



# ITALIAN EQUITY CONFERENCE

JANUARY 14<sup>TH</sup>, 2021

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

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THE MARKET VALUES REPORTED IN THE PRESENTATION REFER TO THE PRICES ON JANUARY 8, 2021.

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# TAMBURI INVESTMENT PARTNERS S.P.A.

3 BILLION OF DIRECT INVESTMENTS AND CLUB DEALS IN LEADING COMPANIES



1) LIMITED RISK THANKS TO LIGHT  
DIVERSIFICATION AND GREAT QUALITY

2) OUTSTANDING LONG TERM  
RETURNS FOR SHAREHOLDERS

> 20

(10 WORLDWIDE LEADERS)  
INVESTMENTS IN PORTFOLIO

+ 127,1 %\*

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

8,59 EURO PER SHARE

NET INTRINSIC VALUE

# THE INVESTMENTS<sup>1</sup>



## LISTED COMPANIES

 ~405 MLN EURO (TIP+CLUB DEAL*)	 ~80 MLN EURO (CLUB DEAL)	 ~40 MLN EURO	 ~30 MLN EURO (INIT. 1.05)	 ~ 1,0 BLN EURO (CLUB DEAL)	 ~ 170 MLN EURO	 ~ 100 MLN EURO (INIT. 1.20)	 ~ 60 MLN EURO (INIT. 95)	 ~ 410 MLN EURO (CLUB DEAL**)	 ~65 MLN EURO (CLUB DEAL)
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## PRIVATE COMPANIES

 ~ 320 MLN EURO (CLUB DEAL)	 ~40 MLN EURO	 ~200 MLN EURO (CLUB DEAL)	 ~35 MLN EURO	 ~ 127 MLN EURO (CLUB DEAL)	 EQUITY (SPECIAL SITUATIONS)	 ~6 MLN EURO (INIT. DEBT INSTR.)	 ~6 MLN EURO (INIT. INV.)
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 ~3 MLN EURO	 ~ 12 MLN EURO (CLUB DEAL)	 ~ 13 MLN EURO (CLUB DEAL)	 ~7 MLN EURO	 ~29 MLN EURO (CLUB DEAL)	 ~ 1 MLN EURO
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	WORLDWIDE LEADER		EUROPEAN LEADER		ITALIAN LEADER
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(1) MARKET VALUE AS AT 8/1/2021 FOR LISTED COMPANIES AND COST INITIAL INVESTMENT FOR PRIVATE COMPANIES

• ON SEPTEMBER 27, 2020 THE SHAREHOLDERS' AGREEMENT BETWEEN ASSET ITALIA 2 S.R.L., COMPANY CONTROLLED BY ASSET ITALIA S.P.A., ON ONE SIDE, AND AMPLIFIN S.P.A., CONTROLLING SHAREHOLDER OF AMPLITER S.R.L., CONTROLLING COMPANY OF AMPLIFON S.P.A., ON THE OTHER SIDE, HAS EXPIRED AND IT HAS NOT BEEN RENEWED. THEREFORE N. 6,110,634 AMPLIFON SHARES (OF WHICH N. 1.346.661 TO TIP) HAS BEEN ASSIGNED TO THE SHAREHOLDERS OF ASSET ITALIA S.P.A. THAT HAVE TAKEN PART TO THE INVESTMENT IN AMPLITER.

\*\* CLUBTRE S.P.A. HAS ANNOUNCED ON 11/1/2021 THE SUCCESSFUL COMPLETION OF THE SALE OF 10 MLN ORDINARY SHARES OF PRYSMIAN FOR A TOTAL CONSIDERATION OF 292.5 MILLION EURO.

# PARTIAL SALE OF PRYSMIAN SHARES



- CLUBTRE S.P.A. — COMPANY OF WHICH TIP — TAMBURI INVESTMENT PARTNERS S.P.A. (TIP.MI) — HOLDS A 66.226% STAKE — HAS ANNOUNCED ON JANUARY 11<sup>TH</sup> 2021 THE **SUCCESSFUL COMPLETION OF THE SALE OF 10 MILLION ORDINARY SHARES OF PRYSMIAN S.P.A.**, REPRESENTING 3.729% OF PRYSMIAN'S SHARE CAPITAL, FOR A TOTAL CONSIDERATION OF 292.5 MILLION EURO (THE TRANSACTION HAS BEEN CONCLUDED AT A PRICE PER SHARE OF 29.250 EURO).
- THE TRANSACTION REPRESENTS A PARTIAL DIVESTITURE OF THE SIGNIFICANT INVESTMENT MADE IN 2010 WITHIN A CLUB DEAL INVOLVING IMPORTANT FAMILY OFFICES, THAT IN ANY CASE IS MAINTAINING A SIGNIFICANT SHAREHOLDING IN PRYSMIAN. UPON COMPLETION OF THE TRANSACTION (SETTLEMENT DATE ON JANUARY 14<sup>TH</sup>, 2021), **CLUBTRE WILL OWN INDEED APPROXIMATELY 3.577 MILLION OF PRYSMIAN SHARES, REPRESENTING 1.334% OF THE SHARE CAPITAL.**

# NEW EQUITY FOR COMPANIES IN TURNAROUND

**.I.TA.CA.**

EQUITY

**TIP HAS JUST CREATED ITACA EQUITY, HOLDING TO PROVIDE EQUITY TO DISTRESSED COMPANIES AND TURNAROUND**

ITACA EQUITY HAS BEEN CONCEIVED TO SUPPORT COMPANIES FACING DIFFICULT PERIODS, HELPING THEM TO SOLVE, IN AN INTEGRATED AND FLEXIBLE WAY, PROBLEMS CONNECTED WITH STRATEGIC CHOICES AND LEVELS OF CAPITALIZATION, WITH A VIEW TO IDENTIFY A CORRECT BALANCE AT EQUITY AND FINANCIAL LEVEL THROUGH THE INVOLVEMENT OF AN EQUITY PARTNER.

LAUNCHED BY TIP AND THREE PARTNERS OF VERY HIGH STANDING: SERGIO IASI, ANGELO CATAPANO AND MASSIMO LUCCHINI, WHO DECIDED TO SHARE THEIR RESPECTIVE EXPERIENCES AND NETWORKS TO CREATE A SINGLE INTERLOCUTOR, ITACA EQUITY, THAT WILL BE ADEQUATELY CAPITALIZED, CAPABLE OF ACTIVATING SIGNIFICANT FINANCIAL RESOURCES AND TO INTERVENE QUICKLY AND EFFECTIVELY IN COMPLEX SITUATIONS

ITACA EQUITY WILL ACT AS ADVISOR, RESTRUCTURING MANAGER AND EQUITY PROVIDER.

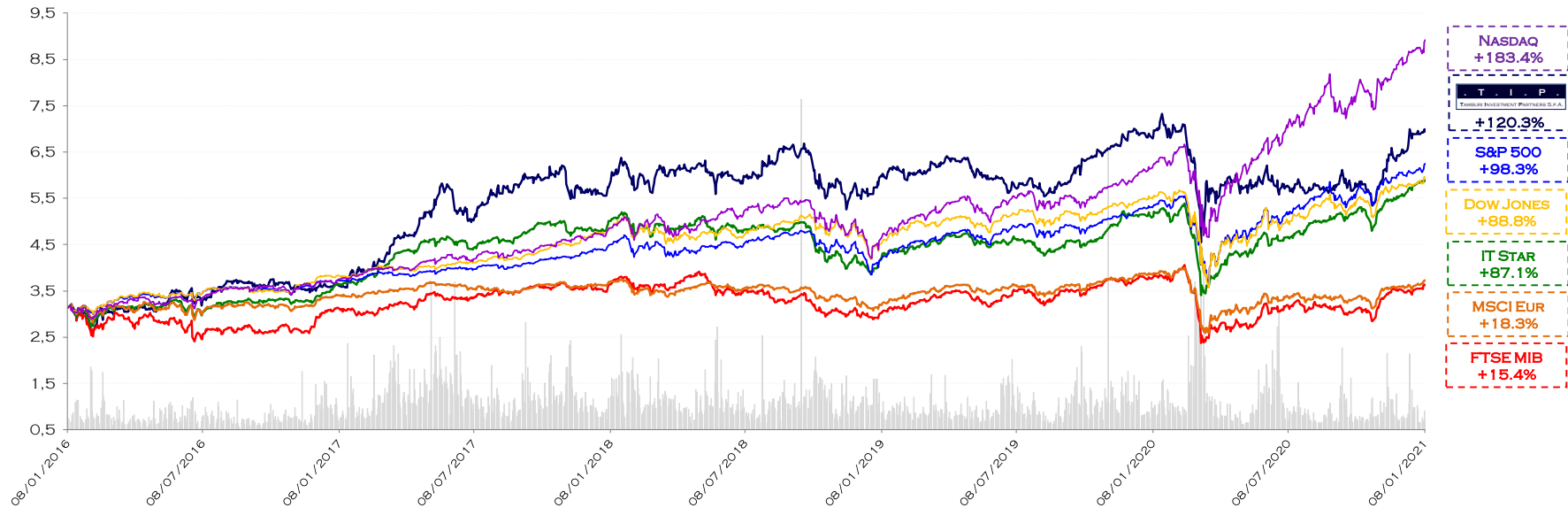
IN LINE WITH THE SUCCESSFUL ASSET ITALIA MODEL, ITACA WILL INVOLVE IN THE INVESTMENTS SOME FAMILY OFFICES.

BASED ON THE COMMITMENTS THAT WILL ARRIVE FROM THE FAMILY OFFICES, TIP HAS PLANNED TO DIRECTLY DEDICATE BETWEEN 50 AND 100 MILLION DIRECTLY TO THE ITACA PROJECT, OVER MAX 5 YEARS.

# TIP SHARE PERFORMANCE

## 5 YEARS PERFORMANCE VS MAIN INDEXES

5 YEARS TOTAL RETURN TIP: **+127,1%**



▪ TIP HAS **OVER PERFORMED** THE MAIN ITALIAN AND EUROPEAN INDEXES WHILE MAINTAINING A LOW LEVEL OF VOLATILITY.

## 15 YEARS AS A PUBLIC COMPANY

**122** MILLION

BUY BACK SINCE IPO

**15** MILLION

FREE DISTRIBUTION OF TREASURY SHARES

**104** MILLION

DIVIDENDS DISTRIBUTED SINCE IPO

**200** MILLION

CAPITAL INJECTIONS FROM THE FREE DISTRIBUTION OF WARRANTS IN 10 YEARS



## AGGREGATE AMOUNTS OF THE INVESTEE COMPANIES SINCE TIP FIRST INVESTMENT

### ANNUAL REVENUES\*

FROM **15,0**  
BILLION

**+82%**

TO **27,3**  
BILLION

### ANNUAL EBITDA\*

FROM **1,9**  
BILLION

**+77%**

TO **3,3**  
BILLION

### NUMBER OF EMPLOYEES\*

FROM  
**58.000**

**+73%**














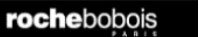




TO  
**101.000**

RANKING BY REVENUES	2019	AT PURCHASE
PRYSMIAN	11.519	4.571
HUGO BOSS	2.884	2.572
ALPITOUR	1.992	1.142
AMPLIFON	1.732	708
MONCLER	1.628	581
SESA	1.551	1.363
OVS	1.370	1.392
INTERPUMP	1.369	212
AZIMUT BENETTI	914	611
EATALY	527	210
ELICA	480	472
ROCHE BOBOIS	275	243
OCTO TELEMATICS	200	166

RANKING BY EBITDA	2019	AT PURCHASE
PRYSMIAN	960	387
MONCLER	575	192
HUGO BOSS	467	591
INTERPUMP	302	45
AMPLIFON	301	97
OVS	156	144
SESA	95	63
OCTO TELEMATICS	85	99
ALPITOUR	71	36
AZIMUT BENETTI	70	32
ELICA	42	40
BETA	31	19
BENDING SPOONS	28	3

RANKING BY EMPLOYEES	2019	AT PURCHASE
PRYSMIAN	28.714	12.352
AMPLIFON	17.000	4.970
HUGO BOSS	14.633	12.496
OVS	6.970	6.970
INTERPUMP	6.921	2.363
EATALY	5.056	2.400
ALPITOUR	4.178	2.800
MONCLER	3.975	1.132
ELICA	3.800	3.800
SESA	2.061	1.900
AZIMUT BENETTI	1.800	1.800
BE	1.300	810
CHIORINO	917	800

# NET INTRINSIC VALUE PER SHARE: **8,59 EURO**

	NET INVESTED CAPITAL	BLOOMBERG ESTIMATES <sup>(1)</sup>	MED TERM INTR. VALUE <sup>(2)</sup>	
<b>TECHNOLOGY AND INNOVATION</b>	102	925	~1.010	60%
HEALTHCARE AND INDUSTRIAL	9	613	~682	40%
    				
IT SERVICES AND INNOVATION	93	312	~327	20%
    				
<b>LUXURY AND DESIGN</b>	102	220	~234	14%
   				
<b>APPAREL AND HIGH-END FOOD</b>	156	136	~180	11%
  				
<b>TRAVEL AND LEISURE</b>	74	74	~74	4%
				
<b>OTHER</b> (INCL. TREAS. SHARES & ADVISORY)	126	175	~184	11%
<b>NET FINANCIAL POSITION OF TIP S.P.A.</b> (INCL. TIP BOND 2024 OF 300 MLN)	97	97	97	
<b>NET INTRINSIC VALUE</b>	<b>462</b>	<b>1.432</b>	<b>~1.584</b>	

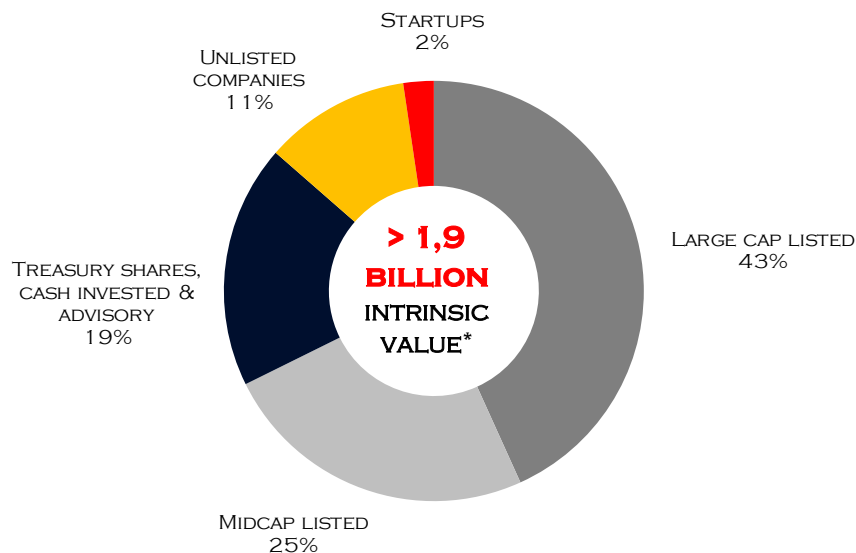
DATA AS AT 8/1/2021 [INCLUDING THE EFFECTS OF CLUBTRE TRANSACTION] (MLN EURO)

1. BLOOMBERG ESTIMATES: CONSIDERS BLOOMBERG TARGET PRICE FOR LISTED COMPANIES

2. NET INTRINSIC VALUE: ANALYTICAL VALUATION OF EACH INVESTMENT ELABORATED BY TIP CONSIDERING THE MED-TERM OUTLOOK OF THE COMPANIES (NET OF NET FINANCIAL POSITION)

# TIP NET INTRINSIC VALUE

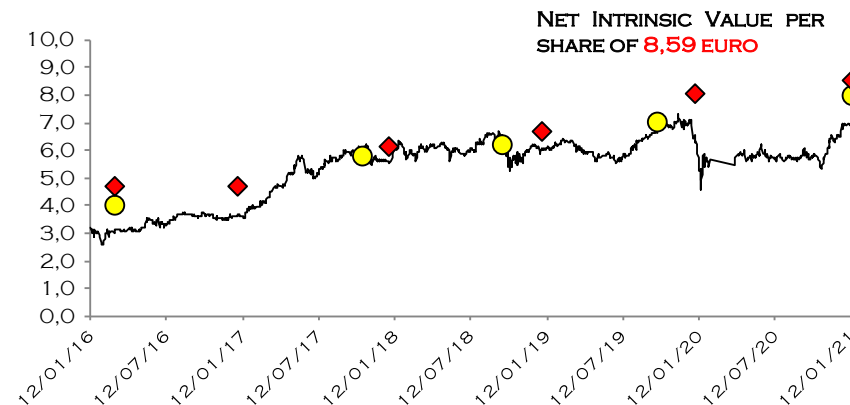
## ASSETS BREAKDOWN



\*WITHOUT CONSIDERING LONG TERM DEBT

- **INTRINSIC VALUE** WITH **CONSISTENT CRITERIA** OVER TIME, ANCHORED TO THE **FUNDAMENTALS** AND REGARDLESS THE VOLATILITY OF MULTIPLES

## TIP PRICE, TARGET PRICE AND NET INTRINSIC VALUE LAST 5 YEARS TREND



— TIP STOCK PRICE    ● BLOOMBERG CONSENSUS    ◆ INTRINSIC VALUE

DATE	TIP STOCK PRICE	NET INTR. VALUE PER SHARE	DISCOUNT ON NET INTR. VALUE
08/01/2021	6,94	8,59	-19,2%

**MARKET STOCK PRICE AT DISCOUNT VS INTR. VALUE/SH.**

**> 860 MILLION FIREPOWER**

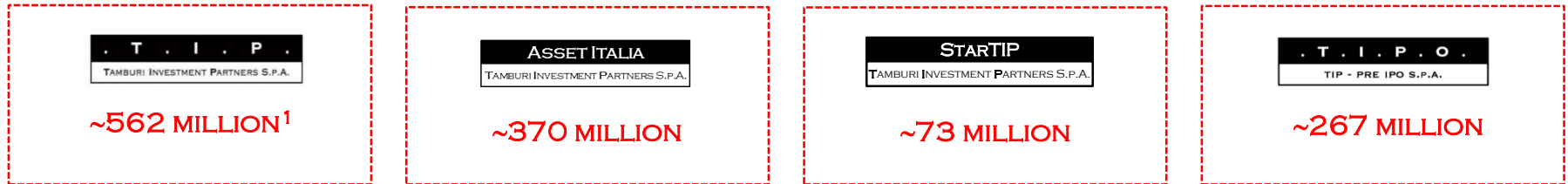
MORE THAN **860 MILLION EURO** AVAILABLE:

- ~380 MILLION OF ASSET ITALIA RESIDUAL COMMITMENT
  - ~370 MILLION OF LIQUIDITY
  - ~110 MILLION OF TREASURY SHARES
- } **TIP**

+ ITACA POTENTIAL COMMITMENT TO BE DEFINED (PAGE 5)

# 2015 – 2020 INVESTMENTS

~1.271 MILLION



561 MLN IN LISTED COMPANIES AND 711 MLN IN PRIVATE COMPANIES

## TOTAL INVESTMENTS, INCLUDING CLUB DEALS, AT COST

830	129	46	124	279	175	191 <sup>2</sup>	265	325	204	102	2.673
2002-2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	TOT.

EURO MILLION.

1) CONSIDERING THE ORIGINAL INVESTMENT (TIP CASH OUT) MADE BEFORE 2015 FOR PRYSMIAN AND INTERPUMP

2) EXCLUDING "COMMITTED" CAPITAL FOR ASSET ITALIA AND BETA FOR EQUITY COMPONENT ONLY

## 2019-2020 INVESTMENTS



ITALIAN LEADER IN THE CLOTHING  
SECTOR

- TIP, WITH SHARES ACQUISITIONS IN 2018, 2019 AND 2020, HAS NOW A 23,3% STAKE IN THE COMPANY.



LEADER IN THE DESIGN AND  
TECHNOLOGY FOR VENTILATION AND AIR  
FILTRATION

- IN 2019 TIP ACQUIRED A 20,15% STAKE IN THE COMPANY



LEADING ITALIAN IT SERVICES AND  
SOLUTIONS PROVIDER

- TIP ACQUIRED ABOUT 15% IN ITH (CONTROLLING COMPANY OF SESA) IN JULY 2019 AND HAS RECENTLY ANNOUNCED THE INCREASE OF THE STAKE UP TO 20.64%.



THIRD STAKE INCREASE IN CLUBTRE  
(5,1% OF PRYSMIAN)

- IN 2019 TIP ACQUIRED AN ADDITIONAL STAKE OF 22,95% IN CLUBTRE S.P.A.. TIP NOW OWNS 66,23% OF CLUBTRE, INVESTMENT VEHICLE THAT OWNS 5,1% OF PRYSMIAN SHARE CAPITAL WHICH, BASED ON THE ACTUAL MARKET CAP OF PRYSMIAN, ACCOUNTS FOR ABOUT 320 MILLION EURO. NOW THE WHOLE PRYSMIAN STAKE IS WITHIN CLUBTRE.



CONNECTIVITY AND  
TELECOMMUNICATION SERVICE  
PROVIDER


- IN 2019 TIP ACQUIRED A 12% STAKE IN THE COMPANY



STAKE INCREASE IN BE

- IN 2020 TIP HAS ACQUIRED ADDITIONAL N. 5,500,000 SHARES OF BE AND THE STAKE HELD BY TIP IS NOW 27.489% OF THE SHARE CAPITAL

## DIVESTMENTS FROM «COMPLETE EXIT»<sup>1</sup> ~275 MILLION (2016 – 2020)

2019		▶	LOAN CONVERSION INTO SHARES ACQUIRED BY MAJORITY SHAREHOLDER
2019		▶	100% TENDER OFFER
2018	 <small>FIAT C I RYS_LER AUTOMOB LES</small>	▶	EQUITY AND CONVERTIBLE BOND
2018		▶	100% TENDER OFFER OF AB FAGERHULT
2018	 <small>WE CARE</small>	▶	100% ACQUISITION BY DEDALUS
2017		▶	100% TENDER OFFER OF NOVARTIS
2016		▶	100% TENDER OFFER OF HYSTER- YALE CAPITAL HOLDING

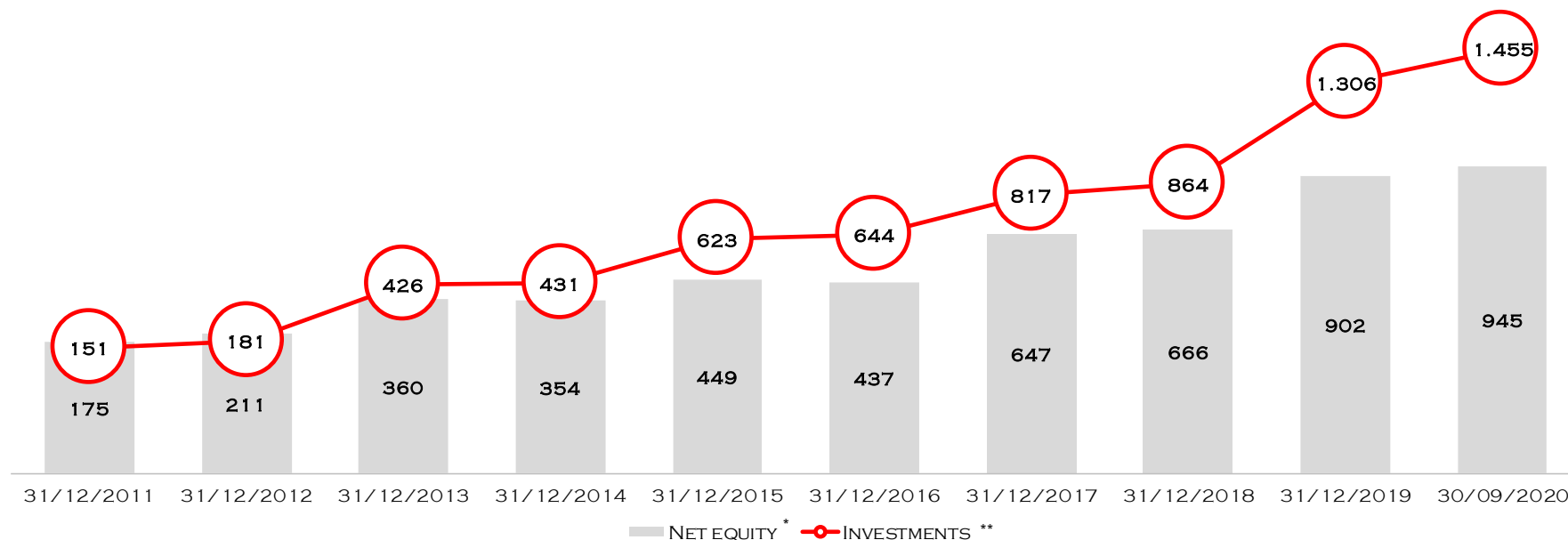
MLN EURO	EBITDA AT PURCHASE	EBITDA AT EXIT	AMOUNT CASHED
FURLA	41	84	<b>35</b>
NICE	41	45	<b>5</b>
FCA*	2.972	6.668	<b>90</b>
IGUZZINI ILLUMINAZIONE	23	34	<b>90</b>
NOEMALIFE / DEDALUS	3	42	<b>20</b>
AAA	3	8	<b>22</b>
BOLZONI	11	14	<b>13</b>
<b>TOTAL</b>			<b>275</b>

\* EBIT ADJUSTED

1) «EXIT» DOES NOT INCLUDE PARTIAL EXIT (I.E. MONCLER, FERRARI, AMPLIFON, PRYSMIAN, HUGO BOSS)

# RECENT YEARS RESULTS COMPARISON

## NET EQUITY AND INVESTMENTS (MLN EURO)



**99,9 MILLION (PRO FORMA) CONSOLIDATED 2019 NET PROFIT**

**21,0 MILLION (PRO FORMA) CONSOLIDATED 9M 2020 NET PROFIT**

\* CONSOLIDATED GROUP EQUITY (INCLUDING MINORITIES)

\*\* ACCOUNTING DATA INCLUDING ASSOCIATED COMPANIES WITH THE EQUITY METHOD, INVESTMENTS MEASURED AT FVOCI PLUS FINANCIAL RECEIVABLES AND ASSETS

# TIP - VALUE CREATION

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TAMBURI INVESTMENT PARTNERS S.P.A.

## DIRECT INVESTMENTS

COMPANIES	YEAR OF FIRST INVEST.	EBITDA AT PURCHASE	2019 EBITDA*	EBITDA CAGR
<b><u>LISTED</u></b>				
ALKEMY	2017	4	4	0,7%
AMPLIFON	2010	97	301	13,4%
BE ★	2007	-5	23	
DIGITAL MAGICS	2013		NS	
ELICA	2019	40	42	4,1%
HUGO BOSS	2015	591	467	-4,6%
MONCLER ★	2013	192	575	20,1%
OVS	2018	144	156	8,4%
SESA	2019	63	95	22,5%
<b><u>PRIVATE</u></b>				
AZIMUT BENETTI	2015	32	70	21,6%
BENDING SPOONS	2019	3	28	848,0%
TAG ★	2015	NS	NS	
WELCOME	2019	12	15	13,6%

## INVESTMENTS THROUGH VEHICLES

COMPANIES	YEAR OF FIRST INVEST.	EBITDA AT PURCHASE	2019 EBITDA*	EBITDA CAGR
<b><u>LISTED</u></b>				
INTERPUMP ★	2003	45	302	12,6%
PRYSMIAN	2010	387	960	10,6%
ROCHE BOBOIS	2013	20	25	3,8%
<b><u>PRIVATE</u></b>				
BETA ★	2016	19	31	12,5%
CHIORINO	2017	22	23	1,8%
EATALY ★	2014	14	25	8,6%

## ASSET ITALIA

TAMBURI INVESTMENT PARTNERS S.P.A.

INVESTMENTS	YEAR OF FIRST INVEST.	EBITDA AT PURCHASE	2019 EBITDA*	EBITDA CAGR
AMPLITER <sup>1</sup> / AMPLIFON	2017	187	301	17,2%
ALPITOUR	2017	36	71	25,1%

<sup>1</sup>HOLDING COMPANY OF AMPLIFON

**122 M&A TRANSACTIONS (~ 5,9 BILLION) OF THE INVESTEE COMPANIES SINCE TIP FIRST INVESTMENT**

\*YEAR ENDING 2019 EXCEPT FOR AZIMUT BENETTI (3/8/2019)

\*YEAR ENDING 2019 EXCEPT FOR ALPITOUR (30/10/2019)

★ ORIGINAL INVESTMENT WAS A CLUBDEAL



# PRIVATE COMPANIES UPDATE



AFTER GOOD RESULTS DURING THE FIRST MONTHS OF 2020, ALPITOUR'S OPERATIONS WERE SIGNIFICANTLY IMPACTED BY THE PANDEMIC. COST-CUTTING AND CASH FLOW MANAGEMENT ACTIONS WERE IMMEDIATELY TAKEN AND CONTINUE TO BE IMPLEMENTED, ALTHOUGH INVESTMENTS IN IT PROJECTS AND STRATEGIC INITIATIVES ALSO CONTINUE. IN ANY CASE 2020 WILL END WITH A SIGNIFICANT LOSS, BUT THE FINANCIAL SITUATION IS SOLID.



AFTER THE RECORD 2018/19 YEAR, THE COMPANY FORECASTED A YEAR OF CONSOLIDATION. THE OUTBREAK OF THE PANDEMIC IMPACTED PRODUCTION AND SCHEDULED DELIVERIES IN MARCH - MAY. SALES DID NOT STOP - EVEN IN THE MOST DIFFICULT MONTHS - AND AT THE END OF JUNE THE GROUP HAS A SLIGHTLY LOWER BACKLOG THAN THE PREVIOUS YEAR.



THE COMPANY'S OPERATIONS IN THE FIRST HALF OF 2020 WERE TEMPORARILY CLOSED AND THE MARKET CONTRACTED. THE EXPERIENCE GAINED AT A PLANT LOCATED IN THE FIRST DESIGNATED "RED ZONE" HELPED TO IMPLEMENT QUICK SAFETY MEASURES AND PROMPT RESTART OF OPERATIONS AND CUSTOMER SERVICE. THE JULY AND AUGUST FIGURES INDICATE A GOOD AND GRADUAL RECOVERY.



THE COMPANY, FOLLOWING A FIRST QUARTER IN LINE WITH BUDGET, FROM APRIL SAW A GRADUAL CONTRACTION IN ORDERS WHICH RESULTED IN A DROP IN REVENUES AND A CONSEQUENT SLIGHT DIP IN EARNINGS. STARTING FROM JUNE THE COMPANY HAS EXPERIENCED A SIGNIFICANT IMPROVEMENT IN THE ORDER INTAKE.



THE COMPANY WAS IMPACTED BY THE VIRUS IN TERMS OF THE MAJOR RESTRICTIONS ON RESTORATION ACROSS THE WORLD, PARTICULARLY IN NORTH AMERICA IN WHICH EXCELLENT EARNINGS AND GROWTH HAVE ALWAYS BEEN GENERATED.



THE FINANCIAL RESULTS OF THE COMPANY HAVE NOT BEEN IMPACTED BY THE PANDEMIC WITH BOTH REVENUES AND EBITDA BENEFITING FROM THE INCREASED DEMAND OF CONNECTIVITY, TELECOMMUNICATION AND RELATED SERVICES.

# THE HUB OF THE DIGITAL MADE IN ITALY

35 MILLION DIRECTLY INVESTED ~ 73 MILLION INCLUDING CLUBDEAL



190 MILLION EURO OF ANNUAL REVENUES



DIGITAL AND INNOVATION  
CONSULTANCY



INFLUNCER MARKETING



DIGITAL INCUBATOR



COWORKING, EDUCATION  
AND EVENTS



APP DEVELOPER



COIN-COUNTER  
TECHNOLOGY



TRAVEL APP



MEDIA TECH COMPANY

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



TIP MAIN DIRECT INVESTMENTS	% OWNED	YEAR OF FIRST INVEST.	BOOK VALUE AT 31/12/2019	REVENUES AT PURCHASE	2019 REVENUES	EBITDA AT PURCHASE	2019 EBITDA	EBITDA CAGR	LAST NFP	EMPLOYEES AT PURCHASE	2019 EMPLOYEES
<b>LISTED</b>											
AMPLIFON	2,7%	2010	155	708	1.732	97	301	13,4%	787	4.970	17.000
AMPLIFON - PREVIOUSLY THROUGH AMPLITER	0,6%	2017	10	1.133	1.732	187	301	17,2%	787	14.000	17.000
BE	27,5%	2007	17	45	152	-5	23	0,0%	2	810	1.300
ELICA	20,2%	2019	41	472	480	40	42	4,1%	47	3.800	3.800
HUGO BOSS	1,5%	2015	47	2.572	2.884	591	467	-4,6%	83	12.496	14.633
MONCLER	0,8%	2013	82	581	1.628	192	575	20,1%	-663	1.132	4.569
OVS	23,3%	2018	93	1.392	1.370	144	156	8,4%	310	6.970	6.970
ITH - HOLDING COMPANY OF SESA	20,6%	2019	37	1.363	1.551	63	95	22,5%	-55	1.900	2.061
<b>PRIVATE</b>											
AZIMUT BENETTI	12,1%	2015	32	611	914	32	70	21,6%	97	1.800	1.800
WELCOME	12,0%	2019	6	50	58	12	15	13,6%	-10	176	185
TIP INVESTMENT THROUGH SPECIFIC VEHICLES	% OWNED	YEAR OF FIRST INVEST.	BOOK VALUE AT 31/12/2019	REVENUES AT PURCHASE	2019 REVENUES	EBITDA AT PURCHASE	2019 EBITDA	EBITDA CAGR	LAST NFP	EMPLOYEES AT PURCHASE	2019 EMPLOYEES
<b>LISTED</b>											
EATALY - CLUBITALY [TIP 30%]	19,7%	2014	124	210	527	14	25	8,6%	53	2.400	5.056
INTERPUMP - IPGH [TIP 32%]	24,3%	2003	242	210	1.369	45	302	12,6%	298	2.363	6.921
PRYSMIAN - CLUBTRE [TIP 66%] *	5,1%	2010	207	4.571	11.519	387	960	10,6%	1.971	12.352	28.714
ROCHE BOBOIS - TXR [TIP 51%]	34,8%	2013	27	243	275	20	25	3,8%	-11	900	823
<b>TIPO INVESTMENTS - TIP OWNS 29,29% OF TIPO</b>											
BETACLUB / BETA UTENSILI	22,0%	2016	22	123	177	19	31	12,5%	53	550	787
SANT'AGATA / CHIORINO	20,0%	2017	35	102	115	22	23	1,8%	-21	800	917

\* CLUBTRE HAS ANNOUNCED ON 11/1/2021 THE SALE OF 10 MILLION ORDINARY SHARES OF PRYSMIAN S.P.A., REPRESENTING 3,729% OF PRYSMIAN'S SHARE CAPITAL, FOR A TOTAL CONSIDERATION OF 292.5 MILLION EURO. THE TRANSACTION REPRESENTS A PARTIAL DIVESTITURE OF THE SIGNIFICANT INVESTMENT MADE IN 2010 WITHIN A CLUB DEAL INVOLVING IMPORTANT FAMILY OFFICES, THAT IN ANY CASE IS MAINTAINING A SIGNIFICANT SHAREHOLDING IN PRYSMIAN. UPON COMPLETION OF THE TRANSACTION (SETTLEMENT DATE ON JANUARY 14<sup>TH</sup>, 2021), CLUBTRE WILL OWN INDEED APPROXIMATELY 3.577 MILLION OF PRYSMIAN SHARES, REPRESENTING 1.334% OF THE SHARE CAPITAL.

## ASSET ITALIA

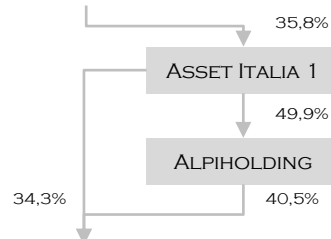
TAMBURI INVESTMENT PARTNERS S.P.A.

ASSET ITALIA INVESTMENTS - TIP OWNS 20% OF ORDINARY SHARES OF ASSET ITALIA WHICH OWNS 1% SHARES OF ITS ASSETS	% OWNED BY AI VEHICLE	YEAR OF FIRST INVEST.	BOOK VALUE AT 31/12/2019	REVENUES AT PURCHASE	2019 REVENUES	EBITDA AT PURCHASE	2019 EBITDA	EBITDA CAGR	LAST NFP	EMPLOYEES AT PURCHASE	2019 EMPLOYEES
ALPITOUR [TIP 35,8% OF TRACKING SHARES]	54,5%	2017	205	1.142	1.992	36	71	25,1%	124	2.800	4.178

NOTE: ON SEPTEMBER 27, 2020 THE SHAREHOLDERS' AGREEMENT BETWEEN ASSET ITALIA 2 S.R.L., COMPANY CONTROLLED BY ASSET ITALIA S.P.A., ON ONE SIDE, AND AMPLIFIN S.P.A., CONTROLLING SHAREHOLDER OF AMPLITER S.R.L., CONTROLLING COMPANY OF AMPLIFON S.P.A., ON THE OTHER SIDE, HAS EXPIRED AND IT HAS NOT BEEN RENEWED. THEREFORE N. 6,110,634 AMPLIFON SHARES (OF WHICH N. 1,346,661 TO TIP) HAS BEEN ASSIGNED TO THE SHAREHOLDERS OF ASSET ITALIA S.P.A. THAT HAVE TAKEN PART TO THE INVESTMENT IN AMPLITER.

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TAMBURI INVESTMENT PARTNERS S.P.A.



## STARTIP

TAMBURI INVESTMENT PARTNERS S.P.A.

STARTIP MAIN INVESTMENTS - TIP OWNS 100%	% OWNED	YEAR OF FIRST INVEST.	BOOK VALUE AT 31/12/2019	REVENUES AT PURCHASE	2019 REVENUES	EBITDA AT PURCHASE	2019 EBITDA	EBITDA CAGR	LAST NFP	EMPLOYEES AT PURCHASE	2019 EMPLOYEES
<b>LISTED</b>											
ALKEMY	7,6%	2017	5	34	85	4	4	0,7%	15	208	511
DIGITAL MAGICS	22,7%	2013	13	2	3	NS	NS	NS	1	10	10
<b>PRIVATE</b>											
BENDING SPOONS	2,4%	2019	5	30	83	3	28	848,0%	-17	50	130
BUZZOOLE	22,0%	2018	3	5	5	NS	NS	NS	NS	50	50
TAG	15,9%	2015	8	4	17	NS	NS	NS	NS	40	165

## ANNEX - A CULTURE OF SUSTAINABILITY

CORPORATE RESPONSIBILITY IS PARTICULARLY IMPORTANT FOR TIP AND PLAYS A VERY SIGNIFICANT ROLE IN BUILDING A BETTER WORKPLACE AND AN INCREASINGLY RESPONSIBLE COMMUNITY CAPABLE OF PROTECTING THE ENVIRONMENT AND OF DEVELOPING THE SKILLS OF ITS PEOPLE ACCORDING TO AN ETHICAL APPROACH SO AS TO ENSURE THAT ALL AREAS OF ITS ENDEAVORS PROSPER, THEREBY PROMOTING EMPLOYMENT AND INNOVATION AND CREATING NEW ENTERPRISES FOCUSED ON AN APPROACH TO DOING BUSINESS THAT IS HEALTHY, SOUND AND SUSTAINABLE IN THE MEDIUM TERM AND, IDEALLY, IN THE LONG TERM AS WELL.

THE COVER PAGE OF ALL TIP DOCUMENTS FOR EXTERNAL USE HAS THE FOLLOWING STATEMENT:

“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, DEVELOP AND GENERATE VALUE, YOU ARE DOING ONE OF THE MOST BENEFICIAL JOBS IN THE WORLD”.

THIS IS - FROM MORE THAN TEN YEARS - THE TIP GROUP’S MISSION.

THE MOST SIGNIFICANT POSSIBLE IMPACT THAT WE CAN SEEK TO HAVE ON THE ENVIRONMENT AROUND US IS TO CONTINUE TO PROMOTE SOUND, SAFE AND BALANCED ECONOMIC GROWTH OF THE INVESTEE COMPANIES THROUGH OUR WORK AND IMPULSE.

## ANNEX - A CULTURE OF SUSTAINABILITY

TIP GROUP IS FULLY AWARE THAT, IN ITS CAPACITY AS INVESTOR AND SHAREHOLDER, IN ADDITION TO SITTING IN IMPORTANT BOARDS OF DIRECTORS OF LISTED AND UNLISTED COMPANIES, IT HAS AN EXTREMELY IMPORTANT ROLE TO PLAY IN DEVELOPING INITIATIVES IN SUPPORT OF SOCIAL RESPONSIBILITY AND SUSTAINABILITY.

THE EVALUATION OF ENVIRONMENTAL, SOCIAL, ETHICAL AND GOVERNANCE CRITERIA HAS ALWAYS FORMED AN INTEGRAL PART OF THE INVESTMENT PROCESS, AND THIS FOCUS HAS MEANT THAT TIP HAS ALWAYS INVESTED IN COMPANIES THAT MAKE A POSITIVE CONTRIBUTION TO SOCIETY AND THE ENVIRONMENT, AVOIDING COMPANIES THAT ADOPT HARMFUL OR UNSUSTAINABLE BUSINESS MODELS.

TIP HAS ALWAYS USED ITS INFLUENCE TO ENCOURAGE VIRTUOUS PRACTICES IN THE MANAGEMENT OF ENVIRONMENTAL, SOCIAL, ETHICAL AND GOVERNANCE ASPECTS THROUGH A CONSTANT AND PROACTIVE CONTRIBUTION.

EVERY COMPANY OF TIP PORTFOLIO IS STRONGLY COMMITTED IN DELIVERING SUSTAINABILITY PROGRAMS AND ACTIONS, IN SOME CASES BEING ALSO THE FOREFRONT OF THIS CULTURE IN ITS MARKET.

GIVEN THE NATURE OF ITS BUSINESS, THE NEW DIRECT INITIATIVES PROMOTED BY THE TIP GROUP ARE MORE FOCUSED ON INFORMATION REGARDING THE ECONOMIC SCENARIO, THROUGH EDITORIALS AND INTERVIEWS PUBLISHED IN MAJOR ITALIAN AND, IN SOME CASES, INTERNATIONAL MEDIA. AS PART OF THE CLEAR SENSE OF RESPONSIBILITY THAT TIP'S TOP MANAGEMENT HAVE ALWAYS FELT IN THE EDUCATIONAL ARENA, SINCE THE EARLY NINETIES IT HAS PUBLISHED ITS VIEWS (IN THE "PRIVATIZATION AND CORPORATE GOVERNANCE BULLETIN") ON PRIVATIZATION AND CORPORATE GOVERNANCE IN ITALY, WHEN NO ONE IN THE COUNTRY WAS YET FOCUSED ON THESE MATTERS.

# ANNEX - A CULTURE OF SUSTAINABILITY



MSCI  
ESG RATINGS



- HISTORICAL **MSCI-ESG RATING: AA** (FROM 2016 TO PRESENT)

**BENDING SPOONS**



- 2019: 1<sup>ST</sup> PLACE IN THE RANKING «**GREAT PLACE TO WORK IN ITALY FOR MILLENNIALS**»



Performance,  
Credibility,  
Transparency

- CERTIFIED **EMAS (ECO-MANAGEMENT AND AUDIT SCHEME)** SINCE 2015; WITHIN ITS INDUSTRY SECTOR, CHIORINO IS THE ONLY COMPANY WITH THIS CERTIFICATION.



- SINCE ITS FOUNDATION, EATALY WORKS IN PARTNERSHIP WITH **SLOWFOOD**.



- ELICA HAS BEEN CONFIRMED ALSO IN 2020 AS **TOP EMPLOYERS** COMPANY.

HUGO BOSS



- 2020: INCLUDED IN THE 2020 “**DIVERSITY LEADERS**” RANKING EDITED BY FINANCIAL TIMES (RANKING OF 700 COMPANIES IN 10 EUROPEAN COUNTRIES THAT OFFER THE MOST DIVERSE AND INCLUSIVE WORKPLACE).

# ANNEX - A CULTURE OF SUSTAINABILITY

OVS



- THE SUSTAINABILITY PRINCIPLES IDENTIFIED BY **THE NATURAL STEP** (NON-GOVERNMENT ASSOCIATION FOUNDED SWEDEN IN 1989) ARE THE FOUNDATION OF OVS #WECARE PROGRAMME.
- SINCE 2016, OVS HAS BEEN USING THE **B IMPACT ASSESSMENT** TO INTEGRATE ITS ANALYSIS AND ASSESSMENT MODELS AND TO GAIN AN OVERALL VIEW OF THE IMPACT GENERATED BY THE ORGANIZATION AND ANY INITIATIVES UNDERWAY.
- OVS IS THE FIRST ITALIAN COMPANY TO PARTICIPATE IN **ECAP (EUROPEAN CLOTHING ACTION PLAN)**, A EUROPEAN PROJECT THAT AIMS TO DEFINE A MORE SUSTAINABLE MODEL FOR THE EUROPEAN FASHION INDUSTRY. THE PROJECT IS BEING PROMOTED AS PART OF THE ENVIRONMENT AND CLIMATE ACTION PROGRAMME IN THE EUROPEAN COMMUNITY.
- OVS IS COMPLIANT TO **STANDARD 100 BY OEKO-TEX**, AN INDEPENDENT AND INTERNATIONAL TEST AND CERTIFICATION SYSTEM APPLIED TO RAW MATERIALS, SEMI-FINISHED AND FINISHED TEXTILE PRODUCTS IN THE PROCESSING PHASE.



- 2019: ENTERED FOR THE FIRST TIME THE **DOW JONES SUSTAINABILITY INDICES WORLD AND EUROPE** AND RECOGNIZED AS THE **INDUSTRY LEADER IN THE "TEXTILES, APPAREL & LUXURY GOODS" SECTOR**.
- COMMITMENT TO BECOME **CARBON-NEUTRAL** REGARDING ITS GLOBAL DIRECT EMISSIONS BY 2021.



# ANNEX - A CULTURE OF SUSTAINABILITY

**Prysmian**  
Group



**50 SUSTAINABILITY & CLIMATE LEADERS**

A RACE WE CAN WIN

**MSCI**  
ESG RATINGS



FTSE4Good



CLEAN200™

- 2019: CONFIRMED FOR THE SECOND YEAR, WITH AN IMPROVED SCORE, IN THE **DOW JONES SUSTAINABILITY WORLD INDEX** IN THE “ELECTRICAL COMPONENTS & EQUIPMENTS (ELQ)” SECTOR.
- 2020: JOINED THE “**50 SUSTAINABILITY AND CLIMATE LEADERS**”, A FORUM ABOUT CLIMATE CHANGE HOSTED ON BLOOMBERG WEBSITE AND 50 CLIMATE LEADERS HUB.
- **MSCI-ESG RATING: A** (FROM 2019 TO PRESENT)
- 2019: INCLUDED IN OTHER VALUABLE SUSTAINABILITY INDICES, SUCH AS FTSE4Good GLOBAL INDEX, STOXX ITALY 45 ESG-X e STOXX EUROPE 600 ESG-X, AS WELL AS IN THE “CARBON CLEAN 200” REPORT EDITED BY “AS YOU SOW” (AMERICAN NON-PROFIT ENTITY).

**rocheboboïs**  
PARIS



- IN COLLABORATION WITH **FCBA** (FOREST CELLULOSE WOOD-BUILDING FURNISHINGS), ROCHE BOBOIS HAS DEVELOPED ITS OWN QUALITATIVE ASSESSMENT TOOL, **Eco8**.

**SeSa**  
s.p.a



- 2020: STARTED THE PROCEDURES FOR BEING GRANTED THE **B CORP** INTERNATIONAL CERTIFICATION ISSUED BY B LAB (NON-PROFIT ENTITY), AS COMMITMENT FOR A LONG-TERM SUSTAINABLE DEVELOPMENT.