

Earnings Release

IIIQ FY 2020



IRSA invites you to participate in its conference call for the third quarter of the Fiscal Year 2020

Wednesday, June 10, 2020 12:00 PM BA (11:00 AM US EST)

The call will be hosted by:

Alejandro Elsztain, IIVP

Daniel Elsztain, COO

Matias Gaivironsky, CFO

To participate, please access through the following link:

<https://irsacorp.zoom.us/j/95013274594?pwd=YnF2Qkg1aTNOdWlySTU0Znd4YWpiQT09>

Webinar ID: 950 1327 4594

Password: 967076

In addition, you can participate communicating to this numbers:

Argentina: +54 112 040 0447 or +54 341 512 2188 or +54 343 414 5986

Israel: +972 55 330 1762 or +972 3 978 6688

Brazil: +55 21 3958 7888 or +55 11 4680 6788

US: +1 346 248 7799 or +1 646 558 8656 or +1 669 900 9128 or +1 253 215 8782 or +1 301 715 8592

Chile: +56 23 210 9066 or +56 232 938 848 or +56 41 256 0288

Preferably, 10 minutes before the call is due to begin. The conference will be held in English.

Main Highlights of the Period

- Net Income for the nine-month period of 2020 registered a loss of ARS 4,187 million compared to a loss of ARS 13,442 million during the same period of 2019. This lower loss is mainly explained by the result from the deconsolidation of Gav-Yam, offset by lower results of the market valuation of Clal in the Israel operations center and net financial losses in Argentina.
- Net income attributable to the controlling shareholder registered a loss of ARS 9,567 million compared to a loss of ARS 13,050 million in the nine-month period of 2019.
- Adjusted EBITDA for the nine-month period of 2020 increased by 38.1% reaching ARS 20,993 million, ARS 5,168 million coming from the Argentina Business Center, which decreased 6.3%, and ARS 15,825 million from the Israel Business Center, which increased by 63.3%.
- On March 20, as a consequence of the social, preventive and compulsory isolation decreed in Argentina due to the COVID-19 pandemic, hotels and shopping centers throughout the country were closed, working exclusively those stores dedicated essential activities such as pharmacies, supermarkets and banks. This negative impact will be reflected mainly in the Financial Statements for the fourth quarter of FY 2020 as it only affected 10 days of operations this quarter.
- As a subsequent event, in May 2020, we issued notes in the local market for the amount of USD 65.8 million. Proceeds will be mainly used to refinance short term liabilities.

I. Brief comment on the Company's activities during the period, including references to significant events occurred after the end of the period.

COVID-19 PANDEMIC

The COVID-19 pandemic, originated in China and subsequently spread to numerous countries, including Argentina, is adversely impacting the global economy, the Argentine economy and the Company's business. Although the COVID-19 pandemic has had a national impact on the activity carried out by the Company, it is still too early to assess its full extent.

On March 12, 2020, the National Executive Power (NEP) decreed a health emergency to handle the crisis caused by COVID-19, and later, on March 19, issued a decree ordering social, preventive and mandatory isolation, which originally applied from March 20 to March 31, 2020 inclusive, and has been extended since then until June 28, 2020. The measures adopted in Argentina include the deceleration or suspension of most of the non-essential activities carried out by individuals and, consequently, are significantly affecting the national and regional economy and economic uncertainty is increasing, evidenced by an increase in asset price volatility.

The current estimated impacts of the COVID-19 pandemic on the Company as of the date of these financial statements are established below:

Argentina Business Center

- As a consequence of the social, preventive and compulsory isolation, the shopping centers across the country were closed, exclusively remaining operational those stores dedicated to activities considered essential such as pharmacies, supermarkets and banks, while some gastronomic and clothing stores are working by delivery and sale system by WhatsApp. In the interior of the country, In May, some provinces proceeded to relax isolation and open their commercial and recreational activities, such as Salta, where the Alto Noa shopping center is operating with a strict protocol that it includes reduced hours, social distancing and a rigorous control of security and hygiene.
- Given the closure of the shopping centers, our subsidiary IRSA Propiedades Comerciales S.A. (hereinafter IRSA CP) has decided to postpone the maturities of the base rent and the collective promotion fund for the months of April and May 2020, prioritizing the long-term relationship with its tenants. Additionally, an increase in the delinquency rates of some tenants has been detected.
- Regarding the offices, although most tenants are working in home office mode, they are operating with strict safety and hygiene protocols. To date, we have not seen any deterioration in collection.
- La Rural, the Convention Centers of Buenos Aires and Punta del Este and the DirecTV Arena stadium, establishments that the Company owns directly or indirectly, have also been closed since March 20. All scheduled conferences are suspended, much of the fairs and conventions have been postponed, while the shows scheduled at the DIRECTV Arena have been mostly canceled. The reopening date of these establishments is uncertain, as well as the future agenda of fairs, conventions and shows.
- In order to minimize the risk of spreading the virus and protect public health, Libertador hotel in the City of Buenos Aires and Llao Llao hotel in Río Negro province are temporarily closed, and we do not know with certainty when they may be reopened and when they will be able to operate normally again; meanwhile, Intercontinental hotel in the City of Buenos Aires is working only under a contingency and emergency plan.

- Although COVID-19 has had a negative impact on the market valuations of IDB, DIC and operating subsidiaries given the sharp drop in prices, the mandatory isolation lasted approximately 10 days with subsequent relaxation of activities under strict safety and hygiene protocols. Regarding operating businesses, there have been mixed impacts:
 - in the case of supermarkets (Shufersal) and agriculture (Mehadrin) they have had a short-term positive impact as they are essential activities.
 - in telecommunications (Cellcom), especially regarding international roaming service, a decrease in consumption has been experienced due to the significant reduction in international tourism. Cellcom has taken measures to reduce these negative effects, cutting costs and investments during the coronavirus crisis period, including downsizing.
 - at PBC, real estate activities and income are affected by the economy and restrictions in circulation, and therefore PBC's cash flow is expected to be somewhat vulnerable, although it cannot be estimated to what extent at this time. PBC has carried out a valuation of its investment properties on those in which there were signs of impairment and as a consequence of this it has registered a decrease of ARS 2,861 million in the value of its properties.

Financial instruments measured at fair value with a counterpart in results: The current situation generated a great volatility in the markets, which generated a decrease of ARS 9,778 million in the valuation of financial instruments measured at fair value.

Regarding the Group financial debt maturities for the next twelve months:

- IRSA has the maturity of Class II Notes with a nominal value of USD 71.4 million, maturing on July 20, 2020; Class II Notes with a nominal value of CLP 31,502.6 million (equivalent to approximately USD 37.2 million) maturing on August 6, 2020; Class II Notes with a nominal value of USD 181.5 million, maturing on November 15, 2020 and bank debt for an amount equivalent to USD 55.2 million.
- Our subsidiary IRSA CP has the maturity of Class IV Notes with a nominal value of USD 140 million in September 2020 and USD 27.3 million with banks.
- Our subsidiaries IDB-DIC have short-term financial debt with a nominal value of USD 223 million (which include notes and loans with banks and financial institutions), it should be mentioned that these commitments have no effect on IRSA, given that said indebtedness does not have recourse against IRSA, nor has IRSA guaranteed it with its assets.

As a subsequent event, in May 2020, IRSA has issued Notes in the local market for an approximate amount of USD 67 million in order to refinance short-term debt. With the proceeds from this issuance, it could cover the maturity of the Class II Notes for a nominal value of USD 71.4 million, maturing on July 20, 2020.

Among the alternatives that are being considered to refinance August 2020 and November 2020 Notes maturities, are the capital increase approved by the Annual Shareholders' Meeting on October 30, 2019 for an approximate amount of between USD 70 and USD 100 million, and the access to the local and international capital market, either through new debt issuance or liability management operations, for amounts that would be between USD 40 and USD 100 million, in addition to the operation already carried out in May. Likewise, IRSA has a broad and extensive relationship with banks in the local financial system that could complement and diversify the Company's sources of financing in addition to the capital market. In this regard, it should be noted that IRSA's bank debt maturing in April and May 2020 for a total amount of USD 29.4 million has been renewed under normal market conditions. Additionally, as part of our strategy, the company could sell part of its assets portfolio (offices and / or land reserves) that would generate additional funds.

Finally, IRSA has and approved credit line with IRSA CP for up to USD 180 million for 3 years, of which as of March 31, 2020, IRSA used approximately USD 54.7 million, leaving the balance available. It is worth mentioning that IRSA CP is currently working on different financing alternatives with local banks (Syndicated Loans and / or Bilateral Loans) for amounts estimated in pesos for the equivalent of between 50 and 100 million dollars in order to meet its obligations in the short term, and could eventually have access to debt transactions in the local capital market, either through the issuance of new debt or through liability management operations, for estimated amounts of between 40 and 100 million dollars.

The final extent of the Coronavirus outbreak and its impact on the country's economy is unknown and cannot be reasonably predicted. However, although it has produced significant short-term effects, they are not expected to affect business continuity. Although there are economic impacts in the short term, it is estimated that the company will be able to continue meeting its financial commitments for the next twelve months.

The Company is closely monitoring the situation and taking all necessary measures to preserve the human life and the Company's business.

Consolidated Results

(in millions of ARS)	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Revenues	23,441	23,367	0.3%	69,564	66,184	5.1%
Net gain / (loss) from fair value adjustment of investment properties	-4,289	1,393	-407.9%	-275	-8,396	-96.7%
Profit / (Loss) from operations	-630	2,905	-121.7%	7,005	-614	-
Depreciation and amortization	4,153	2,871	44.6%	11,604	7,859	47.7%
EBITDA⁽¹⁾	3,523	5,776	-39.0%	18,609	7,245	156.9%
Adjusted EBITDA⁽¹⁾	7,812	4,383	78.2%	20,993	15,207	38.0%
(Loss) / Profit for the period	-9,423	-4,425	112.9%	-4,187	-13,442	-68.9%
Attributable to equity holders of the parent	-8,035	-4,325	85.8%	-9,567	-13,050	-26.7%
Attributable to non-controlling interest	-1,388	-100	1,288.0%	5,380	-392	-

(1) See Point XIX: EBITDA Reconciliation

Company's income increased by 5.1% during the nine-month period of fiscal year 2020 as compared to the same period of 2019, while Adjusted EBITDA increased 38.0% reaching ARS 20,993 million, ARS 5,168 million from Argentina Business Center, that decreased 6.3%, and ARS 15,825 million from Israel Business Center, that increased by 63.3% mainly due to an increase in the EBITDA of Telecommunications segment (Cellcom) as a consequence of the impact of IFRS 16 implementation: leases costs are now included in Amortizations.

Profit for the period under review reached a gain of ARS 4,187 million compared to an ARS 13,442 million loss registered in the same period of 2019. This lower loss is mainly explained by the result from the deconsolidation of Gav-Yam, as a result of the loss of control, offset by lower results of the market valuation of Clal in the Israel operations center and net financial losses in Argentina. Net income attributable to the controlling shareholder registered a loss of ARS 9,567 million compared to a loss of ARS 13,050 million in the first half of 2019.

Argentina Business Center

II. Shopping Malls (through our subsidiary IRSA Propiedades Comerciales S.A.)

During the nine-month period of fiscal year 2020, our tenants' sales reached ARS 64,912 million, 3.7% lower, in real terms, than the same period of 2019. During the third quarter there was a decrease of 11.9% in sales affected by the second half of March without operations due to the isolation decreed as a consequence of COVID-19. Excluding that 15-day period of the quarter in which shopping centers were closed, tenant sales grew 5.8% compared to the same period in 2019, showing that consumption had been recovering and growing in real terms before the pandemic.

Our portfolio's leasable area totaled 332,642 sqm during the quarter, in line with the same period of previous fiscal year. Portfolio's occupancy remained stable at approximately 94.8%.

Shopping Malls' Operating Indicators

(in ARS million, except indicated)	IIIQ 20	IIQ 20	IQ 20	IVQ 19	IIIQ 19
Gross leasable area (sqm)	332,642	332,812	332,277	332,150	332,774
Tenants' sales (3 months cumulative)	16,204	26,571	22,137	22,193	18,396
Occupancy	94.8%	95.0%	94.3%	94.7%	94.5%

Shopping Malls' Financial Indicators

(in millions of ARS)	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Revenues from sales, leases and services	1,417	1,775	-20.2%	5,345	6,311	-15.3%
Net (loss) / gain from fair value adjustment on investment properties	-1,689	-401	321.2%	-3,711	-15,130	-75.5%
Profit / (Loss) from operations	-649	885	-173.3%	128	-10,510	-
Depreciation and amortization	14	27	-48.1%	92	94	-2.1%
EBITDA ⁽¹⁾	-635	912	-169.6%	220	-10,416	-102.1%
Adjusted EBITDA ⁽¹⁾	1,054	1,313	-19.7%	3,931	4,714	-16.6%

(1) See Point XIX: EBITDA Reconciliation

Income from this segment decreased 15.3% during the nine-month period of fiscal year 2020, compared with same period of previous fiscal year, mainly due to the impact of fix components that did not accompany tenants sales recovery in the period, especially during first semester, such as base rents that decreased 23.4% in real terms and admission rights that decreased 9.1%, as well as the inclusion in the previous fiscal year of an extraordinary income of ARS 146 million as compensation for Walmart's contract termination in Dot Baires Shopping. Costs, administrative and marketing expenses (SG&A) of the segment decrease by approximately 10.5%. Adjusted EBITDA reached ARS 3,931 million, 16.6% lower than the same period of fiscal year 2019, mainly due to higher commercial discounts granted during the nine-month period of fiscal year 2020. Adjusted EBITDA margin, excluding income from expenses and collective promotion fund, was 73.6%, 1.1 bps lower than in the same period of previous fiscal year.

Operating data of our Shopping Malls

	Date of opening	Location	Gross Leasable Area sqm ⁽¹⁾	Stores	Occupancy Rate ⁽²⁾	IRSA CP's Interest ⁽³⁾
Alto Palermo	Dec-97	City of Buenos Aires	18,655	136	98.1%	100%
Abasto Shopping ⁽⁴⁾	Nov-99	City of Buenos Aires	36,760	164	97.9%	100%
Alto Avellaneda	Dec-97	Province of Buenos Aires	38,330	127	99.3%	100%
Alcorta Shopping	Jun-97	City of Buenos Aires	15,725	114	99.1%	100%
Patio Bullrich	Oct-98	City of Buenos Aires	11,396	89	92.5%	100%
Buenos Aires Design ⁽⁵⁾	Nov-97	City of Buenos Aires	-	-	-	-
Dot Baires Shopping	May-09	City of Buenos Aires	48,805	167	75.7%	80%
Soleil	Jul-10	Province of Buenos Aires	15,156	79	98.3%	100%
Distrito Arcos	Dec-14	City of Buenos Aires	14,335	65	94.5%	90.0%
Alto Noa Shopping	Mar-95	Salta	19,313	85	99.8%	100%
Alto Rosario Shopping ⁽⁴⁾	Nov-04	Santa Fe	33,681	141	98.7%	100%
Mendoza Plaza Shopping	Dec-94	Mendoza	42,893	128	98.0%	100%
Córdoba Shopping	Dec-06	Córdoba	15,361	104	98.8%	100%
La Ribera Shopping	Aug-11	Santa Fe	10,530	68	99.4%	50%
Alto Comahue	Mar-15	Neuquén	11,702	95	96.6%	99.95%
Patio Olmos ⁽⁶⁾	Sep-07	Córdoba				
Total			332,642	1,562	94.8%	

(1) Corresponds to gross leasable area in each property. Excludes common areas and parking spaces.

(2) Calculated dividing occupied square meters by leasable area as of the last day of the fiscal period.

(3) Company's effective interest in each of its business units.

(4) Excludes Museo de los Niños (3,732 square meters in Abasto and 1,261 square meters in Alto Rosario).

(5) End of concession December 5, 2018

(6) IRSA CP owns the historic building of the Patio Olmos shopping mall in the Province of Córdoba, operated by a third party.

Cumulative tenants' sales as of March 31

(per Shopping Mall, in ARS. million)	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Alto Palermo	1,898	2,257	-15.9%	8,084	8,248	-2.0%
Abasto Shopping	2,022	2,369	-14.6%	8,191	8,892	-7.9%
Alto Avellaneda	1,741	2,100	-17.1%	7,254	7,948	-8.7%
Alcorta Shopping	1,165	1,231	-5.4%	4,820	4,663	3.4%
Patio Bullrich	802	852	-5.9%	3,211	3,053	5.2%
Buenos Aires Design ⁽¹⁾	-	-	-	-	534	-100.0%
Dot Baires Shopping	1,633	1,772	-7.8%	6,445	6,782	-5.0%
Soleil	777	1,003	-22.5%	3,348	3,530	-5.2%
Distrito Arcos	878	864	1.6%	3,768	3,238	16.4%
Alto Noa Shopping	809	907	-10.8%	2,824	3,000	-5.9%
Alto Rosario Shopping	1,745	1,812	-3.7%	6,629	6,481	2.3%
Mendoza Plaza Shopping	1,386	1,561	-11.2%	4,935	5,227	-5.6%
Córdoba Shopping	498	598	-16.7%	2,033	2,190	-7.2%
La Ribera Shopping ⁽²⁾	357	438	-18.5%	1,373	1,522	-9.8%
Alto Comahue	493	632	-22.0%	1,997	2,120	-5.8%
Total	16,204	18,396	-11.9%	64,912	67,428	-3.7%

(1) End of concession December 5, 2018

(2) Through our joint venture Nuevo Puerto Santa Fe S.A.

Cumulative tenants' sales per type of business

(per Type of Business, in ARS million)	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Anchor Store	834	958	-12.9%	3,441	3,598	-4.4%
Clothes and Footwear	8,312	9,682	-14.1%	35,783	37,219	-3.9%
Entertainment	590	670	-11.9%	2,037	2,120	-3.9%
Home	342	389	-12.1%	1,331	1,558	-14.6%
Restaurant	2,067	2,316	-10.8%	7,291	7,644	-4.6%
Miscellaneous	2,508	2,486	0.9%	9,026	8,669	4.1%
Services	226	246	-8.1%	758	822	-7.8%
Electronic appliances	1,325	1,649	-19.6%	5,245	5,798	-9.5%
Total	16,204	18,396	-11.9%	64,912	67,428	-3.7%

Detailed Revenues as of March 31

(in ARS million)	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Base Rent ⁽¹⁾	759	1,084	-30.0%	2,577	3,362	-23.4%
Percentage Rent	264	283	-6.7%	1,406	1,266	11.1%
Total Rent	1,024	1,369	-25.2%	3,983	4,628	-13.9%
Revenues from non-traditional advertising	36	16	134.7%	139	135	2.7%
Admission rights	197	236	-16.5%	687	756	-9.1%
Fees	25	27	-5.0%	76	88	-13.7%
Parking	74	92	-19.9%	279	351	-20.6%
Commissions	43	48	-9.4%	142	179	-20.5%
Others	17	-12	-	38	173	-77.7%
Subtotal ⁽²⁾	1,417	1,776	-20.2%	5,345	6,311	-15.3%
Expenses and Collective Promotion Funds	776	860	-9.8%	2,310	2,463	-6.2%
Total	2,193	2,636	-16.8%	7,655	8,774	-12.7%

(1) Includes Revenues from stands for ARS 400.5 million cumulative as of March 2020

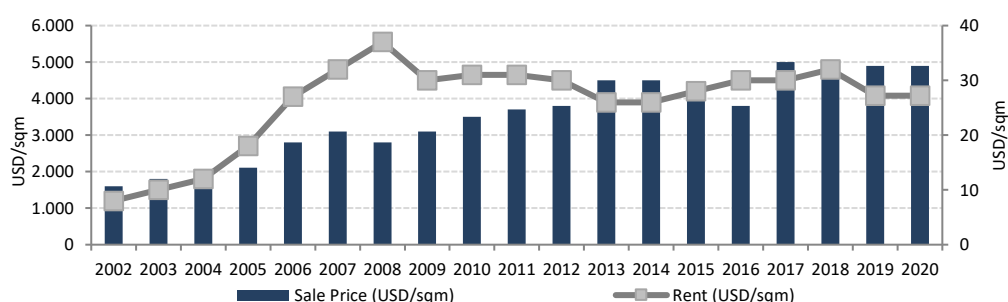
(2) Does not include Patio Olmos.

III. Offices

The A+ office market in the City of Buenos Aires remains robust even in times of pandemic, showing its resilience, the high quality of the tenants who occupy them and waiting for the situation to begin to normalize. The price of Premium commercial spaces remains at levels of USD 4,900 per square meter while rental prices slightly decreased at USD 27.2 when compared with same period of previous fiscal year. per square meter for the A+ segment. The vacancy of the premium segment reached 7.8%.

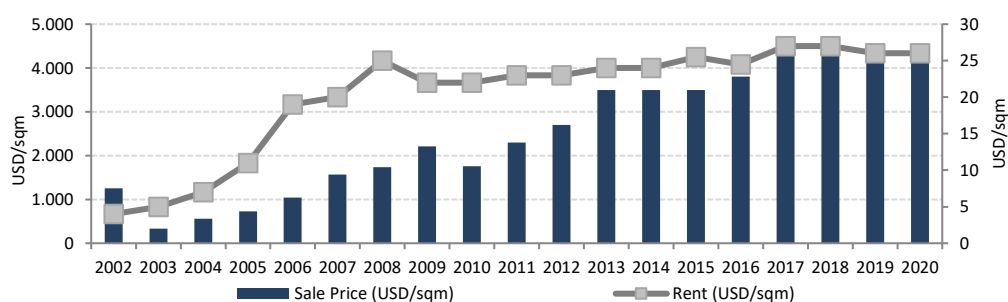
As concerns the A+ office market in the Northern Area, we have noted a significant improvement in the price of units during the last 10 years, and we believe in its potential during the next years. Nevertheless, rental prices show a downward trend around USD 26.0 per square meter.

Sale and Rental Prices of A+ Offices – City of Buenos Aires



Source: LJ Ramos

Sale and Rental Prices of A+ Offices – Northern Area



Source: LJ Ramos

Gross leasable area was 115,640 sqm as of the third three-month period of fiscal year 2020, highly increased when compared to the same period of previous year due to the inauguration of the Zetta building in May 2019.

Portfolio average occupancy slightly decreases compared to previous quarters reaching 87.0%, mainly due to a slightly higher vacancy in our premium portfolio (class A+&A), whose occupancy reached 93.9%. The average rental price reached USD 26.6 per sqm in line with previous quarters.

Offices' Operating Indicators

	IIIQ 20	IQ 20	IVQ 19	IIIQ 19	IIQ 19
Leasable area	115,640	115,640	115,640	115,378	83,205
Total Occupancy	87.0%	88.7%	88.1%	88.3%	91.4%
Class A+ & A Occupancy	93.9%	97.1%	96.6%	97.2%	95.0%
Class B Occupancy	53.2%	47.5%	46.2%	45.0%	79.6%
Rent USD/sqm	26.6	26.9	26.6	26.4	26.3

Offices' Financial Indicators

(in ARS million)	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Revenues from sales, leases and services	550	633	-13.1%	1,730	1,539	12.4%
Net gain from fair value adjustment on investment properties, PP&E e inventories	-344	564	-161.0%	3,241	4,729	-31.5%
Profit from operations	71	1,116	-93.6%	4,574	5,952	-23.2%
Depreciation and amortization	10	9	11.1%	33	19	73.7%
EBITDA⁽¹⁾	81	1,125	-92.8%	4,607	5,971	-22.8%
Adjusted EBITDA⁽¹⁾	425	561	-24.2%	1,366	1,242	10.0%

(1) See Point XIX: EBITDA Reconciliation

In real terms, during the nine-month period of fiscal year 2020, revenues from the offices segment increased by 12.4% compared to the same period of 2019. Adjusted EBITDA from this segment grew 10.0% compared to the same period of the previous year due to the positive impact of the devaluation in our dollar-denominated contracts and the effect of inauguration and income flattening of the new Zetta building. Adjusted EBITDA margin was 79.0%, 1.7 bps higher than the same period of previous year.

Below is information on our Office segment and other rental properties as of March 31, 2020.

	Date of Acquisition	Gross Leasable Area (sqm) ⁽¹⁾	Occupancy ⁽²⁾	IRSA CP's Actual Interest
Offices⁽³⁾				
Edificio República	04/28/08	19,885	86.9%	100%
Torre Bankboston	08/27/07	14,865	96.4%	100%
Intercontinental Plaza	11/18/97	2,979	100.0%	100%
Bouchard 710	06/01/05	15,014	92.5%	100%
Suipacha 652/64	11/22/91	11,465	31.2%	100%
Dot Building	11/28/06	11,242	92.6%	80%
Philips Building	06/05/17	8,017	84.6%	100%
Zetta Building	05/06/19	32,173	97.5%	80%
Subtotal Offices		115,640	87.0%	N/A
Other Properties				
Santa María del Plata S.A	10/17/97	116,100	17.3%	100%
Nobleza Piccardo ⁽⁴⁾	05/31/11	109,610	22.5%	50.0%
Other Properties ⁽⁵⁾	N/A	12,292	35.6%	N/A
Subtotal Other Properties		238,002	20.6%	N/A
Total Offices and Others		353,642	42.3%	N/A

(1) Corresponds to the total leasable surface area of each property. Excludes common areas and parking spaces.

(2) Calculated by dividing occupied square meters by leasable area.

(3) Through IRSA CP.

(4) Through Quality Invest S.A.

(5) Includes the following properties: Dot Adjoining Plot, Intercontinental plot of land, Anchorena 665, Casona Abril, and Rivadavia 2774.

IV. Sales and Developments

(in millions of ARS)	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Revenues	187	370	-49.5%	683	927	-26.3%
Net gain from fair value adjustment on investment properties	-69	1,652	-104.2%	2,673	1,864	43.4%
Profit from operations	-127	1,617	-107.9%	2,602	1,995	30.4%
Depreciation and amortization	-	4	-100.0%	5	9	-44.4%
Barter Agreements result	-	-	-	235	434	-45.9%
EBITDA⁽¹⁾	-127	1,621	-107.8%	2,607	2,004	30.1%
Adjusted EBITDA⁽¹⁾	-58	-31	87.1%	-301	-294	2.4%

(1) See Point XIX: EBITDA Reconciliation

Revenues from the "Sales and Development" segment decreased 26.3% during the nine-month period of fiscal year 2020 compared to the same period of previous year, due to the recognition in the previous fiscal year of the sale of a plot made by Zetol. Adjusted EBITDA of the segment was ARS 301 million loss, compared to ARS 294 million loss in the same period of fiscal year 2019.

V. CAPEX (through our subsidiary IRSA Propiedades Comerciales S.A.)

The works that the company had in progress before the emergence of COVID-19 have been suspended due to the interruption of construction activity in the city of Buenos Aires on March 20. To date, this activity is working with restrictions. Although this suspension will generate a delay in the opening dates, the company hopes to be able to finish its two most important taking all necessary precautions at the current situation.

200 Della Paolera - Catalinas building

The building under construction will have 35,000 sqm of GLA consisting of 30 office floors and 316 parking spaces and is located in the "Catalinas" area in the City of Buenos Aires, one of the most sought-after spots for Premium office development in Argentina. The company owns 30,832 square meters consisting of 26 floors and 272 parking spaces in the building. As of March 31, 2020, work progress was 95.0%. As of today, we have 61.5% of the IRSA CP's own GLA sqm with signed lease agreements and there are good commercialization prospects for the rest of the surface.

Alto Palermo Expansion

Alto Palermo shopping mall expansion consists in moving the food court to a third level by using the area of an adjacent building acquired in 2015. This expansion will add a gross leasable area of approximately 3,900 square meters to the shopping mall with the highest sales per square meter in our portfolio. Work progress as of March 31, 2020 was 62.0%.

VI. Hotels

During the nine-month period of fiscal year 2020, Hotels segment recorded a decrease in revenues of 15.5% mainly due to the decrease in the rate and the growth of the vacancy of Libertador hotel after the company acquisition of 20% of the ownership of Sheraton and began the operation of the hotel on its own. The segment's EBITDA reached ARS 480 million during the period under review, 33.1% lower than in the previous fiscal year, mainly because the impact during 9M19 of the G-20 in Intercontinental as well as the event of the Emir of Qatar in Llaolao. Likewise, the quarter under analysis contains 10 days of March without operations given the mandatory Isolation decreed in Argentina on March 20 by COVID-19.

	IIIQ 20	IIQ 20	IQ 20	IVQ 19	IIIQ 19
Average Occupancy	52.8%	68.1%	61.6%	65.2%	69.3%
Average Rate per Room (USD/night)	193	180	163	197	209

(in millions of ARS)	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Revenues	561	714	-21.4%	1,928	2,282	-15.5%
Profit from operations	90	169	-46.7%	349	598	-41.6%
Depreciation and amortization	33	43	-23.3%	131	119	10.1%
EBITDA	123	212	-42.0%	480	717	-33.1%

The following is information on our hotels segment as of March 31, 2020:

Hotels	Date of Acquisition	IRSA's Interest	Number of rooms	Occupancy ⁽¹⁾	Average Price per Room USD. ⁽²⁾
Intercontinental ⁽³⁾	11/01/1997	76.34%	313	62.4%	138
Libertador ⁽⁴⁾	03/01/1998	100.00%	200	35.0%	90
Llao Llao ⁽⁵⁾	06/01/1997	50.00%	205	55.7%	351
Total	-	-	718	52.8%	193

(1) Accumulated average in the three-month period.

(2) Accumulated average in the three-month period.

(3) Through Nuevas Fronteras S.A. (Subsidiary of IRSA).

(4) Through Hoteles Argentinos S.A.

(5) Through Llao Llao Resorts S.A.

VII. International

Lipstick Building, New York, United States

The Lipstick Building is a landmark building in the City of New York, located at Third Avenue and 53th Street in Midtown Manhattan, New York. Architects John Burgee and Philip Johnson (Glass House and Seagram Building, among other renowned works) designed it and it is named after its elliptical shape and red façade. Its gross leasable area is approximately 58,000 sqm and consists of 34 floors.

As of March 31, 2020, the building's occupancy rate was 95.6%, thus generating an average rent of USD 79.8 per sqm.

Lipstick	Mar-20	Mar-19	YoY Var
Gross Leasable Area (sqm)	58,092	58,092	-
Occupancy	95.6%	95.9%	-0.3 bps
Rental price (USD/sqm)	79.8	76.9	3.8%

In March 2020, Metropolitan, a subsidiary of New Lipstick, received the cancellation of the debt that it maintained with the Royal Bank of Canada, without any consideration. Said cancellation generated a positive result in Metropolitan of US\$ 40 million.

Investment in Condor Hospitality Inc.

On July 19, 2019, Condor signed an agreement and merger plan with a company not related to the group. As agreed, each Condor ordinary share, whose nominal value is USD 0.01 per share will be cancelled before the merger and will become the right to receive a cash amount equivalent to USD 11.10 per ordinary share. Additionally, in accordance with the terms and conditions of the merger agreement, each Series E convertible share will be automatically cancelled and will become entitled to receive a cash amount equal to USD 10.00 per share.

It was estimated that the operation would be settled prior to March 23, 2020. On March 24, 2020, Condor issued a press release announcing that the aforementioned merger agreement has not finally been executed, so the transaction has not been settled. The Company is in discussions with the buyer regarding the closing of the acquisition and is also reviewing its options and reserves all rights under the merger agreement.

As of the date of release of these financial statements, the Group owned 2,197,023 ordinary shares and 325,752 Series E shares.

VIII. Corporate

(in millions of ARS)	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Revenues	-	-	-	-	-	-
Loss from operations	-21	-42	-50.0%	-212	-393	-46.1%
Depreciation and amortization	-	1	-100.0%	2	3	-33.3%
EBITDA	-21	-41	-48.8%	-210	-390	-46.2%

IX. Financial Operations and Others

Interest in Banco Hipotecario S.A. (“BHSA”) through IRSA

BHSA is a leading bank in the mortgage lending industry, in which IRSA held an equity interest of 29.91% as of March 31, 2020. During the nine-month period of fiscal year 2020, the investment in Banco Hipotecario generated a ARS 486 million gain compared to a ARS 791 million loss during the same period of 2019. For further information, visit <http://www.cnv.gob.ar> or <http://www.hipotecario.com.ar>.

Israel Business Center

X. Investment in IDB Development Corporation and Discount Investment Corporation (“DIC”)

As of March 31, 2020, IRSA's indirect equity interest in IDB Development Corp. was 100% of its stock capital and in Discount Corporation Ltd. (“DIC”) was 82.31% of its stock capital.

Within this operations center, the Group operates the following segments:

- The **“Real Estate”** segment mainly includes the assets and profit from operations derived from the business related to the DIC subsidiary, Property & Building (“PBC”). Through PBC, the Group operates rental and residential properties in Israel, United States and other locations in the world, and executes commercial projects in Las Vegas, United States of America.
- The **“Telecommunications”** segment includes the assets and profit from operations derived from the business related to the subsidiary Cellcom. Cellcom is supplier of telecommunication services and its main businesses include the provision of cellular and fixed telephone, data and Internet services, among others.
- The **“Insurance”** segment includes the investment in Clal. This company is one of the largest insurance groups in Israel, whose businesses mainly comprise pension and social security insurance and other insurance lines. The Group does not hold a controlling interest in Clal; therefore, it is not consolidated on a line-by-line basis, but presented under a single line as a financial instrument at fair value, as required under IFRS for the current circumstances in which no control is exercised.
- The **“Others”** segment includes the assets and profit from other miscellaneous businesses, such as technological developments, tourism, oil and gas assets, electronics, and other sundry activities.

Segment Results

Following is the comparative information by segments of our Israel Business Center for the period between July 1, 2019 and March 31, 2020.

Real Estate (Property & Building - PBC) - ARS MM	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Revenues	3,042	3,877	-21.5%	9,809	10,510	-6.7%
Result from fair value adjustment of investment properties	-2,408	-139	1.632.4%	-2,585	386	-769.7%
(Loss) / Profit from operations	-942	970	-197.1%	-284	3,556	-108.0%
Depreciation and amortization	15	16	-6.3%	81	43	88.4%
Devaluation of associates and joint ventures	597	-	100.0%	2,344	-	100.0%
EBITDA	-927	986	-194.0%	-203	3,599	-105.6%
Adjusted EBITDA	2,078	1,125	84.7%	4,726	3,213	47.1%

Revenues and operating income of the **Real Estate** segment through the subsidiary PBC reached in the nine-month period of fiscal year 2020 an amount of ARS 9,809 million and a ARS 284 million loss, respectively, and for the same period of fiscal year 2019, reached ARS 10,510 million and ARS 3,566 million respectively. This is mainly due to an average real depreciation of 13.1% of the Argentine peso against the Israeli shekel, offset by an appreciation of the Shekel against the dollar, which makes the income in Shekels for rents lower. At the operational level, the segment suffered Mehadrin's impairment because of the decrease in the share price and the impairment of some group properties due to the decrease in market prices.

Telecommunications (Cellcom) ARS MM	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Revenues	16,395	14,343	14.3%	46,142	40,234	14.7%
Profit / (Loss) from operations	506	-453	-	325	-407	-
Depreciation and amortization	4,031	2,761	46.0%	11,002	7,530	46.1%
EBITDA	4,537	2,308	96.6%	11,327	7,123	59.0%

The **Telecommunications** segment carried out by "Cellcom" reached ARS 46,142 million of revenue and an operating gain of ARS 325million in the nine-month period of fiscal year 2020. For the same period of fiscal year 2019, revenues were ARS 40,234 million and the operating loss was ARS 407 million. Income growth is due to a slight increase in the fixed line and a real average depreciation of 13.1% of the Argentine peso against the Israeli shekel. At EBITDA level, lease costs were reduced because these are charged to financial results due to the implementation of IFRS 16.

Others (other subsidiaries) ARS MM	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Revenues	471	869	-45.8%	1,436	1,676	-14.3%
Profit / (Loss) from operations	612	-231	-	407	-264	-
Depreciation and amortization	32	16	100.0%	190	56	239.3%
EBITDA	644	-215	-399.5%	597	-208	-387.0%

The **"Others"** segment reached revenues of ARS 1,436 million and an operating gain of ARS 407 million in the nine-month period of fiscal year 2020. During the same period of fiscal year 2019, it reached revenues of ARS 1,676 million and an operating loss of ARS 264 million. This is mainly due a real decrease in Epsilon and Bartan's income together with an average real depreciation of 13.1% of the Argentine peso against the Israeli shekel. Additionally, during the nine-month period of fiscal year 2019 there were sales of associated companies while in the current period it did not register this kind of sales.

Corporate (DIC, IDBD and Dolphin) ARS MM	IIIQ 20	IIIQ 19	YoY Var	9M 20	9M 19	YoY Var
Revenues	-	-	-	-	-	-
Loss from operations	-288	-425	-32.2%	-825	-435	89.7%
Depreciation and amortization	-	-	-	-	-	-
EBITDA	-288	-425	-32.2%	-825	-435	89.7%

The "**Corporate**" segment reached in the nine-month period of fiscal year 2020 an operating loss of ARS 825 million and for the same period of fiscal year 2019, an operating loss of ARS 435 million. This is mainly due to the fact that during fiscal year 2019 we had positive results from the sale of Shufersal shares.

Regarding "Clal", the Group values its holding in the company as a financial asset at market value. The valuation of Clal's shares as of 03/31/2020 amounted to ARS 4,369 million.

XI. EBITDA by Operations Center (ARS million)

Operations Center in Argentina

IIIQ FY 20	Shopping Malls	Offices	Sales and Developments	Hotels	International	Corporate	Others	Total
Profit from operations	128	4,574	2,602	349	-89	-212	332	7,684
Depreciation and amortization	92	33	5	131	2	2	32	297
EBITDA	220	4,607	2,607	480	-87	-210	364	7,981

IIIQ FY 19	Shopping Malls	Offices	Sales and Developments	Hotels	International	Corporate	Others	Total
Loss from operations	-10,510	5,952	1,995	598	-85	-393	-599	-3,042
Depreciation and amortization	94	19	9	119	3	3	7	254
EBITDA	-10,416	5,971	2,004	717	-82	-390	-592	-2,788
EBITDA Var	-	-22.8%	30.1%	-33.1%	6.1%	-46.2%	-161.5%	-

Israel Business Center

IIQ FY 20	Real Estate	Tele- communications	Others	Corporate	Total
Loss from operations	-284	325	407	-825	-377
Depreciations and amortizations	81	11,002	190	0	11,273
EBITDA	-203	11,327	597	-825	10,896
Net loss from fair value adjustment of investment properties	-2,585	-	-	-	-2,585
Impairment of Associates and Joint Ventures	2,344	-	-	-	2,344
Adjusted EBITDA	4,726	11,327	597	-825	15,825

IIQ FY 19	Real Estate	Tele-communications	Other	Corporate	Total
Profit from operations	3,556	-407	-264	-435	2,450
Depreciations and amortizations	43	7,530	56	0	7,629
EBITDA	3,599	7,123	-208	-435	10,079
Net gain from fair value adjustment of investment properties	386	-	-	-	386
Impairment of Associates and Joint Ventures	-	-	-	-	-
Adjusted EBITDA	3,213	7,123	-208	-435	9,693
EBITDA Var	-105.6%	59.0%	-	89.7%	8.1%
Adjusted EBITDA Var	47.1%	59.0%	-	89.7%	63.3%

XII. Reconciliation with Consolidated Statements of Income (ARS million)

Below is an explanation of the reconciliation of the company's profit by segment with its Consolidated Statements of Income. The difference lies in the presence of joint ventures included in the segment but not in the Statements of Income.

	Total as per segment	Joint ventures*	Expenses and CPF	Elimination of inter-segment transactions	Total as per Statements of Income
Revenues	67,151	-54	2,482	-15	69,564
Costs	-41,280	36	-2,580	-	-43,824
Gross profit	25,871	-18	-98	-15	25,740
Net loss from fair value adjustment of investment properties	-20	-255	-	-	-275
General and administrative expenses	-7,782	13	-	22	-7,747
Selling expenses	-9,860	14	-	-	-9,846
Impairment of associates and joint ventures	-2,344	-	-	-	-2,344
Other operating results, net	1,442	19	23	-7	1,477
Profit from operations	7,307	-227	-75	-	7,005
Share of loss of associates and joint ventures	954	161	-	-	1,115
Profit before financial results and income tax	8,261	-66	-75	-	8,120

*Includes Puerto Retiro, CYRSA, Nuevo Puerto Santa Fe and Quality (San Martín plot).

XIII. Financial Debt and Other Indebtedness

Operations Center in Argentina

The following table contains a breakdown of our indebtedness as of March 31, 2020:

Description	Currency	Amount (USD MM) ⁽¹⁾	Interest Rate	Maturity
Bank overdrafts	ARS	31.7	Floating	< 360 days
Series II NCN (USD)	USD	71.4	11.50%	Jul-20
Series II NCN (CLP)	CLP	37.2	10.50%	Aug-20
Series I NCN	USD	181.5	10.00%	Nov-20
Loan with IRSA CP	USD	54.7	-	Mar-22
Other debt	USD	23.5	-	Feb-22
IRSA's Total Debt	USD	400.0		
Cash & Cash Equivalents + Investments	USD	0.5		
IRSA's Net Debt	USD	399.5		
Bank loans and overdrafts	ARS	16.4	-	< 360 days
IRCP NCN Class IV ⁽²⁾	USD	129.8	5.0%	Sep-20
PAMSA loan	USD	32.4	Fixed	Feb-23
IRCP NCN Class II	USD	360.0	8.75%	Mar-23
IRSA CP's Total Debt	USD	538.6		
Cash & Cash Equivalents + Investments ⁽³⁾	USD	124.3		
Intercompany Credit	USD	54.7		
IRSA CP's Net Debt	USD	359.6		

(1) Principal amount in USD (million) at an exchange rate of ARS 64.469/USD, without considering accrued interest or eliminations of balances with subsidiaries.

(2) Net of repurchase.

(3) Includes Cash and cash equivalents, Investments in Current Financial Assets and related companies notes holding.

Israel Business Center

Financial debt as of March 31, 2020:

Net Debt ⁽¹⁾	NIS million
IDBD's Total Debt	1,847
DIC's Total Debt	3,002

(1) IDBD's cash balance includes a sum of NIS 197M as collateral for the equity-swap transaction

XIV. Subsequent Material Events

Operations Center in Argentina

May 2020: Credit Line Addendum

As a subsequent event, on May 13, 2020, the Company's Board of Directors approved an addendum to the credit line agreement granted by IRSA Propiedades Comerciales S.A. ("IRCP") to the Company and / or its subsidiaries that do not consolidate with IRCP for up to USD 180,000,000 (one hundred and eighty million US dollars) subject to the following conditions: (i) the credit line may be granted in US dollars or in Argentine pesos and (ii) the rest of the conditions of the credit line agreement remain in force.

May 2020: Notes issuance

On May 21, 2020, as a subsequent event, the company issued in the local market USD 65.8 million through the following Notes:

- Series III: denominated and payable in ARS for ARS 354 million (equivalent to USD 5.2 million) at a variable rate (private BADLAR + 6.0%) with quarterly payments. The principal will be paid in two installments: the first for an amount equivalent to 30% of the nominal value payable 6 (six) months from the Issue and Settlement Date, and the second for an amount equivalent to 70% of the nominal value payable on the due date, February 21, 2021. Price of issuance was 100.0% of the nominal value.
- Series IV: denominated in USD and payable in ARS at the applicable exchange rate for USD 51.4 million at a fixed rate of 7.0%, with quarterly payments and principal expiring on May 21, 2021. Price of issuance was 102.0% of the nominal value (IRR 5.03%).
- Series V: denominated in USD and payable in ARS at the applicable exchange rate for USD 9.2 million at a fixed rate of 9.0%, with quarterly payments and principal expiring on May 21, 2022. Price of issuance was 103.0% of the nominal value (IRR 7.56%).

The funds will be used to refinance short-term liabilities.

Operations Center in Israel

February and March 2020: Dolphin Netherlands – Guarantees granted

On February 4, 2020, Dolphin Netherlands granted financial entities, through which IDB carried out Clal's stock swap transactions in August and November 2018, guarantees for approximately NIS 11 million, which will be part of the committed deposits that IDB assumed as part of the terms of those transactions. Likewise, on February 18, it deposited additional guarantees for NIS 9 million. As of March 31, the total of the guarantees granted amounted to a total of NIS 37.4 million.

It should be noted that, in relation to Dolphin Netherlands' commitment to make capital injections in IDB in three equal annual payments of NIS 70 million each, on September 2, 2019, 2020 and 2021, it is reported that:

- If swap transactions conclude before the deadline of the second payment (September 2, 2020), the unrealized parts of the guarantees will be returned to Dolphin Netherlands, while the parts exercised of the guarantees

until that date will be considered as part of the second payment, so Dolphin Netherlands will transfer the balance of that payment to IDB.

- If swap transactions remain active as of September 2, 2020, Dolphin Netherlands will inject the second payment into IDB and the guarantees will be returned.

XV. Summarized Comparative Consolidated Balance Sheet

<i>(in ARS million)</i>	03.31.2020	06.30.2019
Non-current assets	347,626	452,144
Current assets	178,370	191,618
Total assets	525,996	643,762
Capital and reserves attributable to the equity holders of the parent	28,710	43,506
Non-controlling interest	54,398	72,896
Total shareholders' equity	83,108	116,402
Non-current liabilities	318,158	427,050
Current liabilities	124,730	100,310
Total liabilities	442,888	527,360
Total liabilities and shareholders' equity	525,996	643,762

XVI. Summarized Comparative Consolidated Income Statement

<i>(in ARS million)</i>	03.31.2020	03.31.2019
Profit / (loss) from operations	7,005	-614
Share of profit of associates and joint ventures	1,115	-1,969
Profit / (loss) from operations before financing and taxation	8,120	-2,583
Financial income	849	1,337
Financial cost	-16,188	-15,618
Other financial results	-12,345	-2,797
Inflation adjustment	339	-686
Financial results, net	-27,345	-17,764
Loss before income tax	-19,225	-20,347
Income tax	-2,142	3,225
Loss for the period from continued operations	-21,367	-17,122
Profit from discontinued operations after taxes	17,180	3,680
Profit for the period	-4,187	-13,442
Other comprehensive income for the period	6,419	5,807
Total comprehensive income / (loss) for the period	2,232	-7,635
<u>Attributable to:</u>		
Equity holders of the parent	-12,331	-12,338
Non-controlling interest	14,563	4,703

XVII. Summary Comparative Consolidated Cash Flow

<i>(in ARS million)</i>	03.31.2020	03.31.2019
Net cash generated from operating activities	23,327	17,397
Net cash generated from investing activities	16,175	10,555
Net cash used in financing activities	-65,793	-18,136
Net (decrease) / increase in cash and cash equivalents	-26,291	9,816
Cash and cash equivalents at beginning of year	82,034	78,745
Cash and cash equivalents reclassified to held for sale	-597	-632
Foreign exchange gain on cash and changes in fair value of cash equivalents	1,492	3,049
Cash and cash equivalents at period-end	56,638	90,978

XVIII. Comparative Ratios

(in ARS million)	03.31.2020		03.31.2019	
Liquidity				
CURRENT ASSETS	178,370	1.43	214,075	1.87
CURRENT LIABILITIES	124,730		114,256	
Indebtedness				
TOTAL LIABILITIES	442,888	15.43	581,754	8.66
SHAREHOLDERS' EQUITY ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT	28,710		67,175	
Solvency				
SHAREHOLDERS' EQUITY ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT	28,710	0.06	67,175	0.12
TOTAL LIABILITIES	442,888		581,754	
Capital Assets				
NON-CURRENT ASSETS	347,626	0.66	515,048	0.71
TOTAL ASSETS	525,996		729,123	

XIX. EBITDA Reconciliation

In this summary report we present EBITDA and Adjusted EBITDA. We define EBITDA as profit for the period excluding: (i) interest income, (ii) interest expense, (iii) income tax expense, and (iv) depreciation and amortization. We define Adjusted EBITDA as EBITDA minus (i) total financial results, net excluding interest expense, net (mainly foreign exchange differences, net gains/losses from derivative financial instruments; gains/losses of financial assets and liabilities at fair value through profit or loss; and other financial results, net) and minus (ii) share of profit of associates and joint ventures and minus (iii) net profit from fair value adjustment of investment properties, not realized, excluding barter agreement results and devaluation of Mehadrin shares.

EBITDA and Adjusted EBITDA are non-IFRS financial measures that do not have standardized meanings prescribed by IFRS. We present EBITDA and adjusted EBITDA because we believe they provide investors supplemental measures of our financial performance that may facilitate period-to-period comparisons on a consistent basis. Our management also uses EBITDA and Adjusted EBITDA from time to time, among other measures, for internal planning and performance measurement purposes. EBITDA and Adjusted EBITDA should not be construed as an alternative to profit from operations, as an indicator of operating performance or as an alternative to cash flow provided by operating activities, in each case, as determined in accordance with IFRS. EBITDA and Adjusted EBITDA, as calculated by us, may not be comparable to similarly titled measures reported by other companies. The table below presents a reconciliation of profit from operations to EBITDA and Adjusted EBITDA for the periods indicated:

For the nine-month period ended March 31 (in ARS million)		
	2020	2019
Profit for the period	-4,187	-13,442
(Loss) / Profit from discontinued operations	-17,180	-3,680
Interest income	-655	-772
Interest expense	15,488	15,213
Income tax	2,142	-3,225
Depreciation and amortization	11,604	7,859
EBITDA (unaudited)	7,212	1,953
Unrealized net gain from fair value adjustment of investment properties	275	8,396
Share of profit of associates and joint ventures	-1,115	1,969
Dividends earned	-122	-74
Foreign exchange differences net	-4,950	-3,099
(Gain) / loss from derivative financial instruments	355	-606
Fair value gains of financial assets and liabilities at fair value through profit or loss	9778	304
Inflation adjustment	-339	686
Other financial costs/income	7,790	6,112
Devaluation of Associates and joint ventures	2,344	0
Barter Agreements result	-235	-434
Adjusted EBITDA (unaudited)	20,993	15,207
Adjusted EBITDA Margin (unaudited)⁽¹⁾	30.2%	23.0%

(1) Adjusted EBITDA margin is calculated as Adjusted EBITDA, divided by revenue from sales, rents and services.

XX. Brief comment on future prospects for the Fiscal Year

The year 2020 is projected as a great challenge in both operations centers: Argentina and Israel. The COVID-19 pandemic, originated in China and subsequently spread to numerous countries, including Argentina and Israel, is adversely impacting the global economy, the Argentine and Israeli economy and some of the Society's businesses.

In the Argentine operations center, as a consequence of the social, preventive and compulsory isolation, the shopping centers of our subsidiary IRCP are closed throughout the country since March 20, exclusively operating those stores dedicated to essentials activities like pharmacies, supermarkets and banks while some gastronomic and clothing stores are working by delivery and sale system by WhatsApp. In May, some provinces proceeded to relax isolation and open their commercial and recreational activities, such as Salta and Mendoza, where the Alto Noa and Mendoza Plaza shopping centers are operating with a strict protocol that it includes reduced hours, social distancing and a rigorous control of security and hygiene.

IRCP has decided to postpone the maturities of the base rent and the collective promotion fund for the months of April and May 2020, prioritizing the long-term relationship with its tenants. Additionally, an increase in the delinquency rates of some tenants has been detected. This will have a significant impact on the revenues of this segment in the fourth quarter of fiscal year 2020. The office segment operated normally during those months.

The hotel segment has also been affected by social, preventive, and compulsory isolation. The Libertador hotel in the City of Buenos Aires and Llao Llao hotel in Río Negro province have been temporarily closed since March 20, and there is no certainty about their reopening and the reactivation of the sector; in turn, the Intercontinental Hotel in the City of Buenos Aires is working only under a contingency and emergency plan.

In the Israel operations center, although COVID-19 has had a negative impact on the market valuations of IDB, DIC and operating subsidiaries given the sharp drop in prices, the mandatory isolation lasted approximately 10 days with subsequent relaxation of activities under strict protocols of safety and hygiene. Regarding operating businesses, there have been mixed impacts: in the case of supermarkets (Shuferal) and agriculture (Mehadrin) the short-term impact has been positive as they are essential activities. In the telecommunications business (Cellcom), especially regarding international roaming services, there was a decrease in consumption due to the significant reduction in international tourism. Cellcom took measures to reduce these negative effects by cutting spending and investments during the coronavirus crisis period. In the case of PBC, although its main offices and logistic parks businesses maintained their operations, it is expected that the real estate activity and income will be affected by the economy and circulation restrictions.

Looking ahead to the next financial year and hoping that Shopping Centers activity will evolve according to the economic recovery, we will work on reducing and making the cost structure more efficient. We are working together with all the tenants of our shopping centers for a gradual, progressive reopening and following a strict protocol of safety and hygiene, giving them all our support to face the unprecedented challenge that the closure of operations represents.

In the framework of the national and international context previously exposed, the Company's Board of Directors will continue evaluating financial, economic and / or corporate tools that allow the Company to improve its position in the market in which it operates and to have the necessary liquidity to face its obligations. In the context of this analysis, the indicated tools may be linked to corporate reorganization processes (merger, spin-off or a combination of both), public and / or private disposal of assets that may include real estate as well as negotiable securities owned by the Company, incorporation of shareholders through capital increases through the public offering of shares to raise new capital, issuance of convertible negotiable obligations or subscription options or a combination of these three instruments, all as recently approved by the Shareholders' Meeting on 30.10.2019, repurchase of shares and instruments similar to those described that are useful for the proposed objectives.

The Company keeps its commitment to preserve the health and well-being of its clients, employees, tenants and the entire population, constantly reassessing its decisions in accordance with the evolution of events, the regulations that are issued and the guidelines of the competent authorities.

Saúl Zang

First Vice-Chairman in exercise of
the presidency

Unaudited Condensed Interim Consolidated Statements of Financial Position
as of March 31, 2020, and June 30, 2019

(All amounts in millions, except otherwise indicated)

	03.31.2020	06.30.2019
ASSETS		
Non-current assets		
Investment properties	175,432	316,514
Property, plant and equipment	33,802	30,277
Trading properties	4,319	7,437
Intangible assets	24,326	24,297
Rights of use	17,916	-
Other assets	-	33
Investments in associates and joint ventures	66,871	42,172
Deferred income tax assets	430	542
Income tax and MPIT credit	13	205
Restricted assets	641	4,176
Trade and other receivables	20,554	16,778
Investments in financial assets	3,201	3,917
Financial assets held for sale	-	5,667
Derivative financial instruments	121	129
Total non-current assets	347,626	452,144
Current assets		
Trading properties	1,935	496
Inventories	3,724	1,556
Restricted assets	6,637	5,942
Income tax and MPIT credit	354	529
Group of assets held for sale	36,685	10,912
Trade and other receivables	35,048	30,577
Investments in financial assets	32,902	43,700
Financial assets held for sale	4,369	15,816
Derivative financial instruments	78	56
Cash and cash equivalents	56,638	82,034
Total current assets	178,370	191,618
TOTAL ASSETS	525,996	643,762
SHAREHOLDERS' EQUITY		
Shareholders' equity attributable to equity holders of the parent (according to corresponding statement)	28,710	43,506
Non-controlling interest	54,398	72,896
TOTAL SHAREHOLDERS' EQUITY	83,108	116,402
LIABILITIES		
Non-current liabilities		
Borrowings	256,209	362,173
Lease liabilities	12,312	-
Deferred income tax liabilities	36,070	49,908
Trade and other payables	2,232	2,378
Provisions	10,772	10,868
Employee benefits	364	180
Derivative financial instruments	23	1,394
Salaries and social security liabilities	176	149
Total non-current liabilities	318,158	427,050
Current liabilities		
Trade and other payables	24,674	25,175
Borrowings	68,302	61,719
Lease liabilities	4,398	-
Provisions	2,078	2,337
Group of liabilities held for sale	19,920	7,722
Salaries and social security liabilities	3,665	2,854
Income tax and MPIT liabilities	394	469
Derivative financial instruments	1,299	34
Total current liabilities	124,730	100,310
TOTAL LIABILITIES	442,888	527,360
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	525,996	643,762

Unaudited Condensed Interim Consolidated Statements of Income and Other Comprehensive Income
for the nine-month periods ended March 31, 2020 and 2019

(All amounts in millions, except otherwise indicated)

	Nine month		Three month	
	03.31.2020	03.31.2019	03.31.2020	03.31.2019
Revenues	69,564	66,184	23,441	23,367
Costs	(43,824)	(42,213)	(15,317)	(15,499)
Gross profit	25,740	23,971	8,124	7,868
Net loss from fair value adjustment of investment properties	(275)	(8,396)	(4,289)	1,393
General and administrative expenses	(7,747)	(7,783)	(2,745)	(2,699)
Selling expenses	(9,846)	(8,793)	(3,609)	(3,084)
Impairment of associates and joint ventures	(2,344)	-	-	-
Other operating results, net	1,477	387	1,889	(573)
Profit / (loss) from operations	7,005	(614)	(630)	2,905
Share of profit of associates and joint ventures	1,115	(1,969)	2,916	(662)
Profit before financial results and income tax	8,120	(2,583)	2,286	2,243
Finance income	849	1,337	271	552
Finance costs	(16,188)	(15,618)	(4,883)	(4,674)
Other financial results	(12,345)	(2,797)	(6,864)	(2,540)
Inflation adjustment	339	(686)	117	(62)
Financial results, net	(27,345)	(17,764)	(11,359)	(6,724)
Loss before income tax	(19,225)	(20,347)	(9,073)	(4,481)
Income tax expense	(2,142)	3,225	407	(345)
Loss for the period from continuing operations	(21,367)	(17,122)	(8,666)	(4,826)
Profit for the period from discontinued operations	17,180	3,680	(757)	401
Loss for the period	(4,187)	(13,442)	(9,423)	(4,425)
Other comprehensive income:				
<i>Items that may be reclassified subsequently to profit or loss:</i>				
Currency translation adjustment	2,024	1,332	(1,593)	(1,268)
Change in the fair value of hedging instruments net of income taxes	(80)	53	-	4
<i>Items that may not be reclassified subsequently to profit or loss, net of income tax:</i>	-	-	-	-
Actuarial loss from defined contribution plans	(198)	(15)	(88)	(15)
Other comprehensive income for the period from continuing operations	1,746	1,370	(1,681)	(1,279)
Other comprehensive income for the period from discontinued operations	4,673	4,437	135	6,681
Total other comprehensive income for the period	6,419	5,807	(1,546)	5,402
Total comprehensive income / (loss) for the period	2,232	(7,635)	(10,969)	977
Total comprehensive loss from continuing operations	(19,621)	(15,752)	(10,347)	(6,105)
Total comprehensive income from discontinued operations	21,853	8,117	(622)	7,082
Total comprehensive income / (loss) for the period	2,232	(7,635)	(10,969)	977
Profit for the period attributable to:				
Equity holders of the parent	(9,567)	(13,050)	(8,035)	(4,325)
Non-controlling interest	5,380	(392)	(1,388)	(100)
Loss from continuing operations attributable to:				
Equity holders of the parent	(19,124)	(14,411)	(8,012)	(3,933)
Non-controlling interest	(2,243)	(2,711)	(654)	(893)
Total comprehensive (Loss) / income attributable to:				
Equity holders of the parent	(12,331)	(12,338)	(8,125)	(3,303)
Non-controlling interest	14,563	4,703	(2,844)	4,280
Total comprehensive loss from continuing operations attributable to:				
Equity holders of the parent	(15,769)	(15,145)	(8,274)	(4,918)
Non-controlling interest	(3,852)	(607)	(2,073)	(1,187)
Loss per share attributable to equity holders of the parent:				
Basic	(16.61)	(22.68)	(13.95)	(7.52)
Diluted	(16.61)	(22.68)	(13.95)	(7.52)
Loss per share from continuing operations attributable to equity holders of the parent:				
Basic	(33.19)	(25.04)	(13.91)	(6.83)
Diluted	(33.19)	(25.04)	(13.91)	(6.83)

Unaudited Condensed Interim Consolidated Statements of Cash Flows
for the nine-month periods ended March 31, 2020 and 2019

(All amounts in millions, except otherwise indicated)

	03.31.2020	03.31.2019
Operating activities:		
Net cash generated from continuing operating activities before income tax paid	21,232	13,317
Income tax and MPIT paid	(471)	(443)
Net cash generated from continuing operating activities	20,761	12,874
Net cash generated from discontinued operating activities	2,566	4,523
Net cash generated from operating activities	23,327	17,397
Investing activities:		
Acquisition of participation in associates and joint ventures	(1,074)	(159)
Contributions and issuance of capital in associates and joint ventures	(122)	-
Acquisition and improvements of investment properties	(2,557)	(3,056)
Decrease in cash due to deconsolidation of subsidiary	-	(89)
Acquisition of subsidiaries, net of cash acquired	-	(804)
Proceeds from sales of investment properties	11,012	1,247
Acquisitions and improvements of property, plant and equipment	(3,432)	(3,932)
Proceeds from sales of property, plant and equipment	3,114	15
Acquisitions of intangible assets	(2,913)	(2,878)
Proceeds from sales of property, plant and equipment	1,765	(33)
Acquisitions of subsidiaries, net of cash acquired	-	-
Net increase of restricted deposits	4,839	(756)
Dividends collected from associates and joint ventures	1,498	362
Proceeds from sales of interest held in associates and joint ventures	256	7,816
Proceeds from loans granted	-	225
Acquisitions of investments in financial assets	(7,388)	(32,378)
Proceeds from disposal of investments in financial assets	11,172	48,420
Interest received from financial assets	929	1,096
Dividends received from financial assets	102	(30)
Proceeds from sales of intangible assets	27	-
Loans granted to related parties	(2,481)	(178)
Loans granted	(902)	(125)
Net cash generated from / (used in) continuing investing activities	13,845	14,763
Net cash used in discontinued investing activities	2,330	(4,208)
Net cash generated from / (used in) investing activities	16,175	10,555
Financing activities:		
Borrowings and issuance of non-convertible notes	21,807	28,575
Payment of borrowings and non-convertible notes	(56,922)	(30,959)
Collections / (Payment) of short term loans, net	2,631	(265)
Interests paid	(15,781)	(15,651)
Repurchase of non-convertible notes	(12,840)	(5,599)
Capital contributions from non-controlling interest in subsidiaries	-	2,172
Acquisition of non-controlling interest in subsidiaries	(589)	(5,454)
Proceeds from sales of non-controlling interest in subsidiaries	-	13
Loans received from associates and joint ventures, net	-	248
Payment of borrowings to related parties	-	(6)
Dividends paid to non-controlling interest in subsidiaries	(323)	(568)
Charge for issuance of shares and other equity instruments	2,658	-
Dividends paid	-	(136)
Proceeds from sale at non-controlling interest	70	-
Net proceeds from derivate financial instrument	(1,698)	7
Net cash (used in) / generated from continuing financing activities	(60,987)	(27,623)
Net cash generated from / (used in) discontinued financing activities	(4,806)	9,487
Net cash generated from financing activities	(65,793)	(18,136)
Net (decrease) / increase in cash and cash equivalents from continuing activities	(26,381)	14
Net (decrease) / increase in cash and cash equivalents from discontinued activities	90	9,802
Net (decrease) / increase in cash and cash equivalents	(26,291)	9,816
Cash and cash equivalents at beginning of period	82,034	78,745
Cash and cash equivalents reclassified as held-for-sale	(597)	(632)
Foreign exchange gain and inflation adjustment on cash and changes in fair value of cash equivalents	1,492	3,049
Cash and cash equivalents at end of period	56,638	90,978

Headquarters

Intercontinental Plaza – Moreno 877 24th Floor

Tel +(54 11) 4323 7400

Fax +(54 11) 4323 7480

www.irsa.com.ar

C1091AAQ – City of Buenos Aires – Argentina

Investor Relations

Alejandro Elsztain –Second Vice-chairman

Matías Gaivironsky – CFO

Tel +(54 11) 4323 7449

finanzas@irsa.com.ar

Legal Advisors

Estudio Zang, Bergel & Viñes

Tel +(54 11) 4322 0033

Florida 537 18th Floor

C1005AAK – City of Buenos Aires – Argentina

Registrar and Transfer Agent

Caja de Valores S.A.

Tel +(54 11) 4317 8900

25 de Mayo 362

C1002ABH – City of Buenos Aires – Argentina

Independent Auditors

PricewaterhouseCoopers Argentina

Tel +(54 11) 4850 0000

Bouchard 557 7th Floor

C1107AAF – City of Buenos Aires – Argentina

GDS Deposit Agent

The Bank of New York Mellon

P.O. Box 11258

Church Street Station

New York - NY 10286 1258 – United States of America

Tel (toll free) 1 888 BNY ADRS (269-2377)

Tel (international) 1 610 312 5315

shareowner-svcs@bankofny.com



BYMA Symbol: **IRSA** / NYSE Symbol: **IRS**