



PROPIEDADES
COMERCIALES

IIQ 2017 Conference Call

February 13, 2017

Hosted by: **Alejandro G. Elsztain**, CEO
Daniel R. Elsztain, COO
Matías I. Gaivronsky, CFO



Financial Consolidated Results 6M17

- Revenues: **ARS 1,679.6 million (+29.5% vs. 6M16)**
- EBITDA*: **ARS 1,318.3 million (+15.3% vs. 6M16)**. **EBITDA from the Rental Segment grew by 28.6%.**
- Net Income: **Gain of ARS 518.4 million** (vs. ARS 432.2 million in 6M16)

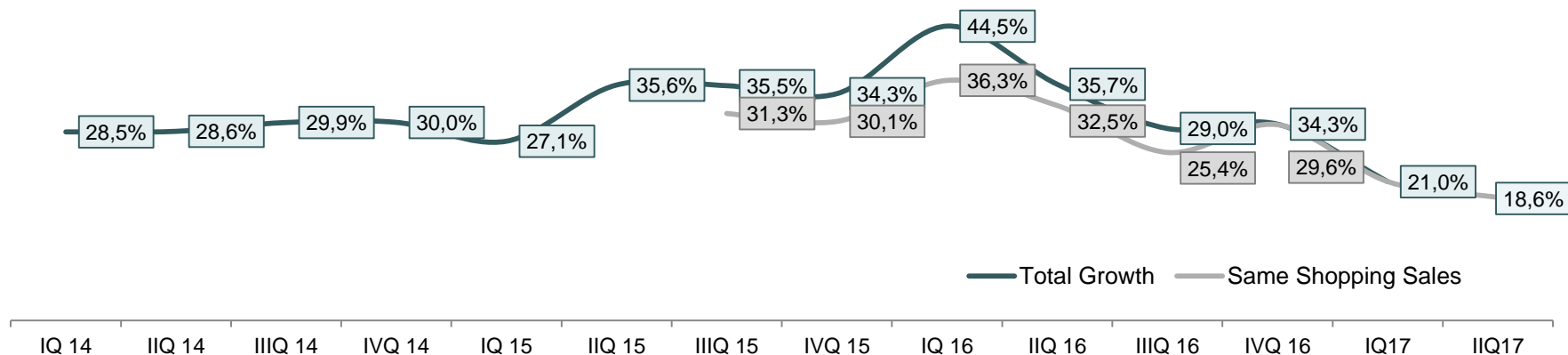
Operating Results 6M17

- Malls' Tenant Sales grew by **20%** in 6M17 compared to 6M16, below inflation
- Good results coming from the office segment due to devaluation and positive outlook for A+ office market in BA
- Occupancy stood at very high levels: **98.4%** in shopping malls & **100.0%** in offices

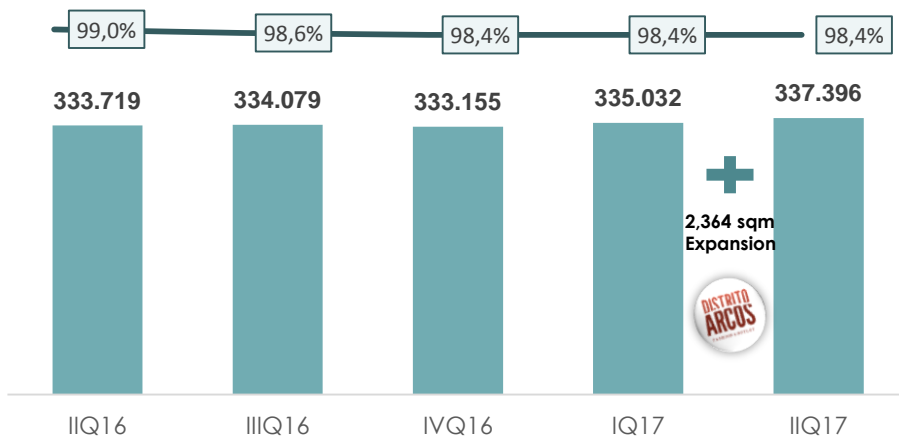
Relevant Events for the period and Subsequent Events

- Works in progress in **Polo Dot & Catalinas**. Our office GLA will increase by **62%** to **~125,000 sqm**
- Sale of **1,702 sqm** of **Intercontinental Plaza** Office building for **USD 6.3 million (USD/sqm 3,700)**
- Payment of **a cash dividend of ARS 460 million** (ARS/share 0.3650 & ARS/ADR 14.6015). Dividend yield: **2.2%**

Shopping Centers – Tenants' Sales (Quarterly Growth Rate - %)



Shopping Centers – Stock & Occupancy %



Summary Main Figures (IIQ 2017)

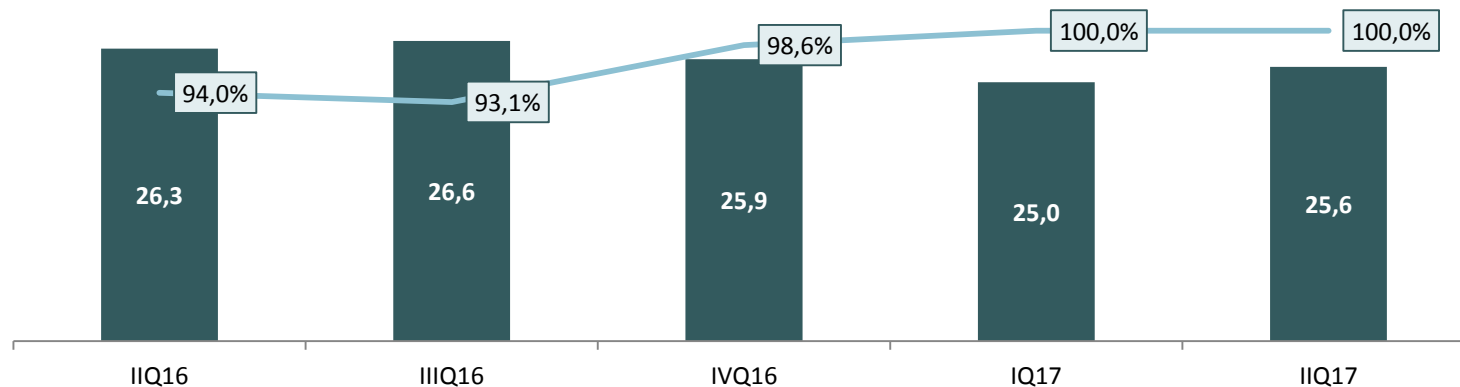
Stock (sqm)

Occupancy

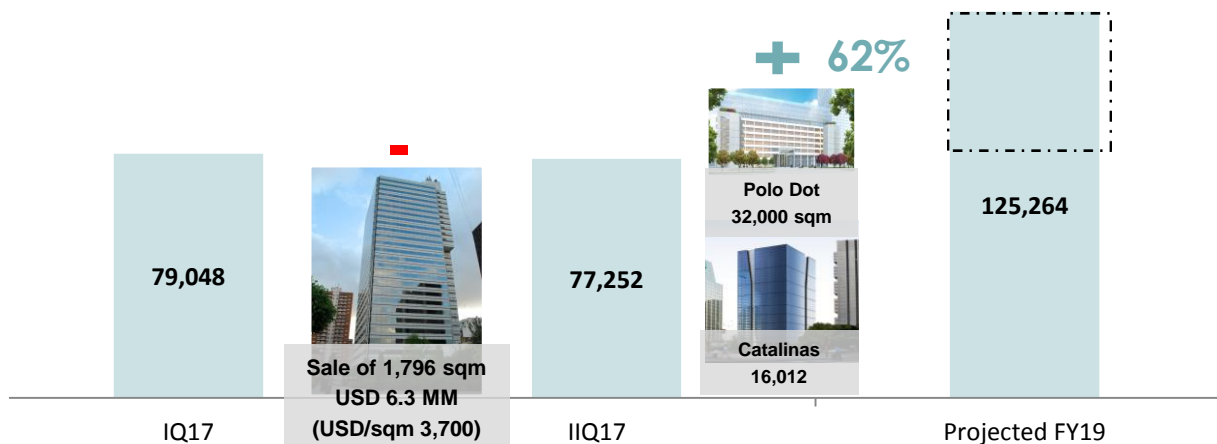
Sales (ARS)

Visitors

Offices – Leases USD/sqm/mth & Occupancy



Offices – Stock (sqm) & Market Share* (A+ BA City)



80% potential increase in EBITDA
(From USD 19.5 million to ~ USD 34 million)

Estimated **Market Share: 12%**

**Soleil Premium
OUTLET**

New Tenant NIKE



Expansion of 1,100 sqm of GLA

Capex: ~ ARS 24 million

Start of construction: June 2016

Estimated Opening: March 2017

New Tenant: Nike

PatioBullrich
Buenos Aires

New Tenant GOURMAND – 270 sqm GLA

Opened on December 2016

**New
concept**





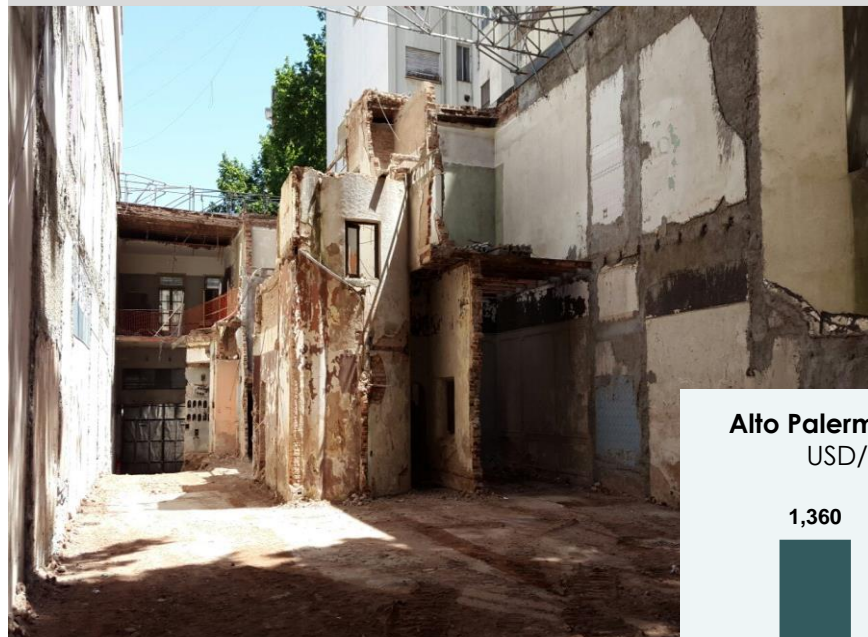
Alto Palermo Expansion Project (Palermo – BA City)

Food Court Moving to 3rd level & restyling

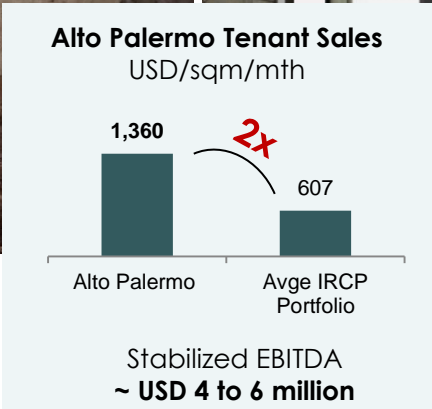
~ 4,000 sqm new GLA

~ USD 28.5 million investment

Construction Works (Current Picture)



Fully developed (future picture)



Polo Dot Office Building (North Area – BA City)

“The first Office Park in Buenos Aires”

~ 32,000 sqm GLA

~ ARS 1,000 million

Construction Works (Current Picture)



75% of the building already leased

Fully developed (future picture)

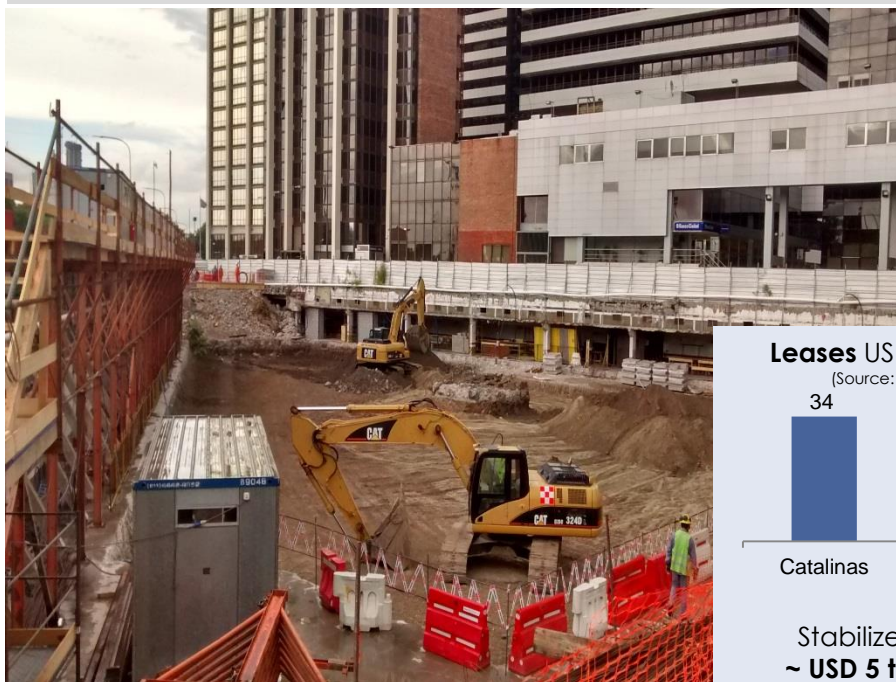


Stabilized EBITDA: ~ USD 8 – 10 million

Catalinas Office Building (BA City)

~ 35,000 sqm GLA (16,012 sqm owned by IRSA CP)
~ USD 101 million total investment (45% made by IRSA CP)

Construction Works (Current Picture)



Fully developed (future picture)



Est. Opening
FY2020

Leases USD/sqm/mth

(Source: L.J Ramos)

34

30

Catalinas

Avg A+ BA Market

Stabilized EBITDA
~ USD 5 to 7 million

Astor Palermo



Astor Palermo / Palermo, Buenos Aires / 14,763 sqm

On Dec-30, IRCP received from barter agreement with TGLT:

- 36 residential units (2,413 sqm)
(5 under sale execution)
- 32 residential parking lots
- 171 commercial parking lots

**Market Value ~ USD 17 million
(~ 8.3x Book value)**

Strong gains to be recognized with the deed

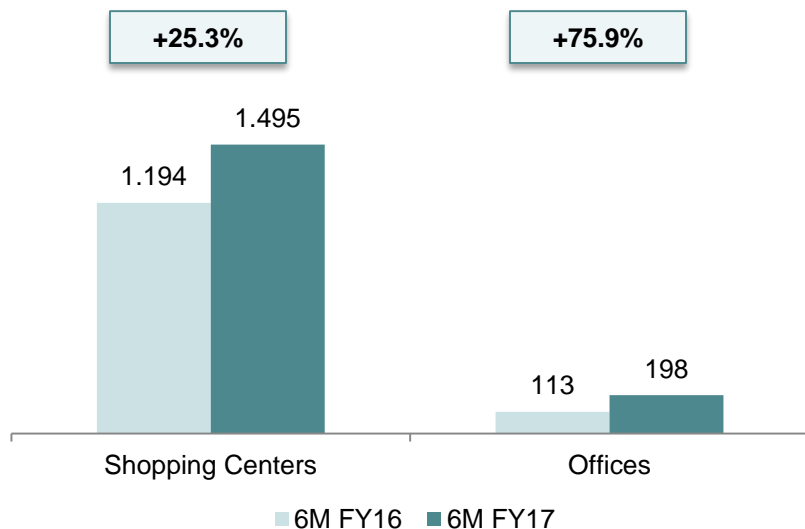


The Company has changed its management, strategy and business model

- **The two main investors (Nasper & Tiger) have left the investment** due to losses they had in similar operations abroad.
- On Jan-17, **Avenida issued new capital for USD 3.8 million**, in which IRCP and other new investors participated.
- **IRCP invested USD 460,000** and **capitalized a loan** held with Avenida for **USD 229,515** increasing its stake to **17.3%**.
- **IRCP holds a warrant** to purchase 3,976,225 additional preferred shares at a price of USD 0.10 per share. Fully diluted stake: 25%.

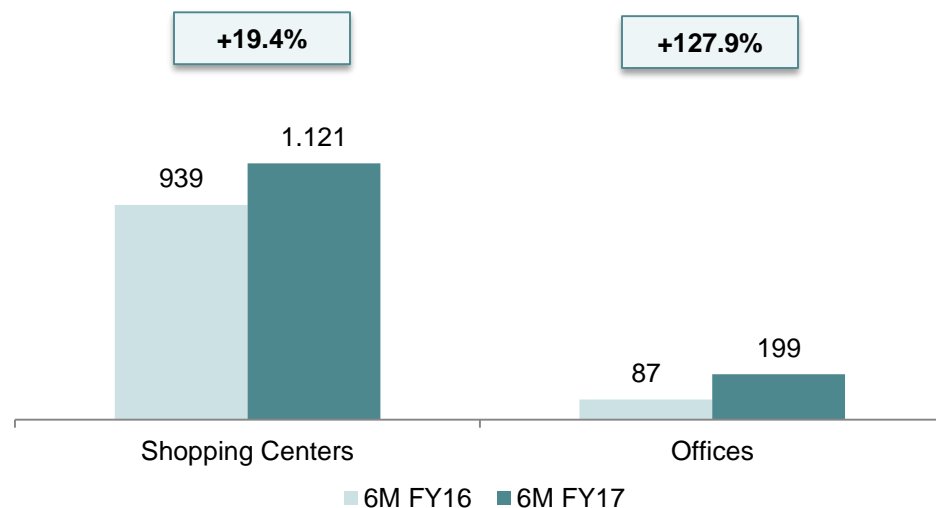
Revenues by Segment

(ARS million)



EBITDA by Segment

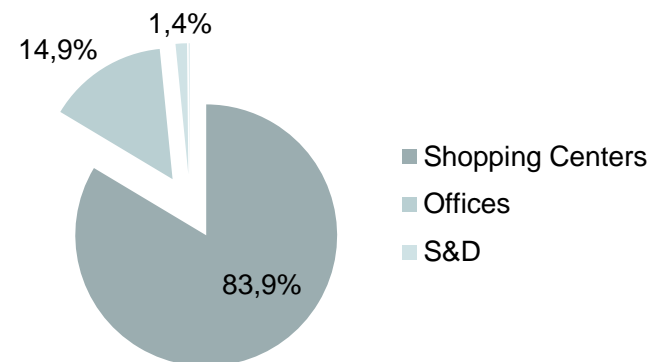
ARS million



EBITDA Margin by Segment - %

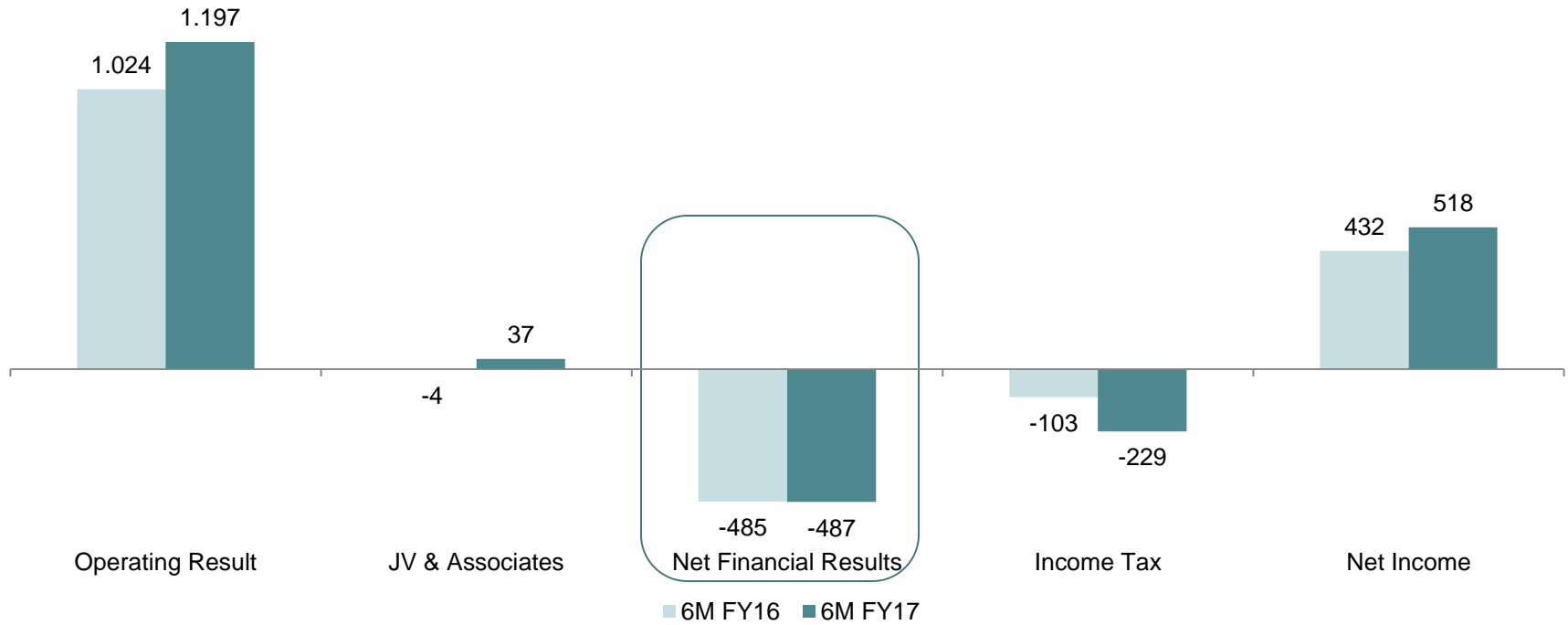
	Shoppings	Offices
6M17	75.0%	78.3% ^(*)
6M16	78.7%	77.6%
var YoY	-3.7 pp	0.7pp

EBITDA Breakdown^(*)



^(*) Excludes the ARS 44 million gain resulting from the business combination Entertainment Holding S.A, which is indirect holder of 35% of La Rural S.A.

Consolidated Financial Results 6M FY17 (in MM)

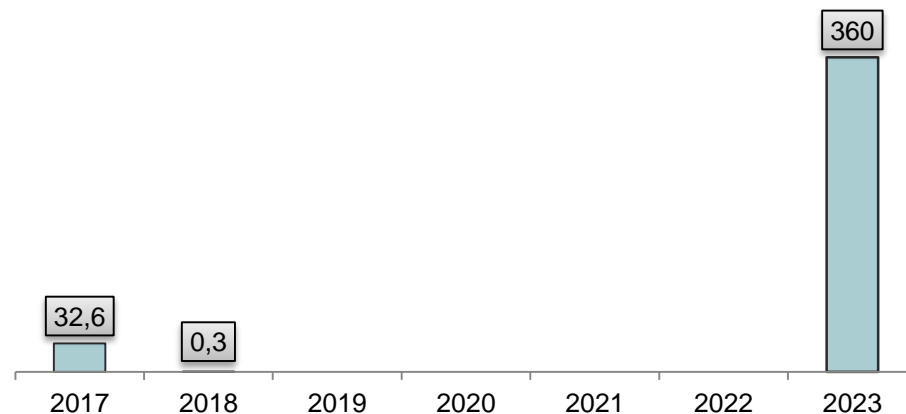


Main impacts (ARS MM)	6M16	6M17
Net Financial Costs	-219	-244
Net FX	-1,173	-275
Gain for Derivative Instruments	822	47
Other FV of financial assets	119	3

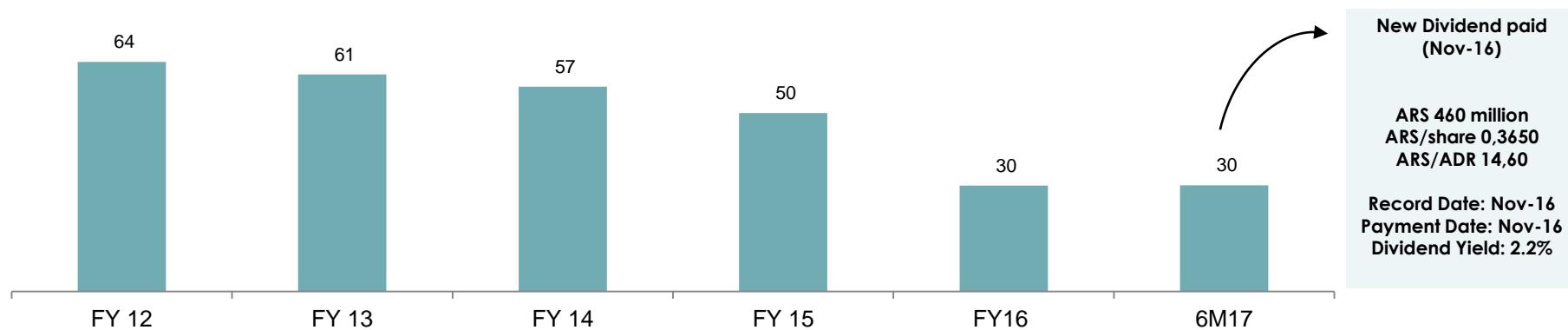
Debt Description (USD million)

Description	Issue Currency	Outstanding Amount (US\$ million)	Rate	Maturity
Series II Notes due 2023 (int.)	US\$	360.0	8.75%	mar-23
Short-term debt	ARS	7.0	Variable	< 365 days
ON IRCP Class I	ARS	25.6	26.5%/ Badlar+400bps	may-17
Other Loans		0.3	-	-
Total IRSA CP's Debt		392.9		
IRSA CP's Net Debt		199.7¹		
Net Debt/EBITDA LTM		1.3x		

Current Debt Amortization schedule (USD million)



Dividend Evolution (USD million)



Notes
1. Net Debt less cash & equivalents, short-term financial current investments, a loan with a subsidiary of IRSA.

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Cautionary Statement

Investing in all equities, including natural resources and real estate-related equities, carries risks which should be taken into consideration when making an investment.

This institutional presentation contains statements that constitute forward-looking statements, in that they include statements regarding the intent, belief or current expectations of our directors and officers with respect to our future operating performance. You should be aware that any such forward looking statements are no guarantees of future performance and may involve risks and uncertainties, and that actual results may differ materially and adversely from those set forth in this presentation. We undertake no obligation to release publicly any revisions to such forward-looking statements to reflect later events or circumstances or to reflect the occurrence of unanticipated events.

Additional information concerning factors that could cause actual results to differ materially from those in the forward-looking statements can be found in the companies' Forms 20-F for Fiscal Year 2016 ended June 30, 2016, which are available for you in our web sites.