



# EUROPEAN MIDCAP CONFERENCE

JUNE 24-25, 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 JUNE 18, 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

+ 133,4%\*

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

10,49 EURO PER SHARE

NET INTRINSIC VALUE

LISTED COMPANIES

|                                                                                                                      |                                                                                                                  |                                                                                                   |                                                                                                                   |                                                                                                                    |                                                                                                      |                                                                                                                       |                                                                                                                    |                                                                                                                      |                                                                                                                    |
|----------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|
| <br>~490 MLN EURO<br>(TIP+CLUB DEAL) | <br>~95 MLN EURO<br>(CLUB DEAL) | <br>~45 MLN EURO | <br>~50 MLN EURO<br>(INIT. 1 05) | <br>~ 1,3 BLN EURO<br>(CLUB DEAL) | <br>~ 240 MLN EURO | <br>~ 1 05 MLN EURO<br>(INIT. 120) | <br>~ 95 MLN EURO<br>(INIT. 95) | <br>~ 410 MLN EURO<br>(CLUB DEAL) | <br>~80 MLN EURO<br>(CLUB DEAL) |
|----------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|

PRIVATE COMPANIES

|                                                                                                                   |                                                                                                   |                                                                                                                   |                                                                                                   |                                                                                                                    |                                                                                                                          |                                                                                                                                       |
|-------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|
| <br>~ 320 MLN EURO<br>(CLUB DEAL) | <br>~40 MLN EURO | <br>~200 MLN EURO<br>(CLUB DEAL) | <br>~35 MLN EURO | <br>~ 127 MLN EURO<br>(CLUB DEAL) | <br>~6 MLN EURO<br>(INIT. DEBT INSTR.) | <br>~ 11 MLN EURO<br>(TIP INVESTMENT) <sup>1</sup> |
|-------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|

STARTIP

TAMBURI INVESTMENT PARTNERS S.P.A.

|                                                                                                                   |                                                                                                    |                                                                                                                    |                                                                                                                     |                                                                                                    |                                                                                                                      |                                                                                                                      |                                                                                                       |
|-------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|
| <br>~ 1 MLN EURO<br>(CLUB DEAL) | <br>~6 MLN EURO | <br>~20 MLN EURO<br>(CLUB DEAL) | <br>~ 18 MLN EURO<br>(CLUB DEAL) | <br>~8 MLN EURO | <br>~ 18 MLN EURO<br>(CLUB DEAL) | <br>~34 MLN EURO<br>(CLUB DEAL) | <br>~ 1 MLN EURO |
|-------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|

**.I.T.A.C.A.**  
EQUITY

**.I.T.A.C.A.**  
EQUITY HOLDING

10

WORLDWIDE LEADER

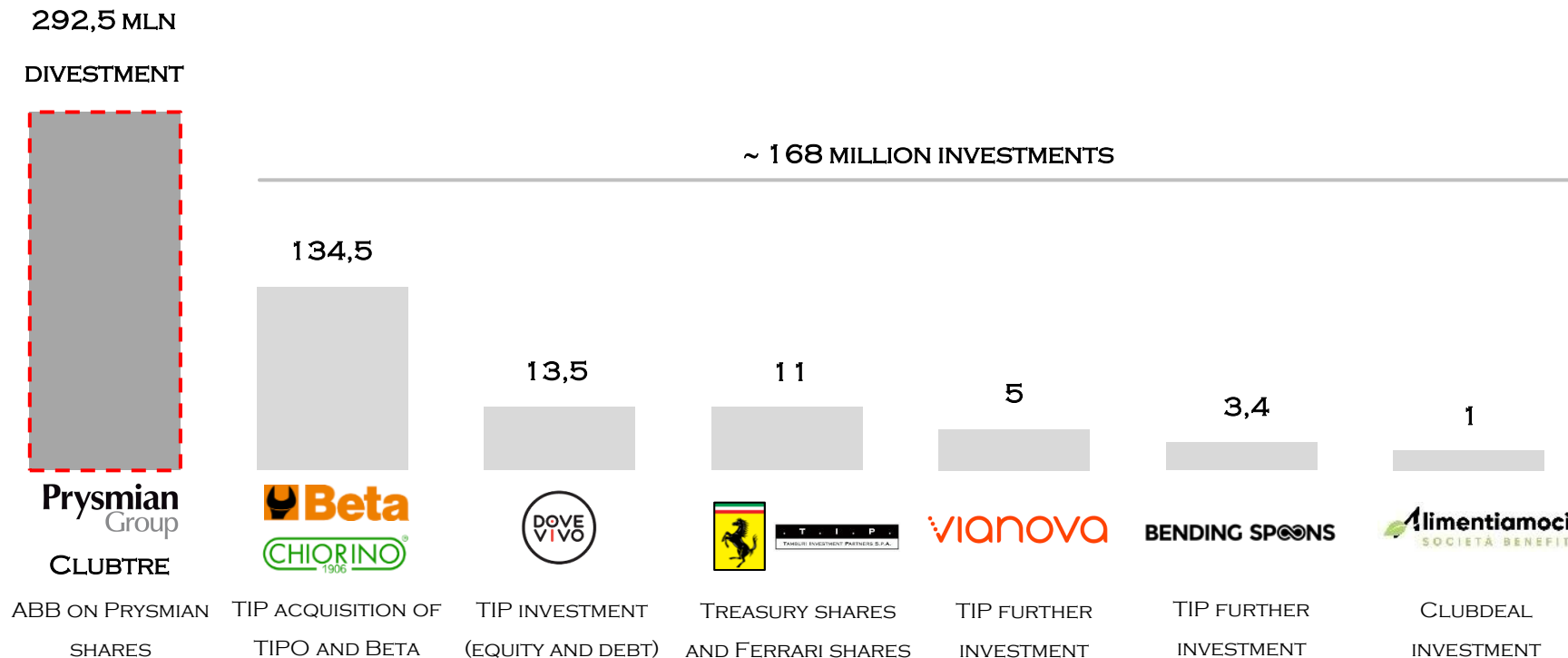
3

EUROPEAN LEADER

8

ITALIAN LEADER

~ 460 MILLION OF INVESTMENT – DIVESTMENT ACTIVITY UNTIL JUNE 2021



WITHOUT CONSIDERING THE 100 MLN COMMITMENT OF TIP TO ITACA EQUITY HOLDING OUT OF THE TOTAL COMMITTED AMOUNT OF 600 MLN EURO

# 2021 TREND

|                                                                                    | Q1 REVENUES 2021 |            |                                                                                                | Q1 REVENUES 2021 |            |
|------------------------------------------------------------------------------------|------------------|------------|------------------------------------------------------------------------------------------------|------------------|------------|
|                                                                                    | vs Q1 2020       | vs Q1 2019 |                                                                                                | vs Q1 2020       | vs Q1 2019 |
|   | +6,9%            | +12,3%     | <br>MONCLER | +17,8%           | -3,5%      |
|    | +21,3%           | +12,5%     |             | +8,6%            | +1,4%      |
|   | +24,9%           | +43,7%     |             | +14,2%           | N.A.       |
|    | +23,7%           | +17,5%     |             | +27,2%           | +17,6%     |
|   | +8,5%            | +7,6%      |             | +11,6%           | +13,0%     |
| HUGO BOSS                                                                          | -10,5%           | -25,2%     |           | +5,7%            | +18,4%     |
|  | +9,2%            | +9,3%      |                                                                                                |                  |            |

Q1 2021 NOT AVAILABLE FOR ALPITOUR, AZIMUT BENETTI, OCTO TELEMATICS, OVS, SESA AND ROCHE BOBOIS.

PERFORMANCE AT CURRENT EXCHANGE RATE



- JANUARY 11<sup>TH</sup> 2021: CLUBTRE S.P.A. (COMPANY IN WHICH TIP HELD A 66.226% STAKE) ANNOUNCED 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 REPRESENTED A PARTIAL DIVESTITURE OF THE SIGNIFICANT INVESTMENT MADE IN 2010 WITHIN A CLUB DEAL INVOLVING IMPORTANT FAMILY OFFICES.
- APRIL 2021: TIP HAS ACQUIRED FROM THE MINORITY SHAREHOLDER OF CLUBTRE ITS 33,8% STAKE (TIP NOW OWNS 100% OF CLUBTRE). IN THE CONTEXT OF THE TRANSACTION CLUBTRE HAS ALSO SOLD N. 1.208.253 PRYSMIAN SHARES TO THE MINORITY SHAREHOLDER.
- TIP NOW OWNS 2.369.183 PRYSMIAN SHARES, REPRESENTING 0.9% OF THE SHARE CAPITAL.

# NEW EQUITY FOR COMPANIES IN TURNAROUND



ITACA EQUITY HOLDING HAS BEEN ESTABLISHED BY TIP TO PROVIDE EQUITY TO DISTRESSED COMPANIES AND TURNAROUND.

ITACA EQUITY HOLDING 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 HOLDING CAN ACTIVATE SIGNIFICANT FINANCIAL RESOURCES AND INTERVENE QUICKLY AND EFFECTIVELY IN COMPLEX SITUATIONS.

IN LINE WITH THE SUCCESSFUL ASSET ITALIA MODEL, ITACA EQUITY HOLDING INVOLVES IN THE INVESTMENTS 45 FAMILY OFFICES.

TIP WILL DIRECTLY DEDICATE 100 MILLION TO THIS PROJECT OUT OF 600 MILLION OF SOFT COMMITMENT GUARANTEED BY FAMILY OFFICES, OVER 5 YEARS.

# TIP ACQUISITION OF TIPO AND BETA



THE BOARD OF DIRECTORS OF TIP HAS PROMOTED IN MARCH 2021 A CASH OFFER FOR THE PURCHASE OF 100% OF THE SHARES OF TIPO S.P.A., OF WHICH TIP HELD 29.29%. TIPO WAS A CLUB DEAL ESTABLISHED IN JUNE 2014 THAT AFTER THE SALE OF THE EQUITY INVESTMENTS HELD IN AAA - ADVANCED ACCELERATED APPLICATION S.A. AND IN IGUZZINI ILLUMINAZIONE S.P.A. DIRECTLY AND INDIRECTLY HELD 21.97% OF BETA UTENSILI S.P.A. AND 20% OF CHIORINO S.P.A..

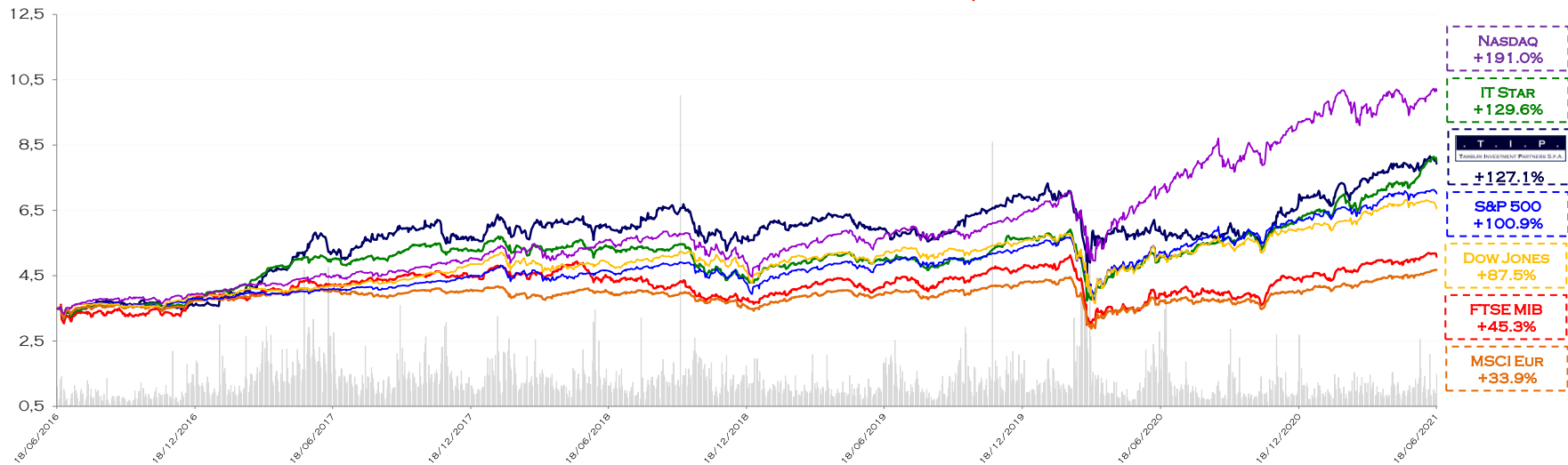
THE TOTAL VALUE OF THE TRANSACTION HAS BEEN OF 134.5 MILLION EURO.

TIP NOW OWNS 49% OF BETA UTENSILI S.P.A. AND 20% OF CHIORINO S.P.A..

# TIP SHARE PERFORMANCE

## 5 YEARS PERFORMANCE VS MAIN INDEXES

5 YEARS TOTAL RETURN TIP: **+133,4%**



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

## 15 YEARS AS A PUBLIC COMPANY

**129** MILLION

BUY BACK SINCE IPO

**15** MILLION

FREE DISTRIBUTION OF TREASURY SHARES

**121** MILLION

DIVIDENDS DISTRIBUTED SINCE IPO

**200** MILLION

CAPITAL INJECTIONS FROM THE FREE DISTRIBUTION OF WARRANTS IN 10 YEARS

**38%**

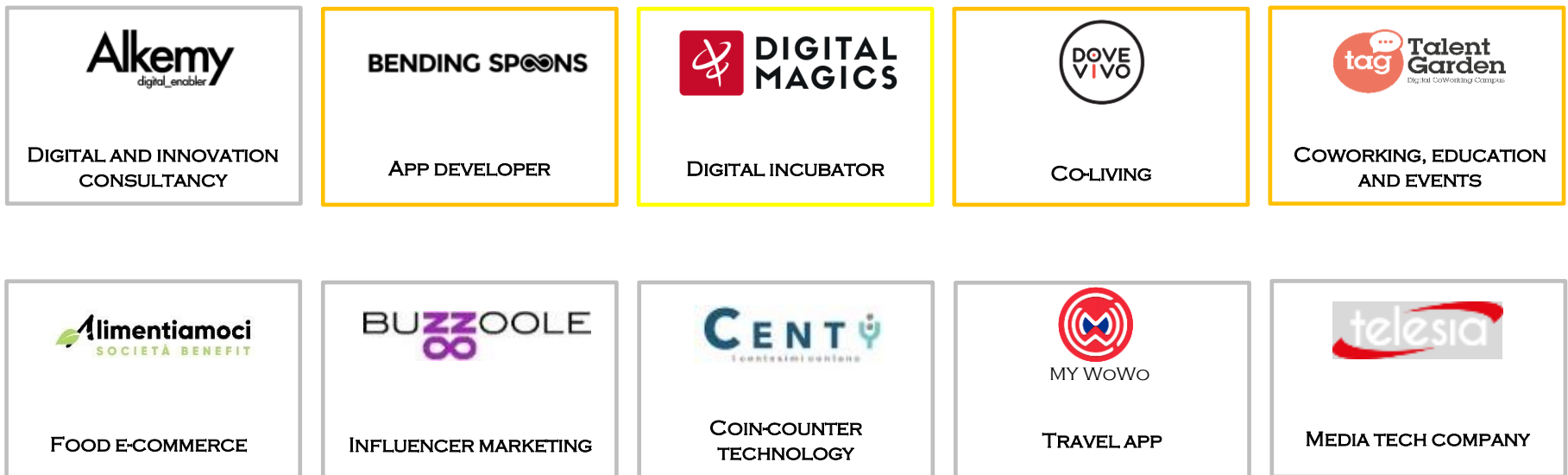
CAPITAL GAIN ON CURRENT TREASURY SHARES

# THE ITALIAN DIGITAL HUB

52 MILLION DIRECTLY INVESTED  
~ 109 MILLION INCLUDING CLUBDEAL



230 MILLION EURO OF AGGREGATE  
ANNUAL REVENUES  
WITHOUT CONSIDERING AGGREGATE SALES OF  
DIGITAL MAGICS PORTFOLIO



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

# THE ITALIAN DIGITAL HUB



DIGITAL AND INNOVATION  
CONSULTANCY

2020: 75 MLN SALES AND 6 MLN EBITDA

YEAR OF FIRST INVESTMENT: 2017

- FIRST RESULTS OF THE **INDUSTRIALIZATION OF BUSINESS MODEL** REGISTERED IN MARGINALITY AND **BUSINESS RESILIENCY**: EBITDA UP 23% COMPARED TO FY 2019
- **LISTED ON STAR** SEGMENT OF BORSA ITALIANA

**BENDING SPOONS**

APP DEVELOPER

2020: 97 MLN SALES AND 27 MLN ADJ. EBITDA

YEAR OF FIRST INVESTMENT: 2019

- CONTINUOUS **GROWTH IN SALES AND MARGINS** WITH A PORTFOLIO OF **>20 IOS APPS**
- IN 2020 HAS DEVELOPED **IMMUNI**, CONTACT TRACING APP TO FACE COVID 19 PANDEMIC IN ITALY  
**FURTHER INVESTMENT IN 2021**



DIGITAL INCUBATOR

2020: >50 MLN AGGREGATED SALES OF  
PORTFOLIO STARTUPS

YEAR OF FIRST INVESTMENT: 2013

- **74 STARTUPS IN PORTFOLIO** (+5 vs 2019): 30% FINTECH, 24% ENTERPRISE SOFTWARE, 17% MARKETING, 10% FOOD, 4% TRAVEL & TRANSPORTATION, 3% HEALTH
- **LISTED ON AIM** SEGMENT OF BORSA ITALIANA



CO-LIVING

2020: 40 MLN SALES (18% OF EBITDA MARGIN IN '19)

YEAR OF FIRST INVESTMENT: 2021

- **NO. 1 EUROPEAN CO LIVING PLAYER** IN TERMS OF NUMBER OF BEDS (CA. #8.000) AND REVENUES
- ALREADY IN **3 COUNTRIES** AND >10 CITIES
- **ENORMOUS AND GROWING MARKET**



CO-LEARNING, EDUCATION  
AND CORPORATE  
TRASFORMATION

2020: 14 MLN SALES

YEAR OF FIRST INVESTMENT: 2015

- **NO. 1 EUROPEAN CO-LEARNING PLAYER**
- **ALREADY IN 6 COUNTRIES**

# NET INTRINSIC VALUE PER SHARE: **10,49 EURO**

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | NET INVESTED CAPITAL | BLOOMBERG ESTIMATES <sup>(1)</sup> | MED TERM INTR. VALUE <sup>(2)</sup> |            |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|------------------------------------|-------------------------------------|------------|
| <b>TECHNOLOGY AND INNOVATION</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <b>258</b>           | <b>1.288</b>                       | <b>~ 1.413</b>                      | <b>64%</b> |
| HEALTHCARE AND INDUSTRIAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 154                  | 901                                | ~997                                | 45%        |
|       |                      |                                    |                                     |            |
| IT SERVICES AND INNOVATION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 104                  | 388                                | ~416                                | 19%        |
|                                                                                          |                      |                                    |                                     |            |
| <b>LUXURY AND DESIGN</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <b>106</b>           | <b>278</b>                         | <b>~290</b>                         | <b>13%</b> |
|                                                                                          |                      |                                    |                                     |            |
| <b>APPAREL AND HIGH-END FOOD</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <b>156</b>           | <b>204</b>                         | <b>~227</b>                         | <b>10%</b> |
|                                                                                                                                                                                                                                                            |                      |                                    |                                     |            |
| <b>TRAVEL AND LEISURE</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <b>74</b>            | <b>74</b>                          | <b>~74</b>                          | <b>4%</b>  |
|                                                                                                                                                                                                                                                                                                                                                                                                                             |                      |                                    |                                     |            |
| <b>OTHER</b><br>(INCL. TREASURY SHARES & ADVISORY)                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <b>123</b>           | <b>186</b>                         | <b>~206</b>                         | <b>9%</b>  |
| <b>NET FINANCIAL POSITION OF TIP S.P.A.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <b>276</b>           | <b>276</b>                         | <b>276</b>                          |            |
| <b>NET INTRINSIC VALUE</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | <b>442</b>           | <b>1.754</b>                       | <b>~1.934</b>                       |            |

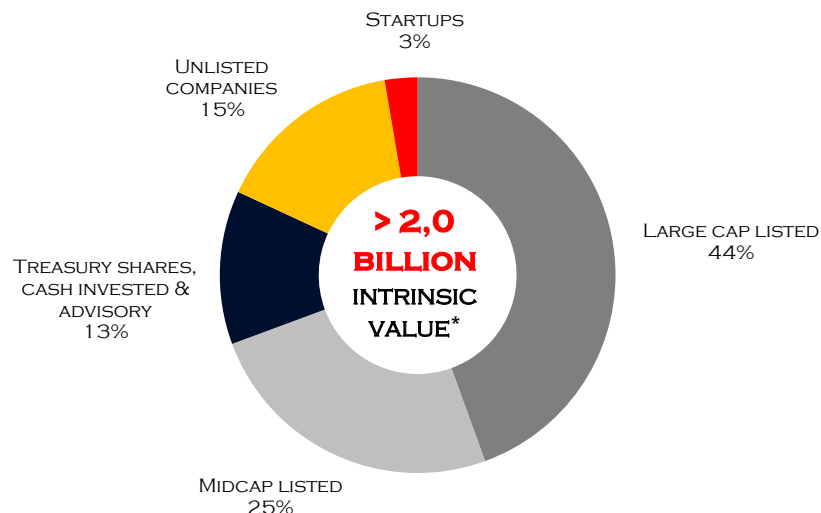
DATA AS AT 18/6/2021 (MLN EURO)

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

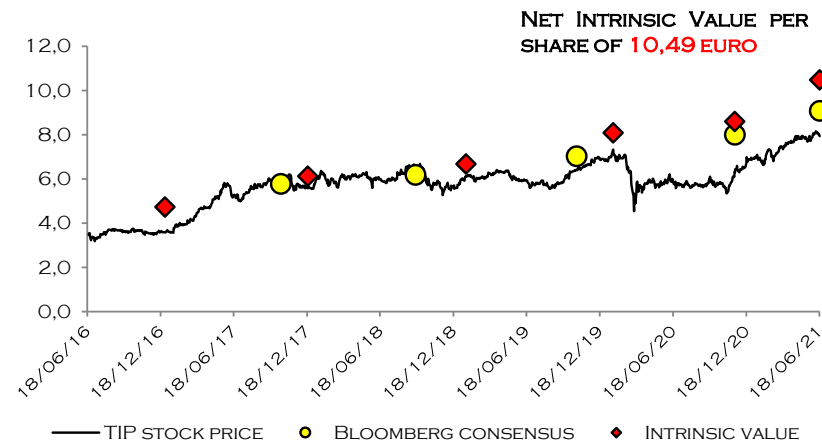
- **INTRINSIC VALUE** WITH CONSISTENT CRITERIA OVER TIME, ANCHORED TO THE **FUNDAMENTALS** AND REGARDLESS THE VOLATILITY OF MULTIPLES

## > 740 MILLION FIREPOWER

MORE THAN **740 MILLION EURO** AVAILABLE:

- ~240 MILLION OF LIQUIDITY
  - ~120 MILLION OF TREASURY SHARES
  - ~380 MILLION OF ASSET ITALIA RESIDUAL COMMITMENT
- + 600 MILLION ITACA COMMITMENT
- } **TIP**

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



| DATE       | TIP STOCK PRICE | NET INTR. VALUE PER SHARE | DISCOUNT ON NET INTR. VALUE |
|------------|-----------------|---------------------------|-----------------------------|
| 22/06/2021 | 8,15            | 10,49                     | -22,3%                      |

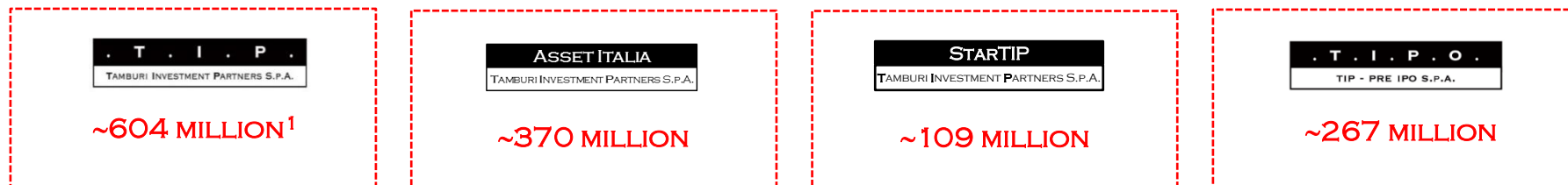
**MARKET STOCK PRICE AT DISCOUNT VS INTR. VALUE/SH.**

## ANALYST TARGET PRICE

- EQUITA SIM: **9.5 EURO** PER SHARE
- STIFEL EUROPE: **9.5 EURO** PER SHARE
- INTERMONTE: **9.15 EURO** PER SHARE
- BANCA AKROS: **8.8 EURO** PER SHARE
- KEPLER CHEUVREUX: **8.55 EURO** PER SHARE

## 2015 - 2021 INVESTMENTS

~1.350 MILLION



598 MLN IN LISTED COMPANIES AND 752 MLN IN PRIVATE COMPANIES

### TOTAL INVESTMENTS, INCLUDING CLUB DEALS, AT COST

|           |      |      |      |      |      |                  |      |      |      |         |       |
|-----------|------|------|------|------|------|------------------|------|------|------|---------|-------|
| 830       | 129  | 46   | 124  | 279  | 175  | 191 <sup>2</sup> | 265  | 325  | 204  | 158     | 2.728 |
| 2002-2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016             | 2017 | 2018 | 2019 | 2020-21 | 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. BETA FOR EQUITY COMPONENT ONLY

# TIP 2019 - 2021 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.



## LEADING ITALIAN IT SERVICES AND SOLUTIONS PROVIDER

- TIP ACQUIRED ~15% IN ITH (CONTROL. COMPANY OF SESA) IN JULY '19 AND IN JUNE '20 ANNOUNCED A STAKE INCREASE UP TO 20.64%.



## CONNECTIVITY AND TLC SERVICE PROVIDER

- IN 2019 TIP ACQUIRED A 12% STAKE IN VIANOVA (FORMERLY WELCOME ITALIA) AND RECENTLY HAS ACQUIRED AN ADDITIONAL 5% STAKE (CURRENT STAKE OF 17%).



## EUROPEAN LEADER IN CO-LIVING

- IN MARCH '21 TIP HAS ACQUIRED A 20% STAKE IN THE HOLDING COMPANY OF DOVE VIVO FOR 11 MILLION AND IN JUNE HAS SUBSCRIBED A DEBT INSTRUMENT FOR 2,5 MILLION.



## INNOVATIVE START UP FOR A NEW FOOD SHOPPING WAY

- IN MARCH 2021 TIP AND OTHER INVESTORS HAVE SUBSCRIBED A 1 MILLION EURO CAPITAL INCREASE IN ALIMENTIAMOCI.



## LEADER IN DESIGN AND TECHNOLOGY FOR VENTILATION AND AIR FILTRATION

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



## STAKE INCREASE IN CLUBTRE

- IN 2019 TIP ACQUIRED AN ADDITIONAL STAKE OF 22,95% IN CLUBTRE S.P.A..



## 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.



## TIP ACQUISITION OF DIRECT STAKE IN BETA AND CHIORINO

- AFTER THE COMPLETION OF THE TRANSACTION DESCRIBED ON PAGE 10, TIP NOW OWNS 49% OF BETA UTENSILI AND 20% OF CHIORINO.

## BENDING SPOONS

## STAKE INCREASE IN BENDING SPOONS

- IN JUNE 2021 TIP HAS FURTHER INVESTED 3,4 MILLION EURO (CURRENT STAKE OF 3,6%).

## DIVESTMENTS FROM «COMPLETE EXIT»<sup>1</sup> ~275 MILLION (2016 – 2021)

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

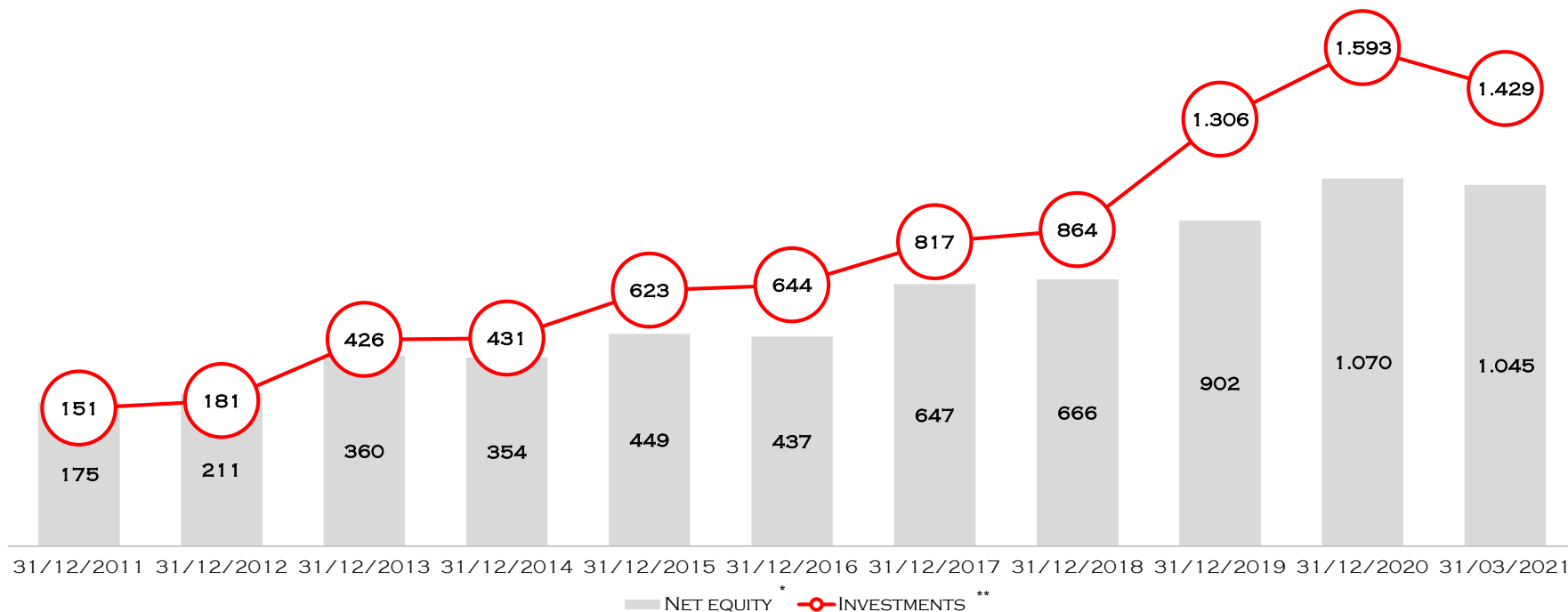
| MLN EURO               | EBITDA AT<br>PURCHASE | EBITDA AT<br>EXIT | AMOUNT CASHED |
|------------------------|-----------------------|-------------------|---------------|
| FURLA                  | 41                    | 84                | <b>35</b>     |
| NICE                   | 41                    | 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)



**78,4 MILLION (PRO FORMA) CONSOLIDATED Q1 2021 NET PROFIT**

**35,0 MILLION (PRO FORMA) CONSOLIDATED 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  
NET EQUITY AND INVESTMENTS IN Q1 2021 HAVE BEEN IMPACTED BY CLUBTRE TRANSACTION AND THE VARIATION OF FAIR VALUE OF INVESTMENTS

# TIP - VALUE CREATION

## ANNUAL REVENUES\*

FROM **15,0** BILLION **+51%** TO **22,7** BILLION IN 2020

## NUMBER OF EMPLOYEES\*

FROM **58** THOUSANDS **+75%** TO **102** THOUSANDS IN 2020

### TIP DIRECT INVESTMENTS

| COMPANIES             | YEAR OF FIRST INVEST. | EBITDA AT PURCHASE | 2019 EBITDA | EBITDA CAGR |
|-----------------------|-----------------------|--------------------|-------------|-------------|
| <b><u>LISTED</u></b>  |                       |                    |             |             |
| ALKEMY                | 2017                  | 4                  | 4           | 0,8%        |
| AMPLIFON              | 2010                  | 97                 | 301         | 13,4%       |
| BE ★                  | 2007                  | -5                 | 23          |             |
| 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%      |
| WELCOME               | 2019                  | 12                 | 15          | 13,6%       |

### TIP 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%        |

**134 M&A TRANSACTIONS (> 7 BILLION) OF THE INVESTEE COMPANIES SINCE TIP FIRST INVESTMENT**

★ ORIGINAL INVESTMENT WAS A CLUBDEAL

\*AGGREGATE AMOUNT OF TIP INVESTMENTS (WITHOUT CONSIDERING STELLANTIS, FERRARI AND FAGERHULT)

# 2020 PRIVATE COMPANIES UPDATE



TURNOVER OBVIOUSLY COLLAPSED REPORTING SIGNIFICANT LOSSES AND NEED FOR COST CUTS. GABRIELE BURGIO AND HIS TEAM MADE AN UNPARALLELED WORK FOR THE RATIONALIZATION OF THE STRUCTURES, BRANDS AND PORTFOLIO OFFER. INVESTMENTS ON IT SYSTEMS HAVE BEEN DONE TO BE AT THE FOREFRONT AT THE RESTART. THE SCOUTING OF HOTELS CONTINUES. THE LEADERSHIP HAS NOT BEEN WEAKENED BY THE PANDEMIC, THE COMPANY IS PERCEIVED STRONGER AND UNIQUE.

REVENUES: 725 MLN - EBITDA (BEFORE IFRS): -112 MLN - NFP: 377 MLN



THE DECREASE IN TURNOVER COMPARED TO 2019 IS LOWER THAN 10%, EBITDA ABOVE 20 MILLION AND A MARKET SHARE THAT IS CERTAINLY GROWING DEMONSTRATE THE STRENGTH AND QUALITY OF BETA. THE INTEGRATION OF THE M&AS IS CONTINUING POSITIVELY AND SEVERAL ORGANIZATIONAL CHANGES RECENTLY PROMOTED BY ROBERTO CICERI GIVE GOOD CONFIDENCE FOR THE FUTURE.

REVENUES: 165 MLN - EBITDA ADJ.: 21,5 MLN - NFP: 47,2 MLN



THE DIRECT SALE OF FOOD AND THE ONLINE BUSINESS, PARTIALLY OFFSET THE DROP OF THE TURNOVER DUE TO RESTRICTIONS TO RESTAURANT BUSINESS. TURNOVER DECREASED OF LESS THAN 30% AND THE MAIN DROP IN MARGINS HAS BEEN RECORDED IN THE USA. THE EXPECTED TIMELINE FOR NEW OPENINGS HAS BEEN CONFIRMED (IN DEC. '20 A STORE OPENED IN DALLAS AND IN APRIL '21 IN LONDON).

REVENUES: 353 MLN - EBITDA: -14 MLN - NFP: 116 MLN



THE FINANCIAL STATEMENTS AS OF AUGUST 31, 2020, SHOWED AN EBITDA ADJ. OF >50 MLN, CONFIRMING THE GOOD TREND. THE MAIN DECISION OF THE YEAR HAS BEEN THE APPOINTMENT OF MARCO VALLE AS SOLE GROUP CEO AND THE START OF SEVERAL INITIATIVES TO RATIONALIZE THE TWO DIVISIONS. THE NEW FINANCIAL YEAR IS SHOWING AN INCREASING TREND OF THE ORDER BOOK, ESPECIALLY FOR BENETTI, AND THE INDICATIONS FOR THE CURRENT YEAR ARE POSITIVE.

REVENUES: 758 MLN - EBITDA ADJ.: 57,2 MLN



THE DECREASE IN TURNOVER COMPARED TO '19 IS ALMOST IRRELEVANT, MARGINS SHOWED AN EXCELLENT RESILIENCY ALSO IN '20 AND THEREFORE IS AMONG THE COMPANIES THAT HAVE SHIELDED VERY WELL. THE WISH FOR '21 IS THAT IT COULD BE THE YEAR OF THE EXTERNAL GROWTH, WHICH THE COMPANY HAS BEEN CHASING SINCE WE INVESTED IN BUT WHICH DESPITE THE EFFORTS MADE, DID NOT MATERIALIZE.

REV.: 113 MLN - EBITDA (BEF. IFRS): 23 MLN - NFP (CASH): -27,5 MLN



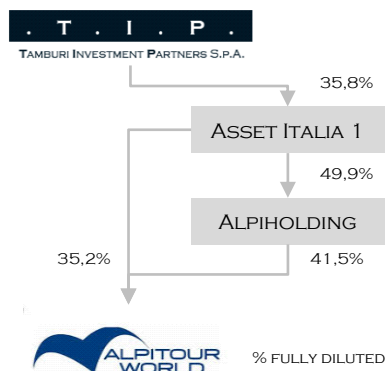
THE FINANCIAL RESULTS OF THE COMPANY HAVE NOT BEEN IMPACTED BY THE PANDEMIC WITH BOTH REVENUES AND EBITDA BENEFITING FROM THE INCREASED DEMAND OF CONNECTIVITY, TELECOMMUNICATION AND RELATED SERVICES.

REVENUES: 61,8 MLN - EBITDA: 16,7 MLN - NFP (CASH): -13,1 MLN

| TIP MAIN DIRECT INVESTMENTS                            | % OWNED | YEAR OF FIRST INVEST. | BOOK VALUE AT 31/12/2020 | REVENUES AT PURCHASE | 2020 REVENUES | EBITDA AT PURCHASE | 2020 EBITDA |
|--------------------------------------------------------|---------|-----------------------|--------------------------|----------------------|---------------|--------------------|-------------|
| <b><u>LISTED</u></b>                                   |         |                       |                          |                      |               |                    |             |
| AMPLIFON                                               | 3,3%    | 2010                  | 251                      | 708                  | 1.555         | 97                 | 371         |
| BE                                                     | 27,5%   | 2007                  | 23                       | 45                   | 179           | -5                 | 28          |
| ELICA                                                  | 20,2%   | 2019                  | 41                       | 472                  | 453           | 40                 | 42          |
| HUGO BOSS                                              | 1,5%    | 2015                  | 29                       | 2.572                | 1.946         | 591                | 230         |
| MONCLER                                                | 0,8%    | 2013                  | 103                      | 581                  | 1.440         | 192                | 601         |
| OVS                                                    | 23,3%   | 2018                  | 95                       | 1.392                | 1.018         | 144                | 73          |
| ITH - HOLDING COMPANY OF SESA                          | 20,6%   | 2019                  | 60                       | 1.363                | 1.776         | 63                 | 94          |
| <b><u>PRIVATE</u></b>                                  |         |                       |                          |                      |               |                    |             |
| AZIMUT BENETTI                                         | 12,1%   | 2015                  | 32                       | 611                  | 758           | 32                 | 57          |
| VIANOVA                                                | 17,0%   | 2019                  | 6                        | 50                   | 62            | 12                 | 17          |
| TIP INVESTMENT THROUGH SPECIFIC VEHICLES               | % OWNED | YEAR OF FIRST INVEST. | BOOK VALUE AT 31/12/2020 | REVENUES AT PURCHASE | 2020 REVENUES | EBITDA AT PURCHASE | 2020 EBITDA |
| <b><u>LISTED</u></b>                                   |         |                       |                          |                      |               |                    |             |
| EATALY - CLUBITALY [TIP 43,24%]                        | 19,8%   | 2014                  | 127                      | 210                  | 353           | 14                 | -15         |
| INTERPUMP - IPGH [TIP 32%]                             | 24,8%   | 2003                  | 242                      | 210                  | 1.294         | 45                 | 294         |
| PRYSMIAN - CLUBTRE [TIP 100%]                          | 0,9%    | 2010                  |                          | 4.571                | 10.016        | 387                | 840         |
| ROCHE BOBOIS - TXR [TIP 51%]                           | 34,8%   | 2013                  | 75                       | 243                  | 266           | 20                 | 50          |
| <b><u>TIPO INVESTMENTS - TIP OWNS 100% OF TIPO</u></b> |         |                       |                          |                      |               |                    |             |
| BETACLUB / BETA UTENSILI                               | 49,0%   | 2016                  |                          | 123                  | 165           | 19                 | 22          |
| SANT'AGATA / CHIORINO                                  | 20,0%   | 2017                  |                          | 102                  | 113           | 22                 | 23          |

**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 31/12/2020 | REVENUES AT PURCHASE | 2020 REVENUES | EBITDA AT PURCHASE | 2020 EBITDA |
|-----------------------------------------|-----------------------|-----------------------|--------------------------|----------------------|---------------|--------------------|-------------|
| ALPITOUR [TIP 35,8% OF TRACKING SHARES] | 55,9%                 | 2017                  | 205                      | 1.142                | 725           | 36                 | -112        |

**TIP LOOK-THROUGH STAKE IN ALPITOUR: 19,9%**

**STARTIP MAIN INVESTMENTS - TIP OWNS 100%**
**LISTED**

|                |       |      |   |    |    |    |    |
|----------------|-------|------|---|----|----|----|----|
| ALKEMY         | 7,6%  | 2017 | 3 | 34 | 75 | 4  | 6  |
| DIGITAL MAGICS | 22,7% | 2013 | 6 | 2  | NA | NS | NS |

**PRIVATE**

|                                             |       |      |    |    |    |    |    |
|---------------------------------------------|-------|------|----|----|----|----|----|
| BENDING SPOONS                              | 3,6%  | 2019 | 5  | 30 | 97 | 3  | 27 |
| TAG                                         | 15,9% | 2015 | 19 | 4  | 14 | NS | NS |
| DV HOLDING - [HOLDING COMPANY OF DOVE VIVO] | 19,2% | 2021 | 11 | 40 | 40 | NS | NS |

## ANNEX - A CULTURE OF SUSTAINABILITY

FOR A DETAILED DESCRIPTION OF TIP ACTIVITIES RELATED TO SUSTAINABILITY PLEASE REFER TO [WWW.TIPSPA.IT/SUSTAINABILITY](http://WWW.TIPSPA.IT/SUSTAINABILITY)

CORPORATE RESPONSIBILITY IS PARTICULARLY IMPORTANT TO 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.

FOR MORE THAN TEN YEARS, THE COVER PAGES OF ALL DOCUMENTS PREPARED BY TIP INTENDED FOR EXTERNAL COUNTERPARTIES HAVE CONTAINED 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 THE TIP GROUP’S MISSION. INDEED, THE MOST SIGNIFICANT POSSIBLE IMPACT THAT WE CAN SEEK TO HAVE ON THE LOCAL COMMUNITY AND THE ENVIRONMENT AROUND US IS TO PROMOTE SOUND, BALANCED ECONOMIC GROWTH BY COMPANIES THROUGH OUR WORK.

# ANNEX – SUSTAINABLE DEVELOPMENT OBJECTIVES



ENSURING INCLUSIVE AND EQUITABLE QUALITY EDUCATION AND PROMOTING LIFELONG LEARNING OPPORTUNITIES FOR ALL.

TIP HAS ALWAYS INVESTED TIME AND ENERGY FOR THE PROMOTION OF AN ECONOMIC CULTURE AND AWARENESS AROUND THE ISSUES OF HEALTHY BUSINESS GROWTH THROUGH PUBLICATIONS, ARTICLES, AND PARTICIPATION IN CONFERENCES.

TIP ALSO INVESTED IN TALENT GARDEN S.P.A.: A COMPANY THAT PROMOTES HIGH-QUALITY, INCLUSIVE EDUCATION BY OFFERING VERTICAL TRAINING COURSES ON TECHNOLOGY, INNOVATION AND DIGITAL.

TO HELP YOUNG PEOPLE GAINING SPECIALIZED EXPERTISE IN THE DIGITAL AND INNOVATION SECTOR AND TO INTRODUCE THEM TO THE WORLD OF WORK, TIP HAS FINANCED **10 SCHOLARSHIPS** FOR STUDENTS ENROLLED ON COURSES RUN BY TALENT GARDEN INNOVATION SCHOOL.

## FULL TIME MASTER IN **DIGITAL MARKETING**

- STRATEGY & FUNNEL MARKETING
- PAID MEDIA
- MARKETING AUTOMATION
- CONTENT MARKETING
- ANALYTICS
- DEEP DIVE ON DIGITAL MARKETING

## FULL TIME MASTER IN **UX DESIGN**

- UX INTRO, RESEARCH & MAPPING
- HUMAN FACTOR, INTERACTION DESIGN
- PROTOTYPING & INFORMATION ARCHITECTURE
- INFORMATION ARCHITECTURE, UI DESIGN & USABILITY ENGINEERING
- UI DESIGN & VISUAL COMMUNICATION
- UX MANAGEMENT

LINK FOR SUBSCRIPTION: [HTTPS://TALENTGARDEN.ORG/IT/NEWS/TAMBURHINVESTMENT-PARTNERS-BORSE-STUDIO/](https://talentgarden.org/it/news/tamburhinvestmentpartners-borse-studio/)

# ANNEX – SUSTAINABLE DEVELOPMENT OBJECTIVES

## 8 DECENT WORK AND ECONOMIC GROWTH



**PROMOTE SUSTAINED, INCLUSIVE AND SUSTAINABLE ECONOMIC GROWTH, FULL AND PRODUCTIVE EMPLOYMENT AND DECENT WORK FOR ALL.**

IN ITS CAPACITY AS AN INVESTOR, TIP PROVIDES COMPANIES WITH NEW HIRES TO CONTRIBUTE TO LONG-TERM SUSTAINABLE DEVELOPMENT, THUS RENDERING THIS SUSTAINABILITY OBJECTIVE THE CORNERSTONE OF ITS BUSINESS. IN PARTICULAR, THE SUB-GOAL ENVISAGING THE “PROMOTION OF DEVELOPMENT-ORIENTED POLICIES THAT SUPPORT PRODUCTIVE ACTIVITIES, THE CREATION OF DECENT JOBS, ENTREPRENEURSHIP, CREATIVITY AND INNOVATION, AND THAT ENCOURAGE THE TRAINING AND GROWTH OF SMEs, INCLUDING THROUGH ACCESS TO FINANCIAL SERVICES” SUMMARIZES TIP’S ONGOING COMMITMENT TO SUPPORTING THE COMPANIES IN WHICH IT HAS INVESTED OR ASSISTED. TIP ALSO ACTIVELY CONTRIBUTES NEW CAPITAL AND NEVER RELIES ON FINANCIAL LEVERAGE. THIS IS AN IMPORTANT COMPONENT OF TIP’S MODUS OPERANDI IN COMPARISON TO TRADITIONAL PRIVATE EQUITY OPERATORS, AND IT ALLOWS COMPANIES TO ACHIEVE SUSTAINABLE GROWTH IN A MORE STRUCTURED WAY.

## 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



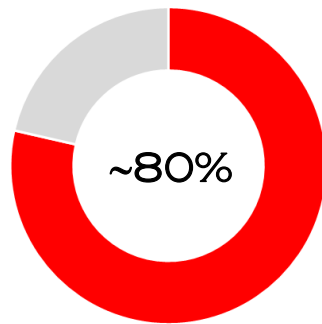
**BUILD RESILIENT INFRASTRUCTURE, PROMOTE INCLUSIVE AND SUSTAINABLE INDUSTRIALIZATION AND FOSTER INNOVATION.**

TIP HAS ALWAYS HELPED COMPANIES TO GROW WHILE MAKING USE OF TECHNOLOGICAL INNOVATION AS A STRATEGIC LEVER, WHICH HAS RESULTED IN THE DIGITISATION OF SERVICES AND ACTIVITIES IN RECENT YEARS. IN ADDITION, AS PREVIOUSLY MENTIONED, IN 2017 TIP LAUNCHED AN INVESTMENT COMPANY DEDICATED TO START-UPS AND INNOVATION (STARTIP), WHICH IS 100% OWNED BY TIP.

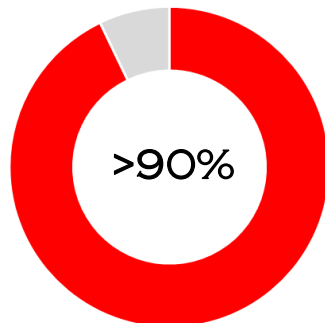
## ANNEX – WHERE WE ARE

### LISTED COMPANIES

BoD WITH AT LEAST ONE THIRD  
FEMALE MEMBERS



BoD WITH AT LEAST ONE FIFTH  
INDEPENDENT DIRECTORS



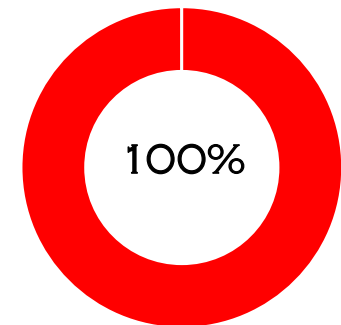
LISTED  
COMPANIES  
14  
58%

24

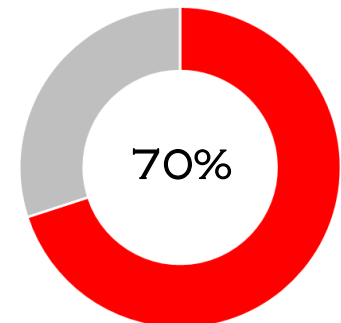
PRIVATE  
COMPANIES  
10  
42%

### PRIVATE COMPANIES

COMPANIES WITH EMPLOYEE PROFIT  
SHARING PLANS



BoD WITH AT LEAST ONE FIFTH  
INDEPENDENT DIRECTORS



# ANNEX - A CULTURE OF SUSTAINABILITY

## TIP SUSTAINABILITY PLAN

### TIP'S COMMITMENT TO SUSTAINABILITY

- 1 - IMPLEMENT A PLAN TO SHARE INFORMATION ON THE COMPANY'S ESG INITIATIVES
- 2 - COLLABORATE WITH THE CONTROL, RISKS, RELATED PARTIES AND SUSTAINABILITY COMMITTEE TO UPDATE THE PROGRESS OF MEDIUM-TERM ACTIVITIES ON AN ONGOING BASIS
- 3 - MAINTAIN RELATIONS WITH INTERNATIONAL RATINGS AGENCIES TO OBTAIN RATINGS AND CERTIFICATIONS ATTESTING TO THE COMPANY'S COMMITMENT TO SUSTAINABILITY

### INVESTMENT POLICY

- 4 - INCORPORATE AN ANALYSIS OF ESG ACTIVITIES INTO THE INVESTMENT PROCESS
- 5 - DRAFT A SUSTAINABILITY REPORT FOR AT LEAST 60% OF THE COMPANIES IN THE TIP GROUP
- 6 - RECEIVE ONGOING UPDATES FROM 100% OF THE COMPANIES ON THE EXECUTION OF ESG PLANS

### GOVERNANCE

- 7 - AT LEAST ONE THIRD OF THE UNLISTED COMPANIES INVESTED IN BY THE TIP GROUP MUST HAVE BODS WITH AT LEAST ONE THIRD OF MEMBERS FROM THE LESS-REPRESENTED GENDER
- 8 - AT LEAST 90% OF UNLISTED COMPANIES IN THE TIP GROUP MUST GUARANTEE THAT AT LEAST 20% OF THE MEMBERS ON ITS BODS ARE INDEPENDENT
- 9 - ALL UNLISTED COMPANIES MUST ADOPT EMPLOYEE PROFIT-SHARING PLANS INCLUDING, BY WAY OF EXAMPLE: MBO PLANS, STOCK OPTIONS, OR STOCK GRANT PLANS
- 10 - ALL INDUSTRIAL COMPANIES MUST ADOPT MEASURES TO CONTAIN EMISSIONS