



EUROPEAN MIDCAP EVENT

FRANKFURT
FEBRUARY 6, 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.

. T . I . P .

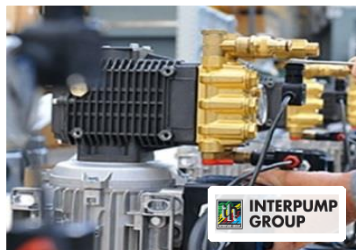
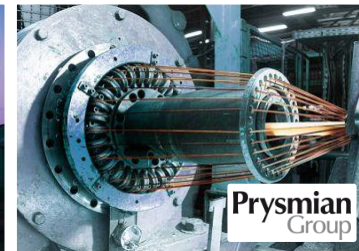
TAMBURI INVESTMENT PARTNERS S.P.A.



@TAMBURITIP

TAMBURI INVESTMENT PARTNERS S.P.A.

INTRINSIC VALUE ESTIMATE OF ABOUT **3,0** BILLION EURO OF DIRECT INVESTMENTS AND CLUBDEALS IN LEADING RETAIL, LUXURY, HEALTH AND TECHNOLOGICAL COMPANIES



KEY FIGURES

12

INVESTMENTS IN COMPANIES WITH
WORLDWIDE LEADERSHIP POSITIONS

~ 18 BILLION EURO

AGGREGATE ANNUAL REVENUES OF
THE MAIN INVESTEE COMPANIES

+357,3%

TOTAL RETURN T.I.P.
(LAST 5 YEARS)

PORTFOLIO BY INDUSTRY:

30%

RETAIL, LUXURY AND DESIGN

33%

TECHNOLOGY

9%

HEALTH AND
SILVER AGE

28%

OTHER INVESTMENTS



LISTED COMPANIES

| | | | | | | | |
|----------------------|----------------------------------|--|----------------------|----------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| ~75 MILLION EURO | ~60 MILLION EURO (CLUB DEAL) | ~100 MILLION EURO (INITIAL INVESTMENT) | ~30 MILLION EURO | ~75 MILLION EURO | ~775 MILLION EURO (CLUB DEAL) | ~150 MILLION EURO (CLUB DEAL) | ~270 MILLION EURO (CLUB DEAL) |
|----------------------|----------------------------------|--|----------------------|----------------------|-----------------------------------|-----------------------------------|-----------------------------------|

PRIVATE COMPANIES

ASSET ITALIA

TAMBURI INVESTMENT PARTNERS S.P.A.

| | | | | | | | |
|----------------------|--|-----------------------------------|----------------------------------|---------------------------------------|-----------------------------------|----------------------|---------------------|
| ~40 MILLION EURO | ~10 MILLION EURO (VENDOR LOAN) | ~120 MILLION EURO (CLUB DEAL) | 15 MILLION EURO (+15 IN IPO) | 8 MILLION EURO (DEBT INSTRUMENT)* | ~100 MILLION EURO (CLUB DEAL) | 120 MILLION EURO | 50 MILLION EURO |
|----------------------|--|-----------------------------------|----------------------------------|---------------------------------------|-----------------------------------|----------------------|---------------------|

. T . I . P . O .

TIP - PRE IPO S.P.A.

STARTIP

TAMBURI INVESTMENT PARTNERS S.P.A.










| | | | | | | | |
|---|-----------------------|----------------------|--|---------------------|----------------------|---------------------------------|-----------------------|
| ~25 MILLION EURO (INITIAL INVESTMENT) | ~200 MILLION EURO | ~35 MILLION EURO | ~75 MILLION EURO (INITIAL INV. + GH) | ~5 MILLION EURO | ~15 MILLION EURO | ~8 MILLION EURO (CLUB DEAL) | ~0,3 MILLION EURO |
|---|-----------------------|----------------------|--|---------------------|----------------------|---------------------------------|-----------------------|

AAA HAS JUST BEEN ACQUIRED BY NOVARTIS THROUGH A TENDER OFFER

NOTE: LISTED COMPANIES ARE VALUED AT CONSENSUS AS AT 26/01/2018 (AMPLITER AT BOOK VALUE)

*PROVIDED TO MANAGEMENT INVESTMENT VEHICLE

TIP STOCK PERFORMANCE

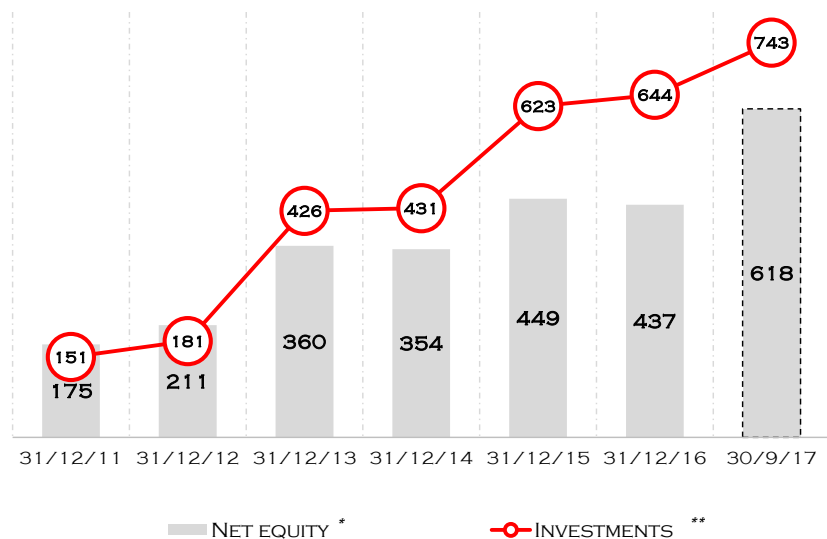
| ASSET CLASS | PRICE AS AT 9/11/05 26/1/18 | CASH MULTIPLE |
|--|-------------------------------------|---------------|
| TIP IPO | | |
|  T I P TAMBURI INVESTMENT PARTNERS S.P.A. | +380,7% | 4,81 x (*) |
|  S&P 500 | +133,0% 1.218,6 → 2.839,3 | 2,33 x |
|  S&P GLOBAL PROPERTY | +43,0% 146,2 → 209,1 | 1,43 x |
|  S&P GLOBAL LUXURY | +191,5% 975,7 → 2.843,7 | 2,91 x |
|  S&P PRIVATE EQUITY | +10,3% 139,6 → 154,0 | 1,10 x |
|  GOLD | +195,8% 460,8 → 1.362,8 | 2,96 x |
|  SILVER | +131,4% 7,6 → 17,6 | 2,31 x |
|  BRENT | +9,7% 59,7 → 65,5 | 1,10 x |
|  USD | -5,7% 0,8 → 0,8 | 0,94 x |



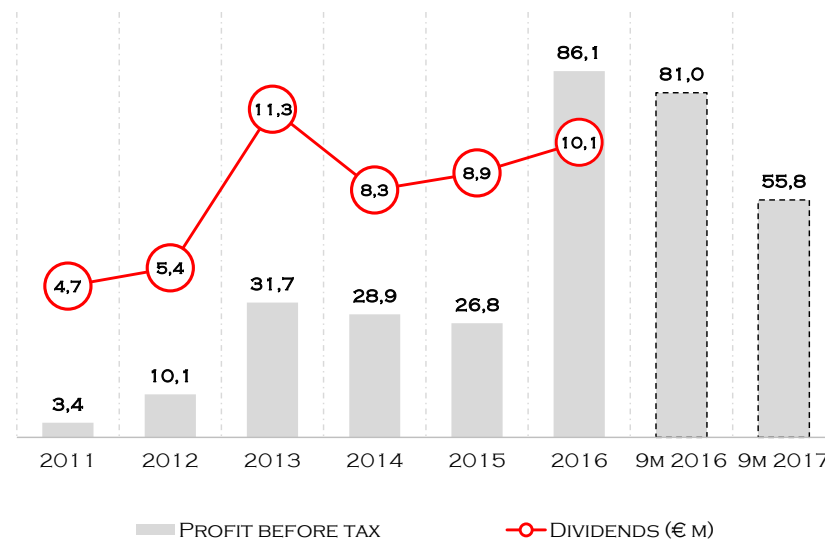
* TIP VALUE IS CALCULATED CONSIDERING THE PRICE AS AT 26/01/2018 PLUS THE DIVIDENDS DISTRIBUTED (IN CASE OF RE-INVESTMENT OF PROCEEDS IN TIP SHARES ON THE EX-DATE) PLUS THE VALUE AS AT 26/01/2018 OF TREASURY SHARES FREELY DISTRIBUTED TO THE SHAREHOLDERS AND OF WARRANTS 2010/15 ON THE LAST TRADING DAY PLUS THE PRICE AS AT 26/01/2018 OF WARRANTS 2015/20.

AS AT 26/01/2018

NET EQUITY AND INVESTMENTS



PROFIT BEFORE TAXES



*CONSOLIDATED GROUP EQUITY (INCLUDING MINORITIES); **INCLUDING ASSOCIATED COMPANIES MEASURED UNDER THE EQUITY METHOD, AFS FINANCIAL ASSETS AND FINANCIAL RECEIVABLES

AGGREGATED PROFIT BEFORE TAXES (LAST 6 YEARS) ABOVE 187 MILLION EURO

AVERAGE PROFIT BEFORE TAXES IN THE LAST 6 YEARS 31 MILLION EURO

2017 RESULTS ARE SIGNIFICANTLY IMPACTED BY THE CAPITAL GAIN OF APPROXIMATELY 29,2 MILLION EURO ON THE SALE OF ~1/3 OF AMPLIFON SHARES AND THE SHARE OF THE RESULT OF CLUBTRE, EQUAL TO APPROXIMATELY 20,9 MILLION EURO, RELATED TO THE SALE OF ~1/3 OF PRYSMIAN SHARES.

TIP GROUP INVESTMENTS AND POTENTIAL

. T . I . P .

TAMBURI INVESTMENT PARTNERS S.P.A.

~3,5

BILLION EURO

CONSIDERING DIRECT INVESTMENTS, CLUB DEALS, OUTSTANDING WARRANTS AND "COMMITTED" CAPITAL

STARTIP

TAMBURI INVESTMENT PARTNERS S.P.A.

. T . I . P . O .

TIP - PRE IPO S.P.A.

. T . I . P .

TAMBURI INVESTMENT PARTNERS S.P.A.

ASSET ITALIA

TAMBURI INVESTMENT PARTNERS S.P.A.

Focus

TARGET REVENUES

>1,5

MILLION EURO

TARGET COMPANIES

INNOVATION AND
DIGITAL FOCUS

TARGET REVENUES

BETWEEN 30 AND 200

MILLION EURO

EQUITY SIZE X DEAL

BETWEEN 20 AND 50

MILLION EURO

TARGET REVENUES

>200

MILLION EURO

EQUITY SIZE X DEAL

<30

MILLION EURO

TARGET REVENUES

>200

MILLION EURO

EQUITY SIZE X DEAL

>30

MILLION EURO

INVESTMENTS FINALIZED
(INC. CLUB DEALS)

~28 MILLION EURO*

INVESTMENTS FINALIZED
(INC. CLUB DEALS)

>325

MILLION EURO

INVESTMENTS FINALIZED
(INC. CLUB DEALS)

>1,6

BILLION EURO

INVESTMENT FINALIZED

> 170 MILLION EURO**

AVAILABLE CAPITAL TO
BE INVESTED

100 MILLION EURO

RESIDUAL DIRECT CAPITAL TO
BE INVESTED

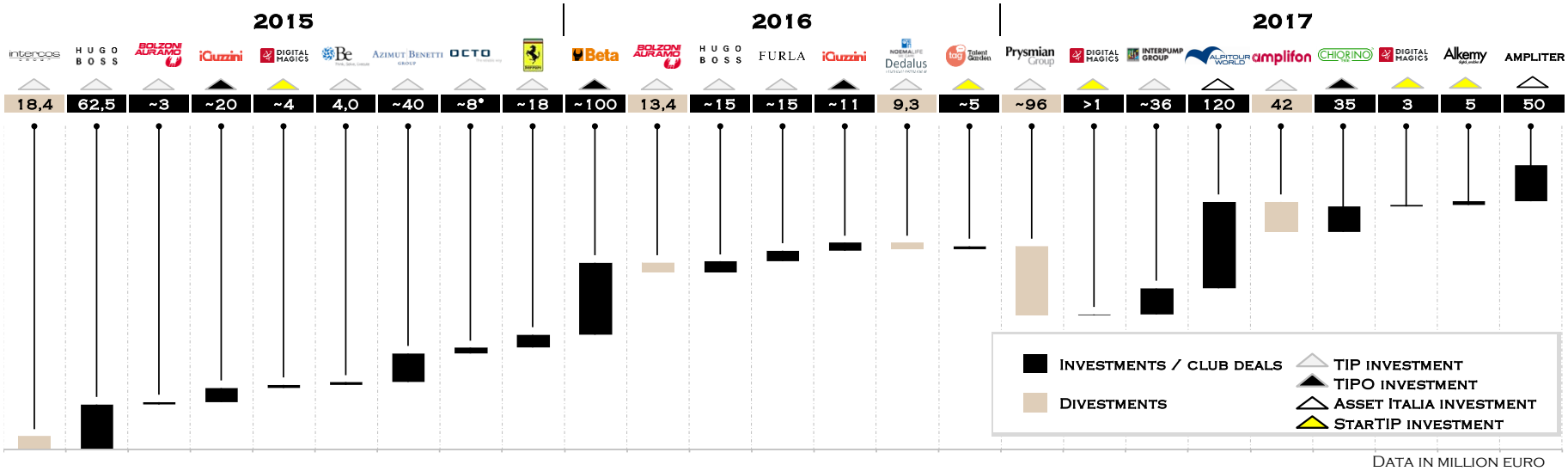
~65

MILLION EURO

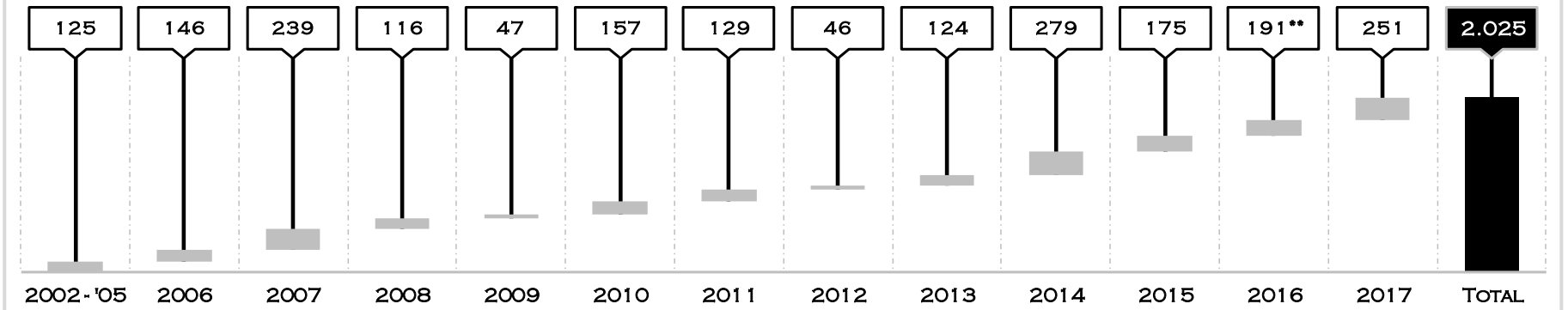
RESIDUAL DIRECT CAPITAL
TO BE INVESTED

380 MILLION EURO

PIPELINE OF ABOUT 10 INVESTMENTS OUT OF WHICH SOME UNDER INTENSE NEGOTIATION



AMOUNT (AT COST) OF INVESTMENTS FINALIZED, INCLUDING CLUB DEALS



* DEBT INSTRUMENT PROVIDED TO MANAGEMENT INVESTMENT VEHICLE
** EXCLUDING "COMMITTED" CAPITAL FOR ASSET ITALIA AND BETA FOR EQUITY COMPONENT ONLY

NOT ONLY A FINANCIAL INVESTOR. A REAL LONG TERM PARTNER

1 A UNIQUE NETWORK

DIRECT ACCESS TO A UNIQUE NETWORK OF ABOUT 150 ENTREPRENEURIAL FAMILIES ABLE TO PROVIDE UNCOMMON INDUSTRIAL KNOW HOW

2 TEAM

MORE THAN 40 YEARS OF PROFESSIONAL EXPERIENCE IN INVESTMENTS AND FINANCIAL ADVISORY. A TEAM OF ABOUT 15 PROFESSIONALS STRONGLY FOCUSED ON CONSTANTLY CREATING SHAREHOLDERS' VALUE

3 ADVISORY

LONG TIME M&A AND FINANCIAL ADVISORY EXPERIENCE AND CAPABILITY TO REALLY SUPPORT ENTREPRENEURS

4 GOVERNANCE

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

5 PERMANENT CAPITAL

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

6 LEAN/FAST PROCESSES

EXPERIENCE AND DIMENSION OF THE TEAM ALLOWS LEAN AND FAST INVESTMENT PROCESSES



**RELIABLE AND REAL
LONG TERM PARTNER**

UPDATE ON AMPLIFON, INTERPUMP AND PRYSMIAN MOST RECENT DEALS



SHAREHOLDERS SINCE 2010

- TIP HAS SOLD - THROUGH AN ABB - 3,5 MILLION SHARES OF AMPLIFON (~1/3 OF TIP STAKE) FOR A TOTAL CONSIDERATION OF 42,0 MILLION EURO. THE TRANSACTION TOOK PLACE WITHIN A WIDER MEDIUM-TERM PARTNERSHIP BETWEEN TIP AND AMPLITER, PARENT COMPANY OF AMPLIFON.
- ON DECEMBER 19, 2017 **ASSET ITALIA HAS FINALIZED THE 50 MILLION EURO INVESTMENT** IN AMPLITER S.R.L., HOLDING COMPANY OF AMPLIFON S.P.A.

TIP IN AMPLIFON

INVESTMENTS (SHARES PURCHASES SINCE 2010) 34,9 MILLION EURO

PROCEEDS (DIVIDENDS RECEIVED AND ABB) 44,3 MILLION EURO

NET CAPITAL INVESTED BY TIP -9,4 MILLION EURO

MARKET VALUE OF TIP REMAINING QUOTA 87,2 MILLION EURO

THEORETICAL MULTIPLE ON CAPITAL INVESTED 3,8 x

AS AT 26/01/2018



SHAREHOLDERS SINCE 2010

- CLUBTRE S.P.A. HAS SOLD 4 MLN SHARES OF PRYSMIAN (1.85% OF SHARE CAPITAL) FOR A TOTAL CONSIDERATION OF 97.6 MILLION EURO.
- THE TRANSACTION REPRESENTS A PARTIAL DIVESTITURE OF THE SIGNIFICANT INVESTMENT MADE IN 2010 BY TIP, WITHIN A CLUB DEAL, IN ANY CASE MAINTAINING THROUGH CLUBTRE A SIGNIFICANT SHAREHOLDING IN PRYSMIAN.
- THE TOTAL INVESTMENT OF TIP IN CLUBTRE HAS BEEN TOTALLY REIMBURSED AND THE REMAINING STAKE OF TIP AT MARKET PRICE IS ABOUT 76,8 MILLION EURO AS AT 26/01/2018.



INTERPUMP GROUP

SHAREHOLDERS SINCE 2003

- IPG HOLDING - INVESTMENT VEHICLE OF INTERPUMP ENTREPRENEUR FULVIO MONTIPÒ AND TIP - IS THE FIRST SHAREHOLDER OF INTERPUMP.
- ON MARCH 20, 2017 IPG HOLDING HAS ACQUIRED N. 2.000.000 SHARES OF INTERPUMP THROUGH A BLOCK TRADE. IPG HOLDING STAKE IN INTERPUMP IS NOW 23,82% (FULLY DILUTED).

TIP IN IPG HOLDING

INVESTMENTS (SHARES PURCHASES, CAPITAL INCREASES AND LOAN GRANTED) 56,1 MILLION EURO

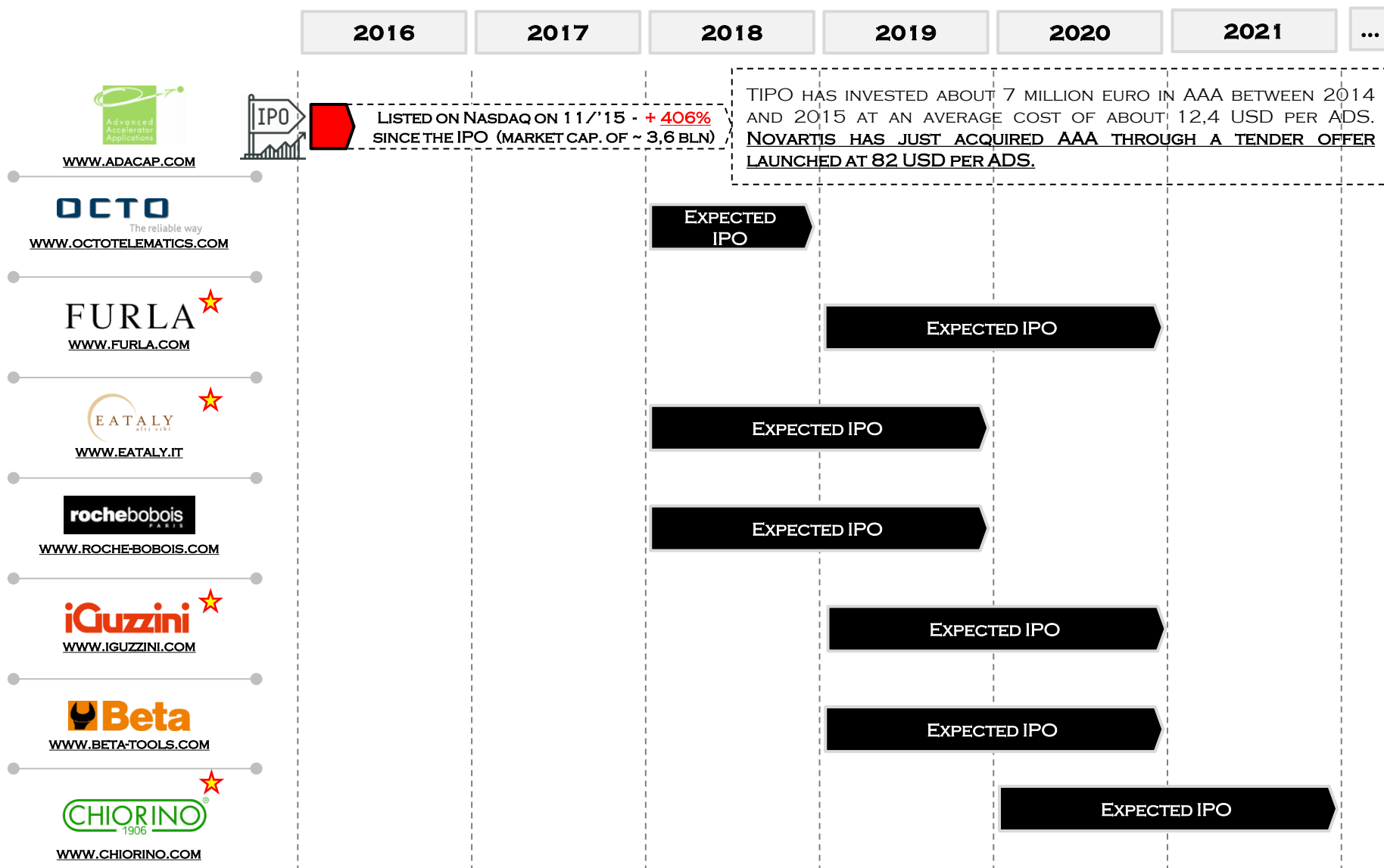
PROCEEDS (DISPOSAL OF SHARES, DIVIDENDS AND REFUNDS) 34,5 MILLION EURO

NET CAPITAL INVESTED BY TIP 21,7 MILLION EURO

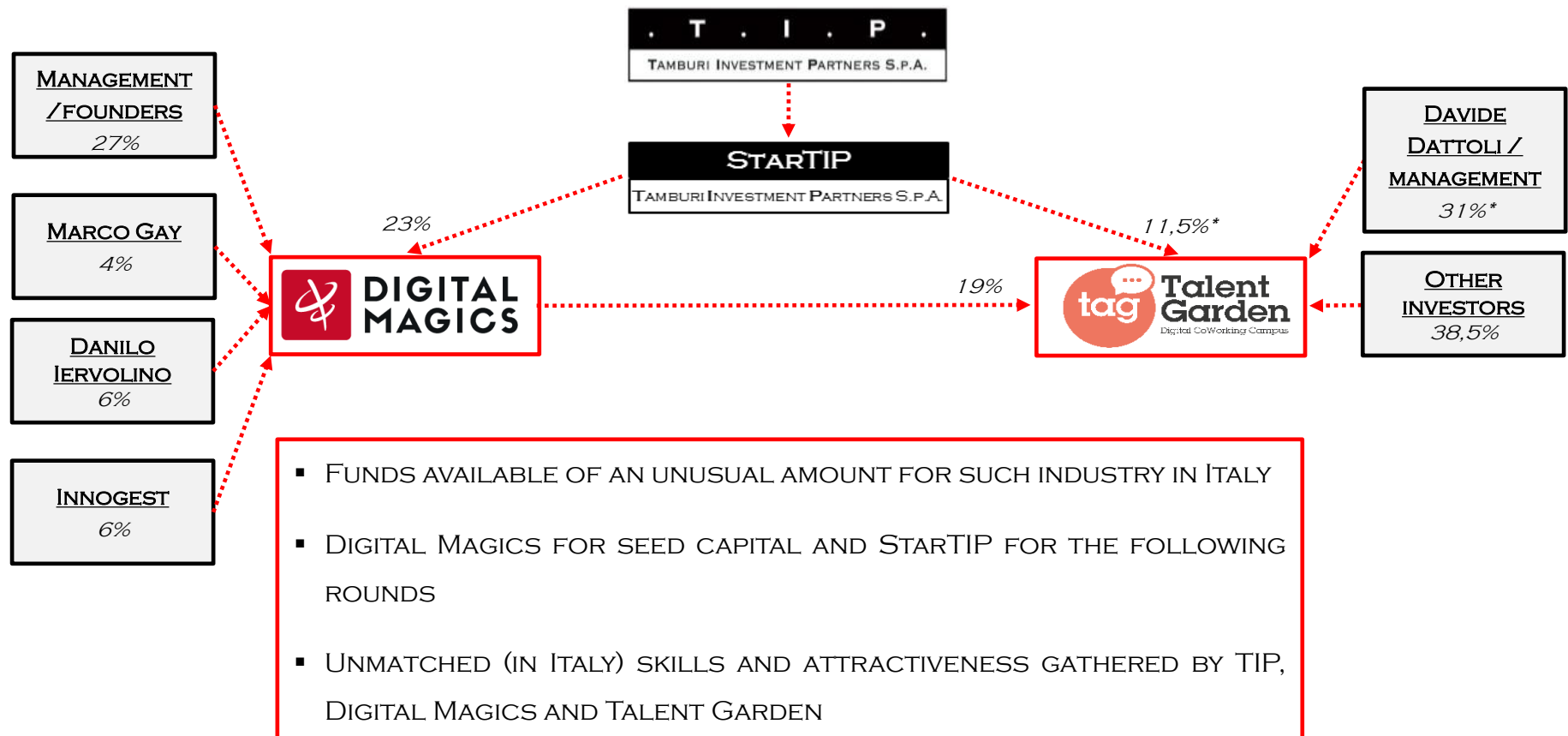
MARKET VALUE OF TIP QUOTA 226,1 MILLION EURO

THEORETICAL MULTIPLE ON CAPITAL INVESTED 10,4 x

AS AT 26/01/2018



A UNIQUE COMBINATION OF NETWORK, FINANCIAL RESOURCES AND SKILLS



- DIGITAL MAGICS IS THE **MAIN ITALIAN INCUBATOR AND ACCELERATOR**: OFFICES IN **6 LOCATIONS** THROUGH ITALY, **~1.400 PROJECTS** ANALYSED IN 2017, **50 MILLION** INVESTED DIRECTLY AND THROUGH CLUB DEALS SINCE 2011, **61 START-UPS** IN PORTFOLIO, MORE THAN **500 JOBS CREATED** AND **7 EXIT** REALIZED.

- TALENT GARDEN IS THE **LARGEST COWORKING** SPACE MANAGEMENT COMPANY IN EUROPE WITH **22 CAMPUS**, AROUND **2.000 TALENTS** AND MORE THAN **600 COMPANIES**.

* CONSIDERING BOTH DIRECT AND INDIRECT STAKES.

FURTHER 100 MILLION EURO AVAILABLE

BOOMING MARKET: DIGITAL AND INNOVATION IS NOW PERVASIVE IN EVERY SECTOR

INVESTMENT VEHICLE FOCUSED ON **DIGITAL AND INNOVATIVE COMPANIES**

TIP **SKILLS**, **NETWORK** AND **CAPITAL** WILL HELP START UPS AND COMPANIES WITH DEEP INNOVATION SKILLS AND TECHNOLOGIES TO FASTER SCALE THE MARKET

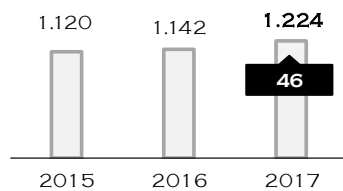
EARLY STAGE IS ONE OF THE MOST PROMISING SEGMENT IN THE VENTURE CAPITAL INDUSTRY BUT **STILL UNCOVERED IN ITALY BY VENTURE CAPITAL FIRM**

STARTIP THEREFORE CAN PROVIDE **FUNDS**, **NETWORK** AND **CROSS FERTILIZATION** THROUGH A CRUCIAL PHASE OF DEVELOPMENT

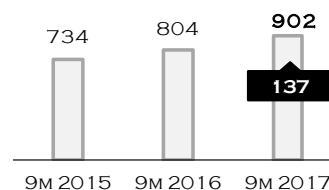
INVESTEE COMPANIES MAIN RESULTS



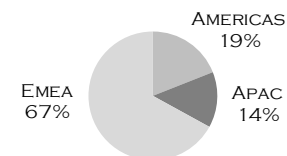
KEY FINANCIALS



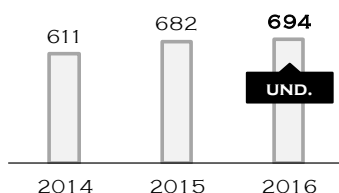
KEY FINANCIALS



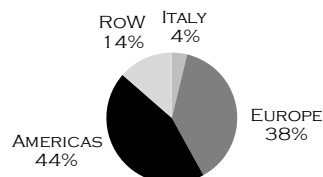
REVENUES BREAKDOWN (2016)



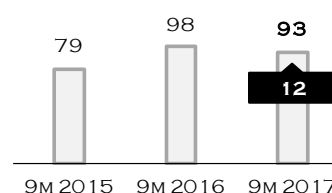
KEY FINANCIALS



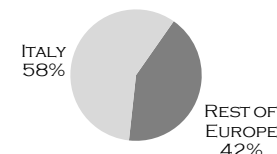
REVENUES BREAKDOWN (2016)



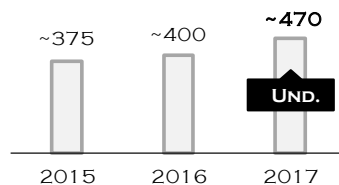
KEY FINANCIALS



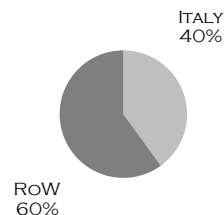
REVENUES BREAKDOWN (2016)



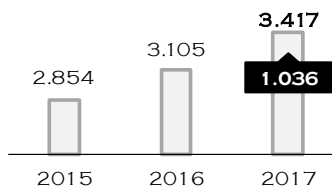
KEY FINANCIALS



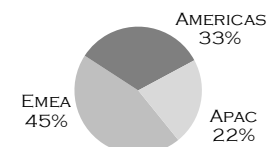
REVENUES BREAKDOWN (2017)



KEY FINANCIALS



REVENUES BREAKDOWN (2016)



SALES

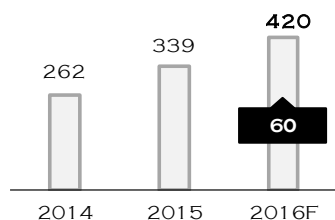


ADJ. EBITDA

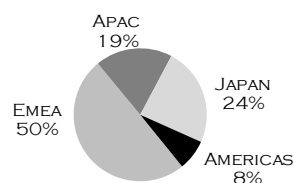
CONSOLIDATED DATA IN EURO MLN

FURLA

KEY FINANCIALS

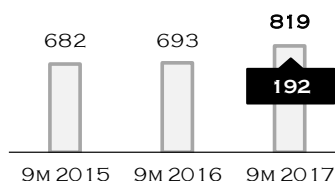


REVENUES BREAKDOWN (2016)

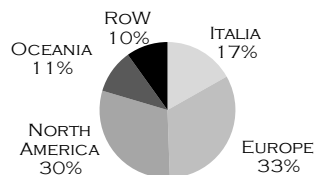


INTERPUMP GROUP

KEY FINANCIALS

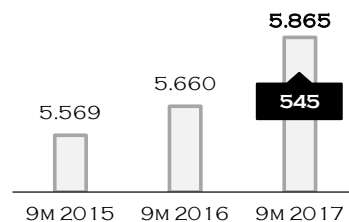


REVENUES BREAKDOWN (2016)

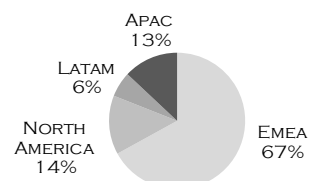


Prysmian Group

KEY FINANCIALS

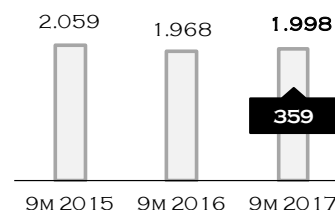


REVENUES BREAKDOWN (2016)

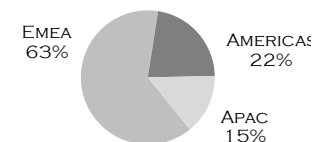


HUGO BOSS

KEY FINANCIALS

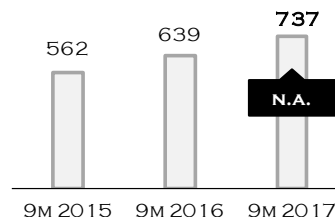


REVENUES BREAKDOWN (2016)

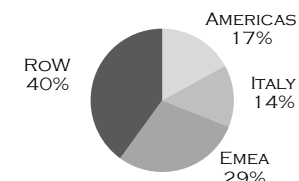


MONCLER

KEY FINANCIALS

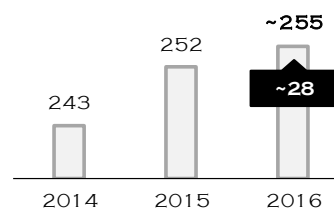


REVENUES BREAKDOWN (2016)

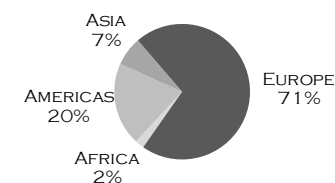


rochebobo
PARIS

KEY FINANCIALS



REVENUES BREAKDOWN (2016)



SALES



ADJ. EBITDA

CONSOLIDATED DATA IN EURO MLN

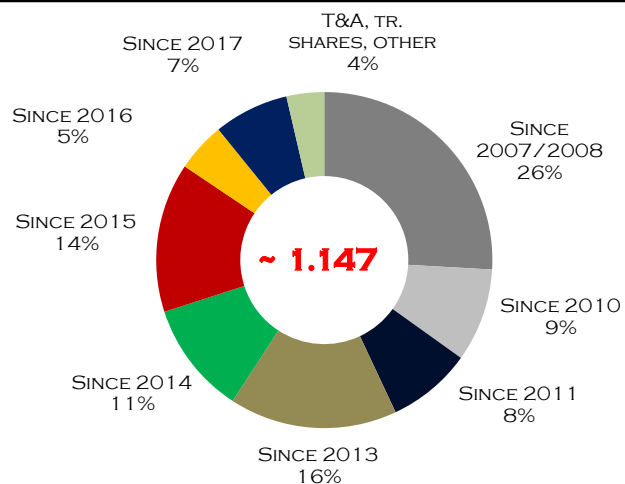
TIP GROUP MEDIUM TERM INTRINSIC VALUE

| INDUSTRY | BOOK VALUE | ANALYST CONSENSUS VALUE ⁽¹⁾ | MED TERM INTRINSIC VALUE ⁽²⁾ |
|-----------------------------------|------------|--|---|
| LUXURY, RETAIL AND DESIGN | 237 | 277 | ~349 |
| TECHNOLOGY | 60 | 298 | ~377 |
| HEALTH/SILVER AGE | 31 | 85 | ~102 |
| ASSET ITALIA, TIPO, OTHER INVEST. | 175 | 224 | ~278 |
| ADVISORY & TR. SHARES | 25 | 39 | ~39 |
| TOTAL INVESTMENTS | 528 | 923 | ~1.147 |

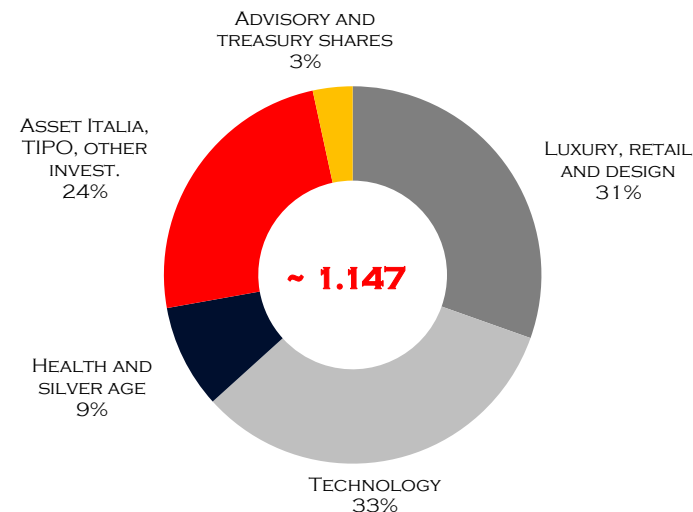
DATA IN MILLION EURO

1. CONSENSUS ESTIMATES: INCLUDES THE ANALYTICAL VALUATION OF EACH INVESTMENT BASED ON LAST AVAILABLE ANALYST ESTIMATES (BLOOMBERG)
2. INTRINSIC VALUE ESTIMATES: ANALYTICAL EVALUATION OF EACH INVESTMENT ELABORATED BY TIP CONSIDERING THE MEDIUM-TERM OUTLOOK OF THE COMPANIES

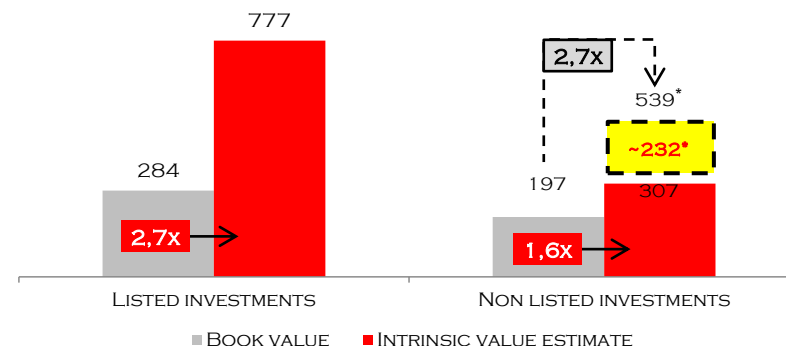
INTRINSIC VALUE ESTIMATE BY YEAR OF INVESTMENT



MEDIUM TERM INTRINSIC VALUE ESTIMATES ²



NON LISTED SHARES



*USING THE MULTIPLE IMPLIED IN THE LISTED INVESTMENTS VALUATION THE THEORETICAL MED TERM INTRINSIC HIDDEN VALUE OF NON LISTED INVESTMENTS MIGHT BE OF FURTHER ~ 232 MILLION EURO.

TIP GROUP INTRINSIC VALUE AND CONSENSUS

IN THE LAST 5 YEARS

TIP PRICE, TARGET PRICE AND INTRINSIC VALUE ESTIMATE EVOLUTION SINCE JANUARY 2011



A REALLY MARKET ORIENTED PUBLIC COMPANY

12

YEARS AS
PUBLIC
COMPANY

15

MILLION EURO

FREE DISTRIBUTION
OF TREASURY
SHARES

>20

MILLION EURO¹

FREE DISTRIBUTION
OF WARRANTS
2010 – 2015

~60

MILLION EURO²

FREE DISTRIBUTION
OF WARRANTS
2015 – 2020*

42

MILLION EURO

BUY BACK OF
TREASURY SHARES
SINCE THE IPO*

68

MILLION EURO

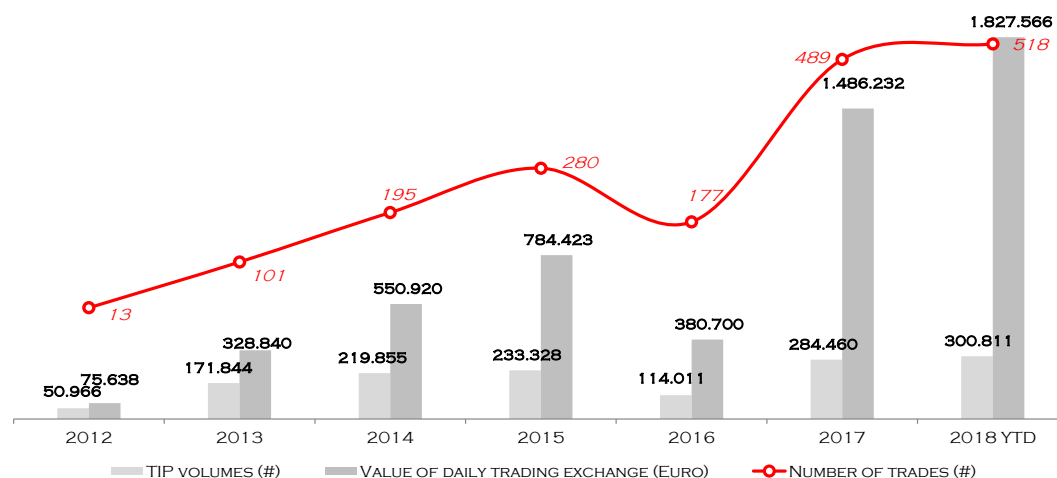
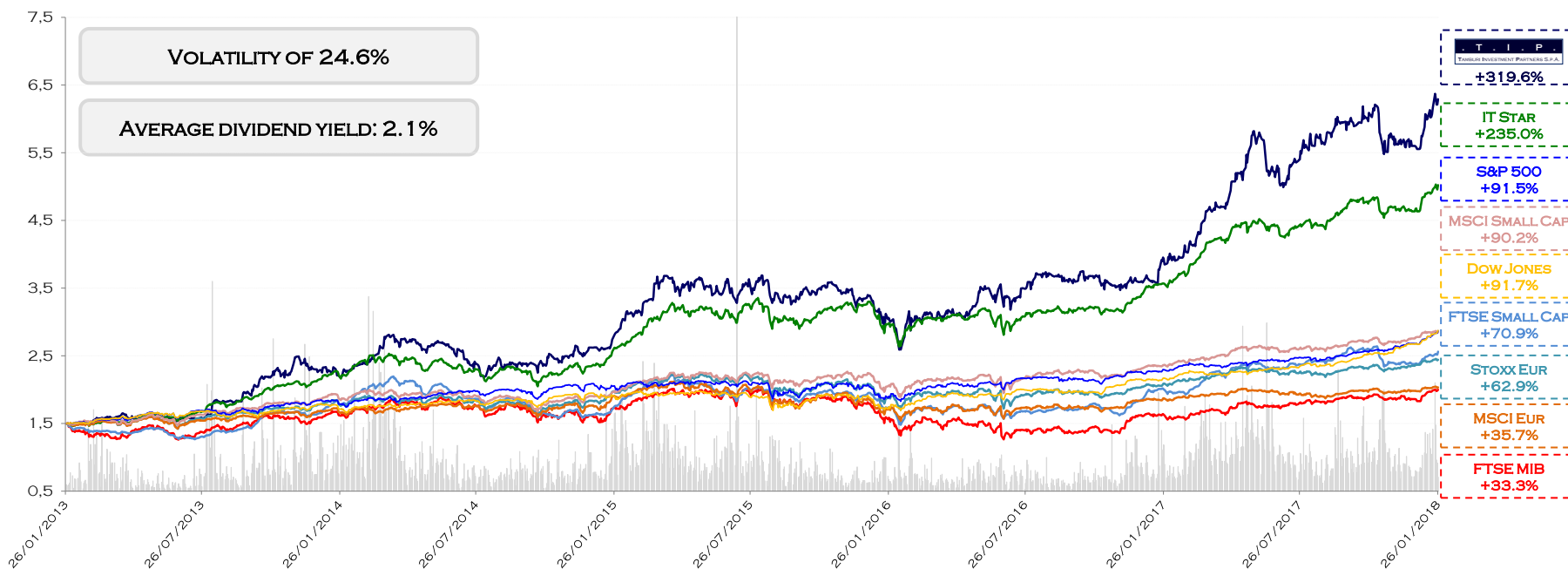
DIVIDEND
DISTRIBUTIONS
SINCE THE IPO

1. N. 13.3 MILLIONS OF WARRANTS **FREELY DISTRIBUTED IN 2010**; PERFORMANCE OF 3,369.6% SINCE THE DISTRIBUTION.

2. «VALUE» OF N. 36.9 MILLIONS OF WARRANTS **FREELY DISTRIBUTED IN JULY 2015** TO BE EXERCISED WITHIN **2020** FOR A MAXIMUM AMOUNT OF 200 MILLION EURO.

* AS AT 26/01/2018

TIP FIVE YEARS PERFORMANCE



WARRANT TIP 2015-2020

| EXERCISE WINDOW | STRIKE PRICE (CONVERSION RATIO 1:1) |
|------------------|--|
| 1 – 30 JUNE 2018 | 4,55 EURO PER SHARE |
| 1 – 30 JUNE 2019 | 5,00 EURO PER SHARE |
| 1 – 30 JUNE 2020 | 5,41 EURO PER SHARE |

AFTER THE EXERCISE OF N. 12.261.997 IN JUNE 2017, THE WARRANTS OUTSTANDING ARE 24.683.018.

AGGREGATE AMOUNTS OF THE MAIN INVESTEE COMPANIES SINCE FIRST INVESTMENT

ANNUAL REVENUES

FROM **12,3**
BILLION EURO

+44,9%

TO **17,9**
BILLION EURO

ANNUAL EBITDA

FROM **1,7**
BILLION EURO

+39,6%

TO **2,5**
BILLION EURO

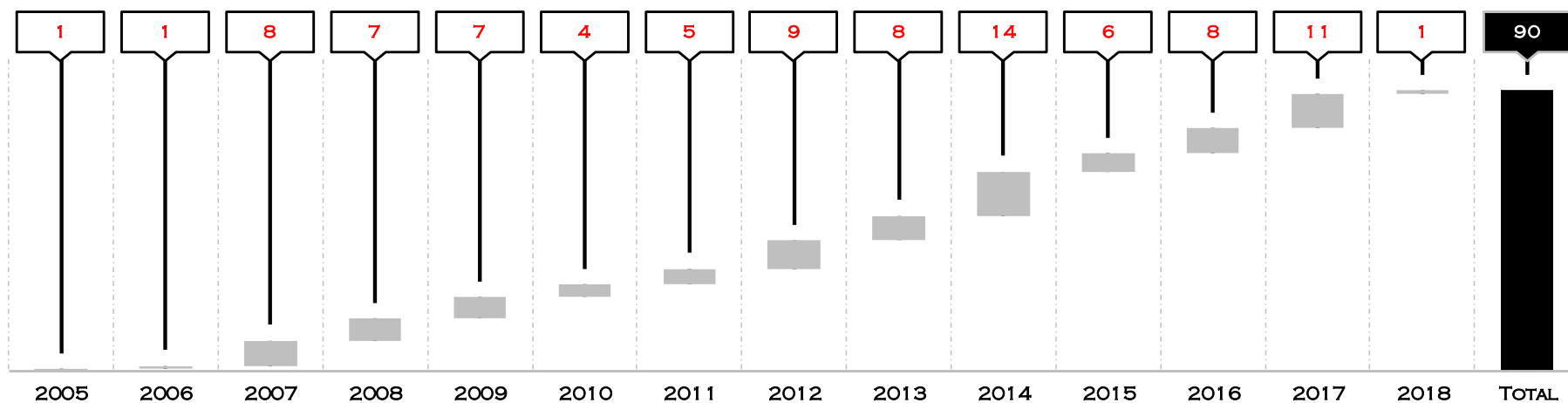
NUMBER OF EMPLOYEES

FROM
48.000

+26,9%

TO
62.000

M&A TRANSACTIONS COMPLETED SINCE TIP / TIPO / ASSET ITALIA FIRST INVESTMENT *



*WITHOUT CONSIDERING THE INVESTMENT IN FCA AND FERRARI

550 MILLION EURO TOTAL CAPITAL “COMMITMENT”

- 1 ON JULY 2016, WITH THE CONTRIBUTION OF ~ 30 FAMILY OFFICES ON TOP OF TIP (DIRECTLY OWNING A 20% STAKE AND BEING — BY FAR — THE SINGLE MOST RELEVANT SHAREHOLDER)
- 2 INVESTMENT HOLDING THAT WILL GIVE EACH SHAREHOLDER THE FACULTY TO CHOOSE — EVERY TIME THAT A PROPOSAL ARISES — EACH INDIVIDUAL INVESTMENTS AND TO RECEIVE THE SHARES OF THE SPECIFIC CLASS RELATED TO THE INVESTMENT SUBSCRIBED
- 3 IN ORDER TO MAXIMIZE LIQUIDITY WITHIN FIVE YEARS A BUSINESS COMBINATION BETWEEN ASSET ITALIA AND TIP SHALL TAKE PLACE AND ASSET ITALIA SHARES WILL BE SWAPPED WITH PUBLICLY TRADED TIP SHARES BASED ON INDEPENDENT AND COHERENT VALUATIONS



**CAPITAL INCREASE OF ~ 120
MLN EURO FOR A STAKE OF
32,67%**

- 1,2 BLN REVENUES
- 45 MLN EURO OF EBITDA 2017E
- 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) IN ITALIAN TOUR OPERATING MARKET
- LEADING TOUR OPERATOR ONLINE
- LEADER IN CHARTER FLIGHTS TO TOURIST DESTINATIONS WITH A FLEET OF 9 AIRCRAFT BOEING 737 AND 767
- MANAGEMENT OF 11 HOTELS & RESORTS MAINLY LOCATED IN SEASIDE DESTINATIONS



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



**5 MILLION INVESTED IN IPO FOR
A STAKE OF ABOUT 8%**

ITALIAN DIGITAL TRANSFORMATION COMPANY

- SUPPORT MID-SIZED TO LARGE ITALIAN AND INTERNATIONAL ORGANIZATIONS IN THEIR PROCESSES OF DIGITAL TRANSFORMATION OF THE COMPANY, OF THEIR BUSINESS MODELS AND THEIR INTERACTION WITH CONSUMERS THROUGH THE DESIGN, PLANNING AND IMPLEMENTATION OF INNOVATIVE SOLUTIONS AND PROJECTS AIMED AT DEVELOPING AND RENEWING THEIR BUSINESSES.
- PORTFOLIO BOASTS OVER 128 CLIENTS IN A RANGE OF INDUSTRIES, INCLUDING MAJOR PLAYERS IN THEIR RESPECTIVE INDUSTRY SEGMENTS.
- 2016 CONSOLIDATED REVENUES OF 35 MILLION WITH AN EBITDA OF 4 MILLION.

FURLA

**CONVERTIBLE BOND OF 15
MILLION EURO TO BE
AUTOMATICALLY SWAPPED INTO
FURLA SHARES AT IPO**

LEADER IN HIGH QUALITY LEATHER BAGS AND ACCESSORIES

- 2016 CONSOLIDATED REVENUES >420 MLN EURO (80% ABROAD) WITH AN YOY INCREASE OF >+24% (ACTUAL EXCH. RATE) AND EBITDA OF ABOUT 60 MLN EURO.
- 444 STORES IN THE WORLD (50% DOS), THE PRODUCTS ARE AVAILABLE IN MORE THAN 1.200 MULTIBRAND AND DEPARTMENT STORES.
- DURING 2016 THE GROUP HAS OPENED AN IMPORTANT STORE IN BROMPTON (LONDON), ACQUIRED MINORITY STAKES OF FURLA BUSINESS IN AUSTRALIA AND SUBSCRIBED A JOINT VENTURE AGREEMENT FOR THE SHOPS IN PORTUGAL.
- ON JANUARY 2018 FURLA HAS ANNOUNCED THE ACQUISITION OF EFFEUNO, A STRATEGICAL PRODUCTION AND SUPPLY CHAIN PARTNER.



**INVESTMENT OF ~ 40 MILLION
EURO (75% VIA CAPITAL
INCREASE) FOR A STAKE OF
ABOUT 12%**

WORLD LEADING MANUFACTURER OF MEGA - YACHTS

- 16 TIMES OVER 18 YEARS FIRST IN THE GLOBAL ORDER BOOK
- 11 SHIPYARDS, A SALES NETWORK OF 138 DEALERS IN OVER 70 COUNTRIES, MORE THAN 2.100 EMPLOYEES.
- 2017 EXPECTED CONSOLIDATED REVENUES AROUND 700 MILLION EURO.



TIPO MOST RECENT INVESTMENTS



ACQUISITION OF 20% OF THE
GROUP CONTROLLED BY
CHIORINO S.P.A.

LEADING WORLDWIDE MANUFACTURERS OF LIGHT-WEIGHT PROCESS AND CONVEYOR BELTS

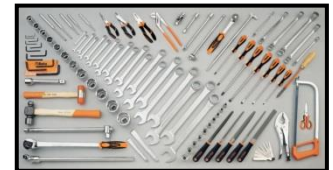
- CHIORINO, WITH 2017 EXPECTED CONSOLIDATED REVENUES OF MORE THAN 110 MILLION EURO (GROWTH OF ABOUT 8.5%) AND EBITDA MARGIN STEADILY OVER 20% IN THE LAST YEARS, IS PRESENT IN ABOUT 100 COUNTRIES, GENERATING MORE THAN 75% OF REVENUES ABROAD.



ACQUISITION OF 100% OF THE
GROUP FOR ~200 MILLION
EURO

ITALIAN MARKET LEADER IN HIGH-QUALITY PROFESSIONAL HAND TOOLS

- DURING 2016 TIPO AND TIP HAVE STRUCTURED A CLUB DEAL IN ORDER TO FUND THE TOTAL TRANSACTION.
- 11.000 REFERENCES, 100 DISTRIBUTORS, DIRECT PRESENCE ABROAD WITH 7 SUBSIDIARIES, AROUND 530 EMPLOYEES AND 3 PRODUCTION PLANTS.
- 2016 CONSOLIDATED REVENUES AROUND 130 MILLION EURO AND EBITDA OF AROUND 25 MILLION EURO.



DIRECT AND INDIRECT INTEREST
IN IGUZZINI

ONE OF THE WORLDWIDE LEADERS IN ARCHITECTURAL LIGHTING

- TIPO BOUGHT A 14.3% OF THE GROUP IN 2015.
- IN JULY 2016 TIPO AND SOME MEMBERS OF THE GUZZINI FAMILY HAVE SET UP GH S.R.L. TO ACQUIRE 17.32% OF FIMAG S.P.A., THAT CONTROLS IGUZZINI ILLUMINAZIONE S.P.A. (THE MAIN ASSET) AND SOME OTHER ASSETS. THE IMPLICIT TOTAL STAKE OF TIPO IN IGUZZINI IS NOW AROUND 24%.
- 2016 CONSOLIDATED REVENUES OF AROUND 232 MILLION EURO AND EBITDA OF AROUND 29 MILLION EURO.
- ON JANUARY 31ST 2018 IGUZZINI HAS ANNOUNCED THE ACQUISITION OF SISTEMALUX (CANADA) STRENGTHENING ITS PRESENCE IN NORTH AMERICA.

