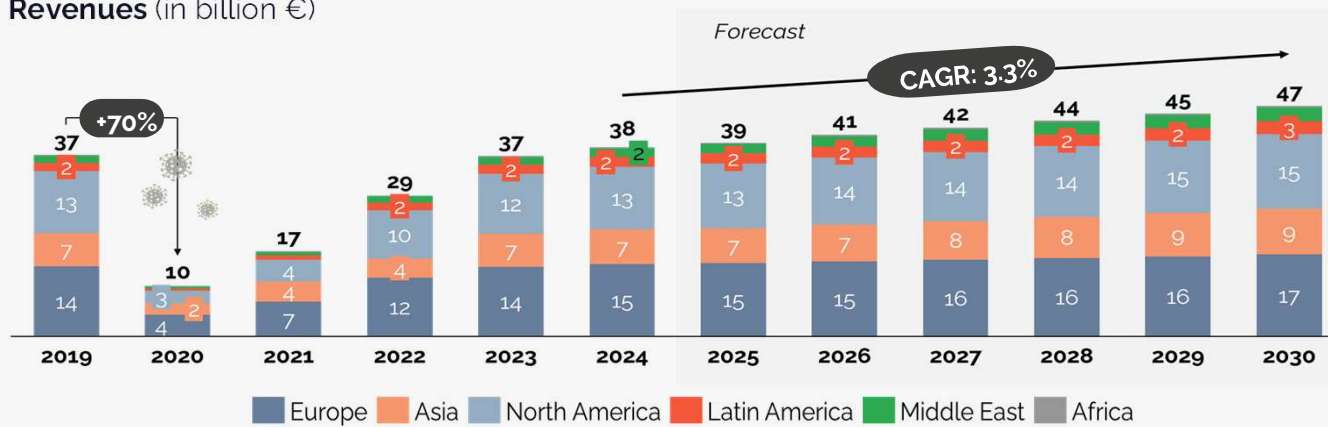
- They rent the venue to organizers
- They provide a certain kind of services to the organizers
- They have access to some digital transactions and information being generated by the community during the show
- Revenues from rental and services to the organizers, from services to visitors (es. food), general advertising

This is the exhibition business most connected to local communities

Global Exhibition Market & IEG Sectors Growth to 2030

Global Exhibition Market

Revenues (in billion €)



Forecasted CAGR
(2024 - 2030)

Africa	+3.4%
Middle East	+6.6%
Latin America	+2.8%
North America	+1.8%
Asia	+2.7%
Europe	+1.0%

IEG's Exhibitions Sectors expected growth to 2030

% Incidence of Organized Event Sector Revenues' on IEG Group turnover

Jewellery & Fashion	Green & Technology	Food & Beverage	Tourism & Hospitality	Wellness & Outdoor	Lifestyle & Entertainment	Industrial Equipments
16%	14%	12%	10%	5%	2%	2%
+5.5%	+22.7%	+5.4%	+3.5%	+7.6%	+7.3%	+7.3%

Global Exhibition Market & IEG Sectors Growth to 2030

Industry Trend #1:

Consolidation & Scale

Industry Trend #2:

The Value of Physical Events

Industry Trend #3:

New Participation Models

Industry Trend #4:

De-globalization & Positioning



IEG Overview

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

176*

Total events

69*

Major trade fair events

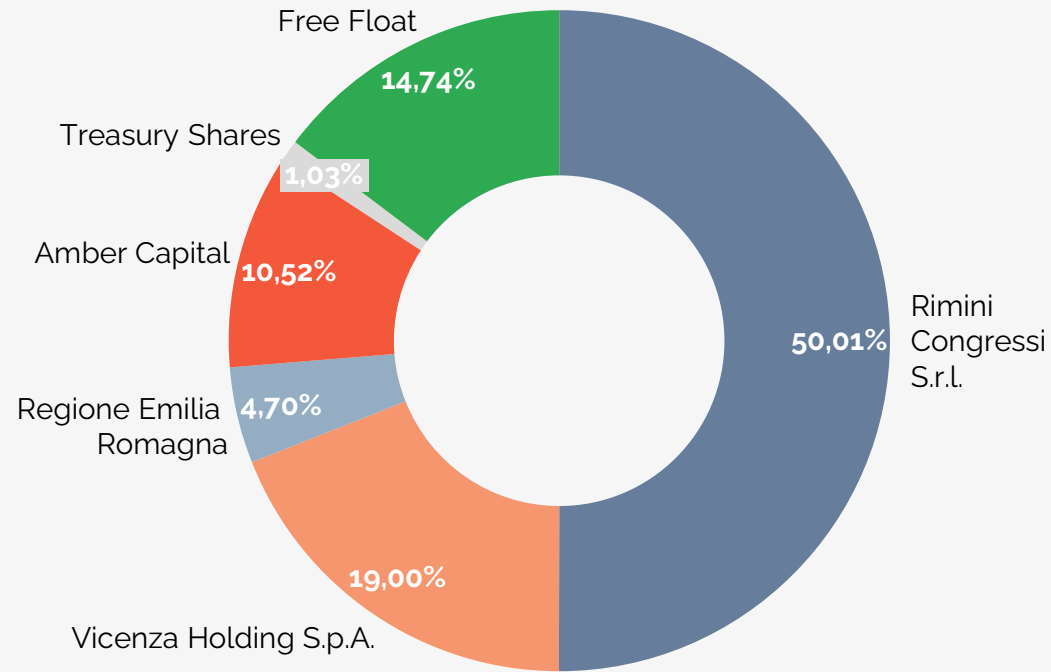
103*

Congress events

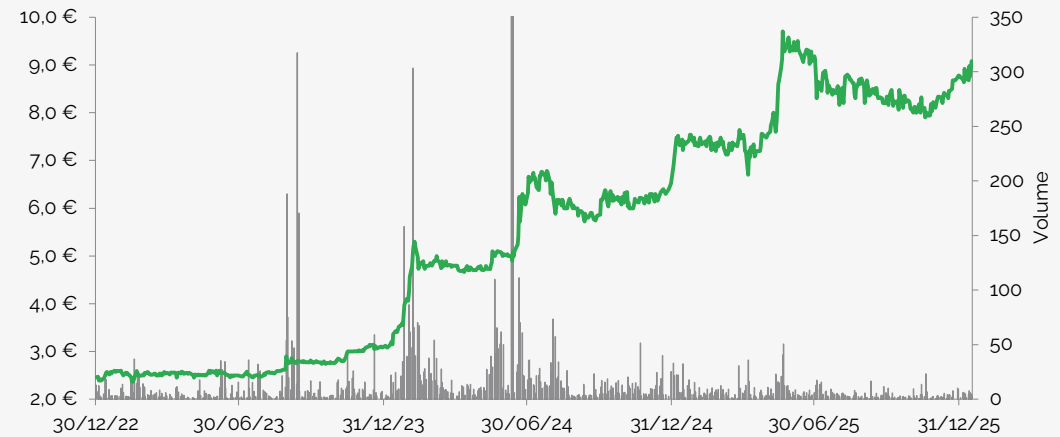
* In FY 2025

Stock performance and Shareholders' Structure

Shareholders' Structure



Stock performance (2025)



Stock Performance

+185%

IEG'S volume
IEG

** Values calculated considering the period 01/01/2023 - 31/12/2025

IEG Business Model

% on Revenues*

Organized Events



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.

61%

Services



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.**

26%

Congress



All the services and solutions for PCO, Companies and Communication Agencies need to **organize and manage high-profile conferences, conventions, and forums at IEG's conference centres** (Rimini, Vicenza and Fiuggi). An ecosystem dedicated to training, networking, and professional growth.

9%

Hosted Events



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.

2%

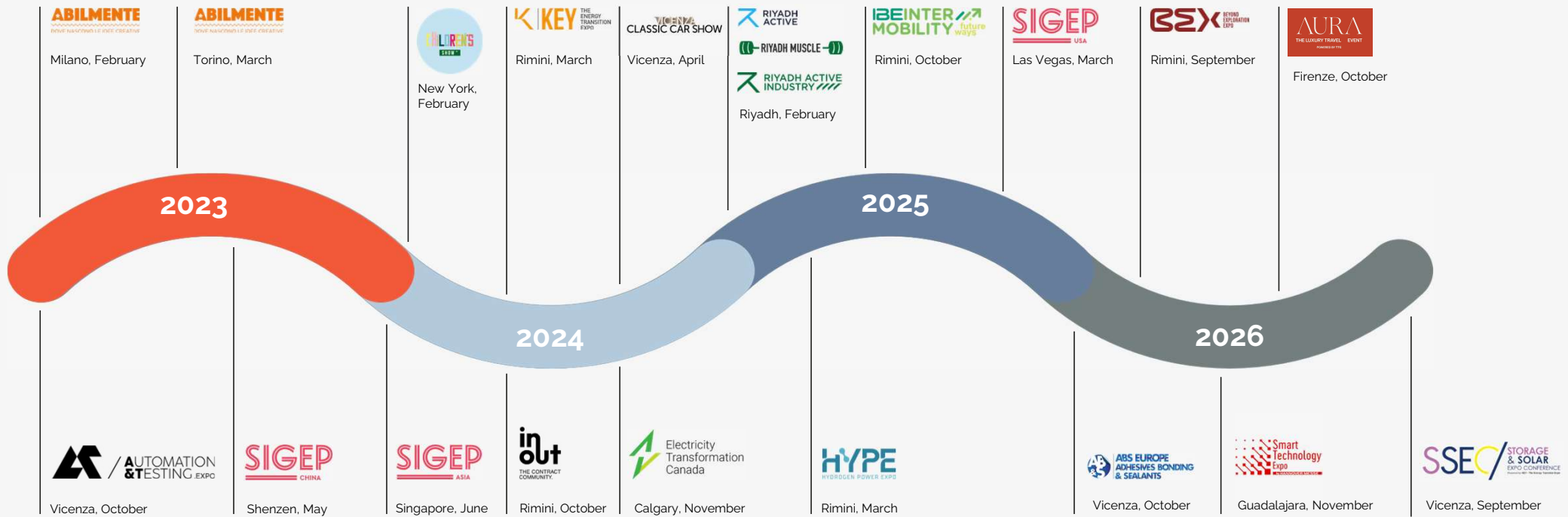
Publishing, Sport & Other



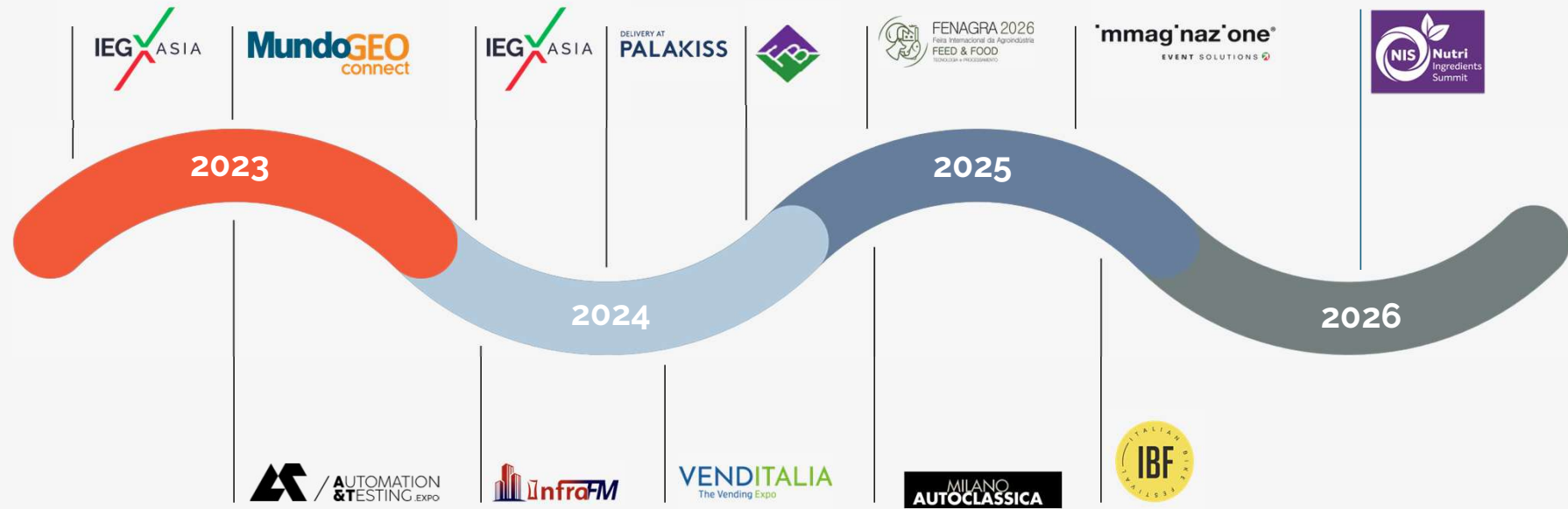
Production of editorial and multimedia content to promote trade fair brands and keep the community alive throughout the year, along with the **organization of sporting events and hybrid formats that combine competition, entertainment, and business.**

2%

Continuous portfolio development



~40 M€ M&A investment: 75% in Italy, 25% Abroad



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 Equipments
Italy	 	 	 	 	 	 	
RoW	 	 	 	 	 	 	

IEG Exhibitions & Congress Facilities

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 Nov. 2029**



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



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**



Fiuggi Convention Centre

- Managed by IEG from 2025
- Hosts capacity: 2,000
- A versatile hall that can be divided into four separate spaces to host multiple events simultaneously
- Set within a thermal park, it has access to the adjacent grounds of the Fonte Bonifacio VIII park, which are also available for conference events

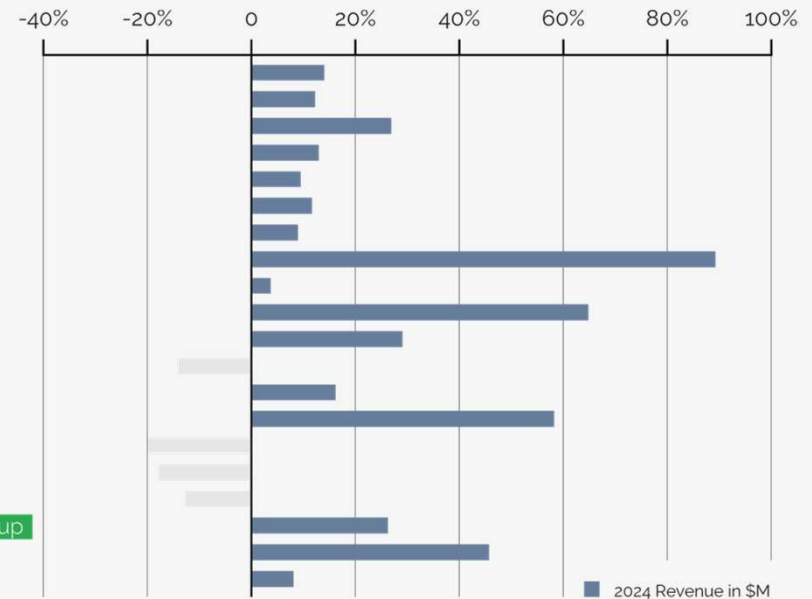


IEG among the global leading pure exhibition organizers

Revenues FY 24



Revenues Growth FY24



#Among the top players globally by EBITDA margin

Profitability as a structural competitive advantage



**IEG Strategy:
Strategic Plan 2025-2030**

Portfolio Growth

International Growth

People & Culture

Value Creation

Strategic Pillar #1 – Portfolio Growth

Grow and diversify the portfolio to increase scale and reduce risk

- Further strengthening of the flagship exhibitions
- Increase the number of exhibitions in portfolio
- Diversify revenue strategy
- Selective M&A

How we Execute

▶ Target to 2030

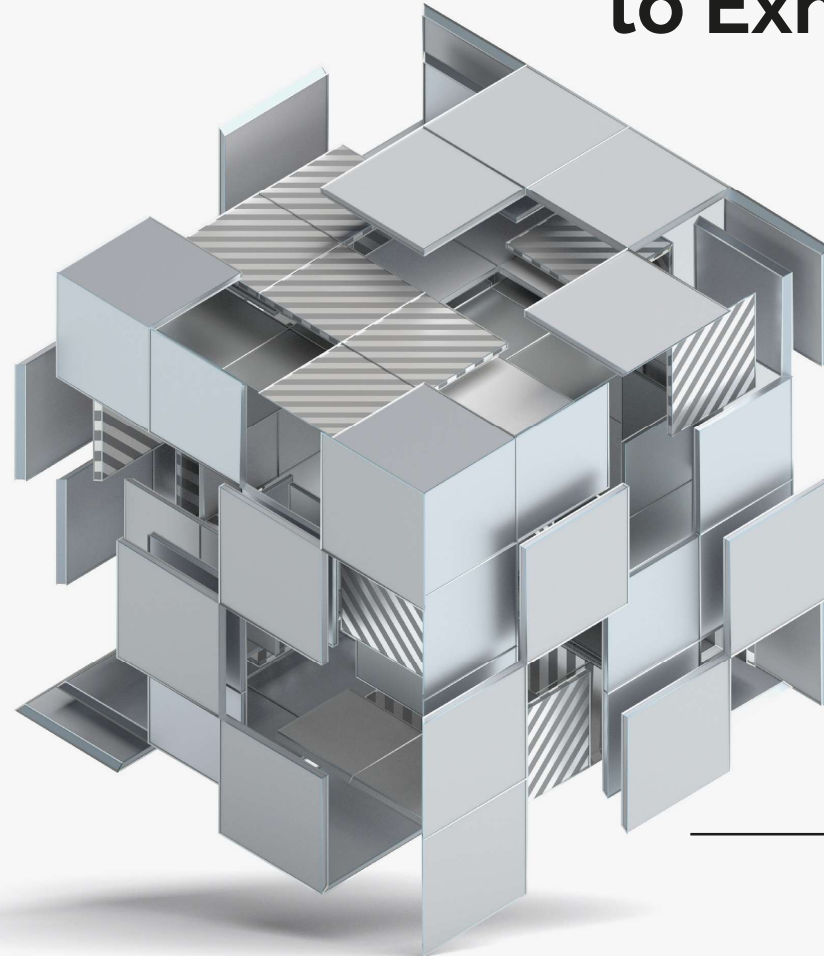
- Development and launch of one new proprietary exhibition per year
1x year
- Increase the international profile of exhibitions
From 12% to 15%
- Expansion of venue capacity to support growth in exhibition space
- Accretive growth of high value-added digital services to scale in innovation and value
- M&A

Strategic Pillar #1 – Portfolio Growth

IEG has evolved its exhibitor sales model: **from pure floor-space sales to a diversified portfolio of services** - stand construction, on-site solutions, and high-value digital products that **amplify multi-channel visibility**

- Area
- Stand construction
- On-site services
- Advertising
- Digital products
- Other products

A new approach to Exhibitors Sales



Cubic Meter

Strategic Pillar #2 – International Growth

Selective international expansion to strengthen the portfolio and reduce risk

International growth as an enabler of portfolio strength

- Countries clustered by strategic role, not by geography
- Local growth through acquisitions where we organize exhibitions
- Further strengthen flagship events
- Selective M&A activity in Italy and in new countries

How we Execute

▶ Target to 2030

Countries clustered by IEG's growth strategic drivers

Cluster A – Local event platform

- Proprietary events
- Limited outbound

▶ Countries where IEG already operates: reach a **CAGR 25-30 of 18%** combining M&A and launch new exhibitions

Cluster B – Outbound Markets

- Exhibitors & buyers
- No Local events

▶ **Build an international sales network** to create a single commercial platform serving all exhibitions in Italy and abroad

Cluster C – Strategic Growth Markets

- Local events
- Outbound synergies

▶ In **target countries** for local events: **enter through M&A**

Strategic Pillar #3 – People & Culture

Building Execution Capability Over Time aiming to become “Best place to work”

People & culture as infrastructure, not as a support function

- People and culture as a critical enabler of execution in a relationship-driven business
- Leadership continuity and critical skills as a prerequisites for scalable growth
- Engagement and retention as drivers of operational stability and long-term value

How we Execute

A people model designed to support growth, resilience and execution

- Structured talent programs ensuring leadership pipeline and improve of critical skills
- Internal Academy with customized, business-driven learning paths
- Continuous upskilling and reskilling supporting productivity, innovation and execution capability
- Strong talent attraction and retention, reflected in low employee turnover
- High employee engagement supporting long-term performance and organizational stability

Strategic Pillar #4 – Value Creation

Profitable growth, financial discipline and long term value generation



Value creation as a structural feature of the business model

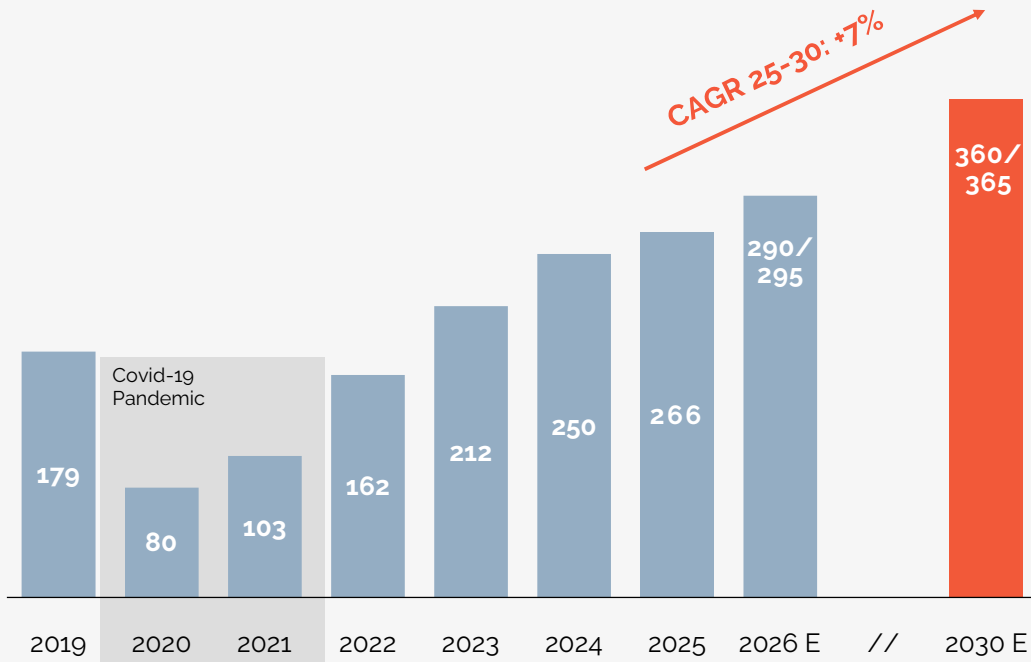
- Growth with discipline, without compromising profitability
- Scalable and efficient operating model
- ESG Plan 2030 fully integrated into business strategy and governance
- Commitment to a dividend policy at a minimum of 20% Dividend Payout Ratio

Key Financials

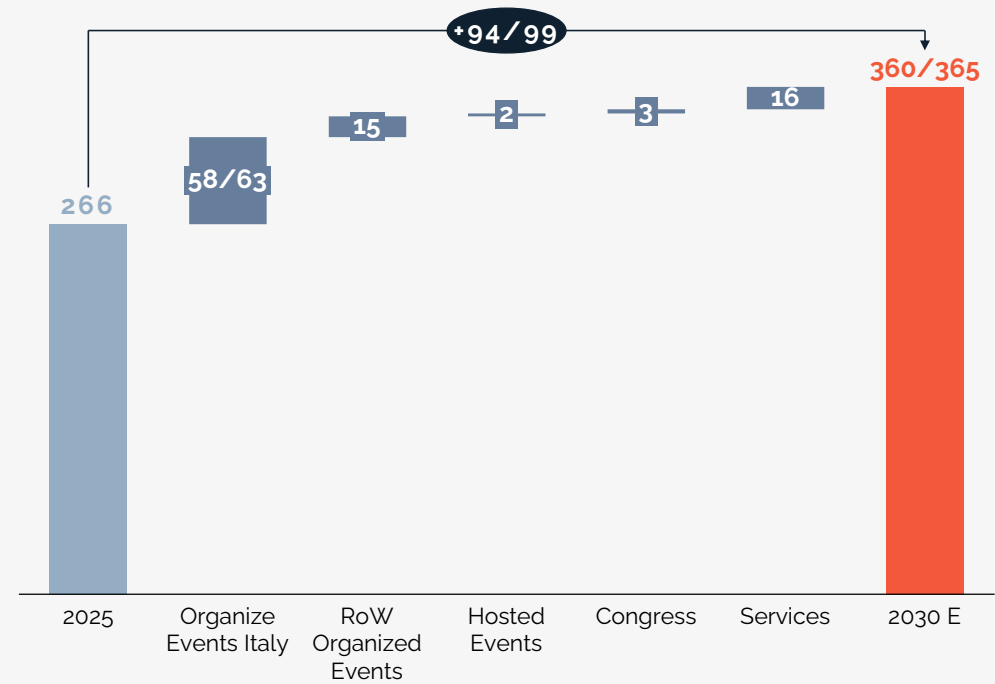


Group Revenues

Revenues 2019 – 2030 (€M)

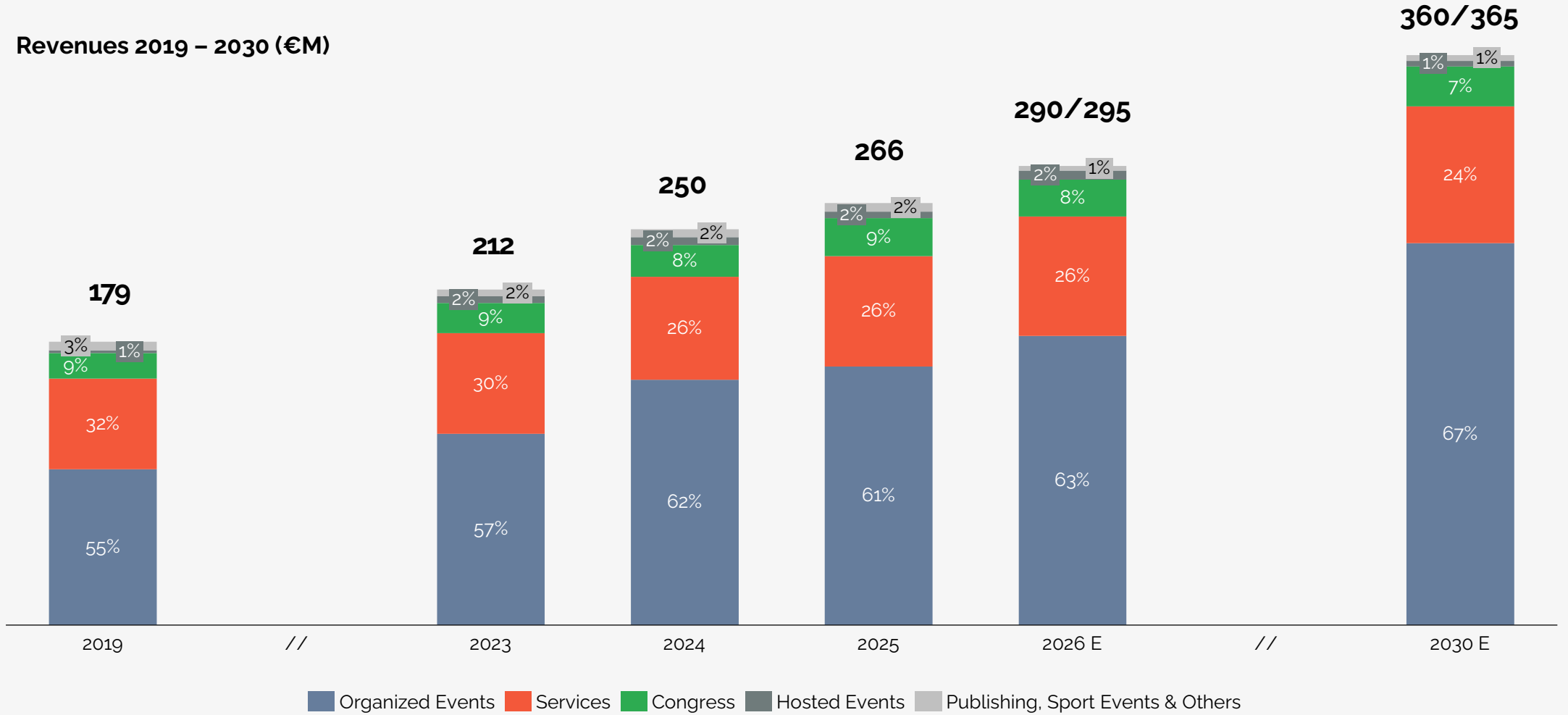


Revenues Bridge 2025 – 2030 (€M)



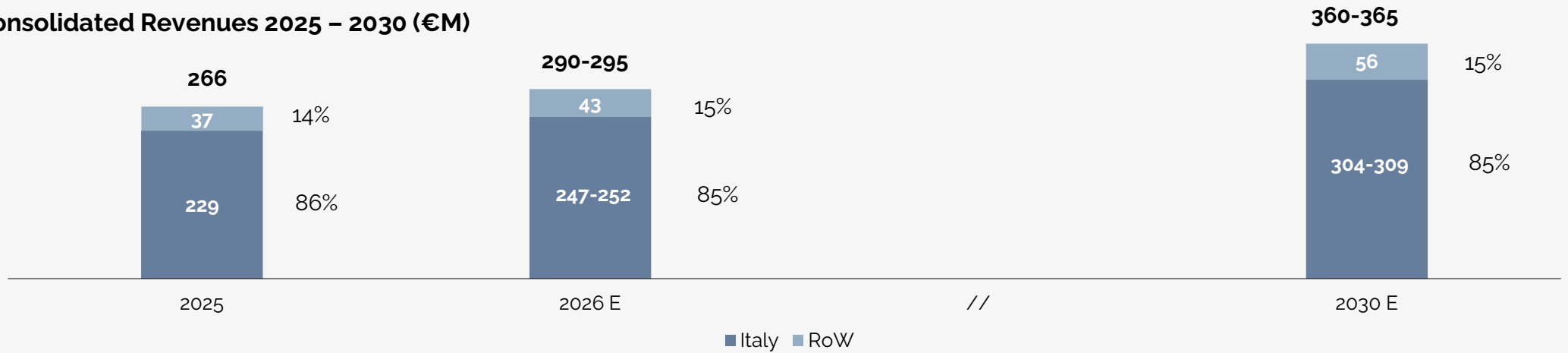
Group Revenues by Line of Business

Revenues 2019 – 2030 (€M)

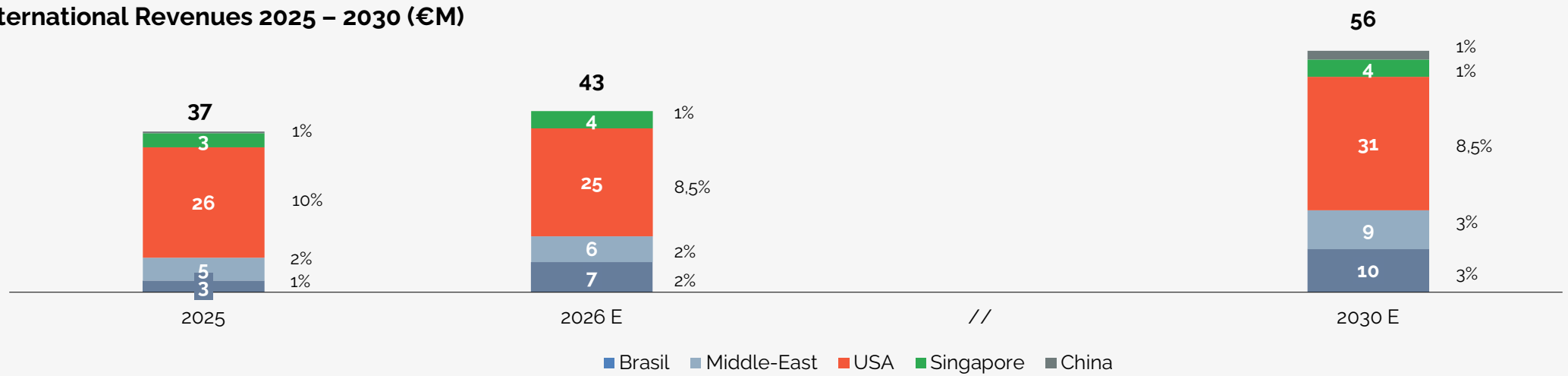


Revenues Breakdown by Area Geo

Consolidated Revenues 2025 – 2030 (€M)

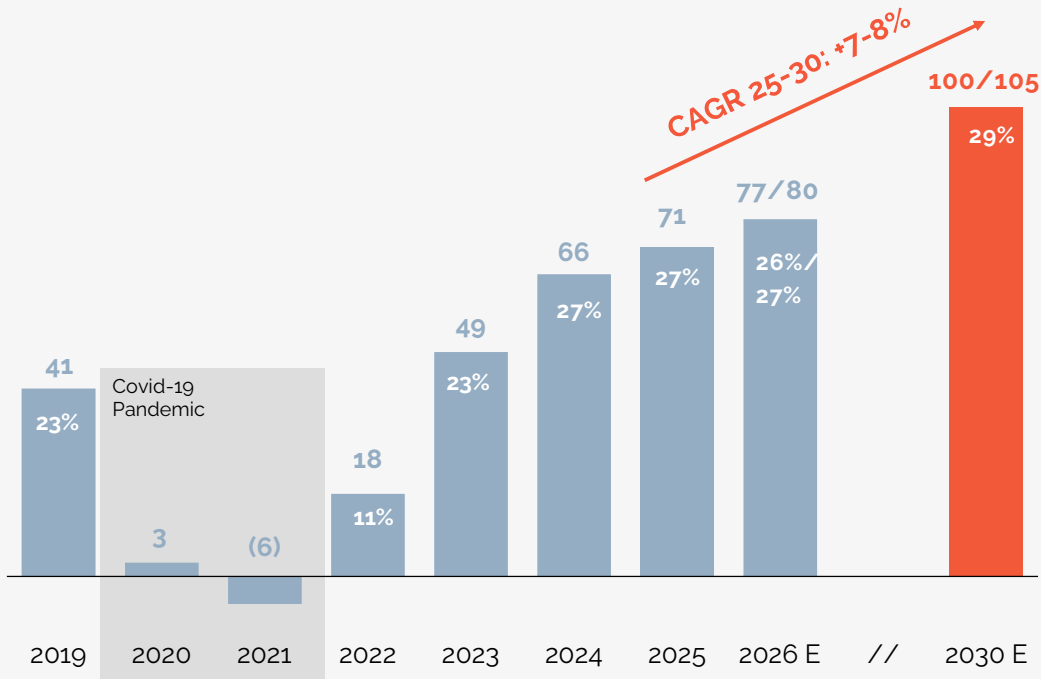


International Revenues 2025 – 2030 (€M)

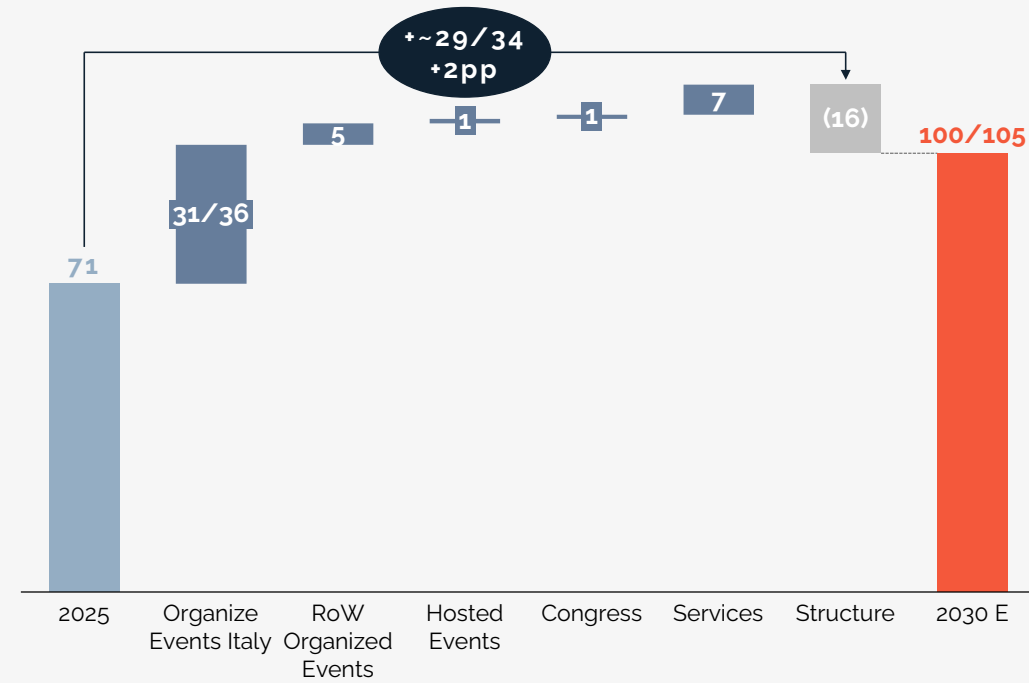


Group Adjusted EBITDA

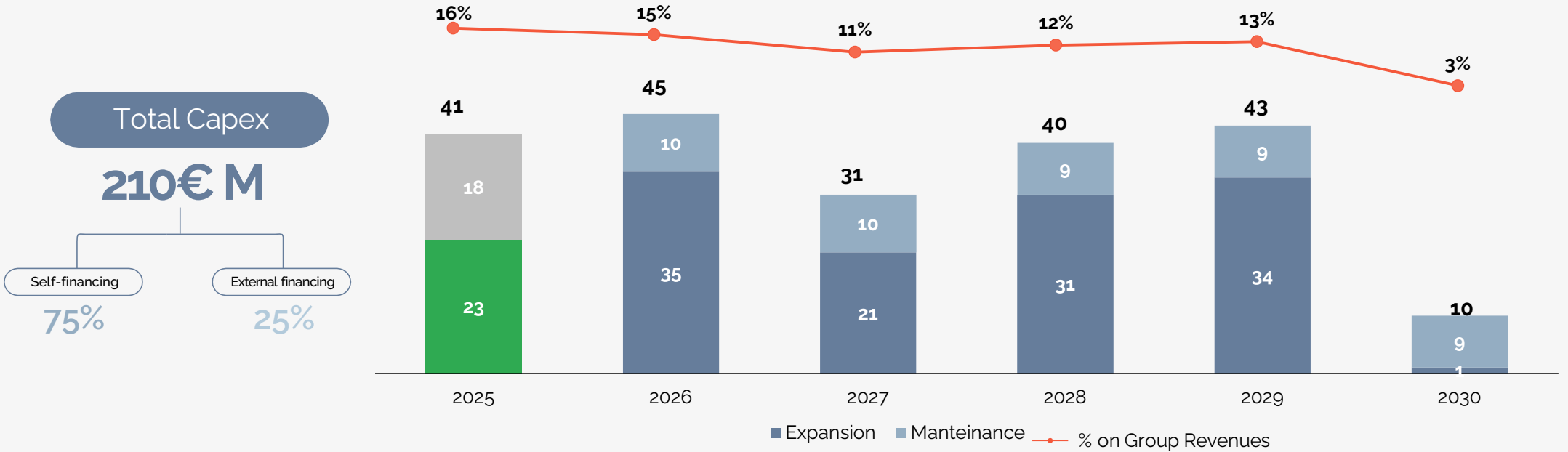
EBITDA ADJ. 2019 – 2030 (€M)



EBITDA ADJ. Bridge 2025 – 2030 (€M)

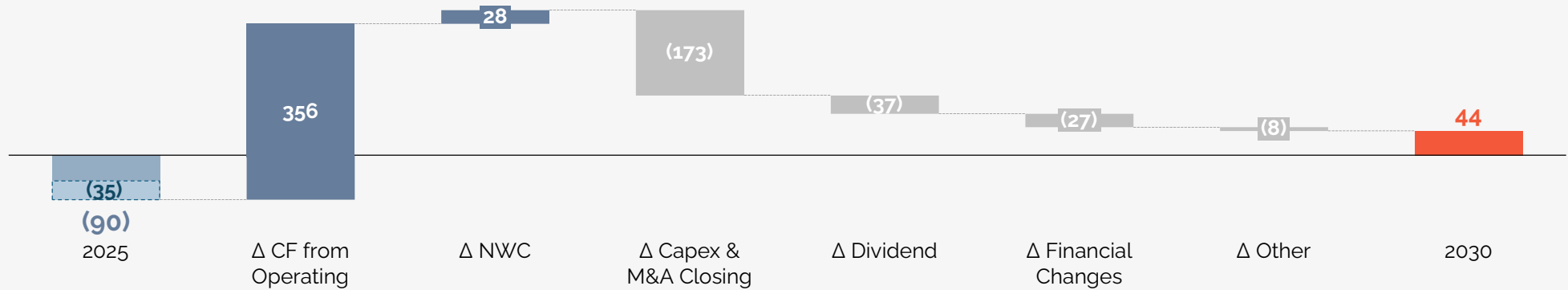


Capex Plan and financing

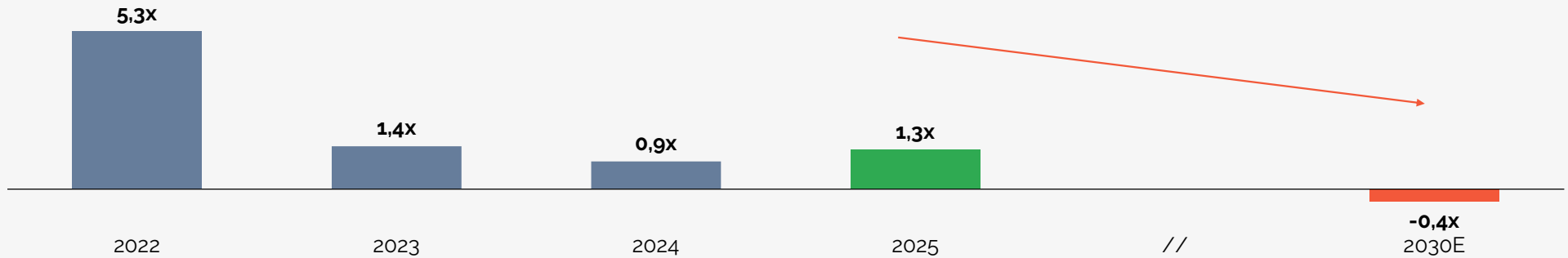


Group Net Financial Position & Financial Leverage

Net Financial Position Bridge 2025 – 2030 (€M)



Financial Leverage 2022 – 2030 (€M)



Closing Remarks



Ready to Scale

Focus on core businesses

to complete foundation to Scale



Increase **shareholder remuneration**

International Expansion with selective **M&A** and a **Global Sales Network**



Invest in Portfolio Development and capacity expansion to boost **organic growth**

Next Events

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, 2026

Approval of Consolidated Interim Report as of September 30th, 2026

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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.