Earnings Presentation Q1 2022

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VIVO

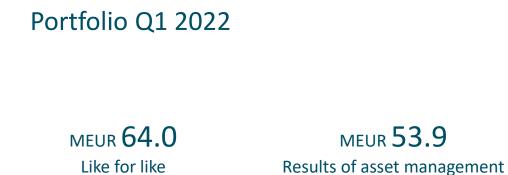




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Highlights

rental income

+4.3% (Q1 2021: MEUR 61.4) **-1.8%** (Q1 2021: MEUR 54.9)



Gross return Based on invoiced rents (12/2021: 6.3%)

94.4% Occupancy rate -0.7PP (12/2021: 95.1%) MEUR **5,242.0** Portfolio value

+1.6% (12/2021: MEUR 5,160.8)



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Highlights Financials Q1 2022

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MEUR **34.4** FFO 1 -0.2% (Q1 2021: MEUR 34.5) MEUR 72.4 Net profit -41.2% (Q1 2021: MEUR 123.1) EUR **29.4** EPRA NTA/share +0.6% (12/2021: EUR 29.2)

52.3 % Equity ratio (12/2021: 48.1%)

32.7% Net LTV (12/2021: 36.7%)





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P&L – Adjusted rental income up by 3.1%

	Q1 2022 in MEUR	Q1 2021 in MEUR	Change absolute	Change in %
Rental income	70.2	74.8	-4.6	-6.1
Results of asset management	53.9	54.9	-1.0	-1.8
Results of property sales	0.6	-0.4	1.0	n/a
Results of property development	-4.1	1.1	-5.2	n/a
Results of operations	38.1	46.4	-8.3	-17.9

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- The yoy decline in rental income is attributable to a positive non-recurring compensation payment of MEUR 6.7 in Q1 2021 for a pandemic-related space reduction. After an adjustment for this non-recurring effect, rental income rose by 3.1%. Rental income also exceeded the Q4 2021 level by 2.8%.
- Results of asset management were stable at MEUR 53.9. Property expenses declined by 28.5% to MEUR -12.2 (incl. MEUR -0.4 write-offs of rents receivables back at pre-crisis level)
- Results of property sales rose to MEUR 0.6 based on sales of MEUR 2.5 (mainly non-core land in Turkey).
- Results of property development affected by increase in construction costs for individual projects

P&L – net profit at 72 million

	Q1 2022 in MEUR	Q1 2021 in MEUR	Change absolute	Change in %
Revaluation results from standing investments	-0.7	1.0	-1.7	n/a
Financial results	47.7	79.7	-32.0	-40.1
thereof net financing costs thereof other financial results thereof profit/loss from at equity accounted invest.	-16.3 45.9 17.3	-19.4 8.9 90.9	3.1 37.0 -73.6	16.1 ≥ 100 -80.9
Earnings before tax	85.1	127.0	-42.0	-33.0
Net profit or loss	72.4	123.1	-50.7	-41.2
Earnings per share (in EUR, diluted ¹)	0.55	0.91	-0.36	-40.1



- Net financing costs fell by 16.1% and declined at a higher rate than the 8.7% reduction in the financing volume.
- The other financial results of MEUR 45.9 were based primarily on the positive valuation of interest rate derivatives (MEUR 47.5) following an increase in longterm interest rates and underscore the Group's effective hedging strategy.
- Income from at equity accounted investments amounts to MEUR 17.3, thereof MEUR 15.1 from S IMMO (Q1 2021: MEUR 88.0 due to strong positive revaluation).

Rounding differences may result from the use of automatic data processing for the addition of rounded amounts. ¹ Number of shares included for Q1 2022: 132,867,405 (basic and diluted); number of shares included for Q1 2021: 137,196,458 (diluted)

Results and Financing

FFO 1 shows stable development at high level

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Amounts in MEUR	P&L Q1 2022	Adjustments	FFO Q1 2022
Results of asset management	53.9	0.1	54.0
Results of property sales	0.6	-0.6	0.0
Results of property development	-4.1	4.1	0.0
Other operating income	0.6	0.0	0.6
Other operating expenses	-12.9	3.2	-9.7
Results of operations	38.1	6.8	44.9
Other revaluation results	-0.7	0.7	0.0
Operating profit (EBIT)	37.3	7.6	44.9
Financial results	47.7	-58.2	-10.5
FFO 1 before tax			34.4
FFO 1 per share before tax in EUR			0.26

Number of shares for calculation¹ 132,867,405

FFO 1 (before tax) MEUR **34.4** -0.2%

(Q1 2021: MEUR 34.5)

FFO 1 (before tax)/share EUR **0.26** -7.4% (Q1 2021: EUR 0.28)

Disproportionate decline of FFO 1/share results from the increased number of shares¹.

Results and Financing

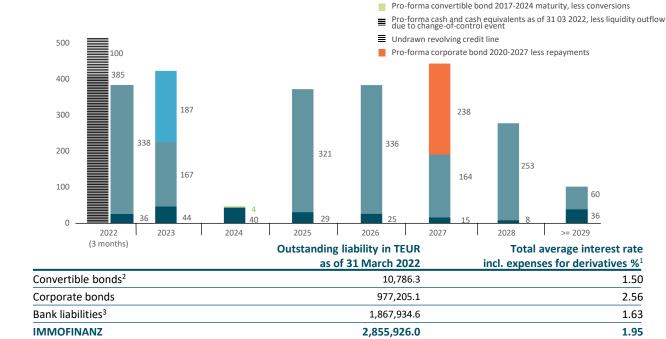
Robust liquidity profile and diversified debt structure

Bank financing regular

Bank financing maturity

Pro-forma corporate bond 2019-2023 less repayment

Pro forma maturity profile by year as of 31 March 2022



¹ Based on nominal remaining debt

² Convertible bond 2017–2024 (coupon reduction to 1.5% following the receipt of an investment grade rating). After conversions, a volume of only MEUR 4.3 was outstanding at the end of April (excluding the convertible bonds held by IMMOFINANZ); this volume was called prematurely by IMMOFINANZ in a clean-up call end of April.
³ Including IFRS 5

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- Pro forma liquidity position of MEUR 385.0 (excl. cash outflow for bonds repayment) and further financial flexibility from a MEUR 100 credit line
- Net LTV at a conservative level of **32.7%** (12/2021: 36.7%)
- Financing costs (weighted average interest rate including hedging costs) at a low level of **1.95%** (12/2021: 1.92%)
- Remaining term of financing at 3.8 years
- Unencumbered asset pool of MEUR 1,471.3 (28.0%) or MEUR 2,022.8 (34.7%) including S IMMO shares based on EPRA NAV
- Confirmed IG rating (BBB- with stable outlook)

Hedging quota 85.8% (12/2021: 88.8%)

14.2%	48.3%	37.5%
Floating rate	Floating rate (hedged)	Fixed rate



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Outlook

Change-of-control events for bank financing and bonds – IMMOFINANZ –

- CPI Property Group (CPIPG) attained a controlling interest over IMMOFINANZ in March 2022 with over 50% of shares.
- This triggered Change-of-Control (CoC) events for existing bank financing (credit volume of MEUR 1,364 as of 12/2021) and for the two corporate bonds 2023 and 2027 (outstanding nominal volume of MEUR 983 as of 12/2021).
- In total, IMMOFINANZ AG had short-term liquidity requirements of ca. MEUR 569 as a result of the change-of-control event. The repayment was serviced internally from liquid funds, which totaled MEUR 954 as of 03/2022.
- The amount of this outflow of liquidity has an impact on the guidance previously issued by IMMOFINANZ for business development in 2022 and, consequently, also on the amount of the dividend payment for the financial years 2021 and 2022. The previously issued guidance is therefore revised, and the Executive Board will reassess the expected development of business.
- The AGM for the 2021 financial year will be held on 12 July 2022 as a virtual meeting in accordance with the relevant Covid-19 regulation.
 The dividend recommendation for the 2021 financial year will be announced on a timely basis before the AGM.

Bank financing affected by CoC

- Financing banks were entitled to call loans prematurely.
- All entitled banks issued consent declarations for the CoC event.
- Some of these declarations are still conditional, but IMMOFINANZ expects them to become final.
- So far, no bank financing has been called due prematurely.

Corporate bonds affected by CoC

- Bondholders were entitled to put their bonds at 101% of nominal value plus accrued interest up to 25 April 2022
- Corporate bond 2023: Put volume amounted to MEUR 295.7 and the outstanding volume was reduced to MEUR 187.1
- Corporate bond 2027: Put volume amounted to MEUR 262.2 and the outstanding volume was reduced to MEUR 237.8

Outlook

Full pipeline for further value-creating growth

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Further mid-term portfolio growth with myhive, STOP SHOP and On Top Living for sustainable and affordable housing



myhive offices

- Increase in number of myhive locations in capital cities of IMMOFINANZ markets
- Focus on innovative, flexible and sustainable office solutions
- Multi-tenant buildings of institutional size > 10,000 sqm

STOP SHOP retail parks

- Further growth with crisis-resistant retail parks and strengthening the leading operator position in Europe
- Medium-term increase in rentable space to 1 million sqm or around 140 locations
- Country focus: CEE, Adriatic region and selectively Western Europe





ON TOP Living

- Responsible land use (overbuilding of our STOP SHOP properties) and sustainable construction, materials and energy use
- Important contribution to fight against climate change, ground sealing and exploding housing costs
- Potential for 600,000 sqm of housing space or 12,000 smart and sustainable apartments

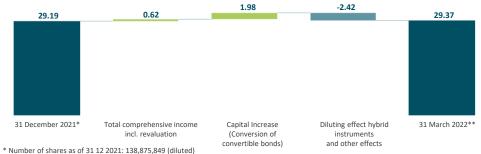


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EPRA NTA per share increased to EUR 29.4

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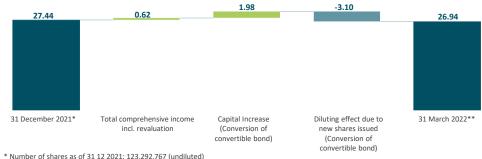
Development of EPRA NTA per share in EUR



EPRA NTA/share EUR 29.37 +0.6%

* Number of shares as of 31 12 2021: 138,875,849 (diluted)
 ** Number of shares as of 31 03 2022: 138,823,776 (diluted)

Development of IFRS book value per share in EUR



Book value/share EUR 26.94 -1.8%

P&L – net profit lower y-o-y due to high positive revaluation of S IMMO stake in Q1 2021

Amounts in TEUR	Q1 2022	01 2021	Change absolute	Change in %
Rental income	70,217	74,783	-4,566	-6.1%
Operating costs charged to tenants	26,656	21,962	4,694	21.4%
Other revenues	310	478	-168	-35.1%
Revenues	97,183	97,223	-40	0%
Expenses from investment property	-12,231	-17,096	4,865	28.5%
Operating expenses	-31,032	-25,232	-5,800	-23.0%
Results of asset management	53,920	54,895	-975	-1.8%
Results of property sales	577	-413	990	n/a
Results of property development	-4,124	1,092	-5,216	n/a
Other operating income	584	910	-326	-35.8%
Other operating expenses	-12,900	-10,114	-2,786	-27.5%
Results of operations	38,057	46,370	-8,313	-17.9%
Revaluation result from standing investments and goodwill	-715	981	-1,696	n/a
Operating profit (EBIT)	37,342	47,351	-10,009	-21.1%
Net financing costs	-16,258	-19,369	3,111	16.1%
FX differences and other financial results	46,668	8,189	38,479	≥+100.0%
Net profit or loss from equity-accounted investments	17,313	90,867	-73,554	-80.9%
Financial results	47,723	79,687	-31,964	-40.1%
Earnings before tax (EBT)	85,065	127,038	-41,973	-33.0%
Taxes	-12,686	-3,974	-8,712	≤ -100.0%
Net profit or loss	72,379	123,064	-50,685	-41.2%

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Overview – quality portfolio with robust occupancy

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Portfolio value MEUR 5,242.0 (Q4 2021: MEUR 5,160.8)

Standing investments MEUR **4,622.4** (Q4 2021: MEUR 4,506.2)

Gross return 5.9% IFRS rent (Q4 2021: 5.9%)

 $\underset{(Q4\ 2021:\ 6.3\%)}{\textbf{6.2\%}} \text{ on invoiced rent basis}^1$

Unexpired lease term (weighted, average)



Portfolio segmentation

Portfolio allocation office and retail



Solid standing investments/developments ratio



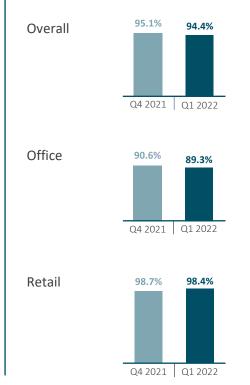
Invested in Austria, Germany and CEE/SEE



Clear focus on three brands



Robust occupancy rate



Like-for-like rental income increased by more than 4% – IMMOFINANZ –

A like-for-like analysis shows a sound 4.3% increase to MEUR 64.0 (Q1 2021: MEUR 61.4). Positive development was recorded in most of the markets – led by Austria. The slight decline in Romania resulted, above all, from the exit of two large tenants in Bucharest; the rental process for the vacated space is currently in progress.

Like-for-like rental income rose by 2.9% in the office business and by 5.6% in the retail business.

Standing investments ¹ as of 31 March 2022	Number of properties	Carrying amount in MEUR	Carrying amount in %	Rental income Q1 2022 in MEUR	Rental income Q1 2021 in MEUR	Change in MEUR
Austria	23	748.2	18.0	8.7	7.7	1.0
Germany	1	257.4	6.2	2.1	2.0	0.0
Poland	24	980.6	23.6	15.5	15.2	0.3
Czech Republic	19	562.4	13.5	7.7	7.0	0.8
Hungary	19	383.6	9.2	6.9	6.5	0.4
Romania	12	575.3	13.9	10.2	10.9	-0.6
Slovakia	20	326.2	7.9	6.0	5.6	0.4
Adriatic	28	318.4	7.7	6.9	6.6	0.4
IMMOFINANZ	146	4,152.0	100.0	64.0	61.4	2.6
Rental income from properties sold/acquired, adjustments and development projects				6.2		
IMMOFINANZ				70.2		
Office	41	2,431.7	58.6	29.7	28.9	0.8
Retail	105	1,720.3	41.4	34.3	32.5	1.8
IMMOFINANZ	146	4,152.0	100.0	64.0	61.4	2.6

¹ Calculation only includes those properties which were fully owned by IMMOFINANZ in both periods, i.e. it excludes acquisitions, completions and sales. Rounding differences may result from the use of automatic data processing equipment for the addition of rounded amounts and percentage rates.

Successful with brands – waiting lists for flexible myhive solutions, new STOP SHOPs in Italy and Croatia



myhive offices

my**hive** Haller Gardens (HU) finalized by end of 2021, my**hive** Medienhafen Alto (DE) to follow in 2022. Further roll-out of flexible myhive products in all countries. Waiting list for several flexible myhive locations.

29 properties in seven countries

Rentable space	640,490 sqm
Occupancy rate	89.4%
Rental income Q1 2022 ¹	MEUR 22.6
Carrying amount	MEUR 1,846.5
Gross return IFRS/invoiced rents ²	4.9%/5.3%



STOP SHOP retail parks

Positioned as leading retail park operator in Europe. Latest acquisition in Italy in Q1 2022 (Udine) and opening in Croatia (Kastela) in 05/2022 brings overall number of STOP SHOPs to 101 – further growth to 140 planned.

100 properties in ten countries

Rentable space	783,822 sqm
Occupancy rate	98.7%
Rental income Q1 2022 ¹	MEUR 23.0
Carrying amount	MEUR 1,184.0
Gross return IFRS/invoiced rents ²	7.8%/7.9%



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VIVO! shopping centers

Convenient shopping with entertainment factor and Europe's best retail brands as strong anchor tenants. Successful opening of newly refurbished VIVO! Baia Mare at the end of 2021.

10 properties in four countries

Rentable space	312,242 sqm
Occupancy rate	97.8%
Rental income Q1 2022 ¹	MEUR 13.1
Carrying amount	MEUR 670.0
Gross return IFRS/invoiced rents ²	7.8%/8.2%

¹ Rental income on basis of primary usage of the property (rental income in P&L is according to actual usage of the property; marginal deviations to P&L are therefore possible)

² Information provided for better comparability in relation to peer group; difference to return based on IFRS rent is due to accrual of rental incentives, which are accrued on a straight line basis over the contract term under IFRS but are not included in the invoiced rent. 18

Developments – focus on sustainable and flexible myhive office buildings and further STOP SHOP expansion





Development projects	Number of properties	Carrying amount in MEUR	Carrying amount in %	Open construction costs in MEUR	Rentable space in sqm	Expected fair value after completion in MEUR	Exp. rental income at full occupancy in MEUR	Exp. yield after completion in % ¹
Austria	4	100.8	23.5	77.4	42,686	185.9	7.6	4.3
Germany	1	163.6	38.2	7.3	21,707	186.0	6.5	3.8
Poland	1	3.5	0.8	6.3	6,732	9.9	0.8	7.9
Hungary	1	72.4	16.9	6.6	33,896	79.0	5.6	7.1
Romania	2	66.9	15.6	95.3	52,341	167.3	11.8	7.3
Adriatic ²	8	21.4	5.0	65.8	56,380	88.7	6.9	7.9
Active projects	17	428.7	100.0	258.7	213,742	716.6	39.2	5.7
In preparation	6	13.3						
IMMOFINANZ	23	441.9	Develo	opment projects: 8.4	4% of portfolio	o value with modera	te costs to completion	on

¹ Expected rental income after completion in relation to the current carrying amount including outstanding construction costs ² Croatia, Serbia

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Total property portfolio

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As of 31 March 2022	Number of properties	Standing investments in MEUR	Development projects in MEUR	Pipeline projects in MEUR ¹	Property portfolio in MEUR	Property portfolio in %
Austria	31	818.3	100.8	29.7	948.9	18.1
Germany	5	470.0	163.6	0.6	634.2	12.1
Poland	25	980.6	3.5	0.0	984.1	18.8
Czech Republic	20	562.4	2.4	0.0	564.8	10.8
Hungary	23	383.6	72.4	2.7	458.8	8.8
Romania	36	618.3	67.5	86.7	772.5	14.7
Slovakia	21	326.2	0.0	1.2	327.3	6.2
Adriatic ²	63	463.1	31.6	47.4	542.2	10.3
Further countries ³	1	0.0	0.0	9.4	9.4	0.2
IMMOFINANZ	225	4,622.4	441.9	177.6	5,242.0	100.0
		88.2%	8.4%	3.4%	100.0%	



Pipeline projects



¹ Includes real estate inventories (Cologne and Adama) totalling MEUR 0.6

² In declining order based on the carrying amount: Serbia, Slovenia, Croatia and Italy

³ Turkey

Rounding differences may result from the use of automatic data processing for the addition of rounded amounts and percentages.

Office standing portfolio

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				2 2 2		IMMOFINANZ	100.0%
Germany	17.1%	Poland	25.6%	- Cor 4		Number of properties	44
Number of properties	2	Number of properties	10	5		Carrying amount in MEUR	2,741.0
	-		702.3	2		Rentable space in sqm	885,015
Carrying amount in MEUR	470.0	Carrying amount in MEUR				Occupancy rate in %	89.3
Rentable space in sqm	65,945	Rentable space in sqm	232,729			Rental income Q1 2022 in MEUR ¹	31.8
Occupancy rate in %	78.8	Occupancy rate in %	94.0	17.1%		Gross return in %	4.6
Rental income Q1 2022 in MEUR ¹	3.0	Rental income Q1 2022 in MEUR ¹	9.8	Germany			
Gross return in %	2.6	Gross return in %	5.6		20	25.6%	
			\mathcal{L}	1	3.6%	Poland	
Austria	24.4%	Czech Republic	13.6%		Republic		
					~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	2.1%	
Number of properties	10	Number of properties	6		- γ	Slovakia	$\sim$
Carrying amount in MEUR	669.1	Carrying amount in MEUR	373.1	5	~		$ \sim $
Rentable space in sqm	165,107	Rentable space in sqm	107,943	15 24.4			
Occupancy rate in %	95.3	Occupancy rate in %	95.8	Austr	ria	6.5%	
Rental income Q1 2022 in MEUR ¹	6.9	Rental income Q1 2022 in MEUR ¹	4.3		$\sim 2$	Hungary	
Gross return in %	4.1	Gross return in %	4.6	5 1	%	9.5%	
					iatic	Romania	
				S R		~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	
Slovakia	2.1%	Hungary	6.5%	Romania	9.5%	Adriatic ²	1%
Number of properties	2	Number of properties	5	Number of properties	8	Number of properties	1
Carrying amount in MEUR	58.9	Carrying amount in MEUR	179.5	Carrying amount in MEUR	259.8	Carrying amount in MEUR	28.3
Rentable space in sqm	35,623	Rentable space in sqm	89,925	Rentable space in sqm	171,834	Rentable space in sqm	15,908
Occupancy rate in %	90.2	Occupancy rate in %	93.4	Occupancy rate in %	73.9	Occupancy rate in %	97.5
Rental income Q1 2022 in MEUR ¹	0.9	Rental income Q1 2022 in MEUR ¹	2.7	Rental income Q1 2022 in MEUR ¹	3.7	Rental income Q1 2022 in MEUR ¹	0.5
Gross return in %	5.9	Gross return in %	6.1	Gross return in %	5.8	Gross return in %	7.1
							-

¹ Rental income on basis of primary usage of the property (rental income in P&L is according to actual usage of the property; deviations to P&L are therefore possible) ² Croatia

# Retail standing portfolio

Czech Republic	10.2%
Number of properties	13
Carrying amount in MEUR	189.3
Rentable space in sqm	112,919
Occupancy rate in %	99.9
Rental income Q1 2022 in MEUR ¹	3.5
Gross return in %	7.3

#### Austria

Number of properties
Carrying amount in MEUR
Rentable space in sqm
Occupancy rate in %
Rental income Q1 2022 in MEUR ¹
Gross return in %

Hungary	10.9%
Number of properties	14
Carrying amount in MEUR	204.2
Rentable space in sqm	135,578
Occupancy rate in %	98.0
Rental income Q1 2022 in MEUR ¹	4.1
Gross return in %	8.1

10.270	i olullu	±-1.5
13	Number of properties	
189.3	Carrying amount in MEUR	27
112,919	Rentable space in sqm	185,4
99.9	Occupancy rate in %	ور کہ
3.5	Rental income Q1 2022 in MEUR ¹	
7.3	Gross return in %	<i>کر</i> ا
		$\sim$
8.0%	Slovakia	14.3
14	Number of properties	
149.2	Carrying amount in MEUR	267
72,551	Rentable space in sqm	152,3
99.0	Occupancy rate in %	95

Poland

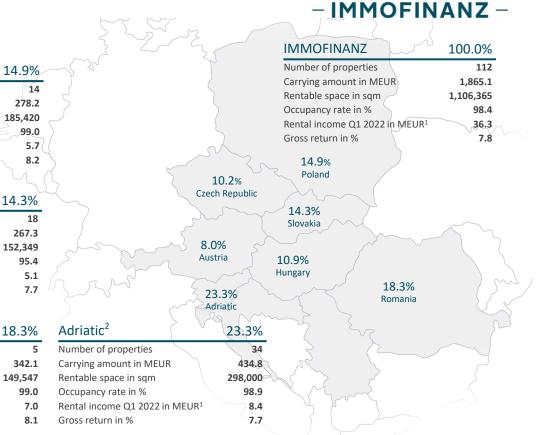
2.5

6.8

Romania	1
Number of properties	
Carrying amount in MEUR	
Rentable space in sqm	:
Occupancy rate in %	
Rental income Q1 2022 in MEUR ¹	
Gross return in %	

Rental income Q1 2022 in MEUR¹

Gross return in %



#### Data as of 31 March 2022

¹ Rental income on basis of primary usage of the property (rental income in P&L is according to actual usage of the property; deviations to P&L are therefore possible) ² Serbia, Slovenia, and Croatia

# Key figures

#### Asset data 31 March 2022

Balance sheet total	in MEUR	7,064.6
Equity ratio	in %	52.3
Net financial liabilities	in MEUR	1,902.3
Cash and cash equivalents	in MEUR	953.6
Loan to value ratio (net)	in %	32.7
Gearing	in %	52.9
Total average interest rate including costs for derivatives	in %	1.9
Average term of financial liabilities	in years	3.8

#### EPRA indicators 31 March 2022

EPRA net tangible assets (NTA)	in MEUR	4,077.4
EPRA NTA per share	in EUR	29.37
EPRA vacancy rate	in %	5.1
Q1 2022		
EPRA earnings	in MEUR	37.7
EPRA earnings per share	in EUR	0.28
EPRA earnings after company-specific adjustments	in MEUR	39.9
EPRA earnings per share after company-specific adjustments	in EUR	0.30
EPRA net initial yield	in %	5.2
EPRA "topped-up" net initial yield	in %	5.5

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## Stock exchange data 31 March 2022

in EUR	26.94
in EUR	22.98
in %	21.7
	138,281,992
	1,028
in MEUR	3,177.7
in EUR	0.55
in EUR	0.55
	in EUR in % in MEUR in EUR

#### Earnings data Q1 2022

Rental income	in MEUR	70.2
Results of asset management	in MEUR	53.9
Results of property sales	in MEUR	0.6
Results of property development	in MEUR	-4.1
Results of operations	in MEUR	38.1
Revaluations	in MEUR	-3.1
EBIT	in MEUR	37.3
Financial results	in MEUR	47.7
EBT	in MEUR	85.1
Net profit for the period	in MEUR	72.4
FFO 1 before tax	in MEUR	34.4
FFO 1 before tax per share	in EUR	0.26

## Contact and financial calendar

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## **Investor Relations**

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#### **Financial calendar**

29th annual general meeting	12 07 2022
Q1–2 results 2022	24 08 2022 ¹
Q1–2 report 2022	25 08 2022
Q1–3 results 2022	23 11 2022 ¹
Q1–3 report 2022	24 11 2022

## **Ticker symbols**

Vienna Stock Exchange	IIA
Warsaw Stock Exchange	IIA
ISIN	AT0000A21KS2
Reuters	IMFI.VI
Bloomberg	IIA AV