

# DeA Capital

London/Dublin, June 2018

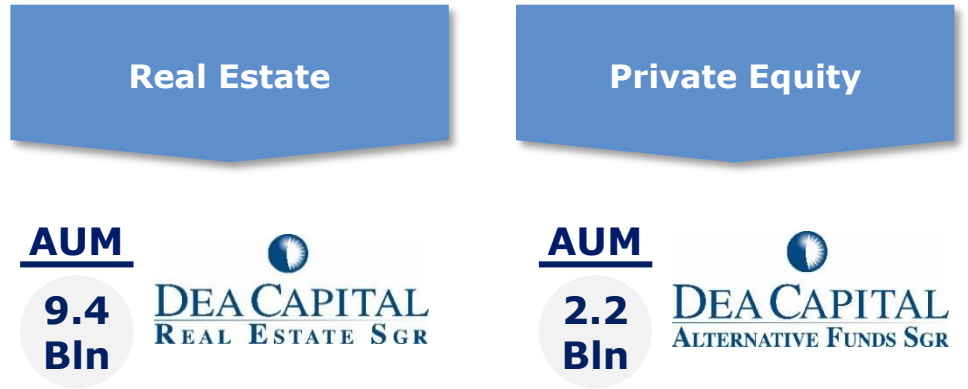


DEA CAPITAL

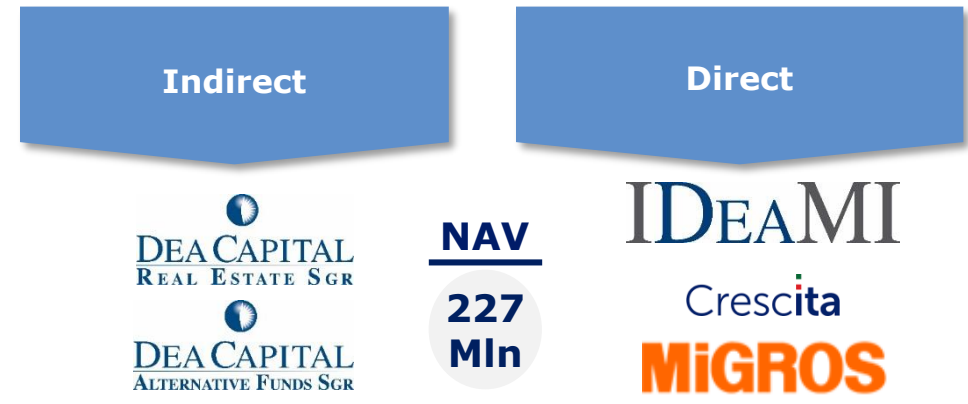
# DeA Capital at a glance

DeA Capital is the #1 Alternative Asset Manager of private equity and real estate funds in Italy, with over € 11.6 Bln of AUM and € 483 Mln of NAV

## AAM Platform



## Investments



## Key Aspects

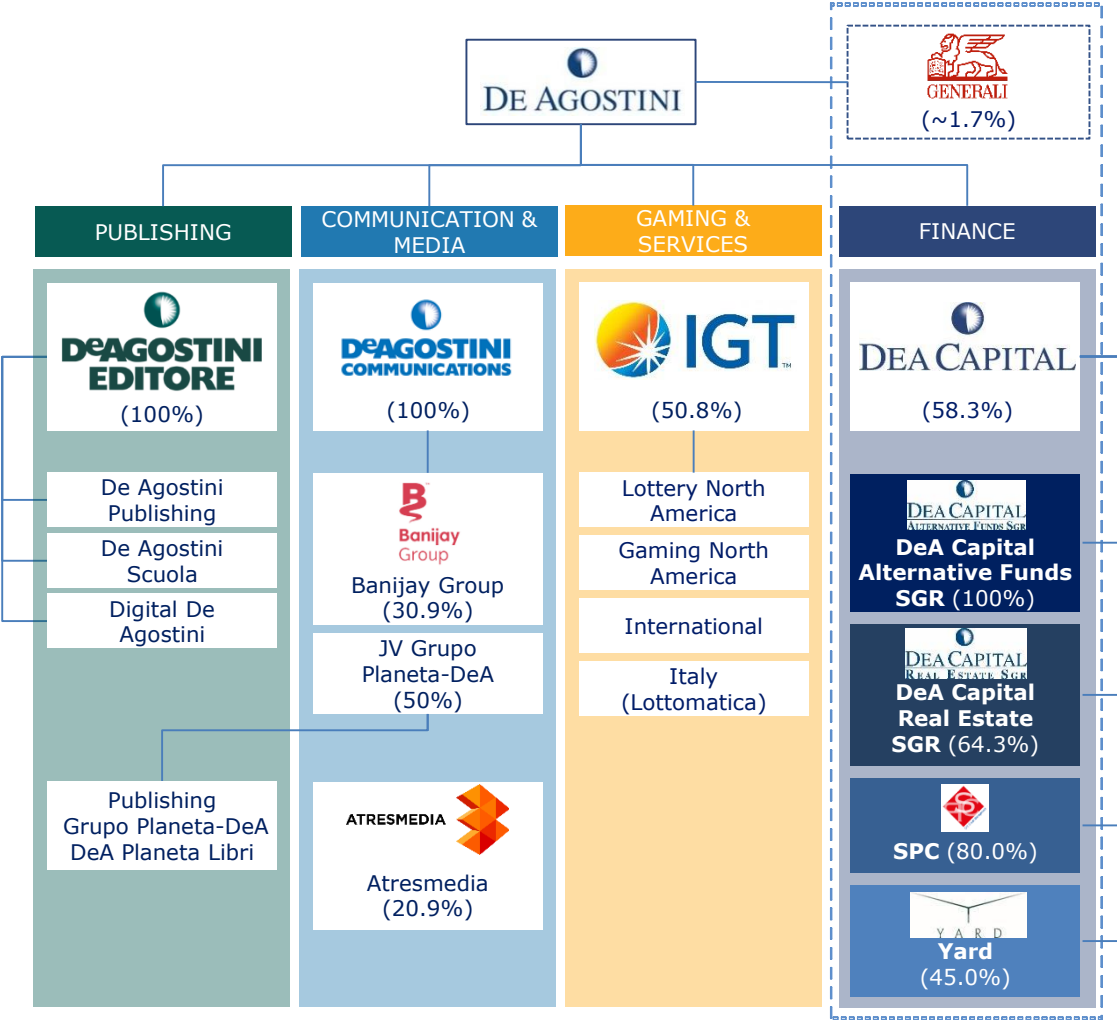
- ❖ **198 professionals**
  - Wide range of products in the most promising asset classes: Real Estate, Private Equity and NPL
  - Capability to structure and launch innovative products
  - Deep knowledge of the Italian market and its main players
  - Independent platform and state of the art compliance and risk management
- ❖ **Large international investors' network**
- ❖ **Experienced management team and reputable long term shareholders**
- ❖ **Strong balance sheet**
- ❖ **Listed company on the Milan Stock Exchange**

Data as of 31.03.2018

# De Agostini Group

## DE AGOSTINI GROUP

- ❖ De Agostini is a family-owned private group founded in 1901 and active worldwide with over € 5.0 Bln in revenues
- ❖ During the last two decades, the De Agostini Group has gradually diversified its activities from the traditional publishing sector to other sectors and significantly expanded its operations in markets outside of Italy
- ❖ Today, the De Agostini Group, led by the holding De Agostini S.p.A., operates in four sectors through four sub-holdings:
  - **De Agostini Editore** – coordination and strategic management of all the Group's activities in the publishing sector, active in 30 countries with publications in 13 languages
  - **De Agostini Communications** – active in the media and communication sector, focused in production, broadcasting, and distribution of content for television, new media, and cinema
  - **IGT** – leader in the gaming and services market, listed on the New York Stock Exchange
  - **DeA Capital** – De Agostini Group's vehicle for alternative investments, listed on the Milan Stock Exchange



# Key Financials @ Group Level

## Alternative Asset Management

- ❖ Total AUM of over € 11.6 Bln (of which 9.4 in Real Estate, 2.2 in Private Equity)
- ❖ Management Fees RE-PE of ~ € 60 Mln (> 50 bps on AUM)
- ❖ EBITDA RE-PE of ~ 20 Mln (35% on Management fees)
- ❖ Book value of AAM Platform of € 143 Mln (2017 P/E 13.9x)

## Direct / Indirect Investments

- ❖ Aggregate investments of € 227 Mln, including:
  - Indirect € 157 Mln
  - Direct € 70 Mln

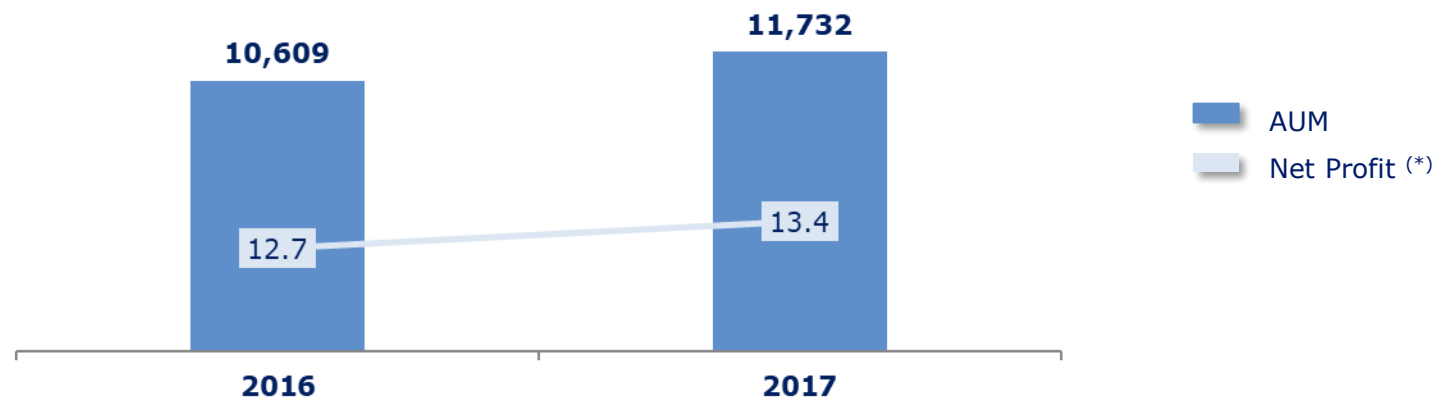
## Corporate

- ❖ Net Cash Position at holding level of ~ € 105 Mln

# AAM Platform - Key Financials

€ Mln

AUM &  
Net Profit



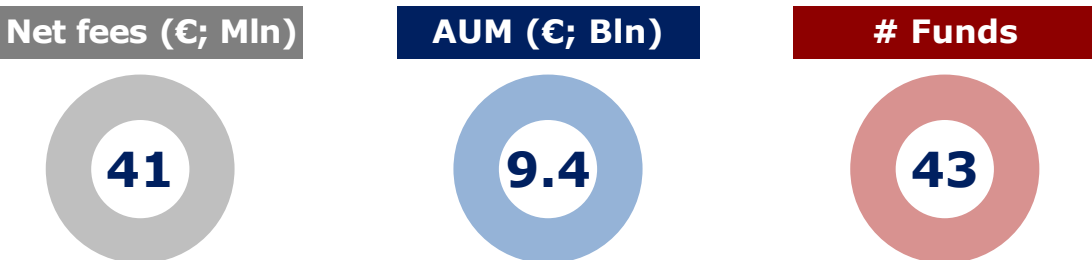
- ❖ Strong fund raising activity (AUM 2016-2017 +11%), with focus on NPL
- ❖ 2018 Dividends to DeA Capital S.p.A. over € 7 Mln (Yield 5%)

# DeA Capital Real Estate

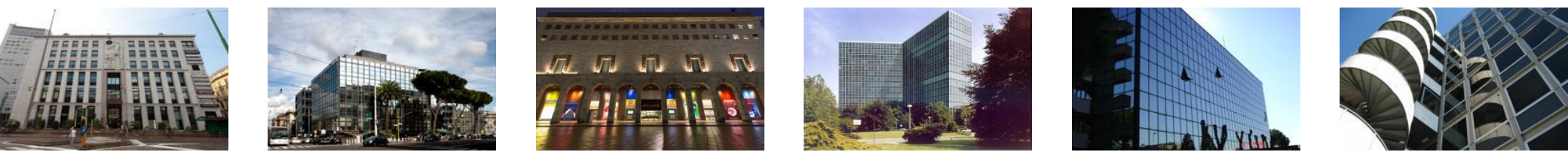
## THE COMPANY

- ❖ Italy's #1 fund manager in Real Estate
- ❖ High quality fund portfolio, focused on large Italian cities (about 60% in Milan and Rome) and on offices/bank branches (~68% of total)<sup>(1)</sup> – 68% of space is rented
- ❖ A diversified investor base: approx. 100 institutional investors, more than 70,000 retail investors<sup>(2)</sup> – Institutional investors account for more than 90%<sup>(3)</sup> of the funds' investor base

## KPI



## TROPHY ASSETS



## MAIN INVESTORS

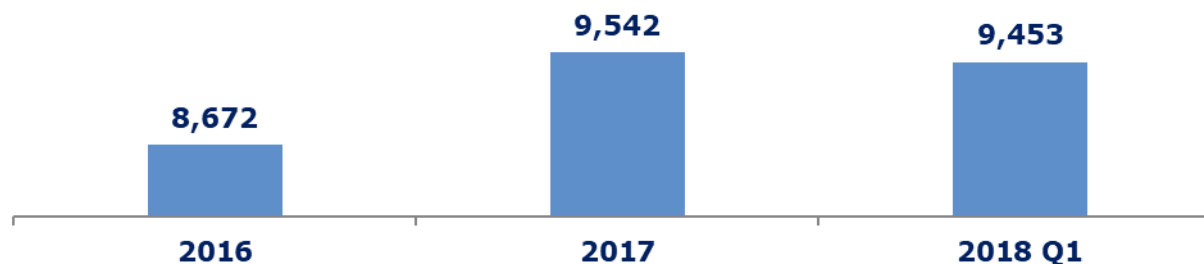
Pension Funds	
Banks / Insurance Companies	
Foreign Investors	

Data as of 31.03.2018 for AUM and funds; Data as of 31.12.2017 for fees  
 (1) By value  
 (2) Data on listed funds refer to the initial placement  
 (3) Includes: Pension Funds, Insurance Companies, sovereign funds, Corporations and Banks

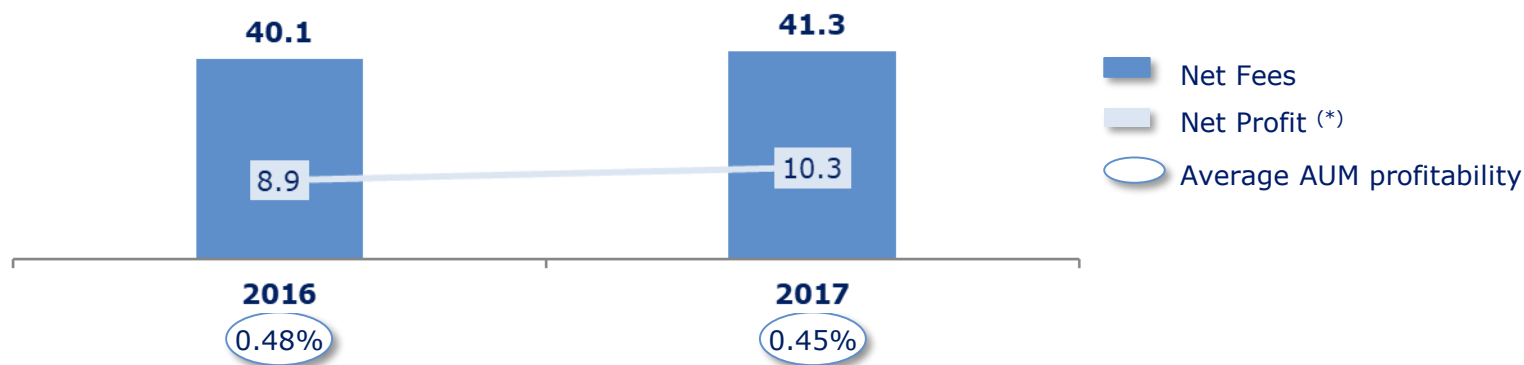
# DeA Capital Real Estate AUM & Fees evolution

€ Mln

AUM



Net Fees & Net Profit



Key Development Drivers

- ❖ Strong increase of AUM thanks to a robust pipeline
- ❖ Business development focused on:
  - Existing funds expansion
  - New core & value added initiatives
  - Product range expansion (e.g. NPL funds like Special Opportunities Fund I)
- ❖ Profitability improvement through funds portfolio rationalization and balanced mix between traditional funds and innovative products

(\*) Before the impact of Purchase Price Allocation («PPA»), impairment, other non-recurring items («NRI»)

# DeA Capital Alternative Funds

## THE COMPANY

- DeA Capital Alternative Funds is the leading Italian private equity asset manager which manages single-manager, multi-manager investment programs and, starting from 2016, non performing corporate credit funds
- With € 2.2 Bln of AUM, 37 professionals work daily to deserve investors' trust both by maintaining timely relationships with international General Partners invested in ca. 700 companies through 80 funds worldwide, and by supporting management and entrepreneurs of 30 directly-participated companies, which employ more than 30,000 people and generate revenues for about € 5 Bln
- More than 260 Limited Partners including both sophisticated institutional investors and successful entrepreneurs repeatedly granted DeA Capital AF their trust
- A detailed reporting system, as well as direct access to the investment teams, allow LPs to constantly track their investments

## KPI

Net fees (€; Mln)

18

AUM (€; Bln)

2.2

# Funds

10

## MAIN INVESTMENTS










## MANAGED FUNDS

Multi Manager	€ Mln	Description	Vintage	Commitment
	<b>IDeA I FoF</b>	Italian closed-end funds of PE funds with a global focus	2007	646
	<b>ICF II</b>		2009	281
	<b>IDeA Global Growth</b>		2013	55
	<b>ICF III</b>		2014	67
<b>Total Multi Manager</b>				<b>1,049</b>

Single Manager	€ Mln	Description	Vintage	Commitment
	<b>IDeA Opportunity Fund I</b>	Italian closed-end fund invested in minority stakes of Italian companies across different industries	2008	217
	<b>IDeA EESS</b>	Italian closed-end fund dedicated to energy efficiency and sustainable growth	2011	100
	<b>IDeA Taste of Italy</b>	Italian closed-end fund dedicated to the Italian food and beverage industry	2014	218
	<b>Investitori Associati IV</b>	Italian closed-end fund originally promoted by Investitori Associati SGR and managed by DeA CAF starting from 2015	2004	54 <sup>(1)</sup>
<b>Total Single Manager</b>				<b>589</b>

Credit Funds	€ Mln	Description	Vintage	Commitment
	<b>CCR I</b>	Italian closed-end funds investing in NPL of mid Italian companies and in DIP (Debtor-in-possession) proceedings	2016	222
	<b>CCR II</b>		2017	301
<b>Total Credit Funds</b>				<b>523</b>
<b>Total AUM</b>				<b>2,160</b>

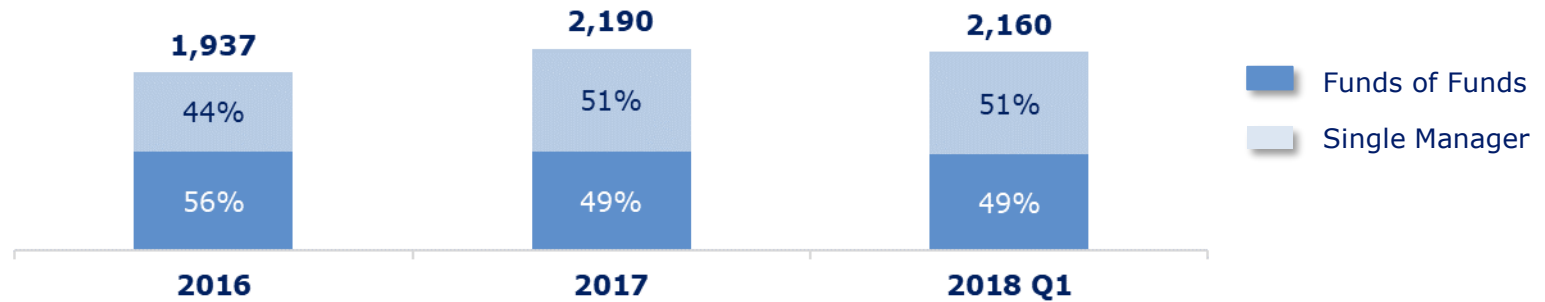
(1) Residual NAV after disposals  
Data as of 31.03.2018 for AUM and funds; data as of 31.12.2017 for fees



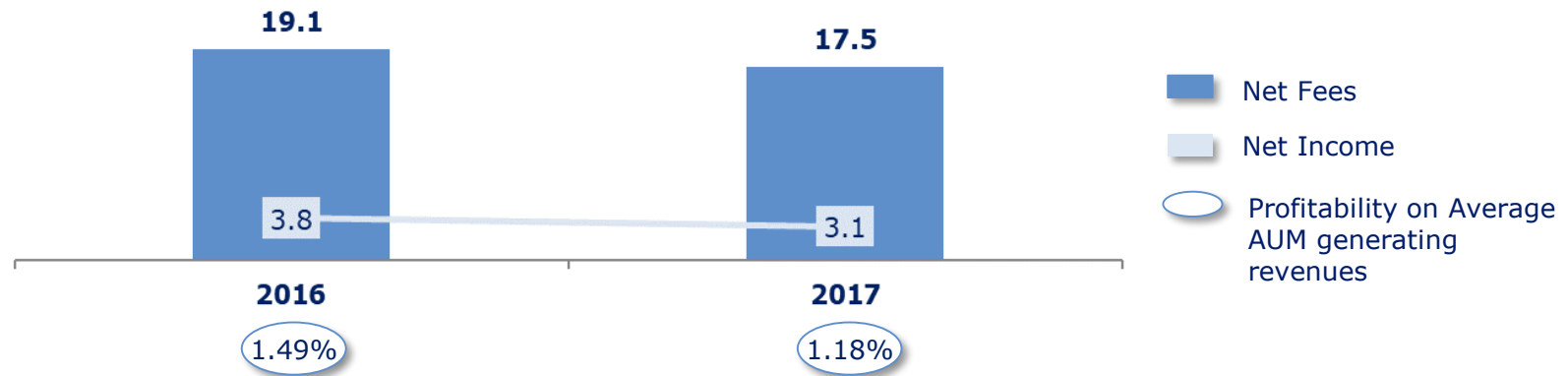
# DeA Capital Funds AUM & Fees evolution

€ Mln

## AUM



## Net Fees & Net Profit



## Key Development Drivers

- ❖ Shift of AUM mix from funds of funds to thematic funds and credit funds
- ❖ DeA Capital seed funding set in the 10% region for the new funds

# DeA Capital strategy

## ❖ Growth of the AAM business

- Focus on consolidation of domestic leadership
- Launch of innovative products
- Focus on developing foreign investor base
- Possible international growth via partnerships / acquisitions
- Business model optimization (coordination of the investor coverage functions)

## ❖ Remodeling of the Private Equity Investment business

- Sponsor new SPAC initiatives on the Italian Stock Exchange
- Sponsor new initiatives of the AAM platform
- Evaluate new direct Private Equity deals with a co-investor/club-deal approach (average size € 25/30 Mln per ticket)

- ❖ Expected **significant cash returns** to Shareholders through dividends/buyback

DeA Capital NAV <sup>(1)</sup>	NAV (€ Mln)	NAV per share	Stock Price <sup>(2)</sup>
NAV	452	1.78	1.26
Cash	76	0.30	0.30
NAV net of Cash	<b>376</b>	<b>1.48</b>	<b>0,96</b>

Of which:

AAM	149	0.58	@ BV
Indirect Inv.	157	0.62	@ NAV
Direct Inv.	70	0.28	@ FMV

35 % Discount to Assets

(1) Data as of 31.03.2018 pro forma ex dividend 0,12 € - May 2018

(2) Data as of 11.06.2018 ex dividend 0,12 € - May 2018

# Disclaimer

This presentation contains statements that constitute forward-looking statements regarding the intent, belief or current expectations of the DeA Capital (“the Company”) with respect to the financial results and other aspects of the Company's activities and strategies

Such forward looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in the forward looking statements as a result of various factors

Analysts and investors are cautioned not to place undue reliance on those forward looking statements, which speak only as of the date of this presentation – DeA Capital SpA undertakes no obligation to release publicly the results of any revisions to these forward looking statements which may be made to reflect events and circumstances after the date of this presentation, including, without limitation, changes in the Company’s business or investment strategy or to reflect the occurrence of unanticipated events

Analysts and investors are encouraged to consult the Company's Annual Report and periodic filings for accounting information, as well as press releases and all documentation made publicly available on the website [www.deacapital.com](http://www.deacapital.com)

The Manager responsible for the preparation of company accounting statements, Manolo Santilli, declares in accordance with paragraph 2 of article 154 of the Consolidated Finance Act that any accounting information on DeA Capital included in this document corresponds to registered company accounts, books and records