



FIERA MILANO

**FIERA MILANO: BOARD OF DIRECTORS APPROVES
THE CONSOLIDATED FINANCIAL STATEMENTS AT 31 DECEMBER 2020¹**

Results for the year impacted by the prolonged suspension of exhibitions and congresses due to the Covid-19 health emergency

- Revenues of Euro 73.6 million compared to Euro 279.7 million in 2019
- EBITDA of Euro 10.4 million compared to Euro 106.1 million in 2019, within the range (Euro 8-12 million) indicated to the market last December
- EBIT of Euro -34.3 million compared to Euro 59.6 million in 2019
- Net loss of Euro 34.2 million, compared to a net profit of Euro 34.3 million in 2019
- Net financial position, before IFRS 16 effects: net debt of Euro 23.9 million compared to a net cash position of Euro 68.3 million at 31 December 2019.

Milan, 15 March 2021. The Board of Directors of Fiera Milano S.p.A. ("**Fiera Milano**"), which met today under the chairmanship of Carlo Bonomi, approved the preliminary separate financial statements for 2020, which will be submitted for approval by the Shareholders' Meeting, as well as the consolidated financial statements for the year ended 31 December 2020. The Company also announced the appointment of Mario Franci as Chief Revenue Officer as of 6 April.

The **Chief Executive Officer and General Manager of Fiera Milano, Luca Palermo**, said: "We have come to the end of a year in which operations and, therefore, economic and financial results were severely affected by the prolonged suspension of exhibitions and congresses. Last February we presented the **CONN.E.C.T. 2025 Strategic Plan**, in which we set out the guidelines that over the coming years will lead us to compete in a fast-changing market and further establish Fiera Milano as a key player in the sector. While the course of the pandemic and the timetable of the vaccination program mean the short-term scenario is uncertain, our new plan lays the foundations for the reopening. New loans totalling Euro 82 million also allow us to improve our financial flexibility while we await a return to normal operations and will support the execution of the **Strategic Plan**."

¹ The income statement, balance sheet and cash flows for 2020 reflect the effects of the IFRS 16 accounting standard introduced starting from last year on the accounting of leases mainly relating, in the case of Fiera Milano, to lease agreements for the exhibition sites and the congress centre. It should be noted that the Company, for reasons of greater transparency, also continues to provide data on the net financial position before the application of IFRS 16 as this is a reference parameter for financial analysts.



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FIERA MILANO CONSOLIDATED FINANCIAL STATEMENTS

▪ **ECONOMIC AND FINANCIAL PERFORMANCE FOR THE YEAR**

The Group's business has seasonal elements due to exhibitions that are held on a biennial or multi-year basis.

It should be noted that the 2020 preliminary results were announced to the market on 22 February at the same time as the approval of the 2021-2025 Strategic Plan.

Revenues from sales and services amounted to Euro 73.6 million, down Euro 206.1 million compared to 2019. The fall in revenues is attributable to the significant changes in the exhibition and congress calendar due to the course of the pandemic, as mentioned above, which caused the cancellation of numerous events and a reduced format of those held in September and October. We also note the absence of biennial exhibitions held in "odd numbered years".

EBITDA stood at Euro 10.4 million, down Euro 95.6 million compared to Euro 106.1 million in 2019, within the range of Euro 8-12 million communicated to the market in December. The contraction is mainly due to the trend in revenues. This effect was partially offset by significant cost containment measures implemented from March, relating in particular to the management of exhibition sites and personnel. During December, Fiera Milano and Fondazione Fiera Milano agreed a temporary reduction in rent for the Milan and Rho exhibition sites and of the "MiCo" congress centre for 2020, worth a total Euro 14 million. This was allocated proportionally to the individual rental agreements in place between Fondazione Fiera Milano, Fiera Milano and Fiera Milano Congressi. The impact of IFRS 16 on EBITDA was positive at Euro 47.3 million, compared to Euro 47.7 million last year.

EBIT was negative at Euro 34.3 million, down Euro 93.9 million euros compared to Euro 59.6 million in 2019. The negative change reflects the trend in EBITDA. The positive impact of IFRS 16 on EBIT was Euro 7.8 million, essentially unchanged compared to the figure recorded in the previous year.

The Group recorded a **net loss** of Euro 34.2 million euros, compared to a net profit of Euro 34.3 million in 2019, including a Euro 3.7 million negative impact due to application of IFRS 16 (Euro 4.6 million in the previous year).

▪ **PERFORMANCE BY OPERATING SEGMENTS**

During 2020, 21 exhibitions were held in the fieramilano and fieramilanocity exhibition sites (52 in 2019), as well as 5 congresses with related exhibition space (50 in 2019). **Net square metres of exhibition space** totalled **350,855** compared to **1,534,400** in 2019, while the **number of exhibitors** fell from 30,190 in 2019 to **7,060**.

Eighteen exhibitions were held **abroad** (28 in 2019), for a total of **287,375 net square metres of exhibition space** (511,230 in 2019) with **5,070 exhibitors** (9,630 in 2019).

Revenues from sales and services, before elimination of inter-segment transactions, amounted to Euro 76.9 million compared to Euro 290.3 million in 2019. In total, 82.8% of revenues were generated by the Italian Exhibitions Business, 1.5% by the Foreign Exhibitions Business, 8.3% by the Media segment and the remaining 7.4% by the Congress segment.

- The **Italian Exhibitions Business** saw revenues of Euro 63.6 million compared to Euro 235.3 million in 2019. The difference is mainly attributable to the cancellation of important



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exhibitions, including the annual Salone del Mobile, Mido, Eicma and the biennial “even numbered years” Mostra Convegno Expocomfort, and some events taking place in reduced form, such as the directly organised HOMI Fashion & Jewels, the hosted Micam autumn and Bimu. The absence of the biennial “odd numbered year” exhibitions Host, Made Expo, Tuttofood and Transpotec Logitec should also be noted. EBITDA, equal to Euro 11.3 million (Euro 90.6 million euros in 2019), was impacted by the dynamics of revenues described above and takes into account the cost containment measures implemented during the year and the temporary reduction of the rents for the Milan and Rho exhibition sites. EBIT was negative Euro 28.1 million (positive Euro 50.7 million in 2019).

- The **Foreign Exhibitions Business** sector recorded revenues of Euro 1.2 million compared to Euro 4.3 million in 2019, due to the suspension of exhibition activities because of the pandemic and the postponement of the Exposec event in Brazil to 2021. EBITDA was negative Euro 0.8 million (positive Euro 3.3 million in 2019). The change reflects the trend in revenues and the lower earnings of the joint venture in China (whose operations resumed from August), accounted for using the equity method. EBIT was negative Euro 1.1 million (positive Euro 2.9 million in 2019).
- The **Media** sector recorded revenues of Euro 6.4 million (Euro 11.1 million in 2019). The contraction is mainly due to the course of the pandemic, which affected billboard advertising and digital services revenues, because the events held delivered less revenues and others were cancelled. There was also a lower sale from the Business International division’s publications and events. EBITDA was equal to Euro 19 thousand (Euro 0.8 million in 2019) while EBIT was negative Euro 71 thousand (negative Euro 0.6 million in 2019). It should be remembered that in 2019 there were write-downs on publications equal to Euro 1.2 million.
- The **Congress** sector posted revenues of Euro 5.7 million compared to Euro 39.7 million in 2019. This decrease is attributable to the change in the calendar of congress events starting from March due to the onset of the Covid-19 pandemic. In particular, the repositioning of important events in 2021 and subsequent years, including ICTAM, ENIT, Emerson, World Routes and ERA EDTA, should be noted. EBITDA was negative Euro 35 thousand (positive Euro 11.3 million in 2019). EBIT was negative Euro 5.0 million (positive Euro 6.6 million in 2019).

▪ **CONSOLIDATED NET FINANCIAL POSITION**

The **net financial position** at 31 December 2020, **before the effects of IFRS 16**, showed a net financial debt of Euro 23.9 million compared to a net cash position of Euro 68.3 million at 31 December 2019. The deterioration is mainly attributable to the aforementioned limited operations caused by the pandemic. Net financial debt including the IFRS 16 lease liability amounted to Euro 473.4 million (Euro 405.1 million at 31 December 2019).



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FINANCIAL STATEMENTS OF THE PARENT COMPANY FIERA MILANO S.P.A.

The Parent Company Fiera Milano S.p.A. achieved revenues of Euro 63.0 million euros (Euro 230.0 million in 2019) and a net loss of Euro 24.8 million compared to a net profit of Euro 32.8 million in 2019.

▪ **EVENTS AFTER THE END OF THE FINANCIAL YEAR**

On 25 January 2021, Fiera Milano Media S.p.A. signed a preliminary contract for the sale of the publishing business unit to Quine Srl, a publisher specialising in technical magazines in the engineering, mechanical, food and construction sectors. The sale, which relates to the specialised publications in the Tech, Ho.Re.Ca and ICT sectors, staff and agents, was finalised on 23 February 2021 with the signing of the definitive contract effective from 1 March 2021. The agreed price for the sale of the branch is equal to the difference between assets and liabilities as resulting from the BU's balance sheet, whose goodwill was determined at Euro 1.3 million. The value of goodwill may undergo an adjustment, upon the occurrence of certain conditions, not exceeding Euro 300 thousand. The price will be paid in three instalments, the first on the date of signing the final contract, the second by 31 July 2021 and the third by 31 January 2022.

In February 2021, two 5-year loans were signed with a pool of banks (Euro 55 million) and a loan with Cassa Depositi e Prestiti S.p.A. (Euro 20 million), with 24 months' grace for a total of Euro 75 million, all backed by SACE's "Italy guarantee" on 90% of the amount disbursed. The resources available to the Group also include an additional Euro 7 million obtained from resources in Fund 394/81 from SIMEST and expiring on 31/12/2027, which bring the total amount of new funding to Euro 82 million.

On 22 February, the Board of Directors approved the 2021-2025 Strategic Plan called CONN.E.C.T. 2025 (Connections, Exhibitions, Community, Transformation), which aims to respond effectively to the impact of the pandemic, outlining future scenarios and identifying the key factors for successfully competing in a "New Normal" context, where technological innovation and digital transformation will play a leading role. CONN.E.C.T. 2025 attaches considerable importance to sustainability issues, setting specific objectives linked to ESG parameters alongside the traditional earnings and financial targets.

On 2 March 2021, Prime Minister Mario Draghi signed the new decree laying down measures to combat the pandemic and prevent the spread of Covid-19. The decree will be in force until 6 April 2021 and confirms the suspension of exhibition and congress activities.

▪ **BUSINESS OUTLOOK**

The extreme uncertainty about the course of the pandemic means forecasting for the current year is complex and highly uncertain. On one hand, the start of vaccination campaigns in most advanced countries is a real step forward in the fight to eradicate the virus. On the other, the recent spread of Covid-19 variants (e.g. English, Brazilian, South African) brings fresh uncertainty, the extent of which is still to be fully assessed. Because of this situation, it is not possible to make an exact judgement as to when there might be a return to exhibition and congress operations. This is currently forecast for May-June of the current year, as the government measures on the reopening of the exhibition facilities hinge on how the pandemic develops.



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The new strategic plan therefore contains two possible scenarios.

If onsite exhibitions resume in Q2 2021, the annual turnover is expected in the order of Euro 180-200 million (estimating a net exhibition capacity of about 1 million square metres), an EBITDA in the range of Euro 40-50 million and a net financial position before IFRS 16 effects between Euro 5 million and Euro -5 million.

If, however, the pandemic is not halted in the short term, thus compromising the ability to confirm events scheduled for May and June, then activities would be expected to take place starting from September. In this case, expected turnover would be between Euro 160 and 180 million, due to the loss of about 100 thousand square metres, EBITDA would be in a range of Euro 35-45 million while the net financial position (net debt) before IFRS 16 effects would be between Euro 0 and 10 million.

For prudence, neither scenarios include the effects of a new revision of rental agreements in place with Fondazione Fiera Milano and only marginally include any government contributions under the *de minimis* regime.

In light of the new loans for a total of Euro 82 million obtained in February 2021, the Group now has adequate financial resources to cover its short and medium-term needs, also taking into account the general economic context due to the uncertainty on how Covid-19 epidemic might evolve. The 2021-2025 Strategic Plan notes that, on the resumption of exhibition activities, the Group will be able to generate adequate cash flows to repay the loans received, in compliance with the agreed covenants, although it cannot exclude further postponements and consequent changes to the exhibition and congress calendar, with a related impact on the economic and financial situation of the Company and the Group. On the basis of that described above, with reference to the forecast earnings in the budget and the plan and taking into account the forecasts of the working capital and the financial and equity situation, the separate and consolidated financial statements have been drawn up on a going-concern basis. The Board of Directors will continue to monitor the impact of the Covid-19 pandemic on earnings, financial performance and the balance-sheet stability of the Company and the Group.

CONSOLIDATED DISCLOSURE OF NON-FINANCIAL INFORMATION

In today's meeting, the Board of Directors also approved the 2020 Consolidated disclosure on Non-Financial Information ("NFI") pursuant to Legislative Decree No. 254/2016. This document reports non-financial information pursuant to the aforementioned Decree and constitutes the Fiera Milano Sustainability Report. In 2020, the Group worked to protect the health and safety of its customers, suppliers and employees, also contributing to the drafting of a "Protocol to contain the spread of the novel Coronavirus", in cooperation with the competent authorities and other exhibition operators, including through trade associations, to ensure a safe restart of physical events. It should also be noted that, as part of the process to achieve ISO 20121 certification and to unify the management systems already in place within the Group, a "Policy for quality, sustainability, environment and safety" was approved with the aim of promoting the economic, environmental and social sustainability of events organised and hosted at the exhibition and congress sites, following principles of good management, security, inclusiveness, integrity and transparency. The 2020 NFI has an updated materiality matrix that incorporates stakeholders' points of view and also a sustainability plan, whose objectives are in line with the 2021-2025 Strategic Plan and the United Nations "Sustainable Development Goals" (SDGs), confirming Fiera Milano's progressive commitment to integrating sustainability into its business.



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SHAREHOLDERS' MEETING

The draft financial statements as at 31 December 2020 will be submitted to the Ordinary Shareholders' Meeting to be held on 28 April 2021 at 3.00 pm on single call. The Consolidated Financial Statements as at 31 December 2020 and the Consolidated Non-Financial Information 2020 pursuant to Legislative Decree No. 254/2016 will be presented.

The Shareholders' Meeting will also be called to resolve on the appointment of the Board of Statutory Auditors for the years 2021-2023, on the Remuneration Policy and remuneration paid pursuant to Art.123- *ter* of Legislative Decree 58/98, and on the new Incentive Plan pursuant to Art. 114-bis of Legislative Decree 58/98.

APPOINTMENT OF CHIEF REVENUE OFFICER

Fiera Milano S.p.A. announces that as of 6 April 2021 Mr Mario Franci will take up the position of Chief Revenue Officer, becoming an executive with strategic responsibility for the Fiera Milano Group.

Mr Franci is a graduate in Engineering from Milan Politecnico and has extensive professional experience both in Italy and abroad. He was Chief Commercial Officer of Casa.it, where he was responsible for the sales and marketing structure and strategies, across the consumer and B2B channels. From 2015 to 2018, Franci was Senior Vice President European Sales & Revenues and Inflight Services at Inmarsat, a British company operating globally in mobile satellite communications. Previously, he worked for 15 years at Vodafone, where he held various roles including Business Marketing Director, Consumer Sales Director, and Head of Transformation Program. From 1992 to 1999 he worked at Monitor Company, one of the world's leading management consulting companies.

As far as the Company is aware at the time of his appointment, Mr Franci does not hold any shares in the Company, either directly or indirectly.

The Manager responsible for preparing the Company's financial statements, Mr Marco Pacini, in accordance with paragraph 2 Art. 154- *bis* of the Consolidated Finance Law herewith declares that the accounting information contained in the present release is consistent with the Company's official documents, books and accounting records.

Fiera Milano will make available on Tuesday 16 March, with reference to the Ordinary Shareholders' meeting convened for 28 April 2021 at the registered office and at the operational and administrative headquarters of the Company, the following documents:

- Notice of Call of the Ordinary Shareholders' Meeting;
- Abstract of the Notice of Call of the Ordinary Shareholders' Meeting;
- Board of Directors Explanatory Report pursuant to Art. 125-*ter* of Legislative Decree No. 58/98 and pursuant to Art. 73 of Consob Regulation No. 11971/1999 as amended and added.

The above-mentioned documents will be also available in the Investors section of the Company's website www.fieramilano.it and may be accessed on the storage system www.emarketstorage.com.



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CONFERENCE CALL

There will be a conference call **at 17:00 (CET) today Monday 15 March**, during which the management of Fiera Milano will present the 2020 consolidated results. To take part in the conference call, please call:

+39 02 805 88 11 (Italy)

+44 1 212818003 (UK)

+41 225954727 (Switzerland)

+ 1 718 7058794 (USA)

The presentation may be downloaded prior to the start of the conference call from the section Investors on the Fiera Milano website, www.fieramilano.it.

This press release contains forward-looking statements. These statements are based on the current expectations and assumptions of the Group regarding future events and by their very nature are subject to certain risks and uncertainties. The actual results could differ materially from those contained in these statements for a variety of factors that include changes in general economic and business conditions, continued volatility and a further deterioration in the capital and financial markets and many other factors, the majority of which are outside the control of the Group. The levels of Group activity reflect the frequency/seasonality of exhibitions. Therefore, the operating results and changes in the net financial position cannot be extrapolated to calculate a precise forecast of the results expected for the year.

Fiera Milano

Fiera Milano is the domestic market leader and one of the main integrated operators worldwide in the exhibition and congress sector. The Group manages the leading exhibition site in Italy and dominates events in numerous manufacturing sectors: fashion, publishing, furniture and furnishings, home and lifestyle, mechanical tooling industry, tourism, professional hospitality, food, plant engineering and energy, construction, art, and sailing. Specifically, the business of the Group is focused on the management, organisation and hosting of fairs, exhibitions and other events through ensuring the availability of equipped exhibition space, project support and related services. Its offer is completed by engineering services, stand-fitting services - for both pre-fabricated and customised stands - stand-fitting technical and logistic services, as well as a multichannel platform that includes web content and congresses. Its offer is completed by engineering services, stand-fitting services - for both pre-fabricated and customised stands - stand-fitting technical and logistic services, as well as a multichannel platform that includes web content and congresses.

Fiera Milano has been listed in the STAR segment of the Mercato Telematico Azionario of the Italian stock market since 2002.

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Attachments:

Consolidated Statement of Financial Position
Consolidated Statement of Comprehensive Income
Consolidated Statement of Cash Flows
Fiera Milano S.p.A. Statement of Financial Position
Fiera Milano S.p.A. Statement of Comprehensive Income
Fiera Milano S.p.A. Statement of Cash Flows



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| | (€ '000) | |
|---|-----------------|-----------------|
| Consolidated Statement of Financial Position | 31/12/20 | 31/12/19 |
| ASSETS | | |
| Non-current assets | | |
| Property, plant and equipment | 7,040 | 9,155 |
| Right-of-use assets | 431,668 | 469,571 |
| <i>of which from related parties</i> | <i>426,153</i> | <i>462,382</i> |
| Investments in non-core property | - | - |
| Goodwill | 95,036 | 95,036 |
| Intangible assets with a finite useful life | 17,006 | 14,640 |
| Equity accounted investments | 16,226 | 19,905 |
| Other investments | 82 | 32 |
| Other financial assets | 5,127 | 50 |
| Trade and other receivables | 23,471 | 11,170 |
| <i>of which from related parties</i> | <i>23,373</i> | <i>11,071</i> |
| Deferred tax assets | 3,283 | 2,971 |
| Total | 598,939 | 622,530 |
| Current assets | | |
| Trade and other receivables | 26,705 | 40,356 |
| <i>of which from related parties</i> | <i>8,678</i> | <i>3,404</i> |
| Inventories | 5,557 | 2,231 |
| Contracts in progress | - | - |
| Financial assets | 1,320 | 1,320 |
| <i>of which from related parties</i> | <i>1,320</i> | <i>1,320</i> |
| Cash and cash equivalents | 20,442 | 68,031 |
| Total | 54,024 | 111,938 |
| Assets held for sale | | |
| Assets held for sale | - | - |
| Total assets | 652,963 | 734,468 |
| EQUITY AND LIABILITIES | | |
| Equity | | |
| Share capital | 42,284 | 41,645 |
| Share premium reserve | 10,256 | 9,324 |
| Revaluation reserve | - | - |
| Other reserves | 1,708 | 4,400 |
| Retained earnings | 42,578 | 17,482 |
| Profit/(loss) for the year | (33,943) | 34,425 |
| Total Group equity | 62,883 | 107,276 |
| Equity attributable to non-controlling interests | 348 | 580 |
| Total equity | 63,231 | 107,856 |
| Non-current liabilities | | |
| Bonds in issue | - | - |
| Bank borrowings | - | - |
| Financial liabilities related to the right-of-use of assets | 405,961 | 439,402 |
| <i>of which from related parties</i> | <i>401,848</i> | <i>433,693</i> |
| Other financial liabilities | - | - |
| Provision for risks and charges | 379 | 1,833 |
| Employee benefit provisions | 10,062 | 9,898 |
| Deferred tax liabilities | 11,260 | 10,127 |
| Other liabilities | - | - |
| Total | 427,662 | 461,260 |
| Current liabilities | | |
| Bonds in issue | - | - |
| Bank borrowings | 49,018 | 1 |
| Trade payables | 19,904 | 41,985 |
| Advances | 30,577 | 49,227 |
| Financial liabilities related to the right-of-use of assets | 43,611 | 33,992 |
| <i>of which from related parties</i> | <i>42,068</i> | <i>32,423</i> |
| Other financial liabilities | 1,743 | 1,057 |
| <i>of which from related parties</i> | <i>1,313</i> | <i>449</i> |
| Provision for risks and charges | 1,777 | 5,225 |
| Tax liabilities | 3,849 | 2,979 |
| Other liabilities | 11,591 | 30,886 |
| <i>of which to related parties</i> | <i>453</i> | <i>8,438</i> |
| Total | 162,070 | 165,352 |
| Liabilities held for sale | | |
| Liabilities held for sale | - | - |
| Total liabilities | 652,963 | 734,468 |



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| | (€ '000) | |
|---|-----------------|----------------|
| Consolidated Statement of Comprehensive Income | 2020 | 2019 |
| Revenues from sales and services | 73,635 | 279,711 |
| <i>of which with related parties</i> | <i>4,682</i> | <i>586</i> |
| Total revenues | 73,635 | 279,711 |
| Cost of materials | 1,586 | 2,489 |
| Cost of services | 45,519 | 121,215 |
| <i>of which with related parties</i> | <i>276</i> | <i>5,833</i> |
| Cost of use of third-party assets | 453 | 486 |
| Personnel costs | 31,852 | 47,432 |
| Other operating expenses | 2,467 | 4,778 |
| Total operating expenses | 81,877 | 176,400 |
| Other income | 16,875 | 2,428 |
| <i>of which with related parties</i> | <i>14,913</i> | <i>820</i> |
| <i>of which non recurring transactions</i> | <i>14,000</i> | <i>-</i> |
| Results of equity accounted associates and joint ventures | 532 | 3,768 |
| Provisions for doubtful receivables and other provisions | (1,278) | 3,453 |
| EBITDA | 10,443 | 106,054 |
| Depreciation of property, plant and equipment and right-of-use assets | 42,513 | 43,208 |
| <i>of which with related parties</i> | <i>37,955</i> | <i>38,339</i> |
| Depreciation of property investments | - | - |
| Amortisation of intangible assets | 2,248 | 1,963 |
| Adjustments to asset values | - | 1,285 |
| EBIT | (34,318) | 59,598 |
| Financial income and similar | 274 | 479 |
| Financial expenses and similar | 12,981 | 13,844 |
| <i>of which with related parties</i> | <i>12,568</i> | <i>13,391</i> |
| Valuation of financial assets | - | - |
| Profit/(loss) before tax | (47,025) | 46,233 |
| Income tax | (12,873) | 11,905 |
| <i>of which with related parties</i> | <i>(12,535)</i> | <i>7,762</i> |
| Profit/(loss) from continuing operations | (34,152) | 34,328 |
| Profit/(loss) from discontinued operations | - | - |
| Profit/(loss) of the year | (34,152) | 34,328 |
| Profit/(loss) attributable to: | | |
| The shareholders of the controlling entity | (33,943) | 34,425 |
| Non-controlling interests | (209) | (97) |
| Other comprehensive income/(loss) that will not be reclassified subsequently to profit or loss | | |
| Revaluation of defined benefit schemes | (34) | (806) |
| Tax effects | 8 | 193 |
| Other comprehensive income/(loss) that will be reclassified subsequently to profit or loss | | |
| Currency translation differences of foreign subsidiaries | (869) | 49 |
| Other comprehensive income/(loss) of equity accounted associates and joint ventures that will not be reclassified subsequently to profit or loss | | |
| Revaluation of defined benefit schemes | 15 | (28) |
| Tax effects | (4) | 7 |
| Currency translation differences of foreign subsidiaries | (252) | (37) |
| Other comprehensive income/(loss) net of related tax effects | (1,136) | (622) |
| Total comprehensive income/(loss) for the year | (35,288) | 33,706 |
| Total comprehensive income/(loss) for the year attributable to: | | |
| The shareholders of the controlling entity | (35,056) | 33,804 |
| Non-controlling interests | (232) | (98) |
| Earnings/(losses) per share (€) | | |
| Basic | (0.4752) | 0.4850 |
| Diluted | (0.4752) | 0.4850 |



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| | (€ '000) | |
|--|-----------------|-----------------|
| Consolidated Statement of Cash Flows | 2020 | 2019 |
| Net cash at beginning of the year from continuing operations | 68,031 | 28,409 |
| Net cash at beginning of the year from assets held for sale | - | - |
| Cash flow from operating activities | | |
| Net cash arising from operations | (41,777) | 107,767 |
| <i>of which from related parties</i> | (43,269) | (54,865) |
| Interest paid | (117) | (87) |
| Interest paid on financial liabilities related to the right-of-use of assets | (12,689) | (13,590) |
| Interest received | 225 | 172 |
| Income taxes paid | - | (1,132) |
| Total from continuing operations | (54,358) | 93,130 |
| Total from assets held for sale | - | - |
| Cash flow from investing activities | | |
| Investments in tangible assets | (867) | (1,820) |
| Write-downs of tangible assets | 1 | 38 |
| Investments in intangible assets | (5,247) | (5,806) |
| Write-downs of intangible assets | - | 26 |
| Investments in Subsidiaries | - | (1,842) |
| Investments in Joint Ventures | 3,970 | 3,715 |
| Other investments | (50) | - |
| Total from continuing operations | (2,193) | (5,689) |
| Total from assets held for sale | - | - |
| Cash flow from financing activities | | |
| Equity | - | - |
| Non-Current financial assets | (5,077) | - |
| Current financial assets | - | (1,478) |
| <i>of which from related parties</i> | - | (1,306) |
| Current financial liabilities related to the right-of-use of assets | (26,145) | (33,559) |
| <i>of which from related parties</i> | (24,483) | (32,104) |
| Current financial liabilities | 49,773 | (3,655) |
| Dividends paid | (9,314) | (9,227) |
| Total from continuing operations | 9,237 | (47,919) |
| Total from assets held for sale | - | - |
| Total translation differences | (275) | 100 |
| Net cash for the year from continuing operations | (47,314) | 39,522 |
| Net cash for the year from assets held for sale | - | - |
| Net cash at the end of the year from assets held for sale | - | - |
| Net cash at the end of the year from continuing operations | 20,442 | 68,031 |

| | (€ '000) | |
|---|-----------------|----------------|
| Net cash arising from operations | 2020 | 2019 |
| Result of continuing operations | (34,152) | 34,328 |
| <i>Adjustments for:</i> | | |
| Profit from equity accounted investments | (532) | (3,768) |
| Depreciation and Amortisation | 44,762 | 45,171 |
| Provisions, write-downs and impairment | (3,847) | 4,368 |
| Capital gain and losses | - | 37 |
| Financial expenses related to the right-of-use of assets (IFRS 16) | 12,689 | 13,590 |
| Personnel costs "Performance Shares Plan" | - | 721 |
| Net change in employee provisions | 102 | (244) |
| Changes in deferred taxes | 834 | 1,730 |
| Inventories | (3,327) | 1,250 |
| Trade and other receivables | 1,908 | 3,361 |
| Trade payables | (22,081) | 3,383 |
| Pre-payments | (18,651) | (435) |
| Tax payables | 869 | 1,852 |
| Provisions for risks and charges and other liabilities (excluding payables to Organisers) | (13,128) | (1,220) |
| Payables to Organisers | (7,223) | 3,643 |
| Total | (41,777) | 107,767 |



FIERA MILANO

| | | (euro) | |
|---|--|--------------------|--------------------|
| Fiera Milano SpA Statement of Financial Position | | 31/12/20 | 31/12/19 |
| ASSETS | | | |
| Non-current assets | | | |
| Property, plant and equipment | | 2,057,423 | 2,417,152 |
| Right-of-use assets | | 398,817,854 | 431,919,377 |
| <i>of which from related parties</i> | | <i>398,638,660</i> | <i>431,576,747</i> |
| Investments in non-core property | | - | - |
| Goodwill | | 70,144,099 | 70,144,099 |
| Intangible assets with a finite useful life | | 14,334,188 | 11,077,988 |
| Investments | | 51,155,364 | 51,166,391 |
| Other financial assets | | 5,077,332 | - |
| Trade and other receivables | | 21,579,256 | 11,163,419 |
| <i>of which from related parties</i> | | <i>21,487,032</i> | <i>11,071,195</i> |
| Deferred tax assets | | - | - |
| Total | | 563,165,516 | 577,888,426 |
| Current assets | | | |
| Trade and other receivables | | 15,203,912 | 24,219,318 |
| <i>of which from related parties</i> | | <i>5,871,983</i> | <i>3,810,597</i> |
| Inventories | | 3,583,177 | 1,088,259 |
| Contracts in progress | | - | - |
| Financial assets | | 3,217,612 | 1,605,048 |
| <i>of which from related parties</i> | | <i>3,217,612</i> | <i>1,605,048</i> |
| Cash and cash equivalents | | 17,472,171 | 63,946,063 |
| Total | | 39,476,872 | 90,858,688 |
| Assets held for sale | | | |
| Assets held for sale | | - | - |
| Total | | - | - |
| Total assets | | 602,642,388 | 668,747,114 |
| EQUITY AND LIABILITIES | | | |
| Equity | | | |
| Share capital | | 42,283,624 | 41,644,917 |
| Share premium reserve | | 8,557,350 | 7,625,105 |
| Revaluation reserve | | - | - |
| Other reserves | | 8,489,028 | 10,059,980 |
| Retained earnings | | 30,594,454 | 7,249,637 |
| Profit/(loss) for the year | | (24,755,604) | 32,793,582 |
| Total | | 65,168,852 | 99,373,221 |
| Non-current liabilities | | | |
| Bonds in issue | | - | - |
| Bank borrowings | | - | - |
| Financial liabilities related to the right-of-use of assets | | 376,688,461 | 405,611,021 |
| <i>of which to related parties</i> | | <i>376,627,148</i> | <i>405,429,386</i> |
| Other financial liabilities | | - | - |
| Provision for risks and charges | | - | 1,507,783 |
| Employee benefit provisions | | 5,147,542 | 4,417,723 |
| Deferred tax liabilities | | 7,195,429 | 6,464,979 |
| Other non-current liabilities | | - | - |
| Total | | 389,031,432 | 418,001,506 |
| Current liabilities | | | |
| Bonds in issue | | - | - |
| Bank borrowings | | 49,017,669 | 437 |
| Trade-payables | | 14,367,932 | 25,309,534 |
| Advances | | 21,869,814 | 38,671,784 |
| Financial liabilities related to the right-of-use of assets | | 37,141,354 | 29,627,159 |
| <i>of which to related parties</i> | | <i>37,021,036</i> | <i>29,464,142</i> |
| Other financial liabilities | | 7,388,597 | 15,400,917 |
| <i>of which to related parties</i> | | <i>7,388,597</i> | <i>15,400,917</i> |
| Provision for risks and charges | | 544,747 | 1,476,832 |
| Tax liabilities | | 3,063,464 | 2,261,547 |
| Other liabilities | | 15,048,527 | 38,624,177 |
| <i>of which to related parties</i> | | <i>6,379,842</i> | <i>19,041,747</i> |
| Total | | 148,442,104 | 151,372,387 |
| Liabilities held for sale | | | |
| Liabilities held for sale | | - | - |
| Total | | - | - |
| Total liabilities | | 602,642,388 | 668,747,114 |



FIERA MILANO

| | (euro) | |
|---|---------------------|--------------------|
| Fiera Milano SpA Statement of Comprehensive Income | 2020 | 2019 |
| Revenues from sales and services | 63,038,339 | 230,011,092 |
| <i>of which with related parties</i> | <i>5,052,806</i> | <i>3,676,144</i> |
| Total revenues | 63,038,339 | 230,011,092 |
| Cost of materials | 163,680 | 458,869 |
| Cost of services | 44,460,954 | 104,157,767 |
| <i>of which with related parties</i> | <i>18,397,340</i> | <i>41,859,162</i> |
| Cost of use of third-party assets | 416,348 | 324,201 |
| Personnel costs | 24,329,039 | 36,887,576 |
| Other operating expenses | 1,861,069 | 3,660,192 |
| Total operating expenses | 71,231,090 | 145,488,605 |
| Other income | 18,597,692 | 5,885,172 |
| <i>of which with related parties</i> | <i>17,434,052</i> | <i>4,784,638</i> |
| <i>of which non recurring transactions</i> | <i>12,871,235</i> | - |
| Provisions for doubtful receivables and other provisions | 434,049 | 1,921,844 |
| EBITDA | 9,970,892 | 88,485,815 |
| Depreciation of property, plant and equipment and right-of-use assets | 35,615,353 | 36,176,901 |
| <i>of which with related parties</i> | <i>34,664,232</i> | <i>35,047,778</i> |
| Depreciation of property investments | - | - |
| Amortisation of intangible assets | 1,904,867 | 1,465,379 |
| Adjustments to asset values | - | - |
| EBIT | (27,549,328) | 50,843,535 |
| Financial income and similar | 4,192,932 | 6,323,901 |
| <i>of which with related parties</i> | <i>4,010,505</i> | <i>6,101,682</i> |
| Financial expenses and similar | 12,008,794 | 12,699,331 |
| <i>of which with related parties</i> | <i>11,818,605</i> | <i>12,570,136</i> |
| Valuation of financial assets | (11,027) | (9,052) |
| Profit/(loss) before tax | (35,376,217) | 44,459,053 |
| Income tax | (10,620,613) | 11,665,471 |
| <i>of which with related parties</i> | <i>(10,649,615)</i> | <i>6,288,091</i> |
| Profit/(loss) from continuing operations | (24,755,604) | 32,793,582 |
| Profit/(loss) from discontinued operations | - | - |
| Profit/(loss) for the year | (24,755,604) | 32,793,582 |
| Other comprehensive income/(loss) that will not be reclassified subsequently to profit or loss | | |
| Revaluation of defined benefit schemes | (177,680) | (180,387) |
| Tax effects | (42,644) | (43,293) |
| Other comprehensive income/(loss) net of related tax effects | (135,036) | (137,094) |
| Total comprehensive income/(loss) for the year | (24,890,640) | 32,656,488 |



FIERA MILANO

| | (euro) | |
|--|---------------------|---------------------|
| Fiera Milano SpA Statement of Cash Flows | 2020 | 2019 |
| Net cash at beginning of year | 63,946,063 | 16,986,314 |
| Cash flow from operating activities | | |
| Net cash arising from operations | (34,463,927) | 95,182,974 |
| <i>of which with related parties</i> | <i>(52,453,745)</i> | <i>(42,836,552)</i> |
| Interest paid | (205,109) | (131,550) |
| Interest paid on financial liabilities related to the right-of-use of assets | (11,701,137) | (12,501,311) |
| Interest received | 275,734 | 264,876 |
| Income taxes paid | - | (988,552) |
| Total | (46,094,439) | 81,826,437 |
| Cash flow from investing activities | | |
| Investments in tangible assets | (427,957) | (372,265) |
| Write-downs of tangible assets | - | 35,353 |
| Investments in intangible assets | (5,161,068) | (5,760,478) |
| Acquisition of investments | - | - |
| Subsidiary company share capital transactions | - | (3,260,000) |
| Dividends received | 3,970,407 | 5,980,640 |
| Total | (1,618,618) | (3,376,750) |
| Cash flow from financing activities | | |
| Equity | - | - |
| Non-current financial liabilities | (5,077,332) | - |
| Current financial assets | (1,888,298) | 1,091,229 |
| Current financial liabilities related to the right-of-use of assets | (23,691,498) | (29,403,217) |
| <i>of which with related parties</i> | <i>(23,528,477)</i> | <i>(29,232,161)</i> |
| Current financial liabilities | 41,210,021 | 6,049,295 |
| <i>of which with related parties</i> | <i>(8,012,320)</i> | <i>9,431,497</i> |
| Dividends paid | (9,313,728) | (9,227,245) |
| Total | 1,239,165 | (31,489,938) |
| Cash flow for the year | (46,473,892) | 46,959,749 |
| Net cash from assets held for sale | - | - |
| Net cash at the end of year | 17,472,171 | 63,946,063 |

| | (euro) | |
|---|---------------------|-------------------|
| Cash flow from operating activities | 2020 | 2019 |
| Result including non-operating activities | (24,755,604) | 32,793,582 |
| Adjustments for: | | |
| Depreciation and Amortisation | 37,520,220 | 37,642,280 |
| Provisions, write-downs and impairment | 434,049 | 1,921,844 |
| Valuation of financial activities | 11,027 | 9,052 |
| Capital gains and losses | - | (10,141) |
| Financial income | (3,970,407) | (5,980,640) |
| Financial expenses related to the right-of-use of assets (IFRS 16) | 11,701,137 | 12,501,311 |
| Net change in employee provisions | 552,139 | (609,359) |
| Personnel costs "Performance Shares Plan" | - | 722,150 |
| Changes in deferred taxes | 773,093 | 3,352,870 |
| Inventories | (2,494,918) | 1,697,576 |
| Trade and other receivables | (3,299,847) | 4,342,409 |
| Trade payables | (10,941,602) | 5,452,982 |
| Pre-payments | (16,801,970) | (3,071,095) |
| Tax payables | 801,917 | 1,937,374 |
| Provisions for risks and charges and other liabilities (excluding payables to Organisers) | (20,413,589) | (1,162,620) |
| Payables to Organisers | (3,579,572) | 3,643,399 |
| Total | (34,463,927) | 95,182,974 |