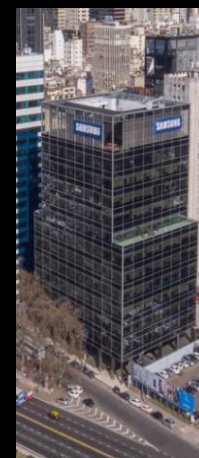




BCP Securities Fixed Income Conference

Buenos Aires
October 24, 2019



Leading commercial real estate company in Argentina



82.3%



Unique Portfolio of Prime Commercial Real Estate

15 Shopping Malls
332k sqm GLA
67% Market Share BA City

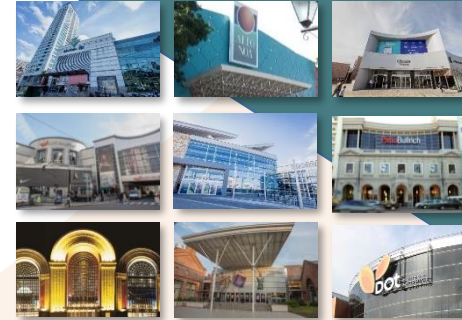
8 Office Buildings
115k sqm GLA
11% Market Share A+ BA City



Best-in-Class Operator

Shopping Malls
95% occupancy
74% EBITDA Mg

Offices
88% occupancy
82% EBITDA Mg



High brand recognition & customer loyalty

110 mn
Annual Mall visitors
2.5x
Argentina's population
Top of mind
Shopping Malls

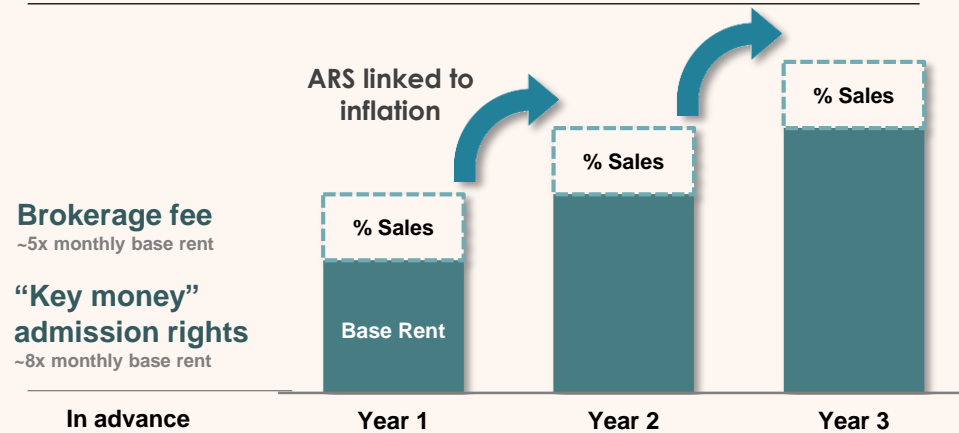


Valuable customers
information & technology
innovation

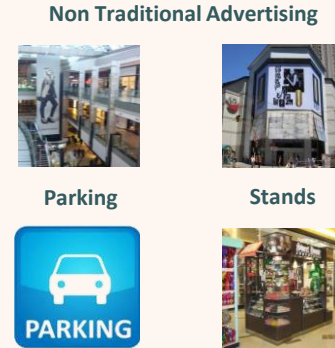
Rental properties' resilient revenue model

Shopping Malls

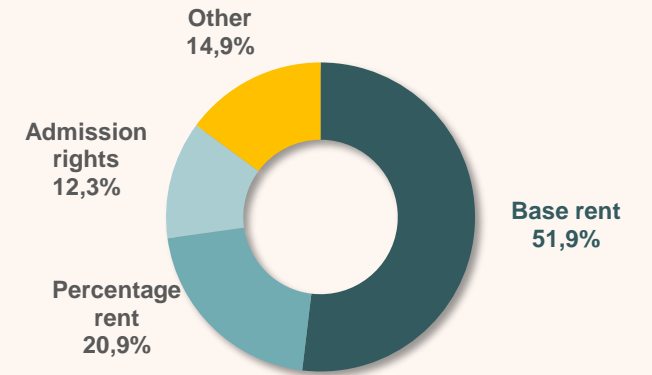
Revenue from leases



Other revenues

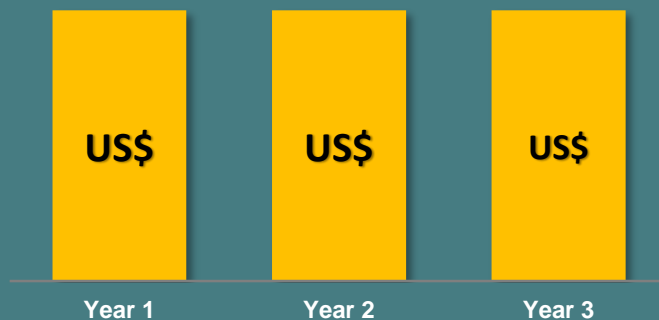


Rent revenue breakdown



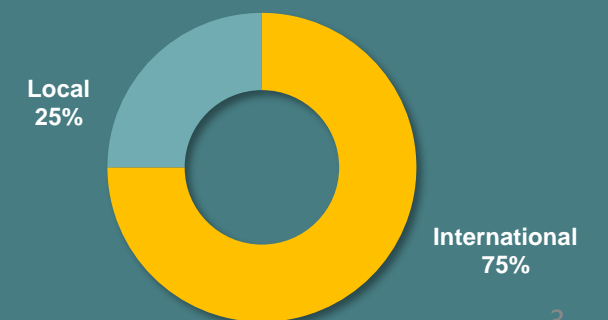
Offices

Revenue from leases



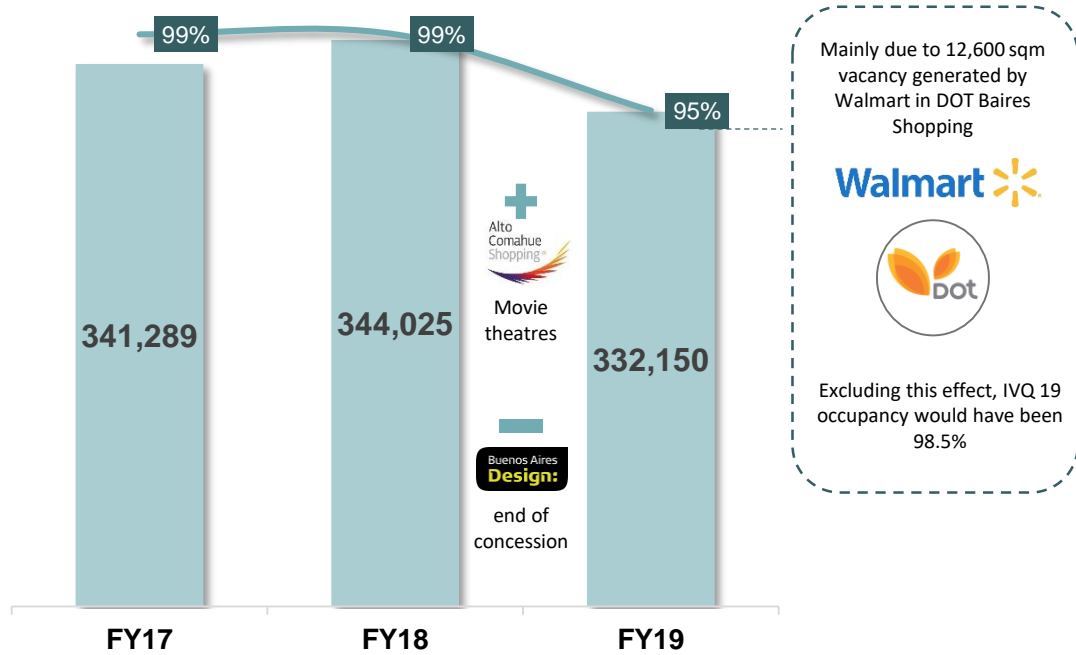
- **3-year average term** for office lease contracts
- **US Dollar based**
- Rental rates **for renewed terms are negotiated at market**

Tenants breakdown

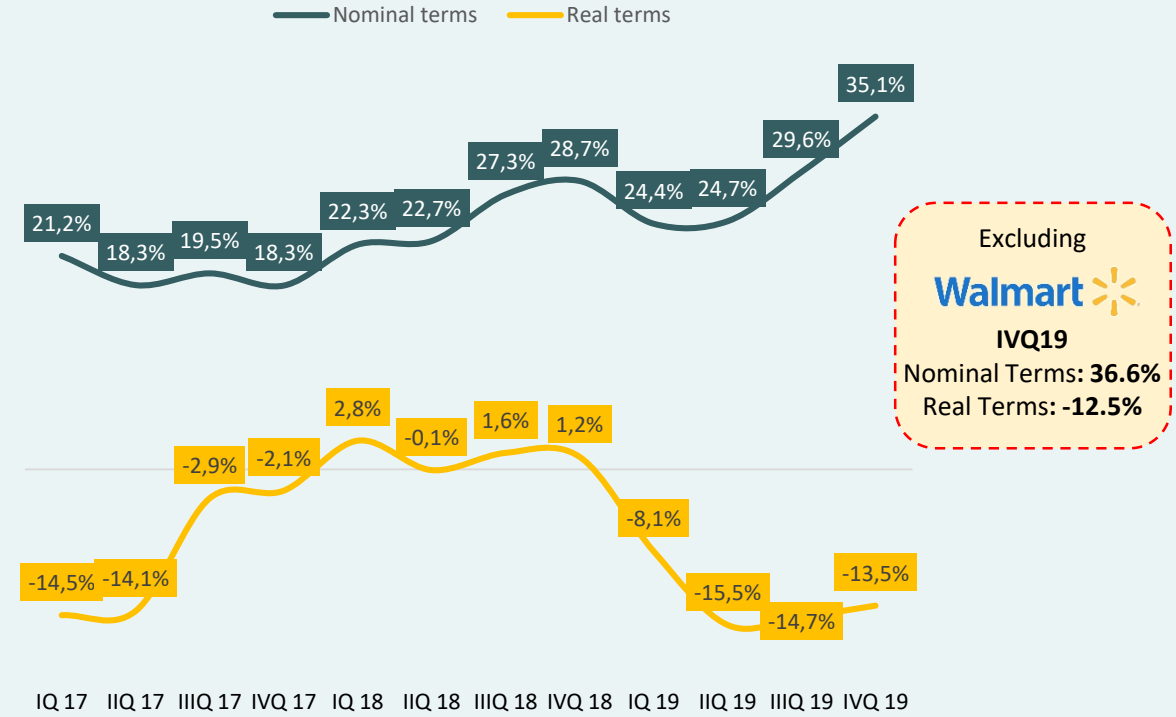




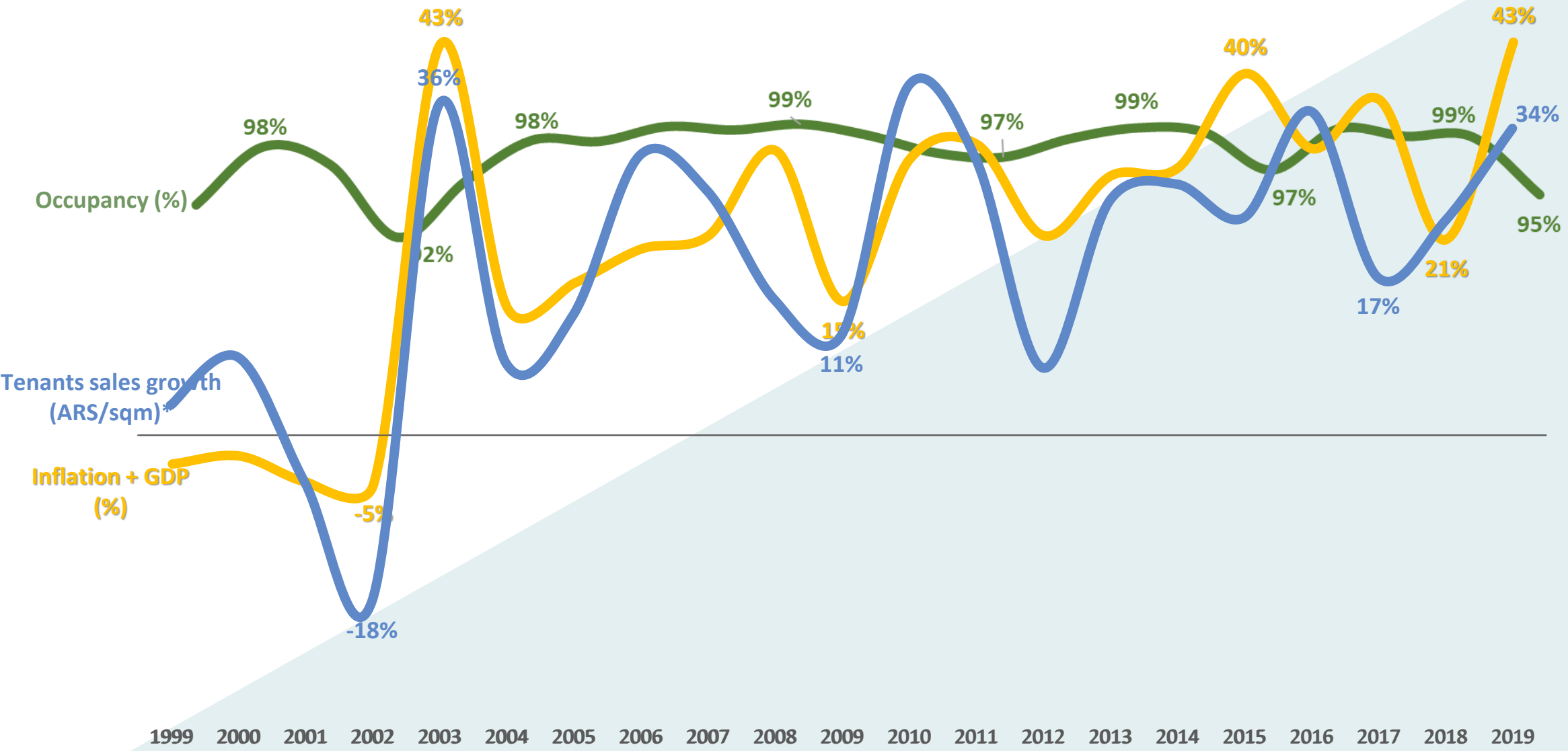
Shopping Malls – Sqm GLA (Th.) & Occupancy (%)



Same Shopping Malls' Sales (% Var i.a.)



Shopping Malls historical figures evolution

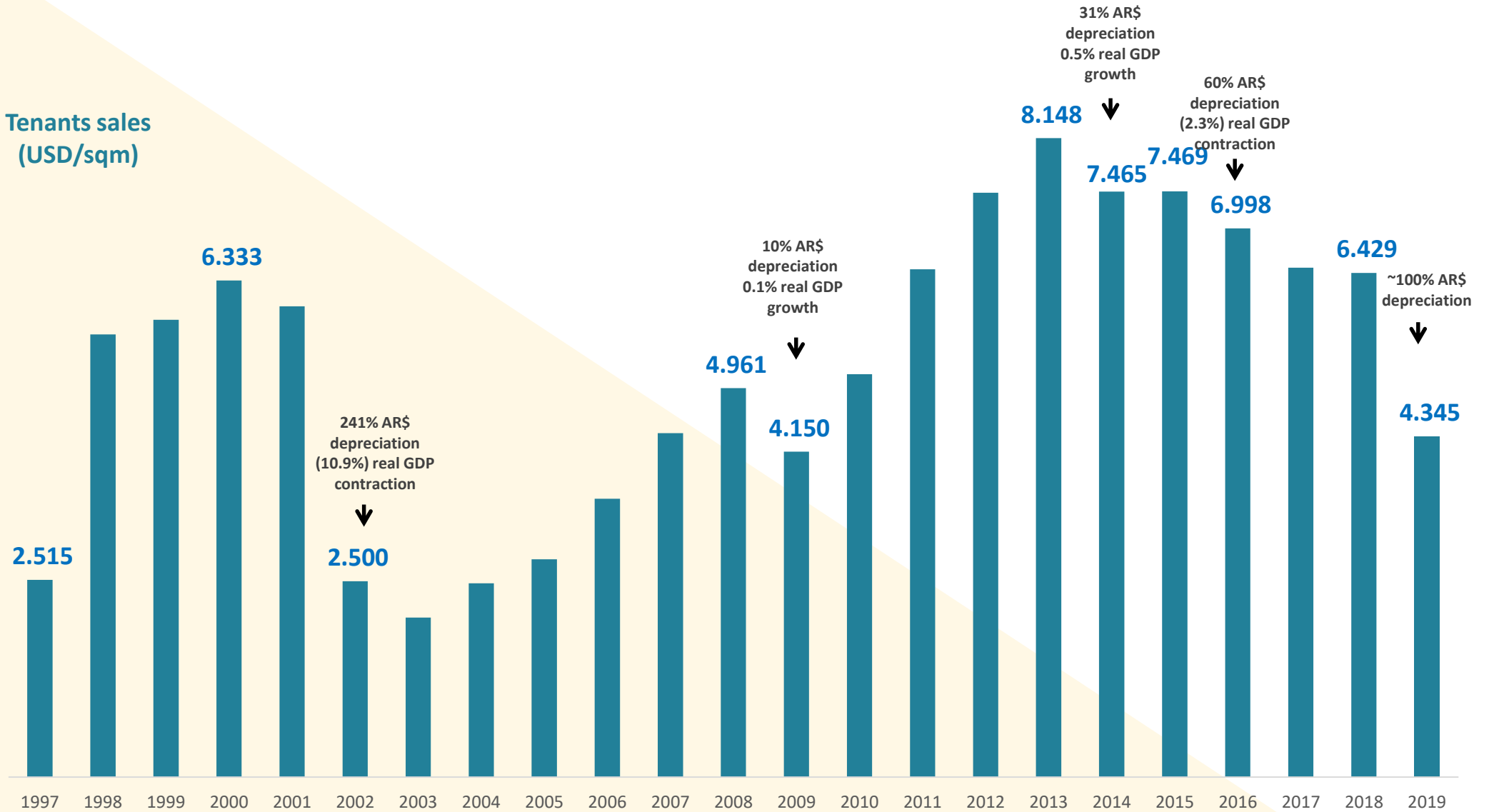


* Excluding DOT Baires

Shopping Malls historical sales in USD

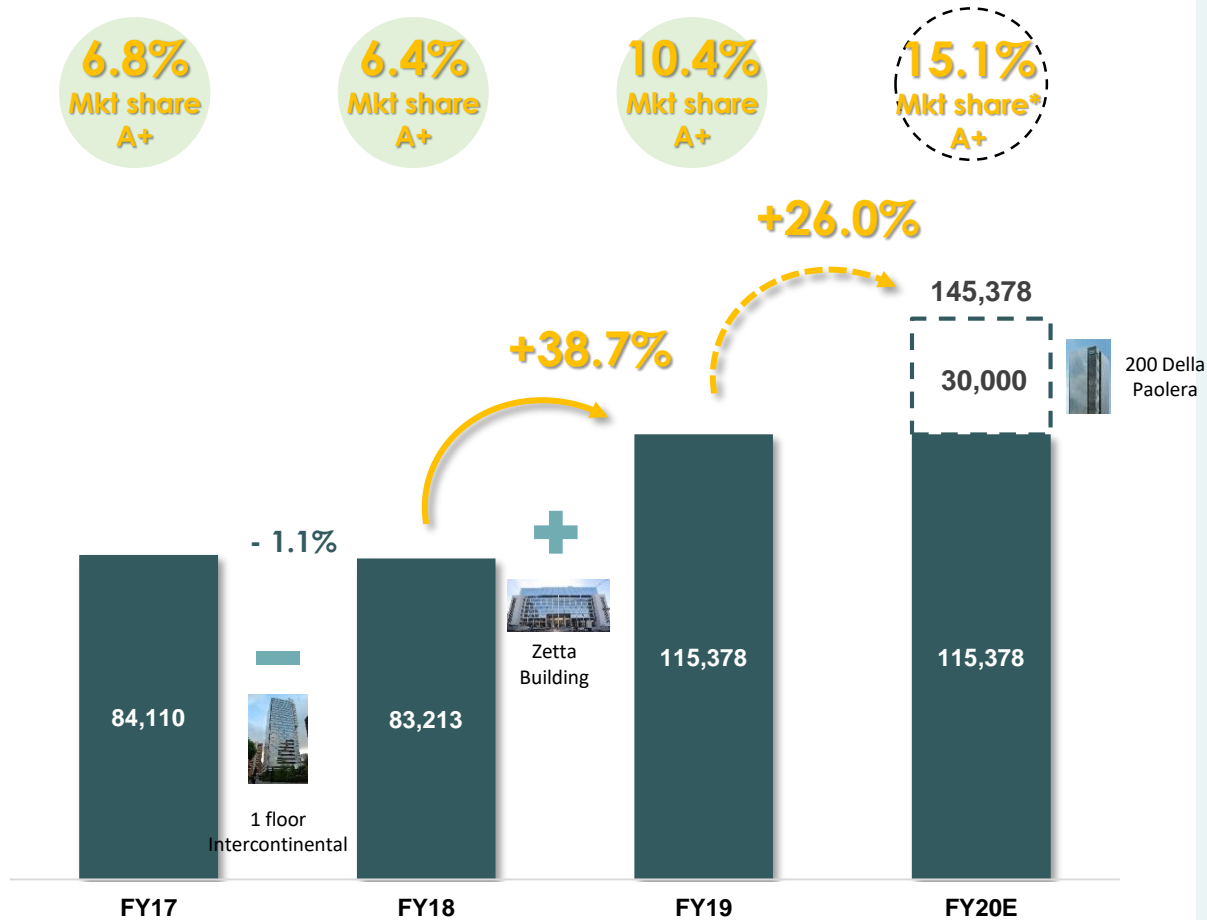
(as of June 30)

Tenants sales
(USD/sqm)





Offices - Stock (sqm GLA)



* According to A+ stock projected for FY20 by L.J.Ramos

Offices – Current portfolio by class



Boston Tower (AAA)



Bouchard 710 (AAA)



Zetta Building (AAA)



Suipacha 664 (B)



Philips Building (B)



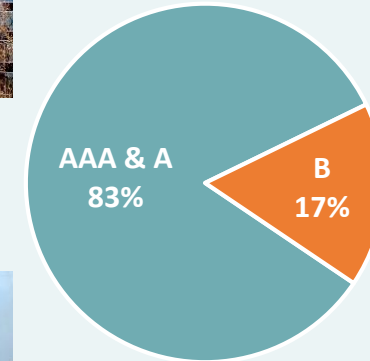
República (AAA)



Intercontinental (A) – 3 floors remaining

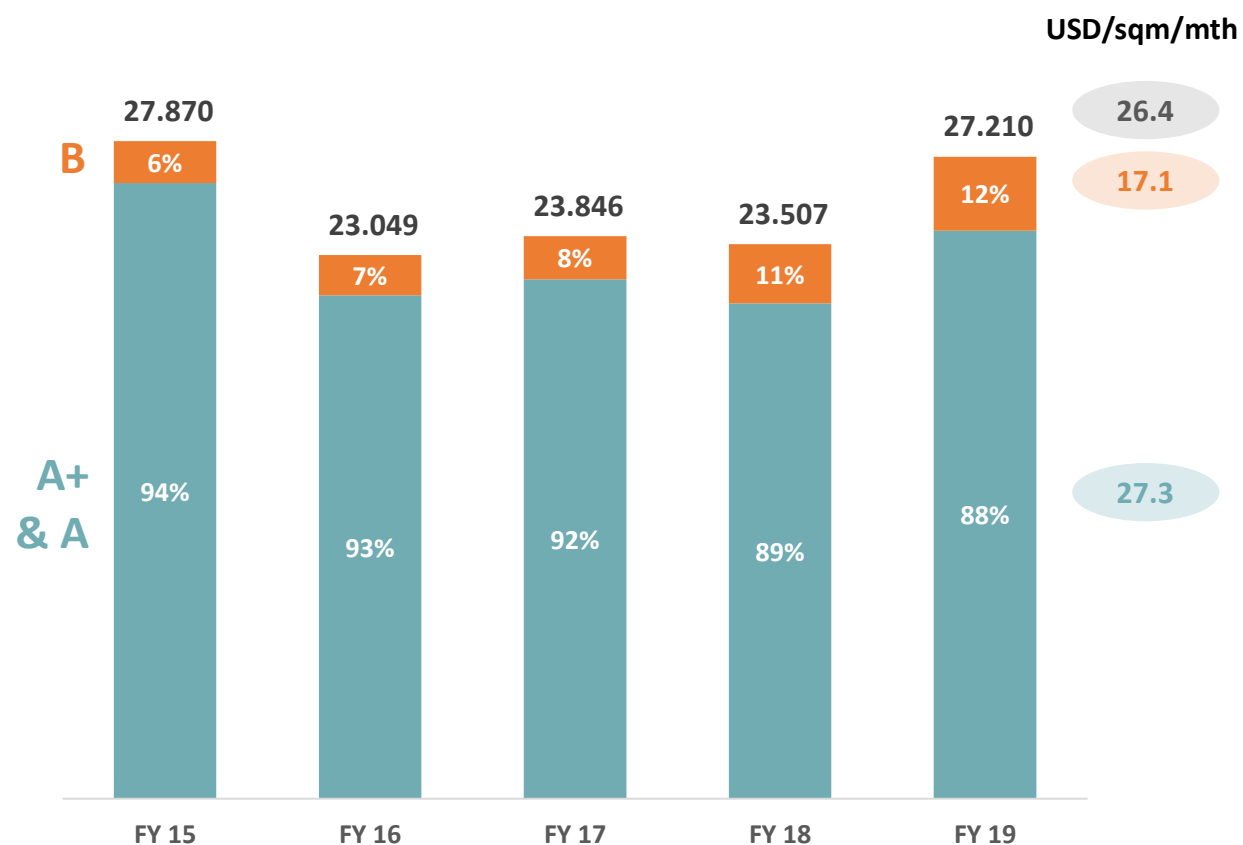


Dot Building (A)





Revenues by Class (USD Th.)



Occupancy by Class

A+ & A

B

ZETTA BUILDING OPENING

32,000

GLA sqm

May 2019

Opening date

USD 60mm

Investment

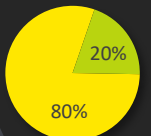
USD 9mm

Est. EBITDA

15%

Cap Rate

falabella.





ZETTA BUILDING - INTERIOR





Intecons Building

Dot Baires Shopping



Dot Connection
(planning status)

Exa Building
(planning status)

Giga Building
(planning status)

Dot Building

Zetta Building

Philips Building
(future recycling)

Coca Cola Building

Panamerican Plaza



200

DELLA PAOLERA

Under development

35,000

GLA sqm

87%

IRCP stake

68%

Works Progress

IVQ FY20

Est. Opening date

USD 90mm

Est. Investment

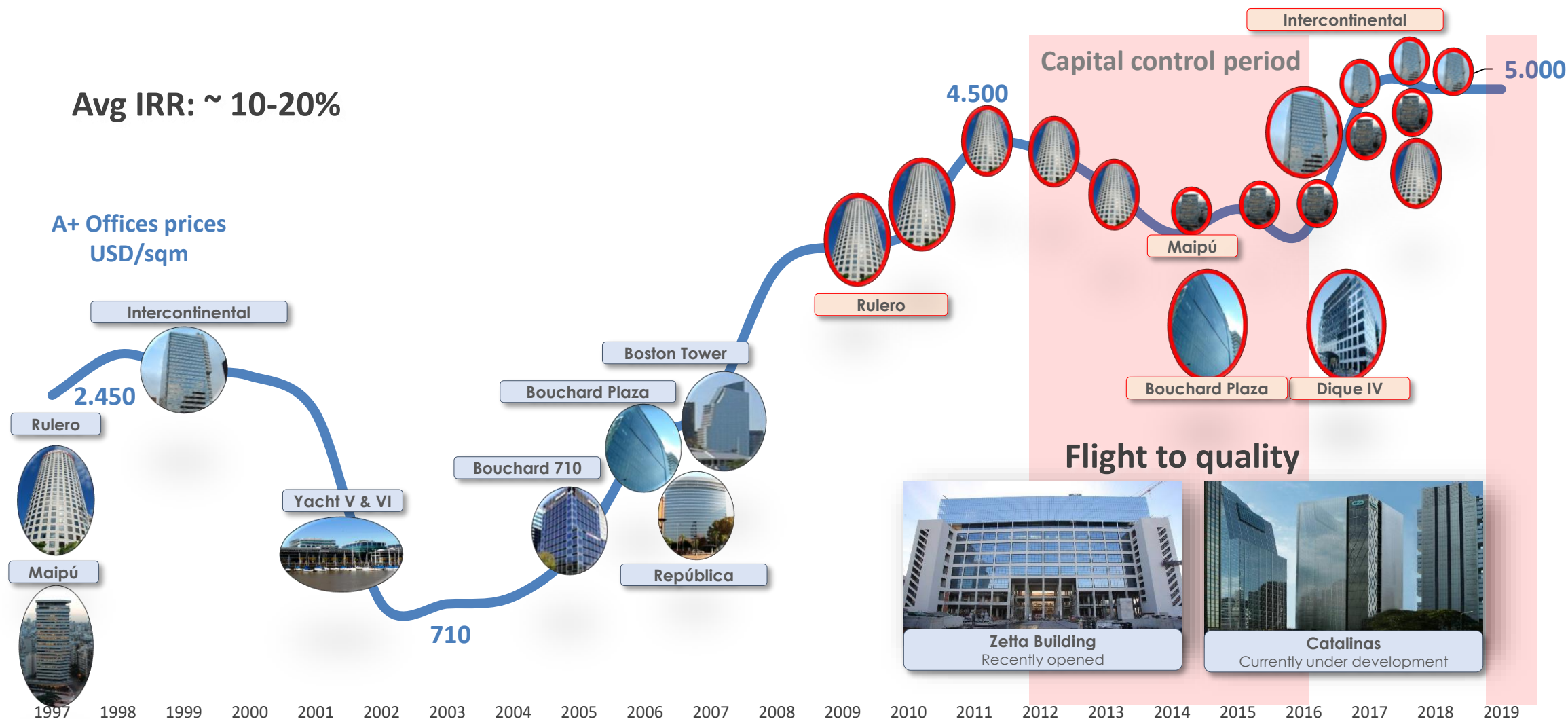
USD 10-12mm

Est. Estabilized EBITDA

12%

Cap Rate

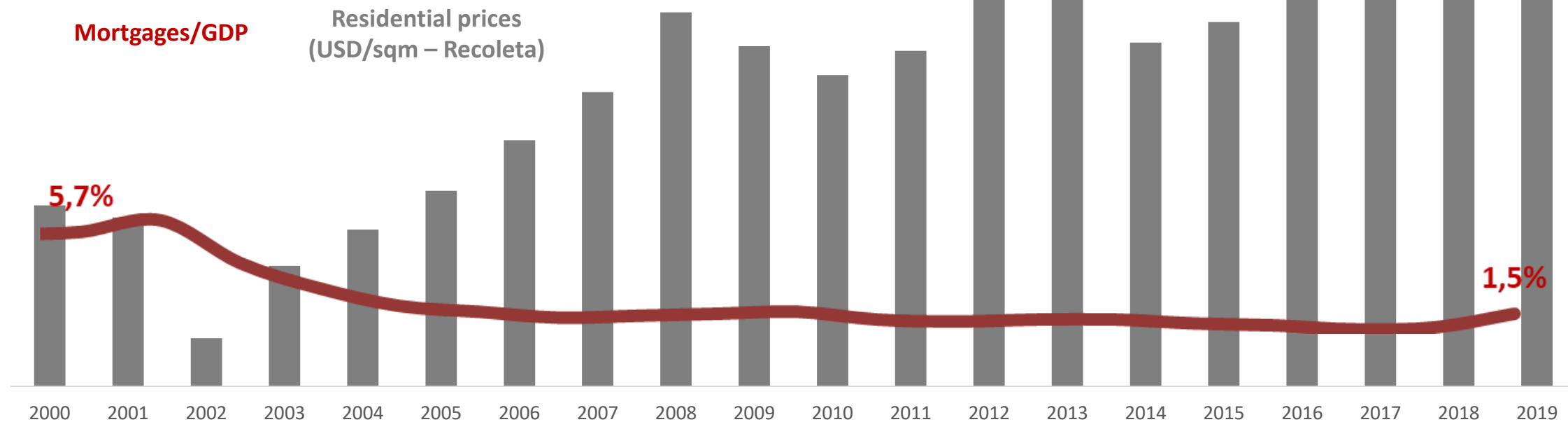
Active portfolio management



Real Estate prices' increase despite no mortgages



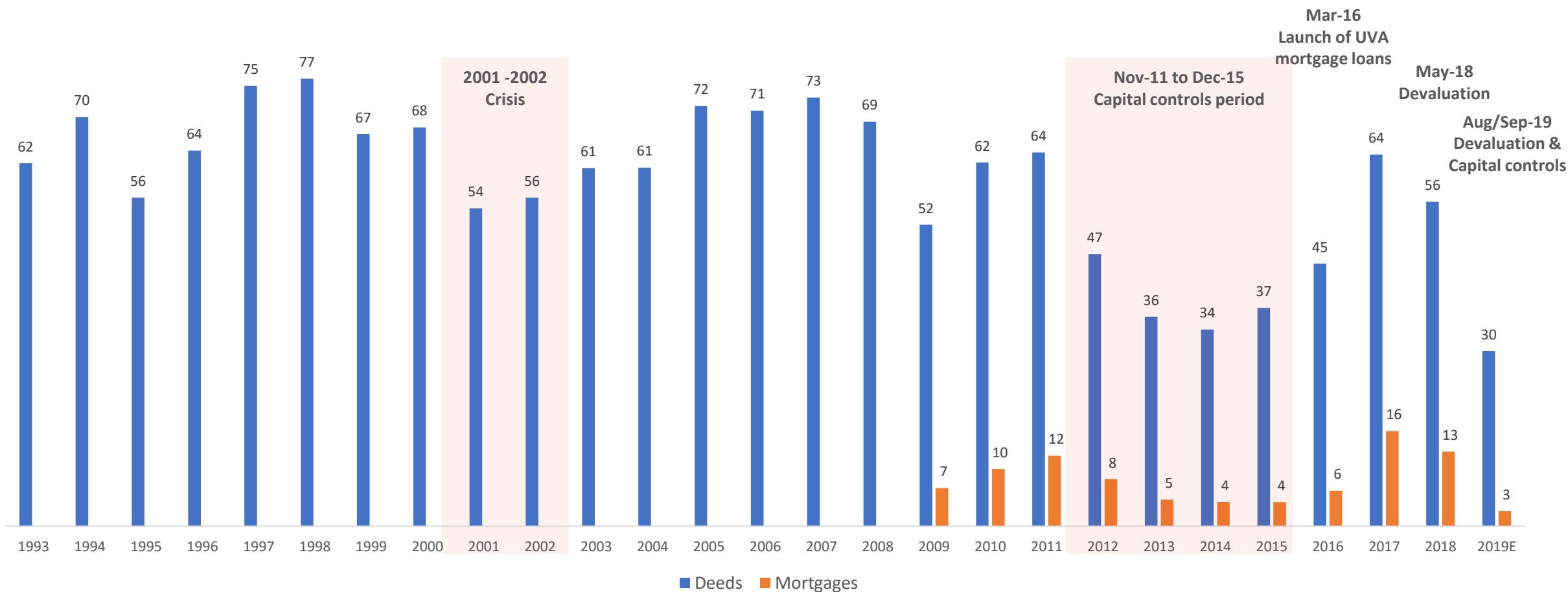
Protective way of saving



City of Buenos Aires – Residential market statistics

1993 – 2019: Number of signed deeds

2009 – 2019: Number of mortgages granted
(thousands)





IRSA: Leading Real Estate Company in Argentina

- Leading real estate company in Argentina with opportunistic assets abroad.
- Majority shareholder of IRSA Propiedades Comerciales, leading commercial real estate company in Argentina with ~447,000 sqm of GLA located in premium locations.

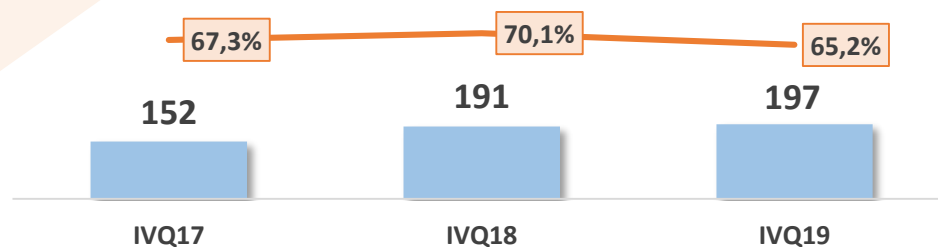


62.4%

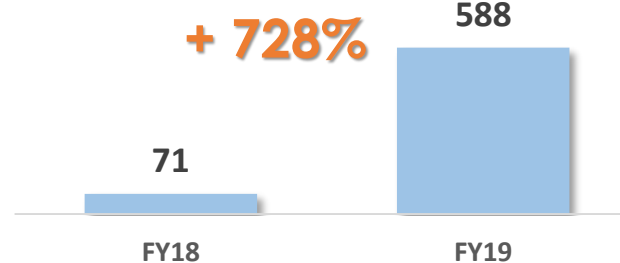




Rate USD/room & Occupancy evolution



EBITDA (ARS MM)



On Feb-19, IRSA acquired
20% of the shares of Hoteles
Argentinos S.A., owner of the
hotel formerly known as
Sheraton Libertador

Current stake: **100%**

Lipstick Building

Main events FY19:

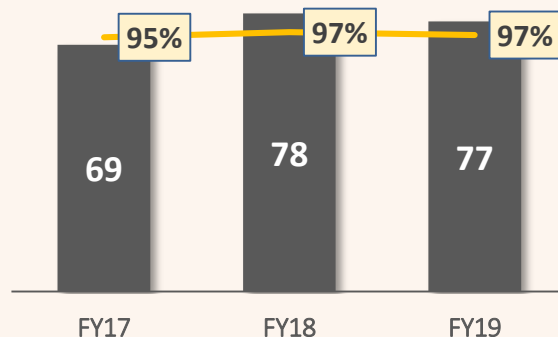
- Debt refinance from USD 53 to **USD 11 MM** maturing in April 2021.
- In June 2019, a deposit “escrow” agreement was signed for USD 5.1mm to get an option to acquire a controlling position on a fraction of the land where Lipstick is built. The option expired on August 30th and the owner is entitled to collect the deposit.
- The company will continue negotiations trying to obtain funding sources that allow us to execute the purchase.



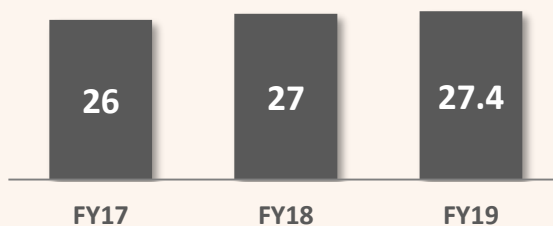
Main future challenges:

- Keep working on its capital structure
- Main tenant replacement in FY 2021.

Leases (USD MM) & Occupancy



NOI (USD MM)



US Hospitality REIT (NYSE: CDOR)

Under sale process

On **July 2019**, Condor signed an agreement and merge plan with a non-related company.

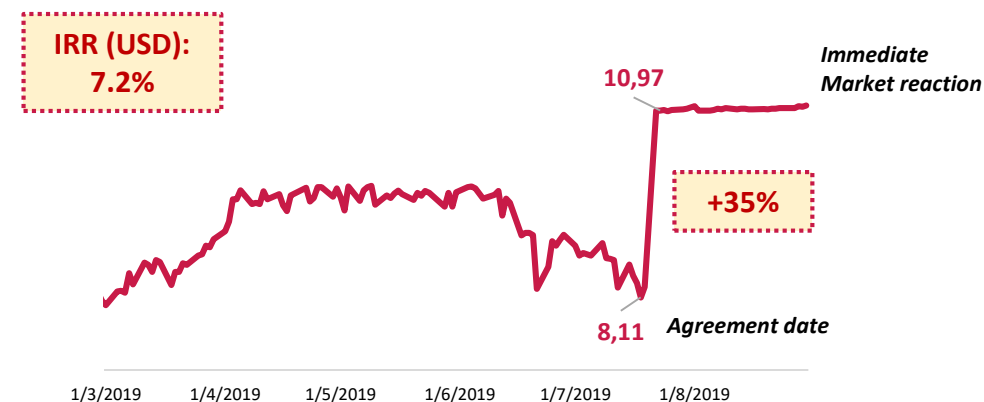
IRSA will collect its position in common and preferred shares according the following conditions:

- Ordinary share price: USD 11.10
- Preferred E convertible share price: USD 10.00

The transaction is expected to be concluded between October and December 2019.

IRSA will collect approximately **USD 29 million**.

CONDOR price evolution

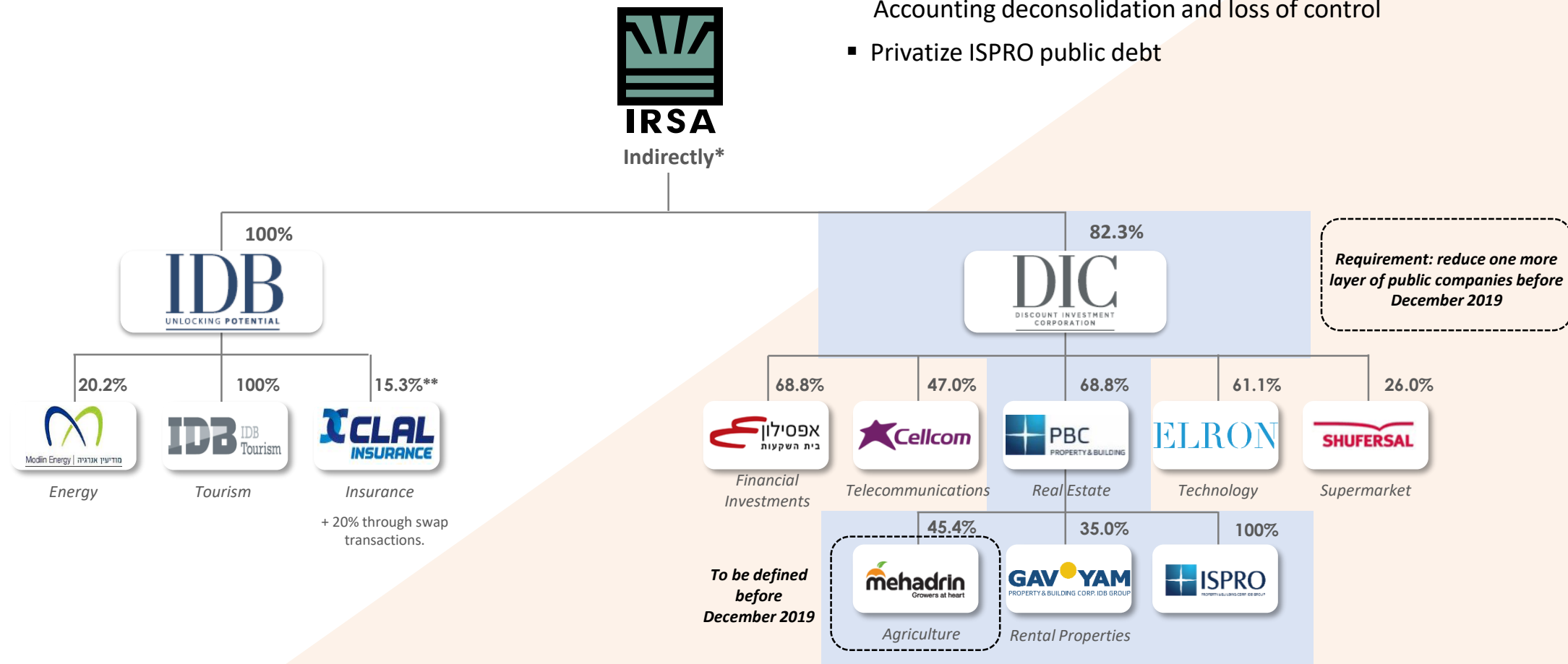


Senior Management:

- New CEO appointed

Concentration Law Resolution:

- Disposal of 16.7% of Gav-Yam shares
Accounting deconsolidation and loss of control
- Privatize ISPRO public debt



* There is a nonrecourse intercompany loan between Dolphin (borrower) and IDB (lender) due to the transference of DIC shares. This loan is guaranteed with DIC shares sold.

** Direct stake.



PBC (67.5% DIC stake) & Gav Yam (35% PBC stake) Leading Real Estate companies in Israel



ORACLE



Microsoft

Google

YAHOO!

IBM



Market Cap
USD 523 MM



USD 1,010MM

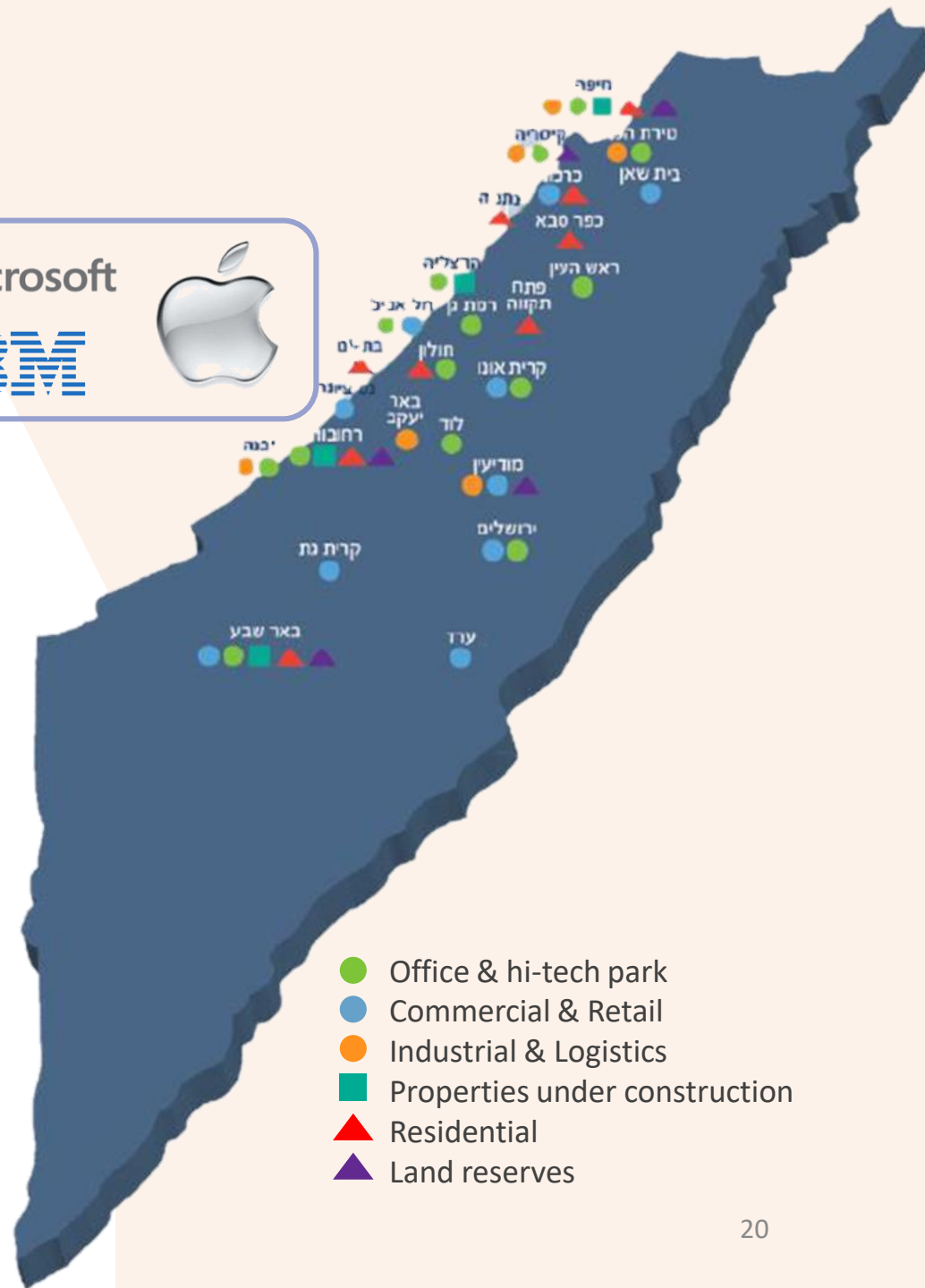


1,160,000 sqm
in Israel

670,000 sqm
Land reserve

97%
occupancy

142,000 sqm
in USA





Real Estate projects under development in Israel

8 Projects
194,000 sqm



REHOVOT: 3 of 4 buildings finished



MATAM-YAM: Recently finished
Amazon main tenant



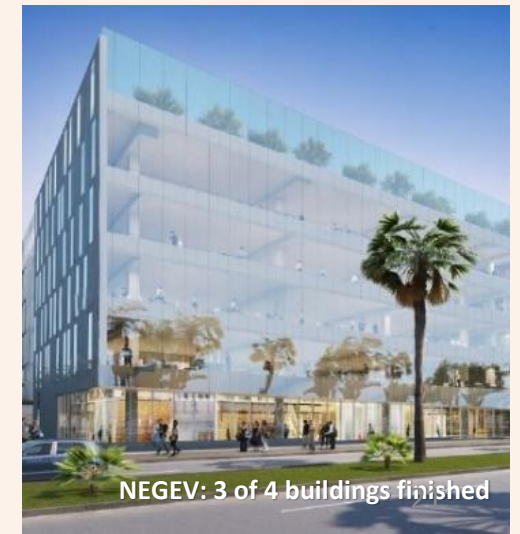
TOHA: 95% already leased. Opening during 2H FY 2019



The new Haifa Bay (under construction)



The New Haifa Bay – Logistic Center
Opening during 2H FY 2019



NEGEV: 3 of 4 buildings finished

Clal sale process



Jun-18

Aug-18

Jun-19

Sep-19

Original
stake

4 sales of 5% each
through swap
transactions during
FY 18

1 additional sale of 5%
through swap
transaction

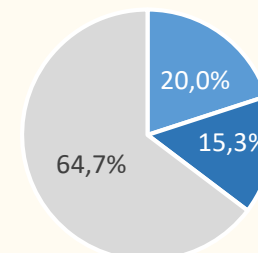
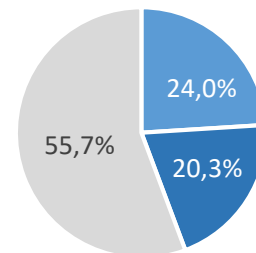
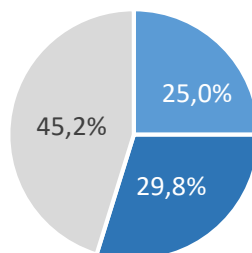
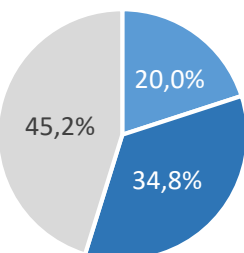
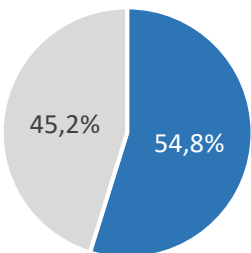
In May, 2 private
investors bought ~10%,
and one of them
received an option to
buy another 3%

Additional option given
to a 3rd investor to buy
3-5%.

On September 2nd and 3rd, 3% of swaps were sold
and IDB announced a 6% additional sale of Clal
shares in exchange of its own bonds:

- 5% at a price of NIS 52.5 per share - total consideration of NIS 145 MM, in exchange of Series 9 & 14 own bonds.
- 1% additional sale in swaps.

This transaction is equivalent to sell at ~90% BV.



54.8%

54.8%

54.8%

44.3%

35.3%

■ IDB Through swaps
 ■ IDB Directly
 ■ Float



Israel Financial Figures

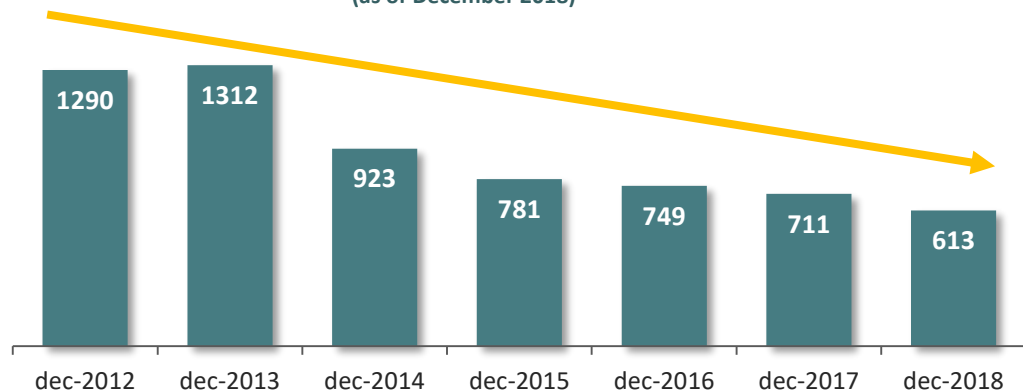
(USD MM)



Stand alone

Net Debt evolution

(as of December 2018)

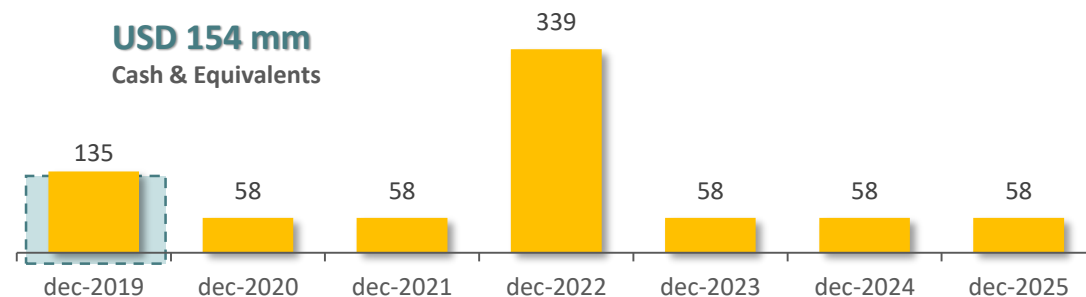


Recent events:

- Due to IDB financial situation, IRSA invested **NIS 70 mm** in IDB through Dolphin and committed to invest an additional NIS 140 mm (half in 2020 and half in 2021) subject to certain conditions.

Debt Amortization Schedule

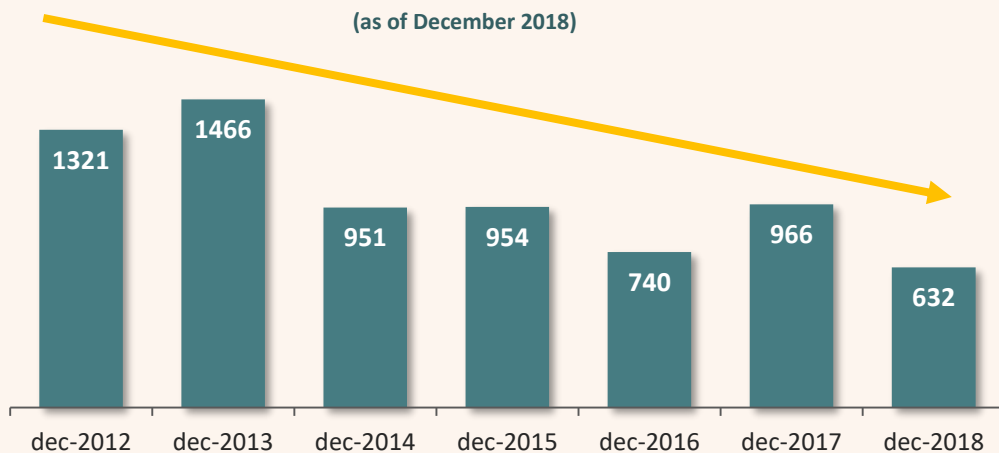
(as of June 2019)



Stand alone

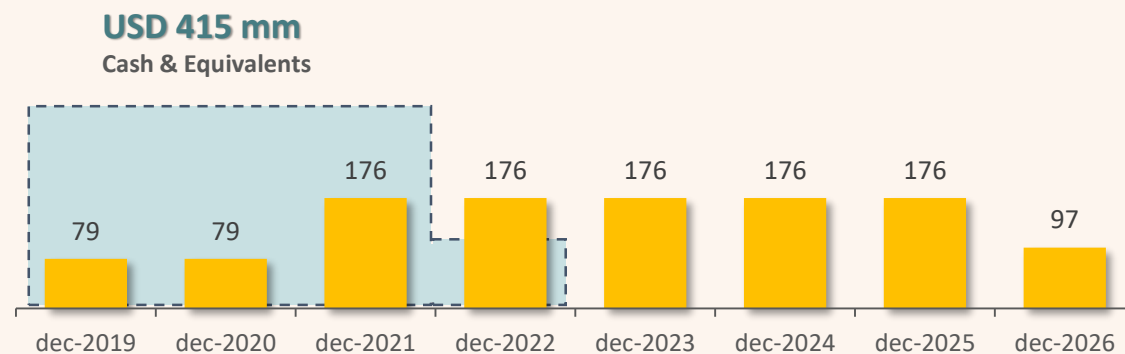
Net Debt evolution

(as of December 2018)



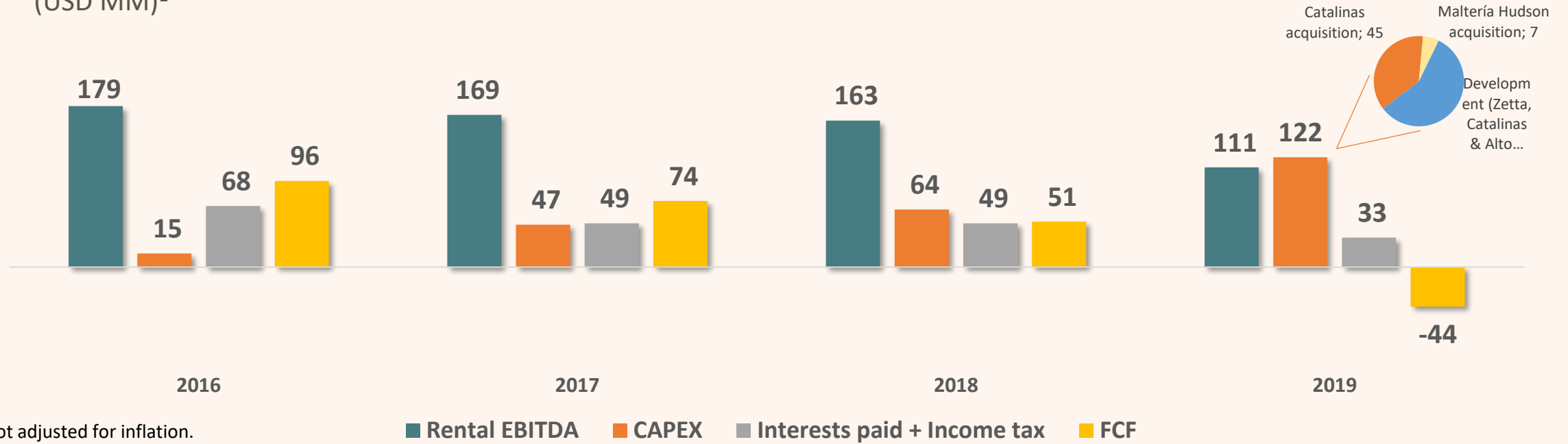
Debt Amortization Schedule

(as of June 2019)

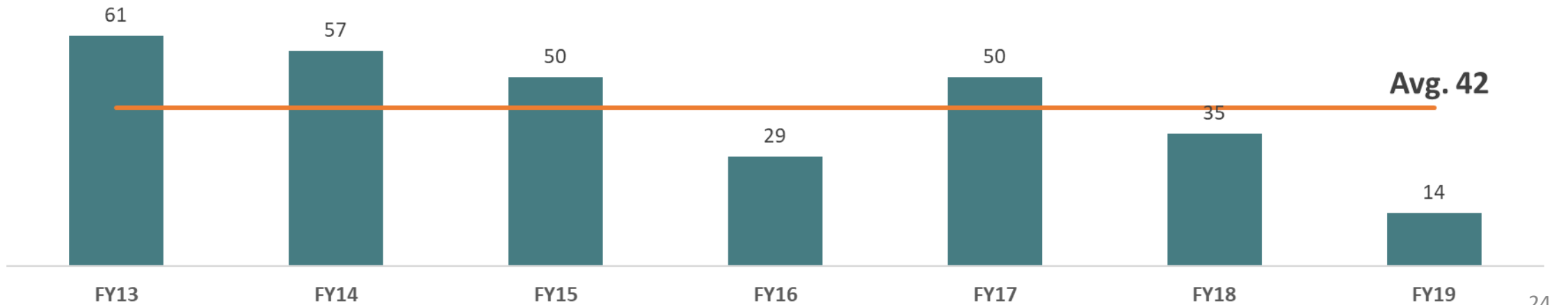


Financial Figures

(USD MM)¹



Dividends paid by IRCP



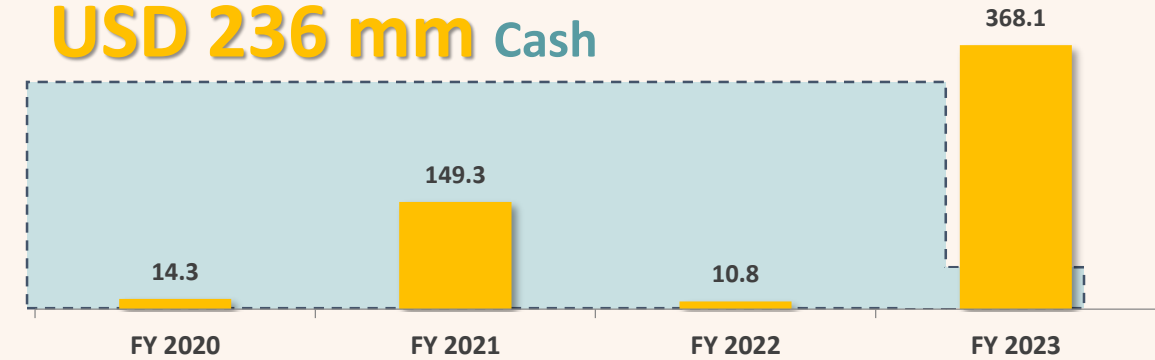
Financial Figures

As of June 30, 2019

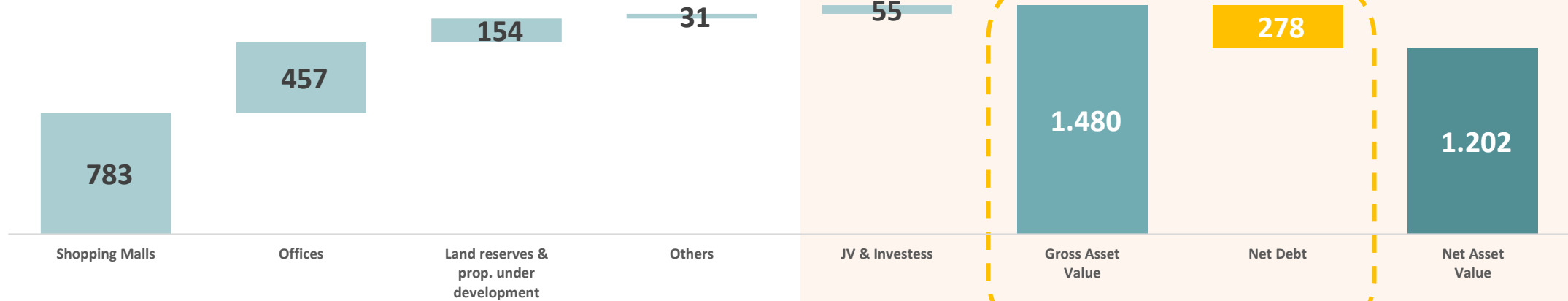
Debt	USD 542 mm
Net Debt	USD 306 mm
Net Debt / EBITDA	2.8x
Adjusted EBITDA FY19	USD 111 mm
NOI FY19	USD 136 mm
Adjusted FFO FY19	USD 70 mm

Debt Amortization Schedule

USD 236 mm Cash



Net Asset Value (USD mm)



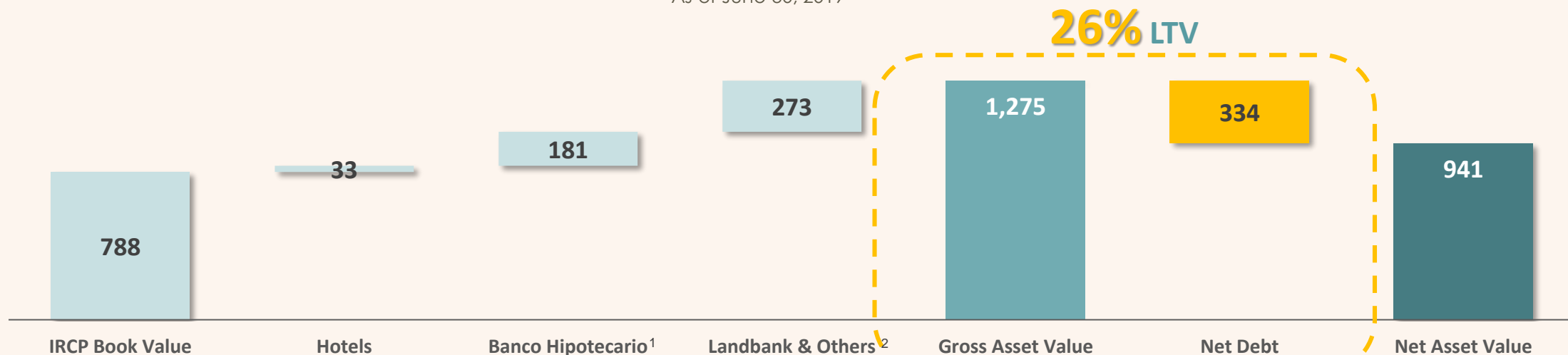
Notes

- (1) Assets and liabilities adjusted by IRCP ownership
- (2) Includes floors of the Intercontinental building used by IRCP, registered under PP&E, and trading properties and barbers registered under intangible assets. These 3 items are recorded at historical cost in the financial statements
- (3) Includes Quality and Nuevo Puerto Santa Fe as JV and La Rural, La Arena, Convention Center, TGLT & Avenida as Investees.

IRSA Stand Alone Financial Figures

Net Asset Value (USD mm)

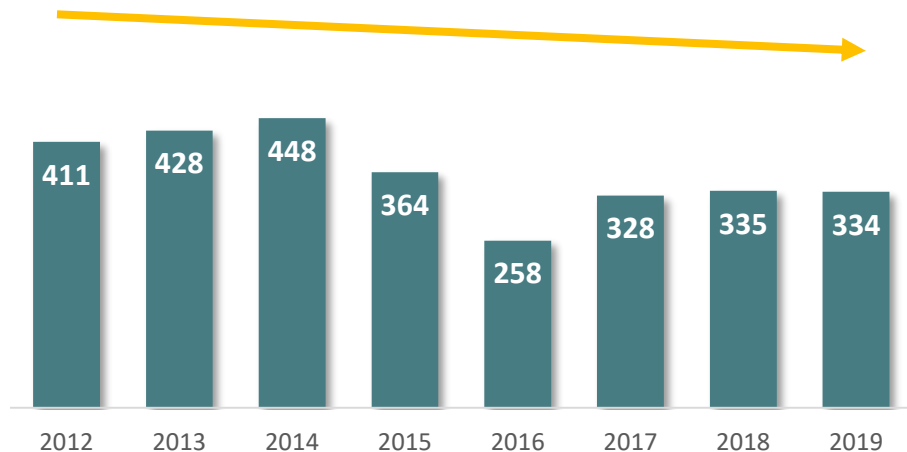
As of June 30, 2019



1. Market value as of June 30, 2019

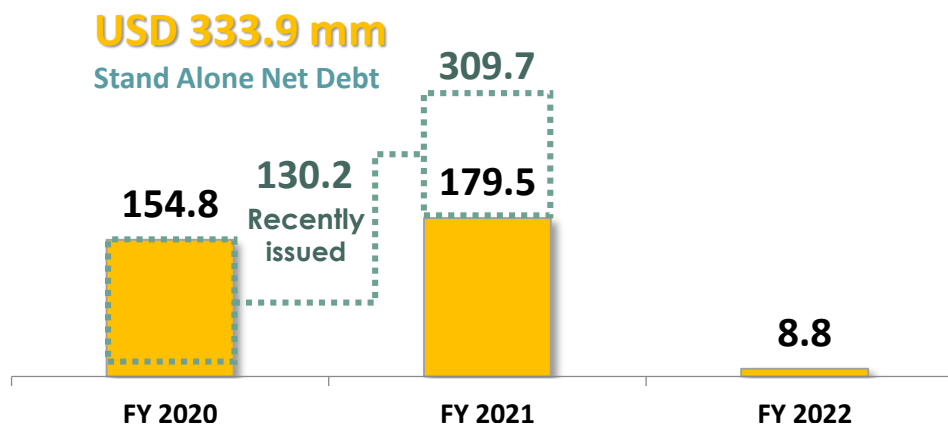
2. Book value as of June 30, 2019. Others includes the investment in Condor Hospitality Trust and Israel at market value

Net Debt evolution



Debt Amortization Schedule

As of June 30, 2019



Financial events:

- Credit line with IRCP for up to USD 180 mm, for up to 3 years, at an interest rate equal to IRSA 2020 or future issuances.
- In May 2019, we issued a local Bond for **USD 96.3 mm** at a fixed annual interest rate of 10.0% due November 2020 to refinance short-term debt
- Subsequently, in August 2019, we issued a second tranche of the Class 1 issued in May for **USD 85,2 mm** at an 8.75% yield, and a new class in Chilean Pesos for an equivalent of **USD 45 mm** at an interest rate of 10.5%, both maturing in August 2020.

Payment of IRSA's Series VIII

"Payment Currency: U.S. Dollars"

"Payments of principal, interest, additional amounts or other amounts due under Series VIII Notes will be made through Caja de Valores S.A. as depositary of the Global Certificate, by transferring the relevant amounts for credit in the respective accounts held by the holders of Series VIII Notes with collection right as of the close of business on the Business Day immediately preceding the relevant payment date."

- ❖ Argentina Law.
- ❖ On **September 9, 2019**, IRSA **paid in time and appropriate manner, U.S. dollars 135 million to Caja de Valores** (USD 132.6 million of Principal + USD 2.3 million of Interest).
- ❖ Once Caja de Valores received the entire payment, they **distributed** the funds to **all the bondholders**.
- ❖ **Non-residents** received the **funds in U.S. dollars** in Euroclear/Clearstream accounts in **Caja de Valores**.
- ❖ According to Regulation "A" 6770 of the Central Bank, U.S. dollars received locally by **non-residents can not be transferred abroad** through **direct** transfer mechanisms ("Canje") without Central Bank authorization.
- ❖ The **funds are available in Argentina** for withdrawal or transfer to local accounts.



Notes by Governing Law



Argentine Law

IRCP IV Sep 20 - 5.00%

IRSA I Nov 20 - 10.00%

IRSA II (CLP) Aug 20 - 10.50%

Outstanding

USD 140 MM

USD 226.5 MM

NY Law

IRCP II Mar 23 - 8.75%

IRSA II Jul 20 - 11.50%

Outstanding

USD 360 MM

USD 71.4 MM



BCP Securities
Fixed Income
Conference

Thanks!

