IRSA PROPIEDADES COMERCIALES S.A.

Annual Report

for the fiscal years

started on July 1, 2017, 2016 and 2015

and ended on June 30, 2018, 2017 and 2016

IRSA PROPIEDADES COMERCIALES S.A.
Annual Report

1. Corporate Profile

We are one of the largest owners, developers and operators of shopping malls, offices and other commercial properties in Argentina in terms of gross leaseable area and number of rental properties according to data published by the Argentine Chamber of Shopping Malls. Our common shares are listed on Bolsas y Mercados Argentinos S.A., or ByMA, under the ticker "IRCP", and our ADSs are listed on Nasdaq under the ticker "IRCP".

We own 16 shopping malls of which we manage 15, with an aggregate 344,025 square meters of Gross Leaseable Area as of the closing of fiscal year 2018. Moreover, the Company owns 83,213 square meters in 7 premium office buildings and has a large reserve of land for future commercial developments. We are operators and owners of majority stakes in 14 of our shopping malls in Argentina, seven of which are located in the City of Buenos Aires (Abasto, Alcorta Shopping, Alto Palermo, Patio Bullrich, Buenos Aires Design, Dot Baires Shopping and Distrito Arcos), two in the Greater Buenos Aires area (Alto Avellaneda and Soleil), and the rest in various provinces (Alto Noa in the City of Salta, Alto Rosario in the City of Rosario, Mendoza Plaza in the City of Mendoza, Córdoba Shopping Villa Cabrera in the City of Córdoba, and Alto Comahue in the City of Neuquén). In addition, IRSA Propiedades Comerciales operates La Ribera Shopping in the City of Santa Fe through a joint venture, and owns the historic real estate that hosts the Patio Olmos shopping mall in the Province of Córdoba, which is operated by a third party.

IRSA CP was organized in 1889 under the name "Sociedad Anónima Mercado de Abasto Proveedor (SAMAP)," and, until 1984, we led the main fresh produce market in the City of Buenos Aires. Our most important asset during that period was the historic Mercado de Abasto building which served as the location of the market from 1889 to 1984, when we largely ceased its operations.

Since the date the Company was acquired by IRSA Inversiones y Representaciones Sociedad Anónima ("IRSA"), in 1994, we have grown through a series of acquisitions and development projects that ended in a corporate reorganization from which our current corporate name and organization structure derive. In December 2014, we acquired from our parent IRSA a portfolio consisting of 5 office buildings and became the leading commercial real estate company in Argentina. As a result, we changed our corporate name to IRSA Propiedades Comerciales S.A. As of June 30, 2018, our main shareholder is IRSA with 86.34% of our capital stock.

Business Strategy

As we are a company engaged in acquisition, development and management of commercial properties, including shopping malls and offices and other rental properties in Argentina, we seek (i) to generate stable cash flows derived from operation of our rental properties and (ii) to increase the long-term value of our real estate assets. We seek to fulfill these objectives and maintain our leadership in our markets mainly by implementing the following strategies:

Investment Strategy

We seek to satisfy unmet demand for shopping venues in urban centers in Argentina while striving to enhance the shopping experience of our tenants' customers. In addition, we look to benefit from unsatisfied demand for premium office buildings in the City of Buenos Aires. We intend to achieve these objectives by implementing the following strategies:

- **Selectively acquire and develop shopping malls**. We seek to develop new shopping malls with different business formats in urban areas that are either densely populated or that display appealing growth prospects, including the Buenos Aires metropolitan area, some provincial cities in Argentina and possibly in certain locations abroad. An example is our acquisition in 2010 of the first shopping mall ever to operate in Argentina, Soleil Factory, which we converted into the first premium outlet mall in the country. In 2014, we developed the first premium outlet mall in the City of Buenos Aires, an open space mall in the Palermo neighborhood called Distrito Arcos. Our company was a pioneer in the premium outlet mall segment, which had not been exploited in the country while also diversifying its portfolio that targets different and evolving consumer styles and profiles. Both malls have been great successes in terms of sales and visitors. Our strategically located land reserves position us to develop new shopping malls in areas we believe enable our malls to target consumers with attractive demographics. Furthermore, we seek to selectively acquire shopping malls that we believe can benefit from our know-how, tenant relationships, centralized management and leasing strategies, thereby enabling us to enter new markets and generate synergies within our existing portfolio.
- **Acquire and develop premium office buildings.** After the economic crisis in Argentina in 2001 and 2002, investment in premium office buildings has been limited. As a result, we believe there is a significant unmet demand for such properties, mainly in the City of Buenos Aires. We look for a premium corporate tenant base and seek to purchase and develop premium office buildings in commercial districts that are strategically located in the City of Buenos Aires and other attractive locations as part of our strategy to become the leading property owner and manager of premium office buildings in Argentina.
- **Continue to improve our properties.** We consistently look for ways to improve our properties and make them more attractive for our tenants and their customers. For example, we have invested in the expansion of Alto Palermo Shopping and are re-styling the food courts at Alcorta Shopping and Patio Bullrich Shopping. In addition, we added technological improvements in our shopping malls such as automatic lights indicating parking space availability and automated parking payment in order to simplify and enhance the shopping experience of our tenants' customers. We also continually look for ways to increase our lease renewal rates by collaborating with our tenants to improve the functionality of their leased space.
- **Develop ancillary projects that complement our business.** We seek to develop real estate projects that complement our shopping mall operations, both commercial and residential, taking advantage of the positive impact that our commercial developments generate on the value of the properties and taking advantage of the flow of clients for the projects we operate. As an example we can mention the case of the development of the offices in Polo Dot, which are located within the same complex as our Dot Baires shopping center, the land swaps carried out in Córdoba, Rosario and Abasto or the recent acquisitions of mixed-use properties in places of great potential such as La Plata (Buenos Aires).

Operational Strategy

Our main operational goal is to maximize the profitability of our shopping malls and commercial properties. We aspire to attain this goal by implementing the following operational strategies:

- **Strengthen and consolidate the relationship with our tenants.** It is essential to our continued success to keep a strong relationship with our tenants. We seek to maintain business relationships with over 1,000 companies and retail brands that comprise our group of tenants in our shopping malls. We carry out periodic improvement works at our shopping malls so that they remain modern and attractive and that we can offer to the customers a superior shopping experience, while maintaining, in turn, competitive occupancy costs for our tenants. In addition, we seek to offer a wide range of products and services, including advice and administrative and marketing activities to optimize and simplify their operations.
- **Seek an optimal mix of tenants and attractive lease conditions.** We endeavor to maintain high occupancy rates at our shopping malls by leasing to a diversified mix of credit-worthy tenants with renowned brands and solid reputations, which enable us to achieve stable and attractive rental income per square meter. We follow a

similar strategy for tenant mix in our office properties, where the credit-worthiness of our corporate clients is critical to maintaining solid and stable cash-flows.

- **Improve brand awareness and consumer/tenant loyalty.** We strive to improve brand recognition and consumers' and tenants' loyalty in our shopping malls with expansive marketing campaigns, including advertising campaigns, promotional events and different marketing initiatives aimed at highlighting our premium shopping experience tailored to the preferences of end-consumers of our shopping malls. We also seek to improve tenant and consumer loyalty by adding value to our properties through high-quality entertainment and food court offerings aimed at increasing shoppers' visit frequency and duration.
- **Improve operating margins.** We seek to benefit from our economies of scale in order to profit from cost savings and improve our operating margins.

2. Letter to Shareholders

Dear Shareholders,

We have ended a new fiscal year, and we are much satisfied with the results achieved despite a last quarter of exchange volatility in Argentina. We added approximately 3,000 square meters (sqm) of gross leaseable area by carrying out expansion works at our shopping malls, we made progress in the development of the commercial projects launched at the beginning of the year, we acquired attractive real estate assets for our portfolio, we sold certain office floors for very competitive prices, and we obtained very good operating and financial results that allowed us to distribute dividends to our shareholders for Ps. 680 million.

In operating terms, tenant sales in shopping malls grew by 25.3% in the year, and occupancy remained at optimum levels of 98.5% while our Premium office portfolio reached an average monthly rental price of approximately USD 26.1 per sqm, and reduced its occupancy rate to 92.3% due to the incorporation of Philips buildings, acquired on June 2017, occupied at 69.8%.

Adjusted EBITDA for fiscal year 2018, excluding the impact of the revaluation of our investment properties at fair value, reached Ps. 3.2 billion, 21.7% higher than in 2017, whereas profit for the year was Ps.15.7 billion.

During this year we grew in terms of acquisitions and new commercial developments. In shopping malls, we have expanded in approximately 3,000 sqm of GLA, from an expansion of our shopping of the south of Buenos Aires, Alto Avellaneda and an expansion of Alto Rosario, where a big Zara store have recently opened. In Offices, we advanced in progress in the office projects under development “Polo Dot” and “Catalinas” and we took possession in January of this year of “Philips” office building that adjoins our DOT commercial complex. The building has an estimated constructed area of 8,000 sqm and an additional construction capacity of 20,000 sqm. The future project consists in integrating this building to “Polo Dot” complex under development, recycling it and repositioning it as a top-quality building.

On March of this year, we have acquired a plot of land of 78,000 sqm in La Plata district, BA province for a total amount of USD 7.5 million and in July 2018, after the end of the fiscal year, we acquired “Maltería Hudson” property with a surface of 147,895 sqm and 40,000 sqm built in Hudson City (Greater Buenos Aires) for USD 7.0 million. The purpose of both acquisitions is the future development of mixed-use projects, given that the properties have the characteristics of location and scale suitable for real estate developments in districts with great potential.

A great event of this exercise has been the strategic agreement signed with Microsoft whose main objective is to enhance the experience of customers in our shopping malls and buildings. You can pay from the mobile phone without queuing, reserve parking spaces in advance and other benefits that will be added, integrating the latest technological trends for a more personalized shopping experience. Also, during the fiscal year, we ended the implementation of the first stage of SAP Real Estate, a system that will support the process of managing tenant contracts. This system is integrated into our SAP ERP natively, improving integration, control and efficiency.

During the next fiscal year, we will add approximately 17,000 sqm from current malls’ expansions. We will complete the expansion of Alto Rosario shopping mall with 2,000 additional sqm, we will add 6 movie theatres in Alto Comahue of 2,200 sqm and we will open a 12,765 sqm Sodimac store in Mendoza Plaza Shopping while expanding its Falabella store. Likewise, we plan to launch the work to extend the third level of our largest shopping mall in terms of sales and rent per sqm, Alto Palermo Shopping, adding approximately 4,000 sqm of GLA in fiscal year 2020. It is worth mentioning that in November 2018 expires the concession term of the Buenos Aires Design shopping mall and the company will deliver the 13,735 sqm of the property that in terms of tenant sales and revenues represents less than 2% of our portfolio.

Regarding offices under development, we will put into operation the "Polo Dot" office building with 32,000 sqm of GLA, located in the commercial complex adjacent to our shopping Dot Baires, which is already totally leased to high-level tenants as the e-commerce company "Mercado Libre" and retailer "Falabella". We have evidenced an important demand for Premium office spaces in this new commercial center and we are confident that we will be able to generate a quality enterprise similar to the ones made by the company in the past with attractive income levels and high occupancy. The second stage of the project consists of two office / hotel buildings that will add 38,400 sqm of GLA to the complex and the future expansion of the shopping center in approximately 15,000 sqm of GLA.

Moreover, we will make progress in the development of 35,468 sqm of GLA in the “Catalinas” building, located in one of the most sought-after spots for developing Premium offices in Argentina, in which IRSA CP owns 16,012 sqm comprising 14 floors and 142 parking spaces. As of June 30, 2018, work progress was 16%; and its opening is scheduled to take place in fiscal year 2020. The building will become an iconic landmark in the city and will also have LEED Certification, validating the best environmental practices in terms of operating standards.

In addition to the projects underway, the company has a large reserve of land for future commercial and office developments in Argentina in a context of an industry with high potential. We hope to have the economic, financial and governmental conditions to be able to execute our growth plan.

As concerns our other investments, we have increased this year our exposure to events and entertainment activities, which we believe could generate synergies with the shopping center business. Regarding our investment in La Rural S.A., it has integrated the joint venture which became awardee of the public tender process for the concession of the Exhibition and Convention Center of the City of Buenos Aires for a term of 15 years, and that it has already started its activities after the remodeling work carried out during the year. In this same line, in February of this year we acquired, indirectly, 60% of the shares of the company that operates the Directv Arena stadium located in Tortuguitas, Pilar (province of Buenos Aires) for the sum of USD 4.2 million. Directv Arena is a covered stadium with unique characteristics in Argentina destined to the realization of shows and events of first international level.

It is our objective to articulate the interests of business with the agenda of the communities where we operate, balancing the generation of economic, social and environmental value. During this year we carried out more than thirty actions and two volunteering programs as part of our CSR policy that is part of the Sustainable Development Goals (UN) of Inequality Reduction, Gender Equality, Water Care, Production and Consumption Responsible, Waste; Alliances to achieve the Objectives, Quality Education, Nondiscrimination, Value Chain, Sustainable Cities and Communities, Health and Wellbeing, Environmental Care, Climate Action and Volunteering. The main actions planned for 2019 are the "Regalá + Ayudá" campaign, through which more than ARS 1.5 million were donated in 2018, "Más Historias Que Inspiran", the campaign "Vos + Nosotros = Comunidad" and the construction of the third house together with the Habitat for Humanity Argentina Civil Association and volunteers from the company.

We expect that during the next period, IRSA Propiedades Comerciales will continue to consolidate as the leading commercial real estate company in Argentina, adding new properties and footage to its current portfolio and introducing new leading brands and innovative ideas so as to keep up our growth in Argentina by offering the best commercial proposals to our visitors –who totaled 110 million during this year- and adding more Premium spaces for our tenants. Given the financial position, the low level of debt and the track record capturing opportunities in the market, we are confident in the growth and consolidation of our portfolio.

With a future that presents challenges and opportunities, we believe that the commitment of our employees, the strength of our management and the confidence of our shareholders are going to be fundamental to continue growing and executing our business successfully.

To all of you, many thanks for your continued support and trust.

Daniel R. Elsztain
Regular Director

3. Fiscal Year Summary

Shopping Malls Segment

As of June 30, 2018, we owned a majority interest in, and operated, a portfolio of 16 shopping malls in Argentina, seven of which are located in the City of Buenos Aires (Abasto, Alcorta Shopping, Alto Palermo Shopping, Patio Bullrich, Buenos Aires Design, Dot Baires Shopping and Distrito Arcos), two are located in the greater Buenos Aires area (Alto Avellaneda and Soleil Premium Outlet), and the rest are located in different provinces of Argentina (Alto Noa in the City of Salta, Alto Rosario in the City of Rosario, Mendoza Plaza in the City of Mendoza, Córdoba Shopping Villa Cabrera and Patio Olmos (operated by a third party) in the City of Córdoba, La Ribera Shopping in Santa Fe (through a joint venture) and Alto Comahue in the City of Neuquén).

The shopping malls operated by us comprise a total of 344,025 square meters of GLA (excluding certain spaces occupied by hypermarkets which are not our tenants). Total tenant sales in our shopping malls, as reported by retailers, were Ps. 43,130 million for fiscal year 2018 and Ps. 34,428 million for fiscal year 2017, which implies an increase of 25.3%. Tenant sales at our shopping malls are relevant to our revenues and profitability because they are one of the factors that determine the amount of rent that we charge our tenants. They also affect the tenants' overall occupancy costs as a percentage of the tenant's sales.

The following table shows certain information about our shopping malls as of June 30, 2018:

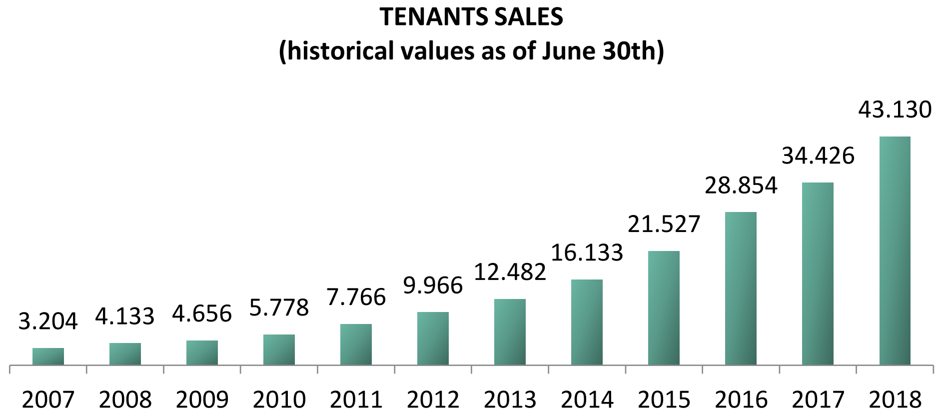
	Opening Date	Location	Gross Leaseable Area sqm (1)	Stores	Occupancy (2)	IRSA CP's Interest (3)
Alto Palermo	Dec-97	City of Buenos Aires	18,648	136	99.5%	100%
Abasto Shopping(4)	Nov-99	City of Buenos Aires	36,796	170	99.1%	100%
Alto Avellaneda	Dec-97	Province of Buenos Aires	38,422	132	98.9%	100%
Alcorta Shopping	Jun-97	City of Buenos Aires	15,746	114	99.8%	100%
Patio Bullrich	Oct-98	City of Buenos Aires	11,397	86	97.1%	100%
Buenos Aires Design	Nov-97	City of Buenos Aires	13,735	62	96.1%	53.68%
Dot Baires Shopping	May-09	City of Buenos Aires	49,407	157	99.5%	80%
Soleil	Jul-10	Province of Buenos Aires	15,214	79	97.7%	100%
Distrito Arcos (5)	Dec-14	City of Buenos Aires	14,169	68	99.7%	90.00%
Alto Noa Shopping	Mar-95	Salta	19,063	88	96.8%	100%
Alto Rosario Shopping(4)	Nov-04	Santa Fe	33,358	141	99.5%	100%
Mendoza Plaza Shopping	Dec-94	Mendoza	42,867	141	98.3%	100%
Córdoba Shopping	Dec-06	Córdoba	15,276	105	100.0%	100%
La Ribera Shopping	Aug-11	Santa Fe	10,530	68	94.9%	50%
Alto Comahue (6)	Mar-15	Neuquén	9,397	99	94.4%	99.95%
Patio Olmos(7)	Sep-07	Córdoba				
Total			**344,025**	**1,646**	**98.5%**	

(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 year.
(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) Opening December 18, 2014.
(6) Opening March 17, 2015.
(7) IRSA CP owns the historic building of the Patio Olmos shopping mall in the Province of Córdoba, operated by a third party.

Operating performance

At the end of fiscal year 2018, our tenants' sales in the shopping malls reached Ps. 43,130 million, posting an increase of 25.3% compared to the previous fiscal year.

Sales in the shopping malls located in the City of Buenos Aires and Greater Buenos Aires recorded year-on-year increases of 24.4%, up from Ps. 24,030 million to Ps. 29,904 million during fiscal year 2018, whereas shopping malls in the interior of Argentina increased about 27.2% in comparison with the previous fiscal year, from Ps. 10,398 million to Ps. 13,226 million during fiscal year 2018.



Tenant Retail Sales [1]

The following table sets forth the total approximate tenant retail sales in millions of Pesos at the shopping malls in which we had an interest for the fiscal years stated below:

(In millions of Ps.)	2018	2017	2016
Alto Palermo	5,034	4,169	3,499
Abasto Shopping	5,674	4,604	4,043
Alto Avellaneda	5,459	4,344	3,776
Alcorta Shopping	2,754	2,207	1,899
Patio Bullrich	1,526	1,236	1,061
Buenos Aires Design	701	537	414
Dot Baires Shopping	4,701	3,748	3,254
Soleil	2,224	1,726	1,282
Distrito Arcos [2]	1,831	1,455	962
Alto Noa Shopping	1,983	1,587	1,325
Alto Rosario Shopping	4,085	3,175	2,627
Mendoza Plaza Shopping	3,441	2,734	2,369
Córdoba Shopping	1,405	1,178	991
La Ribera Shopping	1,030	771	634
Alto Comahue [3]	1,282	955	718
Patio Olmos [4]			
Total sales	**43,130**	**34,426**	**28,854**

(1) Retail sales based upon information provided to us by retailers and prior owners. The amounts shown reflect 100% of the retail sales of each shopping mall, although in certain cases we own less than 100% of such shopping malls. Excludes sales from stands and spaces used for special exhibitions.
(2) Opening December 18, 2014.
(3) Opening March 17, 2015.
(4) IRSA CP owns the historic building of the Patio Olmos shopping mall in the province of Cordoba, operated by a third party.

Accumulated Sales per type of Business

(In millions of Ps.)	2018	2017	2016
Anchor Store	2,477	1,875	1,590
Clothes and footwear	22,499	18,463	15,156
Entertainment	1,332	1,178	1,021
Home and decoration	1,210	957	784
Home Appliances	5,321	4,064	3,861
Restaurants	4,746	3,671	2,723
Miscellaneous	5,089	3,963	3,368
Services	456	255	351
Total	**43,130**	**34,426**	**28,854**

The following table sets forth the occupancy rate expressed as a percentage of the gross leaseable area as of the dates stated at the end of the following fiscal years:

	2018	2017	2016
Abasto	99.1%	96.8%	99.8%
Alto Palermo	99.5%	99.3%	99.5%
Alto Avellaneda	98.9%	99.3%	100.0%
Alcorta Shopping	99.8%	98.1%	89.1%
Patio Bullrich	97.1%	97.6%	99.1%
Alto Noa	96.8%	99.4%	100.0%
Buenos Aires Design	96.1%	97.2%	95.7%
Mendoza Plaza	98.3%	97.1%	95.2%
Alto Rosario	99.5%	99.6%	100.0%
Córdoba Shopping Villa Cabrera	100.0%	98.1%	99.2%
Dot Baires Shopping	99.5%	99.9%	100.0%
Soleil Premium Outlet	97.7%	100.0%	100.0%
La Ribera Shopping	94.9%	97.6%	99.3%
Distrito Arcos	99.7%	100.0%	97.0%
Alto Comahue	94.4%	96.4%	96.6%
Patio Olmos (1)			
Total Percentage	**98.5%**	**98.5%**	**98.4%**

(1) IRSA CP owns the historic building of the Patio Olmos shopping mall in the province of Cordoba, operated by a third party.

Rental Price

The following table shows the annual average rental price per square meter for the fiscal years ended June 30, 2018, 2017 and 2016:(1)

	2018	2017	2016
Alto Palermo	32,831	26,765	21,819
Abasto	16,828	14,736	9,964
Alto Avellaneda	11,083	9,537	7,801
Alcorta Shopping	18,744	15,267	12,217
Patio Bullrich	14,831	12,399	10,473
Buenos Aires Design	4,776	4,077	3,403
Dot Baires Shopping	8,385	6,727	5,468
Soleil Premium Outlet	10,141	7,583	6,048
Distrito Arcos (2)	14,585	8,192	7,274
Alto Noa	5,822	4,644	3,977
Alto Rosario	5,332	7,772	6,299
Mendoza Plaza	6,875	3,458	2,952
Córdoba Shopping Villa Cabrera	7,098	5,682	4,512
La Ribera Shopping	3,444	2,814	2,222
Alto Comahue (3)	11,694	5,956	5,017
Patio Olmos (4)			

(1) Corresponds to consolidated annual accumulated rental prices according to the IFRS divided by gross leaseable square meters. Does not include revenues from Patio Olmos.
(2) Opening December 18, 2014.
(3) Opening March 17, 2015.
(4) IRSA CP owns the historic building of the Patio Olmos shopping mall in the province of Cordoba, operated by a third party.

Revenues from the Shopping Malls segment

Upon analyzing the composition of revenues from the shopping malls segment between 2018, 2017 and 2016 we note that proportions remain stable: revenues from leases ("VMA") represent approximately 55% of the segment's revenues and contingent lease, which is the lease contingent upon our tenants' sales, represents around 20% of the segment.

Breakdown of revenues as of June 30, 2018, 2017 and 2016

(thousands of Ps.)	2018	2017	% Change
Base rent	2,149,077	1,685,900	27.5%
Percentage rent	733,969	637,323	15.2%
Total rent	**2,883,046**	**2,323,223**	**24.1%**
Non-traditional advertising	99,273	63,001	57.6%
Revenues from admission rights	344,245	262,486	31.1%
Fees	58,781	47,697	23.2%
Parking	236,323	192,750	22.6%
Commissions	170,902	122,389	39.6%
Other	7,820	48,588	-84.3%
Total	**3,800,390**	**3,060,134**	**24.2%**

Accumulated Rental Income as of June 30, 2018, 2017 and 2016

(In thousands of Ps.)	2018	2017	2016
Abasto	619,216	542,219	403,231
Alto Palermo	612,231	507,048	413,815
Alto Avellaneda	425,835	343,930	279,949
Alcorta Shopping	295,145	238,355	193,959
Patio Bullrich	169,028	145,803	123,395
Alto Noa	110,981	88,515	75,724
Buenos Aires Design	65,593	55,837	47,160
Mendoza Plaza	294,709	148,239	124,118
Alto Rosario	177,865	247,190	189,337
Córdoba Shopping –Villa Cabrera	108,422	87,752	70,302
Dot Baires Shopping	414,271	332,970	271,411
Soleil Premium Outlet	154,281	115,468	84,615
La Ribera Shopping	36,263	28,293	21,884
Distrito Arcos (1)	206,659	120,351	81,252
Alto Comahue (2)	109,891	58,164	49,611
Patio Olmos (4)			
Total (3)	**3,800,390**	**3,060,134**	**2,429,763**

(1) Opening December 18, 2014.
(2) Opening March 17, 2015.
(3) It does not include revenues from Fibesa or Patio Olmos.
(4) IRSA CP owns the historic building of the Patio Olmos shopping mall in the province of Cordoba, operated by a third party.

Lease Expirations (1) (2)

The following table sets forth the schedule of estimated lease expirations for our shopping malls for leases in effect as of June 30, 2018, assuming that none of the tenants will exercise renewal options or terminate their leases earlier:

Agreements' Expiration	Number of Agreements (1)	Square meters to expire	Percentage to expire	Amount (Ps.) (3)	Percentage of Agreements
Vacant stores	48	5,255	1.5%		
2018	498	102,841	29.9%	557,637,192	28.9%
2019	404	81,323	23.6%	553,586,628	28.7%
2020	454	109,046	31.7%	527,474,220	27.4%
2021 and subsequent years	242	45,560	13.2%	289,070,172	15.0%
Total	**1,646**	**344,025**	**100.0%**	**1,927,768,212**	**100.0%**

(1) Includes vacant stores as of June 30, 2018. A lease may be associated to one or more stores.
(2) Does not reflect our ownership interest in each property.
(3) The amount expresses the annual base rent as of June 30, 2018 of agreements to expire.

Five largest tenants in the portfolio

The five largest tenants in our portfolio (in terms of sales) account for approximately 16% of the gross leaseable area and approximately 9.2% of the annual base rent for the fiscal year then ended.

The following table describes our portfolio's five largest tenants:

Tenant	Type of Business	Sales (%)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Falabella	Clothes and footwear	5.8	28,867	8.4
Zara	Clothes and footwear	5.5	9,891	2.9
Fravega	Home appliances	4.2	4,146	1.2
Garbarino	Home appliances	4.1	5,976	1.7
Nike	Clothes and footwear	2.8	6,715	2.0
Total		**22.4**	**55,595**	**16.2**

Detailed information about each of our shopping malls

Abasto, City of Buenos Aires

Abasto is a 170-store shopping mall located in downtown Buenos Aires with direct access from the *Carlos Gardel* subway station, six blocks from the Once railway terminal and near the highway to Ezeiza International Airport. Abasto opened on November 10, 1998. The main building is a landmark building that, between 1889 and 1984 was the primary fresh produce market for the City of Buenos Aires. Our Company converted the property into a 116,646 sqm shopping mall (including parking and common areas) with approximately 36,796 square meters of gross leaseable area (40,528 square meters if we consider Museo de los Niños). Abasto is the fourth largest shopping mall in Argentina in terms of gross leaseable area.

Abasto has a 26-restaurant food court, a 12-screen movie theatre complex seating approximately 3,100 people, covering a surface area of 8,021 sqm, entertainment area and *Museo de los Niños* with a surface area of 3,732.8 sqm (the latter is not included within the gross leaseable area). The shopping mall is distributed in five stories and includes a parking lot for 1,180 vehicles with a surface area of approximately 41,000 sqm.

Abasto's target clientele consists of middle-income individuals between the ages of 25 and 45 which we believe represent a significant portion of the population in this area of the City of Buenos Aires.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 5,674 million, representing sales per square meter for about Ps.154,198, 23.2% higher than sales recorded in fiscal year 2017. Total rental income increased from Ps. 363.3 million for fiscal year ended June 30, 2017 to Ps. 442.5 million for fiscal year ended June 30, 2018, which represents annual income per gross leaseable square meter of Ps. 9,881 in fiscal year 2017 and Ps. 12,027 in fiscal year 2018.

As of June 30, 2018, Abasto Shopping's occupancy rate was 99.1%.

Tenant mix of Abasto (1)

The following table sets forth the mix of tenants by types of businesses in Abasto:

Type of Business	Tenants Sales (In thousands of Ps.)	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Clothes and Footwear	3,089,267	54.4%	15,877	43.1%
Entertainment	289,295	5.1%	11,559	31.4%
Restaurant	758,951	13.4%	3,033	8.2%
Home Appliances	888,587	15.7%	3,012	8.2%
Miscellaneous	543,491	9.6%	2,346	6.4%
Home and decoration	79,415	1.4%	583	1.6%
Services	25,017	0.4%	386	1.0%
Total	**5,674,023**	**100%**	**36,796**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Abasto

The following table sets forth certain information relating to the revenues from Abasto for the fiscal years indicated.

(In thousands of Ps.)	2018	2017	2016
Base rent	351,002	276,326	205,899
Percentage rent	91,540	87,248	84,115
Total rent	**442,542**	**363,574**	**290,014**
Non-traditional advertising	15,606	11,491	9,329
Revenues from admission rights	64,799	49,426	38,561
Fees	8,551	6,989	5,532
Parking	57,338	48,591	40,117
Commissions	29,574	22,509	19,088
Other	806	39,639	590
Total	**619,216**	**542,219**	**403,231**

Alto Palermo, City of Buenos Aires

Alto Palermo is a 136-store shopping mall that opened in 1990 in a well-known middle class and densely populated neighborhood named Palermo in the City of Buenos Aires. Alto Palermo is located at the intersection of Santa Fe and Coronel Díaz avenues, only a few minutes from downtown Buenos Aires with nearby access from the Bulnes subway station. Alto Palermo has a total constructed area of 65,029 square meters (including parking) that consists of 18,648 square meters of gross leaseable area. Alto Palermo has an entertainment center and a food court with 16 restaurants. Alto Palermo is spread out over four levels and has a 642-car pay parking lot of approximately 30,000 square meters. Alto Palermo's targeted clientele consists of middle-income individuals between the ages of 28 and 40.

During the fiscal year ended on June 30, 2018, the public visiting the shopping mall generated nominal retail sales totaling approximately Ps. 5,034 million, 19.2% above a turnover in the same period of fiscal year 2017. Sales per square meter reached Ps. 269,953. Total rental income increased from Ps. 369.2 million for fiscal year ended June 30, 2017 to Ps. 428.7 million for fiscal year ended June 30, 2018, which represents annual revenues per gross leaseable square meter of Ps. 22,992 in fiscal year 2018 and Ps. 19,490.7 in fiscal year 2017.

As of June 30, 2018, Alto Palermo's occupancy rate was 99.5%.

Tenant Mix of Alto Palermo (1)

The following table sets forth the mix of tenants by the types of businesses in Alto Palermo:

Type of Business	Tenants Sales (In thousands of Ps.)	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Clothes and footwear	3,382,226	67.2%	11,284	60.5%
Restaurant	515504	10.2%	2,847	15.3%
Services	122365	2.4%	1,584	8.5%
Miscellaneous	588370	11.7%	2,164	11.6%
Home appliances	352558	7.0%	524	2.8%
Home and decoration	72,792	1.4%	245	1.3%
Entertainment	-	0.0%	-	0.0%
Total	**5,033,815**	**100%**	**18,648**	**100.0%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Alto Palermo

The following table sets forth certain information relating to the revenues derived from Alto Palermo during the following periods:

(In thousands of Ps.)	2018	2017	2016
Base rent	360,189	305,696	226,570
Percentage rent	68,542	63,553	67,376
Total rent	**428,731**	**369,249**	**293,946**
Non-traditional advertising	23,860	13,582	13,970
Revenues from admission rights	75,098	59,534	48,471
Fees	7,950	6,475	5,142
Parking	43,150	37,085	29,983
Commissions	32,214	20,408	21,903
Other	1,228	719	400
Total	**612,231**	**507,052**	**413,815**

Alto Avellaneda, Greater Buenos Aires area

Alto Avellaneda is a 132-store suburban shopping mall that opened in October 1995 and is located in the City of Avellaneda, which is on the southern border of the City of Buenos Aires. This shopping mall is next to a railway terminal and is close to downtown Buenos Aires. Alto Avellaneda has a total constructed area of 108,598.8 square meters (including parking) which consists of 38,422 square meters of GLA. The shopping mall has a multiplex cinema with six screens, the first Walmart superstore in Argentina, an entertainment center, a food court with 22 restaurants and an anchor store, Falabella, which opened on April 28, 2008. Walmart (not included in gross leaseable area) purchased the space it occupies, but it pays for its pro rata share of the common expenses of Alto Avellaneda's parking lot. The shopping mall has a 2,400-car free parking lot consisting of 47,856 square meters. Alto Avellaneda Shopping's targeted clientele consists of middle-income individuals between the ages of 25 and 40.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 5,459 million, which represents a year-on-year growth of 25.7%. Sales per square meter were Ps. 142,086.3. Total rental income increased from Ps. 287.7 million for fiscal year ended June 30, 2017 to Ps. 349.8 million for fiscal year ended June 30, 2018, which represents annual income per gross leaseable square meter of Ps. 7,976.7 in fiscal year 2017 and Ps. 9,103 in fiscal year 2018.

As of June 30, 2018, Alto Avellaneda's occupancy rate was 98.9%.

Tenant mix of Alto Avellaneda (1)

The following table sets forth the mix of tenants by the types of business in Alto Avellaneda:

Type of Business	Tenants Sales (In thousands of Ps.)	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Clothes and footwear	2,434,778	44.6%	12,907	33.6%
Department store	900,986	16.5%	11,629	30.3%
Entertainment	87,774	1.6%	6,193	16.1%
Miscellaneous	233,887	4.3%	1,330	3.5%
Home appliances	1,150,882	21.1%	3,277	8.5%
Restaurant	543,057	9.9%	1,704	4.4%
Services	22,770	0.4%	896	2.3%
Home and decoration	85,105	1.6%	486	1.3%
Total	**5,459,239**	**100%**	**38,422**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Alto Avellaneda

The following table sets forth certain information relating to the sales of Alto Avellaneda for the following periods:

(In thousands of Ps.)	2018	2017	2016
Base rent	264,333	219,715	162,068
Percentage rent	85,428	67,951	68,335
Total rent	**349,761**	**287,666**	**230,403**
Non-traditional advertising	8,072	5,362	4,762
Revenues from admission rights	38,725	30,086	24,920
Fees	7,338	5,977	4,746
Parking	-	-	-
Commissions	21,339	14,365	14,755
Other	600	474	363
Total	**425,835**	**343,930**	**279,949**

Buenos Aires Design, City of Buenos Aires

Buenos Aires Design is in an exclusive neighborhood named Recoleta in the City of Buenos Aires, near Libertador Avenue and downtown Buenos Aires. It is a shopping mall with 62 stores specialized in decoration and home appliances which opened in 1993. The Company owns a 53.68% interest in ERSA, the company which has the concession to operate Buenos Aires Design. The other shareholder of ERSA is Hope Funds S.A., which has a 46.32% interest.

As a result of a public auction, in February 1991, the City of Buenos Aires granted to ERSA a 20-year concession to use a plot of land in the *Centro Cultural Recoleta*. The concession's effective date was November 19, 1993 and was set to expire on November 18, 2013. In 2010, the Buenos Aires City Government, pursuant to Decree No. 867/2010, extended the concession term for an additional five-year period, and the expiration date of the agreement would be on November 18, 2018. Duiring IVQ 18 we started the process of vacating the stores in order to comply with the delivery of the property to the City Government in a timely manner.

Buenos Aires Design has a total constructed area of 26,131.5 square meters (including parking) that consists of 13,735 square meters of GLA. The shopping mall has 8 restaurants anchored by the Hard Rock Café and a terrace that covers approximately 3,700 square meters. The shopping mall is divided into two floors and has a 166-car pay parking lot. Buenos Aires Design's targeted clientele consists of upper-middle income individuals between the ages of 25 and 45.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 700.9 million, which represents approximately Ps. 51,033 per square meter. Total rental income increased from Ps. 36.2 million for fiscal year ended June 30, 2017 to Ps. 43.5 million for fiscal year ended June 30, 2018, which represents annual income per gross leaseable square meter of Ps. 2,644.5 in fiscal year 2017 and Ps. 3,168 in fiscal year 2018.

As of June 30, 2018, Buenos Aires Design's occupancy rate was 96,1%.

Tenant mix of Buenos Aires Design (1)

The following table sets forth the mix of tenants by the types of businesses in Buenos Aires Design:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Home and decoration	482,507	68.8%	6,608	48.1%
Restaurant	161,154	23.0%	3,682	26.8%
Miscellaneous	3,765	0.5%	2,091	15.2%
Home appliances	53,514	7.6%	472	3.4%
Services	-	0.0%	-	0.0%
Clothes and footwear	-	0.0%	882	6.4%
Entertainment	-	0.0%	-	0.0%
Department store	-	0.0%	-	0.0%
Total	**700,940**	**100%**	**13,735**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Buenos Aires Design

The following table sets forth certain information relating to the revenues from Buenos Aires Design during the following periods:

(In thousands of Ps.)	2018	2017	2016
Base rent	37,595	31,328	27,257
Percentage rent	5,919	2,763	2,164
Total rent	**43,514**	**34,091**	**29,421**
Non-traditional advertising	1,707	1,812	1,543
Revenues from admission rights	3,268	3,862	3,585
Fees	4,339	3,591	2,808
Parking	12,298	10,562	7,944
Commissions	358	1,800	1,777
Other	109	119	82
Total	**65,593**	**55,837**	**47,160**

Alcorta Shopping, City of Buenos Aires

Alcorta Shopping is a 114-store shopping mall which opened in 1992, located in the residential area of Palermo Chico, one of the most exclusive areas in the City of Buenos Aires, and a short drive from downtown Buenos Aires. Alcorta Shopping has a total constructed area of approximately 87,553.8 square meters (including parking) that consists of 15,746 square meters of GLA. Alcorta Shopping has a cinema with two screens, a food court with 10 restaurants and a Carrefour hypermarket on the ground floor. Carrefour purchased the space it occupies but pays for its pro rata share of the common expenses of the shopping mall's parking lot. The shopping mall is spread out over three levels and has a pay parking lot (as from beginning June 2008) for 1,137 cars in a surface of approximately 52,000 square meters. Alcorta Shopping's targeted clientele consists of high-income individuals between the ages of 30 and 45.

Over the past years, Alcorta Shopping has become a symbol of fashion and vanguard style in Argentina. It is the place of choice of emerging designers for promoting and selling their new brands.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 2,754 million, which represents fiscal year sales for approximately Ps. 174,891 per square meter and a year-on-year growth of 24.8%. Total rental income increased from approximately Ps. 174.7 million for fiscal year ended June 30, 2017 to Ps. 206.4 million for fiscal year ended June 30, 2018, which represents annual income per gross leaseable square meter of Ps. 11,187.9 in fiscal year 2017 and Ps. 13,109 in fiscal year 2018.

As of June 30, 2018, Alcorta Shopping's occupancy rate was 99.8%.

Tenant mix of Alcorta Shopping (1)

The following table sets forth the tenant mix by types of businesses in Alcorta Shopping:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Clothes and footwear	1,956,996	71.1%	8,332	52.9%
Entertainment	28,927	1.1%	1,339	8.5%
Services	79,570	2.9%	2,320	14.7%
Restaurant	187,562	6.8%	931	5.9%
Miscellaneous	273,175	9.9%	1,225	7.8%
Home and decoration	121,059	4.4%	1,271	8.1%
Home appliances	106,375	3.9%	328	2.1%
Total	**2,753,664**	**100%**	**15,746**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Alcorta Shopping

The following table sets forth certain information relating to the revenues from Alcorta Shopping during the following periods:

(In thousands of Ps.)	2018	2017	2016
Base rent	163,356	139,965	100,170
Percentage rent	43,038	34,708	44,465
Total rent	**206,394**	**174,673**	**144,635**
Non-traditional advertising	9,809	6,511	5,341
Revenues from admission rights	37,508	25,994	20,042
Fees	2,591	2,111	1,676
Parking	23,278	17,713	14,709
Commissions	16,226	11,156	7,258
Other	-661	197	298
Total	**295,145**	**238,355**	**193,959**

Patio Bullrich, City of Buenos Aires

Patio Bullrich is the oldest shopping mall of the City of Buenos aires and opened in 1988 and it is located in the neighborhood of Recoleta, one of the most prosperous areas of the City of Buenos Aires. This district is a residential, cultural and tourist center that includes distinguished private homes, historical sites, museums, theatres and embassies. The shopping mall has 86 sotres and is located within walking distance of the most prestigious hotels of the City of Buenos Aires and the subway, bus and train systems.

Patio Bullrich has a total constructed area of 29,982 square meters (including parking) that consist of 11,397 square meters of GLA and common areas covering 12,472 square meters. The shopping mall has a four-screen multiplex cinema with 1,381 seats and a food court of 9 restaurants. The shopping mall is spread out over four levels and has a pay parking lot for 206 cars in an area consisting of approximately 4,600 square meters.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 1,526 million, which represents annual sales for approximately Ps. 133,935 per square meter and a year-on-year increase of 23.6%. Total rental income increased from Ps. 97.6 million for fiscal year ended June 30, 2017 to Ps. 110.6 million for fiscal year ended June 30, 2018, which represents monthly revenues per gross leaseable square meter of Ps. 8,300.8 in fiscal year 2017 and Ps. 9,706 in fiscal year 2018.

As of June 30, 2018, Patio Bullrich's occupancy rate was 97.1%.

Tenant mix of Patio Bullrich [(1)]

The following table sets forth the tenant mix by types of businesses in Patio Bullrich:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Clothes and footwear	999,410	65.5%	5,717	50.2%
Miscellaneous	293,783	19.2%	2,348	20.6%
Entertainment	17,485	1.1%	1,524	13.4%
Services	28,380	1.9%	922	8.1%
Restaurant	171,321	11.2%	731	6.4%
Home and decoration	15,946	1.0%	155	1.4%
Home appliances	-	0.0%	-	0.0%
Total	**1,526,325**	**100%**	**11,397**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Patio Bullrich

The following table sets forth certain information relating to the revenues from Patio Bullrich during the following periods:

(In thousands of Ps.)	2018	2017	2016
Base rent	90,713	80,620	67,487
Percentage rent	19,896	16,994	15,750
Total rent	**110,609**	**97,614**	**83,237**
Non-traditional advertising	3,958	2,759	2,033
Revenues from admission rights	18,345	15,490	14,489
Fees	6,271	5,107	4,056
Parking	22,370	17,897	14,480
Commissions	7,311	6,617	4,897
Other	164	319	203
Total	**169,028**	**145,803**	**123,395**

Alto Noa, City of Salta

Alto Noa is a 88-store shopping mall that opened in 1994. Alto Noa is located in the City of Salta, the capital of the Province of Salta, in the northwestern region of Argentina. The province of Salta has a population of approximately 1.2 million inhabitants with approximately 0.6 million inhabitants in the City of Salta. The shopping mall has a total constructed area of approximately 30,876 square meters (including parking) which consists of 19,063 square meters of GLA. Alto Noa has a food court with 12 restaurants, a large entertainment center, a supermarket and a multiplex cinema with eight screens. The shopping mall occupies one floor and has a free parking lot for 500 cars. Alto Noa's targeted clientele consists of middle-income individuals between the ages of 28 and 40.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 1,983 million, which represents fiscal period sales for approximately Ps. 104,040 per square meter and a year-on-year increase of 25.0%. Total rental income increased from Ps. 77.9 million in fiscal year ended June 30, 2017 to Ps. 96.3 million in fiscal year ended June 30, 2018, which represents annual income per gross leaseable square meter of Ps. 4,085.7 in fiscal year 2017 and Ps. 5,054.1 in fiscal year 2018.

As of June 30, 2018, Alto Noa's occupancy rate was 96.8%.

Tenant mix of Alto Noa (1)

The following table sets forth the mix of tenants by types of businesses in Alto Noa:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Entertainment	196,471	9.9%	6,170	32.4%
Miscellaneous	615,983	31.1%	5,704	29.9%
Clothes and footwear	592,236	29.9%	4,149	21.8%
Restaurant	326,448	16.5%	1,214	6.4%
Home appliances	215,707	10.9%	1,128	5.9%
Services	9,210	0.5%	379	2.0%
Home and decoration	27,263	1.4%	319	1.7%
Total	1,983,318	100%	19,063	100%

(1) Includes vacant stores as of June 30, 2018.

Revenues from Alto Noa

The following table sets forth certain information relating to the revenues from Alto Noa during the following periods:

(In thousands of Ps.)	2018	2017	2016
Base rent	62,993	47,457	37,712
Percentage rent	33,355	30,413	29,182
Total rent	**96,348**	**77,870**	**66,894**
Non-traditional advertising	1,598	1,047	1,123
Revenues from admission rights	7,172	4,888	3,862
Fees	777	633	503
Parking	-	-	-
Commissions	4,596	3,604	3,093
Other	490	473	249
Total	**110,981**	**88,515**	**75,724**

Mendoza Plaza, City of Mendoza

Mendoza Plaza is a 141 and 62 stands-store shopping mall which opened in 1992 and is located in the district of Guaymallén, in the Province of Mendoza. The city of Mendoza has a population of approximately 1.1 million inhabitants, making it the fourth largest City in Argentina. Mendoza Plaza Shopping consists of 42,867 square meters of GLA and has a multiplex cinema covering an area of approximately 3,659 square meters with ten screens, the Chilean department store Falabella, a food court with 18 restaurants, 5 restaurants on the street in the new sector called "Shopping District Food", an entertainment center and a supermarket, which is also a tenant. The shopping mall has two levels and has a free parking lot for 1,700 cars. Mendoza Plaza's targeted clientele consists of middle-income individuals between the ages of 28 and 40.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 3,441 million, which represents a year-on-year growth of 25.9%. Sales per square meter were approximately Ps. 82,265. Total rental income increased from Ps. 125.4 million in fiscal year ended June 30, 2017 to Ps. 154.2 million in fiscal year ended June 30, 2018, which represents annual income per gross leaseable square meter of Ps. 2,924.2 in fiscal year 2017 and Ps. 3,597.5 in fiscal year 2018.

As of June 30, 2018, Mendoza Plaza's occupancy rate was 98.3%.

Tenant mix of Mendoza Plaza [(1)]

The following table sets forth the mix of tenants by types of businesses in Mendoza Plaza:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Entertainment	144.216	4.2%	9.473	22.1%
Miscellaneous	855.622	24.9%	9.393	21.9%
Department store	779.642	22.7%	9.175	21.4%
Clothes and footwear	626.693	18.2%	7.450	17.4%
Home appliances	656.444	19.1%	2.890	6.7%
Restaurant	317.119	9.2%	2.890	6.7%
Services	16.167	0.5%	1.241	2.9%
Home and decoration	44.820	1.3%	355	0.8%
Total	**3.440.723**	**100%**	**42.867**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Mendoza Plaza

The following table sets forth certain information relating to the revenues from Mendoza Plaza during the following periods:

(In thousands of Ps.)	2018	2017	2016
Base rent	99,904	82,567	62,806
Percentage rent	54,308	42,784	43,619
Total rent	**154,212**	**125,351**	**106,425**
Non-traditional advertising	4,036	2,390	2,620
Revenues from admission rights	9,068	7,671	6,287
Fees	4,524	3,414	2,663
Parking	-	-	-
Commissions	4,809	6,053	5,081
Other	1,216	3,360	1042
Total	**177,865**	**148,239**	**124,118**

Alto Rosario, City of Rosario

Alto Rosario is a 141-store shopping mall located in the City of Rosario, Province of Santa Fe, the third largest city in Argentina in terms of population. It has a total constructed area of approximately 100,750 square meters which consists of 33,358 square meters of gross leaseable area (excluding Museo de los Niños). Alto Rosario has a food court with 16 restaurants, a large entertainment center, a supermarket and a Showcase cinema with 14 state-of-the-art screens. The shopping mall occupies one floor and has a free parking lot for 1,700 cars. Alto Rosario's targeted clientele consists of middle-income individuals between the ages of 28 and 40.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 4,085 million, which represents a year-on-year increase of 28.6%. Sales per square meter were approximately Ps. 122,459.6. Total rental income increased from Ps. 209.3 million in fiscal year ended June 30, 2017 to Ps. 242 million in fiscal year ended June 30, 2018, which represents annual income per gross leaseable square meter of Ps. 6,580.1 in fiscal year 2017 and Ps. 7,256.1 in fiscal year 2018.

As of June 30, 2018, Alto Rosario's occupancy rate was 99.5%.

Tenant mix of Alto Rosario

The following table sets forth the mix of tenants by types of businesses in Alto Rosario:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Clothes and footwear	2,116,804	51.8%	14,409	43.2%
Entertainment	186,627	4.6%	10,245	30.7%
Miscellaneous	429,063	10.5%	3,823	11.5%
Restaurant	498,589	12.2%	2,152	6.5%
Home appliances	716,763	17.5%	1,528	4.6%
Home and decoration	133,105	3.3%	1,143	3.4%
Services	4,055	0.1%	58	0.2%
Total	**4,085,006**	**100%**	**33,358**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Alto Rosario

The following table sets forth certain information relating to the revenues from Alto Rosario during the following period:

(In thousands of Ps.)	2018	2017	2016
Base rent	159,819	139,032	98,034
Percentage rent	82,229	70,267	62,657
Total rent	**242,048**	**209,299**	**160,691**
Non-traditional advertising	5,309	2,936	3,146
Revenues from admission rights	27,097	20,216	14,960
Fees	3,077	2,506	1,990
Parking	-	-	-
Commissions	16,347	11,677	7,834
Other	831	556	714
Total	**294,709**	**247,190**	**189,335**

Córdoba Shopping. Villa Cabrera. City of Córdoba

Córdoba Shopping Villa Cabrera is a shopping mall covering 35,000 square meters of surface area, with 15,276 square meters being gross leaseable area. Córdoba Shopping has 105 commercial stores, a 12-screen multiplex cinema and parking lot for 1,500 vehicles, located in Villa Cabr era, City of Córdoba, Province of Córdoba.

During the fiscal year ended June 30, 2017, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 1,405 million, which represents a year-on-year growth of 19.3%. Sales per square meter were approximately Ps. 91,955.6. Total rental income increased from Ps. 74.1 million in fiscal year ended June 30, 2017 to Ps. 89.8 million in fiscal year ended June 30, 2018, which represents annual income per gross leaseable square meter of Ps. 4,797.1 in fiscal year 2017 and Ps. 5,879.2 in fiscal year 2018.

As of June 30, 2018, Córdoba Shopping's occupancy rate was 100%.

Tenant mix of Córdoba Shopping Villa Cabrera [(1)]

The following table sets forth the mix of tenants by types of businesses in Córdoba Shopping:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Clothes and footwear	913,076	65.0%	6,308	41.3%
Entertainment	53,207	3.8%	5,842	38.2%
Restaurant	146,740	10.4%	964	6.3%
Miscellaneous	113,945	8.1%	805	5.3%
Services	14,455	1.0%	596	3.9%
Home appliances	144,295	10.3%	535	3.5%
Home and decoration	18,997	1.4%	226	1.5%
Total	**1,404,715**	**100%**	**15,276**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Córdoba Shopping Villa Cabrera

The following table sets forth certain information relating to the revenues from Córdoba Shopping during the following periods:

(In thousands of Ps.)	2018	2017	2016
Base rent	54,605	41,202	30,920
Percentage rent	35,206	32,889	28,594
Total rent	**89,811**	**74,091**	**59,514**
Non-traditional advertising	2,815	1,695	2,445
Revenues from admission rights	7,334	4,799	3,590
Fees	3,606	2,830	2,173
Parking	0	0	0
Commissions	4,368	3,947	2,253
Other	488	390	327
Total	**108,422**	**87,752**	**70,302**

Dot Baires Shopping, City of Buenos Aires

Dot Baires Shopping is a shopping mall that opened in May 2009. It has 4 floors and 3 underground levels, a covered surface area of 173,000 square meters, of which 49,407 sqm constitute Gross Leaseable Area, comprising 157 retail stores, a hypermarket, a 10-screen multiplex cinema and parking space for 2,042 vehicles in a surface of approximately 75,000 square meteres.

Dot Baires Shopping is located at the spot where Avenida General Paz meets the Panamerican Highway in the neighborhood of Saavedra, City of Buenos Aires, and is the largest shopping mall in the City in terms of square meters. As of June 30, 2018, our equity interest in Panamerican Mall S.A. was 80%.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 4,701.3 million, which represents a year-on-year increase of 25.4% and annual sales for approximately Ps. 95,152.8 per square meter. Total rental income increased from Ps. 246 million in the fiscal year ended June 30, 2017 to Ps. 290.4 million in the fiscal year ended June 30, 2018, which represents annual income per gross leaseable square meter of Ps. 4,969.8 in fiscal year 2017 and Ps. 5,877.9 in fiscal year 2018.

As of June 30, 2018, Dot Baires Shopping's occupancy rate was 99.5%.

Tenant mix of Dot Baires Shopping [(1)]

The following table sets forth the mix of tenants by types of businesses in Dot Baires Shopping:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Miscellaneous	917,171	19.5%	15,206	30.8%
Clothes and footwear	1,895,363	40.3%	12,890	26.1%
Department store	797,346	17.0%	8,087	16.4%
Entertainment	140,891	3.0%	7,135	14.4%
Services	60,375	1.3%	2,092	4.2%
Restaurant	444,362	9.5%	1,768	3.6%
Home appliances	381,019	8.1%	1,676	3.4%
Home and decoration	64,782	1.4%	553	1.1%
Total	**4,701,309**	**100%**	**49,407**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Dot Baires Shopping

The following table sets forth certain information relating to the revenues from Dot Baires Shopping during the following periods:

(In thousands of Ps.)	2018	2017	2016
Base rent	212,617	168,280	126,971
Percentage rent	77,799	68,647	67,556
Total rent	**290,416**	**236,927**	**194,527**
Non-traditional advertising	13,465	8,558	7,648
Revenues from admission rights	29,969	24,606	17,973
Fees	5,182	4,221	3,352
Parking	59,133	46,509	37,127
Commissions	15,015	11,001	10,048
Other	1,091	1,146	736
Total	**414,271**	**332,968**	**271,411**

Soleil Premium Outlet, Greater Buenos Aires

Soleil Premium Outlet is located in San Isidro, Province of Buenos Aires. It opened in Argentina in 1986, but in 2010 it began a process of change becoming the first Premium Outlet in the country. It has a surface area of 47,525 square meters, 15,214 square meters of which are GLA. It comprises 79 stores and 2,335 parking spaces.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 2.224,1 million, which represents annual average sales for approximately Ps. 164,199 per square meter and a year-on-year turnover growth of 28.9%. Total rental income increased from Ps. 98.6 million for the fiscal year ended June 30, 2017 to Ps. 131.3 million for the fiscal year ended June 30, 2018, representing annual income per gross leaseable square meter of Ps. 6,475.7 in fiscal year 2017 and Ps. 8,627.8 in fiscal year 2018.

As of June 30, 2018, Soleil Premium Outlet's occupancy rate was 97,7%.

Tenant mix of Soleil Premium Outlet (1)

The following table sets forth the mix of tenants by types of businesses in Soleil Premium Outlet:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Clothes and footwear	1,643,727	73.9%	9,632	63.3%
Entertainment	74,876	3.4%	3,339	21.9%
Restaurant	215,633	9.7%	808	5.3%
Home appliances	217,815	9.8%	675	4.4%
Services	52,321	2.4%	342	2.2%
Miscellaneous	12,631	0.6%	291	1.9%
Home and decoration	7,133	0.3%	127	0.8%
Total	**2,224,136**	**100%**	**15,214**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Soleil Premium Outlet

The following table sets forth certain information relating to the revenues from Soleil Premium Outlet during the following periods:

(In thousands of Ps.)	2018	2017	2016
Base rent	91,656	62,113	43,018
Percentage rent	39,599	36,496	28,911
Total rent	**131,255**	**98,609**	**71,929**
Non-traditional advertising	2,384	1,137	1,579
Revenues from admission rights	13,098	8,002	5,335
Fees	1,602	1,305	1,076
Parking	-	-	-
Commissions	5,585	6,143	4,502
Other	357	277	194
Total	**154,281**	**115,472**	**84,615**

La Ribera Shopping, City of Santa Fe

We hold 50% of Nuevo Puerto Santa Fe S.A.'s ("NPSF") shares, a corporation that is tenant of a building in which it built and currently operates "La Ribera" shopping mall, which has a surface area of 47,506 square meters, comprising 68 retail stores and seven 2D and 3D-screen multiplex cinema. It also comprises a 510-square meter cultural center and 24,553 square meters in outdoor areas and free parking space. Its gross leaseable area is approximately 10,530 square meters. The shopping mall is strategically located within the port of the City of Santa Fe in the Province of Santa Fe, the place with the largest development in terms of real estate in the City of Santa Fe, 27 kilometers away from the City of Paraná and 96 kilometers away from the City of Rafaela, its range of influence represents a potential market of over one million people.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 1.029 million, which represents a year-on-year increase of 33.5% and sales per square meter were approximately Ps. 97,784.4. Total rental income increased from Ps. 25.1 million in fiscal year ended June 30, 2017 to Ps. 31.6 million in fiscal year ended June 30, 2018, representing annual income per gross leaseable square meter of Ps. 2,494.6 in fiscal year 2017 and 3,000.4 in fiscal year 2018.

As of June 30, 2018, La Ribera Shopping's occupancy rate was 94.9%.

Tenant mix of La Ribera Shopping (1)

The following table sets forth the mix of tenants by types of businesses in La Ribera:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Clothes and footwear	423,358	41.1%	3,708	35.2%
Entertainment	116,924	11.4%	3,323	31.6%
Restaurant	197,649	19.2%	1,806	17.2%
Miscellaneous	162,743	15.8%	766	7.3%
Home appliances	108,980	10.6%	739	7.0%
Home and decoration	17,772	1.7%	159	1.5%
Services	2,343	0.2%	29	0.3%
Total	**1,029,769**	**100.0%**	**10,530**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from La Ribera Shopping

The following table sets forth certain information relating to the revenues from La Ribera during the following periods:

(In thousands of Ps.)	2018	2017	2016
Base rent	15,380	11,441	8,122
Percentage rent	16,217	13,641	10,956
Total rent	**31,597**	**25,082**	**19,078**
Non-traditional advertising	850	690	913
Revenues from admission rights	825	556	342
Fees	647	495	372
Parking	-	-	-
Commissions	2,223	1,414	1,104
Other	121	56	75
Total	**36,263**	**28,293**	**21,884**

Distrito Arcos, City of Buenos Aires

We opened Distrito Arcos on December 18, 2014. Distrito Arcos is a premium outlet located in the neighborhood of Palermo, City of Buenos Aires. It has 14,169 square meters of GLA and it consists of 68 stores, 424 parking spaces y 35 selling stands.

In fiscal year 2017, the second stage of the project was inaugurated, and 6 new stores were opened, including a fitness center, a fast food restaurant and various clothing stores. Three new accesses were added and an amphitheater with several entertainment and commercial proposals was also built.

During the fiscal year ended June 30, 2018, the public visiting the shopping mall generated nominal retail sales that totaled approximately Ps. 1,830.6 million, which represents a year-on-year increase of 25.3% and sales per square were approximately Ps.129,196.9. Total rental income increased from Ps. 143.6 million in fiscal year ended June 30, 2017 to Ps. 165.2 million in fiscal year ended June 30, 2018, representing annual income per gross leaseable square meter of Ps. 9,771.9 in fiscal year 2017 and 11,661.1 in fiscal year 2018.

As of June 30, 2018, Distrito Arcos' occupancy rate was 99.7%.

Tenant mix of Distrito Arcos (1)

The following table sets forth the mix of tenants by types of businesses in Distrito Arcos:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Clothes and footwear	1,585,987	86.6%	10,238	72.3%
Miscellaneous	89,271	4.9%	1,634	11.5%
Services	26,160	1.4%	1,569	11.1%
Restaurant	129,173	7.1%	728	5.1%
Total	**1,830,591**	**100%**	**14,169**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Distrito Arcos

The following table sets forth certain information relating to the revenues from Distrito Arcos during the following periods:

(in thousands of Ps.)	2018	2017	2016
Base rent	118,319	50,879	34,943
Percentage rent	46,907	45,449	29,982
Total rent	**165,226**	**96,328**	**64,925**
Non-traditional advertising	3,609	1,988	2,129
Revenues from admission rights	9,175	5,253	3,219
Fees	1,163	947	752
Parking	18,756	14,393	8,853
Commissions	8,254	964	1,011
Other	473	478	363
Total	**206,656**	**120,351**	**81,252**

Alto Comahue, City of Neuquén

Alto Comahue is our shopping mall number 15, which we inaugurated on March 17, 2015, and is located in the City of Neuquén, in the Patagonian region of Argentina. It has a total surface of 35,000 square meters and 9,397 square meters of GLA, approximately 1,066 roof-covered and open-air parking spaces and a large entertainment and leisure area. Alto Comahue offers 99 retail stores that house the most prestigious brands in Argentina, and will have a 6-screen multiplex cinema and a theme restaurant. It is a three-story building consisting of a basement where the parking lot and service area are located; the ground floor consisting of 5,100 square meters for retail stores, and the first floor consisting of 1,000 square meters for restaurants with unique views of the city and 2,700 square meters of retail stores.

The development is a part of a mixed-use complex that further includes a supermarket that is currently in operation and 2 additional parcels of land. One of these parcels is assigned to development of a hotel and the other, which extends over 18,000 sqm -owned by the company-, to a future housing development. During this fiscal year, visitors to the shopping mall generated nominal retail sales that totaled approximately Ps. 1,282.3 million, which represent a year-on-year increase of 34.4% and sales per square meter of approximately Ps. 136,489.5. Total rental income increased from Ps. 86.4 million in fiscal year ended June 30, 2017 to Ps. 100.6 million in fiscal year ended June 30, 2018, which represents total revenues for the period per gross leaseable area of Ps. 8,846.5 in fiscal year 2017 and Ps. 10,706.1 in fiscal year 2018.

As of June 30, 2018, Alto Comahue's occupancy rate was 94.4%.

Tenant mix of Alto Comahue (1)

The following table sets forth the mix of tenants by types of businesses in Alto Comahue:

Type of Business	Tenants Sales (In thousands of Ps).	Tenants Sales (%.)	Gross Leaseable Area (sqm)	Gross Leaseable Area (%)
Clothes and footwear	609,724	47.5%	5,215	55.5%
Miscellaneous	241,184	18.8%	1,417	15.1%
Restaurant	145,483	11.3%	1,110	11.8%
Home appliances	211,757	16.5%	811	8.6%
Services	38,814	3.0%	361	3.8%
Home and decoration	32,235	2.5%	332	3.5%
Entertainment	3,121	0.2%	151	1.6%
Total	**1,282,318**	**100%**	**9,397**	**100%**

(1) Includes vacant stores as of June 30, 2018.

Revenues from Alto Comahue

The following table sets forth certain information relating to the revenues from Alto Comahue during the following periods:

(in thousands of Ps.)	2018	2017	2016
Base rent	66,597	29,281	29,437
Percentage rent	33,987	23,521	15,370
Total rent	**100,584**	**52,801**	**44,807**
Non-traditional advertising	2,194	1,043	1,403
Revenues from admission rights	2,764	2,106	1,897
Fees	1,163	1,097	752
Parking	-	-	-
Commissions	2,682	732	408
Other	505	381	344
Total	**109,891**	**58,161**	**49,611**

Competition

We are the largest owner and operator of shopping malls, offices and other commercial properties in Argentina in terms of gross leaseable area and number of rental properties. Given that most of our shopping malls are located in highly populated areas, there are competing shopping malls within, or in close proximity to, our targeted areas, as well as stores located on avenues or streets. The number of shopping malls in a particular area could have a material effect on our ability to lease space in our shopping malls and on the amount of rent that we are able to charge. We believe that due to the limited availability of large plots of land and zoning restrictions in the City of Buenos Aires, it is difficult for other companies to compete with us in areas through the development of new shopping malls. Our principal competitor is Cencosud S.A. which owns and operates Unicenter Shopping and the Jumbo hypermarket chain, among others.

The following table shows certain information concerning the most significant owners and operators of shopping malls in Argentina.

Company	Shopping Mall	Location	Gross leaseable area	Market share Percentage (1)
IRSA Propiedades Comerciales S.A.				
	Alto Palermo	City of Buenos Aires	18,648	1.43
	Abasto Shopping (2)	City of Buenos Aires	36,796	2.83
	Alto Avellaneda	Greater Buenos Aires, Province of Buenos Aires	38,422	2.96
	Alcorta Shopping	City of Buenos Aires	15,746	1.21
	Patio Bullrich	City of Buenos Aires	11,397	0.88
	Buenos Aires Design	City of Buenos Aires	13,735	1.06
	Dot Baires Shopping(4)	City of Buenos Aires	49,407	3.80
	Soleil	Greater Buenos Aires, Province of Buenos Aires	15,214	1.17
	Distrito Arcos	City of Buenos Aires	14,169	1.09
	Alto Noa Shopping	Salta	19,063	1.47
	Alto Rosario Shopping (3)	Santa Fe	33,358	2.57
	Mendoza Plaza Shopping	Mendoza	42,867	3.30
	Córdoba Shopping	Córdoba	15,276	1.18
	La Ribera Shopping (5)	Santa Fe	10,530	0.81
	Alto Comahue	Neuquén	9,397	0.72
	Subtotal		344,025	26.47
Cencosud S.A.			277,203	21.33
Other Operators			678,354	52.20
Total			1,299,582	100.00

Source: Argentine Chamber of Shopping Malls.
(1) Corresponding to gross leaseable area in respect of total gross leaseable area. Market share is calculated dividing sqm over total sqm.
(2) Does not include Museo de los Niños (3,732 sqm).
(3) Does not include Museo de los Niños (1,261 sqm).
(4) Our interest in PAMSA is 80%:
(5) Our effective interest in ERSA is 53.684%, a company that operates the concession of the property.

Seasonality:

Our business is directly related with seasonality, affecting the level of our tenants' sales. During summer holidays (January and February) our tenants' sales reach their minimum level, whereas during winter holidays (July) and in December (Christmas) they reach their maximum level. Clothing stores generally change their collections in spring and autumn, positively affecting our shopping malls' sales. Sales at discount prices at the end of each season are also one of the main sources of impact on our business.

Offices and Others Segment

We are engaged in the acquisition, development and management of office buildings and other rental properties in Argentina. In December 2014, we acquired 83,789 square meters of the Premium office portfolio from our parent IRSA, including Edificio República, Bouchard 710, Della Paolera 265, Intercontinental Plaza, Suipacha 652 and the land reserve "Intercontinental II" with potential for development of 19,600 square meters. In June 2017, the Philips building, adjoining the DOT Baires shopping mall was purchased, adding 7,755 class B square meters. As a result, we consolidated a vehicle mainly aimed at developing and operating commercial rental properties in Argentina.

The following table shows information about our rental office and other properties segment as of June 30, 2018:

	Date of Acquisition	Gross Leaseable Area (sqm) (1)	Occupancy(2)	IRSA CP's Actual Interest	Monthly Income (in thousands of Ps.) (3)	Annual Accumulated Rental Income for the fiscal years Ps./000(4)		
						2018	2017	2016
Offices								
Edificio República	12/22/2014	19,885	98.4%	100%	16,112	126,318	112,758	75,122
Torre Bankboston	12/22/2014	14,873	85.6%	100%	10,875	86,825	79,498	51,690
Intercontinental Plaza	12/22/2014	2,979	100.0%	100%	1,910	20,435	18,810	29,078
Bouchard 710	12/22/2014	15,014	100.0%	100%	14,094	121,129	85,465	67,250
Suipacha 652/64	12/22/2014	11,465	86.2%	100%	4,373	33,631	30,007	22,507
Dot Building	11/28/2006	11,242	100.0%	80%	7,881	63,913	50,172	31,229
Philips	06/05/2017	7,755	69.8%	100%	3,416	16,313		
Subtotal Offices		**83,213**	**92,3%**	**N/A**	**58,661**	**468,564**	**376,710**	**276,876**
Other Properties								
Nobleza Piccardo(6)	05/31/2011	109,610	78.0%	50%	1,097	6,269	13,217	2,172
Other Properties(5)	N/A	12,941	N/A	N/A	1,731	15,773	11,838	5,089
Subtotal Other Properties		**122,551**	**N/A**	**N/A**	**2,828**	**22,042**	**25,055**	**7,261**
Total Offices and Others		**205,764**	**N/A**	**N/A**	**61,489**	**490,607**	**401,767**	**284,137**

(1) Corresponds to the total leaseable surface area of each property as of June 30, 2018. Excludes common areas and parking spaces.
(2) Calculated by dividing occupied square meters by leaseable area as of June 30, 2018.
(3) The lease agreements in effect as of June 30, 2018 were computed for each property.
(4) Corresponds to total consolidated lease agreements.
(5) Includes the following properties: Ferro, Dot Adjoining Plot, Anchorena 665, Anchorena 545 (Chanta IV) and Intercontinental plot of land.
(6) Through Quality Invest S.A.

The following table shows information about the leaseable area and occupancy for the latest three fiscal years:

	FY 18	FY 17	FY 16
Leaseable area (sqm)	83,213	84,110	79,048
Occupancy of total portfolio(1)	92.3%	96.7%	98.6%
Rent in Ps./sqm(1)	754.6	411.0	386.0
Rent in USD/sqm(1)	26.1	24.7	25.9

(1) Fiscal year 2017 excludes Philips building, which was subject to a loan-for-use agreement executed with the seller, effective until January 2018.

The following table shows the occupancy rate of our offices for the fiscal years ended June 30, 2018, 2017 and 2016.

	Occupancy Rate (1)		
	2018	2017	2016
Offices			
Edificio República	98.4%	95.2%	100.0%
Torre Bankboston	85.6%	100.0%	100.0%
Intercontinental Plaza	100.0%	100.0%	100.0%
Bouchard 710	100.0%	100.0%	100.0%
Suipacha 652/64	86.2%	86.3%	90.7%
DOT Building	100.0%	100.0%	100.0%
Philips	69.8%		
Total Offices	92.3%	96.7%	98.6%

(1) Leased square meters pursuant to lease agreements in effect as of June 30, 2018, 2017 and 2016 over gross leaseable area of offices for the same periods.

The following table shows average annual income per square meter for our offices during the fiscal years ended June 30, 2018, 2017 and 2016.

Average annual income per square meter as of June 30 (1)

	Average annual income per square meter(1)		
(Ps./sqm)	2018(1)	2017(1)	2016(1)
Offices			
Intercontinental Plaza	5,970	4,853	4,291
Bouchard 710	8,068	5,692	4,539
Suipacha 652/64	2,933	2,617	1,961
Torre Bankboston	5,838	5,345	3,778
Edificio República	6,353	5,671	3,615
Dot Building	5,685	4,463	2,778
Philips	2,104		

(1) Calculated by dividing annual rental income by the gross leaseable area of offices based on our interest in each building as of June 30 for each fiscal year.

Lease expiration

We usually lease our office and other properties under lease agreements for average terms of three years, except for a few agreements which are entered into for five-year terms. Agreements are renewable for two or three years, at the tenant's option. They are generally denominated in U.S. dollars and pursuant to the Argentine laws, they are not subject to adjustment for inflation. Rental price for renewal periods are negotiated at market value.

The following table shows certain information on leases agreements as of June 30, 2018:

Building	Number of lease agreements (1)(5)	Annual rental price (2)	Rental price per new and renewed sqm (3)	Rental price per previous sqm (3)	Number of lease agreements not renewed	Lease agreements not renewed Annual rental price (4)
Intercontinental	-	-	-	-	3	13,197,994
Bouchard 710	5	77,057,758	588	570	-	-
Della Paolera 265	1	8,055,709	538	498	1	1,523,898
Edificio República	6	51,509,863	581	578	-	-
DOT Building	2	15,357,876	553	515	-	-
Suipacha 664	1	7,884,678	332	332	-	-
Philips	5	26,373,106	406	-	-	-
Total Offices	**20**	**186,238,990**	**530**	**443**	**4**	**14,721,892**

(1) Includes new and renewed lease agreements executed in FY 2018.
(2) Lease agreements in U.S. dollars converted to Pesos at the exchange rate prevailing in the first effective month of the agreement, multiplied by 12 months.
(3) Monthly value.
(4) Lease agreements in U.S. dollars converted to Pesos at the exchange rate prevailing in the last effective month of the agreement, multiplied by 12 months.
(5) It does not include lease agreements over parking spaces, antennas or terrace area.
(6) New building, agreements with no previous rental price

The following table contains a schedule of estimated lease expirations for our offices in connection with the lease agreements in effect as of June 30, 2018, assuming that none of the tenants will exercise their renewal options or terminate their leases earlier (most tenants have lease renewal clauses).

Lease Expiration Fiscal Year	Number of Lease Agreements subject to Expiration	Square Meters subject to Expiration	Percentage of Total Square Meters subject to Expiration	Annual Revenues for Leases under Agreements about to Expire	Percentage of total Revenues subject to Expiration
		(sqm)	(%)	(Ps.)	(%)
2018	17	1,850	2%	21,205,419	3%
2019	27	25,816	34%	223,874,088	32%
2020	22	16,720	22%	151,541,203	22%
2021+	31	31,084	42%	303,271,835	43%
Total	97	75,470	**100%**	699,892,545	**100%**

Includes Offices whose lease agreement had not been renewed as of June 30, 2018.
It does not include square meters used by IRSA CP.
It does not include square meters or revenues from parking spaces.

A description of rental office properties is provided below:

Edificio República, City of Buenos Aires

This property was designed by the renowned Architect César Pelli (who also designed the World Financial Center in New York and the Petronas Towers in Kuala Lumpur). It is a unique premium office building in downtown Buenos Aires and has approximately 19,885 gross leaseable square meters and 178 parking spaces. The main tenants include Estudio Beccar Varela, BASF Argentina S.A., ENAP Sipetrol Argentina S.A., Facebook Argentina S.R.L. and BACS Banco de Crédito y Securitización S.A., among others.

Torre BankBoston, City of Buenos Aires

The BankBoston Tower is a modern office building located at Carlos Maria Della Paolera 265 in the City of Buenos Aires. It was designed by the renowned Architect Cesar Pelli and has 27 floors and 60 parking spaces over 31,670 square meters of gross leaseable area. We have a 47% ownership interest in the building. At present, our main tenants include Exxon Mobile and Kimberly Clark de Argentina, among others.

Intercontinental Plaza, City of Buenos Aires

Intercontinental Plaza is a modern 24-story building located next to the Intercontinental Hotel in the historic neighborhood of Monserrat in downtown City of Buenos Aires. We own a 13.2% interest in the building which has footage averaging 22,535 square meters of gross leaseable area; meaning we own 2,979 square meters of gross leasable area in this building. The principal tenants currently include CRESUD Sociedad Anónima Comercial, Inmobiliaria, Financiera y Agrícola ("CRESUD") and IRSA, among others.

Bouchard 710, City of Buenos Aires

Bouchard 710 is an office building located in the Retiro district. The building is a 12-story tower, with an average area per floor of 1,251 square meters, with 165 units for car parking. In March 2017 it received the LEED certification by the US Green Building Council. Tenants are Sibille S.C. (KPMG) and Microsoft de Argentina S.A., Samsung Electronics Argentina S.A., Energy Consulting Services S.A. and Booking.com S.A., among others. Its surface area averages 15,014 square meters of gross leaseable area.

Suipacha 652/64, City of Buenos Aires

Suipacha 652/64 is a 7-story office building located in the office district of the City of Buenos Aires. We own the entire building and 62 parking spaces. The building has unusually large floors, most measuring 1,580 square meters. The building's principal tenants include Monitor de Medios Publicitarios S.A., Organización de Servicios Director Empresarios (OSDE) and Tarshop S.A., among others. The average footage of the building is 11,465 square meters of gross leaseable area.

Dot Building, City of Buenos Aires

Panamerican Mall S.A., our subsidiary, developed an office building of 11,242 square meters of gross leaseable area next to Dot Baires Shopping. This building was inaugurated in July 2010, which meant our arrival at the growing corridor of the Northern Area with respect to offices for rent. The building's principal tenants include General Electric International Inc., Carrier, Boston Scientific Argentina S.A., Astrazeneca S.A. and Covidien S.A., among others.

Philips Building

The historic Philips Building adjoins our Dot Baires shopping mall, and faces Avenida General Paz, in the City of Buenos Aires. It has 4 office floors, a total GLA of approximately 7,755 sqm, and a remaining construction capacity of approximately 20,000 sqm. IRSA CP is owner of 100% of the building.

Competition

Virtually all of our offices properties and other commercial properties other than shopping malls are located in developed urban areas. There is a great number of office buildings, shopping malls, retail stores and residential houses in the zones where our properties are located. It is a highly fragmented market and the abundant number of comparable properties in the vicinities may have an adverse impact on the ability to lease or sell office space and other properties and may have an adverse impact on the sale and rental price of properties.

In the future, both domestic and foreign companies are likely to participate in the real estate market in Argentina, hence competing with us when it comes to business opportunities. In addition, in the future we may participate in the development of a market for foreign real property, and we are likely to find well-established competitors.

In the premium office segment, the Company competes with other relevant market players, such as RAGHSA, Consultatio, Pegasus, Grupo Madero Este, Grupo Werthein, Grupo Farallón and YAR Construcciones.

Sales and Developments Segment:

This segment includes properties available for sale, units to be received under barter agreements in force and land reserves of our portfolio. As of June 30, 2018 we own plots and properties strategically located in the City of Buenos Aires, Greater Buenos Aires and in the provinces of Argentina with potential to develop new projects.

The following table shows information about our land reserves as of June 30, 2018:

	IRSA CP's Interest	Date of acquisition	Land surface (sqm)	Buildable surface (sqm)	GLA (sqm)	Salable surface (sqm)	Book Value (ARS millions)
RESIDENTIAL - BARTER AGREEMENTS							
Beruti (Astor Palermo) - BA City	100%	6/24/2008	-	-	-	229	151
CONIL - Güemes 836 – Mz. 99 & Güemes 902 – Mz. 95 & Commercial stores - Buenos Aires	100%	7/19/1996	-	-	847	58	46
Total Intangibles (Residential)			**-**	**-**	**847**	287	**197**
LAND RESERVES							
Polo Dot U building - BA City	80%	6/29/2006	5,273	32,000	32,000	-	674
Catalinas - BA City	100%	5/26/2010	3,648	58,100	16,012	-	645
Subtotal Oficinas			**8,921**	**90,100**	**48,012**	-	**1,319**
Total under Development			**8,921**	**90,100**	**48,012**		**1,319**
UOM Luján - Buenos Aires	100%	5/31/2008	1,160,000	464,000	-	-	305
San Martin Plot (Ex Nobleza Piccardo) - Buenos Aires	50%	5/31/2011	159,995	500,000	-	-	1,406
La Plata - Greater Buenos Aires	100%	3/23/2018	78,614	116,552	-	-	219
Subtotal Mixed-uses			**1,398,609**	**1,080,552**	**-**	**-**	**1,930**
Coto Abasto aire space - BA City(2)	100%	9/24/1997	-	21,536	-	15,831	274
Córdoba Shopping Adjoining plots - Córdoba(2)	100%	6/5/2015	8,000	13,500	-	2,160	13
Neuquén - Residential plot - Neuquén(2)	100%	6/7/1999	13,000	18,000	-	18,000	67
Subtotal Residential			**21,000**	**53,036**	**-**	**35,991**	**355**
Caballito plot - BA City	100%	1/20/1999	23,791	68,000	30,000	-	376
Tucumán plot - Tucumán (3)	100%	3/15/2010	18,620	10,000	10,000	-	-
Paraná plot - Entre Ríos (3)	100%	8/12/2010	10,022	5,000	5,000	-	-
Subtotal Retail			**52,433**	**83,000**	**45,000**	**-**	**376**
Polo Dot - Offices 2 & 3 - BA City	80%	11/28/2006	12,800	44,957	33,485	-	808
Intercontinental Plaza II - BA City	100%	28/2/1998	6,135	19,598	19,598	-	351
Córdoba Shopping Adjoining plots - Córdoba(2)	100%	5/6/2015	2,800	5,000	5,000	-	7
Subtotal Offices			**21,735**	**69,555**	**58,083**	**-**	**1,167**
Total Future Developments			**1,493,777**	**1,286,143**	**103,083**	**35,991**	**3,828**
Another Land Reserves(1)			**1,899**		**7,297**	**262**	**182**
Total Land Reserves			**1,504,597**	**1,376,243**	**158,392**	**36,253**	**5,329**

(1) Includes Zealya 3102-3103, Chanta IV, Anchorena 665 and Condominios del Alto II
(2) These land reserves are classified as Property for Sale, therefore, their value is maintained at historical cost. The rest of the land reserves are classified as Investment Property, valued at market value.
(3) Sign of the deeds pending subject to certain conditions.

The following table shows information about our expansions on current assets as of June 30, 2018:

Expansions	IRSA CP's Interest	Surface (sqm)	Locations
Alto Rosario	100%	2,000	Santa Fé
Mendoza Plaza - Sodimac Store + Falabella	100%	12,800	Mendoza
Alto Comahue - Movie Theatres	99%	2,200	Neuquén
Subtotal Current Expansions		**17,000**	
Alto Palermo Adjoining Plot	100%	4,000	BA City
Dot Adjoining Plot	80%	16,765	BA City
Other future Expansions(1)		85,290	
Subtotal Future Expansiones		**106,055**	
Total Shopping Malls		**123,055**	
Patio Bullrich - Offices / Hotel	100%	10,000	BA City
Philips Building	100%	20,000	BA City
Subtotal Future Expansions		**30,000**	
Total Offices		**30,000**	
Total Expansions		**153,055**	

(1) Includes Alto Palermo, Paseo Alcorta, Alto Avellaneda, Soleil, Alto Noal, Alto Rosario, Mendoza, Córdoba y La Ribera Shopping

Detailed information on each of our properties:

Residential Properties

Condominios del Alto II –City of Rosario, Province of Santa Fe

As of June 30, 2018, the works in parcel H have been completed and all the units subject to the barter have been received, with 9 parking spaces available for sale.

Intangibles - Units to be received under barter agreements

Beruti Plot – City of Buenos Aires

On October 13, 2010, the Group, through its subsidiary IRSA CP, and TGLT S.A. ("TGLT") entered into a barter agreement in connection with a plot of land located at Beruti 3351/59 in the City of Buenos Aires for cash and 2,170 own square meters in future residential apartments to be constructed by TGLT in the plot. On December 30, 2016, IRSA CP took possession of 36 apartments, 32 residential parking spaces and 171 commercial parking spaces, and started the sale process. As of June 30, 2018, 3 apartments,15 residential parking spaces and 171 commercial parking spaces remain available for sale.

CONIL – Avellaneda, Province of Buenos Aires

These plots of the Company face Alto Avellaneda shopping mall, totaling 2,398 sqm distributed in two opposite corners and according to urban planning standards, around 6,000 sqm may be built. Its intended use, either through an own development or sale to a third party, is residential with the possibility of a retail space as well. In November 2014, a Barter Deed, valued at USD 0.7 million, was executed to carry out a residential development, in consideration of which the Company will receive 1,389 sqm of retail stores located on the ground floors of blocks 99 and 95 at Güemes 836 and Güemes 902, respectively. In June 2018 an extension to the Barter was signed. In consideration for the delay and as compensation, we will receive 1 apartment (55.5 sqm) and 1 garage (14sqm).

Projects under Development

Shopping Mall Expansions

During the next fiscal year, we will add approximately 17,000 sqm from current malls' expansions. We will add soon 6 movie theatres in Alto Comahue of 2,200 sqm, an approximately 12,800 sqm Sodimac store in Mendoza Plaza Shopping while expanding its Falabella store and 2,000 sqm of expansion in Alto Rosario, where we have recently opened a big Zara store.

During the next fiscal year, we expect to launch the works of expansion of Alto Palermo shopping mall, the shopping mall with the highest sales per square meter in our portfolio, that will add a gross leasable area of approximately 4,000 square meters and will consist in moving the food court to a third level by using the area of an adjacent building acquired in 2015.

First Stage of Polo Dot

The project called "Polo Dot", located in the commercial complex adjacent to our shopping mall Dot Baires, has experienced significant growth since our first investments in the area. The total project will consist in 3 office buildings (one of them could include a hotel) in land reserves owned by the Company and the expansion of the shopping mall by approximately 15,000 square meters of GLA. At a first stage, we are developing an 11-floor office building with an area of approximately 32,000 square meters on an existing building, in respect of which we have already executed lease agreements for the total surface. The total estimated investment amounts to ARS 1,000 millions and as of June 30, 2018, degree of progress was 74%.

Catalinas building

The building to be constructed will have 35,000 sqm of GLA consisting of 30 office floors and 316 parking spaces, and will be 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 16,000 square meters consisting of 14 floors and 142 parking spaces in the building under construction. The total estimated investment under IRSA Comercial Properties amounts to ARS 720 million and as of June 30, 2018, work progress was 16%.

Mixed Uses:

Ex UOM – Luján, Province of Buenos Aires

This 116-hectare plot of land is located in the 62 Km of the West Highway, in the intersection with Route 5 and was originally purchased by CRESUD from Birafriends S.A. for USD 3 million on May 31, 2008. In May 2012, the Company acquired the property through a purchase and sale agreement entered into between related parties, thus becoming the current owner. Our intention is to carry out a mixed-use project, taking advantage of the environment consolidation and the strategic location of the plot. At present, dealings are being carried out so as to change the zoning parameters, thus enabling the consummation of the project.

Ex Nobleza Piccardo Plant – San Martín, Province of Buenos Aires

On May 31, 2011, Quality Invest S.A. and Nobleza Piccardo S.A.I.C. y F. (Nobleza) executed the title deed for the purchase of a plot of land extending over 160,000 square meters located in the District of San Martín, Province of Buenos Aires, currently intended for industrial purposes and suitable in terms of characteristics and scales for mixed-use developments. The price for the property was USD 33 million.

Simultaneously with execution of the title deed the parties entered into a lease agreement whereby Nobleza leased the whole property for a term of up to 36 months from May 2011. On March 2, 2015 a Certificate was executed by Nobleza and Quality Invest S.A. for Full Return of the Property, and the contract relationship between the parties came to an end.

On June 28, 2017, Quality Invest S.A. signed an agreement with EFESUL S.A. in order to assume as their own the obligations that the latter agreed with the Municipality of General San Martin within the framework of the aforementioned Urban Agreement. These agreement contemplates a donation, which will be paid based on the work progress that the Municipality develops on the property initially transferred by EFESUL S.A.

In addition, during July 2017, Quality Invest S.A. subscribed two addendums to the aforementioned Urban Development Agreement, which contemplate the following: 1) a new subdivision plan of the property will be presented within 120 days of the addendum signing and 2) the payment of the twelveth installment in cash was replaced by the sum of $ 71 million payables in 18 equal and consecutive monthly installments.

On March 8, 2018, it was agreed with the renowned Gehl Firm (Denmark) - Urban Quality Consultant - the elaboration of a Master Plan, generating a modern concept of New Urban District of Mixed Uses.

Added to this, local consultants were also hired as: Guillermo Oliveto (Consultant W) in Market Analysis, Gastón Biggio (GUT) in naming and branding of the District, Colla & Colombo Consultants in Business Analysis and Alejandro Langlois in Vehicular Impact, among others. In this way, the Company have a clear sizing and positioning of the business to which will deal opportunely.

Córdoba Shopping Mall Project

The Company owns a few plots adjacent to Córdoba Shopping Mall with a construction capacity of approximately 17,300 square meters in the center of the City of Córdoba.

In May 2016, a preliminary barter agreement was signed for 13,500 square meters out of the total construction capacity, subject to certain conditions, for a term of one year, at the end of which the deed will be signed. It will be a mixed residential and office project and, as part of the consideration, the Company will receive 2,160 square meters in apartments, parking spaces, shopping space, plus the management of permits, unifications and subdivisions in 3 plots. The consideration will be delivered by May 2021 for Torre I and by July 2023 for Torre II. The value of the barter was USD 4 million.

La Plata landplot

On March 22, 2018 the Company has acquired, directly and indirectly, 100% of a plot of land of 78,000 sqm of surface in the town of La Plata, province of Buenos Aires. The operation was made through the purchase of 100% of the shares of the company Entertainment Center La Plata SA ('CELAP'), owner of 61.85% of the property and the direct purchase of the remaining 38.15% to non-related third parties.

The price of the operation was set at the amount of US$ 7,5 million which have been fully paid. The purpose of this acquisition is the future development of a mixed-use project, given that the property has characteristics for a commercial development in a high potential district.

Residential:

Coto Residential Project

The Company owns approximately 23,000 sqm in air space over the top of the Coto hypermarket that is close to the Abasto Shopping Mall in the heart of the City of Buenos Aires. The Company and Coto Centro Integral de Comercialización S.A. (Coto) executed and delivered a deed dated September 24, 1997 whereby the Company acquired the rights to receive parking units and the rights to build on top of the premises located in the block formed by the streets Agüero, Lavalle, Guardia Vieja and Gallo, in the Abasto neighborhood.

In June 2016, a preliminary barter agreement was signed, subject to certain conditions, for a term of one year, at the end of which the deed will be signed. The project will be a residential development and, as consideration, the Company will receive 3,621 square meters in apartments plus a monetary payment of USD 1 million. The consideration for Torre I will be delivered by June 2021, while the consideration for Torre II will be delivered by September 2022. The value of the preliminary agreement was set at USD 7.5 million.

Neuquén Residential Plot – Neuquén, Province of Neuquén

Through Shopping Neuquén S.A., we own a plot of 13,000 sqm and a construction capacity per FOT of 18,000 sqm of residential properties in an area with significant potential. This area is located close to the recently inaugurated shopping mall, the hypermarket currently in operation and a hotel to be constructed in months to come.

Retail:

Caballito Plot – City of Buenos Aires

This is a property of approximately 23,791 sqm in the City of Buenos Aires, neighborhood of Caballito, one of the most densely populated of the city, which the Company purchased in November 1997. This plot would allow developing a shopping mall having 30,000 sqm, including a hypermarket, a cinema complex, and several recreation and entertainment activity areas. At present, the legislature of the City of Buenos Aires has received a legislative bill to approve the zoning parameters corresponding to this property which already has the consent of the Executive Branch.

Offices:

Polo Dot 2nd and 3rd Stages – City of Buenos Aires

These two parcels of 6,400 sqm with construction capacity of 33,485 sqm, are at present a significant land reserve jointly with a plot where the extension of Dot Baires Shopping is planned. As a result of major developments, the intersection of Av. General Paz and the Panamerican Highway has experienced a significant growth in recent years. In April 2018, both plots were unified into a single one of 12,800 m2.

Intercontinental Plaza II Plot - City of Buenos Aires

In the heart of the neighborhood of Monserrat, just a few meters away from the most important avenue in the city and the financial center, is the Intercontinental Plaza complex formed by an office tower and the exclusive Hotel Intercontinental. In the current plot of 6,135 square meters a second office tower of 19,600 square meters and 25 stories could be built to supplement the tower currently located in the intersection of Moreno and Tacuarí streets.

Other Assets

La Rural (exhibition and convention center)

La Rural S.A. is a company that holds usufruct rights for the commercial operation of the emblematic “Predio Ferial de Palermo” (Palermo exhibition center) in the City of Buenos Aires. IRSA CP indirectly holds a 35% interest in it.

In July 2017, IRSA Propiedades Comerciales acquired from FEG Entretenimientos S.A. a 25% shareholding in Entertainment Holding S.A. (“EHSA”), a company where it already owned 50%. It also acquired a 1.25% interest in Entretenimiento Universal S.A. (“ENUSA”) from Mr. Marcelo Figoli. The transaction amount for the acquisition was set at Ps. 66.5 million.

In addition, the Company sold 5% of the shares of EHSA to Mr. Diego Finkelstein, where he already owned a 25% equity interest. The sale amount was fixed in the sum of Ps. 13.45 million.

As a result, the Company now holds 70% of the voting stock of EHSA and Mr. Diego Finkelstein holds the remaining 30%.

EHSA holds, both directly and indirectly, 100% of the shares of OGDEN Argentina S.A. (“OASA”) and 95% of the shares of ENUSA.

OASA holds 50% of the voting stock of La Rural S.A. (“LRSA”), a company that holds the right to commercially operate the emblematic “Predio Ferial de Palermo” in the Autonomous City of Buenos Aires, where the Sociedad Rural Argentina (“SRA”) holds the remaining 50%.

In addition, OASA manages LRSA pursuant to agreements entered into with SRA that include the right to appoint the Chairman—with casting vote on certain matters—and the general manager.

Furthermore, ENUSA is mainly engaged in organizing entertainment in the trade fair space.

TGLT (real estate)

TGLT is a real estate company listed on the BYMA which is mainly engaged in residential development projects in Argentina and Uruguay.

During fiscal year 2018 IRSA CP has sold approximadamente 3.7 million ordinary shares of TGLT, reducing its stake from 9.5% to 4.2%.

On August 1, 2017, IRSA Propiedades Comerciales exercised its preemptive subscription and accretion rights and purchased 22,225,000 Subordinated Notes Convertible into Newly Issued Shares of TGLT for an aggregate amount of USD 22,225,000 (USD 1 par value) due 2027.

If all the holders exercised their conversion rights, the company's interest in TGLT would increase to 12.8% of its stock capital, up from 4.2%.

Avenida Inc. (e-commerce)

The e-commerce company Avenida Inc. ("Avenida") changed its shareholding structure following the withdrawal of its two principal investors, who decided not to inject any further funds in light of the significant losses recorded by them in comparable operations abroad.

On January 20, 2017, Avenida issued shares of stock under the scope of a new investment round for USD 3.8 million, in which the Company made a USD 460,000 contribution and capitalized a loan held with Avenida for USD 229,515, and new investors participated. Therefore, the Company increased its stake in Avenida's stock capital to 17.84%. In addition, Avenida has set apart 385,103 shares to be allocated to an equity plan.

Moreover, IRSA CP is the only shareholder that holds a warrant entitling it to purchase 3,976,225 additional preferred shares at a price of USD 0.10 per share, exercisable until the earlier of the expiration of an 18-month term or the date a new equity issuance is resolved upon, subject to certain conditions. In the event of such exercise, its interest in Avenida's stock capital would increase to 25%.

In this context, Avenida has changed its management team and its business model and strategy. IRSA CP holds a 17.84% interest in Avenida.

Tarjeta Shopping (consumer finance)

Tarjeta Shopping S.A. is a company founded in 1995 that is dedicated to the issuance, processing and administration of credit cards, obtaining effecitvo and consumer financing in stores. In 2010, Banco Hipotecario S.A. acquired an 80% of the company, with the remaining 20% held by IRSA CP.

4. Material and Subsequent Events

August 2017: Concession agreement for the Exhibition and Convention Center of the City of Buenos Aires

On August 4, 2017, a 15-year concession agreement for the Exhibition and Convention Center of the City of Buenos Aires was executed by the joint venture "LA RURAL S.A. - OFC S.R.L. - OGDEN ARGENTINA S.A. – ENTRETENIMIENTO UNIVERSAL S.A. UNION TRANSITORIA", which had become awardee of the public tender called for such concession on July 24, 2017.

The members of the joint venture hold the following interests: (a) La Rural S.A., five percent (5%); (b) OFC SRL, twenty percent (20%); (c) Ogden Argentina SA, fifty-five percent (55%); and (d) Entretenimiento Universal SA, twenty percent (20%).

The shareholders of La Rural S.A. are Sociedad Rural Argentina, who is holder of a 50% interest, and Ogden Argentina SA, who holds the remaining 50%.

Ogden Argentina SA and Entretenimiento Universal SA are controlled companies of Entertainment Holdings S.A., whose shareholders are IRSA CP, who holds a 70% interest, and Diego Finkelstein, who holds the remaining 30%.

Consequently, IRSA CP indirectly holds a 54.25% interest in the joint venture.

The Exhibition and Convention Center has a surface area of approximately 22,800 sqm and may accommodate approximately 5,000 attendees. It has a main exhibit hall and an ancillary hall, offices and meetings rooms, arranged in three underground levels that were designed to blend into the landscape extending from the School of Law of the University of Buenos Aires to Parque Thays.

October 2017: Sale of shareholding interest held by IRSA Inversiones y Representaciones S.A.

On October 26, 2017, IRSA Inversiones y Representaciones Sociedad Anónima (“IRSA”) sold 2,560,000 ADS (each ADS represents 4 common shares) of the Company in the over-the-counter market, for an aggregate amount of USD 138,240,000, accounting for 8.13% of its stock capital.

October 2017: General Ordinary and Extraordinary Shareholders’ Meeting

On October 31, 2017, our General Ordinary and Extraordinary Shareholders’ Meeting was held. The following matters, inter alia, were resolved by majority of votes:

- Distribution of ARS 680 million as cash dividends in addition to the ARS 310 million approved as interim dividends.
- Designation of board members and the appointment of Isela Constantini as new independent director.
- Compensations to the Board of Directors for the fiscal year ended June 30, 2017
- Delegation in the Board of Directors of the faculty to renew terms and conditions of the notes of the Global Programme of Notes for up to USD 500 million that may be extended to USD 100 million.

February 2018: DirecTV Arena Acquisition

Ogden Argentina SA ('OASA'), which is indirectly controlled by IRSA CP in a 70%, has acquired a 60% stake of 'La Arena SA'. which developed and operates the stadium known as 'DIRECTV ARENA', located at kilometer 35.5 of the Pilar branch, Tortuguitas, in the province of Buenos Aires.

DIRECTV Arena is an indoor stadium with unique features intended for the performance of top-level international events, including sporting and others. The price set for the transaction amounted to USD 4.2 million. In this way, IRSA CP continues to expand, through OASA, which also owns a stake in La Rural S.A. and in the new Convention Center of the City of Buenos Aires, its exposure to the activity of fair events and entertainment, which could generate synergies with the business of shopping centers.

March 2018: Acquisition of a land plot in La Plata

On March 22, 2018 the Company has acquired, directly and indirectly, 100% of a plot of land of 78,000 sqm of surface in the town of La Plata, province of Buenos Aires. The operation was made through the purchase of 100% of the shares of the company Entertainment Center La Plata SA ('CELAP'), owner of 61.85% of the property and the direct purchase of the remaining 38.15% to non-related third parties.

The price of the operation was set at the amount of US$ 7,5 million which have been fully paid. The purpose of this acquisition is the future development of a mixed-use project, given that the property has characteristics for a commercial development in a high potential district.

Abril 2018: ERSA Judicial Intervention

On April 12, 2018 Emprendimiento Recoleta SA ('ERSA'), a company controlled by IRSA CP, has been notified by the National Criminal and Correctional Federal Court No. 1, Secretary No. 2 in charge of Judge María Romilda Servini in the framework of the case entitled 'Blaksley Enrique and others over infraction art. 303' of the judicial intervention of Emprendimiento Recoleta S.A. and another thirty-nine companies not related to IRSA CP for a period of six months, ordering the designation of collectors and informants declaring its general inhibition of assets.

ERSA is a limited company whose main activity is the exploitation of the concession of Buenos Aires Design shopping mall, located in the city of Buenos Aires, controlled by 53.68% by IRSA CP, while the remaining minority stake corresponds to Hope Funds SA, a Company related to the defendant Blaksley Enrique, acquired from a third party on June 30, 2009, transaction in which IRSA CP did not have any participation.

In the face of the measure adopted by the court in question, ERSA will present immediately an appeal to the measure in order to protect the interests of ERSA and IRSA CP in its capacity as controlling shareholder since both companies are completely unrelated to the facts investigated and the only relationship with Hope Funds SA and the defendants is the one mentioned in the previous paragraph.

It should be noted that on November 18, 2018 expires the term of the concession regarding the property in which Buenos Aires Design is located, subscribed with the Government of the City of Buenos Aires.

July 2018: Maltería Hudson property Acquisition

In July 2018 the company informed that it has acquired for its subsidiary “La Maltería S.A.”, which is directly or indirectly controlled by the company in a 100%, a property of 147,895 sqm of surface and approximately 40,000 sqm of built surface known as “Maltería Hudson”, located in the intersection between Route 2 and Buenos Aires - La Plata highway, main connection route to the south of Greater Buenos Aires and the Atlantic Coast, in the City of Hudson, province of Buenos Aires.

The price of the operation was set at the amount of USD 7.0 million, which have been fully paid.

Moreover, there are two adjoining properties to “La Maltería” of approximately 49,000 sqm and 57,000 sqm respectively, with the sign of the deed pending for a total amount of USD 720,825, of which 10% has already been paid and the balance will be paid at the time of signing the deed.

It should be mentioned that the company has signed an option with a non-related third party to sell between 15% to 30% of the shares of “La Maltería S.A.” at the acquisition price plus a certain interest for a 6-month period.

The purpose of this acquisition is the future development of a mixed-use project, with a total constructive capacity of approximately 177.000 sqm, given that the property has location and scale characteristics for a real estate development with great potential.

5. Legal Framework

Insurance

At the Company, we carry all-risk insurance for our shopping malls and other buildings covering property damage caused by fire, terrorist acts, explosion, gas leak, hail, storms and wind, earthquakes, vandalism, theft and business interruption. In addition, we carry liability insurance covering any potential damage to third parties or property caused by the conduct of our business throughout Argentina. We are in compliance with all legal requirements related to mandatory insurance, including insurance required by the Occupational Risk Law (*Ley de Riesgos del Trabajo*), life insurance required under collective bargaining agreements and other insurance required by laws and executive orders. Our history of damages is limited to one single claim resulting from a fire in Alto Avellaneda Shopping in March 2006, a loss which was substantially recovered from our insurers. These insurance policies contain specifications, limits and deductibles which we believe are adequate to the risks to which we are exposed in our daily operations. We further maintain liability insurance covering our directors' and corporate officers' liability.

Regulation and Governmental Supervision

The laws and regulations governing the acquisition and transfer of real estate, as well as municipal zoning ordinances are applicable to the development and operation of our properties.

Currently, Argentine law does not specifically regulate shopping mall lease agreements. Since our shopping mall leases generally differ from ordinary commercial leases, we have created provisions which govern the relationship with our shopping mall tenants.

Leases

Argentine law imposes certain restrictions on property owners, including:

- a prohibition to include price indexation clauses based on inflation increases in lease agreements; and
- a two-year minimum lease term is established for all purposes, except in particular cases such as embassy, consulate or international organization venues, room with furniture for touristic purposes for less than three months, custody and bailment of goods, exhibition or offering of goods in fairs or in cases where there is a specific purpose stated in the lease agreement which is to be fulfilled in a shorter term.

Main terms of our lease agreements

Under the Civil and Commercial Code of Argentina, the term of a lease agreement cannot be longer than fifty years, except for those lease agreements regulated by Law No. 25,248. In general, our lease agreements have three- to ten-year terms.

The lease space at our shopping malls is traded through an exclusive agreement with our subsidiary and real estate agent FIBESA. We have a standard lease agreement, the terms and conditions of which are described below, which we use for most of our tenants. However, our largest tenants generally negotiate better conditions for their respective lease agreement. It cannot be assured that the terms of the lease agreements will be the ones set forth in the standard lease agreement.

The rent we charge to our tenants is (i) the minimum insured value or base rent amount and (ii) the percentage rate (which usually ranges between 3% and 12% of the tenant's gross revenues), whichever is higher. Also, under a rent readjustment clause included in most lease agreements, the basic rent amount is generally increased annually and cumulatively as from the 13th month of the effective term of the agreement by 18% to 28%. Although several of our lease agreements include readjustment clauses, these are not based on an official index, nor do they reflect the inflation rate. In case of a dispute, we cannot guarantee that we will be able to enforce such clauses included in our lease agreements.

In addition to rent, we charge most our tenants an admission fee that is payable upon execution of the lease agreement and in case of renewal. The admission fee is usually paid as a single lump-sum payment or in small monthly installments. Tenants who pay this right in installments are liable for paying the outstanding balance if the agreement is terminated before the due date. In case of unilateral termination and/or termination due to a breach of obligations by the tenants, our consent is required for the reimbursement of the admission fee.

In each shopping mall, we are responsible for providing the connection and supply of electric power, the telephone switchboard, the air conditioning connection and the connection to the general fire detection system. Each leased unit is connected to these systems. We also provide connections to a sanitary system and a gas system for food court tenants. Each tenant is responsible for completing all other installations required within their units, and are also required to pay the direct expenses generated by these utilities within each unit. Direct expenses usually include: electricity, water, gas, telephone and air conditioning. The tenant must also pay a percentage of total costs and general taxes related to the maintenance of common areas. This percentage or "*cupe*" is determined based on different factors. The expenses of common areas include, among others, administration, security, operations, maintenance, cleaning and taxes.

We perform promotion and marketing activities to increase traffic towards our shopping malls. These activities are financed by tenants' contributions to the Collective Promotion Fund ("FPC"), which is managed by us. Each month, tenants make a contribution to the FPC which is equivalent to about 15% of their rent amount (income from leases or VMA plus percentage rent), in addition to rent and expenses. We have the power to increase the percentage that each tenant is required to contribute to the FPC, but this amount cannot exceed 25% of the original percentage indicated in the lease agreement for the FPC. We can also require tenants to make extraordinary contributions to the FPC to finance marketing campaigns and special promotions or to cover the cost of special promotion events that benefit all tenants. We can require these extraordinary contributions no more than four times a year, and each extraordinary contribution may not exceed 25% of the last monthly rent amount paid by the tenant.

Each tenant rents an empty store, with no fixtures, and is responsible for its decoration. All changes or additions to the unit should be previously approved by us. The tenant is responsible for all the costs incurred when remodeling the unit and should remove all additions made to the unit by the end of the lease term. Moreover, the tenant is responsible for obtaining adequate insurance for the unit which should include, among others, coverage for fire, glass breakage, theft, flooding, civil liability and workers' compensation.

Rent Increase

In addition, there are at present contradictory court rulings with respect to whether the rent price can or cannot be increased during the term of the lease agreement. Most of our lease agreements have incremental rent increase clauses that are not based on any official index. As of the date of this document no tenant has filed any legal action against us challenging incremental rent increases, but we cannot assure that such actions will not be filed in the future and, if any such actions were successful, that they will not have an adverse effect on our company.

Limits on lease terms

Under the Argentine Civil and Commercial Code lease terms may not exceed fifty years, irrespective of the intended use of the property (save in case of residential use, where the maximum term is twenty years). Generally, terms in our lease agreements go from 3 to 10 years.

Early Termination Rights

The Argentine Civil and Commercial Code provides that tenants may terminate lease agreements earlier after the first six months of the effective date. Such termination is subject to penalties which range from one to one and a half month of rent. If the tenant terminates the agreement during the first year of the lease the penalty is one and a half month’s rent and if the termination occurs after the first year of lease the penalty is one month’s rent.

It should be noted that the Argentine Civil and Commercial Code became effective on August 1, 2015 and that, among other rules, it repealed the Urban Lease Law (No. 23,091), which provided for a rule similar to the one described above, but (i) established the obligation to give at least 60 days’ prior notice of exercise of the early termination right by the tenant and (ii) set forth in section 29 that all the provisions of the law were a matter of public policy. There are no court rulings yet with respect to the new regulations related to: (i) unilateral right to termination by tenant; i.e. whether the parties may waive the tenant’s right to terminate the agreement unilaterally; or in relation to (ii) the possibility of establishing a penalty different from the penalty described above in the event of unilateral termination by the tenant.

Other

Most of our leases provide that the tenants pay all costs and taxes related to the property in proportion to their respective leaseable areas. In the event of a significant increase in the amount of such costs and taxes, the Argentine government may respond to political pressure to intervene by regulating this practice, thereby adversely affecting our rental income. The Argentine Civil and Commercial Procedural Code enables the lessor to pursue collection of outstanding rental payments through an “executory proceeding” upon lessee’s payment default. In executory proceedings debtors have fewer defenses available to prevent foreclosure, making these proceedings substantially shorter than ordinary ones. In executory proceedings the origin of the debt is not under discussion; the trial focuses on the formalities of debt instrument itself. The Procedural Code also permits special eviction proceedings, which are carried out in the same way as ordinary proceedings. The Argentine Civil and Commercial Code requires that a notice be given to the tenant demanding payment of the amounts due in the event of breach prior to eviction, of no less than ten days for leases for residential purposes, and establishes no limitation or minimum notice for leases for other purposes. However, historically, large court dockets and numerous procedural hurdles have resulted in significant delays to eviction proceedings, which generally last from six months to two years from the date of filing of the suit to the time of actual eviction.

Development and Use of the Land

Buenos Aires Urban Planning Code. Our real estate activities are subject to several municipal zoning, building, occupation and environmental regulations. In the City of Buenos Aires, where the vast majority of our real estate properties are located, the Buenos Aires Urban Planning Code (*Código de Planeamiento Urbano de la Ciudad de Buenos Aires*) generally restricts the density and use of property and controls physical features of improvements on property, such as height, design, set-back and overhang, consistent with the city’s urban landscape policy. The administrative agency in charge of the Urban Planning Code is the Secretary of Urban Planning of the City of Buenos Aires.

Buenos Aires Building Code. The Buenos Aires Building Code (*Código de Edificación de la Ciudad de Buenos Aires*) complements the Buenos Aires Urban Planning Code and regulates the structural use and development of property in the city of Buenos Aires. The Buenos Aires Building Code requires builders and developers to file applications for building permits, including the submission to the Secretary of Work and Public Services (*Secretaría de Obras y Servicios Públicos*) of architectural plans for review, to assure compliance therewith.

We believe that all of our real estate properties are in material compliance with all relevant laws, ordinances and regulations.

Sales and Ownership

Buildings Law. Buildings Law No. 19,724 (*Ley de Pre horizontalidad*) was repealed by the new Argentine Civil and Commercial Code which became effective on August 1, 2015. The new regulations provide that for purposes of execution of agreements with respect to built units or units to be built, under the horizontal property system, the owner is required to purchase insurance in favor of prospective purchasers against the risk of frustration of the operation pursuant to the agreement for any reason. A breach of this obligation prevents the owner from exercising any right against the purchaser–such as demanding payment of any outstanding installments due – unless he/she fully complies with their obligations, but does not prevent the purchaser from exercising its rights against seller.

Protection for the Disabled Law. The Protection for the Disabled Law No. 22,431, enacted on March 20, 1981, as amended, provides that in connection with the construction and renovation of buildings, obstructions to access must be eliminated in order to enable access by handicapped individuals. In the construction of public buildings, entrances, transit pathways and adequate facilities for mobility impaired individuals must be provided for.

Buildings constructed before the enforcement of the Protection for the Disabled Law must be adapted to provide accesses, transit pathways and adequate facilities for mobility-impaired individuals.

Those pre-existing buildings, which due to their architectural design may not be adapted to the use by mobility-impaired individuals, are exempted from the fulfillment of these requirements.

The Protection for the Disabled Law provides that residential buildings must ensure access by mobility impaired individuals to elevators and aisles. Architectural requirements refer to pathways, stairs, ramps and parking.

Real Estate Installment Sales Law. The Real Estate Installment Sales Law No. 14,005, as amended by Law No. 23,266 and Decree No. 2015/85, imposes a series of requirements on contracts for the sale of subdivided real estate property regarding, for example, the sale price which is paid in installments and the deed, which is not conveyed until final payment of such price. The provisions of this law require, among other things:

- The registration of the intention to sell the property in subdivided plots with the Real Estate Registry (*Registro de la Propiedad Inmueble*) corresponding to the jurisdiction of the property. Registration will only be possible with regard to unencumbered property. Mortgaged property may only be registered where creditors agree to divide the debt in accordance with the subdivided plots. However, creditors may be judicially compelled to agree to the division.
- The preliminary registration with the Real Estate Registry of the purchase instrument within 30 days of execution of the agreements.

Once the property is registered, the installment sale may not occur in a manner inconsistent with the Real Estate Installment Sales Act, unless seller registers its decision to desist from the sale in installments with the Real Estate Registry. In the event of a dispute over the title between the purchaser and third-party creditors of the seller, the installment purchaser who has duly registered the purchase instrument with the Real Estate Registry will obtain the deed to the plot. Further, the purchaser can demand conveyance of title after at least 25% of the purchase price has been paid, although the seller may demand a mortgage to secure payment of the balance of the purchase price.

After payment of 25% of the purchase price or the construction of improvements on the property equal to at least 50% of the property value, the Real Estate Installment Sales Act prohibits the rescission of the sales contract for failure by the purchaser to pay the balance of the purchase price. However, in such event the seller may take action under any mortgage on the property.

Other Regulations

Consumer Relationship. Consumer or End User Protection. The Argentine Constitution expressly establishes in Article 42 that consumers and users of goods and services have a right to protection of health, safety and economic interests in a consumer relationship. Consumer Protection Law No. 24,240, as amended, regulates several issues concerning the protection of consumers and end users in a consumer relationship, in the arrangement and execution of contracts.

The Consumer Protection Law, and the applicable sections of the Argentine Civil and Commercial Code are intended to regulate the constitutional right conferred under the Constitution on the weakest party of the consumer relationship and prevent potential abuses deriving from the stronger bargaining position of vendors of goods and services in a mass-market economy where standard form contracts are widespread.

As a result, the Consumer Protection Law and the Argentine Civil and Commercial Code deem void and unenforceable certain contractual provisions included in consumer contracts entered into with consumers or end users, including those which:

- deprive obligations of their nature or limit liability for damages;
- imply a waiver or restriction of consumer rights and an extension of seller rights; and
- impose the shifting of the burden of proof against consumers.

In addition, the Consumer Protection Law imposes penalties ranging from warnings to fines from Ps. 100 to Ps. 5,000,000, the seizure of merchandise, closing down of establishments for a term of up to 30 days, suspension of up to 5 years in the State suppliers register, the forfeiture of concession rights, privileges, tax regimes or special credits to which the sanctioned party was entitled. These penalties may be imposed separately or jointly.

The Consumer Protection Law and the Argentine Civil and Commercial Code define consumers or end users as the individuals or legal entities that acquire or use goods or services free of charge or for a price for their own final use or benefit or that of their family or social group. In addition, both laws provide that those who though not being parties to a consumer relationship as a result thereof acquire or use goods or services, for consideration or for non-consideration, for their own final use or that of their family or social group are entitled to such protection rights in a manner comparable to those engaged in a consumer relationship.

In addition, the Consumer Protection Law defines the suppliers of goods and services as the individuals or legal entities, either public or private that in a professional way, even occasionally, produce, import, distribute or commercialize goods or supply services to consumers or users.

The Argentine Civil and Commercial Code defines a consumer agreement as such agreement that is entered into between a consumer or end user and an individual or legal entity that acts professionally or occasionally either with a private or public company that manufactures goods or provides services, for the purpose of acquisition, use or enjoyment of goods or services by consumers or users for private, family or social use.

It is important to point out that the protection under the laws afforded to consumers and end users encompasses the entire consumer relationship process (from the offering of the product or service) and it is not only based on a contract, including the consequences thereof.

In addition, the Consumer Protection Law establishes a joint and several liability system under which for any damages caused to consumers, if resulting from a defect or risk inherent in the thing or the provision of a service, the producer, manufacturer, importer, distributor, supplier, seller and anyone who has placed its trademark on the thing or service shall be liable.

The Consumer Protection Law excludes the services supplied by professionals that require a college degree and registration in officially recognized professional organizations or by a governmental authority. However, this law regulates the advertisements that promote the services of such professionals.

The Consumer Protection Law determines that the information contained in the offer addressed to undetermined prospective consumers, binds the offeror during the period in which the offer takes place and until its public revocation. Further, it determines that specifications included in advertisements, announcements, prospectuses, circulars or other media bind the offeror and are considered part of the contract entered into by the consumer.

Pursuant to Resolution No. 104/05 issued by the Secretariat of Technical Coordination reporting to the Argentine Ministry of Economy, Consumer Protection Law adopted Resolution No. 21/2004 issued by the Mercorsur's Common Market Group which requires that those who engage in commerce over the Internet (E-Business) shall disclose in a precise and clear manner the characteristics of the products and/or services offered and the sale terms. Failure to comply with the terms of the offer is deemed an unjustified denial to sell and gives rise to sanctions.

On September 17, 2014, a new Consumer Protection Law was enacted by the Argentine Congress –Law No. 26,993. This law, known as "System for Conflict Resolution in Consumer Relationships," provided for the creation of new administrative and judicial procedures for this field of Law. It created a two-instance administrative system: the Preliminary Conciliation Service for Consumer Relationships (*Servicio de Conciliación Previa en las Relaciones de Consumo,* COPREC) and the Consumer Relationship Audit, and a number of courts assigned to resolution of conflicts between consumers and producers of goods and services (*Fuero Judicial Nacional de Consumo*). In order to file a claim, the amount so claimed should not exceed a fixed amount equivalent to 55 adjustable minimum living wages, which are determined by the Ministry of Labor, Employment and Social Security. The claim is required to be filed with the administrative agency. If an agreement is not reached between the parties, the claimant may file the claim in court. The administrative system known as Preliminary Conciliation Service for Consumer Relationships (COPREC) is currently in full force and effect. However, the court system (*fuero judicial nacional de consumo*) is not in force yet, therefore, any court claims should be currently filed with the existing applicable courts. A considerable volume of claims filed against us are expected to be settled pursuant to the system referred to above, without disregarding the full force and effect of different instances for administrative claims existing in the provincial sphere and the City of Buenos Aires, which remain in full force and effect, where potential claims related to this matter could also be filed.

Antitrust Law. Law No. 25,156, as amended, prevents trust practices and requires administrative authorization for transactions that according to the Antitrust Law constitute an economic concentration. According to this law, mergers, transfers of goodwill, acquisitions of property or rights over shares, capital or other convertible securities, or similar operations by which the acquirer controls or substantially influences a company, are considered as an economic concentration. Whenever an economic concentration involves a company or companies and the aggregate volume of business of the companies concerned exceeds in Argentina the amount of Ps. 200 million, in such case the respective concentration should be submitted for authorization to the CNDC. The request for authorization may be filed, either prior to the transaction or within a week after its completion.

When a request for authorization is filed, the CNDC may (i) authorize the transaction, (ii) subordinate the authorization of the transaction to the accomplishment of certain conditions, or (iii) reject the authorization.

The Antitrust Law provides that economic concentrations in which the transaction amount and the value of the assets absorbed, acquired, transferred or controlled in Argentina, do not exceed Ps. 20 million each are exempted from the administrative authorization. Notwithstanding the foregoing, when the transactions effected by the companies concerned during the prior 12-month period exceed in the aggregate Ps. 20 million or Ps. 60 million in the last 36 months, these transactions must be notified to the CNDC.

As our consolidated annual sales volume and our parent's consolidated annual sales volume exceed Ps. 200 million, we should give notice to the CNDC of any concentration provided for by the Antitrust Law.

Credit Card Law. Law No. 25,065, as amended by Law No. 26,010 and Law No. 26,361, governs certain aspects of the business activity known as "credit card system." Regulations impose minimum contract contents and approval thereof by the enforcement authority, as well as limitations on chargeable interest by users and commissions charged by the retail stores that adhere to the system. The Credit Card Law applies both to banking and non-banking cards, such as "*Tarjeta Shopping*," issued by Tarshop. Pursuant to Communication "A" 6258 issued by the Argentine Central Bank, loans granted under credit cards by non-financial entities cannot exceed 25% of the monthly interest rate published by the Argentine Central Bank for consumer loans in the open market without security interests.

Environment. Our activities are subject to a number of national, provincial and municipal environmental provisions.

Article 41 of the Argentine Constitution, as amended in 1994, provides that all Argentine inhabitants have the right to a healthy and balanced environment fit for human development and have the duty to preserve it. Environmental damage shall bring about primarily the obligation to restore it as provided by applicable law. The authorities shall control the protection of this right, the rational use of natural resources, the preservation of the natural and cultural heritage and of biodiversity, and shall also provide for environmental information and education. The National Government shall establish minimum standards for environmental protection whereas Provincial and Municipal Governments shall fix specific standards and regulatory provisions.

On November 6, 2009, the Argentine Congress passed Law No. 25,675. Such law regulates the minimum standards for the achievement of a sustainable environment and the preservation and protection of biodiversity and fixes environmental policy goals.

Law No. 25,675 establishes the activities that will be subject to an environmental impact assessment procedure and certain requirements applicable thereto. In addition, such Law sets forth the duties and obligations that will be triggered by any damage to the environment and mainly provides for restoration of the environment to its former condition or, if that is not technically feasible, for payment of compensation in lieu thereof. Such Law also fosters environmental education and provides for certain minimum reporting obligations to be fulfilled by natural and legal entities.

In addition, the CNV Rules require the obligation to report to the CNV any events of any nature and fortuitous acts that seriously hinder or could potentially hinder performance of our activities, including any events that generate or may generate significant impacts on the environment, providing details on the consequences thereof.

The new Argentine Civil and Commercial Code has introduced as a novel feature the acknowledgement of collective rights, including the right to a healthy and balanced environment. Accordingly, the Argentine Civil and Commercial Code expressly sets forth that the law does not protect an abusive exercise of individual rights if such exercise could have an adverse impact on the environment and the rights with a collective impact in general.

6. Financial Summary

As of June 30, 2018, IRSA Propiedades Comerciales S.A. had a net debt of USD 230.5 million. Below is a detail of IRSA Propiedades Comerciales S.A.'s debt:

Description	Currency	Amount (US$ MM)[(1)]	Interest Rate	Maturity
Bank overdrafts	ARS	0.2	-	< 360 d
PAMSA loan	USD	35.0	Fixed	Feb-323
IRCP NCN Class IV	USD	140.0	5.0%	Sep-20
IRSA CP NCN Class II	USD	360.0	8.75%	Mar-23
IRSA CP's Total Debt		**535.2**		
Cash & Cash Equivalents + Investments [(2)]		304.7		
Consolidated Net Debt		**230.5**		

(1) Principal amount at an exchange rate of ARS 28.85, without considering accrued interest or eliminations of balances with subsidiaries. Includes joint ventures.
(2) Includes Cash and cash equivalents + Investments in Current Financial Assets and our holding in TGLT's convertible Notes.

On February 16, 2018, Panamerican Mall SA, controlled 80% by IRSA Propiedades Comerciales SA and owner of Dot Baires Shopping, the Dot building and neighboring reserves in the Polo Dot commercial complex, took out a loan with a non-related banking entity, for the sum of USD 35.0 million at 5.2365% due 2023. The funds will be used mainly for the completion of the construction work of the Polo Dot 1º stage office building.

Agreements not included in the Balance Sheet:

As of June 30, 2018, we had no agreement that was not included in the balance sheet or significant transactions with non-consolidated entities that are not reflected in our consolidated Financial Statements. All of our interests and/or relationships with our subsidiaries or controlled entities on a joint basis are recorded in our consolidated Financial Statements.

The following are some of the Company's most important financial ratios:

In thousands of Ps.	06/30/2018	06/30/2017	Variation	Difference (%)
Adjusted EBITDA [(1)]	3,144,450	2,595,958	548,492	21.13%
Shopping Malls EBITDA	2,748,234	2,207,308	540,926	24.51%
Offices EBITDA [(2)]	366,984	308,202	58,782	19.07%
Sales and Developments EBITDA	93,146	94,107	-961	-1.02%
Others EBITDA	-16,797	12,505	-29,302	-234.32%
Consolidated EBITDA per Segments [(2)]	3,191,567	2,622,122	569,444	21.72%
Shares outstanding	126,014,050	126,014,050	-	-
Number of shares fully diluted	126,014,050	126,014,050	-	-
Ajusted FFO [(3)]	2,411,770	1,588,198	823,572	51.86%
Profit for the year	**15,656,023**	**3,377,514**	**12,278,509**	**363.54%**
Porfit for the year per share	**0.1242**	**0.0268**	**0.0974**	**363.54%**

(1) We define EBITDA as the result of the year, excluding: i) Financial interests earned; ii) Lost financial interests; iii) income tax; and iv) depreciation and amortization. We define Adjusted EBITDA as EBITDA less Total net financial results excluding Net financial interests, less Profit from participation in associates and joint ventures, and excluding Unrealized profit from changes in the fair value of investment properties. EBITDA is not considered a generally accepted accounting measure and therefore should not be used as a measure of financial or operating performance.
(2) Idem (1) Including joint ventures and effect of expenses and FPC. See Note 6 - reconciliation between the operating result of the information by segment and the operating result according to the income statement.
(3) Operating funds calculated as profit for the period plus depreciation and amortization of property, plant and equipment, intangible assets and amortization of initial costs of leases, less total net financial results excluding Net financial interests, less result of changes in the fair value of properties of investment, plus deferred tax, and less non-controlling interest. The FFO is not considered a generally accepted accounting measure and therefore should not be used as a measure of financial or operational performance.

7. Summary of Consolidated Financial and Operating Information

Share of Profit / (Loss) from interests in joint ventures:

As it arises from Note 2.3. (e) to the consolidated financial statements as of and for the years ended June 30, 2018 and 2017, the share of profit / (loss) from our joint ventures Nuevo Puerto Santa Fe S.A., Quality Invest S.A. and La Rural S.A. is accounted for under the equity method in "Share of profit / (loss) of associates and joint ventures" of the Company's consolidated income statement.

However, as explained in Note 6 to the consolidated financial statements as of and for the years ended June 30, 2018 and 2017, the operating results from Nuevo Puerto Santa Fe S.A. and Quality Invest S.A. are accounted for using the proportionate consolidation method in the information by segments. Such method shows results from joint ventures in the income statement line by line. The operating results from our joint ventures are allocated to each business segment based on the nature of the operations that generate such results. In addition, the information by segments contemplates certain operations between related parties that were eliminated from the consolidated comprehensive income statement but which represent genuine revenues and/or costs of each segment. Such operations mainly include lease of spaces and management fees.

Comparison of Information:

During fiscal year ended June 30, 2018, 2017 and 2016, the Argentine Peso depreciated by around 74%, 11% and 65% against the US Dollar, respectively, with the ensuing impact on the comparison of the figures stated in these financial statements, mainly resulting from the exposure of assets and liabilities denominated in foreign currency to exchange rate fluctuations.

Shopping centers:

For the fiscal years ended June 30, 2018 and 2017

During fiscal year 2018, we maintained the same portfolio of operating shopping malls; therefore, there were no material effects on the comparison of the information.

For the fiscal years ended June 30, 2017 and 2016

During fiscal year 2017, we maintained the same portfolio of operating shopping malls.

Offices:

For the fiscal years ended June 30, 2018 and 2017

During fiscal year 2018, the comparability of revenues and costs from the Offices segment was affected by the partial sale of rental property, offset by the depreciation of the Argentine Peso vis-à-vis the Dollar. In this regard, during fiscal year 2018 we sold an area of 851.79 sqm in the Intercontinental Plaza building.

For the fiscal years ended June 30, 2017 and 2016

During fiscal year 2017, the comparability of revenues and costs from the Offices segment was affected by the partial sale of rental property, offset by the depreciation of the Argentine Peso vis-à-vis the Dollar. In this regard, during fiscal year 2017 we sold an area of 2,432 sqm in the Intercontinental Plaza building.

Sales and Developments

For the fiscal years ended June 30, 2018 and 2017

Operating income (loss) from this segment was mainly affected by the sales of floors and parking spaces in the Beruti building in fiscal year 2018, and to a lower extent, by the sale of functional units in the Intercontinental Plaza building, originally allocated to lease. On the other hand, sales of properties held for sale remained stable vis-à-vis fiscal year 2017 in relation to Condominios I and II projects.

For the fiscal years ended June 30, 2017 and 2016

Operating income (loss) from this segment was mainly affected by the partial sale of floors and parking spaces in the Beruti building in fiscal year 2017, and to a lower extent, by the sale of functional units in the Intercontinental Plaza building, originally allocated to lease. On the other hand, sales of properties held for sale declined vis-à-vis fiscal year 2016 in relation to Condominios I and II projects.

Others:

For the fiscal years ended June 30, 2018 and 2017

During fiscal year 2018, ALG Golf Center S.A. was incorporated to the segment.

For the fiscal years ended June 30, 2017 and 2016

During fiscal year 2017, Entertainment Holdings S.A. was incorporated to the segment.

Results of Operations for the fiscal years ended June 30, 2018 and 2017

Below is a summary of the group's business lines and a reconciliation between total operating income according to information by segment and operating income according to the income statement for the fiscal years ended June 30, 2018 and 2017.

	Total information by segment			Adjustment due to share of profits of joint ventures			Adjustments due to expenses and collective promotion fund			Total income statement		
	06.30.18	06.30.17	Variation	06.30.18	06.30.17	Variation	06.30.18	06.30.17	Variation	06.30.18	06.30.17	Variation
Revenues	4,271.6	3,548.4	723.2	(39.4)	(39.4)	-	1,717.0	1,488.2	228.8	5,949.2	4,997.2	952.0
Costs	(416.6)	(399.9)	(16.7)	24.2	12.9	11.3	(1,747.1)	(1,512.7)	(234.4)	(2,139.4)	(1,899.8)	(239.6)
Gross profit (loss)	**3,855.0**	**3,148.4**	**706.6**	**(15.2)**	**(26.5)**	**11.3**	**(30.1)**	**(24.6)**	**(5.5)**	**3,809.8**	**3,097.4**	**712.4**
Net gain (loss) from fair value adjustment on investment properties	17,428.2	3,325.9	14,102.3	(738.1)	(192.5)	(545.6)	-	-	-	16,690.1	3,133.4	13,556.7
General and administrative expenses	(416.3)	(325.0)	(91.3)	1.1	2.8	(1.7)	-	-	-	(415.2)	(322.2)	(93.0)
Selling expenses	(298.1)	(238.7)	(59.4)	3.3	2.1	1.2	-	-	-	(294.9)	(236.5)	(58.4)
Other operating results, net	(8.9)	(52.3)	43.4	3.9	1.1	2.8	-	-	-	(4.9)	(51.2)	46.3
Operating income (loss)	**20,559.9**	**5,858.4**	**14,701.5**	**(745.0)**	**(212.9)**	**(532.1)**	**(30.1)**	**(24.6)**	**(5.5)**	**19,784.9**	**5,620.9**	**14,164.0**
Share of profit of associates and joint ventures	20.2	13.7	6.5	619.4	139.0	480.4	-	-	-	639.5	152.7	486.8
Segment income (loss)	**20,580.1**	**5,872.0**	**14,708.1**	**(125.6)**	**(73.9)**	**(51.7)**	**(30.1)**	**(24.6)**	**(5.5)**	**20,424.4**	**5,773.6**	**14,650.8**

Below is a brief analysis of the business lines for the fiscal years ended June 30, 2018 and 2017.

	Shopping malls			Offices			Sales and Developments			Others			Total information by segment		
	06.30.18	06.30.17	Variation	06.30.18	06.30.17	Variation	06.30.18	06.30.17	Variation	06.30.18	06.30.17	Variation	06.30.18	06.30.17	Variation
							(In millions of Ps.)								
Revenues	3,664.7	3,046.6	618.1	492.1	401.8	90.3	105.5	99.1	6.4	9.3	0.9	8.4	4,271.6	3,548.4	723.2
Costs	(329.8)	(349.4)	19.7	(48.4)	(27.9)	(20.5)	(18.7)	(22.5)	3.8	(19.8)	(0.0)	(19.7)	(416.6)	(399.9)	(16.7)
Gross profit (loss)	**3,334.9**	**2,697.1**	**637.7**	**443.7**	**373.9**	**69.8**	**86.8**	**76.6**	**10.2**	**(10.4)**	**0.8**	**(11.3)**	**3,855.0**	**3,148.4**	**706.5**
Net gain (loss) from fair value adjustment on investment properties	11,340.1	2,068.1	9,272.0	5,042.4	1,064.6	3,977.8	1,000.1	193.2	807.0	45.6	-	45.6	17,428.2	3,325.9	14,102.4
General and administrative expenses	(320.2)	(261.5)	(58.8)	(39.4)	(31.5)	(8.0)	(38.6)	(30.5)	(8.1)	(18.1)	(1.5)	(16.6)	(416.3)	(325.0)	(91.4)
Selling expenses	(238.2)	(188.1)	(50.1)	(47.4)	(33.9)	(13.5)	(10.6)	(13.7)	3.1	(2.0)	(3.0)	1.0	(298.1)	(238.7)	(59.4)
Other operating results, net	(56.5)	(57.7)	1.3	0.3	(6.7)	7.1	33.6	(4.1)	37.6	13.7	16.2	(2.5)	(8.9)	(52.3)	43.5
Operating income (loss)	**14,060.1**	**4,258.0**	**9,802.1**	**5,399.7**	**1,366.4**	**4,033.3**	**1,071.4**	**221.5**	**849.8**	**28.8**	**12.5**	**16.3**	**20,559.9**	**5,858.4**	**14,701.5**
Share of profit of associates and joint ventures	-	-	-	-	-	-	-	-	-	20.2	13.7	6.5	20.2	13.7	6.5
Segment income	**14,060.1**	**4,258.0**	**9,802.1**	**5,399.7**	**1,366.4**	**4,033.3**	**1,071.4**	**221.5**	**849.8**	**49.0**	**26.2**	**22.8**	**20,580.1**	**5,872.0**	**14,708.0**

Revenues 2018 vs 2017

Revenues from sales, leases and services, expenses and collective promotion fund, as per the income statement, rose by 19.1%, from Ps. 4,997.2 million during fiscal year 2017 to Ps. 5,949.2 million during fiscal year 2018.

In turn, revenues from expenses and collective promotion fund increased 15.4%, from Ps. 1,488.2 million (Ps. 1,375.9 million of which is attributable to the Shopping Malls segment and Ps. 112.3 million to the Offices segment) during fiscal year 2017 to Ps. 1,717.0 million (Ps. 1,607.6 million of which is attributable to the Shopping Malls segment and Ps. 109.3 million to the Offices segment) during fiscal year 2018.

In addition, revenues from our joint ventures were Ps. 39.4 million in both fiscal years, with no changes. Inter-segment breakdown is as follows: Ps. 26.2 million is attributable to the Shopping Malls segment and Ps. 13.2 million to the Offices segment during fiscal year 2017 and during fiscal year 2018, Ps. 33.2 million is attributable to the Shopping Malls segment and Ps. 6.2 million to the Offices segment.

Therefore, pursuant to the information by segments (taking into account the revenues from our joint ventures and disregarding revenues from expenses and collective promotion fund and business inter-segment revenues), revenues increased by 20.4%, from Ps. 3.548.4 million during fiscal year 2017 to Ps. 4,271.6 million in fiscal year 2018. This increase was mainly attributable to: (i) a Ps. 618.1 million increase in the revenues from the Shopping Malls segment (Ps. 6.9 million of which originated in the results of our joint ventures); (ii) a Ps. 90.3 million increase in the revenues from the Offices segment (which include a reduction of Ps. 6.9 million originated in the results of our joint ventures); (iii) an increase of Ps. 6.4 million in revenues from the Sales and Developments segment; and (iv) a Ps. 8.4 million increase in revenues from the Others segment.

- **Shopping Malls.** Revenues from the Shopping Malls segment increased 20.3%, from Ps. 3,406.6 million during fiscal year 2017 to Ps. 3,664.7 million during fiscal year 2018. Such increase is mainly attributable to: (i) a Ps. 576.4 million increase in revenues from fixed and variable leases as a result of a 24.9% increase in the total sales of our tenants, up from Ps. 34.4 million during fiscal year 2017 to Ps. 43.0 million during fiscal year 2018; (ii) a Ps. 81.8 million increase in the revenues from admission rights, (iii) a Ps. 43.6 million increase in the revenues from parking charges; partially offset by (iv) a Ps. 63.4 million decrease resulting from flattening of step-up leases .
- **Offices.** Revenues from the Offices segment increased 22.5%, from Ps. 401.8 million in fiscal year 2017 to Ps. 492.1 million in fiscal year 2018, mainly as a result of the increase in the exchange rate from Ps. 16.63 as of June 30, 2017 to Ps. 28.85 as of June 30, 2018, as office leases are invoiced in dollars.
- **Sales and Developments.** Revenues from the Sales and Developments segment increased Ps. 6.4 million, up from Ps. 99.1 million during fiscal year 2017 to Ps. 105.5 million during fiscal year 2018. Such increase mainly resulted from the sales of floors in Beruti building and parking spaces in Rosario building and the exchange rate increase.
- **Others.** Revenues from the Others segment increased Ps. 8.4 million, up from Ps. 0.9 million during fiscal year 2017 to Ps. 9.3 million during fiscal year 2018, mainly due to revenues from La Arena S.A. to Ps. 8.9 million.

Costs 2018 vs 2017

Total consolidated costs, as per the income statement, increased 12.6%, up from Ps. 1,899.8 million during fiscal year 2017 to Ps. 2,139.4 million during fiscal year 2018. In turn, total consolidated costs as a percentage of total revenues decreased by 38.0% during fiscal year 2017 to 36.0% during fiscal year 2018.

In turn, costs from expenses and collective promotion fund increased 15.5%, up from Ps. 1,512.7 million during fiscal year 2017 to Ps. 1,747.1 million during fiscal year 2018. The variation was mainly due to an increase in expenses and collective promotion fund generated by Shopping Malls, which increased 16.9%, up from Ps. 1,399.6 million during fiscal year 2017 to Ps. 1,635.6 million during fiscal year 2018, mainly as a result of: (i) higher salaries, social security charges and other personnel expenses of Ps. 103.4 million; (ii) an increase in maintenance, security, cleaning, repairs and related expenses of Ps. 88.4 million (mostly attributable to increases in security and cleaning services and utility rates); and (iii) an increase in taxes, rates and contributions and other expenses of Ps. 51.3 million, among other items. This was partially offset by lower expenses from the Offices segment, which decreased Ps. 1.7 million, down from Ps. 113.1 million during fiscal year 2017 to Ps. 111.4 million during fiscal year 2018, mainly due to a decrease in salaries, social security charges and other personnel expenses for Ps. 2.6 million.

In addition, costs from our joint ventures increased 88.1%, from Ps. 12.9 million (Ps. 4.4 million of which is attributable to the Shopping Malls segment and Ps. 8.5 million to the Offices segment) during fiscal year 2017 to Ps. 24.2 million (Ps. 5.3 million of which is attributable to the Shopping Malls segment and Ps. 18.9 million to the Offices segment) during fiscal year 2018.

Therefore, pursuant to the information by segments (taking into account the costs from our joint ventures and disregarding costs from expenses and collective promotion fund and business inter-segment costs), costs increased 4.2%, from Ps. 399.9 million during fiscal year 2017 to Ps. 416.6 million during fiscal year 2018. Total costs as a percentage of total revenues pursuant to the information by segments decreased from 11.3% during fiscal year 2017 to 9.8% during fiscal year 2018.

- **Shopping Malls.** The costs of our Shopping Malls segment decreased 5.6%, from Ps. 349.4 million during fiscal year 2017 to Ps. 329.8 million during fiscal year 2018, mainly generated by lower costs of leases and expenses for Ps. 45.8 million due to the absorption of the fiscal deficit of the collective promotion fund. This was partially offset by: (i) an increase in salaries, social security charges and other personnel expenses of Ps. 15.0 million; (ii) an increase in maintenance, security, cleaning, repairs and related expenses of Ps. 8.4 million (mainly due to an increase in security and cleaning expenses and utility rates); and (iii) an increase in depreciation and amortization of Ps. 14.3 million, among other items. The Shopping Malls segment costs, as a percentage of revenues from this segment, decreased from 11.5% during fiscal year 2017 to 9.0% during fiscal year 2018.
- **Offices.** The costs of the Offices segment increased 73.5%, from Ps. 27.9 million during fiscal year 2017 to Ps. 48.4 million during fiscal year 2018, mainly due to (i) an increase in leases and expenses of Ps. 7.1 million; (ii) an increase in taxes, rates and contributions of Ps. 3.8 million; (iii) an increase in maintenance, security, cleaning, repairs and related expenses of Ps. 3.5 million; and (iv) an increase in fees and compensations for services of Ps. 3.4 million. The costs of the Offices segment, as a percentage of the revenues from this segment, rose from 6.9% during fiscal year 2017 to 9.8% during fiscal year 2018.

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- **Sales and Developments.** The costs of the Sales and Developments segment decreased from Ps. 22.5 million in fiscal year 2017 to Ps. 18.7 million in fiscal year 2018, mainly due to (i) lower cost of sales of properties for Ps. 4.0 million; (ii) a decrease in fees and compensations for services of Ps. 0.5 million, partially offset by (iii) an increase in taxes, rates and contributions of Ps. 0.7 million, among other items. The costs of the Sales and Developments segment, as a percentage of the revenues from this segment, decreased from 22.7% during 2017 to 17.7% during fiscal year 2018.
- **Others**. The cost of the Others segment increased from nil during fiscal year 2017 to Ps. 19.8 million during fiscal year 2018, mainly due to revenues from La Arena S.A.

Gross profit 2018 vs 2017

Total consolidated gross profit, as per the income statement, increased 23.0%, from Ps. 3,097.4 million during fiscal year 2017 to Ps. 3,809.8 million during fiscal year 2018. Total consolidated gross profit as a percentage of total revenues increased from 62.0% in fiscal year 2017 to 64.0% in fiscal year 2018.

In turn, gross profit (loss) from expenses and collective promotion fund showed a 22.8% increase, from Ps. 24.6 million (Ps. 23.7 million of which is attributable to the Shopping Malls segment and Ps. 0.9 million to the Offices segment) during fiscal year 2017 to Ps. 30.2 million (Ps. 28.0 million of which is attributable to the Shopping Malls segment and Ps. 2.1 million to the Offices segment) during fiscal year 2018.

In addition, gross profit (loss) from our joint ventures decreased 42.9%, from Ps. 26.5 million (Ps. 21.8 million of which is attributable to the Shopping Malls segment and Ps. 4.7 million to the Offices segment) during fiscal year 2017 to Ps. 15.2 million (Ps. 27.9 million of which is attributable to the Shopping Malls segment and Ps. 12.7 million (loss) to the Offices segment) during fiscal year 2018.

Therefore, pursuant to the information by segments, total gross profit (taking into account the gross profit (loss) from our joint ventures and disregarding the gross profit (loss) from expenses and collective promotion fund and the business inter-segment gross profit) increased 22.4%, from Ps. 3,148.4 million during fiscal year 2017 to Ps. 3,855.0 million during fiscal year 2018. Total gross profit as a percentage of total revenues went from 88.7% during fiscal year 2017 to 90.2% during fiscal year 2018.

- **Shopping Malls.** Gross profit from the Shopping Malls segment increased 23.6%, from Ps. 2,697.1 million during fiscal year 2017 to Ps. 3,334.9 million for fiscal year 2018, mainly as a result of an increase in total sales of our tenants, giving rise to higher rental percentages under our lease agreements. Gross profit from our Shopping Malls segment as a percentage of revenues for the segment increased from 88.5% during fiscal year 2017 to 91.0% during fiscal year 2018.
- **Offices.** Gross profit from the Offices segment increased 18.7%, from Ps. 373.9 million during fiscal year 2017 to Ps. 443.7 million during fiscal year 2018. Gross profit from the Offices segment as a percentage of revenues from this segment decreased from 93.1% during fiscal year 2017 to 90.2% during fiscal year 2018, mainly as a result of a higher increase in this segment's costs against revenues as explained above for this year.
- **Sales and Developments.** Gross profit from the Sales and Developments segment experienced an increase of Ps. 10.2 million, from a profit of Ps. 76.6 million during fiscal year 2017 to a profit of Ps. 86.8 million during fiscal year 2018. This increase mainly resulted from higher revenues from sales of the floors in Beruti building and parking spaces in Rosario building during fiscal year 2018. Gross profit from the Sales and Developments segment as a percentage of the revenues from this segment increased from 77.3% during fiscal year 2017 to 82.3% during fiscal year 2018, mainly as a result of higher sales during this fiscal year.
- **Others.** Gross profit from the Others segment experienced a significant variation during this fiscal year, from a profit of Ps. 0.8 million during fiscal year 2017 to a loss of Ps. 10.4 million during fiscal year 2018, mainly due to a higher increase in the costs of this segment compared to the revenues as explained above during this fiscal year.

Net gain from fair value adjustment on investment properties 2018 vs 2017

Net gain from fair value adjustment on investment properties for the fiscal year ended June 30, 2018 was Ps. 17,428.2 million (Ps. 11,340.1 million from our Shopping Malls segment; Ps. 5,042.4 million from the Offices segment; Ps. 1,000.1 million from the Sales and Developments segment, and Ps. 45.6 million from the Others segment). The net impact in the peso values of our properties was primarily a consequence of the change in the macroeconomic conditions: (i) from June 2017 to June 2018 the Argentine peso depreciated 73% against the U.S. dollar (from Ps. 16.63 per USD1.00 to Ps. 28.85 per USD1.00); (ii) an increase in the projected inflation rate, with the resulting increase in the cash flow of revenues of shopping malls since the company charges a percentage of tenants' sales; (iii) an increase of 44 basic points in the discount rate; and (iv) an additional effect due to the decrease in the income tax rate used in the methodology applied to value discounted cash flows; such amendment was set forth by the fiscal reform recently approved, where it was set forth that the income tax rate will be gradually reduced to 30% for fiscal periods commencing from January 1, 2018 through December 31, 2019, and to 25% for fiscal periods commencing from January 1, 2020 onwards.

We maintained the same portfolio of shopping malls during the fiscal year ended June 30, 2018 and 2017. The values of our shopping mall properties increased 40.5% during the fiscal year ended June 30, 2018, largely due to a decrease in our cost of capital and the impact of the depreciation of the peso.

The value of our office buildings increased 84.5% during the fiscal year ended June 30, 2018 largely as a result of the impact of the depreciation of the peso. In addition, we recorded a gain on sales and developments of Ps. 20.8 million during the fiscal year ended June 30, 2018 compared to Ps.65.2 million in the comparable period in 2017.

General and administrative expenses 2018 vs 2017

Administrative expenses, as per the income statement, increased 28.9%, from Ps. 322.2 million during fiscal year 2017 to Ps. 415.2 million during fiscal year 2018. Total administrative expenses as a percentage of total revenues increased slightly from 6.4% during fiscal year 2017 to 7.0% during fiscal year 2018.

Administrative expenses from our joint ventures decreased from Ps. 2.8 million (Ps. 2.3 million of which is attributable to the Shopping Malls segment and Ps. 0.5 million to the Offices segment) during fiscal year 2017 to Ps. 1.1 million (Ps. 0.6 million of which is attributable to the Shopping Malls segment and Ps. 0.5 million to the Offices segment) during fiscal year 2018.

Therefore, administrative expenses (taking into account administrative expenses derived from our joint ventures, and inter-segment eliminations) rose by 28.1%, from Ps. 325.0 million during fiscal year 2017 to Ps. 416.3 million during fiscal year 2018, mainly as a result of: (i) a Ps. 58.8 million increase in administrative expenses of our Shopping Malls segment, (ii) a Ps. 16.6 million increase in administrative expenses of our Offices segment, (iii) a Ps. 8.1 million increase in administrative expenses of our Sales and Developments segment, and (iv) a Ps. 8.0 million increase in administrative expenses of our Offices segment. Administrative expenses, pursuant to the information by segments, as a percentage of total revenues, increased from 9.2% during fiscal year 2017 to 9.7% during fiscal year 2018.

- **Shopping Malls.** Administrative expenses of Shopping Malls increased 22.5%, from Ps. 261.5 million during fiscal year 2017 to Ps. 320.2 million during fiscal year 2018, mainly due to: (i) an increase of Ps. 26.7 million in directors' fees; (ii) a Ps. 15.1 million increase in salaries, social security charges and other personnel expenses; (iii) an increase of Ps. 8.4 million in maintenance, repair and service expenses and employees' travel expenses, and (iv) a Ps. 4.4 million increase in amortizations. Administrative expenses of Shopping Malls as a percentage of revenues from such segment slightly rose from 8.6% during fiscal year 2017 to 8.7% during fiscal year 2018.

- **Offices.** Administrative expenses of the Offices segment increased Ps. 8.0 million, from Ps. 31.5 million during fiscal year 2017 to Ps. 39.4 million during fiscal year 2018, mainly as a result of: (i) an increase of Ps. 3.1 million in directors' fees; (ii) a Ps. 1.9 million increase in salaries, social security charges and other personnel expenses; and (ii) a Ps. 1.2 million increase in banking expenses. Administrative expenses of the Offices segment as a percentage of revenues from this segment slightly rose from 7.8% during fiscal year 2017 to 8.0% during fiscal year 2018.
- **Sales and Developments.** Administrative expenses of the Sales and Developments segment experienced a rise of Ps. 8.1 million, from Ps. 30.5 million during fiscal year 2017 to Ps. 38.6 million during fiscal year 2018, mainly as a result of increased costs generated by: (i) an increase of Ps. 3.0 million in directors' fees; (ii) a Ps. 1.9 million increase in salaries, social security charges and other personnel expenses; and (ii) an increase of Ps. 1.1 million in banking expenses, among other items. Administrative expenses of the Sales and Developments segment as a percentage of revenues from this segment rose from 30.7% during fiscal year 2017 to 36.5% during fiscal year 2018.
- **Others.** Administrative expenses of the Others segment experienced a strong variation, from Ps. 1.5 million during fiscal year 2017 to Ps. 18.1 million during fiscal year 2018, mainly due to expenses of La Arena S.A.

Selling expenses 2018 vs 2017

Selling expenses, as per the income statement, increased 24.7%, from Ps. 236.5 million during fiscal year 2017 to Ps. 294.9 million during fiscal year 2018. Selling expenses as a percentage of total revenues increased from 4.7% during fiscal year 2017 to 5.0% during fiscal year 2018.

In turn, selling expenses from our joint ventures showed an increase, from Ps. 2.1 million during fiscal year 2017 (Ps. 1.5 million of which is attributable to the Shopping Malls segment and Ps. 0.6 million to the Offices segment) to Ps. 3.3 million during fiscal year 2018 (Ps. 2.3 million of which is attributable to the Shopping Malls segment and Ps. 1.0 million to the Offices segment).

Therefore, taking into account the selling expenses from our joint ventures and inter-segment eliminations, selling expenses increased Ps. 59.4 million, from Ps. 238.7 million during fiscal year 2017 to Ps. 298.1 million during fiscal year 2018. This increase was mainly attributable to: (i) a Ps. 50.1 million increase in selling expenses of the Shopping Malls segment; (ii) higher selling expenses of Ps. 13.5 million from the Offices segment, partially offset by (iii) lower selling expenses of Ps. 3.1 million from the Sales and Developments segment, and (iv) a Ps. 1.0 million decrease in selling expenses from the Others segment. Selling expenses (taking into account selling expenses derived from our joint ventures and inter-segment eliminations) as a percentage of total revenues increased from 6.7% during fiscal year 2017 to 7.0% during fiscal year 2018.

- **Shopping Malls.** Selling expenses from the Shopping Malls segment increased 26.6%, from Ps. 188.1 million during fiscal year 2017 to Ps. 238.2 million during fiscal year 2018, mainly as a result of: (i) an increase in taxes, rates and contributions of Ps. 28.2 million, mainly generated by higher turnover taxes; and (ii) a Ps. 21.7 million increase in loan losses charges. Selling expenses as a percentage of revenues from the Shopping Malls segment rose from 6.2% during fiscal year 2017 to 6.5% during fiscal year 2018.

- **Offices.** Selling expenses from the Offices segment increased Ps. 13.5 million, from Ps. 33.9 million during fiscal year 2017 to Ps. 47.4 million during fiscal year 2018, mainly as a result of (i) an increase in loan losses charges of Ps. 11.2 million; and (ii) an increase in taxes, rates and contributions of Ps. 2.6 million, mainly generated by higher turnover taxes. Selling expenses from the Offices segment as a percentage of the revenues from such segment increased from 8.4% during fiscal year 2017 to 9.6% during fiscal year 2018.
- **Sales and Developments.** Selling expenses from our Sales and Developments segment decreased Ps. 3.1 million, from Ps. 13.7 million during fiscal year 2017 to Ps. 10.6 million during fiscal year 2018, mainly due to: (i) a decrease in taxes, rates and contributions of Ps. 4.2 million, partially offset by: (ii) an increase in fees and compensations for services of Ps. 1.7 million.
- **Others.** Selling expenses from the Others segment decreased Ps. 1.0 million, from Ps. 3.0 million during fiscal year 2017 to Ps. 2.0 million during fiscal year 2018, mainly as a result of lower loan losses related to the consumer financing residual activity.

Other operating results, net 2018 vs 2017

Other operating results, net, as per the income statement, declined Ps. 46.3 million, from a Ps. 51.2 million loss during fiscal year 2017 to a Ps. 4.9 million loss during fiscal year 2018. Other operating results, net as a percentage of total revenues declined from 1.0% during fiscal year 2017 to 0.1% during fiscal year 2018.

Other operating results, net from our joint ventures increased Ps. 2.8 million, from Ps. 1.1 million (Ps. 1.4 million of which were allocated to the Shopping Malls segment, Ps. 0.2 million to the Sales and Developments segment and Ps. 0.5 million (profit) to the Offices segment) during fiscal year 2017 to Ps. 3.9 million (which were allocated to the Shopping Malls segment) during fiscal year 2018.

Therefore, taking into account our interest in joint ventures and inter-segment eliminations, other operating results, net declined from a loss of Ps. 52.3 million during fiscal year 2017 to a loss of Ps. 8.9 million during fiscal year 2018, mainly as a result of (i) a higher charge of Ps. 37.6 million in other operating results, net from the Sales and Developments segment; (ii) a lower loss of Ps. 7.1 million in other operating results, net from the Offices segment; (iii) a lower loss of Ps. 1.3 million in other operating results, net from the Shopping Malls segment, partially offset by: (iv) a lower profit of Ps. 2.5 million in other operating results, net from the Others segment. Other operating results, net as a percentage of revenues (taking into account other operating results derived from our joint ventures and inter-segment eliminations) declined from 1.5% during fiscal year 2017 to 0.2% during fiscal year 2018.

- **Shopping Malls.** Other operating results, net from the Shopping Malls segment decreased 2.2%, from a loss of Ps. 57.7 million during fiscal year 2017 to a loss of Ps. 56.5 million during fiscal year 2018, mainly as a result of: (i) a lower charge for donations of Ps. 21.0 million, partially offset by (ii) a higher charge for lawsuits and contingencies of Ps. 12.1 million; and (iii) a higher charge for management fees of Ps. 5.8 million. Other operating results, net from this segment as a percentage of the revenues from this segment decreased from 1.9% during fiscal year 2017 to 1.5% during fiscal year 2018.
- **Offices.** Other operating results, net from the Offices segment went from a loss of Ps. 6.7 million during fiscal year 2017 to a profit of Ps. 0.3 million during fiscal year 2018, mainly attributable to: (i) a higher charge of Ps. 2.7 million in management fees and; (ii) a lower charge for donations of Ps. 1.9 million. Other operating results, net from this segment as a percentage of the revenues from this segment decreased from 1.7% during fiscal year 2017 to 0.1% during fiscal year 2018.
- **Sales and Developments.** Other operating results, net from the Sales and Developments segment changed from a loss of Ps. 4.1 million during fiscal year 2017 to a profit of Ps. 33.6 million during fiscal year 2018, attributable to: (i) a higher profit due to the sale of the second floor in the Intercontinental Building for Ps. 34.7 million; and (ii) a lower loss for donations of Ps. 1.8 million. Other operating results, net from this segment as a percentage of the revenues from this segment decreased from 4.1% during fiscal year 2017 to 31.8% during fiscal year 2018.

- **Others.** Other operating results, net from the Others segment decreased from Ps. 2.5 million, from a profit of Ps. 16.2 million during fiscal year 2017 to a profit of Ps. 13.7 million during fiscal year 2018, due to an increase in the royalty with La Rural, offset by the revaluation of the initial payment of Entertainment Holding S.A. during fiscal year 2017.

Operating income 2018 vs 2017

Total operating income, as per the income statement, increased 252.0%, from Ps. 5,620.9 million during fiscal year 2017 to Ps. 19,784.9 million during fiscal year 2018.

Operating income from our joint ventures increased 249.8%, from Ps. 212.9 million (Ps. 185.9 million of which is attributable to the Offices segment, Ps. 27.3 million to the Shopping Malls segment and Ps. 0.2 million (loss) to the Sales and Developments segment) during fiscal year 2017 to Ps. 745.0 million (Ps. 652.8 million of which is attributable to the Offices segment and Ps. 92.2 million to the Shopping Malls segment) during fiscal year 2018.

Therefore, taking into account the revenues from our joint ventures and disregarding the revenues from expenses and collective promotion fund and the business inter-segment revenues, operating income increased 250.9%, from Ps. 5,858.4 million during fiscal year 2017 to Ps. 20,559.9 million during fiscal year 2018, mainly as a result of: (i) an increase in operating income from the Shopping Malls segment of Ps. 9,802.1 million; (ii) an increase in operating income from the Offices segment of Ps. 4,033.3 million, (iii) an increase in operating income from the Sales and Developments segment of Ps. 849.8 million; and (iv) an increase in income from the Others segment of Ps. 16.3 million.

- **Shopping Malls.** Operating income from the Shopping Malls segment increased 230.2% during fiscal year 2018, from Ps. 4,258.0 million during fiscal year 2017 to Ps. 14,060.1 million during fiscal year 2018. Operating income from the Shopping Malls segment as a percentage of the revenues from such segment increased from 139.8% during fiscal year 2017 to 383.7% during fiscal year 2018.
- **Offices.** Operating income from the Offices segment increased Ps. 4,033.3 million, from Ps. 1,366.4 million during fiscal year 2017 to Ps. 5,399.7 million during fiscal year 2018. Operating income from the Offices segment, as a percentage of the revenues from such segment, increased from 340.1% during fiscal year 2017 to 1,097.3% during fiscal year 2018.
- **Sales and Developments.** Operating income from the Sales and Developments segment increased Ps. 849.8 million, from Ps. 221.5 million during fiscal year 2017 to Ps. 1,071.4 million during fiscal year 2018.
- **Others.** Operating income from the Others segment increased from Ps. 12.5 million during fiscal year 2017 to Ps. 28.8 million during fiscal year 2018.

Share of profit (loss) of associates and joint ventures 2018 vs 2017

The share of profit (loss) of associates and joint ventures increased by Ps. 486.8 million, from a profit of Ps. 152.7 million during fiscal year 2017 to a profit of Ps. 639.5 million during fiscal year 2018. This variation was mainly due to (i) a higher profit of Ps. 422.3 million generated by our Offices segment; (ii) a higher profit of Ps. 58.1 million generated by our Shopping Malls segment, and (iii) a higher profit of Ps. 6.5 million from our Others segment.

- **Shopping Malls.** The share of profit (loss) of associates and joint ventures from the Shopping Malls segment increased by Ps. 58.1 million, from a profit of Ps. 20.4 million during fiscal year 2017 to a profit of Ps. 78.4 million during fiscal year 2018, mainly generated by our interest in Nuevo Puerto Santa Fe.

- **Offices.** The share of profit (loss) of associates and joint ventures from the Offices segment increased by Ps. 422.3 million, from a profit of Ps. 118.7 million during fiscal year 2017 to a profit of Ps. 541.0 million during fiscal year 2018, generated by our interest in Quality Invest S.A., mainly explained by the fair value of the investment properties.
- **Others.** The share of profit (loss) of associates and joint ventures from the Others segment increased by Ps. 6.5 million, from a profit of Ps. 13.7 million during fiscal year 2017 to a profit of Ps. 20.2 million during fiscal year 2018, mainly generated by a higher profit from our investment in Entertainment Holding S.A.

Financial results, net 2018 vs 2017

- Financial results, net increased 469.6%, from a loss of Ps. 786.9 million during fiscal year 2017 to a loss of Ps. 4,481.9 million during fiscal year 2018.
- Financial revenues increased by Ps. 445.7 million, from Ps. 242.4 million during fiscal year 2017 to Ps. 688.2 million during fiscal year 2018, mainly as a result of: (i) a Ps. 365.5 million increase in foreign exchange gains due to the impact of a higher Peso depreciation during fiscal year 2018 on our US Dollar-denominated net assets compared to a lower depreciation during fiscal year 2017 (the Peso/Dollar exchange rate increased 73.9% during fiscal year 2018, from Ps. 16.53 as of June 30, 2017 to Ps. 28.75 as of June 30, 2018, while during fiscal year 2017, it increased 10.6% compared to fiscal year 2016, from Ps. 14.94 as of June 30, 2016 to Ps. 16.53 as of June 30, 2017), and (ii) a net increase of Ps. 55.7 million in interest income, mainly generated by default interest payable by clients, and from government securities.
- Financial expenses increased by 466.4%, from Ps. 1,313.3 million during fiscal year 2017 to Ps. 7,438.5 million during fiscal year 2018, mainly as a result of: (i) a Ps. 5,808.3 million increase in foreign exchange losses due to the impact of a higher Peso depreciation during fiscal year 2018 on our US Dollar-denominated debt as compared to a lower depreciation during fiscal year 2017 (the Peso/Dollar exchange rate increased 73.9% during fiscal year 2018, from Ps. 16.63 as of June 30, 2017 to Ps. 28.85 as of June 30, 2018, while during fiscal year 2017, it increased 10.6% compared to fiscal year 2016, from Ps. 15.04 as of June 30, 2016 to Ps. 16.63 as of June 30, 2017).
- Income from other financial results increased by Ps. 1,984.4 million, from a Ps. 284.0 million gain during fiscal year 2017 to a Ps. 2,268.4 million gain during fiscal year 2018, mainly as a result of: (i) a Ps. 1,838.0 million increase in revenues generated by the valuation of financial assets at fair value, mainly revenues from government securities and Letes linked to the US dollar and (ii) a Ps. 146.3 million increase in revenues from derivative financial instruments (mainly due to the higher number of agreements executed in fiscal year 2018 as compared to fiscal year 2017).

Income Tax 2018 vs 2017

- Income tax expense decreased 82.2%, from a Ps. 1,609.2 million loss during fiscal year 2017 to a Ps. 286.5 million loss during fiscal year 2018, mainly due to a change in income before income tax at the prevailing tax rate.
- In determining the income tax charge, we apply the deferred tax method, recognizing the temporary differences between the book value, the valuation of assets and liabilities for tax purposes and the application of tax loss carryforwards. For this reason, the amount shown as income tax reflects not only the amount payable but also the recognition of the tax on the taxable income as booked.

Net Income 2018 vs 2017

As a result of the factors described above, the income for the year 2018 increased 363.5%, from a profit of Ps. 3,377.5 million during fiscal year 2017 to a profit of Ps. 15,656.0 million during fiscal year 2018. Income attributable to our parent company's shareholders increased 363.1%, from Ps. 3,260.5 million during fiscal year 2017 to Ps. 15,099.9 million during fiscal year 2018. Income attributable to the non-controlling interest increased 375.1%, from Ps. 117.0 million during fiscal year 2017 to Ps. 556.1 million during fiscal year 2018.

Results of Operations for the fiscal years ended June 30, 2017 and 2016

Below is a summary of the group's business lines and a reconciliation between total operating income according to information by segment and operating income according to the income statement for the fiscal years ended June 30, 2017 and 2016.

	Total information by segment			Adjustments due to share of profit of joint ventures			Adjustments due to expenses and collective promotion fund			Total income statement		
	06.30.17	06.30.16	Variation	06.30.17	06.30.16	Variation	06.30.17	06.30.16	Variation	06.30.17	06.30.16	Variation
Revenues	3,548.4	2,696.9	851.5	(39.4)	(22.0)	(17.4)	1,488.2	1,183.6	304.6	4,997.2	3,858.5	1,138.7
Costs	(399.9)	(268.4)	(131.5)	12.9	9.5	3.4	(1,512.7)	(1,201.3)	(311.4)	(1,899.8)	(1,460.2)	(439.6)
Gross profit (loss)	**3,148.4**	**2,428.6**	**719.8**	**(26.5)**	**(12.6)**	**(13.9)**	**(24.6)**	**(17.7)**	**(6.9)**	**3,097.4**	**2,398.3**	**699.1**
Net gain (loss) from fair value adjustment on investment properties	3,325.9	17,424.2	(14,098.3)	(192.5)	(331.8)	139.3	-	-	-	3,133.4	17,092.4	(13,959.0)
General and administrative expenses	(325.0)	(222.2)	(102.8)	2.8	0.7	2.1	-	-	-	(322.2)	(221.6)	(100.6)
Selling expenses	(238.7)	(164.2)	(74.5)	2.1	2.0	0.1	-	-	-	(236.5)	(162.2)	(74.3)
Other operating results, net	(52.3)	(70.8)	18.5	1.1	2.2	(1.1)	-	-	-	(51.2)	(68.6)	17.4
Operating income (loss)	**5,858.4**	**19,395.6**	**(13,537.2)**	**(212.9)**	**(339.5)**	**126.6**	**(24.6)**	**(17.7)**	**(6.9)**	**5,620.9**	**19,038.3**	**(13,417.4)**
Share of profit of associates and joint ventures	13.7	(11.0)	24.7	139.0	215.3	(76.3)	-	-	-	152.7	204.3	(51.6)
Segment income (loss)	**5,872.0**	**19,384.5**	**(13,512.5)**	**(73.9)**	**(124.2)**	**50.3**	**(24.6)**	**(17.7)**	**(6.9)**	**5,773.6**	**19,242.6**	**(13,469.0)**

Below is a brief analysis of the business lines for the fiscal years ended June 30, 2017 and 2016.

	Shopping malls			Offices			Sales and Developments			Others			Total information by segment		
	06.30.17	06.30.16	Variation	06.30.17	06.30.16	Variation	06.30.17	06.30.16	Variation	06.30.17	06.30.16	Variation	06.30.17	06.30.16	Variation
							(In millions of Ps.)								
Revenues	3,046.6	2,409.1	637.5	401.8	284.1	117.7	99.1	2.7	96.4	0.9	1.0	(0.1)	3,548.4	2,696.9	851.5
Costs	(349.4)	(250.3)	(99.1)	(27.9)	(12.3)	(15.6)	(22.5)	(5.7)	(16.8)	-	(0.1)	0.1	(399.9)	(268.4)	(131.5)
Gross profit (loss)	**2,697.1**	**2,158.8**	**538.3**	**373.9**	**271.9**	**102.0**	**76.6**	**(3.0)**	**79.6**	**0.8**	**0.9**	**(0.1)**	**3,148.4**	**2,428.6**	**719.8**
Net gain (loss) from fair value adjustment on investment properties	2,068.1	16,131.7	(14,063.6)	1,064.6	867.4	197.2	193.2	425.1	(231.9)	-	-	-	3,325.9	17,424.2	(14,098.3)
General and administrative expenses	(261.5)	(178.6)	(82.9)	(31.5)	(23.3)	(8.2)	(30.5)	(20.3)	(10.2)	(1.5)	-	(1.5)	(325.0)	(222.2)	(102.8)
Selling expenses	(188.1)	(145.3)	(42.8)	(33.9)	(12.8)	(21.1)	(13.7)	(4.3)	(9.4)	(3.0)	(1.8)	(1.2)	(238.7)	(164.2)	(74.5)
Other operating results, net	(57.7)	(61.6)	3.9	(6.7)	(1.4)	(5.3)	(4.1)	(7.8)	3.7	16.2	-	16.2	(52.3)	(70.8)	18.5
Operating income (loss)	**4,258.0**	**17,905.0**	**(13,647.0)**	**1,366.4**	**1,101.8**	**264.6**	**221.5**	**389.7**	**(168.2)**	**12.5**	**(0.9)**	**13.4**	**5,858.4**	**19,395.6**	**(13,537.2)**
Share of profit of associates and joint ventures	-	-	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**13.7**	**(11.0)**	**24.7**	**13.7**	**(11.0)**	**24.7**
Segment income (loss)	**4,258.0**	**17,905.0**	**(13,647.0)**	**1,366.4**	**1,101.8**	**264.6**	**221.5**	**389.7**	**(168.2)**	**26.2**	**(11.9)**	**38.1**	**5,872.0**	**19,384.5**	**(13,512.5)**

Revenues 2017 vs 2016

Revenues from sales, leases and services, expenses and collective promotion fund, as per the income statement, rose by 29.5%, from Ps. 3,858.5 million during the fiscal year 2016 to Ps. 4,997.2 million during the fiscal year 2017.

In turn, revenues from expenses and collective promotion fund increased 25.7%, from Ps. 1,183.6 million (Ps. 1,101.3 million of which is attributable to the Shopping Malls segment and Ps. 82.4 million to the Offices segment) during fiscal year 2016 to Ps. 1,488.2 million (Ps. 1,375.9 million of which is attributable to the Shopping Malls segment and Ps. 112.3 million to the Offices segment) during fiscal year 2017.

In addition, revenues from our joint ventures increased 79.1%, from 22.0 million (Ps. 19.9 million of which is attributable to the Shopping Malls segment and Ps. 2.2 million to the Offices segment) during fiscal year 2016 to Ps. 39.4 million (Ps. 26.2 million of which is attributable to the Shopping Malls segment and Ps. 13.2 million to the Offices segment) during fiscal year 2017.

Therefore, pursuant to the information by segments (taking into account the revenues from our joint ventures and disregarding revenues from expenses and collective promotion fund and business inter-segment revenues), revenues increased by 31.6%, from Ps. 2,696.9 million during fiscal year 2016 to Ps. 3,548.4 million in fiscal year 2017. This increase was mainly attributable to: (i) a Ps. 637.5 million increase in the revenues from the Shopping Malls segment (Ps. 6.3 million of which originated in the results of our joint ventures); (ii) a Ps. 117.7 million increase in the revenues from the Offices segment (Ps. 11.0 million of which originated in the results of our joint ventures); and (iii) an increase of Ps. 96.4 million in revenues from the Sales and Developments segment, partially offset by (iv) a Ps. 0.1 million decrease in revenues from the Others segment.

- **Shopping Malls.** Revenues from the Shopping Malls segment increased 26.5%, from Ps. 2,409.1 million during fiscal year 2016 to Ps. 3,406.6 million during fiscal year 2017. Such increase is mainly attributable to: (i) a Ps. 408.5 million increase in revenues from fixed and variable leases as a result of a 19.4% increase in the total sales of our tenants, up from Ps. 28,841.8 million during fiscal year 2016 to Ps. 34,428.6 million during fiscal year 2017; (ii) a Ps. 55.0 million increase in the revenues from admission rights, (iii) a Ps. 39.5 million increase in the revenues from parking charges; and (iv) a Ps. 134.5 million increase in the revenues from commissions, among other items.
- **Offices.** Revenues from the Offices segment increased Ps. 117.7 million, from Ps. 284.1 million in fiscal year 2016 to Ps. 401.8 million in fiscal year 2017. This variation mainly results from (i) new revenues generated in Quality as a result of a new lease agreement with Cladd Industria Textil Argentina S.A.; and (ii) as office leases are invoiced in dollars, revenues rose due to increase in the exchange rate from Ps. 15.04 as of June 30, 2016 to Ps. 16.63 as of June 30, 2017.
- **Sales and Developments.** Revenues from the Sales and Developments segment often change significantly from one period to the other due to non-recurrence of different sale transactions carried out by the Group. Revenues from the Sales and Developments segment increased Ps. 96.4 million, up from Ps. 2.7 million during fiscal year 2016 to Ps. 99.1 million during fiscal year 2017. Such increase mainly resulted from the sales of floors in Beruti building and parking spaces in Rosario building.
- **Others.** Revenues from the Others segment did not experience significant changes, down from Ps. 1.0 million during fiscal year 2016 to Ps. 0.9 million during fiscal year 2017.

Costs 2017 vs 2016

Total consolidated costs, as per the income statement, increased 30.1%, up from Ps. 1,460.2 million during fiscal year 2016 to Ps. 1,899.8 million during fiscal year 2017. In turn, total consolidated costs as a percentage of total revenues rose by 37.8% during fiscal year 2016 to 38.0% during fiscal year 2017.

In turn, costs from expenses and collective promotion fund increased 25.9%, up from Ps. 1,201.3 million during fiscal year 2016 to Ps. 1,512.7 million during fiscal year 2017. The variation was mainly due to: a) an increase in expenses and collective promotion fund generated by Shopping Malls, which increased 25.1%, up from Ps. 1,118.9 million during fiscal year 2016 to Ps. 1,399.6 million during fiscal year 2017, mainly as a result of: (i) an increase in maintenance, security, cleaning, repairs and related expenses of Ps. 142.6 million (mostly attributable to increases in security and cleaning services and utility rates), (ii) an increase in salaries, social security charges and other personnel expenses of Ps. 109.9 million; and (iii) an increase in taxes, rates and contributions and other expenses of Ps. 36.2 million, among other items. In addition, the variation was due to: b) an increase in expenses from the Offices segment, which increased Ps. 30.7 million, up from Ps. 82.4 million during fiscal year 2016 to Ps. 113.1 million during fiscal year 2017, mainly due to: (i) maintenance, cleaning, leases and expenses and other for Ps. 21.5 million; (ii) salaries and social security expenses for Ps. 6.1 million; (iii) taxes, rates and contributions for Ps. 3.5 million.

In addition, costs from our joint ventures increased 35.8%, from Ps. 9.5 million (Ps. 2.9 million of which is attributable to the Shopping Malls segment and Ps. 6.6 million to the Offices segment) during fiscal year 2016 to Ps. 12.9 million (Ps. 4.4 million of which is attributable to the Shopping Malls segment and Ps. 8.5 million to the Offices segment) during fiscal year 2017.

Therefore, pursuant to the information by segments (taking into account the costs from our joint ventures and disregarding costs from expenses and collective promotion fund and business inter-segment costs), costs increased 49.0%, from Ps. 268.4 million during fiscal year 2016 to Ps. 399.9 million during fiscal year 2017. Total costs as a percentage of total revenues pursuant to the information by segments increased from 10.0% during fiscal year 2016 to 11.3% during fiscal year 2017.

- **Shopping Malls.** The costs of our Shopping Malls segment increased 39.6%, from Ps. 250.3 million during fiscal year 2016 to Ps. 349.4 million during fiscal year 2017, mainly generated by: (i) higher costs of leases and expenses for Ps. 41.2 million; (ii) an increase in maintenance, security, cleaning, repairs and related expenses of Ps. 30.1 million (mainly due to an increase in security and cleaning expenses and utility rates); (iii) an increase in salaries, social security charges and other personnel expenses of Ps. 22.9 million; and (iv) higher fees and compensations for services for Ps. 2.8 million, among other items. The Shopping Malls segment costs, as a percentage of revenues from this segment, rose from 10.4% during fiscal year 2016 to 11.5% during fiscal year 2017.
- **Offices.** The costs of the Offices segment increased 126.8%, from Ps. 12.3 million during fiscal year 2016 to Ps. 27.9 million during fiscal year 2017, mainly due to (i) an increase in taxes, rates and contributions of Ps. 2.7 million; (ii) an increase in maintenance, repair and service expenses of Ps. 2.6 million and; (iii) a Ps. 11.3 million increase in amortizations. The costs of the Offices segment, as a percentage of the revenues from this segment, rose from 4.3% during fiscal year 2016 to 6.9% during fiscal year 2017.
- **Sales and Developments.** The costs of the Sales and Developments segment rose from Ps. 5.7 million in fiscal year 2016 to Ps. 22.5 million in fiscal year 2017, mainly due to (i) higher cost of sales of properties for Ps. 11.5 million; and (ii) higher maintenance, repair and service expenses for Ps. 3.7 million, among other items. The costs of the Sales and Developments segment, as a percentage of the revenues from this segment, decreased from 211.1% during 2016 to 22.7% during fiscal year 2017.

- **Others**. The cost of the Others segment did not experience any material changes over the year.

Gross profit 2017 vs 2016

Total consolidated gross profit, as per the income statement, increased 29.1%, from Ps. 2,398.3 million during fiscal year 2016 to Ps. 3,097.4 million during fiscal year 2017. Total consolidated gross profit, as a percentage of total revenues, did not experience any significant changes, decreasing from 62.2% in fiscal year 2016 to 62.0% in fiscal year 2017.

In turn, gross profit (loss) from expenses and collective promotion fund showed a 39.0% increase, from Ps. 17.7 million (which is attributable to the Shopping Malls segment) during fiscal year 2016 to Ps. 24.6 million (Ps. 23.7 million of which is attributable to the Shopping Malls segment and Ps. 0.9 million to the Offices segment) during fiscal year 2017.

In addition, gross profit (loss) from our joint ventures increased 110.3%, from Ps. 12.6 million (Ps. 17.0 million of which is attributable to the Shopping Malls segment and Ps. 4.4 million (loss) to the Offices segment) during fiscal year 2016 to Ps. 26.5 million (Ps. 21.8 million of which is attributable to the Shopping Mall segment and Ps. 4.7 million to the Offices segment) during fiscal year 2017.

Therefore, pursuant to the information by segments, total gross profit (taking into account the gross profit (loss) from our joint ventures and disregarding the gross profit (loss) from expenses and collective promotion fund and the business inter-segment gross profit) increased 29.6%, from Ps. 2,428.6 million during fiscal year 2016 to Ps. 3,148.4 million during fiscal year 2017. Total gross profit as a percentage of total revenues fell from 90.1% during fiscal year 2016 to 88.7% during fiscal year 2017.

- **Shopping Malls.** Gross profit from the Shopping Malls segment increased 24.9%, from Ps. 2,158.8 million during fiscal year 2016 to Ps. 2,697.1 million for fiscal year 2017, mainly as a result of an increase in total sales of our tenants, giving rise to higher rental percentages under our lease agreements. Gross profit from our Shopping Malls segment as a percentage of revenues for the segment experienced a slight decrease from 89.6% during fiscal year 2016 to 88.5% during fiscal year 2017.
- **Offices.** Gross profit from the Offices segment increased 37.5% from Ps. 271.9 million during fiscal year 2016 to Ps. 373.9 million during fiscal year 2017. Gross profit from the Offices segment as a percentage of revenues from this segment decreased from 95.7% during fiscal year 2016 to 93.1% during fiscal year 2017, mainly as a result of a higher increase in this segment's costs against revenues as explained above for this year.
- **Sales and Developments.** Gross profit from the Sales and Developments segment experienced a strong increase of Ps. 79.6 million, from a loss of Ps. 3.0 million during fiscal year 2016 to a profit of Ps. 76.6 million during fiscal year 2017. This increase mainly resulted from higher revenues from sales of the floors in Beruti building and parking spaces in Rosario building during fiscal year 2017. Gross profit from the Sales and Developments segment as a percentage of the revenues from this segment increased from 111.1% (loss) during fiscal year 2016 to 77.3% during fiscal year 2017, mainly as a result of higher sales during this fiscal year.
- **Others.** Gross profit from the Others segment did not experience significant variations during this fiscal year, decreasing from Ps. 0.9 million during fiscal year 2016 to Ps. 0.8 million during fiscal year 2017.

Net gain from fair value adjustment on investment properties 2017 vs 2016

Net gain from fair value adjustment on investment properties for the fiscal year ended June 30, 2017 was Ps. 3,325.9 million (Ps.2,068.1 million from our Shopping Mall segment; Ps. 1,064.6 million from the Offices segment; and Ps.193.2 million from the Sales and Developments segment). The significant increase in the peso values of our properties was primarily a consequence of: (i) a slight decrease of 16 basis points in the discount rate used when applying the discounted cash flows appraisal methodology that increased the value of our investment properties, which was driven mainly by macroeconomic improvements leading to a decrease in the cost of capital; and (ii) from June 2016 to June 2017 the Argentine peso depreciated nearly 11% against the U.S. dollar (from Ps.14.99 per USD1.00 to Ps.16.58 per USD1.00) and because the value of our investment properties is denominated in U.S. dollars given that real estate market transactions in Argentina are largely carried out in such currency.

We maintained the same portfolio of shopping malls during the fiscal year ended June 30, 2017 and 2016. The values of our shopping mall properties increased 8.1% during the fiscal year ended June 30, 2017, largely due to a decrease in our cost of capital and the impact of the depreciation of the peso against the dollar during the period.

The value of our office buildings increased 40.3% during the fiscal year ended June 30, 2017 largely as a result of the impact of the depreciation of the peso and higher rental rates for our properties. In addition, we recorded a gain on disposal of office properties of Ps. 65.2 million during the fiscal year ended June 30, 2017 compared to Ps.172.5 million in the comparable period in 2016, due to the sale of leasable offices and parking spaces at several buildings.

General and administrative expenses 2017 vs 2016

Administrative expenses, as per the income statement, increased 45.4%, from Ps. 221.6 million during fiscal year 2016 to Ps. 322.2 million during fiscal year 2017. Total administrative expenses as a percentage of total revenues increased slightly from 5.7% during fiscal year 2016 to 6.4% during fiscal year 2017.

Administrative expenses from our joint ventures increased from Ps. 0.7 million (Ps. 0.4 million of which is attributable to the Shopping Malls segment and Ps. 0.3 million to the Offices segment) during fiscal year 2016 to Ps. 2.8 million (Ps. 2.3 million of which is attributable to the Shopping Malls segment and Ps. 0.5 million to the Offices segment) during fiscal year 2017.

Therefore, administrative expenses (taking into account administrative expenses derived from our joint ventures, and inter-segment eliminations) rose by 46.3%, from Ps. 222.2 million during fiscal year 2016 to Ps. 325.0 million during fiscal year 2017, mainly as a result of: (i) a Ps. 82.9 million increase in administrative expenses of our Shopping Malls segment, (ii) a Ps. 10.2 million increase in administrative expenses of our Sales and Developments segment, (iii) a Ps. 8.2 million increase in administrative expenses of our Offices segment, and (iv) a Ps. 1.5 million increase in administrative expenses of our Others segment. Administrative expenses, pursuant to the information by segments, as a percentage of total revenues, increased from 8.2% during fiscal year 2016 to 9.2% during fiscal year 2017.

- **Shopping Malls.** Administrative expenses of Shopping Malls increased 46.4%, from Ps. 178.6 million during fiscal year 2016 to Ps. 261.5 million during fiscal year 2017, mainly due to: (i) an increase of Ps. 33.0 million in salaries, social security charges and other personnel expenses; (ii) an increase of Ps. 24.7 million in fees and compensations for services; (iii) a Ps. 13.5 million increase in director’s fees; (iv) an increase of Ps. 6.6 million in maintenance, repair and service expenses and employees’ travel expenses. Administrative expenses of Shopping Malls as a percentage of revenues from such segment rose from 7.4% during fiscal year 2016 to 8.6% during fiscal year 2017.
- **Offices.** Administrative expenses of the Offices segment increased Ps. 8.5 million, from Ps. 23.3 million during fiscal year 2016 to Ps. 31.5 million during fiscal year 2017, mainly as a result of: (i) an increase of Ps. 4.5 million in salaries, social security charges and other personnel expenses; and (ii) a Ps. 3.0 million increase in fees and compensations for services. Administrative expenses of the Offices segment as a percentage of revenues from this segment decreased from 8.2% during fiscal year 2016 to 7.8% during fiscal year 2017.
- **Sales and Developments.** Administrative expenses of the Sales and Developments segment experienced a rise of Ps. 10.2 million mainly as a result of increased costs generated by: (i) an increase of Ps. 4.2 million in salaries, social security charges and other personnel expenses; (ii) an increase of Ps. 2.6 million in fees and compensations for services; and (iii) an increase of Ps. 1.8 million in director’s fees, among other items.
- **Others.** Administrative expenses of the Others segment increased Ps. 1.5 million, mainly due to the cost generated by fees and compensations for services of Ps. 1.4 million. There were no expenses during fiscal year 2016.

Selling expenses 2017 vs 2016

Selling expenses, as per the income statement, increased 45.8%, from Ps. 162.2 million during fiscal year 2016 to Ps. 236.5 million during fiscal year 2017. Selling expenses as a percentage of total revenues increased from 4.2% during fiscal year 2016 to 4.7% during fiscal year 2017.

In turn, selling expenses from our joint ventures showed a slight increase, from Ps. 2.0 million during fiscal year 2016 (Ps. 1.8 million of which is attributable to the Shopping Malls segment and Ps. 0.2 million to the Offices segment) to Ps. 2.1 million during fiscal year 2017 (Ps. 1.6 million of which is attributable to the Shopping Malls segment and Ps. 0.6 million to the Offices segment).

Therefore, taking into account the selling expenses from our joint ventures and inter-segment eliminations, selling expenses increased 45.4%, from Ps. 164.2 million during fiscal year 2016 to Ps. 238.7 million during fiscal year 2017. This increase was mainly attributable to: (i) a Ps. 42.8 million increase in selling expenses of the Shopping Malls segment; (ii) higher selling expenses of Ps. 21.1 million from the Offices segment; (iii) higher selling expenses of Ps. 9.4 million from the Sales and Developments segment, and (iv) a Ps. 1.2 million increase in selling expenses from the Others segment. Selling expenses (taking into account selling expenses derived from our joint ventures and inter-segment eliminations) as a percentage of total revenues increased from 6.1% during fiscal year 2016 to 6.7% during fiscal year 2017.

- **Shopping Malls.** Selling expenses from the Shopping Malls segment increased 29.5%, from Ps. 145.3 million during fiscal year 2016 to Ps. 188.1 million during fiscal year 2017, mainly as a result of: (i) an increase in taxes, rates and contributions of Ps. 18.9 million, mainly generated by higher turnover taxes; (ii) a Ps. 12.7 million increase in loan losses charges; (iii) a Ps. 6.1 million increase in publicity and advertising expenses; and (iv) a Ps. 5.1 million increase in salaries, social security charges and other personnel expenses. Selling expenses as a percentage of the revenues from the Shopping Malls segment rose from 6.0% during fiscal year 2016 to 6.2% during fiscal year 2017.
- **Offices.** Selling expenses from the Offices segment increased Ps. 21.1 million, from Ps. 12.8 million during fiscal year 2016 to Ps. 33.9 million during fiscal year 2017, mainly as a result of (i) an increase in loan losses charges of Ps. 17.7 million; and (ii) an increase in taxes, rates and contributions of Ps. 2.8 million, mainly generated by higher turnover taxes. Selling expenses from the Offices segment as a percentage of the revenues from such segment increased from 4.5% during fiscal year 2016 to 8.4% during fiscal year 2017.
- **Sales and Developments.** Selling expenses from our Sales and Developments segment increased Ps. 9.4 million, from Ps. 4.3 million during fiscal year 2016 to Ps. 13.7 million during fiscal year 2017, mainly due to an increase in overheads during fiscal year 2017, as compared to fiscal year 2017.
- **Others.** Selling expenses from the Others segment increased Ps. 1.2 million, from Ps. 1.8 million during fiscal year 2016 to Ps. 3.0 million during fiscal year 2017, mainly as a result of increased loan losses related to the consumer financing residual activity.

Other operating results, net 2017 vs 2016

The total loss from Other operating results, net, as per the income statement, declined from Ps. 68.6 million during fiscal year 2016 to Ps. 51.2 million during fiscal year 2017. Total Other operating results, net as a percentage of total revenues declined from 1.8% during fiscal year 2016 to 1.0% during fiscal year 2017.

The total loss from our joint ventures decreased Ps. 1.1 million, from Ps. 2.2 million (Ps. 1.7 million of which were allocated to the Shopping Malls segment, Ps. 0.4 million to the Offices segment and Ps. 0.2 million to the Sales and Developments segment) during fiscal year 2016 to Ps. 1.1 million (Ps. 1.4 million of which were allocated to the Shopping Malls segment, Ps. 0.2 million to the Sales and Developments segment and Ps. 0.5 million (gain) to the Offices segment) during fiscal year 2017.

Therefore, taking into account our interest in joint ventures and inter-segment eliminations, Other operating results, net declined from a loss of Ps. 70.8 million during fiscal year 2016 to a loss of Ps. 52.3 million during fiscal year 2017, mainly as a result of (i) a higher profit of Ps. 16.2 million in other operating results, net from the Others segment; (ii) a lower loss of Ps. 3.9 million in other operating results, net from the Shopping Malls segment; (iii) a lower loss of Ps. 3.7 million in other operating results, net from the Sales and Developments segment, and (iv) a higher loss of Ps. 5.3 million in other operating results, net from the Offices segment. Total Other operating results, net as a percentage of revenues (taking into account other operating results derived from our joint ventures and inter-segment eliminations) declined from 2.6% during fiscal year 2016 to 1.5% during fiscal year 2017.

- **Shopping Malls.** Other operating results, net from the Shopping Malls segment decreased 6.3%, from a loss of Ps. 61.6 million during fiscal year 2016 to a loss of Ps. 57.7 million during fiscal year 2017, mainly as a result of (i) a higher charge for lawsuits and contingencies of Ps. 10.9 million; (ii) a higher charge for donations of Ps. 8.2 million, partially offset by (iii) a lower loss in Others resulting from fair value adjustment in FY 2016; (iv) a lower charge for assessment of projects of Ps. 4.6 million. Other operating results, net from this segment as a percentage of the revenues from this segment decreased from 2.6% during fiscal year 2016 to 1.9% during fiscal year 2017.
- **Offices.** Other operating results, net from the Offices segment changed from a loss of Ps. 1.4 million during fiscal year 2016 to a loss of Ps. 6.7 million during fiscal year 2017, mainly attributable to: (i) a higher charge for donations of Ps. 2.8 million and (ii) a higher charge in others of Ps. 2.1 million attributable to the expenses related to the sale of the floor in the Intercontinental building. Other operating results, net from this segment as a percentage of the revenues from this segment increased from 0.5% during fiscal year 2016 to 1.7% during fiscal year 2017.
- **Sales and Developments.** Other operating results, net from the Sales and Developments segment changed from a loss of Ps. 7.8 million during fiscal year 2016 to a loss of Ps. 4.1 million during fiscal year 2017, attributable to: (i) a higher charge for donations of Ps. 2.7 million, partially offset by (ii) a lower loss from Others as a result of the fair value adjustment during fiscal year 2016. Other operating results, net from this segment as a percentage of the revenues from this segment decreased from 288.9% during fiscal year 2016 to 4.1% during fiscal year 2017.
- **Others.** Other operating results, net from the Others segment increased Ps. 16.2 million, mainly due to the revaluation of the initial payment of Entertainment Holding S.A. for Ps. 9.3 million and the royalty with La Rural for Ps. 8.7 million.

Operating income 2017 vs 2016

Total operating income, as per the income statement, decreased 70.5%, from Ps. 19,038,3 million during fiscal year 2016 to Ps. 5,620.9 million during fiscal year 2017. Total operating income as a percentage of total revenues decreased from 493.4% during fiscal year 2016 to 112.5% during fiscal year 2017.

Operating income from our joint ventures decreased 37.3%, from Ps. 339.5 million (Ps. 243.5 million of which is attributable to the Offices segment, Ps. 96.1 million to the Shopping Malls segment and Ps. 0.2 million (loss) to the Sales and Developments segment) during fiscal year 2016 to Ps. 212.9 million (Ps. 185.9 million of which is attributable to the Offices segment, Ps. 27.3 million to the Shopping Malls segment, and Ps. 0.2 (loss) to the Sales and Developments segment) during fiscal year 2017.

Therefore, taking into account the revenues from our joint ventures and disregarding the revenues from expenses and collective promotion fund and the business inter-segment revenues, operating income decreased 69.8%, from Ps. 19,395.6 million during fiscal year 2016 to Ps. 5,858.4 million during fiscal year 2017, mainly as a result of: (i) a decrease in operating income from the Shopping Malls segment of Ps. 13,647.0 million; (ii) a decrease in operating income from the Sales and Developments segment of Ps. 168.2 million, (iii) an increase in income from the Offices segment of Ps. 264.7 million: and (iv) an increase in operating income from the Others segment of Ps. 13.4 million. Total operating income (taking into account our joint ventures, inter-segment eliminations and eliminations for costs from expenses and collective promotion fund from the shopping malls and offices segments) as a percentage of total revenues decreased from 719.2% during fiscal year 2016 to 165.1% during fiscal year 2017.

- **Shopping Malls.** Operating income from the Shopping Malls segment decreased 76.2% during fiscal year 2017, from Ps. 17,905.0 million during fiscal year 2016 to Ps. 4,258.0 million during fiscal year 2017. Operating income from the Shopping Malls segment as a percentage of the revenues from such segment decreased from 743.2% during fiscal year 2016 to 139.8% during fiscal year 2017.
- **Offices.** Operating income from the Offices segment increased Ps. 264.7 million, from Ps. 1,101.8 million during fiscal year 2016 to Ps. 1,366.4 million during fiscal year 2017. Operating income from the Offices segment, as a percentage of the revenues from such segment, decreased from 387.8% during fiscal year 2016 to 340.1% during fiscal year 2017.
- **Sales and Developments.** Operating income from the Sales and Developments segment decreased Ps. 168.2 million, from Ps. 389.7 million during fiscal year 2016 to Ps. 221.5 million during fiscal year 2017.
- **Others.** Operating income from the Others segment increased from a loss of Ps. 0.9 million during fiscal year 2016 to a profit of Ps. 12.5 million during fiscal year 2017.

Share of profit (loss) of associates and joint ventures 2017 vs 2016

The share of profit (loss) of associates and joint ventures declined by Ps. 51.6 million, from a profit of Ps. 204.3 million during fiscal year 2016 to a profit of Ps. 152.7 million during fiscal year 2017. This variation was mainly due to (i) a lower profit of Ps. 40.8 million generated by our Shopping Malls segment; (ii) a lower profit of Ps. 35.4 million generated by our Offices segment, partially offset by (iii) a profit of Ps. 24.7 million from our Others segment.

- **Shopping Malls.** The share of profit (loss) of associates and joint ventures from the Shopping Malls segment declined by Ps. 40.8 million, from a profit of Ps. 61.2 million during fiscal year 2016 to a profit of Ps. 20.3 million during fiscal year 2017, mainly generated by our interest in Nuevo Puerto Santa Fe.
- **Offices.** The share of profit (loss) of associates and joint ventures from the Offices segment declined by Ps. 35.4 million from a profit of Ps. 154.1 million during fiscal year 2016 to a profit of Ps. 118.7 million during fiscal year 2017, generated by our interest in Quality Invest S.A.
- **Others.** The share of profit (loss) of associates and joint ventures from the Others segment increased by Ps. 24.7 million from a loss of Ps. 11.0 million during fiscal year 2016 to a profit of Ps. 13.7 million during fiscal year 2017, mainly generated by the profit from our investment in Tarshop S.A. and Entertainment Holding S.A.

Financial results, net 2017 vs 2016

Financial results, net increased 10.6%, from a loss of Ps. 711.2 million during fiscal year 2016 to a loss of Ps. 786.9 million during fiscal year 2017.

Financial revenues declined by Ps. 270.1 million, from Ps. 512.6 million during fiscal year 2016 to Ps. 242.4 million during fiscal year 2017, mainly as a result of: (i) a Ps. 361.9 million decrease in foreign exchange gains due to the impact of a lower Peso depreciation during fiscal year 2017 on our US Dollar-denominated net assets compared to higher depreciation during fiscal year 2016 (the Peso/Dollar exchange rate increased 10.6% during fiscal year 2017, from Ps. 14.94 as of June 30, 2016 to Ps. 16.53 as of June 30, 2017, while during fiscal year 2016, it increased 60.3% compared to fiscal year 2015, from Ps. 9.32 as of June 30, 2015 to Ps. 14.94 as of June 30, 2016), and (ii) a net increase of Ps. 82.1 million in interest income, mainly generated by default interest payable by clients, related parties and gains(losses) from the sale of government bonds.

Financial expenses declined by 55.3%, from Ps. 2,938.5 million during fiscal year 2016 to Ps. 1,313.3 million during fiscal year 2017, mainly as a result of: (i) a Ps. 1,627.1 million decrease in foreign exchange losses due to the impact of a lower Peso depreciation during fiscal year 2017 on our US Dollar-denominated debt as compared to a lower depreciation during fiscal year 2016 (the Peso/Dollar exchange rate increased 10.6% during fiscal year 2017, from Ps. 15.04 as of June 30, 2016 to Ps. 16.63 as of June 30, 2017, while during fiscal year 2016, it increased 60.3% compared to fiscal year 2015, from Ps.9.42 as of June 30, 2015 to Ps. 15.04 as of June 30, 2016).

Income from Other financial results declined by Ps. 1,430.7 million from a Ps. 1,714.7 million gain during fiscal year 2016 to a Ps. 284.0 million gain during fiscal year 2017, mainly as a result of: (i) a Ps. 1,167.3 million decrease in revenues generated by the valuation of derivative financial instruments (mainly due to the lower number of agreements executed in fiscal year 2017 as compared to fiscal year 2016); and (ii) a reduction of Ps. 263.2 million in the gain generated by the valuation of financial assets at fair value (mainly due to the loss generated by the shares of TGLT).

Income Tax 2017 vs 2016

Income tax expense decreased 74.4%, from a Ps. 6,278.9 million loss during fiscal year 2016 to a Ps. 1,609.2 million loss during fiscal year 2017, mainly due to a change in income before income tax at the prevailing tax rate.

In determining the income tax charge, we apply the deferred tax method, recognizing the temporary differences between the book value, the valuation of assets and liabilities for tax purposes and the application of tax loss carryforwards. For this reason, the amount shown as income tax reflects not only the amount payable but also the recognition of the tax on the taxable income as booked.

Net Income 2017 vs 2016

As a result of the factors described above, the income for the year 2017 decreased 72.4%, from a profit of Ps. 12,252.5 million during fiscal year 2016 to a profit of Ps. 3,377.5 million during fiscal year 2017. Income attributable to our parent company's shareholders decreased 72.4%, from Ps. 11,821.3 million during fiscal year 2016 to Ps. 3,260.5 million during fiscal year 2017. Income attributable to the non-controlling interest decreased 72.9% during fiscal year 2017, from Ps. 431.3 million in fiscal year 2016 to Ps. 117.0 million during fiscal year 2017.

Liquidity and Capital Resources

Our principal sources of liquidity have historically been:

- cash generated from operations;
- cash generated from the issuance of capital stock and notes; and
- cash from borrowings (including bank overdrafts) and financing arrangements.

Our principal cash requirements or uses (other than in connection with our operating activities) have historically been:

- the acquisition of investment properties;
- the development of new shopping malls;
- the improvement of existing shopping malls;
- the development of properties for sale;
- working capital needs;
- the maintenance of cash and other liquid assets to enable us to take advantage of the acquisition and development of investment opportunities as they arise;
- interest payments; and
- acquisition of investments in financial assets.

We believe our working capital (calculated by subtracting current liabilities from current assets) and our cash from operating activities are adequate for our present and future requirements. In the event that cash generated from our operations is at any time insufficient to finance our working capital, we would seek to finance such working capital needs through debt or equity financing or through the sale of selective assets.

Cash Flow Information

	Fiscal years ended June 30,		
	2018	**2017**	**2016**
Net cash flow generated by operating activities	3,624.0	2,875.2	1,013.4
Net cash flow used in investing activities	(3,861.2)	(148.1)	(1,864.6)
Net cash flow (used in) / generated by financing activities	1,800.4	(957.8)	579.7
Net Increase / (decrease) in cash and cash equivalents	1,563.2	1,769.4	(271.5)

Fiscal Year 2018

As of June 30, 2018, we had cash and cash equivalents of Ps. 3,643.1 million, an increase of Ps. 1,835.6 million compared to June 30, 2017. The increase was primarily due to cash inflows of Ps. 3,624.0 million related to net cash generated by operating activities and the issuance of non-convertible notes for Ps. 2,365.0 million, partially offset by cash outflows from the purchase of investment properties for Ps. 1,231.9 million, the payment of interest on financial borrowings for Ps. 724.7 million and the payment of dividends for Ps. 680.0 million.

Fiscal Year 2017

As of June 30, 2017, we had cash and cash equivalents of Ps. 1,807.5 million, an increase of Ps. 1,770.1 million compared to June 30, 2016. The increase was primarily due to cash inflows of Ps. 2,876.2 million related to net cash generated by operating activities and the sale of financial assets for Ps. 764.8 million, partially offset by cash outflows from the purchase of investment properties for Ps. 703.9 million, the payment of interest on financial borrowings for Ps. 544.3 million and principal repayment of our notes for Ps. 407.3 million.

Fiscal Year 2016

As of June 30, 2016, we had cash and cash equivalents of Ps. 33.0 million, a decrease of Ps. 270.5 million compared to June 30, 2015. The decrease was primarily due to cash outflows from the net increase in financial assets of Ps. 1,462.8 million, the principal repayment of borrowings and Notes for Ps. 5,043.9 million and Ps. 1,140.0 million, respectively, partially offset by cash inflows generated by our operating activities totaling Ps. 1,013.4 million, Ps. 1,831.6 million in cash inflows from the result of derivative instruments, and a Ps. 5,411.2 million cash inflow generated by our notes issuance.

Operating Activities

Fiscal year 2018

Our operating activities generated net cash of Ps. 3,624.0 million for the fiscal year ended June 30, 2018, mainly due to an increase in: (i) net income for the year of Ps. 15,656.0 million; (ii) income tax expense of Ps. 286.5 million; (iii) financial results, net of Ps. 5,379.2 million; and (iv) an increase in net gain from fair value adjustment on investment properties of Ps. 16,690.1 million.

Fiscal year 2017

Our operating activities generated net cash of Ps. 2,875.2 million for the fiscal year ended June 30, 2017, mainly due to an increase in: (i) net income for the year of Ps. 3,377.5 million; (ii) income tax expense of Ps. 1,609.2 million; and (iii) financial results, net of Ps. 1,117.2 million; partially offset by a reduction in net gain from fair value adjustment on investment properties of Ps. 3,133.4 million.

Fiscal year 2016

Our operating activities generated net cash of Ps. 1,013.4 million for the fiscal year ended June 30, 2016, mainly due to an increase in: (i) net income for the year of Ps. 12,252.5 million; (ii) income tax expense of Ps. 6,278.9 million; and (iii) financial results, net of Ps. 699.2 million; partially offset by a reduction in: (a) net gain from fair value adjustment on investment properties of Ps. 17,092.4 million; (b) share of profit of associates and joint ventures Ps. 204.3 million; and (c) an increase in trade and other receivables of Ps. 606.3 million.

Investment Activities

Fiscal Year 2018

Cash used by investing activities was Ps. 3,861.2 million for the fiscal year ended June 30, 2018 primarily due to: (i) acquisition of investment properties in the amount of Ps. 1,231.9 million; (ii) advances to suppliers related to the Catalinas project for Ps. 90.5 million; (iii) the payment made as a result of the business combination in the amount of Ps. 46.3 million; and (iv) the acquisition of financial assets, net of Ps. 2,794.6 million.

Fiscal Year 2017

Cash used by investing activities was Ps. 148.1 million for the fiscal year ended June 30, 2017 primarily due to: (i) acquisition of investment properties in the amount of Ps. 703.9 million; (ii) advances to suppliers related to the Catalinas project for Ps. 169.6 million; and (iii) the payment made as a result of the business combination in the amount of Ps. 46.1 million, partially offset by a reduction in financial assets, net of Ps. 764.8 million.

Fiscal Year 2016

Cash used in investing activities was Ps. 1,864.6 million for the fiscal year ended June 30, 2016 primarily due to: (i) an increase in financial assets, net of Ps. 1,462.8 million; (ii) acquisition and capital contributions in associates and joint ventures of Ps. 73.0 million; (iii) acquisition of property, plant and equipment for Ps. 13.7 million; (iv) acquisition of investment properties for Ps. 167.7 million; and (v) Ps. 533.5 million loans granted to related parties; partially offset by Ps. 357.2 million in proceeds from the sale of investment properties.

Financing Activities

Fiscal Year 2018

Cash used in financing activities was Ps. 1,800.4 million for the fiscal year ended on June 30, 2018, primarily due to: (i) the issuance of notes for Ps. 2,365.0 million and (ii) borrowings for Ps. 715.4 million, offset by (i) interest expense of Ps. 724.7 million; (ii) payment of dividends of Ps. 680.0 million; and (iii) collection of financial derivatives of Ps. 221.8 million.

Fiscal Year 2017

Cash used in financing activities was Ps. 957.8 million for the fiscal year ended on June 30, 2017, primarily due to: (i) interest expense of Ps. 544.3 million; (ii) repayment of outstanding notes of Ps. 407.3 million; (iii) repayment of loans of Ps. 107.7 million; (iv) payment of dividends of Ps. 109.5 million; and (iv) payment of financial derivatives of Ps. 47.8 million, partially offset by (a) borrowings of Ps. 194.9 million; and (b) collection of financial derivatives of Ps. 131.0 million.

Fiscal Year 2016

Cash generated by financing activities was Ps. 579.7 million for the fiscal year ended June 30, 2016, primarily due to: (i) a Ps. 5,043.9 million repayment of borrowings; (ii) interest expense of Ps. 278.3 million; (iii) a Ps. 114.6 million dividend payment; (iv) payment of financial derivatives of Ps. 580.8 million; and (v) a Ps. 1,140.0 million repayment of bonds outstanding; partially offset by (a) collection of financial derivatives of Ps. 1,831.6 million; and (b) issuance of notes in the amount of Ps. 5,411.2 million.

Capital Expenditures (CAPEX)

Fiscal Year 2018

During the fiscal year ended June 30, 2018, we incurred capital expenditures of Ps. 1,338.2 million, of which: (i) Ps. 1,231.9 million was used in the acquisition of investment properties, mainly, in the offices segment; and (ii) Ps. 15.8 million was related to the acquisition of property, plant and equipment; and (iii) Ps. 90.5 million was related to advanced payments.

Fiscal Year 2017

During the fiscal year ended June 30, 2017, we incurred capital expenditures of Ps. 897.4 million, of which: (i) Ps. 703.9 million was used in the acquisition of investment properties, mainly, in the offices segment; and (ii) Ps. 23.9 million was related to the acquisition of property, plant and equipment; and (iii) Ps. 169.6 million was related to advanced payments.

Fiscal Year 2016

During the fiscal year ended June 30, 2016, we incurred capital expenditures of Ps. 188.0 million, of which: (i) Ps. 167.7 million was used in the acquisition of investment properties, mainly, in connection with improvements to our shopping malls; (ii) Ps. 13.7 million was related to the acquisition of property, plant and equipment; and (iii) Ps. 6.6 million was related to advance payments.

8. Board of Directors and Senior Management

Board of Directors

The administration and management of the Company rest with our Board of Directors. Our bylaws provide that the Board of Directors will be comprised of six (6), nine (9) or twelve (12) directors and the same or a lower numerical composition of alternate directors. Directors are elected by an absolute majority vote at a regular shareholders' meeting. Directors will renew their positions at the rate of one third of the total number each year and each third will last in their position for three years and are renewable indefinitely. Alternate directors are summoned to act as directors in the case of absence, vacancy or demise until a new director is appointed.

As of the date hereof, our Board of Directors is formed by nine directors and six alternate directors. The table below contains the information on our Directors and Alternate Directors:

Name	Date of birth	Office held	Date of appointment to the current office	Term in office expires in(1)	Office held since
Eduardo Sergio Elsztain	01/26/1960	Chairman	2017	2020	1994
Saúl Zang	12/30/1945	First Vice-chairman	2017	2019	2003
Alejandro Gustavo Elsztain	03/31/1966	Executive vice-chairman	2017	2018	2003
Daniel Ricardo Elsztain	12/22/1972	Regular director	2017	2020	2004
Fernando Adrián Elsztain	01/04/1961	Regular director	2017	2018	1998
Leonardo Fabricio Fernández	06/30/1967	Regular director	2017	2019	2007
Enrique Antonini	03/16/1950	Regular director	2017	2018	2007
Marcos Oscar Barylka	06/29/1945	Regular director	2017	2020	2016
Isela Angelica Costantini	8/12/1971	Regular director	2017	2019	2017
Juan Manuel Quintana	02/11/1966	Alternate director	2017	2020	2003
Pablo Daniel Vergara del Carril	10/03/1965	Alternate director	2017	2019	2006
Gastón Armando Lernoud	06/04/1968	Alternate director	2017	2020	2010
Salvador Dario Bergel	04/17/1932	Alternate director	2017	2018	2006
Mauricio Wior	10/23/1956	Alternate director	2017	2018	2006
Gabriel Adolfo Gregorio Reznik	11/18/1958	Alternate director	2017	2019	2004

(1) The Board members will remain in office until a Shareholders' meeting is convened to reelect them or to appoint new Board members.

The following is a brief biographical description of each member of our board of directors:

Eduardo Sergio Elsztain. Mr. Elsztain has been engaged in the real estate business for more than twenty-five years. He is the chairman of the board of directors of CRESUD, IRSA, IDBD Development Corporation Ltd, DIC Discount Investment Corporation Ltd., Banco Hipotecario S.A., BrasilAgro Companhia Brasileira de Propiedades Agrícolas, Austral Gold Ltd., Consultores Assets Management S.A., among other companies. He also Chairs IRSA Foundation, is a member of the World Economic Forum, the Council of the Americas, the Group of 50 and the Argentine Business Association (AEA), among others. He is co-founder of Endeavor Argentina and serves as VicePresident of the World Jewish Congress. Mr. Eduardo Sergio Elsztain is Fernando Adrián Elsztain's cousin and Alejandro Gustavo Elsztain's and Daniel Ricardo Elsztain's brother.

Saúl Zang. Mr. Zang obtained a law degree from the University of Buenos Aires. He is a member of the International Bar Association and of the Interamerican Federation of Lawyers. He was a founding partner of Zang, Bergel & Viñes Law Firm. Mr. Zang is Vice-chairman of CRESUD, IRSA, Consultores Assets Management S.A. and other companies like Fibesa S.A. and Chairman at Puerto Retiro S.A. He is also director of IDBD Development Corporation Ltd., Discount Investment Corporation Ltd., Banco Hipotecario S.A., BrasilAgro Companhia Brasileira de Propiedades Agrícolas, BACS Banco de Crédito & Securitización S.A., Tarshop S.A., Nuevas Fronteras S.A., and Palermo Invest S.A., among other companies.

Alejandro Gustavo Elsztain. Mr. Elsztain obtained a degree in agricultural engineering from University of Buenos Aires. He is currently Second Vice-chairman of CRESUD and IRSA, Chairman at Fibesa S.A. and Vice-chairman at Nuevas Fronteras S.A. and Hoteles Argentinos S.A. In addition, he is Chairman of the israelí companies Gav Yam and Mehadrin and Vice-Chairman of Property & Building Corporation Ltd. He is also a regular Director at IDBD Development Corporation Ltd., BrasilAgro Companhia Brasileira de Propiedades Agrícolas, Emprendimiento Recoleta S.A., among other companies. He is also Chairman of Hillel Foundation Argentina. Mr. Alejandro Gustavo Elsztain is brother of our Chairman, Eduardo Sergio Elsztain and of Daniel Ricardo Elsztain. He is also Fernando Adrián Elsztain's cousin.

Daniel Ricardo Elsztain. Mr. Elsztain obtained a degree in economic sciences at Torcuato Di Tella University and has a Master's degree in Business Administration from Austral University IAE. He has been the Company Chief Operating Officer since 2011. He previously held the position of Commercial and Marketing Manager and has been in charge of the real estate investments in New York between 2008 and 2001. He is also Chairman of Entertainment Holdings S.A., Entretenimiento Universal S.A., Bouldevard Norte S.A. and Ogden Argentina S.A., as well as director of IRSA, Condor Hospitality Trust, among other companies. Mr. Elsztain is Mr. Eduardo Sergio Elsztain's and Mr. Alejandro Gustavo Elsztain's brother and Fernando Adrian Elsztain's cousin.

Fernando Adrián Elsztain. Mr. Elsztain studied Architecture at University of Buenos Aires. He has been engaged in the real estate business as consulta

nt and as managing officer of a real estate agency. He is Chairman of the Board of Directors of Palermo Invest S.A. and Nuevas Fronteras S.A. He is also director of IRSA, Hoteles Argentinos S.A., Llao Llao Resorts S.A. and alternate director of Puerto Retiro S.A. He is the cousin of our Chairman, Eduardo Sergio Elsztain and our directors, Alejandro Gustavo Elsztain and Daniel Ricardo Elsztain.

Leonardo Fabricio Fernández. Mr. Fernández obtained a degree in law at University of Buenos Aires. He serves as an Alternate Director on the board of directors of Disco S.A. and Transportadora de Gas del Norte S.A.

Enrique Antonini. Mr. Antonini holds a degree in law from University of Buenos Aires. He is currently a member of the board of directors of Banco Mariva S.A. (since 1992) and since 2015 he has been alternate director of Mariva Bursátil S.A. He has also served as a member of the board of directors of IRSA from 1993 to 2002 and he is currently alternate director of Cresud S.A.C.I.F.y A. He is a member of the Banking Lawyers Committee and the International Bar Association.

Gastón Armando Lernoud. Mr. Lernoud obtained a law degree from Universidad del Salvador in 1992. He finished his master in corporate law at Palermo University (Universidad de Palermo) in 1996. He was a senior associate at Zang, Bergel & Viñes Law Firm until June 2002, when he joined as legal counsel manager.

Marcos Oscar Barylka. Mr. Barylka obtained a degree in business from the Gral. San Martín School. Mr. Barylka has been involved in the retail and the gastronomy industries for over 35 years, having served as partner, manager and consultant for several companies. Since 2006, Mr. Barylka serves as Secretary of the Pele Ioetz Foundation, which provides support to families suffering economic and social problems in Argentina.

Isela Angelica Costantini: Ms. Costantini obtained a degree in Social Communication from the Pontifical Catholic University of Paraná (Curitiba, Brazil) and an MBA in International Business and Marketing. In addition, she is the President of the ST Group, Counselor of Hawksbill Consulting, Director of CIPPEC and the Food Bank of Buenos Aires

Juan Manuel Quintana. Mr. Quintana obtained a law degree at University of Buenos Aires. He is a partner at Zang, Bergel & Viñes Law Firm. In addition, he serves as alternate director of Nuevas Fronteras S.A. and as regular director of Emprendimiento Recoleta S.A., among other companies.

Pablo Daniel Vergara del Carril. Mr. Vergara del Carril obtained a law degree from Argentina's Catholic University where he teaches Commercial Law and Contract Law. He also lectures on Corporate Law, the Law of Contracts and Capital Markets for post-graduate programs. He is a member of the Legal Advisory Committee of *Cámara de Sociedades Anónimas* as well as Vice President of the Antitrust Law Committee of the Buenos Aires Bar Association (*Colegio de Abogados de la Ciudad de Buenos Aires*). He is a partner at Zang, Bergel & Viñes Law Firm and a member of the board of directors of Emprendimiento Recoleta S.A., Nuevas Fronteras S.A., and Banco Hipotecario S.A.

Salvador Dario Bergel. Mr. Bergel obtained a law degree and a PhD from Universidad del Litoral. He is professor emeritus of Universidad de Buenos Aires and was a founding partner of Zang, Bergel & Viñes Law Firm. He also serves as an alternate director of CRESUD.

Mauricio Wior. Mr. Wior obtained his bachelor's degrees in Economics and Accounting, and a Master's Degree in Finance from Tel Aviv University in Israel. Mr. Wior is currently a member of the board of Banco Hipotecario S.A. He has held positions at Bellsouth where he was Vice-President for Latin America from 1995 to 2004. Mr. Wior was also CEO of Movicom Bellsouth from 1991 to 2004. In addition, he led the operations of various cellular phone companies in Uruguay, Chile, Peru, Ecuador and Venezuela. He was president of the *Asociación Latinoamericana de Celulares* (ALCACEL); American Chamber of Commerce in Argentina and the Israeli-Argentine Chamber of Commerce. He was director of *Instituto para el Desarrollo Empresarial de la Argentina* (IDEA), *Fundación de Investigaciones Económicas Latinoamericanas* (FIEL) and Tzedaka.

Gabriel Adolfo Gregorio Reznik. Mr. Reznik obtained a degree in civil engineering from University of Buenos Aires. He worked for IRSA Inversiones y Representaciones Sociedad Anónima from 1992 until May 2005 at which time he resigned. He formerly worked for an independent construction company in Argentina. He is regular director of IRSA Inversiones y Representaciones S.A. and Banco Hipotecario S.A., among others.

Employment Contracts with Our Directors

We have not entered into employment contracts with our directors. However, Alejandro Gustavo Elsztain, Fernando Adrián Elsztain, Eduardo Sergio Elsztain, Saúl Zang and Daniel Ricardo Elsztain are employed by us under the Labor Contract Law No. 20,744. In addition, our Director Gastón Armando Lernoud provides services to us under the Corporate Services Agreement. This law governs certain conditions of the labor relationship, including remuneration, protection of wages, hours of work, holidays, paid leave, minimum age requirements, protection of workers and suspension and termination of the contract.

Executive Committee

In conformity with our by-laws, the aspects related to the organization of the decision-making process are the responsibility of an Executive Committee made up by four directors, including our chairman and vice chairman. The current members of the Executive Committee are Messrs. Eduardo Sergio Elsztain, Saúl Zang, Alejandro Gustavo Elsztain, Daniel Ricardo Elsztain and Fernando Adrián Elsztain.

The Executive Committee is in charge of the daily management of the activities delegated by the Board of Directors in conformity with current laws and our by-laws. Our by-laws authorize the Executive Committee to perform the following:

- designate managers and establish their duties and compensation;
- grant and revoke powers on behalf of our Company;
- hire, impose disciplinary measures and terminate personnel, as well as determine salaries and compensation;
- enter into contracts related to our Company's activity;
- manage our Company's assets;
- execute credit agreements for our Company's activities and set up encumbrances to secure our obligations; and
- engage in all the acts necessary to manage our Company's daily activities.

Senior Management

The board of directors appoints and removes the senior management. Senior management performs its duties in accordance with the instructions of our board of directors.

The following chart shows information about our current senior management:

Name	Date of birth	Position	Current position held since
Alejandro Gustavo Elsztain	03/31/1966	Chief Executive Officer	2002
Daniel Ricardo Elsztain	12/22/1972	Chief Operating Officer	2011
Matías Gaivironsky	02/23/1976	Chief Financial and Administrative Officer	2011
Juan Jose Martinucci	01/31/1972	Chief Commercial Officer	2013
Arnaldo Jawerbaum	08/13/1966	Chief Investment Officer	2017

The following is a description of each of our senior managers who are not directors:

Matías Gaivironsky. Matías Gaivironsky obtained a degree in business administration from the University of Buenos Aires. He has a master degree in Finance from CEMA University. Since 1997 he has served in different positions at the group, and he was appointed Chief Financial and Administrative Officer for CRESUD, IRSA and the Company in December 2011. Formerly, in 2008, he had been Chief Financial Officer of Tarshop S.A.

Juan José Martinucci. Juan José Martinucci obtained a degree in Business Sciences from Fundación de Altos Estudios, where he graduated as Specialized Technician in Strategic Communication. Later on, he attended the Management Development Program at IAE Business School. With more than 20 years at the Company, he has served in different managerial positions, from Center Manager in Alto Palermo Shopping to his latest position as Shopping Mall Regional Manager for 5 years. Since the beginning of 2013, he has served as Chief Commercial and Marketing Officer of the Company.

Arnaldo Jawerbaum Arnaldo Jawerbaum obtained a degree as an Arquitect from the University of Belgrano. With more than 20 years at the Company, he has worked as Commercial Manager between 1997 and 2002, Marketing Manager in Fibesa between 2003 and 2017. Since November 2017 he holds the position of Chief Investment Officer.

Audit Committee

As provided in the Capital Markets Law and the CNV rules, our board of directors established an Audit Committee, whose main mission is to assist the board of directors in exercising its duty of care, diligence and competence in issues relating to us, specifically as concerns the enforcement of accounting policies and disclosure of accounting and financial information. The Committee must supervise the application of policies on the Company's information about risk management and the operation of internal control systems and the administrative-accounting system, verify compliance with the Company's rules of conduct and business ethics, monitor the sufficiency of our financial statements, our compliance with the laws, give an opinion on the proposed appointment of Independent Auditors to be engaged by the Company and ensure the independence and capacity of independent auditors, pre-approve their services and assess their performance, and that of the Company's Internal Audit department. Furthermore, it must give a well-funded opinion as concerns related party transactions in the cases set forth by the Laws in force and report it to the markets in compliance with the law if there is, or might be, an alleged conflict of interest.

The Audit Committee holds regular meetings as required for corporate purposes.

Pursuant to section 109 of the Capital Markets Law, the CNV and the US Securities and Exchange Commission (SEC) Rules, our Audit Committee is made up by three independent directors.

As of February 5, 2016, Isa Propiedades Comerciales' Audit Committee was composed of Messrs. Enrique Antonini, Leonardo Fernández and Marcos Barylka.

Supervisory Committee

Our Supervisory Committee (*"Comisión Fiscalizadora")* is responsible for reviewing and supervising our administration and affairs. In addition, it verifies compliance with our by-laws and the resolutions adopted at shareholders' meetings in accordance with the provisions of the General Companies Law. The members of the Supervisory Committee are appointed at our Annual General Ordinary Shareholders' Meeting for a one-fiscal-year term. The Supervisory Committee is composed of three members and three alternate members.

The following table sets forth information about the members of our Supervisory Committee who were elected at the Annual General Ordinary Shareholders' Meeting held on October 31, 2017. Positions will expire when the next annual general ordinary shareholders' meeting takes place:

Name	Date of birth	Position	Current office held since
José Daniel Abelovich	07/20/1956	Regular member	2005
Marcelo Héctor Fuxman	11/30/1955	Regular member	2010
Noemí Ivonne Cohn	05/20/1959	Regular member	2010
Gastón Gabriel Lizitza	06/09/1972	Alternate member	2017
Roberto Daniel Murmis	04/07/1959	Alternate member	2010
Alicia Graciela Rigueira	12/02/1951	Alternate member	2010

Set forth below is a brief biographical description of each member of the Supervisory Committee:

José Daniel Abelovich. Mr. Abelovich obtained a degree in accounting from University of Buenos Aires. He is a founding member and partner of Abelovich, Polano & Asociados S.R.L., an accounting firm in Argentina, member of Nexia International. Formerly, he was manager of Harteneck, López y Cía/Coopers & Lybrand and has served as a senior advisor in Argentina for the United Nations and the World Bank. He is a member, among others, of the Supervisory Committees of CRESUD, IRSA, Hoteles Argentinos, Inversora Bolívar S.A. and Banco Hipotecario S.A.

Marcelo Héctor Fuxman. Mr. Fuxman obtained a degree in accounting from University of Buenos Aires. He is a partner of Abelovich, Polano & Asociados S.R.L., an accounting firm in Argentina, member of Nexia International. He is also member, among others, of the Supervisory Committees of CRESUD, IRSA, Inversora Bolívar S.A. and Banco Hipotecario S.A.

Noemí Ivonne Cohn. Mrs. Cohn obtained a degree in accounting from the University of Buenos Aires. She is a partner at Abelovich, Polano & Asociados S.R.L., an accounting firm in Argentina, member of Nexia International, where she works in the audit area. Mrs. Cohn worked in the audit area of Harteneck, Lopez y Cía., Coopers & Lybrand in Argentina and Los Angeles, California. Mrs. Cohn is a member, among others, of the Supervisory Committees of CRESUD and IRSA.

Gastón Gabriel Lizitza. Mr. Lizitza obtained a degree in accounting at the University of Buenos Aires. He is a partner at Abelovich, Polano & Asociados S.R.L; an accounting firm in Argentina, member of Nexia International. He is also a member of the Supervisory Committee of BACSAA, Cresud SACIF and A, Futuros y Opciones.Com SA and IRSA Inversiones y Representaciones Sociedad Anónima.

Roberto Daniel Murmis. Mr. Murmis holds a degree in accounting from Buenos Aires University. He is a partner at Abelovich, Polano & Asociados S.R.L, an accounting firm Argentina, member of Nexia International. He formerly served as an advisor to the Secretariat of Public Revenue [*Secretaría de Ingresos Públicos*] of the Argentine Ministry of Economy. Furthermore, he is a member of the Supervisory Committees of CRESUD, IRSA, Futuros y Opciones S.A. and Llao Llao Resorts S.A., among other companies.

Alicia Graciela Rigueira. Mrs. Rigueira holds a degree in accounting from the University of Buenos Aires. Since 1998, she has been a manager at Estudio Abelovich, Polano & Asociados S.R.L., an accounting firm in Argentina, member of Nexia International. From 1974 to 1998, Mrs. Rigueira served in different positions at Harteneck, Lopez y Cía., affiliated with Coopers & Lybrand. Mrs. Rigueira lectured at the School of Economic Sciences of the Lomas de Zamora University (*Universidad de Lomas de Zamora*).

Compensation

Board of Directors

The General Companies Law establishes that if the compensation of the members of the board of directors is not established in our bylaws, the shareholders' meeting should determine it. The maximum amount of total compensation of the members of the board of directors, including wages and compensation for technical or administrative permanent activities, cannot exceed 25% of our earnings.

That amount should be limited to 5% when there is no distribution of dividends to shareholders, and will be increased proportionally to the distribution until reaching the limit set when all profits are distributed. In applying this rule any reduction in dividend distribution from the deduction of Board compensation shall not be taken into account.

When one or more directors perform special commissions or technical or administrative activities, and there are no earnings to distribute, or they are reduced, the shareholders meeting may approve compensation in excess of the above-mentioned limits.

The compensation of our directors for each fiscal year is determined pursuant to the General Companies Law, and taking into consideration if the directors perform technical or administrative activities and our fiscal year's results. Once the amounts are determined, they are considered by the shareholders' meeting.

At our annual ordinary shareholders meeting held on October 31, 2017, the shareholders agreed to pay an aggregate compensation of Ps. 125,810,416 to all the members of the board of directors for the fiscal year ended June 30, 2017. At the end of this fiscal year, these amounts had been fully paid.

Supervisory Committee

The Shareholders' Meeting held on October 31, 2017, also approved by majority vote to pay an aggregate amount of Ps. 600,000 for tasks performed by the Supervisory Committee in the fiscal year ended June 30, 2017.

Audit Committee

The members of the Audit Committee do not receive compensation other than fees for their services as members of the Board of Directors.

Senior Management

Our Senior Managers are paid a fixed amount that is determined on the basis of their experience, competencies and background. Senior management is also paid an annual bonus that varies depending on the performance of each individual and on the results of our operations.

For the year ended June 30, 2018, our senior management (including Directors) was paid a total of Ps. 35,426,960.

Capitalization Program for our Executive Staff

Since 2006, we have implemented a capitalization program for our executive staff consisting in contributions made by both the employees and the Company.

Such program is intended for certain employees selected by the Company that it wishes to retain by increasing employee total compensation by means of an extraordinary reward in so far as certain requirements are fulfilled.

The payment of contributions into the plan and participation therein are voluntary. Once the intended beneficiary accepts to take part in the plan, he/she may make two types of contributions: a monthly contribution based on his/her salary and an extraordinary contribution, based on his/her annual bonus. It is suggested that contributions should be of up to 2.5% of salaries and of up to 15% of the annual bonus. And then there is the contribution payable by the Company which shall amount to 200% of the monthly contributions and of 300% of the extraordinary contributions made by the employees.

The funds resulting from the contributions made by the participants are transferred to an independent financial vehicle, specially created and situated in Argentina in the form of a mutual fund with the approval of the CNV.

The funds resulting from the contributions made by the Company are transferred to another independent financial vehicle, separate from the one previously mentioned (for example, a trust fund). In the future, the participants shall have access to 100% of the benefits under the plan (that is, including the contributions made by the Company for the benefit of the employees into the financial vehicle specially created) in any of the following circumstances:

- ordinary retirement as prescribed by labor law,
- total or permanent disability, and
- death.

In case of resignation or termination without good cause, the participant may redeem the amounts contributed by us only if he or she has participated in the Plan for at least 5 years and if certain conditions have been fulfilled.

Long-Term Incentive Program

As resolved by the Shareholders' Meeting dated June 26, 2017, the implementation of a new incentive plan for up 4,444,444 shares of the Company was approved. Employees, management and directors of the Company who meet certain seniority and internal category requirements are eligible participants of this plan. The main objective of the new incentive plan is to reward the efficacy and productivity of the participants and align the personnel to the Company's vision, mission and goals, creating added value to both the shareholders and the staff through this compensation benefit. In addition, the referred Shareholders' Meeting delegated to the Board the power to implement, allocate and determine the time and manner of execution of the incentive plan. To date, this plan has not been implemented.

Corporate Services Agreement entered into with IRSA Inversiones y Representaciones Sociedad Anónima and CRESUD S.A.C.I.F. y A.

In view of the fact that our Company, IRSA and Cresud have operating areas with certain similarities, the Board of Directors deemed it appropriate in due course to implement alternative initiatives aimed at reducing certain fixed costs in activities in order to reduce their impact on operating results, thereby taking advantage of and optimizing the individual efficiencies of each company in the different areas of operations management.

In this sense, on June 30, 2004, a Framework Agreement for the Exchange of Corporate Services (the "Framework Agreement") was executed between the Company, IRSA and Cresud, which was subsequently amended on August 23, 2007, August 14, 2008, November 27, 2009, March 12, 2010, July 11, 2011, October 15, 2012, November 12, 2013, February 24, 2014 and February 18, 2015.

This Framework Agreement currently provides for corporate services in the following areas: Corporate Human Resources; Administration and Finance; Planning, Institutional Relations; Compliance, Shared Service Center, Security, Attorneys, Corporate Legal, Corporate Environment and Quality, General Management to Distribute, Security of Directory, Real Estate Business Administration, Real Estate Business Human Resources, Technique, Infraestructure and Services, Purchase and Contracting, Administrations and Authorizations, Investments, Governmental Affairs, Hotels, Fraud Prevention, Bolivar, Directory to Distribute, Real Estate Directory to Distribute.

Administration and Control; Insurance; Security, Contracts, Technical, Infrastructure and Services; Purchases; Architecture and Design, Development and Works; Real Estate, Hotels, Directors to be distributed, Real Estate Directors to be distributed, General Management to be distributed, Directors' Security, Audit Committee, Real Estate Business Management, Real Estate Business HR, Fraud Prevention, Internal Audit, Agricultural Investment Management.

The services exchange consists in the provision of services for valuable consideration in relation to any of the above mentioned areas, carried out by one or more of the parties to the agreement on behalf of the other party or parties to the same agreement, invoiced and payable primarily through compensation for the costs incurred by the parties.

Under this agreement, the companies hired an external consulting company (Deloitte) to review and evaluate on a periodical basis the criteria used in the settlement of corporate services, as well as the bases of distribution and supporting documentation used in the process, to be reflected in a report prepared for each six-month period.

On March 12, 2010, the parties entered into an addendum to the Framework Agreement in order to simplify the issues arising from the consolidation of the financial statements as a result of Cresud's increased interest in IRSA. Accordingly, certain employment agreements with corporate employees of IRSA and the Company were transferred to Cresud.

Later, continuing with the same spirit intended to make the most efficient distribution of corporate resources amongst the various areas, on February 24, 2014 a new addendum to the Framework Agreement was executed. Pursuant to such addendum the parties agreed to transfer to IRSA and the Company the employment agreements with corporate employees working in the real estate business. Labor costs of the employees shall continue to be allocated pursuant to the Framework Agreement, as amended. In the future, and in furtherance of continuing to make the most efficient distribution of corporate resources, the Framework Agreement may be extended to include other areas shared among IRSA, Cresud and the Company.

It should be noted that the procedure under analysis allows our Company, IRSA and Cresud to maintain total independence and confidentiality in our strategic and commercial decisions, and the allocation of costs and income is performed based on operating efficiency and equity principles, without pursuing individual economic benefits for each company. The implementation of this project does not impair the identification of the economic transactions or services involved, or the effectiveness of internal control systems or internal and external audit work of each company, or the disclosure of the transactions subject to the Framework Agreement in accordance with Technical Resolution No. 21 of the FACPCE. Mr. Alejandro Gustavo Elsztain has been appointed to the position of General Coordinator, whereas Cedric Bridger has been charged with the operation and implementation of the agreement on behalf of IRSA, Daniel E. Mellicovsky shall represent Cresud, and Marcos Oscar Barylka shall represent the Company. All these individuals are members of the Audit Committees of their respective companies.

In addition, on June 29, 2018, we entered into the tenth amendment to the Framework Agreement with IRSA and Cresud. The new amendments were intended to provide for a more efficient distribution of corporate resources among the parties and, in addition, to continue reducing certain fixed costs derived from the parties' activities, so as to diminish impact thereof on operating results.

Code of Ethics

The Code of Ethics is effective as from July 31, 2005 with the aim of providing a wide range of guidelines as concerns accepted individual and corporate behavior. It is applicable to directors, managers and employees of IRSA CP and its controlled companies. The Code of Ethics that governs our business, in compliance with the laws of the countries where we operate, may be found on our website www.irsacp.com.ar.

A committee of ethics composed of managers and board members is responsible for providing solutions to issues related to the Code of Ethics and is in charge of taking disciplinary measures in case of breach of the code.

Compliance Management

The company has a Compliance model that manages the risks to which it is exposed. The model used to fulfill this function articulates five areas under the same management that together offer the security framework according to the risk profile of the society. Below is a description of the main functions of each of them:

1. Corporate Governance

Like any Public Company, to protect the interests of our shareholders, it must be ensured that the model of design, integration and operation of the governing bodies of the company allow it to consolidate in the market due to its transparency

The purpose of the Corporate Governance Management is to evaluate and consolidate the appropriate management and control structures, to set up the necessary committees to make decisions and to comply with the laws and regulations to which the Company is subject. In the adopted model of Corporate Governance, the following principles are pursued:

- Protection and fair treatment of all shareholders.
- Transparency in transactions and adequate exposure of the relevant facts of the Company
- Appropriate treatment of third parties involved: suppliers, customers and employees.
- Adequate supervision of the management team by the Board.

As a demonstration of the foregoing, we refer Exhibit I of this Annual Report, which includes the Report on the degree of compliance with the Corporate Governance Code, in accordance with the provisions of the CNV regulations

2. Process Quality

The company documents its policies and procedures, that previously develops and validates with the management team. As a whole, referrals constitute the documentary model that is communicated to all employees, managing to conserve and transmit knowledge as well as assessing its effective compliance and laying the foundations for its continuous improvement.

3. Internal Control

The Internal Control Management is responsible for identifying the operational, regulatory and reputational risks of the processes; document them, assign them a value (level of risk) and establish the necessary controls to mitigate them, in conjunction with the area that owns the process.

Integral Framework of Internal Control

Management uses the Integrated Internal Control Framework issued by the *Committee of Sponsoring Organizations of the Treadway Commission* ("COSO Report 2013") for the evaluation of the effectiveness of internal controls over financial information.

The COSO Report establishes that internal control is a process carried out by the Board of Directors, the management and the rest of the personnel, designed to provide a reasonable degree of security in terms of achieving the objectives of the entity, which are classified in the following categories:

- Effectiveness and efficiency of operations
- Reliability of the financial information, and
- compliance with laws and regulations that are applicable.

4. Security of the information

For information security, we understand the process by which the Company protects information and data in terms of confidentiality, integrity and availability.

The area of Information Security has the vision of offering best security practices with the aim of providing the adequate mechanisms for the protection of its computer assets and information systems; and minimize the risks to which the Organization is exposed by achieving an environment of protection.

The pillars are:

- Security (Confidentiality of sensitive information).
- Continuity (Availability of systems and information).
- Data (Integrity of information).

Based on these, a Strategic Information Security Plan has been designed with a focus on strengthening, aligning and adding value to maximize the level of the security framework applied, based on international standards.

5. Internal Audit

The role is to perform objective and independent evaluations to determine that internal controls are present and functioning properly. These reviews, which take place periodically, may vary in scope and frequency depending on the risk assessment, aligned with the business objectives and the priorities of the interested parties.

The area performs the following tasks:

Process Audits (end-to-end review): are reviews in general of the processes that support a business, verifying that the operational areas have internal controls and procedures to mitigate the risks under their responsibility.

Punctual Checks: These are verifications of a particular activity to verify that the operational areas comply with the key controls. It emphasizes controls over the reliability of accounting information for investors and shareholders.

Project Consultancies: they are collaborative projects in the areas of the process owner to provide ideas to solve complex problems or mitigate the appearance of new risks.

Employees

As of June 30, 2018 we had 928 employees, out of whom 434 employees are subject to collective bargaining agreements. We believe that we are in good relationships with our employees. Our Company subcontracts third parties through tender processes for construction of its development projects and for the provision of security, maintenance and cleaning services at its shopping malls. The following table shows the number of employees as of the indicated dates:

	Year ended on June 30,		
	2016	**2017**	**2018**
IRSA Propiedades Comerciales S.A.(1)	823	808	788
Emprendimiento Recoleta S.A.	30	29	30
Fibesa S.A.	20	20	21
Panamerican Mall S.A.	69	69	66
Arcos del Gourmet S.A.	6	7	7
Nuevo Puerto Santa Fe S.A.	16	14	16
Total	**964**	**947**	**928**

(1) In January 2014 we assigned administrative employees to Cresud under the Joint Administrative Services Agreement. For further information, see "**Related Party Transactions, note 29 to the Consolidated Financial Statements**." In June 2015 the employees assigned to Cresud under the Joint Administrative Services Agreement were transferred to the Company. For further information, see "**Related Party Transactions, note 36 to the Consolidated Financial Statements**". In April and May 2015, the employees assigned to IRSA related to operation of buildings and the Real Estate division were transferred to the Company.

Dividends and Dividend Policy

Pursuant to Argentine law, the distribution and payment of dividends to shareholders is only valid if they result from realized and net earnings of the Company pursuant to annual financial statements approved by the shareholders. The approval, amount and payment of dividends are subject to the approval by our shareholders at our Annual Ordinary Shareholders' Meeting. The approval of dividends requires the affirmative vote of a majority of the shares entitled to vote at the meeting.

Pursuant to the Argentine law and our by-laws, net and realized profits for each fiscal year are allocated as follows:

- 5% of such net profits is allocated to our legal reserve, until such reserve amounts to 20% of our capital stock;
- a certain amount determined at a shareholders' meeting is allocated to the compensation of our directors and the members of our Supervisory Committee; and
- additional amounts are allocated to the payment of dividends, optional reserve, or to set up reserves for any other purpose as determined by our shareholders.

The following table illustrates the ratio between the amounts paid as dividends and the total amount paid as dividends on each fully paid-in share for the fiscal years mentioned. The amounts stated in Pesos correspond to nominal Pesos on their respective dates of payment.

Fiscal Year	Cash dividends (ARS)	Stock dividends	Total per share (ARS)
2005	14,686,488	-	0.0188
2006	29,000,000	-	0.0372
2007	47,000,000	-	0.0601
2008	55,721,393	-	0.0712
2009	60,237,864	-	0.0770
2010	56,000,000	-	0.0716
2011	243,824,500	-	0.1936
2012	294,054,600	-	0.2334
2013	306,500,000	-	0.2432
2014	407,522,074	-	0.3234
2015	437,193,000	-	0.3469
2016	283,580,353	-	0.2250
2017	770,000,000	-	6.1000(*)
2018	680,000,000	-	5,3962

(*) In FY17 the par value of IRCP's shares changed from Ps. 0.10 to Ps. 1 per share.

9. Stock Exchange Information on the Company

Historical data on the value of our shares in the ByMA

Our shares are listed on the ByMA and they are traded under the ticker “IRCP”. They were admitted to the ByMA on March 26, 1996. The following table shows, for the periods stated, the high and low bid prices for our shares on the ByMA at close for a par value of Ps. 1.

	Ps. per share	
	High	Low
Fiscal Year		
2018	282.000	201.500
2017 (*)	233.000	136.000
2016	14.400	9.000
Fiscal Year		
2018		
4th Quarter	250.000	201.500
3rd Quarter	275.000	228.000
2nd Quarter	282.000	240.000
1st Quarter	260.000	224.000
2017 (*)	250.000	201.500
4th Quarter	233.000	162.000
3rd Quarter	173.000	160.000
2nd Quarter	191.000	160.000
1st Quarter	175.000	136.000
2016		
4th Quarter	14.400	12.700
3rd Quarter	12.800	10.000
2nd Quarter	13.500	10.900
1st Quarter	12.000	9.000

(*) In FY17 the par value of IRCP’s shares changed from Ps. 0.10 to Ps. 1 per share.
Source: Bloomberg

Historical data on the value of our shares in the NASDAQ

Each one of the Company’s ADS represents 4 common shares. The American Depositary Shares are listed on the NASDAQ where they have been traded under the ticker “IRCP” since November 15, 2000. The ADS were issued by Bank of New York, Inc., which acts as their depositary. The following table shows, for the periods stated, the high and low bid prices for our ADS at the NASDAQ.

	USD per ADS	
	High	Low
Fiscal Year		
2018	64.650	30.090
2017	57.000	36.000
2016	39.250	26.000
Fiscal Year		
2018		
4th Quarter	47.005	30.090
3rd Quarter	57.500	44.000
2nd Quarter	64.650	55.000
1st Quarter	61.500	52.000
2017		
4th Quarter	57.000	43.500
3rd Quarter	46.010	41.460
2nd Quarter	48.000	41.875
1st Quarter	44.700	36.000
2016		
4th Quarter	39.250	36.510
3rd Quarter	37.000	31.750
2nd Quarter	39.000	28.760
1st Quarter	34.550	26.000

Source: Bloomberg

10. Prospects for the Next Fiscal Year

During this fiscal year, the business of shopping malls and offices have maintained solid operational metrics with competitive sales and income levels and very high occupancy. The exchange rate volatility of the last quarter of this fiscal year has modified the growth projection of economic activity for the year 2019 downwards, and in this context, it is a challenge to be able to maintain the level of consumption in our shopping malls observed in recent quarters.

Regarding investments, during the next fiscal year, we plan to incorporate approximately 17,000 sqm of the expansion works in progress of some of our shopping malls. Also, we will put into operation the office building "Polo Dot", of 32,000 sqm of GLA, located in the commercial complex adjacent to our shopping Dot Baires, which is already leased in its entirety to high-level tenants as the e-commerce company "Mercado Libre" and the retailer "Falabella".

Additionally, we will advance in the development of 35,468 sqm of GLA of the "Catalinas" building located in one of the most premium areas for the development of offices in Argentina, of which IRSA CP has 16,012 sqm corresponding to 14 floors and 142 parking spaces.

In addition to the projects in progress, the company has a large reserve of land for future developments of shopping malls and offices in Argentina in a context of a high potential industry. We hope to have the economic, financial and governmental conditions to be able to execute our growth plan.

We expect that during 2019 IRSA Propiedades Comerciales will continue to consolidate its position as the leading commercial real estate company in Argentina. With more than 400,000 m2 of gross leasable area distributed among the best shopping malls and offices in the country, a potential to almost double the portfolio in existing land reserves, a low level of indebtedness and a great track record in accessing the capital market, we believe that we have a solid position to capitalize on the various opportunities that may arise in the future in our country.

Daniel R. Elsztain

Regular Director

EXHIBIT I

IRSA PROPIEDADES COMERCIALES S.A.'S CORPORATE GOVERNANCE CODE

Working progress on compliance with the Corporate Governance Code. Fiscal Year 2018

<table>
<tr><th rowspan="2"></th><th colspan="2">Compliance</th><th rowspan="2">Non-compliance[(1)]</th><th rowspan="2">Report[(2)] or Explain[(3)]</th></tr>
<tr><th>Total[(1)]</th><th>Partial[(1)]</th></tr>
<tr><td colspan="5"><u>PRINCIPLE I. THE RELATIONSHIP AMONGST THE ISSUER, THE CONGLOMERATE THAT IT HEADS AND/OR IS PART OF AND ITS RELATED PARTIES MUST BE TRANSPARENT</u></td></tr>
<tr><td><u>Recommendation I.1</u>: Guarantee that the Board discloses the policies that apply to the relationship amongst the Issuer and the conglomerate that it heads and/or is part of and its related parties.

Answer if:
The Issuer has internal procedures or policies to authorize transactions with related parties in accordance with Section 72 of Law No. 26,831, transactions with shareholders and Board members, senior management, and statutory auditors and/or members of the supervisory committee within the purview of the conglomerate that it heads and/or is a part of.
Explain the main guidelines of the standard or internal policy.</td><td>X</td><td></td><td></td><td>The Company engages in transactions between related parties in accordance with Section 72 of Law No. 26,831 and International Accounting Standards, reporting them in its annual and quarterly Financial Statements as required by accounting standards.

Pursuant to Section 72, before a transaction between related parties is conducted for a material amount, which is understood to be an amount equal to or higher than 1% of the Company's equity, the Board of Directors, prior to its approval, shall request a pronouncement from the Audit Committee stating whether the operating conditions can be considered reasonably in line with normal and regular market conditions.</td></tr>
<tr><td><u>Recommendation I.2</u>: Make sure that the company has mechanisms to prevent conflicts of interest.

Answer if:
The Issuer has, irrespective of currently applicable rules and regulations, clear and specific policies and procedures to identify, handle and resolve any conflicts of interest arising amongst the members of the Board of Directors, senior management and statutory auditors and/or supervisory committee members in their relationship with the Issuer or with the Issuer's related persons.
Describe the relevant aspects of such policies and procedures.</td><td>X</td><td></td><td></td><td>The Company has a Code of Ethics that has been signed by each one of the Company's members and applies to Directors, Statutory Auditors and employees. The Company also has an Ethics Committee which is responsible for resolving any issues related to that code.

The Code of Ethics lays down ethical principles and guidelines about accepted individual and/or corporate behavior. Amongst other matters, this code includes guidelines concerning conflicts of interest. The Code prescribes that directors, managers and employees must act with honesty and integrity and must prevent their behaviors from causing conflicts of interest with the Company and if these were to arise, the Ethics Committee shall be provided in due time and manner with any information that could be inconsistent with the provisions contained in the Code of Ethics.

The Company has a Map of Related Parties that identifies the companies with which the Issuer is in a controlling and/or significant influence situation. This Map is updated every three months. Managers, Directors and Statutory Auditors sign a form every year concerning Intercompany transactions.</td></tr>
</table>

Recommendation I.3: Prevent the undue use of inside information. Answer if: The Issuer relies, without prejudice to currently applicable rules and regulations, on accessible policies and mechanisms to prevent the undue use of inside information by the Board of Directors, senior management, statutory auditors and/or supervisory committee members, controlling shareholders or shareholders wielding significant influence, participating professionals and the rest of the persons listed in Sections 7 and 33 of Executive Order 677/2001. Describe the relevant aspects of such policies and procedures.	X			As indicated in I.2, the Company has a Code of Ethics that lays down the guidelines and mechanisms to prevent the undue use of inside information. This Code mandates that certain information is in a confidential nature and that it can only be used for its intended purposes for the Company's benefit and must not be shared with persons outside the Company or with employees who do not need such confidential information to discharge their duties. The Code sets forth also that unintended disclosures of confidential information must be avoided. The Code of Ethics also contains guidelines concerning compliance with the rules that govern relevant information. As a general principle, the Code prohibits directors, managers and employees from using inside or confidential information, directly or through third parties, to trade securities in the market. It also provides for a fixed period –before and after the publication of financial statements- during which employees, directors and statutory auditors are prohibited from trading Company securities. The transmission of alerts about the commencement of the period of non-availability to conduct transactions works also as a reminder. Such temporary restrictions may be equally imposed whenever the Board sees it fit. There are also information security procedures for safeguarding the Company's data.
PRINCIPLE II. LAY THE GROUNDWORK FOR THE ISSUER TO RELY ON ROBUST MANAGEMENT AND SUPERVISION				
The corporate governance framework must: Recommendation II. 1: Ensure that the Board of Directors manages and supervises the Issuer and provides it with strategic direction.				
II.1.1 Report if the Board of Directors approves:				
II.1.1.1 the Business Plan or the Company's strategic plan, as well as its annual management goals and budgets.	X			An essential portion of the duties and responsibilities discharged by the Executive Committee consists in generating a strategic plan for the Company and the forecasts covered by the annual budget submitted to the Board. It is through the Executive Committee that objectives and strategies are submitted and developed, which includes establishing the annual guidelines defined for the main company departments. As part of the strategic plan defined by the Executive Committee, the Company's Board of Directors approves the main specific tasks aimed at fulfilling such plan.
II.1.1.2 the investment policy (in financial assets and in capital expenditures), and its financing policy.		X		As part of the defined business strategy and within the context of the current fiscal year, the Board of Directors approves investments and medium- and long-term financing plans (corporate bonds –Negotiable Obligations-, syndicated loans, etc.). In addition, the Company has a Financial Risk Committee that analyzes and suggests financial instruments, counterparties and investment limits.

II.1.1.3 the corporate governance policy (compliance with the Corporate Governance Code),	X			As regards corporate governance, the Company has implemented what has been laid down by the rules and regulations currently applicable to these matters issued by the Argentine Securities Commission (CNV) and the Securities and Exchange Commission (SEC) and self-regulated markets where its shares are listed, in addition to what is suggested by the best practices in connection with ethics and Board behavior. To this end, the Board has implemented a Code of Ethics that provides for the different channels available for placement of reports in the event of potential irregularities, which offer direct accesses, managed by the Ethics Committee and the Audit Committee, the latter in compliance with foreign legislation (SOX). There is also the Corporate Governance Code Report, approved every year by the Board of Directors, together with the Annual Report and the Rules of the Audit Committee registered with the Superintendence of Corporations (IGJ).
II.1.1.4 the policy to select, assess and remunerate senior management,	X			The Board of Directors delegates to the Executive Committee the day-to-day management of business. Therefore, it is entitled to appoint an Executive Vice-chairman, Executive Directors and/or analogous functional levels, determine the scope of their functions, appoint managers, including the CEO and sub-managers and determine their remuneration levels. In addition, the Executive Committee instructs the CEO, jointly with the Human Resources Department to determine the remuneration payable to senior managers. The Company has implemented, in accordance with the provisions of its Human Resources policies, a method for annually assessing performance and achievement of previously established targets, that is shared by and common to the entire organization, including its senior management, which is implemented in coordination with the Human Resources Department.
II.1.1.5 the policy to assign responsibilities to senior management,	X			According to the Human Resources policy, the allocation of responsibilities of senior managers is vested in the CEO jointly with the Human Resources Department.
II.1.1.6 the supervision of succession planning for senior management,	X			The CEO and the Human Resources Department are responsible for supervising succession planning at the management level. In order to identify replacement management levels and teams, the organization assesses prospective successors to those Senior Management levels through a method focused on measuring individual potential.
II.1.1.7 the enterprise social responsibility policy,	X			The Executive Committee is in charge of receiving, evaluating and approving the initiatives in the Corporate Social Responsibility field. It receives from the Institutional Relations Department which brings together the different proposals. The pillars on which the Company's CRS actions are based include education, childhood and environmental care, made possible by working jointly with small- and medium-sized organizations, establishing long-term bonds with

				them, adding players in the value chain and cooperating with the various players in the communities where the Company operates, whether in terms of geographic area of influence or positioning. The Company has been carrying out ongoing activities in this field for many years by: • Integrating and educating children and youths in the communities surrounding its agribusiness ventures through financial and academic support to the educational institutions that act in these territories. • Providing a number of NGOs with spaces (plus the logistical and financial support) in the Company's buildings and shopping centers for these organizations to deploy activities such as dissemination, fund-raising and affiliation, to name but a few, etc. • Permanently creating and financing different entities whose purpose is to rescue and integrate children and youths that are either homeless or in social risk situations. • Supporting scientific, cultural and artistic projects through the mechanisms prescribed by the *Patronage* Law. • Constantly cooperating with communities neighboring with our shopping centers and rental buildings. • Caring for the environment through strict policies issued by the Board.
II.1.1.8 comprehensive risk management, internal control, and fraud prevention policies,		X		The Company will evaluate in the future the need for formalizing policies concerning comprehensive risk management and fraud prevention. This notwithstanding, the functions consisting in risk management, internal control and fraud prevention at the Company are discharged by each department in line with their areas of responsibility. The Company assesses the efficacy of internal control focused on the issuance of financial statements using to that end the methodology of the COSO Report 2013 (Committee of Sponsoring Organization of the Treadway Commission). Should there be complaints or hints of potential frauds, they are reported to the Ethics Committee through the communication channels in place and they can be placed anonymously. The information received by the Ethics Committee is treated as confidential and action measures are taken to clarify and settle the situations reported.
II.1.1.9 The training and continued education policy applicable to the members of the Board of Directors and Senior Management. Should the company have these policies in place, insert a description of their main highlights.	X			The Company encourages involvement in training activities and in professional refreshment courses for the Board and management levels. It is Company policy to have its Board of Directors and management line trained and updated in regulatory matters in the framework of the experience and professional qualities of Board members and the responsibilities that they have. It is also deemed important for an adequate conduct of business that the Board and Senior Management should be trained in matters that favor better business conduct promoting and fostering participation in congresses and in national and international events that address

				issues associated to the activities deployed by the directors and senior managers.
II.1.2 If deemed relevant, please insert other policies applied by the Board that have not been mentioned and detail significant aspects.				There are no other policies that are considered relevant in their implementation other than as previously discussed.
II.1.3 The Issuer has in place a policy to ensure the availability of relevant information for its Board of Directors to make decisions and a channel for direct consultation with its management lines that is symmetrical for all its members (executive, external and independent) on an equal footing and sufficiently in advance so as to enable appropriate analysis. Explain further.	X			The Company has formal tools in its Corporate By-laws that allow and ensure that the basic details required for making decisions are supplied. Notwithstanding the by-laws provisions, which serve as ultimate ratio for accessing to information, Board members have access to the information generated by the Company for adopting decisions, and are also able to communicate directly with the Company's senior managers to clear all doubts and answer inquiries regarding the matters to be discussed at Board meetings.
II.1.4 The matters submitted to consideration by the Board of Directors are accompanied by an analysis of the risks associated to the decisions that may be adopted, taking into account the level of enterprise risk defined as acceptable by the Issuer. Explain further.	X			The Board analyzes the risks associated to decision-making after the submissions made and the information provided by the Executive Committee and the CEO about each issue, taking into account the level of enterprise risk defined as acceptable for each business and according to each market situation.
<u>Recommendation II.2</u>: Make sure that the Issuer exerts effective controls over management. Answer if: The Board of Directors verifies:				
II.2.1 that the annual budget and Business Plan are complied with,	X			The CEO and the Real Estate General Manager prepare quarterly reports on the Company's business which are submitted to the Board of Directors, containing details about economic financial management, behavior of the most relevant variables, and discussions are held on material topics by business segment. A comparative analysis of the budget against the turn of business is submitted and any measures necessary to rectify or confirm the course of business are identified.
II.2.2 senior management performance and their attainment of the goals set for them (the level of earnings as forecast versus actually attained, financial ratings, financial reporting quality, market share, etc.). Describe the highlights of the Issuer's Management Control policy detailing the techniques employed and the frequency of monitoring by the Board of Directors.	X			The Executive Committee assesses the performance of its senior managers as well as the attainment of objectives based on the information provided by the CEO and the Human Resources Department taking into account their performance, the attainment of objectives, the level of earnings obtained and the Company's targets for each term in office. Moreover, as stated in II.1.1.4, the Company applies an annual assessment procedure in coordination with the Human Resources Department, over all its staff, including Senior Management levels. On the other hand, at Board Meetings in which information on the conduct of business, principal ratios and budget control for the relevant quarter is analyzed, compliance with the targets set by the company is monitored.

Recommendation II.3: Disclose the process to evaluate Board of Directors performance and its impact. Answer if:				
II.3.1 Each member of the Board of Directors abides by the Bank's By-laws and, when applicable, by the Rules that govern the operation of the Board of Directors. Detail the main guidelines of the Internal Rules. Indicate the degree of compliance with the Bank's By-laws and its Internal Rules.	X			The Board of Directors abides by the rules and regulations that apply to the Issuer and by the By-laws. Therefore, it is unnecessary and redundant, in the Board's opinion, to issue Rules to govern their operation.
II.3.2 The Board of Directors presents the outcome of its management actions taking into account the targets fixed at the beginning of the period in a manner such that shareholders are able to evaluate the degree of compliance with such objectives, which contain both financial and non-financial aspects. In addition, the Board of Directors presents a diagnosis about the degree of compliance with the policies mentioned in Recommendation II, paragraphs II.1.1. and II.1.2. Detail the highlights of the evaluation made by the Annual General Meeting about the degree of compliance by the Board of Directors with the goals established and the policies mentioned in Recommendation II, Sections II.1.1 y II.1.2, with an indication of the date of the AGM where such evaluation was presented.	X			Through its Annual Report and Management Discussion & Analysis, the Board presents the outcome of its actions and maintains permanent communication with the Company's investors through its Web site and in the interaction taking place at shareholders' meetings, keeping shareholders abreast on the results of the Company's operations and the degree of objective attainment. The Board is evaluated by each General Ordinary Shareholders' Meeting in accordance with the rules and regulations in force as contained in the General Companies Law and in the Company's By-laws. The last Shareholders' Meeting at which the matter was discussed was held on October 31, 2017.
Recommendation II.4: The number of external and independent directors must be a significant proportion of the Issuer's Board of Directors membership. Answer if:				
II.4.1 The proportion of executive members, external and independent (with the latter as defined by the rules of this Commission) of the Board of Directors is in keeping with the capital structure of the Issuer. Explain further.	X			The Corporate By-laws provide that the Company's management and administration is vested in a Board of Directors composed of not less than six (6), nine (9) or twelve (12) members and an equal or lower number of alternates, as determined by the General Ordinary Shareholders' Meeting. Directors shall renew their positions by thirds each year and each third shall remain in office for three years. It should be noted that given the recent reform of the article that governs the functioning of the Board of Directors, the system of renewal by thirds was implemented for the first time in the Shareholders' Meeting held in 2017, which is why the members elected in 2017 last in their positions 1, 2 or 3 exercises to allow the correct implementation of the system. At present, the Board of Directors is composed of nine (9) directors and six (6) alternate directors. four (4) of the directors qualify as independent and three (3) of them are members of the Audit Committee; therefore, all the members of this committee are independent, in compliance with the requirement imposed by the SEC on issuers

				that are listed in the USA. and over the majority required by current regulations.
II.4.2 In the current year, the shareholders agreed at a General Shareholders' Meeting on a policy aimed at maintaining a proportion of at least 20% of independent members over the total number of Board members. Describe the highlights of this policy and of any shareholder agreement that explains the manner in which the members of the Board of Directors are appointed and their terms in office. Indicate if questions have been raised about the independence of Board members and if there have been abstentions caused by conflicts of interest.		X		The shareholders have not agreed on any policy seeking to maintain a proportion of at least 20% of independent members over the total Board. As regards the criteria of independence concerning the members of the Board, they are consistent with the provisions contained in the applicable laws. As set forth in item II.4.1, the number of independent directors in office is higher than the one required by local law; for the composition fo the Audit Committee therefore, for the time being, the Board does not see the need for laying down any such policies.
<u>Recommendation II.5</u>: Commit to the implementation of standards and procedures inherent in the selection and nomination of Board and Senior Management members at the Issuer . Answer if:				
II.5.1 The Issuer has a Nominations Committee			X	The Company does not have a Nominations Committee. Until now, the Company has not deemed the implementation of a Nominations Committee to be necessary because such functions are discharged by the Executive Committee. According to the provisions under the General Companies Law, the Annual General Meeting is responsible for approving the appointment and removal of Board members.
II.5.1.1 made up by at least three Board members, a majority of whom are independent,			X	As stated in II.5.1., Items II.5.1.1 through II.5.1.5 do not apply.
II.5.1.2 chaired by an independent Board member,			X	As stated in II.5.1., Items II.5.1.1 through II.5.1.5 do not apply.
II.5.1.3 that has members who evidence sufficient skills and expertise in human capital policies,			X	As stated in II.5.1., Items II.5.1.1 through II.5.1.5 do not apply.
II.5.1.4 that meets at least twice a year,			X	As stated in II.5.1., Items II.5.1.1 through II.5.1.5 do not apply.
II.5.1.5 whose decisions are not necessarily binding on the Annual General Meeting but rather in a consultative nature when it comes to the selection of Board members.			X	As stated in II.5.1., Items II.5.1.1 through II.5.1.5 do not apply.
II.5.2 Should the Issuer have a Nominations Committee, it:			X	As stated in II.5.1., Item II.5.2 does not apply.
II.5.2.1. verifies that its Internal Rules are reviewed and evaluated once a year and submits change proposals to the Board to obtain Board approval,			X	As stated in II.5.1., Items II.5.2.1 through II.5.2.7 do not apply.

II.5.2.2 proposes that criteria be developed (qualifications, experience, professional reputation and ethics, other) to select new Board members and senior managers,			X	As stated in II.5.1., Items II.5.2.1 through II.5.2.7 do not apply.
II.5.2.3 identifies candidates to Board membership to be proposed by the Nominations Committee to the Annual General Meeting,			X	As stated in II.5.1., Items II.5.2.1 through II.5.2.7 do not apply.
II.5.2.4 suggests the Board members who shall be a part of the different Board committees based on their backgrounds,			X	As stated in II.5.1., Items II.5.2.1 through II.5.2.7 do not apply.
II.5.2.5 recommends that the Chairman of the Board should not be the same as the Issuer's CEO,			X	As stated in II.5.1., Items II.5.2.1 through II.5.2.7 do not apply.
II.5.2.6 ensures that the *curricula vitae* of the Issuer's Board and Senior Management members are available in the Issuer's web-page and that the duration of Board members' terms in office is equally disclosed in the web page,			X	As stated in II.5.1., Items II.5.2.1 through II.5.2.7 do not apply.
II.5.2.7 corroborates that there are succession plans in place for Board and Senior Management members.			X	As stated in II.5.1., Items II.5.2.1 through II.5.2.7 do not apply.
II.5.3 If relevant, please add policies implemented at the initiative of the Issuer's Nominations Committee which have not been mentioned in the preceding Item.			X	As stated in II.5.1, the item II.5.3 does not apply.
<u>Recommendation II.6</u>: Assess the advisability of Board members and/or statutory auditors and/or supervisory committee members discharging functions at several Issuers. Answer if: The Issuer imposes a limit on the ability of the members of the Board of Directors and/or statutory auditors and/or supervisory committee to discharge functions at other entities that do not belong to the conglomerate that the Company heads or of which it is a part. Specify any such limit and detail if there has been a breach of said limit in the course of the year.			X	The Company does not have a limiting rule in place. The Company considers their engagement sufficient in so far as it is adequate to the Company's needs.
<u>Recommendation II.7</u>: Make sure that Board and Senior management members at the Issuer are trained and develop their skills. Answer if:				
II.7.1. The Issuer has Continued Training Programs in connection with the Issuer's needs for the members of the Board of Directors and Senior Management, which include topics concerning their roles and responsibilities, comprehensive enterprise risk management, knowledge specific to the business		X		It is Company policy that the Board of Directors, the Executive Committee, the Audit Committee and its management line should be trained and maintained updated in regulatory matters in the framework of the experience, professional qualities and responsibilities of their members. The Company has in place training and education programs in various matters that are given to its personnel and that include senior managers. In

and its regulations, corporate governance dynamics and enterprise social responsibility. In the case of the Audit Committee members, international accounting standards, auditing standards and internal controls and specific regulations in the capital markets. Describe the programs implemented in the course of the year and their degree of compliance.				addition, participation in training activities and professional refreshment courses for the Board and Senior Management is encouraged. Notwithstanding the above, whenever it deems it necessary, the Committee can organize new refreshment and training activities on current regulations or topics related to its duties. The Company deems it important to better conduct business that the Board and senior Managers should be trained in matters that favor better business conduct promoting and fostering participation in congresses and in national and international events that address issues associated to the activities deployed by the directors and senior managers.
II.7.2. The Issuer incentivizes Board and Senior Management members by means other than discussed in II.7.1 to maintain permanent training supplementing their education level in a manner such as to add value to the Issuer. Indicate how the Issuer does this.	X			The Company incentivizes the involvement of Board members in specific areas through invitations to events with business contents akin to their roles, orientation activities and updates in regulatory matters.
PRINCIPLE III. ENDORSE AN EFFECTIVE POLICY FOR IDENTIFYING, MEASURING, MANAGING AND DISCLOSING ENTERPRISE RISK.				
In the framework for corporate governance: Recommendation III: The Board of Directors must rely on a policy for comprehensive enterprise risk management and monitor its adequate implementation.				
III.1 Answer if: The Issuer has in place comprehensive enterprise risk management policies (mandating compliance with strategic, operational, financial, reporting, legal and regulatory objectives, among others). Describe their most relevant aspects.		X		The Board of the Company undertakes actions to identify, evaluate and mitigate the Company's exposure to strategic, financial, operational and corporate governance risks. The Board of Directors, with the involvement of the Executive Committee, permanently evaluates the Company's business activities, which includes the risks, the opportunities offered by market conditions at each time and the attainment of the business's operating and strategic objectives. As part of its habitual practice of managing risks, the Board permanently monitors, through the Financial Risk Committee, the inherent investments and risks. In addition, the Company has an internal control system to prevent and identify risks, using the comprehensive internal control framework issued by the Committee of Sponsoring Organization of the Treadway Commission (COSO Report 2013) to assess the effectiveness of internal controls over accounting information. In addition, the Company is discussing the issuance of a comprehensive risk management policy that provides a concept framework.

III.2 There is a Risk Management Committee as part of the Board of Directors or of the CEO. Report on the existence of manuals of procedures and detail the main risk factors that are specific to the Issuer or its business and the implemented mitigation actions. In the absence of a Risk Management Committee, please describe the supervisory role played by the Audit Committee when it comes to managing risks. In addition, specify the degree of interaction between the Board of Directors or of its committees with the Issuer's CEO in terms of comprehensive enterprise risk management.		X		The Issuer conducts permanent activities to identify risks inherent in its activity and any necessary mitigation actions. These actions are conducted by the Executive Committee within the Board as stated in III.1. The Executive Committee or the CEO permanently assess risks at the time of making decisions, availing themselves of sufficient and necessary information provided by the Company's different areas or derived from the actions of internal committees that undertake risk assessments concerning each specific matter. There is a Financial Risk Committee consisting of directors and various managers of the Company that reviews financial risk management and approval of different investment vehicles. The CEO reports periodically to the Board of Directors on management, risks assessed and submits the matters to be considered and then approved by the Board to the Board for its consideration. He also holds meetings with the Audit Committee or is a member of some internal committee, which contributes to adequately identifying and handling entrepreneurial risks.
III.3 There is an independent function within the office of the Issuer's CEO that implements the comprehensive risk management policies (function discharged by the Risk Management Officer or equivalent position). Specify.			X	There is no independent function within the Issuer's CEO. The Company will analyze the possibility of creating them in the future.
III.4 The comprehensive risk management policies are permanently updated in line with the generally accepted recommendations and methodologies in the matter. Identify them (Enterprise Risk Management, according to the conceptual framework in use at COSO - Committee of Sponsoring Organizations of the Treadway Commission -, ISO 31000, IRAM 17551 standard, Sarbanes-Oxley Act, Section 404, other).		X		The Company has been implementing the policies stated in Item III.1. In addition, the Company has an internal control system designed to prevent and identify accounting risks using the internal control comprehensive framework issued by the Committee of Sponsoring Organization of the Treadway Commission (COSO Report 2013) to assess the effectiveness of internal controls over accounting information.
III.5 The Board of Directors communicates the outcomes of its supervisory tasks concerning risk management performed together with the CEO in the financial statements and in the annual report. Specify the main sections dealing with these matters.	X			Through its Annual Report, the Board discusses the Company's annual actions highlighting the achievements attained in each one of the segments in which it was involved and the results obtained. The Annual Report also mentions the challenges faced by the Company in the course of the year to attain its objectives. As from the moment when the Company adopted the International Financial Reporting Standards (IFRS), the Company's financial statements have been including a note on "Financial Risk Management". This note describes the main risks arising from financial instruments and the risks to which the Company is exposed and which may complicate the Company's strategy, its performance and the results of its operations. In the note, "other non-financial risks" to which the Company is exposed are also mentioned.

PRINCIPLE IV. SAFEGUARD THE INTEGRITY OF FINANCIAL REPORTING RESORTING TO INDEPENDENT AUDITS				
The corporate governance framework must: Recommendation IV: Guarantee independence and transparency in the functions entrusted to the Audit Committee and to the External Auditor.				
Answer if: IV.1. Upon electing the members of the Audit Committee, the Board of Directors takes into account that most of its members must be independent and so evaluates the advisability of it being chaired by an independent member.	X			As mentioned in Item II.4.2, all the members of the Company's Audit Committee qualify as independent directors as of to date; therefore, the independence criterion required by law is met. The Audit Committee is composed of three (3) directors, and the Chairman is appointed by the Committee members rather than by the Board.
IV.2 There is an internal audit function that reports to the Audit Committee or to the Chairman of the Board of Directors in charge of evaluating the internal control system. Please indicate if the Audit Committee or the Board of Directors conduct an annual assessment of the area's performance and the degree of independence of its professional involvement, which means that the professionals discharging such function are independent from the remaining operational areas and that they meet the requirements of independence vis-à-vis the controlling shareholders or the related entities that wield significant influence on the Issuer. Specify, also, whether the internal audit function conducts its work in accordance with the international standards that govern internal audit practitioners as issued by the Institute of Internal Auditors (IIA).	X			Internal Audit Management reports to the Compliance Management, who in turn reports directly to the Second Vice-chairman of the Company. The Audit Committee annually assesses the performance of Internal Audit and discloses its conclusions in its Annual Management Report, which is submitted by it to the Board at the time of issuance of the Company's Financial Statements. Such assessment results from meetings held between the Committee and Internal Audit, which evaluate the development and compliance with the Internal Audit' work plan, the reports resulting from the reviews, the observations made and the implementation of its recommendations. The professionals in charge of the Internal Audit function are independent vis-à-vis the Company's remaining operating areas. The Internal Audit area performs its tasks abiding, in general, by the guidelines laid down by international standards for the conduct of Internal Audits issued by the Institute of Internal Auditors (IIA). The Company's Internal Auditor has an international certification issued by the IIA.
IV.3 The members of the Audit Committee undertake an annual assessment of the qualifications, independence and performance exhibited by the External Auditors designated by the Shareholders' Meeting. Describe all relevant aspects in the procedures followed in making such evaluation.	X			In preparation for the Annual General Meeting, the Audit Committee considers the proposed appointment of External Auditors that will be submitted by the Board to such Annual General Meeting. The assessment conducted by the Audit Committee takes into account the professional skills of External Auditors, their expertise and independence conditions. The Audit Committee holds quarterly meetings with external auditors regarding presentation of their work on the Company's Financial Statements. In addition, and previous to the submission of the annual Financial Statements, the Audit Committee's Annual Report will include the committee's opinion concerning the performance of External Auditors.

IV.4 The Issuer relies on a policy concerning the rotation of the Supervisory Committee members and/or the External Auditor. When it comes to External Auditors, the policy addresses whether the rotation spans the audit firm or just the individuals.	X			The members of the Supervisory Committee are chosen by the Annual General Meeting for a one-year term to discharge their functions. The External Auditor is also chosen annually by the Shareholders' Meeting. General Resolution No. 663 issued by the CNV eliminated the audit firm rotation requirement, thus aligning CNV regulations to professional standards (Technical Resolution No. 34) and international standards, which do not require external audit firm rotation. As regards the rotation for the audit partner, General Resolution No. 663 established a term of 7 (seven) years, with a waiting period of 2 (two) years.
PRINCIPLE V. RESPECT SHAREHOLDERS' RIGHTS				
The corporate governance framework must: Recommendation V.1: Make sure that shareholders have access to the Issuer's information.				
Answer if: V.1.1 The Board of Directors fosters periodical informational meetings with shareholders, which coincide with the submission of interim financial statements. Explain further, providing the quantity and frequency of the meetings held in the course of the year.	X			Without prejudice to the information that is released to the market as material information, in each presentation of the interim and annual financial statements the Company issues a "press release" for the investment market and subsequently holds a conference call with on-line presentation where investors and analysts are able to contact the Company's officers directly and ask questions in real-time.
V.1.2 The Issuer relies on "information for investors" mechanisms and on an area that specializes in addressing investors' concerns. In addition, the Issuer has a web-site accessible to shareholders and other investors serving as an access channel for them to contact each other. Detail.	X			The Issuer has mechanisms to inform investors in real time and an Investors Relations Department exclusively devoted to dealing with investors' requirements and enquiries and provides information to shareholders and other investors. In addition to the publications in the Financial Information Highway (*Autopista de Información Financiera*) and the filings with the different enforcement agencies, the Company communicates all its relevant events through an e-mail distribution system that reaches a significant number of current and/or potential investors and analysts. It also has a website (www.irsacp.com.ar) through which the shareholders and other investors may contact this department and obtain information about the Company and receive an answer about all types of enquiries concerning the Company.
Recommendation V.2: Promote shareholders' active involvement.				
Answer if: V.2.1 The Board of Directors has measures in place to foster the participation of all shareholders at the AGMs. Explain further, distinguishing the measures required by statutory provisions from those voluntarily offered by the Issuer to its shareholders.	X			In addition to the information published in the Financial Information Highway and to the information released to the market through the advertisement department of Bolsas y Mercados Argentinos (BYMA), the Board engages in a thorough follow-up of potential attendants previous to the shareholders' meetings in order to ensure the highest number of attendants possible. This follow-up also spans ADR holders through institutional contact with Bank of New York Mellon (BONY) and its correspondent bank in the Argentine Republic, who are furnished with a translated version of the agenda and other information as requested.

V.2.2 The Annual General Shareholders' Meeting has a set of Rules for its operation to make sure that the information will be available to the shareholders sufficiently in advance for decision-making purposes. Describe the salient points of this set of Rules.		X		The Annual General Shareholders' Meeting does not have Rules governing its operation. However, these shareholders' meetings are called and held in accordance with the provisions under the General Companies Law and all applicable rules and regulations that are issued by the control authority as these establish the terms for informing shareholders and furnishing them with the documentation submitted to the Shareholders' Meetings. The Company has been zealously working, consistently with market standards, on providing the shareholders with sufficient information for decision making purposes.
V.2.3 The Issuer has mechanisms in place for minority shareholders to propose matters for consideration by the Annual General Meeting in line with the provisions in currently applicable rules and regulations. Provide further information on the results.	X			Neither the by-laws, nor the operating procedures prevent receiving such proposals. As of the date hereof, there have not been proposals of specific issues.
V.2.4 The Issuer relies on policies to stimulate the involvement of the most relevant shareholders such as institutional investors. Specify.	X			The Company does not make a distinction regarding its relevance by receiving all the shareholders identical treatment. Through the custodian banks of ordinary shares and ADRs, the Company promotes the participation in the Shareholders Meetings of local and foreign, institutional and retail shareholders, by providing them with explanatory information in advance of each of the points to be discussed at the Shareholders' Meeting.
V.2.5 At the Shareholders' Meetings in which the nominations to the Board of Directors are debated, (i) the position of each one of the candidates is made known as to whether or not to adopt a Corporate Governance Code; and (ii) the foundations for such position are also made known previous to the vote.			X	With the Company having adopted this Corporate Governance Code Report, the position concerning the acceptance of each Board member is impliedly embodied.
<u>Recommendation V.3</u>: Guarantee the principle of equality between shares and votes. Answer if: The Issuer relies on a policy that promotes the principle of equality between shares and votes. State the changes in the structure of the outstanding shares by class in the past 3 (three) years.	X			The principle of equality between shares and votes is safeguarded by the Company's by-laws. The Company's shares have a par value of 1 Peso (1$) each and are entitled to one vote per share. The Company does not have its capital stock classified by classes of shares.
<u>Recommendation V.4</u>: Establish mechanisms to safeguard all the shareholders in the event of takeovers. Answer if: The Issuer adheres to the mandatory public tender offer regime. If not, explain further if there are other alternative mechanisms set forth in the by-laws, as would be the case of tag-along or other rights.	X			In accordance with the provisions set forth in Section 90 of the Capital Markets Law No. 26,831, all publicly traded companies are subject to the provisions of the mandatory public tender offer regime, and the Company satisfies this requirement.

Recommendation V.5: Increase the percentage of outstanding shares over capital stock. Answer if: The Issuer relies on shareholder dispersion for at least 20 per cent for its ordinary shares. If not, the Issuer relies on a policy to increase shareholder dispersion through the market. Indicate the percentage of shareholder dispersion as a percentage of the Issuer's capital stock and the changes in such percentage over the last 3 (three) years.			X	The controlling company IRSA holds 86.34% of the outstanding shares of stock for which the share dispersion amounts to 13.7%, less than 20% in the last 3 years. In October 2017, IRSA sold 8.1% of the shares of the Company, increasing the share dispersion, which went from 5.6% to 13.7%.
Recommendation V.6: Make sure that there is a transparent dividend policy. Answer if:				
V.6.1 The Issuer relies on a dividend distribution policy set forth in the By-laws and approved by the Shareholders' Meeting setting out the conditions for distributing dividends in cash or in shares. If such policy exists, state the criteria, frequency and conditions that must be satisfied for the payment of dividends.		X		The Annual Shareholders' Meeting is the one that annually determines how the income for the year will be allocated, defining which reserves will be established and determining whether the resulting balances will be distributed as dividends. Such dividends shall be determined in accordance with the provisions set forth in the General Companies Law and Bylaws. Distribution of dividends depends upon the company's income and whether there are liquid and realized profits. For its approval, the affirmative vote of a majority of the holders of shares carrying voting rights at the Annual Shareholders' Meeting is required. In addition, the Company takes into account its liquidity and investment projects.
V.6.2 The Issuer relies on documented processes to prepare the proposal to allocate the Issuer's retained earnings in order to raise reserves –be them statutory, voluntary and contemplated by the by-laws-, transfer earnings to future fiscal years and/or pay dividends. Explain these processes further and identify the minutes of the Annual General Meeting that approves the distribution (in cash or in shares) or not of dividends, if this is not contemplated in the By-laws.	X			Once the Company's legal, financial, and business requirements are assessed, General Management prepares a proposal to appropriate results and submits them to the Board. Afterwards, the Board submits its proposal to the respective Annual General Meeting.
PRINCIPLE VI. MAINTAIN DIRECT AND RESPONSIBLE BONDS WITH THE COMMUNITY				
The corporate governance framework must: Recommendation VI: Disclose to the community matters concerning the Issuer and provide a direct means of communication with the company. Answer if:				
VI.1 The Issuer has a website accessible to the public and updated that should supply not only relevant company information (the By-laws, the conglomerate, the composition of the Board of Directors, financial statements, annual reports, to name but a few) but also receive the concerns of users in general.	X			The Company has a website (www.irsacp.com.ar) for the public in general to access to the Company's institutional information, its corporate responsibility practices and an investor section containing all the financial information that is relevant to current and/or potential shareholders. In addition, it is a channel for contacting the following areas: Investor Relations, Institutional Relations, Commercial Areas and Human Resources. In addition, this web-site allows the community to communicate with the Ethics Committee to deal with users' concerns and a channel to receive various types of reports.

VI.2 The Issuer releases a Social and Environmental Responsibility Statement on an annual basis, verified by an independent External Auditor. If this statement is released, state its scope or its legal or geographical coverage and where it is available. Specify the rules or initiatives adopted to implement the enterprise social responsibility policy (Global Reporting Initiative and/or the UN's Global Pact, ISO 26.000, SA8000, UN's Millennium Development Goals, SGE 21-Foretica, AA 1000, Ecuador Principles, to name but a few).		X		The Company has been working with an aim towards ongoing improvement, environmental protection and compliance with current legislation and regulations, even those that were voluntarily adopted. Moreover, the Company shall continue the actions undertaken in the previous fiscal year, and shall prepare a summary detailing the main social and environmental actions. regarding the progress made during the 2018 fiscal year.
PRINCIPLE VII. REMUNERATE EQUITABLY AND RESPONSIBLY				
The corporate governance framework must: Recommendation VII: Establish clear policies to remunerate the Issuer's Board and Senior Management members, giving special consideration to any limits imposed by contracts or the by-laws based on the existence of earnings or not.				
Answer if: VII.1. The Issuer relies on a Remunerations Committee:			X	As of the date of this report, the Company did not have a Remunerations Committee, which is furthermore not required by currently applicable rules and regulations. Directors' remuneration is determined in conformity with the provisions under the General Companies Law taking into account whether directors discharge technical and administrative duties or not and based on the Company's earnings for the fiscal year. On an annual basis, the Audit Committee considers and renders an opinion on the proposal of directors' fees that the Board will submit to the Annual General Meeting for its approval.
VII.1.1 made up by at least three Board members, a majority of whom are independent,			X	As stated in VII.1 Items VII.1.1 through VII.1.5 do not apply.
VII.1.2 chaired by an independent Board member,			X	As stated in VII.1 Items VII.1.1 through VII.1.5 do not apply.
VII.1.3 that has members who evidence sufficient skills and expertise in human capital policies,			X	As stated in VII.1 Items VII.1.1 through VII.1.5 do not apply.
VII.1.4 that meets at least twice a year,			X	As stated in VII.1 Items VII.1.1 through VII.1.5 do not apply.
VII.1.5 whose decisions are not necessarily binding on the Annual General Meeting or on the Surveillance Committee but rather in a consultative nature when it comes to the remuneration of Board members.			X	As stated in VII.1 Items VII.1.1 through VII.1.5 do not apply.
VII.2 Should the Issuer have a Remunerations Committee, it:			X	As stated in VII.1, the issues discussed in Items VII. 2 to VII 2.7 do not apply.
VII.2.1 makes sure that there is a clear relationship between the performance of key personnel and its fixed and variable remuneration taking into account the risks taken on and their management,			X	As stated in VII.1, the issues discussed in Items VII. 2 to VII 2.7 do not apply.

VII.2.2 supervises that the variable portion of the remuneration of Board members and Senior Management members is linked to the Issuer's medium- and/or long-term performance,			X	As stated in VII.1, the issues discussed in Items VII. 2 to VII 2.7 do not apply.
VII.2.3 reviews the Issuer's position vis-à-vis competitors concerning its policies and practices applicable to the remunerations and benefits it pays and recommends whether to modify them or not,			X	As stated in VII.1, the issues discussed in Items VII. 2 to VII 2.7 do not apply.
VII.2.4 defines and communicates the policy applicable to key personnel retention, promotion, dismissal and suspension,			X	As stated in VII.1, the issues discussed in Items VII. 2 to VII 2.7 do not apply.
VII.2.5 informs the guidelines that determine the retirement plans of the Issuer's Board and Senior Management members,			X	As stated in VII.1, the issues discussed in Items VII. 2 to VII 2.7 do not apply.
VII.2.6 is regularly accountable to the Board and the Annual General Shareholders' Meeting on the actions undertaken and the issues analyzed at their meetings,			X	As stated in VII.1, the issues discussed in Items VII. 2 to VII 2.7 do not apply.
VII.2.7 ensures that the Chairman of the Remunerations Committee attends the Annual General Meeting that approves remunerations to the Board for him to explain the Issuer's policy concerning the remuneration of the Board and the Senior Management members.			X	As stated in VII.1, the issues discussed in Items VII. 2 to VII 2.7 do not apply.
VII.3 If relevant, please add policies implemented at the initiative of the Issuer's Remunerations Committee which have not been mentioned in the preceding Item.			X	Not applicable.
VII.4 In the absence of a Remunerations Committee, explain how the functions described in VII. 2 are discharged within the Board itself.	X			In accordance with what has been discussed in Item VII.1, the Company does not have a Remunerations Committee. Based on the proposal of the fees to be paid to the Board members to be approved by the Annual General Meeting, the Audit Committee assesses and renders an opinion on the reasonableness of the total sum of fees against the earnings for the year, evaluating also the responsibilities inherent in the position, the dedication demanded for discharging duties, the professional experience and dedication in addition to consistency with the approvals conferred in previous fiscal years. As concerns the remuneration payable to senior managers and as mentioned in II.1.1.4, the Executive Committee delegates to the CEO and to the Human Resources Department the establishment of the remuneration payable to senior managers. In establishing these fees, what is taken into account is the responsibility, the performance and external competitiveness by entrusting specialized consultants with market surveys. In addition to determining a fixed amount, the portion of variable remuneration payable to senior managers is in line with the Company's objectives for the short, medium and long terms. The Company also has long-term retention plans that are communicated to key personnel.

PRINCIPLE VIII. FOSTER ENTERPRISE ETHICS				
The corporate governance framework must: Recommendation VIII: Guarantee ethical behaviors at the Issuer.				
Answer if: VIII.1 The Issuer relies on a Code of Enterprise Conduct. Indicate the main guidelines and whether it is available to the public. This Code is signed by, at least, the members of the Board of Directors and of senior management. Indicate if the Issuer promotes extending the enforcement of this code to suppliers and customers.	X			The Company has a Code of Ethics approved by the Board that applies to all the Company's directors, statutory auditors and employees and it establishes that they must act with honesty, integrity and responsibility when they interact with each other, with clients, investors, suppliers, government officials and the press and with other institutions and individuals. The Code of Ethics is available to the public at large and it has been published in the Company's webpage. It has been signed by the members of the Board of Directors and by the Company's employees.
VIII.2 The Issuer relies on mechanisms to receive reports about illegal or unethical behaviors submitted personally or by electronic means ensuring that the information relayed is treated in the outmost confidentiality and abides by the highest standards of information recording and preservation. Indicate if the service to receive and assess reports is rendered by the Issuer's personnel or by external independent professionals to afford whistleblowers increased protection.	X			The Company has provided for mechanisms to receive reports of illegal or anti-ethical behaviors through several communication channels which are described in the Code of Ethics. The channels made available comprise an e-mail address and a telephone number for the Ethics Committee, the e-mail addresses and the telephone numbers of the members of the Ethics Committee and a regular mail address for the Ethics Committee. In addition, for reports or concerns about accounting matters, accounting internal control or audit matters, the Audit Committee has an incoming box for reports that it manages directly. The reports can be placed anonymously and their treatment as confidential is guaranteed. The information conveyed is treated with high confidentiality and integrity standards and it is equally subject to stringent information recording and preservation standards. The service to receive and evaluate complaints is internal and it is the responsibility of the Ethics Committee and the Audit Committee as applicable.
VIII.3 The Issuer relies on policies, processes and systems to handle and find a resolution for the reports mentioned in Section VIII.2. Describe their most relevant aspects and indicate the degree of involvement of the Audit Committee in said resolutions, in particular in those reports associated to internal controls for financial reporting and on the behaviors of Board and senior management members.	X			To handle complaints and to find a solution to them, the Company has established a procedure whose main aspects are described below: • Receipt: complaints are received and analyzed by the Ethics Committee. • Registration: each complaint is registered. • Analysis and resolution: each complaint is analyzed and a resolution is found in its respect. • Communication: all the reports received by the Ethics Committee are communicated to the Audit Committee (they are reported on a quarterly basis). As for complaints placed with the Audit Committee, it will be the Audit Committee that first determines how to analyze them and which solution to give to them.
PRINCIPLE IX: FURTHER THE SCOPE OF THE CODE				
The corporate governance framework must: Recommendation IX: Promote the inclusion of the provisions inherent in good corporate governance practices in the By-laws. Answer if: The Board of Directors evaluates whether the provisions of the Corporate Governance Code must be reflected, in whole or in part, in the By-laws, including the general and	X			The Company's By-laws satisfy the requirements imposed by the General Companies Law and applicable rules and regulations in line with the Public Offering Regime, and its own Code of Ethics. The Company's By-laws include provisions analogous to, and coincidental with, the above-mentioned provisions in the field of composition of governance bodies, particularly the Board of Directors –functions, rotation and responsibilities-, the Supervisory Committee and the Executive

specific responsibilities of the Board of Directors. Identify the provisions that will be actually included in the By-laws as from the coming into force of the Code until to date.				and Audit Committees. Concerning conflicts of interest, it is the General Companies Law that applies directly, together with the rules and regulations that govern the capital markets. The By-laws do not contain any provision that impedes heeding recommendations that it does not specifically prescribe. It is for this reason that the Board understands that nothing warrants amending the by-laws for the time being. Therefore, the Company considers that it has in place an adequate regulatory framework concerning Corporate Governance; however, the Board may in the future consider the timing and advisability of including other provisions aimed at optimizing good corporate governance practices.

(1) Check with an "X" if applicable.
(2) In the event of total compliance, report how the Issuer abides by the principles and heeds the recommendations of the Corporate Governance Code
(3) In the event of Partial compliance or of Non-compliance, please state the reasons and describe the actions that the Issuer's Board is planning to implement in order to incorporate the recommendations not yet heeded in the coming fiscal year/s, if any.

Daniel R. Elsztain

Regular Director