



AZIMUT
DEFINING INVESTMENT DIRECTION

Azimut Group

FY 2021 Results

March 10th, 2022

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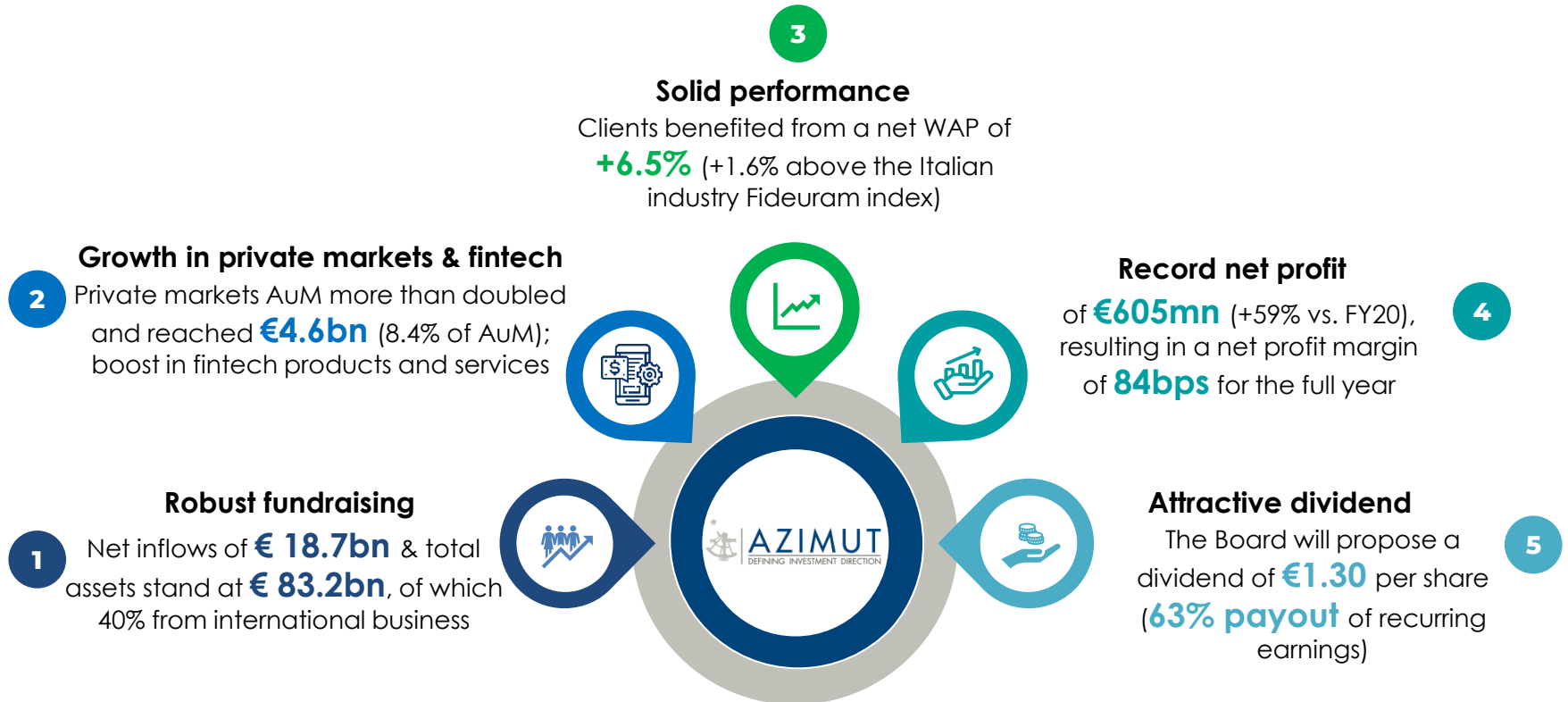
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Delivering the best year in our history on almost every metric

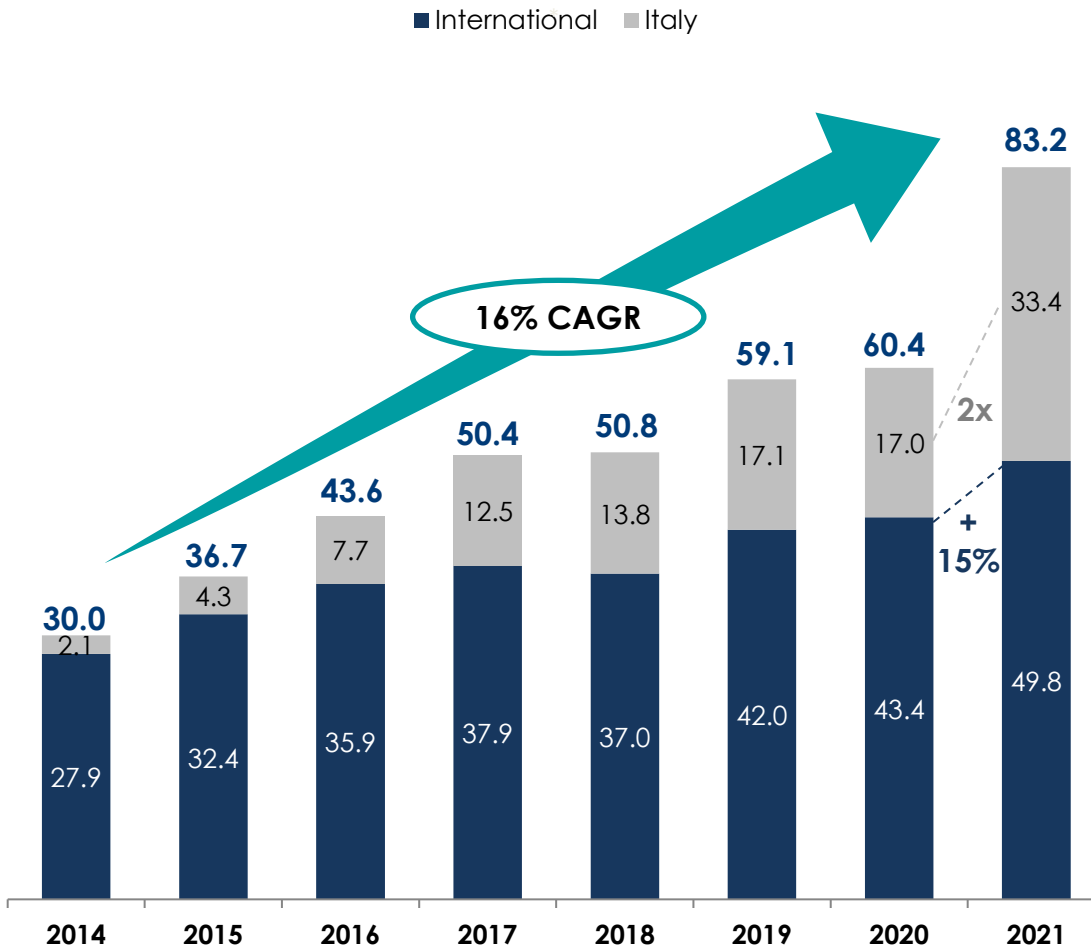


FY 2021: AuM & Total Assets evolution

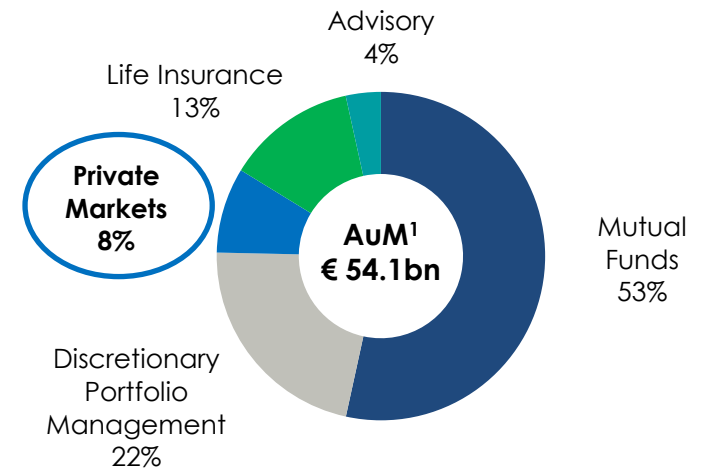


Record AUM and International Business reaching 40% of Total Assets

Total Assets breakdown (€bn)



- 229k**
TOTAL CLIENTS IN ITALY
- € 18.7bn**
TOTAL NET INFLOWS
- € 2.5bn**
PRIVATE MARKETS INFLOWS



Source: Company data.
 Note (1): Figures referred to Managed Assets net of double counting as of December 2021

FY 2021: Net inflows by product and region

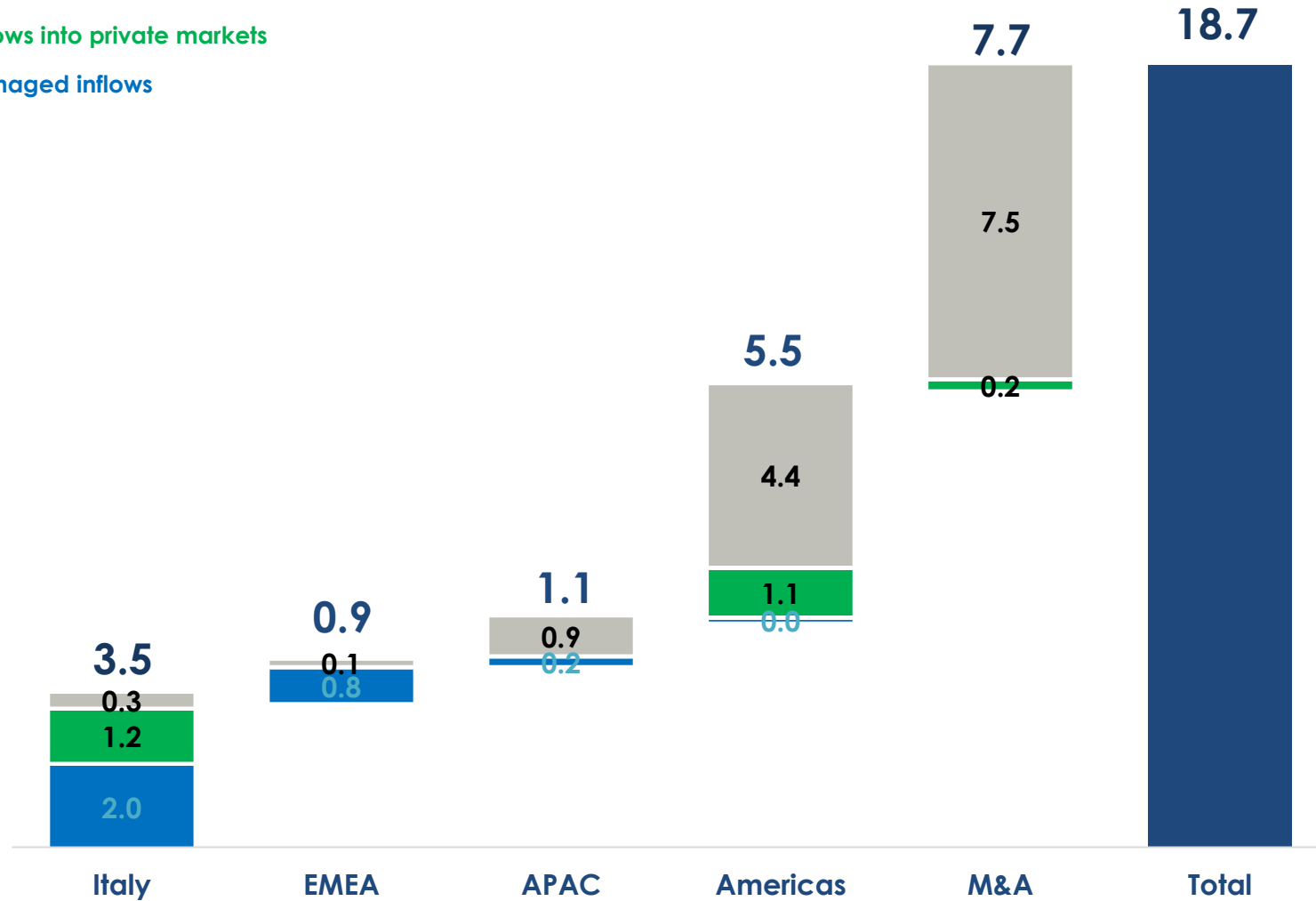


€bn

Non-internally managed / custody inflows

Inflows into private markets

Managed inflows



Source: Company data.

Note: M&A includes Sanctuary Wealth, certain Australian transactions and Pathlight Capital which closed in July.

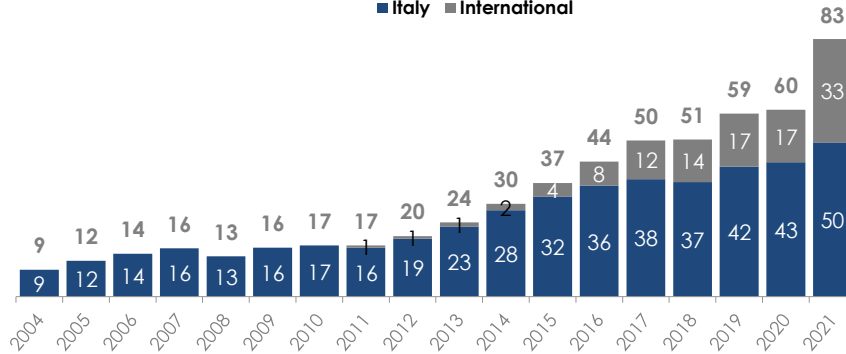
FY 2021: Continuous, consistent growth



Strong net growth throughout the decade across different market cycles

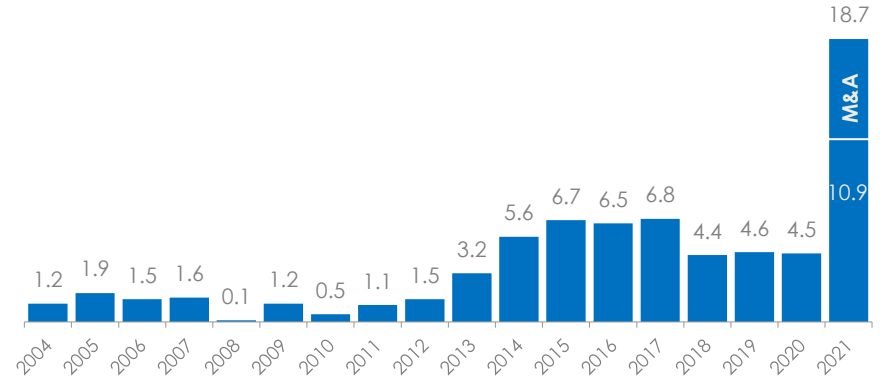
Total Assets (€bn)

■ Italy ■ International



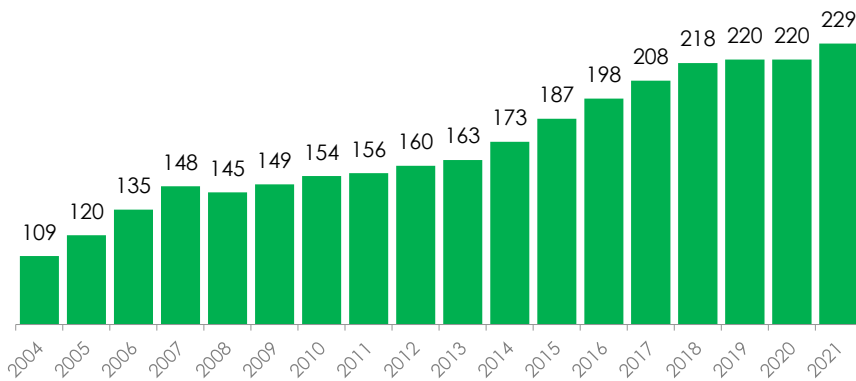
IPO

Net Inflows (€bn)



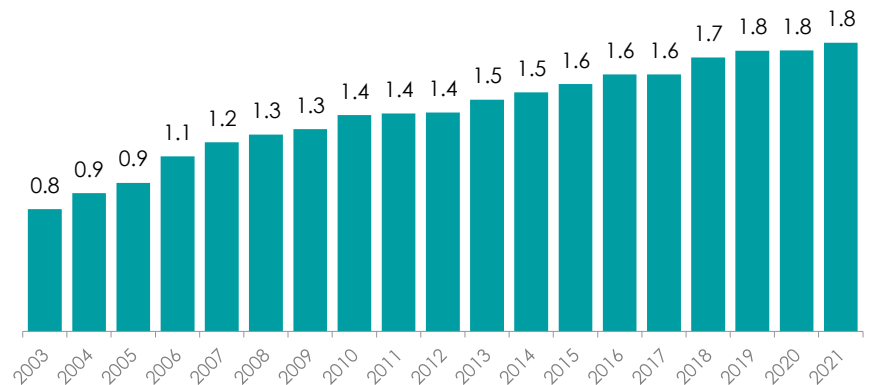
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Clients Italy ('000)



IPO

Financial Advisors ('000)



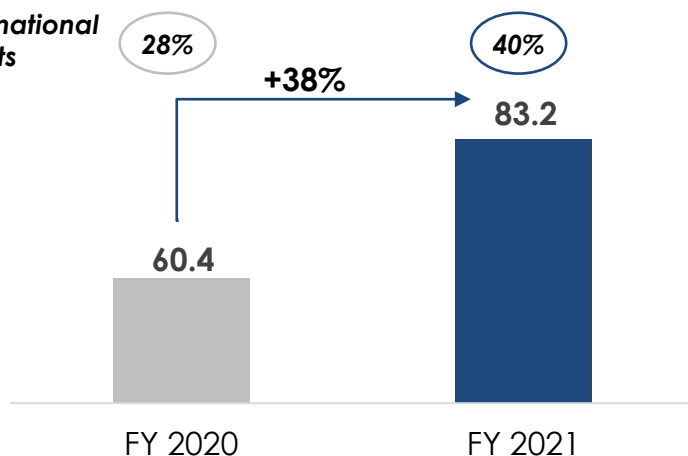
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Source: Company data.

Leveraging on the strength of our business model

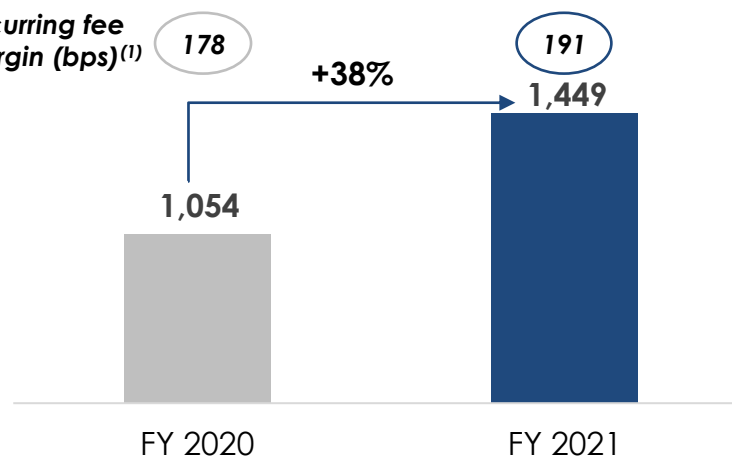
Total Assets (€bn)

International Assets



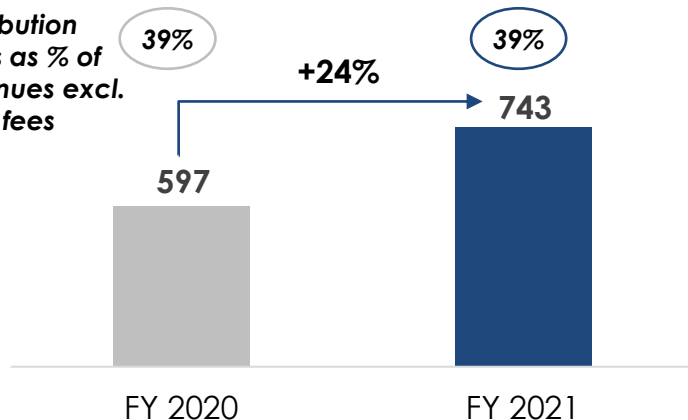
Total Revenues (€mn)

Recurring fee margin (bps)⁽¹⁾



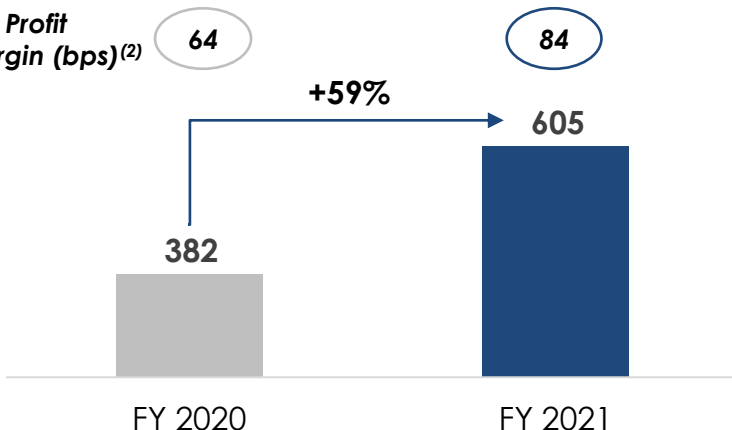
Operating Costs (€mn)

Distribution costs as % of revenues excl. perf. fees



Net Profit (€mn)

Net Profit margin (bps)⁽²⁾

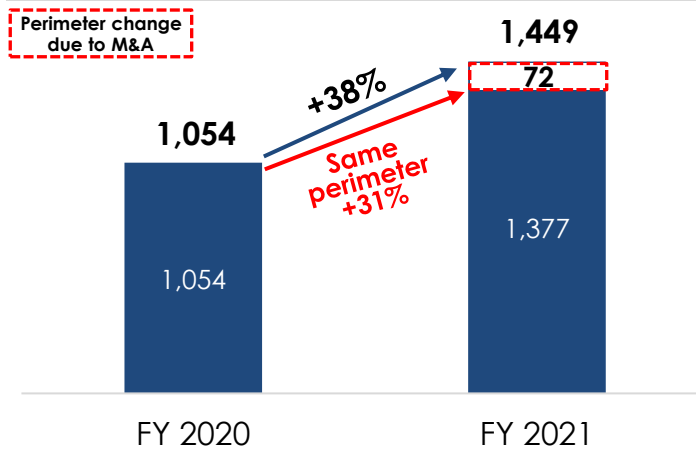


Source: Company data.

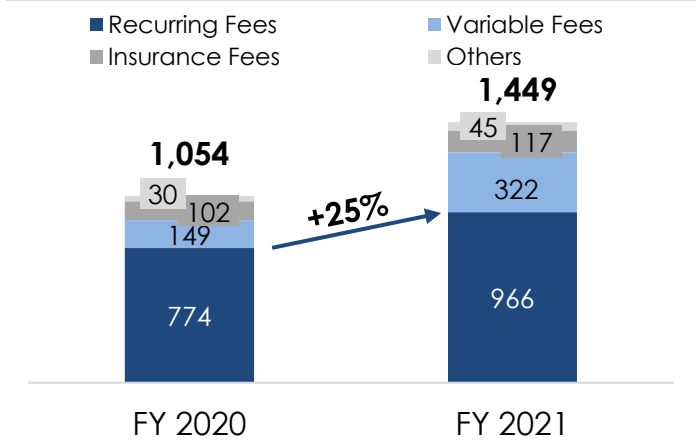
Note (1): calculated on average AuM. Includes management fees (excluding management fees from Sanctuary Wealth & Australia) and insurance revenues. Note (2): calculated on average Total Assets.

Step-up in recurring fees and strong performance fees led to robust top line growth

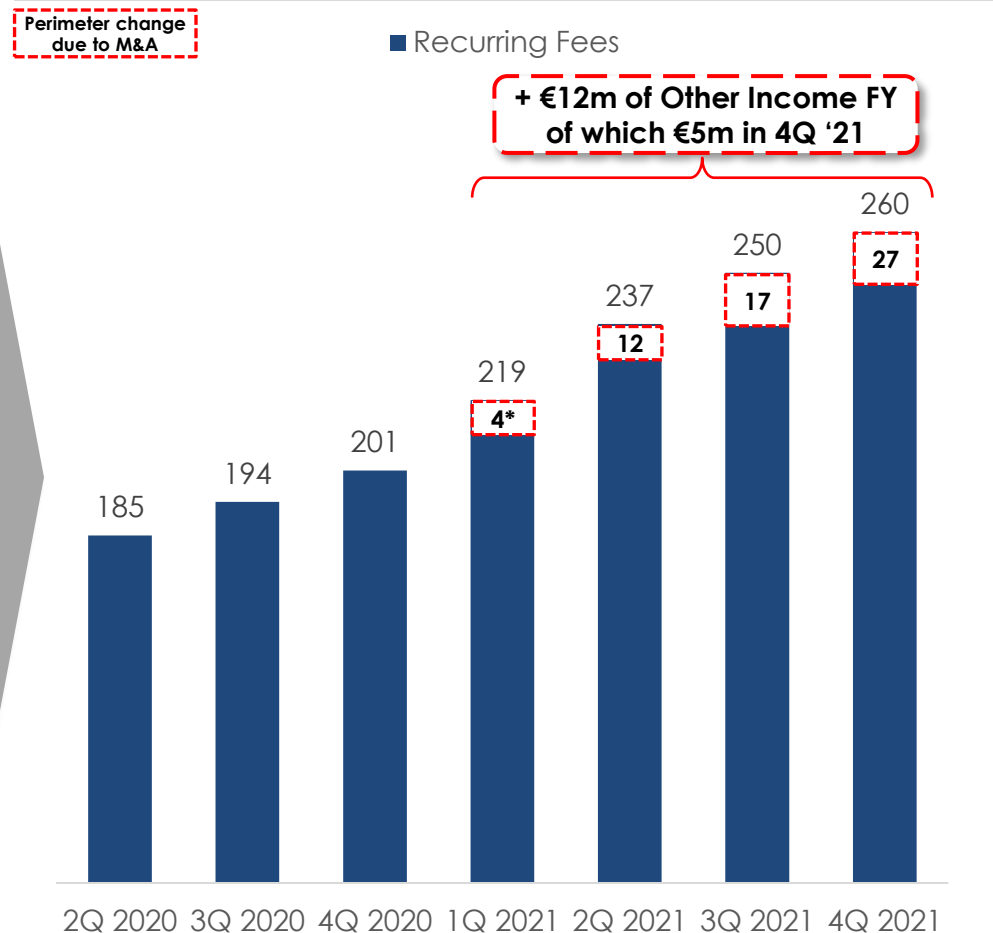
Total Revenues (€mn)



Total Revenues Breakdown (€mn)



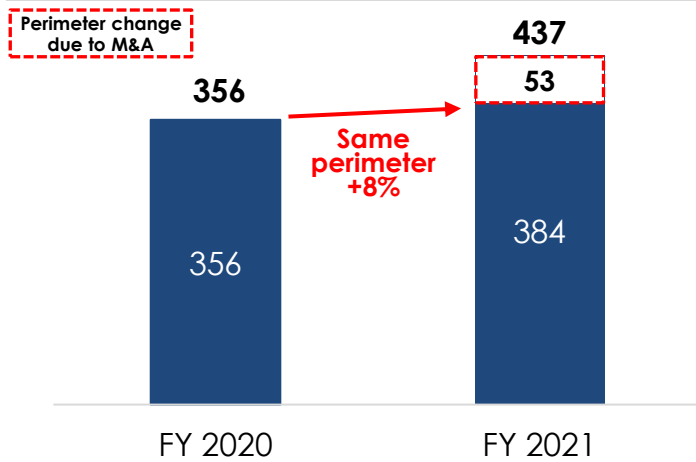
Consistent growth over time (€mn)



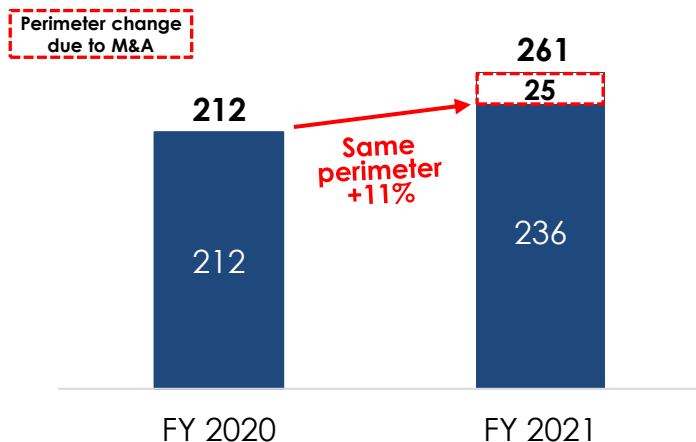
Source: Company data.
Note*: Sanctuary Consolidation in 1Q 2021 was only 1 month

Growing the business while maintaining costs under control under the same perimeter

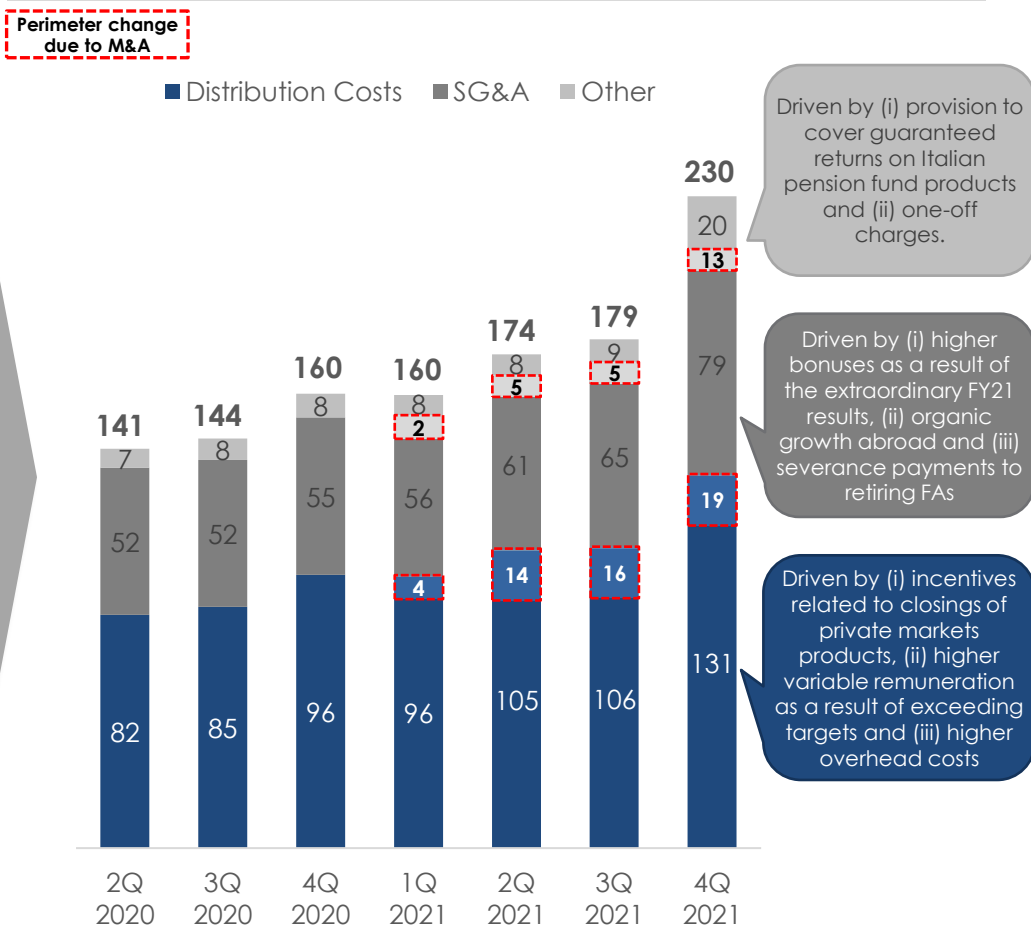
Distribution Costs (€mn)



SG&A (€mn)

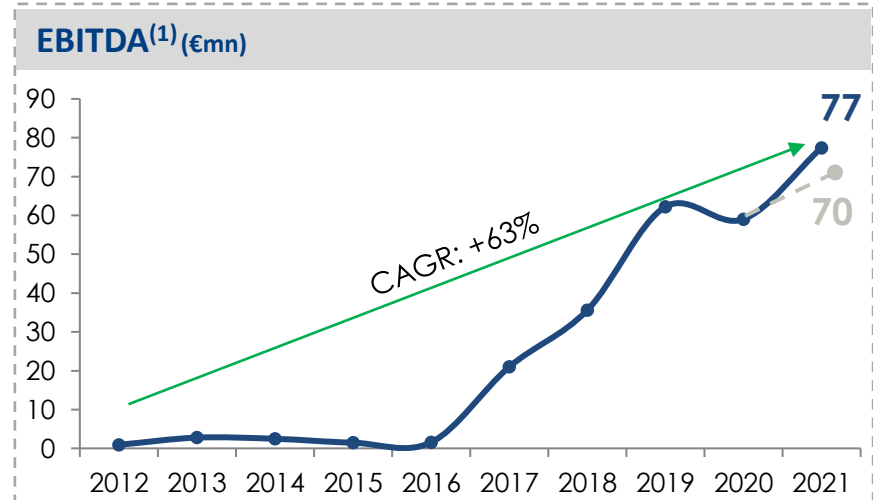
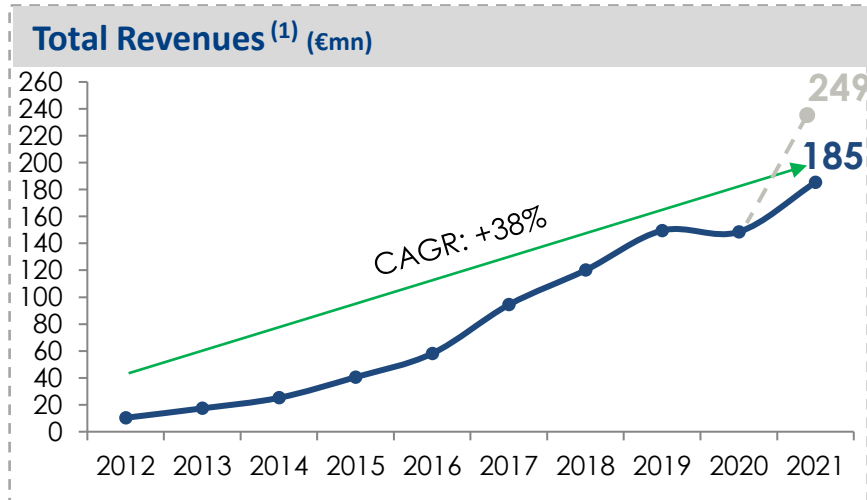
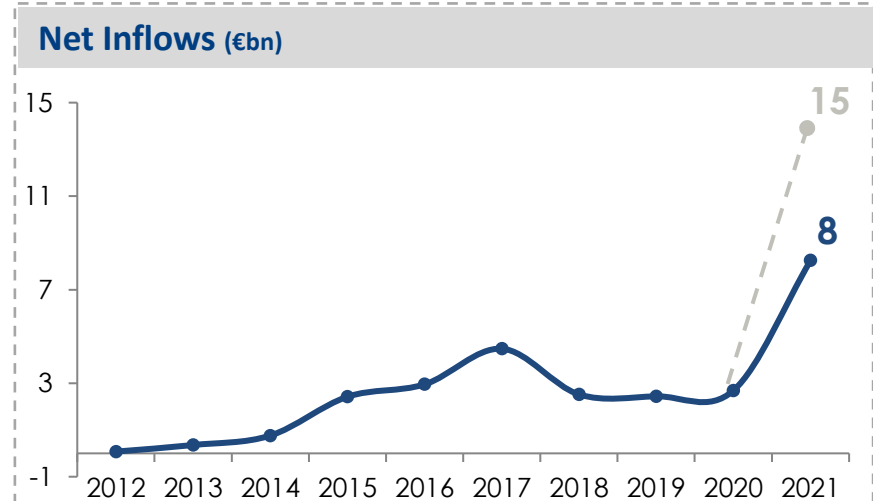
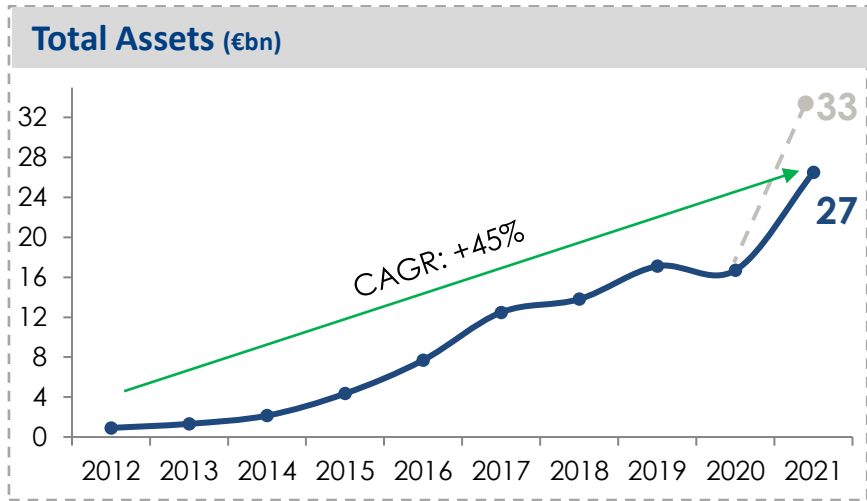


Operating Expenses



Source: Company data. Note: Perimeter change refers to last twelve months.

International business keeps on growing; significant economies of scales still to be exploited



---● With Sanctuary Wealth

Source: Company data.

Note (1): Reclassified as per management accounts and excluding one-offs.

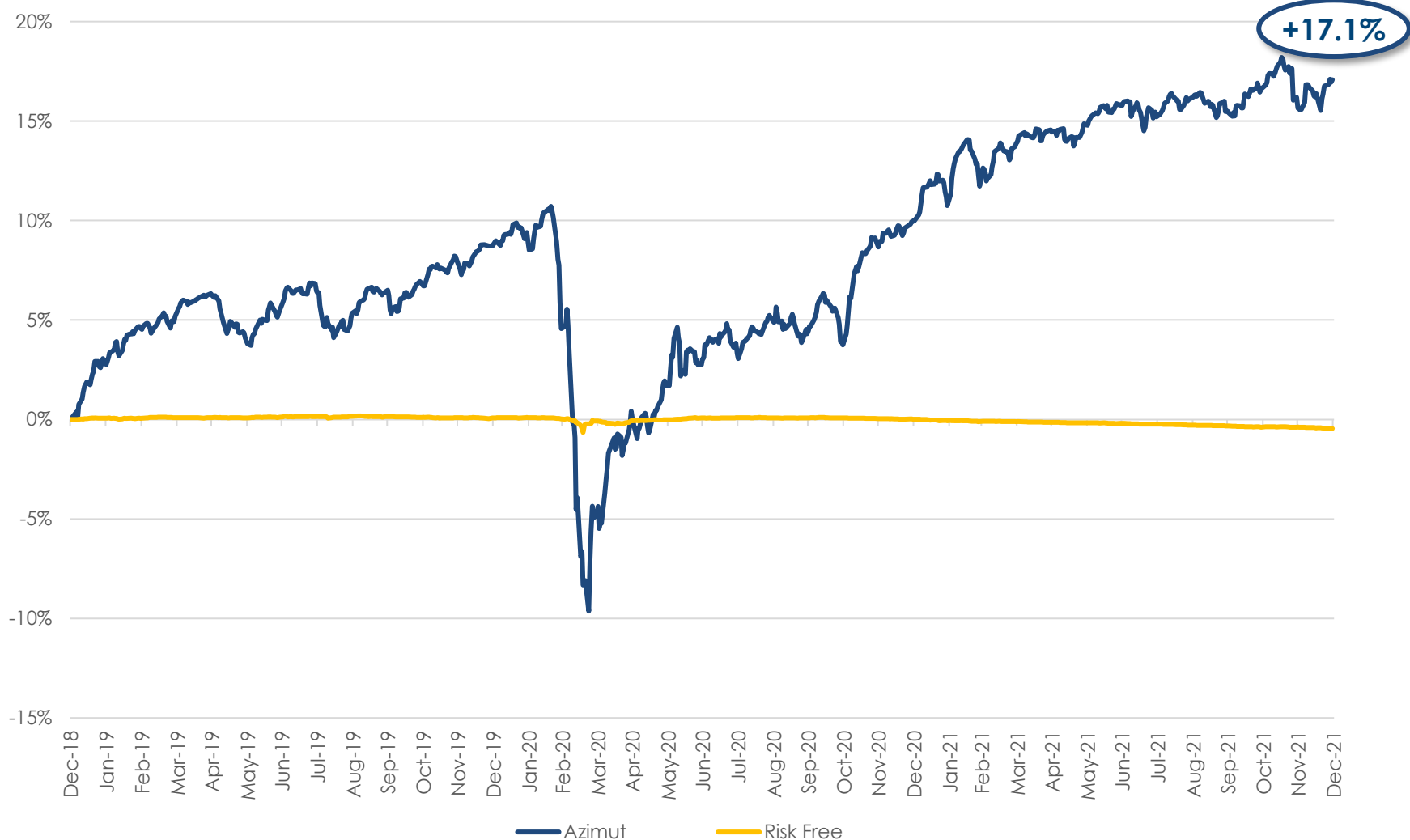
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Azimut Net Weighted Average Performance to clients



Steady recovery since the 2020 disruption delivered a +17.1% Net Performance

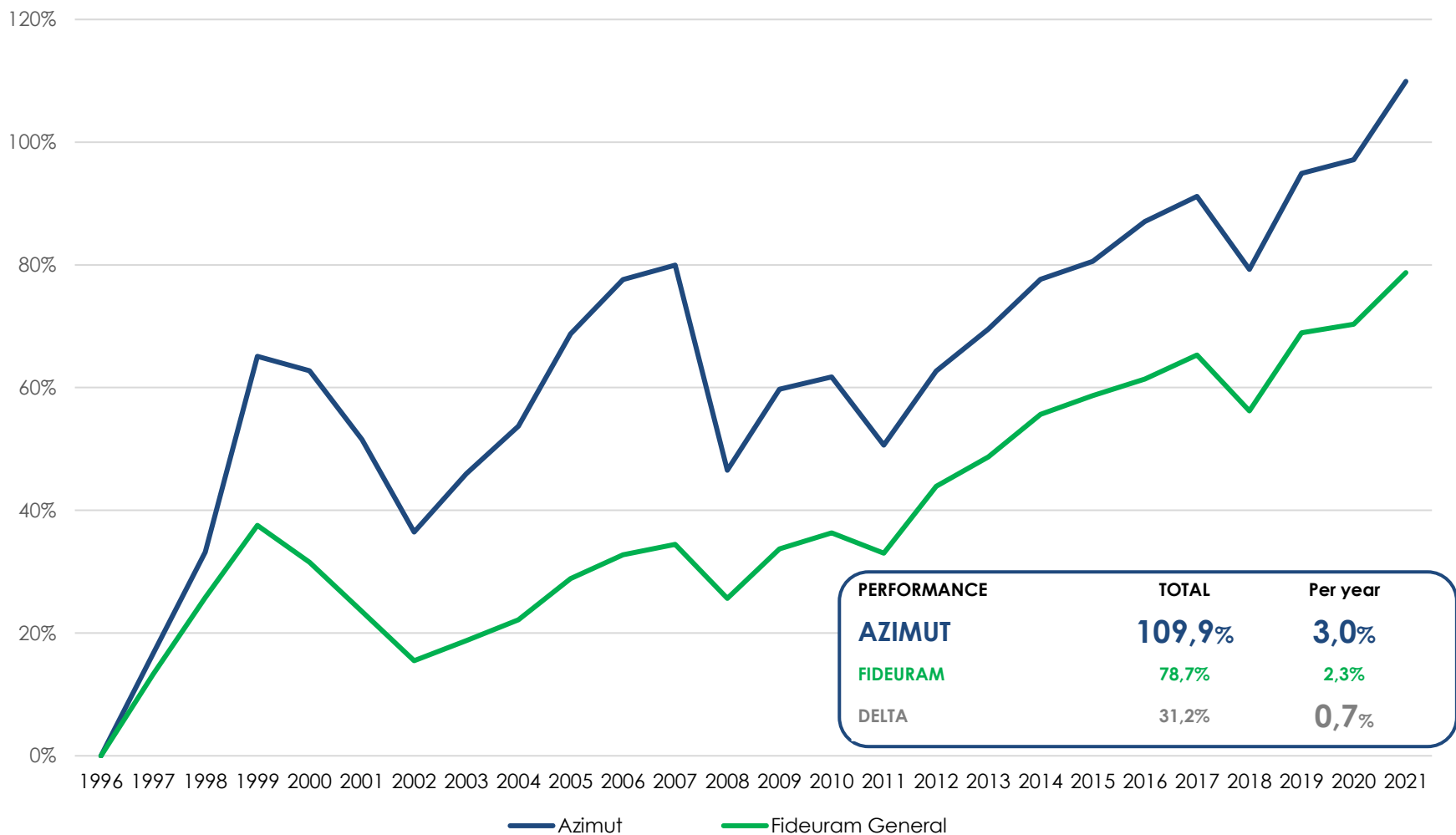


Source: Company data at 31/12/2021 and Bloomberg
Risk free: MTSIBOTR Index.

Azimut Net Weighted Average Performance to clients



Over the past 25 years, our clients enjoyed a WAP of 70bps p.a. higher than the Fideuram Index

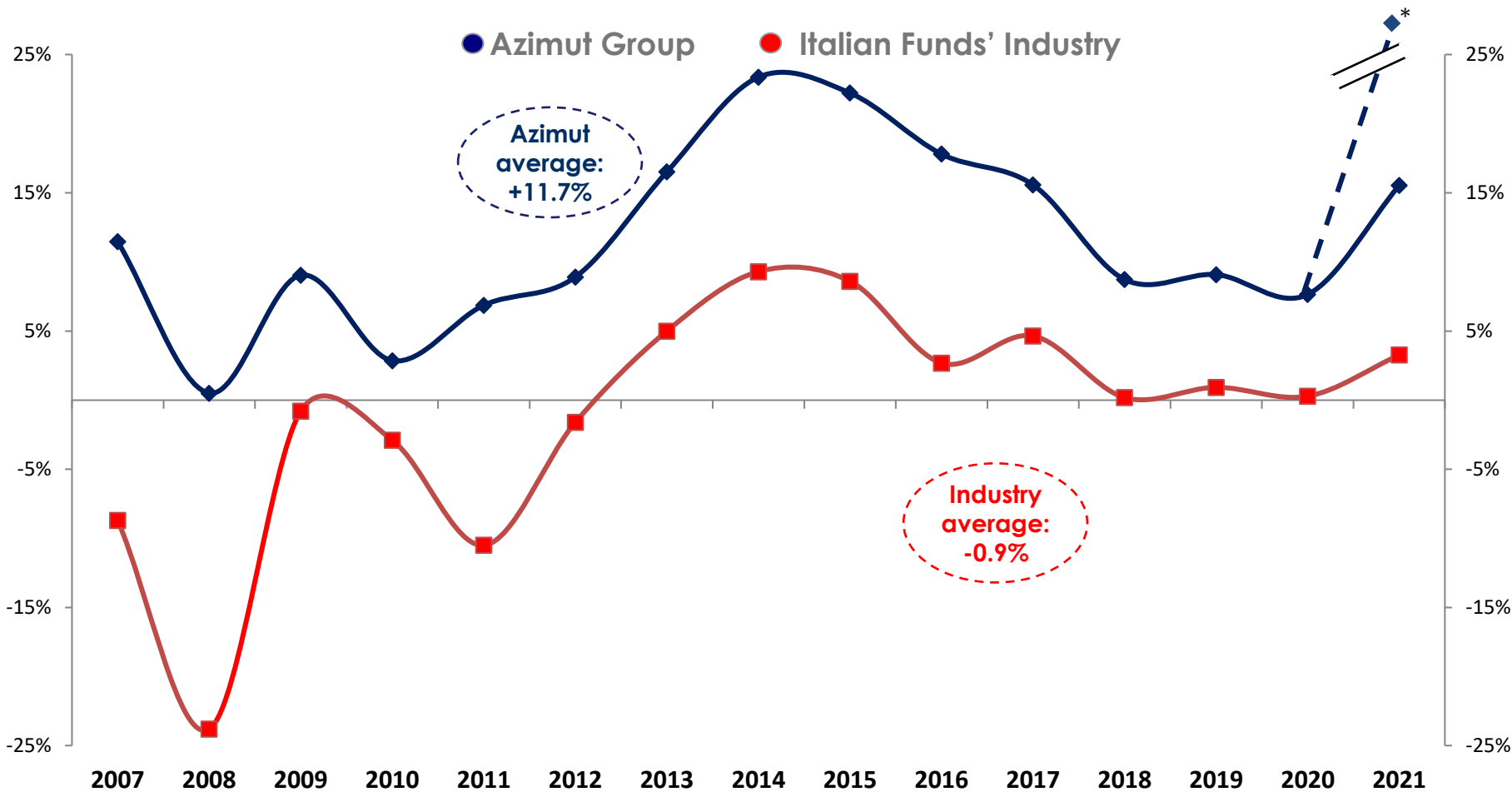


Source: Company data at 31/12/2021 and Italy Fideuram General Index.

Net Inflows – Azimut Group vs. Avg. Italian Industry



Group total Net New Money as % of AuM: consistently above Italian industry levels



Source: Company out of Assogestioni monthly figures. Assogestioni excludes foreign operations. Azimut includes consolidated numbers at Group level.
 Note(*): Including Sanctuary acquisition

Hires in Italy: 141 new Financial Advisors YTD with a diversified background and expertise

FAs

€ 1.7mn
*net inflows per FA, of which
99% in managed assets*



€ 25mn
*AuM per FA, of which
92% in managed assets*

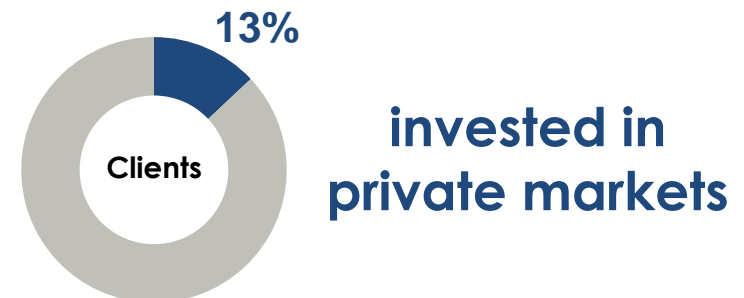


Clients

96%
of our clients had a
positive net WAP in 2021



+18,100
*New clients, of which
76% from existing FAs*



Update on Sanctuary Wealth



Continuing to exploit strong underlying market momentum and improving P&L

Business Development in 2021

 **74** Partner Firms

\$ 15bn AUM

 **135+** Financial Advisors

 **23** states and growing

 **15,000** new accounts onboarded

40,000 total accounts as of year-end

\$4.8bn 2021 organic net inflows

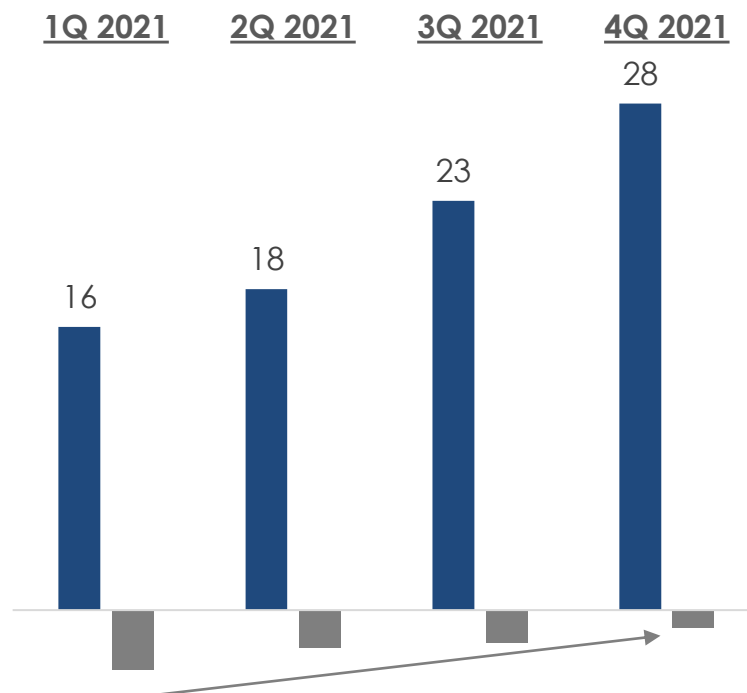
Continuing to grow, attracting top professionals

95% success rate of teams transitioning breakaway advisors to Sanctuary

80% of advisors are recurring fee-based

Improving underlying P&L* (\$mn)

■ Revenues ■ EBITDA

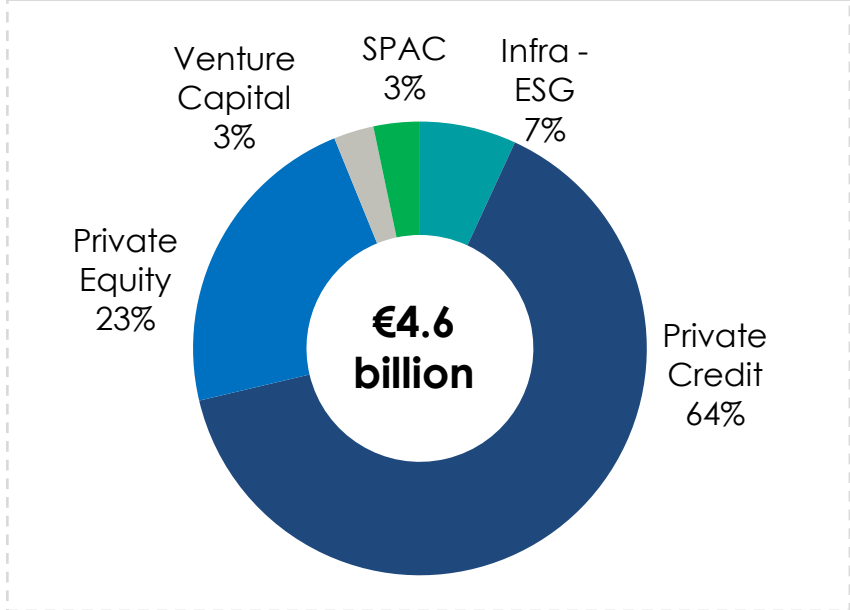


Source: Company data.

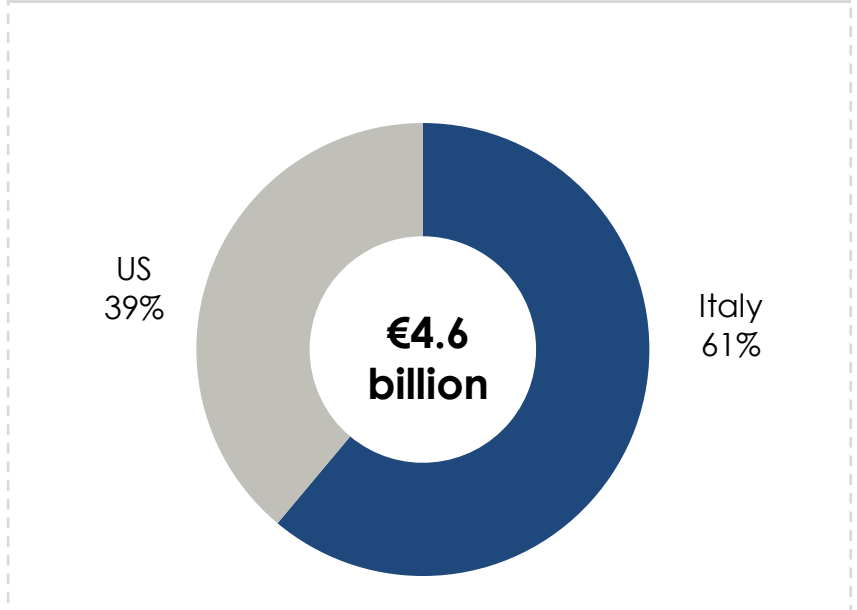
Note: Sanctuary Revenues includes all revenues such as trading and brokerage fees. Note *: under US GAAP

We continue to further diversify our private markets offerings for the benefits of our clients




AuM by category as of 31 December 2021






AuM by region as of 31 December 2021



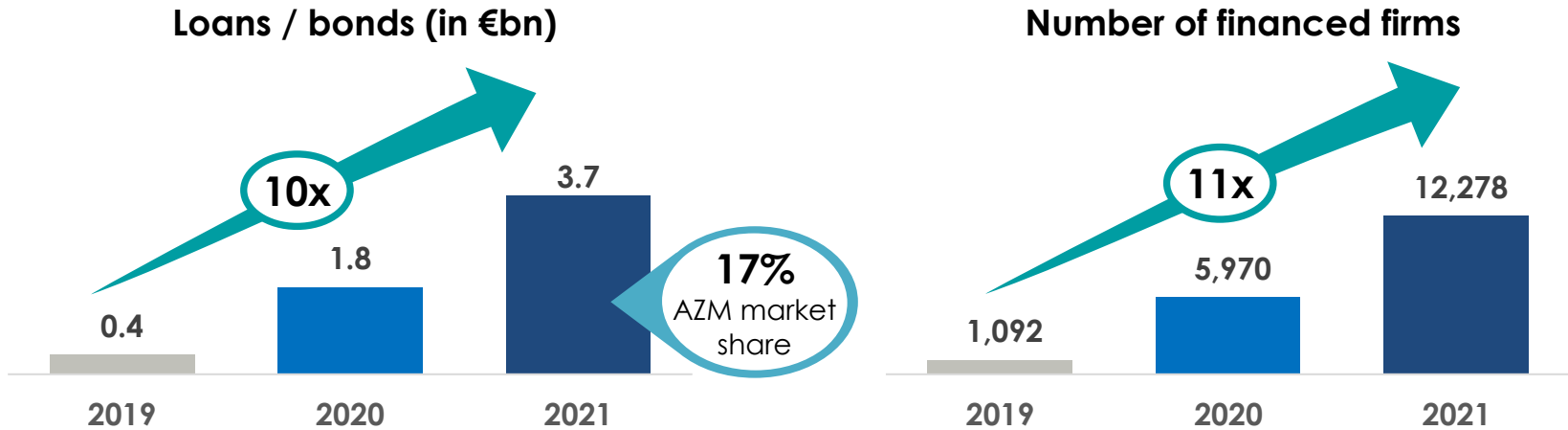
A snapshot of our 2022 product pipeline (19 new strategies to be launched)

Fund	Focus	
Absolute Performing & Non-Performing Assets	Performing alternative credit	
ALICrowd II	Italian VC	
Kennedy Lewis III	US Private Credit	

Fund	Focus	
Digital Lending II	Invoices/loans to SMEs	
Real Assets ESG	Social infrastructure	
Azimut Global Private Markets Next Gen	Staking & seeding of other US GPs	

Source: Company data

Fintech lending activities 10-folded over the past two years, with 17% market share by Azimut



Azimut's fintech offering

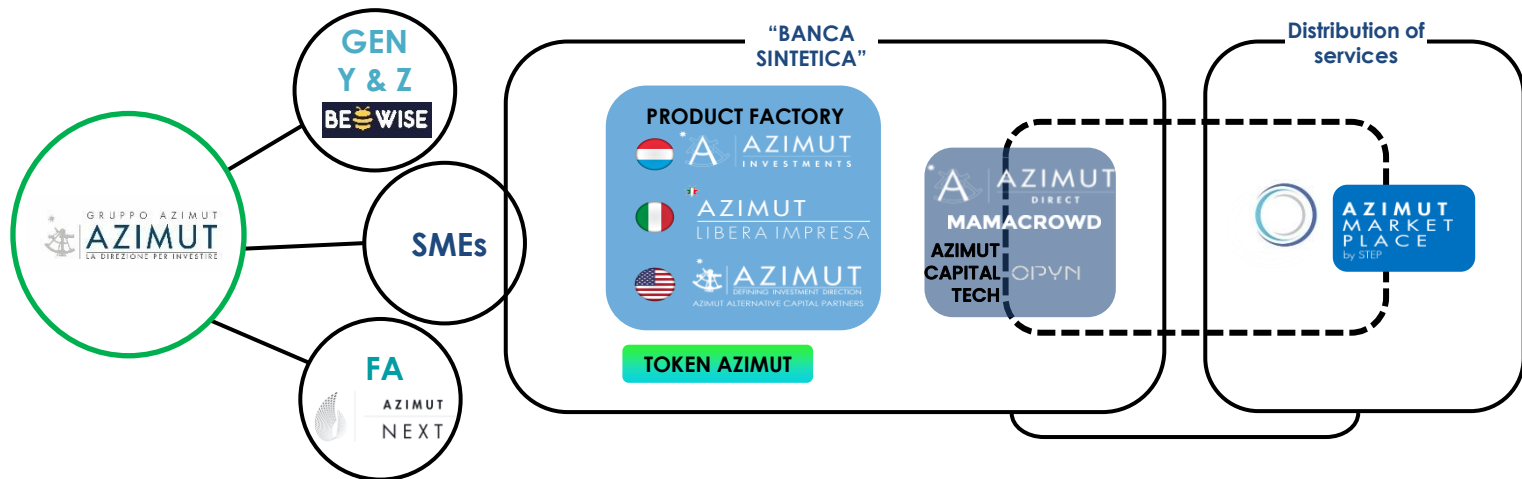


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Consolidated reclassified Income Statement



Income Statement

€/000	FY 2021	FY 2020	4Q 2021	4Q 2020	FY 2020 vs. FY 2021
Entry commission income	16,190	10,123	5,264	2,985	
Recurring fees	965,653	773,510	259,868	201,268	
Variable fees	321,815	149,019	281,699	86,714	
Other income	29,137	19,399	10,138	6,828	
Insurance revenues	116,654	101,721	26,160	27,486	
Total Revenues	1,449,449	1,053,772	583,130	325,281	38%
Distribution costs	-437,137	-356,324	-131,283	-96,263	
Personnel and SG&A	-260,712	-211,717	-78,664	-55,424	
Depreciation, amortization & provisions	-44,841	-29,067	-19,751	-8,379	
<i>Operating costs</i>	<i>-742,690</i>	<i>-597,108</i>	<i>-229,697</i>	<i>-160,066</i>	<i>24%</i>
Operating Profit	706,760	456,663	353,433	165,215	55%
Finance income	43,213	7,556	32,595	11,304	
Net non-operating costs	-5,293	-7,761	-1,393	-3,885	
Finance expense	-16,833	-17,106	-4,242	-4,270	
Profit Before Tax	727,847	439,351	380,393	168,365	66%
Income tax	-112,566	-55,212	-57,918	-20,870	
Deferred tax	-3,201	4,534	-37,541	2,639	
Net Profit	612,080	388,673	284,933	150,134	58%
Minorities	6,623	6,983	1,917	-1,389	
Consolidated Net Profit	605,457	381,690	283,016	151,524	59%

Driven by unrealized fair value adjustment on options on minority investments and unrealized fair value adjustments on investments in own products

Source: Company data

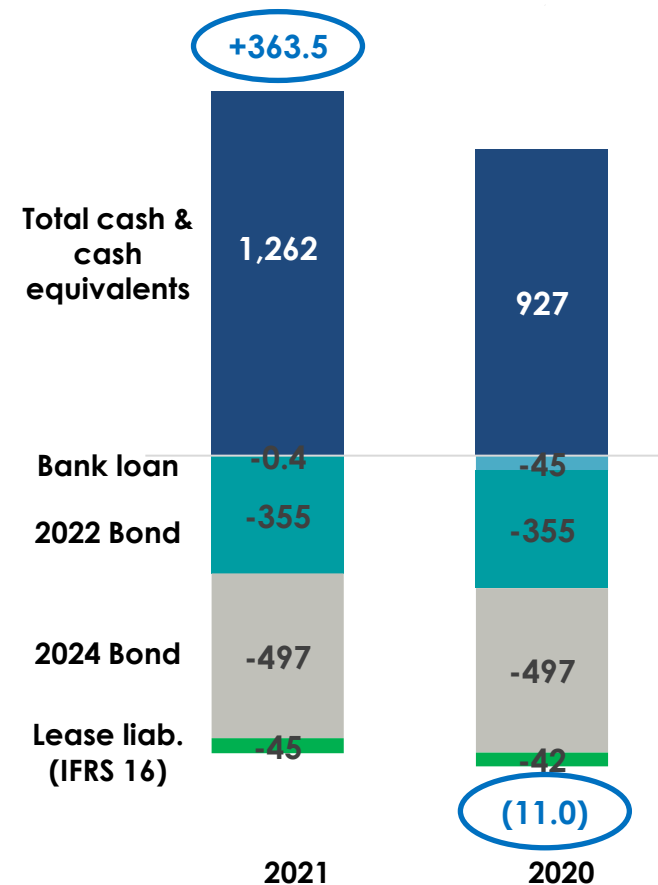
Net Financial Position



Strong cash position and further deleveraging the balance sheet in March 2022

€/000	Dec 2021	Dec 2020
Bank loan	-350	-44,782
Azimut 17-22 senior bond 2.0%	-355,261	-354,888
Azimut 19-24 senior bond 1.625%	-497,417	-496,917
Total debt	-853,028	-896,587
Cash & cash equivalents	1,261,512	927,119
Net financial position	408,484	30,532
Lease Liabilities (IFRS 16)	-44,981	-41,560
Net financial position incl. IFRS 16	363,503	-11,028

- NFP at the end of December includes the €136mn cash dividends paid on May 26th 2021 and repayment of bank loan
- Treasury shares (not booked within the NFP) stand at **2.5%** as of 31/12/2021
- 2022 Senior Bond to be fully repaid at the end of March 2022 (gross debt will be reduced from ~ €900 mn to ~€500mn in less than 18 months)



A dividend of €1.30 per share ⁽²⁾ will be paid in May 2022, a 30% increase vs. FY2020

Actual Dividend Policy

Dividend Payout
2021 - 2024

50-70%⁽¹⁾
Recurring Net Profit

Remaining Net Profit

- M&A
- Debt Payback
- Buybacks

2021 Proposed dividend⁽²⁾

2021 Recurring EPS

2.07⁽³⁾

2021 DPS

1.30⁽²⁾

Implied Payout %

63%

Strong track record in dividend distribution

Since IPO

€0.74 Avg DPS

53% Avg Payout

Since 2010

€0.93 Avg DPS

60% Avg Payout

Source: Company data. Note (1): Range depending mainly on M&A activity. Note (2): Subject to AGM approval. Note (3): Calculated as net profit minus performance fees, net of tax, plus finance income divided by outstanding shares, net of treasury shares, (139.6m shares).

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Highlights of the past three years



	2019	2020	2021	Cumulative
 AUM (€bn)	59.0	60.4	83.2	+18% CAGR since Dec 2018
 Net inflows (€bn)	4.6	4.5	18.7	27.8
 Inflows Priv Mkts (€bn)	n.m.	1.4	2.5	3.9
 Net profits (€mn)	370	382	605	1.35 bn
 Dividends (€mn)	138 € 1 p.s.	136 € 1 p.s.	182 € 1.3 p.s. ⁽¹⁾	456 € 3.3 p.s. ⁽¹⁾

Source: Company data. Note (1): 2021 dividend subject to AGM approval.

01. Integrated business model

Ongoing globalization of product offering on Italian network and continue to expand globally and integrate asset management & distribution abroad

02. Sustainability

46% of Lux funds (€12.5bn) are Art. 8 under SFDR and 55% of Lux funds have an AA MSCI rating
(target: increase share of Art.8 funds to 75% by 2025)

03. Private markets

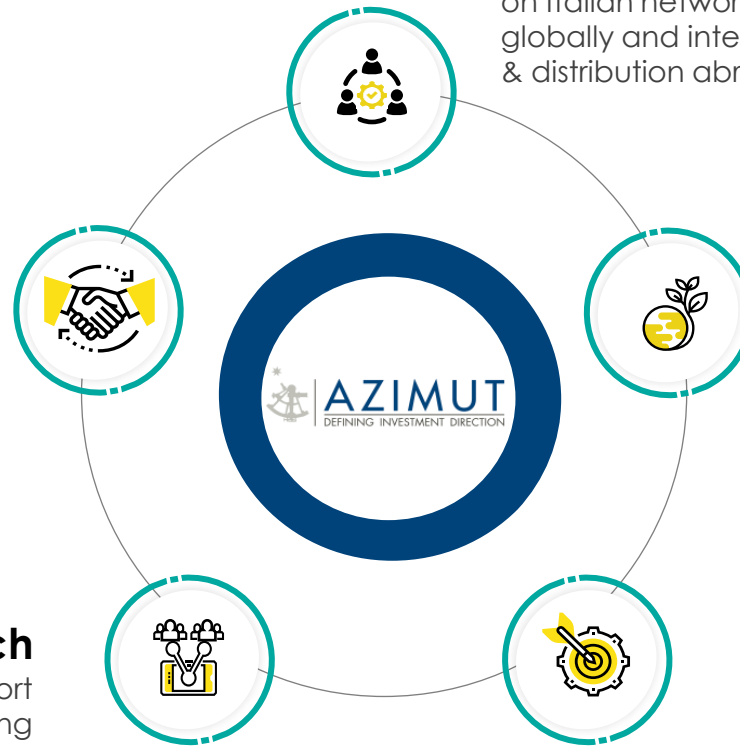
Diversify further the product offering (from venture capital, to club deals to social infrastructure) to optimize asset allocation and enhance returns for our clients
(target: reach >15% of AuM by 2024)

05. US partnerships

Expand strategic partnerships and integrate further existing partnerships into our product offering

04. Neofinance/ Fintech

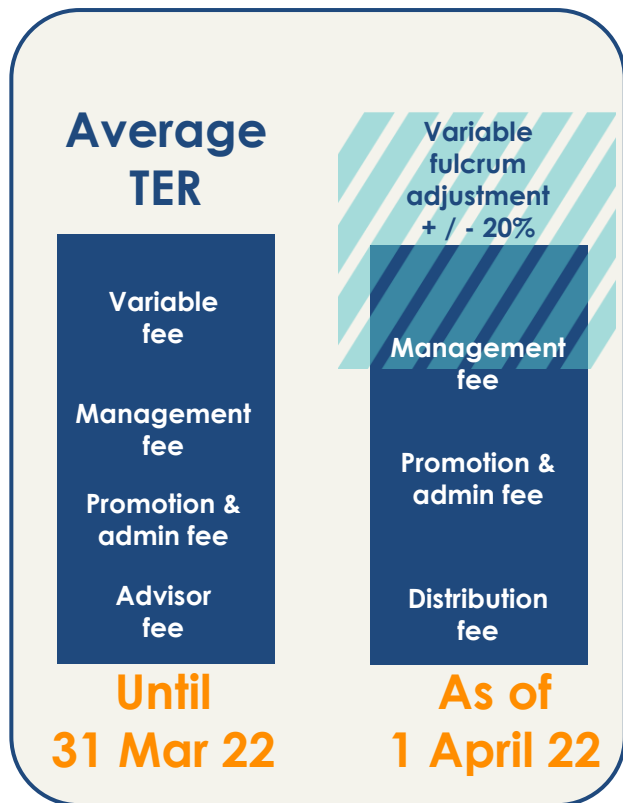
Further expand ecosystem to support the Italian economy, integrating Fintech and Private Market funds using A.I. and Big Data
(target: €1.2bn loans by 2025)



New fulcrum fee method



Introduction of a simplified and transparent fee structure, in line with latest ESMA guidelines



OUT-PERFORMANCE



UNDER-PERFORMANCE

- New “**fulcrum fee**” model for performance fees applied to further **improve alignment** with customers on **all Luxembourg funds** (current AuM: c. € 27bn)
- Benchmark** **TER for clients will be in line with historical average**, with a **higher recurring component** (on average, increase of 50bps¹; booked within recurring fees)
- Based on the **over- or underperformance against a benchmark** (range depends on expected volatility of each fund), a **variable “fulcrum adjustment”** is applied **to linearly increase or decrease the management fee**; capped at + / - 20% of the respective MF
- The **performance period** is a rolling 3-month period. The **variable fulcrum adjustment crystallizes** after the end of each calendar month (i.e. the first fulcrum adjustment will take place on 1 July 2022; booked within variable fees)
- Variable fees under the current performance fee model (if any), will be crystallized on 31 March 2022

Source: Company data. 1 Actual figures will vary from product to product. Average figures provided here are on a best-estimate basis taking into account the entire product suite of Azimut.



Net inflows

Expected net client demand of EUR 6 to 8 billion in 2022, under the assumption of normal market conditions



New fulcrum fee

Applied as of 1 April 2022; increasing the share of recurring earnings and further aligning with clients' interests



Net profit

Expected to reach at least EUR 400 million for the full year 2022, under the assumption of normal market conditions



Deleveraging balance sheet

EUR 350m senior bond fully repaid by the end of March 2022 (gross debt / EBITDA ratio from 1.13x to 0.66x)



Attractive dividend

Dividend of EUR 1.30⁽¹⁾ to be paid in May 2022 (div. yield: 6.00%⁽²⁾); Dividend policy confirmed



Tax rate

The long-term group tax rate will increase to c. 22% as of 2023, given international tax developments (Pillar II) and our international presence



International business

Expected to contribute EUR 150m management net profit in 2024

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Upcoming events

- 28 April 2022: Annual General Meeting
- 12 May 2022: Board of Directors approval of 1Q 2022 Results
- 28 July 2022: Board of Directors approval of 1H 2022 Results
- 10 November 2022: Board of Directors approval of 9M 2022 Results

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