Investor Presentation
FY 2016

March 21st, 2017

AEDES SIIQ
COMMERCIAL PROPERTIES

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Corporate Overview

COMPANY OVERVIEW

The Aedes REIT strategy aims to create and maintain a real estate portfolio with mainly commercial destination, that generates recurrent cash flow consistent with REIT model.

Highly experienced Management

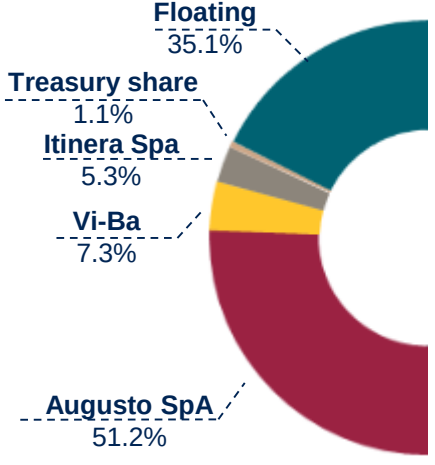
Chairman
C. A. Puri Negri

CEO
G. Roveda

CFO
G. Cerminara

A team of more than 60 skilled people

SHAREHOLDERS' STRUCTURE*



*Updated to December 31st,2016

HIGHLIGHTS

	FY2016	FY2015
GAV Consolidated (€mln)	398.6	321.3
GAV pro-quota* (€mln)	501.0	412.4
EPRA TOPPED-UP niy (%)**	5.09%	4.24%
LTV (loan to value)	41.7%	48.2%
Average cost of debt	2.62%	2.77%
EPRA NNNAV (€mln)	306.6	286.3
EPRA NNNAV per share (€)	0.97	0.90
	Dec2016	**Dec2015**
Net Financial Position (€mln)	150.6	95.9
NFP/Equity	49.6%	34.8%

Share Price (€) March 20th,2017	0.418
Discount on EPRA NNNAV Dec 2016	55.1%
Market Cap (€mln) March 20th,2017	133.7

*Including the portion attributable to property held by associates and unconsolidated real estate funds

** Stabilized annualized Rents, net of non-recurring charges, on GAV

Business Model
&
BP Headlines

BUSINESS MODEL

DEVELOPMENT FOR RENT

- New generation of shopping and leisure centers
- ERV ~ double digit

ACQUISITION OF NEW RENTED ASSETS

- Retail, Offices & Other
- Average Yield 7%
- ERV 7.5%

CASH FLOW FOR FINANCING PORTFOLIO

ASSET TO BE SOLD

RENTED PORTFOLIO

REITS' FEATURES

~ 80% Revenues from rented portfolio

Net Income from Rented Portfolio

- 70% Dividends
- 30% Invested

GUIDANCE 2017 AND HEADLINES 2017-2021

GUIDANCE 2017

- Economic steadiness
- Rental income on an annual basis €18mln
- Gross Yield above 8%
- LTV between 45-50%

HEADLINES 2017-2021

- Positive FFO (funds from operation)
- Return to dividend distribution from 2018
- Portfolio GAV in 2021 €1bln
- LTV equal to about 50%
- Occupancy rate of 95%

ACTUAL FIGURES TOWARDS BUSINESS MODEL 2017-2021

LOAN TO VALUE

41.7% → Target 50%

OCCUPANCY RATE

82%* → Target 95%

- RENTED ASSETS 60.5% → Target ~ 90%
- DEVELOPMENT FOR RENT 21.4% → Target ~ 10%
- ASSET TO BE SOLD 18.1% → Target 0%

AEDES SIIQ COMMERCIAL PROPERTIES

*Including the portion attributable to property held 100% by associates and unconsolidated real estate funds

EPRA NNNAV
December 2016

EPRA NNNAV December 2016

€/000	31/12/2016	31/12/2015
Outstanding shares*	316,303,191	319,264,191
EPRA Net Asset Value €/000		
Equity Group	296,408	269,079
Warrants 2015-2020		
NAV	**296,408**	**269,079**
Including:		
Real estate investment revaluations	0	0
Development projects revaluations	120	461
Other investments revaluations (real estate holdings)	1,525	9,464
Inventories revaluations	1,415	97
Excluding:		
Fair Value of financial derivative instruments	375	(132)
EPRA NAV	**299,843**	**278,969**
EPRA NAV per share	**0.95**	**0.87**
Fair value of financial derivative instruments	(375)	132
Fair value of financial debt	7,129	7,183
EPRA NNNAV	**306,597**	**286,284**
EPRA NNNAV per share *	**0.97**	**0.90**

AEDES SIIQ COMMERCIAL PROPERTIES

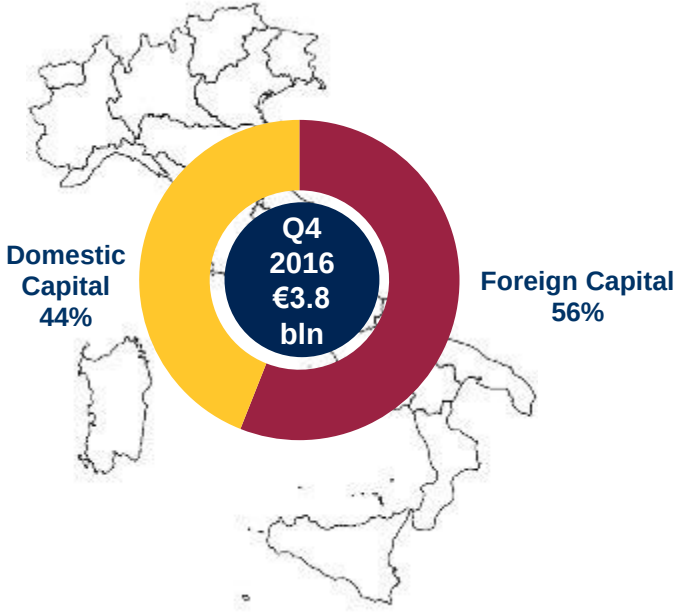
**Excluding* treasury shares

Real Estate Portfolio
December 2016

ITALIAN MARKET SCENARIO - RE INVESTMENTS

€ 9.1 bln FY 2016

+12% YoY



€Bln

TYPE	Q4 2016	2016	2015	2016 vs 2015
Office	1.6	3.6	3.0	20%
Retail	1.1	2.6	1.4	86%
Industrial and Logistics	0.4	0.6	0.4	52%
Hotel	0.3	1.1	0.8	33%
Other sectors	0.2	0.7	0.9	(15%)
Mix-used	0.2	0.5	1.6	
TOTAL	**3.8**	**9.1**	**8.1**	**12%**

Best quarter result in the last 10 years

In Europe in 2016, the amount of money invested in Real Estate has been € 250 bln (-10% vs 2015)

AEDES SIIQ COMMERCIAL PROPERTIES

Source: CBRE Research

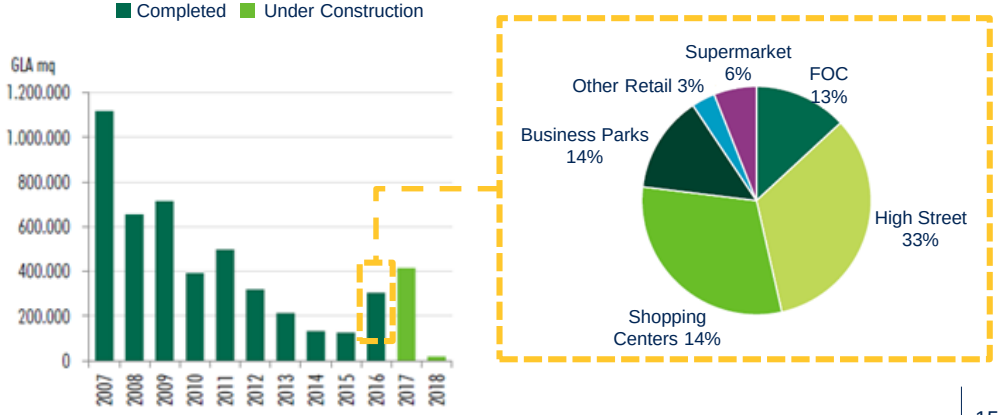
ITALIAN RETAIL MARKET

- 2016 Retail investments: € 2.6 bln (+86% vs. 2015)
- Q4 2016: €1.1 bln invested in Retail of which 87% foreign investments
- Today, the shopping center sector is becoming increasingly important among institutional investors, which are attracted by: high returns and good performances

Quarter Yield Performance (%)

	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16
High Street Prime	4,00	3,50	3,50	3,50	3,50	3,25
High Street Secondary	5,75	5,00	5,00	5,00	5,00	4,75
Shopping Centre Prime	5,50	5,00	5,00	5,00	5,00	5,00
SC Good Secondary	6,50	6,00	6,00	6,00	6,00	5,90
Retail Park Prime	7,00	6,00	6,00	6,00	5,90	5,90
Retail Park Good Secondary	7,50	7,25	7,25	7,25	7,00	7,00

According to ISTAT in the last months of 2016 consumer sentiment has return to growth



AEDES SIIQ COMMERCIAL PROPERTIES

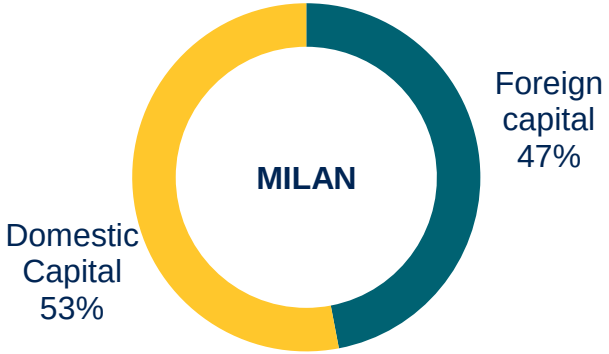
Source: CBRE Research Q4 2016

ITALIAN OFFICE MARKET

- 2016 Office investments: € 3.6 bln (+20% vs. 2015)
- Q4 2016 Office investments : € 1.6 bln (+26% vs. Q4 2015)

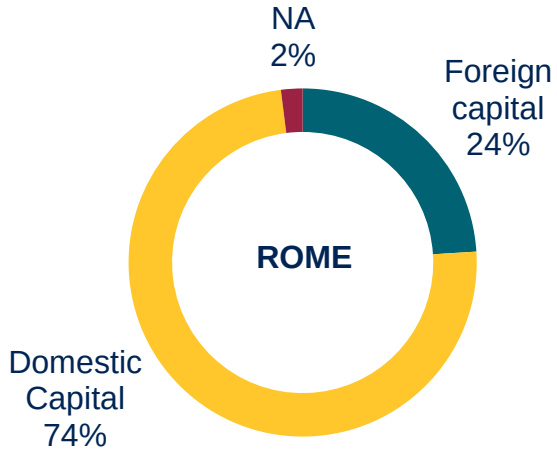
MILAN

- FY 2016 total volume reached € 2.3 bln
- Q4 2016 € 900 mln in terms of volumes invested (-15% vs 2015)
- In Q4 2016 domestic capital accounted for 53% of the total invested. Among the most active players stand out institutional investors
- Prime net Yield 3.75%; good secondary Yield 5.5%



ROME

- FY 2016 total volume reached € 720 mln
- Q4 2016 € 200 mln in terms of volumes invested
- In Q4 2016 domestic capital accounted for 74% of the total invested
- Prime net Yield 4.0%



AEDES SIIQ COMMERCIAL PROPERTIES

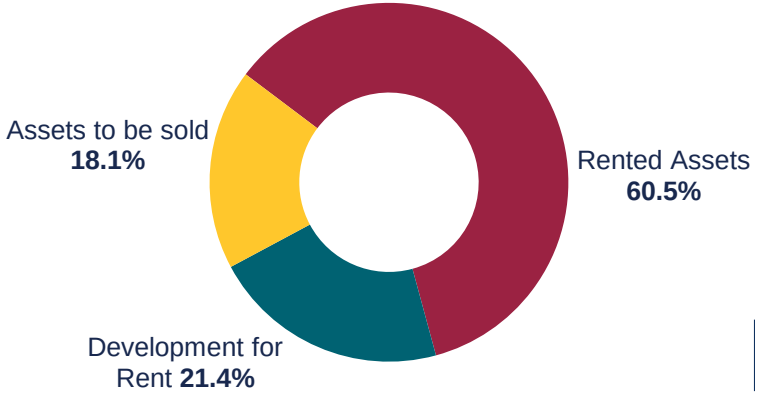
Source: CBRE Research

GAV PORTFOLIO BY TYPE – December 2016

€/000	Consolidated Pro quota	Not consolidated Funds & JV	Total Portfolio	% on Total Portfolio	LTV Ratio
Retail	77,210	89,446	166,656	33.3%	43.9%
Office	130,233	590	130,823	26.1%	45.4%
Other Uses	4,090	1,661	5,751	1.1%	56.3%
Rented Assets	**211,533**	**91,697**	**303,229**	**60.5%**	**44.7%**
Retail Development for Rent	107,345	-	107,345	21.4%	22.0%
Office Development for Rent	-	-	-	-	-
Development for Rent	**107,345**	**-**	**107,345**	**21.4%**	**22.0%**
Sub Total Portfolio Rented/for rent	**318,878**	**91,697**	**410,574**	**81.9%**	**38.8%**
Retail	2,106	-	2,106	0.4%	63.6%
Other Uses	53,998	34,369	88,367	17.6%	54.6%
Sub Total Portfolio to be sold	**56,104**	**34,369**	**90,473**	**18.1%**	**54.8%**
TOTAL PORTFOLIO	**374,981**	**126,066**	**501,047**	**100.0%**	**41.7%**

Minorities	*GAV*
Petrarca Fund (35%)	21,452
Praga France Sarl (25%)	2,203
TOTAL CONSOLIDATED PORTFOLIO	**398,635**

GAV % on Total Portfolio



RENTED ASSETS – December 2016

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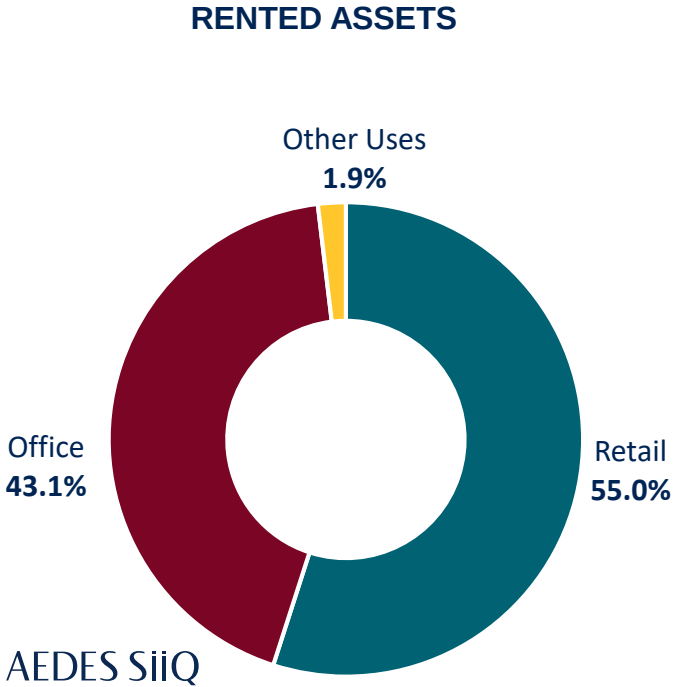
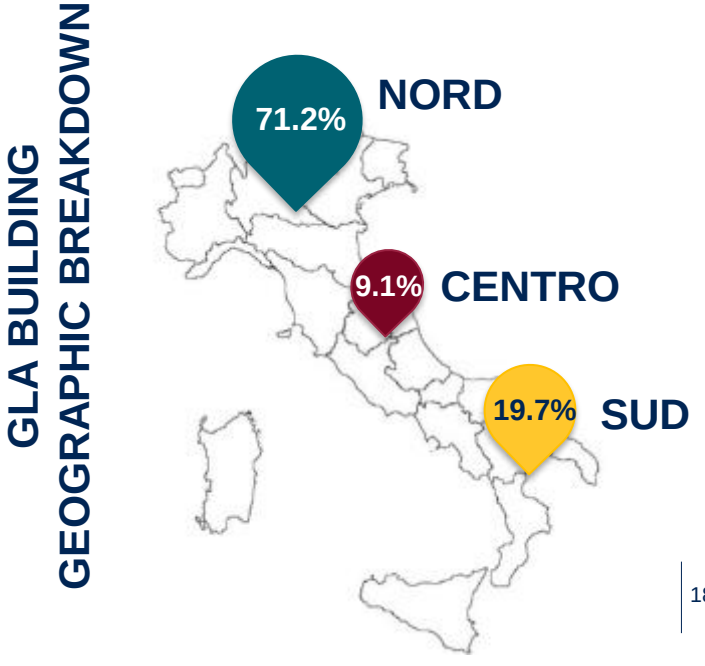




AEDES SIIQ
COMMERCIAL PROPERTIES

RENTED ASSETS

- Location: Milano, Via Agnello
- Total GLA: 4,406 sqm
- Fair Value December 31st,2016: € 40.4 mln

- Location: Catania, via Etnea
- Total GLA: 7,935 sqm
- Fair Value December 31st,2016: € 18.6 mln

- Location: Roma, Via Veneziani
- Total GLA: 16,292 sqm
- Fair Value December 31st,2016 € 29.5 mln

SERRAVALLE OUTLET VILLAGE PHASE 6 – Open on November 10th, 2016

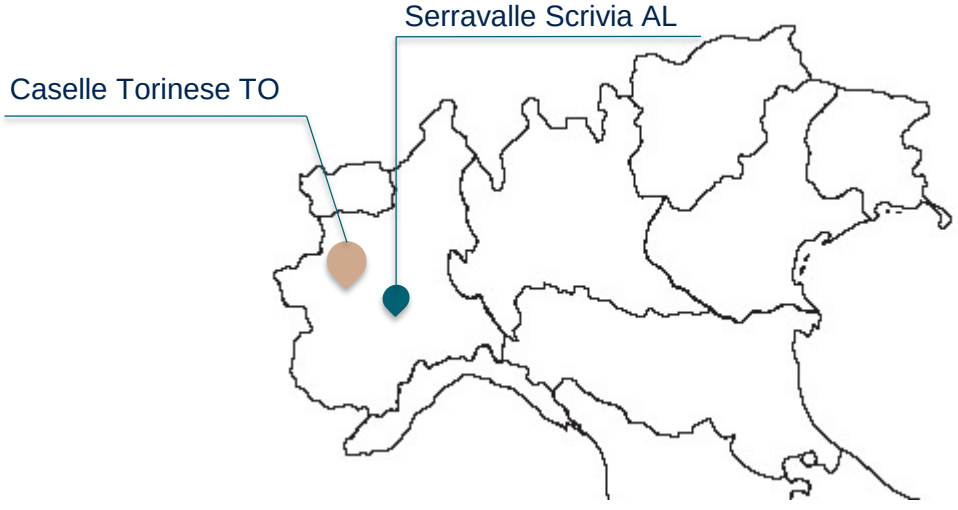
- Joint Venture with TH Real Estate Fund (49.9%)
- Total GLA: 8,748 sqm
- Fair Value December 31st,2016: €38.2 mln*

*Fair Value referred to 50.1%

DEVELOPMENT FOR RENT ASSETS – December 2016 1/4

€/000	Consolidated Pro quota	Not consolidated Funds & JV	Total Portfolio	% on Total Portfolio	LTV Ratio
Retail Development for Rent	107,345	-	107,345	21.4%	22.0%
Office Development for Rent	-	-	-	0.0%	-
Development for Rent	**107,345**	**-**	**107,345**	**21.4%**	**22.0%**

Retail Development for Rent **100%**



DEVELOPMENT FOR RENT ASSETS - SERRAVALLE RETAIL PARK 2/4

SERRAVALLE RETAIL PARK - PHASE C

- Total GLA: 21,555 sqm
- Fair Value December 31st,2016 : €14.6 mln

SERRAVALLE OUTLET VILLAGE - PHASE 7

- It's an extension of Serravalle outlet village phase 6
- Total GLA: 4,149 sqm
- Fair Value December 31st,2016 : €7.5 mln

ROERO PHASE C

- Extension of Roero Center - Phase B (Rented portfolio)
- Total GLA : 6,300 sqm
- Fair Value December 31st,2016 : €1.8 mln

Roero Center - Phase C

Roero Center - Phase B (Rented Portfolio)

CASELLE DESIGNER VILLAGE

- It’s a shopping and leisure center project close to Turin Airport
- Total GLA : 141,000 sqm
- Fair Value December 31st,2016 : €63 mln

Financial Results FY2016

INCOME STATEMENT FY2016

€/000	FY 2016	FY 2015
Gross rental income	15,120	7,068
Net service revenues	2,718	3,009
Sales margin	1,039	6,443
Other income	2,756	3,462
Total revenues	**21,633**	**19,982**
Total direct costs	(6,432)	(3,750)
NOI	**15,201**	**16,232**
Direct personnel costs	(2,522)	(1,734)
Headquarter personnel costs	(3,174)	(2,869)
G&A	(9,334)	(11,248)
EBITDA	**171**	**381**
Fair value adjustment	29,773	5,824
Amortization and depreciation	3,248	1,007
Other income/expenses*	3,009	2,737
EBIT	**29,705**	**7,935**
Financial Income / (Charges)	(3,593)	(3,164)
EBT	**26,112**	**4,771**
Taxes	3,066	(135)
Profit/Loss from continuing operations	**29,178**	**4,636**
Profit/Loss from discontinuing operations	**1,036**	**1,484**
Net income/(loss)	**30,214**	**6,120**
Net profit pertaining to minority	1,107	946
Net profit of the Group	**29,107**	**5,174**

The positive result attained in 2016 is due to successful acquisitions made by the Group in order to consolidate an income-generating real estate portfolio in line with the positioning of a SIIQ (listed real estate investment company).

Gross rental income was € 15.1 million, equal to 70% of the total revenues, improving from € 7.1 million equal to 35% of the total revenues as at 31 December 2015. The increase of € 8.0 million, equal to 114%, is due to the purchase of income-generating real estate portfolios and assets realized by the Group in the second half of 2015 which continued in 2016. Thanks to these acquisitions, the Group's total rents on annual basis is € 18 million.

The **Net Operating Income** is € 15.2 million, dropping from € 16.2 million as at December 31, 2015, with a decrease of € 1.0 million. Taking into account only the **core real estate assets** of the Group, the **Net Operating Income** shows a result of € 13.1 million, and was up by € 0.5 million with respect to € 12.6 million as at December 31, 2015.

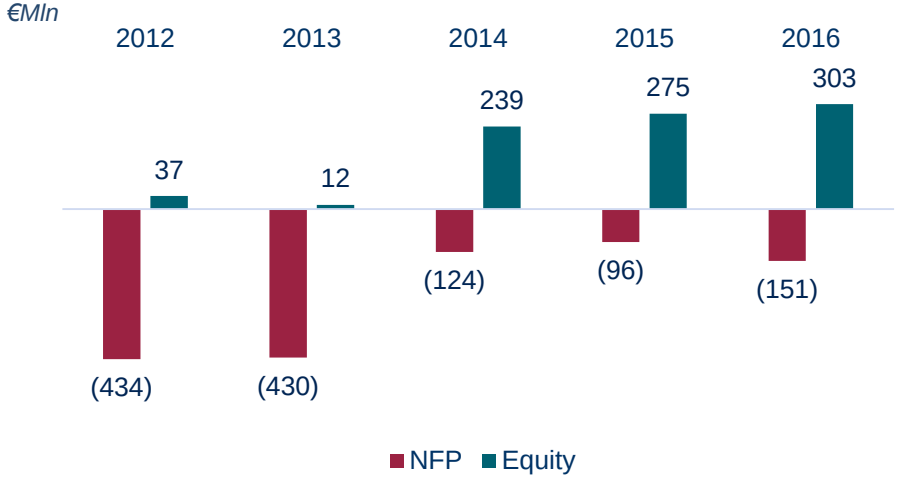
The EBITDA is equal to a profit of **€0.2 million** from the amount of €0.4 million as at 31 December 2015. Taking into account only the core real estate assets, the Group has a **positive EBITDA** of € 0.7 million at 31 December 2016, showing an increase of € 0.9 million compared to the loss of € 0.2 million as at December 31, 2015.

AEDES SIIQ
COMMERCIAL PROPERTIES

* For 2016 related to income from associates. For 2015 the items includes restructuring income.

BALANCE SHEET December 2016

€/000	31/12/ 2016	31/12/2015
Fixed assets	398,367	326,325
Net working capital	61,727	55,498
Capital employed	**460,094**	**381,823**
Other non recurrent assets/liabilities	6,115	10,554
Equity	303,361	275,320
Net Debt	150,618	95,949
Total sources	**460,094**	**381,823**



The **Capital employed** at 31 December 2016 which amounts to **€460.1 million** with respect to €381.8 million at the end of 2015, is financed with equity for an amount of €303.4 million (66%), with the net financial debt for an amount of €150.6 million (33%) and with other net non-current liabilities for an amount of €6.1 million (1%); the breakdown is as follows:

Fixed assets equal to **€398.4 million** (€326.3 million at the end of 2015). This item includes the following the main items:

Investment properties and other assets equal to € 344.2 with respect to € 269.9 million;

Capital invested in associated companies and joint ventures for € 54.0 million, with respect to € 53.0 million in 2015;

Other financial assets equal to € 0.1 million against € 2.0 million in 2015.

Net Working Capital is **€61.7 million** (€55.5 million at the end of 2015) and consists of:

Inventories for € 56.3 million versus € 54.5 million in 2015;

Trade receivables and other receivables of € 27.0 million versus € 23.7 million in 2015;

Trade payables and other payables of €21.6 million, versus €22.7 million at 31 December 2015.

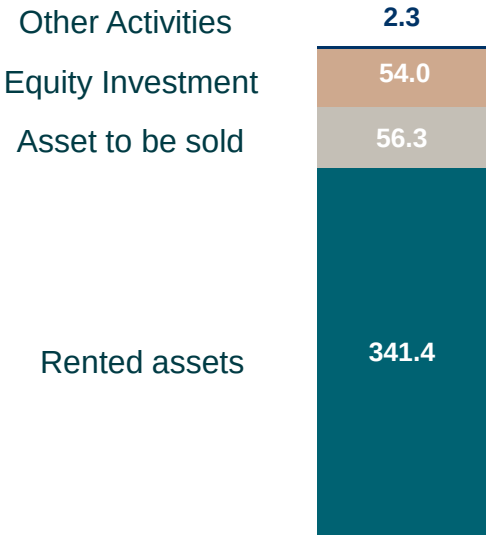
Net debt as at 31 December 2016 is **€150.6 million** against €95.9 million at 31 December 2015. The 2016 figure includes a gross debt of € 163.2 million and bank loans equal to € 12.6 million, with respect to a gross debt of € 164.4 million and bank loans of € 68.5 million at the end of the previous year.

The gross debt with floating rate is equal to 69.4% of the total financial exposure of the Group, and has an average duration of 2.60 years, and was up by 0.21.

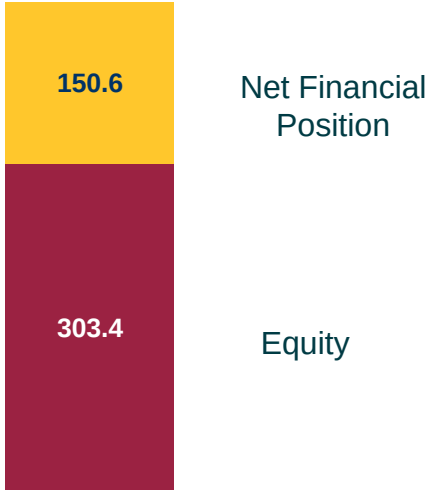
BALANCE SHEET December 2016

€Mln

TOTAL ASSETS
454 mln



EQUITY AND NFP
454 mln

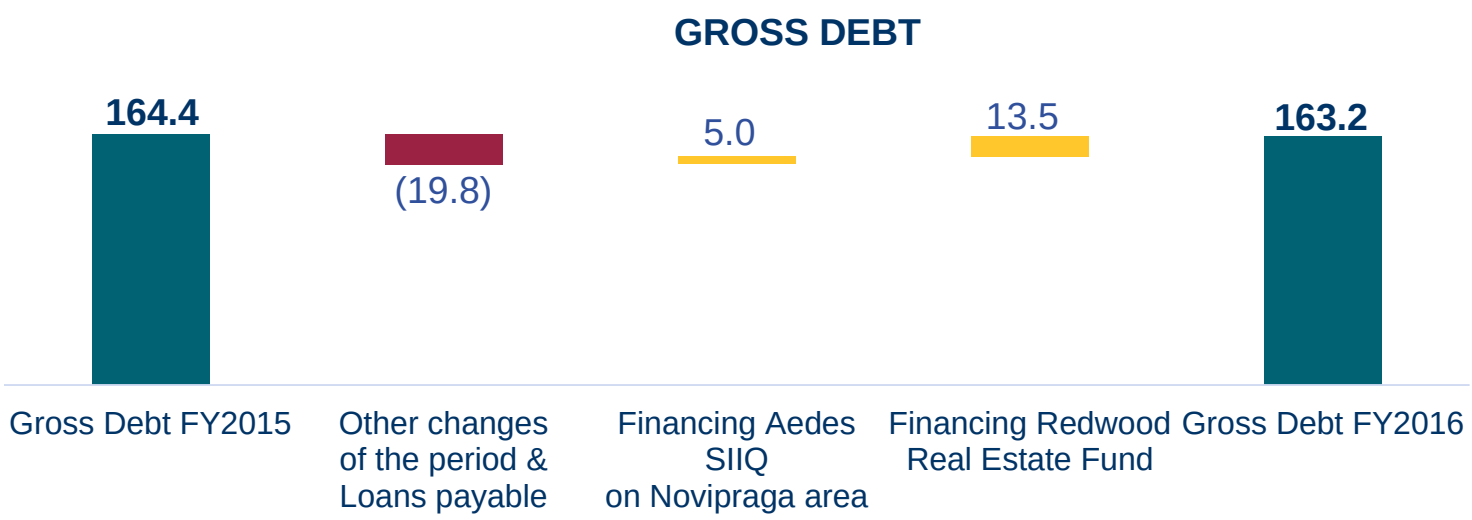


EPRA Net Yield
5.09%

Gearing Ratio
54.0%

GROSS DEBT EVOLUTION December 2016

€Mln



LTV*

40.9%

NFP/Equity

49.6%

DURATION

2.6 years

FLOATING VS. FIXED

69.4% vs 30.6%

AVERAGE INTEREST RATE

2.6%

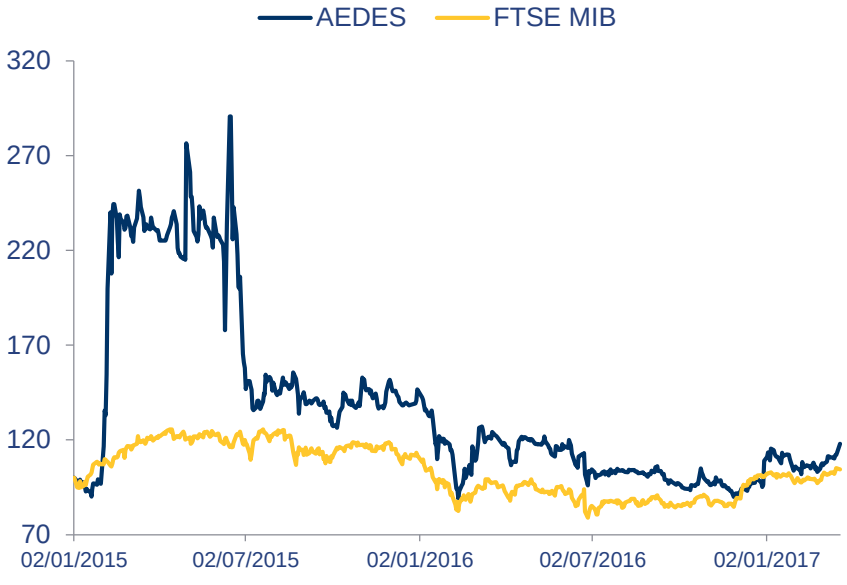
AEDES SIIQ COMMERCIAL PROPERTIES

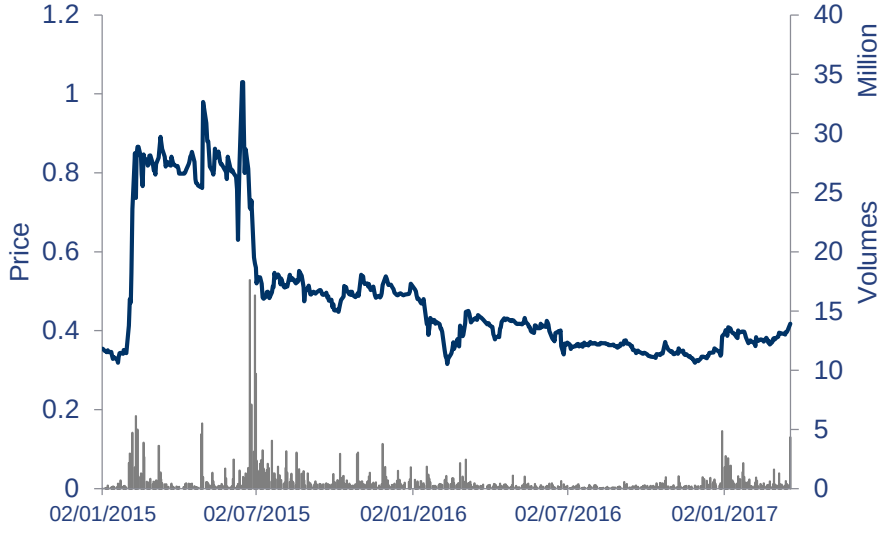
* LTV calculated as follow: Gross Debt/GAV

AEDES SHARE TREND

Market Segment	MTA
Ticker	AE
Specialist	Intermonte SIM S.p.A.
Auditing Company	Deloitte & Touche S.p.A.

	March 20th, 2017
Market Cap (€Mln)	*133.7*
N° of share	*319,803,191*
Share price (€)	*0.418*
EPRA NNNAV per share Dec. 2016 (€)	*0.97*
Discount on NNNAV Dec. 2016	55.1%





Investment Opportunities

INVESTMENT OPPORTUNITIES

- Experienced management with strong track record and delivering results
- A complementary opportunistic approach on retail and office investments
- Upside potential from acquisition done at attractive capital values with potential for revaluation
- Upside from value added approach including repositioning and selectively development to create unique leisure shopping centres
- Italian real estate market recover
- Benefits of being Reits
- High discount NNNAV vs. share price

Achievements FY2016

ACHIEVEMENTS

January 1st, 2016 – Aedes - following to the tax regime for property companies - is transformed into REIT changing its name to Aedes SIIQ S.p.A.

March 15th, 2016 – finalized the acquisition of 70% the Redwood Real Estate Fund that owns 18 retail properties was purchased for €16.4 million; **March 23rd, 2016** – signed the acquisition of financial credits guaranteed by a pledge on the remaining 30% of the Redwood Real Estate Fund for €13.6 million. The total portfolio has a rental income of €3.6 million.

April 27th, 2016 – the Extraordinary General Meeting of Aedes SIIQ approved by a majority to amend Art. 21 of the bylaws which provides for the creation of a statutory reserve by annual allocations proportional to the net profit for the year, to support the development and growth of the Group. The amendment involves the onset of withdrawal rights to shareholders who did not vote in favour of the resolution. The effectiveness of the resolution is a condition precedent to the fact that the amount of cash, to be paid to Aedes shareholders who have exercised their right of withdrawal does, not exceed the total amount of € 2 million

ACHIEVEMENTS

May 11th, 2016 – signed a contract for the sale in Sator Immobiliare SGR S.p.A. of all shares held in the share capital of Aedes Real Estate SGR

June 27th, 2016 – signed with GE Capital Corporation a definitive agreement for the purchase of a property located in Rome at a price of €12.5 million, with a rental income of €3.6 million

June 30th, 2016 – Since the validity of shareholders' resolution was conditional on the fact that the right of withdrawal does not entail an outlay of more than € 2 million - equal to n.4.360.148 actions - and, given that recesses was exercised for a number of shares equal to 13,658,544, the results of exercised withdrawal rights is ineffective and the shareholders resolution did not occur.

August 1st, 2016 – Aedes acquired the remaining 5% of the share capital Aedes Real Estate SGR, holding thus the total share capital, which it had undertaken, by contract, to sell to Sator Immobiliare SGR.

ACHIEVEMENTS

September 28th, 2016 – the board of director has approved the strategic guideline 2017-2021

November 3rd, 2016 – opening of Serravalle Outlet Village Phase 6 and November 10th was officially inaugurated. Always in Serravalle Scrivia, were started the works prodromic work to develop of Phase C of Serravalle Retail Park, which is expected to open in the spring of 2018.

November 9th, 2016 – merger into Aedes SIIQ S.p.A. of Pragatre SIINQ S.p.A.

November 14th, 2016 – finalized the sale to Sator Immobiliare SGR S.p.A. of 100% of the shares held in the share capital of Aedes Real estate SGR S.p.A..

December 29th, 2016 – Aedes Reit acquires the direct property of 16 property previously held through the fund Redwood and related debts.

GLOSSARY

- **ERV (Estimated Rental Value)** - It is the estimated rental value at market prices.
- **GAV (Gross Asset Value)** - Total real estate asset value calculated at current market values.
- **Gearing Ratio** - It is a measure of financial leverage, demonstrating the degree to which a firm's activities are funded by owner's funds versus creditor's funds. It is the ratio between the debt and the equity.
- **NNNAV (Triple Net Asset Value)** - NAV net of m-t-m on derivative instruments (included in equity) and latent tax effect on assets and investments owned.
- **Yield -** It is the ratio of the gross rental income and the real estate assets calculated at current market values. It is an index of profitability of real estate assets.
- **Reversionary Potential Yield -** Relationship between the ERV and the market value of the property. It is an indicator that shows the potential profitability of a property if it were fully leased at market rents.

Appendix

BALANCE SHEET December 2016 - ASSET

€/000	31/12/2016	31/12/2015
Non current asset		
Property investments	341,388	266,884
Other tangible assets	2,808	3,041
Goodwill	0	1,269
Intangible fixed assets	59	64
Investments accounted for using the equity method	40,462	39,892
Financial assets available for sale	0	1,963
Active deferred tax	6,379	1,894
Derivative financial instruments	230	638
Financial receivable	13,650	13,212
Trade receivables and other receivables	1,136	1,262
Total non current asset	**406,112**	**330,119**
Current asset		
Inventories	56,330	54,463
Trade receivables and other receivables	27,045	23,746
Cash and cash equivalents	12,610	68,497
Total current asset	**95,985**	**146,706**
Total non current asset	**502,097**	**476,825**

AEDES SIIQ
COMMERCIAL PROPERTIES

BALANCE SHEET December 2016 – LIABILITY SHAREHOLDERS' EQUITY

€/000	31/12/2016	31/12/2015
EQUITY		
Group Shareholders' equity		
Share capital	212,945	212,945
Treasury shares	(1,455)	(266)
Fair value measurement reserves and other reserves	50,964	50,936
Profit/(losses) brought forward	4,847	290
Profit/(loss) of the period	29,107	5,174
Total Group Shareholders' equity	**296,408**	**269,079**
Minority interests Shareholders' equity	**6,953**	**6,241**
TOTAL SHAREHOLDERS' EQUITY	**303,361**	**275,320**
PASSIVE		
Non current non liabilities		
Payables to bank and other lenders	113,866	94,424
Derivative financial instruments	605	506
Passive deferred tax	3,921	2,691
Payables for severance indemnity	1,047	1,174
Provisions for risks and changes	5,973	6,274
Taxes due	221	1,637
Trade payables and other payables	2,093	2,066
Total non current liabilities	**127,726**	**108,772**
Current liabilities		
Payables to bank and other lenders	49,362	70,022
Taxes due	1,454	4,080
Trade payables and other payables	20,194	18,631
Total current liabilities	**71,010**	**92,733**
TOTAL LIABILITIES	**198,736**	**201,505**
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	**502,097**	**476,825**

EPRA PERFORMANCE INDICATORS

	EPRA - PERFORMANCE MEASURE	Definition	2016	2015
1	EPRA EARNINGS (Euro/000)	Adjusted net income from operating activities	(3,935)	(6,408)
2	EPRA NAV (Euro/000)	Net Asset Value including real estate investments at the fair value and excludes the fair value of financial instruments	299,843	278,969
3	EPRA NNNAV (Euro/000)	EPRA NAV adjusted to include the fair value of the financial instruments and debt instruments	305,072	286,284
4	(I) EPRA NET INITIAL YIELD (%)	Relationship between annualised lease rents, net of non-recoverable charges, and the gross market value of real estate investments	4.70%	3.72%
	(II) EPRA 'TOPPED-UP' NIY (%)	Relationship between annualized and stabilized lease rents, net of non-recoverable charges, and the gross market value of real estate investments	5.09%	4.24%
5	EPRA VACANCY RATE (%)	Relationship between market value (ERV) of vacant properties and the market value of the entire portfolio	17.81%	19.00%
6	EPRA COST RATIO (including costs of vacant properties)	Relationship between operating costs of the company and lease rents	132%	239%
	EPRA COST RATIO (excluding costs of vacant properties)		112%	220%

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