

2018

**ITALIAN  
INFRASTRUCTURE DAY**

**DBA** 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

470

SKILLED  
PROFESSIONALS

8

COUNTRIES

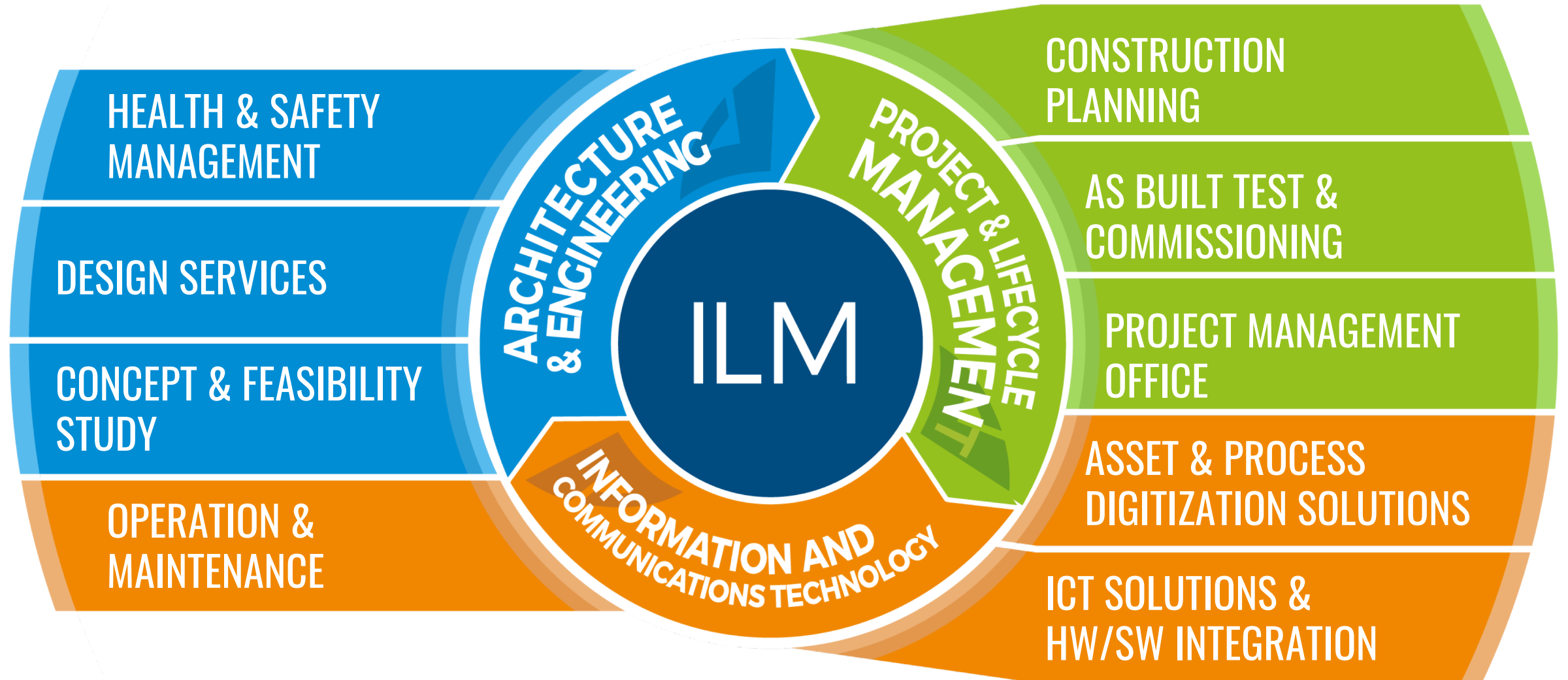
27

YEARS OF  
EXPERIENCE

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

# SOLUTIONS

## Infrastructure Lifecycle Management



# SERVICES

Sales 2017

## ARCHITECTURE & ENGINEERING

- Surveys, Studies and specialized evaluation
- Masterplanning, Feasibility Studies and Urbanism
- Real Estate Management:
- Architectural and Landscape | Space Management & Planning | Civil & structural | Mechanical, water and fire plants | Electrical and special plants| Security systems| ICT and Telecommunication systems
- Telecommunication systems design:
- Fixed network coverage plans| Mobile network coverage plans| Analysis of Electromagnetic Impact (EIA)
- Construction management
- Supervision of works
- Health and Safety Management
- Testing and Commissioning
- Technical and Safety Audit

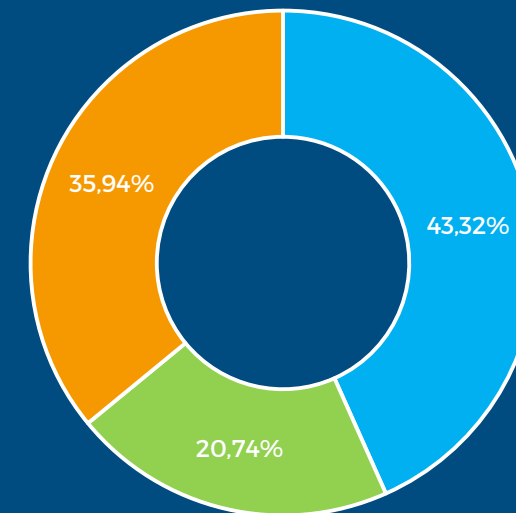
## PROJECT & LIFECYCLE MANAGEMENT

- Design and Consultancy
- Processes Analysis
- Technical support
- Technical specifications definition
- Bid and Tender Management
- Health & Safety Management
- Construction Management & Installation management
- Test and commissioning management
- Provisioning e deprovisioning
- Updating inventory systems of customers
- Test and Suitability
- System Integration
- Reporting
- Business Intelligence
- Document Management

## INFORMATION & COMMUNICATIONS TECHNOLOGY

- Market Platforms: SAP
- IT Project Management
- Processes Analysis, workflow and specifications Analysis
- Technical specifications definition
- Architecture design
- Java and Microsoft .NET development
- Development, installation and Testing
- Maintenance
- Hosting and housing
- IT outsourcing services
- Sale/rental of server infrastructures, desktop and network devices
- Installation and set up of server infrastructures, desktop and network devices, database systems, email systems
- Disaster Recovery, Network Security
- Licensing
- Technical consultancy

Sales Half 2018



SBU	Sales Half 2017	Sales Half 2018	2018 vs 2017
ENG	9,8 Mn €	9,4 Mn €	-4%
PMO	3,8 Mn €	4,5 Mn €	+18%
ICT	5,4 Mn €	7,8Mn €	+44%
<b>TOT</b>	<b>19,0 Mn €</b>	<b>21,7 Mn €</b>	<b>+14%</b>

# SOFTWARE PRODUCTS



INFRASTRUCTURE LIFECYCLE MANAGEMENT



SAFETY MANAGEMENT



GAS STATIONS MANAGEMENT



PORT MANAGEMENT SYSTEM



DECISION SUPPORT SYSTEM

# MARKETS & MAIN CLIENTS



# SECTORS

# SALES

## TELCO & MEDIA

Sector of **telecommunications** and communication media and their buildings and infrastructures

## TRANSPORT & LOGISTICS

**Transport** and **logistics** sector and its road, motorway, rail, port and airport infrastructures

## ENERGY

**Energy** sector and its **buildings** and **infrastructures**, Measurement, analysis, optimization and prediction of **energy consumption**

## OIL & GAS

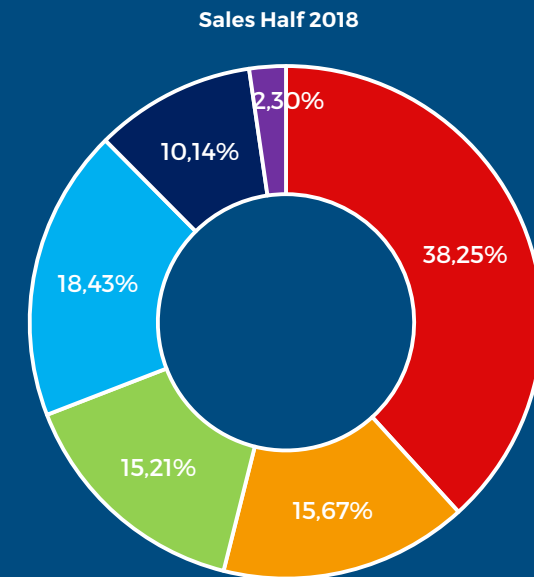
**Oil Sector** storage and Gas Station networks

## ARCH & BUILDINGS

**Real estate** sector, individual and networked real estate complexes for commercial, office, residential and tourist-receptive purposes.

## INDUSTRIAL

Electronic, engineering, automotive, chemical, pharmaceutical, paper, textile, clothing, food; their buildings and infrastructure



SECTORS	SALES HALF 2017	SALES HALF 2018	2018 vs 2017
TELCO & MEDIA	8,0 Mn €	8,3 Mn €	+4%
T&L	2,9 Mn €	3,4 Mn €	+17%
OIL & GAS	3,4 Mn €	3,3 Mn €	-3%
BUILDING	2,7 Mn €	4,0 Mn €	+48%
INDUSTRIAL	1,7 Mn €	2,2 Mn €	+29%
ENERGY	0,3 Mn €	0,5 Mn €	+67%
<b>TOTAL</b>	<b>19,0 Mn €</b>	<b>21,7 Mn €</b>	<b>+14%</b>

# DBA WORLDWIDE

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



## DBA OFFICES

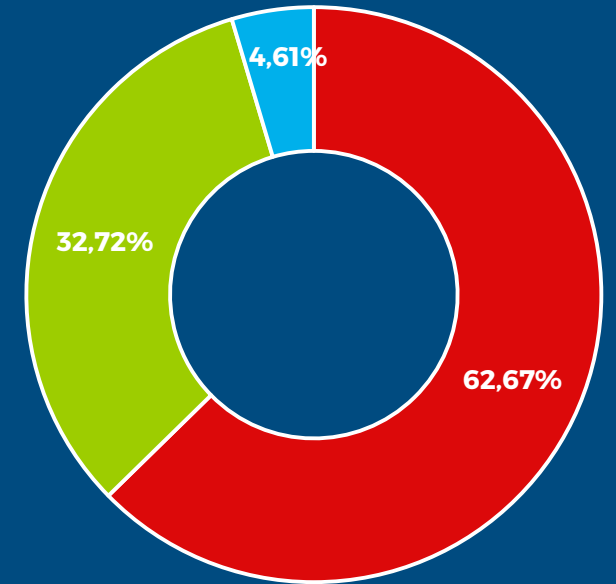
Italy, Slovenia, Croatia, Serbia, Bosnia and Herzegovina, Montenegro, Russia, Azerbaijan

## PROJECTS

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

DBA GROUP

Sales Half 2018



AREA	SALES HALF 2017	SALES HALF 2018	2018 vs 2017
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%
<b>TOTAL</b>	<b>19,0 Mn €</b>	<b>21,7 Mn €</b>	<b>+14%</b>

Alert: HY 2018 Results are subject to Revision and to slight modifications



# TELCO & MEDIA TELECOMMUNICATION

1998 ACTIVE SINCE

12 MAIN CLIENTS

10 COUNTRIES OF OPERATIONS

+ 31,000 RADIO SITES

80,000 KM OF FIBER OPTIC NETWORKS



**VODAFONE, TIM, H3G, WIND, WIND3,  
INWIT, EOLO, ZTE, CELLNEX**

ITALY  
Professional Services for Implementation  
of Mobile and FWA Network  
Technological Plants



**FASTWEB, OPEN FIBER, METROWEB**

ITALY  
Safety Management and Works  
Supervision for fiber and FTTS  
connections



**AMENA, XFERA, ARIA, MEDITEL, PEGASO**

SPAIN - TURKEY - MOROCCO - MEXICO  
Project Management services for Mobile  
Network Realizations



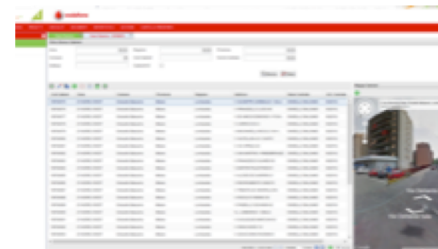
**OPEN FIBER**

ITALY  
FTTH GPON Fiber Optic and FWA network  
realisation in 16 cities with 1,5Mn +  
HouseHolds



**HUAWEI**

ITALY  
Rollout and End-to-end Technology  
Swap in Vodafone's Core and Transport  
network;



**VODAFONE**

ITALY  
Project Management for ULL, FTTC, FTTN,  
backbone DWDM projects  
DBA Project+: web based platform to  
support all phases of project FTTC (Fibre To  
The Cabinet).

# TELCO & MEDIA IT INFRASTRUCTURE

2005 ACTIVE SINCE

5 MAIN CLIENTS

> 150 DATA CENTER AND POP

> 100.000 TOTAL SQM

4 UPTIME INSTITUTE ACCREDITED TIER DESIGNER



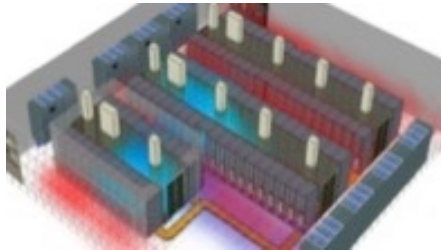
## WIND

MOLFETTA (BARI) - ITALY  
Realization Web Farm - Data Center



## LEPIDA

RAVENNA - ITALY  
New Construction of Data Center



## TIM

BARI  
Data Center - Disaster Recovery



## BNL

ROME, BOLOGNA, TORINO - ITALY  
New Data Center and Disaster Recovery  
New Business Continuity Center



## ETRA

PADUA - ITALY  
New Construction of Data Center



## IT SERVICES FOR DC

ISO 27001 certified Data Center , Housing and Hosting, IT Consulting, IT Infrastructure Security, IT Outsourcing, System Integration (in partnership with IBM, Lenovo Microsoft, Fujitsu, VMware, Cisco, Samsung)

# TRANSPORT & LOGISTICS

## TRANSPORT / ITS

1998 ACTIVE SINCE

8 COUNTRIES

>5 MULTI LANE FREE FLOW  
ETS SYSTEMS DESIGNED

10 MAIN CLIENTS

>10 PROJECTS PORTS

>200 TUNNEL DESIGNED  
>500 KM OF HIGHWAYS WITH  
ETS SYSTEMS



### ANAS, SPEA

ITALY

Plants along Roads and Tunnels



### FEDERAL AGENCY "ROSTRANSMODERNIZATSIA"

TAMAN - RUSSIA

Concept and Preliminary Design  
of Dry Cargo area



### ZAO PETERBURG DORSEVIS

RUSSIA

Toll System and Management System of  
Russian Federal Highway M10



### ADR ENGINEERING SPEA EURO ENG.

ROME - ITALY

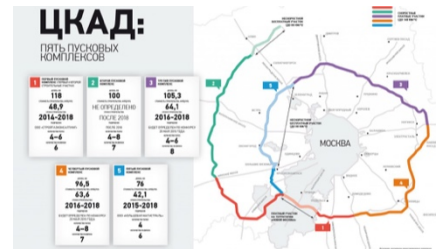
New West Apron International Airport of  
Rome "Leonardo Da Vinci"



### GOVERNMENT OF MONTENEGRO

MONTENEGRO

Cetinje Municipality - Cable Car PPP  
Kotor



### AVTODOR RUSSIAN HIGHWAYS

MOSCOW - RUSSIA

Great Ring Road CKAD Section 3

# TRANSPORT & LOGISTICS



1998 ACTIVE SINCE  
8 COUNTRIES

>10 PORTS SERVED BY  
OUR SOFTWARE

216 MN OF TONS OF GOODS  
HANDLED YEARLY

>3,0 MN OF TEU  
HANDLED YEARLY



## PORT OF TRIESTE

ITALY  
Ro-Ro Terminal Operating Systems



## PORT OF PLOČE

CROATIA  
Implementation of Port Community System for Port Authority



## PORT OF LIVORNO

ITALY  
Development and maintenance of Port Community System



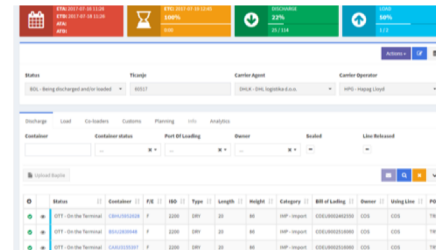
## PORT OF KOPER

SLOVENIA  
Implementation of PMIS, PCS, TOS, WMS, SAP, Billing System



## PORT OF BAR

MONTENEGRO  
Supply of Port Community System



## PORT OF BAKU

AZERBAIJAN  
Implementation of complete Port Management System

# ENERGY POWER & ENERGY

2011 ACTIVE SINCE

>40 SUBSTATIONS

>10 POWER LINES

> 150 CHARGING POINTS IN  
ITALY

>10 ENERGETIC STORAGES

>30 HYDROELECTRIC POWER  
PLANTS



## TERNA

ITALY  
Electrical Power Substations and  
Overhead lines



## SICI SRL

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



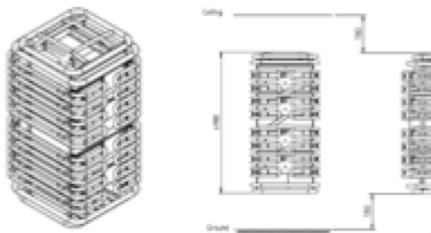
## CESI, PRYSMIAN, TERNA CG

MONTENEGRO  
Underground Power Cable  
HVDC Substation



## TERNA

ITALY  
Renewable Energy Storage Project



## ABB

ITALY - FRANCE  
International HVDC Power Connection

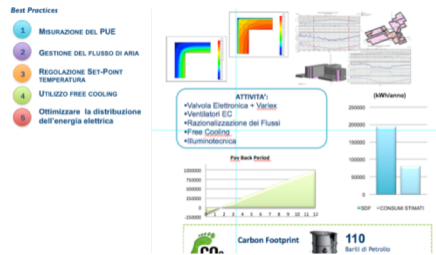


## ENEL X

ITALY  
Recharging Points for electric vehicles

# ENERGY EFFICIENCY

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



**WIND**  
ITALY  
Energy Efficiency- Data Center



**ENAC**  
ITALY  
Energy Audits in 15 Airports



**BUILDINGS**  
ITALY  
Energy Audits Buildings



**BENETTON**  
ITALY  
Energy Audits in Headquarter, Offices, Store, etc.



**MEDIASET GROUP**  
ITALY  
Energy Audits in Offices and Television Studios



**ENI**  
ITALY  
Monitoring and Measurement of Energy Consumptions through Tailor-made Software

# OIL & GAS RETAIL OIL

2003 ACTIVE SINCE

2 COUNTRIES

5 MAIN CLIENTS

75 GAS STATIONS NEWLY DESIGNED

> 6.000 GAS STATIONS RENOVATED OR MAINTAINED



## ENI

ITALY  
Restyling of Sales Points National  
Gasoline Stations Network



## AUTOGRILL

ITALY  
New Construction Gasoline Station Food  
and Beverage Areas



## API

ITALY  
Restyling of Sales Points National  
Gasoline Stations Network



## PRIMARY ANGOLAN OIL&GAS COMPANY

ANGOLA  
Complete Design of Master Gas Station



## TOTALERG

ITALY  
Renovation of  
Wastewater Treatment Plant on Gasoline  
Station



## ISTRABENZ PLINI

SLOVENIA  
Full Outsourcing, 5 Data Centers in 4  
Countries, +110 Virtual and Physical  
Servers, + 200 Users, Full Maintenance

# OIL & GAS



1998 ACTIVE SINCE  
5 COUNTRIES  
3 MAIN CLIENTS  
350 GAS STATIONS SERVED



## GAZPROM

BOSNIA & HERZEGOVINA  
Implementation of GL software in gas stations and headquarters



## CRODUX

CROATIA  
Implementation of GL software in gas stations and headquarters



## MOL

SERBIA, SLOVENIA  
Implementation of GL software in gas stations and headquarters



## ENI

ITALY  
Implementation of Restrooms Maintenance System, module of GL+ software in gas stations



## OMV

SLOVENIA, CROATIA, SERBIA  
Implementation of GL software in gas stations and headquarters



## LOGO

SLOVENIA  
Implementation of GL software in gas stations and headquarters



# ARCH & BUILDINGS ARCHITECTURE & MASTERPLAN

1993 ACTIVE SINCE

8 COUNTRIES

15 MAIN CLIENTS

> 500.000 SQM ADDRESSED



## COMUNE DI VARESE

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



## PROVINCIA DI TREVISO

MONTEBELLUNA - TREVISO - ITALY  
New High School complex  
«Liceo Scientifico Primo Levi»



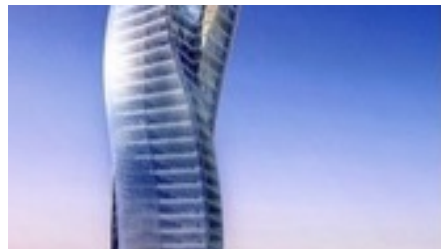
## CITY LIFE

MILAN - ITALY  
New Residential Tower and Park



## APV INVESTIMENTI

VENICE - ITALY  
Hotel, Office, Auditorium and Car Parking



## PERMASTEELISA

BAKU - AZERBAIJAN  
Socar Tower Offices Design and Construction Management



## TDC - RADIANCE GROUP

TATARSTAN - RUSSIAN FEDERATION  
Intermodal Hub, Hotel and Residence, Business Tower

# ARCH & BUILDINGS REAL ESTATE

1998 ACTIVE SINCE

10 MAIN CLIENTS

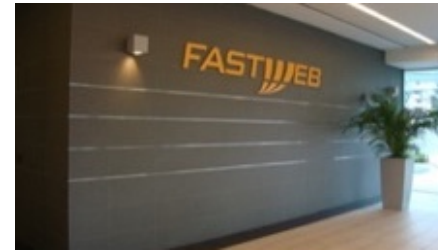
> 5.000 WORKPLACE

> 120.000 SQM ADDRESSED



## UNICREDIT

MILAN - ITALY  
Restructuring of «Palazzo Uffici Fulvio Testi»



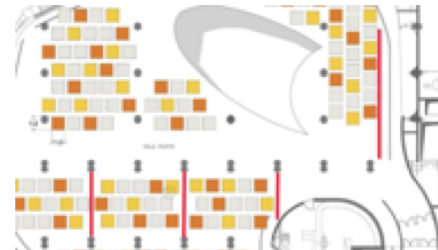
## FASTWEB

ITALY  
Restructuring of several offices in Bologna, Bari, Milan, Naples, Palermo, Rome



## BNL

VENICE - ITALY  
Headquarter's restyling



## ENEL

ITALY  
Restructuring and conservative maintenance of offices around Italy



## VODAFONE

ROME - ITALY  
Restructuring of the office building named «Torrino»



## TIM

ROMA  
Executive BIM planning  
Restructuring of «via Oriolo» office buildings

# ARCH & BUILDINGS

## RETAIL

2003 ACTIVE SINCE

10 MAIN CLIENTS

> 6.000 SHOPS

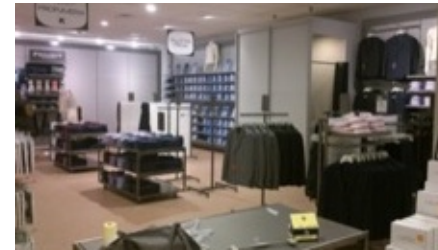
> 650.000 SQM ADDRESSED



### MPS

ITALY

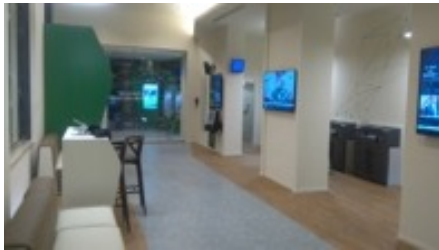
Restyling and Restructuring of Branch Offices throughout the National Territory



### COIN GROUP

ITALY

Restyling of Sales Point



### BNL

ITALY

Renovation of 300+ Branch Offices



### VODAFONE

ITALY

Restyling of Sales Point



### McDONALD'S

ITALY

Building of new Restaurant (BIM)



### MPS

ITALY

DBA Project+: management of branch offices restyling and restructuring

# INDUSTRIAL INDUSTRIAL

2003 ACTIVE SINCE  
3 COUNTRIES  
>5 MAIN CLIENTS



## MARCOLIN EYEWEAR

ITALY  
Energy Efficiency Audits



## CIMOS

SLOVENIA  
IT Partner with Microsoft and Lenovo



## VINAKOPER

SLOVENIA  
Maintenance Services for Information System and Hosting for SAP system



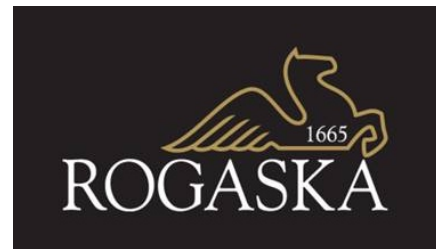
## LITOSTROJ POWER

SLOVENIA  
IT Partner with Microsoft and Lenovo



## DROGA KOLINSKA

BOSNIA & ERZEGOVINA  
Maintenance Services for Server



## STEKLARNA ROGAŠKA

SLOVENIA  
Complete IT Outsourcing Services

# SOFTWARE APPLICATIONS

1998 ACTIVE SINCE

>10 MAIN CLIENTS

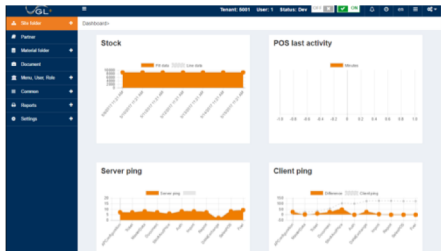
>200 PROJECTS AND SAFETY ON

>30.000 FTTC STREET CABINETS MANAGED

CONSTRUCTION SITES MANAGED

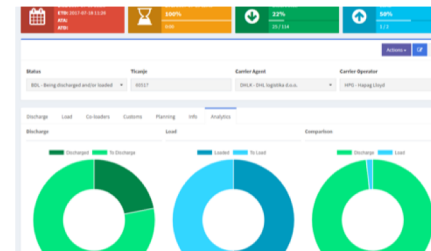
THROUGH SPECIFIC SOFTWARE

>200 TONS OF GOODS HANDLED YEARLY BY OUR SW



**GL+**

Complete solution for Retail Oil business



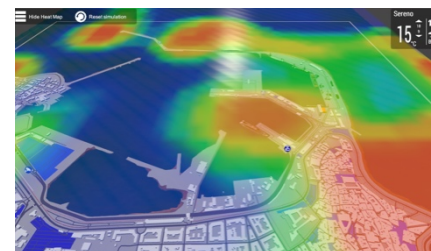
**PORT-LINE**

The Port Management System



**DBA SET**

Energy management solution: monitoring, optimisation and consumption prediction through proprietary Big Data and IoT platform



**ISMAEL**

Environmental Monitoring and Prediction Platform

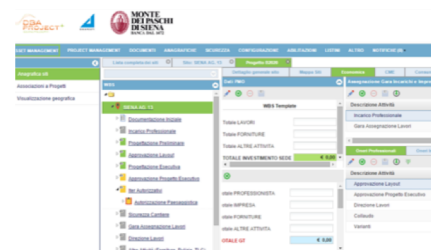
**POSIC** YOUR Web Safety Management

- Collaboration**: POSIC è una piattaforma web-based accessibile da tutte le figure professionali
- Mobile Devices**: POSIC è sempre ovunque e dispone di funzioni avanzate per check-in e rapporti in campo
- Document Management**: POSIC è il cuore nella produzione e catalogazione di documenti
- Massima flessibilità**: POSIC è adattabile a singoli moduli con formati software a pag per uso
- Compliance**: POSIC è conforme a tutte le normative
- Efficienza**: POSIC è il software per il tuo business

www.posic-abadabit

**POSIC**

Health & Safety Management Application



**DBA PROJECT+**

Asset and Project Management solution applied to FTTx and mobile networks projects



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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