

2021

DBA GROUP
**Investor
Presentation**
21 Ottobre 2021

D B A GROUP



INVESTOR PRESENTATION

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DBAGROUP

is an **independent** holding (group of companies) specialized in **Consultancy, Architecture, Engineering** and **Project Management** services and **ICT** solutions focused on **lifecycle management** for **buildings** and **mission critical infrastructures**

71+

MN EUROS IN
SERVICES AND
PRODUCTS

400+

ACTIVE CLIENTS

650+

SKILLED
PROFESSIONALS

8

COUNTRIES

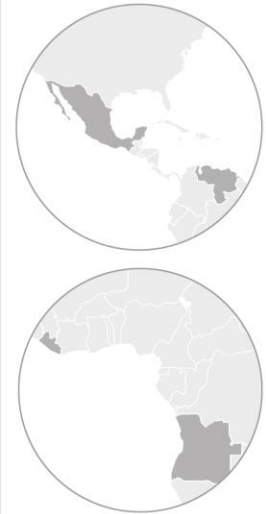
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YEARS OF
EXPERIENCE

Engineering, Consulting and ICT Solutions

DBA WORLDWIDE

The Group operates through its **14** offices in Italy and **11** abroad

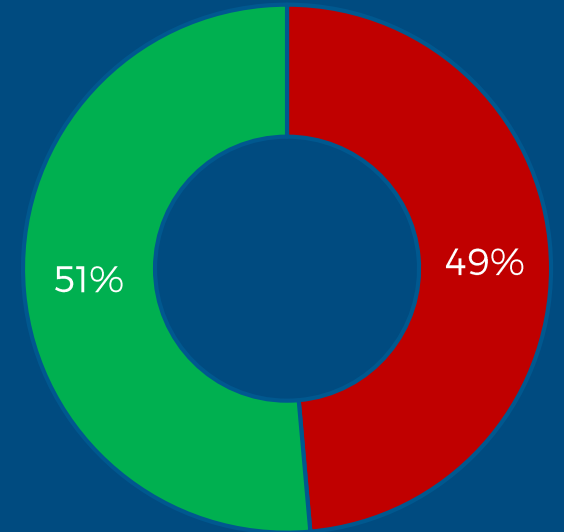


 **DBA OFFICES IN ITALY**

 **DBA OFFICES ABROAD**
Azerbaijan, Bosnia and Herzegovina, Croatia, Montenegro, Serbia, Slovenia, Russia

 **PROJECT AREA**

Albania, Angola, Bulgaria, Denmark, Estonia, Georgia, Greece, Jordan, Kyrgyzstan, KSA, Liberia, Mexico, Morocco, Portugal, Romania, Spain, Tajikistan, Thailand, Turkey, UK, Venezuela.



AREA	SALES 2020
ITALY	34.5 Mn €
ABROAD	36.5 Mn €
TOTAL	71 Mn €

SOLUTIONS

Infrastructure Lifecycle Management

ARCHITECTURE & ENGINEERING

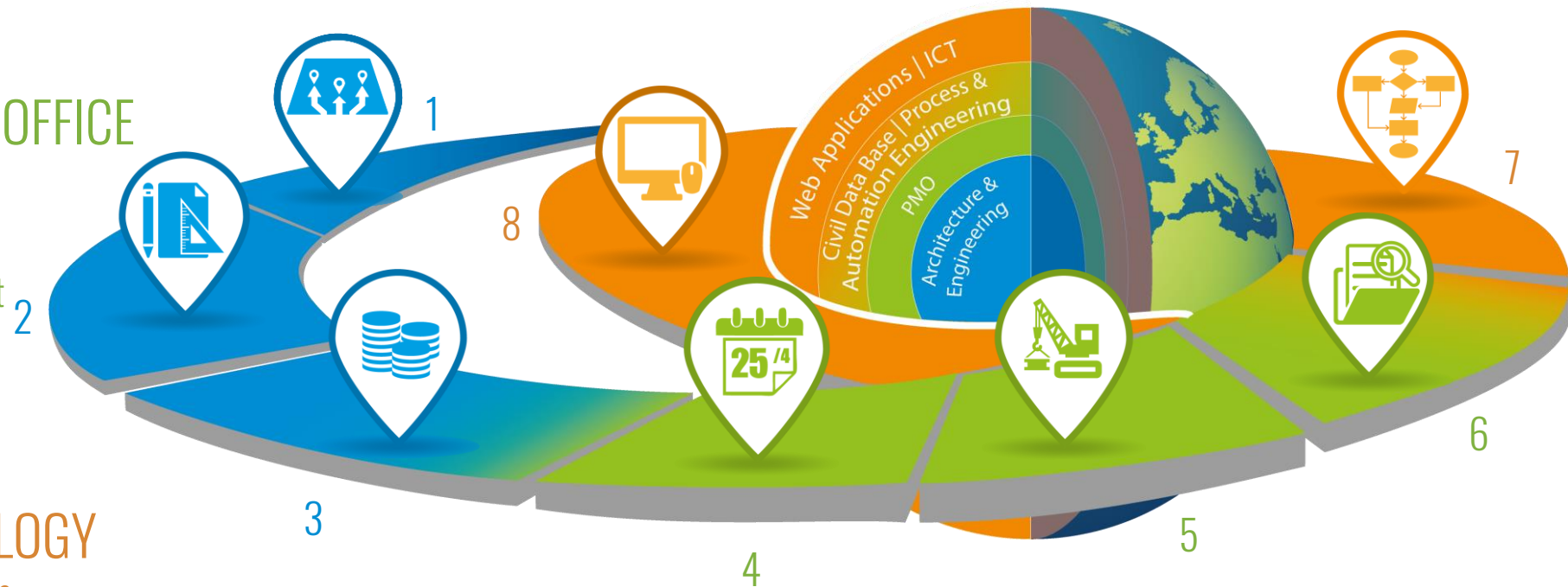
- 1 | Concept & Feasibility Study
- 2 | Architecture & Engineering Services
- 3 | Cost Analysis & Tender Documents

PROJECT MANAGEMENT OFFICE

- 4 | Program & Project Management
- 5 | Construction Management, Works Supervision, Health & Safety Management
- 6 | Testing & Commissioning

INFORMATION & COMMUNICATION TECHNOLOGY

- 7 | Asset & Process Digitalization Solutions
- 8 | ICT Solutions & Cyber Security



SERVICES

SALES 2020

ARCHITECTURE & ENGINEERING

- ✓ Architecture & Design
- ✓ Feasibility and Master Planning
- ✓ Engineering (Civil, Structure, MEP, TLC and ICT, Fire, Acoustic, ...)
- ✓ Works and Site Supervision
- ✓ Health and Safety Design
- ✓ Consulting and Technical Services (Due Diligence, Audit, Building Records, Space Planning, Value engineering ...)

Innovative and Specialisms

- ✓ B.I.M. & Data Management (Building Information Modelling)
- ✓ Smart Cities and Smart Mobility consultancy services
- ✓ Tunnel Systems design
- ✓ Intelligent Transport Solutions
- ✓ Energy Efficiency and ESCO
- ✓ Sustainability Consulting Services (Leed AP, Bream AP, Accredited Tier Designer)
- ✓ Public/private Partnership

PROJECT & LIFECYCLE MANAGEMENT

- ✓ Program and Project Management
- ✓ Construction & Installation Management
- ✓ Permits Management
- ✓ Risk Management
- ✓ Project & Cost Control
- ✓ Quality Assurance / Quality Control
- ✓ Expediting
- ✓ Health and Safety Management
- ✓ Technical Assistance & Consulting
- ✓ Bid & Tender Management
- ✓ Testing & Commissioning

Innovative and Specialisms

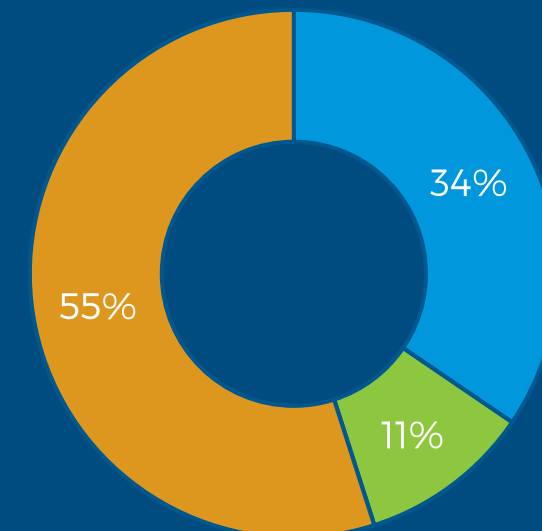
- ✓ GIS data analysis and elaboration
- ✓ Digital Transformation Project Management
- ✓ B.I.M.-GIS Consulting

INFORMATION & COMMUNICATIONS TECHNOLOGY

- ✓ Processes Analysis and Optimization consultancy
- ✓ ICT Consulting (requirements definition, Tender Docs, ...)
- ✓ Software Architecture Design
- ✓ Software and Data Base Maintenance
- ✓ Hosting, Housing, Server Virtualization
- ✓ Disaster Recovery
- ✓ IT Outsourcing services
- ✓ Network-data protection and Cybersecurity
- ✓ System Integration

Products







- ✓ Asset & Processes Digitalization Solutions
- ✓ Blockchain based Solutions
- ✓ Big Data, IoT Solutions
- ✓ SAP Solutions
- ✓ IT Infrastructure (sales, lease, installation, configuration, maintenance. ...)
- ✓ Customized Software Solutions
- ✓ Third parties software licensing

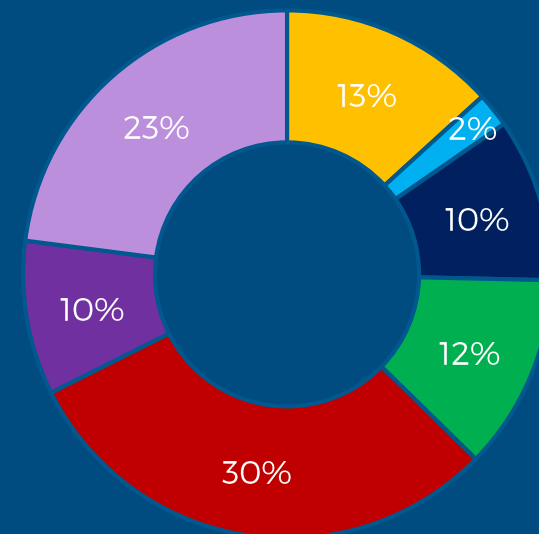


SBU	SALES 2020
ENG	24,5 Mn €
PMO	7,5 Mn €
ICT	39 Mn €
TOTAL	71 Mn €

SECTORS

SALES 2020

 TELCO & MEDIA	Telecommunications – Fixed and mobile telecommunication infrastructures, Data Center, PoP and Central Offices, audit & safety
 BUILDINGS	Real Estate – Commercial, Offices, Residential, Hospitality, Public Buildings.
 TRANSPORT & LOGISTICS	Transport & Logistics – Roads, Highways, Tunnels, Railways, Ports and Airports.
 ENERGY & UTILITIES	Energy – Production, Transport and Distribution of energy, Measurement, Analysis and Optimisation of consumptions.
 ALTERNATIVE FUELS & OIL	Alternative Fuels & O&G – energy distribution networks for mobility, green mobility and traditional fuels.
 OTHER	Other – other sectors (e.g. industrial and public customers)



SECTORS	SALES 2020
TELCO&MEDIA	21.5 Mn €
BUILDINGS	9.4 Mn €
TRANSPORT&LOGISTICS	8.5 Mn €
ENERGY&UTILITIES	1.5 Mn €
ALTERNATIVE FUELS&OIL	7.1 Mn €
OTHER PUBLIC	6.7 Mn €
OTHER PRIVATE	16.3 Mn €
TOTAL	71 Mn €

MAIN CLIENTS

 TELCO & MEDIA	 BUILDINGS	 TRANSPORT & LOGISTICS	 ENERGY & UTILITIES	 ALTERNATIVE FUELS & OIL	 OTHER
          	          	            	        	             	              

SOFTWARE PRODUCTS

Proprietary Software Solutions	INFRASTRUCTURE LIFECYCLE MANAGEMENT	   	<p>Asset and Project Management Solution applied to FTTx and Mobile Networks Projects</p> <p>Environmental Monitoring and Prediction Platform</p> <p>Monitoring, optimisation and consumption prediction through proprietary Big Data and IoT platform</p> <p>Health & Safety Management Application</p>	  
	TRANSPORT & LOGISTICS	 	<p>Port Management System TOS - Terminal Operating System</p> <p>Rail Management System TOS - Rail Terminal Operating System - RSS - Rail Shunting System</p>	
	ALTERNATIVE FUELS & OIL		<p>Retail Oil Business Management POS - Point of Sale; HOS - Head Office System; OPT - Outdoor Payment Terminal</p>	
	Third parties software	ALTERNATIVE FUELS & OIL	   	<p>SAP Premium partner for the Slovenian Market with project development expertise in: ERP / Healthcare and HR Management modules.</p>

MAIN CERTIFICATIONS

Quality and Safety Assessment

RINA
CERTIFICATO N. 5823/01/S
CERTIFICATE No. 5816/IESCO
DBA PRO. S.P.A.
ISO 9001:2015

RINA
CERTIFICATO N. 5816/IESCO
CERTIFICATE No. 5816/IESCO
DBA PRO. S.P.A.
UNI CEI 11352-2014

RINA
CERTIFICATO N. OHS-1606
CERTIFICATE No. OHS-1606
DBA PRO. S.P.A.
ISO 45001:2018

RINA
CERTIFICATO N. EMS-7456/S
CERTIFICATE No. EMS-7456/S
DBA PRO. S.P.A.
ISO 14001:2015

RINA
CERTIFICATE No. 678/19
DBA PRO. S.P.A.
ISO/IEC 27001:2013
UNI CEI EN ISO/IEC 27001:2017

Bureau Veritas Certification
ACTUAL I.T. d.d.
ISO 14001:2015
DEVELOPMENT AND SALES OF INFORMATION TECHNOLOGY SOLUTION AND SERVICES

Bureau Veritas Certification
ACTUAL I.T. d.d.
ISO 9001:2015
DEVELOPMENT AND SALES OF INFORMATION TECHNOLOGY SOLUTION AND SERVICES

Bureau Veritas Certification
Certifikat
ACTUAL I.T. d.d.
ISO/IEC 27001:2013
INNOVATIVE PROGRAMS INFORMATION SYSTEMS IN STORES

BIM Certificate

ICMQ
CERTIFICATO
CERTIFICATE
20027BIM
DBA PRO. S.P.A.
UNI/PdR 74:2019

Workforce Agreements Audit

ASSE.CO.
Asseverazione di conformità dei rapporti di lavoro
Certificato n. 2018-6
DBA PRO S.P.A.

ESG and Sustainability

ecovadis
DBA PRO SPA (GROUP)
è stata assegnata a
Medaglia d'oro
come riconoscimento del rating EcoVadis
LUGLIO 2021
GOLD
2021
ecovadis
Sustainability
Rating

INVESTOR PRESENTATION

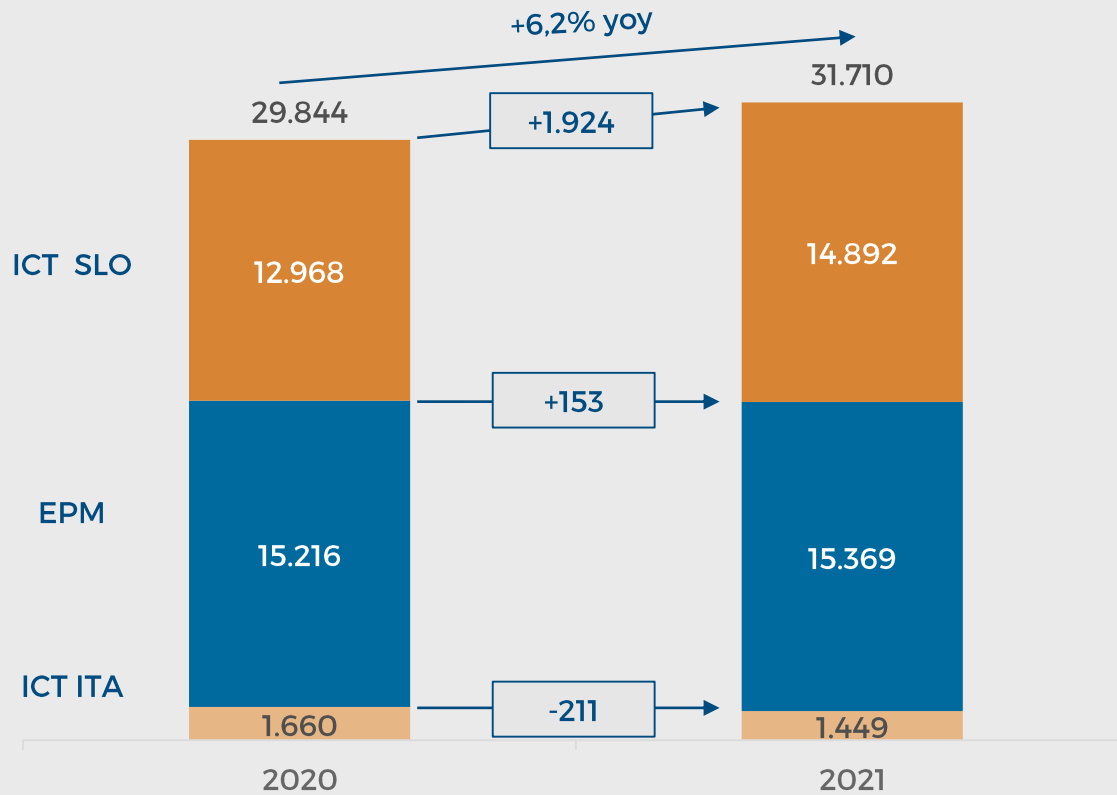
Main 1H21 Headlines

1. Value of production reached €31.7m in 1H21, vs €29.8m in 1H20 (+6.3%)
2. Sales reached €31,0m in 1H21 vs €27,3m in 1H20 (+12,1%)
3. Reported EBITDA stood at €0.25m in 1H21 vs €0.2m in 1H20. Adjusted EBITDA reached €0.38 million excluding adjustment for operational reorganization costs relating to ASA ICT ITA for €125k. Non adjustment had been made in 1H20 (Delta 1H21 vs 1H20 +€180k).
4. Reported EBIT negative -€1,9m in 1H21 equal to 1H20 (+1,1%)
5. Reported Net Result negative -2,2m in 1H21 vs €2,1m in 1H20 (-3,2%)
6. Net Debt: €16.2m in 1H21 vs €16.4m in 2H20
7. Shareholders' Equity: €17.2m in 1H20 vs €19.3m in 2H20
8. Cash generation in 1H21 was +€0,4m (including €125k reorganizational cost in ASA ICT ITA and €700k Earn-Out mainly for 2019 Unistar M&A deal)

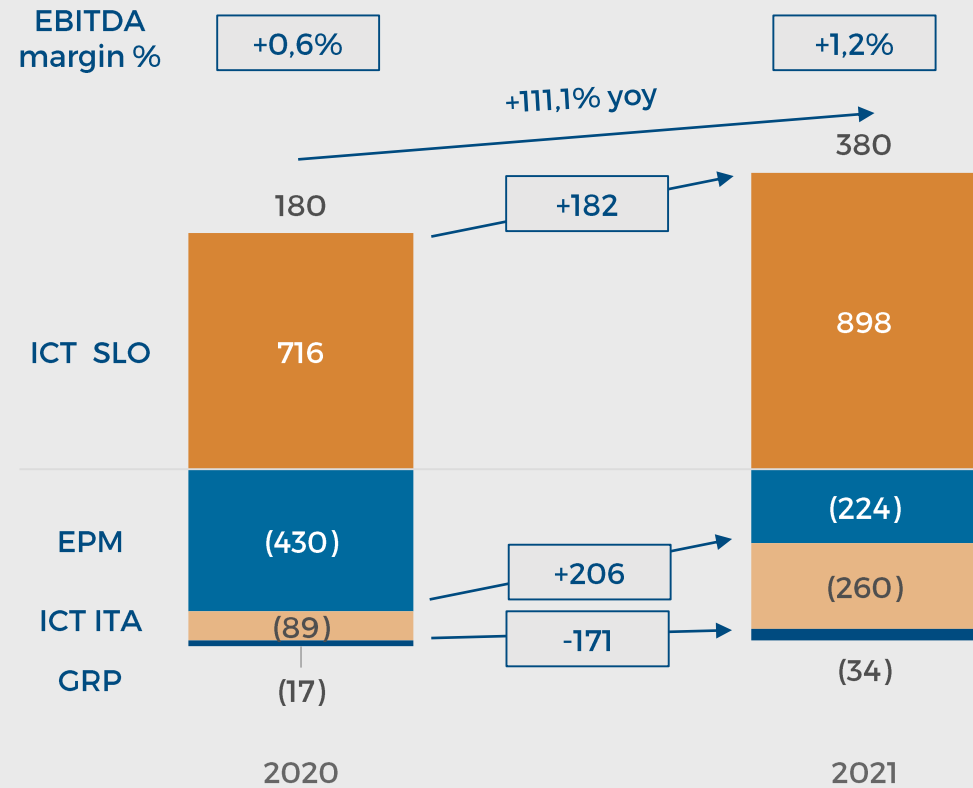
INVESTOR PRESENTATION

Group Key Figures

Revenues 1H-2020 vs 1H-2021 (€/000)



EBITDA Adj 1H-2020 vs 1H-2021 (€/000)



Consolidated ITA GAAP (Items A1 e A3 of Profit and Loss statutory)

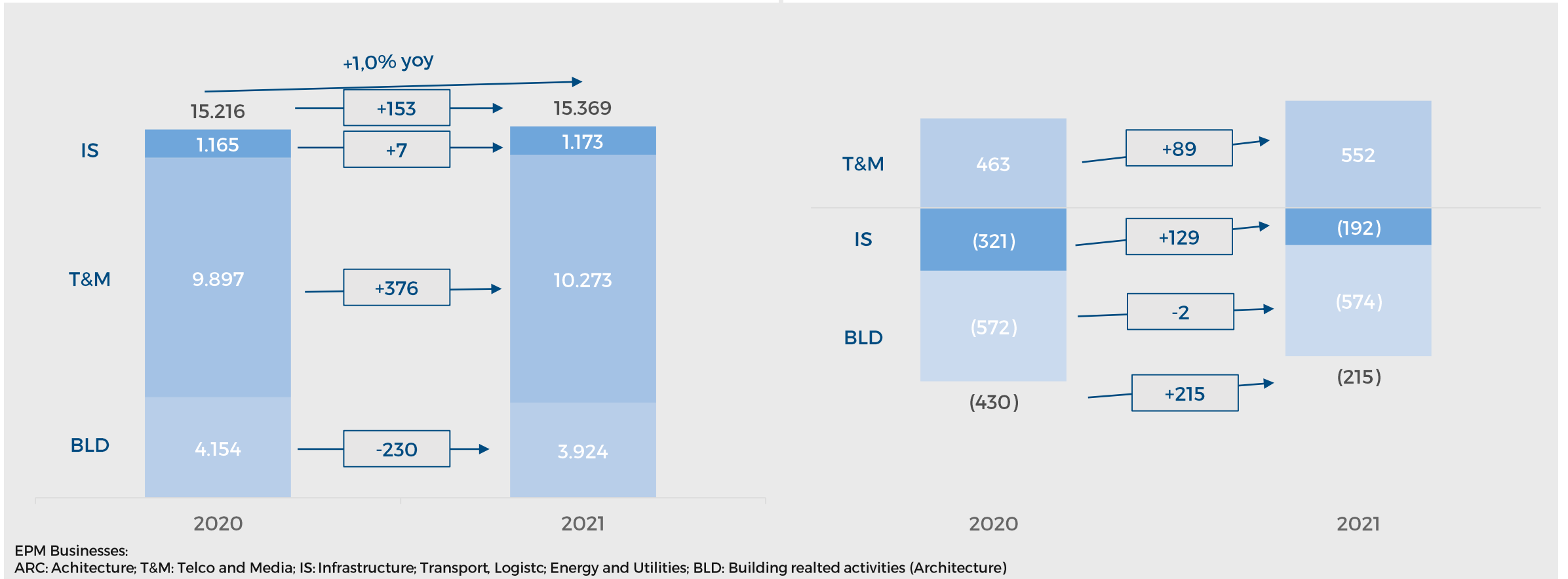
ITA SLO: ITC Business in Slovenia; ITC ITA: ICT Business in Italy; EPM: Engineering and Project Management Business in Italy and residually in Eastern Europe

INVESTOR PRESENTATION

EPM Key Figures

Revenues 1H-2020 vs 1H-2021 (€/000)

EBITDA Adj 1H-2020 vs 1H-2021 (€/000)

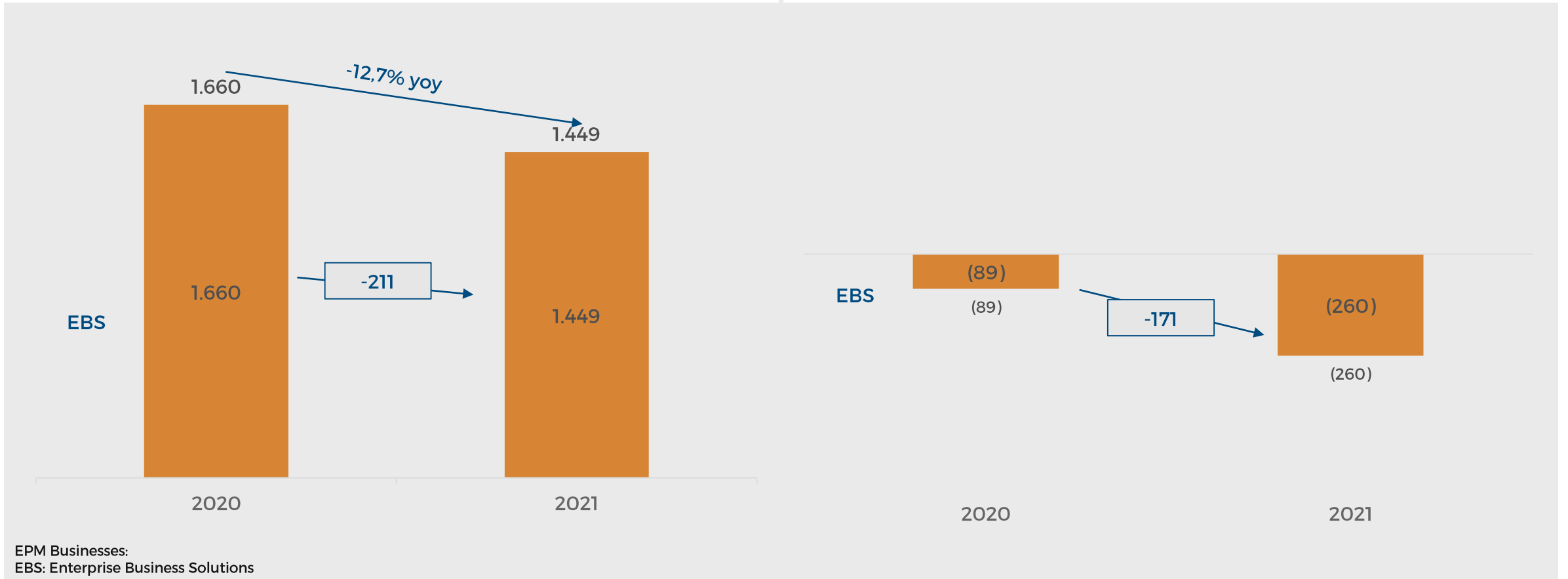


INVESTOR PRESENTATION

ICT ITA Key Figures

Revenues 1H-2020 vs 1H-2021 (€/000)

EBITDA Adj 1H-2020 vs 1H-2021 (€/000)

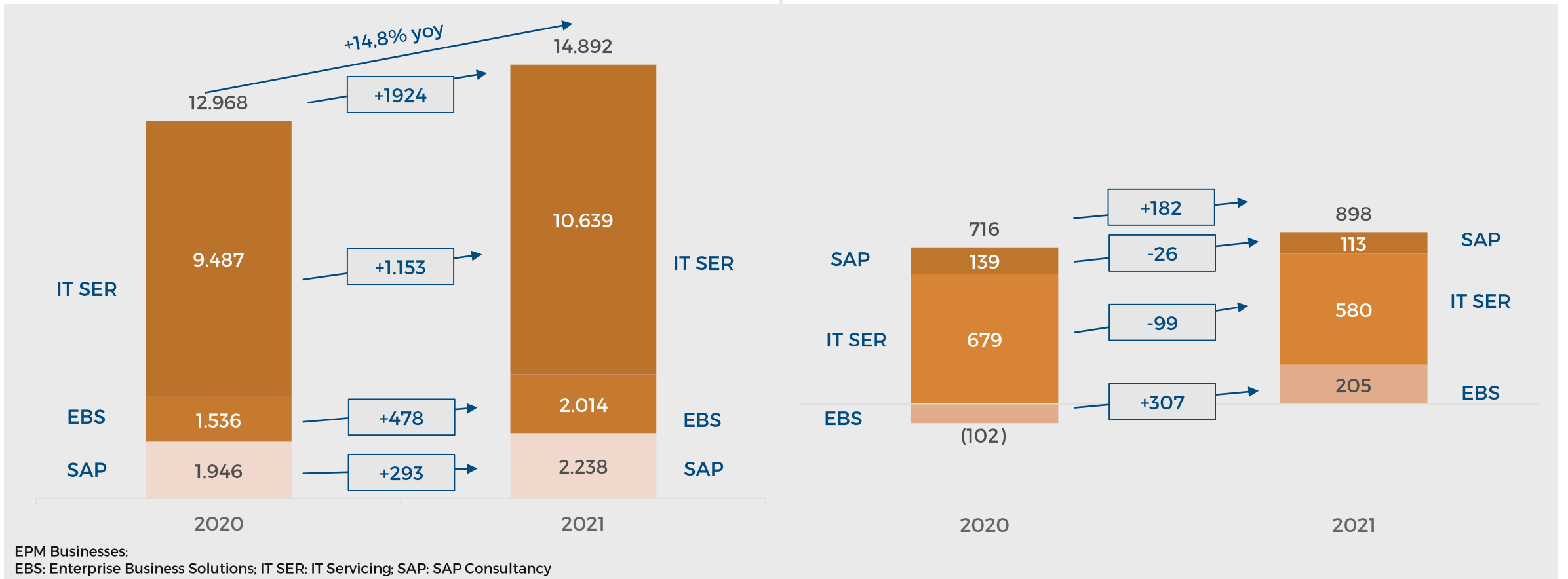


INVESTOR PRESENTATION

ICT SLO Key Figures

Revenues 1H-2020 vs 1H-2021 (€/000)

EBITDA 1H-2020 vs 1H-2021 (€/000)



INVESTOR PRESENTATION

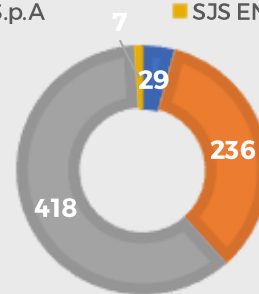
Workforce - 1H 2021*

Headcount

785	717	Professional
	68	Staff

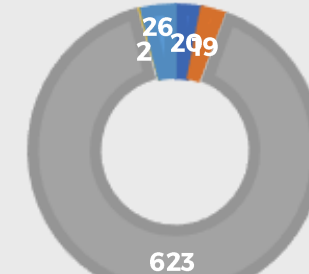
Company

- DBA Group S.p.A.
- Actual group
- DBA PRO. S.p.A.
- SJS ENGINEERING S.r.l.



Role

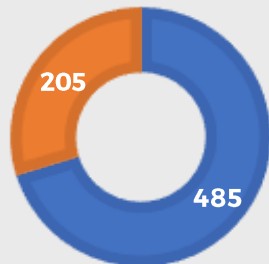
- Apprendisti e stage
- Impiegati e assimilati*
- Quadri
- Dirigenti
- Operai



* include lavoratori autonomi, co.co.co, somministrazione staff basing

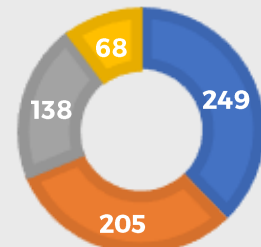
Gender

- MALE
- FEMALE



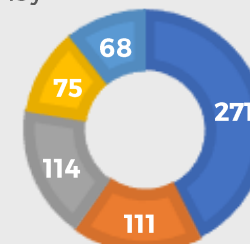
Age

- 30/40
- 40/50
- Over 50
- Under 30



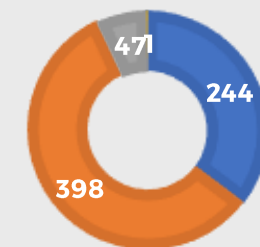
Years in the company

- <3y
- 3y to 5y
- 5y to 10y
- 10y to 15y
- >15y



Education

- DIPLOMA
- LAUREA
- MASTER
- SC. MEDIA



(*) Values includes all type of workforce agreements usually used in the business.

INVESTOR PRESENTATION

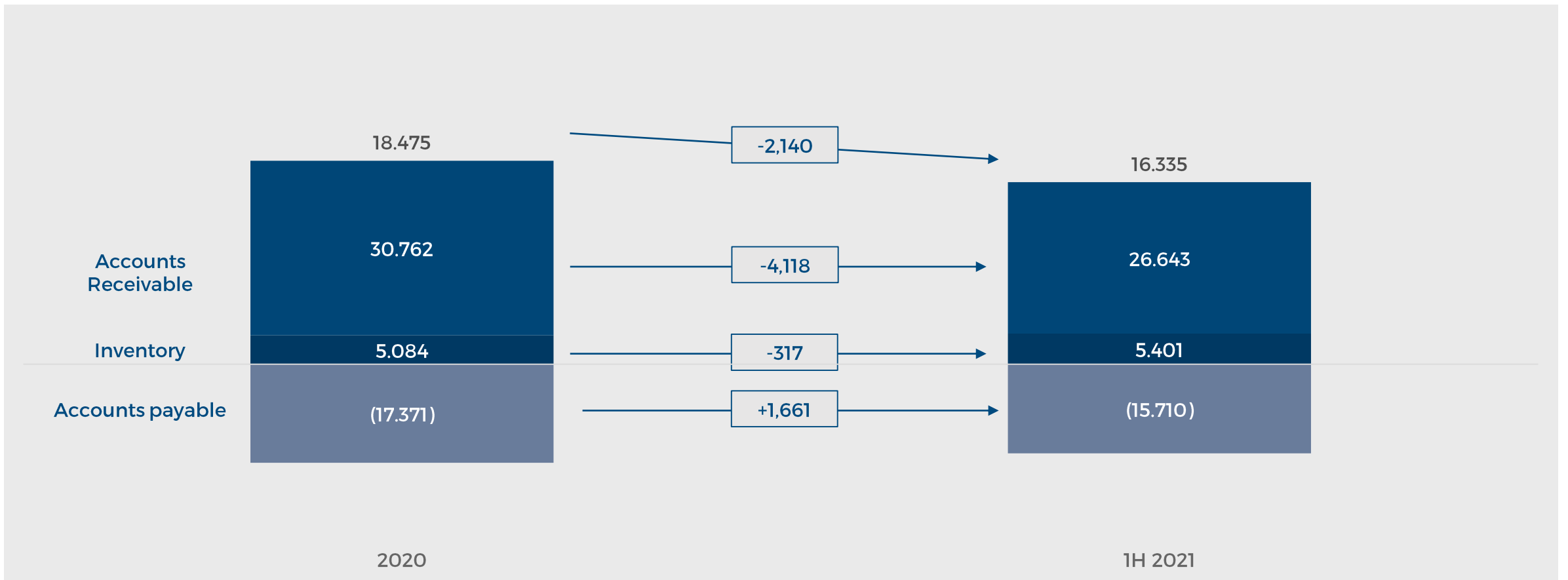
2021 Guidance

	1H 2020	2020	1H 2021	2021 BP
Revenues	29,8	71,9	31,7	73,0
EBITDA Adj	0,2	4,4	0,38	5,5
Net Result	(2,1)	(1,2)	(2,0)	0,5
Net Debt	14,4	16,4	16,2	14,1

INVESTOR PRESENTATION

Net Working Capital

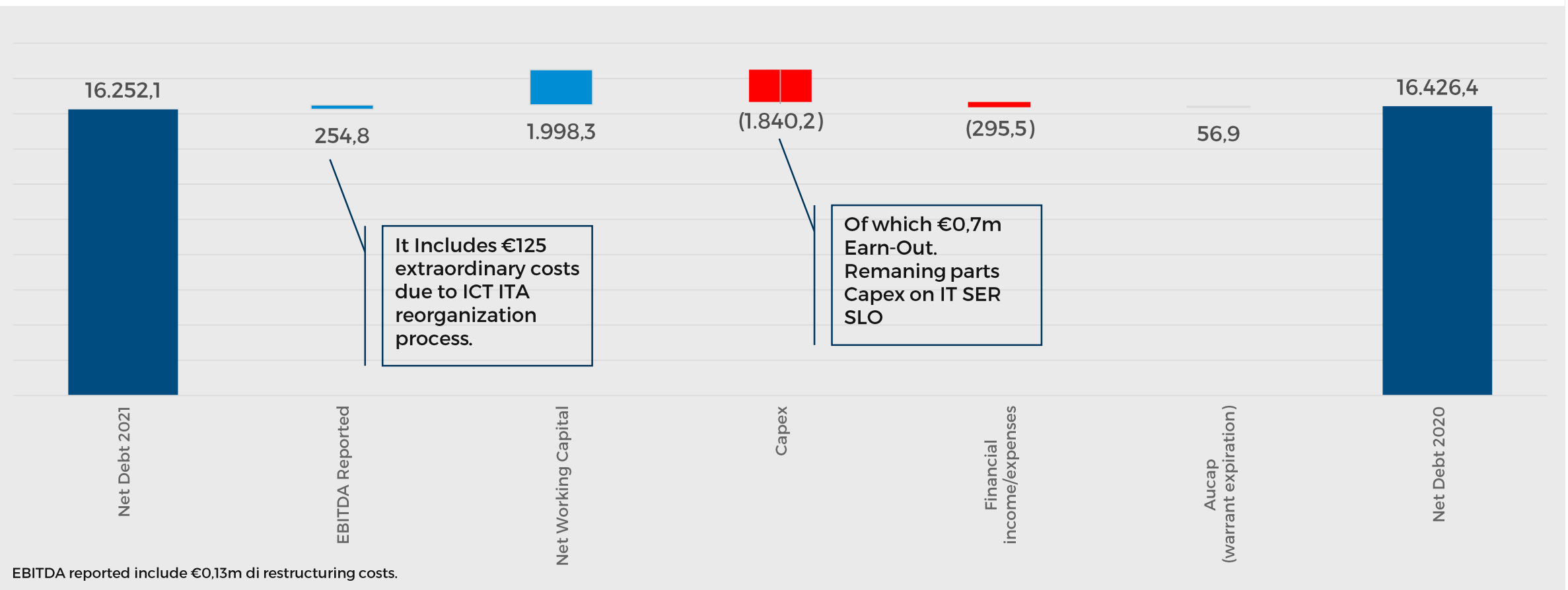
Revenues 1H-2020 vs 1H-2021 (€/000)



INVESTOR PRESENTATION

Group Key Figures – Net Debt and Operative Cash Flows Generations

FCF – 2020 vs 2021 (€/000)



This is
no small
project.

That's why we're doing it.

GROUNDUP
VISIONARIES
THE HARVARD COMPANY

**WE'RE READY
FOR YOUR PROJECT**

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