



esprinet[®]
enabling your tech experience

MidCap Conference, Madrid - Intermonte SIM

November 16th, 2020

Forward Looking Statement



This presentation may contain forward-looking statements that are subject to risks and uncertainties, including those pertaining to the anticipated benefits to be realized from the proposals described herein. Forward-looking statements may include, in particular, statements about future events, future financial performance, plans, strategies, expectations, prospects, competitive environment, regulation, supply and demand. Esprinet has based these forward-looking statements on its view and assumptions with respect to future events and financial performance. Actual financial performance could differ materially from that projected in the forward-looking statements due to the inherent uncertainty of estimates, forecasts and projections, and financial performance may be better or worse than anticipated. Given these uncertainties, readers should not put undue reliance on any forward-looking statements. The information contained in this presentation is subject to change without notice and Esprinet does not undertake any duty to update the forward-looking statements, and the estimates and the assumptions associated with them, except to the extent required by applicable laws and regulations.

THE COMPANY & THE INDUSTRY



#1 Ict Distributor In Southern Europe



20 years in business,
3 geographies:
Italy, Spain & Portugal

A real enabler and
simplifier of the use
of technology

Strong SMB and
mid-market focus
31k customers

Working to provide
the best customer
satisfaction

The most complete
Tech product range
with 650 brands



MTA listed

Esprinet S.p.a. listed on the
Italian Stock Exchange in 2001



2019 Sales € 3.95B

Esprinet S.p.a. undisputed market
leader (25% market share in 2019)
with a strong track record as a
consolidator



Consistent Growth

Historical stable flow of profitability:
440 M€ of cumulated Net Profit and
108 M€ of cumulated dividends paid
since 2001



1317 people

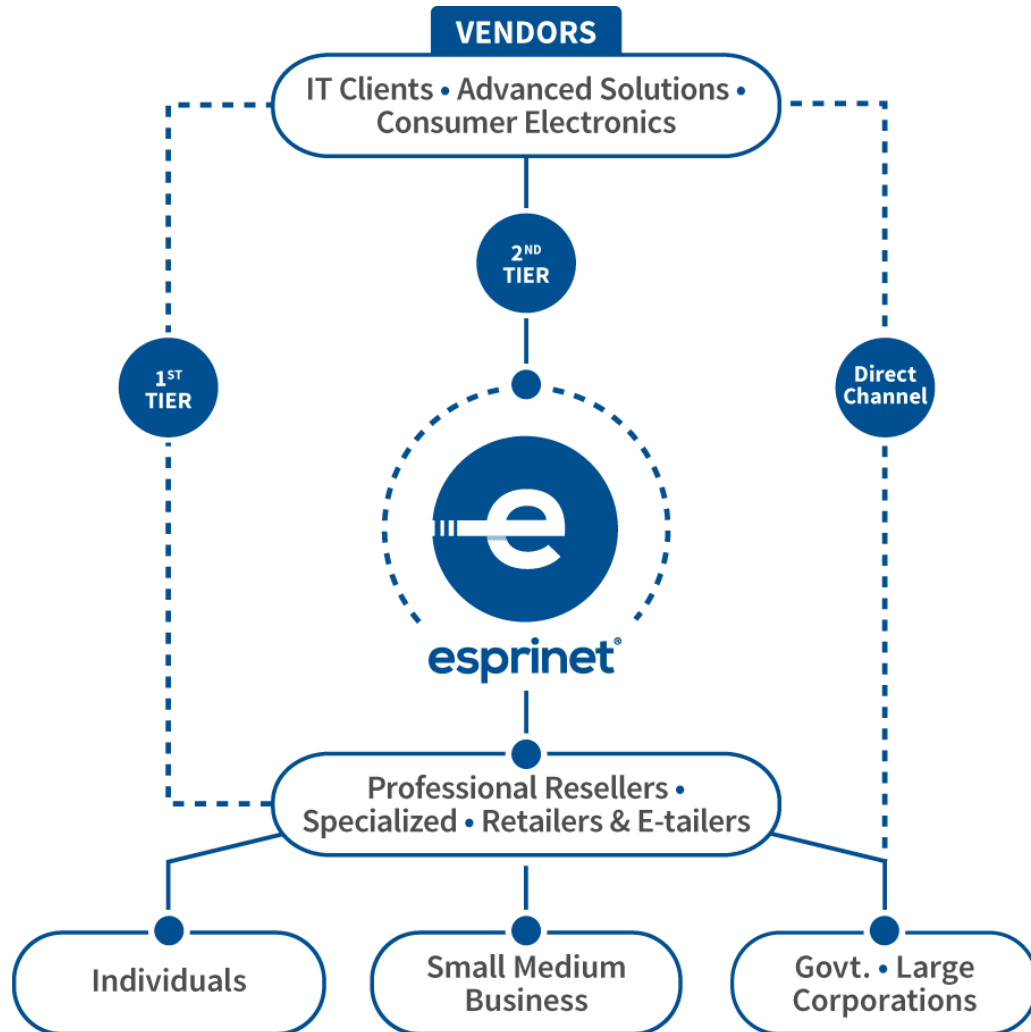
56% sales & marketing
44% back office
55% female
45% male



Strong Capabilities

130.000 SKUs available
Highly efficient logistics
processes and systems
With >150.000 sqm of warehouses

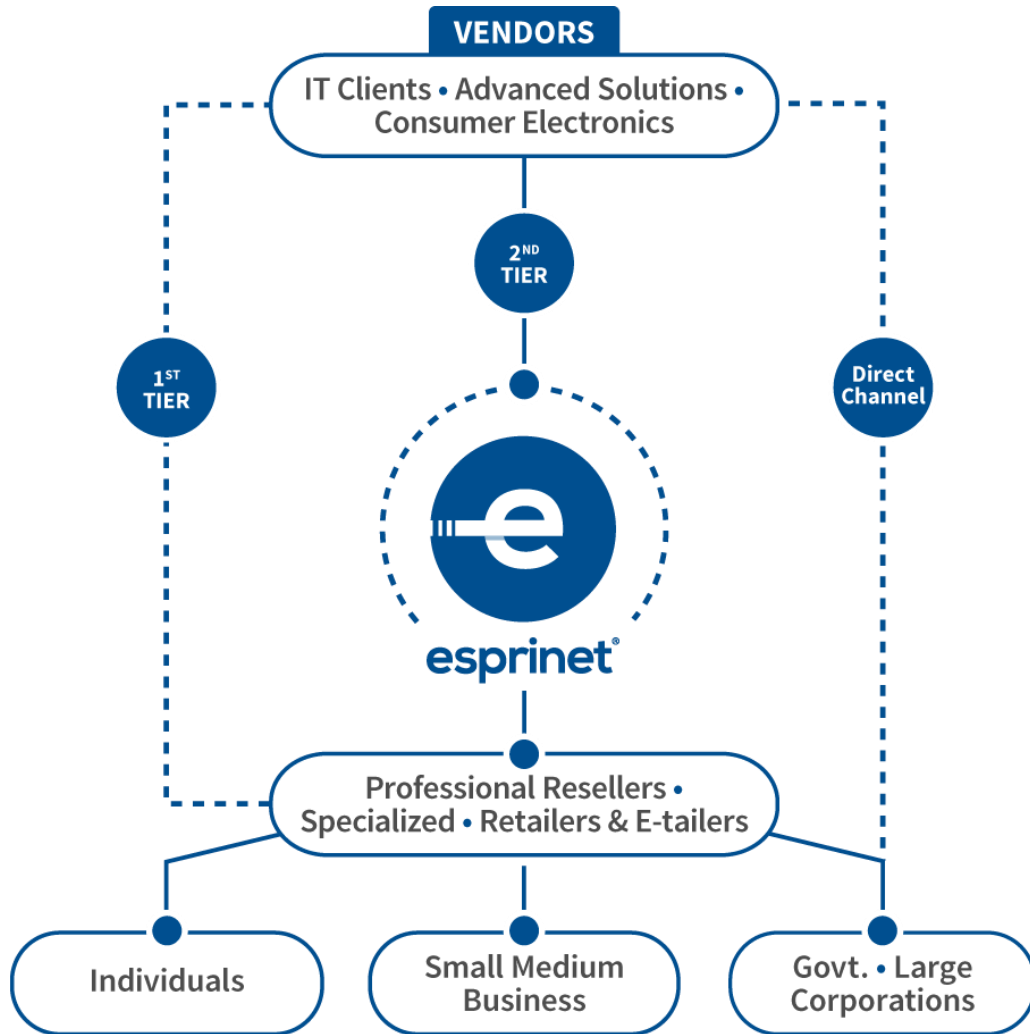
The Industry



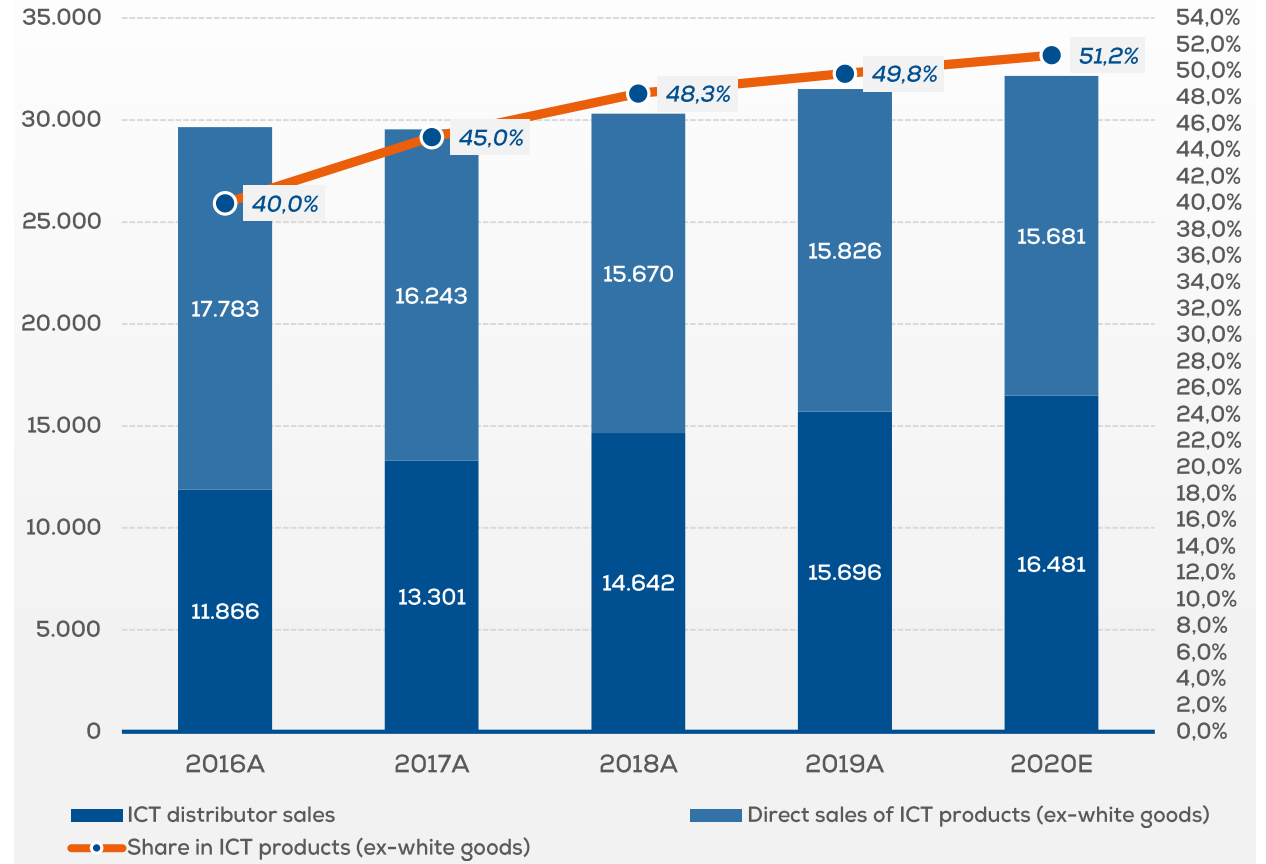
| (B/€) | ADDRESSABLE MARKET | | | | POTENTIAL GROWTH | |
|--|--------------------|--------------------|----------------------|------------|------------------|-------------------------|
| | IT clients | Advanced Solutions | Consumer Electronics | Total ICT | White Goods | Total ICT & White Goods |
| Total Market (A+B) | 7,2 | 5,8 | 18,5 | 31,5 | 11,0 | 42,5 |
| A) Direct Channel & 1 st Tier | 2,0 | 1,8 | 12,4 | 16,2 | 10,7 | 26,8 |
| B) 2 nd Tier Distris (a+b+c) | 5,2 | 4,1 | 6,1 | 15,4 | 0,3 | 15,7 |
| <i>Weight Of Distris On Market</i> | 73% | 70% | 33% | 49% | 3% | 37% |
| a) Professional Resellers | 2,5 | 3,4 | 2,6 | 8,5 | 0,1 | 8,7 |
| <i>Weight On 2nd Tier</i> | 48% | 83% | 43% | 55% | 33% | 55% |
| b) Specialized | 0,3 | 0,2 | 0,4 | 0,9 | 0,1 | 0,9 |
| <i>Weight On 2nd Tier</i> | 6% | 5% | 7% | 6% | 33% | 6% |
| c) Retailers & E-tailers | 2,4 | 0,4 | 3,1 | 6,0 | 0,1 | 6,1 |
| <i>Weight On 2nd Tier</i> | 46% | 10% | 51% | 39% | 33% | 39% |

(*) Italy-Spain-Portugal 2019 end-user market data at estimated distributor price – Internal comments by Esprinet S.p.A. on Data owned exclusively by GfK

The Evolution Of The Market



ITALY-SPAIN-PORTUGAL: TOTAL ICT SPENDING AND SHARE OF DISTRIBUTORS (EX-WHITE GOODS)



EITO figures for IT Clients - Advanced Solutions & Smartphones - EUROMONITOR for other Consumer electronics
 End-user consumption converted to distri price assuming average 15% margin for resellers/retailers
 Conversion from Context panel sales to Total net distri sales assuming Context Panel represents 90% of total consolidated net distri sales
 2020 end user market estimates by EITO & Euromonitor as of March 2020
 2020 distri sales estimated using a flat growth of 5%

ICT Distribution share on total ICT addressable sales grew from 40,0% (2016) to 49.8% (2019) and is forecasted to grow furthermore (51.2% expected in 2020).



The “Why” for Vendors

- Reduction of distribution fixed cost
- Buffering stock
- Credit lines & Credit collection capabilities
- Marketing capability
- Need of an aggregator of their products into complex multi-vendor solutions



The “Why” for Resellers

- Outsourcing of warehousing and shipping on their behalf
- One-stop-information gathering point
- One-stop-shopping opportunity
- Easiness of doing business against dealing directly with vendors
- No minimum quantity needed to be a valued partner



The “Why” for Retailers and E-Tailers

- “Fulfilment deals” with Vendors on top selling items
- Category management for accessories
- Home delivery capabilities for White Goods and Large TVs
- E-Tailers use Distributors as a one-stop-shopping for the “Long Tail” of products

Future

- A similar trend towards a “Distributor Friendly” environment is now under development White Goods
- «As a Service» models will require further more the capability of integrating in a single easy-to-use interface for resellers the Consumption models of multiple vendors

Why A Distributor: high quality assets

Inventory Risk Mitigants

Stock Protection Clause

Provided by the vast majority of Vendors in which they assume the risk of inventory devaluation arising from purchase list price reductions planned by the Vendor itself.

Fulfilment deals stock protection

Vendors might allow the Distributor to purchase products based on a sales forecast agreed upon between the Vendor and the Retailer/Corporate Reseller. Vendors might guarantee the Distributor, either contractually or customarily, that those products will be sold with a predefined margin, essentially shielding the Distributor from the inventory risks that might arise from the need of reducing the sales price or disposing of unsold products.

Stock Rotation Clause

On specific product categories, i.e. software or pre-packaged services, the Distributor is periodically allowed to ship back obsolete stock in exchange of new products of similar value.



Factoring & Credit Insurance Policies

Credit insurance

Large and medium sized distributors routinely apply contracts with top-rated Credit Insurance Companies shielding the risk of default of debtors with deductibles typically between 10% to 15% of the insured value.

Factoring/Securitization programs

Trade receivables might be sold “without-recourse” to factoring entities or conduits of a trade receivables securitization program, typically major commercial banks but sometimes Vendor financing companies as well. When factoring/securitization happens, being a true-sale, no deductibles are involved and the credit risk is entirely transferred to the factoring company.

Risk taking

Sometimes distributors might takes some credit risk on their books by issuing a Credit Limit that exceeds the value of the Credit Insurance coverage.



Credit Notes

The Industry operates with a significant amount of Credit Notes accruals at any given end-period

Vendors routinely operate with commercial programs that envisage significant amounts of price adjustments for multiple reasons such as:

- End-period accruals for target achievements;
- Stock protection;
- Pass through.

Customers as well are entitled to price adjustments such as:

- End-period accruals for target achievements;
- Pass through;
- Co-marketing funds.

Accounting treatment

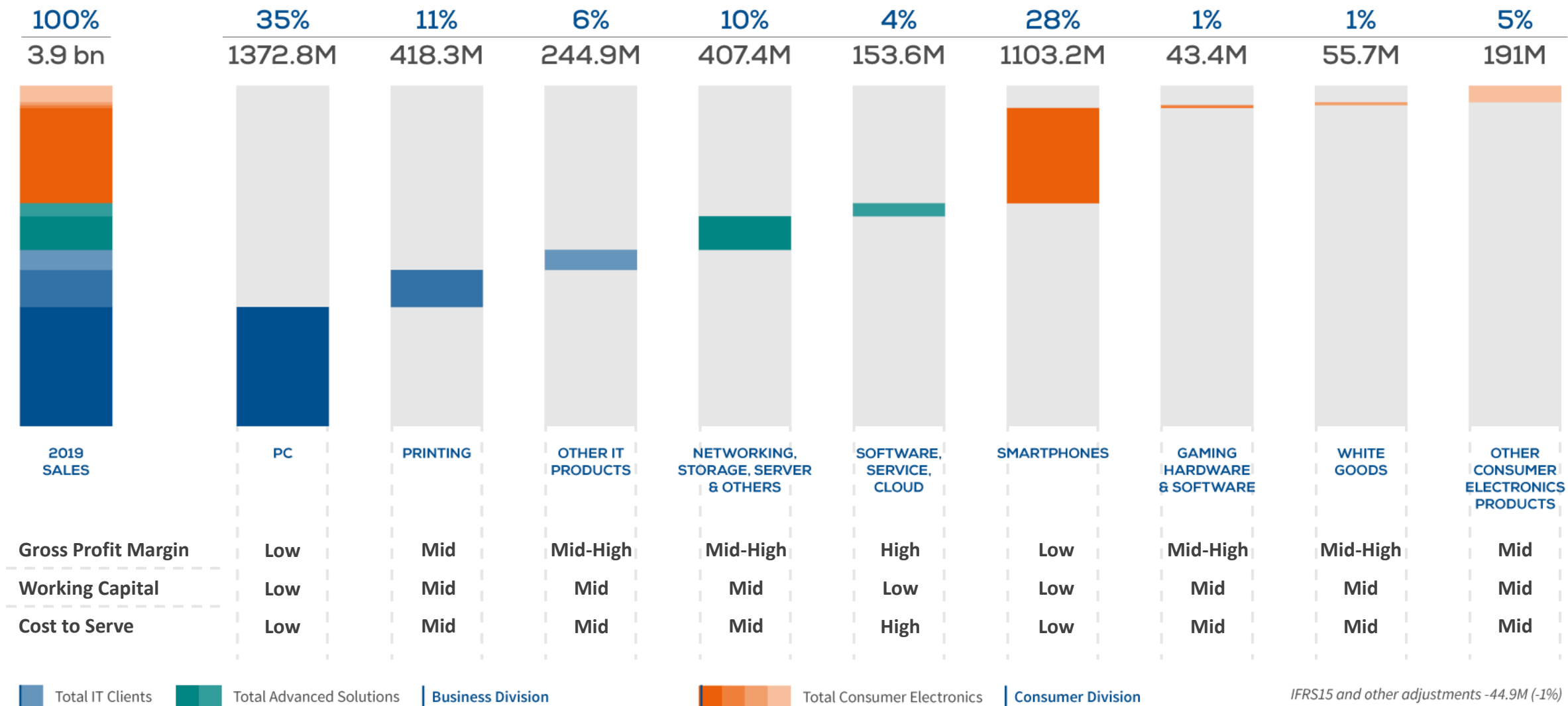
At any given quarter-end accruals are made to account for the credit notes pending reception from Vendors and credit notes pending issuing to customers.

According to the Group accounting policies periodically, typically at year end, a revision of the old accruals is done and the adjustments booked to the Gross Profit of the period.

Historically, given the accounting policies in place, this effect is positive and contributes to a spike in Gross Profit margins at year end.



Sales Mix & ROCE profile by product



IFRS15 and other adjustments -44.9M (-1%)

INVESTMENT CASE





PROFITABILITY IMPROVEMENT

CORE BUSINESS

- **Customer Satisfaction**
- **PCs & Smartphones:** volumes without additional fixed costs
- Organic & inorganic growth on **Advanced Solutions and on Consumer Electronics high margin niches**

IN PROGRESS

- **Consumption Model:** Cloud, DaaS and Managed Print Service to grow profitability
- **Outsourcing** of logistics & marketing to profit from high-added value lying in Tech without down or upstream integration

CAPITAL EMPLOYED OPTIMIZATION

• Cash Conversion Cycle optimization

- ✓ Achieve industry standard levels in **Inventory Days** moving from > 40 days to low 30s
- ✓ Keep **DSOs** stable
- ✓ Keep **DPOs** stable leveraging on faster credit notes collection times and on opportunistic extra-payment terms

• Keep on growing businesses which imply low Working Capital absorption

- ✓ Consumption Models
- ✓ Outsourcing
- ✓ PCs & Smartphones

The Right Industry

The Right Company

GROWTH POTENTIAL

- Tech sector is booming thanks to constant innovation (IoT, Big data, Analytics, Cybersecurity) and changes in lifestyle and professional habits (smart working, e-learning, e-commerce, ...)
- Tech wholesaling is the fastest growing go-to-market strategy of tech manufacturers that look to increase efficiency
- Growing demand of logistic services driven by retailer e-commerce

- Undisputed market leader (26,2% market share in 2019) with a strong track record as a consolidator
- Leverage on strong foundation in the distribution businesses to provide high-margin services and solutions (advanced solutions and subscription/usage services)
- Opportunity of growing ROCE by furtherly optimizing the trade-off between working capital and gross profit

ATTRACTIVE RISK PROFILE

- Resilient industry thanks to the strategic role of distribution in the IT value chain
- The industry has developed in time a standard of risk-shielding techniques for key assets (credit insurance and stock protection) that provide low-risk balance sheets
- High levels of automation of processes provide low cost operating models shielding the P&L from the impact of sudden swings in revenues

- Historical stable flow of profitability since 2001 even in market downturns: 440 M€ of cumulated Net Profit since 2001 and 108 M€ of cumulated dividends paid. Strong performance in H1 2020 during pandemic period.
- Diversification: 3 geographies (Italy, Spain and Portugal), complete Tech product range (IT clients, IT infrastructure, Consumer Electronics, Cloud and tech services), all possible customers (Resellers, VARs, System Integrators, Retailers, E-tailers)
- Highly efficient logistics processes and systems, scalable with low cost sensitivity to volume upgrades; very strong balance sheet thanks to focus on Cash Conversion Cycle and ROCE

Market leader in the strategic IT supply chain for Italy and Spain

STRONG P&L PERFORMANCE

- **9M 2020 Sales of ~2,959 M€ (+13% yoy), with a strong growth in demand for PCs and Smartphones**
 - ❑ **Q3 2020 Sales of ~1,124 M€ (+26% yoy):** the Group thanks to the **full range of its portfolio and availability of products and solutions**, has continued to support the ever-increasing demand for technologies capable of enabling smartworking and e-learning
 - ❑ Q2 2020 Sales of ~920 M€ (+9% yoy)
 - ❑ Q1 2020 Sales of 914 M€ (+4% yoy)
- **Nine months of growth in all Geographies:**
Italy +10%, Spain +19%, Portugal +71%
- **ESPRINET outperforms the market** by consolidating its share in all the Countries and in the first 9 months of 2020 it **records the best result in recent years**
- **Very tight cost control** enabling transfer to bottom line of strong sales performance
- **EBITDA Adjusted +76% vs Q3 19, +36% vs 9M 2019**

BALANCE SHEET – INTEREST & TAX RATE

- **Cash Cycle** as of 30 September down to 8 days, **best performance ever**
- **Net Financial Position** as of 30 September negative for 14.5 M € (9M 19 negative for 183.6 M€)
- Continuous reduction of interest charges
- Tax rate in line with expectation against 2019 burdened by one-off items

9M 2020 Financial Highlights

| (M/€) | 30/09/2020 | 30/09/2019 |
|-------------------------------------|-------------|-------------|
| Sales from contracts with customers | 2.959,1 | 2.611,1 |
| Gross Profit | 128,7 | 119,2 |
| Gross Profit % | 4,35% | 4,57% |
| EBITDA adj. | 41,6 | 30,6 |
| EBITDA adj. % | 1,41% | 1,17% |
| EBIT adj. | 30,9 | 20,6 |
| EBIT adj. % | 1,05% | 0,79% |
| EBIT | 27,6 | 20,6 |
| EBIT % | 0,93% | 0,79% |
| Net Income | 17,5 | 9,4 |
| Net Income % | 0,59% | 0,36% |

- **Net Invested Capital at 30st September 2020 stands at 390,3 M€ and is covered by:**

- Shareholders' equity, including non-controlling interests, for 375.8 M€ (359.0 M€ at 31st December 2019)
- Cash negative for 14.5 M€ (positive 272.3 M€ at 31st December 2019)

| (M/€) | 30/09/2020 | 30/09/2019 | 31/12/2019 |
|---|---------------|--------------|----------------|
| Fixed Assets | 118,3 | 120,4 | 118,7 |
| Operating Net Working Capital | 206,6 | 346,0 | (121,0) |
| Other current asset (liabilities) | (16,4) | (11,9) | (1,4) |
| Other non-current asset (liabilities) | (18,5) | (16,6) | (16,9) |
| Net Invested Capital [ante IFRS16] | 290,1 | 438,0 | (20,6) |
| RoU Assets [IFRS16] | 100,2 | 90,8 | 107,3 |
| Net Invested Capital | 390,3 | 528,8 | 86,7 |
| Cash | (234,8) | (65,2) | (463,8) |
| Short-term debt | 47,4 | 106,2 | 18,9 |
| Medium/log-term debt ⁽¹⁾ | 110,4 | 62,9 | 78,0 |
| Financial assets | (11,3) | (11,2) | (14,2) |
| Net financial debt [ante IFRS16] | (88,3) | 92,8 | (381,1) |
| Net Equity [ante IFRS16] | 378,4 | 345,2 | 360,5 |
| Funding sources [ante IFRS16] | 290,1 | 438,0 | (20,6) |
| Lease liabilities [IFRS16] | 102,9 | 90,8 | 108,8 |
| Net financial debt | 14,5 | 183,6 | (272,3) |
| Net Equity | 375,8 | 345,3 | 359,0 |
| Funding sources | 390,3 | 528,8 | 86,7 |

⁽¹⁾ Including the amount due within 1 year

⁽²⁾ Net financial debt ante IFRS 16

Sales Evolution

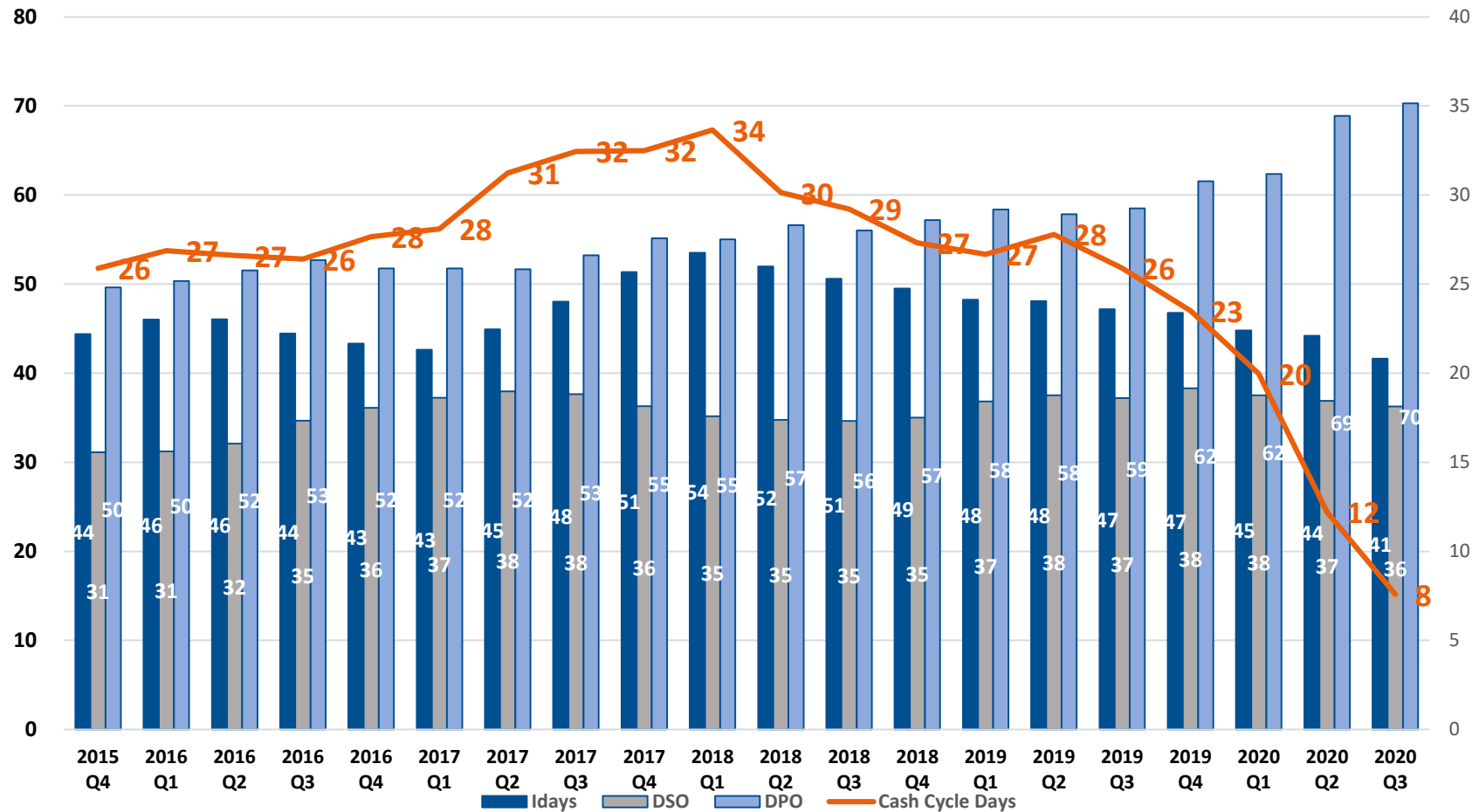
9M 2020: 2,959 M€ (+13% vs 2,611 M€ in H1 2019)

| | MKT | | | MKT | | | MKT | |
|-----------------------|-------|-------|--------------------------------------|-------|-------|------------------------------------|-------|-------|
| <u>1,845 M€ Italy</u> | 10% ▲ | 10% ▲ | <u>1,643 M€ IT Clients</u> | 15% ▲ | 13% ▲ | <u>1,562 M€ IT Reseller</u> | 9% ▲ | 8% ▲ |
| <u>1,055 M€ Spain</u> | 19% ▲ | 9% ▲ | <u>1,003 M€ Consumer Electronics</u> | 19% ▲ | 8% ▲ | <u>1,460 M€ Retailer/E-tailer</u> | 18% ▲ | 13% ▲ |
| 39 M€ Portugal | 71% ▲ | 6% ▲ | 376 M€ Advanced Solutions | -7% ▼ | 6% ▲ | | | |
| 20 M€ Other (-24%) | | | 62 M€ IFRS15 and other adjustments | | | 62 M€ IFRS15 and other adjustments | | |

FY 2019: 3,945 M€ (+10% vs 3,571 M€ in FY 2018)

| | MKT | | | MKT | | | MKT | |
|-----------------------|-------|------|--------------------------------------|-------|------|------------------------------------|-------|------|
| <u>2,495 B€ Italy</u> | 13% ▲ | 8% ▲ | <u>2,036 B€ IT Clients</u> | 10% ▲ | 2% ▲ | <u>2,057 B€ IT Reseller</u> | 5% ▲ | 7% ▲ |
| <u>1,378 B€ Spain</u> | 6% ▲ | 6% ▲ | <u>1,393 B€ Consumer Electronics</u> | 15% ▲ | 5% ▲ | <u>1,933 B€ Retailer/E-tailer</u> | 16% ▲ | 8% ▲ |
| 39 M€ Portugal | 27% ▲ | 7% ▲ | 561 M€ Advanced Solutions | 1% ▲ | 3% ▲ | | | |
| 34 M€ Other (31%) | | | 45 M€ IFRS15 and other adjustments | | | 45 M€ IFRS15 and other adjustments | | |

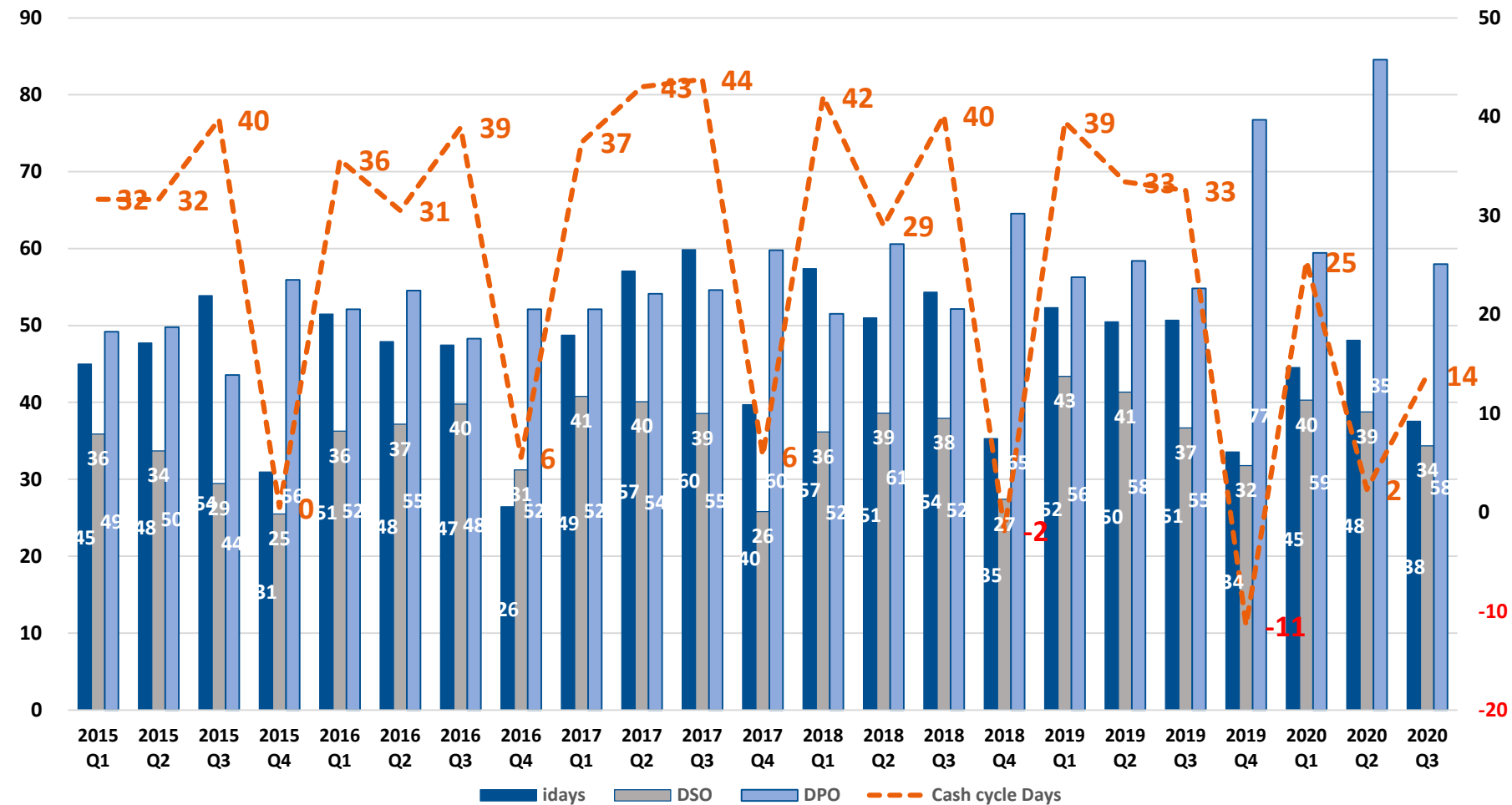
Working Capital Metrics 4-qtr average



- Best quarter in last 3 years.
- Continuous reduction in cash cycle days mainly due to strong performance in inventory turnover and suppliers' payment terms.
- At September 30th 2020 working capital days stands at 8 days improving both sequentially (-5) and year-on-year (-18).
- Compared to Q3 2019 metrics, ldays decreased -6 days, DSO decreased -1 days and DPO increased +11 days for a total improvement of 18 days from 26 to 8 days.

ldays (Inventory Days): 4-qtr average of (quarter-end Inventory / quarterly Sales * 90)
 DSO (Days of Sales Outstanding): 4-qtr average of (quarter-end Trade Receivables / quarterly Sales * 90)
 DPO (Days of Purchases Outstanding): 4-qtr average of (quarter-end Trade Payables / quarterly Cost of Sales * 90)

Working Capital Metrics quarter-end



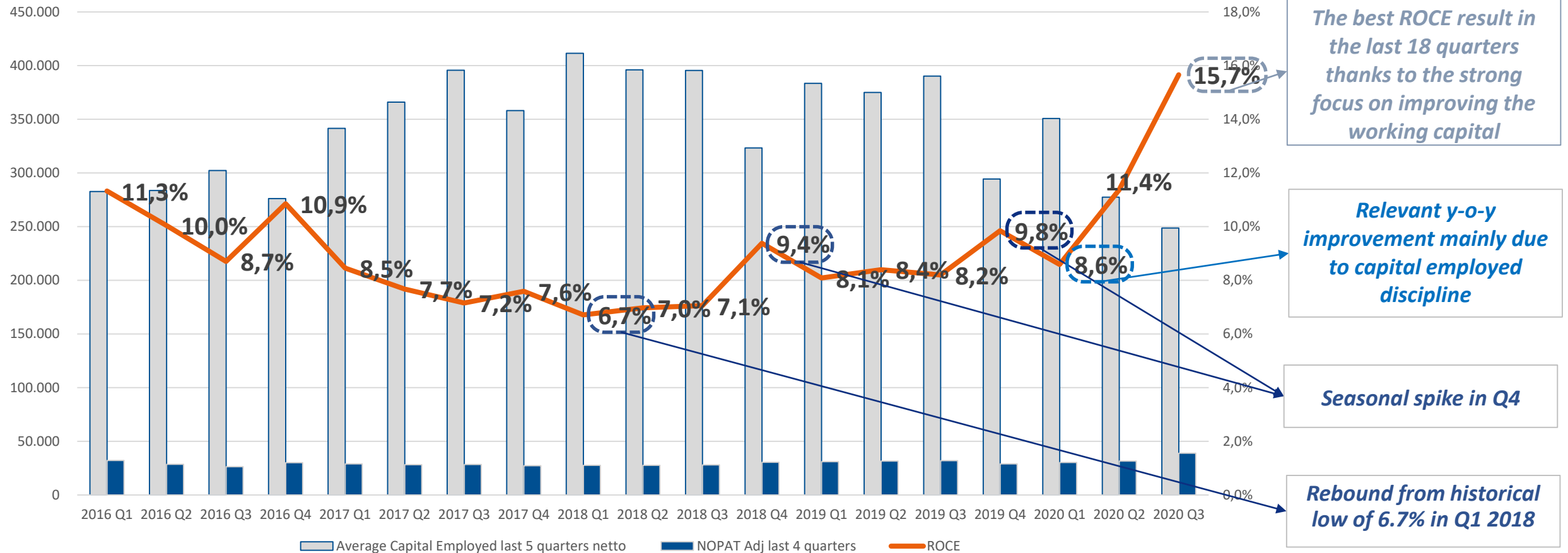
- At September 30th 2020 working capital days stands at 14 days improving year-on-year (-19).
- At the end of Q3 idays reduction under 40 days.
- After the support received during the pandemic, suppliers' payments terms return to stabilize around 60 days.

Idays (Inventory Days): $\text{quarter-end Inventory} / \text{quarterly Sales} * 90$

DSO (Days of Sales Outstanding): $\text{quarter-end Trade Receivables} / \text{quarterly Sales} * 90$

DPO (Days of Purchases Outstanding): $\text{quarter-end Trade Payables} / \text{quarterly Cost of Sales} * 90$

ROCE Evolution Up To Q3 2020



Average Capital Employed last 5 quarters: equal to the average of “Loans” at the closing date of the period and at the four previous quarterly closing dates (excluding the equity effects of IFRS 16).
 NOPAT Adj last 4 quarters: equal to the sum of the EBIT- excluding the effects of the IFRS16 accounting principle - of the last four quarters less adjusted taxes.
 ROCE: NOPAT Adj last 4 quarters / Average Capital Employed last 5 quarters

2020 OUTLOOK AND FINAL REMARKS



- ❑ **Outlook 2020, guidance revised upwards: Revenue above 4.4 €B, EBITDA adjusted above 62 M€.**
- ❑ Customer satisfaction projects already implemented are delivering good results and shall help to **sustain long-term profitability in a normalised environment.**
- ❑ Cost structure well under control.
- ❑ Covid second wave and the partial lockdowns could impact consumer demand and could continue to negatively impact infrastructure sales in Q4 with businesses delaying investment or **opting for cloud services and subscription models to leverage their on-premise IT infrastructure.** Thanks also to the acquisition of GTI, the leading software and cloud solutions distributor in Spain, Esprinet intends to become a reference player in the Software as a Service (SaaS) and Infrastructure as a Service (IaaS) segment.
- ❑ Supply on PCs and smartphones is lower than the high level of demand: Q4 2020 revenue growth rates possibly impacted by **low product availability.**
- ❑ We keep on looking at possible **M&A operations** finding ourselves at the forefront of the ongoing consolidation process of the distribution industry.
- ❑ **We maintain favourable mid-term expectations** due to strong fundamentals of ICT market and growing distribution centrality in the tech business system.

Thank you

GRAZIE • GRACIAS • OBRIGADO • DANKE • MERCI • 감사 • 謝謝 • 感謝



ANNEX



Acquisition of GTI
Software & Networking S.A.

A «BUSINESS
DEVELOPMENT» DEAL



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A true “Business Development” Deal

Deal Structure

- Esprinet Iberica S.l.u. (100% Esprinet S.p.A.) signed a definitive agreement for the acquisition of GTI Software y Networking from Emotion S.l.u. (Mr Juan Pablo Rossi)
- The equity value to be paid in cash at Closing amounts to Euro 33.8 M€, with a net financial position of 9.8 M€ (1)

Strategic Fit

- Unique strategic fit in core Spanish market
- Strong boost in Cloud and "As A Service" solutions
- Exclusive know-how in selling software and dealing cloud provisioning platforms





Financing

- Acquisition shall be funded through available financial resources
- Absorption of increase in financial leverage without stress
- Pro-forma covenant on existing facilities respected with headroom as at December 31, 2019

Timetable

- No critical actions prior to completion
- October 1st 2020, execution of closing

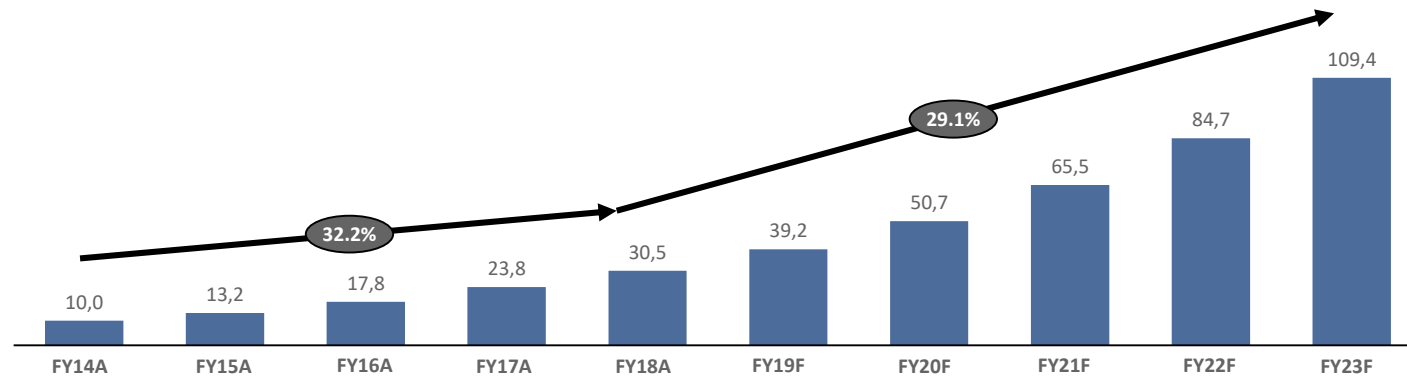
A perfect fit with strategic guide-lines

| Customer Satisfaction | Consolidating leadership in the Iberian Region | Increase Profitability | Address new markets |
|--|---|--|---|
| <p><i>Providing the best Customer Satisfaction: improving the level of CS raising the switch-cost for customers thus positively impacting overall profitability</i></p>  | <p><i>Achieving size in Portugal both through organic growth (HR, logistics and selection of the best vendors) and through M&A</i></p>  | <p><i>Pushing for a higher weight of Advanced Solutions business</i></p>  <p><i>XaaS: leveraging our web platform to be an aggregator for IaaS, SaaS, MPS and DaaS contracts</i></p>  | <p><i>White Goods opportunity as far as “tier-2 model” spread into the industry</i></p> <p><i>Be ready to enter markets such as Robotics, AI, Electrical Mobility, 3D Printing</i></p> |

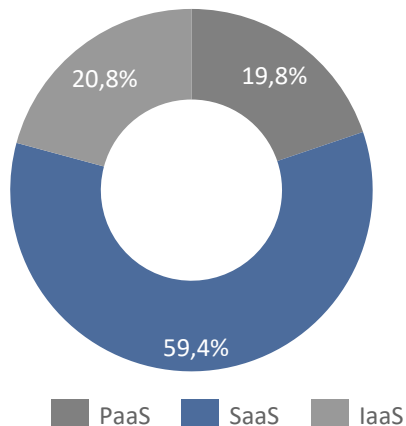
- The Cloud market is quickly becoming one of the hottest growth opportunity in the Advanced Solutions market segment.
- The pressure on delivering Smartworking solutions is impacting not only the IT Client space, with a surge in notebooks and tablets demand, but the IT infrastructure as well with a growing need of videoconferencing systems, collaboration software and cybersecurity products.
- Recent announcement from Microsoft about the launch of 1.5 BN€ “Ambizione Italia #DigitalRestart” plan to support the “cloudification” process in Italy demonstrates the strong interest of big tech companies in those countries - Italy and Spain among the others - where digital divide is still both a big challenge and a big opportunity.
- End-customers will be short of liquidity but in urgent need of a modern IT infrastructure to cope with the new socially distanced world awaiting, and the consumption model will turn into an even more appealing opportunity.
- Our strategy consists in assuming the role of “pure” aggregator/enabler thus enlarging the potential of our B2B marketplace (www.esprinet.com).
- We are working on a number of initiatives in both the cloud provisioning platform space, the DaaS-Device As A Service business model as well as pushing hard to enhance our current portfolio of cloud solutions.

European Cloud Computing Market

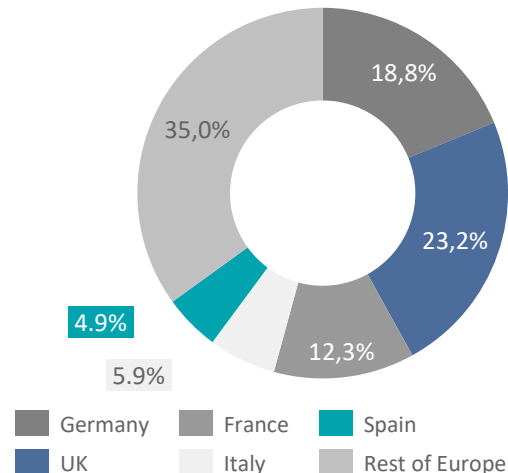
European cloud computing market value (€ billions, 2014 –2023F)



Market breakdown by category (2018)



Market breakdown by geography (2018)



Key comments

- ▶ 2018 total industry value amounted to €30.5 billions
- ▶ The industry showed a significant CAGR during 2014-18 period (32.2%)
- ▶ Industry growth has been led by western European countries showing there is further potential for the industry to expand
- ▶ 2023F total industry value is expected to be €109.4 billions
- ▶ Industry CAGR during 2018-23F is predicted to be 29.1%

Key comments

- ▶ Cloud computing sales during 2018 were mainly due to Software as a Service, accounting for 59.4% of total industry value (approx. €18 billions)
- ▶ 40.6% of the market value is due to IaaS and PaaS (approx. €12 billions)
- ▶ The German industry is forecast to match the UK industry's value in 2023 due to higher growth rates

A cloud leader

- **Leader in the fast growing market of cloud**, expected to have a high double digit CAGR in the coming years
- **Top Microsoft Partner** and other **strong partnerships** with top vendors like VMWare and Adobe
- **Business model tailor-made to satisfy its clients needs through CSP and MSP distribution**, being the market leader in CSP for the past +10 years



A new business model

- **Recurrent revenues** due to its subscription model schemes
- **Products are instantly accessible** and available for customers: possibility of serving other countries
- **Costs reduction** because of the absence of logistic and storage costs
- **Greater ROCE opportunity** than a traditional distribution model



Platform for growth

- **Leader in the AUTO-ID market**, with potential synergies with our Italian business
- **Business platform to Africa**: GTI has offices in Casablanca from which it distributes already to more than 18 countries

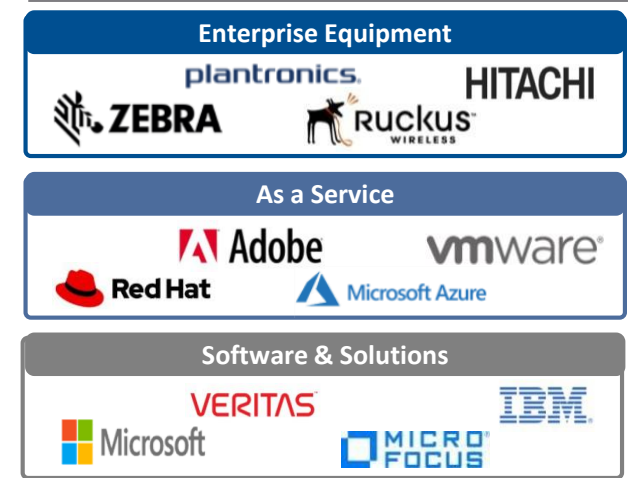


GTI in a nutshell

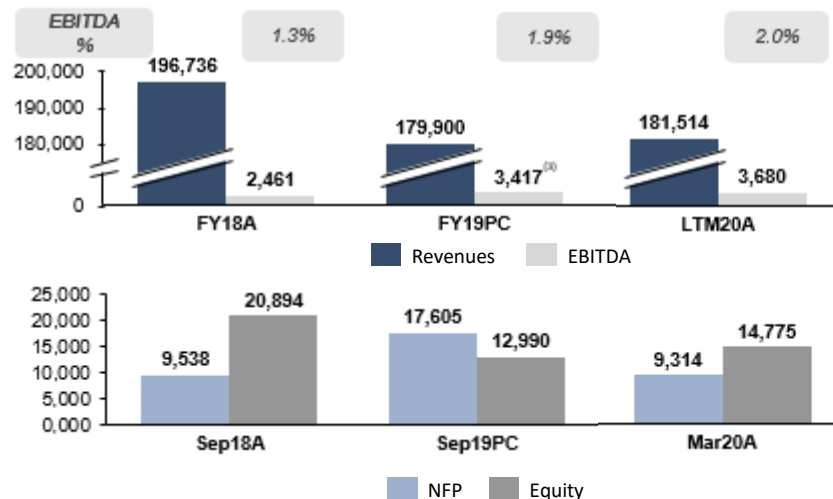
Business overview

- GTI Software y Networking, S.A. is the parent company of a group operating in the ICT distribution mainly in Spain and Portugal, at the forefront of the distribution of Cloud solutions (“As a Service” solutions) and business software for Value-added Resellers (VARs) and System Integrators. Moreover, GTI is a leading distributor of value-added enterprise equipment such as Automatic Identification and Data Capture, Communication and Internet of Things (“IoT”) products for the System Integrators and VARs.
- In the last 2 years GTI has experimented a successful history of major transformation based on two critical moves: (i) the bet for migrating its business from a product distribution-driven one to a Cloud/As a Service distribution model and (ii) the definitive abandonment of the distribution of products to the retail channel.
- GTI has a loyal and wide customer base to cover the entire B2B professional channel market with ~5,500 active customers. It is a top distributor partner for blue-chip vendors, representing more than 90 world-class suppliers
- GTI Group is headquartered in Madrid (Spain) and has presence in Portugal and North Africa (Morocco) with more than 170 people employed ⁽¹⁾

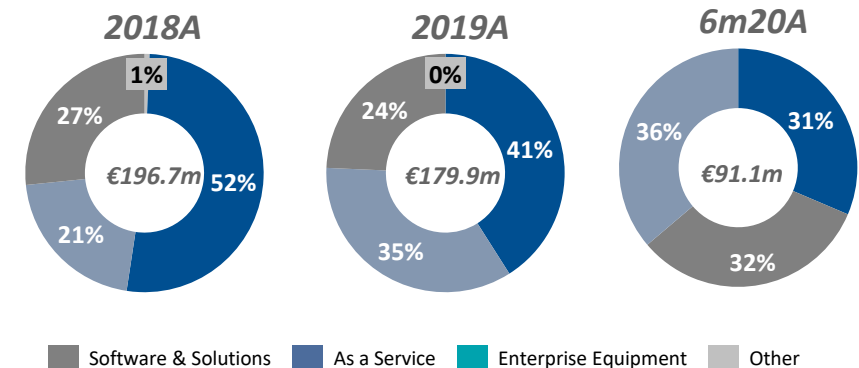
Key vendors per Business Unit



Key financials (€'000)



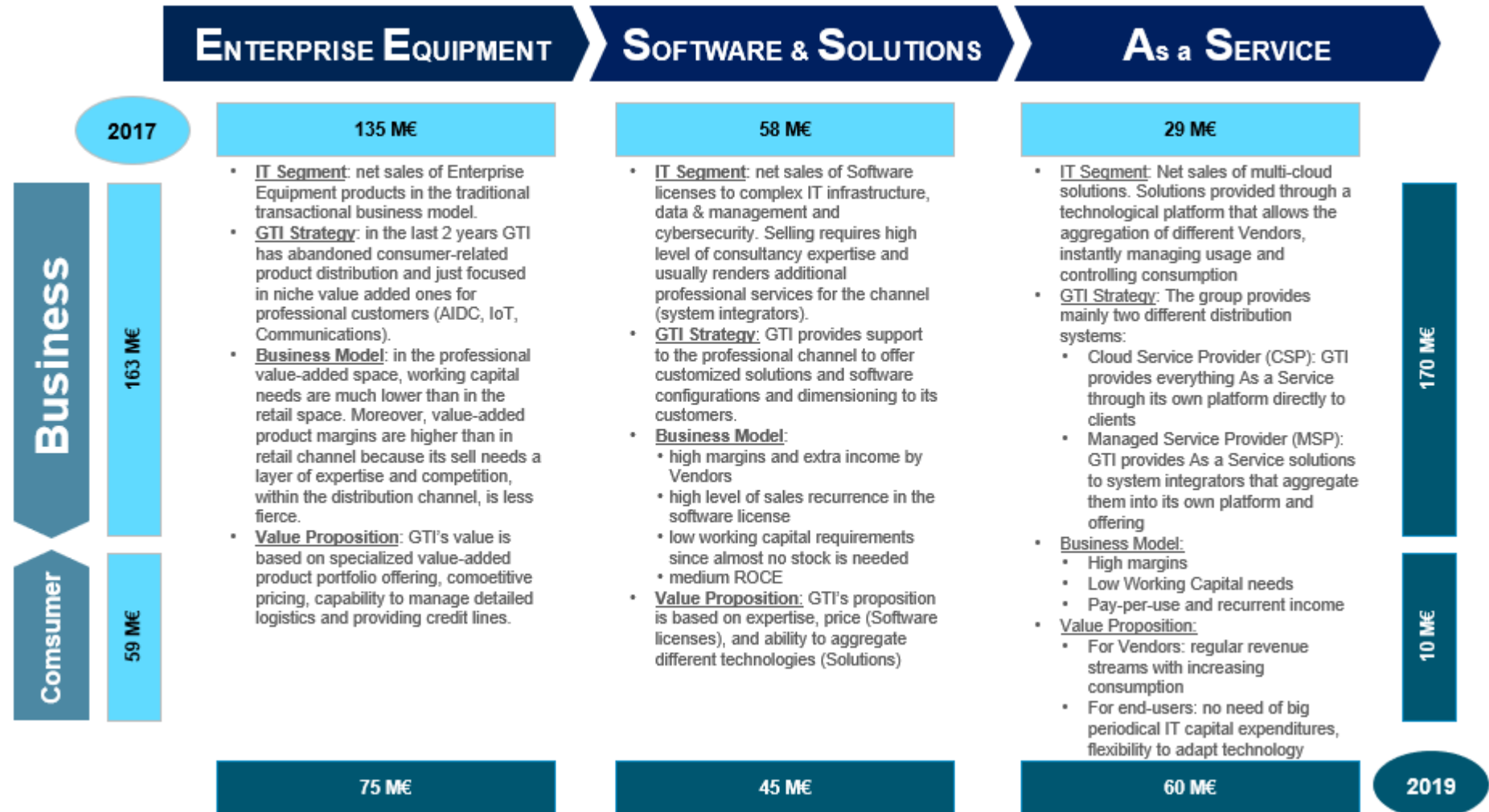
Revenues breakdown per BU (%)



⁽¹⁾ Yearly average incl. temporary workers; ⁽²⁾ EBITDA adj (i.e. "as reported" EBITDA plus non-recurring severance payments due to consumer business dismissal); ⁽³⁾ Average L6M NFP as of May 2020A.

Business Model

- IT distribution models are evolving from selling physical devices to selling technology “As-a-Service”.
- In this business milieu, **GTI is ahead of the Spanish market because it has already transformed itself as a truly IT distributor of Cloud Solutions.**
- GTI Group does no longer sales to the retail channel being **focused on selling exclusively to corporate resellers.**

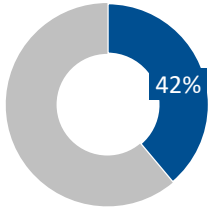


Business Description

REVENUES 2019 (SHARE %)

Enterprise
Equipment

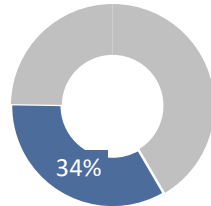
€ 75 m



- Storage Appliances
- Unified Communications and Professional Wifi
- Graphic Tablets
- Automatic Identification Data Capture (AIDC / IA) products
- Communication devices (network and surveillance material)
- Internet of Things
- Channels consist of (i) Value Added Resellers, (ii) System Integrators and (iii) E-tailers & Retailers (currently abandoned)

As a Service

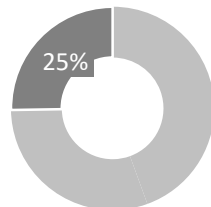
€ 60 m



- CSP: Business model for clients that prefer not to own the software and a direct channel and a direct access / management to GTI's solutions through its platform while paying-per-use
- Hybrid Cloud: Cloud computing solutions that uses a mix of private and public cloud services, with orchestration between the two platforms
- MSP: Business model where GTI's client is a Service Provider that under a subscription model owns the licenses and solutions and sells them like a service using its own platform
- Channels consist of (i) Value Added Resellers and (ii) System Integrators
- Modern Workplace: Productivity products like desktop software, Operating systems, collaboration and CRM
- Data & Management: Solutions for storage backup and data management, remote access and software management
- Cybersecurity: Antivirus and Security protection
- Development Software and Operating systems
- Storage and Backup Software
- Networking and Remote Management Software, etc.
- Channels consist of (i) Value Added Resellers and (ii) System Integrators

Software &
Solutions

€ 45 m



PRODUCTS AND CHANNELS

TOP VENDORS BY 2019 REVENUES

McAfee

Microsoft
Surface

tp-link

HITACHI

RUCKUS
an ARRIS company

ZEBRA

TOMTOM

plantronics

TOSHIBA

Red Hat

Adobe

vmware

SUSE

SkyWick

Microsoft
Azure

IBM Cloud

Microsoft

zimbra

Dropbox

IBM

VERITAS

Acronis

Microsoft
Open
License

panda

AUTODESK

veeAM

EXAGRID

sage

McAfee

Best Cloud Distributor in Spain



A truly Cloud Company

Revenue Cloud
Evolution



Clients boosting
demand

NET PROMOTE SCORE
PERFORMANCE: **82,76**



.... Leading the market

Market Cloud
Recognition

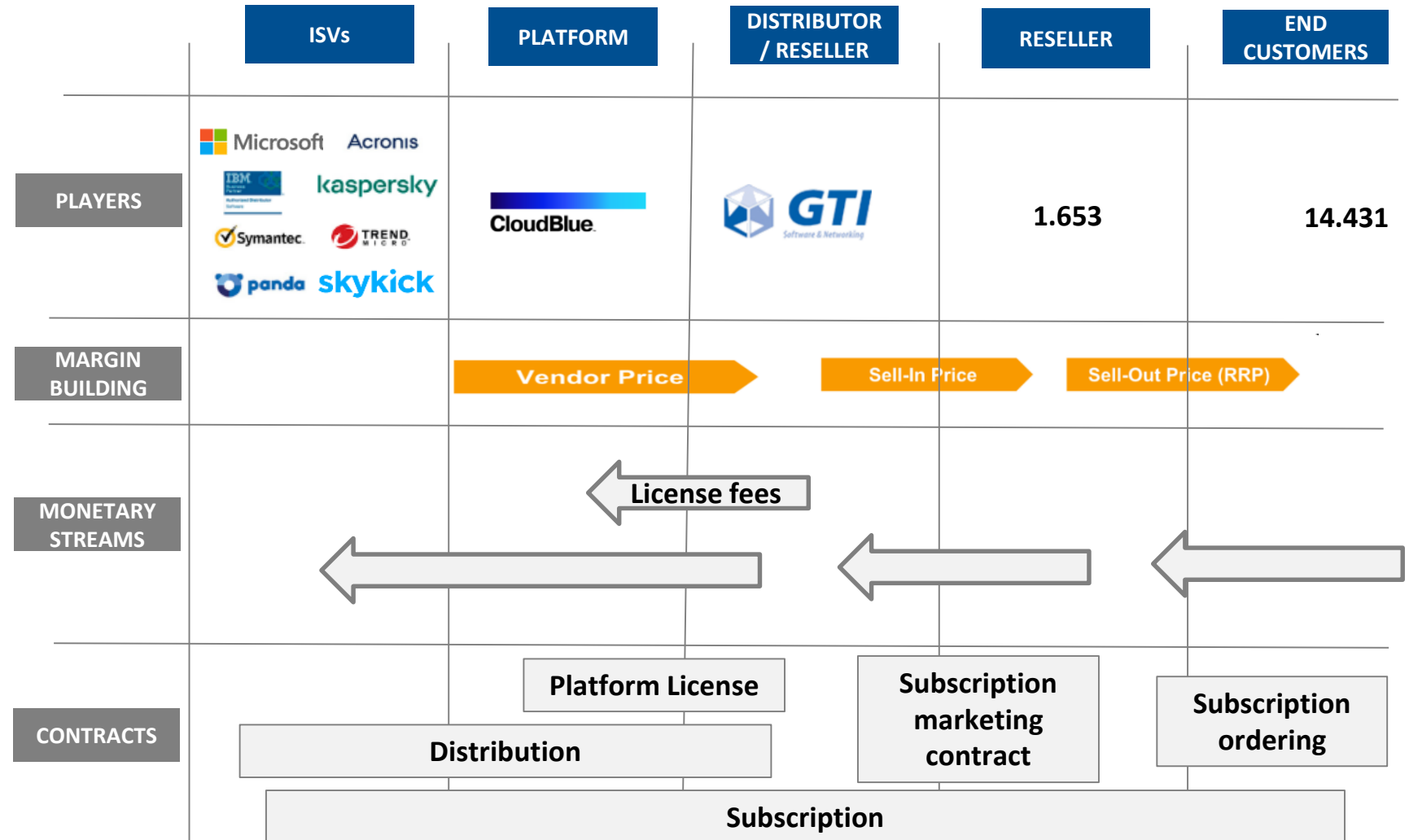


- GTI is the 6th - the 2nd independent - wholesaler of ICT technology in Spain: the combination of Esprinet and GTI drives the Market Share to **25%** ⁽²⁾.
- **GTI is the only Spanish distributor with a pervasive Cloud strategy, leading the "As a Service" solutions market.**
- **Within its 3%, market share of GTI in Cloud solutions is ~24%** ⁽¹⁾

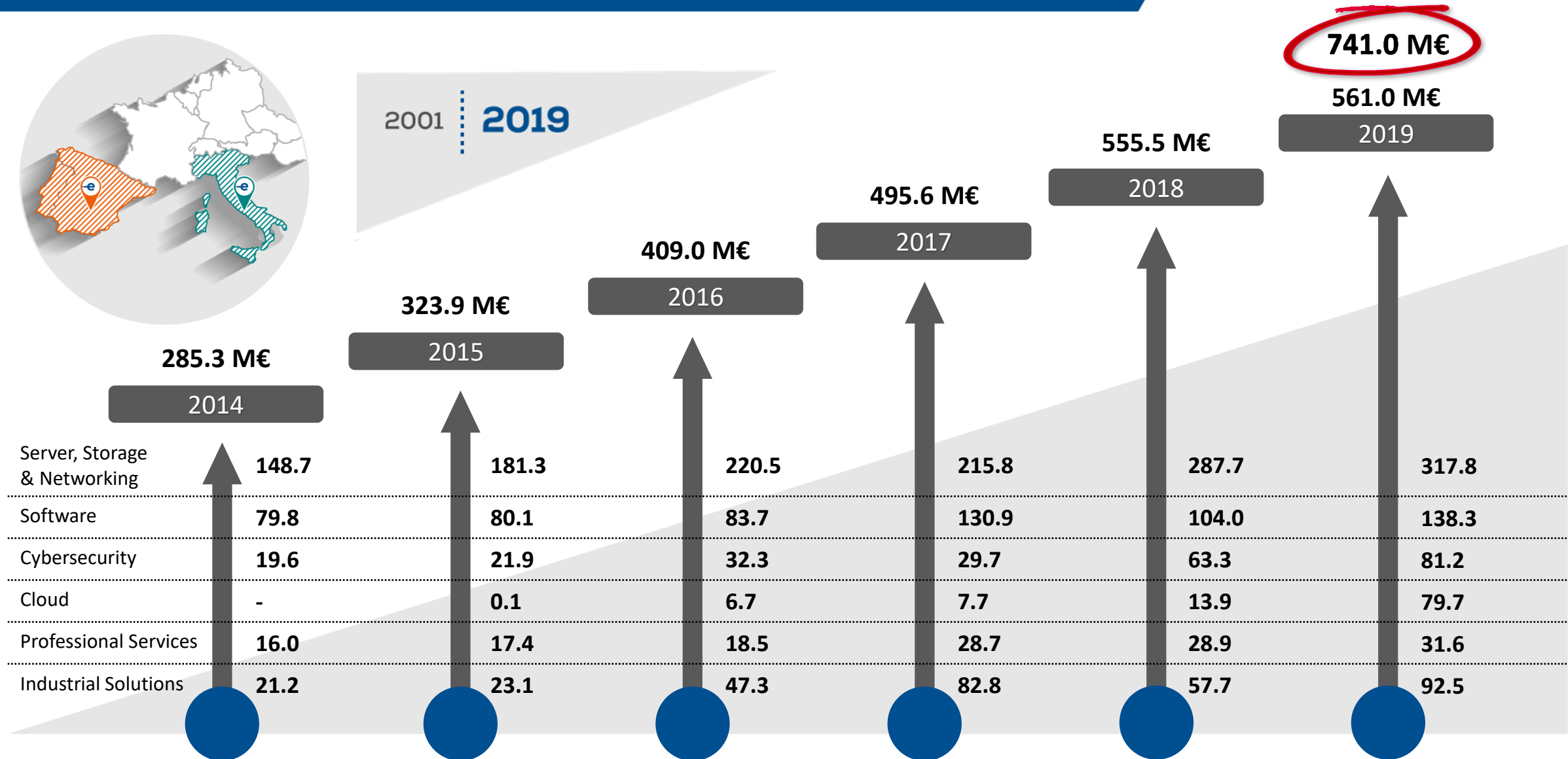
Cloud Provisioning Platform

- Provisioning Platform enables GTI customers to automate, aggregate and sell their own cloud and digital services as well as those from third parties.
- It also enables ISVs to take their offerings to market almost instantly across the entire multi-service provider ecosystem with the company's cloud commerce and Everything-as-a-Service (XaaS) platform

| Feature | CloudBlue |
|-----------------------------------|-----------|
| Marketplace | ✓ |
| Service catalog | ✓ |
| Subscription management | ✓ |
| Marketing | ✓ |
| Billing & invoicing | ✓ |
| Provisioning | ✓ |
| Reporting & business intelligence | ✓ |
| Reseller management | ✓ |
| Identity & access management | ✓ |



V-Valley Europe: Post-deal 2019 pro-forma Sales



741.0 M€

561.0 M€
2019

555.5 M€
2018

495.6 M€
2017

409.0 M€
2016

323.9 M€
2015

285.3 M€
2014

OPPORTUNITY TO GROW IN ADVANCED SOLUTIONS

The Group is the undisputed leader in the IT Client and Consumer Electronics market segments in Italy and Spain. It operates in the higher margin Advanced Solutions market under the brand V-Valley Europe being a solid number 2 in Italy and number 5 in Spain. With this deal becomes a solid number 2 in Spain as well but what's more important conveys to the vendor and system integrator/VAR community a clear message of commitment to this market, significantly enhancing the capability of attracting new contracts and of being able to hire skilled resources

BUSINESS SYNERGIES & COMPETENCES SHARING

The combination between the V-Valley Europe divisions the GTI group companies will drive significant business development synergies, leveraging on GTI's cloud expertise and broad vendor portfolio, on our extensive network of customers in Spain and in Italy not yet served by GTI

At an operational level, based on the company preliminary work and prior M&A experience, there is a clear opportunity in the sharing of best practices and operational know-how, in the acquisition of further competences and talents and in the integration of a skilled management team

CONSOLIDATION IN SOUTHERN EUROPE

Spain and Portugal represent key growth markets where our business is looking to furtherly consolidate its presence. Through the acquisition of GTI, we significantly increase our scale, maximizing the opportunity to capture expected Spanish domestic market growth, increasing our presence and size in Portugal, improving our ability to pursue further consolidation in Southern Europe and strengthening our position in the Advanced Solutions segment in these geographies

ACCELERATING THE SWITCH TO THE «CONSUMPTION» MODEL IN CLOUD

“as a Service” business or consumption-based utilization model against a more traditional “transaction” model. The acquisition of GTI perfectly fits with our strategy to grow in Advanced Solutions and digital distribution by exploiting the specific knowledge of GTI in this area

Multiple sources of synergies in business development

COMMERCIAL CROSS-FERTILIZATION

- High complementary businesses, with low overlapping in customer portfolios to enable cross-selling/up-selling
- Sharing selling systems and practices to increase productivity

OPTIMIZATION OF SCALE

- Pan-european size to attract global vendor contracts in Adv. Solutions
- Economies of scale to sustain stronger R&D in high-tech multi-country platforms
- Growing step (+20%) to reach optimal scale in Portugal

CUSTOMER SATISFACTION

- Addition of senior managerial team highly customer-oriented
- Aggregator role in the Cloud business strongly consistent with Esprinet own strategy

COST SYNERGIES

- Modest effect on purchasing power
- Scale benefit in fixed costs (i.e. real estate in Madrid)
- Intrinsic scalability of Cloud business at the heart of cost efficiency

Accelerate the perception of V-Valley Europe as a real pan-european «Value Distributor» within a broadliner, driving new vendor addition to our portfolio as well as accelerating the journey towards «consumption» models

To be exploited provided that KPIs on Customer Satisfaction are unaffected

GOVERNANCE



Mission & Corporate Values

Corporate Mission

To be the best technology distributor operating in its relevant markets, assuring shareholders above-average return on investment thanks to precise, serious, honest, fast-footed, reliable, and innovative management of the customer and vendor relationship, achieved by closely attentive enhancement and exploitation of its staff's skills and innovative capabilities.

Our Strengths

- Multidivisional organization to face different needs for different clients
- Flexibility to offer to our vendors and customers
- Highly experienced and focused people on tangible key value drivers
- Web engine and own ERP created
- Focus on creating new services to help dealers to do business



Maurizio Rota

Maurizio Rota, was born in Milan on 22 December 1957. After early professional experience as Sales Supervisor for companies operating in the Information Technology field, he founded Micromax in 1986, serving as the Company Chairman. He developed and consolidated the company up to 1999, focusing in particular on relations with major manufacturers, and making a decisive contribution to the implementation of the company's business strategies. Following the formation of Esprinet in the year 2000, as a result of the merger of the companies Celso, Micromax and Compres, he served as Managing Director and later as Vice Chairman and Chief Executive Officer. Mr. Rota is the Chairman of the Esprinet Group.



Alessandro Cattani

Alessandro Cattani, was born in Milan on 15 August 1963. After completing his degree in electronic engineering at Politecnico in Milan, he earned a MBA ("CEGA" at the Bocconi University in Milan). He began his professional career in the holding company of an Italian industrial group where, until 1990, he served as Executive Director of the company which had the task of managing the group's information technology. From 1990 to 2000 Mr. Cattani worked in a consulting company. Since November 2000 he has been serving Esprinet as Chief Executive Officer of the Group.



Board Of Directors

| NAME | POSITION | EXECUTIVE | INDEPENDENT | STRATEGY COMMITTEE | CONTROL AND RISK COMM. | REMUNERATION AND APPOINTMENT COMM. | COMPETITIVENESS AND SUSTAINABILITY COMM. |
|----------------------|----------|-----------|-------------|--------------------|------------------------|------------------------------------|--|
| Maurizio Rota | Chairman | • | | • | | | • |
| Alessandro Cattani | CEO | • | | • | | | • |
| Marco Monti | Director | | | • | | | |
| Matteo Stefanelli | Director | | | • | | | • |
| Tommaso Stefanelli | Director | | | • | | | • |
| Mario Massari | Director | | • | | • | • | |
| Chiara Mauri | Director | | • | | | • | |
| Cristina Galbusera | Director | | • | | • | • | |
| Emanuela Prandelli | Director | | • | | | | |
| Ariela Caglio | Director | | • | | | | |
| Renata Maria Ricotti | Director | | • | | • | | |

Code of Ethics

The Code of Ethics applies to all activities carried out by or in the name and on the behalf of Esprinet S.p.A. and its subsidiaries.

The Code of Ethics:

- establishes the guidelines of conduct and regulates the set of rights, duties and responsibilities that the Group expressly assumes with its stakeholders;
- defines the ethical criteria adopted for a correct balance between expectations and stakeholder interests;
- contains principles and guidelines for conduct in areas of potential ethical risk.

Code of Conduct

The Esprinet Group wishes to establish trade relations with its vendors and business partners based on transparency, correctness and business ethics. The development of transparent and lasting relationships with vendors, attention to quality, safety and respect for the environment and compliance with existing regulations are objectives to be pursued with a view to consolidating the value created in favour of stakeholders.

Therefore, in connection with the Code of Ethics adopted by Esprinet S.p.A. and its subsidiaries, the Group has defined a Code of Conduct designed to guide relations throughout its supply chain.

"231" Organisation Model

This document, entitled "Organisation and Management Model pursuant to "Legislative Decree 231/2001" (hereinafter called "the Model"), has been drawn up to implement the terms of ss. 6.1.a and 6.1.b, 6.2, 7.2 and 7.3 of Legislative Decree no. 231 of 08.06.2001 (hereinafter called "the Decree").

The Model is the management reference document which institutes a corporate prevention and control system designed to prevent the offences specified in the Decree from being committed.

The Ethical Code enclosed summarizes the values, correctness and loyalty by which the Esprinet Group is inspired and constitutes the base of our Organizational, Administrative and Control Models. The Code has been adopted by the company in order to prevent any occupational hazards or risks in view of the D. Lgs. 231/2001 law.

On April 15th, 2020 the companies Board of Directors accepted a new and updated version of the Organizational, Administrative and Control Models which substitutes the previous version approved on September 11th, 2018.

Esprinet Spa listed in the STAR Segment* voluntarily adhere to and comply with strict requirements

Major requirements for shares to qualify as STAR status

Esprinet is fully compliant⁽¹⁾ with the Code of self-discipline (Corporate Governance Code).

⁽¹⁾ With minor exceptions which are explained as permitted by the Code in the "Corporate Governance" section of the society

- High transparency, disclosure requirements and liquidity (free float of minimum 35%)
- Corporate Governance in line with international standards

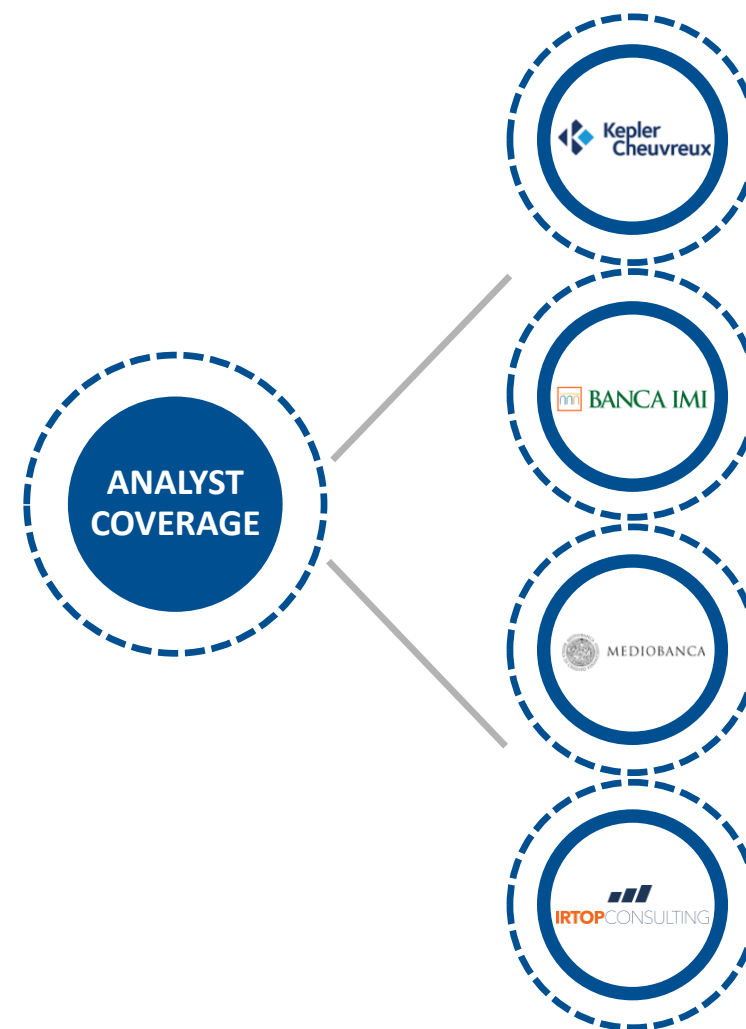
**The market segment of Borsa Italiana's equity market (MTA-Mercato Telematico Azionario). Dedicated to mid-size companies with a capitalization less than 1.0 euro/bln*

- Interim financial statements available to the public within 45 days from the end of first, third and fourth quarter
- Make the half-yearly report available to the public within 75 days of the end of the first half of the financial year
- Favourable auditor's report on their latest individual and consolidated annual financial statements
- Consolidated annual financial statements not challenged by Consob
- Bi-lingual publication on the websites
- Mandatory presence of a qualified investor relator and a "specialist"
- Adoption of the models provided for in art. 6 of Leg Decree 231/2001
- Application of Corporate Governance Code
- Additional requirements in the article 2.2.3 of Borsa Italiana guidelines



Shareholders & Analyst Coverage

| DECLARANT & DIRECT SHAREHOLDER | % ON ORDINARY CAPITAL | % ON VOTING CAPITAL |
|---|-----------------------|---------------------|
| Francesco Monti | 16.16% | 16.16% |
| Giuseppe Cali | 11.26% | 11.26% |
| Axopa S.r.l. (Maurizio Rota and Alessandro Cattani) | 9.07% | 9.07% |
| Paolo Stefanelli (*) | 5.22% | 5.22% |
| JP Morgan | 3.25% | 3.25% |
| Tommaso Stefanelli | 1.74% | 1.74% |
| Matteo Stefanelli | 1.64% | 1.64% |
| Own shares | 2.26% | 2.26% |
| Floating | 49.40% | 49.40% |



Italian Stock Exchange (PRT:IM)

Number of shares: 50.93 million (**)

YTD Average volume of 275,933 shares per day (***)

(*) Paolo Stefanelli's heirs.

(**) After the cancellation of 1,470,217 own shares in the portfolio, approved in the Extraordinary Shareholders' Meeting on 25th May, 2020.

(***) Periodo: 1st January - 14th July, 2020.

Social Responsibility Report

CORPORATE OVERVIEW



3.9 bn
euros of revenues
(+10% vs 2018)

N°1
First distributor in
Italy and Spain

Identification of a
**Sustainability
Strategy**

Presence of the
**Competitiveness
and Sustainability
Committee**

ENVIRONMENTAL PERFORMANCE



Green Project
to increase the
visibility of the most
environmentally
friendly products

LEED Platinum
Certification of the
Vimercate offices

Integrated management system
**Quality, Environment,
Health and Safety**

100%
electricity certified
as **renewable**
in Italy

SOCIAL PERFORMANCE



1.317
employees

90%
of employees hired with
**permanent
contracts**

55%
are **women**

**Smart
working**

INITIATIVES IN THE LOCAL REGION



**Maria Letizia Verga
Committee**

Ambrosiana Library

FOR-TE
Integration in the
corebusiness of people
with disabilities

Esprinet4others
Corporate volunteering

Thank you

GRAZIE • GRACIAS • OBRIGADO • DANKE • MERCI • 감사 • 謝謝 • 感謝

