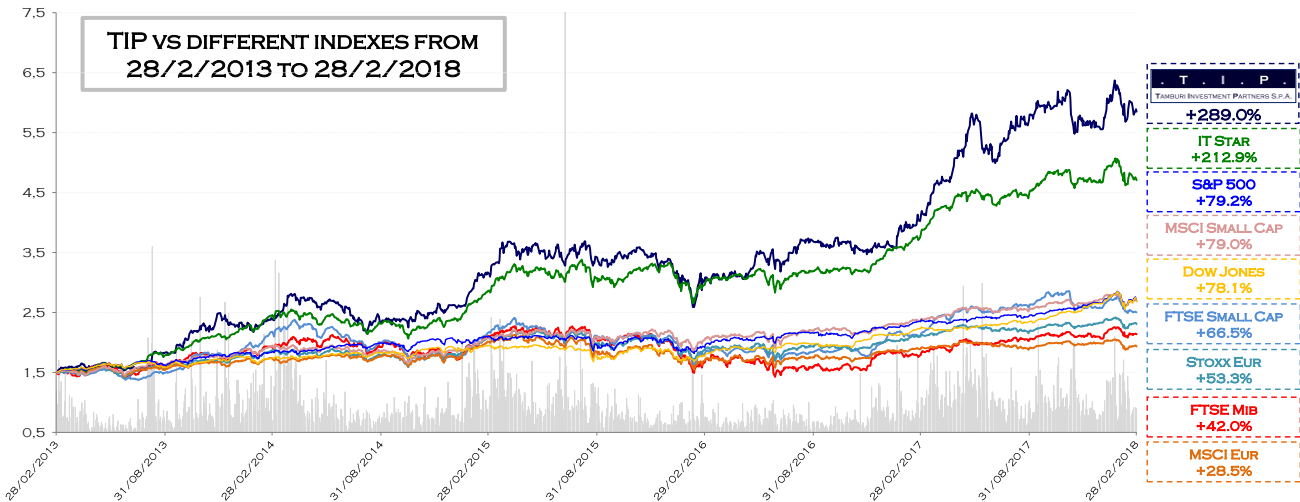


DEAR SHAREHOLDERS,

IN THE FINAL PAGES OF PRICES & VALUES, THAT WE PUBLISHED OVER A YEAR AGO, WE FIRMLY ASSERTED THAT IN 2017 THE STOCK MARKETS WOULD HAVE GROWN, THAT ITALY WOULD HAVE PERFORMED PARTICULARLY WELL AND THAT THE EXCELLENT COMPANIES WOULD HAVE GIVEN ENORMOUS SATISFACTIONS. SO IT WAS, IN SPITE OF MANY BANKERS, ECONOMISTS AND ALLEGED GURUS WHO FOR YEARS HAVE SEEN AT THE HORIZON - AND SEE, ESPECIALLY FOR OUR COUNTRY - COLLAPSES, RISKS, REVERSALS OR ANYWAY STRONG CORRECTIONS.

IN THIS CONTEXT - APART FROM THE SATISFACTION OF NOT HAVING SPENT IN VAIN HUNDREDS OF PAGES TO DEMONSTRATE A CERTAINLY INNOVATIVE HOWEVER MINORITY THESIS - THE STOCK OF EXCELLENT INVESTMENTS THAT TIP HAS, THE LEVEL OF DIVERSIFICATION BETWEEN THEM, BUT MORE IMPORTANTLY TIP'S CAPABILITY TO EXTRACT FROM INVESTEE COMPANIES A LEVEL OF GROWTH IN VALUES WELL ABOVE THAT OF ITS COMPETITORS, HAS MADE THE DIFFERENCE. WE ARE THEREFORE PROUD AND HAPPY TO HAVE FURTHER SHOWN THAT EVEN IN ITALY CAN EXIST A QUANTITY AND QUALITY OF INDUSTRIAL EXCELLENCES THAT ALLOW SIMILAR RESULTS. WE ARE MORE THAN SATISFIED FOR YOU SHAREHOLDERS WHO, BY KEEPING TO BELIEVE IN US, HAVE BEEN ABLE TO BENEFIT FROM VERY GOOD RETURNS.



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AN INCREASE IN TIP STOCK FROM THE BEGINNING OF JANUARY 2016 TO 28/2/2018 OF **72.7%** AND OF TIP WARRANT OF **237.7%** ARE EXCELLENT NUMBERS, BUT THE MOST SIGNIFICANT DATA FOR WHOM, LIKE US, DON'T LIKE SPECULATIVE OR SHORT TERM OPTIC, IS THE USUAL PERFORMANCE OF THE **LAST 5 YEARS TOTAL RETURN<sup>1</sup>, THAT AT THE END OF FEBRUARY WAS EQUAL TO 322.3% WITH A YEARLY AVERAGE OF 64.5%.**

WE BELIEVE THAT OUR INVESTMENT MODEL ALLOWS A VERY LIMITED LEVEL OF RISK, BOTH FOR THE QUALITY OF THE INVESTMENTS AND FOR ITS DIFFERENTIATION: DIRECT, INDIRECT, LOW LEVERAGE, WITH A GREAT TRUST ON ENTREPRENEURS—MANAGERS, IN INDUSTRIES THAT ARE DIFFERENT BUT ALWAYS CHARACTERIZED BY INTERESTING PERSPECTIVES AND, ANYWAY, IN AN AMOUNT THAT SINGULARLY NEVER REPRESENTS A RELEVANT CONSTRAINT.

GIVEN THE RISKS, CONSIDERED OBJECTIVELY MODEST, THESE RETURNS ARE A VERY SATISFACTORY RESULT.

IN BRIEF THE MAIN INVESTMENTS AS AT TODAY:

LISTED COMPANIES							
PRIVATE COMPANIES							ASSET ITALIA
<b>. T . I . P . O .</b> TIP - PRE IPO S.P.A.				<b>STARTIP</b> TAMBURI INVESTMENT PARTNERS S.P.A.			

<sup>1</sup> TIP STOCK PERFORMANCE, DIVIDEND DISTRIBUTION AND FREELY DISTRIBUTED WARRANT 2015 - 2020 PERFORMANCE

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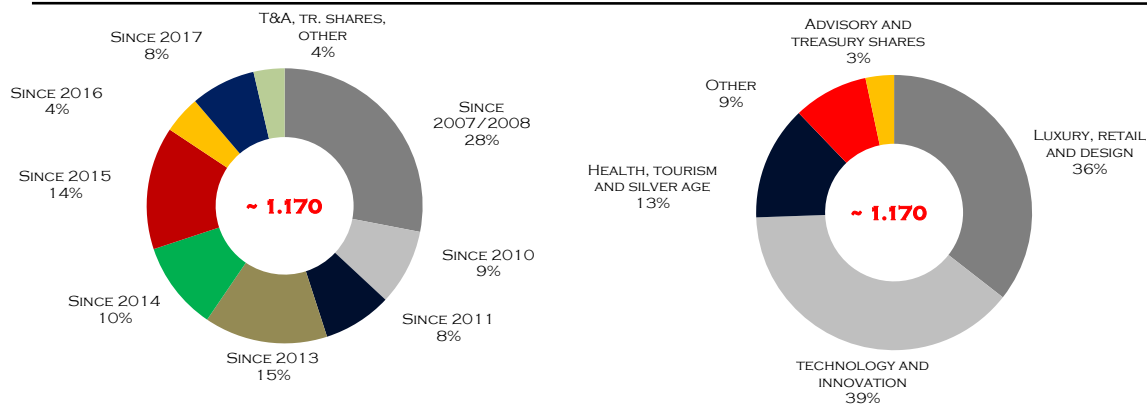
AS YOU CAN SEE, OUR COMPANIES ARE THE SAME OF LAST YEAR, PLUS SOME NEW. IN FACT, EVEN CONSIDERING THE RELEVANT REVALUATIONS, WE HAVE ESSENTIALLY SUCCEEDED IN RESISTING TO THE LEGITIMATE WELL KNOWN SENTENCE “*VENDI, GUADAGNA E PENTITI*”, GIVEN OUR STRONG BELIEF ON THE GOOD PERSPECTIVES OF THE COMPANIES WE INVESTED IN.

IN HINDSIGHT, WE WERE WRONG IN THE DECREASE, EVEN IF LIMITED, OF OUR STAKES IN AMPLIFON AND PRYSMIAN BUT, REFERRING TO THE FIRST ONE, AGAINST A SALE OF ABOUT 40 MILLION EURO, FEW MONTHS AFTER ASSET ITALIA HAS INVESTED 50 MILLION IN THE PARENT COMPANY AMPLITER WITH A MORE INTERESTING PROJECT AND A MORE CONVENIENT IMPLICIT PRICE. ABOUT PRYSMIAN, CONSIDERING THE RELEVANT CAPITAL GAIN IMPLICIT IN THE SHARES HELD WE HAVE CONSIDERED CAUTIOUS TO SELL LESS THAN ONE THIRD OF THE STAKE IN ORDER TO RESET THE BOOK VALUE OF THE SHARES HELD BY CLUBTRE, IN WHICH TIP HAS A 43% STAKE. AT THE END OF 2017, SINCE THE STOCK WAS REACHING RECORD PRICES, WE SLIGHTLY DECREASED OUR STAKE IN MONCLER, REPORTING A FURTHER GOOD CAPITAL GAIN AND, TO CONFIRM OUR POSITIVE VIEW ON THE COMPANY, WE USED PART OF THE PROCEEDS TO BUY CALL OPTIONS.

OVERALL 2017 WAS A YEAR OF GREAT BALANCE, WITH A BIT MORE OF 100 MILLION EURO OF DIRECT INVESTMENTS AND DIVESTMENTS, BUT WHAT IS MORE RELEVANT IS THAT, CONSIDERING CLUB-DEALS, THE NEW INVESTMENTS DURING THE YEAR EXCEEDED 200 MILLION EURO AND THE **TOTAL TRANSACTIONS ACTIVATED BY TIP – CLUB-DEALS INCLUDED – HAVE REACHED 3 BILLION EURO.**

AFTER THESE TRANSACTIONS, THE POSITIVE PERFORMANCE OF THE MARKETS AND THE MORE THAN POSITIVE PERFORMANCE OF OUR STOCKS, THE PORTFOLIO HAS BEEN FURTHER STRENGTHENED AND AS AT TODAY THE USUAL ESTIMATE OF THE MID TERM INTRINSIC VALUE OF DIRECT ASSETS LEADS TO A VALUE ABOVE 1.1 BILLION EURO, WITH AN INCREASE OF ABOUT 200 MILLION EURO VERSUS THE END OF 2016, MORE OR LESS IN LINE WITH THE INCREASE IN THE CONSOLIDATED NET EQUITY OF TIP GROUP. THE BREAKDOWN (BY YEAR OF INVESTMENT AND INDUSTRY) IS:

**MID TERM INTRINSIC VALUE ESTIMATE\* OF TIP ASSETS (AS AT FEBRUARY, 28<sup>TH</sup> 2018)**



\* IT INCLUDES THE ANALYTICAL VALUATIONS OF EACH INVESTMENT ESTIMATED BY TIP CONSIDERING MID – LONG TERM PERSPECTIVE OF THE COMPANIES GROSS OF TIP LONG TERM DEBTS.

IN AGGREGATE, FOR THE INVESTEE COMPANIES PARTICIPATED BY TIP, REVENUES REACHED ABOUT 19 BILLION EURO, EMPLOYEES HIT 60,000 AND - THROUGHOUT THE YEARS IN WHICH TIP HAS HELD A STAKE - 91 M&A TRANSACTIONS HAVE BEEN COMPLETED.

GIVEN THAT FOR ALL THE COMPANIES THE TREND OF THE EURO / DOLLAR EXCHANGE RATE HAS BEEN A NOT IRRELEVANT ISSUE, 2017 DATA HAVE TO BE READ CONSIDERING A STRUCTURAL AND GENERALIZED DOWNSIDE, NEW IF COMPARED TO PREVIOUS YEARS, DUE TO BOTH THE CONSEQUENTIAL LOWER SALES AND FOR THE PURE CONVERSION OF THE CURRENCIES IN THE CONSOLIDATED RESULTS.

**AMPLIFON** (STOCK PERFORMANCE: +44.2% FROM THE BEGINNING OF 2017 TO 28/2/2018) HAS IMPRESSED AGAIN IN TERMS OF REVENUE GROWTH, BUT EVEN MORE IN TERMS OF PROFITABILITY AND WE CAN CERTAINLY CONFIRM THAT THE TOP MANAGEMENT, COMPLETELY RENEWED IN THE LAST TWO YEARS, IS DOING A GREAT JOB. TURNOVER REACHED 1.27 BILLION EURO (+ 12.5% AT CONSTANT EXCHANGE RATES), ADJUSTED EBITDA 217.5 MILLION EURO (+ 14.9%) AND CONSOLIDATED NET PROFIT EXCEEDED 100 MILLION EURO (+58.1%).

THE NUMBER OF STORES IN THE WORLD HAS EXCEEDED 10,000, A NUMBER WHICH CANNOT BE REACHED BY ANY COMPETITOR IN A

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REASONABLE TIME. THE ACQUISITIONS - NOT PARTICULARLY RELEVANT IN TERMS OF SINGLE-DEAL SIZE DURING 2017 - HAVE IN ANY CASE EXCEEDED 111 MILLION EURO, TO BE ADDED TO OVER 70 MILLION EURO OF INVESTMENTS. THE NEW THREE-YEAR PLAN WILL BE ANNOUNCED IN A FEW DAYS AND THE HOPE IS THAT THE TREND OF STRONG GROWTH WILL CONTINUE.

**BE** (STOCK PERFORMANCE: +37.3%, AS ABOVE) IS CONSOLIDATING ITS COMPETITIVE POSITION - INDEPENDENT FROM LARGE GROUPS - IN ITALY AND IS SIGNIFICANTLY GROWING IN EUROPE IN THE FIELD OF CONSULTING AND IT SOLUTIONS, IN PARTICULAR FOR BANKING INSURANCE. THE TURNOVER FOR 2017 IS EXPECTED TO REACH ABOUT 130 MILLION EURO ON AN AVERAGE CONSENSUS BASIS, WITH AN EBITDA OF AROUND 18 MILLION EURO (EBITDA MARGIN OF 13.7%). IN 2017, SMALL BUT SELECTED ACQUISITIONS CONTINUED, PARTICULARLY ON FOREIGN MARKETS.

**INTERPUMP** (STOCK PERFORMANCE: +75.7%, AS ABOVE) CONFIRMS TO BE A PHENOMENAL COMPANY, LED BY AN ENTREPRENEUR WITH TRULY EXCEPTIONAL SKILLS. THE 2017 RESULTS ARE EXTRAORDINARY DESPITE THE DOLLAR EFFECT: TURNOVER OF 1.086 BILLION (+17.7% COMPARED TO 2016), EBITDA OF 248.6 MILLION EURO (+25.3%) AND NET PROFIT OF 135.6 MILLION EURO (+43.5%). THESE NUMBERS ARE SELF-EXPLAINING. THE PROCESS OF RATIONALIZING THE ACQUIRED COMPANIES CONTINUES TO GIVE RESULTS, OFTEN BETTER THAN EXPECTED, AS WELL AS THE POLICY OF NEW ACQUISITIONS WHICH HAD A FURTHER BOOST AT THE END OF 2017.

**MONCLER** (STOCK PERFORMANCE: +73.6%, AS ABOVE) HAS RECENTLY ASTONISHED THE INTERNATIONAL FASHION COMMUNITY WITH ANOTHER EXTREMELY INNOVATIVE INITIATIVE - GENIUS - THAT NOT ONLY CONFIRMS THE EXTREME VITALITY, ABILITY, AND VISION OF REMO RUFFINI AND HIS TEAM, BUT ALSO THE UNIQUENESS OF THE BUSINESS MODEL. IN TERMS OF FINANCIALS ONLY POSITIVE NEWS, WITH A TURNOVER OF 1.194 BILLION EURO (+17% AT CONSTANT EXCHANGE RATES), ADJUSTED EBITDA OF

411.6 MILLION EURO (+15.9%) AND NET PROFIT OF 249.7 MILLION EURO (+27%).

**PRYSMIAN** (STOCK PERFORMANCE: +6.2%, AS ABOVE) HAS RECENTLY ANNOUNCED THE PURCHASE OF GENERAL CABLE FOR THREE BILLION DOLLARS, ONE OF THE MOST IMPORTANT MERGERS AND ACQUISITIONS DEALS OF THE ENTIRE ITALIAN INDUSTRIAL HISTORY. CONSIDERING THAT THE MEDIA, BUT NOT ONLY, ESPECIALLY AFTER THE ITALO / NTV TAKEOVER, KEEP ON TALKING ABOUT THE PROGRESSIVE COLONIZATION OF THE ITALIAN INDUSTRIAL SYSTEM, TIP IS PARTICULARLY PLEASED TO BE – AND FOR MANY YEARS – AMONG THE MAIN SHAREHOLDERS OF PRYSMIAN, ALREADY WORLD LEADER IN ITS SECTOR, WHICH HAD THE COURAGE AND, CAPABILITY TO LAUNCH A TRANSACTION OF SUCH IMPORTANCE AND COMPLEXITY. THE MOST IMPORTANT THING, IN LIGHT OF TIP PHILOSOPHY, IS THAT THE SYNERGIES ENVISAGED WITH GENERAL CABLE SHOULD AMOUNT TO AROUND 150 MILLION EURO, SO FROM THIS COMBINATION - CRITICIZED BY THE "EXPERTS" AND CERTAINLY NOT REWARDED BY THE MARKET FOR THE PRICE PAID, CONSIDERED HIGH - MAY GENERATE VERY GOOD RESULTS OVER TIME. REVENUES FOR 2017 AMOUNTED TO 7.9 BILLION EURO (+4.4%) AND ADJUSTED EBITDA REACHED 733 MILLION EURO (+3.1%) WITH A NET PROFIT OF 223 MILLION EURO. THE NET FINANCIAL POSITION (PRE-GENERAL CABLE DEAL) IMPROVED FURTHER AND AT DECEMBER 31 WAS 436 MILLION EURO (537 AT THE END OF 2016).

**HUGO BOSS** (STOCK PERFORMANCE: +26.2%, AS ABOVE) AFTER TWO YEARS OF UNCERTAINTY, SEEMS TO HAVE RETURNED TO BEING ABLE TO GIVE SATISFACTION TO SHAREHOLDERS BOTH IN TERMS OF ECONOMICS AND STOCK MARKET PERFORMANCE. IT CONTINUES NOT TO BE TOTALLY PART OF THE - LUCKILY - LARGE GROUP OF EXCELLENT COMPANIES THAT TIP HAS IN ITS PORTFOLIO, BUT CERTAINLY, IT DOES NOT SEEM TO GIVE ANY CONCERNS. THE RELATIONSHIP BETWEEN TOP MANAGEMENT AND THE MARKET REMAINS INADEQUATE AND, IN ANY CASE, THE GERMAN GOVERNANCE MODEL (DUAL, PRESENCE OF TRADE UNIONS, ETC.) SHOULD MAKE EVERYBODY REFLECT ABOUT POSSIBLE FUTURE INVESTMENTS. REVENUES FOR 2017 AMOUNTED TO 2.7 BILLION EURO (+3%) AND EBITDA REACHED 499 MILLION EURO.

**AZIMUT BENETTI** HAD A GREAT YEAR ON THE AZIMUT LINES, CONFIRMING THE GOOD CHOICES BOTH OF THE NEW MODELS AND THE NEW MANAGEMENT TEAM, BUT NOT EASY FOR THE BENETTI LINES, WHO EXPERIENCED A SLOWER TURNOVER OF THE TOP MANAGEMENT. THE NEW GENERAL MANAGER OF BENETTI SEEMS IN THE POSITION TO BRING BACK THE BRAND TO THE HISTORICAL LEVEL OF PROFITABILITY THAT HAS SATISFIED FOR DECADES. UNFORTUNATELY, IN RECENT YEARS - FOLLOWING THE ECONOMIC CRISIS - BOTH UNPROFITABLE AND COMPLEX CONTRACTS HAVE BEEN TAKEN, BUT THE NEW MANAGEMENT IS CONFIDENT THAT THIS PARENTHESIS HAS BEEN CONCLUDED AND HAS PREPARED A THREE-YEAR PLAN WITH VERY ENCOURAGING RESULTS. THE CONSOLIDATED VALUE OF PRODUCTION FOR THE PAST FINANCIAL YEAR WAS 726 MILLION EURO (+5%), WITH EBITDA SUBSTANTIALLY AT BREAK-EVEN, FOLLOWING APPROXIMATELY 30 MILLION EURO OF EXTRAORDINARY CHARGES.

**EATALY**, 2017 WAS A PIVOTAL YEAR, EXTREMELY IMPORTANT TO CONSOLIDATE THE NEW OPENINGS (BOTH BOSTON AND LOS ANGELES HAVE STARTED VERY WELL) AND COMPLETE THE DEVELOPMENT OF EXISTING INDUSTRIAL AND COMMERCIAL BUSINESSES. LIKE FOR LIKE TURNOVER IS ALMOST EVERYWHERE POSITIVE, THE NEW OPENINGS PLAN IS NOW VERY CLEAR, THE MANAGEMENT TEAM IS COMPLETE AND THE QUALITY OF ITS WORK IS INCREASINGLY EVIDENT. CONSOLIDATED SALES WERE SLIGHTLY BELOW 500 MILLION EURO (+25%) AND PROFITABILITY IS RETURNING TO ACCEPTABLE LEVELS. THE PROFITABILITY IS EXPECTED TO INCREASE SIGNIFICANTLY OVER TIME THANKS TO THE POSITIVE EFFECT OF THE OPERATING LEVERAGE. THE LISTING IS CURRENTLY CONFIRMED FOR 2019.

**FCA E FERRARI** - DESPITE BEING TEMPORARY LIQUIDITY INVESTMENTS - WERE CONFIRMED TWO EXCEPTIONAL INVESTMENTS, WITH A NOTEWORTHY RETURN. DURING 2017 THE POSITION IN FCA WAS SLIGHTLY REDUCED, BUT THE MAIN PART - ALONG WITH ALL THE INVESTMENT IN FERRARI IN THE PORTFOLIO SINCE THE BEGINNING OF 2017 - REMAINED.

**FURLA** CONTINUES TO REGISTER IMPRESSIVE GROWTH RATES - DESPITE THE DOLLAR EFFECT - REACHING A TURNOVER OF AROUND 500 MILLION

EURO, WITH AN INCREASE OF OVER 18% COMPARED TO 2016 AND WITH A MORE THAN PROPORTIONAL GROWTH IN PROFITABILITY.

**ROCHE BOBOIS** CONTINUES THE GROWTH IN TERMS OF TURNOVER (OVER 550 MILLION AGGREGATED AND AROUND 267 CONSOLIDATED) BUT EVEN MORE IN CASH FLOW AND PROFITABILITY, REACHING AN EBITDA OF ABOUT 29 MILLION EURO IN 2017. TIP, AS PART OF ITS PORTFOLIO ENHANCEMENT STRATEGY, IS EVALUATING A PARTIAL SALE OF THE INVESTMENT, WHICH MAY BE CARRIED OUT OVER TIME ALSO VIA A STOCK MARKET LISTING.

THE LISTING ON THE STOCK EXCHANGE OF **OCTO TELEMATICS** - ANOTHER MASTERPIECE OF PROFITABILITY - SEEMS CONFIRMED FOR THE CURRENT YEAR.

### TIPO-TIP PRE-IPO

IN 2017 NOVARTIS GROUP LAUNCHED A TENDER OFFER ON **AAA - ADVANCED ACCELERATED APPLICATIONS** SHARES AND OBVIOUSLY TIPO BENEFITED FROM IT. SUMMING THE SHARES PREVIOUSLY SOLD AND THE ONES TENDERED, TIPO RECORDED TOTAL CAPITAL GAINS OF 15 MILLION EURO AGAINST AN INVESTMENT OF 7 MILLION EURO. PART OF THE PROCEEDS HAVE BEEN USED TO FINANCE THE SECOND PHASE OF INVESTMENTS IN IGUZZINI GROUP AND PART OF THE CHIORINO DEAL.

IN 2017 **IGUZZINI ILLUMINAZIONE** RECORDED REVENUES OF 232 MILLION EURO AND EBITDA OF 31.5 MILLION EURO, WITH A GOOD GROWTH, BUT ABOVE ALL AT THE END OF THE YEAR IGUZZINI COMPLETED - SUPPORTED BY TIP ALSO AS AN ADVISOR – AN IMPORTANT ACQUISITION IN NORTH AMERICA THAT WILL ALLOW THE COMPANY TO DOUBLE ITS SIZE IN A CONTINENT THAT IS TRENDSETTER WITHIN THE SPECIFIC INDUSTRY. FURTHERMORE, DURING 2017 THE ACQUISITION OF THE STAKES OF SOME FAMILY BRANCHES - ALREADY DEFINED IN 2016 - WERE COMPLETED AND, IN TERMS OF GOVERNANCE, IT IS CONFIRMED THAT THE GROUP HAS AN EXCELLENT MANAGEMENT WHICH IS NOW TOTALLY FOCUSED ON THE DEVELOPMENT AND THE PROFITABILITY OF THE BUSINESS. AT THE END OF



THE RATIONALIZATION PROCESS, TIPO WILL BE THE SINGLE LARGEST SHAREHOLDER.

IN 2017 **BETA UTENSILI** REGISTERED AN INCREASE IN REVENUES THAT REACHED 137 MILLION EURO (+6%) AND A HEALTHY GROWTH OF EBITDA HITTING 29 MILLION EURO (+14%). DURING THE YEAR THE COMPANY - AS EXPECTED - REFINANCED THE DEBT CONTRACTED FOR THE ACQUISITION AND NOW IT IS IN AN EXCELLENT POSITION TO ACCELERATE THE GROWTH PATH VIA M&A AS PLANNED AT THE TIME OF THE INVESTMENT BY TIPO. OVER THE LAST FEW WEEKS, A RELEVANT ACQUISITION WAS COMPLETED, IN ADDITION TO A SMALLER ONE FINALIZED AT THE END OF 2017.

THE STAKE IN **CHIORINO** WAS ACQUIRED IN JULY 2017 AND, DESPITE THE COMPANY IS HIGHLY CASH GENERATING AND PROFITABLE, THE AGREEMENT ORIGINATED BY THE WILLINGNESS OF THE FAMILY TO BOOST THE GROWTH PATH (IN 2017 CHIORINO EXCEEDED REVENUES OF 110 MILLION EURO WITH EXPECTED EBITDA MARGIN OF ABOUT 23%) IN PARTICULAR IN THE U.S.; TIP IS SUPPORTING CHIORINO IN ORDER TO TRY TO MAXIMIZE THE EFFECTIVENESS OF THIS STRATEGY.

### ASSET ITALIA

**ALPITOUR** LAST YEAR RECORDED AN EXCELLENT INCREASE IN PROFITABILITY (EBITDA OF 46 MILLION EURO, +28.6%) A MARGINAL INCREASE IN SALES (+7.3%). WHAT IS EVEN MORE IMPORTANT IS THAT THE PROJECT IMAGINED AT THE TIME OF ASSET ITALIA'S INVESTMENT IS UNDERWAY, WITH THE PROGRESSIVE RENEWAL OF THE AIRCRAFT FLEET (THE FIRST OUT OF THREE BOEING 787 DREAMLINER WAS DELIVERED IN DECEMBER) AND OTHER ACQUISITIONS, TO BE FINANCED ALSO THROUGH OUR 120 MILLION CAPITAL INCREASE. ONE OF THEM, A RESORT IN MADAGASCAR, WAS FINALIZED DURING THE LAST SUMMER; A PROMISING ACTIVITY IN FRANCE WAS THEN STARTED. ALSO IN THIS CASE WE CAN CERTAINLY CONFIRM THAT WE ARE IN THE PRESENCE OF AN EXCELLENT TOP MANAGEMENT.

AS KNOWN, IN DECEMBER WAS COMPLETED THE TRANSACTION **AMPLITER** (CONTROLLING COMPANY OF **AMPLIFON**), WHICH INVOLVED AN INVESTMENT OF ABOUT 50 MILLION EURO AND THE SUBSCRIPTION OF A STAKE OF ABOUT 6% OF AMPLITER SHARE CAPITAL. GIVEN THE ALREADY MENTIONED RESULTS OF AMPLIFON AND SINCE THE ONLY ASSET OF AMPLITER ARE THE AMPLIFON SHARES, AT THE MOMENT WE ARE VERY SATISFIED.

## THE INNOVATION

A YEAR AGO WE ANNOUNCED OUR INTENTION TO STRENGTHEN TIP'S COMMITMENT IN THIS AREA. IN 2017 WE ESTABLISHED STARTIP, WITH THE AIM OF FOCUSING ALL THE GROUP'S ACTIVITIES IN A SPECIALIZED COMPANY. IN THE MEANTIME, THE ACTIVITY OF **DIGITAL MAGICS** HAS GROWN FURTHER AND THE STAKE OF STARTIP (FIRST SHAREHOLDER) HAS REACHED 23%, AFTER HAVING SUBSCRIBED, IN A MORE THAN PROPORTIONAL WAY, SHARES AND WARRANTS. **TALENT GARDEN** IS FURTHER INCREASING ITS PRESENCE IN EUROPE WITH OPENINGS PLANNED IN VIENNA, DUBLIN, LILLE AND WITH THE ACQUISITION, IN DENMARK, OF A COMPANY ALREADY ACTIVE IN 3 LOCATIONS. IN RECENT WEEKS - IN COLLABORATION WITH CASSA DEPOSITI E PRESTITI - A FUTURE OPENING HAS BEEN ANNOUNCED IN CALIFORNIA, IN ORDER TO HAVE AS MUCH AS POSSIBLE "CONTAMINATION" WITH COMPANIES AND INITIATIVES AROUND SILICON VALLEY.

IN 2017 STARTIP ACQUIRED A STAKE IN **ALKEMY**, ONE OF THE MOST STRUCTURED AND WELL-KNOWN ITALIAN DIGITAL ENABLERS AND LATELY A FURTHER STAKE IN **TELESIA**, THE ITALIAN "GO-TV" LEADER.

TIP IS VERY COMMITTED TO INVEST IN THIS AREA AND HAS ALLOCATED 100 MILLION EURO TO ESTABLISH A GROUP OF COMPANIES WORTHY OF BEING ABLE TO INTERFACE BOTH WITH THE GROUP'S NETWORK AND WITH THOSE (MANY) EXTERNAL OPERATORS, USUALLY SMALL, OFTEN UNSTRUCTURED, MORE THAN ANYTHING ELSE EFFECT OF SINGLE INITIATIVES OR IN GENERAL WITH LIMITED RESOURCES. IN FACT, IF THE UNIQUENESS OF THE NETWORK OF INVESTORS / ENTREPRENEURS AND INVESTEE COMPANIES THAT PIVOT

AROUND TIP WERE FLANKED BY A LARGE AND COHESIVE GROUP OF INITIATIVES ALSO IN THE INNOVATION AND DIGITAL AREA, WE WILL CREATE SOMETHING UNIQUE AND VERY USEFUL FOR THE INDUSTRIAL SYSTEM OF THE COUNTRY. A HUB THAT CAN TALK WITH EQUAL DIGNITY TO MANY SIMILAR INITIATIVES ALREADY STARTED IN OTHER COUNTRIES.

## CONCLUSIONS

2017 WAS A VERY INTERESTING YEAR, PROFITABLE (OVER 72 MILLION EURO OF CONSOLIDATED NET PROFIT), OF GOOD AND PROMISING INVESTMENTS, OF SOME TACTICAL EASING, BUT MORE THAN ANYTHING ELSE OF FURTHER CONSOLIDATION AND RECOGNITION OF THE UNIQUENESS OF TIP.

2018 LOOKS LIKE A DIFFERENT YEAR.

ON THE ONE HAND, BECAUSE IT COULD REPRESENT THE BEGINNING OF A SEASON OF NEW IPOs ON THE STOCK MARKETS OF TIP'S INVESTEE COMPANIES; IN FACT, MOST OF THE SATISFACTION, IN THE PREVIOUS YEARS, HAVE COME - APART FROM THE MONCLER CASE - FROM ACQUISITIONS OF STAKES OF ALREADY LISTED COMPANIES. DURING THE CURRENT YEAR, A SEQUENCE OF IPOs CAN START, HOPEFULLY, TO DEMONSTRATE TIP'S ABILITY TO IDENTIFY OTHER GOOD COMPANIES TO BE BROUGHT SUCCESSFULLY TO THE MARKET. IN THE COMING WEEKS, THE LISTING PROCESS FOR OCTO TELEMATICS SHOULD START, IN THE NEXT 12/18 MONTHS ROCHE BOBOIS COULD FOLLOW THE SAME PATH ON THE PARIS STOCK EXCHANGE. IN 2019 IS PLANNED THE IPO OF EATALY AND, AFTER THAT, FURTHER IN TIME AND DEPENDING ON BOTH THE SINGLE EQUITY STORIES AND THE EXOGENOUS CONDITIONS, IT SHOULD BE THE TURN OF IGUZZINI, ALPITOUR, FURLA, BETA UTENSILI AND CHIORINO. AN ABSOLUTELY UNIQUE AND FANTASTIC PIPELINE.

THE PIPELINE OF NEW INVESTMENTS, FOR TIP, ASSET ITALIA AND TIPO IS EQUALLY ENCOURAGING AND, DESPITE THE THEORETICAL COMPETITION BY OTHER OPERATORS IS GROWING EVERY DAY, THIS CONFIRMS THE EXCELLENT ATTRACTIVENESS OF OUR FORMULAS.

SHOULD FINANCIAL MARKETS CONTINUE TO PERFORM POSITIVELY THE POLICY OF TACTICAL EASING OF SOME PORTIONS OF THE LISTED HOLDINGS WILL CONTINUE, BUT ALWAYS WITH A CAUTIOUS VIEW AND / OR TO PROGRESSIVELY IMPROVE THE PERFORMANCE OF TIP WITHOUT EVER LOSING THE GRIP WITH THOSE PHENOMENAL COMPANIES THAT HAVE CONTRIBUTED SO MUCH TO THE GOOD RETURNS OF THE LAST YEARS.

FACTORY ORDERS ARE INCREASING ALL OVER THE WORLD AND THE PROFITS OF MOST OF THEM ARE EXPECTED TO GROW FURTHER, SO DESPITE THE NONSENSE THAT EVEN IN RECENT WEEKS HAVE BEEN SPREAD ON ALLEGED DANGERS OF INFLATION (THE INFLATION THAT FOR DECADES HAD BEEN THE "BLACK BEAST" OF EVERY ECONOMIST, BUT THEN, AFTER THE CRISIS OF 2007/2009 AND UNTIL A FEW DAYS AGO, IT WAS INVOKED BY CENTRAL BANKS AND GOVERNMENTS AS THE ONLY PANACEA NECESSARY TO FAVOR A STRUCTURAL RECOVERY OF THE ECONOMIES, TODAY...), DESPITE SOME SMALL INCREASES, NOW PHYSIOLOGICAL, OF INTEREST RATES STARTING FROM THE UNITED STATES, THE FORCE OF THE ONGOING GROWTH SHOULD HAVE THE UPPER HAND.

THEREFORE, AT THE MOMENT, 2018 - FOR THOSE LOOKING AT INDUSTRIES, PRODUCTS AND NOT AT FINANCIAL MARKETS OR CYCLES – LOOKS BETTER ALSO COMPARED TO THE RECORD YEAR 2017 AND, IN FACT, ALSO WORLD GDP IS EXPECTED TO GROW FURTHER.

IN A WORLD THAT WILL REMAIN CHARACTERIZED BY GENERALLY MODEST CAPITAL RETURNS, THE MAIN OBJECTIVE OF TIP GROUP IS TO SHOW HOW THE WISE SELECTION OF LEADING AND AMBITIOUS COMPANIES, INNOVATIVE AND EAGER TO OVER-PERFORM THEIR COMPETITORS, IN THE FRAMEWORK OF IMPRESSIVE STRATEGIC DEVELOPMENT PROJECTS, IS THE BETTER WAY TO TRY TO KEEP REACHING GOOD LEVELS OF RETURN ON INVESTMENTS.

OF COURSE IT WILL BE IMPOSSIBLE TO KEEP THE PACE - OVER 60% OF AVERAGE ANNUAL TOTAL RETURN - THAT WE HAVE BEEN ABLE TO GIVE TO THE SHAREHOLDERS IN THE LAST FIVE YEARS, BUT IT IS EQUALLY CERTAIN THAT WE WILL MAINTAIN OUR DETERMINATION AND MAXIMUM FOCUS ON THE EXCELLENCE OF THE BUSINESS MODELS OF THE INVESTEE COMPANIES

- CURRENT AND POTENTIAL - AS WELL AS THE BOOST TO ENSURE THAT THEY FOLLOW PATHS OF HEALTHY GROWTH, THROUGH STRATEGIC INITIATIVES AND M&A DEALS, WHERE POSSIBLE.

THEREFORE, DESPITE THE GOOD RESULTS OBTAINED, OUR STRONG AND CONSTANT COMMITMENT WILL NOT GO DOWN ONE MILLIMETER ON THE BEST POSSIBLE INTERPRETATIONS OF WHAT HAPPENS WITHIN THE MARKETS AND THE COMPANIES, IN EACH SINGLE SECTOR AND AS A RESULT OF THE INNOVATION DYNAMICS.

GIOVANNI TAMBURI

MILAN, MARCH 9<sup>TH</sup>, 2018