



FIERA MILANO

Fiera Milano

Results as of 30 June 2024

29 July 2024

TODAY'S SPEAKERS



FIERA MILANO

FRANCESCO CONCI

CEO & General Manager



> 20 years in Fiera Milano

- **Relevant experience:**
CEO and General Manager of Fiera Milano Congressi, Marketing Director of Fiera Milano

MASSIMO DE TULLIO

Chief Financial Officer



6 years in Fiera Milano

- **Relevant experience:**
Group Planning & Control Director at Fiera Milano, CFO at Fiat Chrysler Automobiles UK and Belgium

VINCENZO CECERE

Head of Investor Relations,
Sustainability & Management System



2 year in Fiera Milano

- **Relevant experience:**
Investor Relations & ESG Manager at Cerved Group, M&A and Equity Capital Markets Associate at Mediobanca

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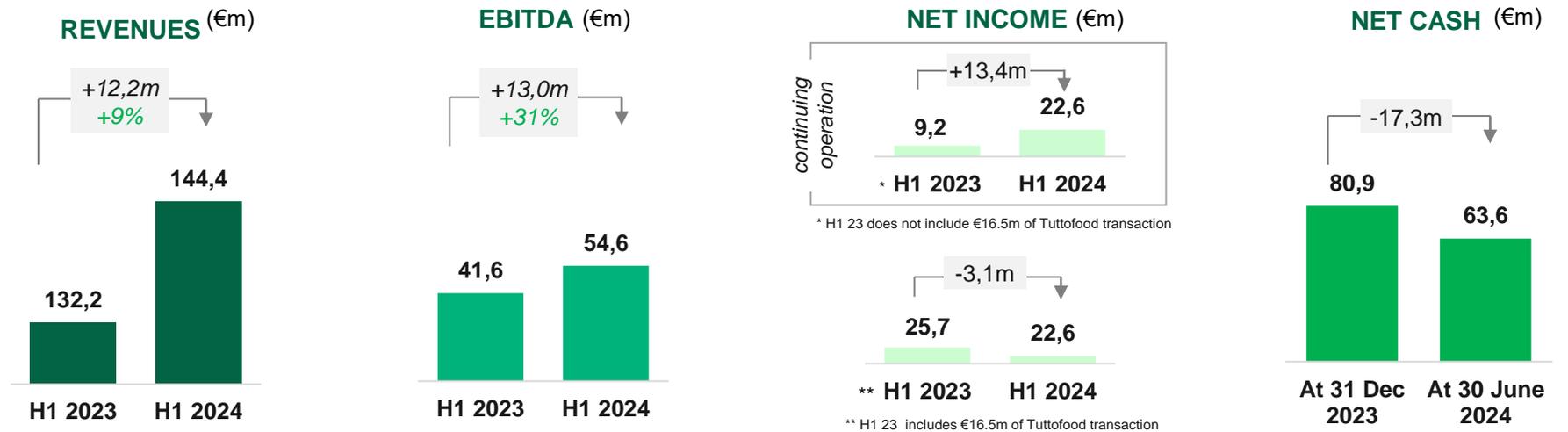
EXECUTIVE SUMMARY

EXECUTIVE SUMMARY (1/2)

STRONG SET OF OPERATIVE KPI

- **37 exhibitions** in H1 2024 (22 in Italy and 15 abroad; 24 organized and 13 hosted) vs 32 exhibitions in H1 2023
- **67 congresses** (of which 26 with related exhibition area) vs 61 congresses in H1 2023
- **836.415 sqm occupied** (626.515 sqm Italy, 165.680 sqm abroad and 44.220 sqm conferences with related exhibition area) vs. 790.460 sqm in H1 2023 – resulting in a **+6% increase in sqm occupied** vs. H1 2023

SOLID FINANCIAL RESULTS



HEALTHY GROWTH DESPITE NEGATIVE EVEN-YEAR SEASONAL CALENDAR EFFECT

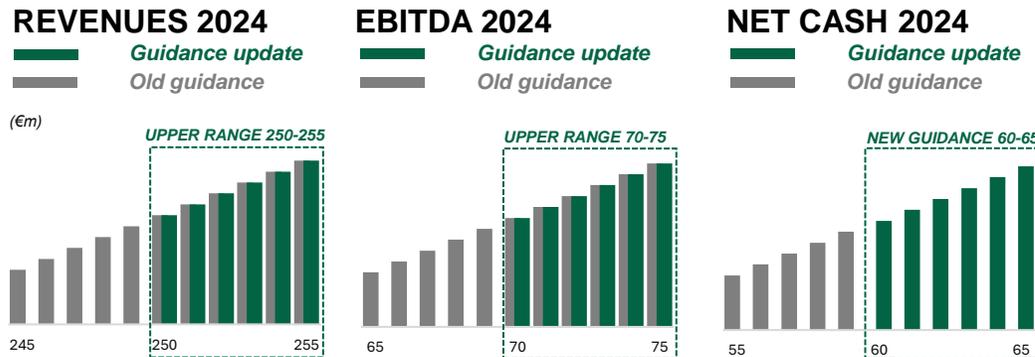
- **Solid revenue growth** of 12 million euro vs H1 2023 (+9% YoY growth) resulting from:
 - **performance effect** of 22 million of euros (meaning a **like-for-like growth of +18,7% vs H1 2023**), driven by a **+14% increase in sold area** (volumes impact) and a **+26% rise in services**, alongside **strong congress business performance of +8,6%**
 - **unfavorable seasonal calendar effect** of 10 million euro (absence of multi-year ITMA with 122k sqm and biennial Tuttofood with 60k sqm, presence of the biennials MCE with 86k sqm and Transpotec with 26k sqm, more than offset by the performance effect)
- **Significant EBITDA improvement of +31%** vs H1 2023 due to **better revenue performance**, lower energy costs, decrease in personnel costs and a positive contribution from the joint venture with Deutsche MESSE AG in China. EBITDA Margin % improvement also thanks to effective cost management
- **Net Income** from continuing operation **growth of 13 million euro** vs H1 2023 (> 100% growth)
- **Net Cash decrease of 17,3 million euros** vs 31/12/23, primarily due to 10 million euros in dividend distributions, rental instalments (3 instalments in H1 2024 due to the new advanced payment regime), and typical net working capital dynamics in the first half of even years

EXECUTIVE SUMMARY (2/2)

ON TRACK WITH THE 2024-2027 STRATEGIC PLAN EXECUTION

- Launch of **NetZero Milan**, the expo-summit dedicated to decarbonization in the industrial sector (2025)
- Fiera Milano (Allianz MiCo) chosen to host the **European Society of Cardiology (ESC) Congress**, the world's largest cardiology event (2027)
- **Strategic alliance** between the packaging exhibition **Ipack-Ima** (Fiera Milano 49% ownership) and **Informa Markets** (world leading exhibition organizer) to develop cross-selling activity globally
- **1° editions** of **Fruit Attraction** in Brazil in joint venture with IFEMA and of **E-squadria** with Nurnberg Messe, achieving results that **exceeded expectations**
- **10 out of 11 international concerts** (last one in Sept-2024) successfully hosted at the new open-air arena of Fiera Milano Live
- **Distributed 10 million euros of dividends**, resulting in a €0,14 cent Dividend per Share and 3,75% Dividend Yield¹
- **Fiera Milano offices will be moved** to the modern and highly functional ex-Wind building in Rho, with no significant economic impact (Sept-24)

GUIDANCE UPGRADE



2024 GUIDANCE IMPROVEMENT:

- **Positive H1 2024 results**
- **High visibility** on H2 2024 performance
- **Double-digit growth** expected for **Congresses** in 2024
- **Strong momentum in Services**
- **Promising results** from **international** activities
- **Reduced energy costs** expected

ESG ACHIEVEMENTS

- Installed at Fiera Milano **one of the largest rooftop photovoltaic plants in Europe**: 50k panels, 330k sqm extension and 22 GWh production
- Obtained the **ISO 14001** Environmental Management System (EMS) certification
- Fiera Milano **ranks #1** in the **ESG Identity Corporate Index 2024**, rewarded as **Top ESG Performer** (+27% ESG score increase over 2023)
- Fiera Milano wins the **Industry Partner Award 2024** assigned by UFI (Global Association of the Exhibition Industry) for its innovative sustainable stand fitting offering

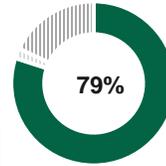
¹) Dividend Yield = Dividend of €0,14 divided by Fiera Milano price of €3,73 at the payment date (2 May 2024)

BUSINESS REVIEW

SNAPSHOT OF DIVISIONAL RESULTS – LEGAL ENTITIES VIEW

A

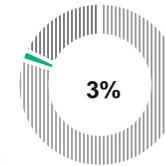
Italian Exhibition business	H1 2023	H1 2024	Δ Growth (€)	Δ Growth (%)
Revenues (€m)	110,2	119,4	+9,2	+8,4%
EBITDA (€m)	33,3	42,9	+9,6	+29,0%
N. exhibitions	23	22		
o/w directly organized	6	9		
o/w hosted	17	13		
Square meters	649.115	626.515		



- Revenue growth of + 8,4% despite a negative calendar effect (more details in the next slide) due to the absence in the semester of the multi-year ITMA and the biennial even-year Tuttofood, an effect partially offset by the presence of the biennials Mostra Convegno Expocomfort and Transpotec & Logitec
- EBITDA growth of + 29% largely attributed to the positive revenue trends, combined with lower energy costs and decrease in personnel costs due to the absence of one-off reorganization expenses present in the previous period

B

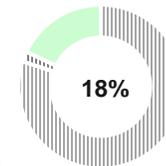
Foreign Exhibition business	H1 2023	H1 2024	Δ Growth (€)	Δ Growth (%)
Revenues (€m)	3,0	4,3	+1,4	+45,2%
EBITDA (€m)	0,4	2,6	+2,3	n.m.
N. Exhibitions	9	15		
o/w directly organized	9	15		
Square meters	89.025	165.680		N.M. = not meaningful



- Revenue growth of + 45,2% primarily due to:
 - Successful exhibitions in Brazil: Exposec (14k sqm) with +10% in occupied sqm vs H1 2023 and the new Fruit Attraction (3k sqm) and Esquadria (1k sqm) exhibitions
 - Good performance of Cape Town Art Fair in South Africa (+6% in occupied sqm vs H1 2023)
- EBITDA growth of + €2,3m. Besides Brazil and South Africa, the increase was primarily driven by the joint venture with Deutsche MESSE AG in China, which saw a 13% growth in sqm from Let China Guangzhou (17k sqm occupied) and a positive calendar effect from Chinafloor Domotex Shanghai in H1 2024 (67k sqm occupied), with performance in line with H1 2023

C

Congresses (Allianz MiCo)	H1 2023	H1 2024	Δ Growth (€)	Δ Growth (%)
Revenues (€m)	24,4	26,5	+2,1	+8,6%
EBITDA (€m)	8,0	9,0	+1,1	+13,5%
n. congresses	61	67		
o/w with exhibition area	26	26		
Square meters	52.320	44.220		



- Revenue growth of + 8,6% primarily due to higher revenue from recurring events (Salone del Risparmio, Salesforce, AWS Summit) and additional revenue coming from a higher number of non-recurring events (EASL - The Home of Hepatology, SIRM - Società Italiana di Radiologia, ESPGHAN - European Society for Paediatric Gastroenterology and Zurich Convention). This growth was somewhat offset by the absence of the EAU (European Association of Urology) conference, taking place in H1 2023
- EBITDA growth of + 13,5% largely attributed to the positive revenue trends and lower energy costs vs H1 2023

A
+
B
+
C

Fiera Milano Consolidated	H1 2023	H1 2024	Δ Growth (€)	Δ Growth (%)
Revenues (€m) (net of Elisions)	132,2	144,4	+12,2	+9,2%
EBITDA (€m)	41,6	54,6	+13,0	+31,2%
EBITDA Margin %	31,5%	37,8%		
N. Exhibitions	32	37		
o/w directly organized	15	24		
o/w hosted	17	13		
Square meters consolidated (A+B+C)	790.460	836.415		

At consolidated level:

- REVENUE GROWTH OF + 9,2%
- SIGNIFICATIVE EBITDA GROWTH OF +31,2%
- IMPROVED EBITDA MARGIN, REACHING 37,8% IN H1 2024

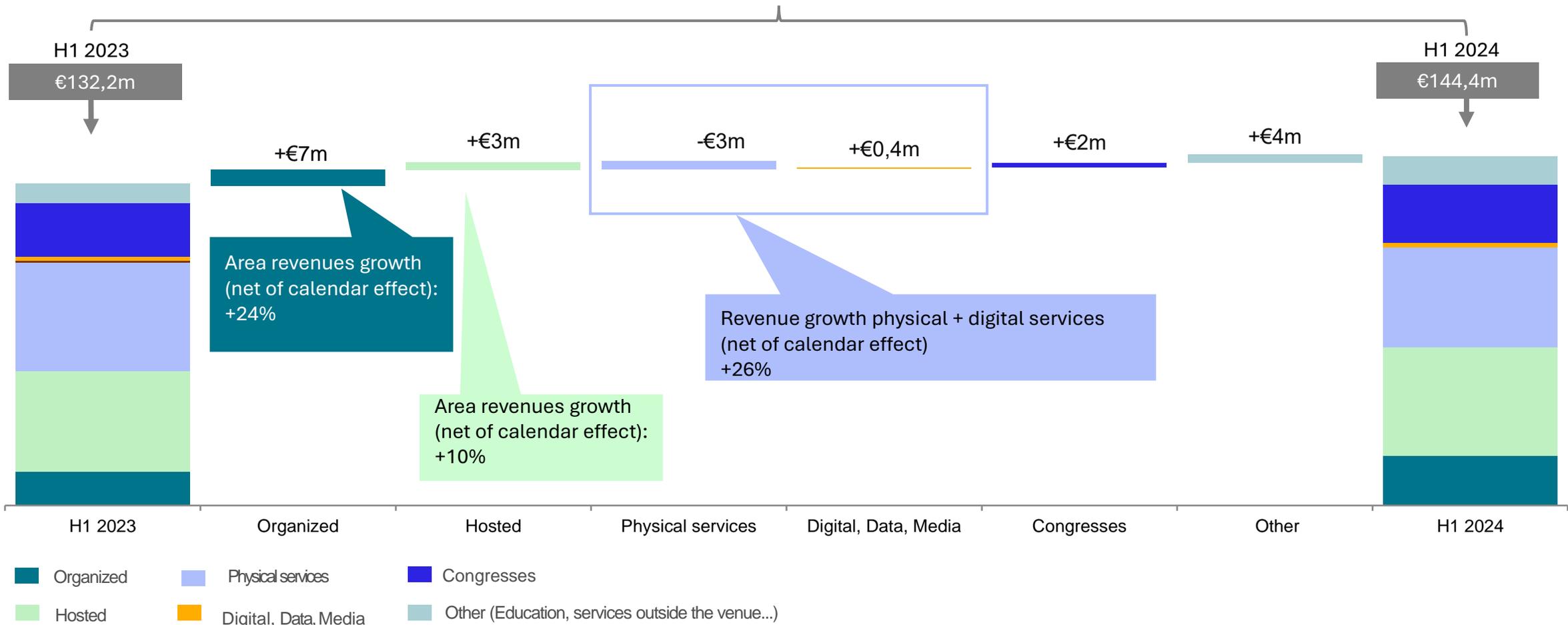
REVENUE GROWTH CONTRIBUTION - BUSINESS LINE VIEW



Calendar effect: (10,2)m

- **+20,6m presence of** MCE (86k sqm), Transpotec (26k sqm), NME (11k sqm), Venditalia (13k sqm) e Xylexpo (14k sqm)
- **(30,8)m absence of** ITMA (122k sqm), Made in Steel (16k sqm), Issa Pulire (14k sqm), Lamiera (18k sqm) e Tuttofood (60k sqm)

H1 24 vs H1 23
Group's Revenue Growth
+ €12,2m; +9,2%



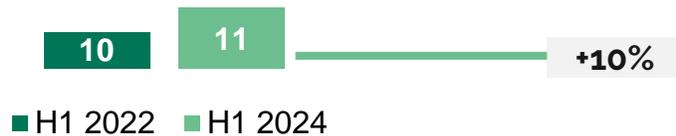
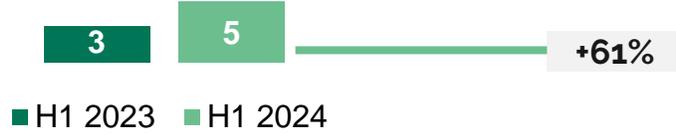
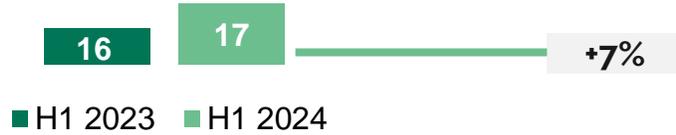
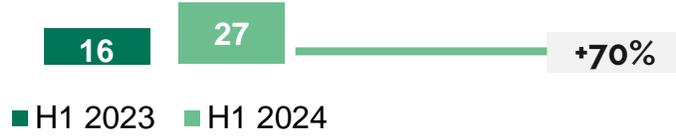
FIERA MILANO H1 2024 SQM GROWTH CHAMPIONS

SELECTED ITALIAN EXHIBITIONS

ORGANIZED

SQM (k)

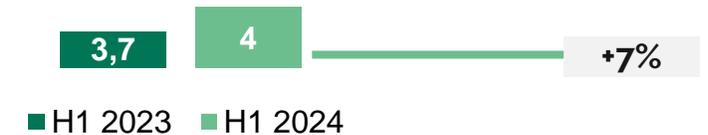
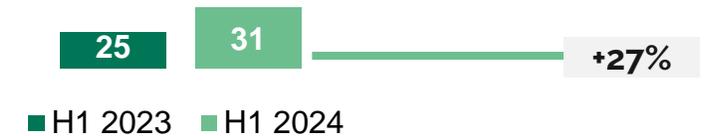
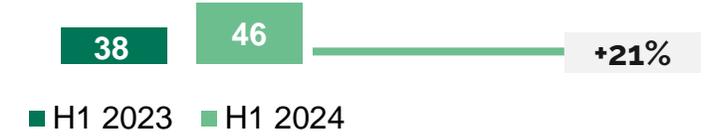
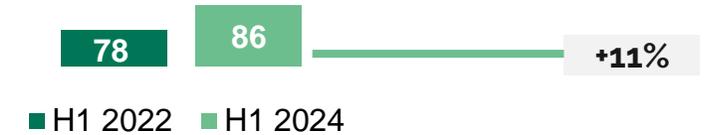
SQM GROWTH %
H1 2024/ last edition



HOSTED

SQM (k)

SQM GROWTH %
H1 2024/ last edition



FINANCIAL REVIEW

INCOME STATEMENT

Consolidated Income Statement (€m)	H1 2023	H1 2024	Δ (€) H1 24/23
1 Revenues	132.2	144.4	+12.2
Cost of materials	1.6	1.3	-0.3
Cost of services	64.1	66.3	+2.1
Personnel expenses	24.7	24.1	-0.6
Other operating expenses	2.5	2.2	-0.2
Total operating costs	92.9	93.9	+1.0
Other income	1.8	1.8	+0.0
Results of equity-accounted companies	0.6	2.4	+1.8
Allowance for doubtful accounts and other provisions	0.0	0.0	+0.0
2 EBITDA	41.6	54.6	+13.0
Depreciation and amortisation	25.4	25.9	+0.4
Adjustments to asset values	0.0	0.0	+0.0
EBIT	16.2	28.7	+12.6
3 Financial income/(expenses)	(5.1)	(3.8)	+1.3
Profit/(loss) before income tax	11.1	24.9	+13.8
Income tax	1.9	2.3	+0.4
<i>Profit/(loss) from continuing operations</i>	<i>9.2</i>	<i>22.6</i>	<i>+13.4</i>
<i>Profit/(loss) from discontinued operations</i>	<i>16.5</i>	<i>0.0</i>	<i>-16.5</i>
4 Profit/(loss)	25.7	22.6	-3.1
- o/w attributable to the shareholders of the controlling entity	25.9	22.7	-3.1
- o/w attributable to non-controlling interests	(0.1)	(0.1)	-

▪ **Revenues:** from Euro 132.2m in H1 2023 to Euro 144.4m in H1 2024, an improvement of Euro 12.2m. This growth of Euro 12.2m is mainly due to:

- **Positive performance effect of Euro 22.3m**, corresponding to a like-for-like growth of +18.7%. The main areas contributing to this performance effect are:
 - **Sales of exhibition spaces** (area): growing by +14.3%
 - **Services:** growing by +26.0%
 - **Congresses:** growing by +8.6%
- **Negative calendar effect of Euro -10.2m** due to the absence in the semester of the multi-year ITMA and the biennial odd year Tuttofood, an effect partially offset by the presence of the biennials Mostra Convegno Expocomfort and Transpotec & Logitec

▪ **EBITDA:** from Euro 41.6m to Euro 54.6m, a positive change of Euro +13.0m (growth of +31.2% compared to H1 2023):

- **better performance of revenues from events** held during the year
- **lower energy costs** linked to a stabilization trend of the PUN (National Single Price)
- **decrease in personnel costs** due to the absence of one-off reorganization expenses present in the previous period
- **positive contribution of the joint venture with Deutsche MESSE AG** for activities in China

▪ **Financial management:** improvement of Euro +1.3m mainly resulting from the higher income relating to the use of liquidity

▪ The **net result for the period from continuing operations** amounted to Euro 22.6m (up by Euro 13.4m compared to Euro 9.2m in H1 2023). The **net result for the period from discontinued operations** decreased compared to the previous year, as 2023 included a capital gain of Euro 16.5m deriving from the Tuttofood transaction. Overall, the **net result** presented a profit of Euro 22.6m compared to a profit of 25.7m in H1 2023

BALANCE SHEET, NET WORKING CAPITAL, NET FINANCIAL POSITION and CASH FLOW

COMPARISON 30 June 2024 vs 31 December 2023

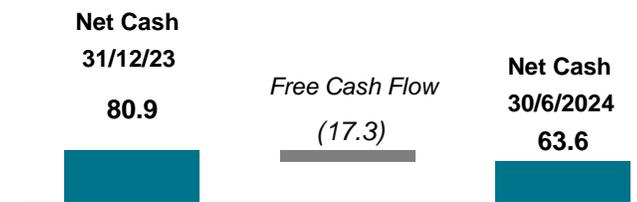
Balance Sheet (€m)	As of 31 Dec 2023	As of 31 Mar 2024	As of 30 June 2024	Δ 30 June 2024/ 31 Dec 2023
Goodwill	95.0	95.0	95.0	+0.0
Intangible assets with a finite useful life	12.2	11.1	10.2	(2.1)
Right-of-use assets	362.0	352.9	342.1	(20.0)
Tangible fixed assets	11.5	11.2	11.3	(0.2)
Other non-current financial assets	1.1	0.9	0.5	(0.5)
Other non-current assets	90.4	87.4	91.1	+0.7
A Non-current assets	572.2	558.5	550.2	(22.0)
Inventory and contracts in progress	2.3	3.0	3.3	+1.1
Trade and other receivables	40.6	36.8	29.4	(11.2)
B Current assets	42.8	39.8	32.7	(10.1)
Trade payables	65.3	49.0	47.8	(17.5)
Payments received on account (advances)	39.8	53.6	32.7	(7.2)
Tax liabilities	2.9	2.2	3.2	+0.3
Provisions for risks and charges and other current liabilities	33.0	29.8	26.6	(6.4)
C Current liabilities	141.0	134.5	110.2	(30.8)
D Net working capital (B - C)	(98.2)	(94.7)	(77.5)	+20.7
E Gross capital employed (A + D)	474.0	463.8	472.7	(1.3)
Employee benefit provisions	7.5	7.4	7.2	(0.2)
Provisions for risks and charges and other non-current liabilities	3.8	3.9	4.0	(0.3)
F Non-current liabilities	11.2	11.3	11.3	+0.0
G NET CAPITAL EMPLOYED cont. operations (E - F)	462.8	452.5	461.5	(1.6)
H NET CAPITAL EMPLOYED assets held for sale	0.0	0.0	0.0	+0.0
TOTAL NET CAPITAL EMPLOYED (G + H)	462.8	452.5	461.5	1.6
covered by:	0.0	0.0	0.0	+0.0
Equity attributable to the Group	147.9	155.6	160.9	+13.0
Equity attributable to non-controlling interests	0.5	0.5	0.5	(0.1)
I Total equity	148.4	156.0	161.3	+12.9
Cash & cash equivalents	(99.8)	(106.7)	(97.2)	+2.6
Current financial (assets)/liabilities	43.3	47.5	59.6	+16.3
Non-current financial (assets)/liabilities	370.9	355.6	337.5	(33.4)
Net financial debt of continuing operations	314.4	296.5	300.2	(14.2)
Net financial debt of assets held for sale	0.0	0.0	0.0	+0.0
L Net financial debt (TOTAL) post IFRS16	314.4	296.5	300.2	(14.2)
EQUITY AND NET FINANCIAL DEBT (I + L)	462.8	452.5	461.5	(1.3)
Net Financial Debt/(Cash) pre IFRS16	(80.9)	(77.6)	(63.6)	+17.3

- 1
- Net Working Capital goes from Euro (98.2)m at 31/12/2023 to Euro (77.5)m at 30/06/2024
 - The change of Euro 20.7m is attributable to the following components:
 - (a) decrease in **Current Assets** of Euro (10.1)m, due to the combined effect of a decrease in **"Trade and other receivables"** by Euro (11.2)m and an increase in **"Inventory and contracts in progress"** by Euro 1.1m (suspended costs for events post H1 2024).
 - (b) decrease in **Current liabilities** of Euro (30.8)m, mainly due to the net effect of:
 - decrease in **"Trade payables"** by Euro (17.5)m related to payment of trade payables connected to the Q4 2023 events;
 - decrease in **"Advances"** by Euro (7.2)m, reflecting the balance between increases for advances invoiced to customers for events to be held in subsequent quarters (especially Host) and decreases for events held in the first half of 2024 (especially Mostra Convegno Expocomfort and ISaloni);
 - decrease in **"Provisions for risks and charges and other current liabilities"** by Euro (6.4)m mainly due to the decrease in liabilities to organizers (treasury service);
 - increase in **"Tax liabilities"** by Euro 0.3m.

- 2
- Net Financial Debt (pre-IFRS16)** goes from a net cash availability of Euro 80.9m at 31/12/2023 to an availability of Euro 63.6m at 30/06/2024, resulting in a Free Cash Flow decrease of Euro 17.3m

CASH FLOW (€m)	From 31/12/23 to 30/6/2024
EBITDA post IFRS16	54.6
IFRS16 cash out (rents)	(42.5)
Δ Net Working Capital	(20.7)
Capex	(1.2)
Operating Cash Flow	(9.8)
Cash Interests & Income	1.0
Other (mainly € 10m dividends)	(8.5)
Free Cash Flow	(17.3)

includes 3 installments as a result of the transition from deferred to advance payment regime



FINANCIAL STABILITY INDICATORS

Fiera Milano achieved an **excellent financial stability**, transforming the Covid-19 emergency into an opportunity to reorganize its financial structure

CURRENT ASSET/ CURRENT LIABILITIES

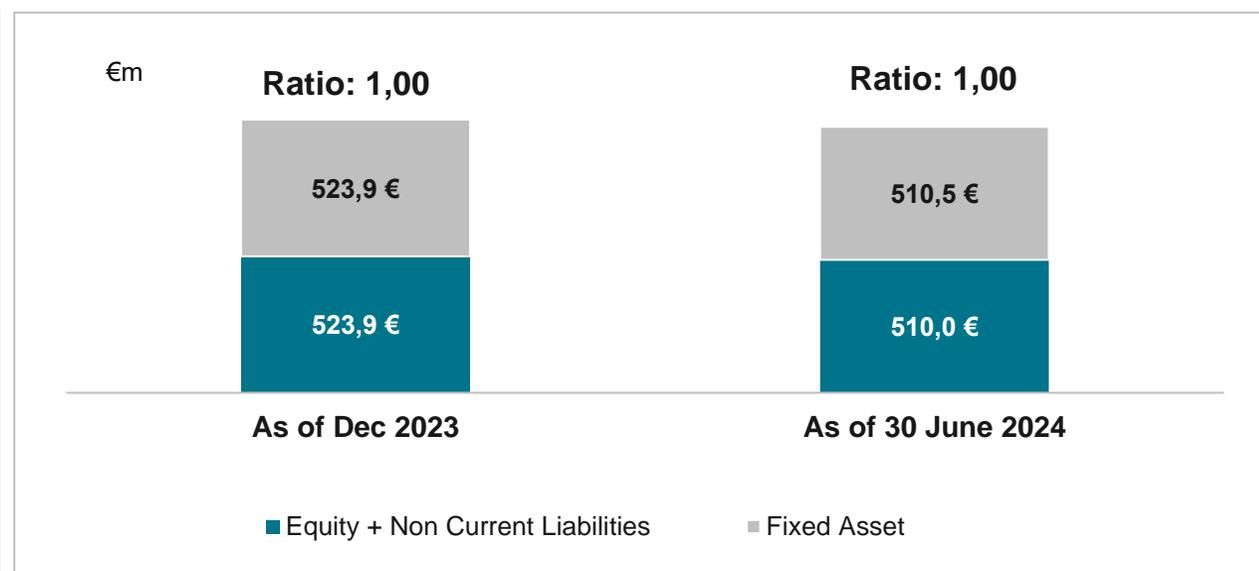


- Index worsens slightly due to the fact that the semester provided a negative cash flow (payment of an extra rent installment - transition from deferred to advance payment regime - and payment of dividends)

COMPOSITION:

- **Current Assets** (Cash and cash equivalents, Current financial assets, Trade receivables, Suspended costs)
- **Current liabilities** (Portion of short-term loans, Debt to Fondazione FM, Other financial liabilities, Portion of short-term lease liabilities, Trade payables, Advances, Provisions for risks and charges, Tax payables, Other current liabilities)

(EQUITY + NON CURRENT LIABILITIES)/ FIXED ASSET



- Stable index: fixed assets and means of coverage decreased by the same amount, due to the repayment of loans and depreciation, leaving the ratio unchanged

COMPOSITION:

- **Equity + Non-current liabilities** (Shareholders' equity, Bank loans, Lease Liabilities, Personnel provisions, Provisions for risks and charges, Deferred tax liabilities)
- **Fixed Assets** (Tangible fixed assets, Goodwill, Intangible fixed assets, Right to use leased assets, Investments valued at equity)

2024-2027 STRATEGIC PLAN GUIDANCE

Millions of euros	2024	2025	2026	2027
Revenues	245-255	320-340	305-325	355-375
EBITDA	65-75	110-120	90-100	120-130
<i>EBITDA Margin (mid-point)</i>	28%			34%
<i>EBITDA Margin ex. IFRS 16 (mid-point)</i>	6%			20%
Investment Plan		~88		
<i>of which Fiera Milano</i>		~53		
<i>of which Fondazione Fiera Milano</i>		~35		
Overall financial availability		151-171		
<i>of which allocated to dividends</i>		At least 40 (~10/ year)		
<i>of which allocated to investments in M&A operations</i>		111-131		

In 2027 Fiera Milano expects to achieve: 

- **Revenues** between Euro 355 and 375 million
- An estimated **EBITDA** between Euro 120 and 130 million
- Over the 2024-2027 plan period, total **investments** amounting to Euro 88 million are planned, of which Euro 35 million will be supported by Fondazione Fiera Milano for the development of infrastructure projects
- The economic and financial results over the plan period anticipate strong cash generation, resulting in an **overall financial availability** expected to range between Euro 151 and 171 million over the plan period
 - Of this availability, at least Euro 40 million will be allocated to shareholder remuneration in the form of dividends, highlighting Fiera Milano's commitment to create value for stakeholders
 - The remaining liquidity, estimated between Euro 111 and 131 million, will be directed to supporting corporate growth through external lines
 - Further recourse to debt to finance potential strategic acquisitions is not ruled out

ESG COMMITMENT



ONE OF THE LARGEST ROOFTOP PHOTOVOLTAIC SYSTEM IN EUROPE AND THE DECARBONISATION PLAN TO 2030

- **50,000** photovoltaic panels
- **30-35%** of Fiera Milano energetic need covered
- **Total surface area: 330,000 sqm** (equal to more than 45 football fields)
- Estimated total annual production: **22 GWh** equal to the needs of about 7,800 families
- Total installed power: **18 MWp**
- **Reduction CO₂ target** for Fiera Milano:
 - - 60% by 2027 
 - - 80% by 2030 

NET ZERO MILAN: THE NEW EVENT DEDICATED TO THE DECARBONISATION OF INDUSTRIAL PROCESSES

N NetZero
Milan
expo—
summit

ZM

NEW EVENT

**POLICY
TECHNOLOGY
BUSINESS
FINANCE**

NET ZERO MILAN

expo – summit

Pathways to a decarbonised economy

May 2025

Focus on **solutions and technologies** for the decarbonization of industries and electric system.

A brand new, **exclusively B2B** event for the entire **energy-industry ecosystem** on the topics of the **Net-Zero economy** to 2050 and its consequent industrial implications.

- High-level **expo**
- International **conference** program
- **Cross-vertical technology** approach
- A multifaceted **business facilitation** platform

A strategic move that strengthens Fiera Milano's portfolio and fuels growth, aligning perfectly with the execution of the **Integrated Sustainability Plan 2024-2027** 

SUSTAINABILITY AWARDS AND RECOGNITIONS IN H1 2024



- Fiera Milano ranked first in the **ESG Identity Corporate Index 2024**, in the category of medium-sized Italian companies listed on the stock exchange
- This sustainability index, developed by ET.Group and presented on 19 June at the ESG Business Conference, recognizes **companies' ability to integrate sustainability into their business models.**
- Fiera Milano recorded a significant improvement of +27% compared to last year's evaluation score, obtaining the title of **ESG Top Performer**, and demonstrating a concrete and lasting commitment to transforming towards an increasingly ESG-focused corporate identity.



- Fiera Milano won the **Industry Partner Award 2024** thanks to the **innovative project of sustainable booths with reduced environmental impact created entirely from carpet recycled in previous events**, with the aim of guiding the choices of organizers and exhibitors towards more sustainable booth solutions, in line with the principles of the circular economy.
- The project was developed by Fiera Milano, through its subsidiary **Nolostand**, in partnership with **Montecolino**.
- This prestigious recognition, promoted by UFI (The Global Association of the Exhibition Industry), represents a fundamental step in Fiera Milano's journey to reduce the environmental impact of events, developing new sustainability services for organizers and exhibitors, in full execution of the 2024-2027 Strategic Plan.



- Fiera Milano obtained the **ISO 14001 – Environmental Management System - certification**, which recognizes the company's ability to identify and efficiently manage the environmental impacts of its activities, leading to a **more rational use of resources, waste reduction, and process optimization.**
- In line with the objectives of the Integrated Sustainability Plan 2024-2027 and the Group's commitment to achieve complete decarbonization of events by 2050, obtaining the ISO 14001 certification confirms the Group's strong commitment to reduce the environmental impact of its events and promoting sustainable practices.

ESG IDENTITY CORPORATE INDEX 2024

THE POSITIONING OF FIERA MILANO

LARGE CAP

Top10 2024



ESG .
IDENTITY
CORPORATE
INDEX 2024

1	HERA
2	ENI
3	POSTE ITALIANE
4	ERG
5	SNAM
6	A2A
7	SAIPEM
7	INTESA SANPAOLO
9	IREN
10	UNICREDIT

MID-SMALL CAP

Top5 extra 100



ESG .
IDENTITY
CORPORATE
INDEX 2024

 1	FIERA MILANO
2	SIT SPA
3	ILLIMITY BANK
4	SAFILO GROUP
5	AQUAFIL

NOT LISTED

Top5 Non quotate



ESG .
IDENTITY
CORPORATE
INDEX 2024

1	BNL BNP PARIBAS
2	CDP
3	ASTM
4	AUTOSTRADE PER L'ITALIA
5	ALPERIA

APPENDIX 1

EXHIBITIONS DETAILS

EXHIBITIONS AND CONGRESSES IN H1 2024

 Italian Exhibitions	Net square meters	
	H1 2023	H1 2024
Directly Organized		
- Bit (A)	16,165	17,225
- Miart (A)	8,930	9,225
- Milano Fashion&Jewels (I semester) (A)	12,630	12,760
- Milano Home (A)	16,010	19,675
- Promotion Trade Exhibition (A)	2,925	4,710
- Quick & More* (A)	-	7,545
- Spositalia (A)	8,410	7,830
- NME* (B)	-	10,515
- Transpotec (B)	-	49,690
Total Directly Organized	65,070	139,175
Hosted		
- Fa la cosa giusta (A)	6,110	6,745
- Filo (I semester) (A)	1,385	1,545
- I Saloni (A)	171,075	176,460
- LineaPelle February (A)	44,020	45,540
- Mido (A)	37,980	45,940
- Milano Unica (spring) (A)	24,520	31,205
- Mipel (March) (A)	4,420	4,500
- My Plant & garden (A)	25,360	26,775
- The Micam (spring) (A)	35,100	32,100
- The ONE Milano (February) (A)	3,710	3,970
- Mostra Convegno Expocomfort (B)	-	85,925
- Venditalia (B)	-	12,960
- Xylexpo (B)	-	13,675
- ISSA Pulire (B)	13,980	-
- Lamiera (B)	18,395	-
- Made in Steel (B)	16,380	-
- Tuttofood (B)	59,660	-
- ITMA (M)	121,950	-
Total Hosted	584,045	487,340
Total Italian Exhibitions	649,115	626,515

* The exhibition was held for the first time

(A) = Annual
(B) = Biennial
(M) = Multi-year

 Foreign Exhibitions	Net square meters	
	H1 2023	H1 2024
China		
- Chinafloor Domotex Shanghai ° (A)	a)	66,735
- China International Fastener Show ° (A)	15,255	15,76
- Chengdu Industrial Professional Expo *° (A)	-	4
- Chengdu International Industry Fair ° (A)	13,59	12,535
- GITF International Tour Guangzhou (A)	6,11	4,71
- Industrial Automation Shenzhen ° (A)	11,63	9,955
- Industrial Automation Robotic Show South China ° (A)	3,8	2
- Laser Fair Shenzhen (A)	7,46	5,06
- Let China Guangzhou (A)	14,895	16,84
- Northern International Logistics and Transportation Technology Expo Jinan *° (A)	-	5,075
- Xiamen International Industry Exposition ° (A)	-	1,42
South Africa		
- Cape Town Art Fair (A)	3,855	4,105
Brasil		
- Exposec (A)	12,430	13,625
- Fruit Attraction São Paulo *° (A)	-	2,860
- Esquadria Show *° (B)	-	1,000
Total Foreign Exhibitions	89,025	165,680

* The exhibition was held for the first time

° The event is organized in partnership

a) In 2023 the event took place in the following quarters

 Congresses		
	H1 2023	H1 2024
	61 events	67 events

APPENDIX 2

THE INTEGRATED SUSTAINABILITY PLAN

FIERA MILANO ESG SCORECARD

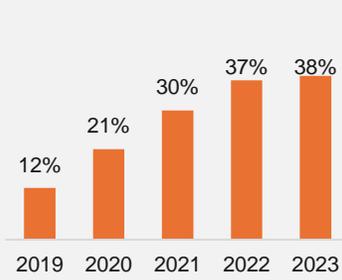
Environment



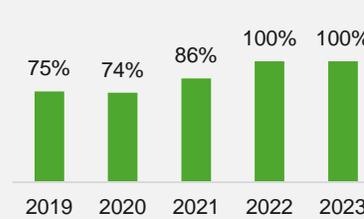
Total CO₂ emissions (tCO₂eq)



% Renewable sources used



% Carpet used sent to recovery



n. 5 carbon neutral events



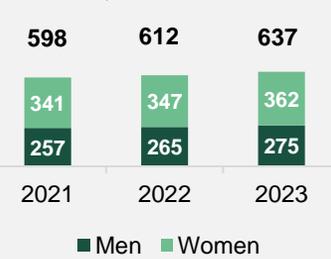
- 9% reduction in waste per sqm from 2019 to 2023
- Photovoltaic plant of 17 MWp
- 35% hybrid car fleet
- Finalist at the UFI¹ Award in the category «Best engagement programme for stakeholders» and «Successful examples of operational measures to reduce the carbon footprint of trade fairs and events»

1) UFI = The Global Association of the Exhibition Industry

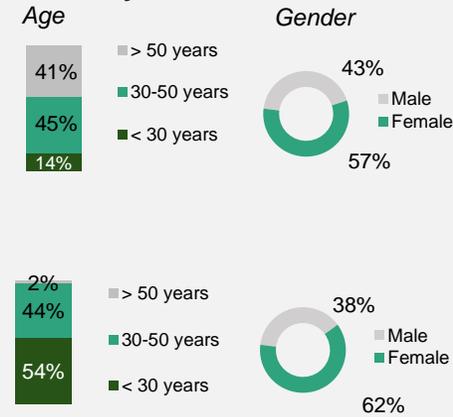
Social



Employees



Diversity



New hires in 2023:
n.114 employees



Remuneration



Customer overall Event Score



Hours of training

Role	Hour per person
Directors	8.5
Managers	23.6
Staff	23.1

Local communities

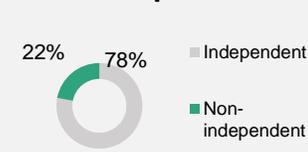


Governance

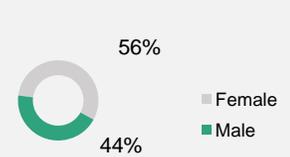


As of 31/12/2023

Board independence



Board diversity



Sustainability governance



Certifications



ESG Rating



Joined UN Global Compact



ESG	DIMENSION OF THE STRATEGIC PLAN 2024-2027	ESG PRIORITIES	#	TARGET	TIMING	SDGs
ENVIRONMENTAL	<p>Attracting and hosting leading events in Milan every year;</p> <p>Attracting new international conferences and large corporate events.</p>	CLIMATE CHANGE	1	• Reduction of Scope 1 + Scope 2 CO ₂ emissions by at least -60% from 2023 baseline	2027	 
			2	• Increase the share of electricity from renewable sources from 38% to 70%	2027	
			3	• Implement a single refrigeration system to promote energy savings	2027	
			4	• Extend LEED certification to pavilions 3 and 4 of the Allianz-MiCo Congress Centre	2024	
			5	• Measure Scope 3 emissions at Group level	2025	
			6	• Set medium- and long-term Science Based Targets (SBTs)	2027	
		WASTE AND CIRCULAR ECONOMY	7	• Reduce waste production by keeping the annual waste production level below 6.5 kg/sqm	2027	
			8	• Ensure at least 75% of separate waste collection, reducing the amount of unsorted waste	2027	
			9	• Achieve at least 50% recycling rate of the carpet laid at Fiera Milano exhibitions	2027	
		SUSTAINABLE MOBILITY AND ACCESSIBILITY	10	• Achieve a minimum of 35% of hybrid vehicles within the car fleet	2024	
			11	• Complete the installation of 15 dual charging stations for electric cars in the exhibition district	2024	
			12	• Providing employees with additional 50 bike-sharing units	2024	

ESG	DIMENSION OF THE STRATEGIC PLAN 2024-2027	ESG PRIORITIES	#	TARGET	TIMING	SDGs
SOCIAL	<p>¹Attracting and hosting leading events in Milan every year;</p> <p>²Attracting new international conferences and large corporate events.</p>	PEOPLE DEVELOPMENT, WELFARE AND D&I	13	• Increase in the incidence of female gender in managerial positions from 46% to 49%	2027	      
			14	• Obtain UNI/PDR 125:2022 certification (gender equality)	2024	
			15	• Increase in the number of training hours by 50% from 2023 baseline (7,024 hours)	2027	
			16	• Obtain employer branding certification from leading international certifier	2027	
		HEALTH AND SAFETY	17	• Extension of full-coverage health insurance to 100% of employees	2027	
	<p>1 - 2</p> <p>³Launch new events in high-potential sectors</p> <p>⁴Promoting a substantial increase in the penetration of customized stands</p>	CUSTOMERS AND COMMUNITIES	18	• Launch of a new industrial decarbonization-focused exhibition	2027	
			19	• Launch of a multi-stakeholder forum (EGS Day)	2025	
			20	• Launch of an ESG advisory service for organizers and exhibitors	2025	
	<p>⁵Developing a digital offer to enhance the experience of events 365 days a year</p>	DIGITAL TRANSFORMATION	21	• Investment in technology and IT interventions to enhance high-resolution audio and video services at the Allianz-MiCo venue	2025	
			22	• Development of the new Digital Platform to improve customer experience	2025	

ESG	DIMENSION OF THE STRATEGIC PLAN 2024-2027	ESG PRIORITIES	#	TARGET	TIMING	SDGs
GOVERNANCE	<p>¹Attracting and hosting leading events in Milan every year;</p> <p>²Attracting new international conferences and large corporate events.</p>	GOVERNANCE AND BUSINESS MANAGEMENT	23	<ul style="list-style-type: none"> Obtain ISO 37001 certification (anti-corruption) for Fiera Milano 	2024	
			24	<ul style="list-style-type: none"> Obtain ISO 14001 certification (environmental) for Fiera Milano 	2024	
			25	<ul style="list-style-type: none"> Implementation of a Tax Control Framework 	2024	
			26	<ul style="list-style-type: none"> Initiating an ESG Due Diligence process for all M&A processes 	2024	
			27	<ul style="list-style-type: none"> Definition of MBOs for all executives with ESG weight between 15-20% and execution of the LTI (Long Term Incentive) plan with ESG weight of 20% 	2027	
		PRIVACY AND CYBERSECURITY	28	<ul style="list-style-type: none"> Obtain ISO 27001 certification (information security) 	2027	
		RESPONSIBLE SUPPLY CHAIN	29	<ul style="list-style-type: none"> Ensuring that at least 80% of the value of supplies is covered by ESG screening 	2027	
		30	<ul style="list-style-type: none"> Ensuring 100% reputational audits for suppliers > Euro 10k 	2024		

Thank you



CONTACTS:



Investor relations: investor.relations@fieramilano.it

Sustainability: sustainability@fieramilano.it



Investor Relations

<https://investors.fieramilano.it/en>

Sustainability

www.fieramilano.it/en/sustainability.html

2024 Exhibition Calendar

www.fieramilano.it/en/calendario.html

NEXT CORPORATE EVENTS:

13 Nov 24: approval of Q3 24 results

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FIERA MILANO

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