

2018

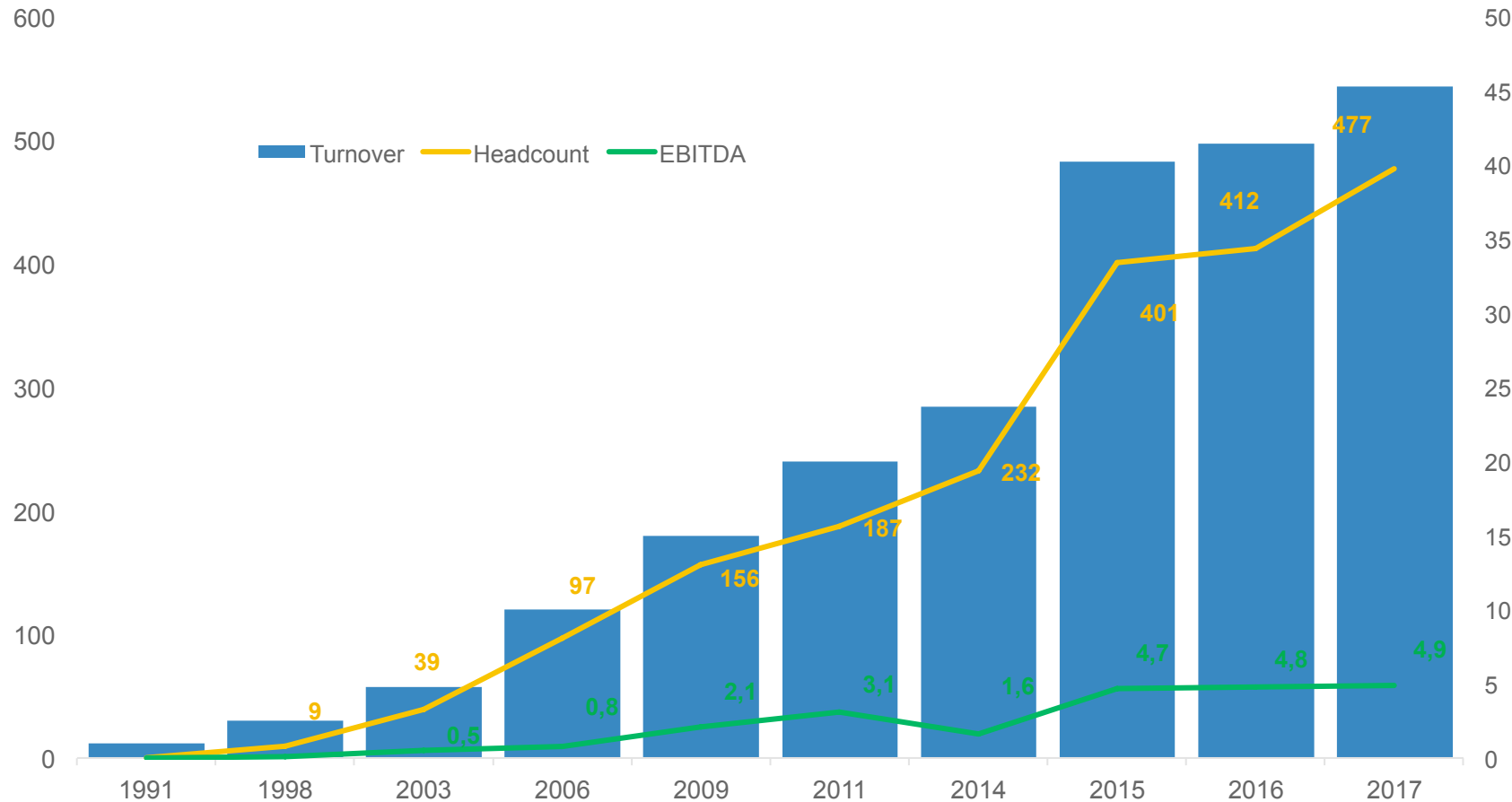
AIM CONFERENCE

MILANO 28 MAGGIO 2018

DBA GROUP



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.	46,20%
Neuberger Berman AIFM Ltd	9,85%
Mercato	43,95%

DBAGROUP

is an **independent** group of companies **specialized** in network connectivity and infrastructure lifecycle

45

REVENUES

360

ACTIVE CLIENTS

477

SKILLED
PROFESSIONALS

8

COUNTRIES
PRESENCE

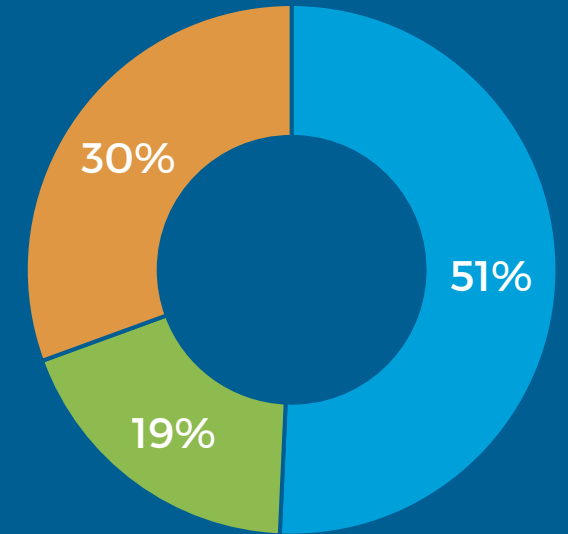
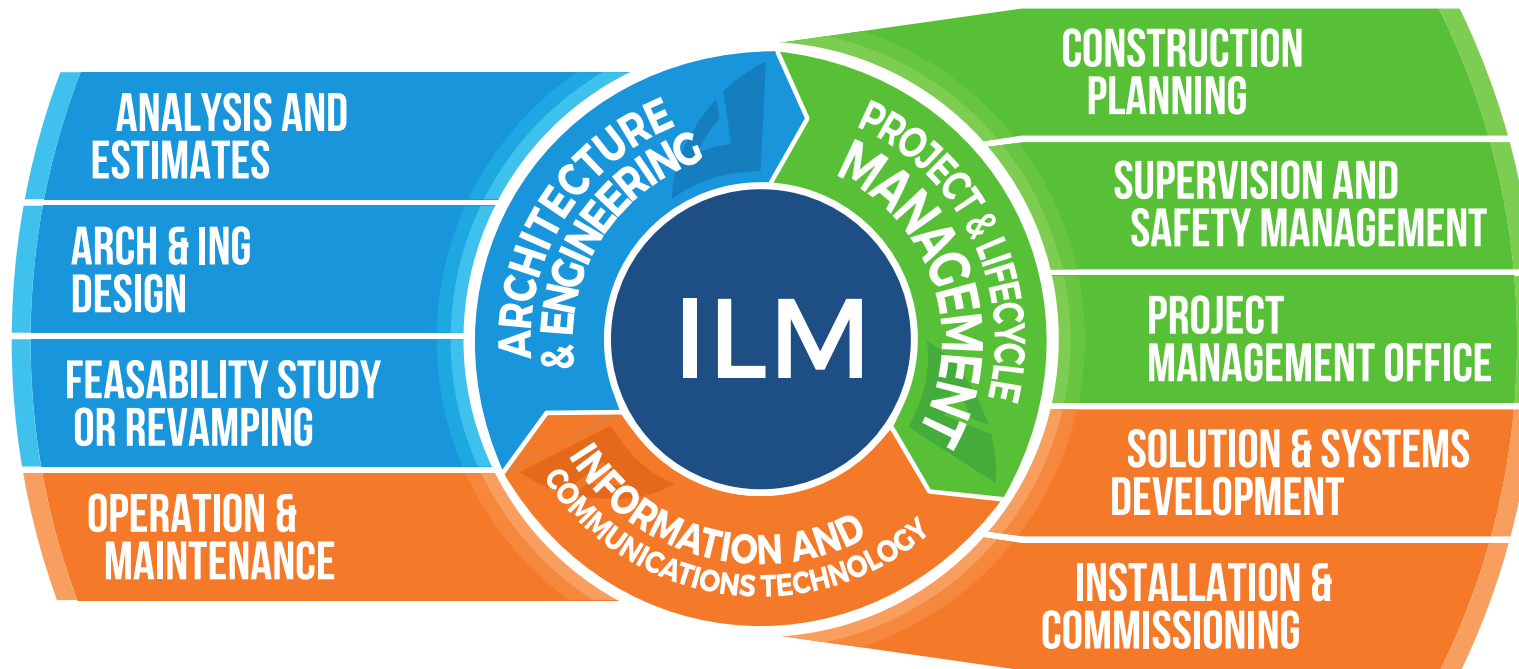
27

YEARS OF
EXPERIENCE

DBA Group is an Italian Technology Company focused on high added value solutions and services, with a high degree of innovation.

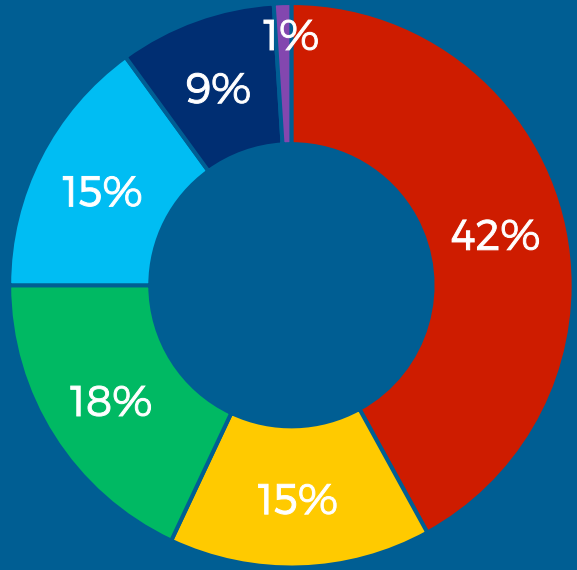
SERVICES

Infrastructure Lifecycle Management



ASA	SALES 2017
ENG	21,4 MLN €
PMO	7,9 MLN €
ICT	12,9 ML €
TOT	42,2 ML €

MARKETS



SECTORS	SALES 2017
Telco & Media	17,7 MLN €
T&L	6,5 MLN €
OIL & GAS	7,6 MLN €
BUILDING	6,1 MLN €
INDUSTRIAL	3,7 MLN €
ENERGY	0,6 MLN €
TOTAL	42,2 MLN €

PRODUCTS SOFTWARE

DBA PROJECT+ INFRASTRUCTURE LIFECYCLE MANAGEMENT

POSIC SAFETY MANAGEMENT

PORT-LINE PORT MANAGEMENT INFORMATION SYSTEM

GL+ GAS STATIONS MANAGEMENT

DSS-LINE DECISION SUPPORT SYSTEM

BUSINESS REGION

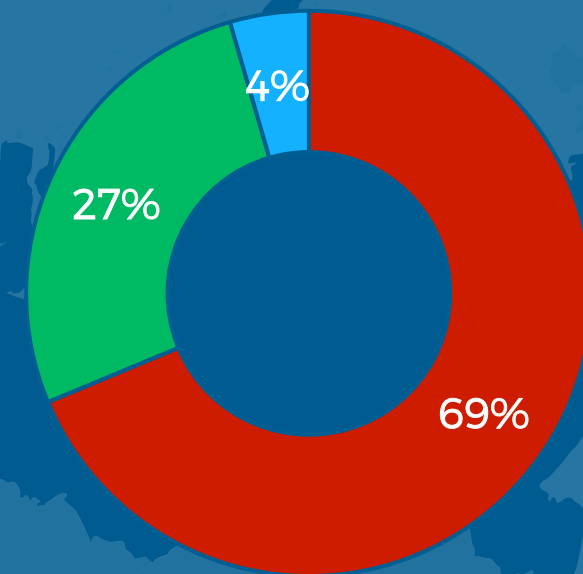
The Group operates through its 12 offices in Italy and 10 abroad

DBA offices

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

Projects

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



BUSINESS AREA	SALES 2017
Italy	29 MLN €
Balkans	11 MLN €
Russia & Caucasus	1,9 MLN €
TOTAL	42,2 MLN €

MARKETPOTENTIAL -REFERENCES

BUILDINGS	Increased demand for social infrastructure: Large investments in infrastructures for schools, health and urbanization in emerging markets	US\$ 997 B
TELCO & MEDIA	Positive macroeconomic outlook and the streamlining and modernization will boost IT investments Technological progress and the spread of high-speed broadband	US\$ 258 B
LOGISTICS	One Belt and One Road Initiative will increase investments to manage traffic and infrastructures Shipping needs new technologies to comply with new regulations and market pressure	US\$ 946 B
OIL & GAS	Higher complexity, technological change and new standards will force companies to renovate their networks Upstream spending and investments in refining industry are expected to soar from 2017	US\$ 424 B
ENERGY	Increase in energy efficiency services for commerce, PA and manufacturing European investment in renewables grows by 2,6% per year (ca.\$40bn per year)	US\$ 1.164 B
INDUSTRIAL	Economic recovery in the Eurozone and in the Balkans will drive an increase in industrial investments	US\$ 625 B

ARCH & BUILDINGS

ARCHITECTURE & MASTERPLAN

1993 ACTIVE SINCE

8 COUNTRIES

15 MAIN CLIENTS

> 350.000 SQM ADDRESSED



VENICE PORT AUTHORITY

VENICE - ITALY
Hotel, Office, Auditorium and Car Parking



PROVINCIA DI TREVISO

MONTEBELLUNA - TREVISO - ITALY
Liceo Scientifico Primo Levi



CITY LIFE

MILAN - ITALY
New Residential Tower and Park



COMUNE DI VARESE

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



PERMASTEELISA

BAKU - AZERBAIJAN
Socar Tower & Construction Management



TDC - RADIANCE GROUP

TATARSTAN
Intermodal Hub, Hotel and Residence, Business Tower

ARCH & BUILDINGS REAL ESTATE

1998 ACTIVE SINCE

10 MAIN CLIENTS

> 3.000 NR. OF WORKPLACE

> 120.000 SQM ADDRESSED



UNICREDIT

MILAN - ITALY
Restructuring of Uffici Palace
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 named
«Torrino»



ENEL

ITALY
DBA Project+: management and restyling
of offices

ARCH & BUILDINGS

RETAIL

2003 ACTIVE SINCE

10 MAIN CLIENTS

> 6.000 NR. OF SHOPS

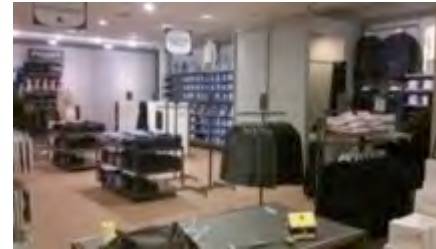
> 650.000 SQM ADDRESSED



MPS

ITALY

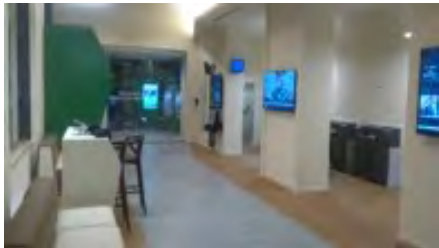
Restyling and Restructuring of Branch Offices throughout the National Territory



COIN GROUP

ITALY

Restyling of Sales Point



BNL

ITALY

Renovation of 300+ Branch Offices



VODAFONE

ITALY

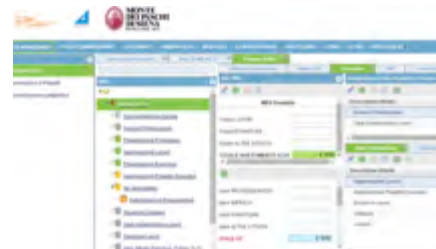
Restyling of Sales Point



MCDONALD'S

ITALY

Building of new Restaurant (BIM)



MPS

ITALY

DBA Project+: management of branch offices restyling and restructuring

TELCO & MEDIA IT INFRASTRUCTURE

2005 ACTIVE SINCE

4 MAIN CLIENTS

> 150 DATA CENTER AND POP

> 100.000 TOTAL SQM



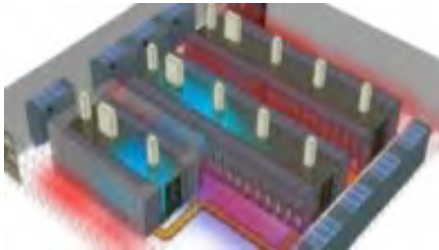
WIND

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



LEPIDA

RAVENNA - ITALY
New Construction of Data Center



TIM

SPAIN-TURKEY-MOROCCO-MEXICO
Realization of new mobile networks



BNL

BOLOGNA, TURIN, ROME - ITALY
New Data Center and Disaster Recovery



ETRA

PADUA - ITALY
New Construction of Data Center



IT SERVICES FOR DC

Hosting e Housing, IT project
management, IT security

TRANSPORT & LOGISTICS

TRANSPORT / ITS

1998 ACTIVE SINCE

8 COUNTRIES

6 MULTI LANE FREE FLOW
ETS SYSTEMS DESIGNED

10 MAIN CLIENTS

11 PROJECTS PORTS

200 TUNNEL DESIGNED
298 KM OF HIGHWAYS WITH
ETS SYSTEMS



ANAS, SPEA

ITALY

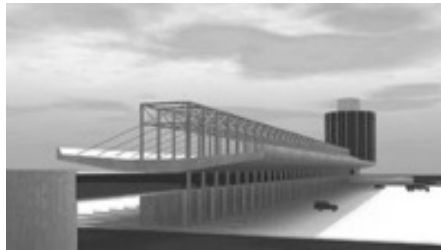
Plants along Roads and Tunnels



AUTORITÀ PORTUALE DI VENEZIA

VENICE - ITALY

Logistic Platform of Fusina new Ro-Ro Terminal



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 I

MONTENEGRO

Cetinje Municipality - Cable Car Ppp
Kotor



AVTODOR RUSSIAN HIGHWAYS

MOSCOW - RUSSIA

Great Ring Road CKAD Section 3

TRANSPORT & LOGISTICS PORT-LINE

1998 ACTIVE SINCE
8 COUNTRIES

11 N° PORTS SERVED BY
OUR SOFTWARE

216 TONS OF GOODS HANDLED
YEARLY BY OUR SW

3,2 TEU HANDLED
YEARLY



PORT OF TRIESTE

TRIESTE - ITALY
Ro-Ro Terminal Operating Systems



PLOČE PORT

PLOČE - CROATIA
Implementation of Port Community
System for Port Authority



LIVORNO PORT

LIVORNO - ITALY
Development and maintenance of Port
Community System



KOPER PORT

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



BARI PORT

BARI - ITALY / MONTENEGRO
Supply of Port Community System



BAKU PORT

BAKU - AZERBAIJAN
Implementation of complete Port
Management System

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



PETROL

SLOVENIA
First designs in BIM

OIL & GAS GL+ SUPPORTED

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

ENERGY POWER & ENERGY

2011 ACTIVE SINCE
42 NR. SUBSTATION
10 NR. POWER LINES

30 KM TRASMISSION LINES
DESIGNED
10 NR. ENERGETIC STORAGES
30 HYDROELECTRIC POWER
PLANTS



TERNA

ITALY
Construction of Electrical Power
Substations



SICI SRL

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



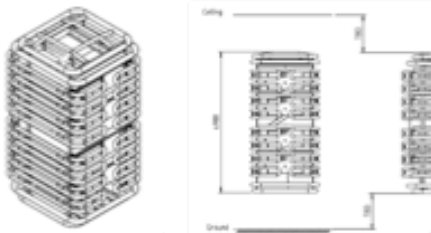
CESI AND PRYSMIAN E TERNA CG

MONTENEGRO
Underground Power Cable



TERNA

ITALY
Storage Project



ABB

ITALY - FRANCE
International HvdC Power Connection

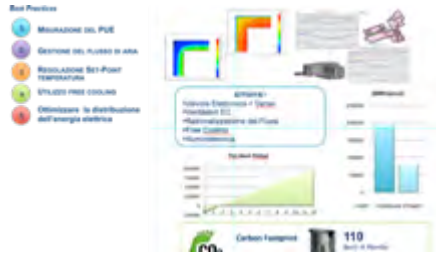


FISIA ITALIMPIANTI

DOHA WEST - QATAR
Insertion of 5 Gas Turbines on Doha West
Desalination Plant

ENERGY ENERGY EFFICIENCY

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



WIND

ROME - ITALY
Energy Efficiency- Data Center



ENAC

ITALY
Energy Audits in 15 Airports



BUILDINGS

Energy Audits Buildings



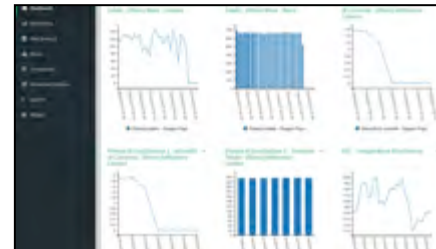
BENETTON

Energy Audits in Headquarter, Offices, Store, etc.



MEDIASET GROUP

ITALY
Energy Audits in Offices and Television Studios



ENI

Monitoring and Measurement of Energy Consumptions through Tailor-made Software

INDUSTRIAL INDUSTRIAL

2003 ACTIVE SINCE
3 COUNTRIES
6 MAIN CLIENTS



LIVARNA TITAN

Maintenance Services for Data Center



CIMOS

IT Partner with Microsoft and Lenovo



VINAKOPER

Maintenance Services for Information System and Hosting for SAP system



LITOSTROJ POWER

IT Partner with Microsoft and Lenovo



DROGA KOLINSKA

Maintenance Services for Server



STEKLARNA ROGAŠKA

Complete IT Outsourcing Services

SOFTWARE APPLICATIONS

2002 ACTIVE SINCE

100 MAIN CLIENTS

200 PROJECTS AND SAFETY IN CONSTRUCTION

SITE MANAGED THROUGH SPECIFIC SOFTWARE

210 TONS MOVED THROUGH SPECIFIC SOFTWARE

330 GAS STATIONS MANAGED THROUGH SPECIFIC SOFTWARE

SPECIFIC SOFTWARE



GL+

Complete solution for Retail Oil business



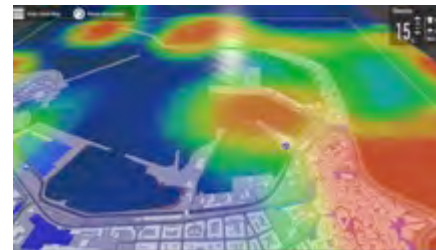
PORT-LINE

The Port Management System



ENI

Project Management Web Portal - Project, Construction and Testing Management



ISMAEL

The Environmental Monitoring Platform



POSIC

The Safety Management Portal



DBA PROJECT+

The Asset Management Portal

STRATEGY & USE OF PROCEEDS

We are on track with the implementation of our strategy

	INTERNAL GROWTH STRATEGY		EXTERNAL GROWTH STRATEGY
	NEW ORDERS	DEVELOPMENT FOREIGN MARKET	M&A
BEFORE IPO	<ul style="list-style-type: none"> Consolidation of the customer portfolio and supply homogenization in Italy and the Balkans. Acquisition of new orders for PA and private companies 	<ul style="list-style-type: none"> Development of the Balkan Area and Central Asia for Engineering and ICT-Software divisions the 6 industries in which we operate. 	<ul style="list-style-type: none"> Acquisition of small but strategic competitors in key sectors (in Italy and abroad). Acquisitions to speed up the development on the New Silk Road and the ICT-Software.
POST IPO	<ul style="list-style-type: none"> Enel X for Smart Mobility Italtel Open Fiber Miur - Progetto Asmara (€1.1M) Reinforcement of management team 	<ul style="list-style-type: none"> Iran: 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"> Bid for Edita (€1.4M) DD for a ENG & PMO company 2 leads for Customs - Fast Corridor In conversation with a company active in the security, cybersecurity and critic events management
USE OF PROCEEDS	15% MANAGEMENT TEAM 15% R&D	20% INTERNATIONALIZATION	50% M&A

M&A UPDATE

UPDATE

SBU ENG:

SJS Engineering - ONGOING

- Value of the operation is € 3 million (51% of SJS)
- Turnover 2016 of € 3 million and EBITDA Adjusted of circa € 800.000.
- DBA Progetti and S.J.S. Engineering have combined revenues of circa € 23 million, presence in 10 countries circa 200 qualified professionals

SBU PMO:

- 1 lead PMO services along BRI - ONGOING

SBU ICT:

- Bid for Edita (€1,4M) - DECLINED
- Bid for a company active in the security and cybersecurity management - ONGOING
- 1 LEAD for Customs - Fast Corridor - ONGOING
- 1 LEAD for Intelligent Transport System - ONGOING

PIPELINE

Analysing and in talks with 6 companies that operate in the following sectors:

- Engineering R&D and PMO
- ICT Consulting
- Energy Efficiency

GOVERNANCE

BOARD OF DIRECTORS

Two of the founding brothers have resigned from the Board of Directors so that new Board members representing the minority shareholders could be elected. The new board will be composed as follows:

- 2 founding members
- 1 independent member
- 1 member representing Neuberger Berman
- 1 member representing minority shareholders
- 3 specialists

MANAGERIALIZATION

- Claudia Marcolin has been hired as the new CEO of DBA Lab
- Gregor Veselko has been promoted to Chairman of DBA Lab
- Giuseppe De Marchi has been promoted to COO of the ICT division
- Diego Serafini has been promoted to COO of the ENG division
- Diego Da Ros has been promoted to COO of the PMO division
- Antonio Politano has been promoted to COO of the INN division

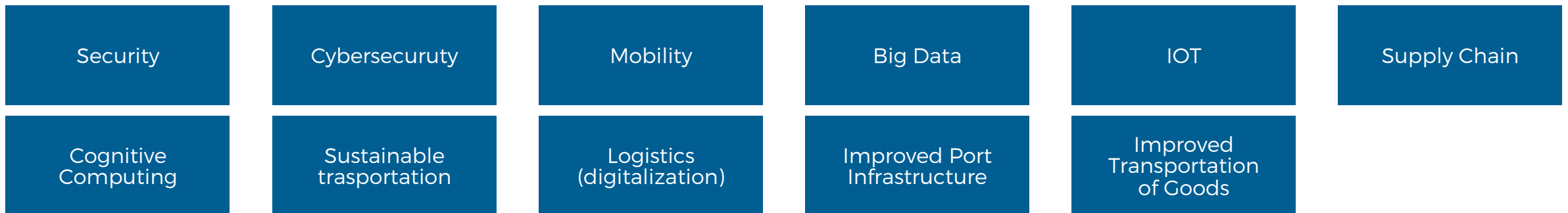
IR

A new resource, fully dedicated to our investors, has joined our Group

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.



This is
no small
project.

That's why we're doing it.

GROUNDUP
VISIONARIES
THE HARVARD COMPANY



**WE'RE READY
FOR YOUR PROJECT**