

## GLOBAL CONSUMER & RETAIL CONFERENCE Paris November 28, 2018

WE SHOULD ALL FEEL NOTHING BUT SHAME FOR THE REPUTATION THAT FINANCE HAS EARNED ITSELF IN THE LAST FEW YEARS, BUT IF YOU MANAGE TO GUIDE HEALTHY CAPITAL FROM SUCCESSFUL BUSINESSES AND THE ASSETS OF FAMILIES THAT WISH TO INVEST THEM INTELLIGENTLY IN COMPANIES THAT WANT TO GROW, YOU ARE GENUINELY DOING ONE OF THE MOST BENEFICIAL JOBS IN THE WORLD.



@TAMBURITIP



THE INFORMATION CONTAINED HEREIN, PARTICULARLY THE ONES REGARDING ANY POSSIBLE OR ASSUMED FUTURE PERFORMANCE OF THE TIP GROUP, ARE OR MAY BE FORWARD LOOKING STATEMENTS AND IN THIS RESPECT THEY INVOLVE SOME RISKS AND UNCERTAINTIES.

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## TAMBURI INVESTMENT PARTNERS S.P.A.

INTRINSIC VALUE ESTIMATE OF ABOUT  $\mathbf{3,0}$  BILLION EURO OF DIRECT INVESTMENTS AND CLUBDEALS IN LEADING LUXURY, HEALTH AND TECHNOLOGICAL COMPANIES







1) MINORITY INVESTMENT IN EXCELLENT COMPANIES 2) UNIQUE NETWORK OF ITALIAN ENTREPRENEURS 3) OUTSTANDING RETURNS FOR SHAREHOLDERS

12		+145,3"	
INVESTMENTS IN COMPANIES WITH WORLDWIDE LEADERSHIP POSITIONS	AGGREGATE ANNUAL REVENUES OF THE MAIN INVESTEE COMPANIES	total return T.I.P. (last 5 years)	
Portfolio by industry:			
31%	43%	17%	9%
LUXURY, DESIGN AND HIGH-END FOOD	TECHNOLOGY AND INNOVATION	HEALTH, TOURISM AND SILVER AGE	OTHER INVESTMENTS

NOT ONLY A FINANCIAL INVESTOR. A REAL LONG TERM PARTNER



A UNIQUE NETWORK OF MORE THAN 100 ENTREPRENEURIAL FAMILY OFFICES ABLE TO PROVIDE UNCOMMON INDUSTRIAL

KNOW HOW

PERMANENT CAPITAL, SINCE THE HOLDING STRUCTURE ALLOWS SOFT AND REWARDING EXIT PATHS, IF ANY

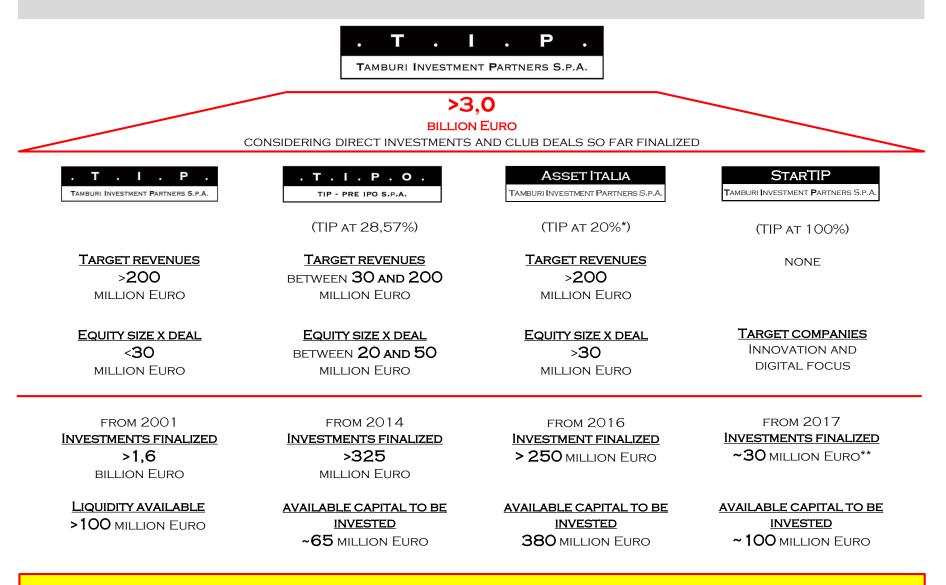
CEO WITH MORE THAN <u>40</u> <u>YEARS OF PROFESSIONAL EXPERIENCE</u> IN INVESTMENTS AND FINANCIAL ADVISORY AIMED AT REALLY SUPPORT ENTREPRENEURS

**TEAM** OF ABOUT 15 PROFESSIONALS STRONGLY FOCUSED ON CONSTANTLY CREATING SHAREHOLDERS' VALUE. EXPERIENCE

AND DIMENSION OF THE TEAM ALLOW LEAN AND FAST UNDERSTANDING OF THE ISSUES AND DECISION ABOUT INVESTMENTS

DEEP UNDERSTANDING OF **FAMILY DYNAMICS** AND ABILITY TO **SIMPLIFY GOVERNANCE**. ALIGNMENT OF INTEREST WITH ENTREPRENEURS AND INVESTEE COMPANIES THAT ALWAYS RETAIN THE OPERATING MANAGEMENT

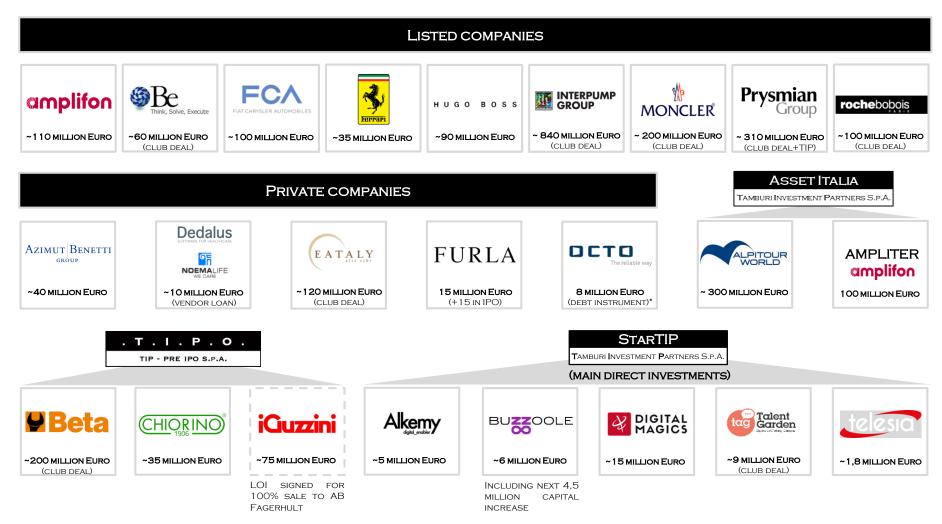
#### TIP GROUP INVESTMENTS AND POTENTIAL

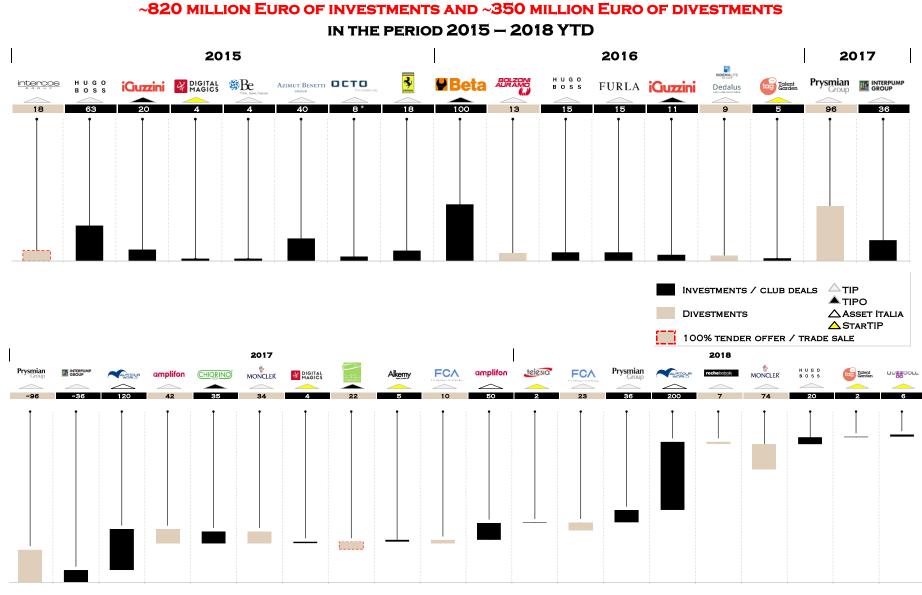


#### PIPELINE OF SEVERAL INVESTMENTS OUT OF WHICH SOME UNDER FINAL NEGOTIATION

\*WITHOUT CONSIDERING TRACKING SHARES ON SPECIFIC INVESTMENTS \*\*LISTED COMPANIES ARE VALUED AT MARKET PRICE (23/11/2018)





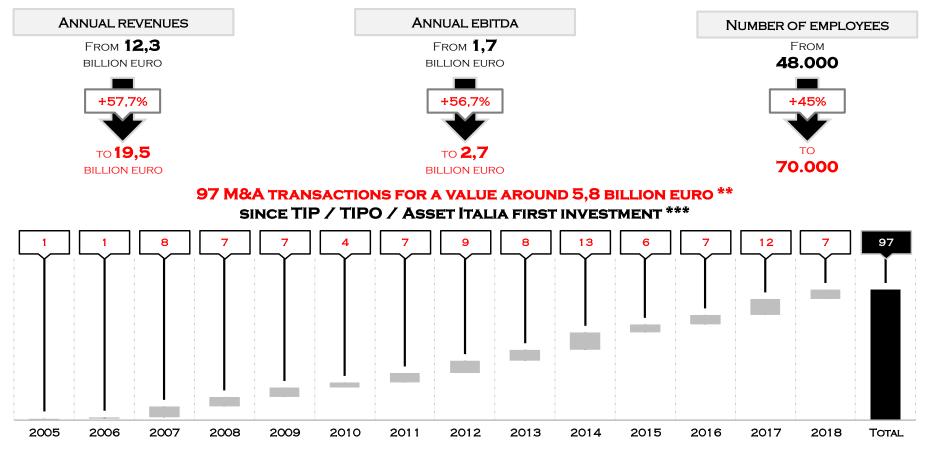


\* DEBT INSTRUMENT PROVIDED TO MANAGEMENT INVESTMENT VEHICLE DATA IN MILLION EURO

### TIP - DYNAMISM

#### AMOUNT (AT COST) OF INVESTMENTS FINALIZED, INCLUDING CLUB DEALS 191\* 2.285 2002-TOT. YTD

#### **Aggregate amounts of the main investee companies since TIP first investment**

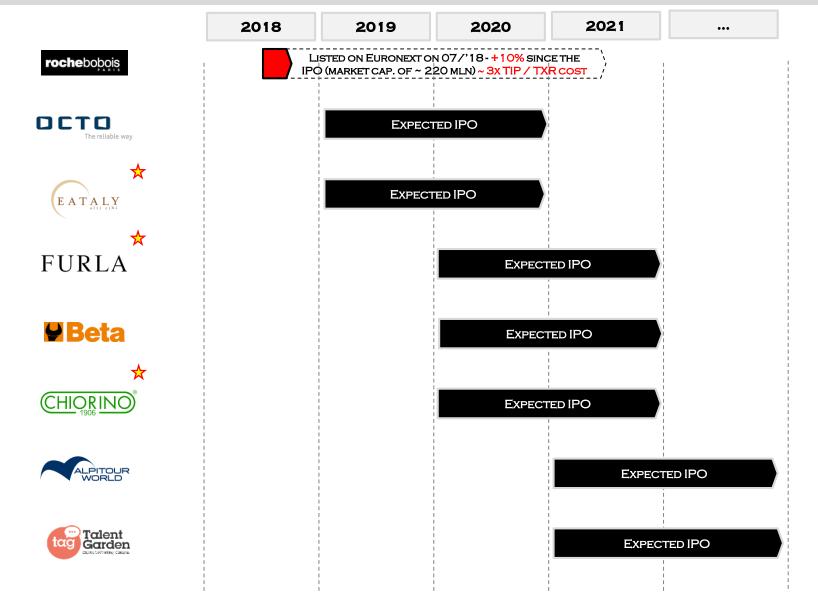


DATA IN MILLION EURO

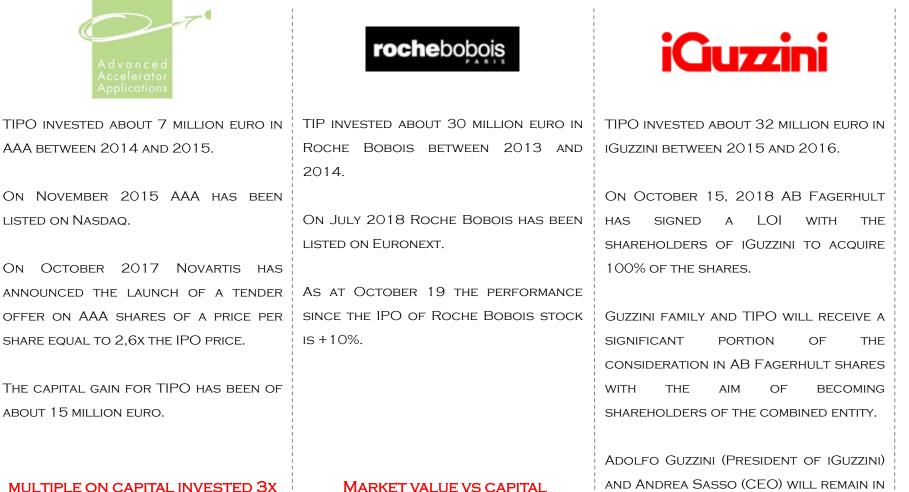
\* EXCLUDING "COMMITTED" CAPITAL FOR ASSET ITALIA AND BETA FOR EQUITY COMPONENT ONLY

\*\*INCLUDING THE ACQUISITION RECENTLY ANNOUNCED BY AMPLIFON OF GAES GROUP. \*\*\*WITHOUT CONSIDERING FCA AND FERRARI

## **IPO PIPELINE**



#### RECENT TRACK RECORD ON PRIVATE DEALS



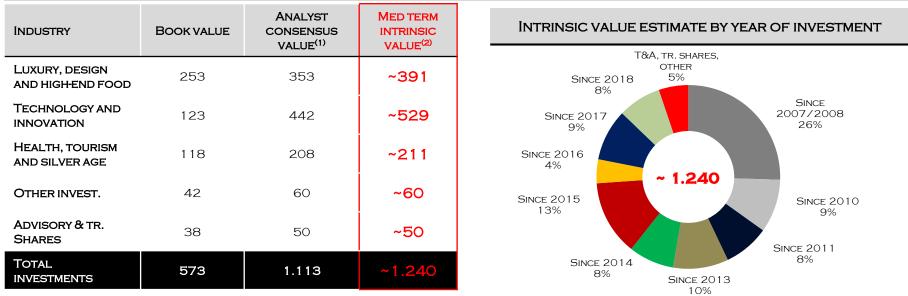
IN LESS THAN 3 YEARS

MARKET VALUE VS CAPITAL INVESTED 3X

THEIR EXECUTIVE ROLES WITHIN IGUZZINI

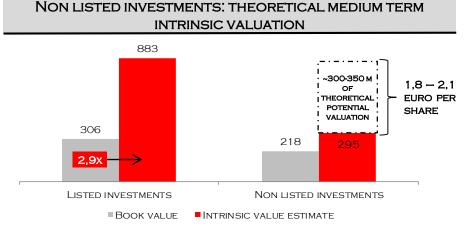
AND WILL ASSUME IMPORTANT ROLES IN THE TOP MANAGEMENT OF AB FAGERHULT.

#### TIP GROUP MEDIUM TERM INTRINSIC VALUE

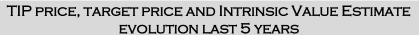


1.<u>Consensus estimates</u>: includes the analytical valuation of each investment based on last available analyst estimates (Bloomberg)

2.<u>INTRINSIC VALUE ESTIMATES</u>: ANALYTICAL EVALUATION OF EACH INVESTMENT ELABORATED BY TIP CONSIDERING THE MEDIUM-TERM OUTLOOK OF THE COMPANIES (70% OF THE TOTAL). THE RESIDUAL 30% HAS BEEN ESTIMATED BASED ON STOCK MARKET VALUE OR BOOK VALUE.

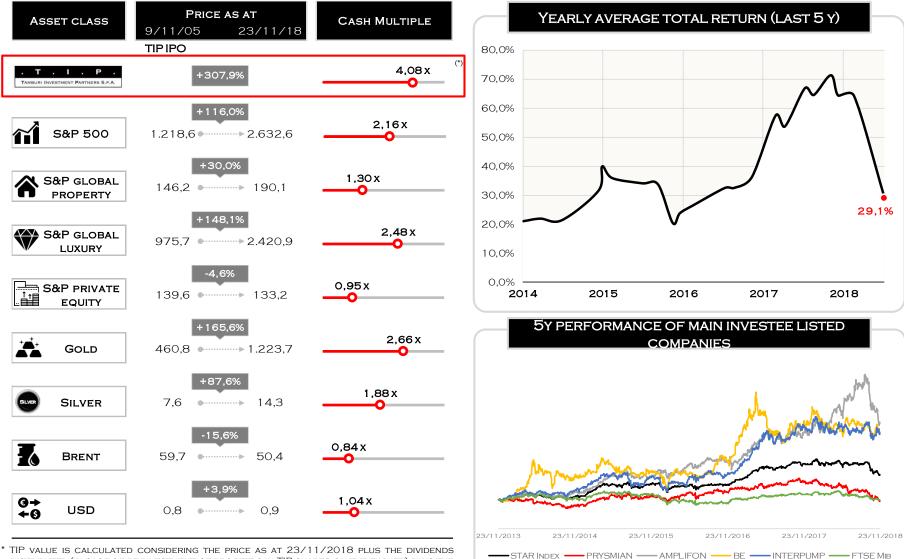


\*USING THE MULTIPLE IMPLIED IN THE VALUATION OF LISTED INVESTMENTS (I.E. 2,9x), THE THEORETICAL MEDIUM TERM INTRINSIC VALUE OF NON LISTED INVESTMENTS WOULD INCREASE SUBSTANTIALLY.





#### TIP STOCK PERFORMANCE



DISTRIBUTED (IN CASE OF RE-INVESTMENT OF PROCEEDS IN TIP SHARES ON THE EX-DATE) PLUS THE VALUE AS AT 23/11/2018 OF TREASURY SHARES FREELY DISTRIBUTED TO THE SHAREHOLDERS AND OF WARRANTS 2010/15 ON THE LAST TRADING DAY PLUS THE PRICE AS AT 23/11/2018 OF WARRANTS 2015/20.

#### AS AT 23/11/2018

+87,1%

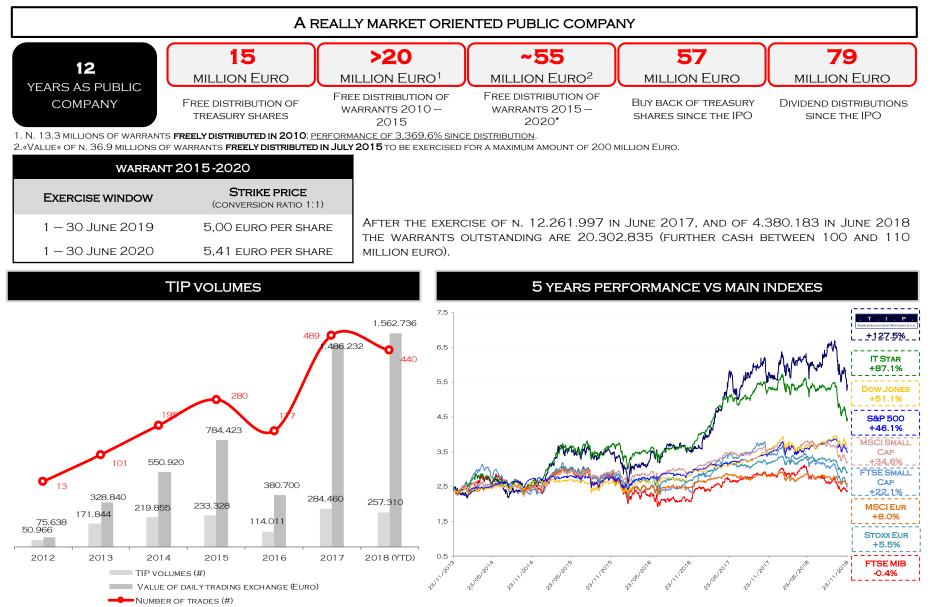
-3.3%

+267,8%

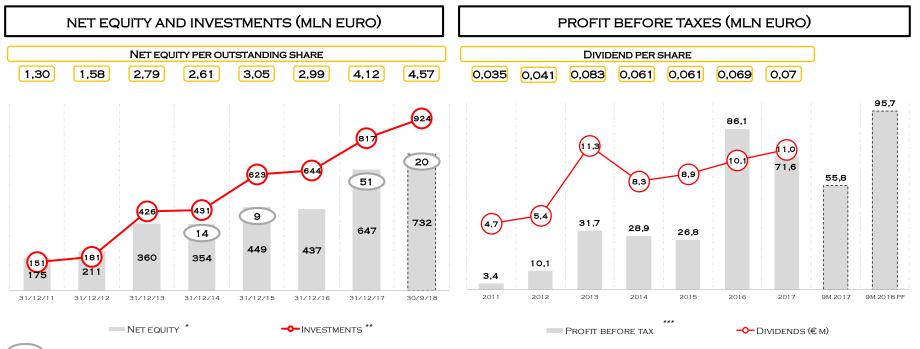
+232,3%

+233,2%

-0,4%



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WARRANT EXERCISE IMPACT ON NET EQUITY FOR THE RELEVANT PERIOD

\*CONSOLIDATED GROUP EQUITY (INCLUDING MINORITIES)

\*\*INCLUDING ASSOCIATED COMPANIES MEASURED UNDER THE EQUITY METHOD, AFS FINANCIAL ASSETS AND FINANCIAL RECEIVABLES \*\*\*RESULTS REPORTED IN CONTINUITY WITH THE ACCOUNTING PRINCIPLES OF THE PREVIOUS YEARS

#### AGGREGATED PROFIT BEFORE TAXES (LAST 7 YEARS) ABOVE 259 MILLION EURO

AVERAGE PROFIT BEFORE TAXES IN THE LAST 7 YEARS 37 MILLION EURO



#### IN DECEMBER 2017 ASSET ITALIA HAS FINALIZED A 50 MILLION EURO INVESTMENT IN AMPLITER, HOLDING COMPANY OF AMPLIFON



CAPITAL INCREASE OF ~ 120 MLN EURO FOR A 32,67% AND CLUBDEAL FOR AN ADDITIONAL ~40% STAKE FOR FURTHER 165 MILLION EURO

1,2 BLN REVENUES

- 46 MLN EURO OF EBITDA 2017
- LIQUIDITY TO BE INVESTED

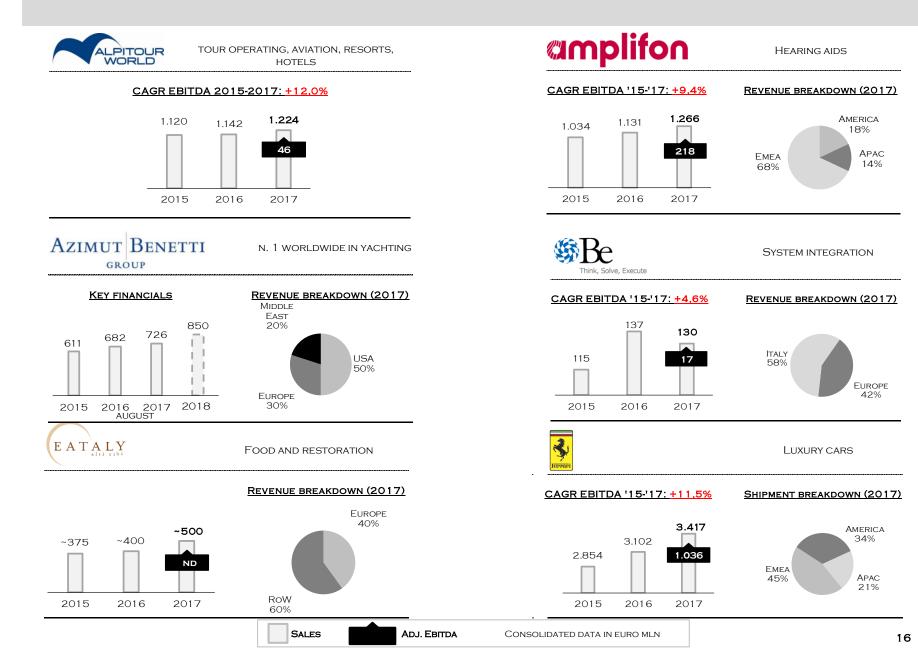
#### **ITALIAN LEADING LEISURE TRAVEL GROUP**

- INTEGRATED BUSINESS ACROSS THE WHOLE TOURISM VALUE CHAIN
- Leading Italian Operator by Brand Awareness: First and Second Player (2 Brands After Acquisition of Eden) in Italian Tour Operating Market
- LEADING TOUR OPERATOR ONLINE

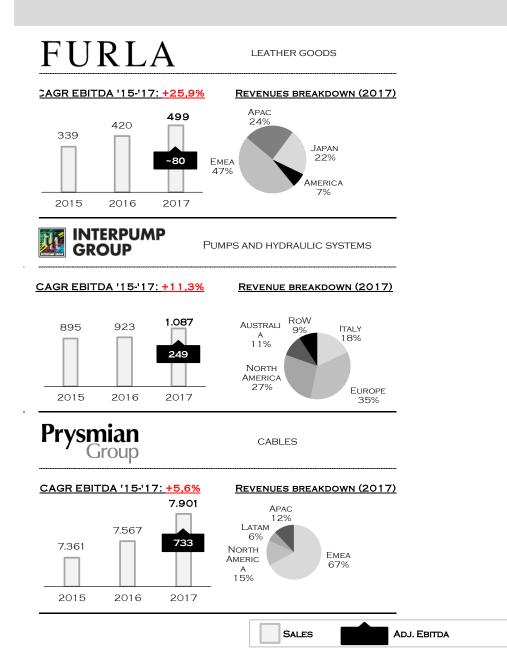
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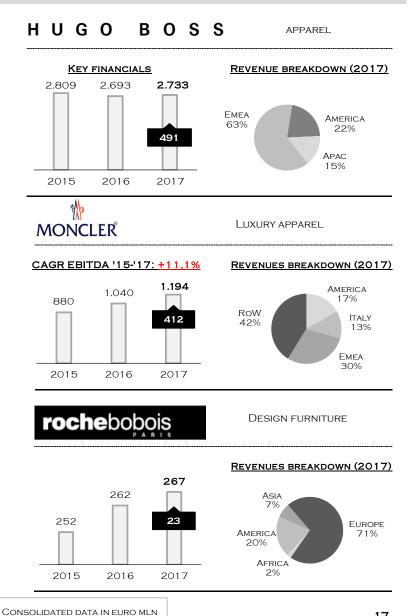
- Leader in charter flights to tourist destinations with a fleet of 9 aircraft including Boeing 737, 767 and 787 dreamliner
- OWNERSHIP AND MANAGEMENT OF HOTELS & RESORTS MAINLY LOCATED IN SEASIDE DESTINATIONS
- Alpitour has recently announced a **<u>new important hotel management contract</u>**: Tanka Village, one of the most important resort in Sardinia with more than 900 rooms.

#### **INVESTEE COMPANIES MAIN RESULTS**

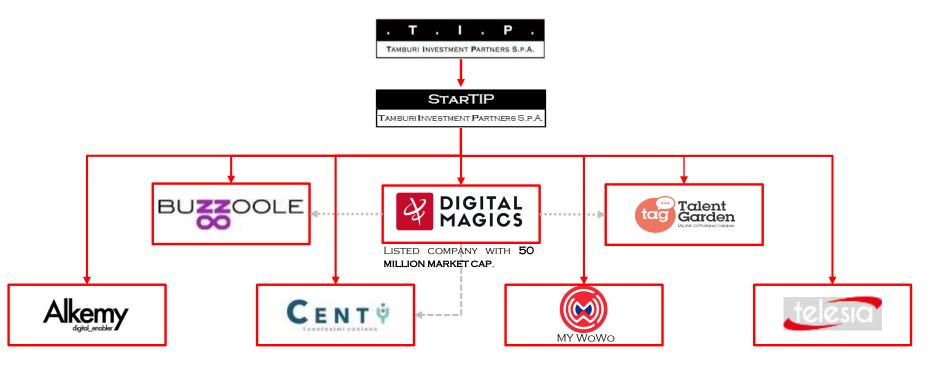


#### **INVESTEE COMPANIES MAIN RESULTS**





# THE HUB OF THE DIGITAL MADE IN ITALY



- UNMATCHED (IN ITALY) SKILLS AND ATTRACTIVENESS GATHERED BY TIP, DIGITAL MAGICS AND TALENT GARDEN FOR A BOOMING MARKET
- FURTHER 100 MILLION EURO AVAILABLE TO BE INVESTED ON DIGITAL / INNOVATION COMPANIES
- DIGITAL MAGICS FOR SEED CAPITAL AND STARTIP FOR THE FOLLOWING ROUNDS TO FASTER SCALE THE MARKET

DIGITAL MAGICS (STARTIP AT ~23%) IS THE MAIN ITALIAN INCUBATOR: ~1.400 PROJECTS ANALYSED EVERY YEAR, **50 MILLION INVESTED** DIRECTLY AND THROUGH CLUB DEALS, <u>61</u> START-UPS IN PORTFOLIO AND **7 EXIT** REALIZED. TALENT GARDEN (STARTIP AT ~15%\*) IS THELARGEST COWORKINGSPACE MANAGEMENTCOMPANY IN EUROPE WITH23 CAMPUSCOUNTRIES, AROUND2.000TALENTSANDMORE THAN 600 COMPANIES HOSTED.

**BUZZOOLE** (STARTIP AT ~15%) IS THE **EUROPEAN LEADING INFLUENCER PLATFORM** WITH MORE THAN 2 BILLION INDEXED PROFILES, 260 K REGISTERED USERS AND +850 CLIENTS.

\* CONSIDERING BOTH DIRECT AND INDIRECT STAKES