

2018

AIM INVESTOR DAY 2018

D B A GROUP



DBAGROUP

is an **independent** holding **specialized** in providing services and solutions focused on **building** and **infrastructure lifecycle management**

42

Mn SALES

360

ACTIVE CLIENTS

480

SKILLED
PROFESSIONALS

8

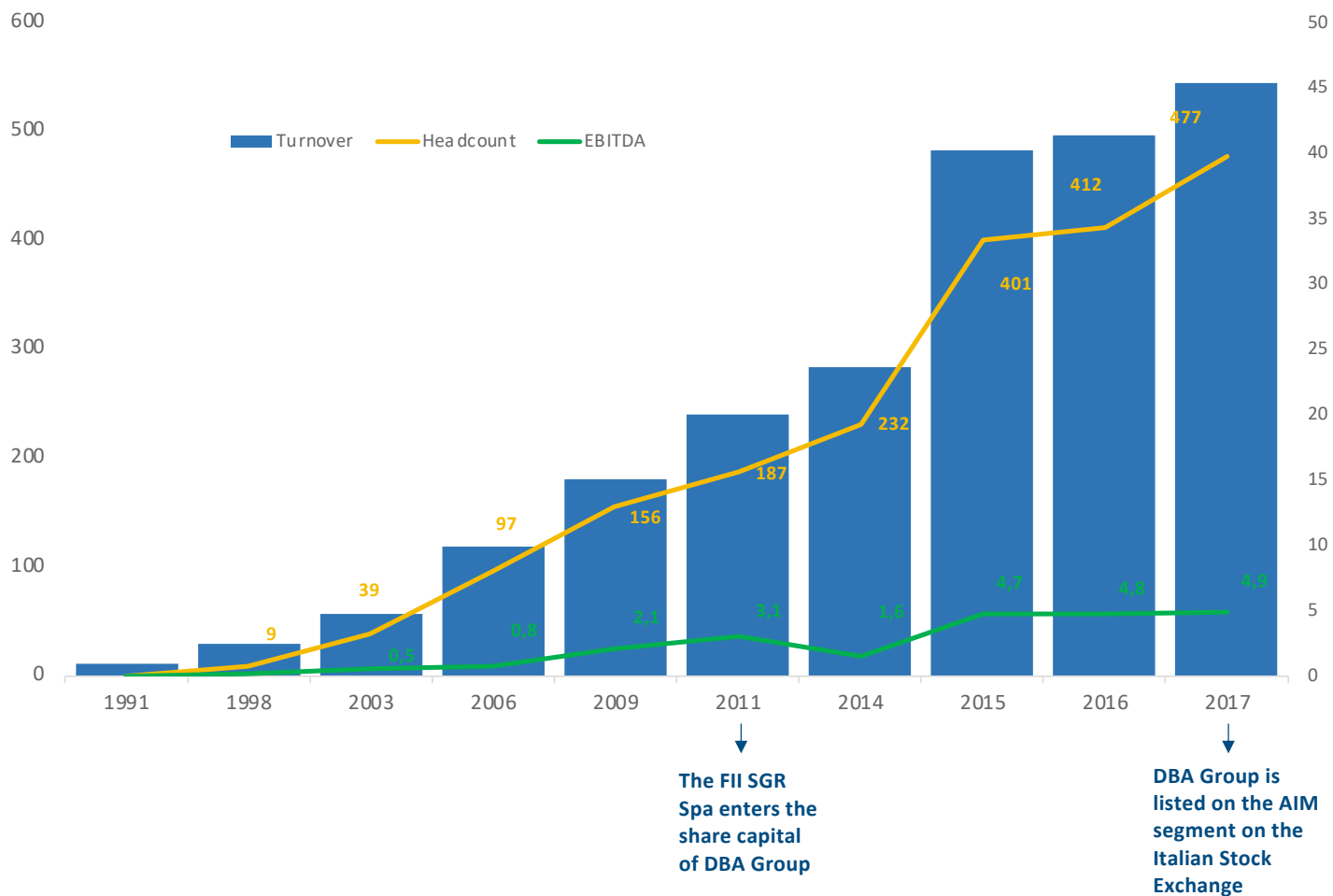
COUNTRIES

27

YEARS OF
EXPERIENCE

DBA Group is an Italian Company listed on the AIM segment on the Italian Stock Exchange since December 2017

A HISTORY OF GROWTH



The Group was founded thanks to the experience of 4 founding brothers: Francesco, Raffaele, Stefano e Daniele De Bettin.

Since 1991, DBA Group has registered a significant growth in turnover and headcount.

Main Shareholders

DB Holding S.r.l.	46,30%
Neuberger Berman AIFM Ltd	9,85%
Market	43,85%

WHAT ILM MEANS AND WHAT WE DO

Infrastructure Lifecycle Management

ARCHITECTURE & ENGINEERING

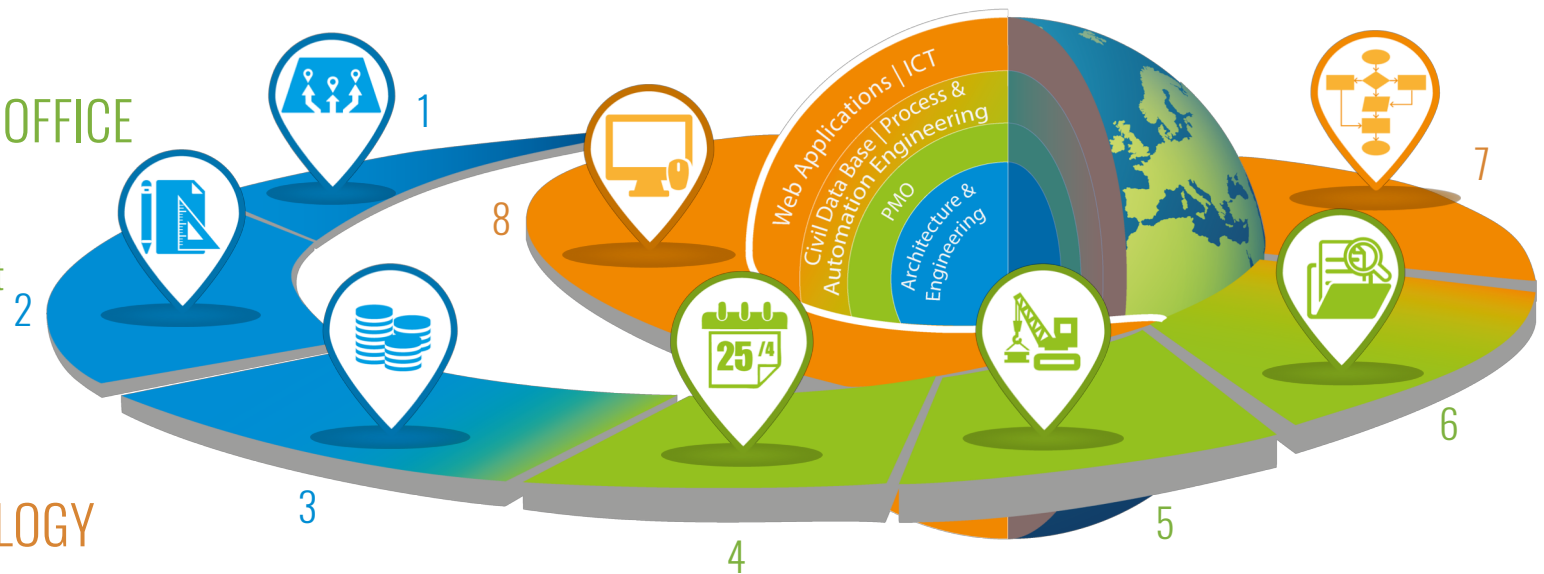
- 1 | Concept & Feasibility Study
- 2 | Architecture & Engineering Services
- 3 | Cost Analysis & Tender Documents

PROJECT MANAGEMENT OFFICE

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

INFORMATION & COMMUNICATION TECHNOLOGY

- 7 | Asset & Process Digitization Solutions
- 8 | ICT Solutions & HW/SW Integration



MAIN CLIENTS

 TELCO & MEDIA	 ARCHITECTURE & BUILDINGS	 TRANSPORT & LOGISTICS	 ENERGY	 OIL & GAS	 INDUSTRIAL
      	       	       	     	      	      

DBA WORLDWIDE

The Group operates through its 12 offices in Italy and 10 abroad

DBA OFFICES

Italy, Slovenia, Croatia, Serbia, Bosnia and Herzegovina, Montenegro, Russia, Azerbaijan

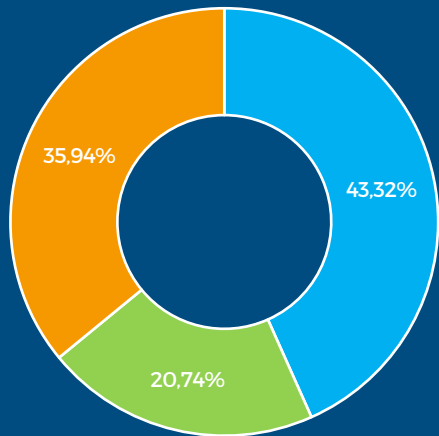
PROJECTS

Romania, Bulgaria, Albania, Greece, Turkey, Georgia, Armenia, Jordan, KSA, Spain, Portugal, Morocco, Liberia, Angola, Mexico, Venezuela, Thailand



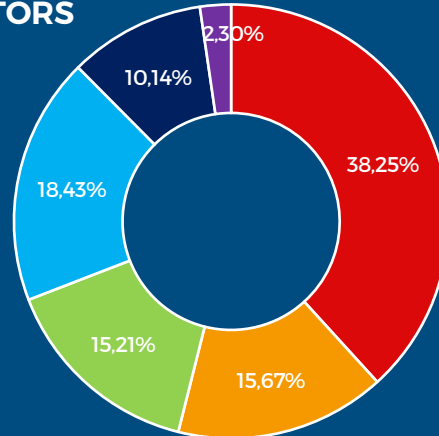
Sales Results HY 2018

ASA



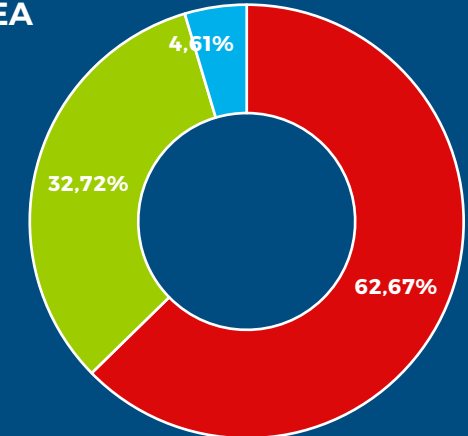
ASA	HY2017 Sales	HY2018 Sales	HY2018 vs HY2017
ENG	9.8 Mn €	9.4 Mn €	-4%
PMO	3.8 Mn €	4.5 Mn €	+18%
ICT	5.4 Mn €	7.8 Mn €	+44%
TOT	19.0 Mn €	21.7 Mn €	+14%

SECTORS



SECTORS	HY2017 SALES	HY2018 SALES	HY2018 vs HY2017
TELCO & MEDIA	8.9 Mn €	8.3 Mn €	-7%
T&L	3.0 Mn €	3.4 Mn €	+13%
OIL & GAS	3.1 Mn €	3.3 Mn €	+6%
BUILDING	2.7 Mn €	4.0 Mn €	+48%
INDUSTRIAL	1.0 Mn €	2.2 Mn €	+120%
ENERGY	0.3 Mn €	0.5 Mn €	+67%
TOTAL	19.0 Mn €	21.7 Mn €	+14%

AREA



AREA	HY2017 SALES	HY2018 SALES	HY2018 vs HY2017
Italy	13.5 Mn €	13.6 Mn €	+1%
Balkans	5.1 Mn €	7.1 Mn €	+39%
Russia & Caucasus	0.4 Mn €	1.0 Mn €	+150%
TOTAL	19.0 Mn €	21.7 Mn €	+14%

STRATEGY

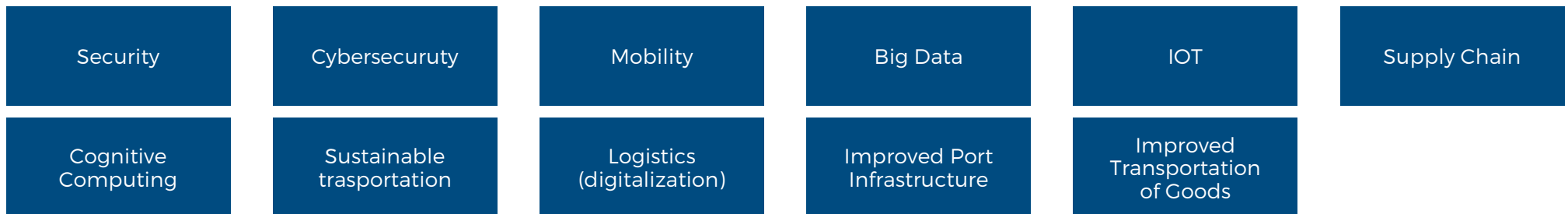
We are on track with the implementation of our strategy

INTERNAL GROWTH STRATEGY		EXTERNAL GROWTH STRATEGY	
NEW ORDERS	DEVELOPMENT FOREIGN MARKET	M&A	
<p>Italtel: has contributed to 2 Mn in 1H18</p> <p>Open Fiber: TLC sector</p> <p>SEA: T&L sector</p> <p>Enel X and Snam: Green mobility</p> <p>Control Rooms for the MOSE</p> <p>Commercial Partnership (ACTUAL IT DD and CARGO X)</p> <p>New Contract in the ports of Livorno and Ploče</p>	<ul style="list-style-type: none">• Egypt and Israel: increasing our presence through local collaboration• Azerbaijan: auditing and analysis of the process of design, planning and construction of the Fiber-To-The-Home (FTTH).	<ul style="list-style-type: none">• In conversation with a company active in the Smart Port, Smart Mobility, ICT sector• Acquisition of 75% SJS: done• Acquisition of 100% of ACTUAL IT D.D.: done	

OUTLOOK

DBA Group and its clients operate in sectors of high growth potential.

Globalization, population growth, and the need to digitalize and meet the agenda UN 2030 will increase demand for focused services and for the upgrading of infrastructure forcing the private and the public sectors to increase investments in areas where DBA Group is already present:



DBA Group is prepared to continue its growth path and to support its clients in the new future.

ESG

DBA Group is not formally drawing up the **SOCIAL BALANCE** of the company but it is meant to do it.

The Group has always followed good practices related to ESG criteria, respect for the environment (Environment), transparent and codified management (Governance), attention to social welfare issues and to the ecosystem in which it operates (Social) .

The ESG criteria find formal application both within the company and in the provision of services to the reference market.

LA SOCIETA'

All the operational offices owned have been object of structural improvement to achieve maximum energy savings, minimization of consumption and better comfort conditions compared to the minimum legal standards (Energy).

Since 2012, it has adopted the Organization, Management and Control Model pursuant to Legislative Decree 231/03, the related code of ethics (Governance) and has complied with the European regulation on privacy (GDPR). It has certifications of QUALITY, HEALTH AND SAFETY, ENVIRONMENT AND CYBERSECURITY

After the quoting, he has co-opted two independent directors and three board members from the founding family in the Management Board and set up the related parties committee.

IL MERCATO

Infrastructure Lifecycle Management support services have always been conceived, developed and delivered following the CIRCULAR ECONOMY paradigms, pursuing the objectives of minimum environmental impact (LEED certification), maximum energy efficiency, low emission activity in the atmosphere, decommissioning aimed at restoring the places in the state prior to the infra-structure.

This is
no small
project.

That's why we're doing it.

GROUNDED
VISIONARIES
THE HARBOR COMPANY

**WE'RE READY
FOR YOUR PROJECT**

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