

# Enhancing NB Aurora Firepower

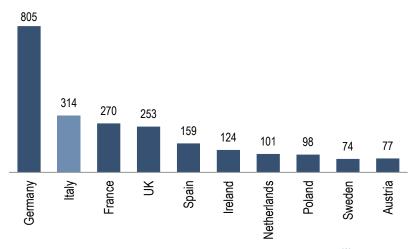
February 2020

For Professional Client Use Only

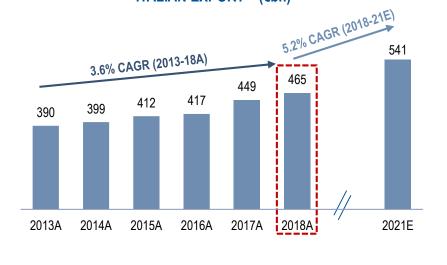
# DEEP UNIVERSE TARGET MARKET WITH UNTAPPED POTENTIAL FOR PE INVESTMENTS

Italy is the 2nd largest EU manufacturing economy with many of the largest manufacturing and diversified districts in Europe providing over 5,000 potential target companies

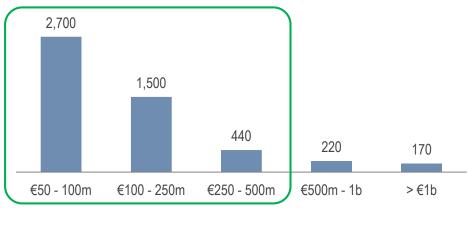
# TOP 10 EUROPEAN COUNTRIES BY MANUFACTURING PRODUCTION<sup>(1)</sup> (\$bn)

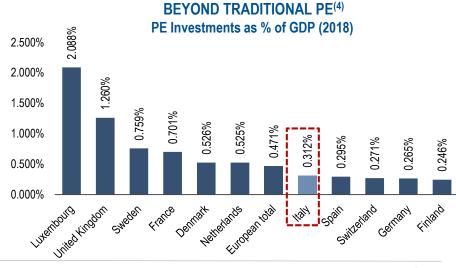


### ITALIAN EXPORT(2) (€bn)



# DEEP UNIVERSE TARGET MARKET(3)





<sup>1.</sup> Source: World Bank and OCSE, January 2020 on 2018 figures.

<sup>2.</sup> Source: Mise, Export Data, December 2019 on 2013-2018 figures; Statista, "Annual value of goods exported from Italy worldwide from 2015 to 2017, with a forecast for 2018 to 2021".

<sup>3.</sup> Source: NB Analysis, data referring to http://www.reportaziende.it

<sup>4.</sup> Source: Invest Europe, "European Private Equity Activity Report and Data 2018"

# NB AURORA AT A GLANCE

Aurora's investment objective is to achieve long-term capital appreciation through mainly minority equity investments in a portfolio of small and medium sized unlisted Italian companies operating in their niche markets

WHERE WE INVEST

- Focus on Italian small mid cap companies with turnover between €30 and €300 million, leaders in their respective niches
- Mainly family backed companies
- Preference for **export-driven companies**, with a clear competitive advantage and a **feasible business** plan

**HOW WE INVEST** 

- Flexible approach tailored to the needs of entrepreneurs, in order to finance organic growth projects and acquisition strategies
- Equity ticket between €10 and €50 million with the possibility to syndicate the investments
- Long term investment horizon, free from short-term strict exit constrains

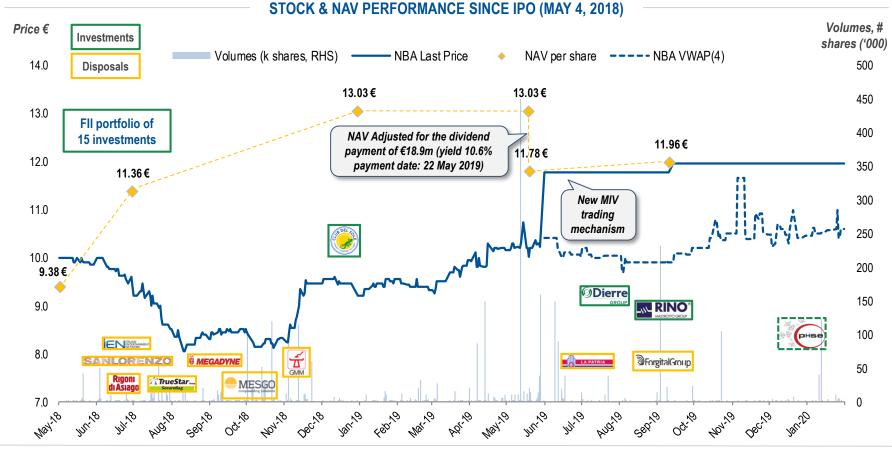
WHAT WE DO WITH THE PORTFOLIO COMPANIES

- Partner with entrepreneurs and managers to sustain the internationalization of their business
- Active investor with governance rights and exit mechanisms defined since closing
- High intensity engagement to create scalable platforms through buy and build strategies of companies to consolidate their market leadership

# NB AURORA IS A PIONEERING "FIRST EVER" LISTED PERMANENT FUND

Sponsored by Neuberger Berman ("NB") leveraging on a dedicated team with proven track record





<sup>1.</sup> Excluding two write-offs. NB Aurora owns 44.55% of the units of Fondo Italiano di Investimento ("FII").

3. Dividend yield % is computed on IPO price (€10 p.s.).

VWAP stands for Volume Weighted Average Price.

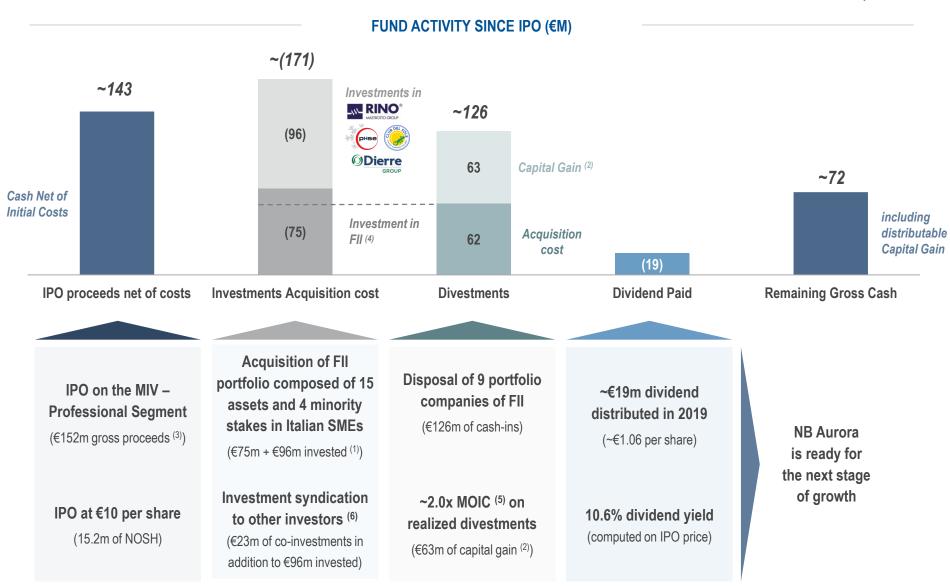
 Including PHSE (closing expected within 1Q20, subject to the prior fulfilment of the relevant conditions precedent). Excluding call option price.
 Source: Bloomberg as of February 3, 2020



Direct investments in Club del Sole, Dierre Group, Rino Mastrotto Group and PHSE (closing expected within 1Q20, subject to the prior fulfilment of the relevant conditions precedent).

# NB AURORA OVERDELIVERED ON ITS STRATEGY

Proven track record to deliver attractive returns, with ~€171 million of new investments (1) and ~€126 million of disposals



Source: NB Aurora financial reports and public available information.

Including €16.0m pending investment in PHSE (closing expected within 1Q20, subject to the prior fulfilment of the relevant conditions precedent).

<sup>. €63.3</sup>m net of transaction costs and carry provisions.

<sup>3.</sup> Including Class B ordinary shares and special shares.

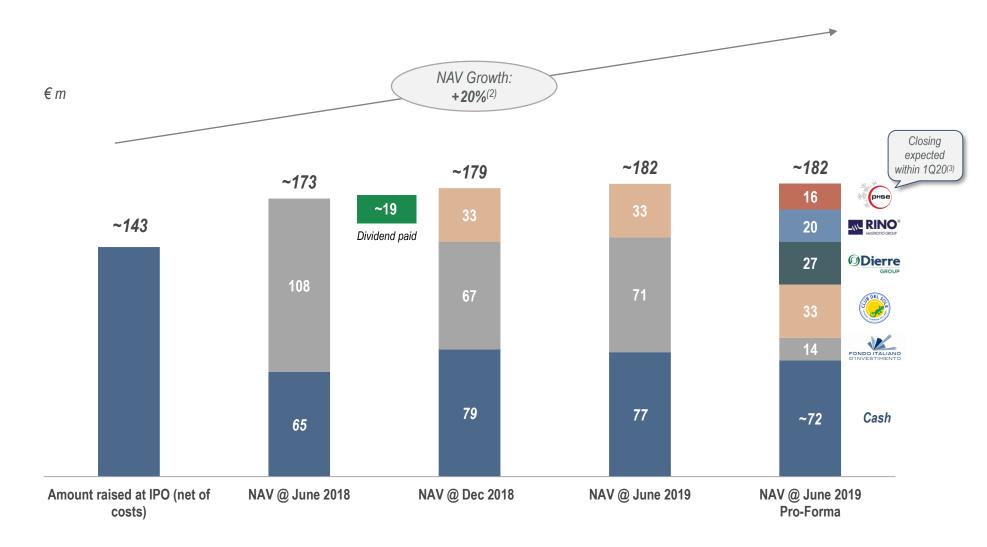
<sup>4.</sup> Excluding call option price. NB Aurora owns 44.55% of FII portfolio.

MOIC stands for Money On Invested Capital.

Mainly Italian Family Offices invested in NBA.

# NAV EVOLUTION SINCE IPO

NB Aurora stock is currently trading at c. €10.6<sup>(1)</sup> per share with a considerable discount to NAV



Source: NB Aurora financial reports and public available information.

<sup>2.</sup> NAV Growth computed on capital raised at IPO (€151.5m) 3. Closing is subject to the prior fulfilment of the relevant conditions precedent.

# NB AURORA INVESTMENT TEAM

10 Full-time Dedicated Investment Professionals with long experience investing together supported by Neuberger Berman platform



Patrizia Micucci Managing Director

Lorenzo Carù

Principal



Francesco Sogaro Managing Director



Lorenzo Baraldi Managing Director



Viviana Gasparrini Principal



Stefano Tatarella Principal



Piero Migliorini Vice President



Mauro Facchini Senior Associate



Pietro Fontana Analyst



Alessandro Viganò Analyst



Francesco Moglia Head of Operations



Giacomo Barchetta Head of Finance



**Sébastien Schaack** Fund Manager



Alfio Riciputo
Fund Controller

### **NBA INVESTMENT TEAM**

- 10 full-time dedicated investment professionals
- Senior and skilled team 10 years of experience investing together (team track-record: +16% return<sup>(1)</sup> on realized exits)
- ~ 270 companies scouted since IPO

#### **NB Platform**

- Benefit from NB large and integrated PE platform, providing superior deal flow and industry skills
- Leveraging on NB global network, with offices in 35 cities and 23 countries

#### **Board of Directors**

Galeazzo Pecori Giraldi\*

Francesco Moglia

Karl Pardaens

Patrizia Polliotto\*

Alessandro Spada\*

### **Investment Committee Members**

Lorenzo Baraldi

Stefano Bontempelli\*\*

Fabio Cané\*\*

Patrizia Micucci

Francesco Sogaro

<sup>1.</sup> Gross IRR. Figures refer to FII portfolio, gross of transaction costs.

<sup>\*</sup> Independent director

<sup>\*\*</sup> Senior Partner NBRP

# A PRIVILEGED ACCESS TO ITALIAN EXCELLENCES

A unique opportunity leveraging on the extensive know-how and track-record of NB Team



- ✓ Access to the Italian "Hidden Gems" with clear and feasible growth path
- ✓ Business model functional to investment criteria
- ✓ Active investor with hands-on approach and representation in the BoD



- ✓ Growth capital towards companies with well established leadership and track record in their niche sectors
- ✓ Preference for no additional leverage
- ✓ Focus on export-driven companies, providing a natural hedge to country risk



- ✓ Strong over performance vs. benchmark indexes and market peers
- ✓ First-year dividend yield of 10.6%, implying a ~30% total return since IPO



- ✓ Fee structure creating management incentives / alignment of interests, with biggest portion paid once the results are reached
- ✓ Investment in a regulated market, with attractive dividend policy
- ✓ Diversification compared to direct investments

# 1 UNIQUE GATEWAY TO ITALIAN SMES

Achievement of long-term capital appreciation mainly through minority investments in a portfolio of small and medium sized unlisted Italian companies

### INNOVATIVE BUSINESS MODEL...

- Ideal partner of entrepreneurs to sustain organic growth projects and acquisition strategies
- Hands-on approach, working closely with portfolio companies
- · Transactions structured mainly through capital increase
- Active investor with governance rights and defined exit mechanisms

### ...WITH COMPELLING INVESTMENT CRITERIA

- Focus on market leaders in their specialized growing niches
- Preference for export-driven companies, with a clear competitive advantage and a feasible business plan

# **VALUE TO INVESTORS**

- Access to the "Hidden Gems" of the Italian entrepreneurial environment
- Extracting maximum value with medium to long-term investment horizon, free from short-term strict exit constraints
- Representation of NBA in the BoD, actively supporting the companies in the execution of their growth plans
- Monitoring and measuring the progress of the portfolio companies performance

# 2

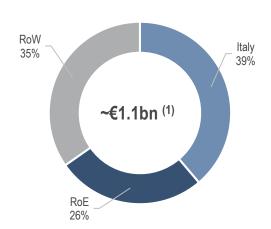
# DECORRELATION TO COUNTRY RISK

Investment in Italian trophy assets with low exposure to domestic market dynamics



**~61%**Aggregate export sales (1)

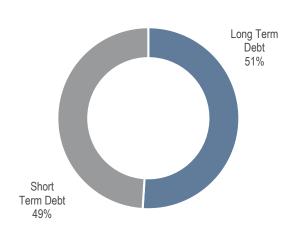
Aggregate Revenues Breakdown by Geography



Investment in Italian gems active in niche sectors underpinned by a favorable momentum and attractive trends



# Long Term vs. Short Term Debt



Strengthening of the capital structure through a full equity investment, with preference for no recourse to additional leverage

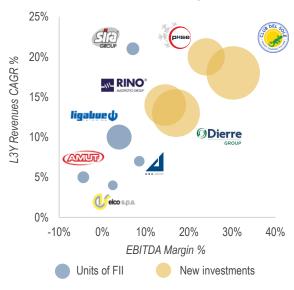


# **Profitability / Growth Profile**

# ~13% 2016-2018 aggregate revenues CAGR

vs. ~2% Italian GDP CAGR

The size of the bubbles reflects NBA purchase costs



Extensive scouting of new investment opportunities with solid growth prospects and profitability

Source: Portfolio Companies Financial Reports and public available information.

- 1 FY 2018 figures
- 2. FY 2018 figures, excluding Zeis, currently under bankruptcy procedure (i.e. "concordato in continuitá" under the Italian law).
- Based on NBA cost.

# 3 ATTRACTIVE RISK-RETURN PROFILE

# Low β investment coupled with outstanding returns for investors



~20%
NAV Growth since IPO

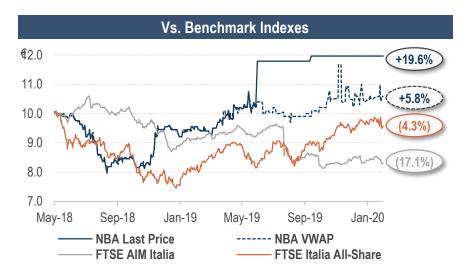


€18.9m Cumulated dividend distributed



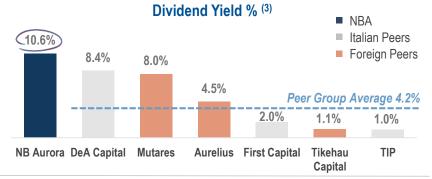
~30%
Total return since IPO (including dividend)

### **PERFORMANCE SINCE IPO**



		VWAP (1)	<b>Last Price</b>
NB Aurora	Last month	1.3%	0.0%
	since NBA IPO	5.8%	19.6%
FTSE AIM Italia Index	Last month		(1.2%)
	since NBA IPO		(17.1%)
FTSE Italia All-Share Index	Last month		(1.1%)
	since NBA IPO		(4.3%)





Source: Factset as of February 3, 2020. Price rebased to €10. Past performance is not a reliable indicator of future returns.



11

<sup>.</sup> VWAP stands for Volume Weighted Average Price.

Peers have been divided into Italian (DeA Capital, First Capital, TIP) and foreign (Aurelius Equity Opportunities, Mutares, Tikehau Capital) companies.

NB Aurora Dividend yield % is computed on IPO price (€10 p.s.); Aurelius dividends exclude the participation dividend of €3.5ps.

# INVESTOR-FRIENDLY STRUCTURE

Strategy aimed at value creation, with investor friendly features

### **ALIGNMENT OF INTERESTS**

- Fee structure creating management incentives to deliver strong returns for investors
- No remuneration on potential upside of unrealized portfolio's companies

### **FEES**

- Annual management fees: 1.50% of the total Adjusted Cost Value<sup>(1)</sup>
- Performance fees at 15% on distributed capital gains

# **DIVIDEND POLICY**

- Distribution between 50% and 100% of the excess cash between the Adjusted Cost Value and the Floor Capital<sup>(2)</sup>
- Dividend paid after annual reports' approval

# **BETTER OPTION COMPARED TO**

### TRADITIONAL PRIVATE EQUITY

- Investment in a regulated market:
  - Stock liquidity with continuous price formation
  - Reporting obligations and transparency requirements
- Smaller minimum investment ticket, enlarging potential target investor base
- Lower management fees vis a vis comparables
- Lower competition for investment opportunities
- No constraints on exit timing
- Limited opportunity costs vs. private equity capital calls, in a close to zero interest rate environment
- Certainty of capital allocation (100% capital invested)
- No cash management required before capital calls

### **DIRECT INVESTMENTS ON EQUITY MARKETS**

- Stronger negotiation power with target companies
- Diversification with potential benefits in terms of lower portfolio volatility
- Investment after deep dive due diligence process (6+m)
- Hands-on approach with board member seats and veto rights on main strategic decisions
- Investment transparency
- Industrial approach with lower volatility

<sup>1.</sup> Adjusted Cost Value: book value adjusted for write downs and write-offs, plus cash and cash equivalents.

<sup>2.</sup> Floor Capital: the amount equal to the number of ordinary shares multiplied by the subscription price.

# REALIZED DIVESTMENTS

9 realized divestments since May 2018 through different exit routes, with ~€63m of realized capital gain

COMPANY	INDUSTRY	DESCRIPTION	EXIT DATE	NBA INDIRECT STAKE (%)	TOTAL PROCEEDS* (€m)	NBA COST (€m)	CAPITAL GAIN* (€m)	MOIC** (x)	EXIT TYPE
<b>®</b> ForgitalGroup	Industrials	Production of large forged components used in the industrial and aerospace industry	Sept-19	7.6%	50.8	21.4	29.4	2.4x	Trade Sale
LA PATRIA	Business Services	Security services	Aug-19	14.4%	6.3	4.9	1.4	1.3x	Trade Sale
GMM	Healthcare	Diagnostic radiological equipment manufacturing	Nov-18	12.9%	8.1	6.3	1.8	1.3x	Buyback
MESGO compounding solutions	Industrials	Production of synthetic, fluorinated and natural rubber and plastic compounds	Oct-18	14.3%	16.5	6.9	9.6	2.4x	Trade Sale
Î MEGADYNE	Industrials	Manufacturing of premium polyurethane belts and rubber belts for industrial applications	Sept-18	2.1%	14.7	5.7	9.0	2.6x	Trade Sale
TrueStar SecureBag	Business services	Provider of wrapping solutions and related services within airports	Aug-18	11.1%	1.3	0.0	1.3	n.m.	Buyback
ENITALIAN ENTERTAINMENT NETWORK	Entertainment	Content production company	July-18	Credit	1.5	1.3	0.2	1.2x	Credit
SANLORENZO	Luxury goods	Design, development and production of luxury yachts	July-18	7.1%	9.7	6.5	3.3	1.5x	Buyback
Rigoni di Asiago	Food & Beverage	Production of organic spreadable	July-18	15.8%	16.8	9.5	7.4	1.8x	Trade Sale
TOTAL REALIZ	ED				~126	~62	~63	~2.0x	

Source: Press release and public available information.

Note: Past performance is not necessarily indicative of future results.

<sup>\*</sup> Figures are net of transaction costs and carry provisions and gross of dividends received. Excluding La Patria deferred price payment. As of January 2020, NBA has received in total €126.1m of distributions from

<sup>\*\*</sup> On NBA cost.

# **CURRENT PORTFOLIO PERFORMANCE**

Positive outlook of the unrealized portfolio with a total NAV <sup>(1)</sup> of ~€110m

COMPANY	INDUSTRY	DESCRIPTION	NBA COST (€m)	NBA STAKE (%)	REVENUES (€m)	EBITDA (€m)	NET DEBT/ EBITDA (x)	REVENUES CAGR L3 YEARS <sup>(2)</sup>
DEL SO IM	Leisure	Camping-village operator, offering a wide range of open air holiday solutions including bungalows, mobil homes and housing tents	33.1	26.4%	43	13	2.5x	18%
O Dierre GROUP	Industrials	Production of protection systems for industrial automation	26.5	42.0%	47	8	0.4x	13%
RINO®  MASTROTTO GROUP	Textile	Production and sale of leather for the fashion, automotive and furniture sectors	20.0	~11%	317	46	1.2x	14% Closi
phse (3)	Healthcare Logistics	Controlled temperature transport of pharmaceuticals (both high-end and experimental) for the 2-8°C segment and biological samples for the hospital channel	16.0	30.8%	~25	~6	0.8x	~20%
ligabue¢	Business Services	Contract light maintenance and catering in the industrial and naval markets	7.2	13.6%	310	12	0.5x	10%
GROUP	Industrials	Aluminum heaters and radiators manufacturing and diecasting	1.9	18.0%	128	9	1.9x	21%
(AMUT)	Industrials	Manufacturing of high-performance plastic processing machinery	1.6	17.7%	68	(3)	n.m.	5%
D B A GROUP	Business Services	Engineering services in the fields of architecture, project and life cycle management, ICT infrastructures	1.3	4.4%	47	4	2.3x	7%
elco s.p.a.	Industrials	Printed circuit boards manufacturer	1.1	13.3%	42	1	n.m.	4%
ZEIS (4)	Consumer Goods	Shoes manufacturer	0.0	8.9%	20	(6)	n.m.	n.m.
AVERAGE CAG	GR LAST 3 YE	ARS						~13%

Note: FII Portfolio held through FII units. Excluding two write-offs. Past performance is not necessarily indicative of future results.

Source: 2018 Financial figures refer to BoD and AGM approved financials. Club del Sole, Dierre and PHSE are adjusted figures.



NAV at June 30, 2019, including Dierre Group, Rino Mastrotto and PHSE valued at investment cost (net of residual carry on FII).

CAGR refers to 2016 and 2018 figures.
Closing expected within 1Q20 subject to the prior fulfilment of the relevant conditions precedent.

ZEIS is currently under bankruptcy procedure (i.e. "concordato in continuitá" under the Italian

# FOCUS ON CLUB DEL SOLE













On 27 December 2018, NB Aurora completed the acquisition of a minority stake in Club del Sole, the leading Italian player in the camping-village sector

### **INVESTMENT DETAILS & VALUE CREATION**

### **Investment Overview**

- ✓ **Details:** Acquisition of a **minority stake** of ~40%, together with some investors and Italian family offices, for a €50m total consideration (out of which €33m for NB Aurora)
- ✓ Rationale: Support the acquisition plan aimed a consolidating the fragmented Italian market

### **Completed / Planned Actions with NB Aurora Support**

- ✓ Completed the acquisitions of 4 new camping villages (Cittá di Bologna, Castiglione and Rimini)
- ✓ ERP/CRM adoptions (i.e. Navision, Salesforce and Protel)
- ✓ New hires within commercial, web and marketing divisions
- Ongoing activities on refinancing and propcos' potential spinoff

### **CLUB DEL SOLE GROUP AT A GLANCE**

- ✓ Leading Italian Camping-village operator, directly managing **15 camping villages in 6 centre-north Italian regions** (2,400+ camping pitches, 3,200+ mobile homes, bungalows and housing tents)
- ✓ Integrated business model, including a diversified accommodation offer with accessory services (restaurants, bars, swimming pools, etc.), ensuring a high level of service in all locations
- ✓ Sustained growth profile, with a ~ 18% 3-year revenues CAGR<sup>(1)</sup>



15 camping-villages (3-4 stars)





17 restaurant, 31 bars and 14 markets



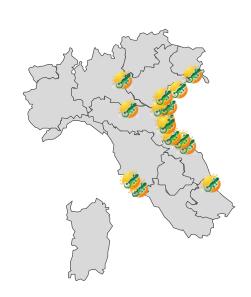
45% of foreign guests



**800+** seasonal workers



**~€43m** revenues **€13m** EBITDA 2018 figures (15 campings)



# FOCUS ON DIERRE GROUP









On 30 July 2019, NB Aurora completed the acquisition of 49.9% stake in Dierre Group, Italian leader in the production of protection systems for industrial automation

### INVESTMENT DETAILS & VALUE CREATION

### **Investment Overview**

- ✓ **Details:** Acquisition of a **minority stake** of 49.9%, together with some Italian family offices, for a €30.2m total consideration (out of which ~€27m for NB Aurora)
- ✓ Rationale: Support Group's expansion in Europe at both operational and productive level, leveraging on NB's global platform

### **Completed / Planned Actions with NB Aurora Support**

- ✓ Several M&A opportunities identified in advanced stages and in selected geographical areas (focus on Germany and Austria)
- ✓ Management strengthening (appointment of CEO and a sales manager appointment, incentive scheme implementation, etc.)
- ✓ Rationalization of the Group's financial structure
- ✓ Reporting system improvements (including monthly EBITDA) breakdown at subsidiary level)
- ✓ Product portfolio expansion

### DIERRE GROUP AT A GLANCE

- ✓ Italian leading designer, manufacturer and distributor of technologically advanced protections and components for industrial automation
- ✓ Unique product portfolio, ranging from aluminum profiles, linear guides, soundproofing solutions, to Cartesian and anthropomorphic robots, built through well-spotted acquisitions
- ✓ Sustained growth profile, with a ~13% 3-year revenues CAGR<sup>(1)</sup>



**11** Manufacturing Companies



**5** Acquisitions in the last 3 years

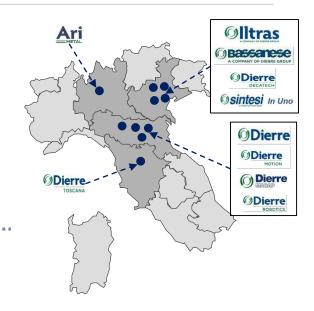


Fragmented, export-oriented and diversified customer base, which includes more than 1.900 clients



~€47m revenues and €8m EBITDA

2018 figures



# FOCUS ON RINO MASTROTTO GROUP



On 30 September 2019, NB Aurora completed the acquisition of about 11% stake in Rino Mastrotto Group ("RMG") world leader in the production and sale of leather

### **INVESTMENT DETAILS & VALUE CREATION**

### **Investment Overview**

- ✓ Details: Acquisition of a minority stake of 11% for a total equity investment of €20m through a co-investment agreement with NB Renaissance Partners
- ✓ Rationale: Support the Group in its growth strategy both organically and by consolidating a highly fragmented sector

### **Completed / Planned Actions with NB Aurora Support**

- ✓ Supporting the Group's external growth through add-ons
- ✓ Efficiency improvement in the operating activities
- ✓ Enlarging the client base both in the fashion and automotive sector

### RINO MASTROTTO GROUP AT A GLANCE

- ✓ Global leader in the production and sale of premium bovine and calf leather to the worldwide fashion, high quality leather for automotive steering wheels and upholstery industry
- ✓ **Integrated business model** covering all production cycles of the leather treatment, from the selection of raw hides to tanning, dyeing and finishing
- ✓ Sustained growth profile, with a ~14% 3-year revenues CAGR<sup>(1)</sup>



**6** production plants (4 in Italy, 1 in Sweden e 1 in Brazil)



**Leading** supplier of premium bovine and calf leather to the worldwide fashion industry

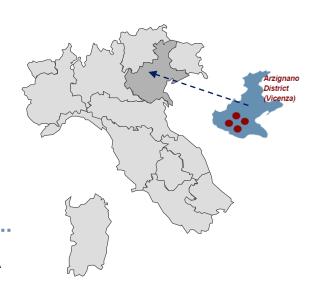


**60%** revenues generated outside Italy in **60** countries



~€320m revenues and ~€46m EBITDA

2018 figures



# FOCUS ON PHSE (closing expected in Q1 2020)



On 16 December 2019, NB Aurora signed a binding agreement for the acquisition of a stake in PHSE, a leading company in Italy in the logistics and temperature-controlled transportation for the pharmaceutical industry

### **INVESTMENT DETAILS & VALUE CREATION**

### **Investment Overview**

- ✓ **Details:** Acquisition of a **minority stake** of 30.8% for a total equity investment of **€16m** through a co-investment agreement with manager and entrepreneur Eddy De Vita<sup>(1)</sup>
- ✓ Rationale: The investment aims to support the future growth of the Company both organically – also expanding the range of services offered to hospitals and the home delivery service – and through acquisitions

# **Planned Actions with NB Aurora Support**

- Expanding PHSE international platform with acquisitions abroad; ad hoc manager on board
- ✓ Development of new distribution channels and enlargement of transported products
- ✓ Development of the home delivery service and expansion of the range of services offered to the hospital channel

### **PHSE AT A GLANCE**

- ✓ PHSE is specialized in the temperature-controlled transportation, for the 2-8°C segment, of pharmaceutical products, biotech and biological samples for the hospital channel.
- ✓ PHSE differs from other companies active in the market because it relies exclusively on its own employees and transportation vehicles, thus guaranteeing high service quality and high reliability.
- ✓ Sustained growth profile, with a ~20% 3-year revenues CAGR<sup>(2)</sup>



**12** GDP certified warehouse



**Highest** market share in Italy



**Management team** with significant experience in the reference sector



**~€25m** revenues and **~25%** EBITDA Margin

2018 figures



<sup>2.</sup> CAGR refers to 2016 and 2018 figures.

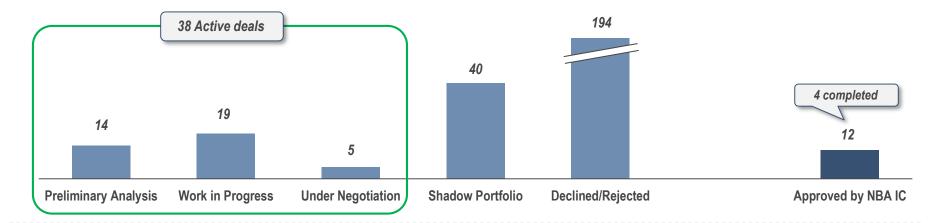




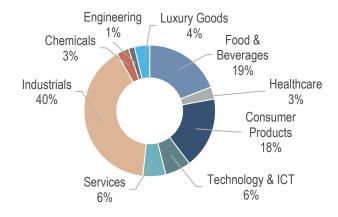
# SELECTED PIPELINE OF NEW OPPORTUNITIES

# Since inception NB Aurora can count on robust proprietary deal flow and selectivity

- ✓ Since the listing of NB Aurora, the Team originated ~270 investment opportunities, of which 38 active deals at different stages and 194 rejected/declined. Pipeline also includes 40 "shadow portfolio" companies identified as potential targets for NB Aurora.
- ✓ Among the companies analysed so far, the Team has proposed 12 investment opportunities to NB Aurora Investment Committee and completed 4 investments (Club del Sole, Dierre, Rino Mastrotto Group and PHSE\*).



### ~270 DEALS ANALYSED SINCE IPO BY SECTOR



Note: Pipeline as of February 2020.

There can be no assurance that the Fund will be able to implement its investment strategy or achieve its investment objectives. There can be no guarantee that the transactions described above will be consummated. Past performance is not an indicator, guarantee or projection of future performance.





# MAIN CONDITIONS OF THE CAPITAL INCREASE

# Preparing NBA's next development phase

### RATIONALE

- Increase firepower for new investments
- Solid pipeline of potential investment opportunities, enabling NBA to deploy capital efficiently

### SIZE

Capital increase ~€150M

#### STRUCTURE

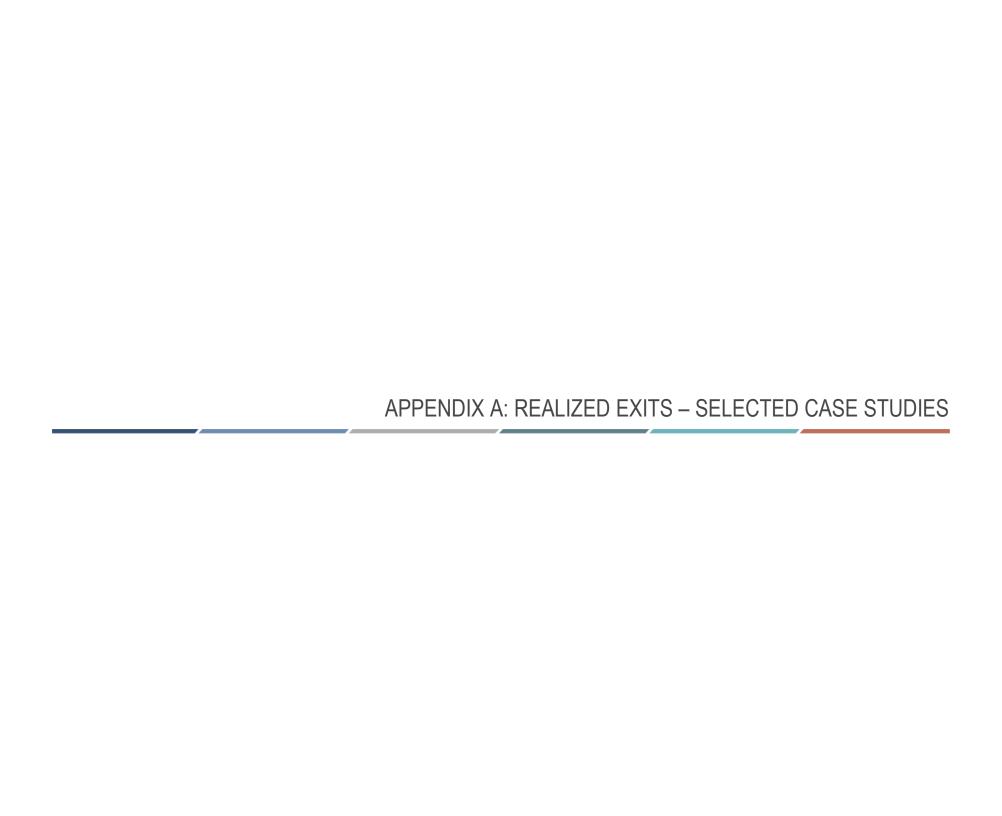
- Newly issued shares **offered to the existing holders** of Class A ordinary shares (**Rights Offering**), with **preferential subscription rights** (tradable on MIV during the Rights Offering period)
- Placement to professional investors in case preferential subscription rights will be only partially exercised (Private Placement)
- Newly issued shares will rank pari passu with the existing ones
- Global Coordinator and Joint Bookrunner: Banca IMI S.p.A., Intesa Sanpaolo Group. Joint Bookrunner: UBI Banca S.p.A.

### ISSUE PRICE

Determined by the BoD right before the start of the Rights Offering period

### **TIMETABLE**

• Completion expected in the first half of 2020



# 1 CASE STUDY | FORGITAL







#### HISTORY AND INVESTMENT DETAILS

- ✓ Founded in 1873 by the Spezzapria Family and headquartered in Velo d'Astico (VI), Forgital Group, is one of the main players worldwide in the production and marketing of large hot rolled rings made of steel and other special alloys for the Aerospace, Oil & Gas, Transmission, Power Generation and General Mechanics sectors. The group has a direct presence in Italy, France and the United States.
- ✓ Investment details: In December 2013, FII invested €30m, considering the subscription of both capital increase and convertible bonds. The overall stake held equals to 17%
- ✓ Rationale: the investment thesis is to boost Forgital Group's growth strategy with a
  particular focus on the development of the Aerospace business

### **DIVESTMENT DETAILS**

✓ In September 2019, **The Carlyle Group** acquired the **100% of Forgital Group**, in a deal **which valued the company at approx. Euro 1.0 billion** 



### TRADE SALE:

The shareholders decided to sell the company to a global financial investor, with a proven track record in the reference sector, to further accelerate its international expansion and to continue the growth of the Group in the Aerospace sector

### **VALUE CREATION & PERFORMANCE**

### Selected Financials at Entry

	<u>,                                      </u>
€mIn	2013A
Value of Production	246.9
Ebitda	30.2
Margin %	12.2%
Ebit	(3.5)
Margin %	-1.4%
Net Income	(12.5)
Margin %	-5.1%
Net Debt (Cash)	85.1
Net Debt / Ebitda (x)	2.8x
Equity	120.8
Equity / Net Debt (x)	1.4x

# **Results Achieved & Actions with Team Support**

- ✓ Strong growth of the Aerospace business that went from accounting 30% of revenues in 2013 to 65% in 2018
- Main supplier for major players in the Aerospace Business (e.g. Rolls-Royce), providing complete and finished critical components for the engines of the most important commercial aircrafts
- ✓ Doubled the production capacity of Fly, the Italian subsidiary, to increase the production volumes in the Aerospace business
- ✓ Investments of ~€ 200m in 5 years to increase the production capacity of the Aerospace business

### Selected Financials at Exit

€mIn	2018A
Value of Production	433.6
Ebitda	75.7
Margin %	17.4%
Ebit	37.6
Margin %	8.7%
Net Income	31.5
Margin %	7.3%
Net Debt (Cash)	151.6
Net Debt / Ebitda (x)	2.0x
Equity	210.3
Equity / Net Debt (x)	1.4x

# 2 CASE STUDY | MESGO



#### HISTORY AND INVESTMENT DETAILS

- ✓ Founded in 1996 and headquartered in Carobbio degli Angeli (Bergamo), Mesgo S.p.A. is today among the largest rubber compounders for high-performance products in the Western European market and the largest silicon compounder per tons handled per year in the same region
- ✓ Investment Details: In April 2013, subscription of a capital increase of €8m
- Rationale: the investment thesis was to support the Group on a path for growth through the set-up of new production plants in Italy and abroad and through the acquisition of target companies in order to enter in complementary businesses and enlarge the product range

### **DIVESTMENT DETAILS**

✓ In October 2018, Haexpol AB (listed on the Nasdaq Stockholm stock exchange), a Swedish world-leading polymers group with strong positions in advanced polymer compounds, acquired 80% of the shares of Mesgo Group. The remaining 20% is still hold by the former majority shareholder Mr. Caldara, who will continue to serve the Group as CEO



# **TRADE SALE**:

The entrepreneur decided to sell the company to a global industrial player to further accelerate its international expansion

### **VALUE CREATION & PERFORMANCE**

# Selected Financials at Entry

€mIn	2011A
Sales	35.8
Ebitda	6.2
Margin %	17.4%
Ebit	4.7
Margin %	13.0%
Net Income	2.6
Margin %	7.4%
Net Debt (Cash)	21.2
Net Debt / Ebitda (x)	3.4x
Equity	2.9
Equity / Net Debt (x)	0.1x

# **Results Achieved & Actions with Team Support**

- ✓ Set-up from greenfield of two new production plants in Italy and Turkey
- ✓ Development of a **new R&D department** in Italy
- ✓ Significantly increase of the production capacity, by the management of 6 production facilities across Italy, Turkey and Poland
- $\checkmark$  Entry into the new business of thermoplastic compound applications
- ✓ Strengthening the management team through the appointment of a new general manager for each subsidiary

### Selected Financials at Exit

€mIn	2017A
Sales	90.1
Ebitda	18.0
Margin %	19.9%
Ebit	15.1
Margin %	16.7%
Net Income	10.7
Margin %	11.9%
Net Debt (Cash)	12.7
Net Debt / Ebitda (x)	0.7x
Equity	43.0
Equity / Net Debt (x)	3.4x

# 3 CASE STUDY | MEGADYNE







#### HISTORY AND INVESTMENT DETAILS

- ✓ Founded in 1957 and headquartered in Mathi (Turin), Megadyne Group is the world's leading manufacturer of premium polyurethane belts for industrial applications
- Investment details: in 2012, subscription of a capital Increase of €20m for a minority stake of 13.6%. In August 2013, investment of €2m via share acquisition from minority shareholders. Total stake equal to 14.1%
- Rationale: The investment of the Fund was finalized at (i) supporting the Company in its growth path, both organically and via acquisitions (ii) enlarging the product range (iii) covering additional geographies and (iv) managerializing and implementing a planning and management audit for the Group

#### **DIVESTMENT DETAILS**

- ✓ In July 2014, after unsolicited approaches from industrial players, the group's main shareholder, with the contribution of the Fund, decided to give a sell side mandate to Rothschild for selling the majority of the Company. Astorg was selected as the buyer and the Fund was asked to reinvest part of the proceeds
- ✓ In September 18, all the shareholders decided to sell their stakes to Partners Group to create a global leader in belts and conveyor belts' industries. The Tadolini family still holds a significant stake and key roles in the Company



### LBO:

The Fund gave substantial contribution during both (i) the first phase of the investment creating a global platform and (ii) in the second phase scaling it up

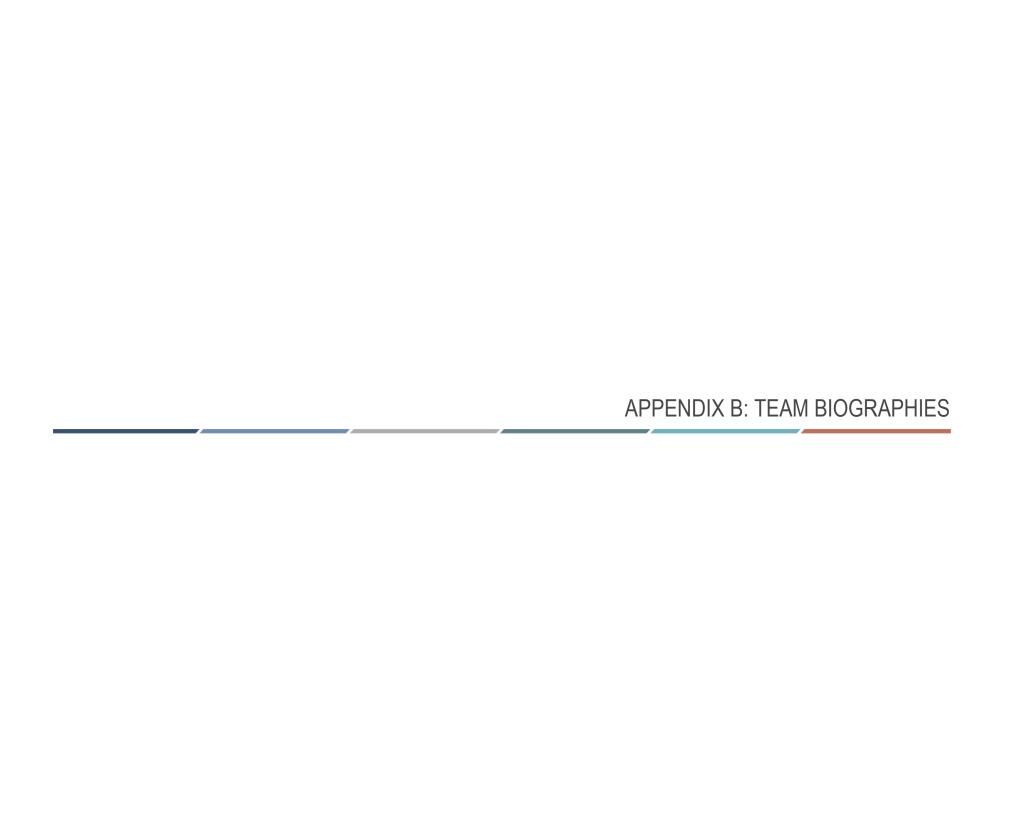
### **VALUE CREATION & PERFORMANCE**

Ociected i illand	siais at Littiy
€mIn	2011A
Sales	182.9
Ebitda	29.6
Margin %	16.2%
Ebit	23.7
Margin %	13.0%
Net Income	12.4
Margin %	6.8%
Net Debt (Cash)	40.4
Net Debt / Ebitda (x)	1.4x
Equity	68.4
Equity / Net Debt (x)	1.7x

# **Results Achieved & Actions with Team Support**

- ✓ Several acquisitions aimed at enlarging the product range and the geographical coverage (i.e. South Africa, USA and Italy)
- ✓ New branches in Colombia and Thailand
- ✓ Strengthening of the management team (hiring of a) new CEO Apac, Group CFO and COO)
- ✓ New ERP/CRM software in place
- ✓ Optimization of global production footprint
- ✓ Implementing a planning and management audit

€mIn	2017A
Sales	297.7
Ebitda	64.3
Margin %	21.6%
Ebit	19.6
Margin %	6.6%
Net Income	(2.9)
Margin %	-1.0%
Net Debt (Cash)	204.2
Net Debt / Ebitda (x)	3.2x
Equity	286.6
Equity / Net Debt (x)	1.4x



# **BIOGRAPHIES - INVESTMENT TEAM**



Patrizia Micucci is a Managing Director of Neuberger Berman. Prior to joining NB, Mrs. Micucci was Group Country Head for Italy at Société Générale, where she was also Chief Country Officer and Head of Coverage and Investment Banking. In 2009, she worked as Senior Partner of BI-INVEST, responsible for identifying investment opportunities with strategic focus on illiquid assets. Mrs. Micucci started her career at Lehman Brothers, where she spent 17 years (from 1990 to 2007), culminating as Head of Investment Banking Division Italy. She graduated magna cum laude in business administration from Luiss University (in Rome) and obtained an MBA from L. Stern School of Business of New York University.



Francesco Sogaro is a Managing Director of Neuberger Berman. Prior to joining NB, he was Senior Partner (Head of the Investment Team) and member of the Investment Committee at Fondo Italiano d'Investimento, which he joined before the first closing of the fund in September 2010. Before Fondo Italiano, Francesco Sogaro co-founded (and served as CEO of the management company) Atlantis Capital Special Situations - an Italian fund specialised in turn around investments in Italian SMEs. Francesco has been member of the International Advisory Board of Heritage Bank (Geneva) for 10 years and has several years' experience as an entrepreneur (in the family company) and as a financial advisor serving for 4 years as Ceo of a small family office. He has also served as (or he is currently member of) the boards of directors or bond-holder representative of many operating and financial companies including Forgital Group SpA, GMM Spa, Tbs Group SpA, Marsilli & Co SpA, Brugola Oeb Industriale SpA, Arioli SpA, Brazzoli SpA, Truestar Group SpA, Bunch SpA, H&C SpA, Giostyle SpA, Labomar SpA and Dierre Group SpA. Francesco graduated in Economics from the Bocconi University in Milan.



Lorenzo Baraldi is a Managing Director of Neuberger Berman. Prior to NB, he was Senior Partner (Head of the Investment Team) and member of the Investment Committee at Fondo Italiano d'Investimento, which he joined in February 2011. Lorenzo began his career in 1994 in the Investment Banking and Corporate Finance division of Banca Commerciale Italiana (Comit), managing several listings of company in the Stock Exchange and M&A transactions. He joined the private equity team of the Intesa Sanpaolo Group in 2004, completing numerous equity investments/divestments in various industrial sectors, as well as restructuring projects, and in the last couple of years he was in charge of PE for IMI Investimenti SpA. Lorenzo graduated with a first class degree in Economics and Business from the University of Bologna. He is a Chartered Accountant since 1999 and has served as (or he is currently member of) the boards of directors of Imaging SpA, Esaote SpA, Fila SpA, Ilpea SpA, Infracom SpA, Turbocoating SpA, Sanlorenzo Spa, Surgital SpA, Sira Industrie SpA and Club del Sole Srl. He has also been a member of the Advisory Committee of Fondo Centro Impresa and Fondo Mezzogiorno and a member of the Investment Committee of the French Fund FCIR.

# **BIOGRAPHIES - INVESTMENT TEAM**



Lorenzo Carù is a Principal of Neuberger Berman and former Partner at Fondo Italiano d'Investimento, which he joined in February 2011. He began his career in 1999 as an auditor for Pricewaterhouse and from 2004 he worked in the Transaction Services division of Deloitte Financial Advisory Services SpA where, as Director of the private equity division, he followed numerous acquisitions and disposals on behalf of primary Italian and international private equity funds, with specific focus on investments in SMEs. He has also served on the boards of directors of EMARC SpA., Comecer SpA and Veenstra Instrumenten BV and he is currently member of the board of directors of AMUT SpA, DBA Group SpA, Dierre SpA, and Elco Spa. Lorenzo graduated in Business Economics from the University Carlo Cattaneo in Castellanza - LIUC.



**Viviana Gasparrini** is a Principal of Neuberger Berman and former Partner at Fondo Italiano d'Investimento, which she joined in March 2011. Before that, she gained five years' experience working for the pan-European fund Barclays Private Equity where she concluded several investments in Italian SMEs in various industrial sectors, acting in some cases as board member. Viviana previously worked for several years in the Investment Banking division of Lazard & Co where she was involved, as an Associate, in numerous M&A transactions with focus on the telecommunications and media sector. Viviana graduated with a first class degree in Business Economics from the Bocconi University in Milan.



**Stefano Tatarella** is a Principal of Neuberger Berman and former Partner at Fondo Italiano d'Investimento, which he joined in January 2011. From 2002 he worked for several private equity funds specialising in investments in SMEs: initially for Quadrivio SGR (2002-2006) and then for Aletti Private Equity SGR (2006-2008) and lastly for Mid Industry Capital (2008-2011). During that period of time he concluded several acquisitions and divestitures of Italian companies, acting in some cases as board member. He previously worked for Kepler Equities (formerly Julius Baer Brokerage) as a SME analyst. Stefano graduated in Business Economics from the Università Cattolica in Milan and attended an executive education programme at INSEAD.

# **BIOGRAPHIES - INVESTMENT TEAM**



Piero Migliorini is a Vice President of Neuberger Berman and former Investment Manager at Fondo Italiano d'Investimento, which he joined in 2010 as an Investment Analyst. Piero served as the Board of Directors and Bond-holder representative of FII's portfolio companies (i.e. Mesgo, BAT, Eco Eridania, Forgital). Previously he worked as an analyst in the Investments division of MPS Venture (currently MP Venture), an Italian private equity firm focused on growth capital for Italian SMEs, and before as a Chartered Accountant and Auditor. Piero graduated in Business and Economics and majored in Corporate Finance from the LUISS University in Rome.



Mauro Facchini is a Senior Associate of Neuberger Berman and former Senior Associate at Fondo Italiano d'Investimento, which he joined in 2013 as an Investment Analyst. He previously worked as analyst in the Investment Banking divisions of Banca Leonardo (2010-2011) and Nomura International Plc (2012) where, as financial advisor, followed several M&As and debt restructuring transactions for Italian and foreign companies in various industrial sectors. Mauro before graduating in Corporate Finance from the Bocconi University in Milan in 2011, joined as an intern the Investment Banking division of Goldman Sachs in London.

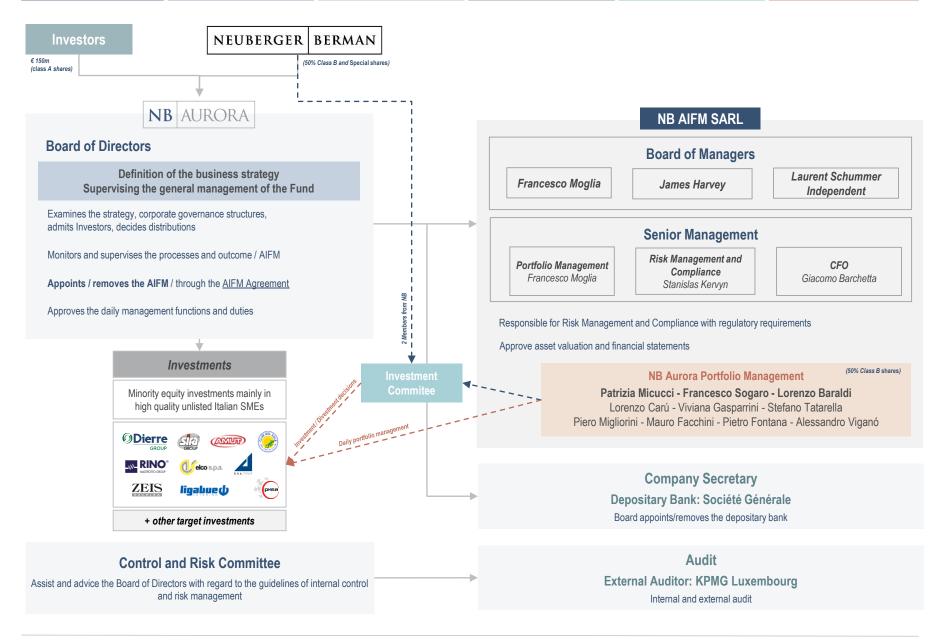


Alessandro Viganò is an Analyst of Neuberger Berman. Previously he worked at Fondo Italiano d'Investimento which he joined in 2017. Alessandro graduated in Statistics and Economics from Bocconi University in Milan.



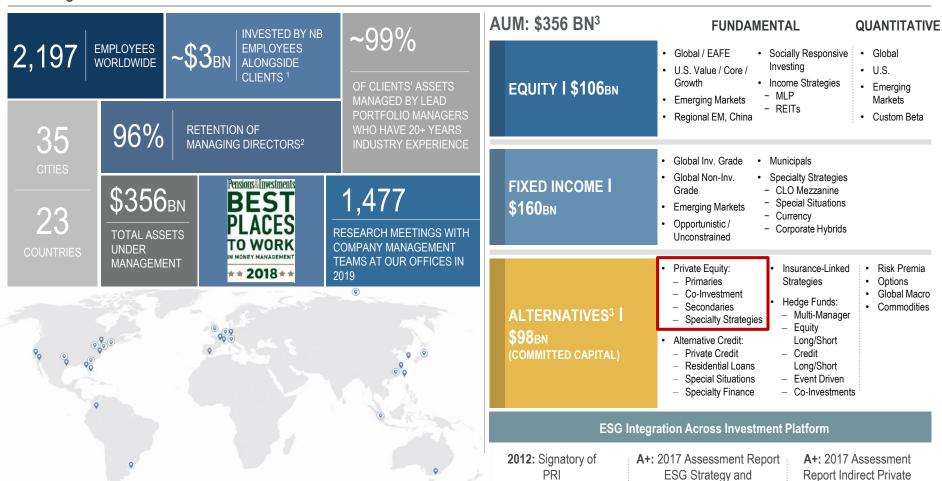
**Pietro Fontana** is an Analyst of Neuberger Berman. He previously worked at Fondo Italiano d'Investimento which he joined in 2016. Pietro graduated in Economics and Business from the Università Cattolica in Milan and holds a MSc Finance from Grenoble Graduate School of Business.

# **CORPORATE GOVERNANCE**



# **NEUBERGER BERMAN**

Founded in 1939, today Neuberger Berman provides solutions across equities, fixed income and alternative investments with a global reach



All information is as of December 31, 2019, except as otherwise noted. Firm data reflects the collective data for the various subsidiaries of Neuberger Berman Group LLC.

- 1. Employee assets include current and former employees and their family members.
- 2. Average over the past five years, including retirements.
- 3. As of December 31, 2019. Firm assets under management (AUM) includes \$106.1 billion in Equity AUM, \$160.4 billion in Fixed Income AUM and \$89.2 billion in Alternatives AUM. Alternatives "AUM and Committed Capital" reflects Alternatives AUM as well as all committed capital since inception for private equity strategies. Committed Capital since inception reflects all contractual commitments, including those still in documentation, to fund investments, including those which have since been realized, advised by NB Alternatives Advisers LLC and its affiliates or predecessors (the oldest mandate of which was founded in 1981).
- 4. Awarded by UN-supported Principles of Responsible Investment.

Equity<sup>4</sup>

Governance4

# **FOCUS ON ESG**

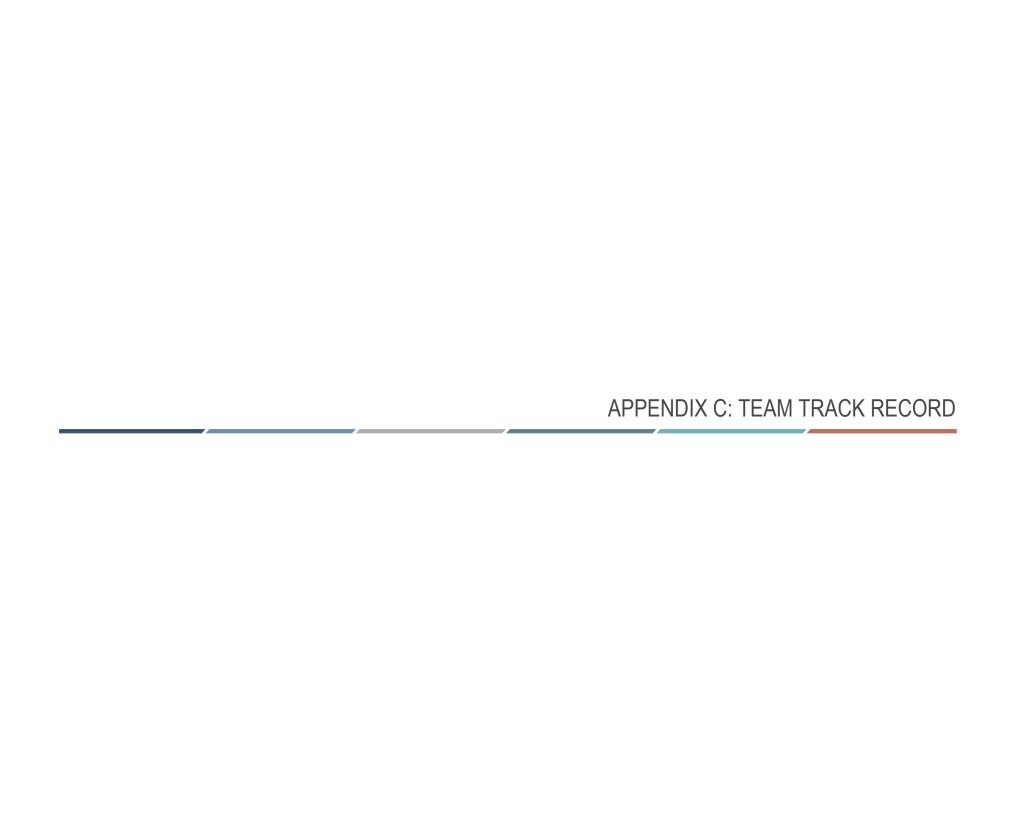
NBA integrated ESG best practices into its operating model

# NBA FOCUS ON ESG BEST PRACTICES

- NB has a long history as a leader in responsible investing, and NB Private Equity has incorporated formal evaluation of financially material ESG factors in private equity investments since 2007
- ESG integration is an integral part of our private equity investment processes and we are committed to continuous improvement
- NBA believes that mitigating ESG-related risks may reduce overall portfolio risk
- Identifying and incorporating ESG factors into investment due diligence and post-acquisition value creation strategy may help to generate stronger investment outcomes

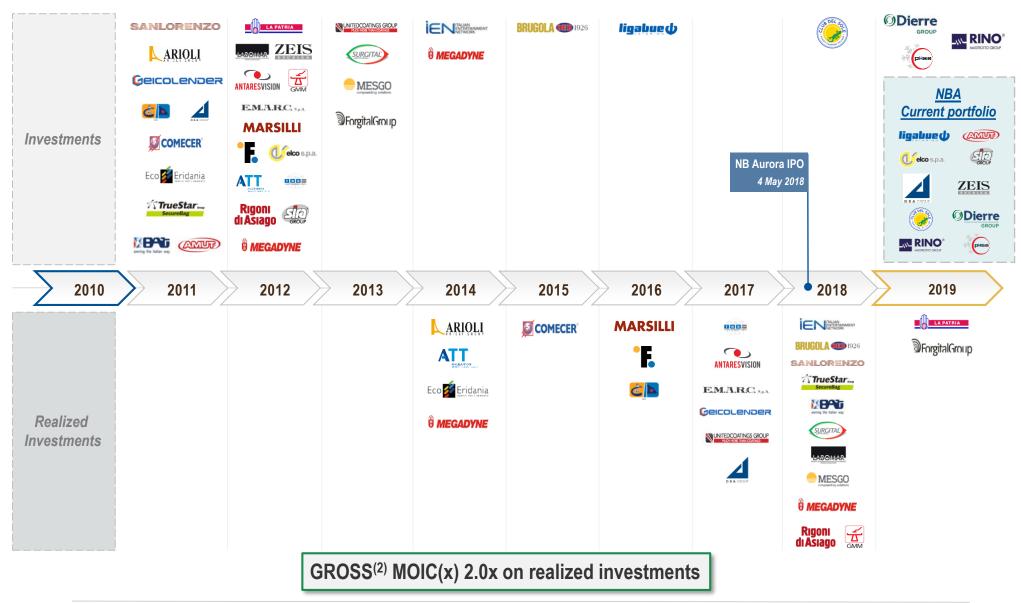


On July 12, 2018, Neuberger Berman has received the top score (A+) in the most recent UN-backed Principles for Responsible Investment (PRI) assessment report of Environmental, Social and Governance (ESG) integration efforts for 2017



# TEAM TRACK RECORD

# 38 investments<sup>(1)</sup> since 2010, excluding add-ons



Note: Past performance is not necessarily indicative of future results.

<sup>1.</sup> Investments include both FII and NB Aurora direct investments, excluding two write-offs. PHSE closing is expected within 1Q2020, subject to the prior fulfilment of the relevant conditions precedent, including the issue of usual legal fulfillment.

Gross of transaction costs. MOIC refers only to FII realized investments, including two write-offs (IMT and Mape).

# TEAM TRACK RECORD (Cont'd)

Outstanding returns achieved mainly through operational improvements, without stressing financial leverage

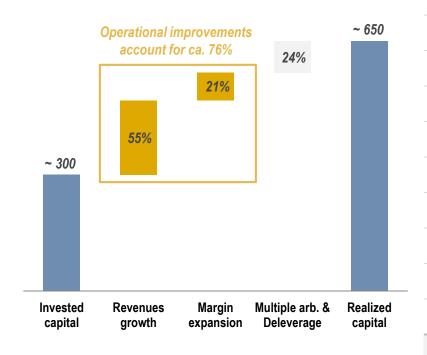
### **KEY FACTS**

 Focus on long term value creation pillars as revenue and margin growth

### **KEY DRIVERS ON REALIZED EXITS (1)**

### On 29 realized exits

€m



### **EXAMPLES OF KEY VALUE CREATION DRIVERS**

Selected examples of portfolio companies	Primary Deals	Internalizatior expansion	n Management Strengthening	Buy & Build	Complex to simple
DEL SO			✓	✓	✓
<b>®</b> ForgitalGroup	✓	✓			✓
Rigoni di Asiago	✓	✓	✓		
MESGO compaueding solutions	✓			✓	✓
SANLORENZO	✓	✓	✓		
<b>® MEGADYNE</b>	✓	✓	✓	✓	
LA PATRIA	✓		✓	✓	✓
GMM	✓		✓	✓	✓
4	✓	✓	✓	✓	
LABOMAR.	✓	✓	✓		
UNITEDCOATINGS GROUP MUCH HORE THAN CONTINGS	✓	✓	✓		✓
ANTARESVISION	✓	✓		✓	
Eco 🌠 Eridania	✓		✓	✓	✓
<b>COMECER</b> °	✓	✓	✓	✓	✓
Total	93%	64%	79%	64%	57%

Figures refer to Fondo Italiano values, gross of transaction costs. NB Aurora management team was previously part of FII team.

# TEAM TRACK RECORD (Cont'd)

# Ability to create value across the cycles and with very limited leverage

#### in € mln unless stated otherwise

Logo	Company	Industry	Investment Date	Invested Capital	FII Stake	Exit date	Total Proceeds	Gross MOIC (x)	Gross IRR (%)
Eco 🌠 Eridania	Eco Eridania	Waste Management	Sep-11	12,3	38,8%	Jun-14	21,6	1,8	20,6%
<b>ARIOLI</b>	Arioli	Textile Machines	May-11	5,7	32,7%	Jul-14	7,8	1,4>	10,0%
ATT ANCELATION TISTICO NAZIOGES	ATT	R&D Testing Solutions	May-12	8,0	32,0%	Jul-14	12,2	1,5	21,3%
<b>E MEGADYNE</b> (1/2)	Megadyne	Polyurethane Belts Manufacturer	Sep-12	22,0	14,1%	Jul-14	52,9	2,4>	64,1%
COMECER°	Comecer	Equipments for Nuclear Medicine	May-11	7,5	32,9%	Dec-15	16,5	2,2	18,8%
·E.	Farmol	Consumer Goods	May-12	9,3	32,9%	Apr-16	12,6	1,4>	15,4%
MARSILLI	Marsilli	Winding Machineries	Dec-12	10,0	13,8%	Jun-16	14,4	1,4>	12,3%
<u>&amp;</u>	C&T	Ferry Services	Jun-11	17,5	10,1%	Jul-16	36,0	2,1>	15,2%
E.M.A.R.C. s.p.A.	Emarc	Automotive Parts	Jul-12	11,0	31,0%	Apr-17	11,9	1,1)	1,7%
ANTARESVISION	Antares	Industrial Vision Systems	Jul-12	5,0	21,1%	May-17	15,2	3,0x	25,9%
000=	TBS	Clinical Engineering	Feb-12	20,0	13,2%	Jul-17	24,7	1,2	5,0%
D B A COOLE	DBA Group	ICT	Dec-11	3,8	23,0%	Dec-17	7,8	2,00	14,6%
Geicolender	Geicolender	Business Services	Apr-11	3,0	12,1%	Dec-17	2,5	0,8)	-2,9%
UNITEDCOATINGS GROUP	Turbocoating	Surface treatments	Jan-13	10,0	15,3%	Dec-17	30,0	3,0	25,2%
- AAMONAR	Labomar	Healthcare	Jun-12	3,0	29,3%	Jan-18	8,3	2,83	20,3%

# TEAM TRACK RECORD (Cont'd)

# Ability to create value across the cycles and with very limited leverage

in € mln unless stated otherwise

Logo	Company	Industry	Investment Date	Invested Capital	FII Stake	Exit date	Total Proceeds	Gross MOIC (x)	Gross IRR (%)
awning the Italian way	BAT	Consumer Goods	May-11	6,7	22,1%	Feb-18	9,5	1,4x	5,3%
BRUGOLA (BB) 1926	Brugola	Industrial	May-15	7,5	15,2%	May-18	11,2	1,5x	14,5%
SURGITAL The chel's Italian fevourite.	Surgital	Food & Beverage	Jan-13	10,6	16,0%	May-18	18,0	1,7x	10,6%
Rigoni di Asiago	Rigoni di Asiago	Food & Beverage	Feb-12	14,0	35,6%	Jul-18	44,8	3,2x	21,6%
SANLORENZO	Sanlorenzo	Luxury Goods	Oct-11	15,0	16,0%	Jul-18	22,5	1,5x	6,2%
IEN ITALIAN ANTENDENT RETWORK	IEN	Entertainment	Aug-14	11,3	15,3%	Jul-18	13,1	1,2x	4,5%
77 TrueStar	Truestar	Business Services	Oct-11	13,2	24,9%	Aug-18	3,6	0,3x	-19,5%
<b>MEGADYNE</b> (2/2)	Megadyne	Polyurethane Belts Manufacturer	Jul-14	15,0	4,8%	Sep-18	33,5	2,2x	21,6%
MESGO compounding solutions	Mesgo	Plastic compounds	Apr-13	8,0	32,0%	Oct-18	42,6	5,3x	40,1%
GMM	GMM	Healthcare	Jun-12	13,0	28,9%	Nov-18	19,2	1,5x	6,3%
LA PATRIA	La Patria	Business Services	Apr-12	9,3	32,4%	Aug-19	16,9	1,8x	8,6%
<sup>®</sup> ForgitalGroup	Forgital	Indiustrial	Dec-13	30,0	17,0%	Sep-19	141,0	4,7	33,3%
otal Exit Realized				301,7			650,1	2,2x	17,5%
O IMT	IMT	Grinding Machines	Dec-11	10,0	30,3%	Mar-15	0,0	0,0x	n.m.
MAPE	Mape	Automotive Transmission Systems	Oct-12	10,0	30,1%	May-14	0,0	0,0x	n.m.
otal Exit Realized Incl. Write-offs				321,7			650,1	2,0x	15,8%

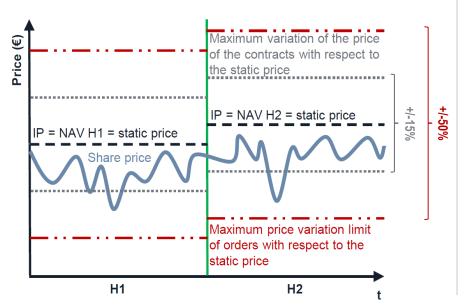


# GENERAL OVERVIEW OF THE NEW REGULATORY APPROACH

NBA opted for the new trading mechanism: the reference price has been replaced by an indicative price that is equal to the last net asset value ("NAV") per share

### RECENT EVOLUTION

• The Rules governing Alternative Investment Funds (AIFs) to be listed on the MIV in force from 3 June 2019 (with resolution no. 20906 of the 2 May 2019, Consob approved the amendments to the Rules of the Markets managed and organized by Borsa Italiana, already approved by Borsa Italiana's Board of Directors on 25 March 2019) include amendments affecting the professional segment of the MIV, including a new trading mechanism anchored to the NAV = Indicative Price (IP)



#### **NEW TRADING MECHANISM**

- While the trading phases on the MIV market remain the same, the relevance of the notion of the reference price is eliminated.
- An **indicative price (IP)** is calculated and published in place of the reference price and **equates to the last NAV per share published on the market by the issuer**.
- The issuer is required to update the indicative price at least every six months and whenever events occur that could significantly affect the NAV valuation.

### PRICE CORRIDOR

- Financial instruments can be traded within a predetermined fluctuation range (price corridor), anchored to the NAV: therefore, it will only be possible to execute automatically contracts within specific percentage variations relative to the NAV considered normal, taking into account the investment strategy and the liquidity characteristics underlying the instruments.
- With reference to the entering of orders and the variation on the dynamic and static price, price variation limits depend on the **investment strategy** (i.e. generalist, private debt, private equity, venture capital):



By means of these amendments, the initial trading parameters of the financial instruments can be anchored to the valuation of the NAV, which is updated more frequently and takes into account extraordinary events and adjustments for payments of proceeds or dividends, without making any changes to the way traditional trading processes work.

Source: MIV Education Seminar (Dr Patrizia Celia and Dr Darko Hajdukovic), Milan 4th - 5th June 2019, Borsa Italiana

For financial instruments other than SPACs, traded in the Professional Segment of the MIV market:

Indicative price: the indicative price, which shall be equal to the last net asset value (NAV) per share published by the issuer, has to be considered in substitution of the reference price.

- Static price: the static price shall be equal to the Indicative Price

Dynamic price: the dynamic price shall be equal to: a) the price of the last contract concluded in the current session; b) the Indicative Price, if no contract is concluded in the current session

# **RISK FACTORS**

#### **Market Risk**

The risk of a change in the value of a position as a result of underlying market factors, including among other things, the overall performance of companies and the market perception of the global economy. In addition, as the Fund invests in businesses that are connected with less advanced countries and economies, certain risks exist.

#### **Counterparty Risk**

The risk that a counterparty will not fulfil its payment obligation for a trade, contract or other transaction, on the due date.

#### **Operational Risk**

The risk of direct or indirect loss resulting from inadequate or failed processes, people and systems including those relating to the safekeeping of assets or from external events.

#### **Concentration Risk**

The fund typically invests in a concentrated portfolio of investments and should a particular investment decline in value, this will have a pronounced effect on the overall value of the fund.

#### **Smaller Companies Risk**

Small capitalisation companies risk investing in the securities of smaller, lesser known companies may involve greater risk due to the less certain growth prospects, the lower degree of liquidity (see liquidity risk) of such shares and the greater sensitivity of small companies to changing economic conditions.

### Single country risk:

Where a Fund invests primarily in a single country, it may be subject to greater risk and above average market volatility than an investment in a broader range of securities covering multiple countries.

# DISCLAIMER

This document is addressed to professional clients only.

Unless indicated otherwise this document is a financial promotion and is issued by Neuberger Berman Europe Limited, which is authorised and regulated by the Financial Conduct Authority and is registered in England and Wales, at Lansdowne House, 57 Berkeley Square, London, W1J 6ER.

European Economic Area (EEA): This is a marketing document and is issued by Neuberger Berman Asset Management Ireland Limited, which is regulated by the Central Bank Ireland and is registered in Ireland, at MFD Secretaries Limited, 32 Molesworth Street, Dublin 2.

Neuberger Berman Europe Limited is also a registered investment adviser with the Securities and Exchange Commission in the US, and the Dubai branch is regulated by the Dubai Financial Services Authority in the Dubai International Financial Centre.

NB Aurora S.A. SICAF-RAIF is a reserved alternative investment fund (RAIF) in the form of an investment company with fixed capital (société d'investissement à capital fixe capital SICAF) as per the Luxembourg law of 26 July 2016 on reserved alternative investment funds.

The information in this document does not constitute investment advice or an investment recommendation and is only a brief summary of certain key aspects of the fund.

An investment in the fund involves risks, with the potential for above average risk, and is only suitable for people who are in a position to take such risks. The thorough characteristics of the offer, including risk factors, will be contained in the prospectus and principal fund documents, available before the start of the subscription period.

In relation to each member state of the EEA (each a "Member State"), this document may only be distributed and shares may only be offered or placed in a Member State to the extent that: (1) the fund is permitted to be marketed to professional investors in the relevant Member State in accordance with AIFMD (as implemented into the local law/regulation of the relevant Member State); or (2) this document may otherwise be lawfully distributed and the shares may otherwise be lawfully offered or placed in that Member State (including at the initiative of the investor). In relation to each Member State of the EEA which, at the date of this document, has not implemented AIFMD, this document may only be distributed and shares may only be offered or placed to the extent that this document may be lawfully distributed and the shares may lawfully be offered or placed in that Member State (including at the initiative of the investor).

Notice to investors in Switzerland: The distribution of NB Aurora S.A. SICAF-RAIF (the "Fund") in Switzerland will be exclusively made to, and directed at, qualified investors (the "Qualified Investors"), as defined in the Swiss Collective Investment Schemes Act of 23 June 2006, as amended ("CISA") and its implementing ordinance. Accordingly, the Fund has not been and will not be registered with the Swiss Financial Market Supervisory Authority ("FINMA"). This document and/or any other offering materials relating to the shares that have been approved by the Swiss representative may be made available in Switzerland solely to Qualified Investors. The home jurisdiction of the Fund is Luxembourg. The Swiss representative is FIRST INDEPENDENT FUND SERVICES LTD, Klausstrasse 33, CH-8008 Zurich and the Swiss paying agent is Helvetische Bank AG, Seefeldstrasse 215, CH-8008 Zurich. In respect of the shares distributed in and from Switzerland, the place of performance and the place of jurisdiction is at the registered office of the Swiss Representative. The prospectus/ confidential private placement memorandum/limited partnership agreement, where applicable, and the articles of association and the annual and semi-annual reports, if any, are available free of charge from the Swiss Representative. The attention of the investors is brought to the fact that, as of the date of this document, any fund other than the Fund, which may be mentioned in this document, has not been authorised for distribution in Switzerland.

This document is presented solely for information purposes and nothing herein constitutes investment, legal, accounting or tax advice, or a recommendation to buy, sell or hold a security.

We do not represent that this information, including any third party information, is complete and it should not be relied upon as such.

No recommendation or advice is being given as to whether any investment or strategy is suitable for a particular investor. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of any investment, and should consult its own legal counsel and financial, actuarial, accounting, regulatory and tax advisers to evaluate any such investment.

It should not be assumed that any investments in securities, companies, sectors or markets identified and described were or will be profitable.

Any views or opinions expressed may not reflect those of the firm as a whole.

All information is current as of the date of this material and is subject to change without notice.

The fund described in this document may only be offered for sale or sold in jurisdictions in which or to persons to which such an offer or sale is permitted. The fund can only be promoted if such promotion is made in compliance with the applicable jurisdictional rules and regulations. This document and the information contained therein may not be distributed in the US.

Indices are unmanaged and not available for direct investment.

# DISCLAIMER (Cont'd)

Past performance is not a reliable indicator of current or future results. The value of investments may go down as well as up and investors may not get back any of the amount invested. The performance data does not take account of the commissions and costs incurred on the issue and redemption of units.

The value of investments designated in another currency may rise and fall due to exchange rate fluctuations in respect of the relevant currencies. Adverse movements in currency exchange rates can result in a decrease in return and a loss of capital.

Tax treatment depends on the individual circumstances of each investor and may be subject to change, investors are therefore recommended to seek independent tax advice.

Investment in the fund should not constitute a substantial proportion of an investor's portfolio and may not be appropriate for all investors. Diversification and asset class allocation do not guarantee profit or protect against loss.

No part of this document may be reproduced in any manner without prior written permission of Neuberger Berman Europe Limited.

The "Neuberger Berman" name and logo are registered service marks of Neuberger Berman Group LLC.

© 2020 Neuberger Berman Group LLC. All rights reserved.

