

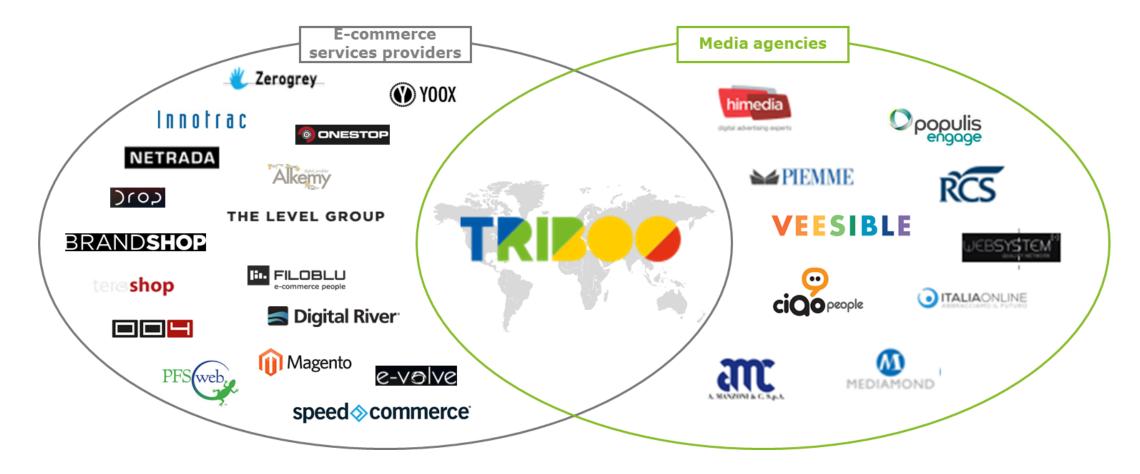
AIM Italia Conference - London

11/05/2017

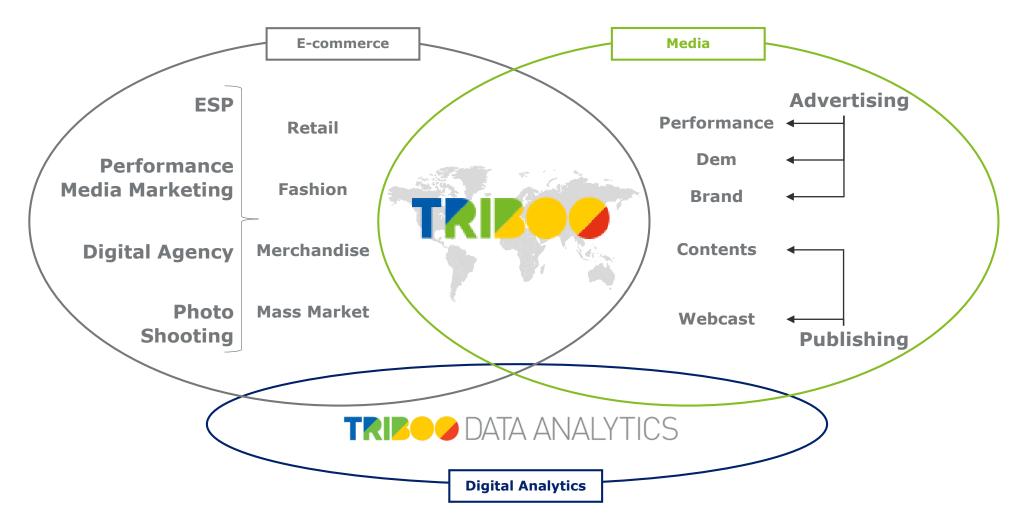
#join the TKIZOO

CONNECTING BUYERS AND SELLES FACILITATING TRANSACTIONS THROUGH ORIGINAL CONTENT LEADING TECHNOLOGY AND SEAMLESS OPERATIONS

Competitive Landscape

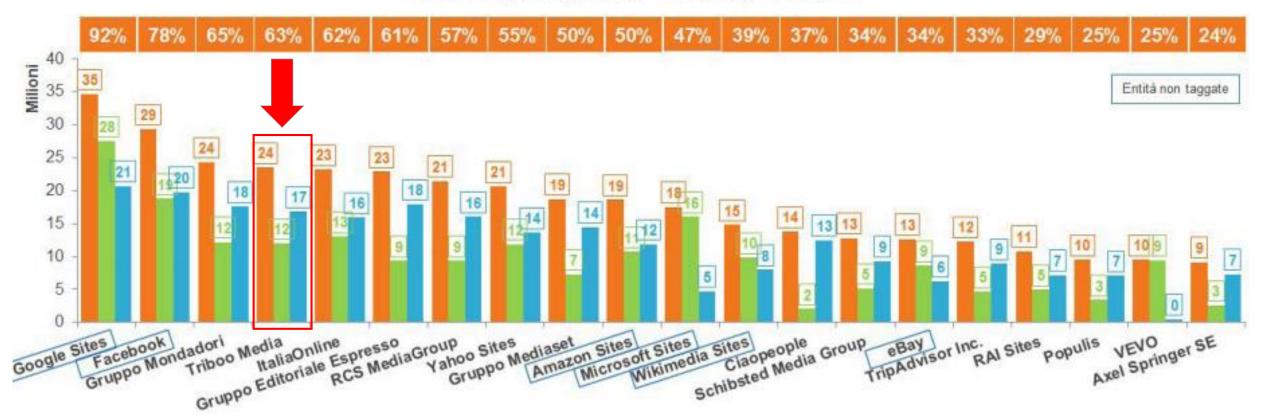


Triboo Offering



2nd Italian digital publisher

Total Digital Population Desktop Mobile



*Source: Comscore data February 2017

Managed online stores

2008-2010	2011	2012	2013	2014	2015	2016
Ferrari Ferrari Ferrari MALVIERO MARTINI Fsissirossi Henkel MASERATI	MOLESKINE WOLESKINE STEFANEL DUCATI Mitalia Mitalia Mitalia Mitalia Mitalia				LIST Scholl Jeep CIANFRANCO LOTT Baldinini PIITI PIITI COMOPER	

FABIANA FILIPPI

EMERGENCY

(durex)

THUN

Financials

31 march 2017:

- Cash and cash equivalents: 11.3 million €.
- Net financial position: 3.8 million €
- 21 Acquisition in the last 3 years (22.51 million €)

Distributed Dividend:

- 2015: 1.990.812,50 €
- 2016: 2.030.628,75 € (+2%)
- 2017: 2.155.515,75 € (+6%)

Triboo Group	(homogeneous perimeters results projection)								
/000 euro	PF2015	inc. %	PF2016	inc. %	Delta	var. %			
Revenues	86.011	100%	97.028	100%	11.017	13%			
EBITDA Adjusted	10.519	12,23%	11.605	11,96%	1.086	10%			
EBIT	6.704	7,79%	6.826	7,03%	122	2%			
Pre-tax Profit	6.532	7,59%	6.635	6,84 %	103	2%			
Net Profit	4.308	5,01%	4.550	4,69%	242	6 %			



Q&A TIME

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