



**DIGITAL
MAGICS**

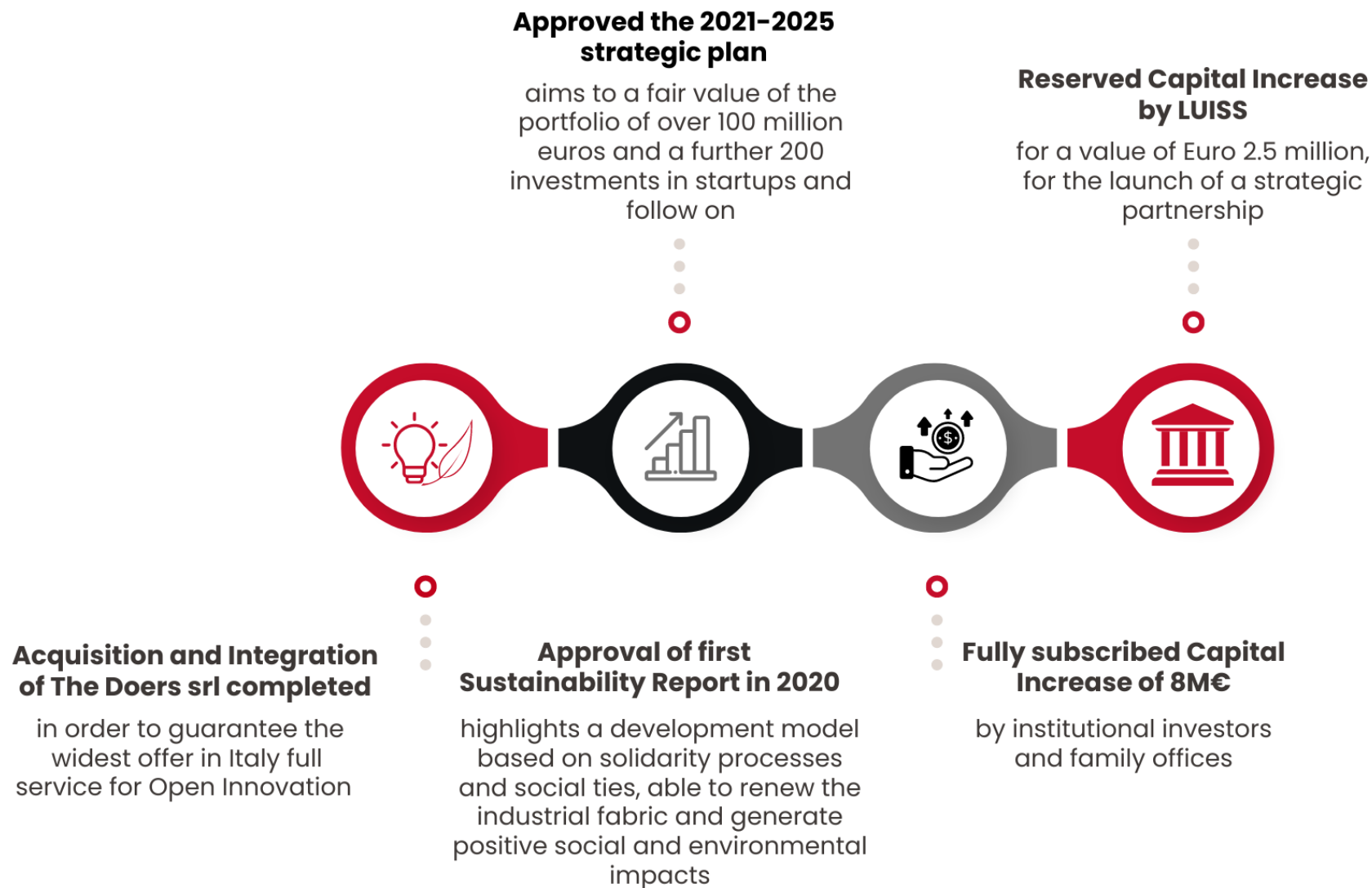
Magic
is something
YOU CREATE

**Digital Magics
2021.**

**April
2022**



2021 MAIN EVENTS .



| Snapshot.

Ground breaking
and Unique at a
national and
international level

84

Active equity investments (31.12.2021)

9

Regional offices

1500

Projects evaluated yearly

We support and **sustain the growth** of new innovative companies (start-ups) with technological and digital assets, investing in supporting founders and providing incubation services for **business development**.

Therefore, Digital Magics supports start-ups, with an industrial approach, transforming their projects into **successful companies**.

| Digital Magics.

The Most Active Early-stage Investor in Italy

We backed more than **160 companies** and aim at increasing the number of accelerated startups per year at **50+**, attracting interesting deals from **all over Europe** and increasing follow-on investments for **best performers**.

We fostered outstanding founders, investing heavily when it was time to turn projects into companies, and those companies created hundreds of jobs and useful **innovative solutions**.

Our effort in the sustainability, in 2021, has multiplied: about **50%** of our Portfolio startups have a business with **ESG impacts**.

| Development Strategy.

Vertical acceleration focus.

Strategic Plan (2021–2025) **targets.**

Portfolio Fair Value: from **50M€** to **>100M€**

Our aim is to set up 20–25 acceleration programs between 2021–2025, investing in 150–200 start-up in the sectors of choice in the European venture capital market that match Digital Magics' skills and expertise in generating value.

The industrial role of **Digital Magics foresees an increase in the team dedicated** to supporting the start-ups participating in the acceleration programs and present in the portfolio: we expect to grow from **8 to 18 team members by 2025.**

Digital Magics' development strategy for the next few years is focuses on the creation of vertical acceleration programs in high-potential sectors, for the selection of the best start-ups to join the portfolio.

Where we are.

4
1 done /
2 running /
1 setup

**Acceleration
Programs**

84
(73 in 2020)

**Operational
Startups**

20
(15 in 2020)

**New
Startups**

46,6 M€*
(27,3 M € in 2020)

**Fundraising by
DM Startups**

2 M€
(2,6 M € in 2020)

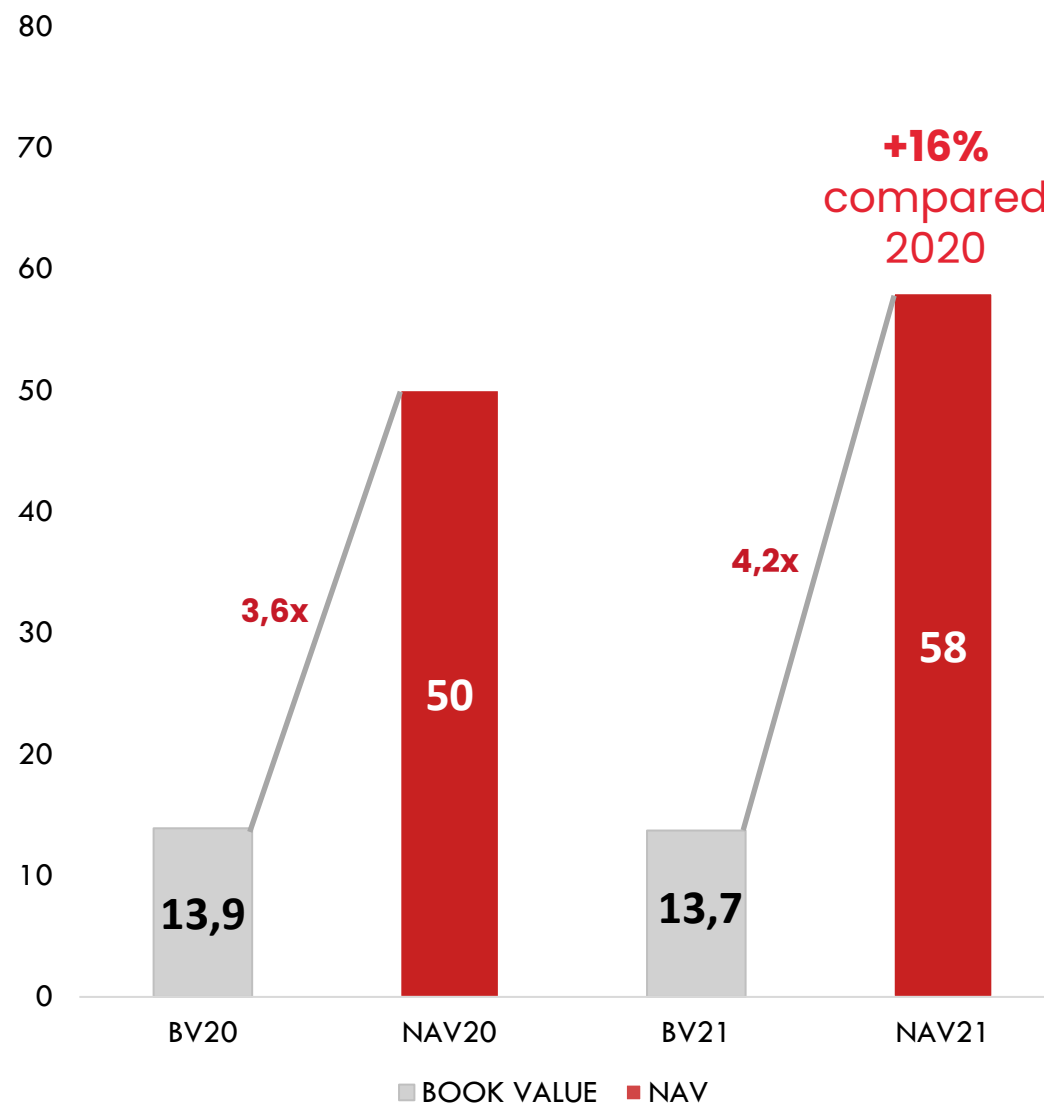
Invested by DM

420 K€

**Exit &
Distributions**








Portfolio Highlights al 31/12/2021

BV – NAV comparison (M€)



* Including the 20 M € loan raised by Viceversa

VERTICAL ACCELERATION PROGRAMS WITH AN HOLISTIC ECOSYSTEM APPROACH.

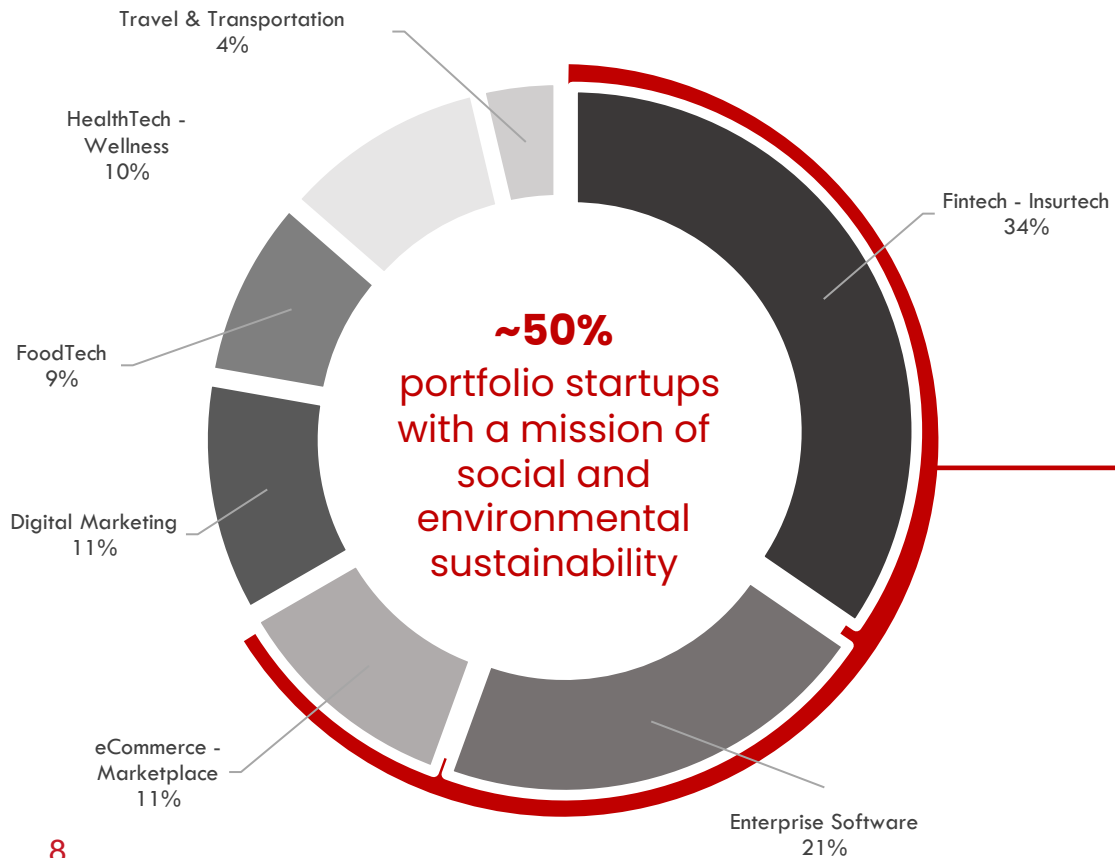
				DM CO-INVESTORS	PARTNER
2021	DONE	SUSTAINABILITY 8 STARTUPS / YEAR FIN+TECH FINTECH 8 STARTUPS / YEAR INSURTECH 8 STARTUPS / YEAR	First Mover in Italy		
2021	RUNNING			 Fondo Nazionale Innovazione CDP Venture Capital Sgr	 BANCA COMPASS GRUPPO MEDIOBANCA ANIMA BNL GRUPPO BNP PARIBAS
2021	RUNNING		Leading EU Accelerator	 Fintech District	 INTESA SANPAOLO CREDITO FOMISANO NET INSURANCE excellence REALE GROUP
2021	SETUP	MAGIC SPECTRUM IoT / 5G 8 STARTUPS / YEAR	First Mover in EU	 Fondo Nazionale Innovazione CDP Venture Capital Sgr	 UnipolTech SOLUZIONI TECNOLOGICHE Fondazione Compagnia di San Paolo melita CISCO Solvite I3P INWIT torinowireless ifren
2022	COMING SOON	NEW! ACCELERATION PROGRAM	COMING SOON		COMING SOON
2022	COMING SOON	NEW! ACCELERATION PROGRAM	COMING SOON		COMING SOON

Resources
across
programs:

**Already
committed
21,20 M€**

Portfolio by Industry & Geography.

84* Active startups (+11 vs 2020)
(*81 startups & 3 vehicles)



Our acceleration programs are Italy-based and international

+64%

portfolio in fast growing markets
(Fintech/Insurtech, Enterprise Software,
eCommerce/Marketplace)



PORTFOLIO BY CLUSTERS FAIR VALUE (NAV).

HEALTHTECH & WELLNESS

FairValue
€ 0,8 M



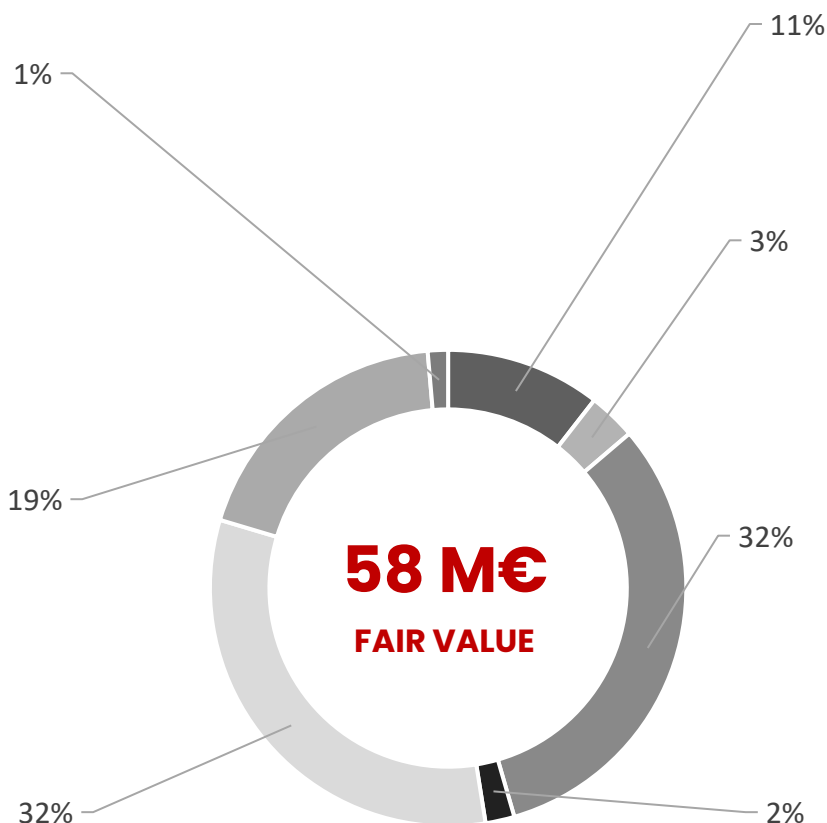
FINTECH & INSURTECH

FairValue
€ 11 M



TRAVEL & TRANSPORTATION

Fair Value
€ 18,6 M



DIGITAL MARKETING

FairValue
€ 6,1 M



eCOMMERCE & MARKETPLACE

FairValue
€ 1,9 M



ENTERPRISE SOFTWARE

FairValue
€ 18,4 M



FOODTECH

FairValue
€ 1,1 M

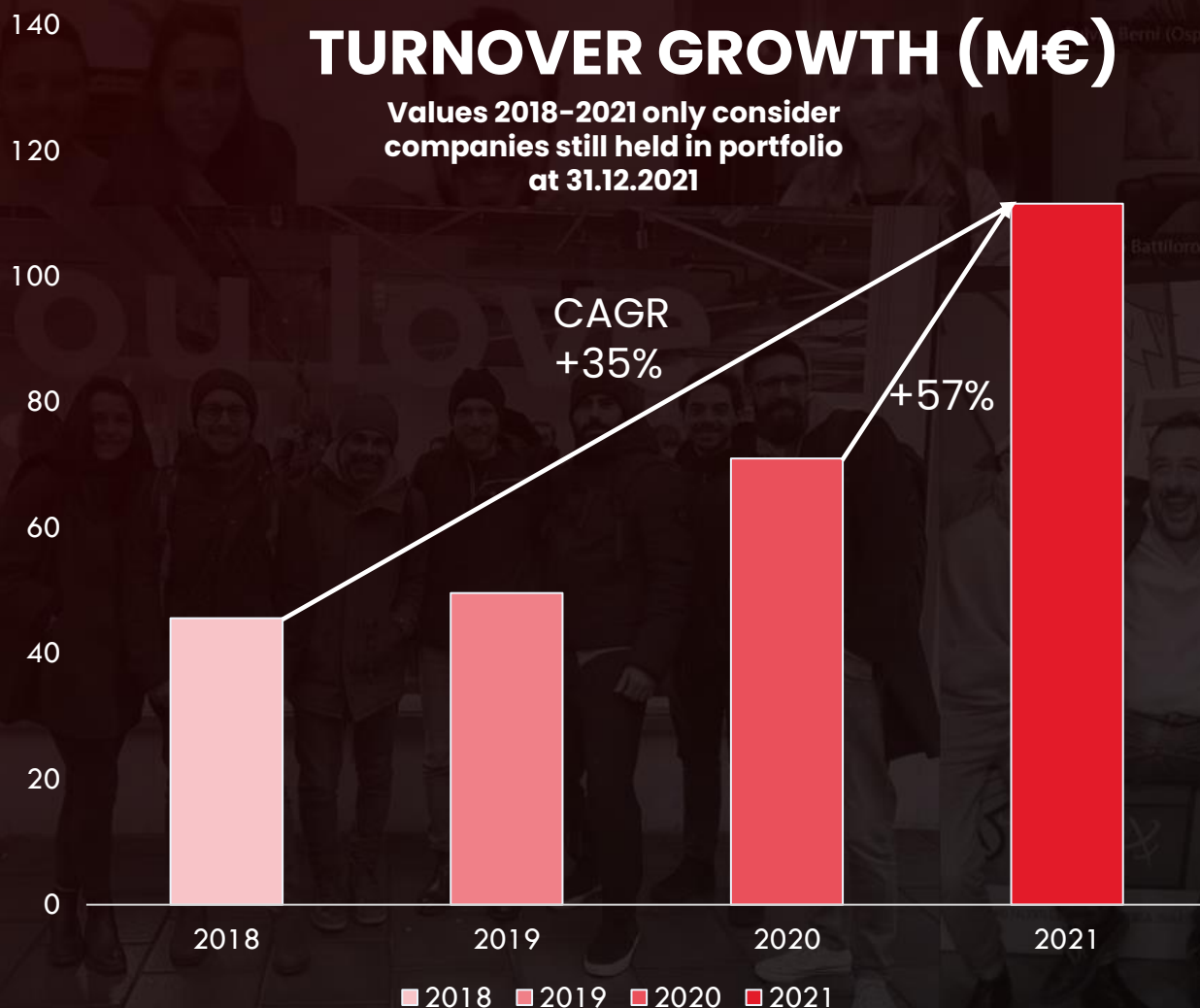


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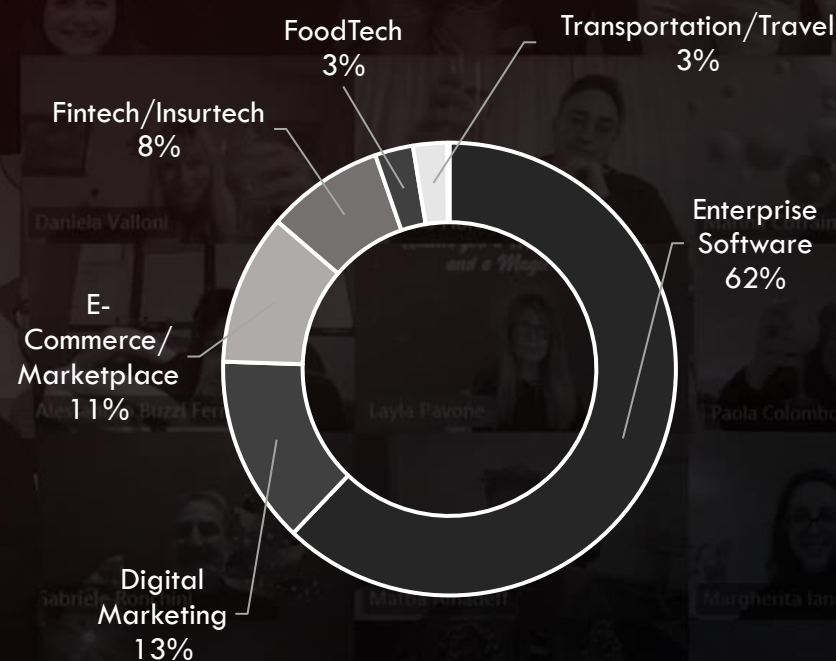
AGGREGATE PORTFOLIO TURNOVER.

TURNOVER GROWTH (M€)

Values 2018–2021 only consider
companies still held in portfolio
at 31.12.2021



Over 80% 2021 Turnover from Enterprise Software, Marketing, Fintech/Insurtech industries.



+ 57% INCREASE Vs 2020.

+ 35% CAGR 2018–2021.

Financial Strenght 2021.

RESULTS.

Broad financial strenght confirmed.

Shareholders' Equity	24.7 million €
Net Financial Position	5.6 million €
Cash and cash equivalents	11.2 million €

Consolidated revenues of 3.2 million €

Negative EBITDA of 0.6 million €

Net Loss of 3.3 million €

(after adjustments in financial assets of 2.1M€ related to write-offs of certain companies and related receivables)

Team.

Experience.
Passion.
Dedication.



Marco Gay
Executive President



Gabriele Ronchini
Co-Founder & CEO



Alessandro Malacrat
Chief Financial Officer



Alberto Fioriavnti
Co-Founder & CTO



Edmondo Sparano
Chief Digital Officer



Michele Novelli
Partner, CIO



Ludovico Facchini
Partner



Noa Segre
Ecosystem Value Creation



Maria Imbesi
Portfolio Manager



Francesco Varuzza
Portfolio Manager



Maria Cristina Pensini
Head of Corporate Affairs



Angela Agorini
Data & Operations Lead



Francesco Brescia
Portfolio Analyst



Andrea Peroni
Portfolio Analyst



Laura Pellegrini
Marketing & Communications



Thank you

