

## LE ECCELLENZE DEL MADE IN ITALY ROME May 15-16, 2017

WE SHOULD ALL FEEL NOTHING BUT SHAME FOR THE REPUTATION THAT FINANCE HAS EARNED ITSELF IN THE LAST FEW YEARS, BUT IF YOU MANAGE TO GUIDE HEALTHY CAPITAL FROM SUCCESSFUL BUSINESSES AND THE ASSETS OF FAMILIES THAT WISH TO INVEST THEM INTELLIGENTLY IN COMPANIES THAT WANT TO GROW, YOU ARE GENUINELY DOING ONE OF THE MOST BENEFICIAL JOBS IN THE WORLD.



@TAMBURITIP





# TAMBURI INVESTMENT PARTNERS S.P.A.

**2,0** BILLION EURO CONSIDERING DIRECT INVESTMENTS AND CLUB DEALS IN LEADING MULTINATIONAL & TECHNOLOGICAL COMPANIES







# KEY INVESTMENT FACTS

12 INVESTMENTS IN COMPANIES WITH WORLDWIDE LEADERSHIP POSITIONS ~17 BILLION EURO

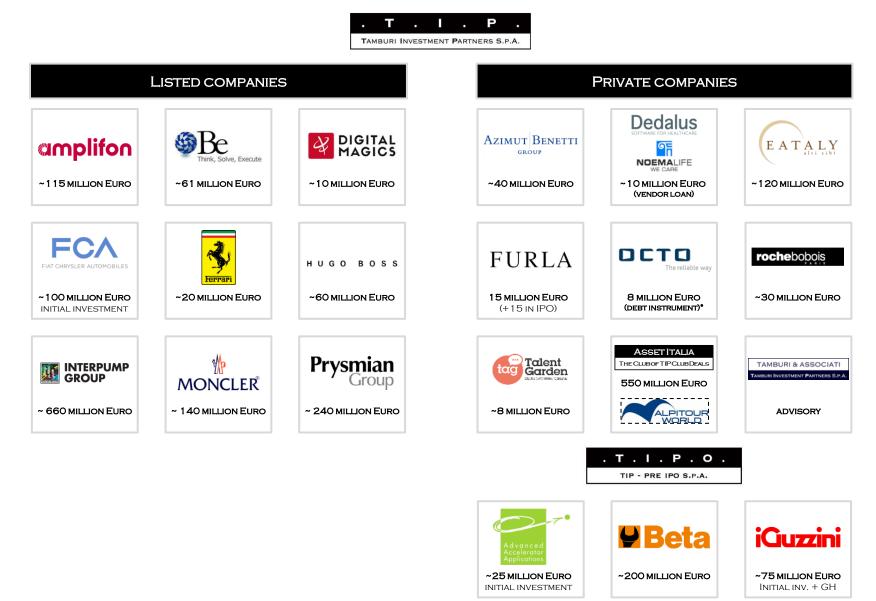
AGGREGATE ANNUAL REVENUES OF THE MAIN INVESTEE COMPANIES +254,0%

total return T.I.P. (last 5 years)

### PORTFOLIO BY INDUSTRY:

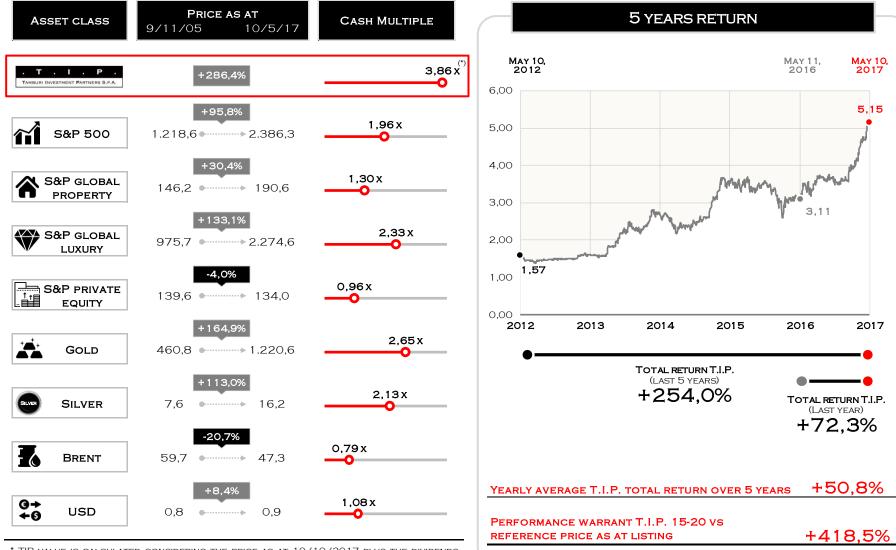
34%	33%	12%	21%
LUXURY AND DESIGN	TECHNOLOGY	Health and silver age	OTHER INVESTMENTS

# **TIP - GROUP STRUCTURE**

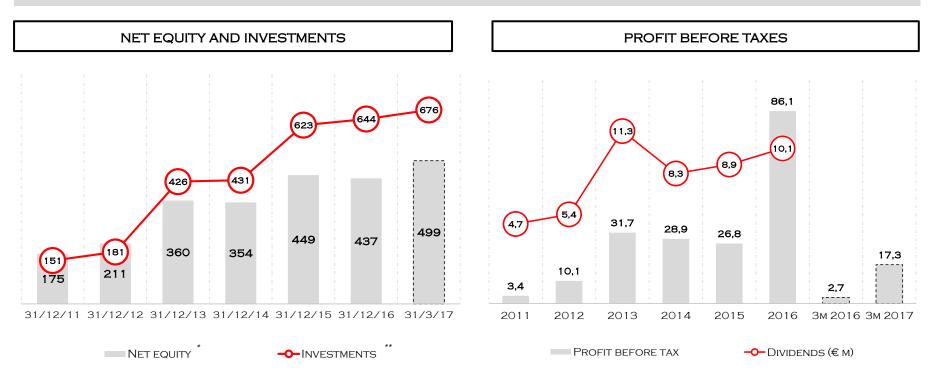


LISTED ON NASDAQ

# TIP STOCK PERFORMANCE



\* TIP value is calculated considering the price as at 10/10/2017 plus the dividends distributed (in case of re-investment of proceeds in TIP shares on the ex-date) plus the value as at 10/5/2017 of treasury shares freely distributed to the shareholders and of warrants 2010/15 on the last trading day plus the price as at 10/5/2017 of warrants 2015/20.



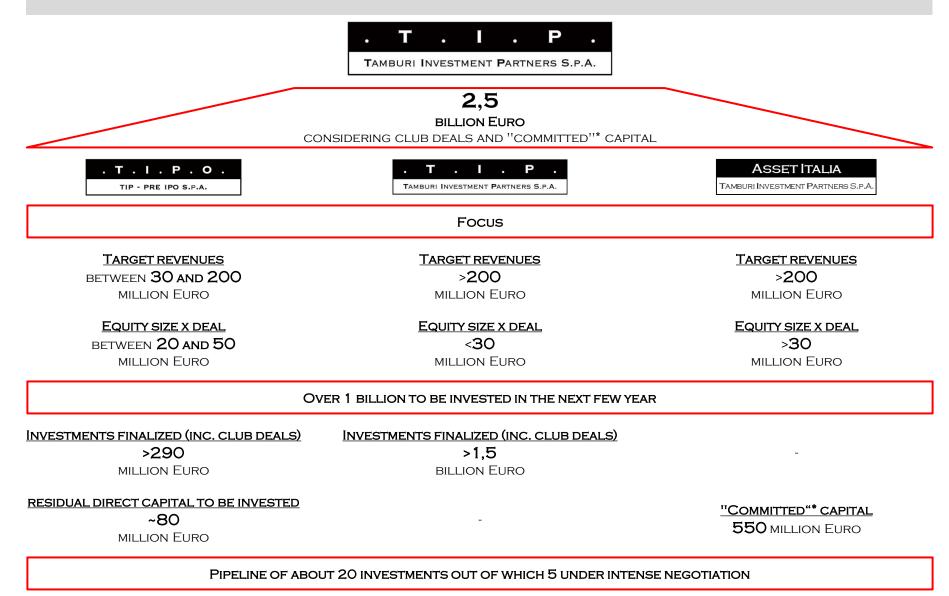
\*CONSOLIDATED GROUP EQUITY (INCLUDING MINORITIES); \*\*INCLUDING ASSOCIATED COMPANIES MEASURED UNDER THE EQUITY METHOD, AFS FINANCIAL ASSETS AND FINANCIAL RECEIVABLES

## AGGREGATED PROFIT BEFORE TAXES (LAST 5 YEARS) ABOVE 185 MILLION EURO

### AVERAGE PROFIT BEFORE TAXES IN THE LAST 6 YEARS 31 MILLION EURO

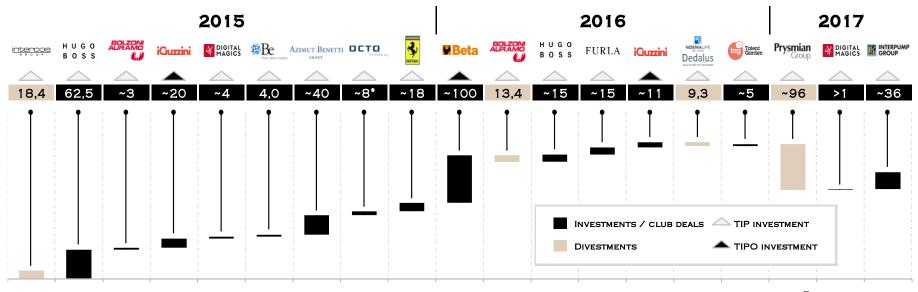
IN JULY 2016 CLUBSETTE (52.5% OWNED BY TIP) HAS RECEIVED A SHARE ALLOCATION OF A 5.125% STAKE IN MONCLER AND, ACCORDING TO IAS/IFRS, TIP HAS REALIZED A CONSOLIDATED CAPITAL GAIN OF AROUND 78 MILLION EURO. TIP NOW OWNS DIRECTLY A 2.35% STAKE.

## TIP GROUP INVESTMENTS AND POTENTIAL

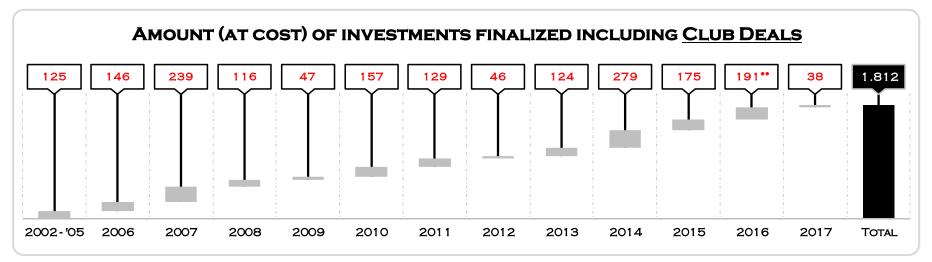


\*Asset Italia is an investment holding – with capital committed of about 550 million Euro contributed by 30 italian family office and TIP – that gives to the shareholders the possibility to choose each individual investment. Within five years each shareholder will receive publicly traded TIP shares.

DYNAMISM



DATA IN MILLION EURO



\* DEBT INSTRUMENT PROVIDED TO MANAGEMENT INVESTMENT VEHICLE

\*\* Excluding 550 million Euro of "committed" capital for Asset Italia and Beta for equity component only

DATA IN MILLION EURO

# UPDATE ON PRYSMIAN AND INTERPUMP MOST RECENT DEALS



### SHAREHOLDER SINCE 2010

- CLUBTRE S.P.A. HAS SOLD 4 MILLION ORDINARY SHARES OF PRYSMIAN S.P.A., REPRESENTING 1.85% OF PRYSMIAN'S SHARE CAPITAL, FOR A TOTAL CONSIDERATION OF 97.6 MILLION EURO.
- The transaction represents a partial divestiture (less than 1/3) of the significant investment made in 2010 by TIP — within a club deal involving important family offices — that in any case is maintaining through Clubtre a significant shareholding in Prysmian.
- Clubtre owns approximately 8.7 mln of Prysmian shares, representing 4% of the share capital, remaining, on the basis of the information available, the individual most important shareholder.

TIP IN CLUBTRE		
NAV Clubtre (at market value)	160 million Euro	
% of TIP	43,28%	
VALUE OF TIP QUOTA	69,5 MILLION EURO	
CAPITAL INVESTED ALREADY COMPLETELY REIMBURSED		



### SHAREHOLDER SINCE 2003

- IPG HOLDING THE INVESTMENT VEHICLE OF INTERPUMP ENTREPRENEUR FULVIO MONTIPÒ AND TIP - IS THE FIRST SHAREHOLDER OF INTERPUMP.
- ON MARCH 20, 2017 IPG HOLDING HAS ACQUIRED FROM MAIS S.P.A. N. 2.000.000 SHARES OF INTERPUMP THROUGH A BLOCK TRADE. IPG HOLDING STAKE IN INTERPUMP IS NOW 23,82% (FULLY DILUTED).

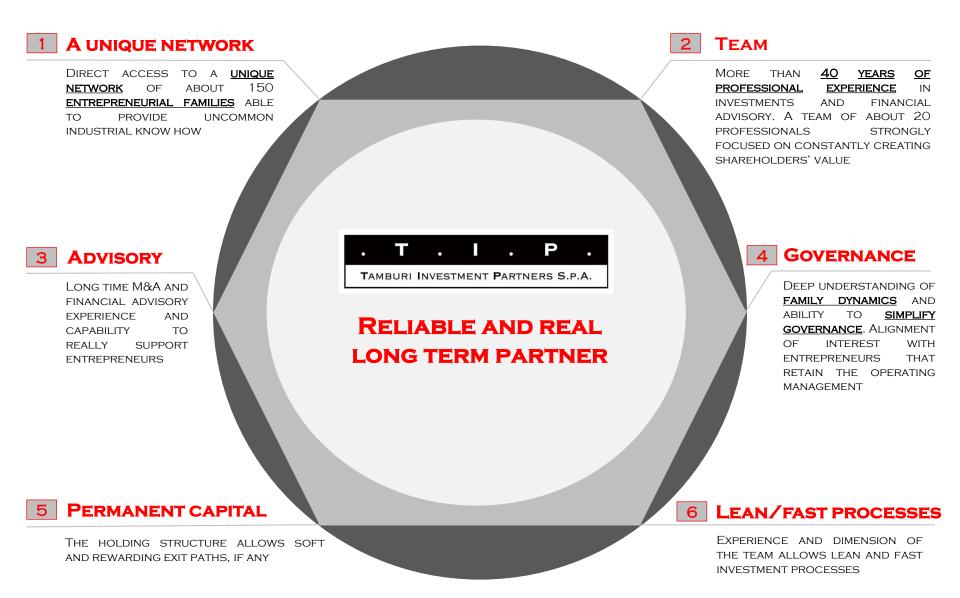
### TIP IN IPG HOLDING

<b>INVESTMENTS</b> (SHARES PURCHASES, CAPITAL INCREASES AND LOAN GRANTED)	56,1 million Euro
<b>PROCEEDS</b> (DISPOSAL OF SHARES, DIVIDENDS AND REFUNDS)	34,5 MILLION EURO
NET CAPITAL INVESTED BY TIP	21,7 MILLION EURO

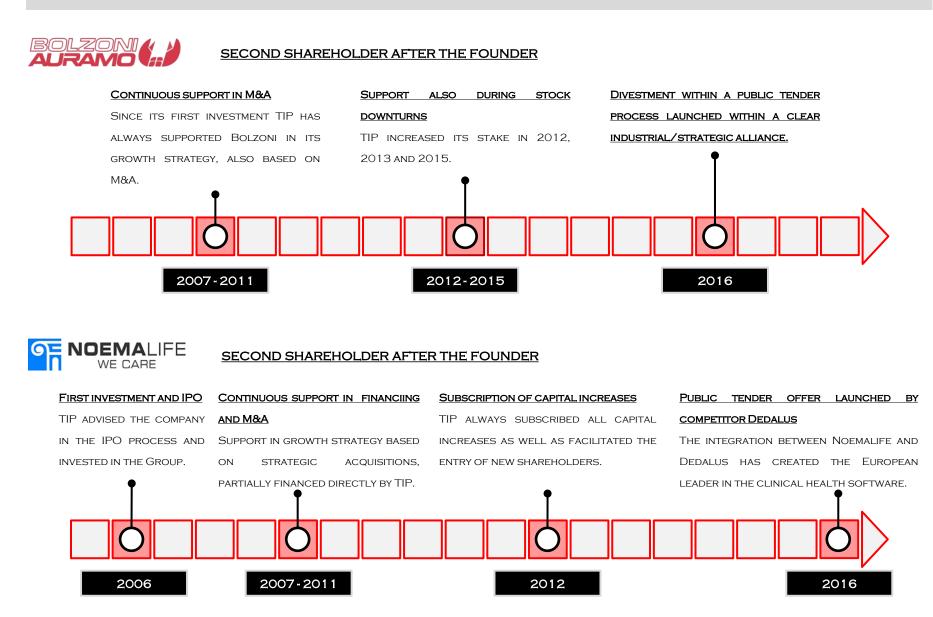
Market value of TIP quota	189,1 MILLION EURO
MULTIPLE ON CAPITAL INVESTED	8,7 x

as at 11/5/2017

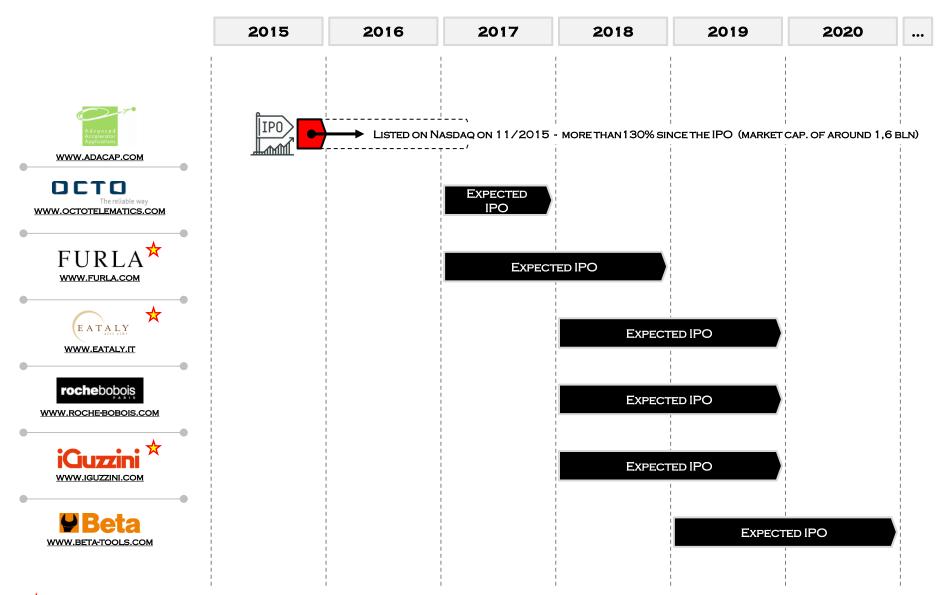
## NOT ONLY A FINANCIAL INVESTOR. A REAL LONG TERM PARTNER



## SUPPORTING AGGREGATION PROCESSES

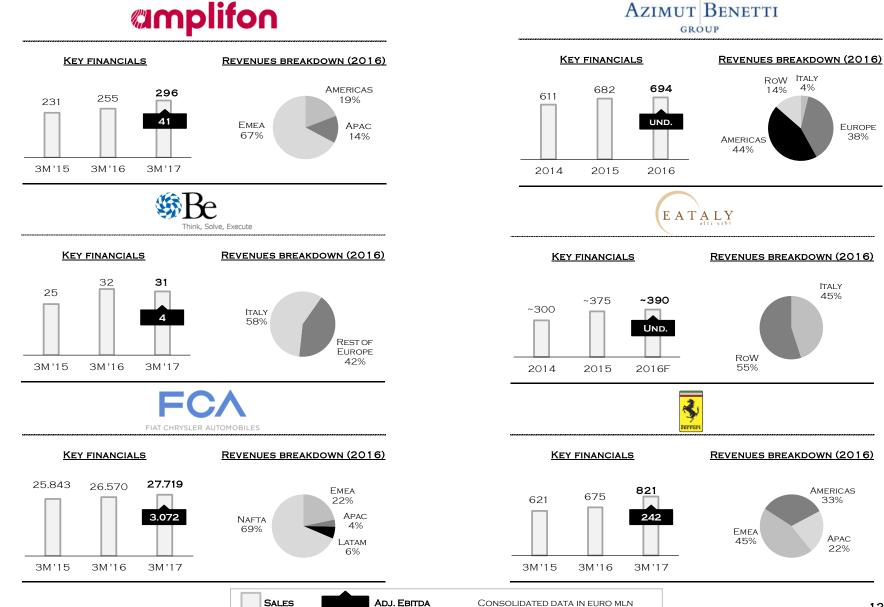


# **IPO PIPELINE**



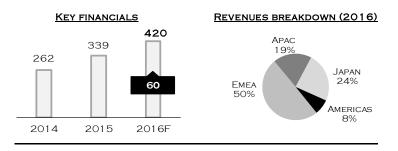
### **INVESTEE COMPANIES MAIN RESULTS**

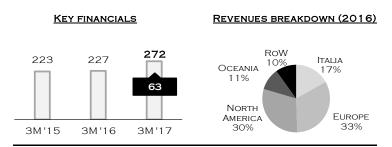
AZIMUT BENETTI



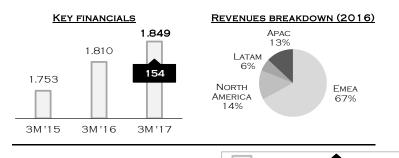
### **INVESTEE COMPANIES MAIN RESULTS**

# FURLA

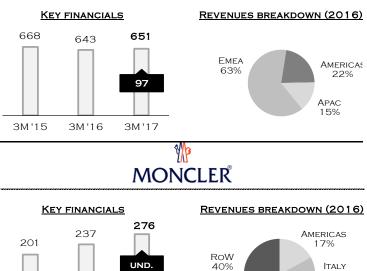




Prysmian Group

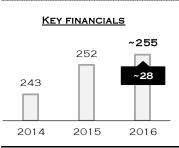


# HUGO BOSS

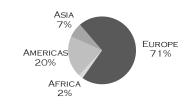


UND. 40% ITALY 40% EMEA 29%

**roche**bobois



#### **REVENUES BREAKDOWN (2016)**



ADJ. EBITDA

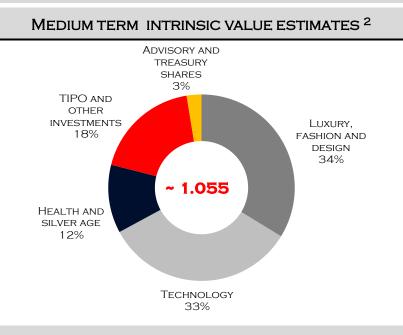
SALES

# TIP GROUP MEDIUM TERM INTRINSIC VALUE

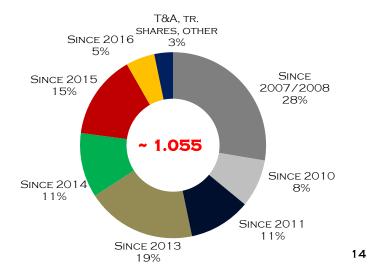
INDUSTRY	BOOK VALUE	Analyst consensus value <sup>(1)</sup>	MED TERM INTRINSIC VALUE <sup>(2)</sup>
LUXURY, FASHION AND DESIGN	254	296	~356
TECHNOLOGY	55	244	~352
Health/silver Age	44	122	~125
TIPO AND OTHER INVESTMENTS	105	141	~195
ADVISORY & TR. SHARES	15	27	~27
Total investments	473	830	~1.055

DATA IN MILLION EURO

- 1. <u>CONSENSUS ESTIMATES</u>: INCLUDES THE ANALYTICAL VALUATION OF EACH INVESTMENT BASED ON LAST AVAILABLE ANALYST ESTIMATES (BLOOMBERG)
- 2. <u>INTRINSIC VALUE ESTIMATES</u>: ANALYTICAL EVALUATION OF EACH INVESTMENT ELABORATED BY TIP CONSIDERING THE MEDIUM-TERM OUTLOOK OF THE COMPANIES

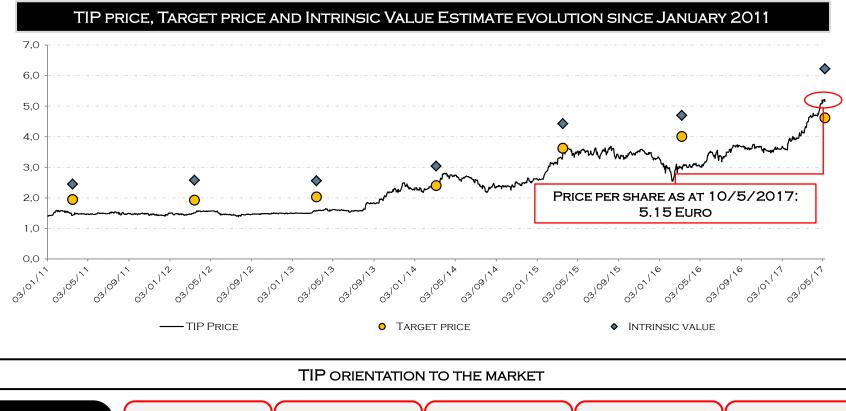


### INTRINSIC VALUE ESTIMATE BY YEAR OF INVESTMENT



# TIP GROUP INTRINSIC VALUE AND CONSENSUS

IN THE LAST 5 YEARS



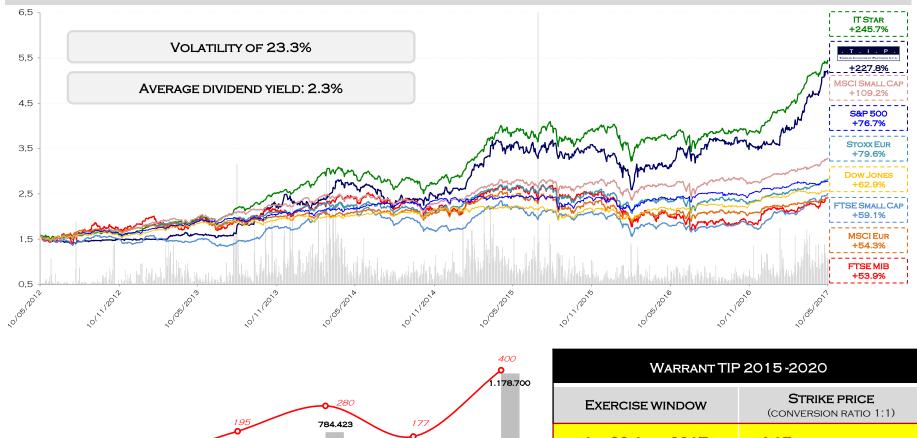
11	15	>20	<b>~20</b>	31	68
YEARS AS	MILLION EURO	MILLION EURO <sup>1</sup>	MILLION EURO <sup>2</sup>	MILLION EURO	MILLION EURO <sup>3</sup>
PUBLIC COMPANY	Free distribution OF treasury Shares	Free distribution of warrants 2010 – 2015	Free distribution of warrants 2015 – 2020	BUY BACK OF TREASURY SHARES SINCE THE IPO	Dividend distributions since the IPO

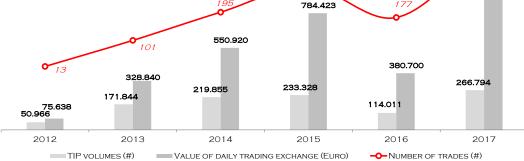
1. N. 13.3 MILLIONS OF WARRANTS FREELY DISTRIBUTED IN 2010; PERFORMANCE OF 3,369.6% SINCE THE DISTRIBUTION.

2.«Value» of warrants **freely distributed in July 2015** to be exercised within **2020** for a maximum amount of 200 million Euro.

3. INCLUDING 2016 DIVIDEND APPROVED BY THE SHAREHOLDERS' MEETING OF 10,1 MILLION EURO

# TIP PERFORMANCE AS AT MAY 10, 2017

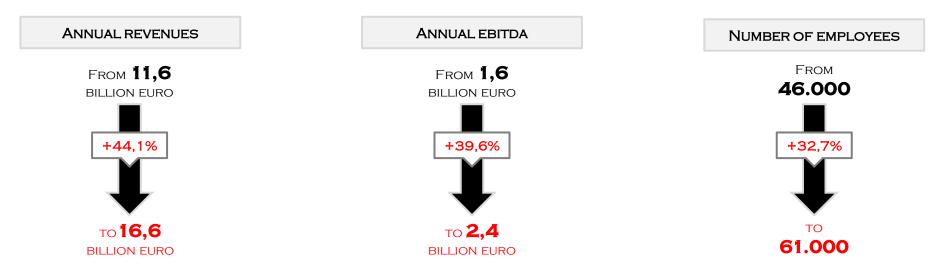




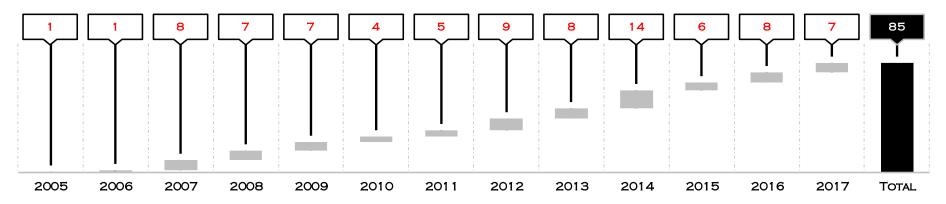
WARAANI III 2013-2020		
Exercise window	STRIKE PRICE (CONVERSION RATIO 1:1)	
1 – 30 June 2017	4,15 EURO PER SHARE	
1 – 30 June 2018	4,55 EURO PER SHARE	
1 – 30 June 2019	5,00 EURO PER SHARE	
1 – 30 June 2020	5,41 EURO PER SHARE	

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SINCE TIP/TIPO FIRST INVESTMENT THE AGGREGATE AMOUNT OF THE MAIN INVESTEE COMPANIES\* HAS INCREASED AS FOLLOWS:



### M&A TRANSACTIONS COMPLETED SINCE TIP / TIPO FIRST INVESTMENT IN THEIR SHARE CAPITAL\*



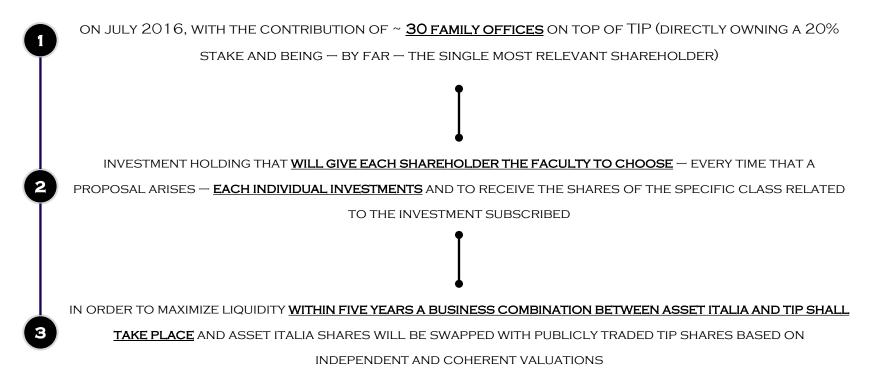
ASSET ITALIA

# **ASSET ITALIA**

THE CLUB OF TIP CLUB DEALS

# **550 MILLION EURO**

TOTAL CAPITAL "COMMITMENT"



P

I TAMBURI INVESTMENT PARTNERS S.P.A.

TIP HAS INVESTED ABOUT 6 MILLION EURO IN DIGITAL MAGICS AND IS THE SINGLE BIGGEST SHAREHOLDER WITH > 18%



BOOMING MARKET	<ul> <li>DIGITAL IS NOW PERVASIVE IN EVERY SECTOR</li> <li>SEED CAPITAL - EARLY STAGE IS ONE OF THE MOST PROMISING SEGMENT IN THE VENTURE CAPITAL INDUSTRY, PARTICULARLY IN DIGITAL</li> </ul>	0
LEADERSHIP	DIGITAL MAGICS GROUP IS THE MAIN ITALIAN INCUBATOR AND THE ONLY ONE WITH SEVERAL LOCATIONS (7) THROUGH ITALY	"Preferred" access to digital markets
OPEN INNOVATION + SEED CAPITAL + EARLY STAGE	<ul> <li>72 STARTUPS IN PORTFOLIO - MORE THAN 500 JOBS CREATED</li> <li>OPEN INNOVATION PROGRAMS WITH MAJOR ITALIAN COMPANIES SUCH AS POSTE, ENEL, SKY, E&amp;Y, FASTWEB, NICE, CISCO AND OTHERS</li> <li>RELEVANT SHAREHOLDER ALSO OF TALENT GARDEN (TAG)</li> </ul>	SUPPORT TO TIP / TIPO INVESTEE COMPANIES TO APPROACH DIGITAL MARKETS AND IDENTIFY "CONTIGUOUS" STARTUPS
GROWTH + STRUCTURE	<ul> <li>DIGITAL MAGICS HAS RECENTLY STRENGTHEN ITS ROLE AS LEADER IN THE ITALIAN DIGITAL ECOSYSTEM THROUGH IMPORTANT PARTNERSHIPS AND ACQUISITIONS SUCH AS WEBWORKING, WITHFOUNDERS / INNOGEST AND UNIVERSITÀ TELEMATICA PEGASO.</li> <li>2017 TARGET OF START UP AGGR. REVENUES: ~100 MILLION EURO</li> <li>9 COMPANIES WITH ANNUAL REVENUES IN EXCESS OF 1 MILLION EURO</li> </ul>	3 INVESTMENT OPPORTUNITIES IN THE MOST PROMISING DEALS FOR TIP / TIPO

IN MARCH 2017 DIGITAL MAGICS HAS COMPLETED A 5 MILLION EURO CAPITAL INCREASE OF WHICH 1,3 MILLION SUBSCRIBED BY TIP

# TIP MOST RECENT INVESTMENTS



25% owned by TIP / TIP's F&F and 19% owned by Digital Magics

FURLA

CONVERTIBLE BOND OF 15

MILLION EURO TO BE

AUTOMATICALLY SWAPPED INTO

FURLA SHARES AT IPO

### THE MAIN CO-WORKING HUB IN EUROPE

- COWORKING SPACES FOR DIGITAL ECOSYSTEMS TO MEET, WORK, LEARN AND COLLABORATE.
- 18 CAMPUSES IN 6 COUNTRIES, 1.500 TALENTS WORKING IN TAG AND 35,000 MEMBERS OF THE CLUB
- TAG HAS COMPLETED A ROUND OF EQUITY AND DEBT FINANCING OF 12 MILLION EURO MAINLY SUBSCRIBED BY TIP / TIP FAMILIES AND FRIENDS AND PRESTIGIOUS INTERNATIONAL INVESTORS.



### LEADER IN HIGH QUALITY LEATHER BAGS AND ACCESSORIES

- 2016 CONSOLIDATED REVENUES >420 MLN EURO (80% ABROAD) WITH AN YOY INCREASE OF >+24% (ACTUAL EXCH. RATE) AND EBITDA OF ABOUT 60 MLN EURO.
- 444 STORES IN THE WORLD (50% DOS), THE PRODUCTS ARE AVAILABLE IN MORE THAN 1.200 MULTIBRAND AND DEPARTMENT STORES.
- DURING 2016 THE GROUP HAS OPENED AN IMPORTANT STORE IN BROMPTON (LONDON), ACQUIRED MINORITY STAKES OF FURLA BUSINESS IN AUSTRALIA AND SUBSCRIBED A JOINT VENTURE AGREEMENT FOR THE SHOPS IN PORTOGALLO.





# AZIMUT BENETTI

**INVESTMENT OF ~ 40 MILLION EURO** (75% VIA CAPITAL INCREASE) FOR A STAKE OF ABOUT 12%

### WORLD LEADING MANUFACTURER OF MEGA - YACHTS

- 16 TIMES OVER 18 YEARS FIRST IN THE GLOBAL ORDER BOOK
- 11 SHIPYARDS, A SALES NETWORK OF 138 DEALERS IN OVER 70 COUNTRIES, MORE THAN 2.100 EMPLOYEES.
- 2016 CONSOLIDATED REVENUES AROUND 700 MILLION EURO.





# TIPO MOST RECENT INVESTMENTS

DIRECT AND INDIRECT INTEREST IN IGUZZINI	<ul> <li>ONE OF THE WORLDWIDE LEADERS IN ARCHITECTURAL LIGHTING</li> <li>TIPO BOUGHT A 14.3% OF THE GROUP IN 2015.</li> <li>IN JULY 2016 TIPO AND SOME MEMBERS OF THE GUZZINI FAMILY HAVE SET UP GH S.R.L. TO ACQUIRE 17.32% OF FIMAG S.P.A., THAT CONTROLS IGUZZINI ILLUMINAZIONE S.P.A. (THE MAIN ASSET) AND SOME OTHER ASSETS. THE IMPLICIT TOTAL STAKE IN IGUZZINI IS NOW AROUND 24%.</li> <li>2016 CONSOLIDATED REVENUES OF AROUND 232 MILLION EURO AND EBITDA OF AROUND 29 MILLION EURO.</li> </ul>
Acquisition of 100% of the group for ~200 million Euro	<ul> <li>Italian Market Leader in High-Quality Professional Hand Tools</li> <li>During 2016 TIPO and TIP have structured a club deal in order to fund the total transaction.</li> <li>11.000 References, 100 distributors, direct presence abroad with 7 subsidiaries, around 530 employees and 3 production plants.</li> <li>2016 consolidated revenues around 130 million Euro and ebitda of around 25 million Euro.</li> </ul>
Advanced Adv	<ul> <li>LEADER IN A NICHE OF RADIOPHARMACEUTICALS</li> <li>AAA develops, produces and commercializes molecular nuclear medicine, diagnostic an therapeutic products in the field of oncology, neurology, cardiology and infectious of inflammatory diseases.</li> <li>Operates in Belgium, Canada, France, Germany, Israel, Italy, Netherland, Poland, Portugai Spain, Switzerland, UK and USA, its distribution network covers more than 30 countries.</li> </ul>

OF SIMPLIFYING SHAREHOLDING AND GOVERNANCE