DEA CAPITAL

THE RESPONSIBLE APPROACH TO ALTERNATIVE ASSET MANAGEMENT

LE ECCELLENZE DEL MADE IN ITALY
STRESA, 24 SEPTEMBER 2021

DEA CAPITAL

1. Overview of the Platform

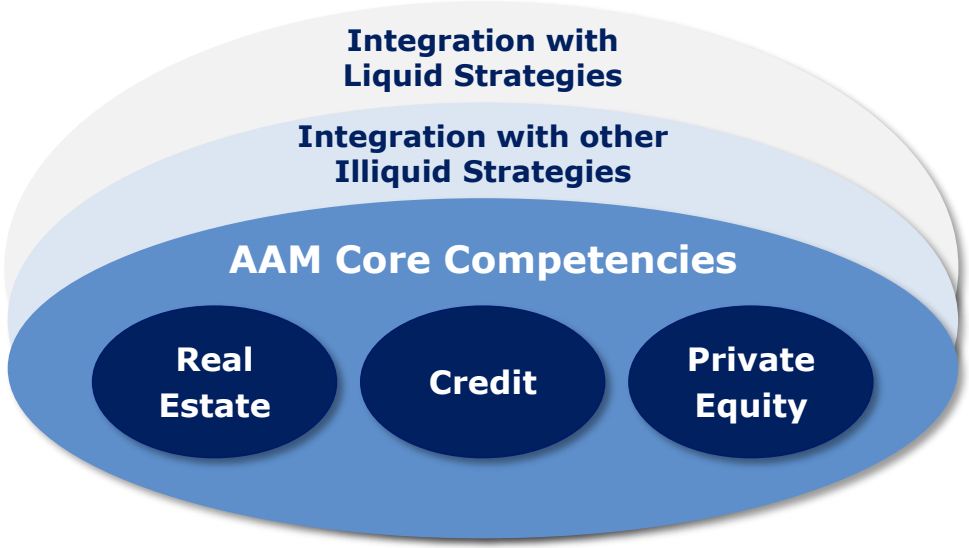
2. Investment Strategies

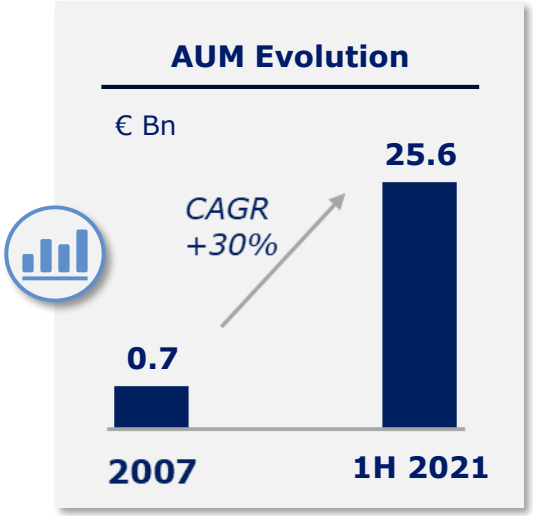
3. Key Financials

4. Final Remarks

The Leading Independent AAM Platform in Italy

DeA Capital is the leading Italian Independent Alternative Asset Manager with €25.6Bn AUM, 450+ Institutional Investors & HNWI served and an extensive range of investment solutions …





… creating value for both Investors and Society

Responsible Approach

€25.6Bn AUM

72 Funds

770 Assets

50 Companies

€3.8Bn+
Combined Revenues

15,000 FTEs

Managed with a Responsible Approach

Long-term / Industrial View

Active with Discipline

Down-side Protection

Fully Integrated Group ESG Framework

DeA Capital is committed to providing investment products & solutions that foster long-standing value for all classes of stakeholders

ESG Policy

Investment processes & Corporate Governance incorporating ESG guidelines

ESG Rating

ESG Rating by Sustainalytics ranking DeA Capital among the TOP 20 companies worldwide in the AAM industry

PRI Signatory

All the AM entities of the Group are PRI signatory

Proprietary Tool

Developed a proprietary ESG Tool for investment screening and monitoring

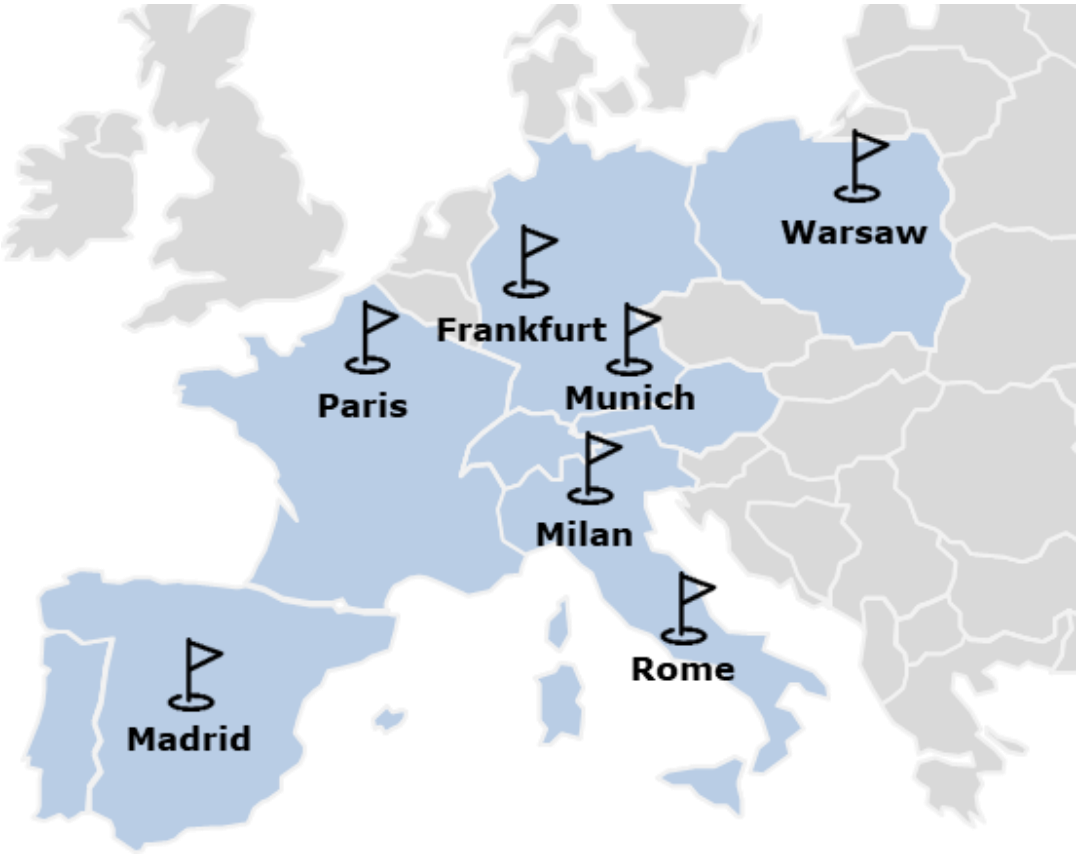
GRESB Certification

Development, refurbishment and management of highly efficient and sustainable properties

UN Global Compact

Active member of the UN Global Compact, promoting long-term sustainability values

Pan-European Footprint



7 Offices across main European Countries

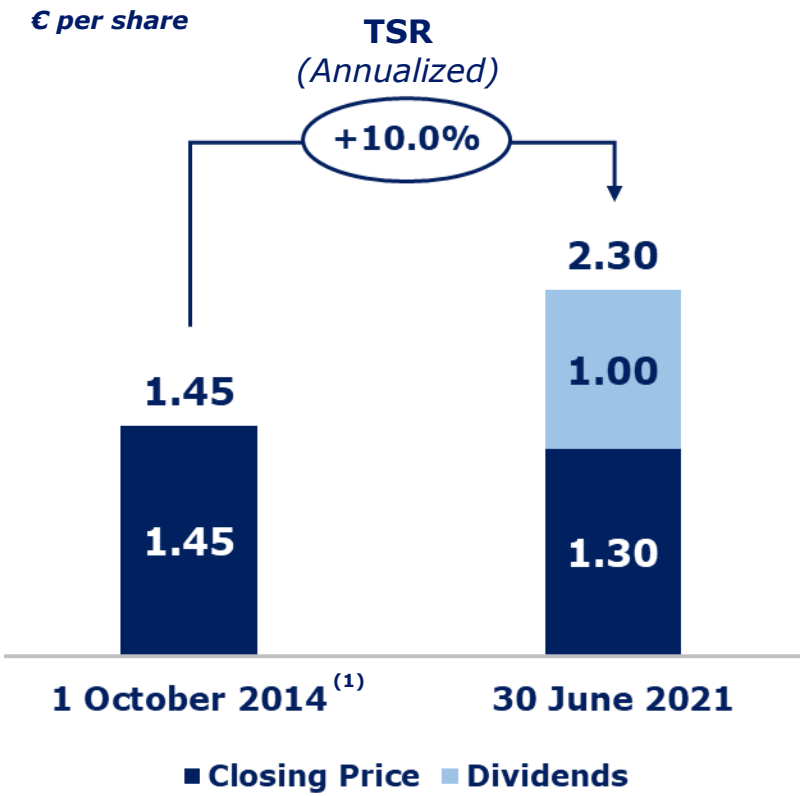
300+ dedicated Professionals

Strong Alignment of Interests

Commitment to the Platform	**Balance Sheet fully involved in the Platform with ~€160M of seed Alternative Investments and over €120M of cash to support further growth**
Simple Shareholder Structure	▪ **Single class of shares at listed Company level, with full exposure to business performance** ▪ **Reputable majority shareholder with a long-term / industrial view (De Agostini)**
Management Involvement	**Valuable investment of the Management Team in the listed Company (~3% of share capital)**

Generating Compelling Value in the M/L Term

Total Shareholder Return *(IRR Based)*



DeA Capital Key Strengths

Simple Value Drivers

- AUM growth (+30% CAGR '07-'21)
- Management Fees & Investment Income

Predictable & Growing Operating Profit

- Long-term Management Agreements
- Tailwind for private market investments

Resilient & Conservative Capital Structure

- Strong Balance Sheet
- Positive NFP to support further development of the Platform

(1) *Générale de Santé disposal*

AGENDA

1. Overview of the Platform

2. **Investment Strategies**

3. Key Financials

4. Final Remarks

Real Estate

Key Data

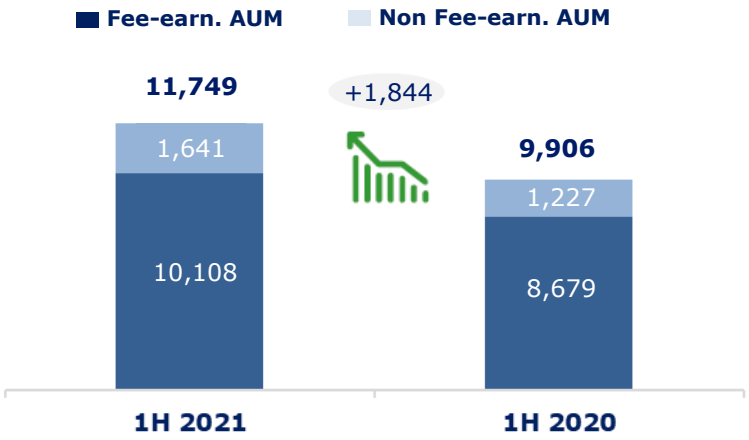
€11.7 Bn AUM

56 Funds

~770 Assets

€~340 M Annual Rents

AUM (€ M)



Trophy Assets

Milan - La Rinascente

Milan - Palazzo Broggi

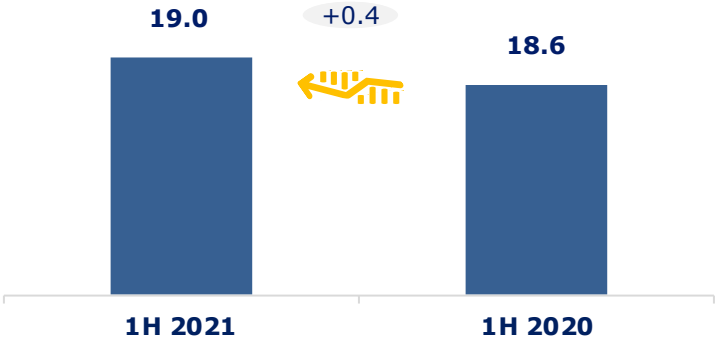
Milan – F. Buonaparte 31/33

Rome – Via dell'Arte 25

Rome – Via del Corso 226

Paris – Noisy-le-Grand

Revenues (€ M)



CREDIT

Key Data

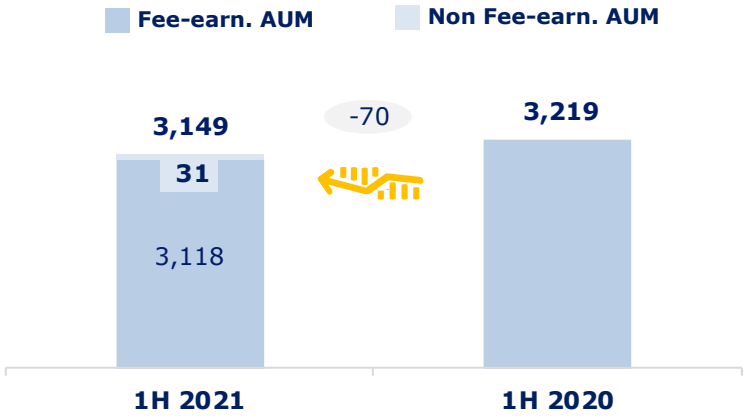
€3.1 Bn AUM

4 Funds

30 Companies

€~30 Bn GBV

AUM (€ M)



Main Investments

VIRGILIO ITALIANO DA SEMPRE

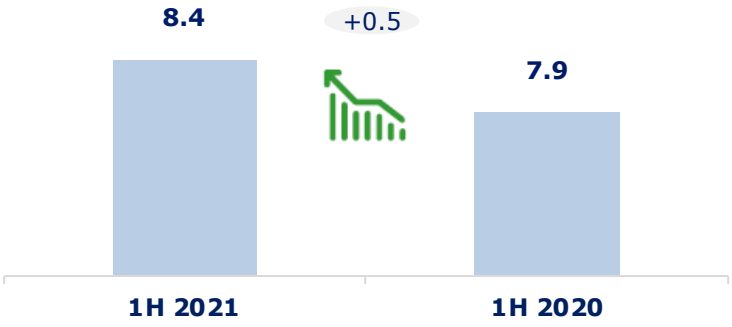
PIGNA 1839

snaidero CUCINE PER LA VITA

CALVI S.p.A.

UTIL INDUSTRIES

Revenues (€ M)



PRIVATE EQUITY

Key Data

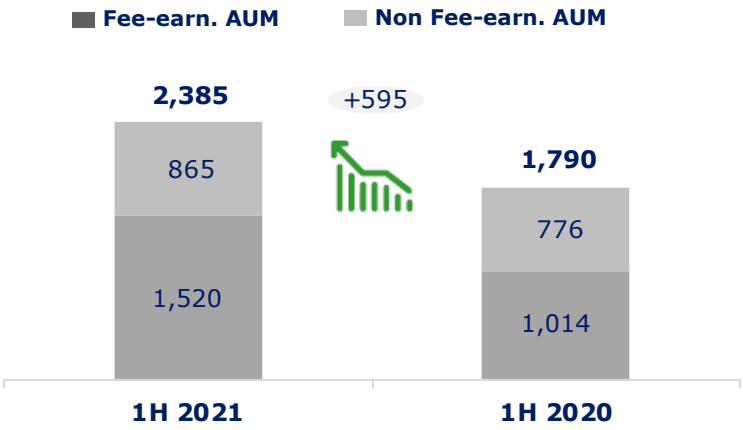
€2.4 Bn AUM

12 Funds

~900 Companies

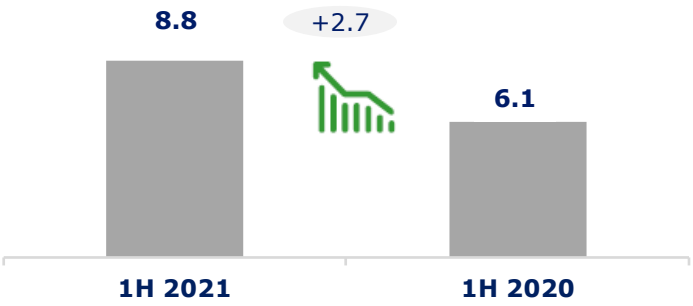
80 3rd party Funds

AUM (€ M)



Main Investments

Revenues (€ M)



MULTI-ASSET / MULTI-MANAGER SOLUTIONS

Key Data

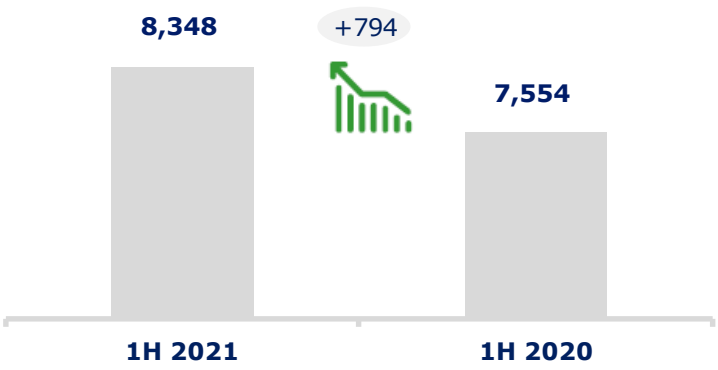
€8.3 Bn AUM

~60 Clients

14 Internal Pools

34 External Pools

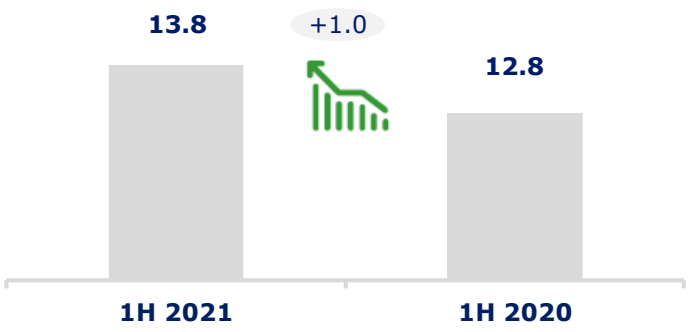
AUM (€ M)



Key Strengths – Man.Co Services

- Single NAV
- Hedging / Risk overlay
- Look-through & data quality
- Dividend Management
- Tax Efficiency
- Integrated administrative activity

Revenues (€ M)



AGENDA

1. Overview of the Platform

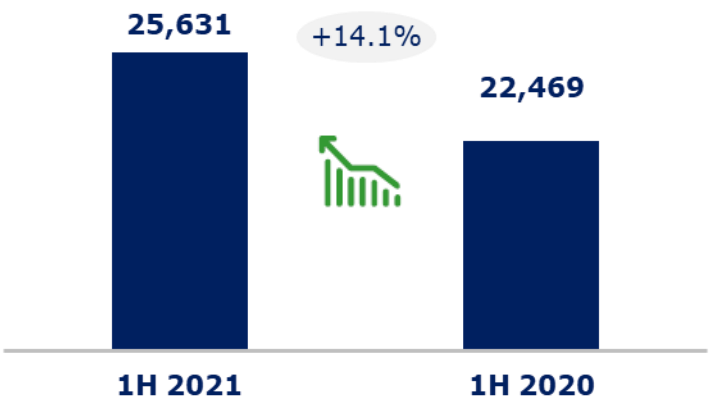
2. Investment Strategies

3. **Key Financials**

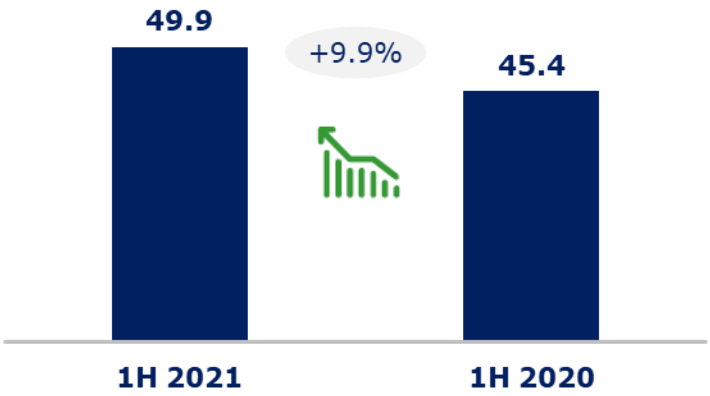
4. Final Remarks

KEY FINANCIALS
1H 2021

Combined AUM (€ M)

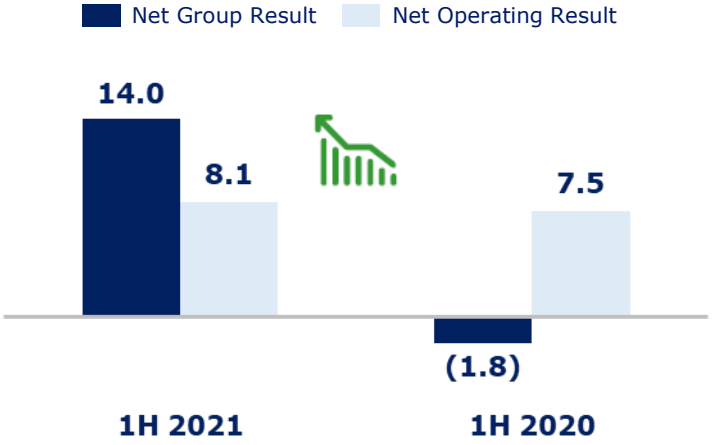


Combined Revenues (€ M)



Consolidated NFP / Cash (€ M)

Net Result (€ M)



AGENDA

1. Overview of the Platform

2. Investment Strategies

3. Key Financials

4. **Final Remarks**

Final Remarks

We have built a talented people franchise, able to manage complex and valuable assets, together with client-driven solutions (illiquid / liquid), creating value for both our investors and society

We are successfully managing the social and economic impacts of the Covid-19 pandemic, continuing to manage our assets with a responsible approach, while improving our results

We have a significant set of growth opportunities ahead of us, with the expertise and the financial resources to seize them

We are trading at a significant discount to what we believe the fair value of our Company is, considering the people, investment capabilities and relationships that embody the strength of our Platform