

IINFO

DIGITAL SIGN

STAR CONFERENCE

LONDON OCTOBER 23-24, 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







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${f T}$ amburi ${f I}$ nvestment ${f P}$ artners S.p.A.

Intrinsic value estimate of about **3,0** billion Euro of direct investments and clubbeals 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

INVESTMENTS IN COMPANIES WITH WORLDWIDE LEADERSHIP POSITIONS

~ 19 BILLION EURO

AGGREGATE ANNUAL REVENUES OF THE MAIN INVESTEE COMPANIES

+267,3%

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

*AS AT 28/09/2018

SILVER AGE

NOT ONLY A FINANCIAL INVESTOR. A REAL LONG TERM PARTNER



RELIABLE AND 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 40 YEARS OF PROFESSIONAL EXPERIENCE 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 <u>SIMPLIFY GOVERNANCE</u>. ALIGNMENT OF INTEREST WITH ENTREPRENEURS AND INVESTEE COMPANIES THAT ALWAYS RETAIN THE OPERATING MANAGEMENT

TIP GROUP INVESTMENTS AND POTENTIAL



>3,0

BILLION EURO

CONSIDERING DIRECT INVESTMENTS AND CLUB DEALS SO FAR FINALIZED



TARGET REVENUES

>200

MILLION FURO



ASSET ITALIA
TAMBURI INVESTMENT PARTNERS S.P.A.

(TIP AT 20%*)

STARTIP Tamburi Investment **P**artners S.p.A.

(TIP AT 100%)

(TIP AT 28,57%)

TARGET REVENUES

BETWEEN 30 AND 200

MILLION FURO

TARGET REVENUES
>200
MILLION EURO

NONE

EQUITY SIZE X DEAL
<30</p>
MILLION EURO

EQUITY SIZE X DEAL
BETWEEN 20 AND 50
MILLION EURO

EQUITY SIZE X DEAL >30 MILLION EURO TARGET COMPANIES
INNOVATION AND
DIGITAL FOCUS

FROM 2001

INVESTMENTS FINALIZED

>1,6

BILLION EURO

LIQUIDITY AVAILABLE > 100 MILLION EURO

FROM 2014
INVESTMENTS FINALIZED
>325
MILLION EURO

AVAILABLE CAPITAL TO BE
INVESTED
~65 MILLION EURO

FROM 2016

INVESTMENT FINALIZED

> 250 MILLION EURO

AVAILABLE CAPITAL TO BE
INVESTED
380 MILLION EURO

FROM 2017

INVESTMENTS FINALIZED

~30 MILLION EURO**

AVAILABLE CAPITAL TO BE
INVESTED
~100 MILLION EURO

PIPELINE OF SEVERAL INVESTMENTS OUT OF WHICH SOME UNDER FINAL NEGOTIATION

TIP - THE INVESTMENTS



LISTED COMPANIES



~110 MILLION EURO



(CLUB DEAL)



~ 100 MILLION EURO



~35 MILLION EURO



~90 MILLION EURO



~ 840 MILLION EURO (CLUB DEAL)



~ 200 MILLION EURO (CLUB DEAL)



~ 310 MILLION EURO (CLUB DEAL+TIP)

rochebobois

~100 MILLION EURO (CLUB DEAL)

PRIVATE COMPANIES



~40 MILLION EURO





(VENDOR LOAN)



~ 120 MILLION EURO (CLUB DEAL)



15 MILLION EURO (+15 IN IPO)



8 MILLION EURO (DEBT INSTRUMENT)*



AMPLITER ALPITOUR amplifon ~ 300 MILLION EURO 100 MILLION EURO

ASSET ITALIA









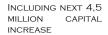
iGuzzini



~5 MILLION EURO



~6 MILLION EURO







~ 15 MILLION EURO



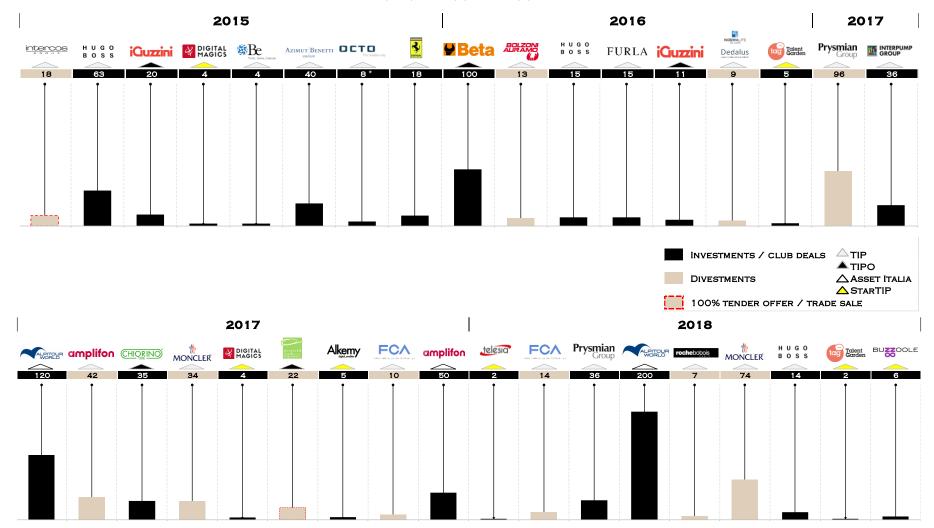
~9 MILLION EURO (CLUB DEAL)



~1,8 MILLION EURO

~815 MILLION EURO OF INVESTMENTS AND ~340 MILLION EURO OF DIVESTMENTS

IN THE PERIOD 2015 - 2018 YTD



^{*} DEBT INSTRUMENT PROVIDED TO MANAGEMENT INVESTMENT VEHICLE DATA IN MILLION EURO

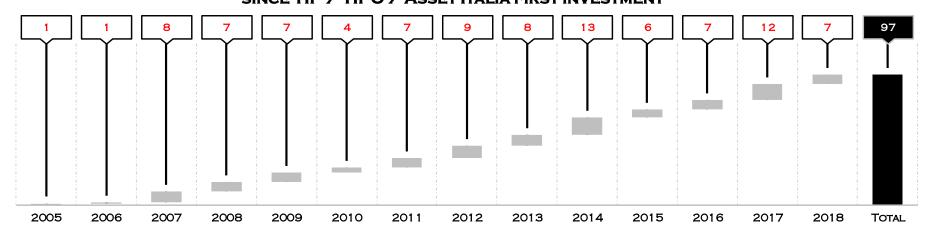
AMOUNT (AT COST) OF INVESTMENTS FINALIZED, INCLUDING CLUB DEALS

191* 2.280 2002-TOT. YTD

AGGREGATE AMOUNTS OF THE MAIN INVESTEE COMPANIES SINCE TIP FIRST INVESTMENT



97 M&A TRANSACTIONS FOR A VALUE AROUND 5,8 BILLION EURO ** SINCE TIP / TIPO / ASSET ITALIA FIRST INVESTMENT ***

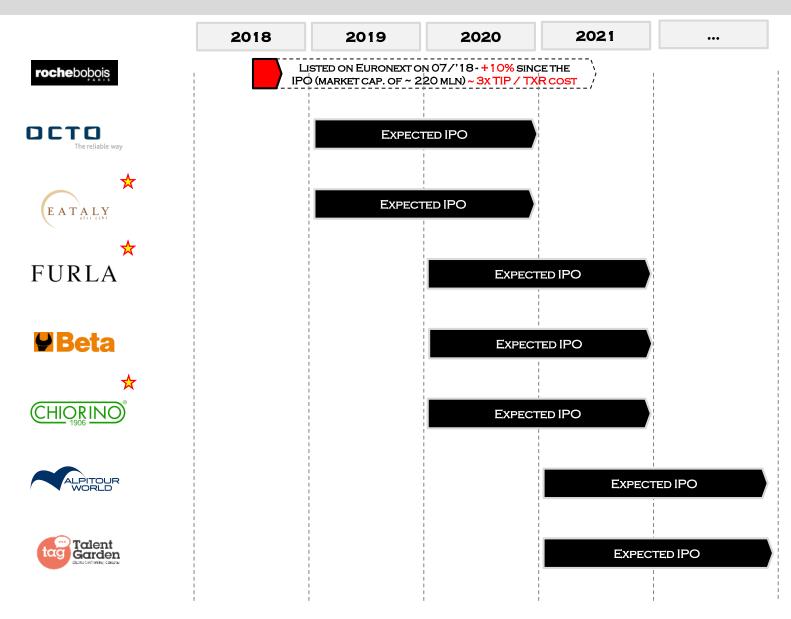


DATA IN MILLION EURO

^{*} 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



TIPO INVESTED ABOUT 7 MILLION EURO IN AAA BETWEEN 2014 AND 2015.

ON NOVEMBER 2015 AAA HAS BEEN LISTED ON NASDAQ.

ON OCTOBER 2017 NOVARTIS HAS ANNOUNCED THE LAUNCH OF A TENDER OFFER ON AAA SHARES OF A PRICE PER SHARE EQUAL TO 2.6X THE IPO PRICE.

THE CAPITAL GAIN FOR TIPO HAS BEEN OF ABOUT 15 MILLION EURO.

MULTIPLE ON CAPITAL INVESTED 3X
IN LESS THAN 3 YEARS



TIP INVESTED ABOUT 30 MILLION EURO IN ROCHE BOBOIS BETWEEN 2013 AND 2014.

ON JULY 2018 ROCHE BOBOIS HAS BEEN LISTED ON EURONEXT.

AS AT OCTOBER 19 THE PERFORMANCE SINCE THE IPO OF ROCHE BOBOIS STOCK IS ± 10%.

MARKET VALUE VS CAPITAL
INVESTED 3X



TIPO INVESTED ABOUT 32 MILLION EURO IN IGUZZINI BETWEEN 2015 AND 2016.

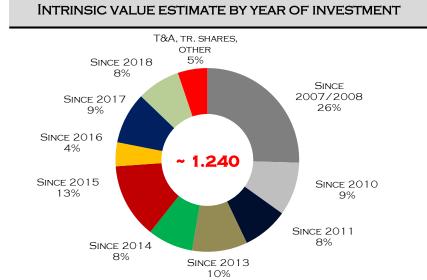
ON OCTOBER 15, 2018 AB FAGERHULT HAS SIGNED A LOI WITH THE SHAREHOLDERS OF IGUZZINI TO ACQUIRE 100% OF THE SHARES.

GUZZINI FAMILY AND TIPO WILL RECEIVE A SIGNIFICANT PORTION OF THE CONSIDERATION IN AB FAGERHULT SHARES WITH THE AIM OF BECOMING SHAREHOLDERS OF THE COMBINED ENTITY.

ADOLFO GUZZINI (PRESIDENT OF IGUZZINI)
AND ANDREA SASSO (CEO) WILL REMAIN IN
THEIR EXECUTIVE ROLES WITHIN IGUZZINI
AND WILL ASSUME IMPORTANT ROLES IN
THE TOP MANAGEMENT OF AB FAGERHULT.

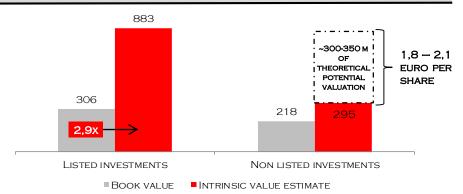
TIP GROUP MEDIUM TERM INTRINSIC VALUE

INDUSTRY	BOOK VALUE	Analyst Consensus Value ⁽¹⁾	MED TERM INTRINSIC VALUE ⁽²⁾
LUXURY, DESIGN AND HIGH-END FOOD	253	353	~391
TECHNOLOGY AND INNOVATION	123	442	~529
HEALTH, TOURISM AND SILVER AGE	118	208	~211
OTHER INVEST.	42	60	~60
ADVISORY & TR. SHARES	38	50	~50
TOTAL INVESTMENTS	573	1.113	~1.240



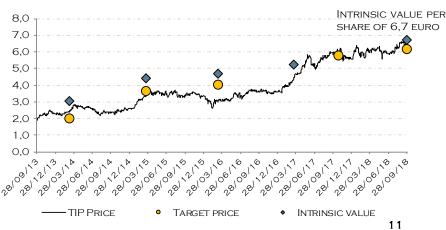
- 1. CONSENSUS ESTIMATES: INCLUDES THE ANALYTICAL VALUATION OF EACH INVESTMENT BASED ON LAST AVAILABLE ANALYST ESTIMATES (BLOOMBERG)
- 2. INTRINSIC VALUE ESTIMATES: ANALYTICAL EVALUATION OF EACH INVESTMENT ELABORATED BY TIP CONSIDERING THE MEDIUM-TERM OUTLOOK OF THE COMPANIES (70% OF THE TOTAL). THE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

NON LISTED INVESTMENTS: THEORETICAL MEDIUM TERM INTRINSIC VALUATION

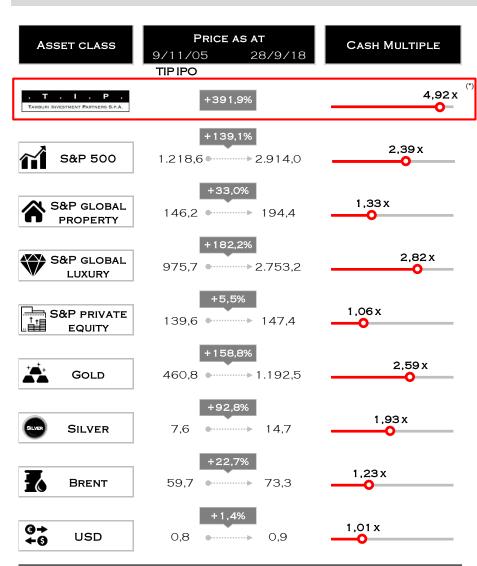


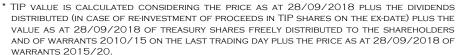
*USING THE MULTIPLE IMPLIED IN THE VALUATION OF LISTED INVESTMENTS (I.E. 2,9x), THE THEORETICAL MEDIUM TERM INTRINSIC VALUE OF NON LISTED INVESTMENTS WOULD INCREASE SUBSTANTIALLY.

TIP PRICE, TARGET PRICE AND INTRINSIC VALUE ESTIMATE **EVOLUTION LAST 5 YEARS**

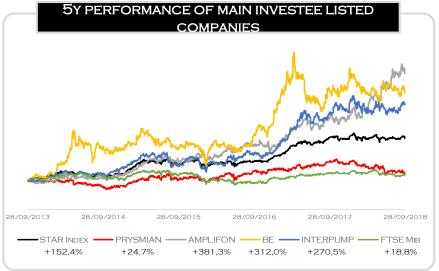


TIP STOCK PERFORMANCE









TIP SHARES - FIVE YEARS PERFORMANCE

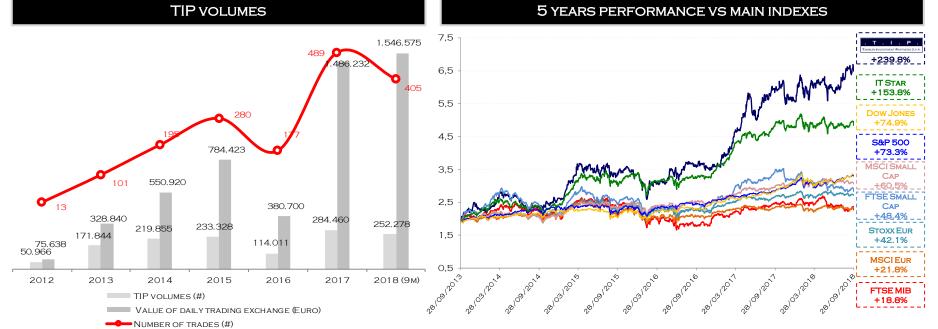
A REALLY MARKET ORIENTED PUBLIC COMPANY 15 >20 ~55 56 **79** 12 **MILLION EURO** MILLION EURO¹ MILLION EURO² **MILLION EURO MILLION EURO** YEARS AS PUBLIC FREE DISTRIBUTION OF FREE DISTRIBUTION OF BUY BACK OF TREASURY **DIVIDEND DISTRIBUTIONS COMPANY** FREE DISTRIBUTION OF WARRANTS 2010 -WARRANTS 2015 -TREASURY SHARES SHARES SINCE THE IPO SINCE THE IPO 2020* 2015

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

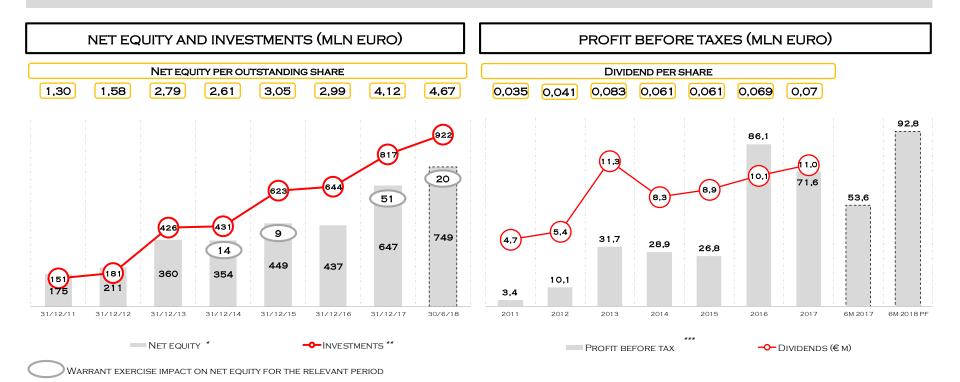
2. «VALUE» OF N. 36.9 MILLIONS OF WARRANTS FREELY DISTRIBUTED IN JULY 2015 TO BE EXERCISED FOR A MAXIMUM AMOUNT OF 200 MILLION EURO.

WARRANT 2015-2020			
EXERCISE WINDOW	STRIKE PRICE (CONVERSION RATIO 1:1)		
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, AND OF 4.380.183 IN JUNE 2018 THE WARRANTS OUTSTANDING ARE 20.302.835 (FURTHER CASH BETWEEN 100 AND 110 MILLION EURO).



TIP - 7 YEARS OF RESULTS



^{*}CONSOLIDATED GROUP EQUITY (INCLUDING MINORITIES)

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

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

^{**}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

550 MILLION EURO

TOTAL CAPITAL "COMMITMENT"

ON JULY 2016, WITH THE CONTRIBUTION OF \sim **30 family offices** ON TOP OF TIP (DIRECTLY OWNING A 20% STAKE AND BEING — BY FAR — THE SINGLE MOST RELEVANT SHAREHOLDER)

I

INVESTMENT HOLDING THAT <u>GIVES EACH SHAREHOLDER THE FACULTY TO CHOOSE</u> — EVERY TIME THAT A PROPOSAL ARISES

— <u>EACH INDIVIDUAL INVESTMENT</u> AND TO RECEIVE SHARES OF THE SPECIFICALLY RELATED CLASS



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

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

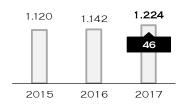
- INTEGRATED BUSINESS ACROSS THE WHOLE TOURISM VALUE CHAIN
- Leading Italian Operator by Brand awareness: First and Second Player (2 Brands After ACQUISITION OF EDEN) IN ITALIAN TOUR OPERATING MARKET
- LEADING TOUR OPERATOR ONLINE
- LEADER IN CHARTER FLIGHTS TO TOURIST DESTINATIONS WITH A FLEET OF 9 AIRCRAFT INCLUDING BOEING 737, 767 AND 787 DREAMLINER
- OWNERSHIP AND MANAGEMENT OF HOTELS & RESORTS MAINLY LOCATED IN SEASIDE DESTINATIONS
- ALPITOUR HAS RECENTLY ANNOUNCED A **NEW IMPORTANT HOTEL MANAGEMENT CONTRACT**: TANKA VILLAGE, ONE OF THE MOST IMPORTANT RESORT IN SARDINIA WITH MORE THAN 900 ROOMS.

INVESTEE COMPANIES MAIN RESULTS



TOUR OPERATING, AVIATION, RESORTS, HOTELS

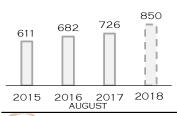
CAGR EBITDA 2015-2017: +12,0%





N. 1 WORLDWIDE IN YACHTING

KEY FINANCIALS



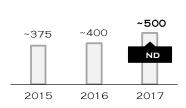
REVENUE BREAKDOWN (2017) MIDDLE

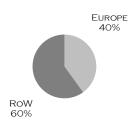




FOOD AND RESTORATION

REVENUE BREAKDOWN (2017)

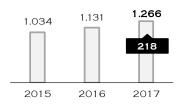




amplifon

HEARING AIDS

CAGR EBITDA '15-'17: +9,4%



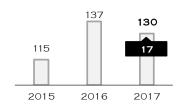
REVENUE BREAKDOWN (2017)



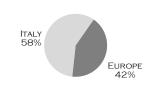


SYSTEM INTEGRATION

CAGR EBITDA '15-'17: +4,6%



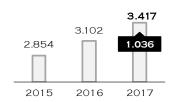
REVENUE BREAKDOWN (2017)



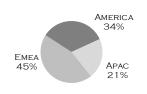


LUXURY CARS

CAGR EBITDA '15-'17: +11,5%



SHIPMENT BREAKDOWN (2017)



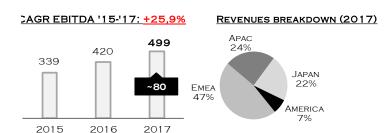




INVESTEE COMPANIES MAIN RESULTS

FURLA

LEATHER GOODS

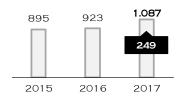


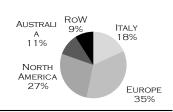


PUMPS AND HYDRAULIC SYSTEMS

CAGR EBITDA '15-'17: +11,3%

REVENUE BREAKDOWN (2017)

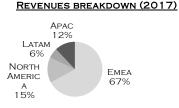




Prysmian Group

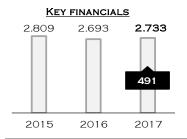
CABLES

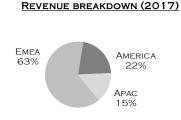
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HUGO BOSS

APPAREL



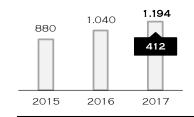


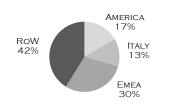


LUXURY APPAREL

CAGR EBITDA '15-'17: +11,1%

REVENUES BREAKDOWN (2017)







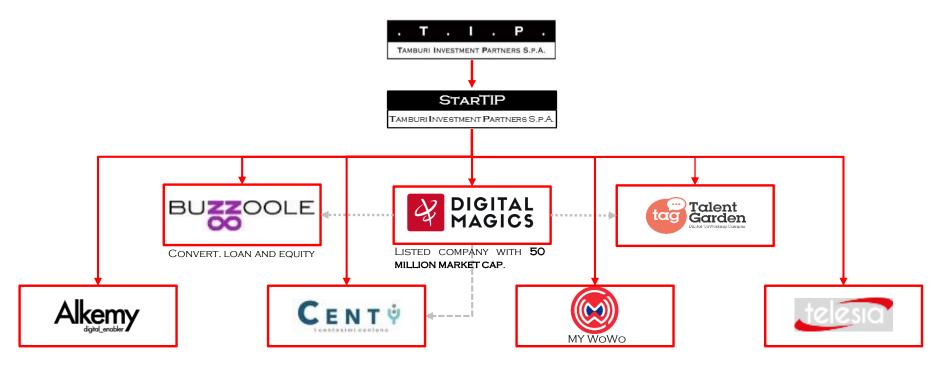
DESIGN FURNITURE

267 262 252 23 2015 2016 2017



REVENUES BREAKDOWN (2017)

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, 61 START-UPS IN PORTFOLIO AND 7 EXIT REALIZED.

TALENT GARDEN (STARTIP AT ~13%*) IS THE LARGEST COWORKING SPACE MANAGEMENT COMPANY IN EUROPE WITH 23 CAMPUS IN 8 COUNTRIES, AROUND 2.000 TALENTS AND MORE THAN 600 COMPANIES HOSTED.

BUZZOOLE 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