# DeA Capital: Balanced business model Exposure to defensive sectors Big discount to NAV





#### A balanced business model: investments and alternative AM



**1** Private Equity Investments

**2** Alternative Asset Mgmt

**DIRECT INVESTMENTS** 

MGMT OF PRIVATE EQUITY FUNDS, FoFs, REAL ESTATE FUNDS, RE SERVICES







€ 2.1 bn AuM

€ 2.8 bn AuM

**INDIRECT INVESTMENTS (PE FUNDS)** 

Managed by the Group's companies

**Contribution to DeA Capital's shareholder returns** 

Capital gains, dividends, distributions.

No fees

Management fees
Performance fees/Carried interest
Dividends



# **NAV** breakdown: exposure to defensive sectors

		Value €		Implied '09E	
	Stake	mln	Method	Multiple	
Santè SA (GdS)	43.0%	308.9	Net equity	9.7	x EBITDA
Kenan Inv. (Migros)	17.1%	158.0	Fair value	8.4	x EBITDA
Sigla	34.9%	18.3	Net equity	nm	
IDeA Alternative Inv.	44.4%	59.4	Net equity	6.9%	P/AuM
First Atlantic RE SGR	100.0%	104.3	Net equity/FV	3.7%	P/AuM
Private equity, other funds	nm	103.9	Fair Value		
Treasury stock		19.7	Market price		
Net financial position		-8.7			
NAV		763.8		Other	
NAV ex treasury stock		744.1		funds 3%	
NAV p.s. €		2.51	_	7/8	
Current price		1.40		\ \ \	
Discount to NAV		-44%			
Total n. shares		306.6			
n. shares excl. Treasury stock		296.8	Alternative AM		
NAV per share as of 31 mar '09	€	2.51	24%		
				Food retail	
				21%	





### Main investments: GdS results and outlook

€ mln	2007	2008	1Q 09 %	6 chg YoY	Notes	2009 outlook:
Revenues	1,906	1,984	527	+2.9%		Pressure on tariffs continues : more efficiency measures to be implemented
EBITDAR*	344	347	105	+1.3%		Before rentals (RE lease back) margins hold up well
EBITDA*	233	230	71	-8.3%	-2.6% organic 1Q 09	Portfolio review: possible disposal of unprofitable/low margin MSO clinics, non
Net profit	46	87	13	-27.4%		diplomable/low marqii woo ciimes, non
Net fin. debt	1,001	913	921	nm		Capex: gradually decreasing, supporting FCF generation

<sup>\* 2007</sup> adjusted for exceptionals

- 2008 results confirm sector's resilient profile and sound business model
- First few months of '09 aligned with budget. Back to sales growth in 1H
- Long term objective: capitalizing the full value of GdS leadership in the French healthcare market









#### Main investments: Migros Turk results and outlook

YTL mln	2007	2008	1Q 09 9	% chg YoY	Notes	2009 outlook:
Sales	4,438	5,074	1,272	+10.4%	LFL slightly neg. in 1Q 09	09E sales at around 6 bn, also thanks to >400 new openings
EBITDA*	308	376	90	+15.3%		Margins: slightly affected by new shop startups in '09
Net profit*	173	262	62	+12.5%		
Net cash	745	996	1,020	nm		Cash to be used for financial structure optimization and M&A opportunities

<sup>\* 2008</sup> excludes gain on disposal of Russian assets

- 2008 results confirm the huge potential of the Turkish market: 70+ mln people and low penetration of modern retail
- Sales growth accelerates and LFL back to positive in May
- Long term objective: strengthening Migros' leading position in the Turkish market and maintaining high growth rates. 2012E sales > 10 bln YTL







## Main investments: public market vs private market multiples

	Generale de Santè	Migros Turk
Market position	Largest private healthcare operator (17% share)	Largest modern retail operator (23% share)
Market structure	Dominated by public hospitals (ca 70-75%), private still fragmented. Regulated sector: very <b>high barriers to entry</b>	60% of sales still made via traditional retail; few international operators with a significant presence (Carrefour, Tesco)
Main competitors	Largest competitor's size is less than half GdS (Vitalia)	Carrefour (hypermarkets), Tesco (supermarkets), BIM (discount)
Main attractions of the asset	Only private healthcare operator in France managed as a single-brand group; main entry point for large investors, sector players. Non-replicable asset: valuation premium justifiable on an industrial basis	Largest modern retail chain in a fast growing market; blend of different formats with growing focus on discount; main entry point for large investors, sector players. Non-replicable asset: valuation premium justifiable on an industrial basis
DeA Capital position	Major shareholder with 43% stake (same rights as largest shareholder - 47% stake)	Co-investor in 100% stake. Corporate governance, tag-along, drag-along rights.



#### Asset management: outlook and objectives

#### FIRST ATLANTIC REAL ESTATE



- 2009 is a difficult year for fundraising. Lower availability of funding and greater focus of fund managers on business issues should accelerate consolidation in the PF sector.
- Real estate also affected by transaction freeze
- In such context, IDeA and FARE are launching new, focused initiatives and laying grounds for future growth
- 2009 results to be broadly stable, with a ~10 mln contribution to DeA Capital's consolidated bottom line (before PPA)
- Asset management is now one of the three main sectors in which DeA Capital is investing. Further initiatives may be considered, including "traditional" AM, with a view to 1) making private equity investments in the sector or 2) enriching IDeA's business model









- DeA Capital's main investments reported satisfactory 2008 results. The 2009 outlook is stable and provides opportunities for improvement
- DeA Capital benefits from exposure to defensive sectors
- It has a balanced business model: stable cash flows from alternative asset management (4.9 bln AuM)
- It maintains a safe financial position: ~€200 mln at YE 08 to be invested mainly in own funds
- Discount to reported 2008 NAV is > 40%\*
- New buyback plan approved by shareholders at the end of April

