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## **LUGANO SMALL & MID CAP INVESTOR DAY**



Lugano, 25 Settembre 2015





## TBS Group: Health Technology Management

# THE INTERNATIONAL REFERENCE POINT IN HEALTH TECHNOLOGY MANAGEMENT

*Focus on technological and process innovation  
to reduce costs and maximize the quality of services  
and performances*



## A unique business model with few direct competitors



- The reference point for the management of the entire life cycle of biomedical equipment and ICT solutions in health care facilities and public administrations.
- An integrated offer, able to contain costs and increase services quality related to both medical and ICT technology solutions. The two most important expenditure items in health management organizations.



## A market with still large growth potential

### DEMOGRAPHICS

- world population growth
- aging population in industrialized countries
- healthcare growth in developing countries

### NEW HEALTHCARE TECHNOLOGY DEVELOPMENT

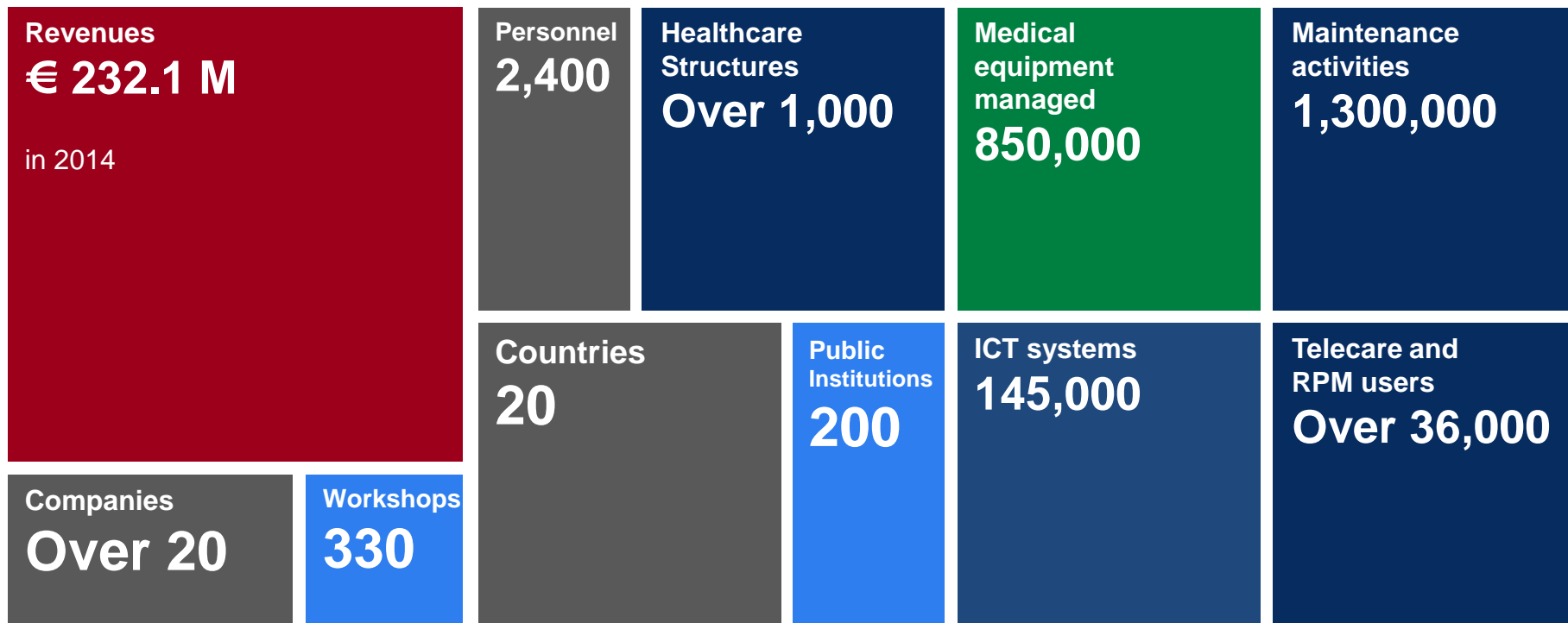
### INFORMATION TECHNOLOGY DEVELOPMENT AND GROWTH

### PERSONAL CARE GROWTH





## Highlights of TBS





## ...with a diversified model covering two main areas

### MEDICAL DEVICES & ICT SYSTEM

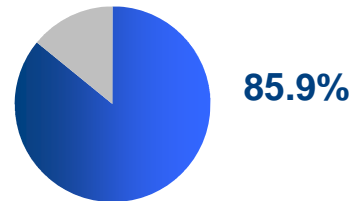
This area provides – to public and private healthcare organizations - a full range of clinical engineering outsourced services for all medical equipment and ict systems and solutions.

A HIGH SECURITY LEVEL IS ASSURED THANKS TO ON SITE SERVICES AND MULTIVENDOR OFFER.

□ Customers

**Over 1,000 Healthcare Organizations**

□ Revenue contribution



□ Key financials

Revenues:  
**€ 199.3 mln (+5.8%)**

EBITDA:  
**€ 21.4 mln (+16%)**

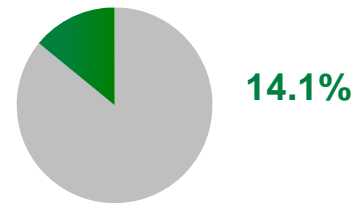


## ...with a diversified model covering two main areas

□ Customers

**200 public institutions**

□ Revenue contribution



□ Key financials

Revenues:  
**€ 32.7 mln (+9.7%)**

EBITDA:  
**€ 2.7 mln (+58%)**

INTEGRATED  
SOLUTIONS OF  
E-HEALTH &  
E-GOVERNMENT

DEVELOPMENT OF PRODUCTS AND SOLUTIONS,  
AND ITS RELATED SERVICES

- to be offered to health facilities and Public Institutions
- operating as system integrator with specific know how in:
  - e-Health solutions (proprietary/third party)
  - e-Government solutions (proprietary/third party)



## New Strategic approach

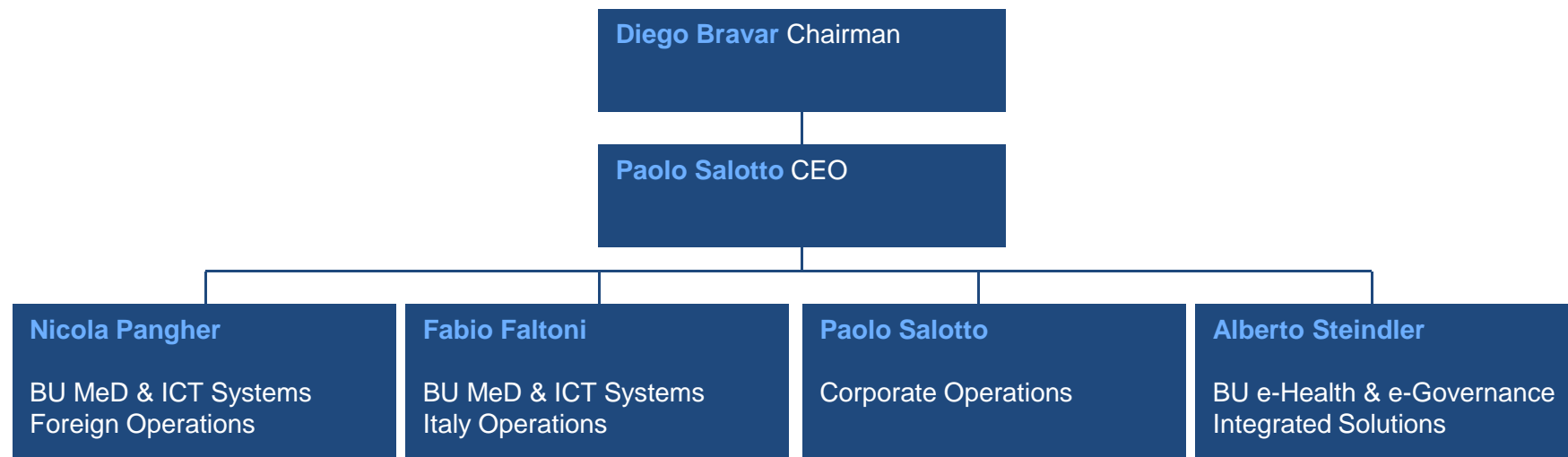
- SUPPORTING AND MANAGING** the most advanced markets in their evolution towards services (lifecycle, TAAS, etc.)
- POSITIONING** on the most interesting markets participating to the international tenders
- ENHANCING INTEGRATION** between ICT services and CE services
- REINFORCING IN THE FAR EAST SCENARIO** with a most structured approach
- OPENING UP TO THE EASTERN EUROPE MARKETS**
- IMPROVING** competences and technologies
- DEVELOPING AN ADVISORY APPROACH** to the clients
- CONSTANT MONITORING** of the processes





## Corporate Governance

In December 2013 the Board of Directors approved the new governance model, aimed to optimize the organizational structure, increase the efficiency of decision-making and operational processes with the support of three specific Board Members' Committees.





## Shareholders

**Clinical Engineering & Information Technology Spa**

**Allegro Sarl per conto di Generali Financial Holdings FCP-FIS Sub-Fund 1**

**Fondo Italiano di Investimento SGR**

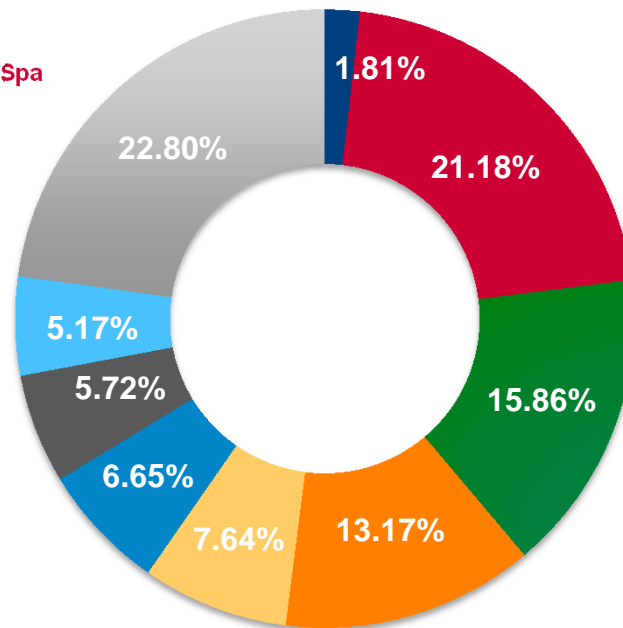
**Servizi Integrati per la Sanità - SIS Srl**

**Capitol Health Special Fund, L.P.**

**Emmepi Srl**

**Terra Nova Capital Srl**

**Mercato**



Founders and Managers

- **Clinical Engineering & Information Technology**

High-profile shareholders

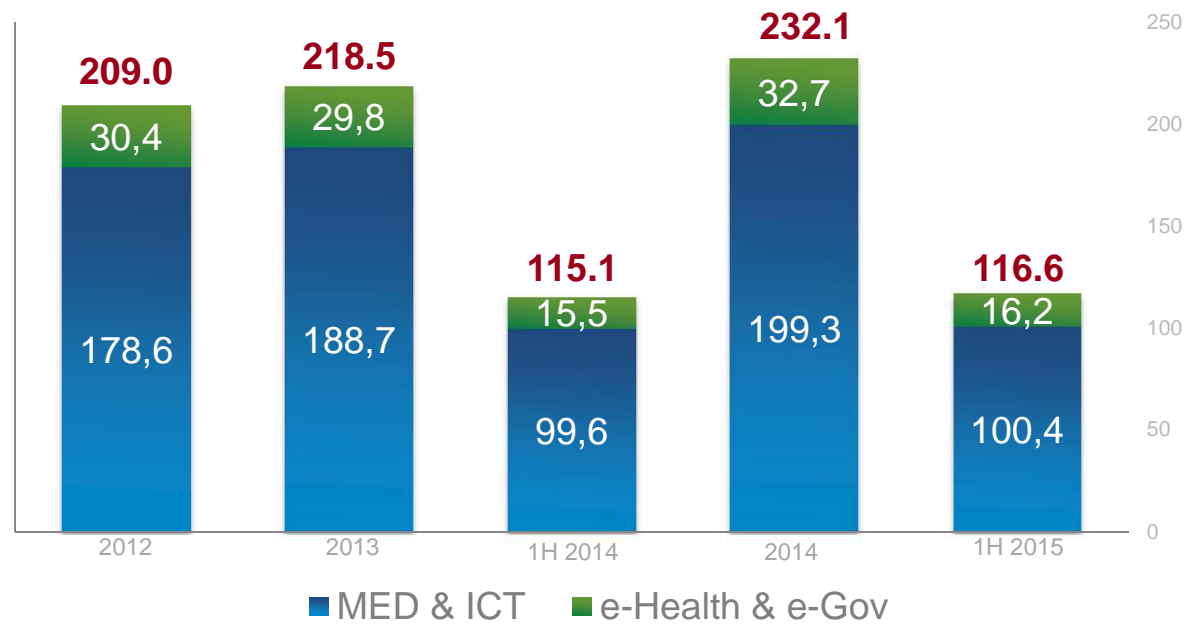
- **Generali Group** since 1999
- **Fondo Italiano di Investimento** since 2012

Other shareholders <5% (totally 400)

**Governance and organizational practices** of a public company already in place to join a regulated market.

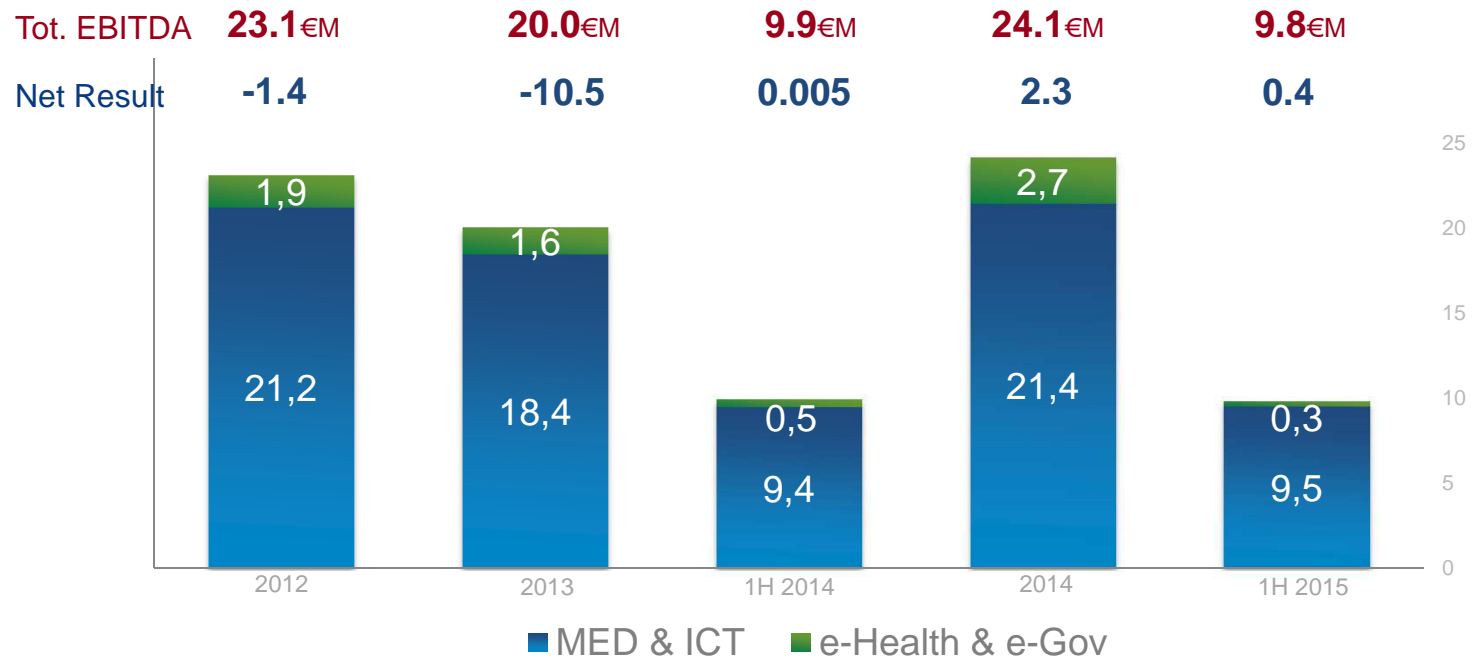


## Revenues (m€)





## EBITDA and Net Result



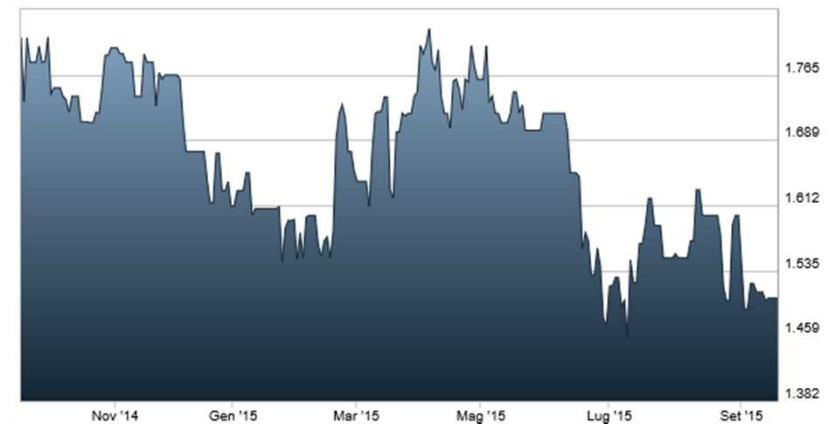


## Shares performance at AIM Stock Exchange Market

- **€ 1.80 per share** was the price implied into the capital increase of €10M subscribed in 2012 by Fondo Italiano di Investimento while the stock price was € 0.94 per share.

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- **€ 2.30 per share** is the target price of Intermonete research dated September 10, 2015





## Non-convertible five-years bond placement at Extramot Pro (the new market dedicated to listing of bonds)

Issue date	29 October 2014
Expiry date	October 2019
Amount	EUR 15,000,000
Interest rate	6.50%
Status	Senior UNSECURED
Reimbursement	Bullet
Minimum stock	EUR 100,000
Segment	ExtraMot Pro (Borsa Italiana)
Payment	Trim. ACT/ACT Unadj
Callable	From January 2017
ISIN Code	IT0005058372





Thank you for the attention

