

IR Contact

Manuel Moreno
CFO and IR Officer

inversores@tglt.com (+54 11) 4896 8500 IR Website www.tglt.com/ir

1Q'20 EARNINGS RELEASE

Buenos Aires, May 13, 2020 – TGLT S.A. (Buenos Aires Stock Exchange: TGLT; USOTC: TGLTY) reported on May 12, 2020 financial results for the period ended on March 31, 2020. Except otherwise stated, the financial and operating information herein are presented in accordance with International Financial Reporting Standards, in practice in Argentina, and are denominated in inflationadjusted Argentine Pesos, stated at period end values.

Highlights:

COVID-19

The outbreak and expansion of the COVID-19 virus has generated several consequences in businesses and economies all across the globe. In March 2020, governments all over the world developed and implemented various drastic measures to contain the spread, such as closing borders, banning of traveling and mandatory confinement of the population, halting all non-essential commercial activities.

In Argentina, the Federal Administration dictated the public sanitary emergency for the term of one year, accompanied by the closing of international borders, mandatory confinement of most of the population, schools shutdown and temporary suspension of flights and long distance travels, among others measures, in order to reduce population traffic. As of March 20, 2020, only personnel considered essential are allowed to circulate.

The end of the Coronavirus outbreak and the full impact on the country's economy is yet unknown and impossible to predict.

Following the obligatory confinement decree, the Company was forced to suspend all construction activities. The management is confident the resumption of the activities will take place soon. Likewise, to the extent that the short-term impact is regularized and that activity resumes soon, we do not expect this outbreak to affect the continuity of activities in the long term. However, by no means we can predict the impact that Coronavirus will have on the business should the situation prevails for an extended period of time.

Amid this context, the Company has implemented various actions to mitigate the impact of COVID-19 that include, among others: (i) remote work to protect employees; (ii) cost control and measures to preserve liquid assets, reducing cost as much as possible while maintaining the standards of quality and safety; (iii) negotiations with suppliers to extend maturities; and (iv) reduction of capital investments to a minimum.

Successful implementation of the recapitalization plan

With date December 11, 2019, TGLT announced the successful execution of its three-part recapitalization plan, aimed at rebuilding its capital structure and providing long-term financial sustainability to the Company.

As a part of this plan, the Company issued (i) new Class A Preferred Shares for USD 39.0M, subscribed in cash, in kind and through the capitalization of the Company's debt; and (ii) new Class B Preferred Shares for USD 140.8M, subscribed by the exchange of the Convertible Subordinated Notes due 2027 (including the deferred and accrued interests) and existing common stocks.

On the other hand, TGLT signed support letters with certain holders of more than 80% of the outstanding amount of the USD 25M Series XV Notes due in March 2020, who agreed to exchange these notes for a new series to be issued by the Company, with the purpose of improving TGLT's financial profile



through the extension of its debt maturity terms (see below final terms of the new series).

Lastly, a series of agreements were executed by TGLT and Banco Itaú (including Argentina and Uruguay branches), pursuant to which Itaú agreed to extend to TGLT (i) new credit facilities for the equivalent in Pesos of USD 15.6M in Argentina; (ii) a USD 5M credit facility in Uruguay (to our subsidiary in that country); and (iii) a USD 7M Stand-by letter of credit to allow TGLT to seek additional financing. All these facilities were used to cover a substantial portion of the outstanding amount of Caputo acquisition, due on January 2020 for USD 27.6M, and were focused on minimizing TGLT's cash payments during 2020 and 2021.

Please refer to December 11, 2019 press releases and to our Financial Statements for further information.

Mandatory conversion of Convertible Notes and Preferred Shares

As mentioned above, on December 11, 2019, the Company issued Class A Preferred Shares for a total amount of USD 39,033,842; and Class B Preferred Shares for a total amount of USD 140,796,732; representing a total amount of USD 179,830,574 in new Preferred Shares.

In this context, given that the total amount of the securities representing the Company's capital stock issued cumulatively under the Offers (which were computed for the Qualified Public Offering Threshold, as set forth in several statements of the Offering Memorandum dated as of November 1, 2019) exceeded the aggregate principal amount of USD 100,000,000, the Board of Directors of the Company determined, on date February 10, 2020, that the Qualified Public Offering Threshold had been met, resulting in the mandatory conversion into common stock of the Company, with immediate effect as of such date, of (a) the Convertible Subordinated Notes; and (b) the Preferred Shares Class A and B.

Consequently, the Company: (a) converted the Convertible Notes into common shares of the Company, at the conversion price of USD 0.50 per share of common stock, resulting in the issuance of 49,800,000 common shares; (b) converted the Class A Preferred Shares, at a conversion price of USD 0.11 per share of common stock, resulting in the issuance of 360,767,338 common shares; and (c) converted the Class B Preferred Shares at a conversion price of USD 0.33 per share of common stock, resulting in the issuance of 433,767,845 common shares.

As a result of these mandatory conversions, dated on February 10, 2020, the capital stock of TGLT consists of 924,990,607 common shares (including the 9,752,054 common shares surrendered by the Company before the *Comisión Nacional de Valores* for cancellation).

For purposes of operationally implementing the mandatory conversion, the Company will deliver (i) to the holders of Notes, the common shares or American depositary shares equivalent into which the Notes were converted; provided that the bondholder tenders its Convertible Notes before DTC and complies with the other conditions and requirements to be provided by Epiq Corporate Restructuring, LLC, acting as conversion agent; and (ii) to the holders of Preferred Shares, the amount of common shares or American depositary shares equivalent into which such Preferred Shares were converted.

In addition, the Company paid to the holders of record of the Convertible Notes on February 1, 2020 the accrued and unpaid interest until February 15, 2020.



Please refer to the correspondent press release issued on date February 10, 2020 for further information.

Enhanced capital structure

By means of this recapitalization plan and mandatory conversions, TGLT has bolstered its credit profile and rebuilt its net worth in a sustainable manner. As such, the Company's Shareholders' equity has gone from ARS 4,742.6M in 4Q'19 to ARS 5,957.5M in 1Q'20, compared to negative ARS 3,976.1M in 3Q'19 (prior to the recapitalization).

TGLT expects that this recapitalization plan will enable the Company to have a capital structure that provides flexibility for its operations and allows for more efficient resource allocation, which is in line with its growth plan and the development of its businesses.

Issuance of Series XVI and XVII Notes

With date February 11, 2020, and as a part of the recapitalization plan mentioned above, TGLT exchanged a total USD 21.7M of its USD 25M Series XV Notes (87% of its principal outstanding amount) for two new series, XVI and XVII, which terms are described below.

Series XVI in particular was rated "BBB-" by FIX SCR (affiliate of Fitch Ratings), vis-à-vis the previous rating of "B-" for Series XV, representing a material improvement to the Company's credit assessment.

	Series XVI	Series XVII
Issue date	February 11, 2020	February 11, 2020
Amount	USD 20,305,100	USD 1,444,230
Currency	USD	USD
Interest Rate	(i) 7.95% for Year 1; (ii) 9% for Year 2; and (iii) 10% for Year 3.	Flat 7.95%
Maturity date	February 11, 2023 (3 years)	February 11, 2023 (3 years)
Amortization	(i) 33.33% on February 11, 2022 and (ii) the outstanding amount on the maturity date.	(i) 15% on April 8, 2020 (already paid); (ii) 28.3% on Feb 11, 2021; (iii) 28.3% on Feb 11, 2022; and (iv) the outstanding amount on maturity date.
Interest Payment	Quarterly	Quarterly
Issue Price	At par	At par
Risk Rating	BBB- by FIX SCR S.A. Risk Rating Agent	

Please refer to the supplemental prospectus dated on February 3, 2020, and the Allotment Results Release for further information.



Table of contents

Financial Information per business line	5
Construction business line	6
Real Estate business line	8
Financial Statements	9
Shareholder's structure	12



Financial Information per business line

As per indication of the relevant international and domestic authorities following IAS 29 guidance, our Financial Statements are presented using Inflation Accounting. Therefore, information for 2020 and 2019 has been restated to March 2020 values and, as such, comparative analysis is presented on a like-for-like basis.

Operating Income and EBITDA

Revenues in the first quarter of 2020 were affected by the measures taken by the Argentinian government to reduce the impacts of the pandemic outbreak of COVID-19, marked by a strict lockdown. Following these policies, all non-essential activities were ceased, paralyzing the construction and real estate segments. As a result, gross profit reached ARS 228.1M (down 30% vs 2019 in real terms), driven by the Construction business line, which revenues drop ARS 512.6M vs 2019 (34%), and posted a margin of 22.6% (+250bps vs 2019). The main sources of revenue were the projects Ezeiza Airport new terminal, Oceana Puerto Madero and OM Recoleta (both residential buildings), which accounted for over 47% of total. Real Estate gross profit was particularly affected by a one-off non-monetary impairment in the project Metra Puerto Norte for ARS 17M.

EBITDA in the quarter was ARS 90.8M, compared to ARS 130.6M in 2019, driven by (i) the decrease in gross profit mentioned above; (ii) a reduction in SG&A expenses (34.5% in real terms) resulting from the Company's efforts to adjust its structure to the current macro context and business volume; and (iii) the mark-to-market for ARS 110M of *La Maltería*, project that was incorporated to the Company in December 2019, registered in Other Operating Charges.

	CONST.	RE	1Q'20	CONST.	RE	1Q'19	DIFF
Revenue	995.0	310.9	1,305.9	1,507.6	979.4	2,487.0	(1,181.1)
Cost of Goods Sold	(770.2)	(307.7)	(1,077.9)	(1,204.3)	(955.0)	(2,159.3)	1,081.4
Gross Profit	224.8	3.3	228.1	303.3	24.4	327.7	(99.6)
Gross Margin	22.6%	1.1%	17.5%	20.1%	2.5%	13.2%	4.3%
S&A expenses (net of taxes)	(93.3)	(40.9)	(134.2)	(114.7)	(90.1)	(204.8)	70.6
Taxes in S&A	(33.1)	(10.3)	(43.4)	(46.7)	(30.3)	(77.0)	33.6
Other Operating Charges (1)	(47.9)	71.5	23.6	(207.6)	94.6	(113.1)	136.7
Operating Income	50.6	23.5	74.1	(65.7)	(1.4)	(67.1)	141.2
(+) D&A Goodwill impairment	16.1	0.7	16.7	196.1	1.5	197.7	(180.9)
EBITDA	66.6	24.2	90.8	130.4	0.1	130.6	(39.8)

⁽¹⁾ Includes Results from Investment Properties, Other operating expenses and Other incomes & expenses

Balance Sheet

As previously mentioned, our Financial Statements have been improved by the execution of the recapitalization plan and subsequent mandatory conversion of the outstanding Convertible Notes and, as such, the Shareholders' equity has gone from ARS 4,742.6M in 4Q'19 to ARS 5,957.5M in 1Q'20, compared to negative ARS 3,976.1M in 3Q'19 (prior to the recapitalization). Consequently, the financial liabilities in foreign currency, which were the main source of losses in the Income Statement following the sustained depreciation of the Peso, have been reduced by ARS 2,112M during 2020.

On the other hand, the Company's assets were reduced during 2020 by ARS 897M, mainly driven by a reduction in Inventory due to the delivery of units in Forum Puerto del Buceo, a reduction in our accounts receivabless and a lower position of cash and equivalents (tied to the reduction of financial liabilities).

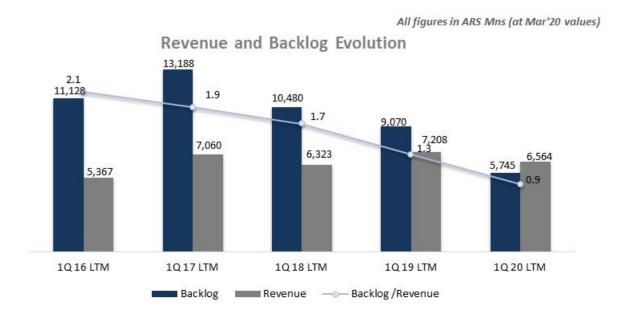


	CONST.	RE	1Q'20	CONST.	RE	4Q'19
ASSETS						
Non-current assets	3,253.1	6,928.6	10,181.7	3,263.5	6,856.3	10,119.9
Current assets	1,837.9	2,841.8	4,679.7	2,140.0	3,498.8	5,638.8
Total Assets	5,091.0	9,770.3	14,861.3	5,403.6	10,355.1	15,758.7
LIABILITIES						
Non-current liabilities	21.2	4,718.9	4,740.1	16.1	5,582.2	5,598.3
Current liabilities	1,722.1	2,441.6	4,163.7	1,996.0	3,421.7	5,417.7
Total Liabilities	1,743.3	7,160.5	8,903.8	2,012.1	9,003.9	11,016.0
NET EQUITY						
Total Shareholders' equity	3,347.7	2,609.8	5,957.5	3,391.4	1,351.2	4,742.6

Construction business line

Revenues and Backlog Evolution

Revenues in the quarter were almost ARS 1B, down 34% vs 2019 in real terms (which posted the highest revenue in the last 5 years), driven primarily by the pandemic outbreak mentioned before. Following this, the Company has now ARS 5.7B in backlog, which is 0.9x trailing last twelve months revenue in real terms and, despite being below historical levels, it provides almost 1-year visibility to our cash flows.





Backlog Split

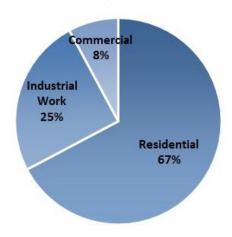
Construction backlog is mostly concentrated in private real estate projects, both residential and commercial, which account for 75% of total. Such projects include, among others, *OM Recoleta, Concepción Live Art Work, OM Botánico, L'Avenue,* and *Oceana Puerto Madero*.

PROJECT	COMITENT	ТҮРЕ	ARS M	PROGRESS
CNEA - Reactor ⁽¹⁾	Public	Industrial Work	1,428.6	55.2%
OM Recoleta	Private	Residential	997.0	40.8%
Concepción Live Art Work	Private	Residential	862.5	56.9%
OM Botánico	Private	Residential	809.3	29.7%
L' avenue	Private	Residential	629.3	23.2%
Oceana Puerto Madero	Private	Residential	529.5	56.2%
Sanatorio Itoiz	Private	Commercial	227.5	80.7%
Ezeiza airport terminal (1)	Private	Commercial	219.6	88.4%
The Link Towers	Private	Residential	37.2	96.4%
Papelera del Plata	Private	Commercial	4.5	99.0%
TOTAL				

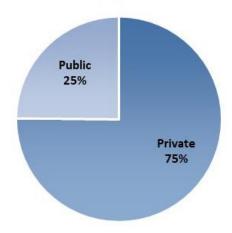
TOTAL 5,745.1

All contracts are periodically adjusted by the evolution of relevant inflation indexes. As such, figures are quoted at period-end values. (1) Contracts signed during 2020.

Backlog by project type



Backlog by type of contract





Real Estate business line

Projects under development

FORUM PUERTO DEL BUCEO

- Construction is almost finished, with only some construction details remaining.
- As of March 2020, 139 units from segments F, G, H, I and J have been delivered, adding up to a total of 303 units amongst all phases (90.2% of total units).



ASTOR SAN TELMO

- Legal injunction limiting the construction height is still in force, so construction works are limited to the defined boundaries.
- TGLT acts as the main contractor of the project, having recently ended by mutual agreement the contractual relationship with RIVA, former main contractor of the project.



VENICE

- Having delivered 189 units so far in buildings Goletas I, Cruceros I, Falúas, Balandras I and Balandras II (62.79% of total), we continue with the construction works in Goletas II, the last of the 6 buildings already launched.
- We also continue working on common spaces, having now finished the concrete structure of the swimming pool of the Club House. Construction works for the navigable canal are also underway, being carried out by specialized third-party firms.
- TGLT owns 50% of the project through its subsidiary Marina Río Luján.



METRA PUERTO NORTE

- We have delivered 43 units and 1 retail unit in Tower UNO.
- Concrete structure of Tower DOS has already reached the 22st floor. We continue working on masonry, sanitary and electrical installations, exterior carpentry and floor tiling.





Financial Statements

Consolidated Income Statement

	\$ M	\$ M
(All figures in \$ millions, unless otherwise noted)	1Q'20	1Q'19
Revenue	1,305.9	2,487.0
Cost of good sold	(1,077.9)	(2,159.3)
Gross profit	228.1	327.7
Selling expenses	(62.1)	(124.1)
Administrative expenses	(115.5)	(157.7)
Other operating expenses	(72.0)	(241.2)
Other expenses	(9.6)	(9.6)
Investment properties mark-to-market	110.0	6.7
Gains from sale of investment properties	-	(129.4)
Other income and expenses, net	(4.8)	260.5
Operating income	74.1	(67.1)
Financial results	(357.7)	(1,566.1)
Net results from investments in associates and joint ventures	116.9	615.4
Inflation adjustment	132.3	(219.8)
Income/(Loss) before Income tax	(34.4)	(1,237.7)
Income tax	7.5	495.0
Net income	(26.9)	(742.7)
Transaction effect	(30.0)	(33.3)
Net comprehensive income	(56.9)	(776.0)
Net income attributable to:		
Shareholders of the parent	(26.9)	(857.3)
Minority interests	-	114.7
Net comprehensive income attributable to:		
Shareholders of the parent	(56.9)	(890.6)
Minority interests	-	114.7
	\$	\$
Net Comprehensive Income per common share	1Q'20	1Q'19
Basic	(0.10)	(10.78)
Diluted	1.97	3.77



Consolidated Balance Sheet

(All figures in \$ millions, unless otherwise noted)	Mar 31, 2020	Dec 31, 2019
ASSETS		
Properties, plant & equipments	125.5	129.8
Intangible assets	29.6	39.2
Investment properties	1,596.7	1,585.7
Investment in associates and joint ventures	3,861.8	3,744.5
Goodwill	1,178.5	1,178.5
Inventories	2,228.5	2,268.6
Tax assets	634.6	656.6
Other credits	4.6	6.8
Receivables from related parties	251.5	249.3
Accounts receivables	270.3	261.0
Total non-current assets	10,181.7	10,119.9
Contract assets	2.2	2.2
Inventory	1,374.6	1,566.3
Other assets	-	
Assets held for sale	-	
Other credits	1,021.2	1,166.3
Receivables from related parties	885.8	809.8
Accounts receivables	1,289.6	1,463.3
Other financial assets	0.7	
Cash and equivalents	105.7	631.2
Total current assets	4,679.7	5,638.8
Total assets	14,861.3	15,758.7
LIABILITIES		
Other accounts payable	18.0	19.4
Payables to related parties	26.6	9.0
Contract liabilities	2,402.5	2,350.4
Long term loans	2,244.3	3,165.5
Other tax burdens	48.6	54.0
Total non-current liabilities	4,740.1	5,598.3
Taxes payable	2.3	0.1
Provisions	159.5	163.8
Other accounts payable	45.9	1,068.5
Contract liabilities	869.2	1,273.8
Debt with related parties	93.8	101.9
Short term loans	1,513.6	1,026.9
Other tax burdens	61.8	106.9
Wages and social security contributions	181.6	211.7
Accounts payable	1,236.1	1,464.1
Total current liabilities	4,163.7	5,417.7
Total liabilities	8,903.8	11,016.0
SHAREHOLDERS' EQUITY		
Shareholders of the parent	5,957.5	4,742.6
Minority interests	<u> </u>	
Shareholders' equity	5,957.5	4,742.6
Total liabilities and shareholders' equity	14,861.3	15,758.7



Consolidated Cash Flow Statement (Selected lines)

(All figures in \$ millions, unless otherwise noted)	\$ M	\$ M
Cash variations	1Q'20	1Q'19
Cash at the beginning of period	631.2	1,388.5
Inflation effect	41.1	445.4
Cash at the end of period	105.7	245.3
Net cash changes	(566.6)	(1,588.6)
Reasons for cash variations		
Operating activities		
Net income	(26.9)	(742.7)
Adjustments for arriving to the net cash flow from operating activities	(20.3)	(742.7)
Income tax	(7.5)	(495.0)
Depreciation of fixed assets	7.2	7.9
Goodwil impairments	7.2	180.2
Amortization of intangible assets	9.6	9.7
Exchange rate differences and accrued interest	36.4	1,439.5
Results from investment in associates and joint ventures	(116.9)	(615.4)
Valuation gains from investment properties	(110.0)	(6.7)
Collections from sale of PP&E and investments	(110.0)	516.1
Mark-to-market of assets and liabilities	(2.0)	32.0
Exchange rate differences	(30.0)	115.1
Changes in operating assets and liabilities	(30.0)	113.1
Changes in accounts receivables	164.2	494.3
Changes in other credits	147.4	336.9
Changes in credits with related parties	(78.3)	(186.5)
Changes in other assets	-	1,323.9
Changes in other financials assets	29.3	4.5
Changes in inventory	248.9	404.5
Changes in tax assets	21.9	(5.3)
Changes in assets held for sale	-	(60.3)
Changes in accounts payable	(228.0)	(148.5)
Changes in payroll and social security contributions	(30.1)	23.6
Changes in taxes payable	(42.9)	423.5
Changes in debts with related parties	9.5	(24.5)
Changes in contract liabilities	(352.5)	(148.5)
Changes in provisions	3.6	(150.5)
Changes in other liabilities	632.5	(1,612.9)
Inflation effect	(173.4)	(225.6)
Net cash flow generated/(used) by operational activities	112.0	888.4
Investment activities		
Collections from sale of other assets	-	296.6
Payments for purchase of PP&E	(3.0)	(6.4)
Payments for purchase of controlling interest	(1,655.3)	(1,667.0)
Dividends from Associates and Joint Ventures	22.1	36.1
Capital contributions	1,271.8	-
Net cash flow generated/(used) by investment activities	(364.4)	(1,342.1)
Financing activities Increase in loans	/7E7 2\	(1 133 4)
	(757.2)	(1,133.4)
Transactions between shareholders	- 442.0	(1.5)
Exchange of ordinary shares Not each flow generated by financing activities	443.0	- (4 434 0)
Net cash flow generated by financing activities	(314.2)	(1,134.8)



Shareholder's structure

As stated in the highlights and as a result of the mandatory conversions as of February 10, 2020, the capital stock of TGLT consists of 924,990,607 common shares (including the 9,752,054 common shares surrendered by the Company before the *Comisión Nacional de Valores* for cancellation).

