



TAMBURI INVESTMENT PARTNERS S.P.A.

TIP INVESTS IN EATALY

INVESTED IN “CLUB DEAL” 120 MILLION EURO

CONFIRMED THE OBJECTIVE TO GET LISTED ON THE STOCK EXCHANGE IN 2016/2017

TAMBURI INVESTMENT PARTNERS S.P.A. (“TIP” – MI), INDEPENDENT INVESTMENT/MERCHANT BANK LISTED ON THE STAR SEGMENT OF BORSA ITALIANA S.P.A., THROUGH THE COMPANY VEHICLE CLUBITALY S.R.L. ACQUIRES FROM EATINVEST S.R.L. (CONTROLLED BY THE FARINETTI FAMILY) THE 20% OF EATALY.

ESTABLISHED IN 2003 IN ALBA BY OSCAR FARINETTI, EATALY IS ENGAGED IN THE DISTRIBUTION AND MARKETING AT A GLOBAL LEVEL OF PRODUCTS OF THE ITALIAN FOOD AND WINE EXCELLENCE INTEGRATING IN ITS OFFER PRODUCTION, DISTRIBUTION, CATERING AND DIDACTICS. IT REPRESENTS AN ABSOLUTELY UNIQUE REALITY, BEING THE ONLY ITALIAN COMPANY IN THE FOOD RETAIL BUSINESS REALLY GLOBAL, AS WELL AS A SYMBOL OF THE ITALIAN FOOD AND MORE IN GENERAL OF THE HIGH QUALITY MADE IN ITALY WORLDWIDE.

IN 2014 EATALY EXPECTS TO REACH CONSOLIDATED REVENUES OF ABOUT 400 MILLION EURO (EXCLUDING THE FRANCHISEES) WITH AN EBITDA OF ABOUT 45 MILLION EURO; IN 2010-2013 EATALY HAD AN AVERAGE YEARLY GROWTH OF REVENUES HIGHER THAN 33% AND OF THE EBITDA HIGHER THAN 75%.

EATALY IS CURRENTLY PRESENT IN ITALY, UNITED STATES, MIDDLE AND FAR EAST WITH A NETWORK OF 30 STORES ALREADY OPERATING AND IS REALIZING A SIGNIFICANT PLAN OF NEW OPENINGS IN SOME OF THE MAIN CITIES OF THE WORLD. CONTRACTS FOR THE NEXT OPENINGS IN MOSCOW, SAO PAULO OF BRAZIL AND LONDON HAVE ALREADY BEEN SUBSCRIBED. IN THE UNITED STATES IN THE NEXT THREE YEARS – ALSO IN CONSIDERATION OF THE GREAT SUCCESS EXPERIENCED BY THE NEW YORK AND CHICAGO STORES – OPENINGS IN LOS ANGELES, WASHINGTON D.C., BOSTON AND NEW YORK – WORLD TRADE CENTER ARE EXPECTED,

IT IS CONFIRMED THE OPENING FOR THE NEXT MARCH, 18 OF A STORE OF 5,500 SQUARE METERS IN THE TEATRO SMERALDO IN MILAN WITH – AMONG OTHER – 13 MONOTHEMATIC CATERING POINTS, 1 “STARRY” RESTAURANT, 5 HAND-CRAFTED PRODUCTION POINTS AND A BIG WINE SHOP WITH THE BEST ITALIAN WINES.



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EATALY SHAREHOLDERS HAVE SHARED WITH TIP THE OBJECTIVE TO LIST THE COMPANY ON THE STOCK EXCHANGE IN 2016/2017, SUBJECT TO FINANCIAL MARKETS CONDITIONS, AND WITH THE AIM TO MAKE EATALY ALSO A GLOBAL PUBLIC COMPANY THAT, EVEN IF WITH A MORE AND MORE INTERNATIONAL PROFILE, SHOULD CONTINUE TO REPRESENT THE ITALIAN LIFESTYLE WITH A HIGHER AND HIGHER STRENGTH THANKS TO THE FINANCIAL BENEFITS AND TO THE VISIBILITY OBTAINED FROM LISTING.

THE INVESTMENT OF CLUBITALY IS OF 120 MILLION EURO FOR THE 20% OF THE SHARE CAPITAL OF EATALY, WITH THE PROVISION OF A PROFIT SHARING MECHANISM AND/OR OF STAKES ADJUSTMENTS DEPENDING ON IPO OR OTHER POSSIBLE LIQUIDITY EVENTS IN THE COMING YEARS. A PORTION OF THE RESOURCES CASHED IN BY EATINVEST WILL BE REINVESTED IN EATALY, ALSO WITH THE AIM TO SUPPORT THE RELEVANT DEVELOPMENT PLAN.

TIP, COHERENTLY WITH ITS INVESTMENT PHILOSOPHY, IS WILLING TO SUPPORT THE CURRENT SHAREHOLDERS IN ADDITION TO THE FINANCIAL LEVEL, ALSO WITH THE STRENGTH AND VARIETY OF ITS NETWORK OF FAMILIES AND ENTREPRENEURS PRESENT IN NUMEROUS SECTORS OF ACTIVITY.

CLUBITALY IS A COMPANY ESTABLISHED SPECIFICALLY FOR THE PROJECT – AS OTHER CLUB DEALS REALIZED IN THESE YEARS – OF WHICH TIP HOLDS ABOUT 30% WHILE THE REMAINING STAKES HAVE BEEN SUBSCRIBED BY OTHER INVESTORS, FAMILY OFFICES SHAREHOLDERS OF TIP.

THE BOARD OF DIRECTORS OF CLUBITALY WILL BE INITIALLY COMPOSED BY: ANTONIO BARAVALLE, CLAUDIO BERRETTI, VITTORIO BISCARINI, NICCOLÒ BRANCA, ALBERTO CAPPONI, GIOVANNI DOMENICHINI, GIUSEPPE FERRERO, ALESSANDRA GRITTI, GAETANO MARZOTTO, ROBERTO MICHETTI AND GIOVANNI TAMBURI.

THE DEAL HAS BEEN FINALISED WITH THE ADVISORY SERVICES OF BNL-BNP PARIBAS AND UNICREDIT GROUP.

MILAN, MARCH 10, 2014

TIP - TAMBURI INVESTMENT PARTNERS S.P.A. IS AN INDEPENDENT INVESTMENT / MERCHANT BANK WHICH HAS SO FAR INVESTED OVER 1.2 BILLION EURO (INCLUDING EATALY) IN “EXCELLENT” COMPANIES FROM AN ENTREPRENEURIAL POINT OF VIEW AND IS ENGAGED IN CORPORATE FINANCE ACTIVITIES. CURRENTLY HOLDS, DIRECTLY OR INDIRECTLY, STAKES IN LISTED AND UNLISTED COMPANIES INCLUDING: PRYSMIAN, MONCLER, AMPLIFON, INTERPUMP, DATALOGIC, ROCHE BOBOIS, INTERCOS, BOLZONI, NOEMALIFE, BE, SERVIZI ITALIA, MONRIF AND M&C. MOREOVER TIP IS PROMOTER AND REFERENCE SHAREHOLDER OF TIPO (TIP-PRE IPO S.P.A.).

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