# EXOR INVESTOR DAY **30 NOVEMBER 2021**



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- changes in general economic, financial and market conditions and other changes in business conditions;
- changes in commodity prices, the level of demand and financial performance of the major industries our portfolio companies serve; and
- changes in regulations and institutional framework (in each case, in Italy or abroad); and
- many other factors, most of which are outside of the control of EXOR.

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### **OUR PRIORITIES FOR THE NEXT 10 YEARS, SET IN 2019**



### **COMPANIES**

- Continue Building Great Companies
- Acquire New Companies

### **INVESTMENTS**

- Develop our Financial and Seeds investment capabilities
- Add investment ideas/themes

### **FINANCIALS**

- NAV per share to outperform the MSCI World index
- Target Gross Debt of ≤ €2bn keeping Loan-to-Value ratio below 20%
- Free Cash Flow in excess of dividends paid
- Cash Holding Cost<sup>1</sup> <10bps</li>

Across our companies, and within Exor itself, we will define our approach to ESG

1) As a % on Gross Asset Value (GAV).



# EXOR INVESTOR DAY

2021

### **AGENDA**

- COMPANIES
- INVESTMENTS
- FINANCIALS
- ESG
- WHAT'S NEXT?

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### **EXOR'S PURPOSE AND VALUES**



OUR PURPOSE

### **BUILDING:**

- Foster a culture with clarity of purpose and shared values
- Appoint leaders who walk the talk
- Create governance that ensures alignment of culture and actions



### **GREAT COMPANIES:**

- Perform to the highest standards
- Seek renewal and change
- Are distinctive in what they do
- Act in a responsible way

OUR VALUES

**HUMILITY & AMBITION** 

**CURIOSITY & FOCUS** 

PATIENCE & DRIVE

COURAGE & RESPONSIBILITY

A culture that combines entrepreneurial spirit and financial discipline



EXOR INVESTOR DAY

2021

### **COMPANIES**

30 NOVEMBER 2021

## OUR PURPOSE AND VALUES HELPED US GUIDE OUR COMPANIES THROUGH THE COVID-19 CRISIS



2Y TSR1

When COVID hit we helped our companies increase their resilience

We continued to support them with their longer-term plans...

... and with new **leadership** 







+44.1%



\*Focus on next pages

+66.9%

- +61.2%
- John Elkann became Acting CEO
- Ferrari led our companies in developing protocols for a return to work
- First fully electric Ferrari unveiling in 2025
- First Ferrari fashion show in Maranello in June 2021

- Moved quickly to strengthen liquidity to take the company through the crisis
- Guided merger with PSA to successful completion
- Strong execution on synergies with €1.3bn net cash in 1H 2021
- Electrification day in July 2021

- Suzanne Heywood became Acting **CEO**
- Supported dealers and suppliers and strengthened balance sheet
- Supported acquisition of Raven **Technologies**
- CNH Industrial and IVECO Group split scheduled for Q1 2022

**Benedetto Vigna** 

**Carlos Tavares** 

**Scott Wine** 

<sup>1)</sup> Total Shareholder Return (TSR) from 21 November 2019, the day before starting to trade following the merger between FCA and PSA.

# OUR VALUES ALSO UNDERPINNED OUR COMMUNITY SUPPORT DURING THIS DIFFICULT PERIOD







# Purchasing and producing ventilators and medical equipment









### **Supporting hunger-relief projects**







# Organizing summer camps and providing scolarships







# Supporting students and preventing school drop-outs









# Promoting and launching fundraising campaigns











# CNH INDUSTRIAL MANAGED THE COVID CHALLENGES, WHILE CONTINUING TO FOCUS ON THE FUTURE



### **MANAGING CHALLENGES...**

### ...WHILE FOCUSING ON THE FUTURE

#### KEEPING PEOPLE SAFE

✓ By May 2020 more than 2/3 of CNH Industrial's 67 plants were again operational with full COVID protocols implemented

### **ENSURING BUSINESS CONTINUITY**

✓ By end 2020 CNH Industrial had an unprecedented net financial position of \$800mn with \$1.9bn FCF for the year

#### SUPPORTING ITS WIDER NETWORK

✓ CNH Industrial managed to prevent any prolonged closures of its dealers or tier 1 suppliers during the COVID crisis

#### **TECHNOLOGY**

✓ Nikola Tre battery heavy duty trucks started production on schedule (end of 2021)



- ✓ Nikola Tre fuel cell heavy duty trucks remain on track with production expected in 2023
- ✓ **Decarbonizing agriculture:** launch of first methane powered tractor (2019)
- ✓ Advancing AG digitalization through the AGXTEND platform

#### **INVESTMENTS**

# RAVEN

Precision agriculture leader June 2021 – \$2.1bn EV



Excavator manufacturer August 2021 – €102mn EV



Potenza Technology (electric & hybrid powertrain)









#### PEOPLE

- √ +24,000 employees worked successfully from home during the pandemic and the company has embraced opportunities to allow remote working
- ✓ Focus on diversity and inclusion: By the end of 2024, CNH Industrial intends to have 50% more women managers compared to 2019. During the crisis, the Senior Leadership Team all began mentoring employees

# THIS MEANS THAT CNH INDUSTRIAL WILL BE READY TO SPIN ITS BUSINESS INTO TWO PARTS IN EARLY 2022













- Full-line equipment offering (undisputed leader in crop harvesting and global no. 2 in high HP tractors)
- Raven acquisition to accelerate product development and digital and analytic capabilities beyond agriculture

- Global construction equipment business operating across compact, general construction and road building and site preparation
- Acquisition of Sampierana to solidify presence in mini and midi excavator portfolio and to bring valuable product development know-how





Scott W. Wine CEO CNH Industrial NV

Revenues<sup>1</sup> ~\$15.5bn

Employees<sup>2</sup> ~31,060

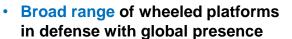


- IVECO strength in commercial vehicles presence in Europe (25% market share in LCV, 26% in Heavy Bus)
- Leader in fast growing LNG market in Europe









Innovative tailored firefighting vehicles



- Best-in-class powertrain solutions as global no. 2 for off-and on-highway
- Leadership in diesel and gas while developing zero emission and carbon-neutral solutions

IVECO • GROUP



**Gerrit Marx**Designated CEO Iveco
Group

Revenues¹ ~€11.9bn

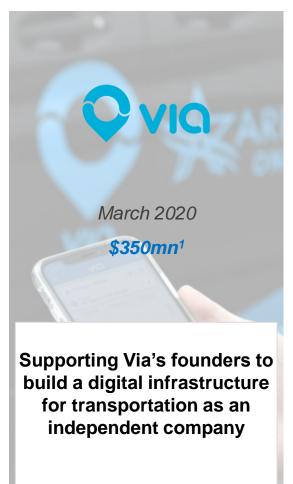
Employees<sup>2</sup> ~32,960

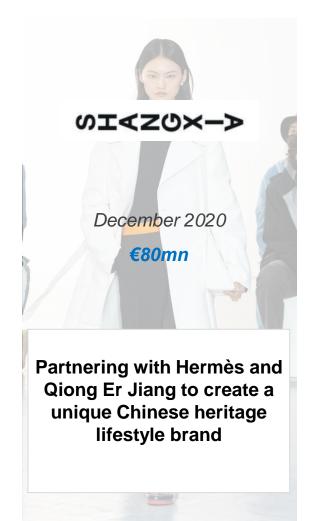
1) Revenues 2019A, last year unaffected by Covid-19 pandemic. CNH Industrial refers to US GAAP, IVECO Group to IFRS. 2) Employees as of Dec 2020

# EXOR HAS ALSO CONTINUED TO ACQUIRE COMPANIES WITH THE POTENTIAL TO BECOME GREAT











1) Includes investments made by Exor until June 2021.

Note: Date corresponds to the signing date of the agreement based on the initial investment.

### LOUBOUTIN HAS A CLEAR PATH TOWARDS BECOMING A GREAT COMPANY

PERFORMS TO THE HIGHEST STANDARDS

Resilience through the crisis with

better than expected rebound

Top tier profitability with strong cash,

generation capacity and very high

Red-sole design is famous around

the world and new elements are

constantly added to the line

(spikes, colour, artisanal...)

**DISTINCTIVE IN WHAT IT DOES** 

from reopening

recognition

penetration in the US

Unique brand with global



... and invested in

**March 2021** 

We identified luxury as a sector of interest...

... scouted the market to identify the right company...

- SEEKS RENEWAL AND CHANGE
  - Proven capacity to **renew** by entering **new categories** (e.g. men's, casual shoes, leather goods, beauty)
  - Constant renewal of offer with more than 50% of revenues coming from new products each year
  - Social: The company strongly values diversity, integration and equality
  - Moving towards environmental sustainability building on decades of creativity

ACTS IN A RESPONSIBLE WAY

- Long-term value creation: historically outperforming GDP growth
- Pricing power: exclusivity enables price increases
- High barriers to entry: brand heritage, know-how, craftmanship
- Benefiting from tailwinds: Chinese growth, digitalization, new generations

We assessed Louboutin through our lenses (Understanding, People and Value) and found strong alignment of its founders and management with our purpose and values

€541mn investment 24% ownership 2/7 board members

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# AFTER MAKING SUBSTANTIAL PROGRESS UNDER OUR OWNERSHIP, PARTNERRE WILL CONTINUE ITS PATH TO GREATNESS WITH COVÉA



### **MARCH 2016**

PartnerRe's common shares, in addition to the 9.9% stake bought in 2015

### Partner Re



#### **HOLDING PERIOD**

- Under Exor's private ownership the company has:
  - ✓ Created a sizeable presence in Life & Health through organic growth and the Aurigen acquisition, achieving target of \$1.5bn net premiums earned in 2020
  - ✓ **Developed new areas of expertise such as Third Party Capital**, reaching over \$1bn of total assets in January 2021
  - ✓ Increased its capital and operating efficiency, reducing expense ratio from 8.5% in 2015 to 5.4% in 2020
  - ✓ Strengthened its underwriting discipline, improving its combined ratio from 101.6% in Q3 2020 to 88.6% in Q2 2021
  - ✓ **Improved its investment results**, outperforming peers over the last 3 years (ranked 2nd among 10 reinsurance peers)

### **OCTOBER 2021**

- Exor agrees to sell 100% of PartnerRe's common shares to Covéa, with sale agreement to be signed before end-2021 and closing expected mid-2022 subject to anti-trust and regulatory approvals
- Covéa will continue to develop PartnerRe as one of the world's leading reinsurers

*P/BV~1.1x P/TBV~1.2x* 

Cash-out: \$6.7bn<sup>1</sup>

PartnerRe paid Exor a total of ~\$900mn in dividends, while growing its book value by ~\$900mn

Cash-in: \$9.0bn<sup>2</sup>

*P/BV~1.3x P/TBV~1.4x* 

1) \$609mn for the initial 9.9% stake acquired during 2015 in the NYSE, plus an additional \$6.108bn paid at closing for 90.1% of common shares and including the payment to preferred shareholders.

2) Based on common shareholder equity of \$7bn at 31 December 2021.



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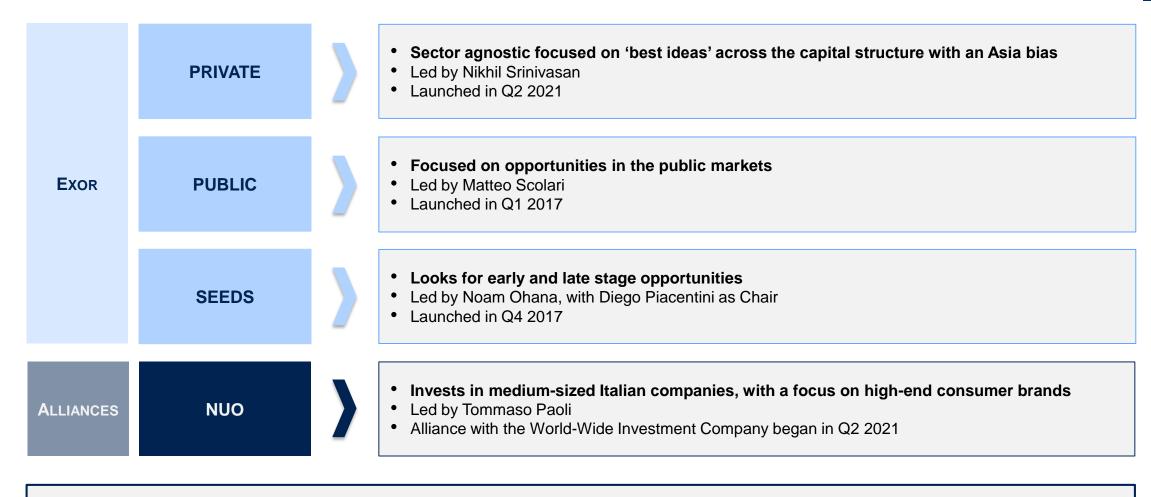
2021

### **INVESTMENTS**

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# WE HAVE STRENGTHENED OUR INVESTMENT CAPABILITIES AND CREATED ALLIANCES





We expect our investments to generate double-digit returns, to provide insight and to identify companies to acquire and build



### **INVESTMENTS**

# SEEDS AND OUR JOURNEY WITH VIA TRANSPORTATION

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### WE INVEST IN BOTH EARLY AND LATE STAGE OPPORTUNITIES



### **EARLY STAGE**

#### Seed / Series A

**Typical Investment Size: \$3-5mn** 

- **Exceptional founders**
- **Strong syndicate (Tier 1 lead investor)**
- "Moonshot" trajectory
- **Good initial traction**













### LATE STAGE

#### Series C / D

**Typical Investment Size: \$10-15mn** 

- **Exceptional founders**
- Large addressable market
- **Defensible business model**
- Strong financial and operating metrics
- Reasonable valuation





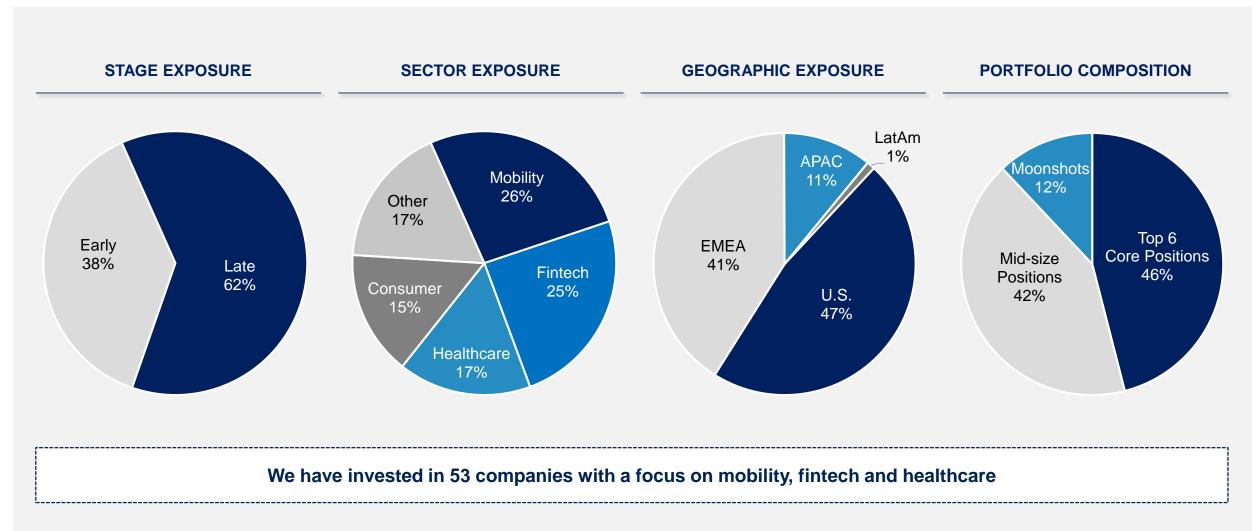






### **PORTFOLIO COMPOSITION**





Note: Based on total invested capital. Stage exposure based on time of investment.

### **OUR JOURNEY WITH VIA TRANSPORTATION**



### **TIMELINE**

2016	We first met founders Daniel Ramot and Oren Shoval and built a close relationship
Sept 2019	Exor Seeds invested \$15mn in the Series D as Via's new TransitTech business began to gain meaningful traction
Dec 2019	Exor commits to leading a \$200mn investment in Via at a \$2.2bn valuation
Mar 2020	Exor honors its commitment to the company despite uncertainties created by the Covid-19 pandemic
May 2021	Exor made an additional \$150mn investment in the company
Oct 2021	Exor participated in a \$130mn Series G round at a \$3.2bn valuation

### ALIGNMENT WITH EXOR'S PURPOSE AND VALUES

- ✓ We share with Via's founders the ambition of building a great company
- ▼ The values of Via are closely aligned with ours
- Exor's long term horizon enables Via to realize its vision for the future of transportation

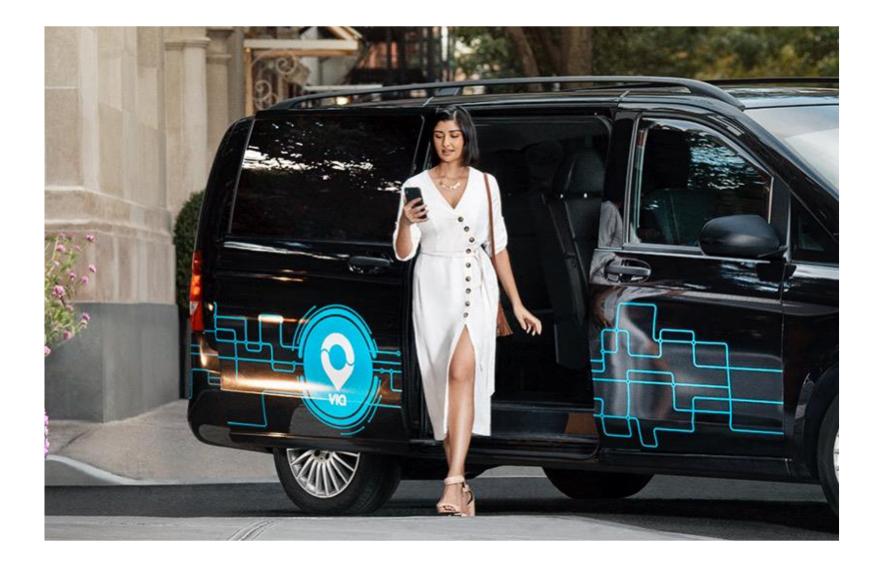


Via believes in a world where everyone has access to efficient, affordable mobility



### Pioneering TransitTech

Our journey to pioneer the \$1.4T TransitTech category began a decade ago



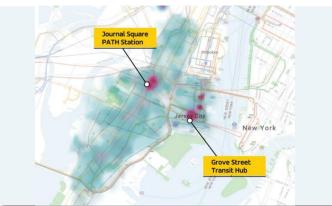


# We digitize public transit systems









GoCoach | Sevenoaks, UK

**↓** 74%

cost per ride reduction

Via's technology just works.
It works for the public, it works for the operators, it works for drivers."

Austin Blackburn,GoCoach Managing Director



# Reimagine school transportation



### **DAILY®NEWS**



Education Department officials admitted Friday that roughly 700 bus routes were delayed in the gridlock caused by inclement weather, stranding thousands of students with disabilities."





NYC Department of Education

150K

students' locations visible in real time



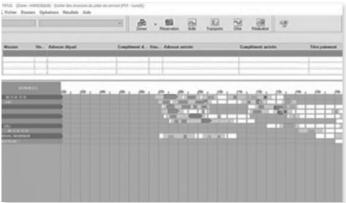
Via's technology will bring NYC pupil transportation to the 21st century and improve the daily busing experience of students, parents, and school administrators."

 Anusha Anantharaman, Senior Director of Pupil Transportation, NYCDOE

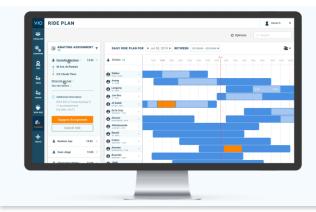


# Modernize paratransit









**Hampton Roads Paratransit** 

**↓** 44%

decrease in trip duration



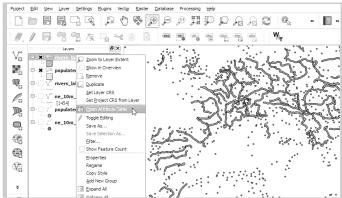
I hope it's the future of paratransit, honestly. I really hope that a lot of dial-a-ride services go this route. On-demand service just changes peoples' lives. It's hard to have an equal social opportunity when you don't have on-demand transportation."

- A paratransit rider

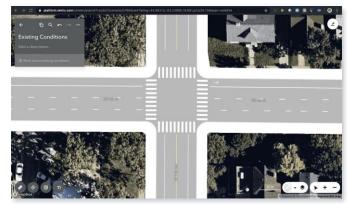


### Plan smarter transit networks and streets









Straeto | Reykjavik, Iceland

**†**60%

increase in staff productivity

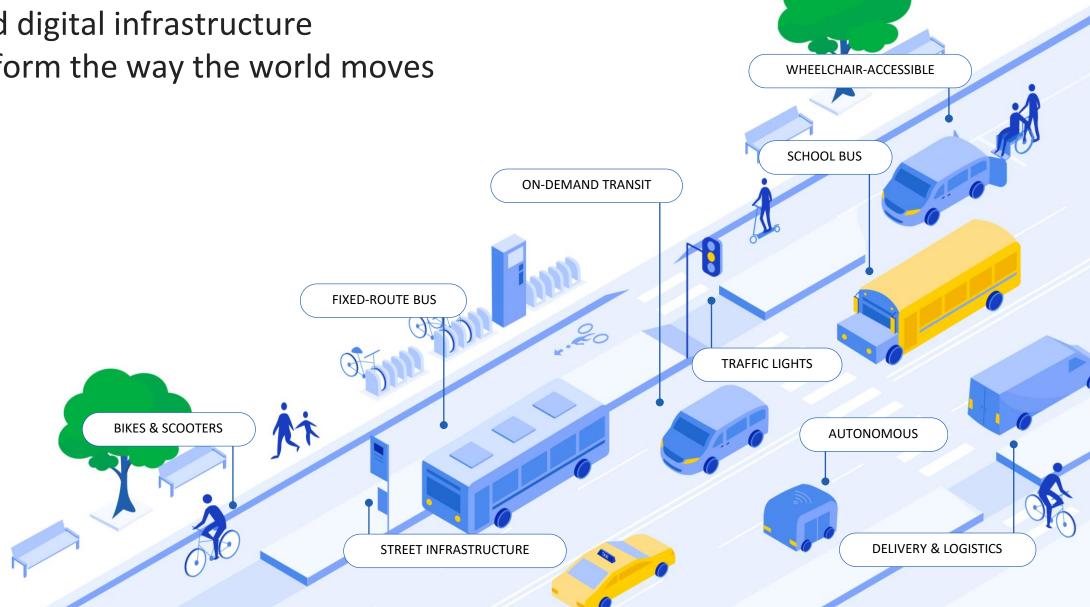


It used to take us two business days to do a route sequence change for one route; now it takes us only 10 minutes in Remix. We can react more quickly with changes now that it's no longer a cumbersome process."

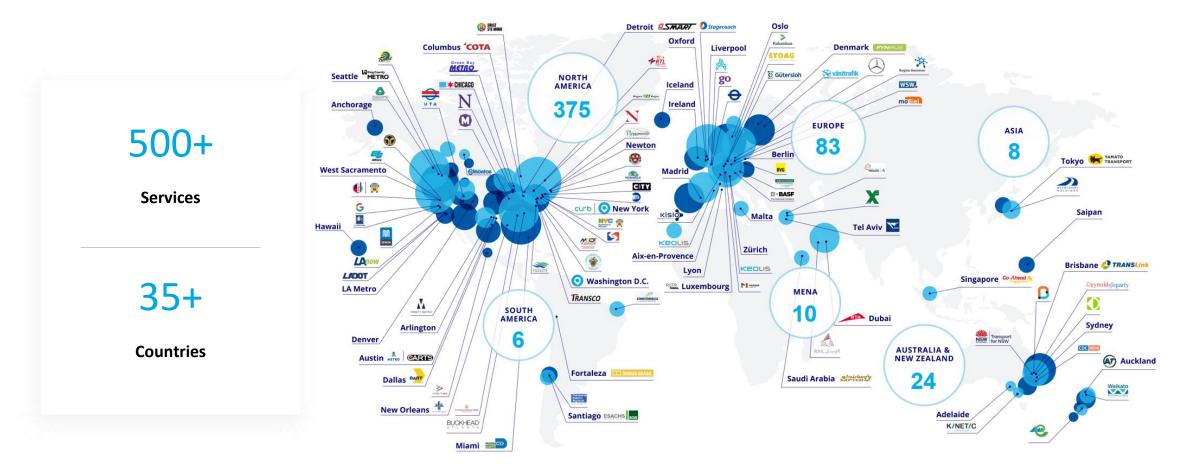
- Regnheiour Einarsdottir, Transport Planning Specialist



We build digital infrastructure to transform the way the world moves

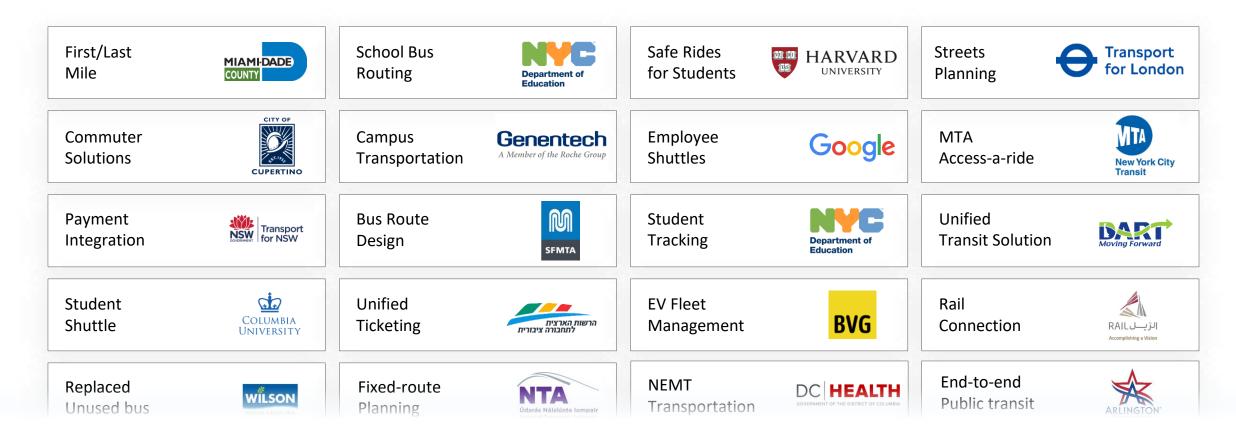


# Adoption is spreading rapidly across the globe





# A flexible platform to digitize every aspect of public mobility





### The TransitTech Impact

# Strong track record of delivering exceptional value to partners

59%

lower cost per trip



35%

increased access to jobs



400%

increase in ridership



65%

fewer late pickups



30%

savings per ride



80%

reduction in wait times



55%

increased satisfaction with city's transit system



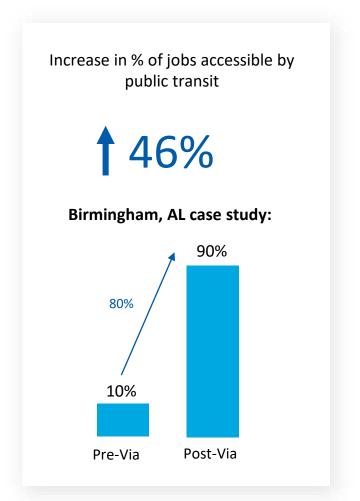
96%

5 star ratings





# Impact is at the core of Via's mission







### The Future

# Building a great company

Pursuing a multi-decade vision to build the digital infrastructure for transportation

Strong alignment with Exor's values

Long term vision to build a great company

Mission-driven with core ESG focus

Founder led, values-based culture

















Thank you!





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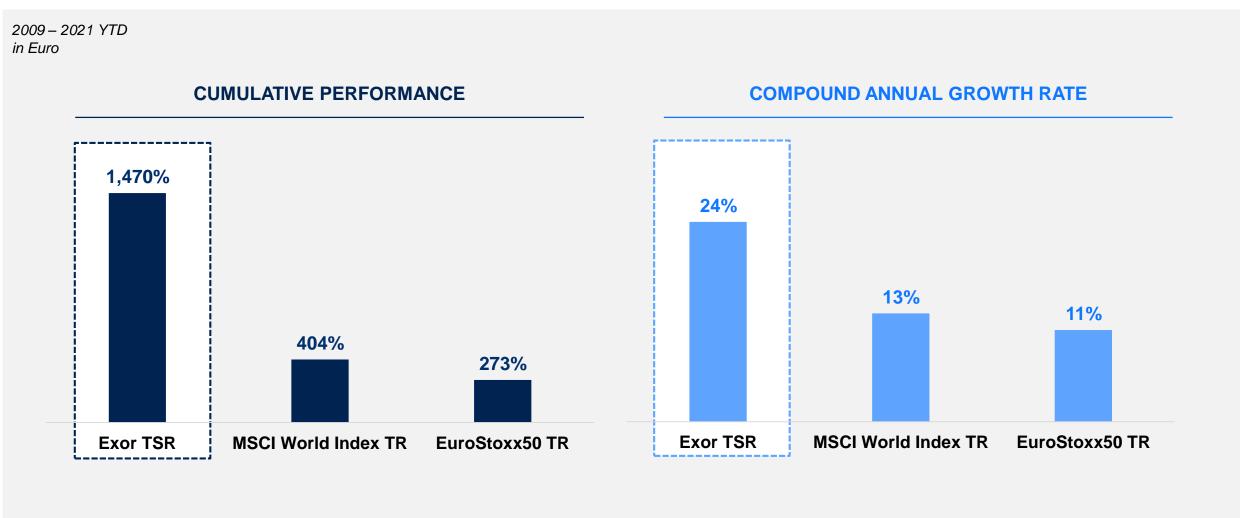
2021

### **FINANCIALS**

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### WE HAVE CONSISTENTLY DELIVERED SHAREHOLDER RETURNS...





Note: Figures from 2 March 2009 (first day of Exor's listing on Borsa Italiana) until 25 November 2021. TSR = Total Shareholder Return; TR = Total Return.

### ...WHILE MANAGING OUR GROSS DEBT EFFICIENTLY...



### ESTIMATED GROSS DEBT AT 2021 YE<sup>1</sup> ~€4.5BN

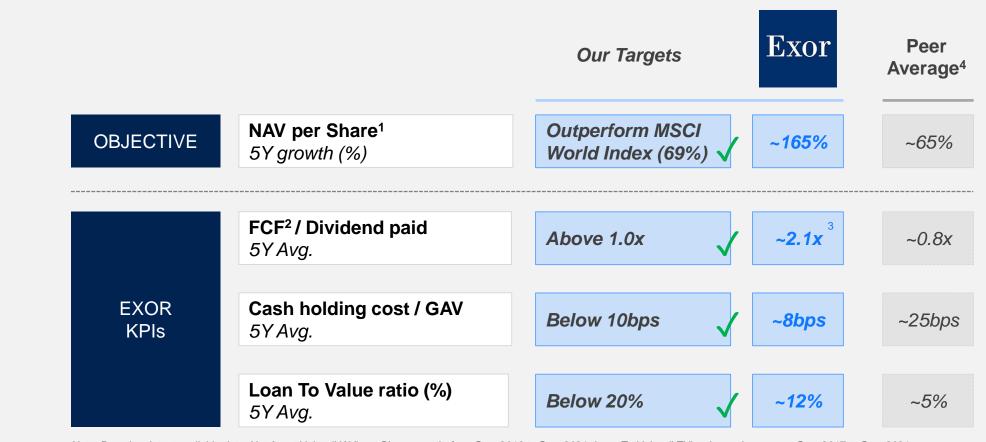
#### **BREAKDOWN** MATURITY PROFILE<sup>2</sup> Bank debt 8% **Private Public** €200 bonds placements €602 54% 38% €500 €500 €500 €300 €200 \$170 2022 2024 2025 2026 2028 2030 2031 2034 2038

All figures are expressed in millions and in the original currency of issuance

- Majority of Gross Debt in Euro and made up of bonds, with average maturity ~7 years and average cost ~2.4%
- Constant efforts to balance financing across different sources, maturity profiles and amounts
- Solid capital structure and BBB+ rating by S&P

### ...AND REACHING OUR FINANCIAL TARGETS





Note: Based on latest available data. Net Asset Value (NAV) per Share growth: from Sept 2016 to Sept 2021; Loan To Value (LTV) ratio yearly average: Sept 2017 to Sept 2021; FCF/Dividend paid and Cash holding cost/Gross Asset Value (GAV): from 2016 to 2020. Source of data: Annual and Quarterly Company Reports.

- 1) Performance calculated in the reference currency (Exor: Euro). Peer figures assuming constant exchange rates to reflect performance in their reference currency (Euro or SEK).
- 2) Free Cash Flow (FCF) defined as (Dividend inflow Net general expenses Net financial expenses).
- 3) Based on Ordinary FCFs. Including Extraordinary FCFs, the ratio is equal to ~3.4x.
- 4) Selection of European peers identified by rating agencies and financial analysts as comparable, including: Investor AB, Industrivärden, Kinnevik, GBL and Wendel.



EXOR INVESTOR DAY

2021

# **ESG: AN INTRINSIC COMPONENT OF GREATNESS**

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## OUR ESG BELIEFS HAVE FRAMED OUR THINKING



- 1 ESG is intrinsic to our purpose of building great companies
- We expect our companies to put in place foundational ESG measures
- We have then created ESG passions that are rational and relevant for Exor
- We will measure the impact of our initiatives and hold ourselves accountable for them
- Our Board will challenge us on our progress and help us champion change within our companies

## ESG IS INTRINSIC TO ALL THE ELEMENTS OF BEING A GREAT COMPANY



OUR PURPOSE GREAT COMPANIES

BUILD GREAT COMPANIES



SEEK RENEWAL AND CHANGE

ARE DISTINCTIVE IN WHAT THEY DO

- Align with best practices and reporting frameworks
- Identify priorities, set targets, measure and report progress

ACT IN A RESPONSIBLE WAY

- Continue to raise the bar
- Aspire to industry ESG leadership

## **OUR ESG PASSIONS ARE RATIONAL AND RELEVANT**



#### **ENVIRONMENT**

#### SOCIAL

#### **GOVERNANCE**

**Emissions reduction** 

**Education: Reducing** inequalities and promoting innovation

**Diversity and inclusion** 

We are committed to 21st century, sustainable manufacturing with a clear path to carbon neutrality

We have a history of championing the life changing power of education

We believe hiring and empowering diverse talent leads to better business results



Carbon

Neutral

by 2030







Net Zero by 2030







STELLANTIS



Equal Pay

Salary

Certificate



Arcipelago Educativo

Physics in Schools

50% increase in female managers by 2024

Juventus for Special - (inclusion for people with disabilities)

1) Reduction achieved by 2020 in emissions at company plants worldwide.

2014<sup>1</sup>

30 NOVEMBER 2021 **EXOR INVESTOR DAY** 

## WE WILL FOLLOW THESE PASSIONS WITHIN EXOR ITSELF AND CHAMPION THEM WITH OUR PUBLIC AND PRIVATE COMPANIES

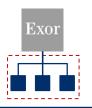


## OUR PASSIONS

OUR COMMITMENTS
AT HOLDING LEVEL



WHAT WE WILL CHAMPION WITH OUR COMPANIES





ENVIRONMENT

**Emissions Reduction** 



 Achieve carbon neutrality by 2022 and net zero emissions by 2025  Set reduction targets for Scope 1 and 2 emissions and measure Scope 3 emissions





SOCIAL

Education:
Reducing
inequalities
and
promoting
innovation



 Help high potential young entrepreneurs build tech-based disruptive ventures<sup>1</sup>

 Run an education programme to reduce the gender gap in STEM subjects<sup>2</sup>  Pursue company-relevant educational initiatives accompanied by clear metrics and targets





GOVERNANCE

Diversity and Inclusion



 Reach 40/60 gender balance and consider diverse candidates for all new appointments

 Set diversity targets and measure and report progress against them





1) Working with Vento; 30 entrepreneurs to be supported each year 2) Working with Fondazione Agnelli; 100 classes to be supported each year.

## OUR BOARD WILL OVERSEE THIS WORK



#### **EXOR'S ESG COMMITTEE**







Ajay Banga (Chair): guided Mastercard's culture of "doing well by doing good" as CEO and President



Laurence Debroux: oversaw, as CFO and as an EB member, HEINEKEN's journey towards net zero



- Guide and oversee Exor's work on ESG
- Help Exor champion progress on ESG with its companies
- Oversee Exor's ESG reporting approach



Marc Bolland: a member of Coca-Cola's ESG and Public Policy Committee

We will also continue to look for investment opportunities within the ESG space, building on our recent ones







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## **WHAT'S NEXT?**

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## THE SALE OF PARTNERRE WILL RELEASE 9 BILLION OF CASH TO DEPLOY



in € billion



- Estimated Cash and equivalents at 2021 year-end of ~€1.0bn
- Targeted Ordinary Free Cash Flow (2022-24) of ~€0.33bn/year from company dividends after ordinary dividend distribution of ~€0.1bn/year
- Extraordinary proceeds from sale of PartnerRe to Covéa in 2022 equal to \$9bn or €7.7bn
- Total share buyback (2022-24) of ~€0.5bn
- 2022 Target Gross Debt of €4.0bn, with ~€0.5bn reduction
- Cash to deploy: ~€9bn

## WE WILL FOCUS ON THREE SECTORS



#### **HEALTHCARE**

- ✓ A non-cyclical sector with structural tailwinds
- Large sector with significant inefficiencies that may benefit from our operational expertise
- Technology-enabled healthcare solutions can be highly scalable

### **LUXURY**

- ✓ A highly resilient sector with demographic tailwinds
- ✓ Can benefit from our long-term capital and experience of family ownership

✓ Technology is changing the connection with customers and increasing supply chain transparency

#### **TECHNOLOGY**

- ✓ Is under-represented in our portfolio and has substantial growth potential
- ✓ Our ownership of operating companies make us attractive partners to related technology companies
- ✓ We bring an understanding of fast growth companies from our Seeds investments

Open to new sectors and geographies where we can build great companies with great people

## **OUR PRIORITIES REMAIN UNCHANGED**



#### **COMPANIES**

- Continue Building Great Companies
- Acquire New Companies

#### **INVESTMENTS**

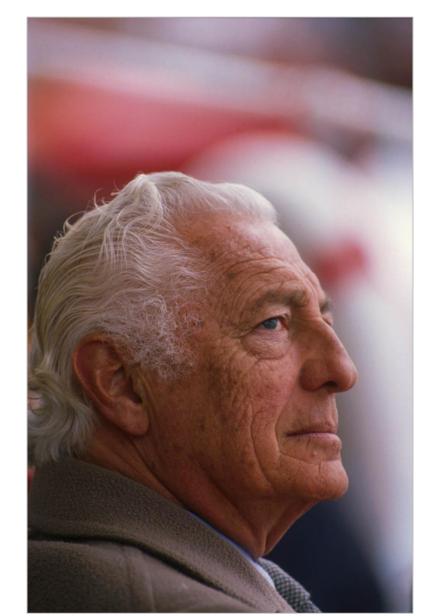
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- Add investment ideas/themes

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- NAV per share to outperform the MSCI World index
- Target Gross Debt of ≤ €2bn keeping Loan-to-Value ratio below 20%
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- Cash Holding Cost<sup>1</sup> <10bps</li>

Across our companies, and within Exor itself, we will deploy our approach to ESG

1) As a % on Gross Asset Value (GAV).





«I love the future and I like young people. My life has always been a bet on the future.»

Gianni Agnelli

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**Q&A SESSION** 

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