

# SHAPING THE FUTURE OF FINANCIAL SERVICES

Advisory, Technology, Digital

This presentation contains forward-looking statements regarding the timing and financial impact of Be SpA's ability to implement its business plan, expected revenues and future success. These statements involve a number of risks and uncertainties and are based on assumptions involving judgments with respect to future economic, competitive and market conditions and future business decisions, all of which are difficult or impossible to predict accurately and many of which are beyond BE SpA's control. Some of the important factors that could cause actual results to differ materially from those indicated by the forward-looking statements are general economic conditions, failure to achieve expected revenue growth, changes in our operating expenses, or legal developments, competitive pressures, changes in customer and market requirements and standards, and risk factors detailed from time to time in BE SpA's statutory filings, including without limitation, BE SpA's Annual Reports. The forward-looking statements in this press release are based upon management's reasonable belief as of the date hereof. BE SpA undertakes no obligation to revise or update publicly any forward-looking statements for any reason.

## "BE" AT A GLANCE: OUR KEY STATEMENTS

01

Leading «**Business Consulting & Advanced IT Service Platform**» for Financial Institutions. Consulting & ICT, expenditure in Banking sector is expected to keep on growing, reaching over € 50 bln in 2020 with an 8% Y/Y growth.

02

In only 10 years, starting from zero, becomes one of the top 5 consulting firms for revenues in Financial Industry in a G8 Country with an increasing international footprint (operations in 9 countries, ~40% of non domestic revenues in 2019).

03

A **wide range of value added services** offered to Banks, Insurance companies, Processors and new players (GAFA) in Financial Industry; leveraging on strong and valuable **partnerships with leading technology market leaders**.

04

Focus on **Top Multinational Financial Groups operating in Europe**: growing share of wallet among the **top 20 Banks in Europe**. Reducing portfolio concentration on Top5 clients from 74% to 53% in 3 years.

05

New areas of investment: **experiences and passions** are increasingly driving the propensity for digital spending. Being excellent in **managing this eco-system** opens up important opportunities as a stand-alone business and as a booster for our financial services portfolio.

06

Full **interest alignment** among **shareholders** and an experienced **management team**. More than 1,600 professionals, of which nearly 1,200 internal. We build on talented people forming leading specialists in Financial Industry. Be is a unique investment opportunity for investing in the area of professional services.

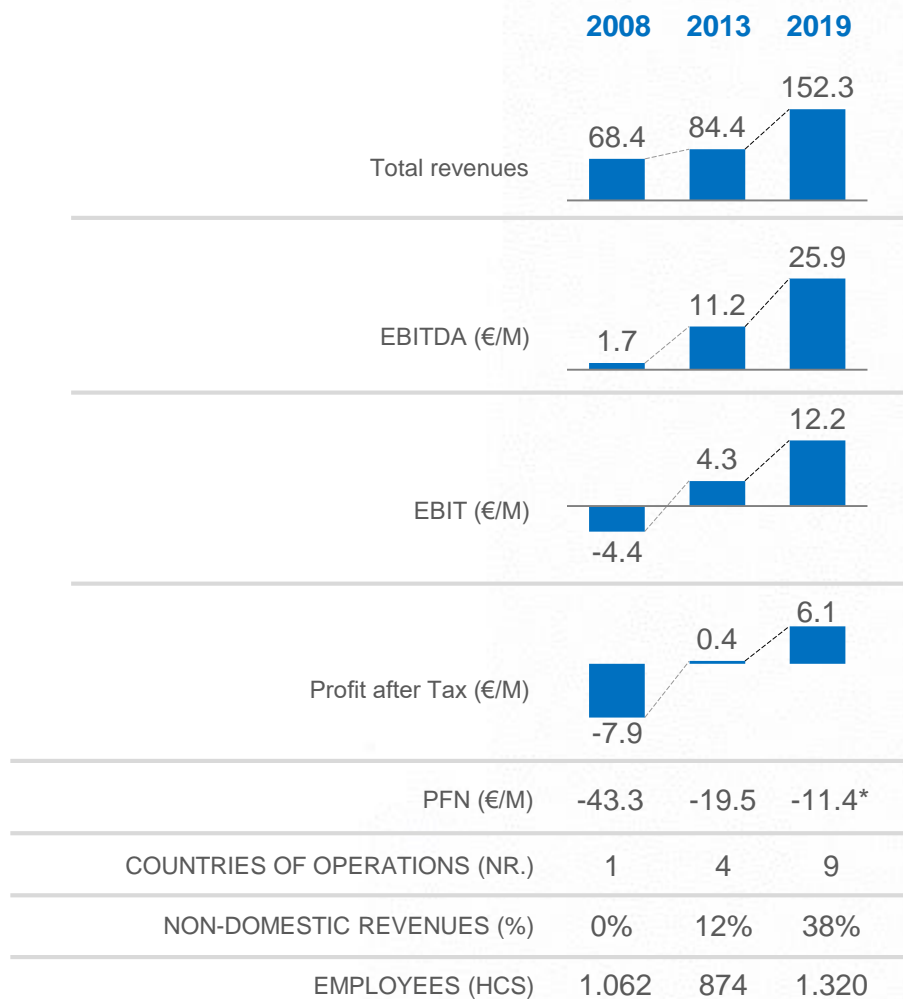
07

**1-year acceleration** in 2018 in achievement of stand-alone profitability targets of 2017-2019 Business Plan, prompted approval of **new 2020-2022 Business Plan in October 2019**.

08

**EBITDA above € 25 million** coupled with robust 39% growth year-on-year - net of extraordinary items in 2018 - reinforces confidence in achieving the stand-alone EBITDA target of 35 €/mln of the 2020-2022 Business Plan.

# 10 YEARS OF GROWTH: FROM RESTRUCTURING, TO DOMESTIC LEADERSHIP ON TO EUROPEAN EXPANSION



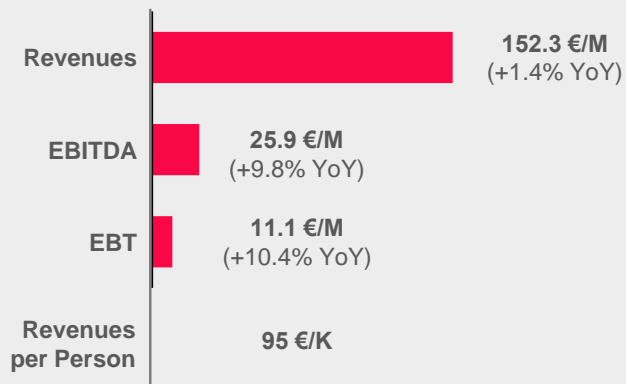
## A consistent Track record

- **Doubling of turnover every 5 years** while steering from local “Back Office & Operation Company” to European Consultancy Firm supporting leading Financial Institutions.
- The only company to have covered **all the segments of the MTA in just three years**. Listed on the STAR Segment - MSE since 2014 with a **public company profile and international shareholders**.
- In **6 year we have changed our profile from domestic player to regional player** operating in 9 different European countries (38% of total revenues).
- A **constant dividend flow** from 2012 around 2% of dividend yield per year.

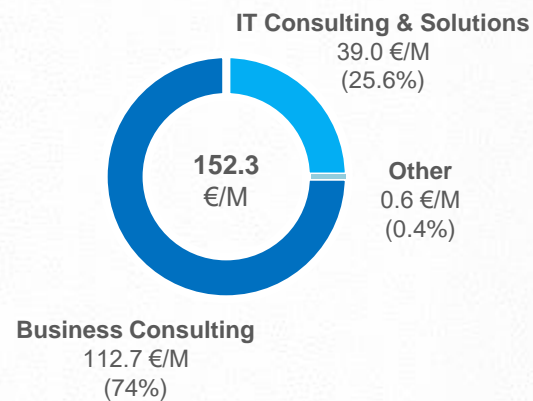
\*Including IFRS16 effect



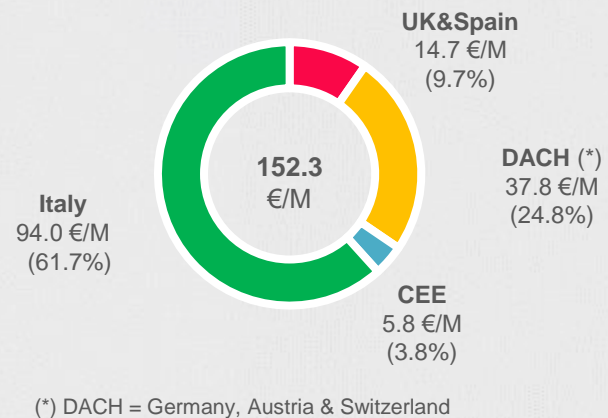
## 2019 Results



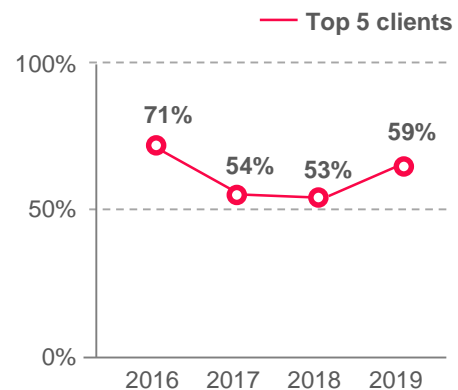
## 2019 Revenues by Segment (€/M)



## 2019 Revenues by Region (€/M)



## Customer base composition (%)



## Strategic Partnerships

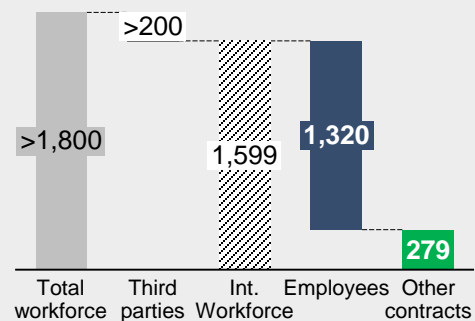


## Main Clients

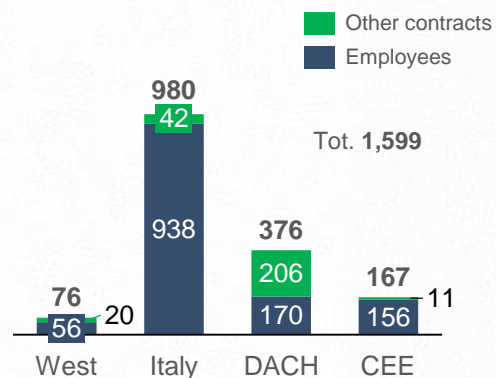
- ALLIANZ
- BANCO BPM
- BAWAG
- BAYERN LB
- BNP PARIBAS
- CARIGE
- CASSA DEPOSITI E PRESTITI
- CNP
- CREDIT AGRICOLE
- CREDIT SUISSE
- DEUTSCHE BANK
- DEUTSCHE BOERSE
- DEUTSCHE BUNDESBANK
- DZ BANK
- ENEL
- FIRST DATA
- GENERALI
- INTESA SAN PAOLO
- LBBW
- LLOYDS
- MASTERCARD
- MEDIOBANCA
- POSTE ITALIANE
- RAIFFEISEN
- SBERBANK
- SIA
- SOCIETÀ GENERALE
- UNICREDIT GROUP
- UNIQA
- WESCOT

## BE SHAPING THE FUTURE: NON FINANCIAL METRICS

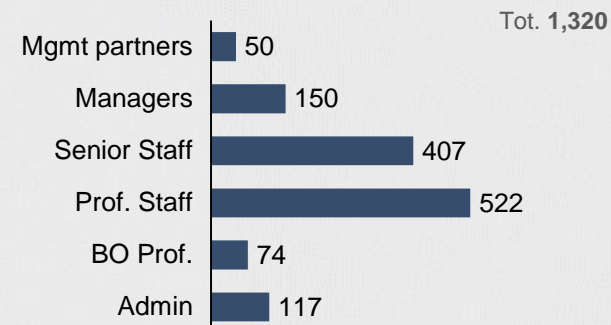
### Internal Workforce composition (HCs)



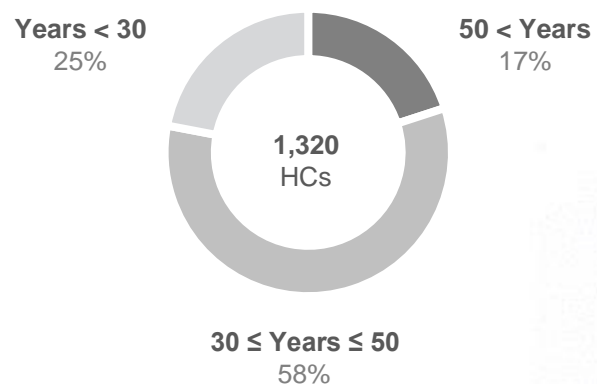
### Internal Workforce by Region (HCs)



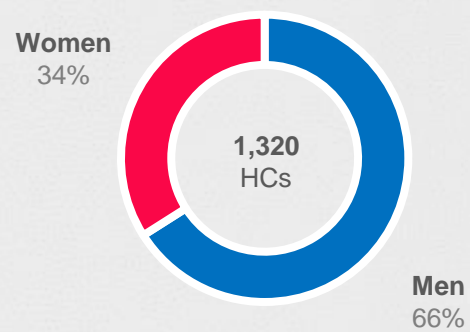
### Employees by Role (HCs)



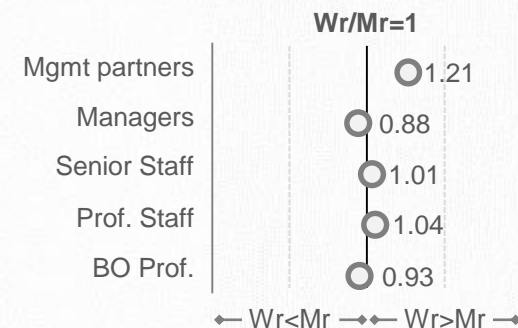
### Employees by Age (%)



### Employees by Gender (%)



### Gender Pay Gap Italy (Ratio Wr/Mr<sup>1</sup>)



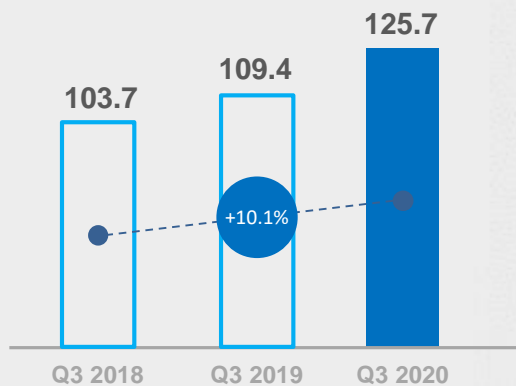
<sup>1</sup> Ratio of remuneration of Women/remuneration of Men; representation related to personnel involved in core business (admin personnel excluded)

Business practices	Advisory	Solutions	Near shoring	Main areas of activity
<b>Transaction Banking</b>	✓	✓		<ul style="list-style-type: none"> <li>• Payment Schemes &amp; Networks (Swift, Mastercard, ...)</li> <li>• Card Based Products (Issuing, Acquiring)</li> <li>• Digital Payments &amp; Wallets (Apple Pay, Google Pay, ...)</li> <li>• VAS &amp; Open Banking Models</li> </ul>
<b>Investment Banking</b>	✓	✓	✓	<ul style="list-style-type: none"> <li>• Advanced Products and Processes Design</li> <li>• Industry Regulations, Risk Management &amp; Compliance</li> <li>• Front-Middle &amp; Back Office Systems</li> <li>• Market Accounting Systems &amp; Brokerage OTC Platforms</li> </ul>
<b>Digital Transformation</b>	✓	✓	✓	<ul style="list-style-type: none"> <li>• Large Transformational Program &amp; Project Management</li> <li>• Omnichannel Strategies and Industry Platforms Development</li> <li>• Domain Functional Specifications (Finance, Loans, Current Accounts, ...)</li> </ul>
<b>Regulatory &amp; compliance</b>	✓	✓		<ul style="list-style-type: none"> <li>• Industry Regulations Management: Privacy &amp; GDPR</li> <li>• Methodologies for Capital Requirements &amp; Liquidity</li> <li>• ECB/ABI/EBA/ESMA Requirements</li> </ul>
<b>Risk Management &amp; Actuarial Science</b>	✓			<ul style="list-style-type: none"> <li>• Risk Engines and Quantitative Teams for Risk Analysis</li> <li>• Life Insurance Actuarial Laboratories</li> <li>• Life &amp; General Insurance Product Design</li> <li>• Solvency &amp; IDD Requirements</li> </ul>
<b>Data Science, Machine Learning &amp; AI</b>	✓	✓		<ul style="list-style-type: none"> <li>• Machine Learning Algorithms Design &amp; Implementation</li> <li>• Data Scientist Team for Bespoke Analysis</li> <li>• Artificial Intelligence Systems Applied to Finance and Insurance</li> <li>• Predictive Models and Advanced Analytics</li> </ul>
<b>Insurance Core Systems</b>		✓		<ul style="list-style-type: none"> <li>• End to End Management of Life/General Insurance Bancassurance</li> <li>• IVASS Regulatory Requirements</li> <li>• Branch &amp; Digital Sales Bancassurance Front End</li> <li>• Certified Core System for Insurance Companies</li> </ul>
<b>Digital Engagement</b>	✓	✓		<ul style="list-style-type: none"> <li>• Loyalty, Marketing Automation, Digital Campaigns Management</li> <li>• Technology Solutions for Sport &amp; Entertainment Industry (Fan Engagement, Ticketing, Event Management)</li> <li>• Digital Content and Talent Management</li> </ul>

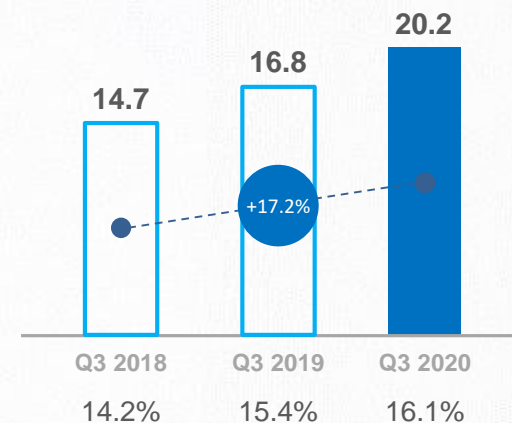


# Q3 2020 RESILIENCE AND SOUNDNESS OF BUSINESS MODEL CONFIRMED: THE BEST NINE MONTHS RESULTS EVER

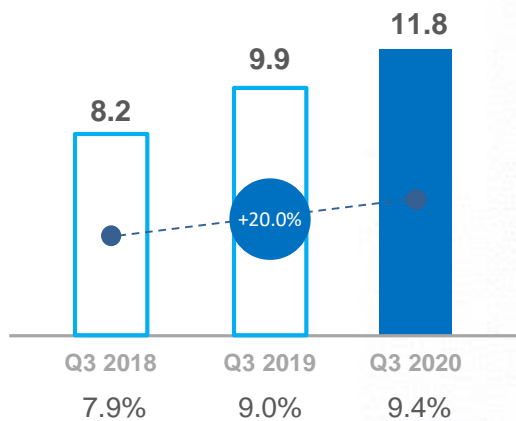
## Q3 Total Revenues



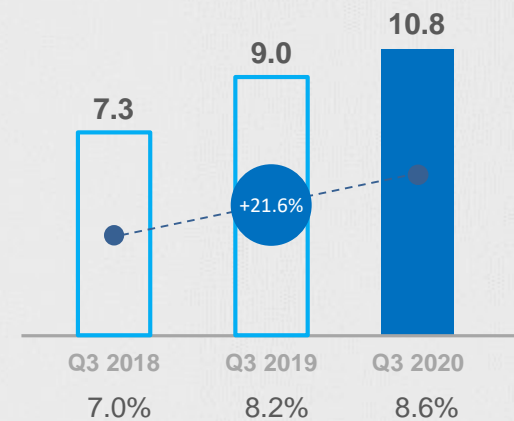
## Q3 Gross Operating Margin (EBITDA)



## Q3 Operating Profit (EBIT)

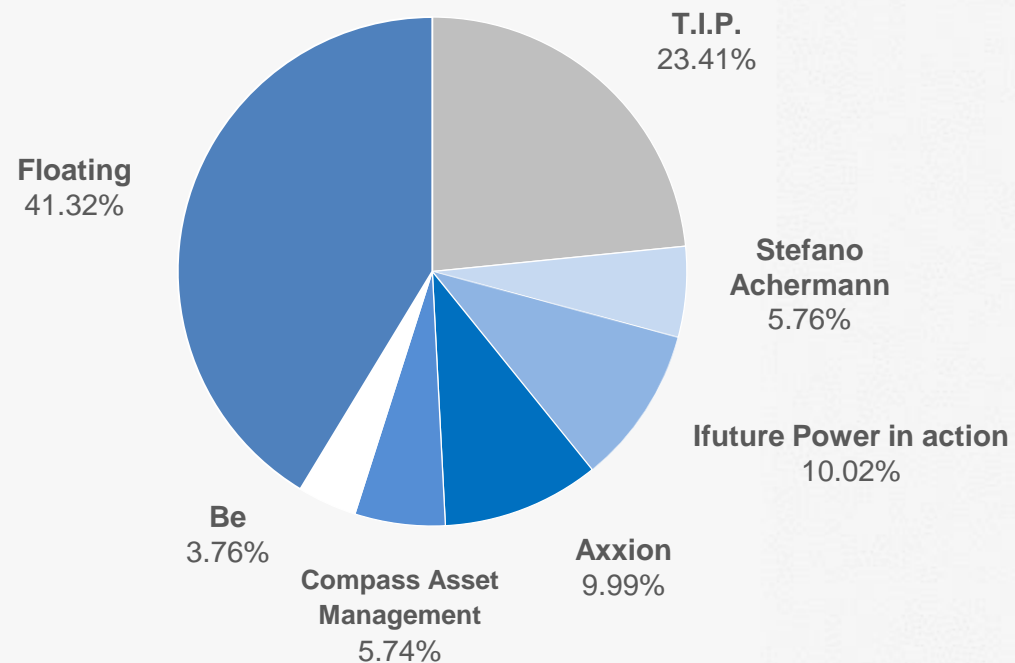


## Q3 Profit before Tax (EBT)





## Shareholders



## Be STOCK PRICE vs Italy AIM STAR Index



Source: CONSOB as of Oct. 31, 2020

## Corporate Calendar

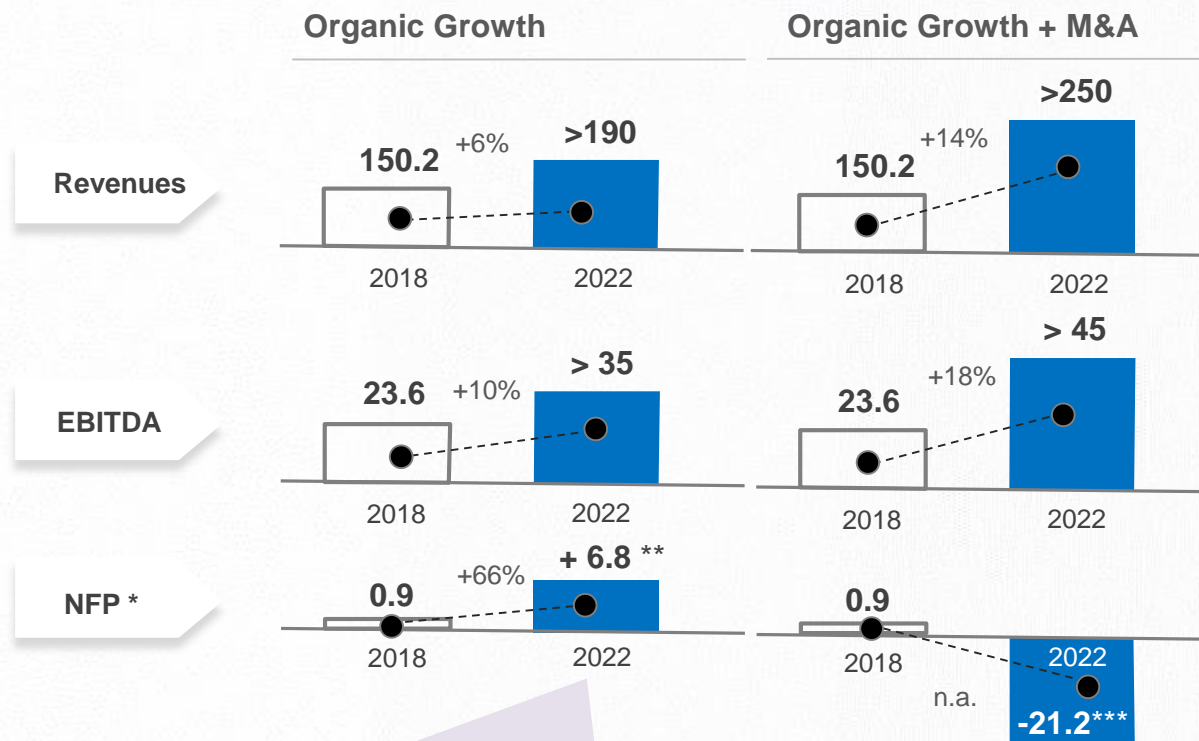
March, Thursday 12	Board of Directors	Approval of the draft Financial Statements as of December 31, 2019
April 22 (first call), 23 (second call)	Shareholders' Meeting	Approval of the Financial Statements as of December 31, 2019 and BOD appointment
May, Thursday 7	Board of Directors	Approval of the Interim Financial Reports as of March 31, 2020
July, Friday 31	Board of Directors	Approval of the Interim Financial Reports as of June 30, 2020
November, Thursday 5	Board of Directors	Approval of the Interim Financial Reports as of September 30, 2020

## Main Assumption

- Expected organic growth > of 190 ml/€ in 2022 inclusive of > 60 ml/€ resulting from M&A operations.
- Expected EBITDA generation contributed by Consulting services for 70% and ICT for 30%.
- Non-domestic revenues > 40%. Germany, Spain and UK as markets of greatest interest for M&A operations on Core Business.
- Strong reinforcement of the Digital Engagement business line, with the objective of reaching a share of wallet > 10% on total group volumes.

## Industrial Plan 2020-2022

●-● CAGR



### NFP Assumption on organic growth:

- Costant flow of dividends over the period (9.0 ml/€)
- Investments on own shares buy back (4.5 ml/€)
- Cash out for "Minorities Earn out" (5.0 ml/€)
- Investments on products/platforms (13.5 ml/€)
- Other Working capital variations (9.3 ml/€)

- NFP from Organic Growth (6.8 ml/€)
- Investments in M&A (-31.8 ml/€)
- Other Working capital variations (-0.8 ml/€)

\* Positive Net Financial Position indicates positive balance

\*\* +13,2 €/M net of IFRS16 effect

\*\*\* -14,8 €/M net of IFRS16 effect

## ANNEX



Tamburi Investment Partners and Rocco Sabelli acquire «Data Service SpA»

Business Consulting starts up

The Group takes the new name «Be»



Start up of Be Poland specialized in **Capital Markets & Nearshoring**

Start up of Be Ukraine specialized in **Core banking and Regulatory matters**



Start up of Be TSE Ro (Romania), focused on **Multichannel Software and Nearshoring**

Announcement of **Business Targets 2017-2019**



Start-up of **DOOM Entertainment** (IT), 51% JV with ZDF of Federico Lucia, Italian artist and producer aka Fedez, specializing in **Digital Engagement**

Start-up of **Human Mobility** (IT) centre of excellence dedicated to solutions to support human mobility in a corporate environment

2007

2009

2012

2013

2014

2016

2017

2018

2019

2020

Acquisition of :

- **Praxis Calcolo** (IT) focused on the Energy market
- **Universo Servizi** (IT) specialized in Insurance matters



Acquisition of :

- **BlueRock** (UK) specialized in **Loyalty, Marketing & Electronic Payments**
- **2C** (IT) specialized in **Advanced Analytics Anti-Fraud & Big Data**



Acquisition of :

- **Targit** (DE/AT) and **OSS** (CH) specialized in **Capital Markets**



Acquisition of :

- **R&L** (DE) leader in Europe on **SWIFT**
- **IQUII** (IT) specialized in **Web & Mobile developments**
- **LOC** (UK) specialized in **Marketing and Digital Transformation**



Acquisition of :

- **FIMAS** (DE) specialized in **Services for Stock Exchanges**
- **PAYSTRAT** (ES) focused on **Payments Strategy Consulting**



Acquisition of :

- **QFIN** (DE) specialized in solutions and services for **Capital Markets**
- **Juniper** (IT) specialized in **web & multimedia sw solutions**



Acquisition of :

- **TESLA Consulting** (IT) specialized in **Cyber security and Digital Forensics**



Acquisition of :

- **YOLO** (IT) 2.5% participation. The **on-demand, instant and micro insurance platform**

