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1. **DBA Group**

- a) Who we are
- b) What we do
- c) Our integrated model
- d) DBA Group - High value added solutions and services
- e) Market potential
- f) International presence
- g) Our projects

2. **Full Year 2017 Results**

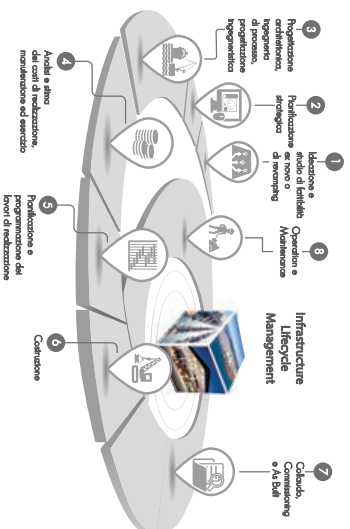
- a) DBA Group at a glance
- b) Highlights
- c) Customer analysis
- d) Strategy and use of proceeds
- e) Achievements post IPO
- f) Governance
- g) Company Stock and Warrants
- h) Outlook

a) WHO WE ARE

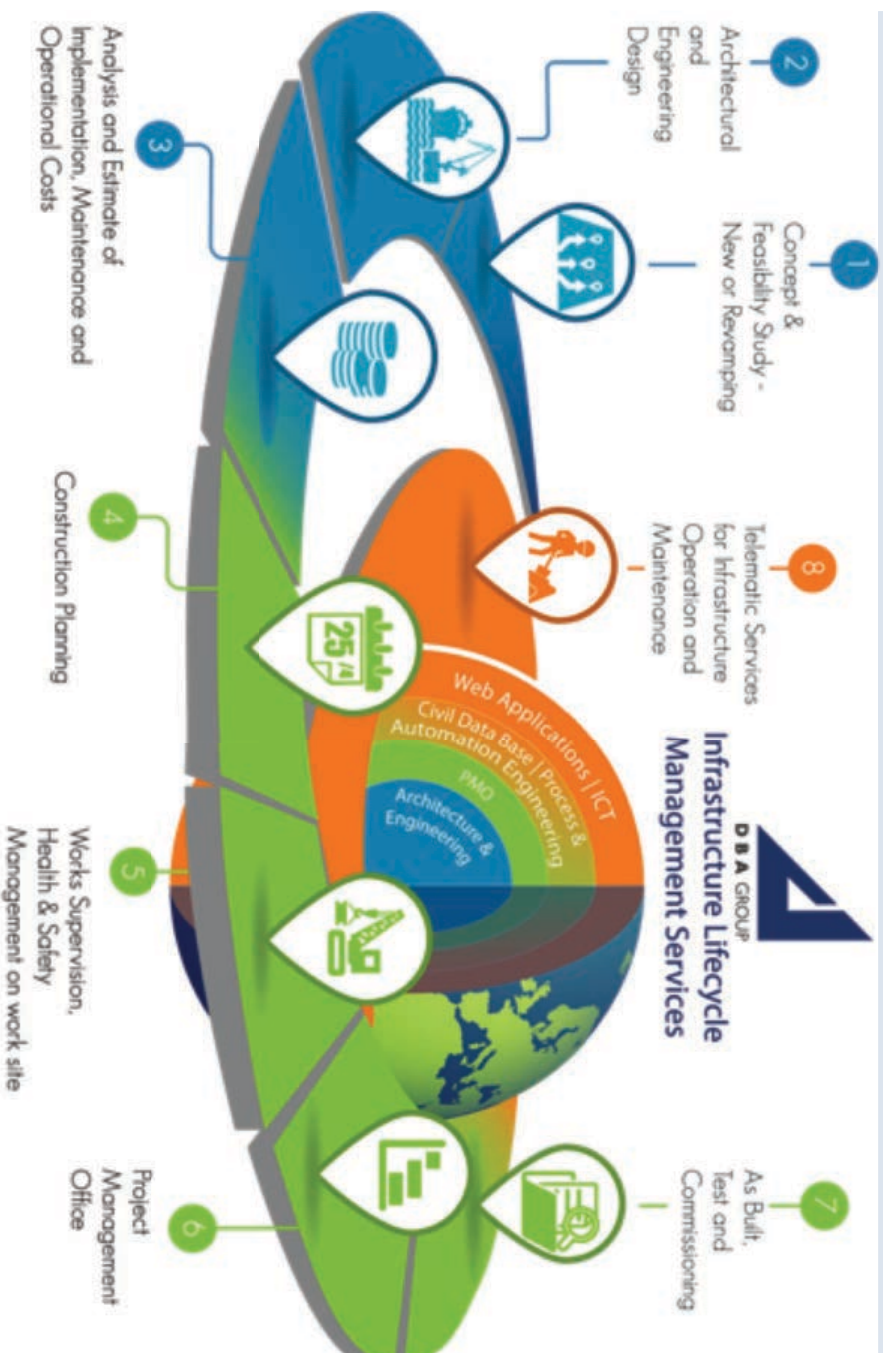
DBA Group is **specialized** in network connectivity and infrastructure lifecycle support solutions.

We are **a technology consulting firm** focused on **high value added solutions and services**, characterized by a relevant degree of **innovation**.

b) WHAT WE DO

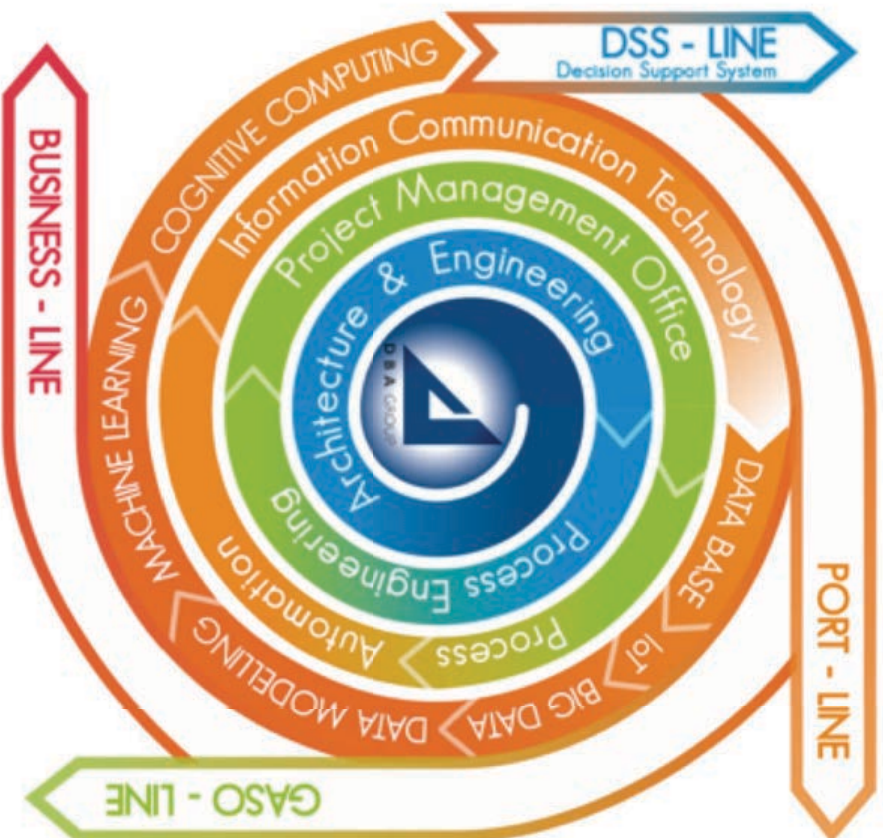


Highly efficient integrated value added services and software platforms



c) OUR INTEGRATED MODEL

Our highly integrated value added services and software platforms...



...an the industries in which we operate



d) DBA GROUP – High value added solutions and services



e) MARKET POTENTIAL – We compete in a global market

GLOBAL MARKET 2017-2021



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



TRANSPORT & 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



RETAIL & REBUILDING

- 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

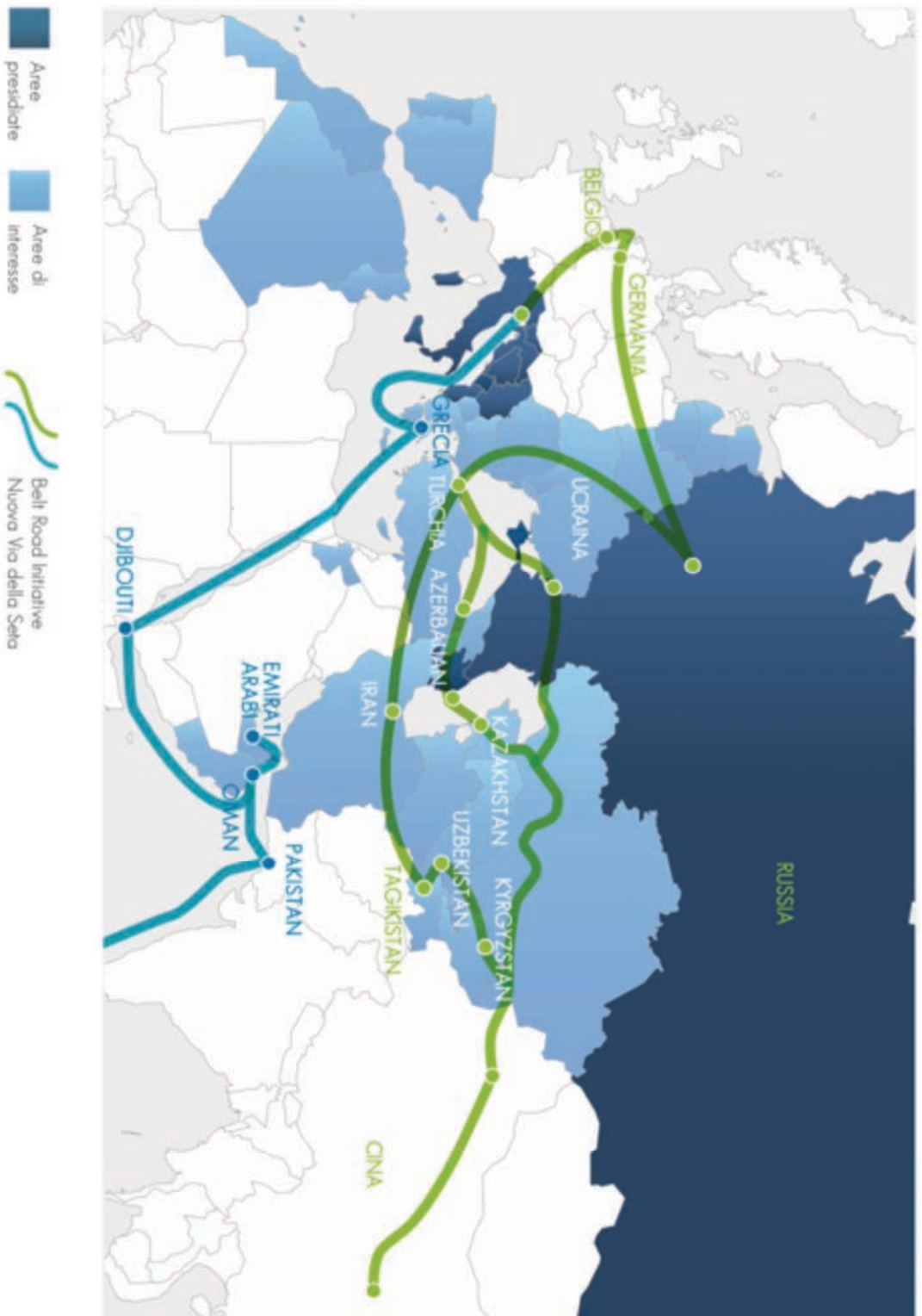


INDUSTRIAL

- Economic recovery in the Eurozone and in the Balkans will drive an increase in industrial investments

US\$ 625 B

f) INTERNATIONAL PRESENCE



DBA Group

We operate in Italy, the Balkans and Russia, the Caucasus and in the countries of the New Silk Road

g) OUR PROJECTS (1/2)

Key facts

Main clients

Main projects

Retail & RE Building

- ✓ 25 years of activity
- ✓ Areas of intervention: 8
- ✓ Main clients: about 15
- ✓ Sqm: over 120.000



- Port Authority (Baku)
- Terminal Passengers (2017)

Telco & Media

- ✓ 20 years of activity
- ✓ Areas of intervention: 10
- ✓ Main clients: 12
- ✓ N° site: over 25.000
- ✓ Km optic fibre: 6.000



- Vodafone, Telecom, H3G, Wind (Italy)
- Implementation Services TLC Network Systems

Transport & Logistics

- ✓ 20 years of activity
- ✓ Areas of intervention: 8
- ✓ Main clients: 10
- ✓ Projects: 10
- ✓ Designed Tunnels: 200



- Koper Port (Slovenia)
- Implementation of port logistics software

d) OUR PROJECTS (2/2)

	Key facts	Main clients	Main projects
Oil & Gas	<ul style="list-style-type: none"> ✓ 19 years of activity ✓ Areas of intervention: 4 ✓ Main clients: 5 ✓ Gas station: 6.300 		<ul style="list-style-type: none"> • GASOLine - Software for gas station management 
Energy	<ul style="list-style-type: none"> ✓ 10 years of activity ✓ N° substations: 27 ✓ N° energetic storage: 10 ✓ N° electric lines: 10 ✓ N° hydroelectric plants: 30 ✓ Energy Audit: over 500 		<ul style="list-style-type: none"> • TERNA (Italy) • Construction of Transformation Substation Plant 
Industrial	<ul style="list-style-type: none"> ✓ 20 years of activity ✓ Areas of intervention: 4 ✓ Main Clients 4 ✓ Projects 10 		<ul style="list-style-type: none"> • CIMOS • Slovenia 

1. DBA Group

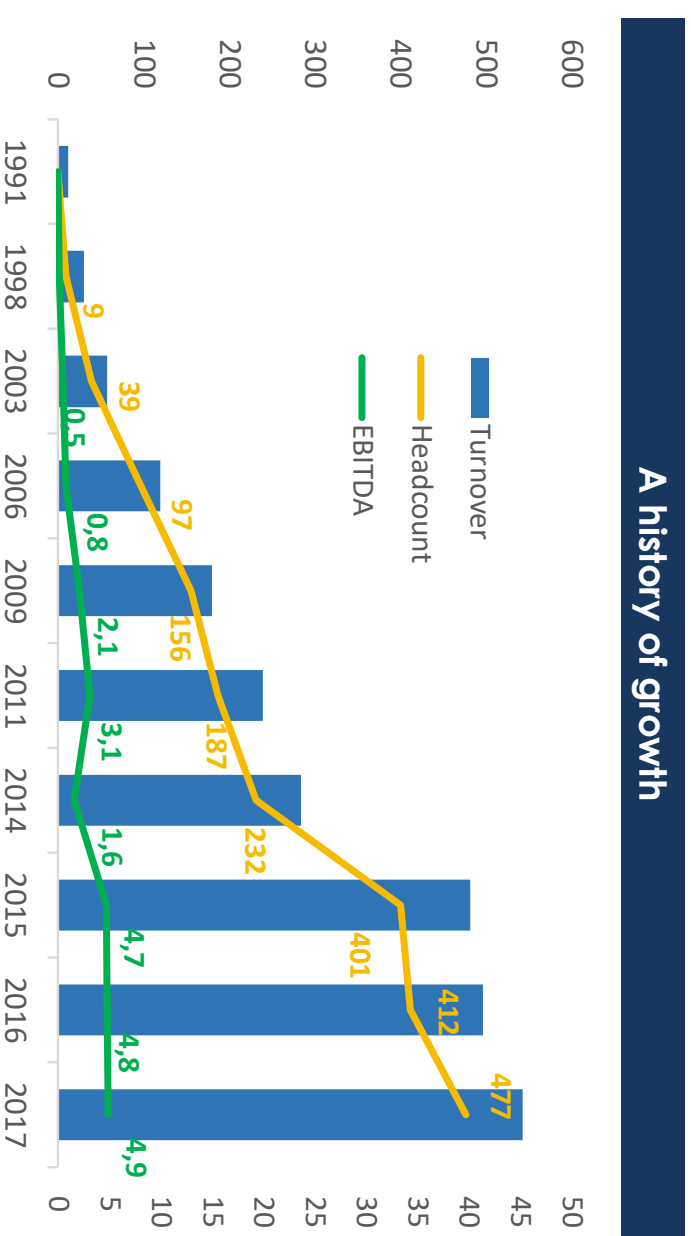
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2. Full Year 2017 Results

- a) DBA Group at a glance
- b) Highlights
- c) Customer analysis
- d) Strategy and use of proceeds
- e) Achievements post IPO
- f) Governance
- g) Company Stock and Warrants
- h) Outlook

a) DBA GROUP AT A GLANCE

- 45** Turnover (€/mln) in FY17
- 4.9** EBITDA (€/mln) in FY17
- 477** Employees
- 20** Operating units around the world
- 27** Years of history



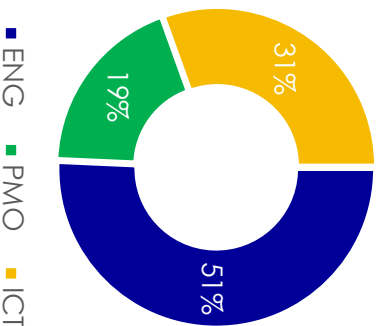
b) HIGHLIGHTS

A solid set of results:

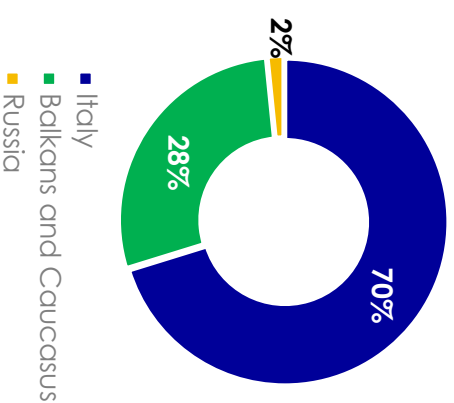
- **Revenues:** € 45,3M (+9,3% vs 2016)
- **Sales:** € 42M ((+3,2& vs 2016)
- **EBITDA adjusted:** € 4,9M (+1,3% vs 2016)
- **Net income:** € 1M (vs € 1.463 in 2016) *

	ENG: € 21,3M
	ICT: € 12,8M
	PMO: € 8M

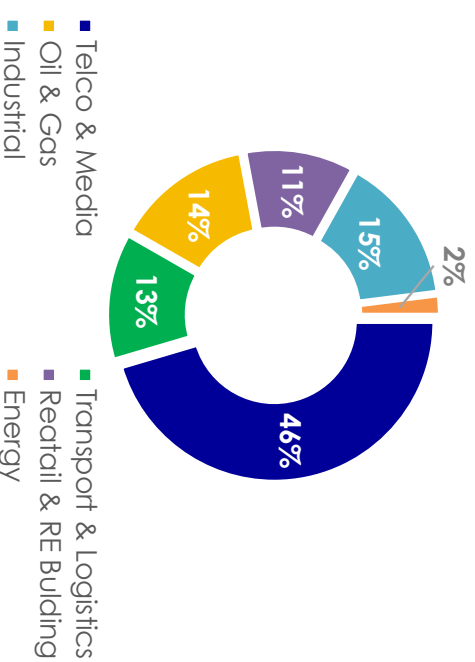
FY17 Revenue by **BU**



FY17 Revenue by **region**



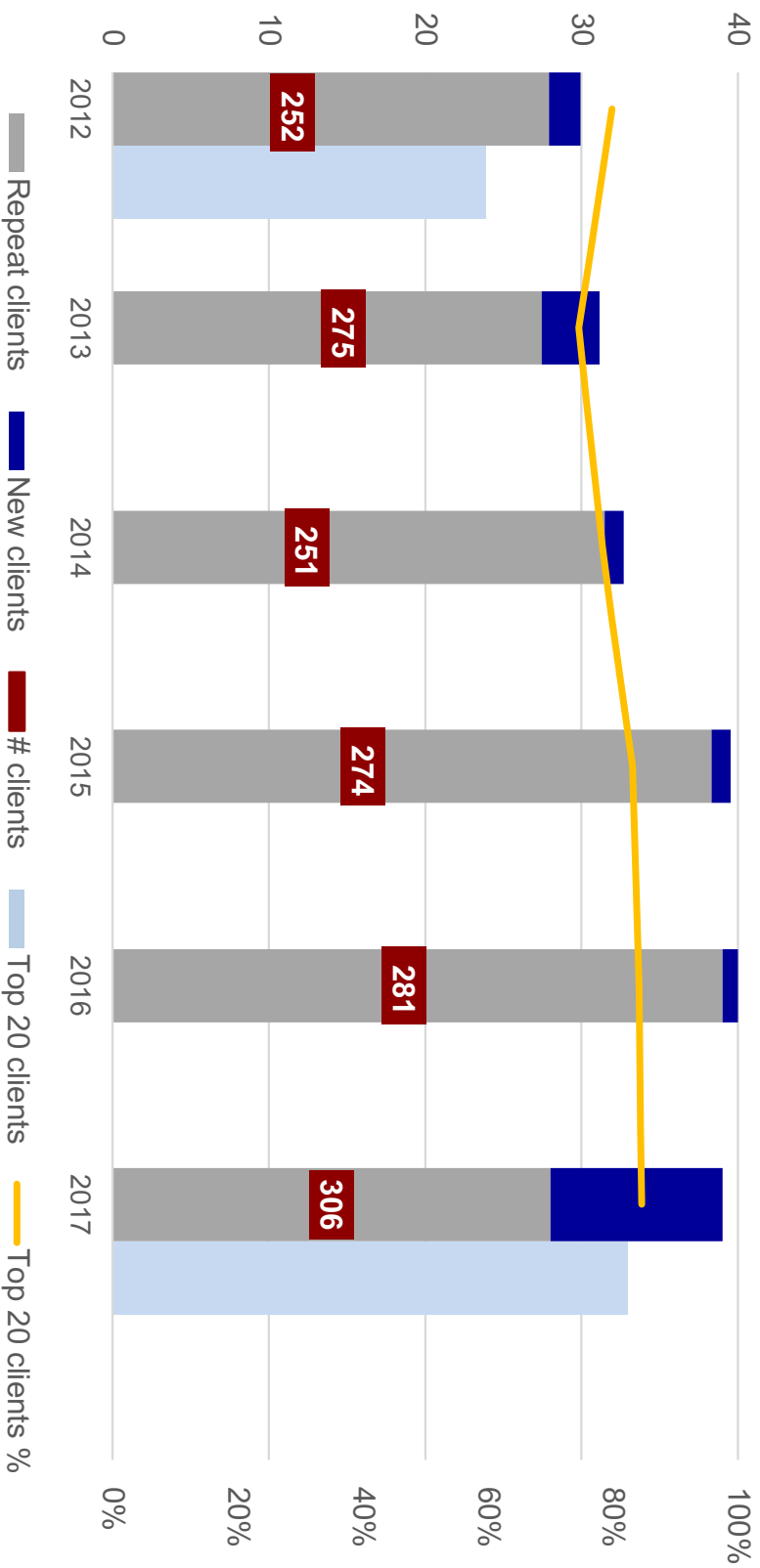
FY17 Revenue by **market**



*The difference is due to the cost of the IPO

b) CUSTOMER ANALYSIS

- Record year for **new clients** – **11 new clients** in **2017**
- **306 clients** in total
- **Top 20 clients:** 80% of total sales (ca € 35M)



e) STRATEGY and USE OF PROCEEDS

GOAL

Be the *first Italian player offering integrated ICT, PMO and ENG services* by 2021

INTERNAL GROWTH STRATEGY

NEW ORDERS

- Consolidation of the **customer portfolio** and **supply homogenization** in Italy and the Balkans.
- Acquisition of **new orders for PA and private companies**

New orders

- Enel X for Smart Mobility
- Italtel
- Open Fiber
- Miur – **Progetto Asmara** (€1.1mln)
- Reinforcement of **management team**
- Improving **inter company integration**

Post IPO

Use of
proceeds

15% Management Team
15% R&D

EXTERNAL GROWTH STRATEGY

DEVELOPMENT FOREIGN MARKET

- Development of the **Balkan Area** and **Central Asia** for Engineering and ICT-Software divisions the 6 industries in which we operate.

Market development

- 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).

20% Internationalization

M&A

- 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.

M&A activities post IPO

- Bid for **Edita** (€1,1M)
- DD for a **ENG & PMO company**
- 3 leads for **Customs – Fast Corridor**
- In conversation with a company active in the security, cybersecurity and critical events management

50% M&A

GOVERNANCE

- Cda
 - 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
 - 2 independent members
 - 1 Neuberger Berman
 - 1 member representing minority shareholders
 - 2 specialists
- Managerialization
 - Claudia Marcolin has been hired as the new CEO of DBA Lab
 - Giuseppe de Marchi COO for ICT division
- IR
 - A new resource, fully dedicated to our investors, has joined our Group

b) SHARE PRICE and WARRANTS



Full Year 2017 Results

SHAREHOLDER BASE

- Free float: 43.95%*
- DBA: 46,20%
- NB: 9,85%
- Free float breakdown:
 - 80% institutional
 - 20% Retail

*excluding the Price Adjustment Shares (PAS)

g) 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 sector to increase investments** in areas where **DBA Group** is already present:

Security	Cybersecurity
Mobility	Big Data
IOT	Supply Chain
Cognitive computing	Sustainable transportation
Logistics (digitalization)	Improved port infrastructure
Improved transportation of goods	

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



Climate changez



Globalization



Demographics



Internet of Things



Digitization & Security

Broadband & Connectivity



Urbanization & Mobility

Grazie



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