

DEA CAPITAL

ALLOCATING CAPITAL ALTERNATIVELY

STAR CONFERENCE
MILAN, 6 OCTOBER 2020



DEA CAPITAL

DEA CAPITAL AT A GLANCE

DeA Capital is the Italian leading provider of alternative asset management solutions for professional investors, offering best-in-class investment services and products with AUM of ~ 22,5 Bn€



Extensive Range of Products, with various Risk Profiles



Deep Knowledge of the Italian Market, with a wide Network of Relationships



State-of-the-art Compliance, Risk Management & ESG Investment Policy



Highly experienced and motivated Management Team



Full Alignment of Interest between Stakeholders



Strong and Resilient Balance Sheet

Investment Solutions

	Real Estate	Credit	Private Equity	Multi-Asset / Multi-Manager Solutions
AUM (€)	9.9 Bn	3.2 Bn	1.8 Bn	7.6 Bn
Key Data	51 Funds 750 Assets Rent ~300 M€	4 Funds 30 Companies GBV > 30 Bn€	10 Funds >80 T-P Funds 900 Companies	8 Internal "Pools" 30 T-P "Pools" ~50 Clients
Products	<ul style="list-style-type: none"> Core / Core+ Value Added European Platform 	<ul style="list-style-type: none"> Turn-around Debtor-in-possession Shipping NPE 	<ul style="list-style-type: none"> Global FoF Food & Beverage Agri-business Sustainable Development 	<ul style="list-style-type: none"> Multi-Asset / Multi-Manager Platform "Pool" strategies Overlay

COMBINED AUM OF ~ 22,5 Bn

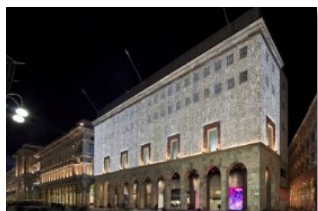


REAL ESTATE

The Business

- ❖ Italy's #1 independent fund manager in Real Estate
- ❖ 100+ institutional investors that account for more than 90% of the funds' investor base
- ❖ € 4.7 Bn of capital deployed in the last 5 years
- ❖ Successful ongoing internationalization project in Real Estate with presence in main European markets (France, Spain, Portugal, Poland, and since October 2020 in Germany, Switzerland, and Austria), with € 200+ m raised in 12 months

Trophy Assets



Milan - La Rinascente



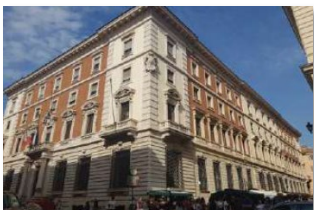
Milan - Palazzo Broggi



Milan - F. Buonaparte 31/33



Rome - Piazza J.F. Kennedy



Rome - Via del Corso 226



Milan - Passerella/San Carlo

Investment products

Core / Core + Funds

- High standing, income-producing properties in the main Italian cities
- Single fund with AUM for over € 2 billion

Value Add Funds

- Focus in logistics, with strong interest from foreign investors
- 2 dedicated funds in 2019

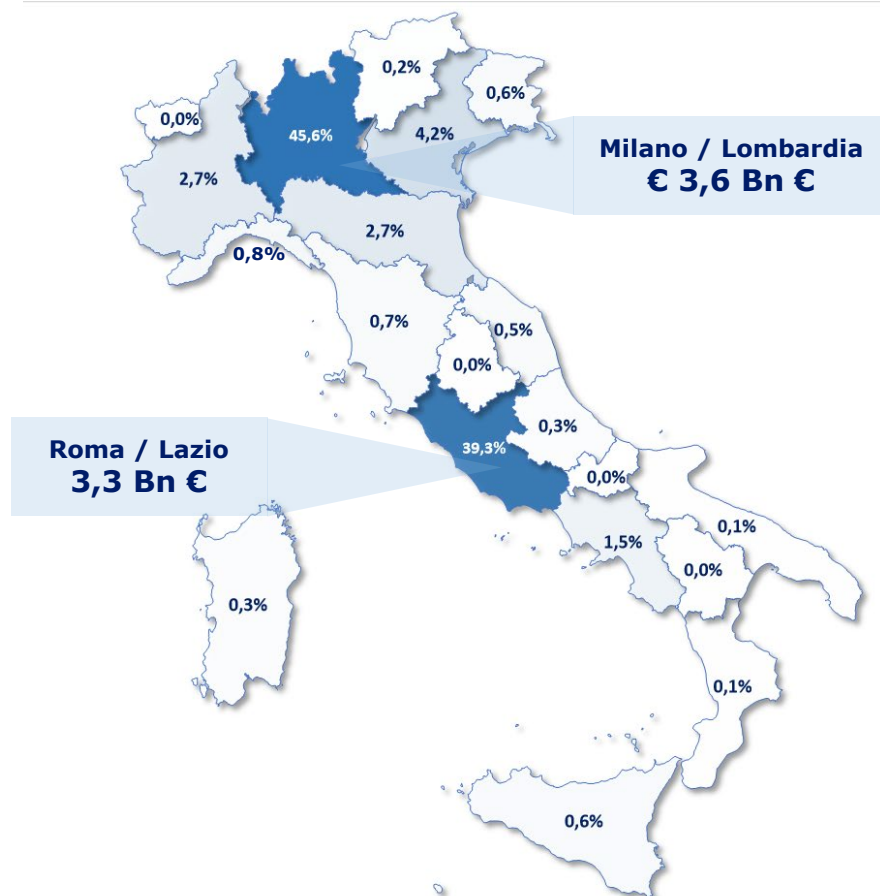
Development Projects

- Development projects of directional and commercial properties
- N. 3 active projects, with total capex for over € 450 M

Other Projects

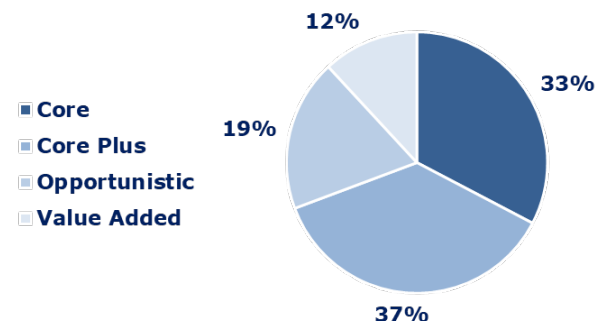
- Club Deal Funds
- Car parking focused fund
- Fund with collateral debt restructuring

Assets under management by geography (%)

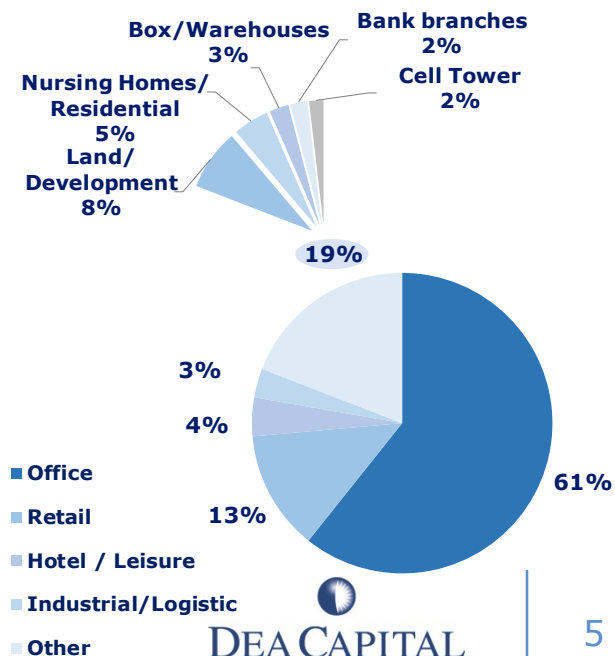


DeA Capital RE manages approx. **750 assets** with a strong presence in more liquid locations – **Approx. 70% of assets are located in Rome and Milan**

Risk profile of managed funds



Breakdown by main use





Go Italia VII Logistic – Value add



- **Asset:** Portfolio of 8 assets, of which 4 logistic fields and 4 logistic assets, in different areas of Northern Italy
- **Sellers:** Techbau (4 asset) e other companies
- **Investor:** GreenOak
- **Closing June 2020 (first acquisition)**



Key Metrics

~ € 183,0 M

o/w CAPEX: ~ € 70,0 M

Altair Office – Core



- **Asset:** Newly refurbished office building located in Rome in the EUR district in Via dell'Arte
- **Seller:** Fondo Omega **FondoOmega^Ω**
- **Investor:** Allianz
- **Closing August 2020**

Key Metrics:

~ € 200,0 M



Pasteur - Suresnes (92) (Core+)



- **Asset:** office building located in Suresnes (west of Paris) in a particularly dynamic area

The property, built in 1986, has an area of 7,380 square meters, distributed over 8 floors, and has 193 parking spaces.

The property is multi-tenant and mainly leased (occupancy of 92%)

- **Seller:** AVA Investment Managers

- **Status:** Closed

Key Metrics

PP: € 26,0 M



Le Cap - Saint-Denis (93) (Value-add)



- **Asset:** office building located in Saint-Denis (north of Paris) near to the Stade de France and the Canal de Saint-Denis. The asset benefits from immediate access to the public transport network (RER B) and freeway (A1 and A86)

The property, built in 2002, has an area of 11.294 square meters; it has 5 floors and offers 124 parking spaces, with a retail area on the ground floor

- **Seller:** AVIVA

- **Status:** Closed

Key Metrics

PP: € 51,0 M



Malaga Petit Palace (Built to Core)



- **Asset:** 4 star hotel recently refurbished by the current owner / operator, Soho Boutique Hotel

The building is located in the center of Malaga (Soho district) and has 44 rooms distributed over 7 floors

- **Seller:** Soho Boutique Hotel

- **Status:** Closed

Key Metrics

PP: € 10,0 M

II Business

- ❖ First debtor-in-possession financing fund raised in 2016 (Corporate Credit Recovery programmes)
- ❖ #1 NPL Fund in Italy (as per GBV) with € 2.4 Bn AUM (Italian Recovery Fund)
- ❖ Key Italian banking institutions preferred partner to address small and medium enterprises UTPs restructuring
- ❖ Launched a new pocket dedicated to Shipping with 8 shipowner companies in December 2018

Single Name & Massive strategies

4_{Funds} **GBV € > 30**_{Bn}

30_{Companies} **AUM € 3,2**_{Bn}

Investment products

Massive

- Italian Recovery Fund: 100 thousand debtors and 400 thousand credit exposures under management
- Network of over 70 investors, including main Italian financial institutions
- A new NPL / UTP dedicated fund in pipeline

Corporate Single Name

- Focus on corporate financing, with possible equity injection thanks to «Comparto Nuova Finanza»
- «Comparto Shipping» started in 2018
- 10 closing in 3 years with total AUM of € 0,8 Bn

**Main
Investments**

snaidero
CUCINE PER LA VITA

UTIL
INDUSTRIES

CALVI
S.p.A.

VIRGILIO
ITALIANO DA SEMPRE

RUMMO
MAESTRI PASTAI
IN BENEVENTO DAL 1846

DEA CAPITAL

ITALIAN RECOVERY FUND (IRF)

IRF

IRF is the main Italian NPL fund, with AUM for € 2.4 billion – the fund was **acquired in November 2019** with the NPL Management Branch of Quaestio SGR

NPL Branch

The NPL Branch carve out lead to the acquisition of an **Investment & Work-Out Team with consolidated experience in NPL / UTP portfolio structuring and pricing**

2026 Extension

During 2020, the **IRF Fund management mandate was extended until 31.12.2026**, with the possibility of **three further extensions of 1 year each**

AUM

2,4
Bn €

GBV

>30
Bn €

Exposures

~100k



CORPORATE CREDIT RECOVERY (CCR) PROGRAMS

CCR programs of DeA Capital Alternative Funds SGR are “multi-comparto” Debtor-in-possession funds aimed at recovery of Italian SME companies in financial stress with resilient industrial metrics

CCR I

Fund Establishment

- 2016

AUM / # Companies @establ.

- 263 M€ / 8 Companies

NAV / # Companies in portf.

- 101 M€ / 1 Company

CCR II

Fund Establishment

- 2017

AUM / # Companies @establ.

- 296 M€ / 9 Companies

NAV / # Companies in portf.

- 582 M€ / 31 Companies

AUM

0,8

Bn €

Aggregate
Revenues

2,8

Bn €

Aggregate
Employees

~15k

PRIVATE EQUITY

The Business

- ❖ Active on multi manager and single manager programmes:
 - Sponsor of the biggest Italian Fund of Funds as per AUM (vintage 2007)
 - Launched in 2020 2 PE thematic funds with € 400 M commitment target, dedicated to food industry and sustainable development
- ❖ Focusing on Italian excellence sectors (Food & Beverage, Agriculture)
- ❖ Addressing the “democratization” of private equity investment through the design of a multi-bank retail network fund of funds
- ❖ Opening of a Spanish branch

Single & Multi Manager

10

Funds

80

3rd Party Funds

900

Companies

1.8

Bn AUM

Investment products

Single Manager

→ Funds with focus on Italian excellence industries (Food & Beverage), as well as Sustainable Development

Main Investments



Multi Manager

- Funds of Funds with direct exposure to major global managers
- Dedicated products to specific investors (e.g. Foundations)
- A multi-bank retail network fund in pipeline

Third parties managed funds





MULTI-ASSET / MULTI-MANAGER SOLUTIONS

The Business

- ❖ Investment solutions for institutional investors, through a "multi-asset / multi-manager" Platform
- ❖ The Platform mainly operates through management mandates (the so-called "pools") that allow investors' assets to be allocated on the basis of specific risk / return objectives, with full visibility (look-through) and risk management of the portfolio's components, as well as with significant administrative, accounting and tax simplification
- ❖ Product & Services offered:
 - Pre-investment services: Investment strategy / Asset Allocation / Manager selection
 - Vehicle set-up, accounting management and reporting / risk monitoring
 - Investment solutions, also integrating liquid & illiquid products)

Key Data

8 Internal Pools

~50 Companies

30 External Pools

7.6 Bn AUM

Investment solutions

Pre-investment services

- ➔ Investment strategy / Asset allocation
- ➔ Fund selection

Investment products

- ➔ Managed Accounts
- ➔ Investment vehicles
- ➔ Funds

Structured administrative solutions

- ➔ Accounting services
- ➔ Reporting / Risk Monitoring



Quaestio is the Italian provider of best-in-class investment services and products for institutional investors



Flexibility in Vehicles Set up

- Flexibility in terms of depositary bank, governance and investment vehicle



Liquid – Illiquid Integration

- Capabilities of building mixed portfolios
- Analysis, risk management and detailed reporting



Advanced Reporting

- Interactive Dashboard
- Look-through
- Non-Man.Co assets aggregation



Active Risk Overlay

- Risk-overlay services
- Funds with look-through



Pro Active ESG Approach

- Screening services
- Tailor-made ESG Policy implementation



Stress testing

- Interactive stress testing simulations

OPERATING INFRASTRUCTURE

Risk Management

- **Identifies, measures and manages risks** to which investments are exposed
- **Provide specific reports and quarterly** updates for management and Board of Directors

Compliance

- **Monitoring and assessing the adequacy of the procedures** adopted by the Group
- Advises and supports personnel in **complying with regulatory obligations**

Anti-money laundering

- Verifies the consistency of procedures to **prevent the violation of anti-money laundering rules**
- **Handles the flow of information** both internally and to the supervisory authorities

Internal Audit

- Analyzes and ensures the effectiveness of **governance and risk management processes**
- Defines a **plan of activities to be carried out** based on specific risks

ESG

- Pursuit of an **integrated ESG policy at Group level**
- In January 2019 the Group's SGRs became **signatories of the United Nation Principles of Responsible Investment** (UN PRI)
- **ESG Rating: A**
- **Policies and processes for implementation and monitoring of ESG principles within company structures**

DeA Capital Platform relies on a technological infrastructure and a state-of-the-art Back-office, Compliance and Risk Management system, as well as with an integrated ESG Investment Policy

DeA CAPITAL TEAM



**Lorenzo
Pelliccioli**
*Chairman
DeA Capital*



**Paolo
Ceretti**
*CEO
DeA Capital*



**Emanuele
Caniggia**
*CEO
DeA Capital
Real Estate*



**Gianandrea
Perco**
*CEO
DeA Capital
Alternative Funds*



**Manolo
Santilli**
*COO
DeA Capital*

**Experienced Management Team with a deep Knowledge of the Italian Market,
an extensive Network of National and International Relationships,
and fully aligned with DeA Capital & Investors' Interest**

ALIGNMENT OF INTEREST PILLARS

Commitment to the Platform

DeA Capital Balance Sheet fully involved in the Platform support

No Leakage

- Only **1 class of shares** in DeA Capital (listed Company)
- **No leakage** for Management Fees / Carried Interest

Long term Shareholder

- **67% of shares held by De Agostini**, one of the most important Italian industrial Conglomerates
- **Reputable Shareholder** with a **long term view**

Management Involvement

Significant investment of the Management Team in DeA Capital (~3% of share capital)

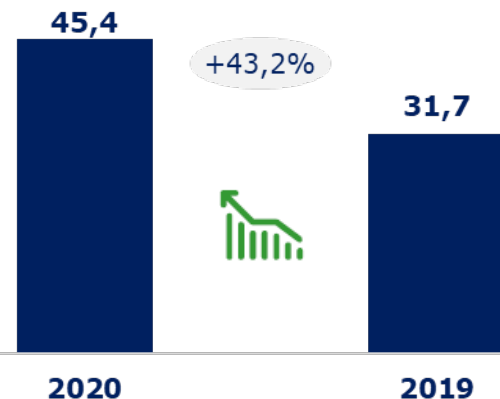
PLATFORM KEY FINANCIALS

1H 2020

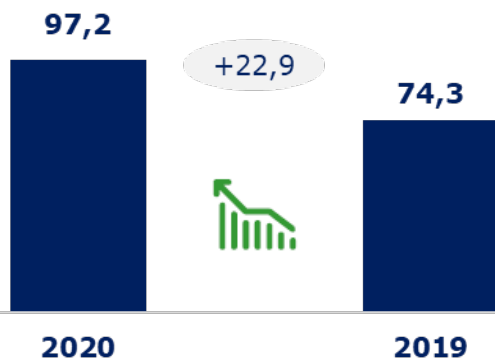
Combined AUM (€ Bn)



Combined Management Fees (€ M)



Consolidated NFP / Cash (€ M)



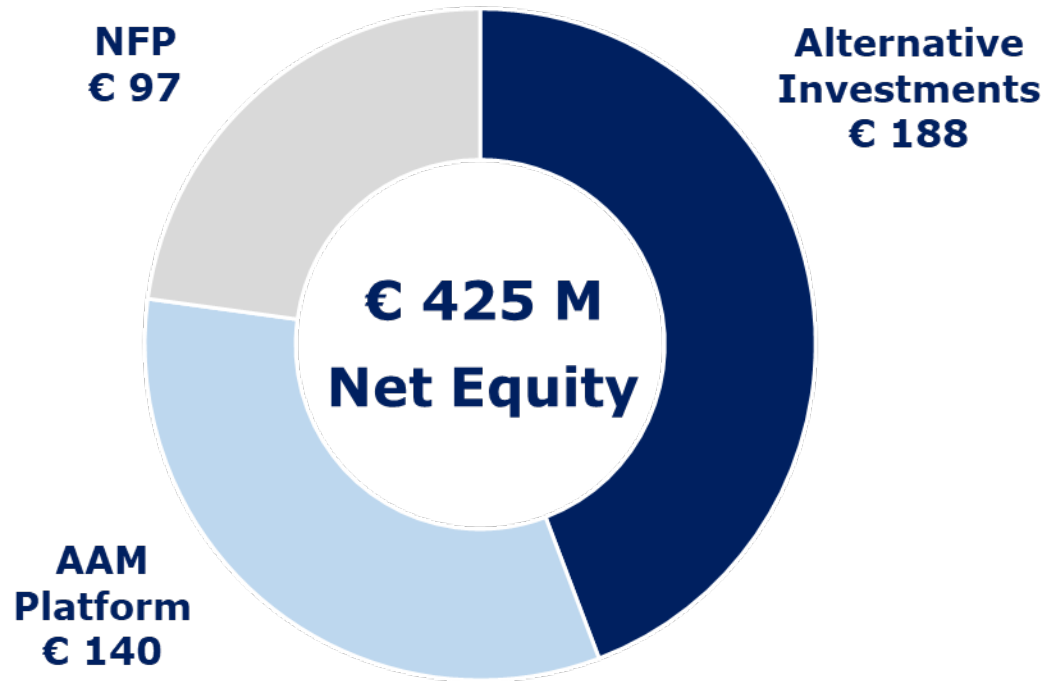
Group Net Result (€ M)



GROUP BALANCE SHEET

1H 2020

€ M

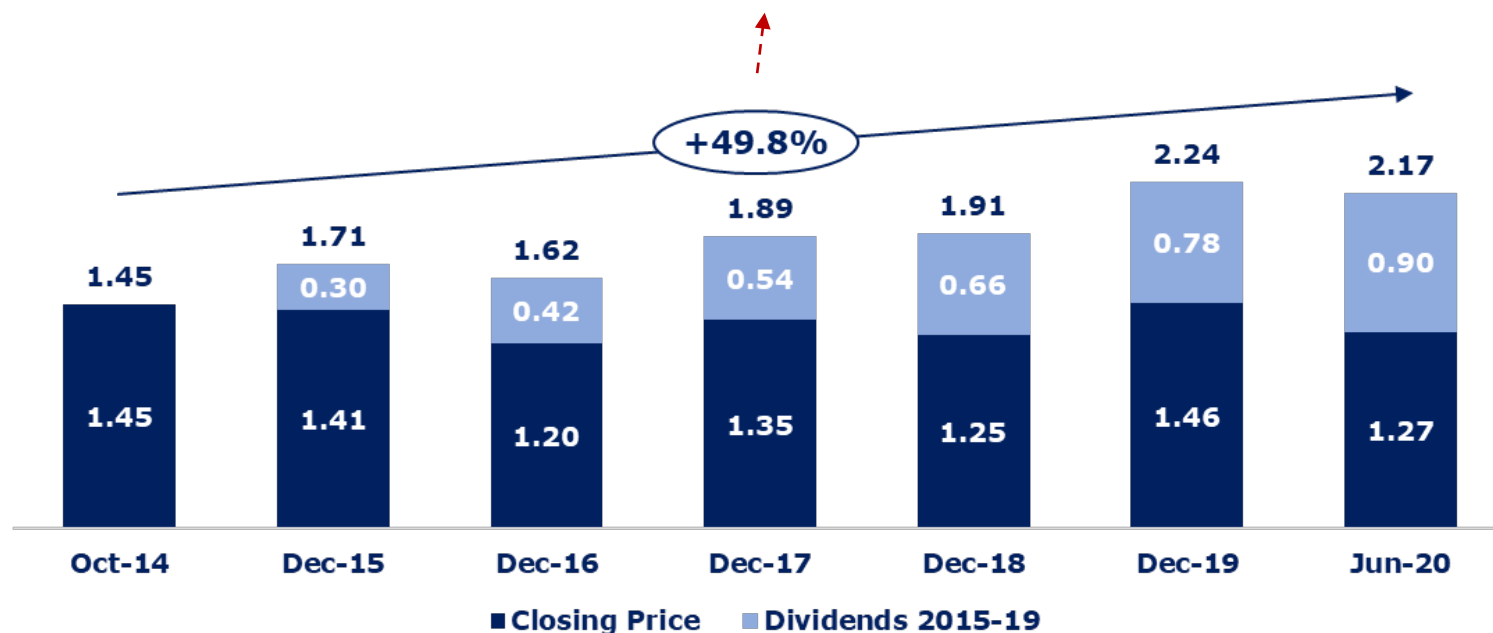


- Strong and Resilient Balance Sheet
- Positive NFP (Cash) to support further development of the Platform

TOTAL SHAREHOLDER RETURN

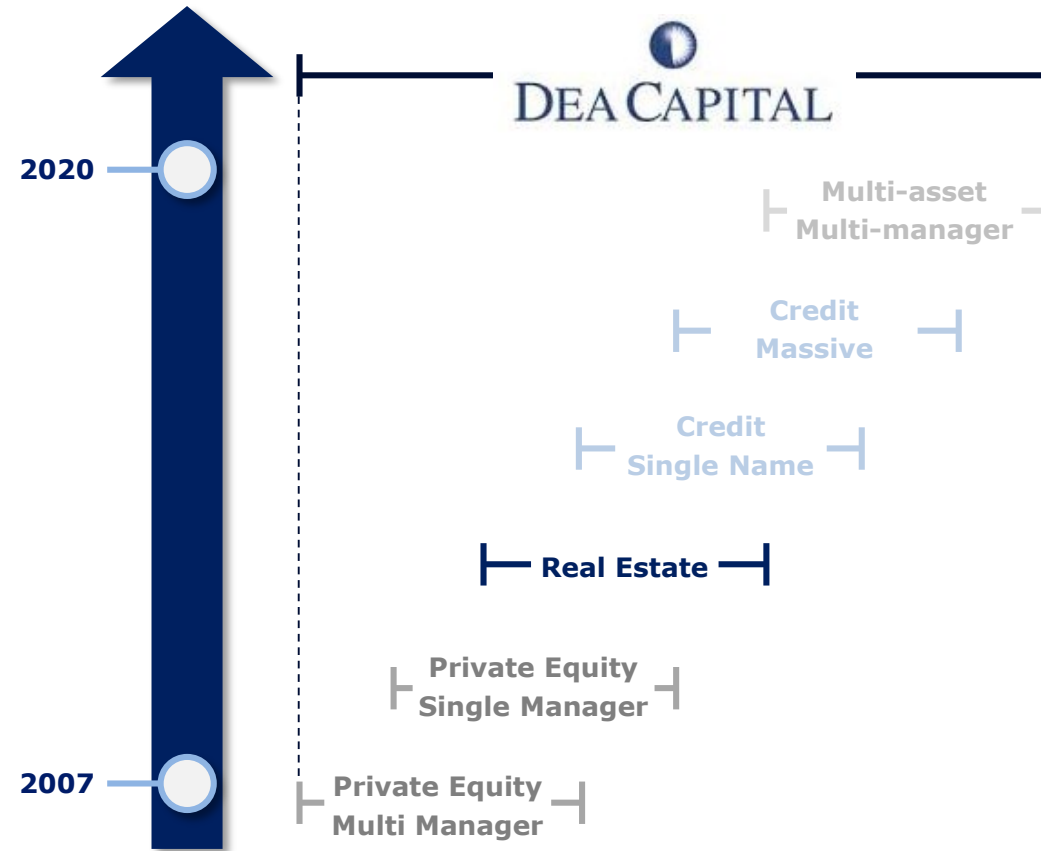
Euro per share

vs LPX Composite TR Index +65.3%
vs FTSE Italia All Share TR Index +16.5%



As of 1Q 2020 DeA Capital stock is included in FTSE Italia Mid Cap Index, made of first 60 most liquid and capitalized listed Italian companies not belonging to the FTSE MIB Index

DEA CAPITAL PLATFORM BUILT-UP



Key Strengths

- ❖ Over € 22 Bn Combined AUM
- ❖ 65 Funds under management
- ❖ Over 200 Professionals
- ❖ Strong and Resilient Balance Sheet
- ❖ Full Alignment of Interest for Stakeholders
- ❖ Experienced Management Team
- ❖ Independent Platform and State-of-the-art Compliance, Risk management and ESG Policy
- ❖ Reputable Long Term Shareholder

A growing Platform based on solid foundations ready to weather the storm and tackle the next phase