



ITALIAN INVESTMENT CONFERENCE

MILAN
MAY 17, 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 .

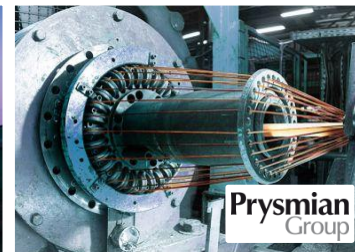
TAMBURI INVESTMENT PARTNERS S.P.A.



@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

~ 19 BILLION EURO

AGGREGATE ANNUAL REVENUES OF
THE MAIN INVESTEE COMPANIES

+322,1 %*

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

PORTFOLIO BY INDUSTRY:

34%

RETAIL, LUXURY AND DESIGN

39%

TECHNOLOGY AND INNOVATION

14%

HEALTH,
TOURISM AND
SILVER AGE

13%

OTHER
INVESTMENTS



LISTED COMPANIES

| | | | | | | | |
|----------------------|----------------------------------|--|----------------------|----------------------|-----------------------------------|-----------------------|-----------------------------------|
| ~85 MILLION EURO | ~60 MILLION EURO (CLUB DEAL) | ~100 MILLION EURO (INITIAL INVESTMENT) | ~30 MILLION EURO | ~75 MILLION EURO | ~830 MILLION EURO (CLUB DEAL) | ~170 MILLION EURO | ~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) | ~300 MILLION EURO | 50 MILLION EURO |
|----------------------|--|-----------------------------------|----------------------------------|---------------------------------------|-----------------------------------|-----------------------|---------------------|

. T . I . P . O .

TIP - PRE IPO S.P.A.

STARTIP

TAMBURI INVESTMENT PARTNERS S.P.A.

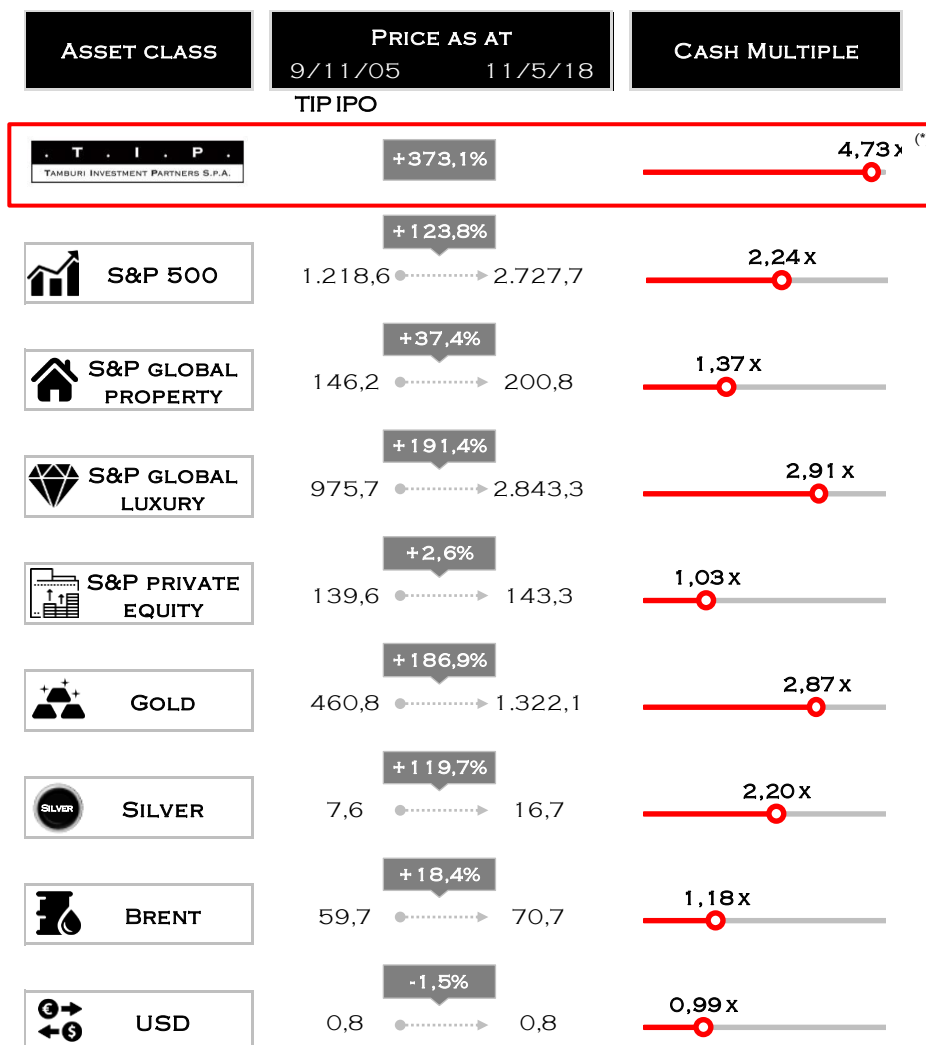
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|---|-----------------------------------|----------------------|--|---------------------|----------------------|---------------------------------|-----------------------|
| ~25 MILLION EURO (INITIAL INVESTMENT) | ~200 MILLION EURO (CLUB DEAL) | ~35 MILLION EURO | ~75 MILLION EURO (INITIAL INV. + GH) | ~5 MILLION EURO | ~15 MILLION EURO | ~8 MILLION EURO (CLUB DEAL) | ~1,8 MILLION EURO |
|---|-----------------------------------|----------------------|--|---------------------|----------------------|---------------------------------|-----------------------|

AAA HAS JUST BEEN ACQUIRED BY NOVARTIS THROUGH A TENDER OFFER

NOTE: LISTED COMPANIES ARE VALUED AT CONSENSUS AS AT 11/05/2018 (AMPLITER AT BOOK VALUE)

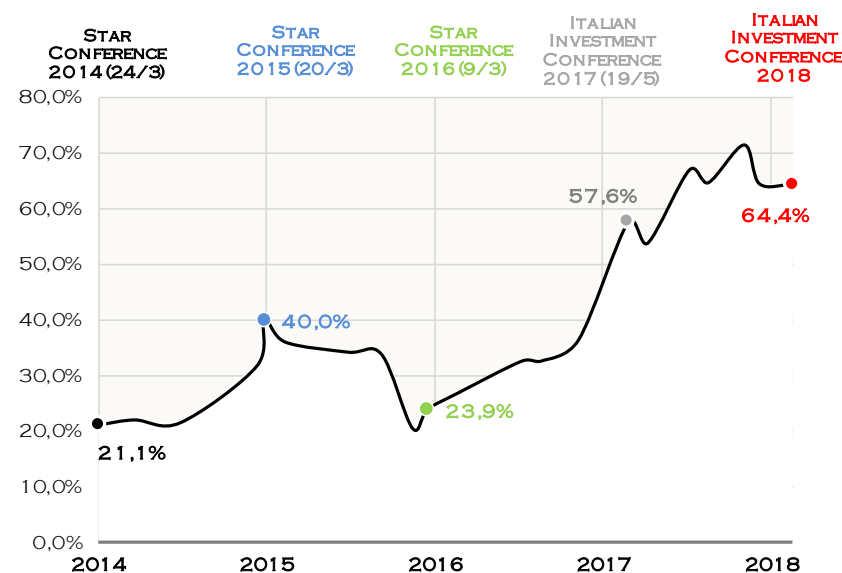
*PROVIDED TO MANAGEMENT INVESTMENT VEHICLE

TIP STOCK PERFORMANCE

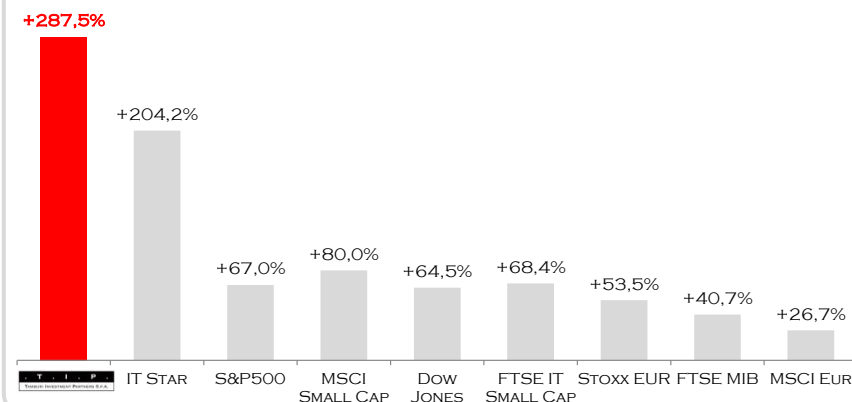


* TIP VALUE IS CALCULATED CONSIDERING THE PRICE AS AT 11/05/2018 PLUS THE DIVIDENDS DISTRIBUTED (IN CASE OF RE-INVESTMENT OF PROCEEDS IN TIP SHARES ON THE EX-DATE) PLUS THE VALUE AS AT 11/05/2018 OF TREASURY SHARES FREELY DISTRIBUTED TO THE SHAREHOLDERS AND OF WARRANTS 2010/15 ON THE LAST TRADING DAY PLUS THE PRICE AS AT 11/05/2018 OF WARRANTS 2015/20.

YEARLY AVERAGE TOTAL RETURN (LAST 5 Y)



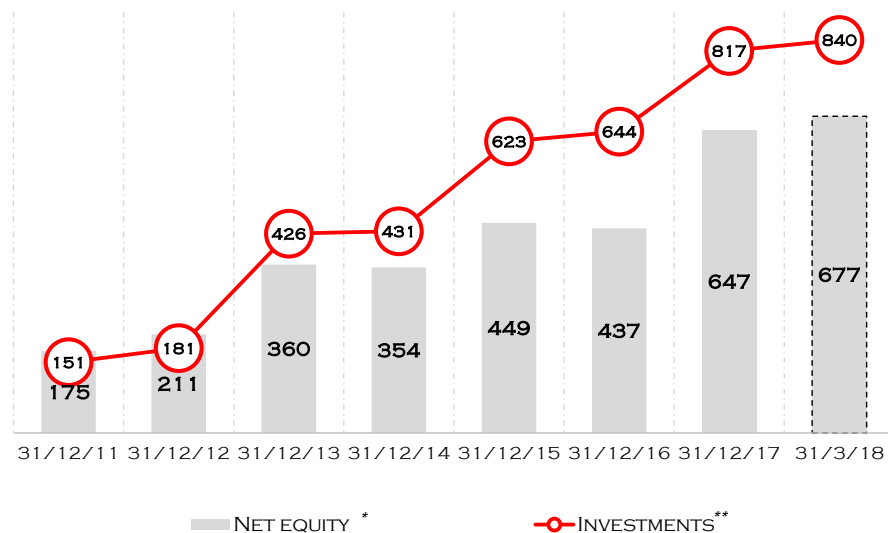
5 YEARS PERFORMANCE VS MAIN INDEXES



AS AT 11/05/2018

TIP – 7 YEARS OF RESULTS

NET EQUITY AND INVESTMENTS

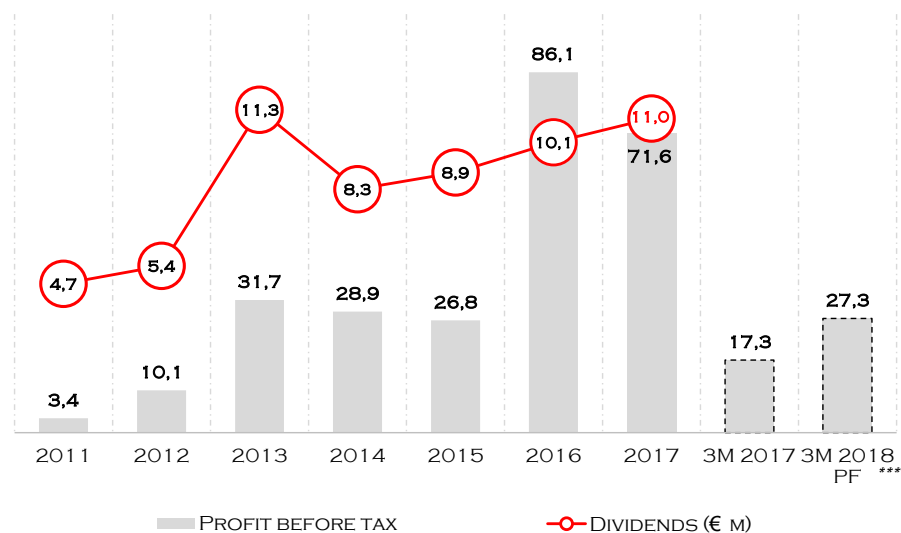


*CONSOLIDATED GROUP EQUITY (INCLUDING MINORITIES)

**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

PROFIT BEFORE TAXES



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

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

TIP GROUP INVESTMENTS AND POTENTIAL

. T . I . P .

TAMBURI INVESTMENT PARTNERS S.P.A.

>3,0

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

> 250 MILLION EURO**

AVAILABLE CAPITAL TO
BE INVESTED

100 MILLION EURO

RESIDUAL DIRECT CAPITAL TO
BE INVESTED

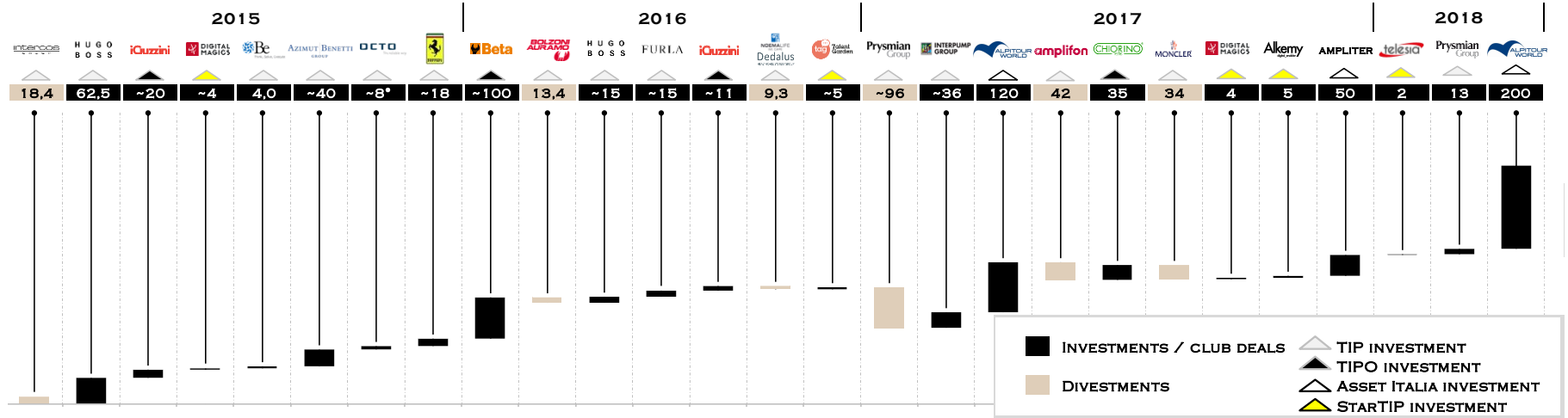
~65

MILLION EURO

RESIDUAL DIRECT CAPITAL
TO BE INVESTED

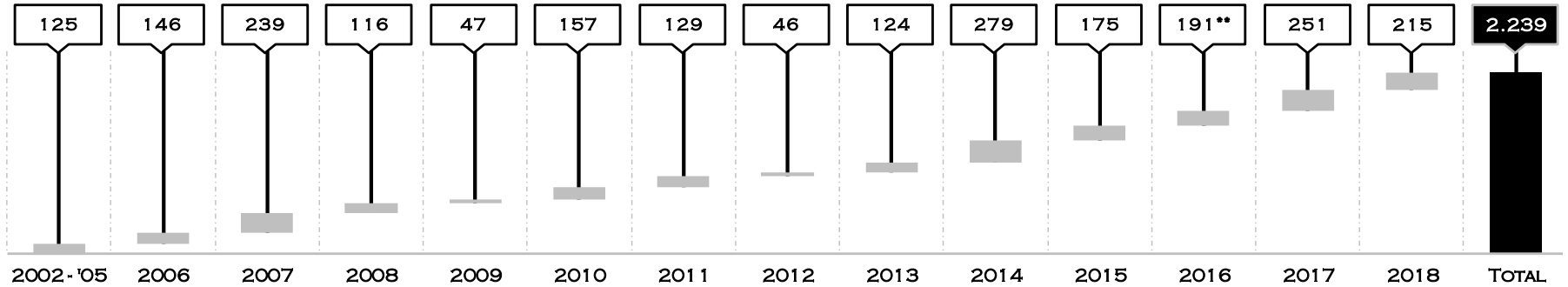
380 MILLION EURO

PIPELINE OF ABOUT 7 INVESTMENTS OUT OF WHICH SOME UNDER FINAL NEGOTIATION



DATA IN MILLION EURO

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

DATA IN MILLION EURO

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 WITH 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 OF AMPLIFON.
- ON DECEMBER 19, 2017 **ASSET ITALIA HAS FINALIZED THE 50 MILLION EURO INVESTMENT** IN AMPLITER S.R.L..

TIP IN AMPLIFON

INVESTMENTS (PURCHASES SINCE 2010) 34,9 MILLION EURO

PROCEEDS (DIVIDENDS AND ABB) 44,3 MILLION EURO

NET CAPITAL INVESTED BY TIP -9,4 MILLION EURO

MARKET VALUE OF TIP STAKE 99,7 MILLION EURO

THEORETICAL MULTIPLE ON CAPITAL INVESTED 4,1 x

AS AT 11/05/2018



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 STAKE 217,6 MILLION EURO

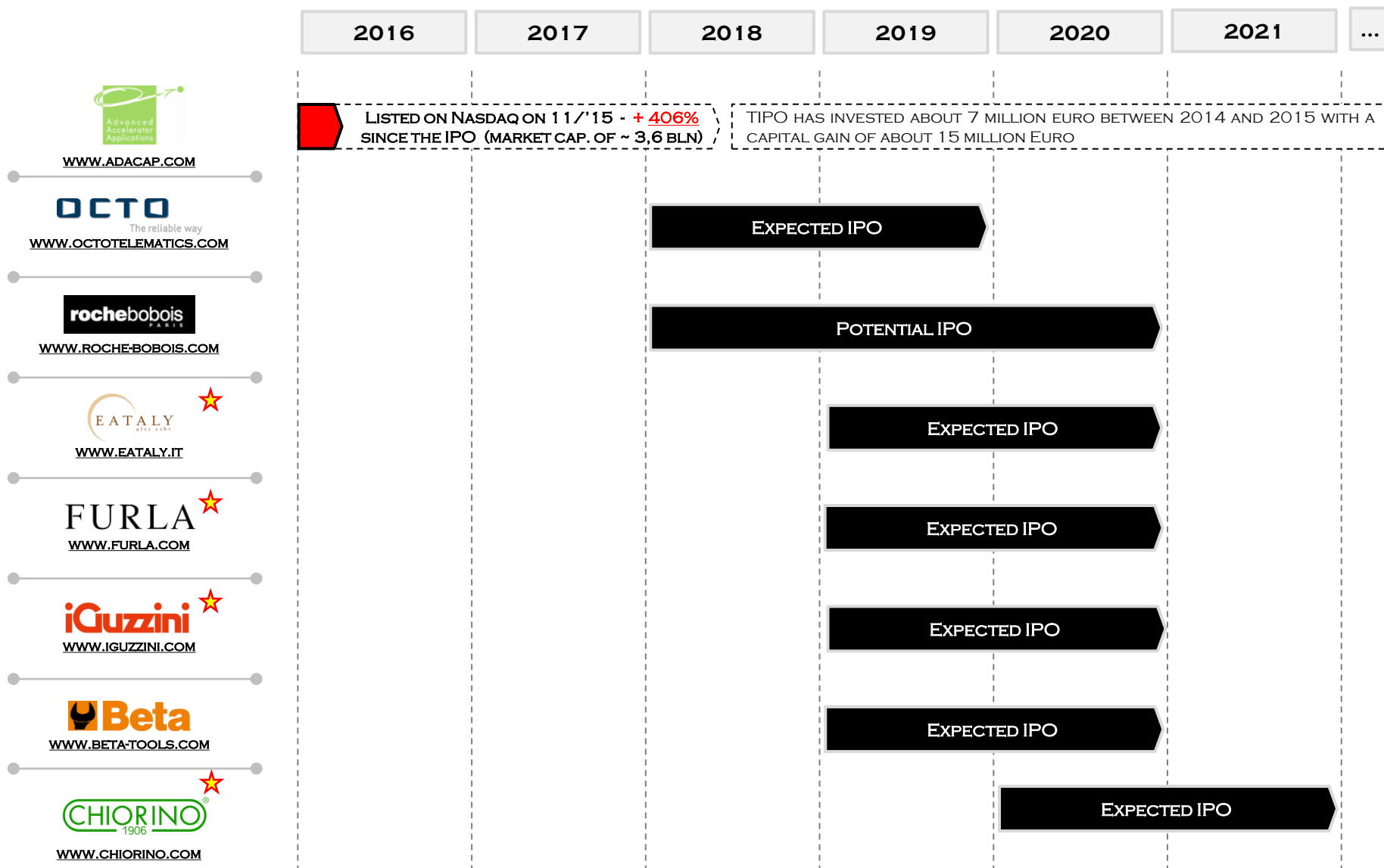
THEORETICAL MULTIPLE ON CAPITAL INVESTED 10,0 x

AS AT 11/05/2018

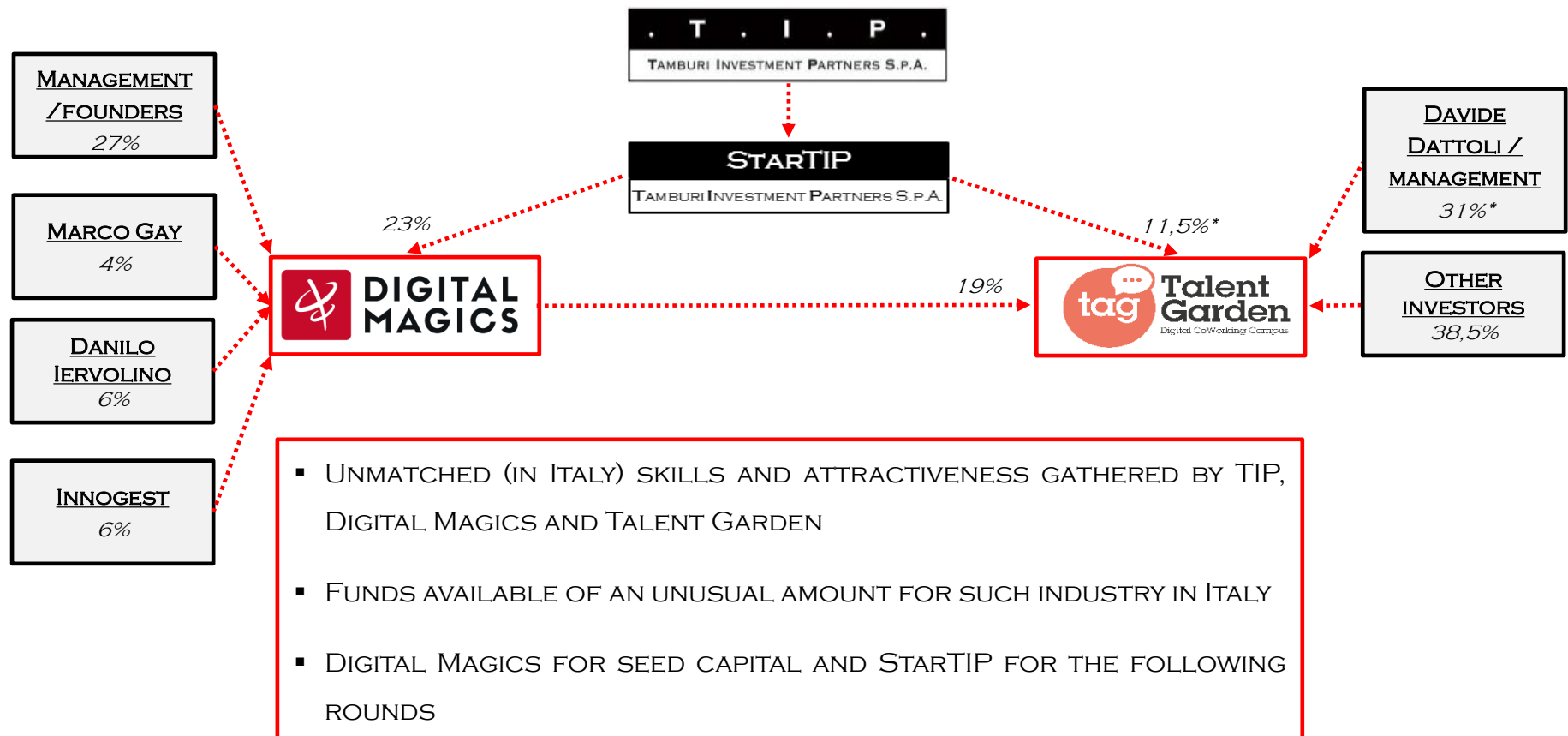


SHAREHOLDERS SINCE 2010

- CLUBTRE S.P.A. HAS SOLD 4 MLN SHARES OF PRYSMIAN (1.85% OF CAPITAL) FOR A TOTAL CONSIDERATION OF 97.6 MILLION EURO.
- THE TRANSACTION REPRESENTED A PARTIAL DIVESTITURE OF THE INVESTMENT MADE IN 2010, WITHIN A CLUB DEAL, IN ANY CASE MAINTAINING THROUGH CLUBTRE A SIGNIFICANT SHAREHOLDING.
- THE TOTAL INVESTMENT OF TIP IN CLUBTRE HAS BEEN FULLY REIMBURSED AND THE REMAINING STAKE OF TIP, AT MARKET PRICE, IS ABOUT 70,1 MILLION EURO AS AT 11/05/2018.



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 **23 CAMPUS**, AROUND **2.000 TALENTS** AND MORE THAN **600 COMPANIES HOSTED**.

* CONSIDERING BOTH DIRECT AND INDIRECT STAKES AND NOT CONSIDERING THE DILUTION FROM MANAGEMENT STOCK OPTIONS / WARRANTS.

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

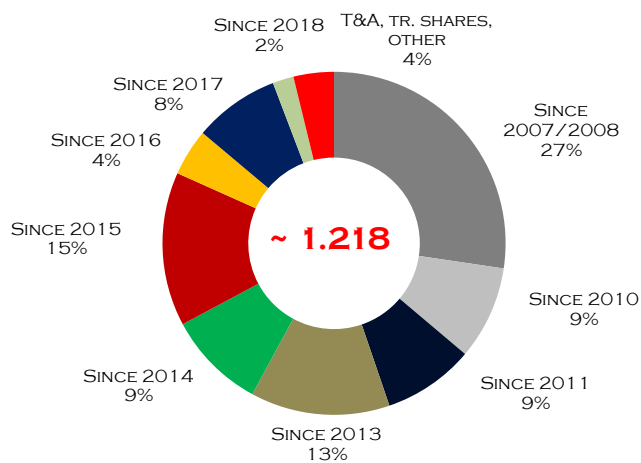
TIP GROUP MEDIUM TERM INTRINSIC VALUE

| INDUSTRY | BOOK VALUE | ANALYST CONSENSUS VALUE ⁽¹⁾ | MED TERM INTRINSIC VALUE ⁽²⁾ |
|--------------------------------|------------|--|---|
| LUXURY, RETAIL AND DESIGN | 252 | 302 | ~409 |
| TECHNOLOGY AND INNOVATION | 101 | 421 | ~474 |
| HEALTH, TOURISM AND SILVER AGE | 81 | 146 | ~175 |
| OTHER INVEST. | 92 | 111 | ~118 |
| ADVISORY & TR. SHARES | 27 | 42 | ~42 |
| TOTAL INVESTMENTS | 553 | 1.023 | ~1.218 |

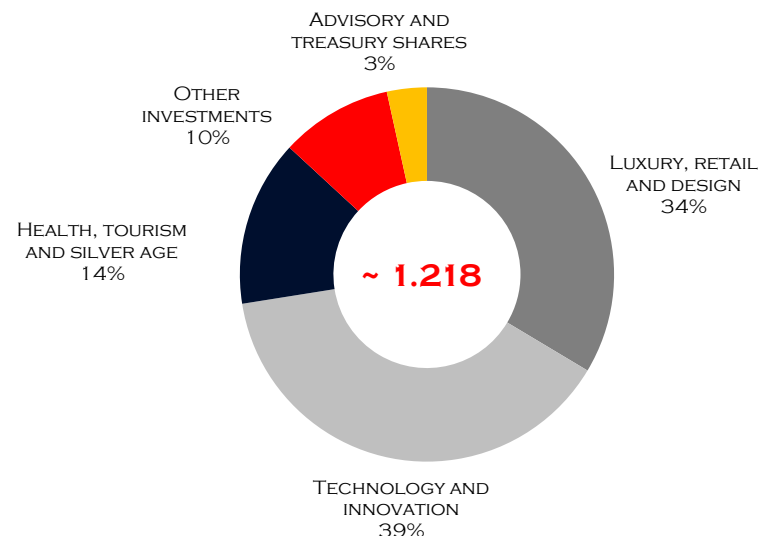
1. CONSENSUS ESTIMATES: INCLUDES THE ANALYTICAL VALUATION OF EACH INVESTMENT BASED ON LAST AVAILABLE ANALYST ESTIMATES (BLOOMBERG)

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

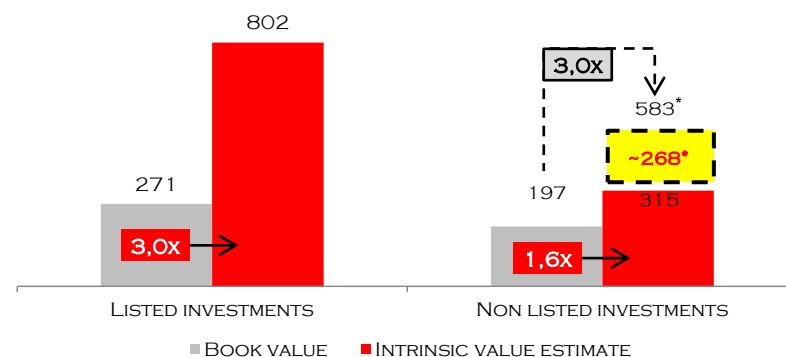
INTRINSIC VALUE ESTIMATE BY YEAR OF INVESTMENT



MEDIUM TERM INTRINSIC VALUE ESTIMATES ²



NON LISTED SHARES

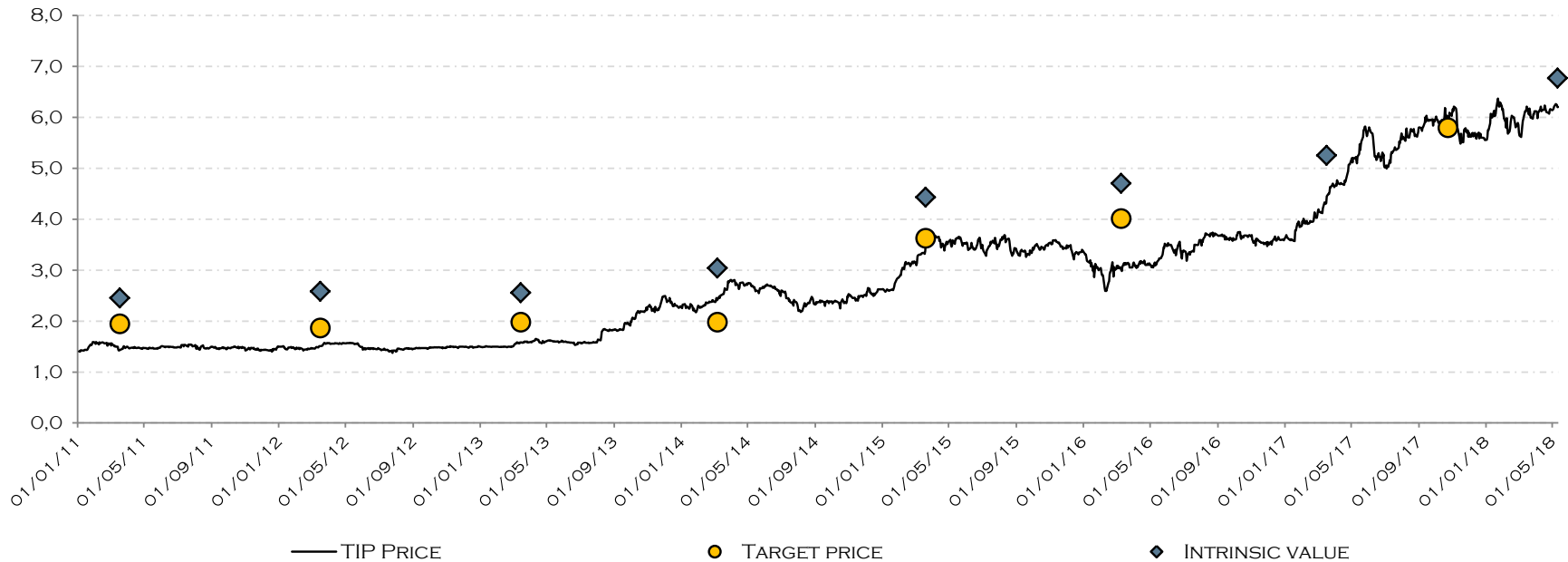


*USING THE MULTIPLE IMPLIED IN THE LISTED INVESTMENTS VALUATION THE THEORETICAL MED TERM INTRINSIC HIDDEN VALUE OF NON LISTED INVESTMENTS MIGHT BE OF FURTHER ~ 269 MILLION EURO.

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*

45
MILLION EURO

BUY BACK OF
TREASURY SHARES
SINCE THE IPO*

79
MILLION EURO**

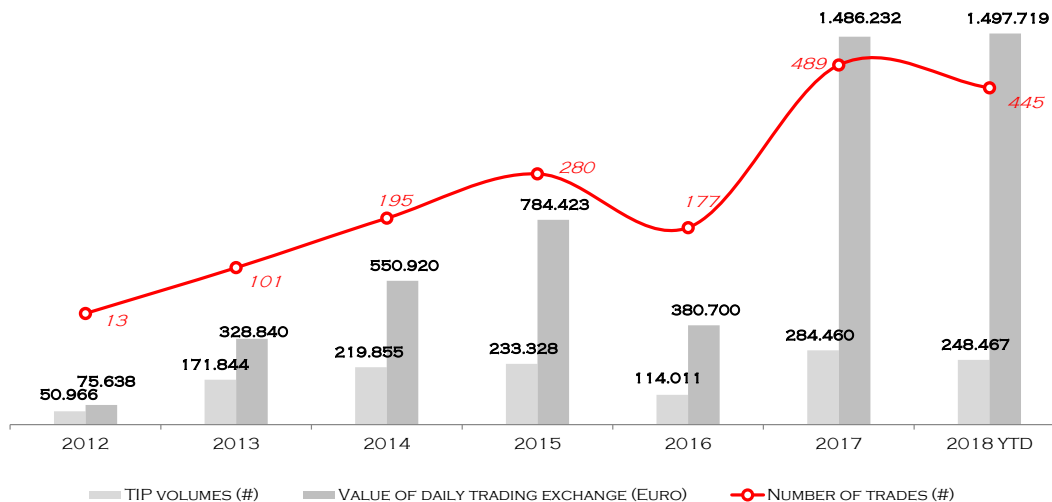
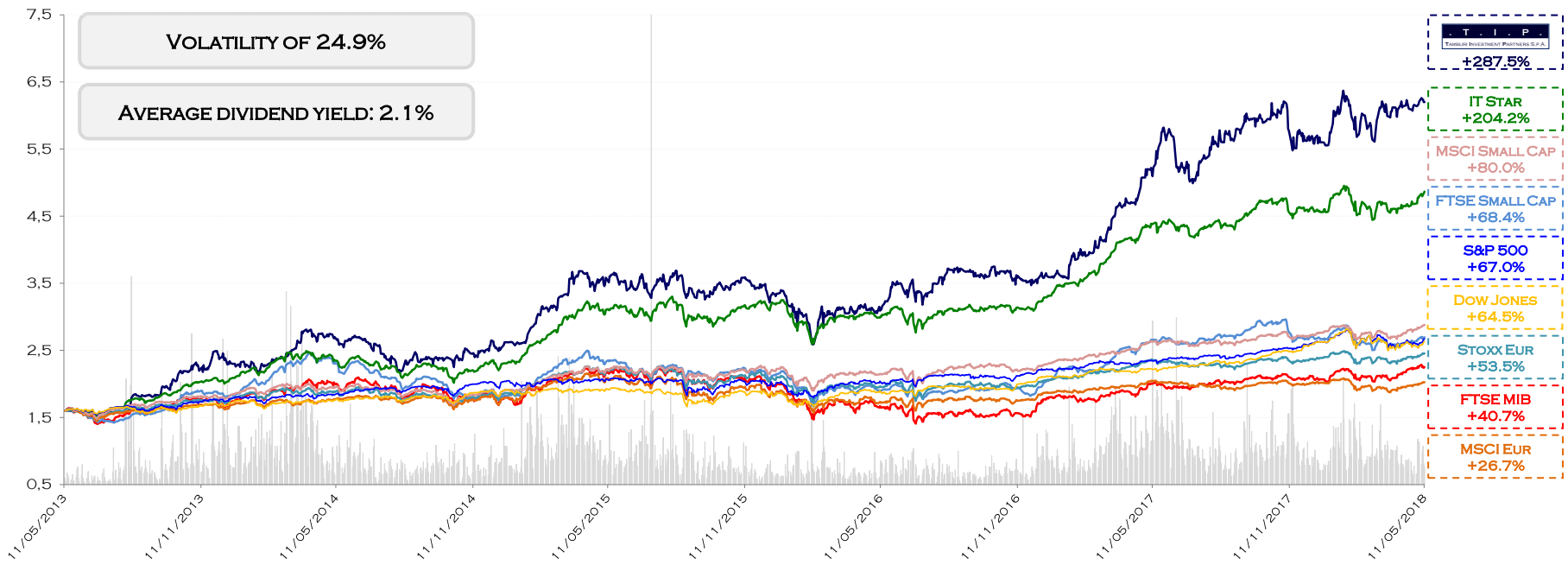
DIVIDEND
DISTRIBUTIONS
SINCE THE IPO

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 11/05/2018; ** INCLUDING THE DIVIDENDS THAT WILL BE DISTRIBUTED IN MAY 2018

TIP SHARES – FIVE YEARS PERFORMANCE



| TIP WARRANT 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 TIP FIRST INVESTMENT

ANNUAL REVENUES

FROM **12,3**
BILLION EURO

+53,3%

TO **18,9**
BILLION EURO

ANNUAL EBITDA

FROM **1,7**
BILLION EURO

+55,6%

TO **2,6**
BILLION EURO

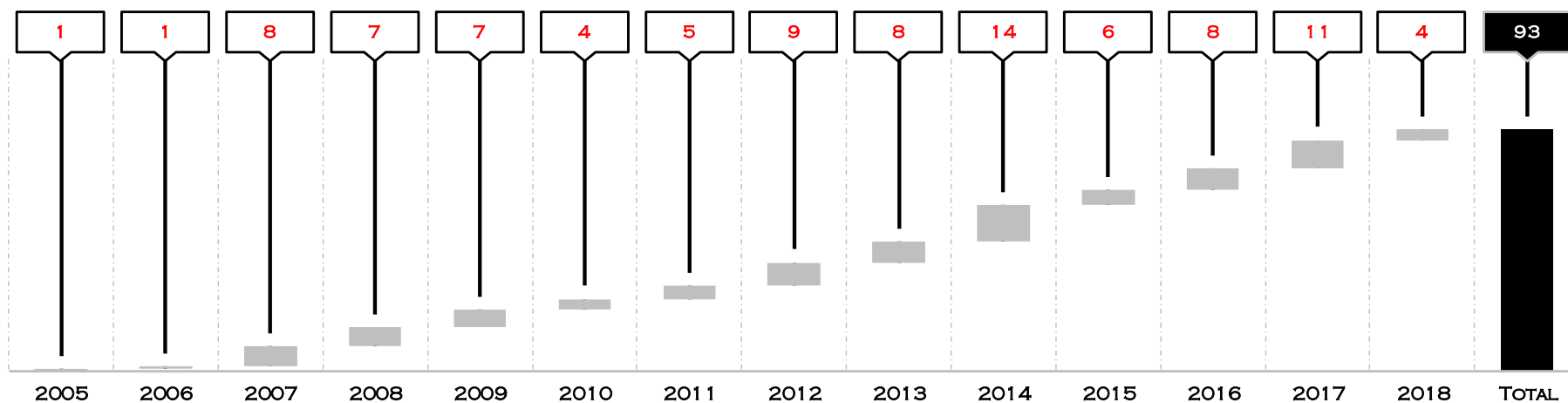
NUMBER OF EMPLOYEES

FROM
48.000

+26,9%

TO
62.000

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

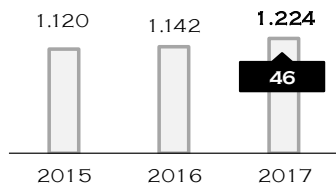


*WITHOUT CONSIDERING THE INVESTMENT IN FCA AND FERRARI

INVESTEE COMPANIES MAIN RESULTS

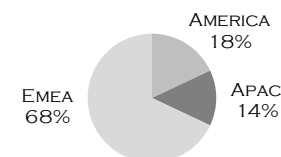
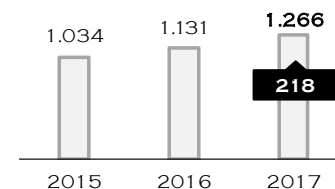


CAGR EBITDA 2015-2017: +12.0%



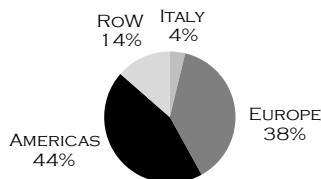
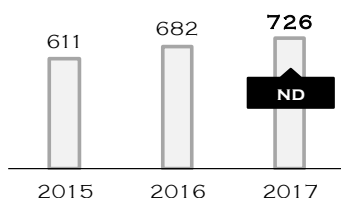
CAGR EBITDA '15-'17: +9.4%

REVENUE BREAKDOWN (2017)



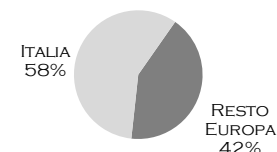
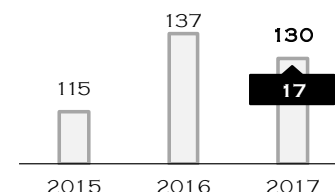
KEY FINANCIALS

REVENUE BREAKDOWN (2016)



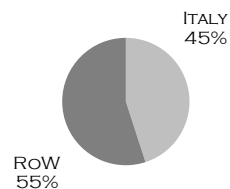
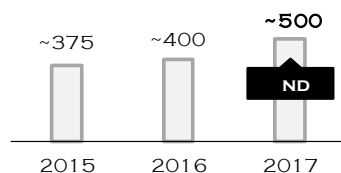
CAGR EBITDA '15-'17: +4.6%

REVENUE BREAKDOWN (2017)



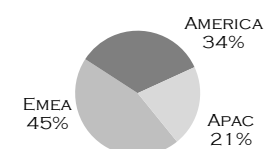
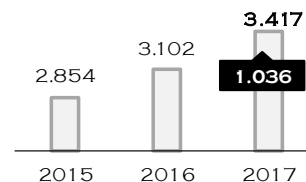
CAGR REV. '15-'17: +10.1%

REVENUE BREAKDOWN (2016)



CAGR EBITDA '15-'17: +11.5%

SHIPMENTS BREAKDOWN (2017)



SALES



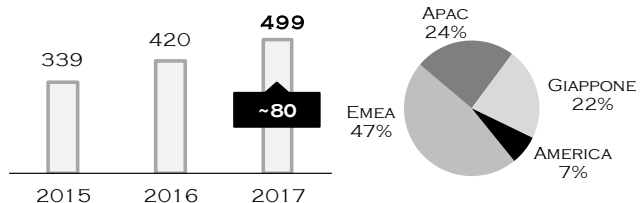
ADJ. EBITDA

CONSOLIDATED DATA IN EURO MLN

FURLA

CAGR EBITDA '15-'17: **+25.9%**

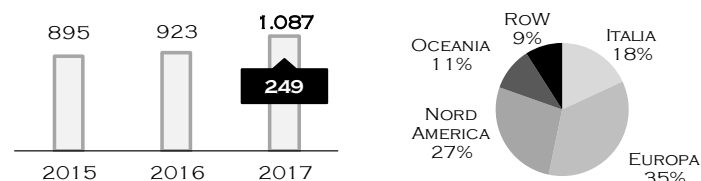
REVENUES BREAKDOWN (2017)



INTERPUMP GROUP

CAGR EBITDA '15-'17: **+11.3%**

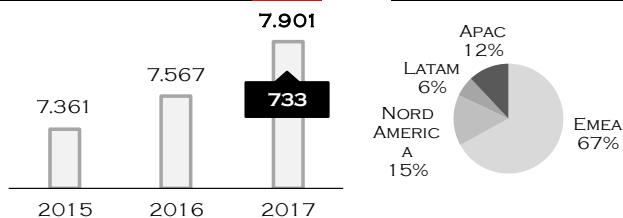
REVENUE BREAKDOWN (2017)



Prysmian Group

CAGR EBITDA '15-'17: **+5.6%**

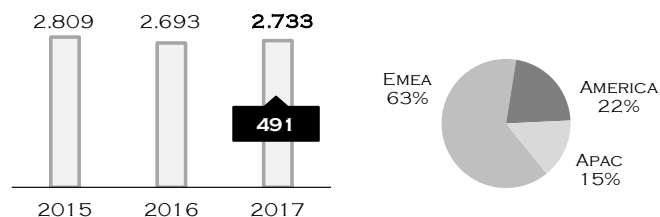
REVENUES BREAKDOWN (2017)



HUGO BOSS

KEY FINANCIALS

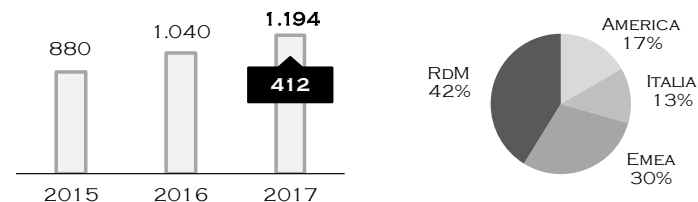
REVENUE BREAKDOWN (2017)



MONCLER

CAGR EBITDA '15-'17: **+11.1%**

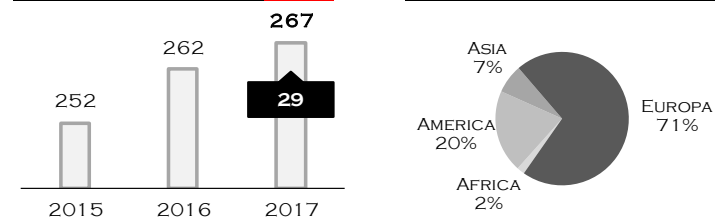
REVENUES BREAKDOWN (2017)



rochebobo
PARIS

CAGR EBITDA '15-'17: **+4.9%**

REVENUES BREAKDOWN (2017)



SALES



ADJ. EBITDA

CONSOLIDATED DATA IN EURO MLN

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% AND ACQUISITION, THROUGH A CLUBDEAL, OF ADDITIONAL ~40% STAKE

- 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) IN ITALIAN TOUR OPERATING MARKET
- LEADING TOUR OPERATOR ONLINE
- LEADER IN CHARTER FLIGHTS TO TOURIST DESTINATIONS WITH A FLEET OF 9 AIRCRAFT BOEING 737, 767 AND 787
- MANAGEMENT OF 12 HOTELS & RESORTS MAINLY LOCATED IN SEASIDE DESTINATIONS



IN DECEMBER 2017 ASSET ITALIA HAS FINALIZED 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 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 MANY SECTORS, INCLUDING MAJOR PLAYERS IN THEIR RESPECTIVE 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

- 2017 CONSOLIDATED REVENUES ~500 MLN EURO (80% ABROAD) WITH AN YOY INCREASE OF 18%.
- 444 STORES IN THE WORLD (50% DOS), THE PRODUCTS ARE AVAILABLE IN MORE THAN 1.200 MULTIBRAND AND DEPARTMENT STORES.
- ON JANUARY 2018 FURLA HAS ANNOUNCED THE ACQUISITION OF EFFEUNO, A STRATEGICAL PRODUCTION AND SUPPLY CHAIN PARTNER.



AZIMUT | BENETTI
GROUP

**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.
- CONSOLIDATED VALUE OF PRODUCTION OF AROUND 700 MILLION EURO.

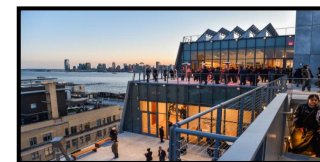




**DIRECT AND INDIRECT INTEREST
IN IGUZZINI**

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%.
- 2017 CONS. REVENUES OF ~231 MLN EURO AND EBITDA OF 31,5 MLN EURO.
- ON JANUARY 31ST 2018 IGUZZINI HAS ANNOUNCED THE ACQUISITION OF SISTEMALUX (CANADA) STRENGTHENING ITS PRESENCE IN NORTH AMERICA.



**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.
- 2017 CONS. REVENUES OF 137 MLN EURO AND EBITDA OF ~29 MLN EURO.
- RECENTLY ANNOUNCED THE ACQUISITION OF BM, A MANUFACTURER OF CABLE LUGS AND CLAMPS FOR CONNECTING ELECTRIC CABLES



**ACQUISITION OF 20% OF THE
GROUP CONTROLLED BY
CHIORINO S.P.A. (JULY 2017)**

LEADING WORLDWIDE MANUFACTURERS OF LIGHT-WEIGHT PROCESS AND CONVEYOR BELTS

- CHIORINO, WITH 2017 CONSOLIDATED REVENUES OF 111 MILLION EURO AND EBITDA ADJUSTED OF ABOUT 25,6 MILLION EURO (MARGIN STEADILY OVER 20% IN THE LAST YEARS), IS PRESENT IN ABOUT 100 COUNTRIES, GENERATING MORE THAN 75% OF REVENUES ABROAD.

**CHIORINO, IGUZZINI AND BETA UTENSILI BUSINESS CASES ARE EXAMPLES OF THE CAPABILITY OF TIP / TIPO TO
HELP FAMILIES IN THE PROCESS OF SIMPLIFYING SHAREHOLDING AND IMPROVING GOVERNANCE**