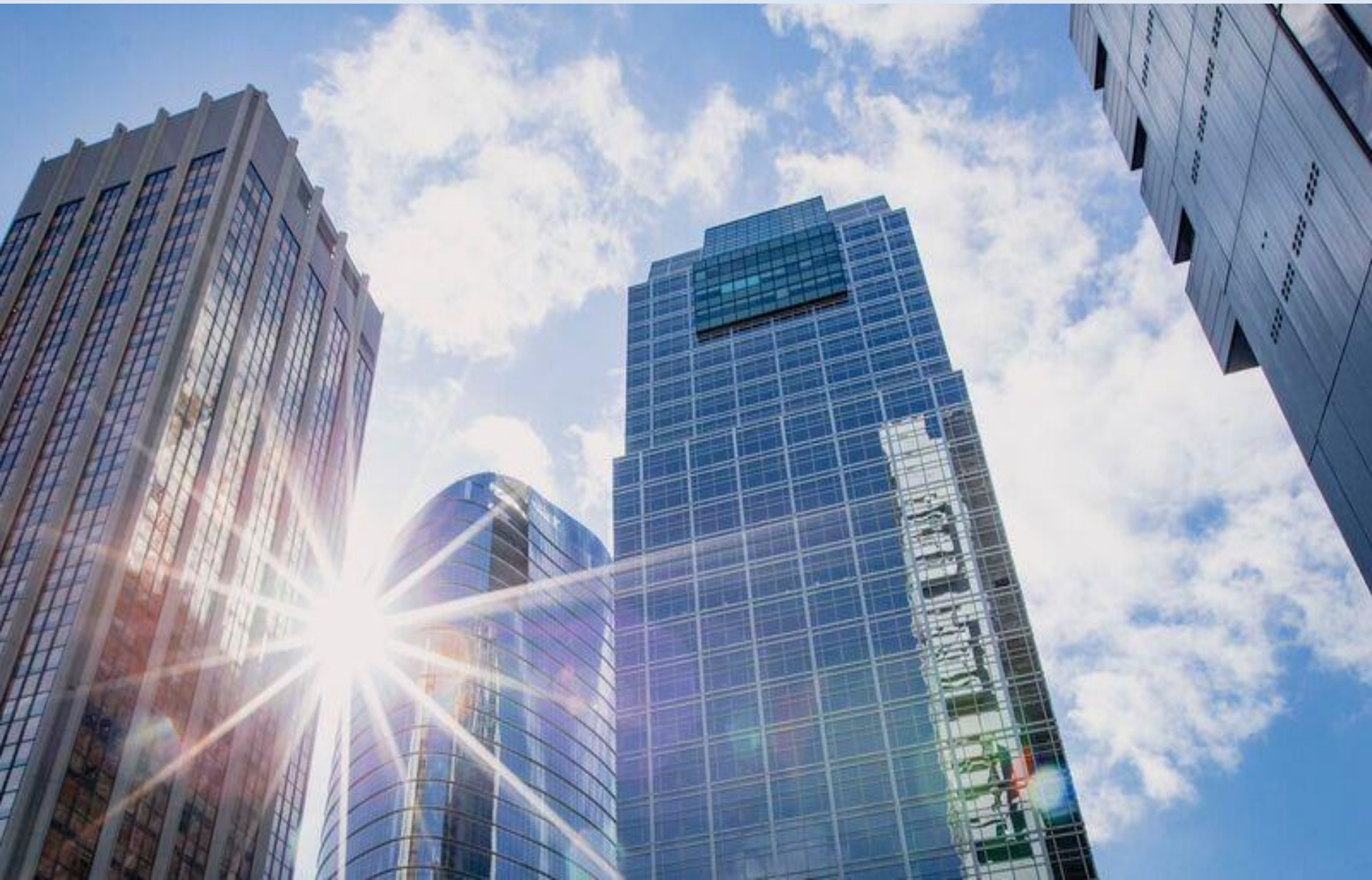


Institutional Presentation

IQ FY 2018





86.5%

29.9%



HOTELS

LANDBANK

INTERNATIONAL



SHOPPING

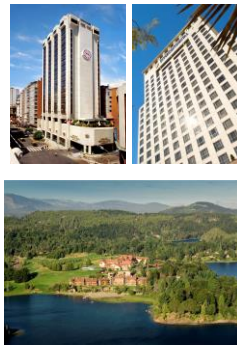
Malls

OFFICE

Buildings

~424,000 sqm of rental GLA

+ Commercial Landbank



VP 28.5%



68.3%



49.0%

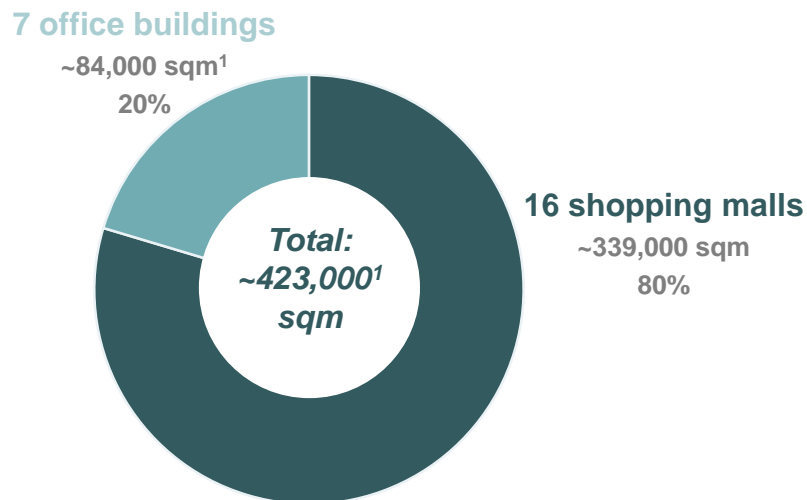


Business description

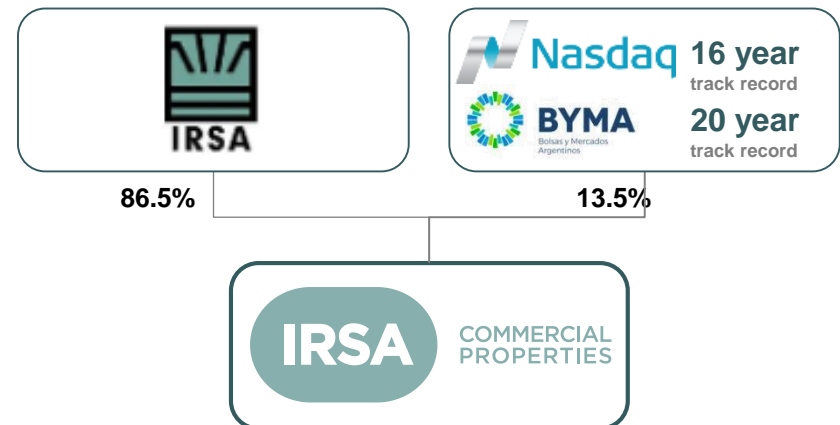
- ✓ Largest owner and operator of **premium shopping malls** and **one of the largest owners of office buildings** in Argentina
- ✓ **~423,000¹** gross leasable area (“GLA”) in prime locations
- ✓ **Land reserve** to develop **~375,000²** sqm of commercial property
- ✓ Over **98% occupancy** rates in shopping malls in last 10 years
- ✓ Average lease rates of US\$26.3 / sqm and **97% office occupancy**



GLA breakdown (as of June 30, 2017)



Simplified ownership structure



IRSA is a leading, diversified, publicly listed company with presence in real estate and other sectors

¹ Includes acquisition of 8,000 sqm of Philips building completed on June 5, 2017

² Considers land reserve as of September 30, 2017 of 251,206 sqm from shopping malls and 106,400 sqm from 8 offices, in addition to 18,000 sqm of additional potential GLA from recent Philips acquisition

IRCP prime portfolio of assets is located in Argentina's wealthiest neighborhoods and principal business districts

IRSA

COMMERCIAL
PROPERTIES

Buenos Aires shopping malls

Buenos Aires office buildings

67% market share in terms of sales

City of Buenos Aires

City of Buenos Aires

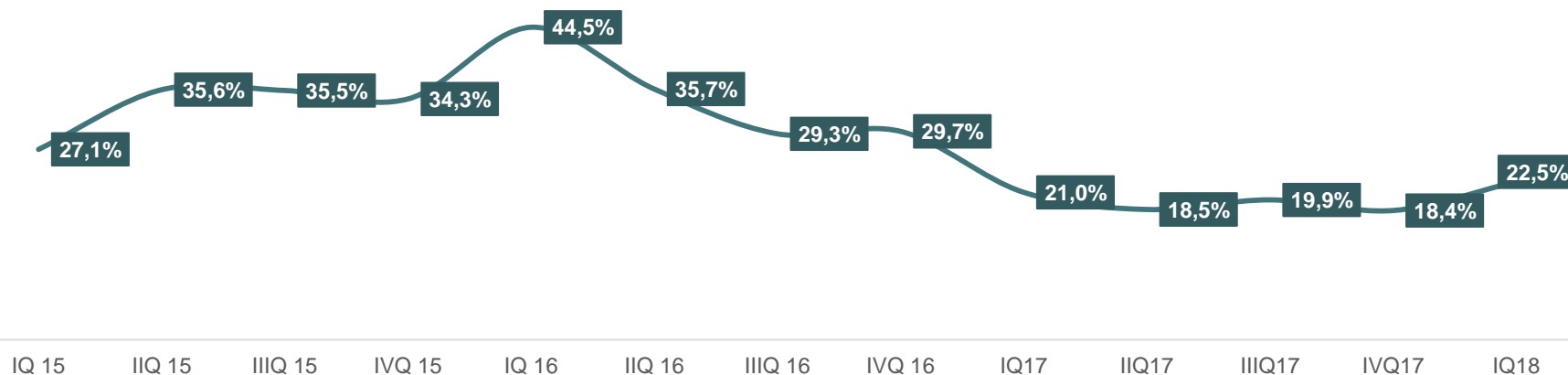
Argentina shopping malls

- Low income Area
- Mid Income Area
- High income Area
- Land reserve

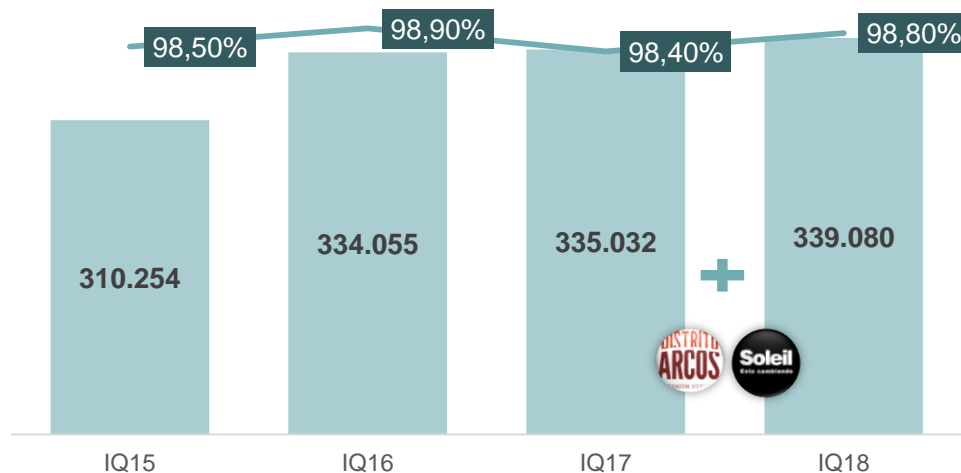
- Expanding Corporate North Area
- Business Center
- AAA Location
- Back Office Center
- Land reserve

Our premium locations act as an entry barrier for new competitors

**Shopping Malls – Quarterly Tenants' Sales
(% Var i.a)**



Shopping Centers – Sqm of GLA (Th.) & Occupancy %



**Summary Main Figures
(IQ 2018)**

Stock (sqm)



Occupancy



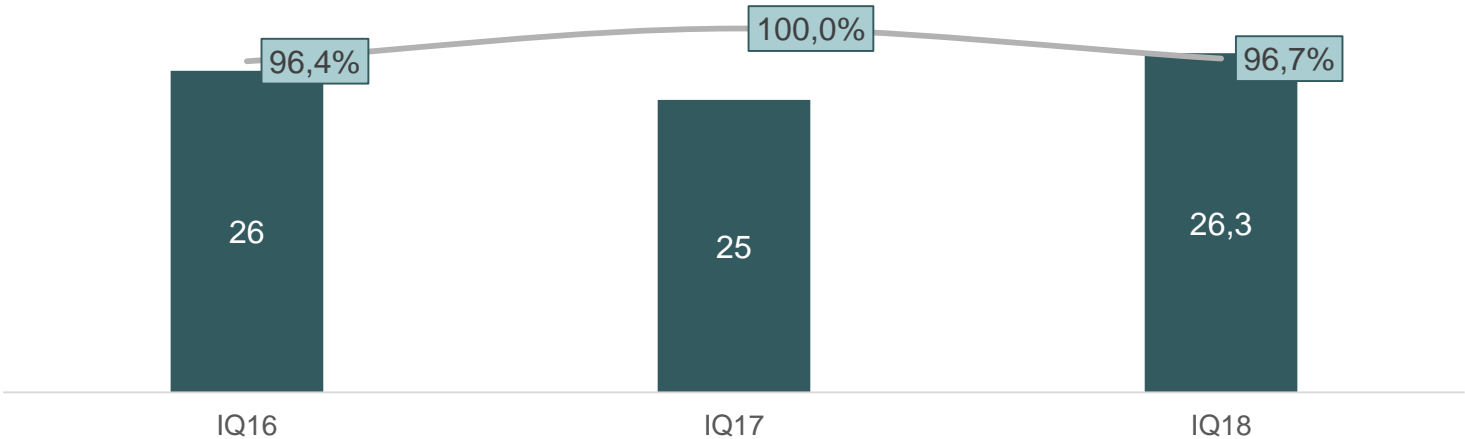
Sales (ARS)



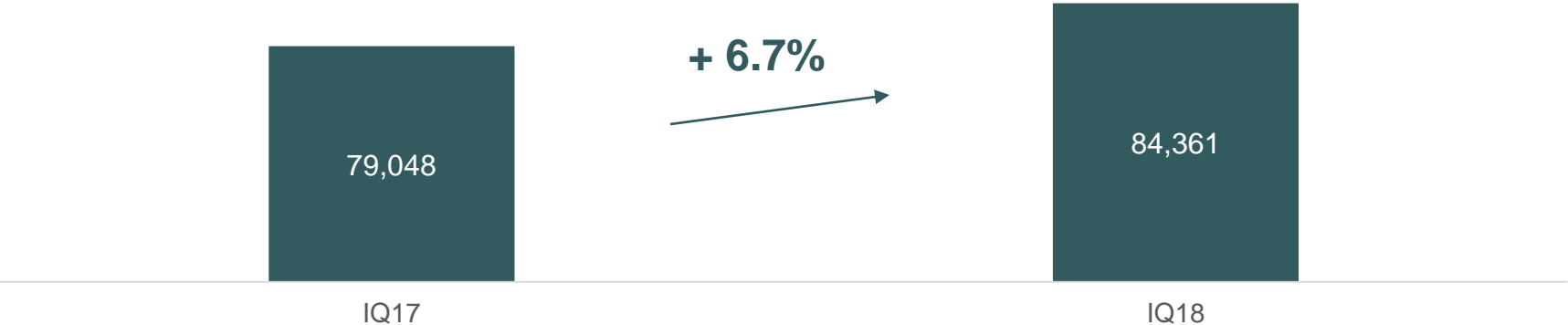
Visitors



Offices – Leases USD/sqm/mth & Occupancy



Offices – Stock (sqm GLA)



Resilient revenue model

That has withstood historical inflation and currency depreciation

IRSA

COMMERCIAL
PROPERTIES

Shopping malls

Revenue from leases

In advance



Brokerage fee

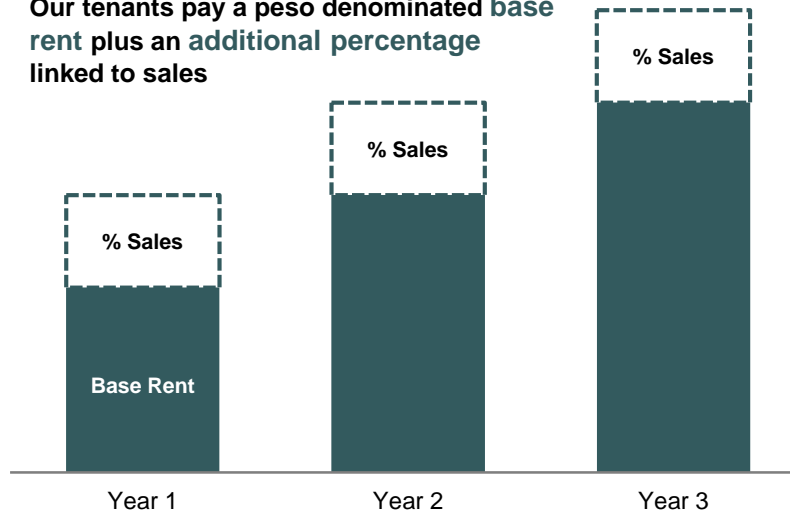
~5x monthly base rent



“Key money” admission rights

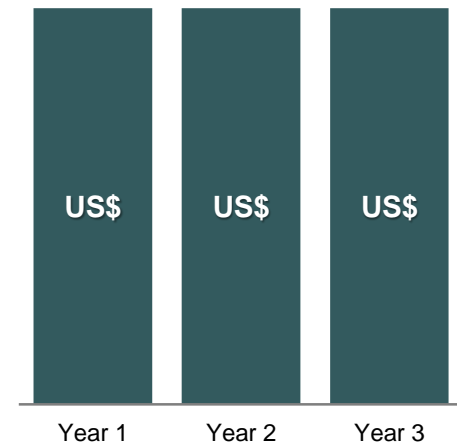
~8x monthly base rent

Our tenants pay a peso denominated base rent plus an additional percentage linked to sales



Office buildings

Revenues from leases



Other revenues

Shopping mall rent revenue breakdown¹

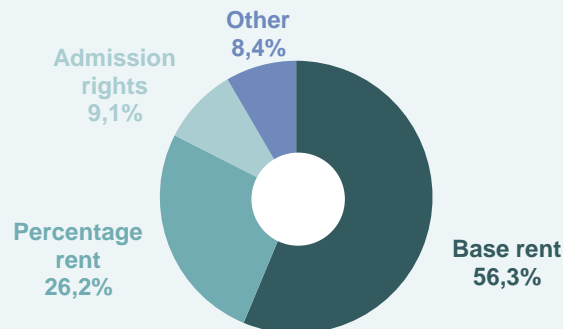
Non Traditional Advertising



Parking



Stands



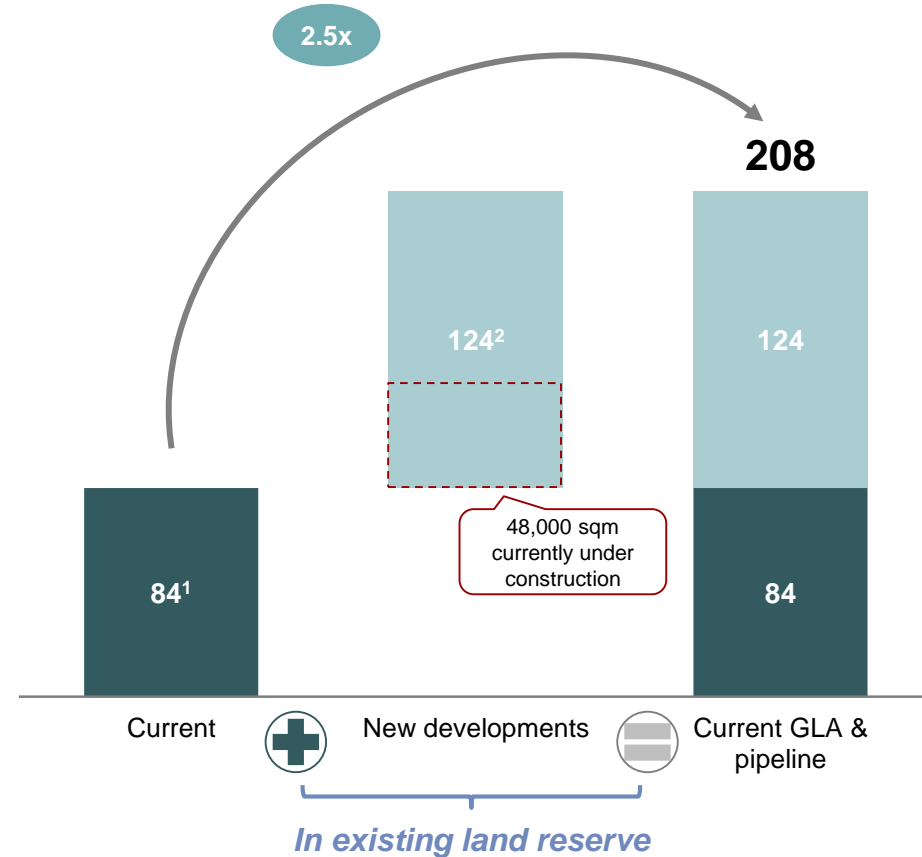
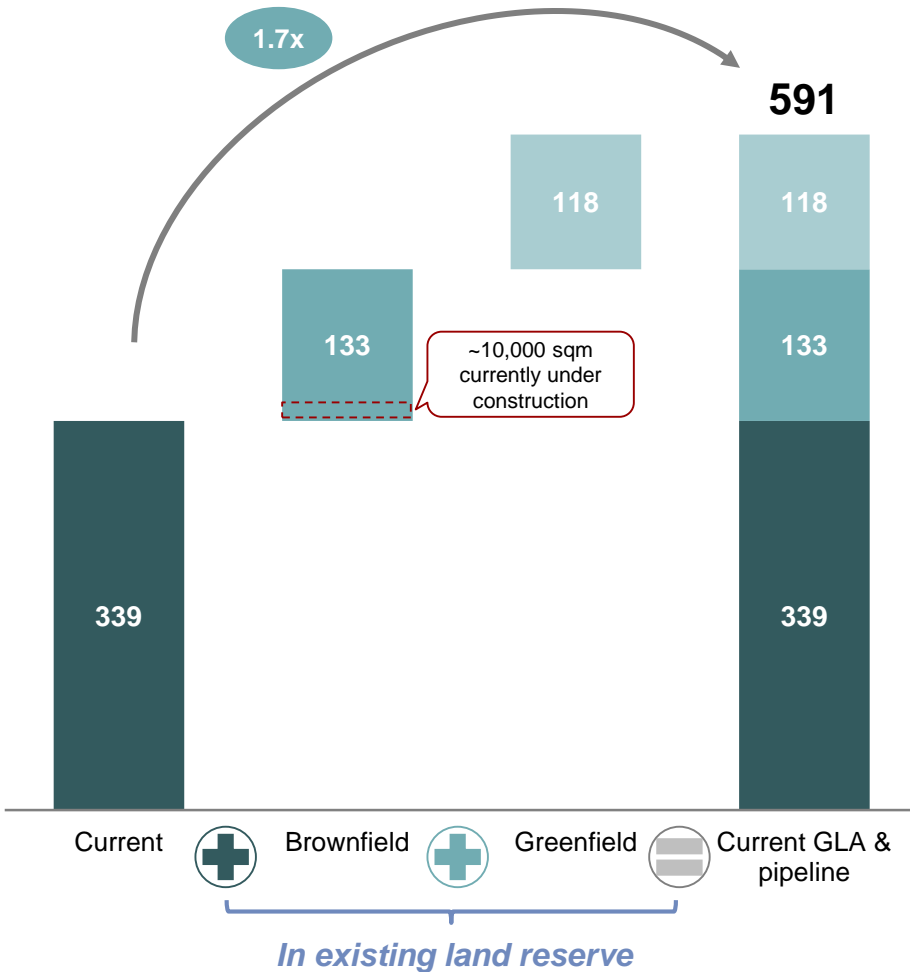
- ✓ 3-year average term for office lease contracts
- ✓ US Dollar based
- ✓ Rental rates for renewed terms are negotiated at market

¹ As of March 31, 2017

Our land reserve will allow us to significantly expand our property portfolio

We have a robust pipeline for shopping malls...

...as well as for premium office properties



¹ Includes acquisition of 10,000 sqm of Philips building on June 5, 2017

² Considers 106,400 sqm from offices as of March 2017 in addition to 18,000 sqm of additional potential GLA from recent Philips acquisition

CAPEX 2018: Current Malls' Expansions

Movie Theatres in the region of Patagonia

Alto Comahue Shopping Mall



The shopping of the South of BA

Alto Avellaneda Shopping Mall



**City of
Neuquén**
Shopping mall

~ARS 180mm
estimated investment

2,200
sqm GLA

FY2019
opening date

Progress
30%

**City of
Buenos
Aires**
Shopping mall

ARS 36 mm
estimated investment

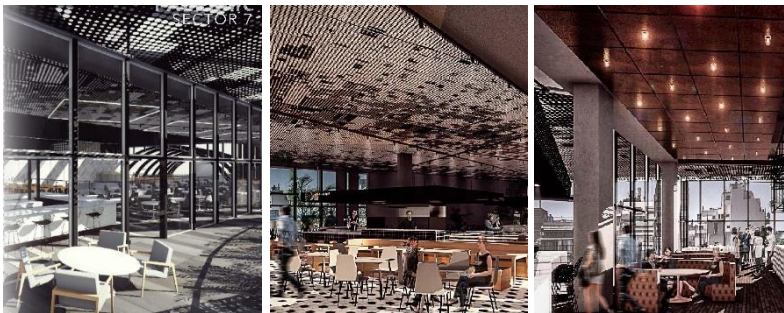
3,500
sqm GLA

FY2018
opening date

Progress
80%

Highest sales/sqm mall in the region

Shopping Alto Palermo



City of Buenos Aires
shopping mall

US\$28.5mm
estimated investment
FY2019
opening date

4,000
sqm GLA

Modern office building in the City

Catalinas Office Building



City of Buenos Aires
office

US\$45mm
estimated investment
FY2020
opening date

16,000
sqm GLA

Our current projects under development and recent acquisition

IRSA

COMMERCIAL
PROPERTIES



Top quality office project in the booming northern area



Polo Dot Phase 1

32,000
sqm GLA

FY2019
opening date

80%
owned by IRCP

US\$65mm
estimated investment



Philips Building – Recently acquired

10,000
sqm GLA

28,000
potential sqm GLA

Buenos Aires office

¹ Includes 32,000 sqm from Dot Phase 1; 38,000 sqm from Dot Phase 2; 10,000 current and 18,000 additional potential sqm from recently acquired Philips building

Attractive Development Pipeline...

Shopping San Martín ~ 35,000 sqm



Polo Dot: U Building + Mall Expansion



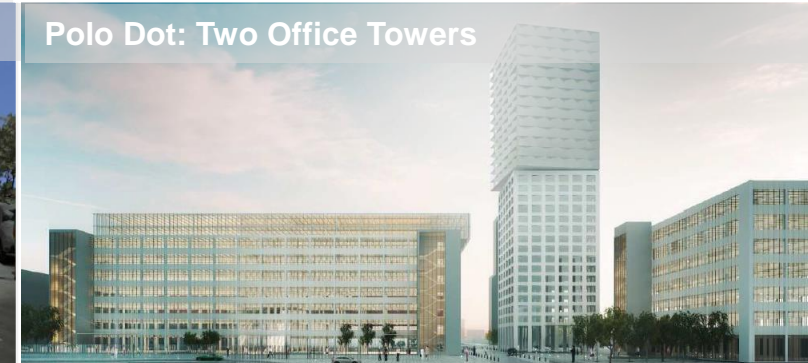
Shopping Tucumán ~ 10,000 sqm



Shopping Paraná ~ 5,000 sqm



Polo Dot: Two Office Towers



Shopping Caballito ~ 68,000 sqm



Intercontinental Plaza II ~ 20,000 sqm



**Current malls
Expansions**
133,000 sqm GLA



IRSA Main Landbank across Argentina

Santa María del Plata



Montevideo Project (Uruguay)



Puerto Retiro (BA)

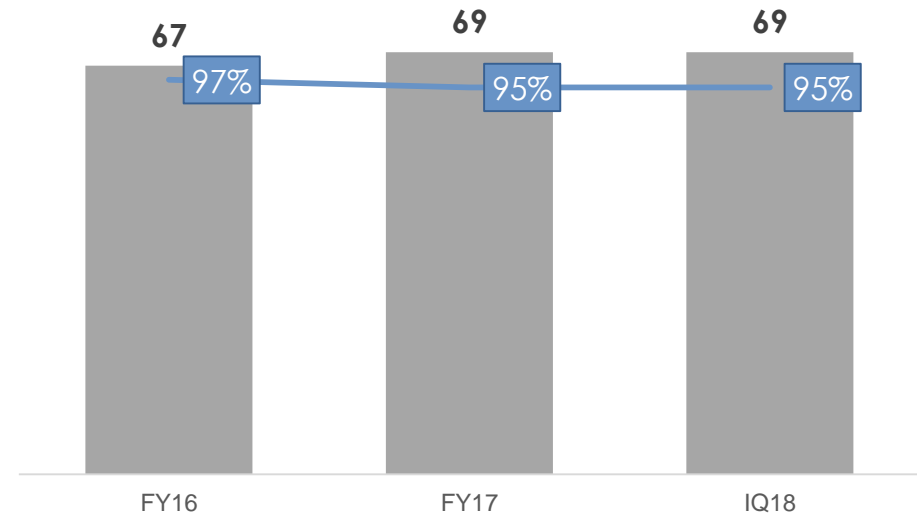


La Adela (Lujan - BA)

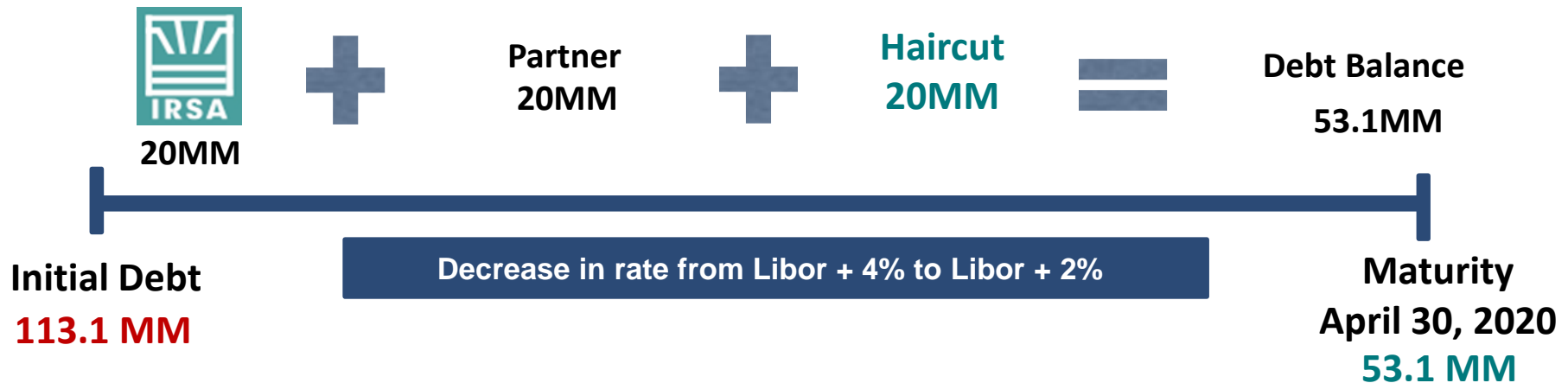




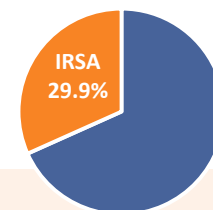
Leases USD/sqm & Occupancy %



Debt Refinance



Ownership



Main events – IQ18

Results to IRSA

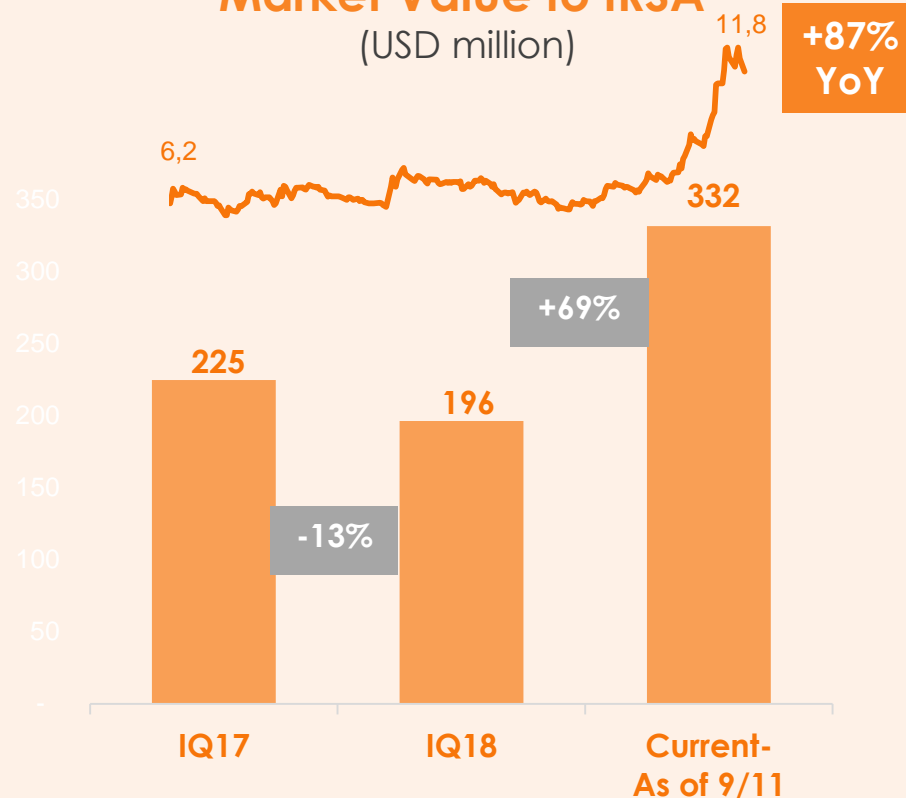
- The bank has generated a gain of **ARS 371 million** during IQ18 compared to a gain of ARS 39 million during IQ17 mainly explained by the **increase in present value of its financial assets**.

Prospects for 2018

- Continue developing sustainable solutions for housing deficit in Argentina
- Increase share in the financial consumer market
- Boost the corporate products business
- Increase customers' base and expand distribution capacity
- Maintain a balanced structure between assets and liabilities managing the different terms and currency exposure.

Market Value to IRSA

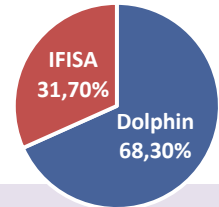
(USD million)



IDB Development Corporation Ltd.

Main events – IQ 2018

Ownership



Isrir – El Al transaction in progress

- The signing of a transaction for the sale of Isrir, within the framework of which a net amount of approximately \$42 – 45 million will be received in cash and 25% of the shares in Sun D'or (subject to crucial terms, including the approval of the Anti-Trust Authority).

Debt

- The raising of the rating, the strengthening of the liquidity, the continuation of the lowering of the yield on the bonds and the removal of the going concern clause and covenants
- IDB issued notes to expand its series 14 for NIS 360mm at 4.72% fixed rate.
- DIC debt replacement series 6 to series 10 – NIS 1.85 billion.

Dividends

- DIC completed in September its dividend payment for a total amount of NIS 694 million.

Clal Insurance:

- IDBD has received a non-binding offer from Huabang Financial Holdings Limited (listed on the Hong Kong Stock Exchange) to acquire its entire stake in Clal at BV (~ NIS 4.8 billion). Currently the process is under due diligence.
- August 17: Sale of **5%** in a **swap transaction**

The Concentration Law:

- The law do not allow to have more than 3 layers of public companies (Eg: IDBD-DIC-PBC-Gav-Yam)
- The selected course of action involved the sale of all the shares of Discount Investment Corporation Ltd. ("DIC") at a fair value to a special-purpose corporation incorporated in Israel, controlled by IRSA and financed through a loan with guarantee on DIC shares.
- On August 2017, Dolphin made a non binding offer to acquire all the stake of IDBD in DIC.
- The execution is subject to final approvals



Property & Building

Leading Israeli Real Estate Company

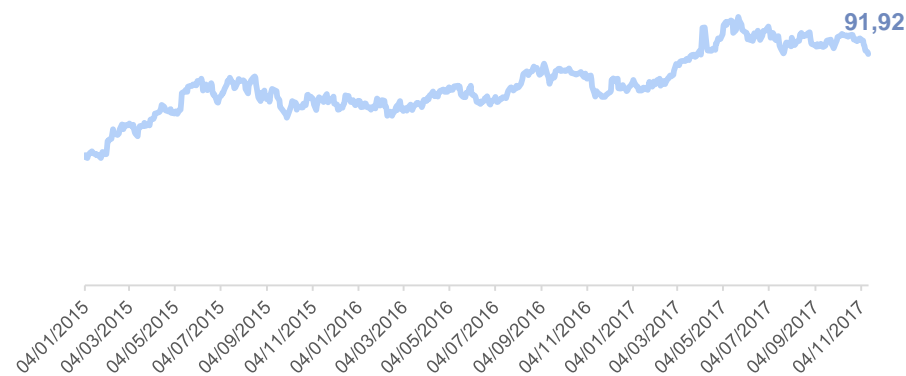
IDBD indirect stake: **45.5%**

Market Cap NIS 2,114 million

- Occupancy – 97%
- HSBC tower – Extension of HSBC's lease – NOI increase of USD 11 million per annum
- Ispro sale process – in progress
- Dividend distribution – NIS 150 million
- Net Debt, Consolidated – NIS 8,179 million

PBC Share Price
USD/share

+20%
YoY





Gav Yam

Israeli Leader - High-Tech Parks

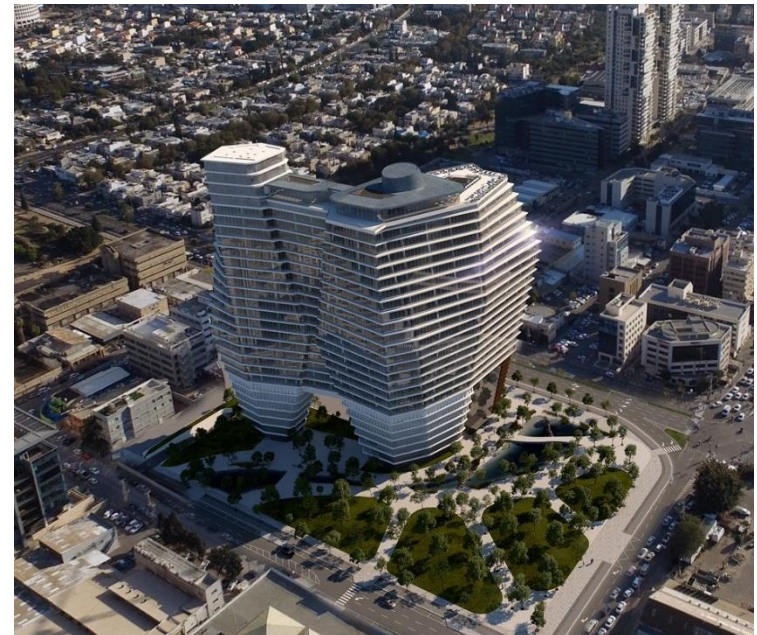
IDBD indirect stake: **23.5%**

Market Cap NIS 3,553 million

- Occupancy - 99%
- Dividend – NIS 180 million
- Developing – Tozeret Haaretz, Cyber park Beer Sheva, Matam Yam, Rehovot
- Net Debt, Consolidated – NIS 2,670 million
- Credit rating upgrade: 'il AA-' > 'il AA'

Gav-Yam Share Price
(USD/share)

**+28%
YoY**





Shufersal

Israel's Largest and Leading Retailer

IDBD indirect stake: **38.3%**

Market Cap NIS 5,220 million

Shufersal Share Price
(USD/share)

**+64%
YoY**



- Dividend distribution – NIS 160 million
- Private label - 21% of revenues in 2017 vs 19% in 2016
- Online – 11.1% of revenues in 2017 vs 8.6% in 2016
- “New-Pharm” - Obtaining regulatory framework
- Shufersal finance – Replacing Leumi-Card with CAL
- Net Debt – NIS 2,283





Cellcom

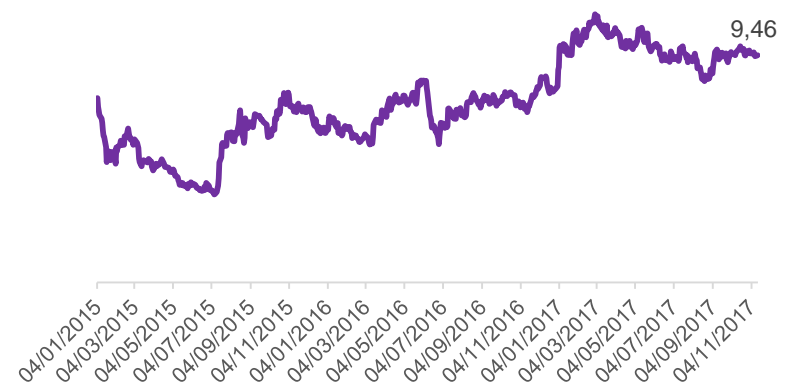
Largest Cellular provider in Israel

IDBD indirect stake: **32.2%**

Market Cap NIS 3,372 million

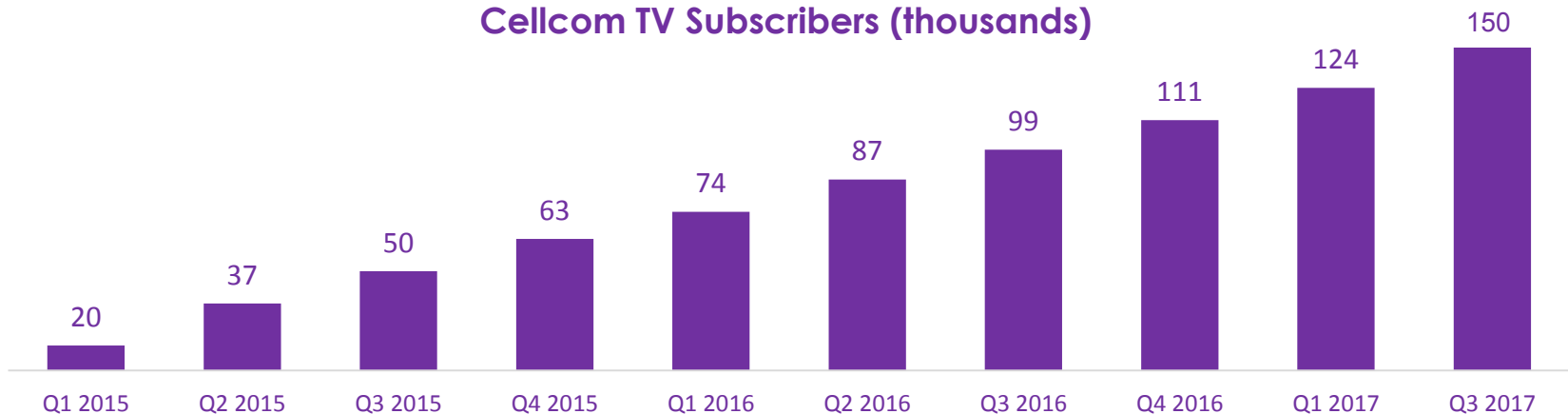
Cellcom Share Price
(USD/share)

**+30%
YoY**

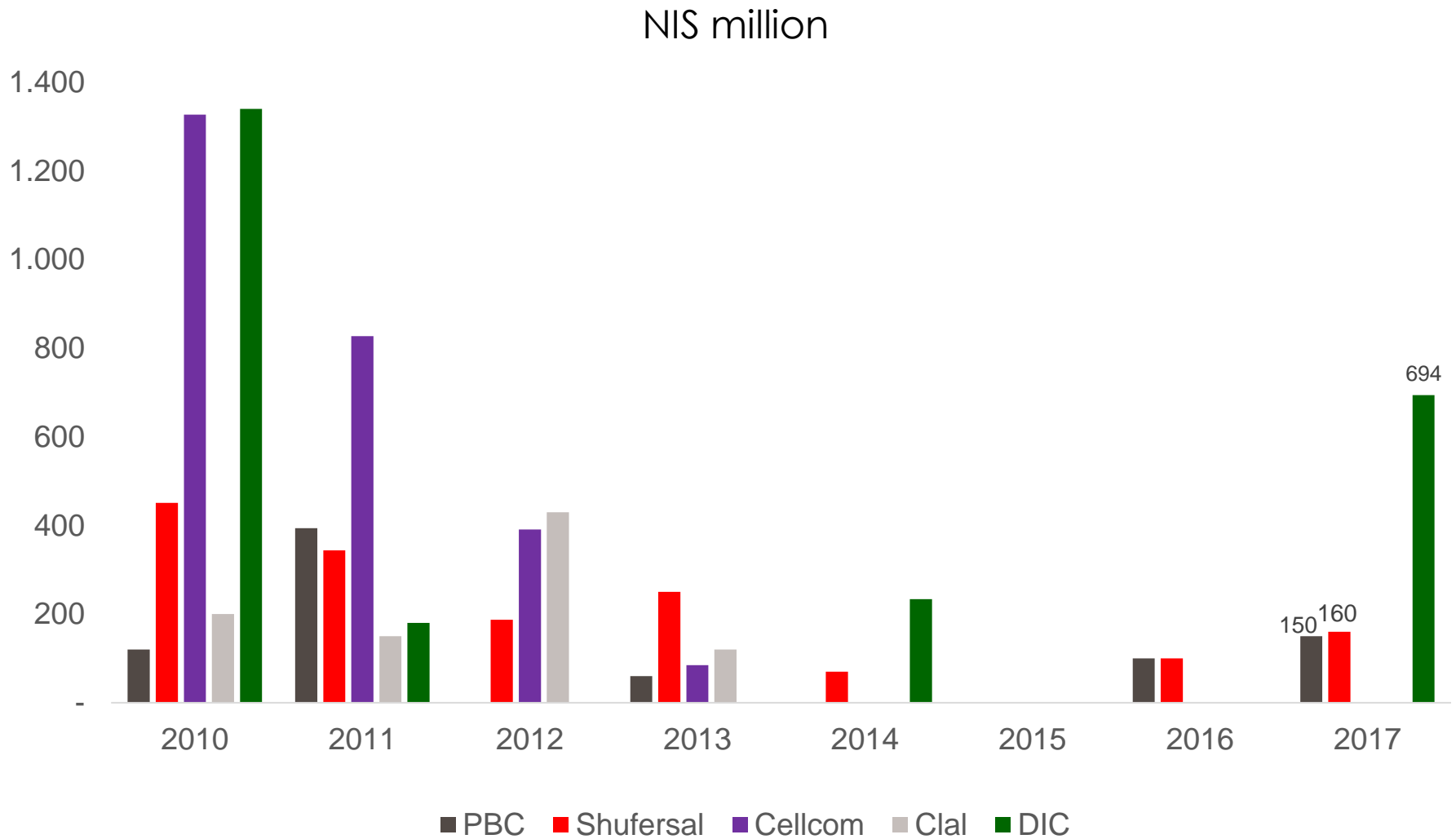


- Cellcom TV – HBO deal
- Fiber-optics – Negotiates regarding the IBC project
- Net Debt NIS 2,915 million

Cellcom TV Subscribers (thousands)



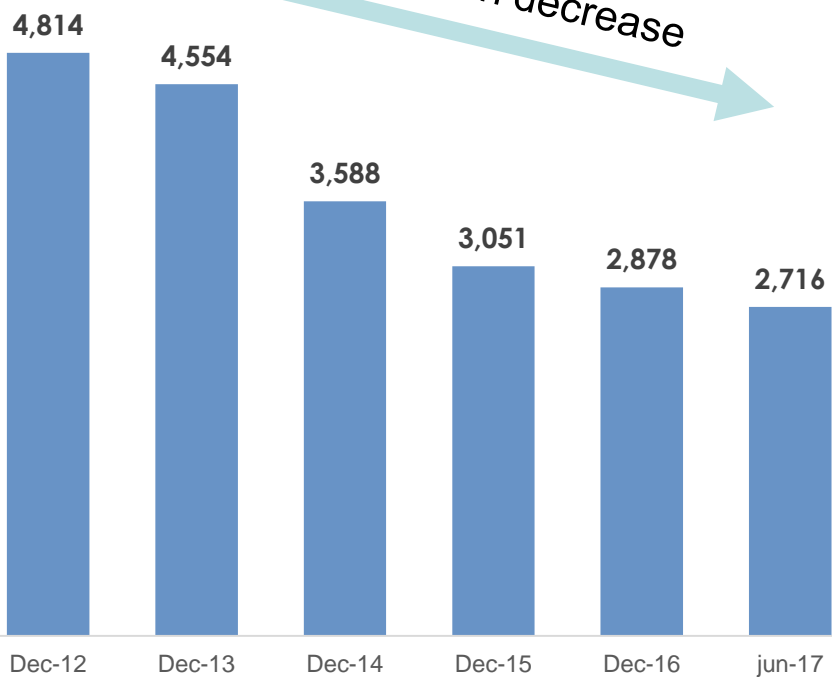
Israel Business Center: Dividends' Payment



IDBD & DIC Net debt decrease (NIS million)

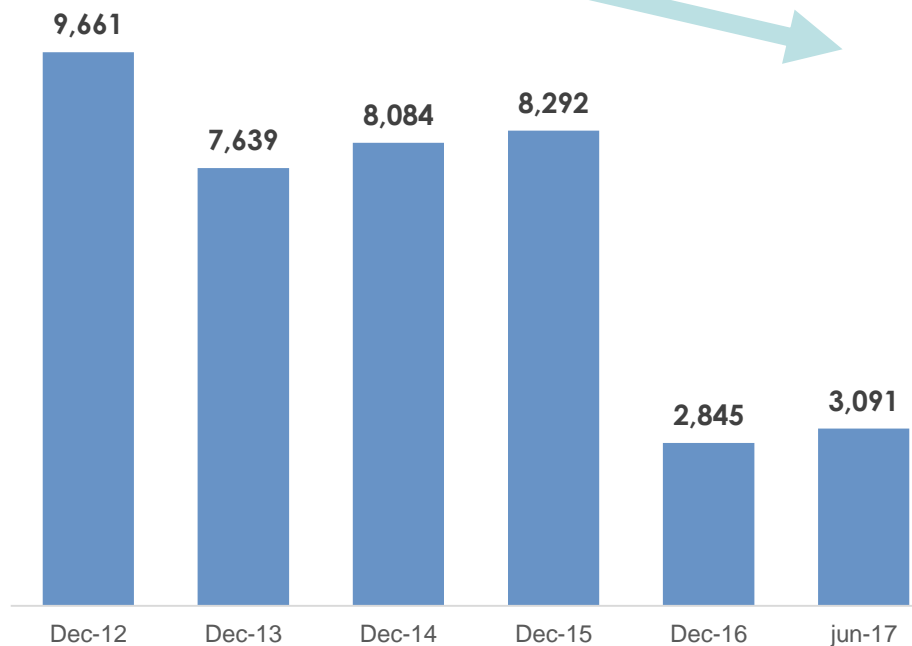
IDBD

NIS 2.1 billion decrease



DIC*

NIS 6.6 billion decrease



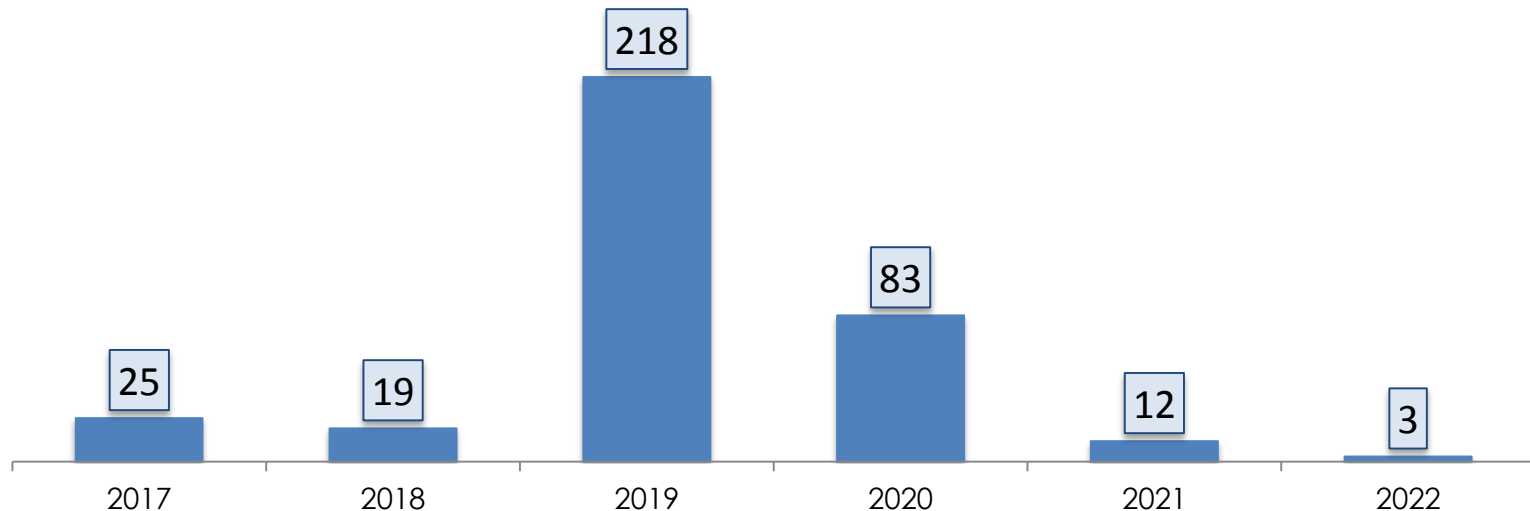
*Includes Adama non recourse loan

IRSA stand alone Debt as of September 30, 2017

In USD million

IRSA Total Debt	360.2
Cash & ST Investments	4.3
IRSA Net Debt	355.9

Debt Amortization Schedule (USD million)



Thanks!

