



DIGITAL  
MAGICS

Magic  
is something  
YOU CREATE



Digital Magics  
2021.

April  
2022

# 2021 MAIN EVENTS.

## Approved the 2021-2025 strategic plan

aims to a fair value of the portfolio of over 100 million euros and a further 200 investments in startups and follow on

## Reserved Capital Increase by LUISS

for a value of Euro 2.5 million, for the launch of a strategic partnership

## Acquisition and Integration of The Doers srl completed

in order to guarantee the widest offer in Italy full service for Open Innovation

## Approval of first Sustainability Report in 2020

highlights a development model based on solidarity processes and social ties, able to renew the industrial fabric and generate positive social and environmental impacts

## Fully subscribed Capital Increase of 8M€

by institutional investors and family offices

# 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.**

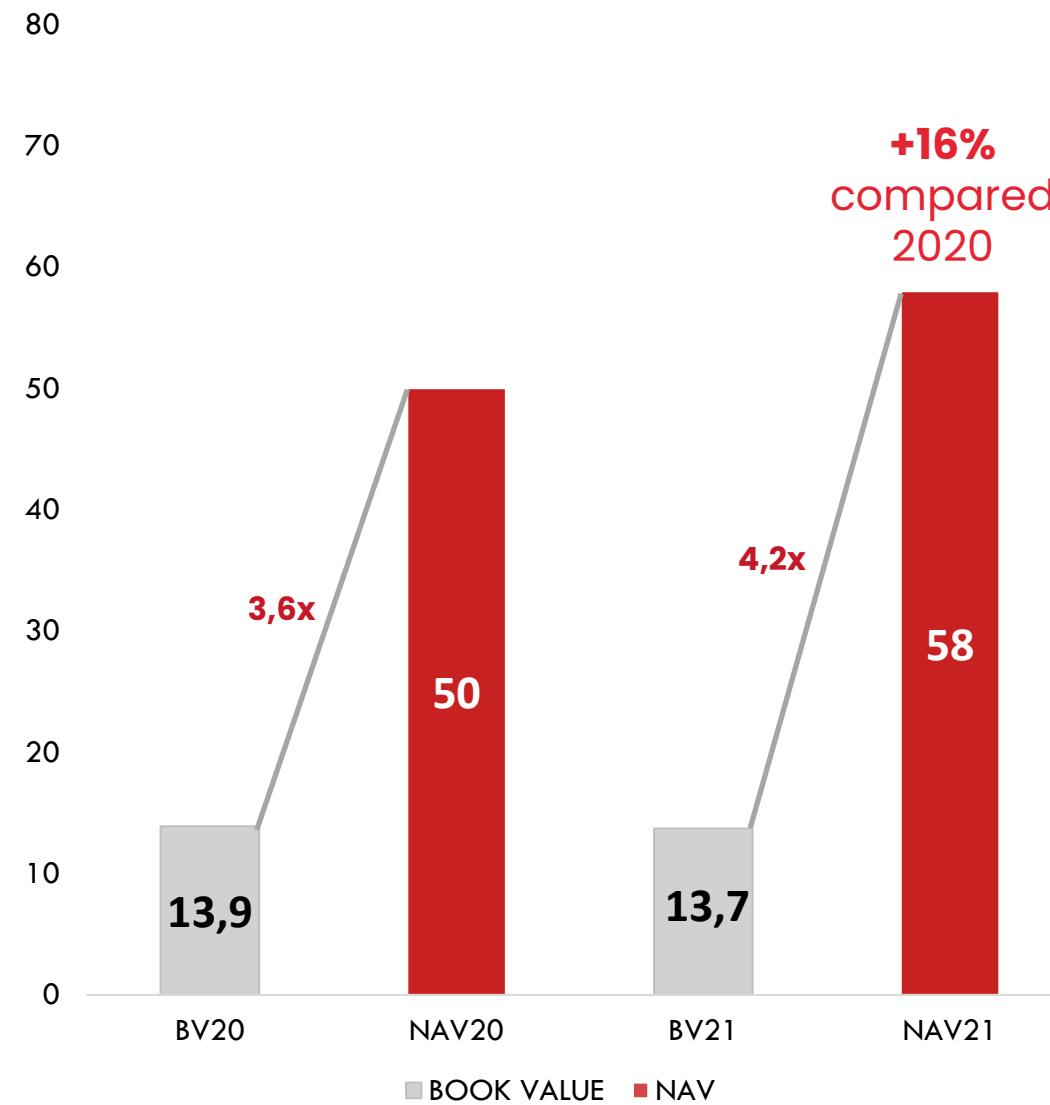
**Digital Magics' development strategy for the next few years is focuses on the creation of vertical acceleration programs in high-potential sectors**, for the selection of the best start-ups to join the portfolio.

# Where we are.

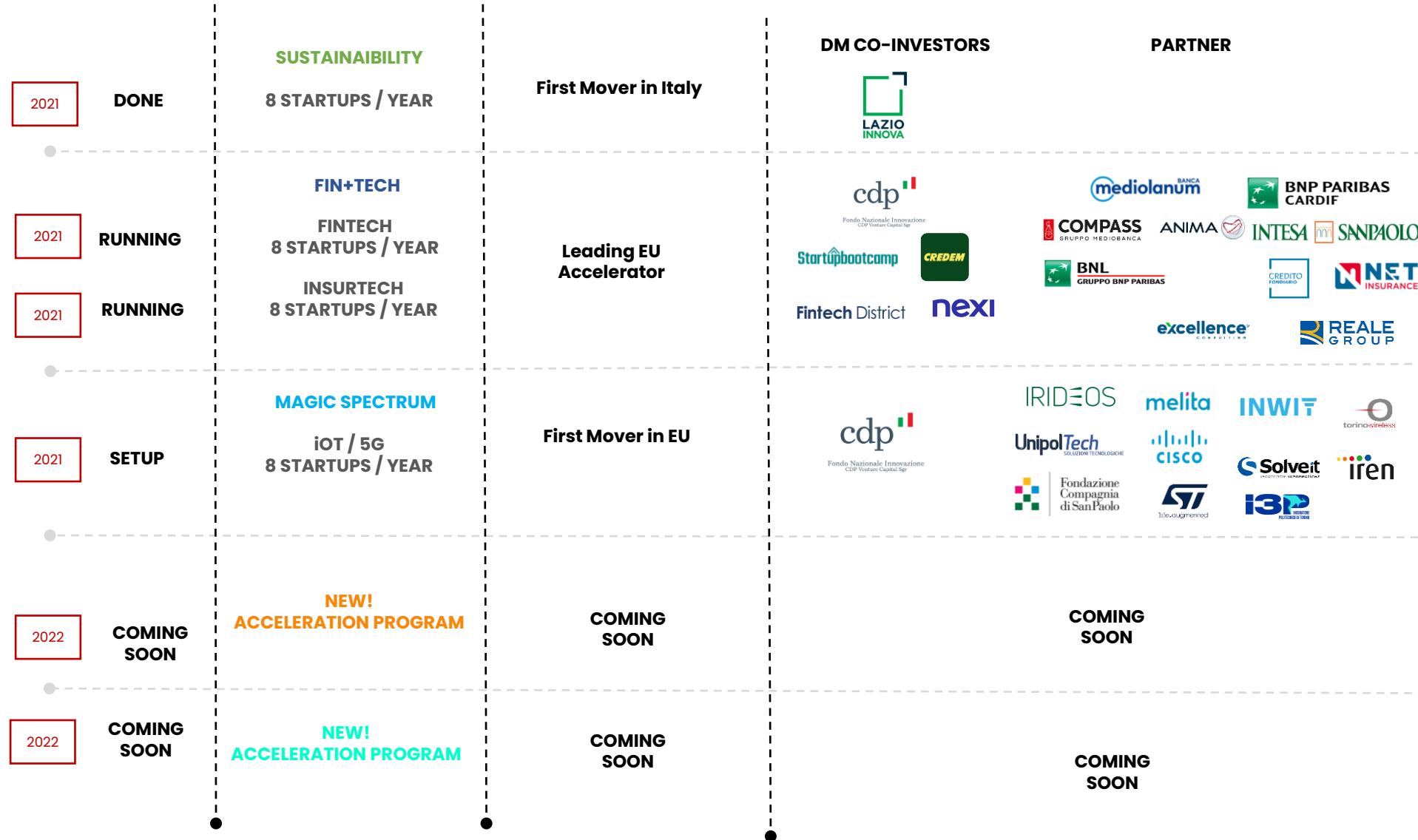
<b>4</b> 1 done / 2 running / 1 setup	<b>Acceleration Programs</b>
<b>84</b> (73 in 2020)	<b>Operational Startups</b>
<b>20</b> (15 in 2020)	<b>New Startups</b>
<b>46,6 M€*</b> (27,3 M€ in 2020)	<b>Fundraising by DM Startups</b>
<b>2 M€</b> (2,6 M€ in 2020)	<b>Invested by DM</b>
<b>420 K€</b>	<b>Exit &amp; Distributions</b>

# Portfolio Highlights at 31/12/2021

## BV – NAV comparison (M€)



# VERTICAL ACCELERATION PROGRAMS WITH AN HOLISTIC ECOSYSTEM APPROACH.



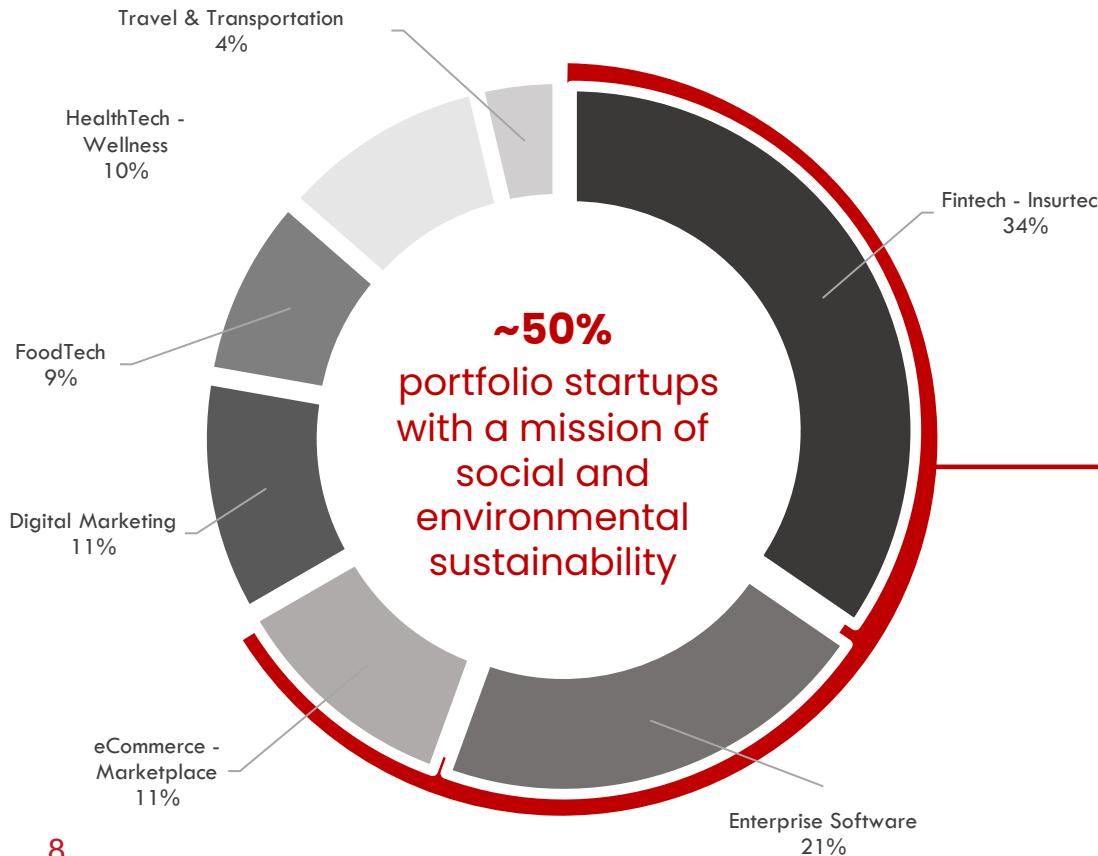
Resources across programs:

Already committed  
21,20 M€

# Portfolio by Industry & Geography.

**84\*** Active startups (+11 vs 2020)

(\*81 startups & 3 vehicles)



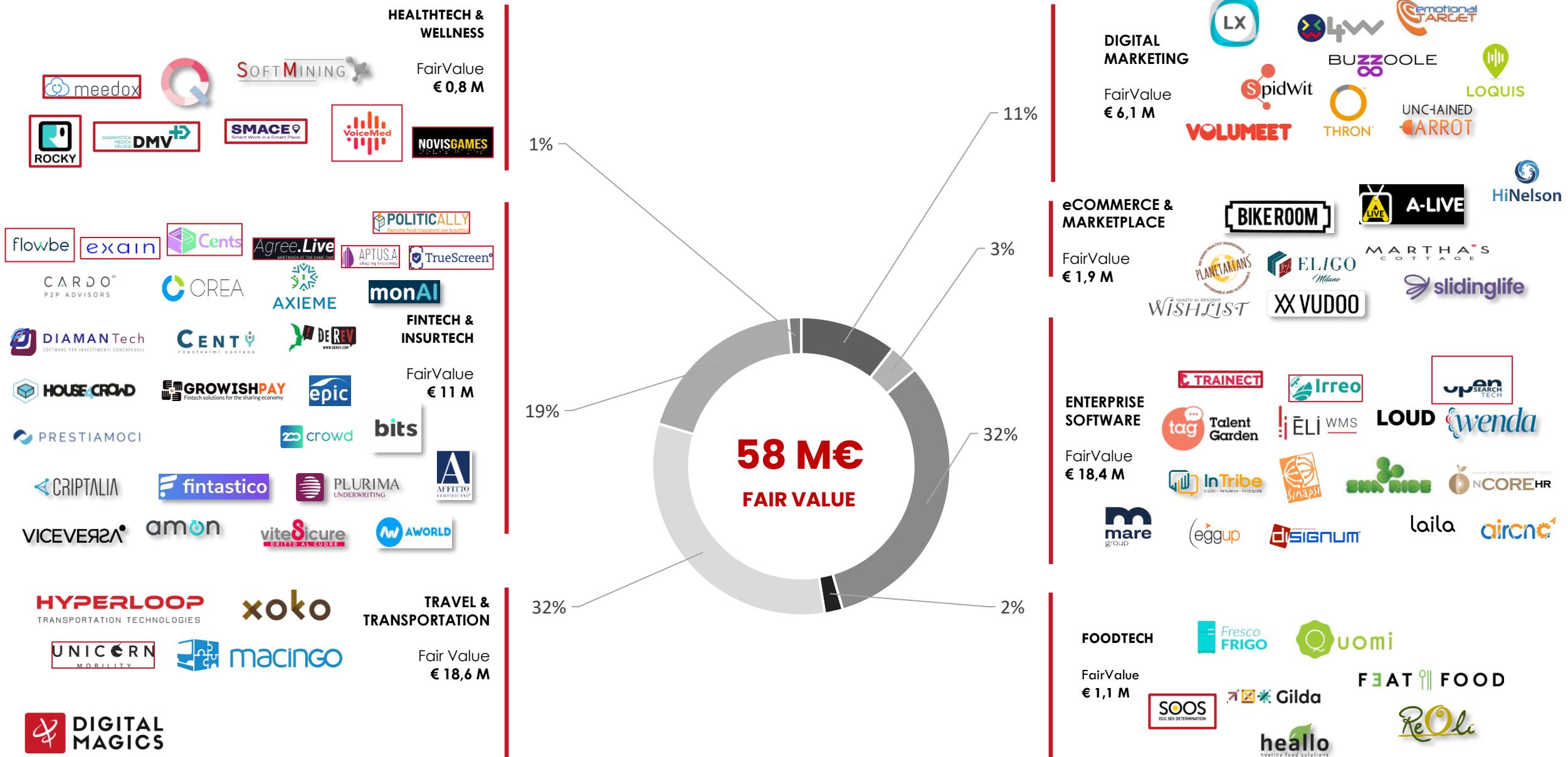
Our acceleration programs are Italy-based and international

**+64%**

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



# PORTFOLIO BY CLUSTERS FAIR VALUE (NAV).



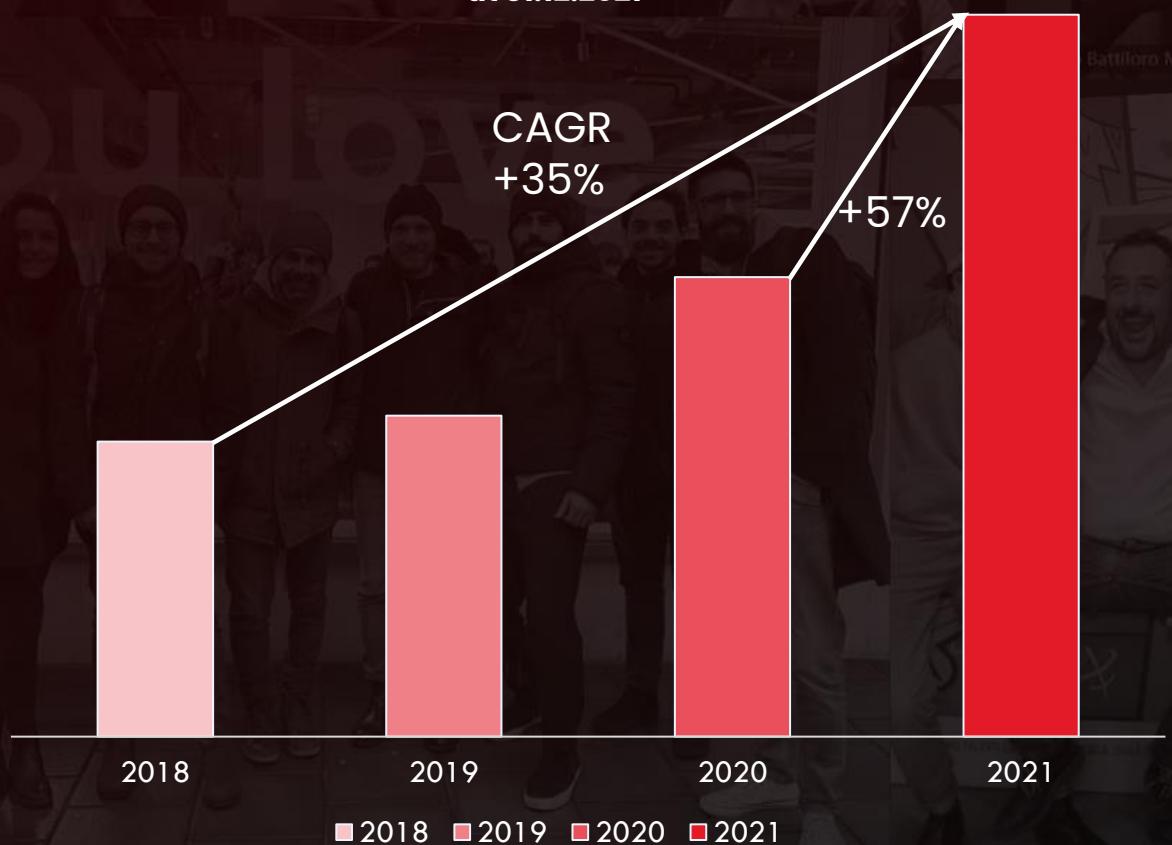
# AGGREGATE PORTFOLIO TURNOVER.

## TURNOVER GROWTH (M€)

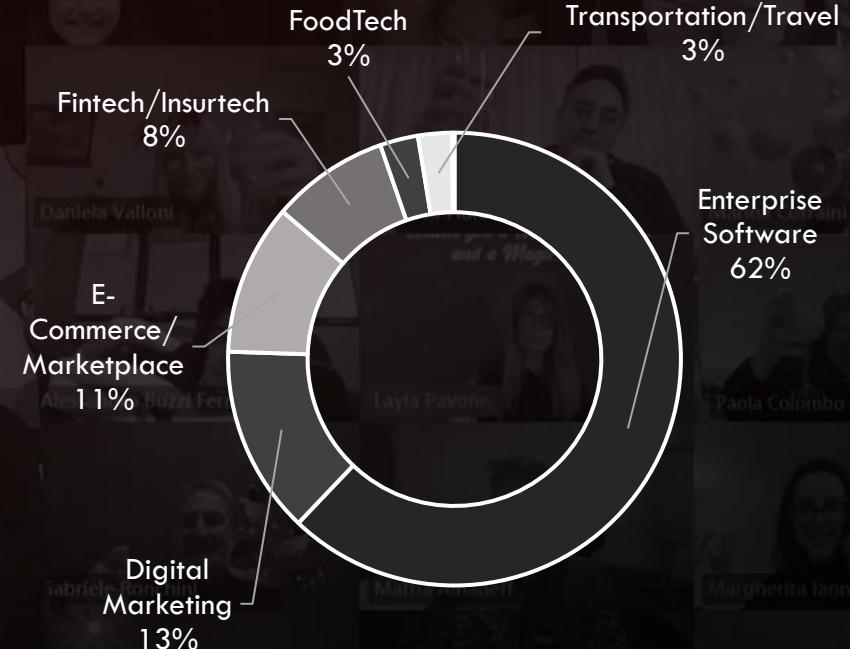
Values 2018–2021 only consider companies still held in portfolio at 31.12.2021

CAGR  
+35%

+57%



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



+ 57% INCREASE Vs 2020.

+ 35% CAGR 2018–2021.

# Financial Strength 2021.

11

## RESULTS.

**Broad financial strength** confirmed.

<b>Shareholders' Equity</b>	24.7 million €
<b>Net Financial Position</b>	5.6 million €
<b>Cash and cash equivalents</b>	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 Fioravanti**  
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**

