

# INVESTOR PRESENTATION

OCTOBER 2020



# • The context Healthcare



## HEALTHCARE: A PIVOTAL MARKET

A segment that can **impact** a country's **economic development**, the keeping of **public accounts** and its very **social cohesion**



## AN EVOLVING MARKET

- demographic **ageing** and increased **life expectancy**
- increased **health costs** (chronic)
- **shortage** of healthcare staff (doctors) and resources



## 2019 ITALY HEALTHCARE EXPENDITURE

**115 B €**

**20%** waste and inefficiency

INCREASED  
DEMAND  
FOR CARE



**THE CHALLENGE:** to make the **health systems sustainable**, **limiting spending** and improving **quality of service**



**OPPORTUNITIES:**  
**ORGANISATIONAL** and  
**TECHNOLOGICAL RENEWAL** (digital  
health care)

Rethinking the organisational models and processes used by the health authorities

# Your Global Partner for a Better Future

We develop **software, technologies and services** to help the health care providers to **innovate** the models of **care, assistance and prevention**, **optimizing processes and containing costs**.

A partnership to make **health systems sustainable** and help improve people's health and well-being.



## History of Growth

> 30 years of experience, management team with a track record of internal growth and M&As



## International footprint

solutions used by more than 2,200 customers in more than 60 countries



## Leadership

1st player in Italy: services granting access to care

3rd player in Italy: software solutions for healthcare and social systems



## Uniqueness

integrated software, technology and service solutions to optimise the clinical, care, administrative and social processes.



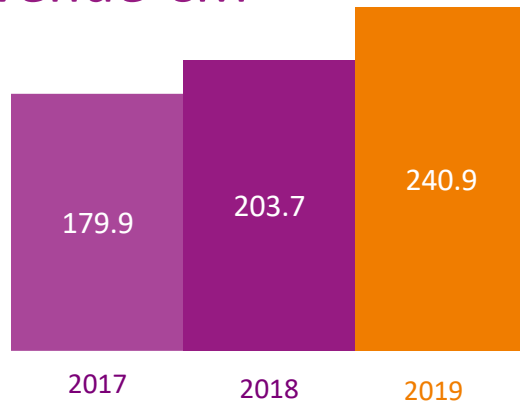
## Quality of life

our work helps improve the quality of life

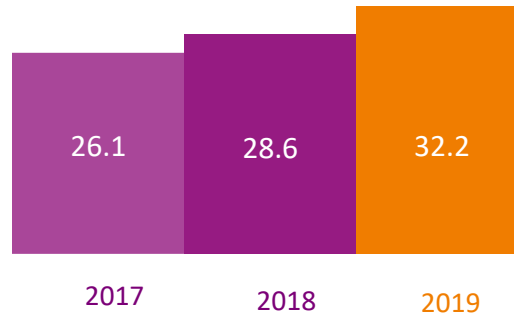
# ● GPI in figures

## Revenue €M

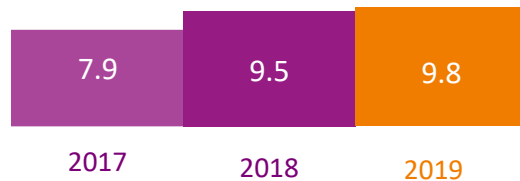
+18.3% Vs 2018



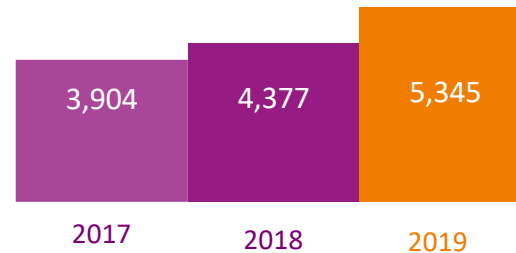
## EBITDA €M \*



## Net profit €M



## Staff





## A history of steady growth

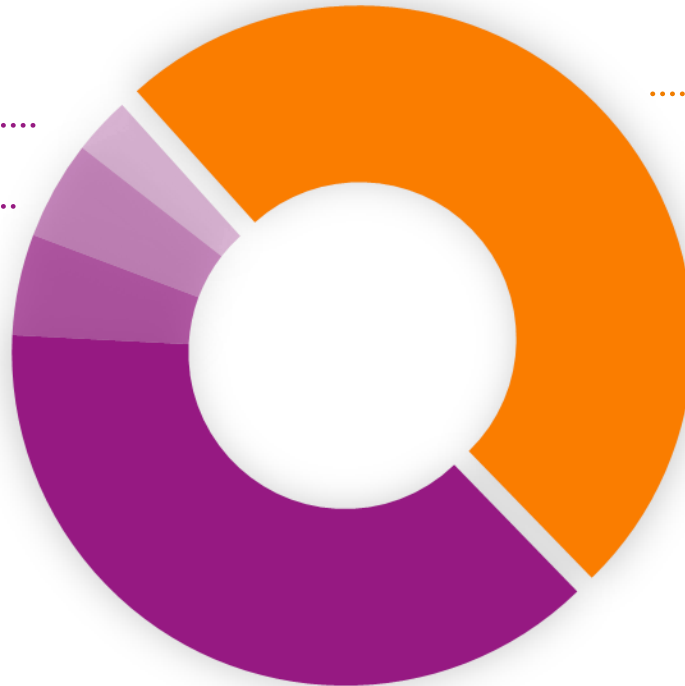
- **2013 Orizzonte fund** providing equity financing - First minibond issued.
- **2016** merger between GPI and the SPAC CFP1.  
Start of trading in the stock market **AIM Italia**.
- **2018** graduated from AIM to MTA **main market** of Borsa Italiana.
- **> 75 mln M&A deals**

*\*2017 and 2018 EBITDA, net of extraordinary costs; 2019 EBITDA includes the effects of IFRS 16*

# ● Strategic Business Areas

TECHNOLOGIES  
50.6%

	Pay	2.8	.....
	Automation	4.8	.....
	ICT	4.9	.....
	Software	38.1	.....



SERVICES  
49.4%

 Care

Note: % revenues for SBA out of total revenues  
referring to FY 2019

# ● Supply Lines



**main SBAs**  
87.5% of total revenue



## Software

- hospital information system
- health social care
- blood transfusion & tissue bank
- health administration
- Business Intelligence, data analytics
- other

## Care

- BPO health care administrative svc. (AtC,..)
- telemedicine
- other

## Automation

- automated pharmacy warehouse
- automated hospital pharmacy supply chain

**other SBAs**  
12.5 % of total revenue



## ICT

- HW & SW on-site / on-line maintenance and assistance
- on-site / on-line system services

## Pay

- e-payment and e-mandate solutions
- electronic storage

# Overview and main results 1H2020

# ● Highlights 1H2020

- **Covid-19**
  - Steady support to the NHS, during lockdown too
  - Actions to protect the health of employees, collaborators, suppliers, partners and customers
  - **Slowdown of ordinary health care activities** (layoff in the period: mean of 11.7% of total working hours)
  - **Increasing extraordinary activities and innovation activities**
  - General increased volumes and positive net balance
- **New solutions and services to tackle the Covid-19**
  - Information services 24/7 (call-centre)
  - APP for indoor navigation and patient tracking
  - SW for the management of swabs
  - APP for the queue management and access regulation to pharmacies, health care facilities...
- **Contract awarded Telemedicine Region Lombardia:**  
**Telemonitoring of Covid-19 patients**

## M&A

- **Oslo** (Business Intelligence Health Care SW, Big Data & Analytics) | **4.3 M€ Rev.** | **30% EBITDA**
- **Umana Medical Technologies**, Malta start up innovative solutions: **nanomaterial tattoo sensors for remote monitoring of vital signals**
- **Asset Haemonetics, USA company listed on the NYSE** (SW Blood Bank) | **11.3 M \$ Rev.** | **35% EBITDA** | **100 clients in the USA** (signing in May, closing in July 2020)
- **Medinfo international Group**: 3 companies France, Tunisia, Chile (SW Blood Bank) | **3.9 M€ Rev.** | **33% EBITDA** | **60 clients NHS UK, Army (France, Belgium)** (signing in May, closing expected by the end of 2020)



# ● Resilience and Growth

## 1H 2020

Revenue **+6.1%**, EBITDA **+8.7%**

**Revenue 117.2 M€, +6.1%** thanks to the contribution of the SBAs:

- SW 41.5 M€, **+2.1%**
- Care 61.0 M€ **+5.9%**
- Other 14.7 M€ **+20.1%**

**1H 2020** marked by

- Covid-19
- 2 acquisitions (Oslo, Umana)

**EBITDA: 10.5 M€, 9.7%** on adj. Revenue

**Net Profit: 0.2 M€:** Higher D&A for 1.8 M€  
( 1.1 M€ amortization of intangibles and 0.7 M€ depreciation of tangibles)

M€	1H2020	1H2019
Revenue & other income	117.2	110.5
Adjusted Revenue <sup>(1)</sup>	108.1	99.6
<b>EBITDA</b>	<b>10.5</b>	<b>9.6</b>
EBITDA % of adj. revenue	9.7%	9.7%
EBIT	0.9	1.8
<b>Net profit</b>	<b>0.2</b>	<b>1.3</b>

(1) Net of Temporary grouping of companies (RTI)



FY2019

**Gpi**

# ● Financial Highlights

## 1H2020

### A3.1 CERVED Rating confirmed

A- S&P | A3 Moody's | A-1 Fitch

#### Net working capital

**97.4 M€** (91.3 M€ FY2019):

- higher inventory for 1.4 M €, higher trade receivables and contract assets and liabilities for 2.1 M € (net of provision for doubtful accounts), reduction in trade payables for 2.6 M €

#### Shareholders' equity

**71.9 M€** (72.1 M€ FY2019):

- Fair value of financial assets

#### Net Debt

**90.9 M€** (82,8 M€ FY2019)

- reflects the operating flows and the investment strategy of the Group in the 1H2020

**Investments:** Tot. **15.8 M€**, M&A 9.1 M€ | R&D 4.8 M€

M€	1H2020	FY2019
Net working capital	97.4	91.3
Non-current assets	134.7	119.4
Other operating assets/(liabilities)	(69.4)	(55.8)
<b>NET INVESTED CAPITAL</b>	<b>162.8</b>	<b>154.9</b>
Shareholders' equity	71.9	72.1
Net financial position	90.9	82.8
<b>TOTAL SOURCES</b>	<b>162.8</b>	<b>154.9</b>

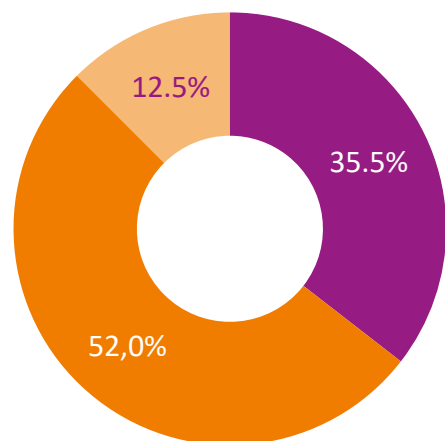


FY2019

Gpi

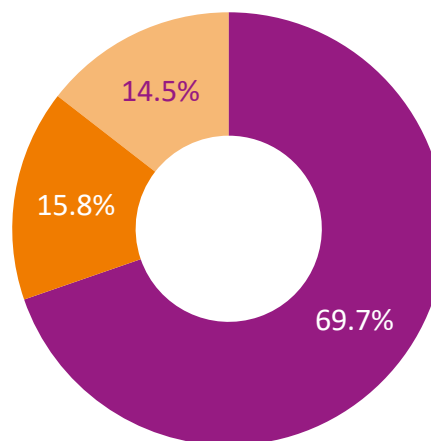
# ● Segmentation 1H2020

Revenues 1H2020 by  
Strategic Business Area



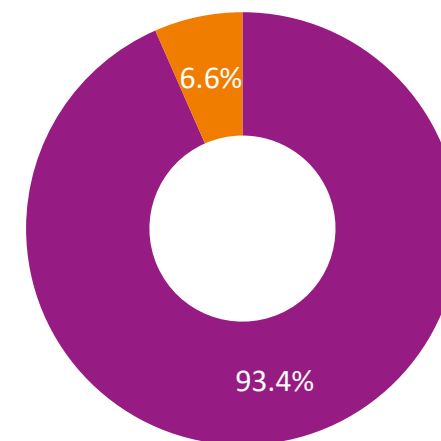
■ Software ■ Care ■ Other

EBITDA 1H2020 by  
Strategic Business Area



■ Software ■ Care ■ Other

Revenues 1H2020 by  
Geographic Area

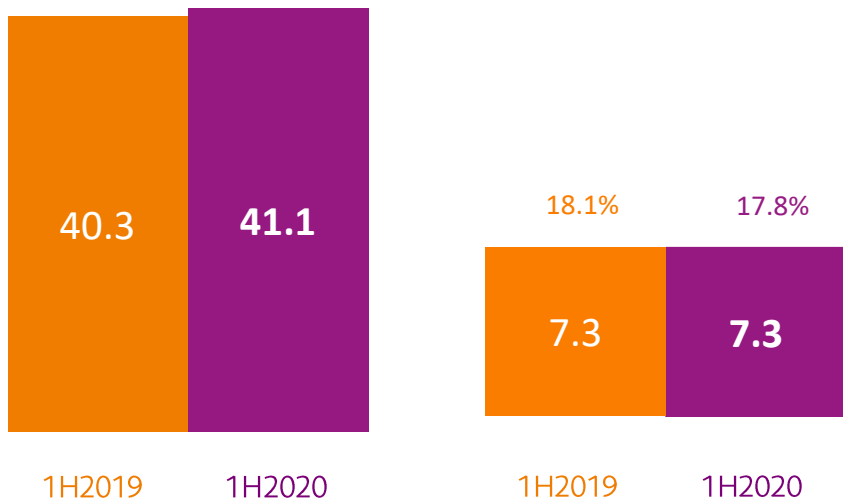


■ Italy ■ International

# ● Focus SBA Software 1H2020

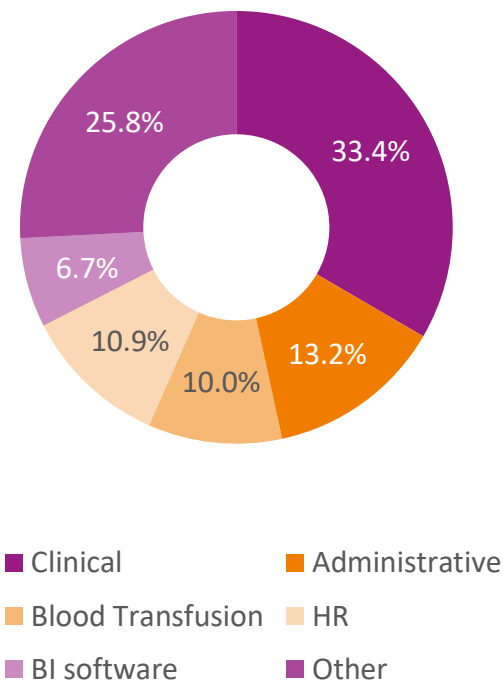
Adj. Revenue M€ <sup>(1)</sup> EBITDA M€

Δ +2.0%



(1) Net of Temporary grouping of companies (RTI)

Supply Lines  
% on total SBA's revenue



Recurring fees

- 51%

Contract duration

- 1-3 years

Competitive position

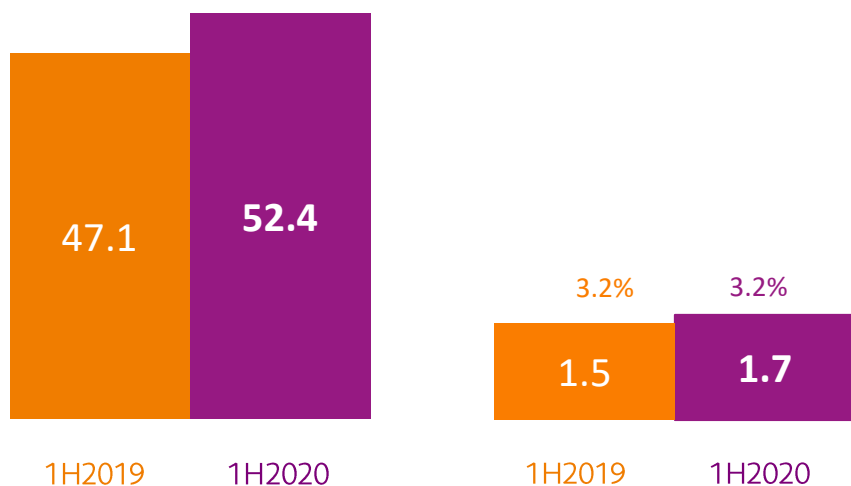
- 3° player ITA

# ● Focus SBA Care 1H2020

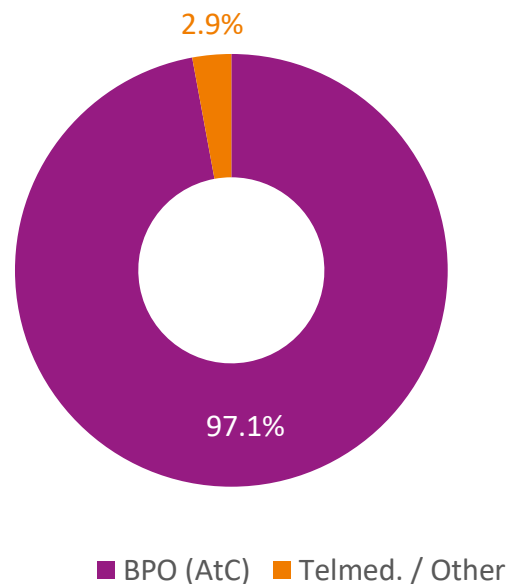


Adj. Revenue M€ <sup>(1)</sup>    EBITDA M€

Δ +11.1%



Supply Lines  
% on total SBA's revenue



Recurring fees

- 97%

Contract duration

- 4-6 anni

Competitive position

- 1° player ITA

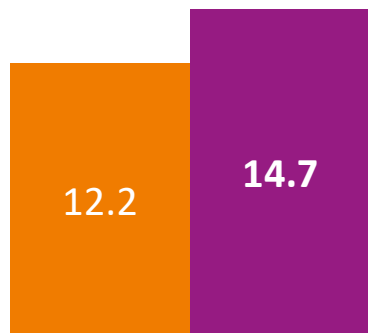
(1) Net of Temporary grouping of companies (RTI)

# ● Focus Other SBAs 1H2020

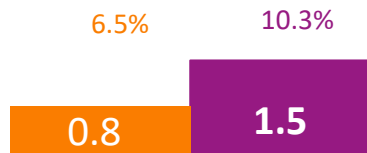
Revenue M€

EBITDA M€

Δ +20.0%

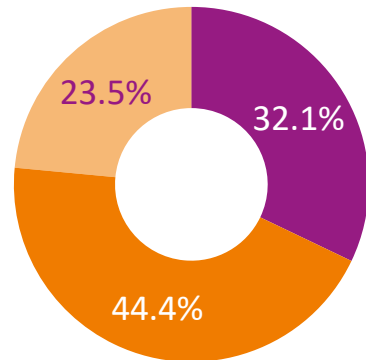


1H2019 1H2020



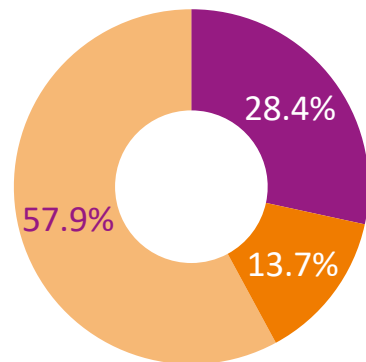
1H2019 1H2020

1H 2020 Revenue



■ Automation ■ ICT ■ Pay

1H 2020 EBITDA



■ Automation ■ ICT ■ Pay

## Automation

Automated warehouse sales, maintenance and service fees

- Retail Pharmacies
- Hospital Pharmacies
- Wholesaler and other industries



## ICT

Desktop management services fees other system services

- Healthcare customers
- Non-healthcare PA
- Other private customers



## PAY

ePayment services  
POS rental and related software

- Large-scale Retail;
- Local PA
- Svc. providers based on POS
- System Integrator



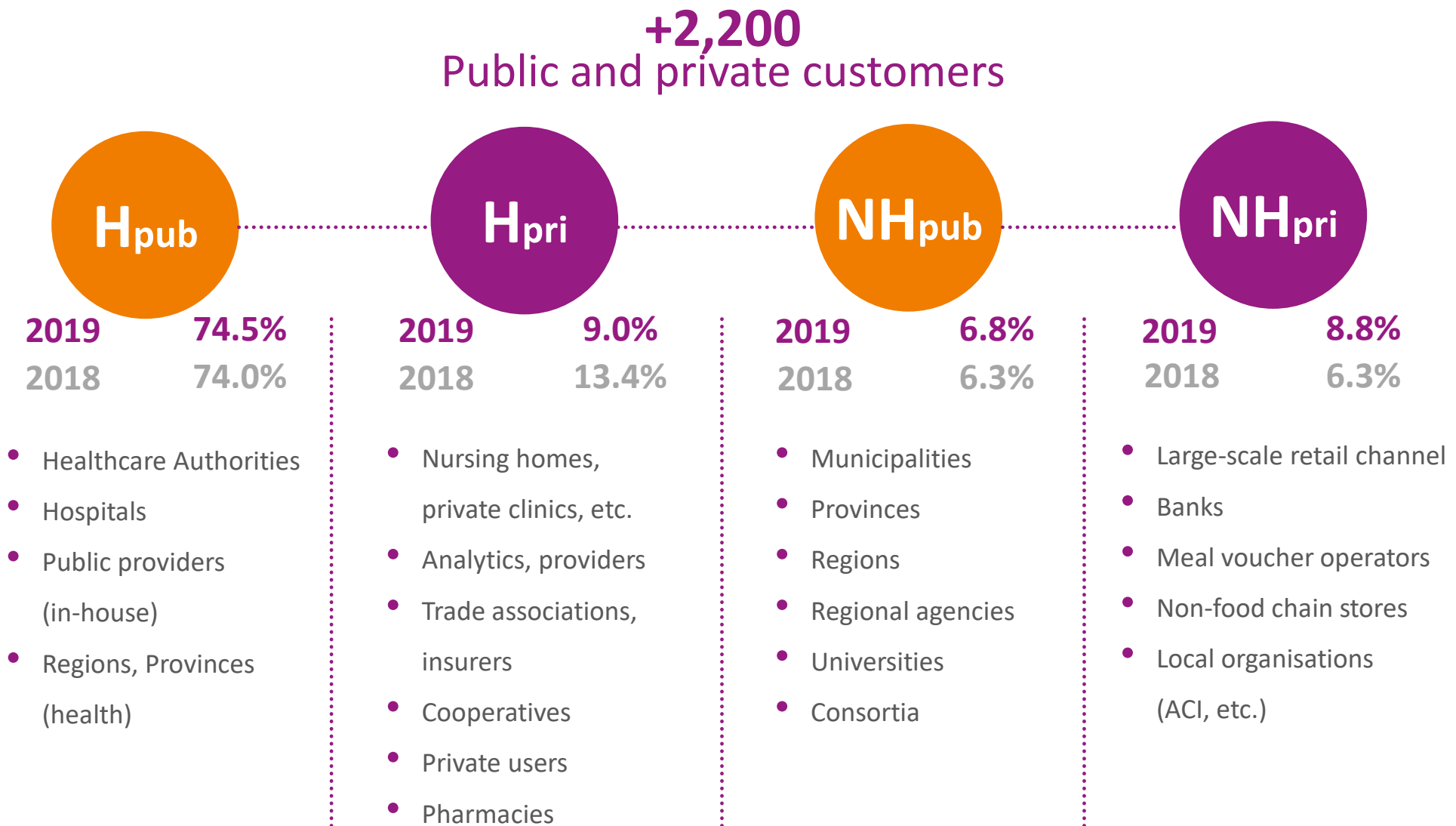
- Outlook FY 2020

REVENUE INCREASE: > 6.0%

EBITDA: INCREASE > 8.5%

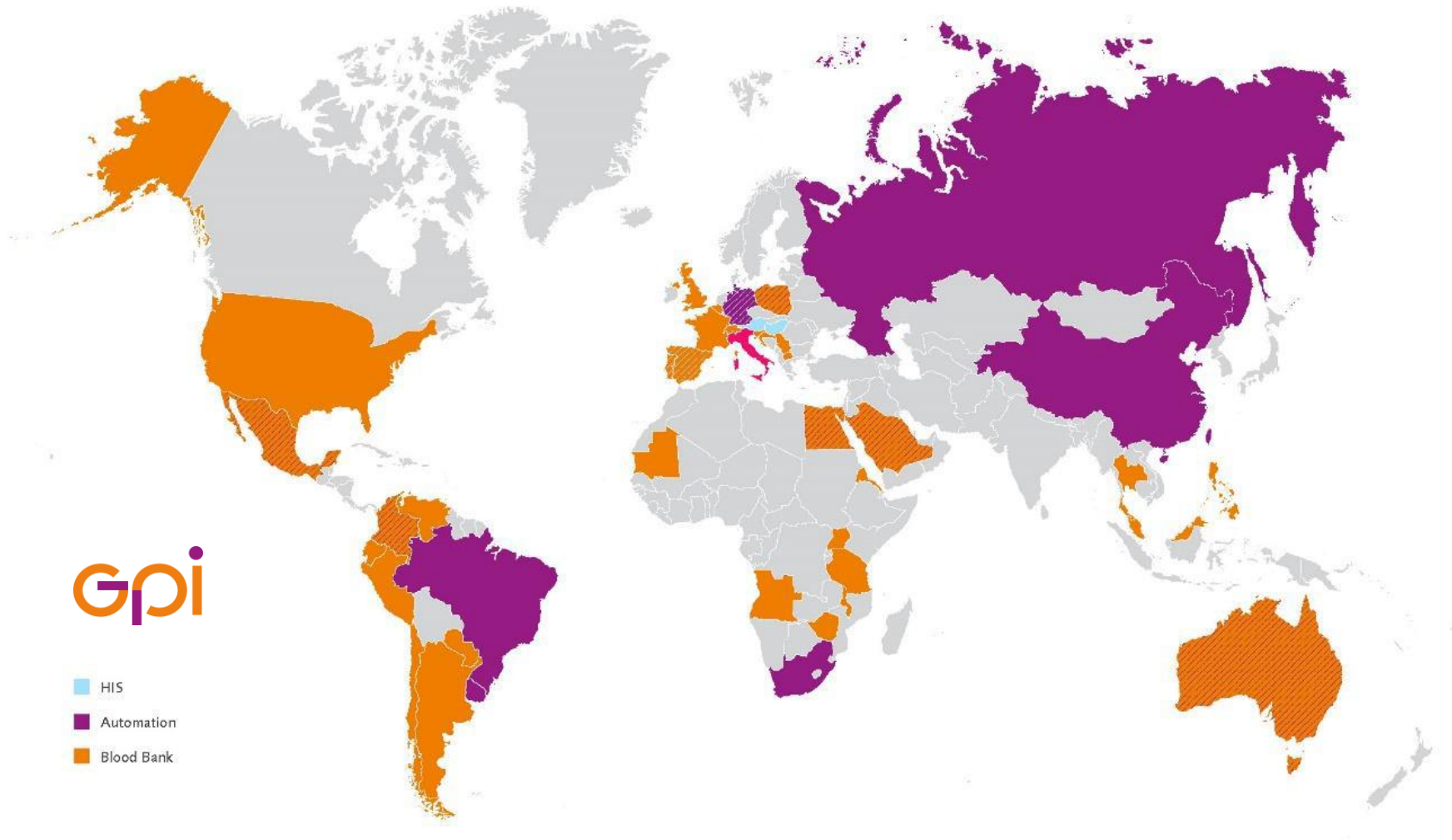
M€	2019	Outlook 2020
Revenue & other income	240.9	>255.4
EBITDA	32.2	>34.9
EBITDA %	13.4%	>13.7%

# ● The customers





- GPI worldwide



ITALY

> 40 branches

SOLUTIONS

> 60 countries

Target market  
and competitive  
environment

# ● Market Analysis Software

## Market value

**\$70.0 bn**



|| Source: Gartner (2020 Q2)

### Forecast 2020 - World Market Healthcare software+IT services IT

45 %	North America	CAGR 20 – 24: <b>11.4%</b>
21 %	Western Europe	CAGR 20 – 24 : <b>9.9%</b>
3.4%	Mature Asia/Pacific	CAGR 20 – 24 : <b>11.5%</b>
2.3 %	Latin America	CAGR 20 – 24 : <b>6.3%</b>
5.1 %	Greater China	CAGR 20 – 24: <b>15.4%</b>

**\$0.65 bn**



### Forecast 2020 - Italian Market Healthcare software+IT services IT

0.9% of the world market CAGR 20 – 24: **4.9%**






World market slowdown expected in 2020 -0.9%

**Fairly large national / European economic resources**  
(Recovery Fund,..)

# ● Market Analysis






## Top Players

### Software

Company	Brief description	Focus on HC	Ranking
 <b>Dedalus</b> HEALTHCARE SYSTEMS GROUP	ICT solutions and related services for <b>public and private healthcare providers</b> .	✓	1st
 <b>ENGINEERING</b>	ICT solutions for the segments: finance, industry, telco&utilities and <b>PA</b> .	Through dedicated healthcare division	2nd
 <b>Gpi</b>	ICT solutions, administrative and social-healthcare services for <b>public and private healthcare providers</b> .	✓	3rd
 <b>Reply</b> santer	Software for hospital processes, orders and risk management Group reply part.	✓	4th
 <b>expri via</b>	Digital transformation & ICT services for industries, energy, aerospace, <b>healthcare</b> , PA, etc.	Through dedicated healthcare division	5th

### Care

> 28 M citizens reached

Company	Brief description	Ranking
 <b>Gpi</b>	ICT solutions, administrative and social-healthcare services for <b>public and private healthcare providers</b> .	<b>1st</b>
 <b>ALTHEA</b>	Maintenance services for medical devices, operative in 17 different countries.	N/A
 <b>Coopservice</b>	BPO services (e.g. cleaning, security, logistics and <b>healthcare services</b> ).	N/A
 <b>ANTHESYS SERVIZI</b> Cooperativa Sociale	Local supplier of services for healthcare and the educational segment, operates in the Region of Veneto.	N/A
 <b>C A P O D A R C O</b>	Local supplier of services for healthcare , operates in the Region of Lazio.	N/A

# Strategic intentions 2020-2024

# ● Strategic guidelines 2020 - 2024



## 01

EVER MORE  
GLOBAL

Strong increase  
over the BP  
period

Geographical  
areas of growth:  
**DACH**, Russia,  
China, Middle  
East and  
**America**

## 02

GROWTH IN  
PRIVATE  
HEALTH  
CARE

doubling up of  
the segment %  
weight

## 03

ITALY  
HEALTH CARE  
SW MARKET  
LEADERSHIP

Major regional  
and national  
tenders

**M&As**

Focus of R&D on  
**Machine  
Learning** and on  
the digital  
transformation

## 04

from  
PRODUCTS/  
SERVICES to  
INTEGRATED  
SOLUTIONS

Greater integration of  
services | **SW** |  
**technologies** to respond  
to the evolution of  
healthcare models and  
the healthcare demand.

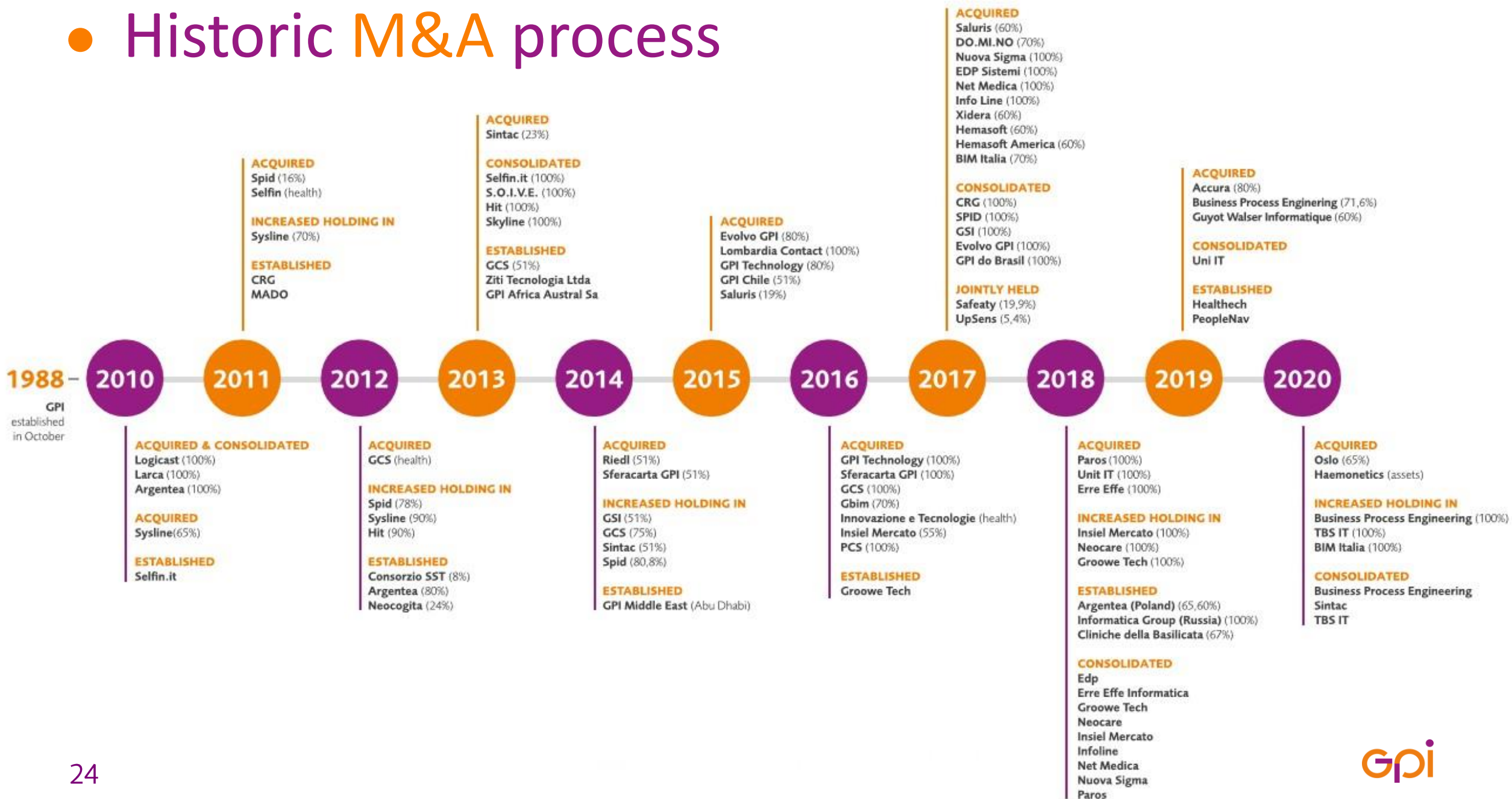
## 05

from  
PROVIDER to  
PARTNER

Multi-business  
nature with the  
contribution of  
all SBAs.

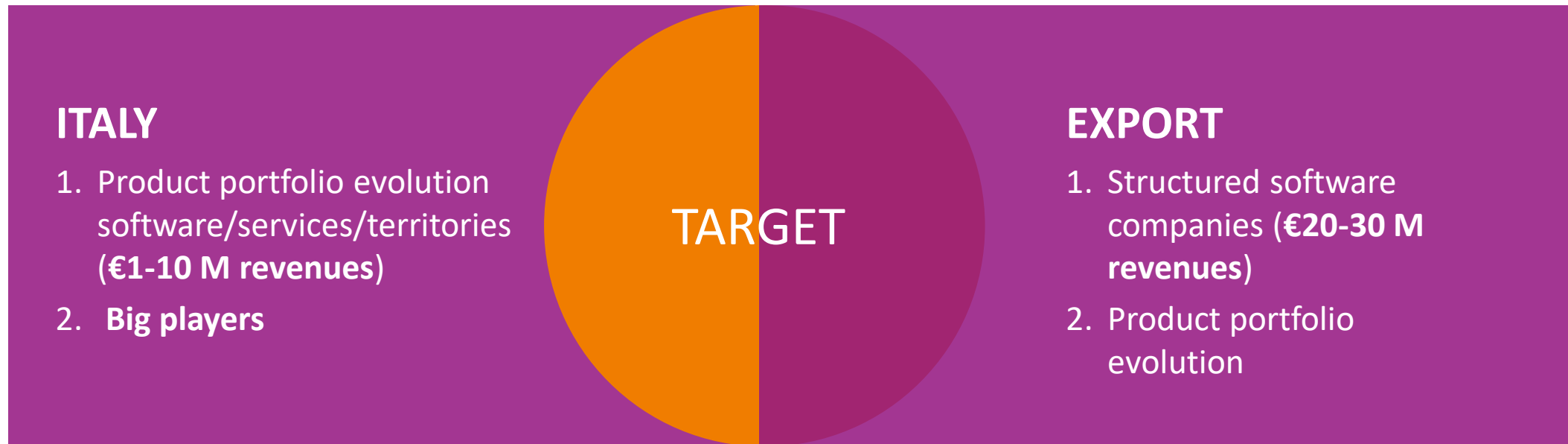
# M&A Guidelines

# • Historic M&A process

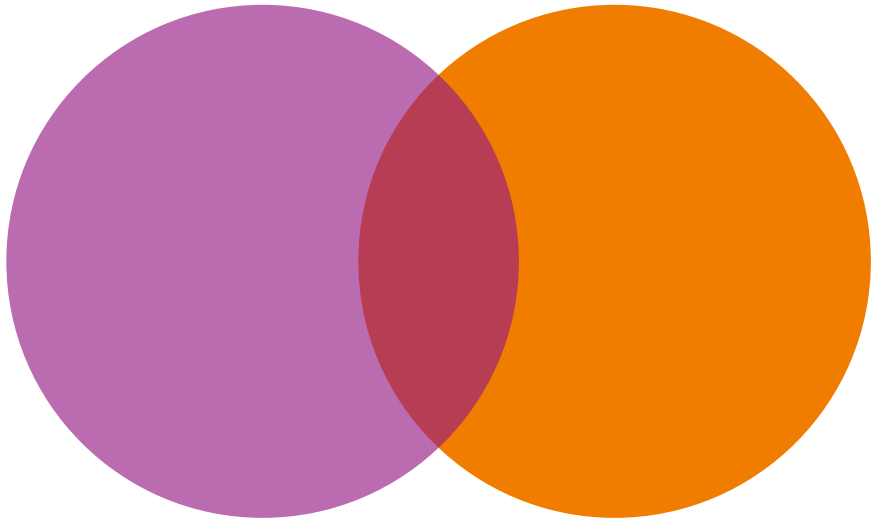




# ● M&A Guidelines



- M&A Guidelines



## RESOURCES

- BONDS
- TRADITIONAL FINANCING
- WARRANTS
- SHARES/SHARES
  - Big players
  - Abroad

# Investment Attractiveness

Leadership and Uniqueness

Growth and Visibility

Technology and Service

Evolution of market/client

M&A Opportunities

## GPI IN THE STOCK MARKET

Bloomberg: GPI:IM

15,909,539 Ordinary Shares (ISIN: IT0005221517)

Price: 7.00 € (6 October 2020)

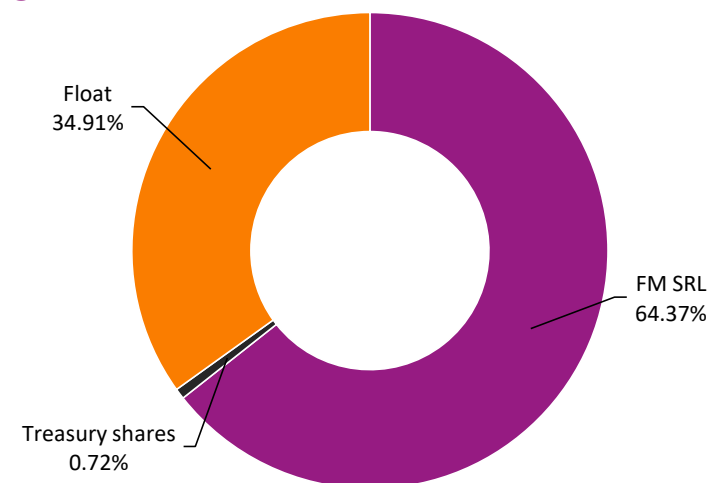
Capitalisation: 111.4 M€

## ANALYST COVERAGE – Target price

Intermonte SIM (22/04/2020): 10,00 €

Banca Akros (02/04/2020): 11.00 €

## SHAREHOLDING STRUCTURE



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