



PROPIEDADES
COMERCIALES

IQ 2017 Conference Call

November 14, 2016

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



Financial Consolidated Results IQ17

- o Revenues: **ARS 775.7 million (+30.1% vs. IQ16)**
- o EBITDA*: **ARS 561.6 million** (-7.6% vs. IQ16). Excluding sales of investment properties, EBITDA grew by **24.2%**.
- o Net Income: **Gain of ARS 97.6 million** (vs. ARS 111.1 million in IQ16)

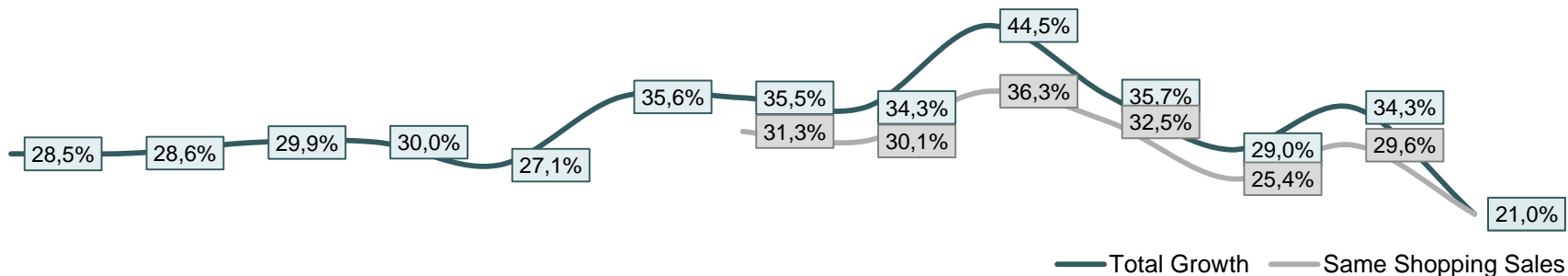
Operating Results FY16

- o Malls' Tenant Sales grew by 21.0% in IQ17 compared to IQ16, below inflation
- o Good results coming from the office segment due to devaluation and positive outlook for A+ office market in BA
- o Occupancy stood at very high levels: **98.4%** in shopping malls & **100.0%** in offices

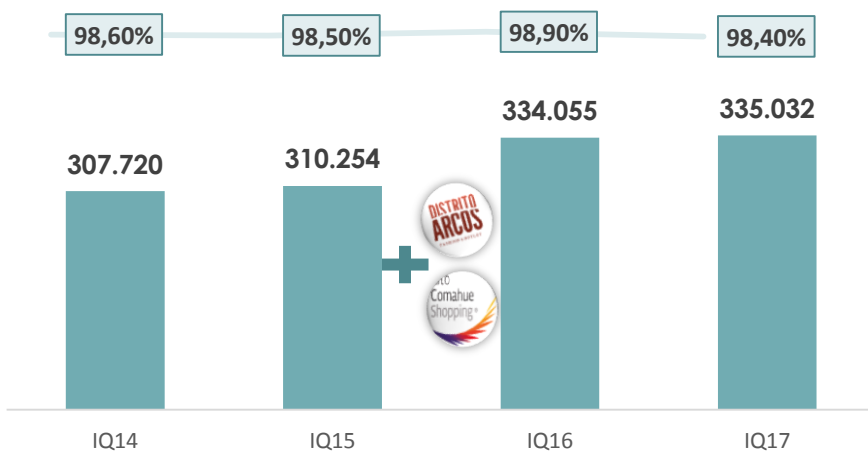
Relevant Events for the period and Subsequent Events

- o 3 projects launched: **Polo Dot, Catalinas & Alto Palermo Expansion**. Our rental GLA will increase by **12%** to **464,000 sqm**
- o Sale of **1,702 sqm** of **Intercontinental Plaza** Office building for **USD 6,3 million (USD/sqm 3.700)**
- o Announcement of **cash dividend** payment of **ARS 460 million** (ARS/share 0.3650 & ARS/ADR 14.6015)

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



Shopping Centers – Stock & Occupancy %



Summary Main Figures (IQ 2017)

Stock (sqm)



Occupancy



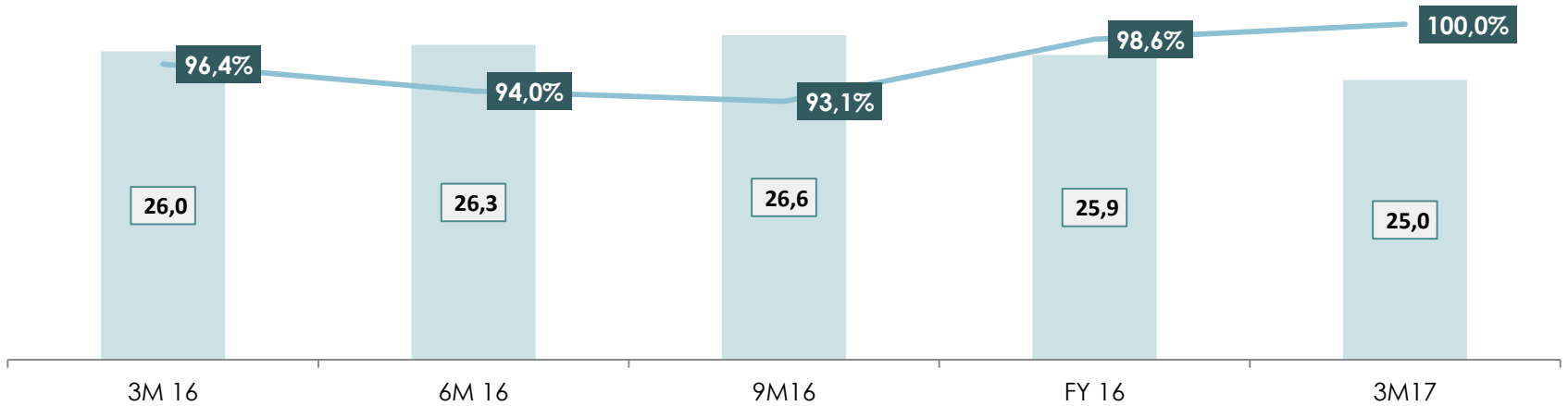
Sales (ARS)



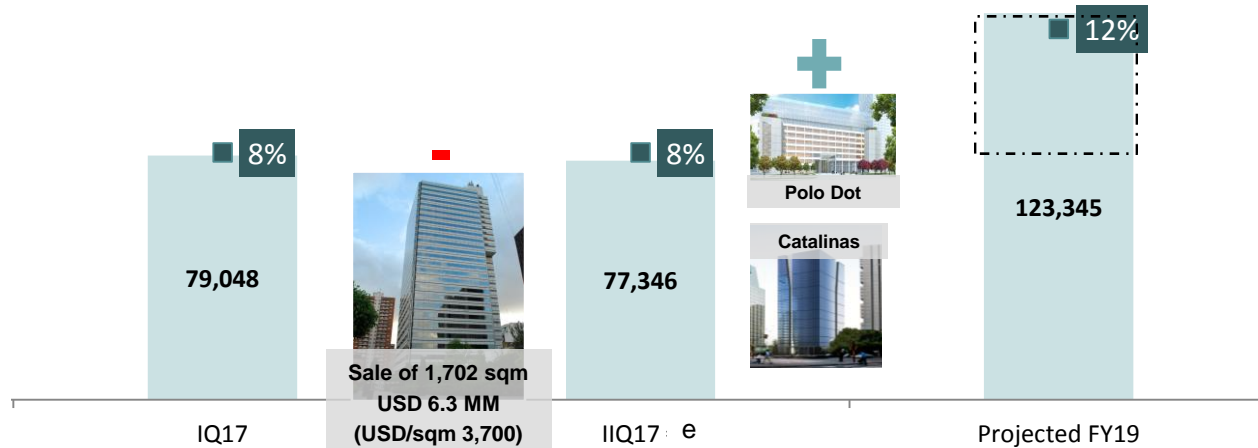
Visitors



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)

* Source: LJ Ramos

Soleil Premium OUTLET

New Tenant NIKE



- Expansion of 920 sqm of GLA
- Capex: ~ ARS 24 million
- Start of construction: June 2016
- Development Period: 9 month
- New Tenant: Nike

DISTRITO ARCOS
PREMIUM OUTLET

100% developed



- Expansion of 3,600 sqm of GLA
- Capex: ~ ARS 63 million
- Agreements signed: 100%
- New Tenants:

- | | | |
|-----------------|---|--------------|
| ○ Adidas | ✓ | Open |
| ○ Akiabara | ✓ | Open |
| ○ Farmacity | | To open soon |
| ○ Megatlon | | To Open soon |
| ○ Wendys | ✓ | Open |
| ○ La Trastienda | | To open soon |

Capex 2017 (start of construction): Alto Palermo Expansion

Alto Palermo Expansion Project (Palermo – BA City)

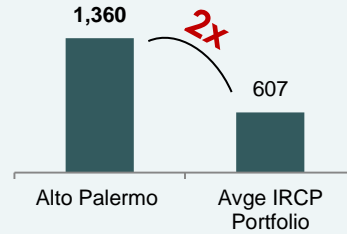
Food Court Moving to 3rd level & restyling

~ 4,000 sqm new GLA

~ USD 25 million investment

Tenant Sales FY16

USD/sqm/mth



Stabilized EBITDA
~ USD 6 to 8 million

Est.
Opening

FY2019



Polo Dot Office Building (North Area – BA City)

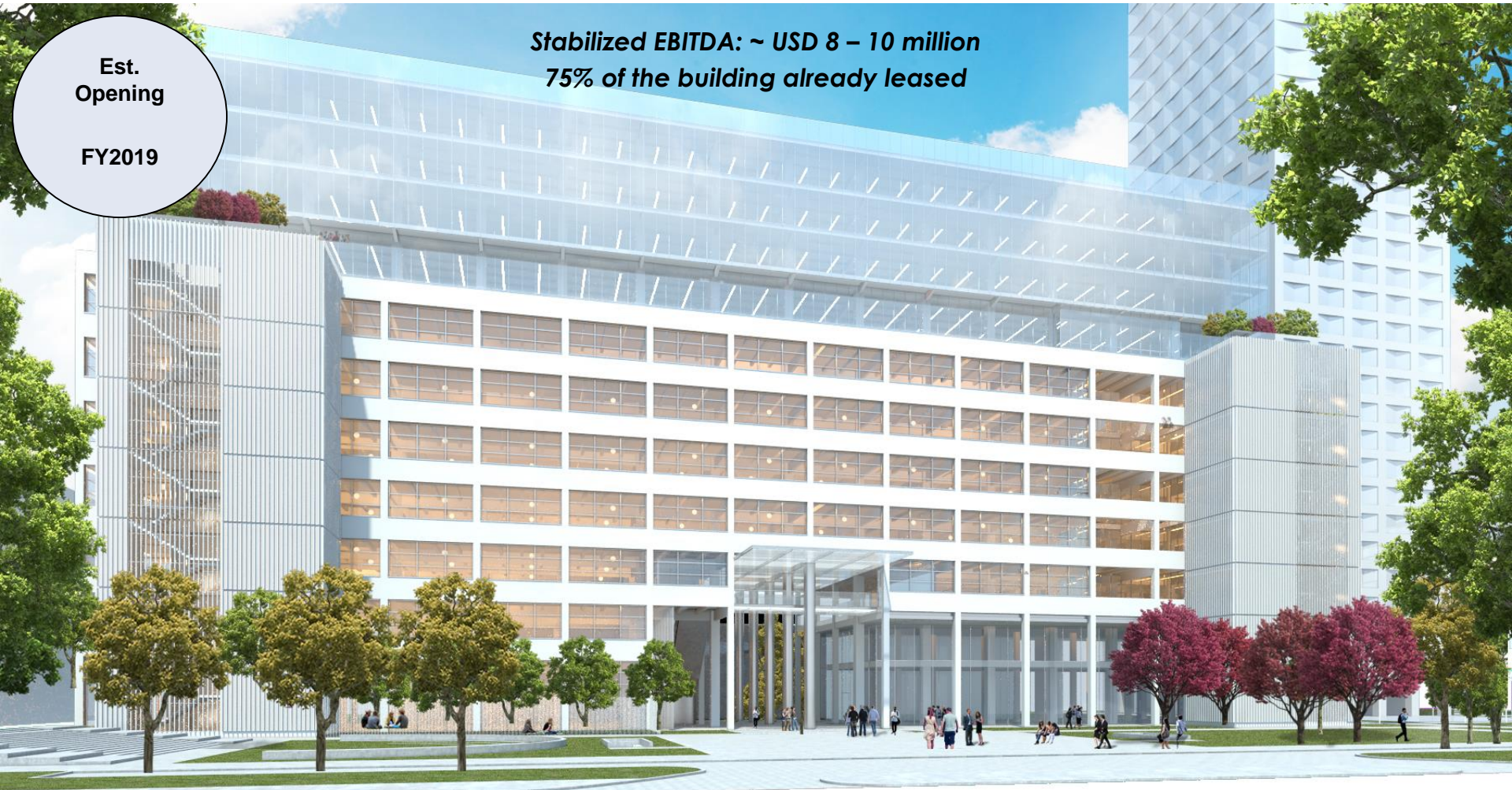
~ 30,000 sqm GLA

~ USD 55 million investment

Est.
Opening

FY2019

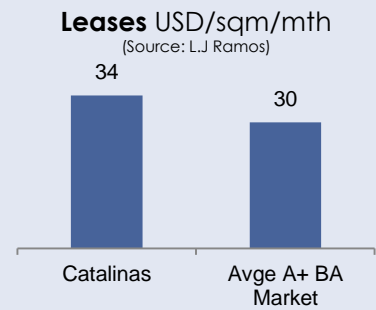
*Stabilized EBITDA: ~ USD 8 – 10 million
75% of the building already leased*



Capex 2017 (start of construction): “Catalinas” Office Project

Catalinas Office Building (BA City)

~ 35,000 sqm GLA (16,012 sqm owned by IRSA CP)
~ USD 100 million total investment (45% made by IRSA CP)



Stabilized EBITDA
~ USD 6 to 8 million

Est. Opening
FY2020



Acquisition of an additional indirect stake in La Rural S.A

La Rural S.A. has the right to use and manage **the Convention Center** located in Palermo, known as **“Predio Ferial”**

Indirect stake increased from **25% to 35%**

Acquisition Price: **ARS 53 million**

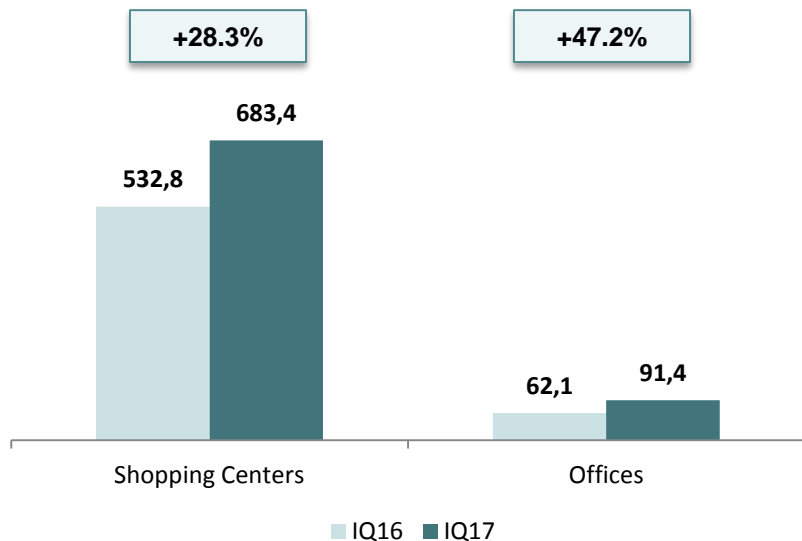
The diagram shows the ownership structure of La Rural S.A. IRSA CP holds 70% of Entertainment Holding, which in turn holds 50% of La Rural S.A. SRA also holds 50% of La Rural S.A.

“La Rural” Plot of Land

- **Location:** Palermo, BA City
- **Concept:** Commercial Real Estate
Synergies with our Shopping Center portfolio
- **Total Area:** 16 hectares

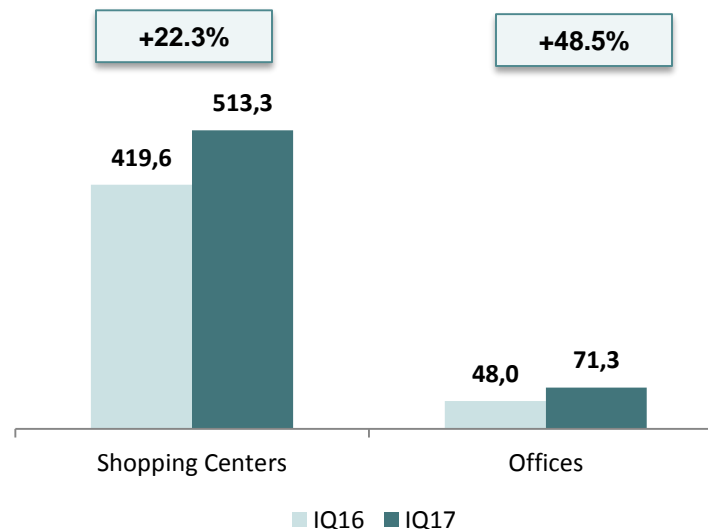
Revenues by Segment

(ARS million)



EBITDA(*) by Segment

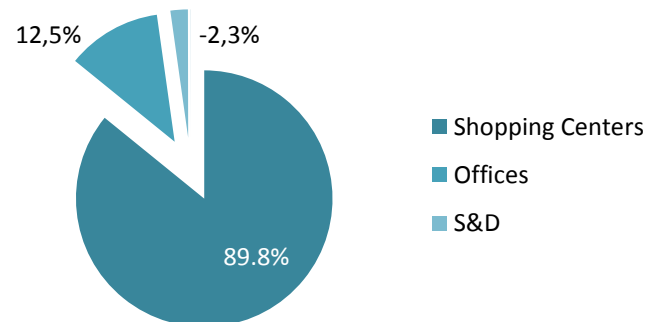
ARS million



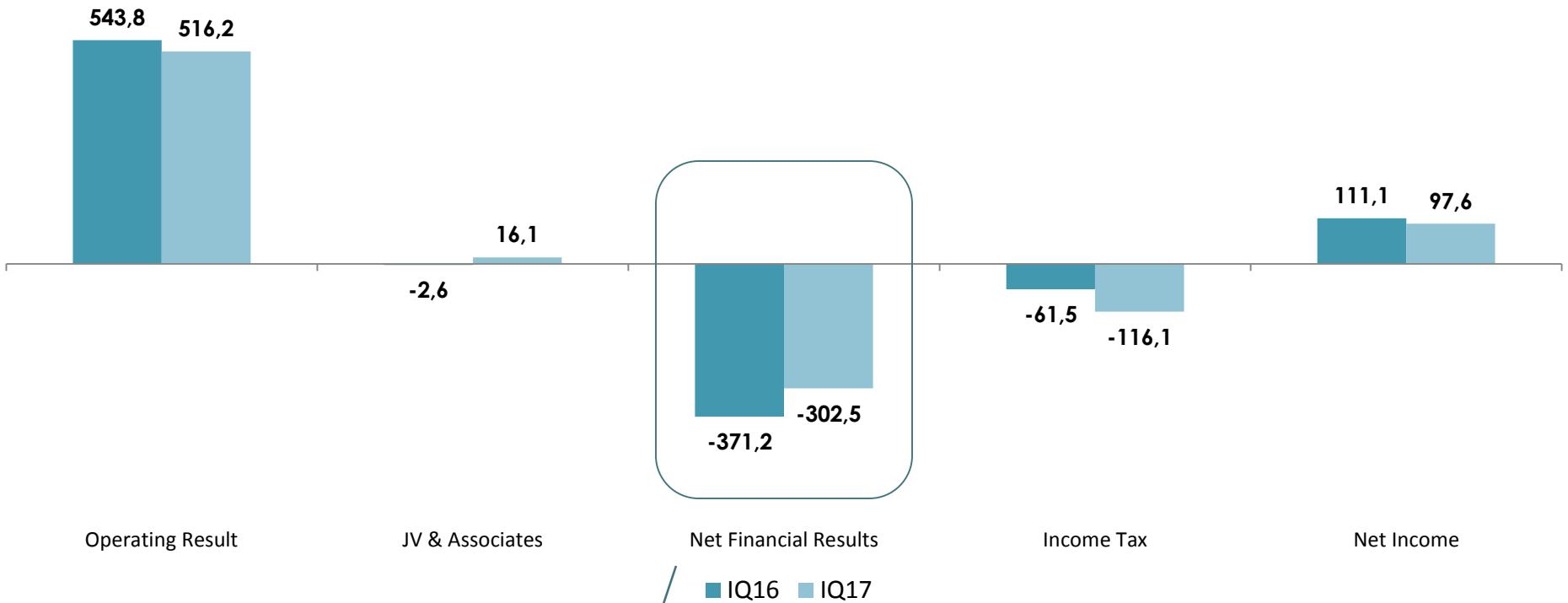
EBITDA Margin by Segment - %

	Shoppings*	Offices*
IQ17	75.1%	78.0%
IQ16	78.8%	77.3%
var YoY	-3.6 pp	0.7pp

EBITDA Breakdown(*)



*EBITDA = Operating Income + D&A, excluding transference of assets taxes

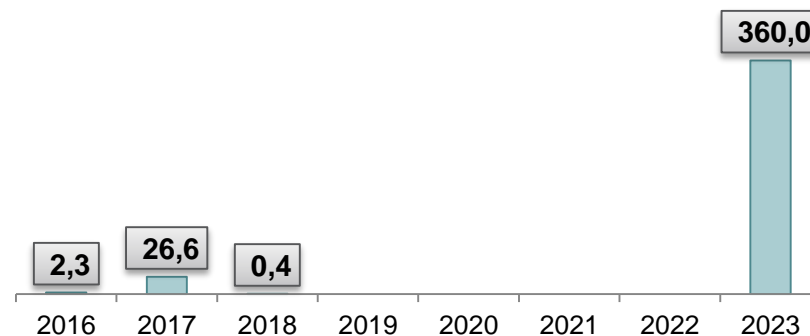


Main Losses (ARS MM)	IQ16	IQ17
Net Financial Costs	87	118
Net FX	106	86
Other FV of financial assets	160	83

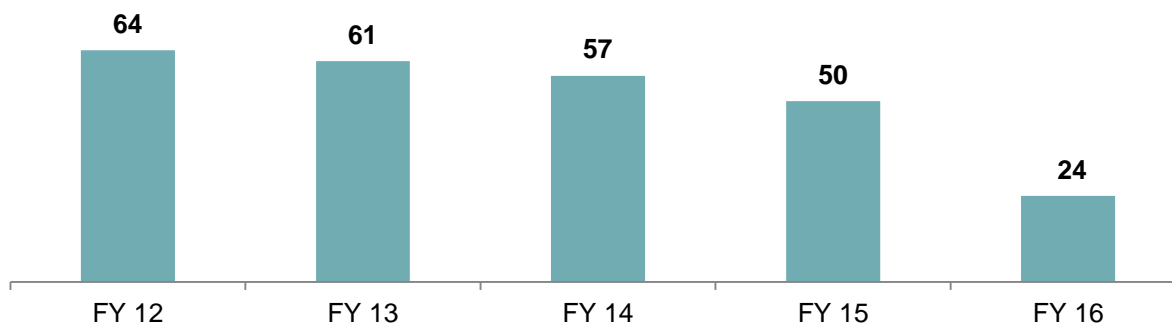
Debt Description (USD million)

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	2.2	Variable	< 365 days
ON IRCP Class I	ARS	26.6	26.5%/Badlar+400bps	may-17
Other Loans		0.5	-	-
Total IRSA CP's Debt		389.3		
IRSA CP's Net Debt		194.8¹		
Net Debt/EBITDA LTM		1.3x		

Current Debt Amortization schedule (USD million)



Dividend Evolution (USD million)



New Dividend announced (Nov-16)

ARS 460 million
ARS/share 0,3650
ARS/ADR 14,60

Record Date: Nov-16
Payment Date: Nov-17
Dividend Yield: 2.2%

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.