

ITALIAN EXHIBITION GROUP: FOCUS ON

MISSION

For over 70 years Italian Exhibition Group has been organising trade shows, events and congresses in Italy and around the world. Its mission is to offer its national and international Partners concrete business opportunities, high added value content and services and opportunities to meet. Modern facilities, high-quality work, innovation and networking capacity are the guiding assets of IEG's activities, a player with a European profile. The result is the creation of value for the stakeholders through the economic growth of the areas concerned by networking relations and experience.

IEG IS A LISTED COMPANY

Italian Exhibition Group S.p.A. has been listed on Euronext Milan since 19th June 2019. IEG has six lines of business (organised events; conference events; hosted events; related services; publishing; sports events). At its exhibition and congress venues in Rimini and Vicenza, IEG organises over 56 proprietary or hosted trade shows and more than 126 congress events.

The IEG Group oversees the entire value chain of events organised **in six exhibition areas: Food & Beverage, Jewellery & Fashion, Wellness & Sports, Tourism & Hospitality, Lifestyle & Entertainment and Green & Technology.**

www.iegexpo.it

GOVERNANCE

IEG is led by a Board of Directors chaired by Maurizio Renza Ermeti. The Chief Executive Officer is Corrado Peraboni, a board member of UFI, the global Trade Show Association. The other directors are Gian Luca Brasini, Alessandra Bianchi, Moreno Maresi, Emmanuele Forlani, Valentina Ridolfi, Alessandro Marchetti, Anna Cicchetti and Laura Vici.

<https://www.iegexpo.it/it/corporate-governance/organi-sociali>

BRIEF OVERVIEW OF THE GROUP'S COMPANIES

Italian Exhibition Group S.p.A. is the Parent Company generated from the transfer of the business managed by Fiera di Vicenza S.p.A. to Rimini Fiera S.p.A. Through its two Italian subsidiaries, Prostand and Summertrade, IEG is active in the exhibition outfitting and catering sectors. Its business also extends into the areas of training, hygiene services and portorage. In addition to the organisation of events, IEG operates overseas in the United States through IEG USA and the stand outfitting company, FB International. Its presence in China, Mexico, the United Arab Emirates and Canada is developed through partnerships and joint ventures. To be more precise: subsidiaries in Italy are Pro.stand S.r.l., ProStand Exhibition Services S.r.l., V-Group S.r.l., Summertrade S.r.l., Prime Servizi S.r.l., FierAvicola S.r.l., A&T S.r.l.; in Germany IEG Deutschland GmbH; in America IEG USA Inc., FB International Inc., Mundogeos Eventos e Consultoria Empresarial Ltda, IEG Brasil Ltda; in Asia IEG Asia, IEG China and IEG Middle East.

FINANCIAL STATEMENT FIGURES

In the latest financial statement approved for financial year 2023, revenue amounted to €212.4 million, +32.4% compared to the previous year; Adjusted EBITDA was €49.5 million, Adjusted EBITDA margin was 23.3%, (+12.1 pts compared to 2022); Adjusted EBIT stood at €31.6 million (+€29.4 million) compared to the previous year. The Net Financial Position was €71.9 million, an improvement of €23.4 million.

On 8 August 2024, the Board of Directors approved the consolidated half-year financial report as of June 30, 2024. Revenues record at €131.9 million (+13.2% compared to the first half 2023), Adjusted EBITDA at €36.0 million, Adjusted EBITDA margin at 27.3% (+3.4 pts). Monetary Net Financial Position at €43.5 million.

THE INDUSTRIAL PLAN AND INVESTMENTS

In January 2024, the update of the Italian Exhibition Group's business plan was presented as part of the 2022-2027 Strategic Plan.

In the new 2023-2028 scan, the development programme shows a growth in all the main economic and financial indicators, in particular turnover and EBITDA: revenues in 2028 are forecast at over € 320 million, Adjusted EBITDA at about €90 million, Adjusted EBITDA Margin at 28%.

The investment plan has been defined at €172 million, a large part of which is earmarked for the modernisation of Vicenza Expo Centre, with work already started, as well as a new, large, circular hall at Rimini Expo Centre.

Pending the start of structural extension work at Rimini Expo Centre on the west side, two temporary halls are planned at the East entrance.

https://www.iegexpo.it/images/IPO/CS_IEG_Approvazione_Piano_Strategico_2023-2028_ITA.pdf

INTERNATIONALIZATION

With its proprietary events, incoming buyer and outgoing company platforms, subsidiaries and joint-ventures, IEG has developed a global network that attracts, supports and promotes the Group's reference industries, which are among the most representative of the country's industrial base.

The international development programme is 4x4 Business and is implemented in four continents with exhibition platforms powered by leading products operating in areas of high potential growth.

IEG has developed activities - also through joint ventures with global or local organisers, for example, in the **United States, United Arab Emirates, Saudi Arabia, China, Mexico, Germany, Singapore and Brazil** - that have positioned it among the top European operators in the sector.

<https://www.iegexpo.it/it/worldwide>

RIMINI: THE EXPO CENTRE AND PALACONGRESSI CONGRESS CENTRE

Completed in 2001 and extended in 2017, Rimini Expo Centre is one of the largest exhibition facilities in Italy. Structured on a single level, it has 189,000 square metres of usable space, of which 129,000 square metres is for exhibitions and 60,000 square metres for services. It is equipped with 24 modular conference rooms, an internal railway station, 11,000 parking spaces, as well as three press rooms, a business centre and restaurant/catering facilities. The new Palacongressi congress centre, again designed by GMP in Hamburg, was inaugurated in 2011. It covers a total area of 38,000 square metres, has 39 rooms with a total seating capacity of 9,000, service and catering areas and 500 underground parking spaces. With the Palacongressi Inside Out project, in December 2023, a total of 2,000 square metres of the areas outside the Palacongressi were remodelled (with green, leisure and relaxation areas), in agreement with the Municipality of Rimini, to be used by tourists, citizens and conference delegates.

In agreement with the Municipality of Rimini, a new car park is being built - part of which is already available - to accommodate guests' vehicles. It will be completed in 2025, adding a further 260 parking spaces.

<https://www.iegexpo.it/it/venues/rimini>

<https://www.riminipalacongressi.it/>

VICENZA: THE EXPO AND CONVENTION CENTRES

The Vicenza Expo Centre, which has benefited from major redevelopment and expansion since 2014, covers 80,000 square metres of usable space. It has a raised area with food court and conference rooms, several service areas for exhibitors and visitors, refreshment corners, a press room and meeting rooms. It is equipped with an 8-level, multi-storey car park for 600 vehicles. The ViCC, Vicenza Convention Centre (opened in 2014), can accommodate 1,200 people and includes the Palladio Theatre with more than 700 seats. It consists of a modular area with three permanent halls and specific zones for receiving the public and staging events. In February 2024, IEG began major renovation works at the exhibition centre with the demolition of the old "snail" (Hall 2) and Hall 5 in order to construct a **new, more functional hall** of about 22,000 m² on two levels that, in addition to increasing the available surface area, improving the aesthetic

quality of the interiors and the usability of the exhibition and collateral services (catering, toilets, etc.), will more clearly organise the connection routes between the halls, improving the centre's navigability. The project, designed by Hamburg-based Studio GMP, will be completed, according to the schedule, in the first half of 2026. During the transitional period of the works, the exhibiting companies historically located in halls 2 and 5 during Vicenzaoro - just under 300 companies - will be relocated in three temporary halls connected to halls 3, 4 and 7 with elegant and functional stands in line with the quality level of the event. Starting from the Vicenzaoro September 2024 edition, hall 3.2, an area connected to levels 3.1 and 3, will also be in use.

<https://www.iegexpo.it/it/venues/vicenza>

<https://www.vicenzaconventioncentre.it/>

GREEN FAIR

Best practices introduced by IEG in recent months include the removal of carpeting from the aisles inside the halls (where the layout makes it possible), with an environmental saving of over 140 tons of carpeting per year; the collection and recovery of cigarette butts; further electric car recharging stations; easy access into the area for the disabled; an increase in installed photovoltaic power; involvement of all local stakeholders. The photovoltaic systems guarantee the production of 8.5 million Kwh of clean energy, equal to that required to make all IEG's Italian offices self-sufficient.

Rimini Expo Centre features 1,500 plants irrigated by surface water, the light in the halls is supported by 1600 LED projectors that save 120 tons of Co2 emissions and 760,000 Kwh per year. Water recovery saves 23 million litres, all fountains run on recirculated water. The indoor railway station is used by 20% of visitors and reduces traffic flows; there are currently 20 electric recharging stations for cars and motorbikes. The Italian Exhibition Group's path to environmental sustainability began on the day the new Rimini Expo Centre was inaugurated in 2001, with the prestigious international award Elca, Nuremberg Green Building. IEG then obtained ISO 14001 Environment certification, ISO 450001 health and safety at work certification and GBAC Star Global Biorisk Advisory Council. Last but not least, Italian Exhibition Group has added ISO 20121 certification, a sustainable event management system, to its abundant list of firsts in the environmental field. The certification covers Rimini Expo Centre, Vicenza Expo Centre, the Ecomondo event, Rimini Palacongressi and Vicenza Convention Centre.

ISO 20121 certifies an activity designed and carried out with respect for economic, social and environmental aspects. Observing it means taking a long-term and balanced approach to conducting economic activity, environmental responsibility and generating social progress.

https://www.iegexpo.it/images/IEG_GREENCORE.pdf