

# INVESTOR PRESENTATION

NOVEMBER 2022



# Agenda

## Group Overview

2022 – 2024 Strategic Business Plan Guidelines

M&A Guideline, Financial Targets & Capital Increase

## VISION

To be the **protagonists** in the path of **technological and sustainable transformation** of prevention and care processes for healthcare and well-being of people

## MISSION

To offer **knowledge** and **skills** for the **improvement** of prevention and care processes through software, services and technologies for health professionals and patients

## VALUES



ETHICS



PEOPLE-CENTERED  
CARE



RESPONSIBILITY



PASSION



History of  
Growth

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



International  
footprint

solutions used by **2,700  
customers** in more than  
**70 countries**



Leadership

**1st player in Italy:** services  
granting **access to care**

**2nd player in Italy:** **software**  
solutions for healthcare and social  
systems



Uniqueness

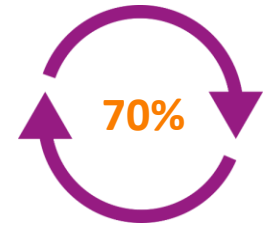
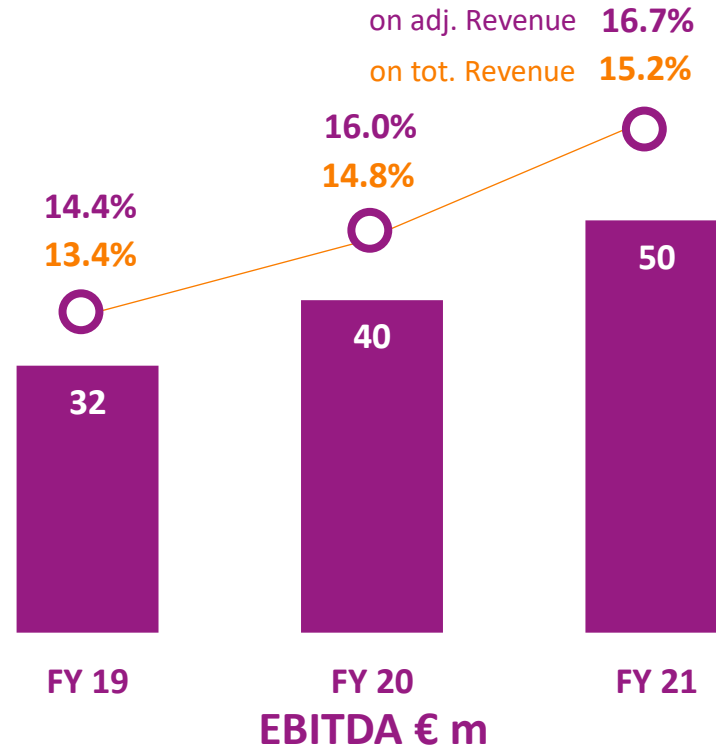
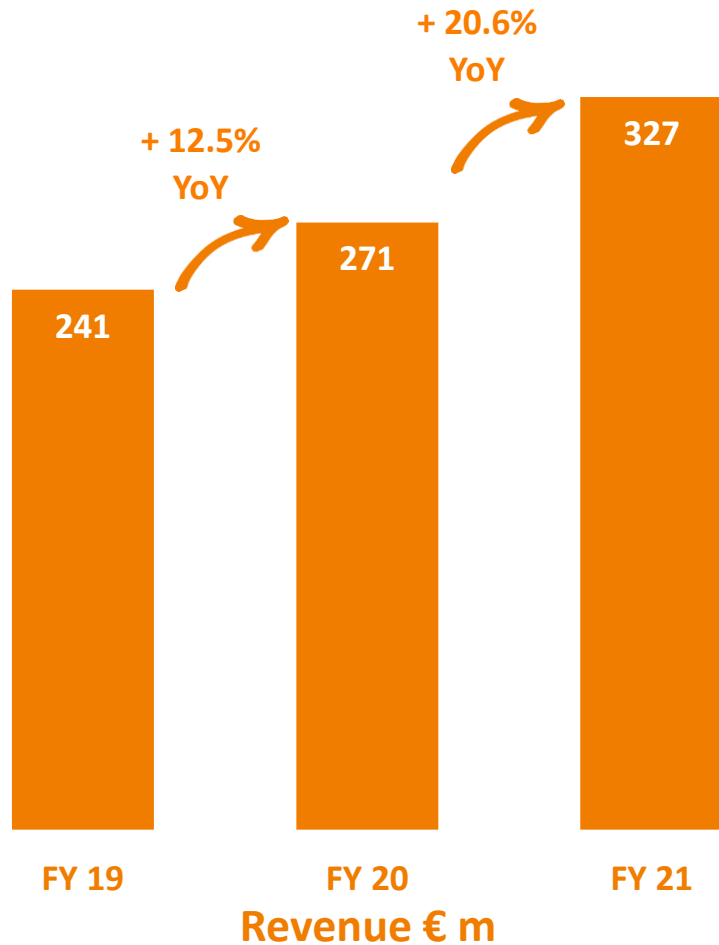
**integrated software, technology  
and service solutions** to optimise  
the clinical, care, administrative and  
social processes



Quality of life

our work helps improve the  
quality of life

## ● A History of Steady Growth FY21



Recurring fees

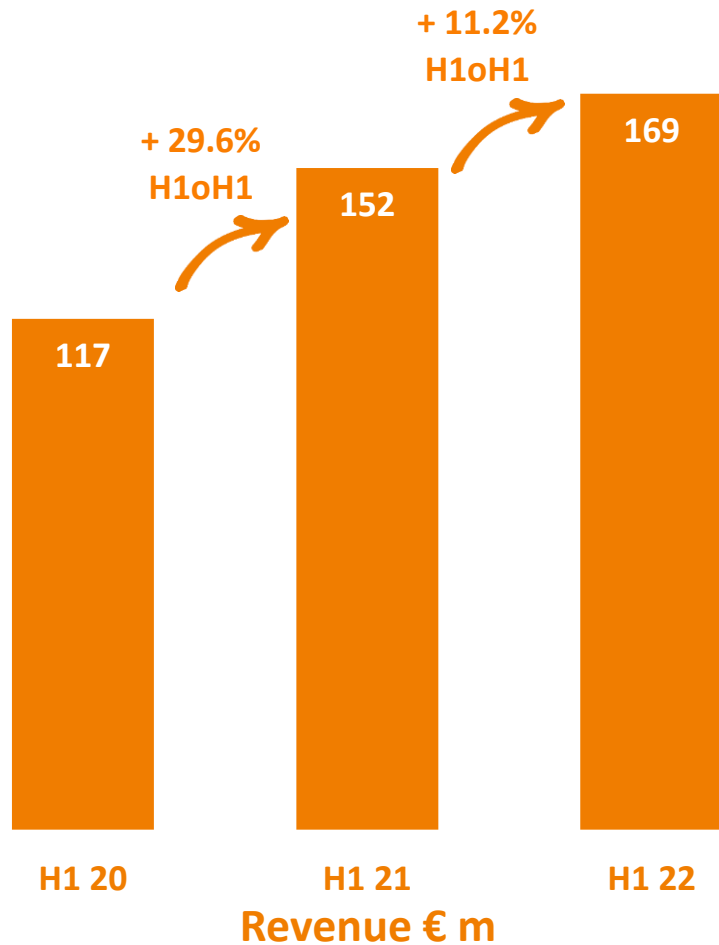


€ 100 m M&A deals  
in the last 5 years

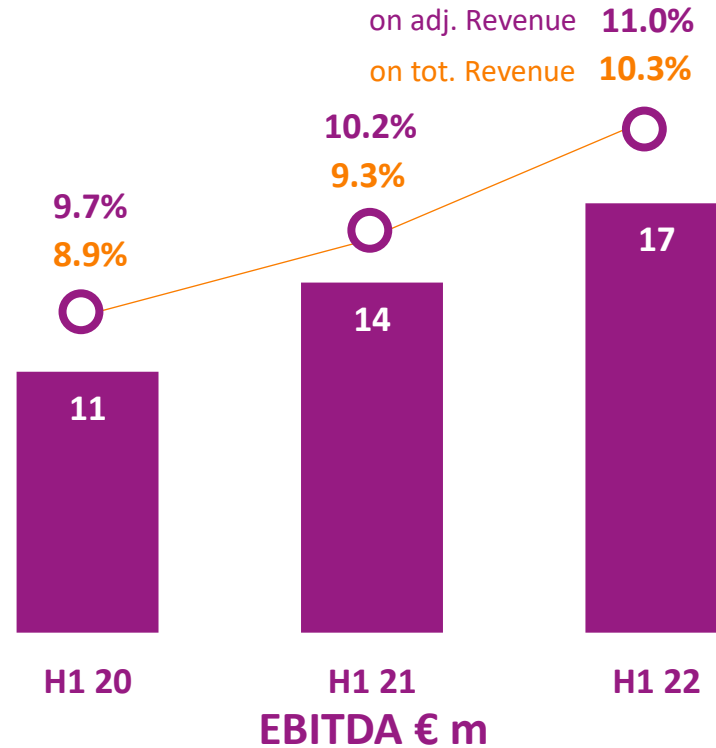


NFI 31.12.2021  
€ 155.4 m

# ● Half-year Results H1 22



**FY 2022 Guidance:**  
 Revenue > € 345 m  
 EBITDA > € 52 m



**Recurring fees**



**€ 100 m M&A deals**  
 in the last 5 years

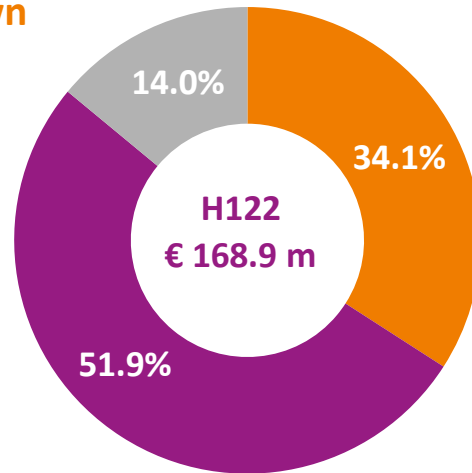


**NFI 30.06.2022**  
 € 170.5 m

# ● Revenue and EBITDA Breakdown H1 22

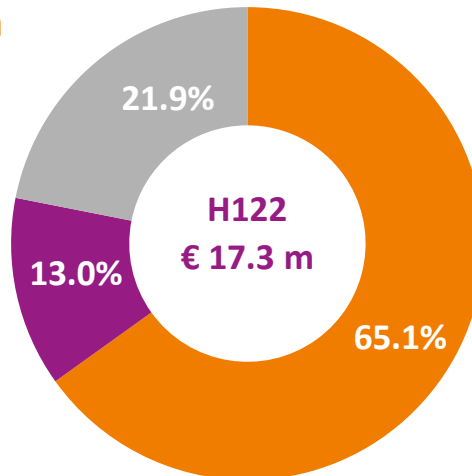
**Revenue breakdown  
by SBA H122**  
Strategic Business Area

SW  
Care  
Others

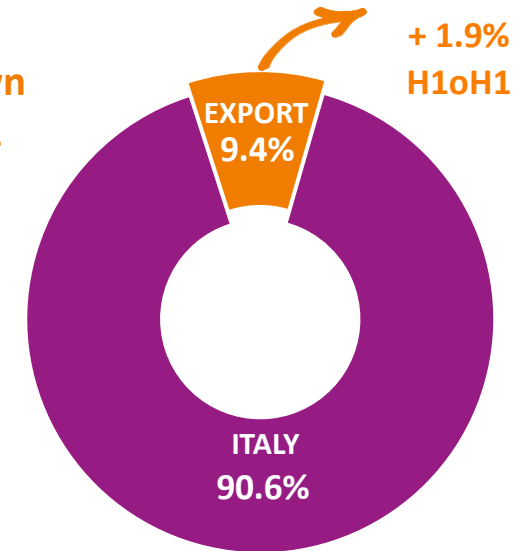


**EBITDA breakdown  
by SBA H122**

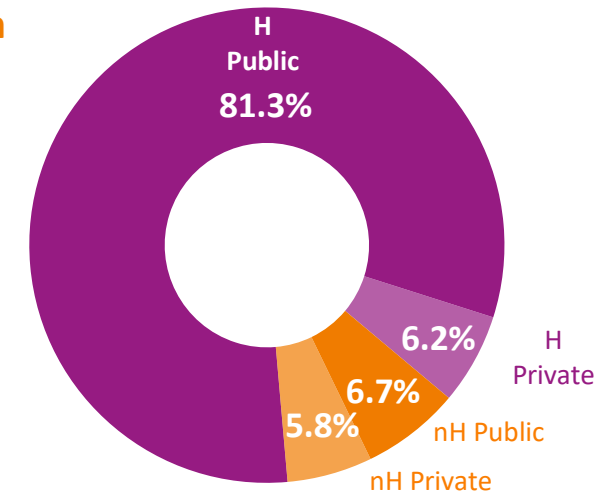
SW  
Care  
Others



**Revenue breakdown  
by geography H122**



**Revenue breakdown  
by customer FY21**



## ● Supply Lines

### main SBAs

86% of total revenue



#### Software

- hospital information system
- health social care
- health administration
- blood management system
- business intelligence, data analytics
- other

#### Care

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

#### Automation

- automated pharmacy warehouse
- automated hospital pharmacy supply chain

#### 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

### other SBAs

14 % of total revenue







Group Overview

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M&A Guideline, Financial Targets & Capital Increase



# ● Key Drivers of the Change in the Global Health Care Market (1/2)



## Demography and socio-economic factors

**Ageing population** requires even more sophisticated services

**Healthcare costs** grow faster than economic growth

**Value-based treatments** are going to gain value in the US and Europe due to cost containment



## Consumers expectations

Consumers wish for convenience, efficiency and **personalized services**

Millennials choose **digital services**

Consumers seek for **transparency** in order to compare different offers and services



## Technological Environment

Accelerating technological innovations are changing **people's lifestyle**

**Technological innovation will bring challenging changes** in the healthcare industry

New technologies and platforms will see a **rise in investments**

# ● Key Drivers of the Change in the Global Health Care Market (2/2)



## Laws and Regulations

New regulations on **interoperability**

Governments' focus on improvement of **cost transparency** and **regulations** for cost containment



## New Market Participants

**Big tech companies** look at the healthcare industry as a new market to get in and diversify their business

**New players** will invest in the market

People increasingly choose **private services** due to cost increase and waiting times for public healthcare services



## Operational transformation

The current **shortage of human resources** in the healthcare industry is lifting the level of competition to **attract talents**

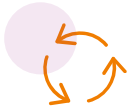
**New technologies** will have an extensive impact on how healthcare is delivered

# ● Digital Health: the Solution for the Health Care Market

## Current environment



Shortage of medical staff  
(doctors, nurses)



Complex and intricate  
processes



Need for new forms of treatment  
(custom-made and remote  
clinical pathways)



Difficulties in capturing data in a  
structured and digital way

## Digital health solution

AUTOMATION

MANAGEMENT SOFTWARE

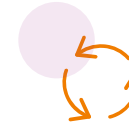
TELEMEDICINE

ARTIFICIAL INTELLIGENCE  
& DATA ANALYTICS

## Effects and streamlining



Resources optimization and  
impact on average  
hospitalization



Process facilitation and  
consequent improvement of  
the patient journey

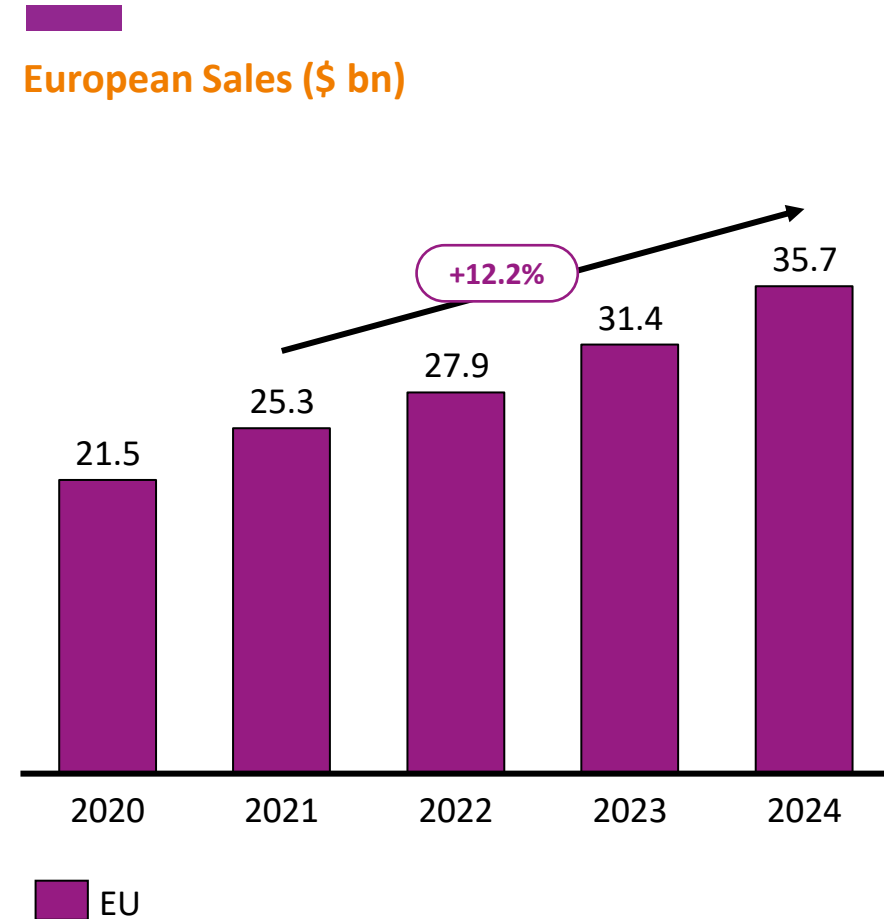
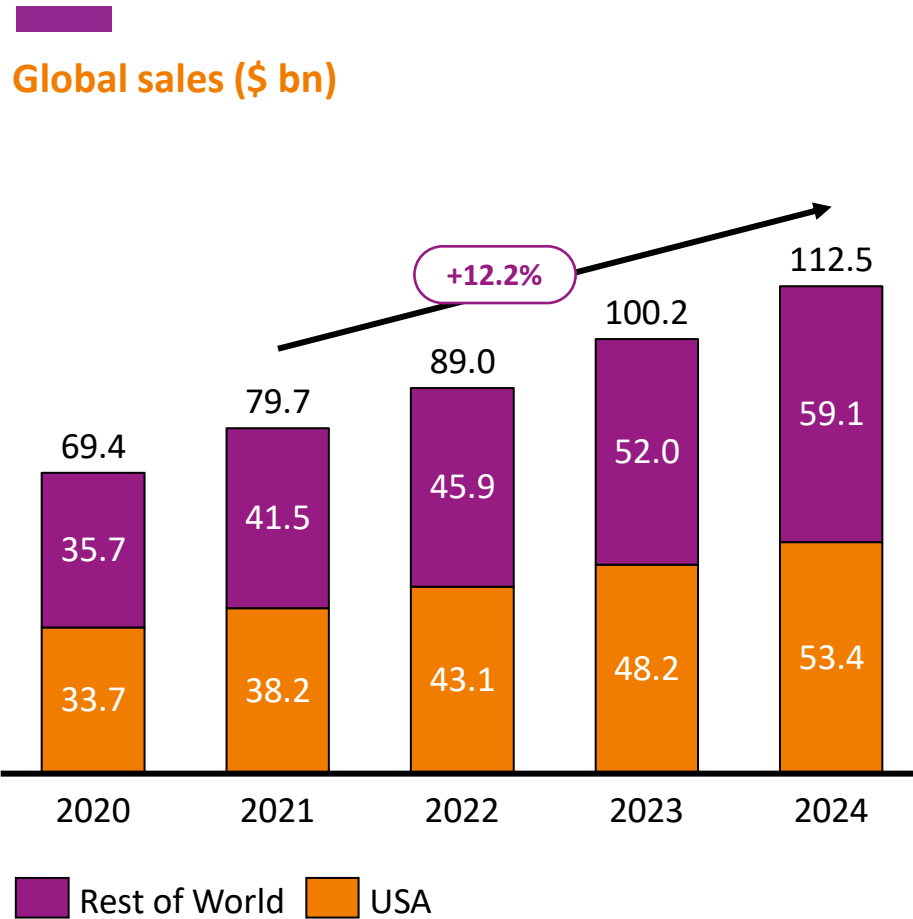


Greater integration and  
adoption of patient - centric  
operating model

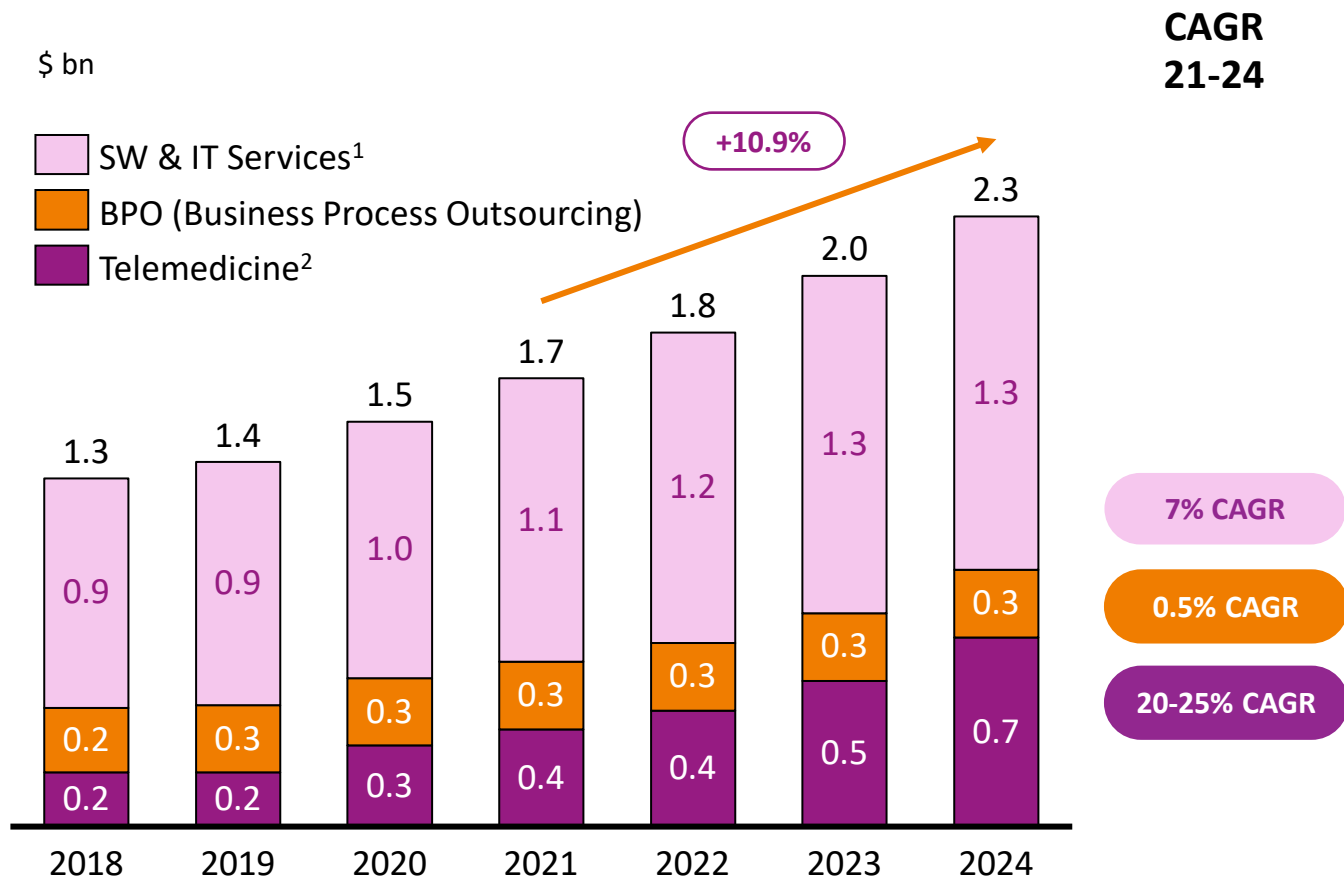


Better and constant  
monitoring of the clinical  
path

# Fast Growing Global and European Markets of IT Softwares and Services in Health Care



## ● Digital Healthcare & BPO in Italy



## Potential effects of NRRP on the Italian digital healthcare market

€ 5.8 bn

2021-2026 Funds dedicated to the digitalization of healthcare of which:

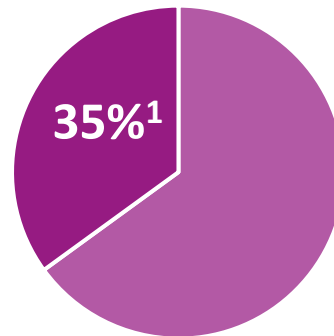
- € 3.6 bn for ICT
- € 1.0 bn for telemedicine
- € 1.2 bn for medical equipment
- € 0.07 bn for cybersecurity

## ● Competitive Ranking – Italian Top Players

### Software

Company	Focus on HC
 Dedalus HEALTHCARE SYSTEMS GROUP	✓
	✓
 ENGINEERING	Through dedicated healthcare division
 Reply santer	Reply's subsidiary
	Through dedicated healthcare division

Addressable market  
ca. € 1 bn  
5 Top Players

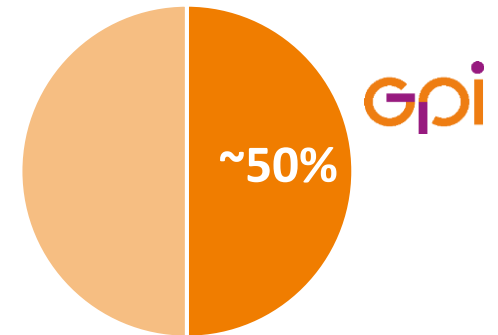


### BPO AtC (Business Process Outsourcing)

Company

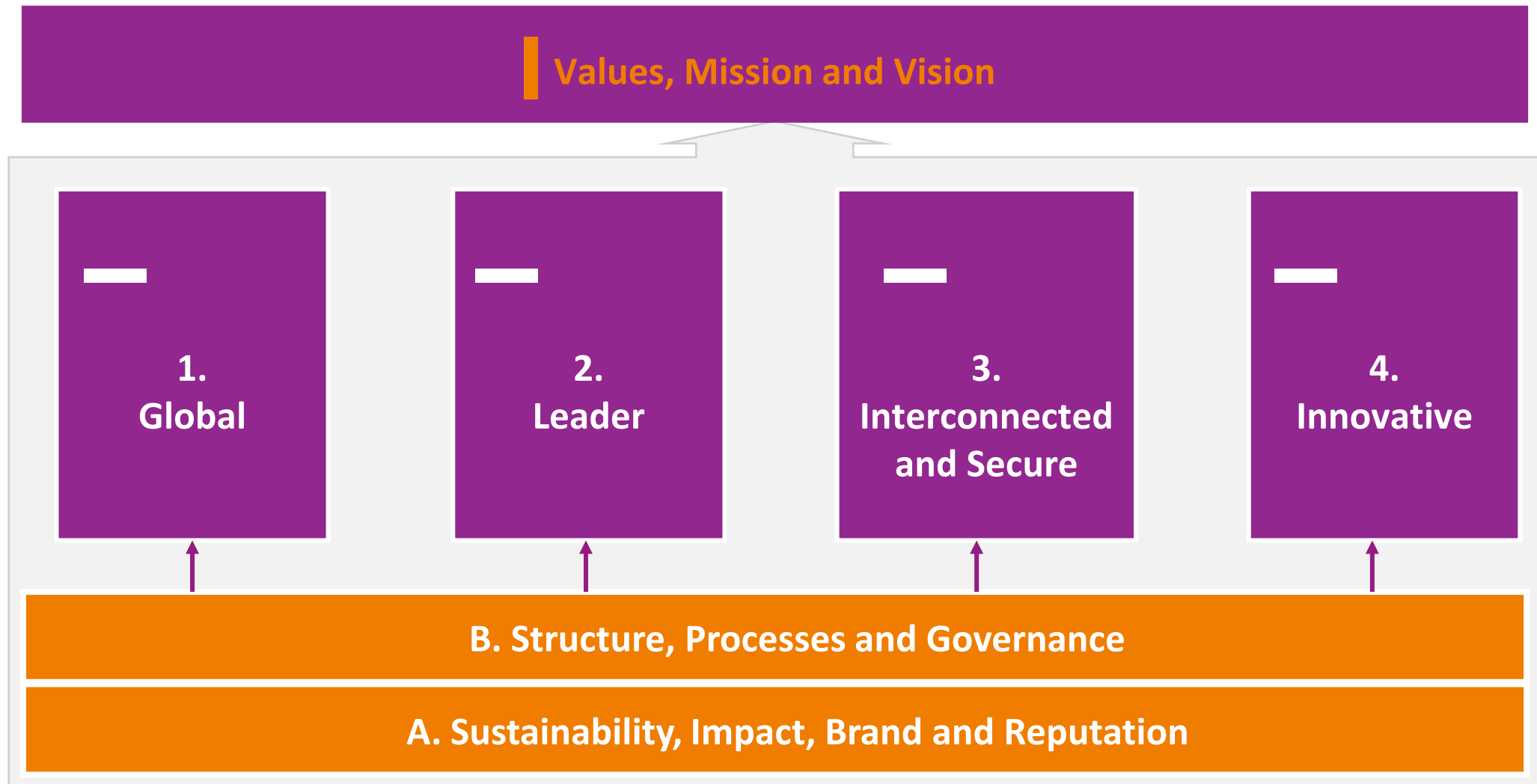




GPI has a potential reach  
of **29 million** citizens

- **Strategic Pillars of the Business Plan 2022 – 2024**





# ● Strategic Initiatives



# ● Strategic Pillars of the Business Plan 2022 – 2024

A

## Sustainability, Impact, Brand and Reputation

- Develop and implement a **sustainability plan** with particular reference to the **social component**, in the **field of healthcare**, measuring potential impacts through defined metrics (**SDG n 3 Good Health Agenda 2030 UN**)
- Positioning GPI as a **sustainable, ethical, technological and innovative partner** at national and international level
- Capitalize on **corporate brand** to strengthen GPI's reputation as a secure and reliable partner



- Sustainability of the healthcare system
- Safety, health and well-being of people

*Core*



- Delivery capability and business continuity
- Cybersecurity
- Innovation and strategic partnerships

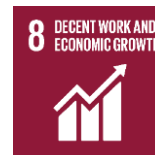
*Priority*



- Procurement of qualified resources and enhancement of professionalism
- Attention for local community



- Energy efficiency and decarbonization



- Diversity and inclusion
- Leadership and corporate culture
- Respect for ethical values and rules

B

## Structure, Processes and Governance

- **Align the organisational structure** in a way that is consistent with new market needs, including from the point of view of key competences
- **Optimize the internal processes** to make the company more agile and faster to adapt to changes in the market
- **Develop a clear governance** appropriate for inorganic growth

# ● Software



## Strategic Initiatives



### Increase in turnover in Italy

- Further strengthen the **presence on the national market by evolving its offer** to cover all market needs for the **digital transformation** of healthcare and through participation in public tenders



### Rationalization and innovation of portfolio

- **Consolidate technology platforms** and product portfolios to optimize maintenance costs **and focus investment lines**
- **Acquisition of niche companies** / Startup (Italy) in order to increase the level of innovation
- Offer innovation through investments in R&D (**Artificial Intelligence First!**)



### Becoming a Global Market Leader in Blood

- **Growth by external lines (M&A)**
- **Market share increase** through up-selling and cross-selling
- **Strengthening presence in the U.S. market** through completion of FDA certification

# ● Care & Virtual Care



## Strategic Initiatives



### Consolidate BPO's positioning

- **Public market consolidation.** The market is under construction due to the potential for outsourcing of customer services and thanks to the COVID-19 push
- **Increasing private market share.** Because of longer NHS waiting times due to the health emergency, services in private form are growing



### Become national reference operator and enabler of projects in Virtual Care

- Become a national reference operator and **enabler of projects in Virtual Care** by capitalizing on the **competitive advantage** given by **PNRR** funds and the **Consip** framework agreement
- Become a **partner in the "grounding" of proximity structures** (District Organization through the activation of **COTs**, territorial operating centers), to coordinate home services with health service



### Development of telemedicine platform

- Consolidate a single **TELEMEDICINE E2E platform** that adapts to the application context, delivering different services of patient monitoring, Patient Portal, Televisita, multi-parameter IoT, Teleconsultation, Imaging - **incorporating operating and healthcare centers**

# ● ICT, Automation & Pay



## Strategic Initiatives



### New End-to-End approach for Cybersecurity

- Become an **End-to-End partner for Cybersecurity** by offering consulting services through to service delivery



### Innovation of pharmacy & Hospital WareHouse

- **R&D investment** for new product development and increased competitiveness in non-automated sectors (medium turnover warehouses) and apply **AI algorithms** making predictive systems (order requirements)
- **Consolidate strategic partnerships** with universities and startups to enter new markets with low level of competition



### Broadening the presence in Payment business

- **R&D** on smart-payment systems for retail environment, especially GDO
- **Innovate** solutions for **table payment / split payment**

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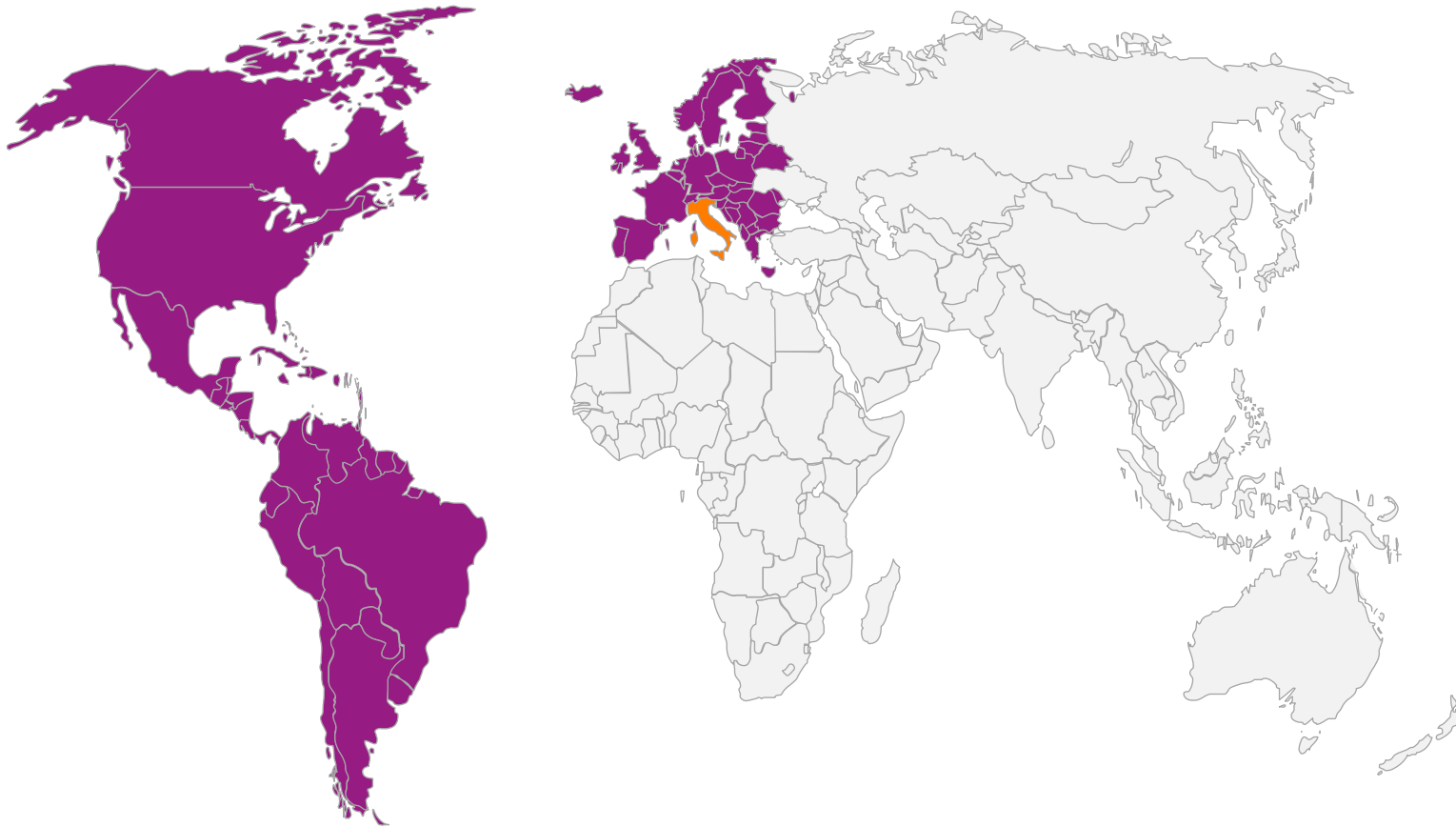
Group Overview

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**M&A Guideline, Financial Targets & Capital Increase**

## ● M&A Guidelines

Become a Major European Player



expects to keep on investing in **software companies** both **abroad** and in **Italy** to expand the **product portfolio**



Focus on **international software companies** mainly operating in:  
**Blood Management**  
**LIS**  
**HR /PA**  
with an **EBITDA margin > 16%**

**Product Portfolio Evolution:**



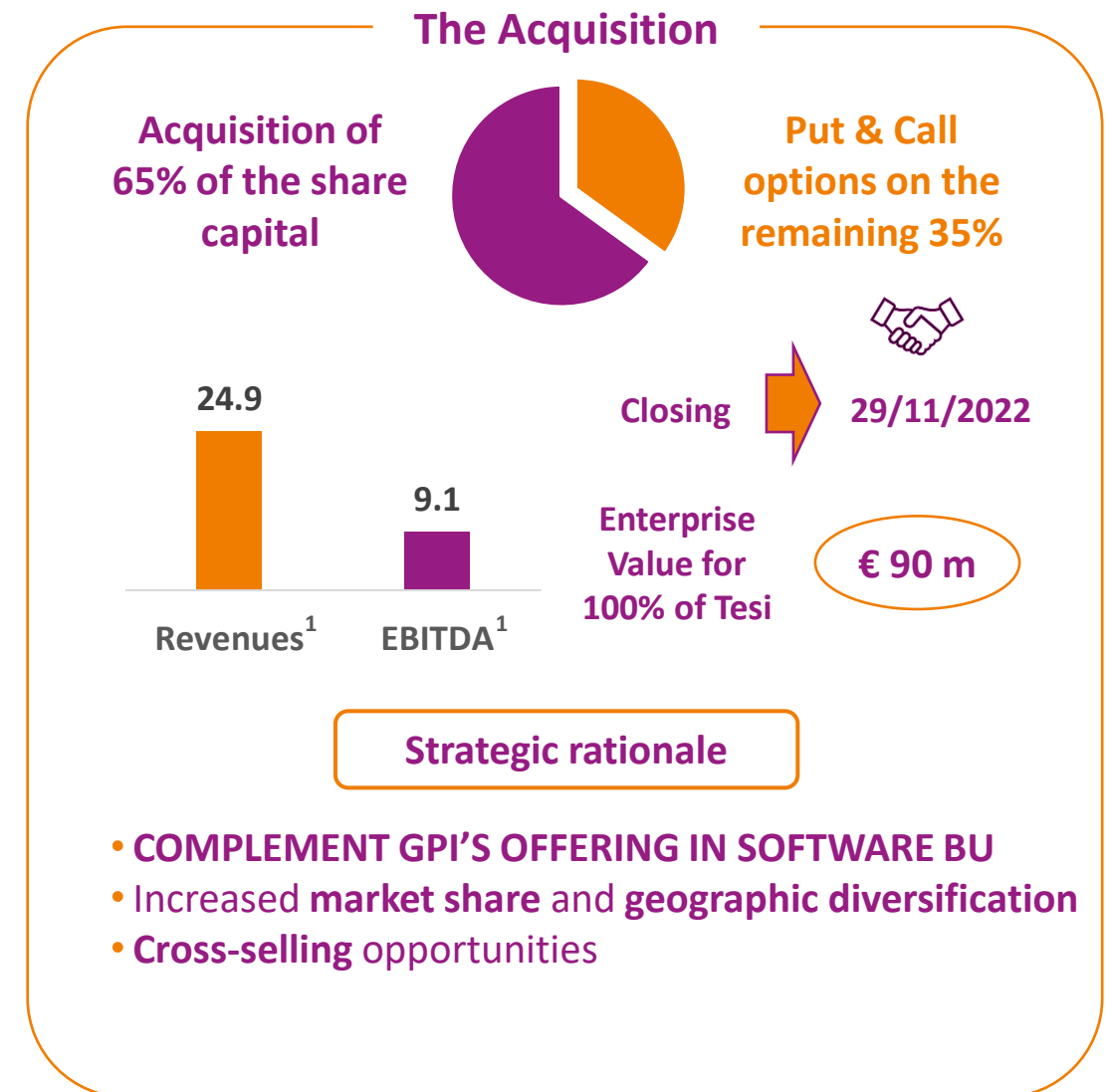
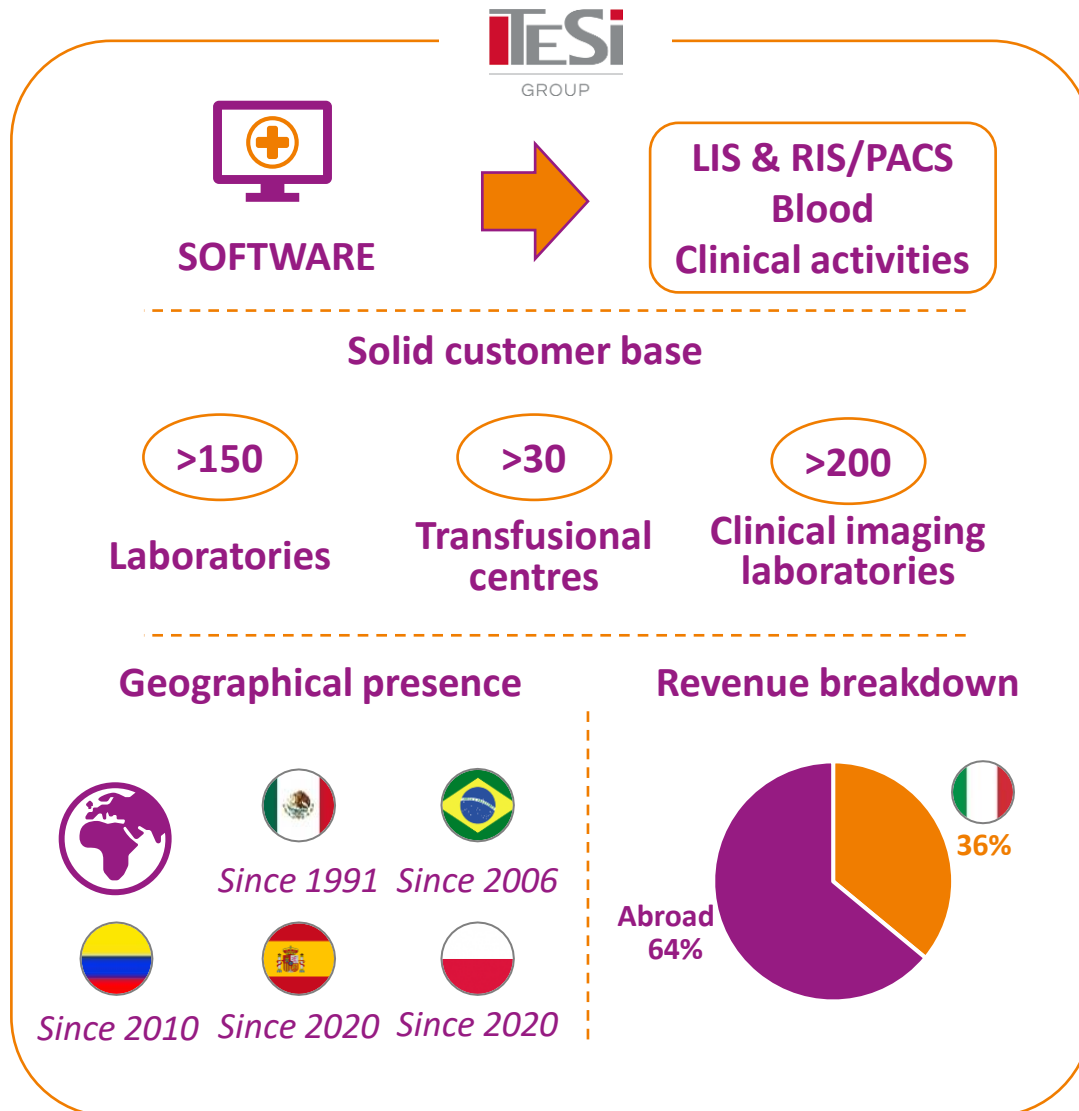
**Software**  
**Services**  
**Territories**



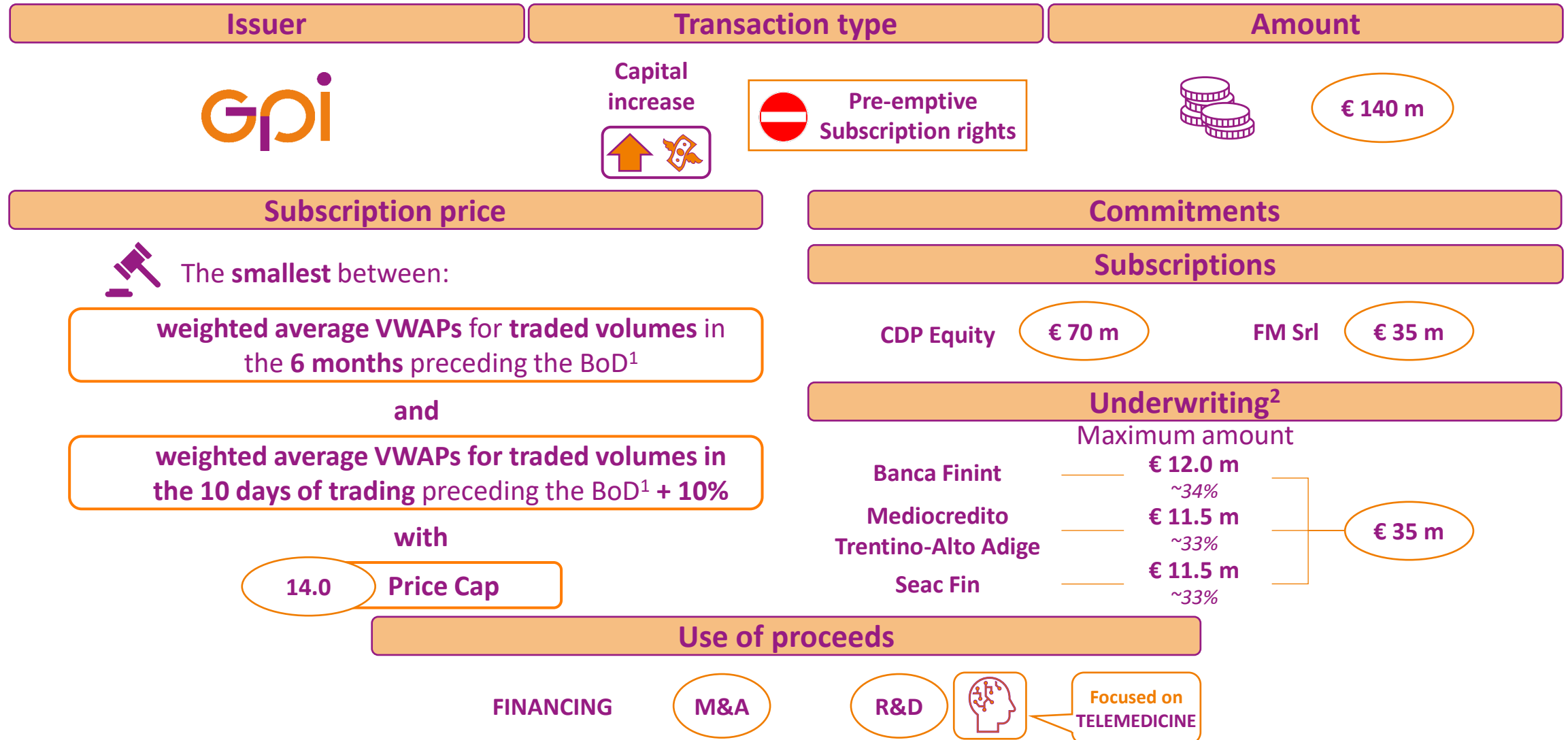
# ● Significant M&A Track Record



# ● Acquisition of Tesi Group

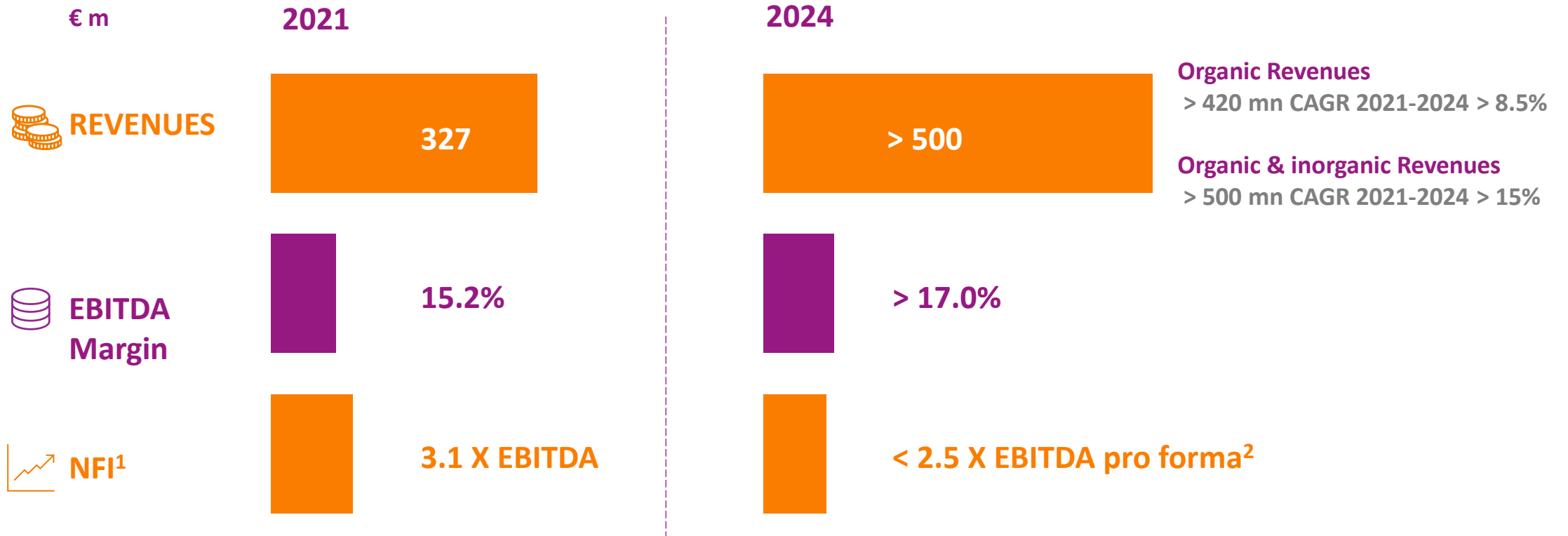


# ● Capital Increase for M&A and Organic Growth



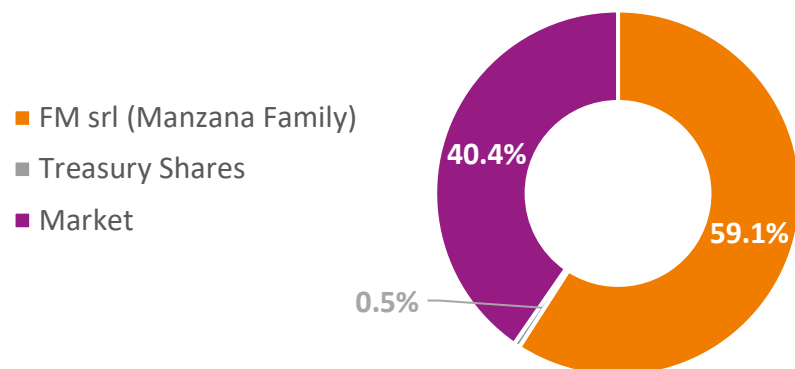
# ● Financial Targets 2024

Including Capital Increase of € 140 mn

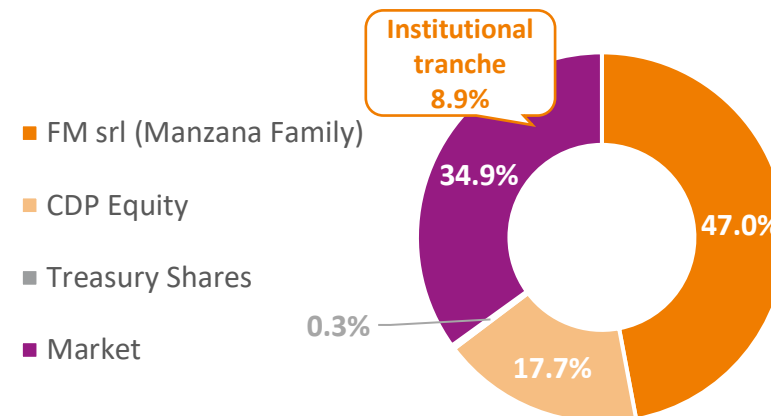


# ● Shareholder Structure and Voting Rights

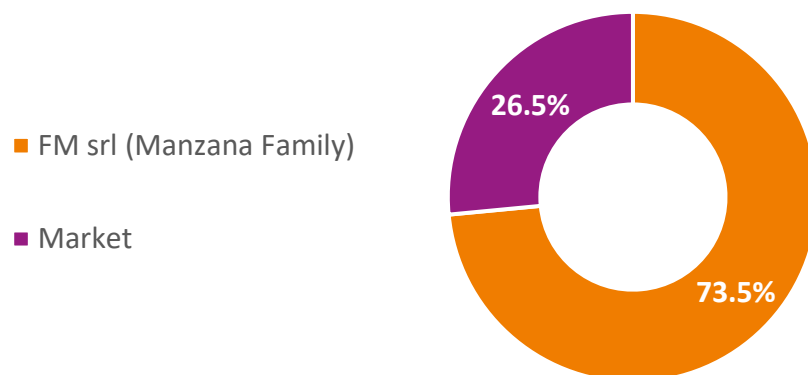
## Current Shareholder structure



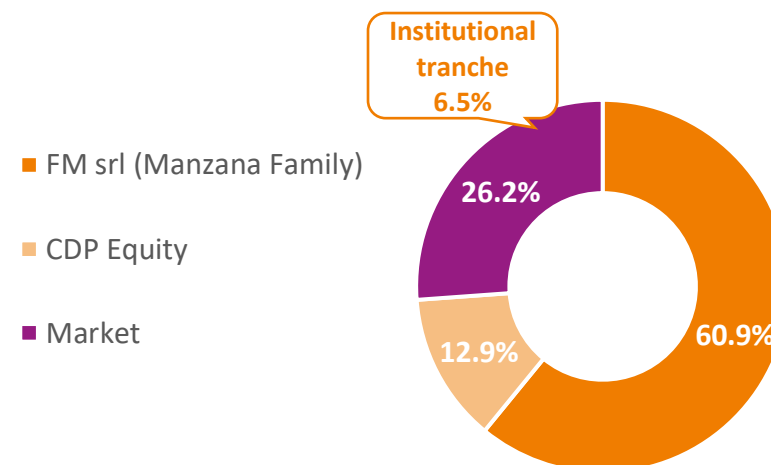
## Post - Capital increase Shareholder structure<sup>1</sup>



## Current voting rights



## Post - Capital increase voting rights<sup>1</sup>



## Appendix H1 22

## ● Solid Growth H1 22

€ m	H1 22	H1 21
Revenue & other income	168.9	151.8
Adjusted Revenue <sup>1</sup>	158.1	138.1
EBITDA	17.3	14.1
EBITDA % on total revenue	10.3%	9.3%
EBITDA % on adj. revenue	11.0%	10.2%
EBIT	4.5	2.5
EBIT % on total revenue	2.7%	1.6%
EBIT % on adj. revenue	7.9%	1.8%
EBT	1.9	0.4
Net profit	0.3	0.2

**Revenue € 168.9 m +11.2%**

thanks to the contribution of the SBAs:

- SW € 57.7 m **+11.1%** 10.5% organic
- Care € 87.6 m **+9.1%**
- Other € 23.6 m **+20.6%**

**EBITDA: € 17.3 m | 11.0% on adj. Revenue**

thanks to the contribution of the SBAs:

- SW € 11.3 m **19.7%** on adj. Revenue
- Care € 2.3 m **2.9%** on adj. Revenue
- Other € 3.8 m **16.1%** on Revenue

**EBIT: € 4.5 m**

> depreciation & amortisation and provisions (€ 1.2 m)

**Net Profit: € 0.3 m**

> net interest expenses (€ 0.5 m)

> tax impact (€ 1.5 m)



## ● Financial Highlights H1 22

€ m	30 Jun. 2022	31 Dec. 2021
Non-current assets	174.4	166.8
Net working capital	148.5	140.2
Other operating assets/(liabilities)	(54.7)	(45.3)
<b>NET INVESTED CAPITAL</b>	<b>268.1</b>	<b>261.7</b>
Shareholders' equity	97.6	106.2
Net Debt	170.5	155.4
<b>TOTAL SOURCES</b>	<b>268.1</b>	<b>261.7</b>

### Non-current assets

- investments in new innovative products and solutions (developed in-house), mainly related to SBA Software
- € 5 m investment in venture capital “service tech sub-fund” of CDP venture capital sgr dedicated to investments in start-ups

### Net Working Capital

> inventories (€ 2,5 m), > trade receivables and contract assets (€ 7,7 m) and < trade payables (€ 1,9 m)

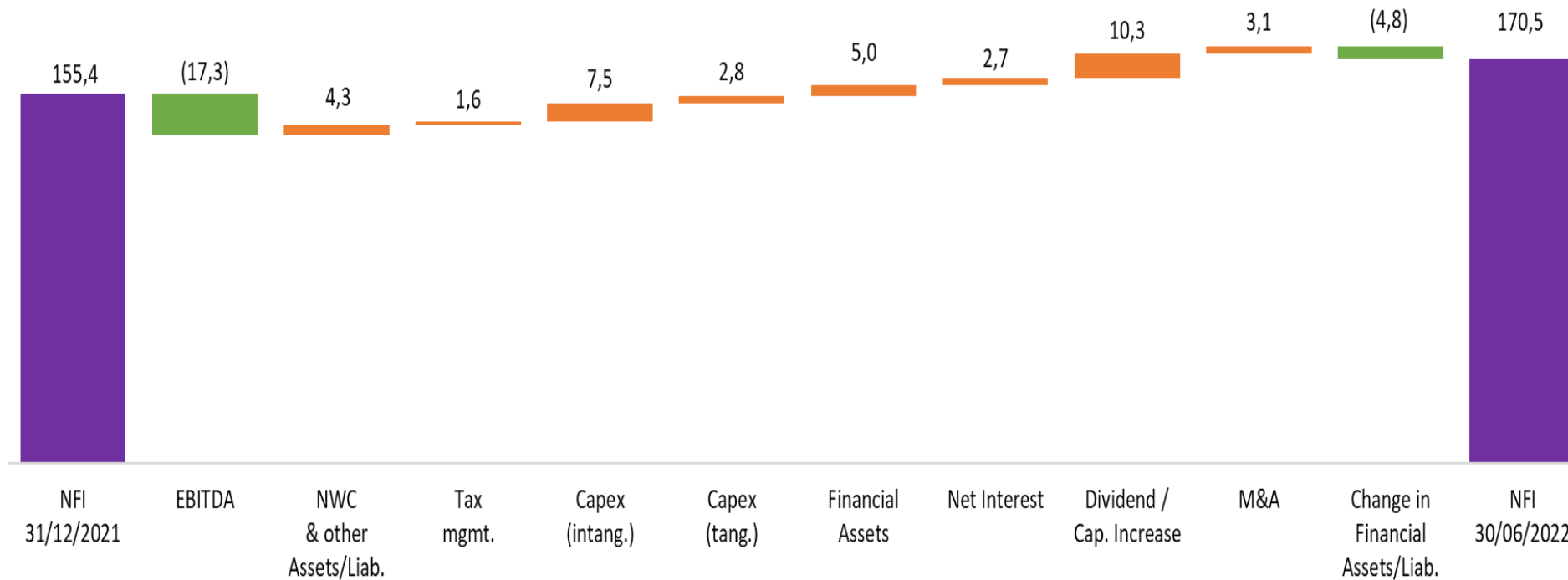
### Shareholders' equity

(-) Dividends (€ 9.2 m)

### Net Debt

Reflects the operating flows, the investments of the Group and the equity movements

# ● Net Debt



## Net Debt

According to New ESMA  
Guideline No. 39, issued on  
March 4<sup>th</sup> 2021

## Investments

Tot. € 13.4 m

Intangibles € 7.5 m  
of which € 5.3 m R&D

Tangibles € 2.8 m

M&A € 3.1 m

VC € 5.0 m

## 1 - CONSIP Framework Agreement – Gpi Leads the Number-One Consortium\*

\* Gpi (ca. 37%), Accenture, Al maviva, AGFA-Gevaert, Vodafone, Iqvia Solutions Italy, Nuvyta, Kiranet, Abintrax, Biomedical Computing Systems

# TELEMEDICINE & ELECTRONIC MEDICAL RECORDS

€ 900 m (D.L. 146/2021) including € 100 M of prospective extensions

€ 414 m for Telemedicine | € 486 m for EMR and enterprise imaging

a number of NHS entities have expressed their needs plans to start up the contracts covered by this FA.

To date (4/11/2022) requests are for the supply of a total of € 46.5 m have been received by the consortium led by Gpi.  
(of which ca. € 38.8 m for the EMR and ca. € 7.7 m for telemedicine software )

Further requests totalling € 63.1 m also relate to the competitive bidding procedure (among the three first-ranked consortia)

## 2 - CONSIP Framework Agreement – Gpi Leads the Number-One Consortium

### SOFTWARE for the ACCESS TO CARE

Value up to € 300 m 2 LOTS - Gpi share approx. 21%

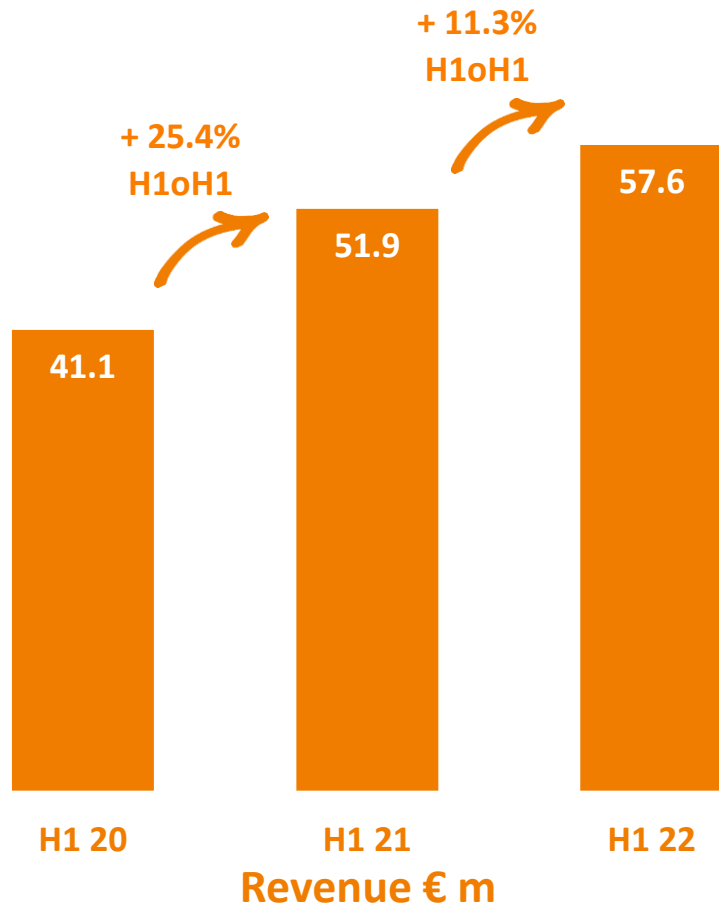
## 3 - CONSIP Framework Agreement – Gpi principal in two consortia which ranked 2<sup>nd</sup> and 4<sup>th</sup>

### SOFTWARE for Health Care PORTALS

Value up to € 240 m 2 LOTS - Gpi share approx. 21%

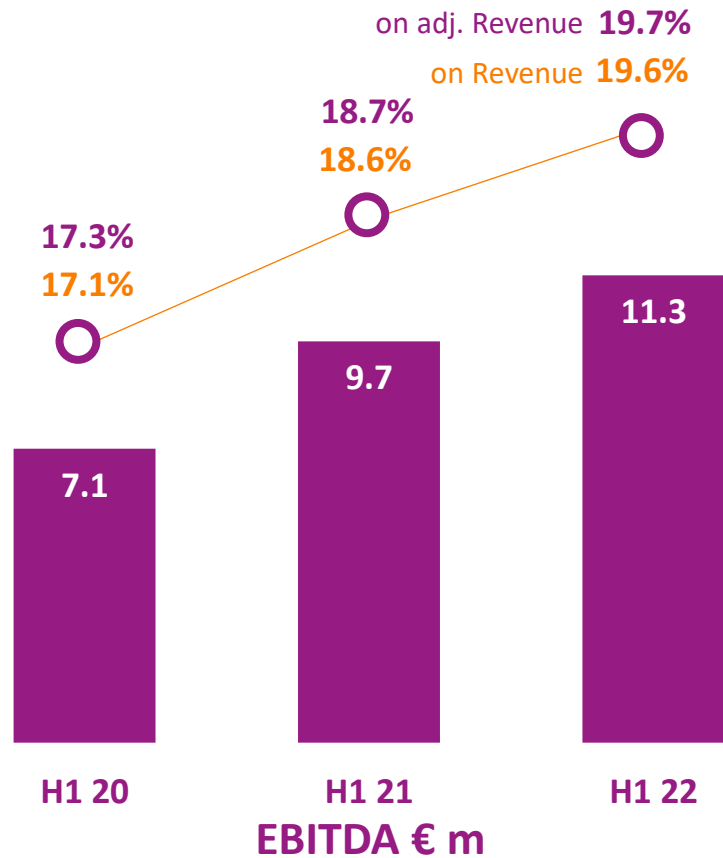
Agreements terms = 18 months, extendable up to 12 more months.  
The single implementation contracts = max term of 48 months  
from the date of signing.

## ● Software H1 22



Modular and integrated information systems:

- Hospital Information System (HIS)
- Health Social Care
- Blood transfusion & tissue bank
- Business Intelligence, Data analytics



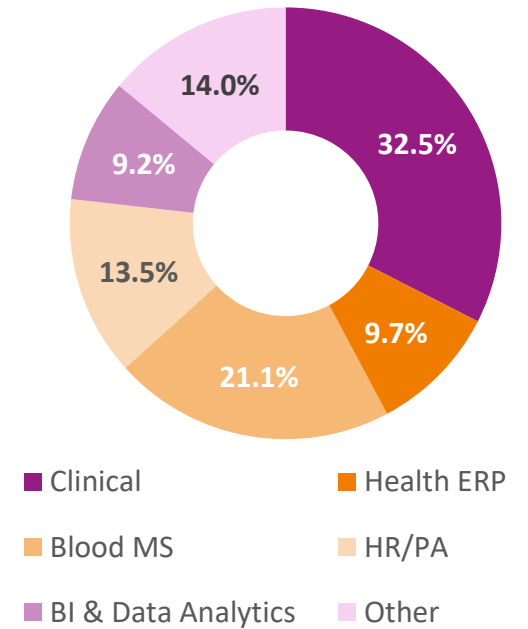
Recurring fees

2° player ITA

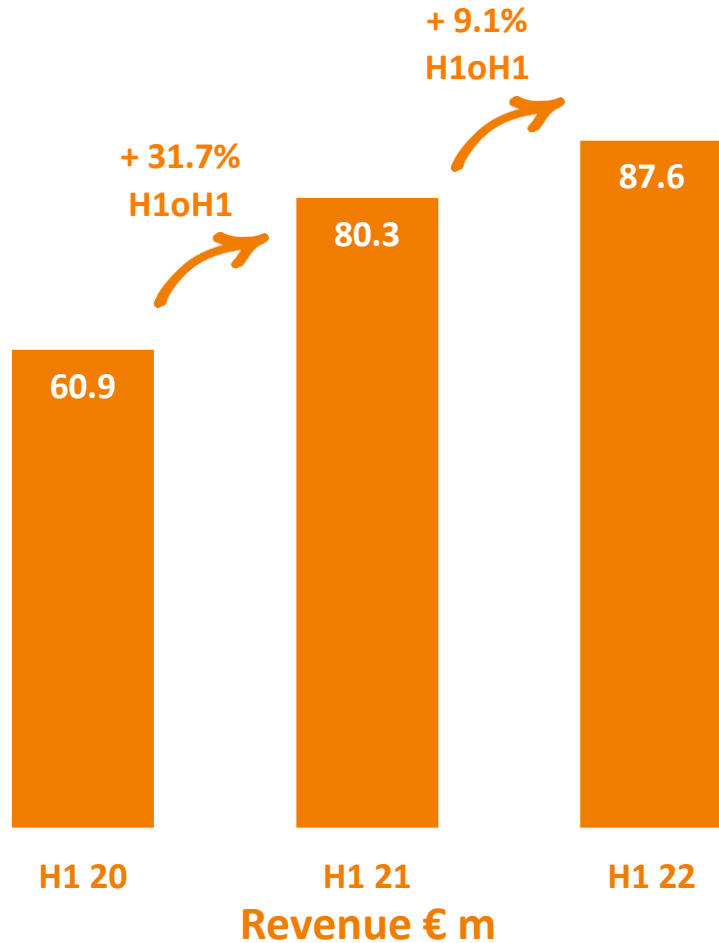
1-3 years Average contract length

50% tenders win-ratio

89% Retention

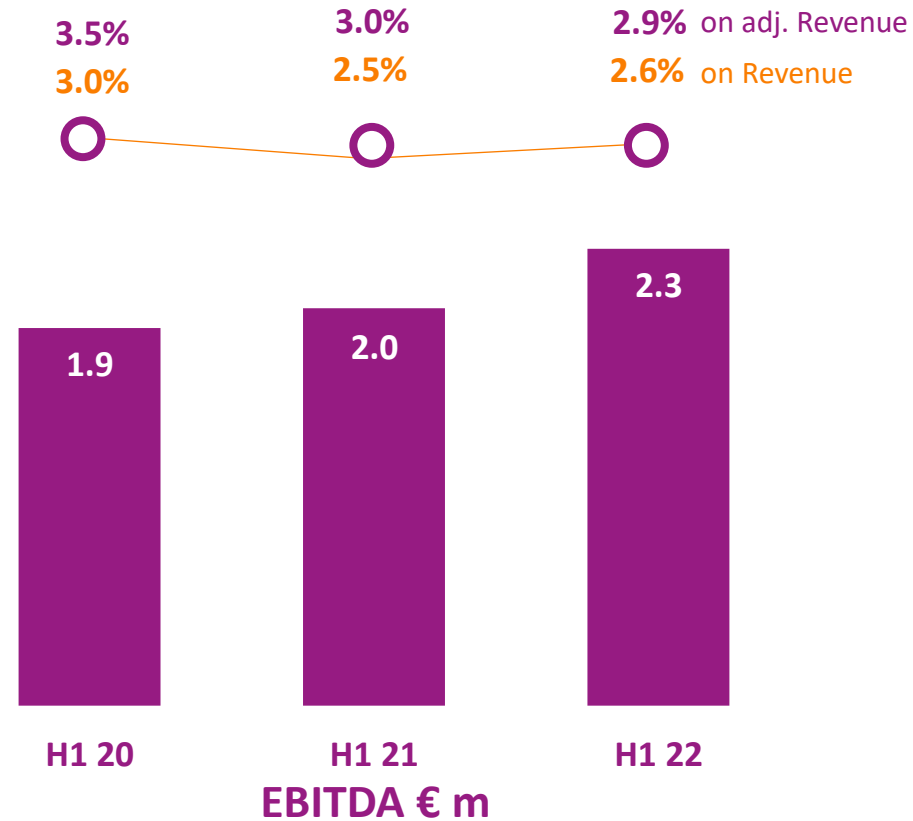


## ● Care H1 22



Broad offer of services such as:

- Healthcare administration services
- Healthcare services (reception and diagnostic facilities)
- Telemedicine and home telecare services



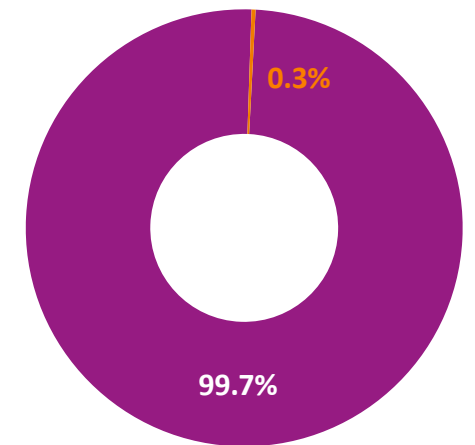
Recurring fees

1° player ITA

4-6 years Average contract length

45% tenders win-ratio

97% Retention



■ AtC - administr. svc. & other

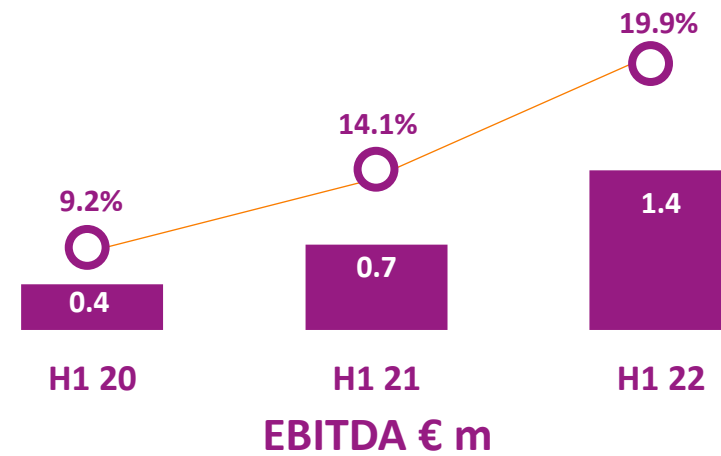
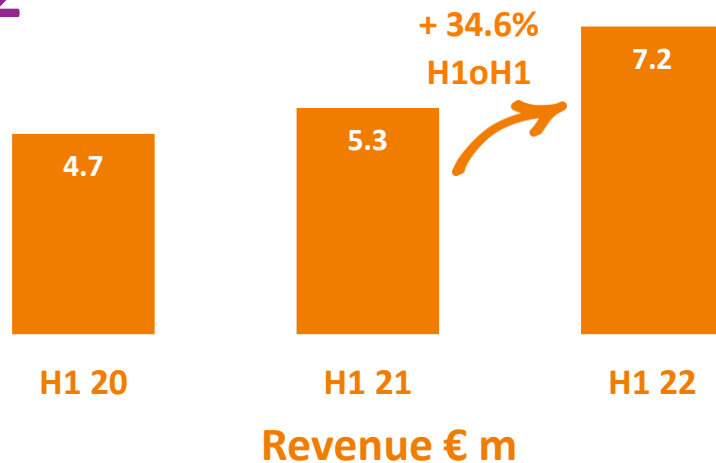
■ Virtual Care

# Other SBAs H1 22

## AUTOMATION

Automated warehouse sales,  
maintenance and service fees

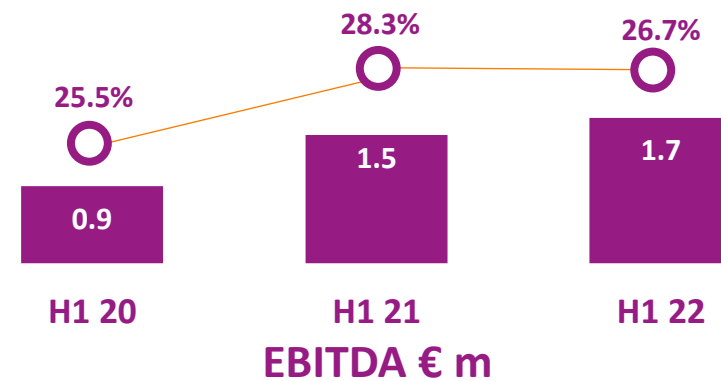
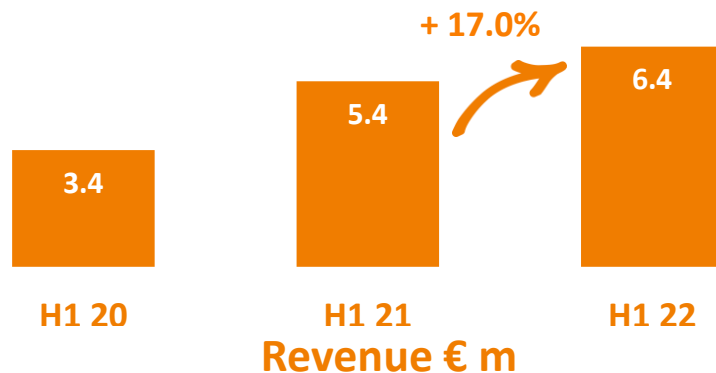
- Retail Pharmacies
- Hospital Pharmacies
- Wholesaler and other industries



## PAY

ePayment services  
POS rental and related software

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

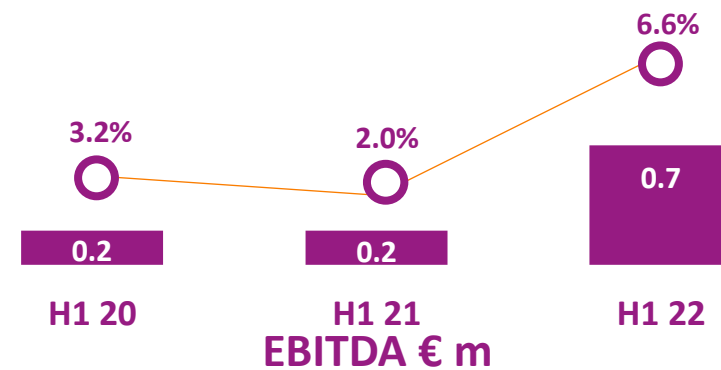
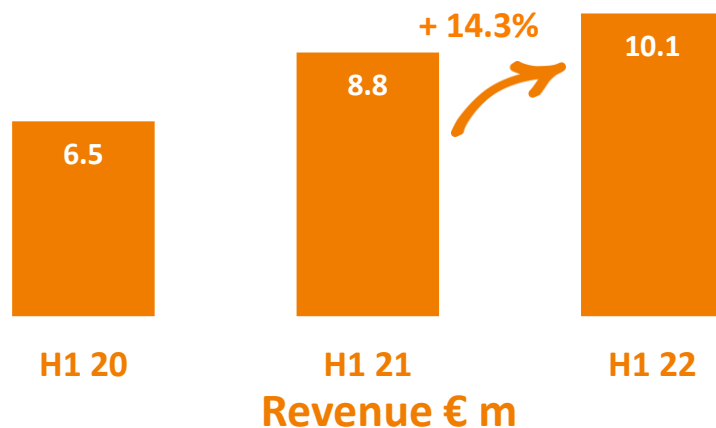


## ICT

Desktop management services  
fees

other system services

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



## Appendix FY21

## ● Solid Growth FY21

€ m	FY21	FY20
Revenue & other income	326.9	271.0
Adjusted Revenue <sup>1</sup>	298.1	250.9
EBITDA	49.8	40.2
EBITDA % on total revenue	15.2%	14.8%
EBITDA % on adj. revenue	16.7%	16.0%
EBIT	23.5	19.0
EBIT % on total revenue	7.2%	7.0%
EBIT % on adj. revenue	7.9%	7.6%
EBT	16.7	13.2
Net profit	11.3	12.3

**Revenue € 326.9 m +20.6% | 16.2% organic**  
thanks to the contribution of the SBAs:

- SW € 117.6 mn **+14.6%**
- Care €166.2 mn **+25.4%**
- Other € 43.1 mn **+20.1%**

**EBITDA: € 49.8 m | 16.7% on adj. Revenue**  
thanks to the contribution of the SBAs:

- SW € 33.0 mn **28.3%** on adj. Revenue
- Care € 8.8 mn **6.4%** on adj. Revenue
- Other € 8.0 mn **18.7%** on total Revenue

**EBIT: € 23.5 m**

after depr. & amort. and provisions of € 26.3 mn

**Net Profit: € 11.3 m**

tax impact for € 5.4 mn – (in FY20 patent box)

**Cash Dividend approved: € 0.50 p.s.**

payout ratio ≈81% | Date of Record 17 May 2022



## ● Financial Highlights FY21

€ m	FY21	FY20 Restated
Non-current assets	166.8	158.4
Net working capital	140.2	109.1
Other operating assets/(liabilities)	(45.3)	(39.5)
<b>NET INVESTED CAPITAL</b>	<b>261.7</b>	<b>227.9</b>
Shareholders' equity	106.2	83.4
Net Debt <sup>1</sup>	155.4	144.5
<b>TOTAL SOURCES</b>	<b>261.7</b>	<b>227.9</b>

### Non-current assets

The increase in Non-current is linked to the investments, including the acquisition of Medinfo and R&D

### Net Working Capital

The increase is due to the rising amount of receivables, mainly linked to the revenues growth

### Shareholders' equity

(-) Dividends (€ 7.9 m)

(+) Proceedings from warrants (€ 22.3 m)

(-) Related parties (€ 3.3 m minorities Riedl and Argentea)

### Net Debt<sup>1</sup>

Reflects the operating flows, the investments of the Group and the equity movements

## ● Software FY21

Modular and integrated information systems:

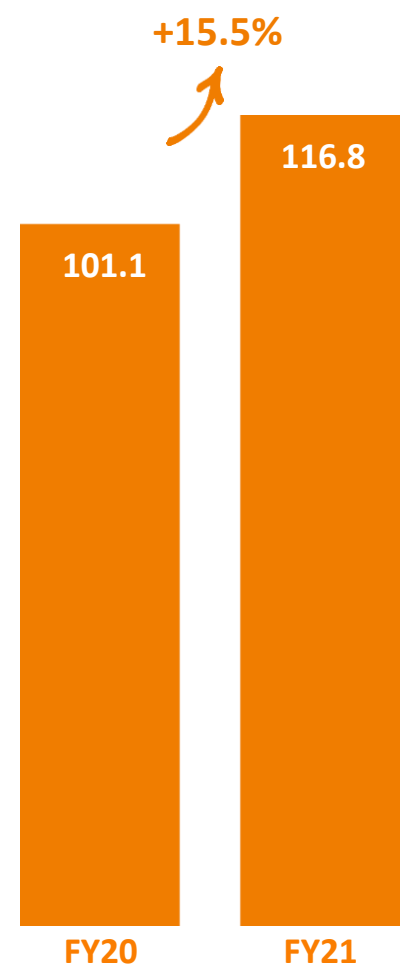
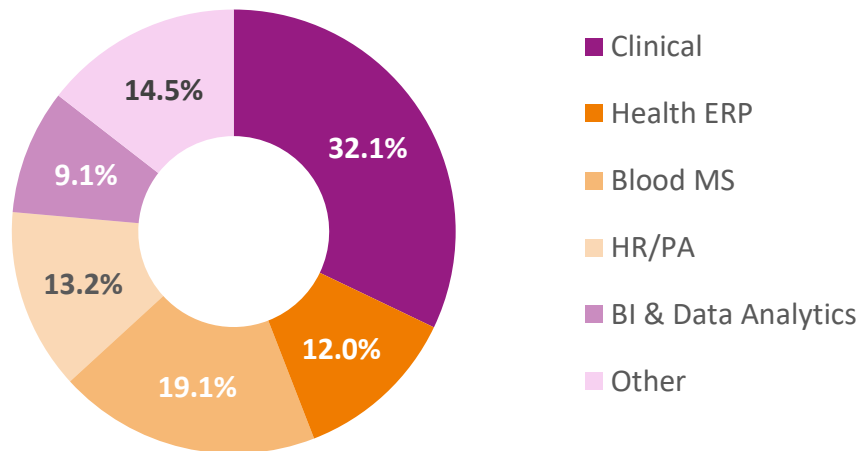
- Hospital Information System (HIS)
- Health Social Care
- Blood transfusion & tissue bank
- Business Intelligence, Data analytics

### 2° player ITA

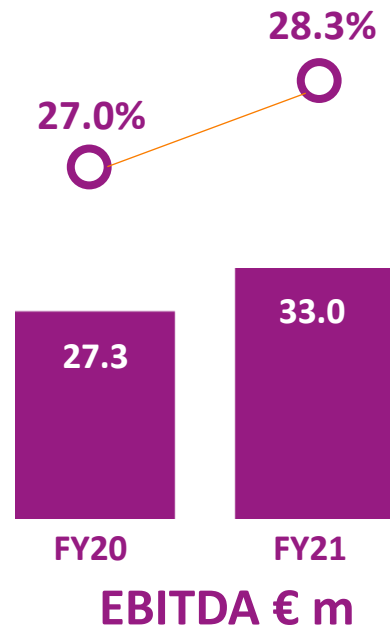
1-3 years Average contract length

50% tenders win-ratio

89% Retention



Net of Temporary Consortia (RTI)



## ● Care FY21

Broad offer of services such as:

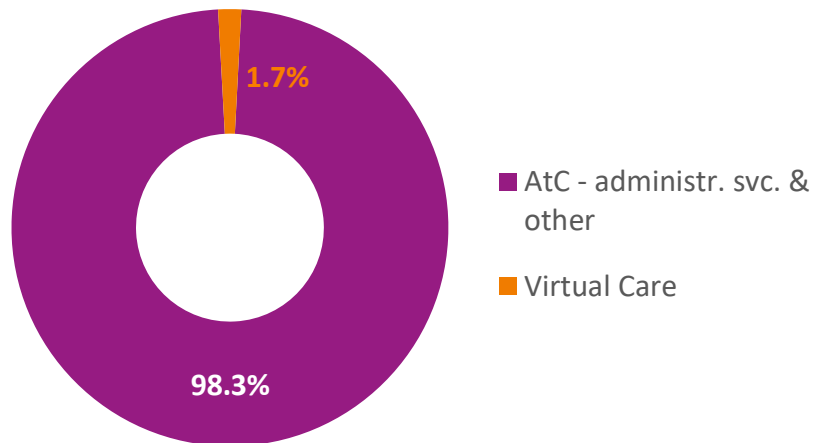
- Healthcare administration services
- Healthcare services (reception and diagnostic facilities)
- Telemedicine and home telecare services
- Other

**1° player ITA**

**4-6** years Average contract length

**45%** tenders win-ratio

**97%** Retention



Revenues by Business Unit  
% on total SBA's revenue

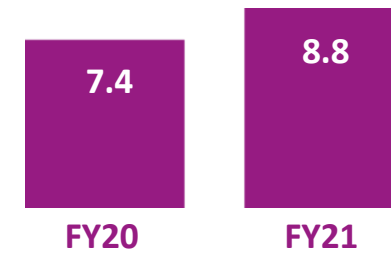


Adj. Revenue € m

Net of Temporary Consortia (RTI)

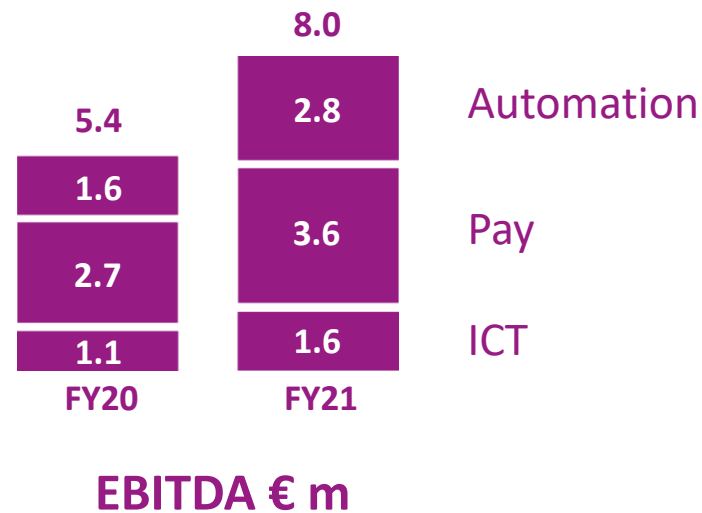
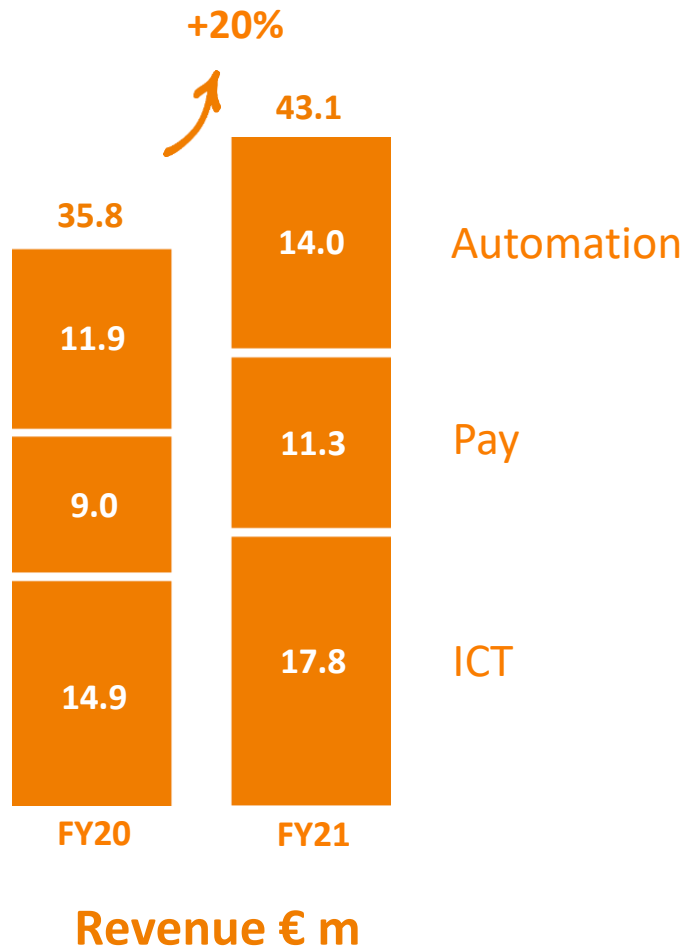


Recurring fees



EBITDA € m

## ● Other SBAs FY21



### 🔄 AUTOMATION

Automated warehouse sales, maintenance and service fees

- Retail Pharmacies
- Hospital Pharmacies
- Wholesaler and other industries

### ☰ PAY

ePayment services

POS rental and related software

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

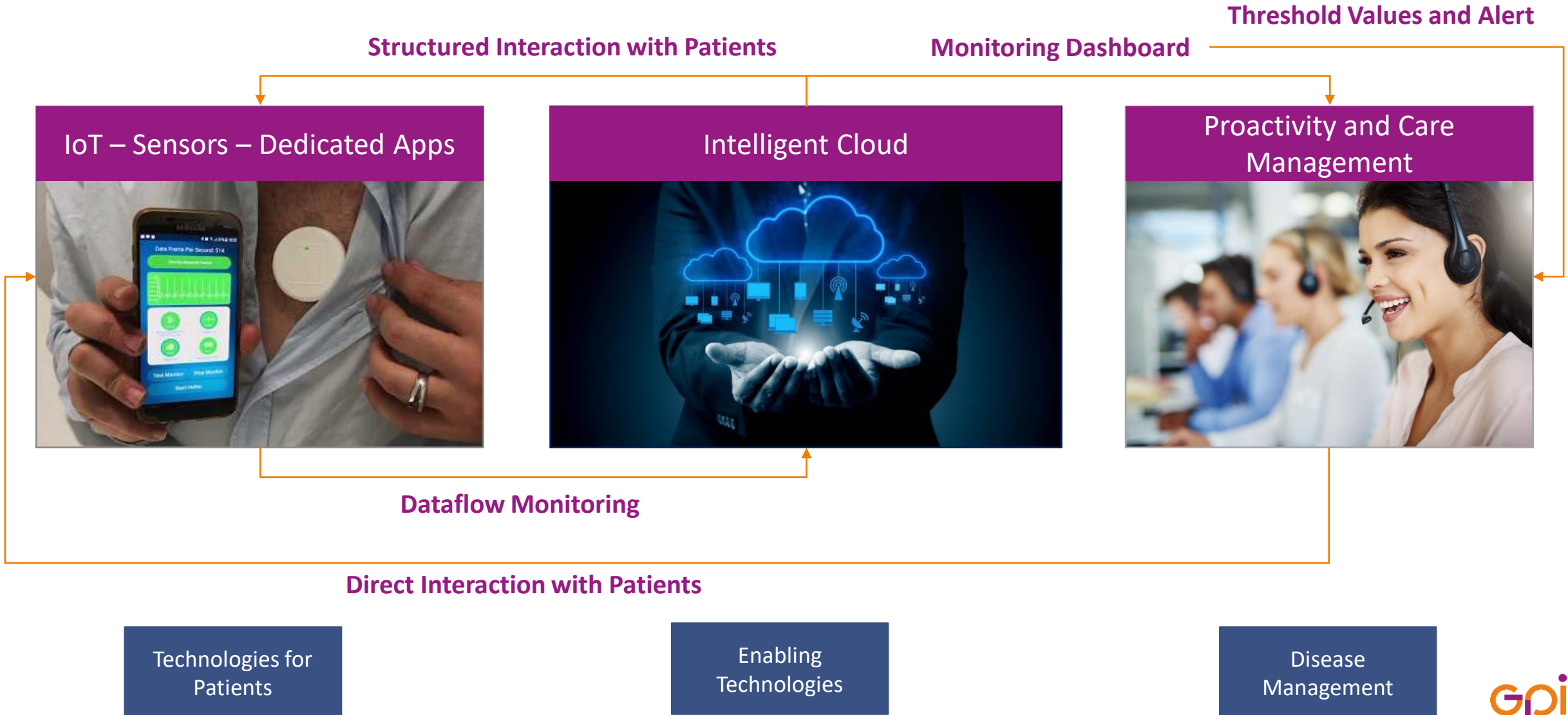
### 🔌 ICT

Desktop management services fees

other system services

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

# ● A New Architecture of Integrated Solutions



## ● Investment Attractiveness

Leadership and Uniqueness

Growth and Visibility

Technology and Service

Evolution of market/NRRP

### GPI IN THE STOCK MARKET

ISIN: IT0005221517

Ticker: GPI:IM

Price 15 Nov. 2022 € 13.50

Ordinary Shares 18,260,496

Capitalisation € M 247

### ANALYSTS' COVERAGE – Target price

Banca Akros 15 Sept. 2022 € 17.50

Intermonte SIM 26 Sept. 2022 € 17.30

Midcap | Tp Icap 3 Nov. 2022 € 19.10



## ● IR Contact details



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