2018 | **HALF YEAR RESULTS**

D B A GROUP

DBAGROUP

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

42	360	480	8	27
Mn SALES	ACTIVE CLIENTS	SKILLED PROFESSIONALS	COUNTRIES	YEARS OF EXPERIENCE

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

Infrastructure Lifecycle Management
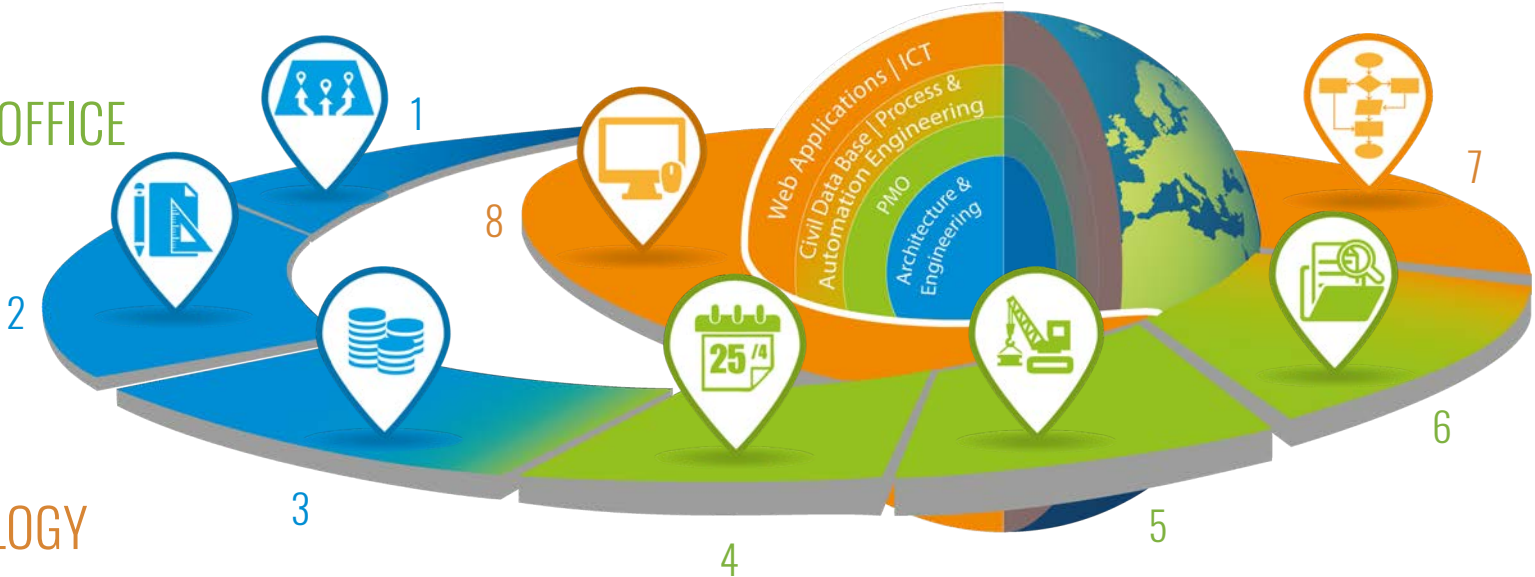
ARCHITECTURE & ENGINEERING

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

First Half 2018 Results

Value of Production: EUR 24,4 million, +27,7% (EUR 19,1 million as of June 30th 2017)
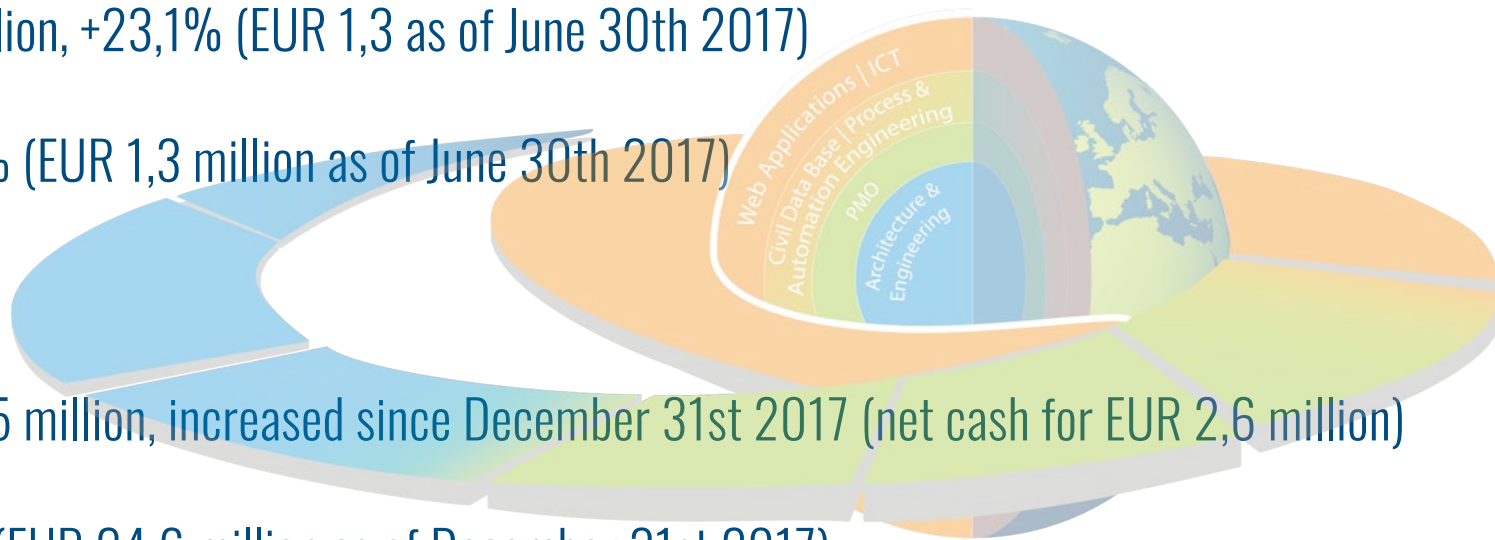
EBITDA Adjusted: EUR 1,6 million, +23,1% (EUR 1,3 as of June 30th 2017)

EBITDA EUR 1,4 million, +7,7% (EUR 1,3 million as of June 30th 2017)

Net Result: EUR 0,01 million

Net Financial Position: EUR 1,5 million, increased since December 31st 2017 (net cash for EUR 2,6 million)

Net Assets: EUR 24,6 million (EUR 24,6 million as of December 31st 2017)
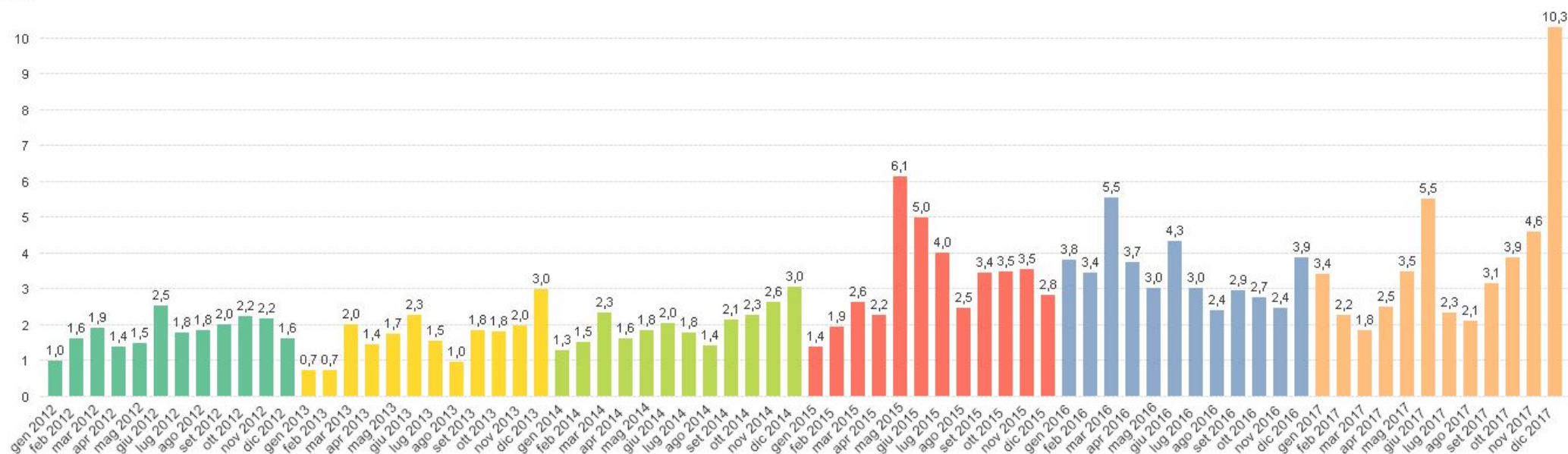
Second Semestrer Growth

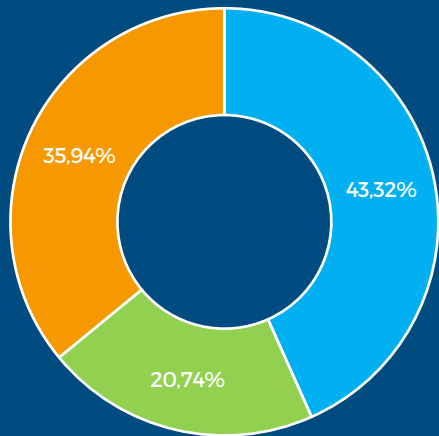Our business is cyclical. The highest growht takes place on the second half of the year.
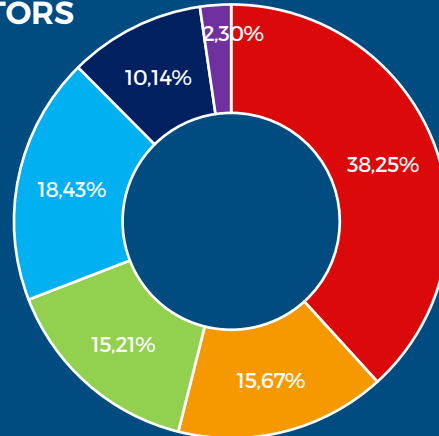
VoP 2012-1017

Sales Results HY 2018

ASA

43,32%
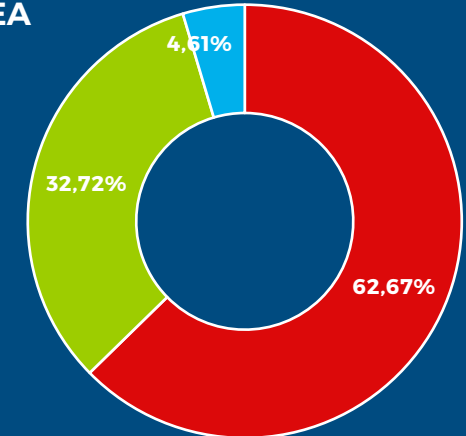35,94%
20,74%

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

2,30%
10,14%
18,43%
38,25%
15,21%
15,67%

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

4,61%
32,72%
62,67%

AREA		HY2017 SALES	HY018 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%

Business Update

- Acquisition of SJS: due diligence on going

- Acquisition of 100% of ACTUAL IT D.D.: completed in September 2018

- Commercial Partnership between ACTUAL IT DD and CARGO X: part of our technology strategy

- Italtel: has contributed to 2 Million in 1H18

- Enel X/Snam: part of our Green Mobility Strategy

- New contracts with the ports of Livorno and Ploče: part of our port development Strategy

- International: development in Iran, In Azerbaijan, in Egypt, Saudi Arabia

- M&A: Lagging, but we are working hard . We are active in scouting and meeting companies and advirsors for M&A opportunities.

Appendix

MAINCLIENTS

TELCO & MEDIA
- open fiber
- FASTWEB
- vodafone
- TIM
- WIND | 3
- HUAWEI
- MEDIASET

ARCHITECTURE & BUILDINGS
- UNITED COLORS OF BENETTON.
- McDonald's
- the radiance group
- GENERALI
- MONTE DEI PASCHI DI SIENA BANCA DAL 1472
- UniCredit
- Allianz
- PERMASTEELISA GROUP

TRANSPORT & LOGISTICS
- autostrade per l'italia
- anas
- AVTODOR STATE COMPANY
- PORT OF BAKU
- Autorità di Sistema Portuale del Mar Tirreno Settentrionale
- LUKA KOPER Port of Koper
- ERF Esercizio Raccordi Ferroviari di Porto Marghera spa
- EMT EUROPA MULTIPURPOSE TERMINALE

ENERGY
- enel
- ABB
- eni
- Terna
- Prysmian Group
- REPUBLIC OF ALBANIA MINISTRY OF ENERGY AND INDUSTRY

OIL & GAS
- MOL
- Q8
- OMV
- TotalErg
- eni
- SIAD
- GRUPPO api

INDUSTRIAL
- CIMOS
- LIVARNA TITAN KAMNIK
- ATLANTIC GRUPA DrogaKolinska
- SIP
- TAJFUN
- SKRLJ Brilliant products
- VINAKOPER

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ARCHITECTURE& MASTERPLAN

1993	ACTIVE SINCE
8	COUNTRIES
15	MAIN CLIENTS
> 500,000	SQM ADDRESSED

COMUNE DI VARESE

ITALY
- International Tender for Urban and Functional Redevelopment of "Piazza della Repubblica"

TIM

ITALY
- Renewal of Milan and Rome Headquarters
- Architecture and Interior Design

CITY LIFE

ITALY
- Architecture design for New Residential Tower and Park
- Architecture design for Commercial Mall

PORT OF LIVORNO

ITALY
- Masterplan and concept design for Cruise and Passenger Terminal, Hotel, Offices, Retail

PORT OF BAKU

BAKU - AZERBAIJAN
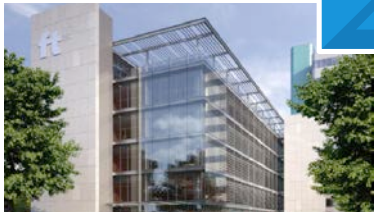- Architecture design and works supervision for Passenger Terminal and Headquarters building

TDC – RADIANCE GROUP

TATARSTAN – RUSSIAN FEDERATION
- Masterplan and concept design for Intermodal Hub, Hotel and Residence, Business Tower

BUILDINGS

2003 ACTIVE SINCE
10 MAIN CLIENTS
> 6,000 POINT OF SALES

>650,000 SQM ADDRESSED (RETAIL)
>5,000 WORKPLACES IN 100+ BUILDINGS
>120,000 SQM ADDRESSED (REAL ESTATE)

POSTE ITALIANE, UNICREDIT, BNL, ALLIANZ, GENERALI, ENEL, TIM, ENI

ITALY - RUSSIA - UK
- Engineering and Consultancy Services for new realisation/fitout of office buildings
- BIM design
- Due diligence and Space planning

UNICREDIT, ALLIANZ

ITALY
- Project & Construction Management in office buildings and hotels

UNICREDIT, BNL, MPS, McDONALD'S, COIN, VODAFONE

ITALY
- Engineering and Consultancy Services for new realisation/renewal of points of sale networks, bank agencies, food, fashion
- BIM design

MPS

ITALY
- Project & Construction Management for the renewal/dismission of 500+ bank agencies network

BNL, ENEL, PAM, POLIMI, ARVAL, FINDOMESTIC, MPS

ITALY
- Technical due diligences in 1.200+ buildings

TIM, MPS

ITALY
- Software solutions to digitize asset, project and safety management processes.
- DBA Project+, POSIC

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TELCO&MEDIA

1998 ACTIVE SINCE
>15 MAIN CLIENTS
10 COUNTRIES OF OPERATIONS

>31,000 RADIO SITES
80,000 KM OF FIBER OPTIC NETWORKS

VODAFONE, TIM, WIND-TRE, ZTE, CELLNEX, AMENA, PEGASO

ITALY – SPAIN – TURKEY – MOROCCO - MEXICO
- Engineering and Consultancy Services for Implementation of Mobile and FWA Networks
- BIM design for BTS
- 5G trial projects

FASTWEB, VODAFONE, HUAWEI OPEN FIBER, METROWEB

ITALY
- Project & Construction Management, Works Supervision and Safety Management Testing & Commissioning for ULL, FTTx, backbone DWDM projects
- BIM-GIS consulting

FASTWEB, OPEN FIBER, METROWEB, VODAFONE, RETELIT, BAKTELECOM

ITALY – AZERBAIJAN
- Engineering and Consultancy Services for Implementation of Fixed Networks (backbone, MAN, FTTx)
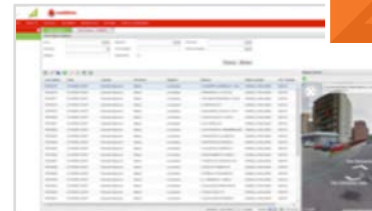- GIS design

HUAWEI, VODAFONE, FASTWEB

ITALY
- Project Management for technology installation and swap
- Network Operation Centre and Equipment configuration
- Digital Transformation of internal processes

FASTWEB, TIM, WIND-TRE, BNL, LEPIDA, IRIDEOS, HIAWEI, OPEN FIBER

ITALY – SAUDI ARABIA
- Engineering and Consultancy Services for Implementation of DataCenter and PoP
- ATD certified with Uptime Institute

VODAFONE, OPEN FIBER, FASTWEB, BT ITALIA, RAIWAY

ITALY
- Software solutions to digitize asset, project and safety management processes.
- DBA Project+, POSIC, WEBMOTE

TRANSPORT & LOGISTICS

1995 ACTIVE SINCE
9 COUNTRIES
>25 MAIN CLIENTS
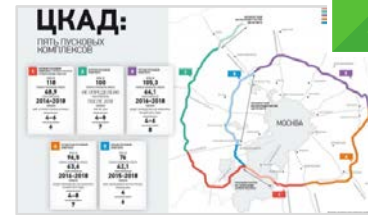**> 200** TUNNEL DESIGNED
> 2.500 KM OF HIGHWAYS

>10 PORTS SERVED BY OUR SOFTWARE
>220 Mn OF TONS OF GOODS HANDLED YEARLY

ANAS, SPEA, AUTOSTRADE, AVTODOR, GAVIO, DORSERVIS

ITALY – RUSSIA – GEORGIA - MONTENEGRO
- Engineering and Consultancy Services for Plants along Roads and Tunnels
- BIM, Risk analysis, ventilation algorithms
- ITS, Tolling Systems (ETS)

PORTS

ITALY - RUSSIA – KSA - ALBANIA – VENEZUELA - AZERBAIJAN
- Concept and Feasibility studies
- Engineering and Consultancy Services on Sea- and Land side

ADR, SEA, ENAC

ITALY
- Engineering Services for Air and land side plants
- Energy Efficiency Audits

AVTODOR RUSSIAN HIGHWAYS

MOSCOW - RUSSIA
- Construction Management for Great Ring Road CKAD Section 3
- PPP consultancy services

SEA

ITALY
- Software solution to manage Health & Safety during construction of Airport Terminal Milano Malpensa

PORTS

ITALY – BALKANS - AZERBAIJAN
- Customised Software solutions for Port Authorities and Terminal Operators
- Smart Ports and gate automation

OIL&GAS

2003 ACTIVE SINCE   **>6,000** GAS STATIONS ADRESSED
5 MAIN CLIENTS   **7** COUNTRIES
75 GAS STATIONS   **>350** GAS STATIONS SERVED
NEWLY DESIGNED   BY OUR SOFTWARE

ENI, API, IP, TOTAL,ERG, Q8

ITALY – RUSSIA - ANGOLA
- Engineering and Consultancy Services for realisation/renewal/rebranding of Filling Stations Networks
- BIM design

SNAM4MOBILITY, ENI

ITALY
- Engineering and Consultancy Services for new realisation of LPG/LNG/CNG Refuelling Stations Network

AUTOGRILL, RISTOP, LAGARDERE

ITALY
- Engineering and Consultancy Services for New Construction Food and Beverage Areas

ENI, TOTALERG

ITALY
- Project Management for the realisation/renewal/rebranding of Filling Stations Networks

ENI

ITALY
- Software application to control operational processes

GAZPROM, MOL, OMV, CRODUX, LOGO

BOSNIA & HERZEGOVINA, SERBIA,ITALY SLOVENIA, CROATIA
- Software application to manage sales processes in Filling stations and headquarters

ENERGY

TERNA ITALIA

ITALY
- Engineering and Consultancy Services for Overhead lines
- Renewable Energy Storage Project

SICI, ACTV

ITALY
- Cold Ironing electrical plants design for electrical power supply to berthed vessels

CESI, PRYSMIAN, TERNA CG, ABB

ITALY – FRANCE - MONTENEGRO
- Engineering and Consultancy Services for Electrical Power Substations and Underground Power Cable
- HVDC Substation

CESI, Ministries of Energy, OSHEE

ARMENIA – ALBANIA - KIRGHIZISTAN
- Construction Management and works Supervision for Power Substations

ENEL X, ENI, API, TOTALERG

ITALY
- Recharging Points for electric vehicles

TERNA ITALIA

ITALY - MONTENEGRO
- Software solution to manage Health & Safety during construction of 400KV Submarine Power Cable and HVDC Substation

ENERGY EFFICIENCY

2012 ACTIVE SINCE
2 COUNTRIES
> 20 MAIN CLIENTS
> 500 ENERGY AUDITED BUILDINGS

WINDTRE, VODAFONE, FASTWEB, BT, INSIEL, TIM

ITALY
• Energy Efficiency services for Data Center, Telecommunication Central Offices and PoP

ENAC

ITALY
• Energy Efficiency services for 15 Airports

BENETTON, GENERALI, POSTE, RFI, FINIVEST, ENEL, UPI, COMUNE GENOVA
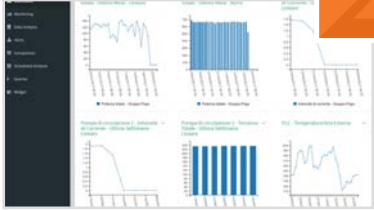
ITALY
• Energy Efficiency services for Buildings

BENETTON, ENI, BNL

ITALY
• Energy Efficiency services for Retail networks

MEDIASET, EITOWERS

ITALY
• Energy Efficiency services for Offices and Television Studios

ENI

ITALY
• Monitoring and Prediction of Energy Consumptions through Tailor-made Software

INDUSTRIAL

MARCOLIN EYEWEAR

ITALY
• Energy Efficiency Audits & LEED consultancy

CIMOS

SLOVENIA
• IT Partner with Microsoft and Lenovo

VINAKOPER

SLOVENIA
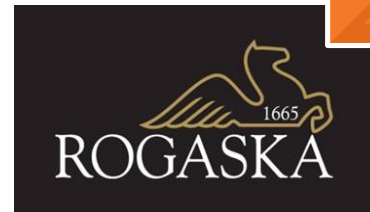• Maintenance Services for Information System and Hosting for SAP system

LITOSTROJ POWER

SLOVENIA
• IT Partner with Microsoft and Lenovo

DROGA KOLINSKA

BOSNIA & ERZEGOVINA
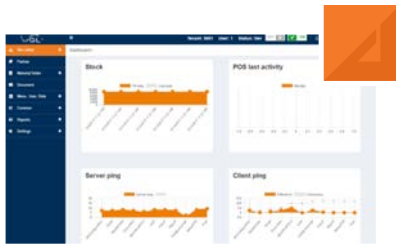• Maintenance Services for Server

STEKLARNA ROGAŠKA

SLOVENIA
• Complete IT Outsourcing Services

SOFTWARE
ICT PRODUCTS AND SERVICES

1998 ACTIVE SINCE
>200 PROJECTS AND SAFETY
ON CONSTRUCTION
SITESMANAGED

>10 PORTS
>30,000 FTTC STREET CABINETS
MANAGED
>200 Mn TONS OF GOODS
HANDLED YEARLY

DBA PROJECT +

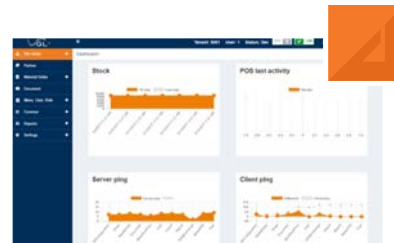Asset and Project Management Solution applied to FTTx and Mobile Networks Projects
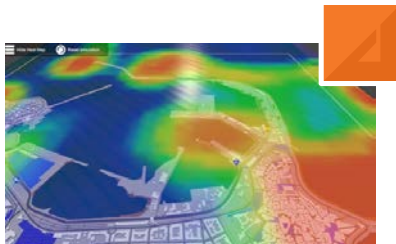
PORT-LINE

Port Management System

POSIC

Health & Safety Management Application

GL+

Retail Oil Business Management

DSS-LINE

• **ISMAEL | Environmental** Monitoring and Prediction Platform
• **DBA POWERGY+ | Energy** Management Solution: monitoring, optimisation and consumption prediction through proprietary Big Data and IoT platform

ICT SERVICES

ITALY – SLOVENIA –CROAZIA - SERBIA
• ISO 27001 certified Data Center , Housing, Hosting, Server Virtualisation, IT Consulting, Cyber Security, IT Outsourcing, System Integration (in partnership with IBM, Lenovo Microsoft, Fujitsu, VMware, Cisco, Samsung)

WE'RE READY
FOR YOUR PROJECT

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DBA GROUP