



GIGLIO

GROUP S.p.A

INVESTOR PRESENTATION IH2017 RESULTS

September, 28 2017



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The cosmos is being transformed unceasingly  
this represents the circle of change,  
without a beginning and an end.  
Confucio





# 2003

GIGLIO

GROUP S.p.A.

Giglio Group is established and the television channel **Music Box** is founded


# 2008

Dada enters into Giglio Group with a 10% stake



**Dada.net**

Live TV channel is created, a thematic TV channel dedicated to live concerts

# 2010

- **Play.Me** (LCN 68) TV channel starts broadcasting 
- **Dada** purchases a further 15% increasing its stake to 25%

# 2011

- **Acqua** (LCN 65) TV channel starts broadcasting 
- **Yacht and Sail** TV channel is purchased from the RCS group
- **Nautical Channel is established:** it is distributed in 52 nations and 5 continents and is the only Pay TV television channel in the world, entirely dedicated to sailing and water sports 
- **Buongiorno Spa** purchases 100% of Dada (Dmobilelab Spa) including the stake in Giglio Group

# 2014

- **Giglio TV** was founded at the end of July, it is the first television channel in China, entirely dedicated to the Italian lifestyle
- The 49% of Giglio TV is participated equally by the **Ministero dello Sviluppo Economico** (the Ministry of Economy and Development) and SIMEST
- At the end of November, Giglio Group increased its stake in Nautical Channel to 100%





7 August  
2015

Listing on AIM Italia.

Acquisition of **M-Three Satcom**, a strategic partner within the distribution of the television signal via satellite and fiber optic signal

2016



Acquisition of MF Fashion (which becomes Giglio Fashion), the new online marketplace at a worldwide level for products in the category of fashion

2017

**evolve**

- Giglio Group purchases 100% of **Evolve Service**, one of the most important players in the e-commerce industry for fashion, beauty and design
- **iBox**, the E-commerce 4.0 project is launched





# Giglio Group TODAY

**10**  
Head  
offices

**56 nations**  
and **5 continents**  
Reached in  
**6 languages**

In house technology  
leader in broadcasting  
radio and television

**M3 Satcom**

Strong presence in  
**Cina & USA**

**4 direct  
TV channels**  
and available on  
**100+**  
platforms

**2**  
**Business Unit**  
Giglio Media  
Giglio Fashion

**150 M**  
people reached  
every day

**International  
E-commerce**  
service provider with  
**25+ online stores**  
B2C of international  
fashion brands

Over **70**  
**employees**

**€ 34,5 M**  
Revenues 2016  
reported  
(€ 38M Pro-forma\*)

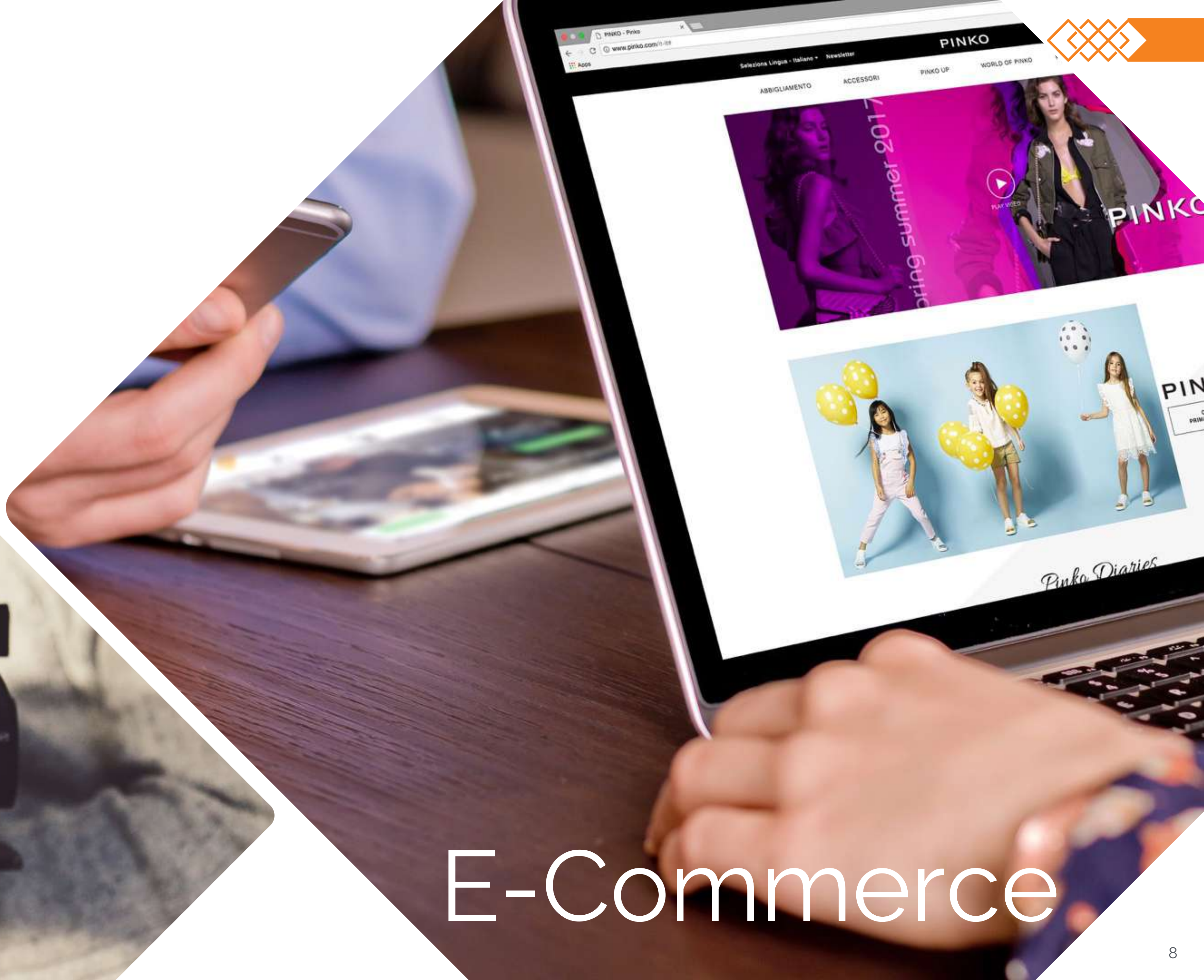
Revenues  
**€ 87 M**  
Pro-forma 2016  
including Evolve.  
Ecommerce provider purchased in  
February 2017  
**€ 47,7 M**  
Pro-forma IH17







# Media



# E-Commerce





# GIGLIO MEDIA

GIGLIO MEDIA is the division dedicated to the production of multimedia contents distributed over 130 digital platforms around the world. It distributes the excellence of the Italian lifestyle to leading digital retailers in the world by leveraging on its multimedia contents.

- **4 Direct TV Channels**
- **Distribution on web and mobile:** Amazon, Google Play, Roku, iTunes, iYOUKU TUDOU, Sling Tv, IQIYI and CHINA TELECOM, CHINA UNICOM and CHINA MOBILE
- **Strategic agreements** with all the Chinese telecom companies
- **Co-productions:** CCTV and Vietnam TV



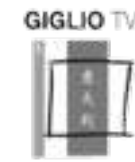
## Offices

Rome  
London  
HK





## Overseas Pay TV



The first and only Italian broadcasting Group with **exclusive distribution** in China and Vietnam **on all the major TV and web** platforms with its content entirely dedicated to the Made in Italy and Italian lifestyle. **A relevant stake is held** by the Italian Ministry of Economic Development (Ministero Italiano dello Sviluppo Economico)



Distributed in 52 nations and 5 continents, **Nautical Channel** is the only television channel in the world **entirely dedicated to boating and water sports**

## Italy Digital Terrestrial Free



The first and only free **TV** thematic channel on sailing and water sports, it's been broadcasting since 2014 the memorable **Yacht & Sail channel**. Aqua is dedicated to sailing and represents the **Italian benchmark for ship-owners and shipyards**.



It broadcasts the memorable **LIVE channel** (Live concerts) and **Music Box** (videoclips 24/7). "Play.me" was the first television channel to be visible in simultaneous streaming on Facebook

Strategic agreement and partnership signed with:



**Class Tv Moda Holding\***: undisputed leading player in fashion on TV, not only in Italy but on an international scale



**ClassHORSE.TV\*\***: first Italian channel dedicated to the world of horses and horseback riding and international reference point in this field



**Amazon Media**: Nautical Channel will be the only Italian channel selected to launch the **Amazon Channels** platform, video on demand platform of **Amazon.com**, in Germany, Austria and UK



**Gambero Rosso** : partnership for the creation and distribution of the international tv channel entirely dedicated to Made in Italy food



Agreement with **Media Nusantara Citra**, leading Pay TV services provider in Indonesia and biggest media company in South-east Asia for the coproduction of a series of "Fashion&Style" television content for the main Indonesian TV channels.

\* Owned at 50 \*\* Indirectly held through the 3% participation in the parent company Pegaso









# M-Three

s a t c o m

- M3 Satcom S.p.A. is the **Italian leader in providing services and solutions to TV and radio broadcast market**
- With M3 Satcom Giglio Group acquired the technological branch necessary to implement a far-reaching industrial plan, **synergic and strategic at the same time**: the creation of a leading player in the media and communication industry, able to establish itself as a global television network covering a large number of countries, from the United States to the Republic of China
- **Besides providing the worldwide distribution of Giglio channels**, M3 Satcom offers top-level **broadcasting services and solutions** to primary domestic and international television networks (**RAI, Mediaset, La7, RTL102.5, Radio 24, Viacom, QVC, Radio DeeJay, Discovery** and many other international broadcasters)



**Offices**

Rome  
Milan









- **Giglio Fashion was created with the aim of leading Giglio Group through a complete evolution and becoming an E-commerce Media Company**
- Founded in 2012 with the idea of bringing the unsold inventory of the Giglio Fashion Clients to the world's leading digital retailers: Vente Privée, Yoox, Zalando, Saldi Privati, Amazon and Buy Vip
- Giglio Fashion is the First B2B company in Italy entirely dedicated to this online channel. Represent the first step for on-line B2B marketing of on and off-season collections of Giglio clients: Versace, Moschino, Dsquared2, Missoni, Just Cavalli, Twin-Set, Geox, Baldinini, Giorgio Armani, Bluegirl, Dolce & Gabbana, and Collistar







# evolve

**Acquired by Giglio Group** in February 2017\*, Evolve is a leading e-commerce service provider at a global level, competing with the world's largest online retail players in fashion, beauty and design

- Evolve serves over 25 B2C international monobrand online stores in the fashion and design sector: Max Mara, Colmar, Alessi, Brics, Pinko, Moleskine, Golden Goose, Patrizia Pepe, Ermanno Scervino, and Stefano Ricci
- As a result of the expertise acquired as an e-commerce provider, Evolve also provides B2B services for online platforms (Liu Jo e Guess)



\*Acquisition executed in April 2017





**Baldinini** MaxMara DSQUARED<sup>2</sup> **MISSONI** **VERSACE**

**MOLESKINE**<sup>®</sup> **ALESSI** *Blumarine* **POLLINI**

GIORGIO ARMANI **MOSCHINO** **evolve** **ERMANNO SCERVINO**

**JUSTcavalli** **TWIN-SET** **GIGLIO FASHION** **MANAS** **GOLDEN GOOSE DELUXE BRAND**<sup>®</sup>  
SIMONA BARBIERI VENEZIA

**COLLISTAR** **PATRIZIA PEPE** **CoSTUME NATIONAL** **COLMAR**

**STEFANO RICCI** **GUESS** **PINKO** **LIU·JO**





## America

Amazon, Bloomindell, Macy's, Century 21, Century 21 Outlets, Neiman Marcus, Sacks, Overstok, Beyond the Rack, Zulily, Haute Look, Nordstrom Outlet, Nordstrom Rack, Lastcall, Groupon, T.J. Maxx, Ruelala, Myhabit, Gilt, Bluefly

## Europe

Zalando, Asos, Mr Porter, Net a Porter, Yoox, Nelly, Fashion Days, TK Max, Brand Alley, Vente Privee, Showroom Privee, Privalia, Vente, Exclusives, Brand 4 Friends, Dalani, Buy Vip, Zalando Lounge, Saldi Privati, Fashion Days, Kupi Vip, Members Shop, Members

## Asia

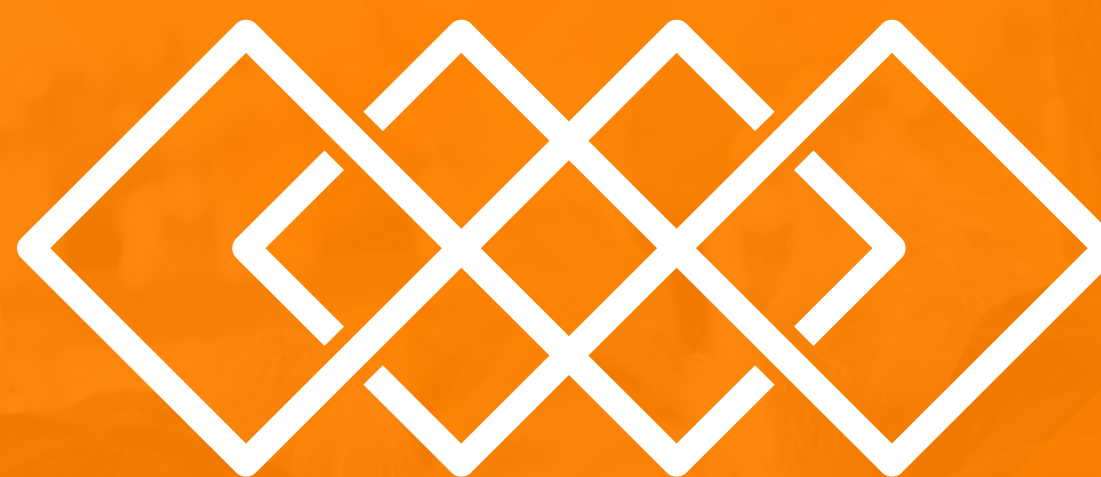
Vip, Amazon India, Fashion And You, Jd, Mei, Myntra, Jabong, Trendyol, Marka Vip, Xiupin, Xiu, Vip Shop, Shangpin, Zhen, Ymatou, Amazon China, Jiapin, Matahari Mall, Secoo





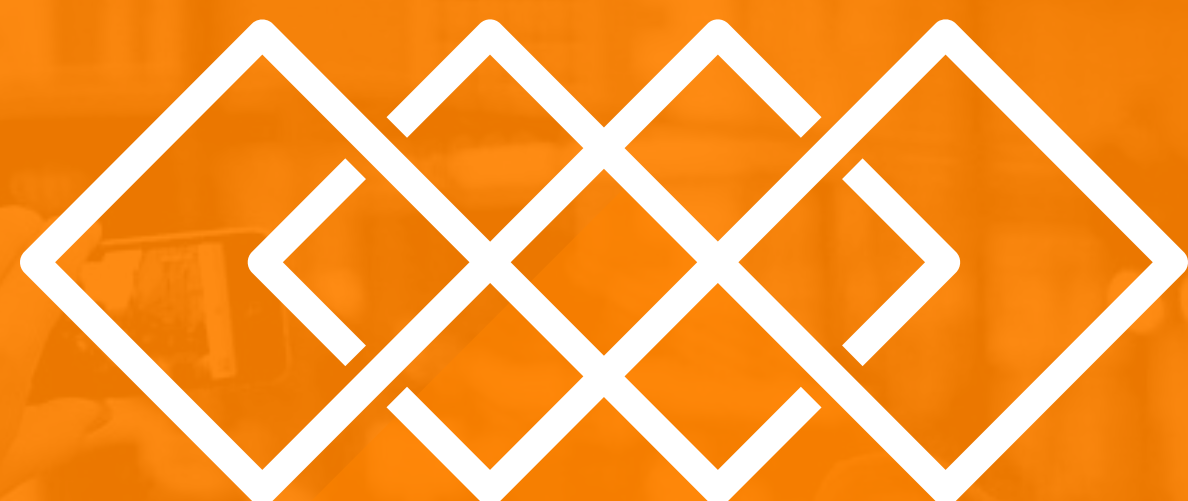
Media +  
E-commerce =

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ibox





ibox

**A new world,  
A new way!**

**9**  
Offices  
Worldwide

Turnover  
**87 ML**  
FY 16  
**47,7 ML**  
IH 17

Worldwide  
**Broadcast**

**150 ML**  
Daily Views

**50**  
AAA Clients

IBOX ([www.ibox.it](http://www.ibox.it)) is an e-commerce global platform which represents the synthesis in one unique portal, of distribution for the B2B of Giglio Fashion and B2C of Evolve.

Advance **second screen technology** that allows users to directly purchase the products presented, realizing a direct link between **media** and sales.

iBox is the  
**“See and buy”**  
revolutionary shopping experience  
by clicking on the smartphone/tablet  
on taking a photograph of the products  
watched on television







# The e-commerce market



Expected expansion trend for the entire B2C e-commerce market at a global level, with a strong benefit for all the operators in the sector.

**1.915  
USD BN**

the **online retail sales in 2016** (8.7% of the world retail sales CAGR of 16% since 2012)

**58%**

the **online channel penetration** in fashion sales, the highest compared to all the other products categories

**75%**

The percentage of global **internet users** who have purchased a product or e-commerce service in the last 6 months.

Faster expansion in the Fashion sector

**30% CAGR**

Over the last five years, approx. twice of e-commerce as a whole.

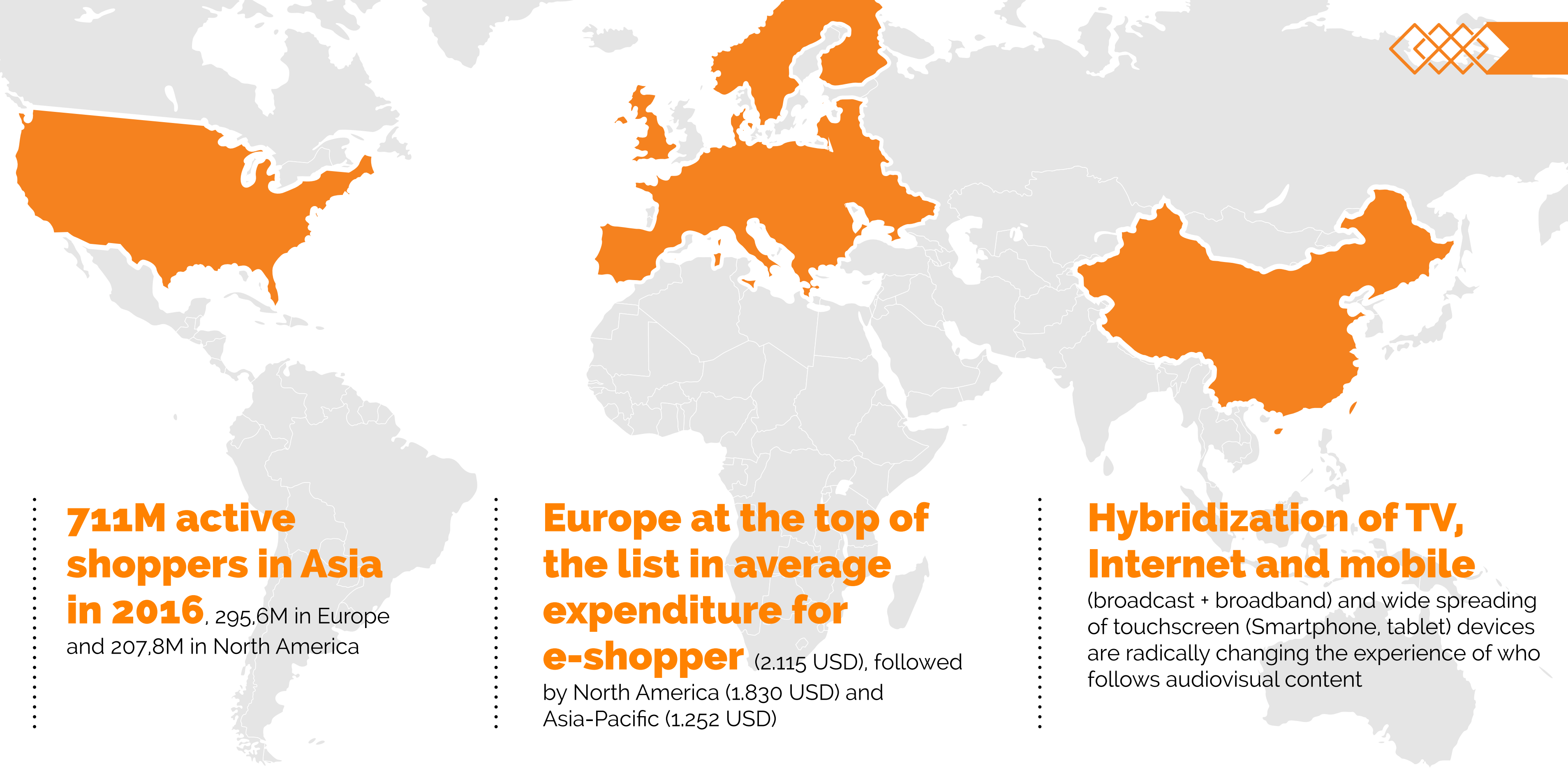
**Mobile**

The main purchasing channel: almost **1/3** of the monthly purchases of an e-shopper are made through a mobile service.

**51,5  
USD BN**

the **online clothing sales in 2015**, which exceed those of PCs and tablets (51,1 USD. Trend confirmed in 2016)





## Asia-Pacific the strongest region in e-commerce B2C in 2015

of products (960,4 USD BN, +17,5% vs 2015), followed by North America (500,3 USD BN) vs Europa (399,3 USD BN)

## +15% the annual expected growth of e-commerce for the luxury sector until 2020

(with an expected CAGR in luxury of +4% from now to 2025)

## 711M active shoppers in Asia in 2016

, 295,6M in Europe and 207,8M in North America

## 20% the penetration of online channels in 2026 on worldwide sales

## Europe at the top of the list in average expenditure for e-shopper

(2.115 USD), followed by North America (1.830 USD) and Asia-Pacific (1.252 USD)

## Asia-Pacific will remain the biggest retail online market in the world

, with a faster expansion and revenue close to a trillion dollars in 2016 reaching **2.725 USD BN dollars by 2020**

## Hybridization of TV, Internet and mobile

(broadcast + broadband) and wide spreading of touchscreen (Smartphone, tablet) devices are radically changing the experience of who follows audiovisual content

The expanding Chinese middle class will drive the growth, with **Chinese consumers increasing the share of overall market from 32% to 34% in 2020**





# Giglio Group today

## M-Three satcom

**M3 Satcom:** acquisition strengthened Giglio's positioning, **integrating Giglio** with one of the major broadcasting service providers, able to **provide the worldwide distribution of Giglio Channel**

## evolve

Positioning itself as the direct manager of their B2C e-commerce channels, Evolve also provide its customers with a range of services across the e-commerce value chain, starting with increasing the traffic through an **innovative T-commerce platform integrated with Giglio Media channels** with specific exposure to fast expanding markets

Giglio T-commerce is today concentrated in **Europe**



**Giglio Group** started as a pure **media** company (content producer and provider) and moved to the **e-commerce** market after completing two important acquisitions



With Giglio Fashion Giglio Group becomes a real **e-commerce Media Company**



**From the integration of the two media and e-commerce business a new project, under the name of iBox, took place**



Strategic partnerships for the distribution on a global scale of **Class TV Moda Holding, Class Horse TV, Gambero Rosso and Nautical Channel: iBox** enriches its network of new channels for the promotion and sell of the Made in Italy in the world, and **Amazon Media** becomes Giglio' strategic partner for the distribution of **Nautical Channel** in Europe





# Next Steps

## Enlarge the network

Today the content diffusion, promotion and marketing take place on Giglio Group's channels.

In the future **replicate the T-commerce model** in other countries **expanding the current channels network**

### Integration of **B2C** with **B2B**

Starting from the on-season (Evolve) and completing the off-season product life cycle by absorbing Evolve's stocks and reselling them through Giglio Fashion



### Expansion in **China** and **USA**

Leveraging on the business model replicability exporting iBox in new markets, in particular **China and USA**, the **fast expanding markets** where Giglio Group is already present with its own media channels

## E-commerce 4.0





**Alessandro Valentini**

Managing Director of Giglio

**Yue Zhao**

Member of the Board of Directors

**Andrew Miller**

Programming Director

**Michael Scatigna**

Manager in charge for the e-commerce division

**Alessandro Santamaria**

Digital & Strategic Managing Director

**Anna Maria Lezzi**

CCO

**Alessandro Giglio**

Chairman & CEO

**Michele Magnifichi**

CEO M-Three Satcom

**Myriam Amato**

CFO Giglio Group

**Carlo Frigato**

Member of the Board of Directors

**Giorgio Mosci**

Member of the Board of Directors

**Elena Gallo**

Manager in charge for Marketing

**Fabio Marchesi**

Manager in charge of the Fashion division

**Massimo Mancini**

General Manager



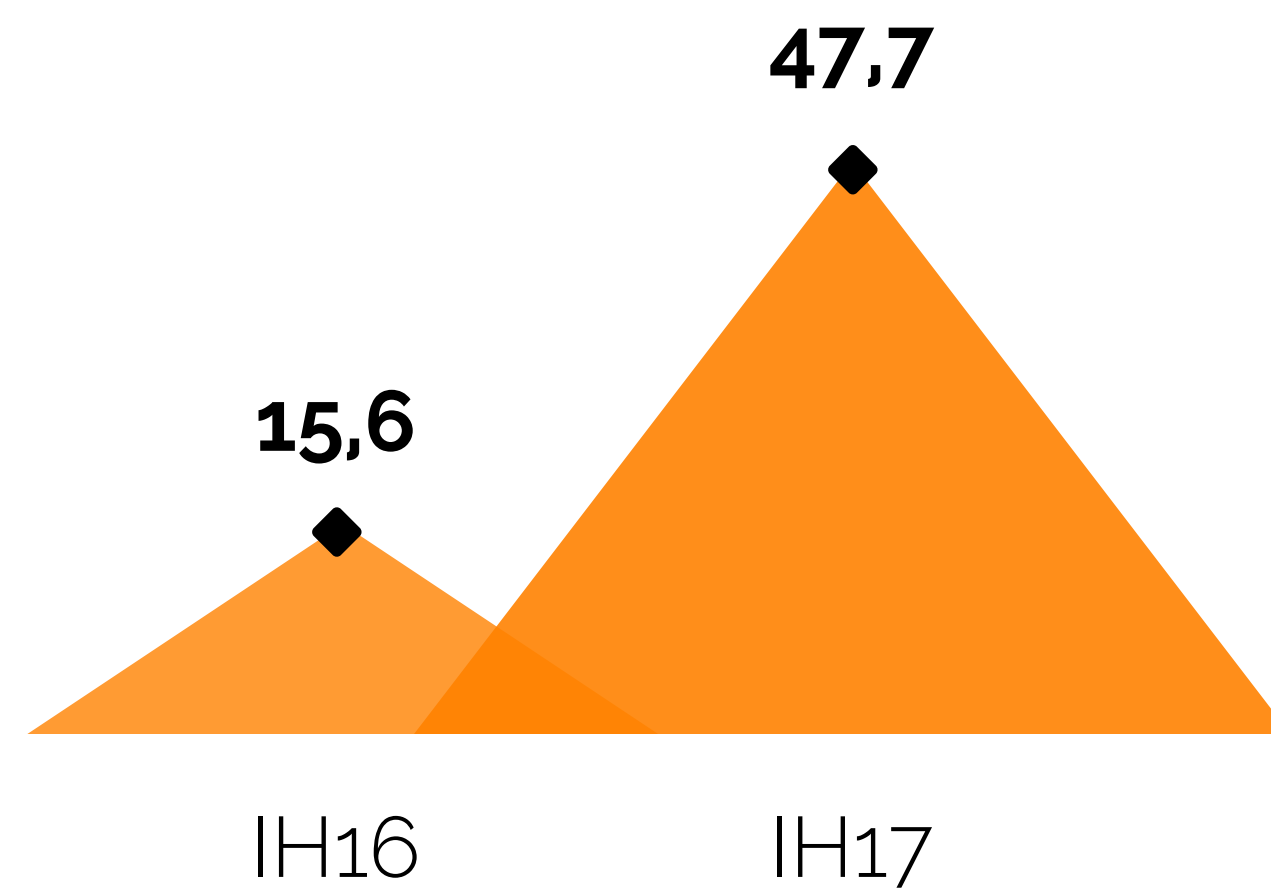


Pro-forma Adjusted data\*  
Data in €M

## Revenues

Pro forma\*

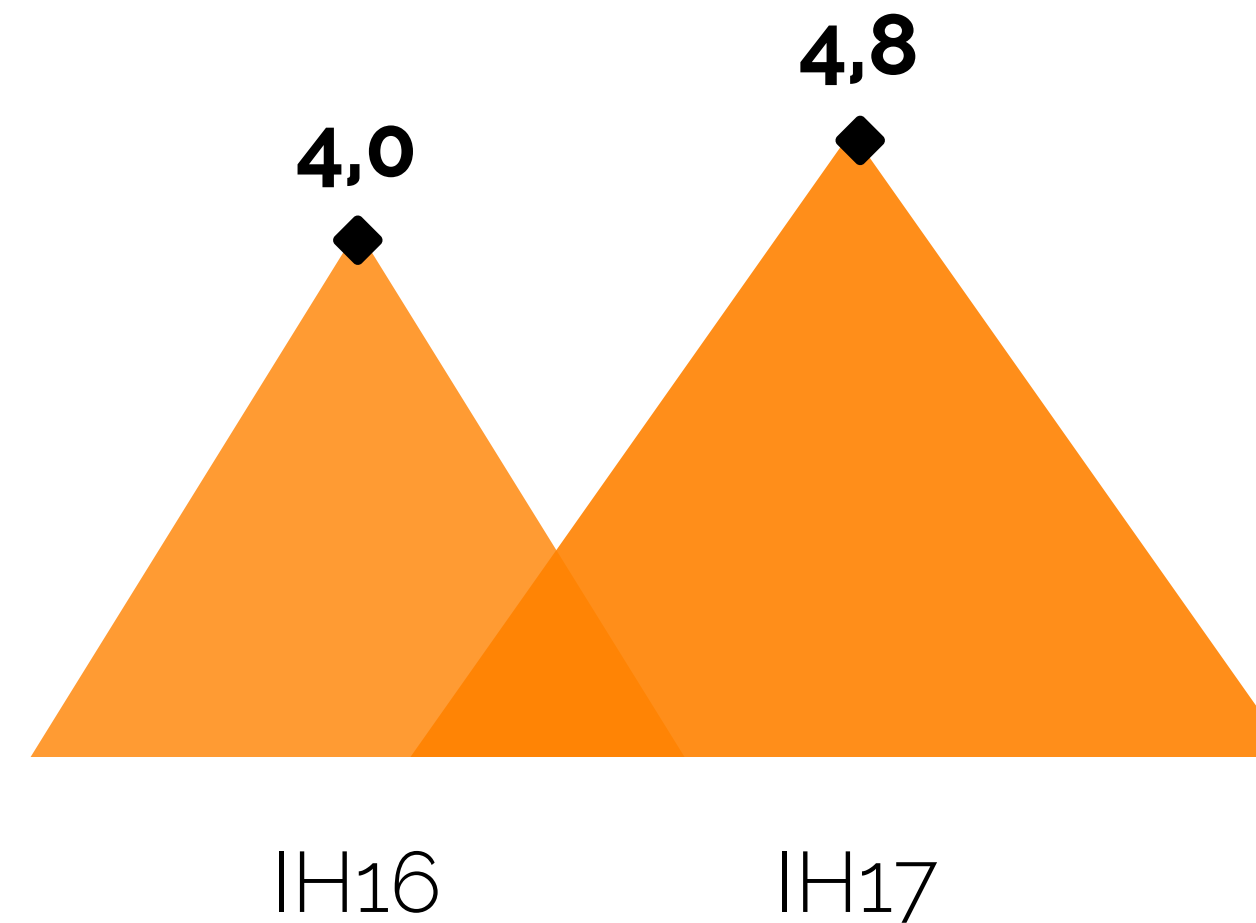
**+206%**



## Ebitda

Pro-forma Adjusted data\*

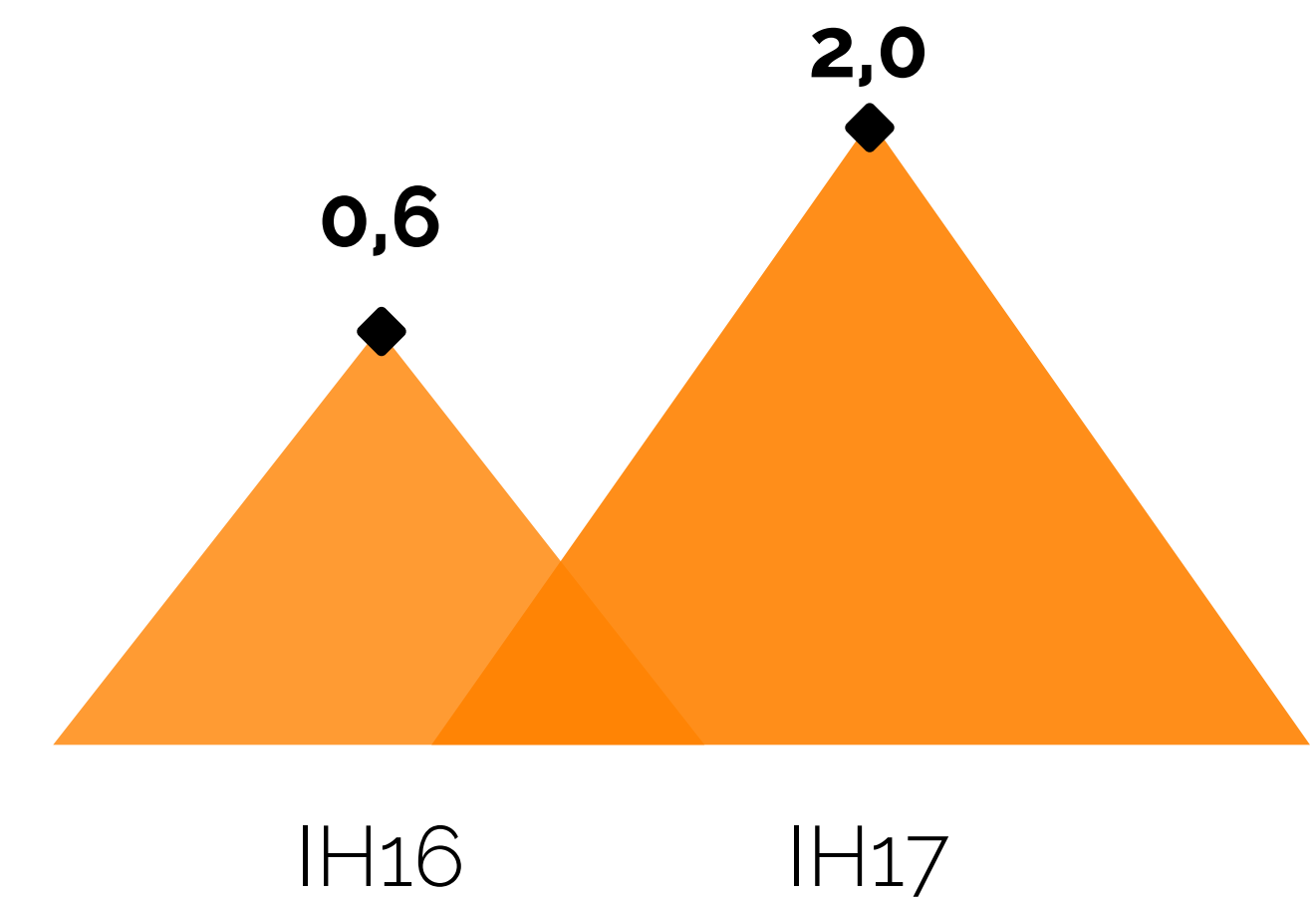
**+21%**



## Net Profit

Pro-forma Adjusted data\*

**+225%**



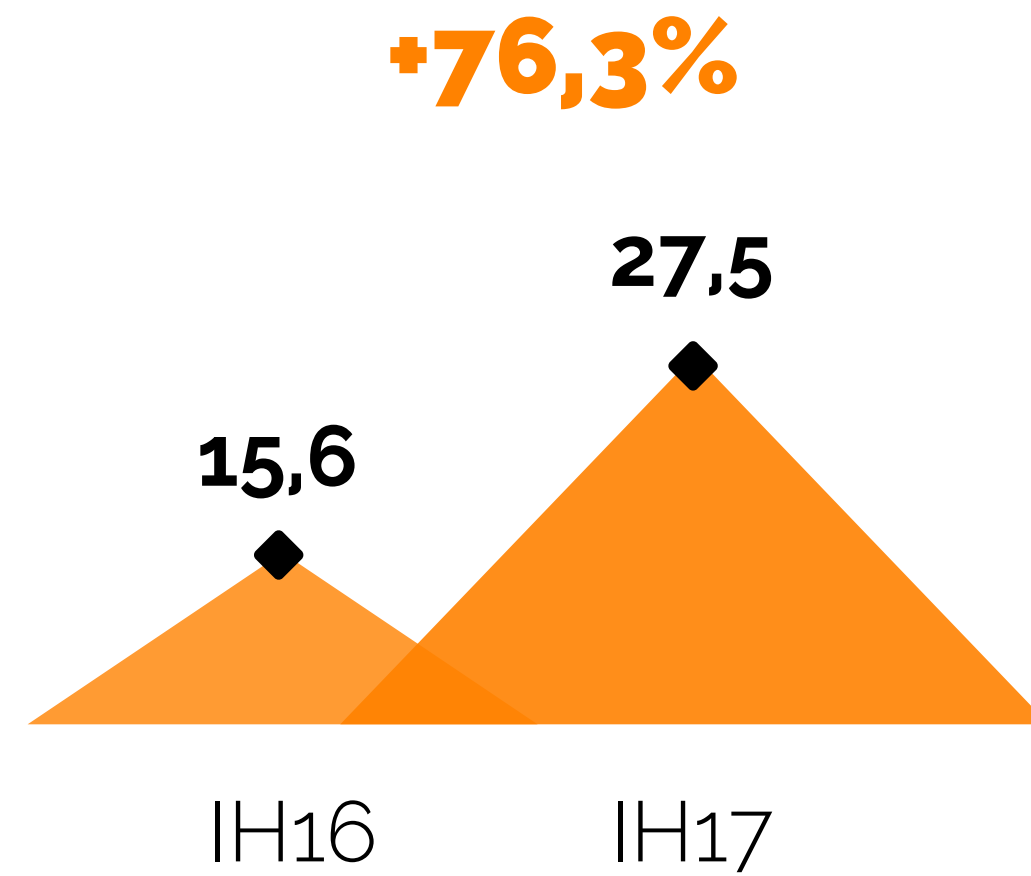
\*Pro forma results include the consolidation of the Evolve Group now Ibox (whose acquisition was concluded at the end of April 2017) as of January 1, 2017. EBITDA and Net Profit adjusted for non-recurring costs totaling € 1.3 million for listing costs of € 0.8 million, the earn out to the previous shareholder of the Giglio Fashion division acquired in 2016, amounting to Euro 0.2 million and the costs related to the acquisition of Euro 0.3 million of the company Evolve SA.





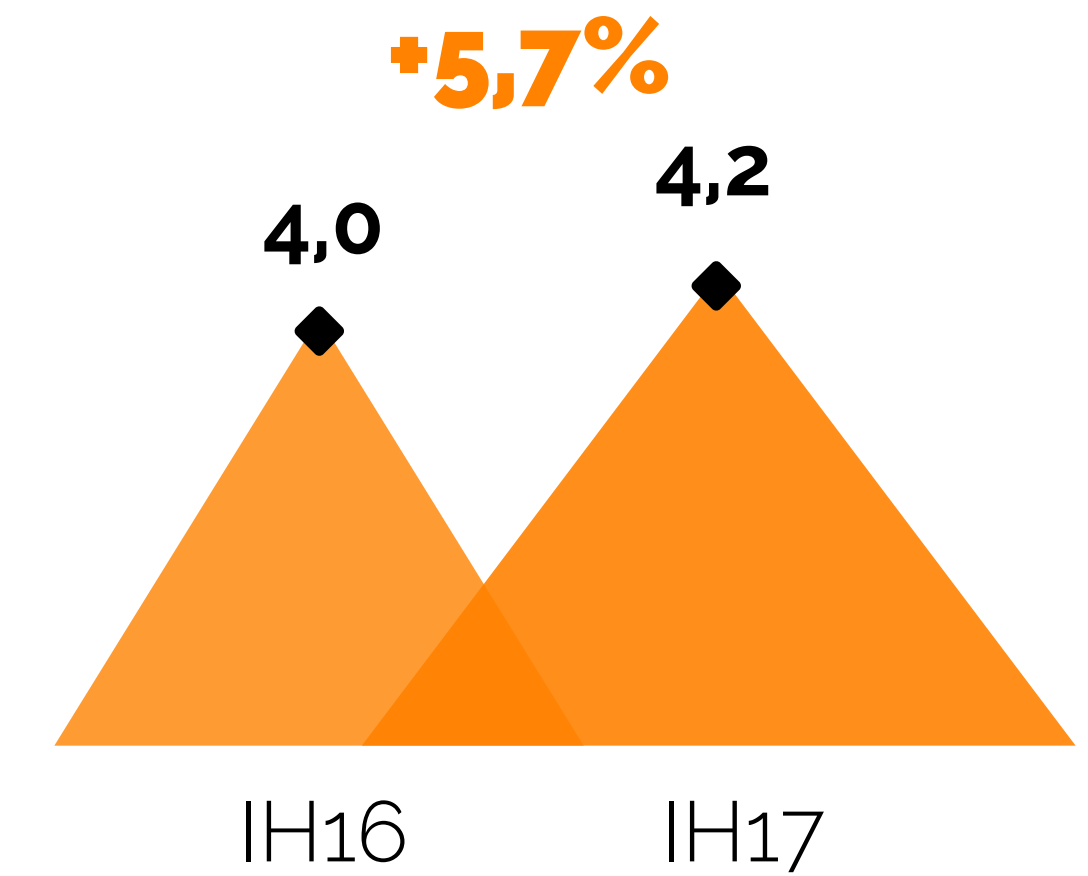
Pro-forma Adjusted data\*  
Data in €M

## Revenues



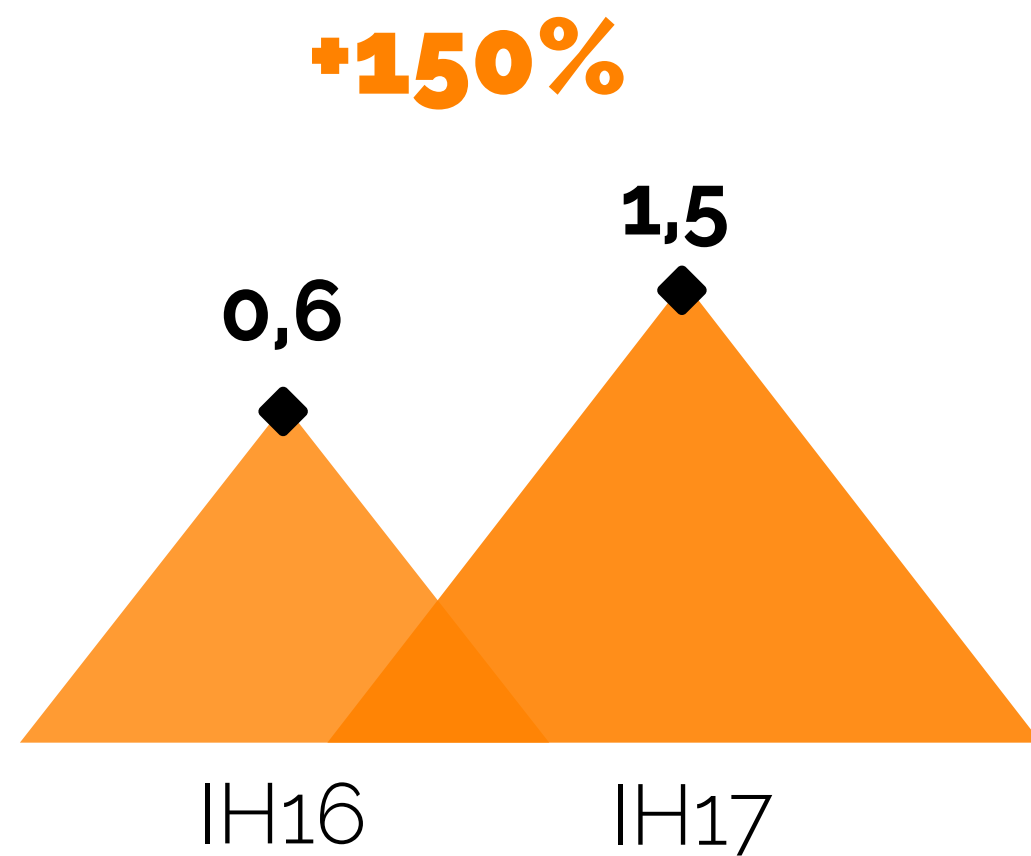
## Ebitda

Adjusted data\*

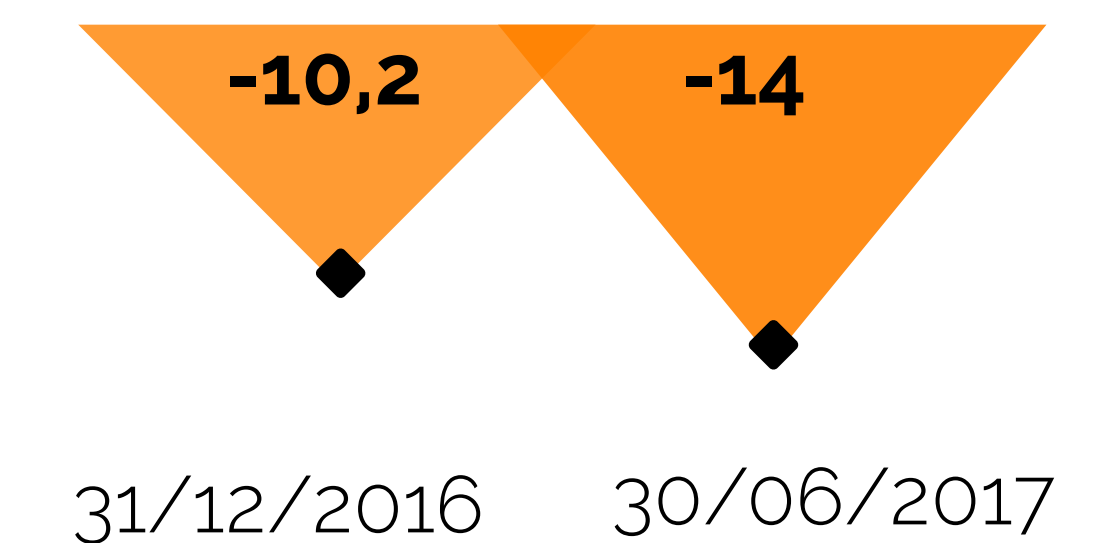


## Net income

Adjusted data\*



## Net Financial Position



\* EBITDA and Net Profit adjusted for non-recurring costs totaling € 1.3 million for listing costs of € 0.8 million, the earn out to the previous shareholder of the Giglio Fashion division acquired in 2016, amounting to Euro 0.2 million and the costs related to the acquisition of Euro 0.3 million of the company Evolve SA.

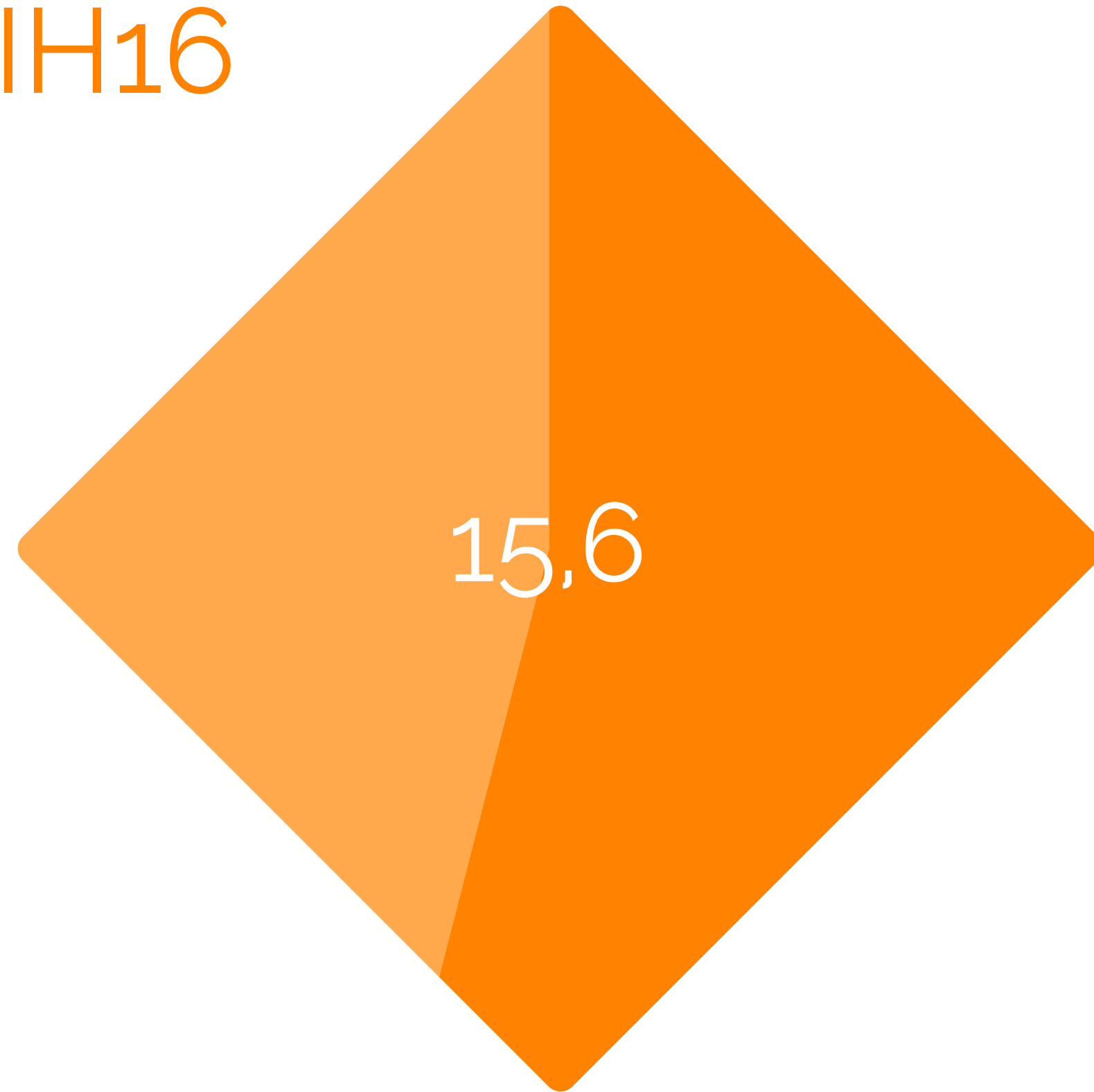


# Financial Highlights IH2017: Revenues by Business Unit



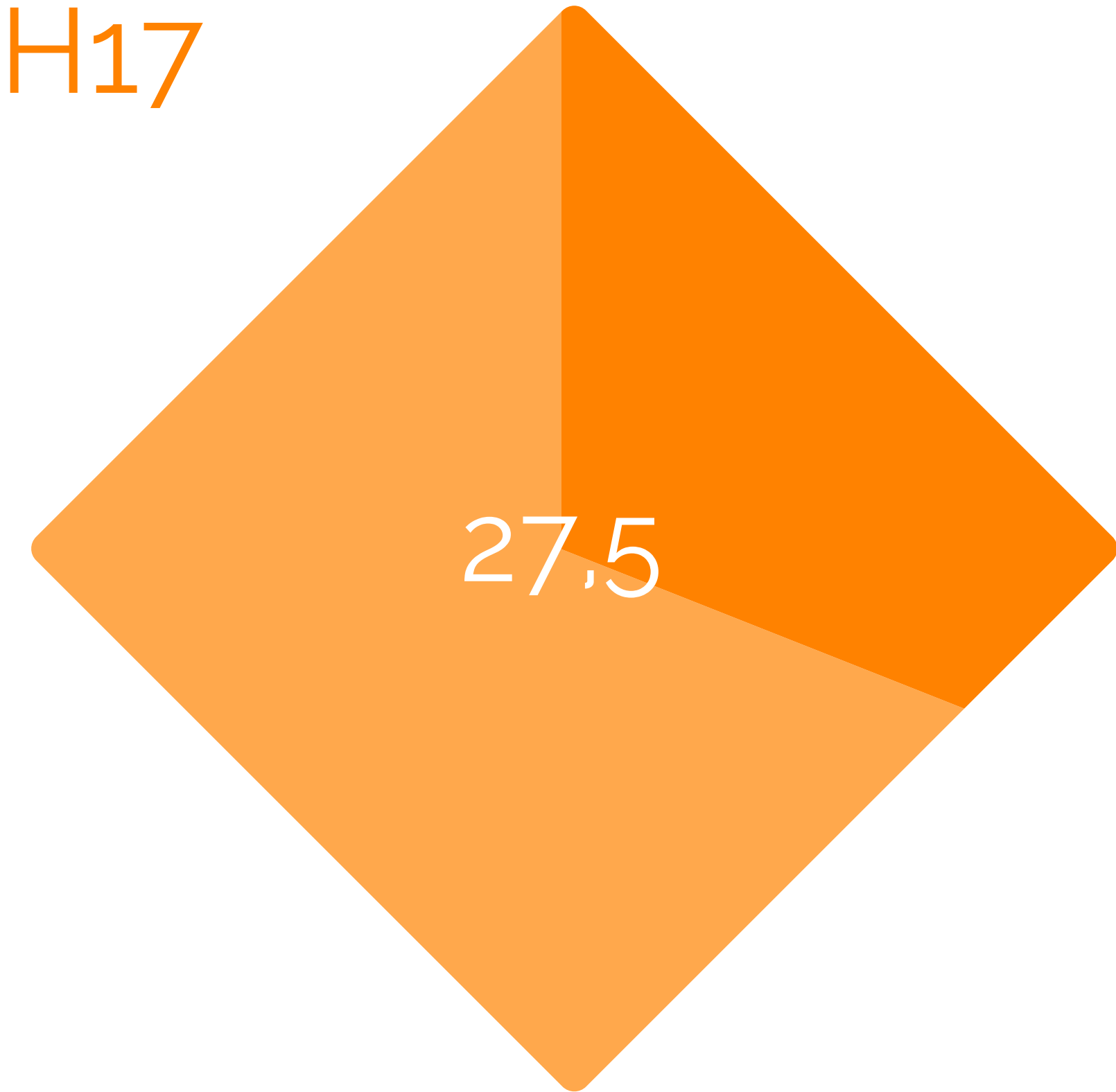
Data in €M

IH16



- ◆ 54% Media
- ◆ 46% Ecommerce

IH17



- ◆ 31% Media
- ◆ 69% E-commerce

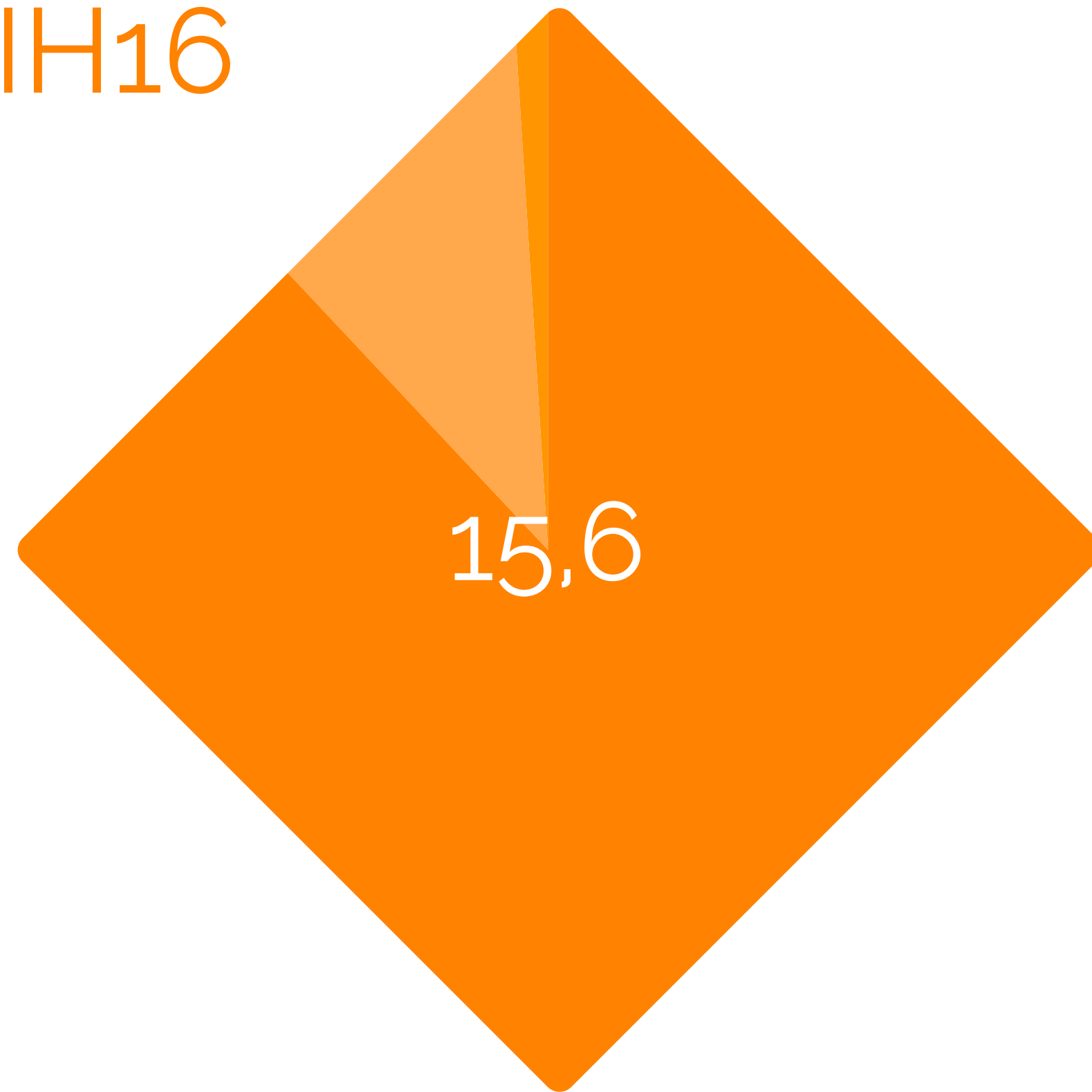


# Financial Highlights IH2017: Revenues by Geographic Area



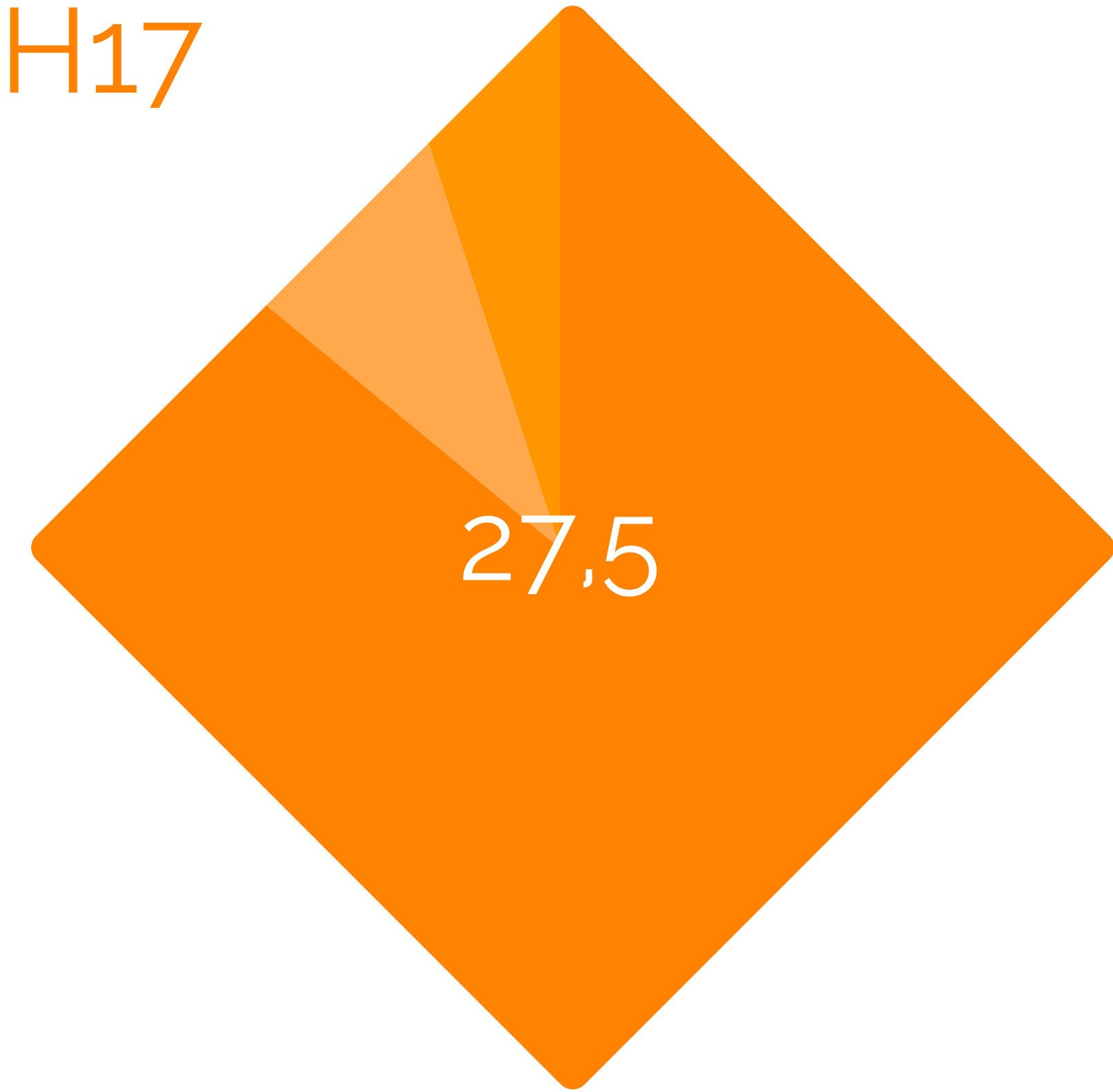
Data in €M

IH16



- ◆ 88% Europe + UK
- ◆ 11% Asia
- ◆ 1% USA

IH17



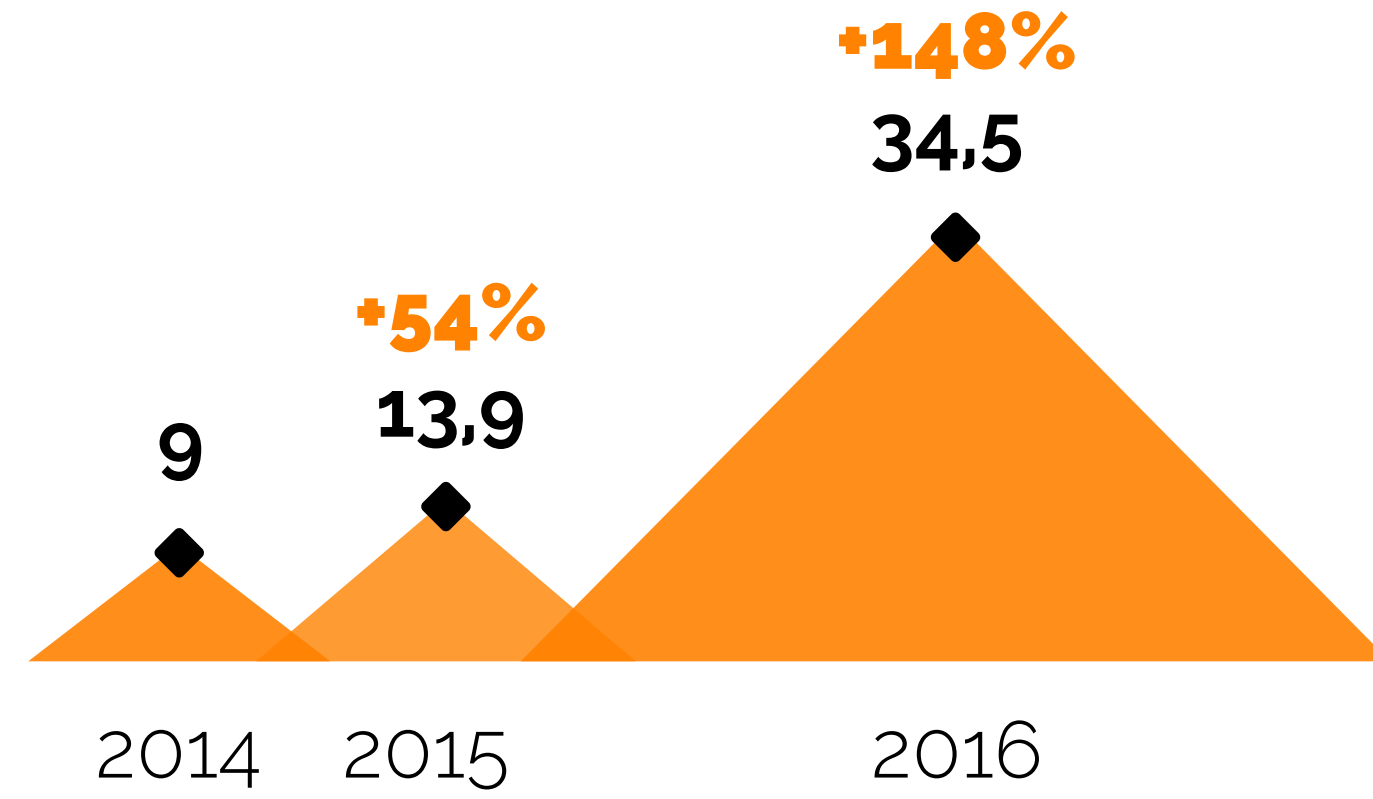
- ◆ 86% Europe + UK
- ◆ 9% Asia
- ◆ 5% USA



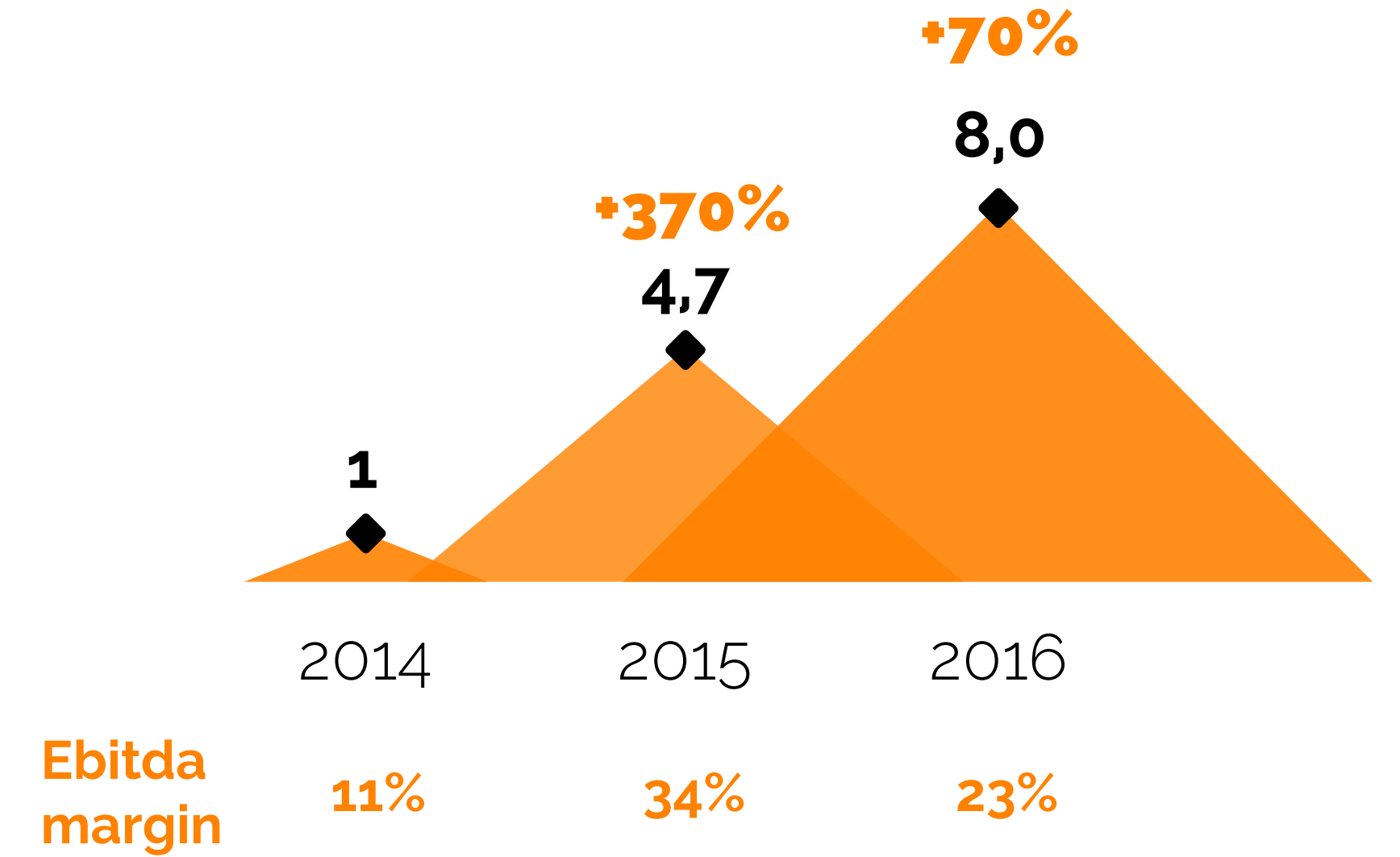


Data in €M

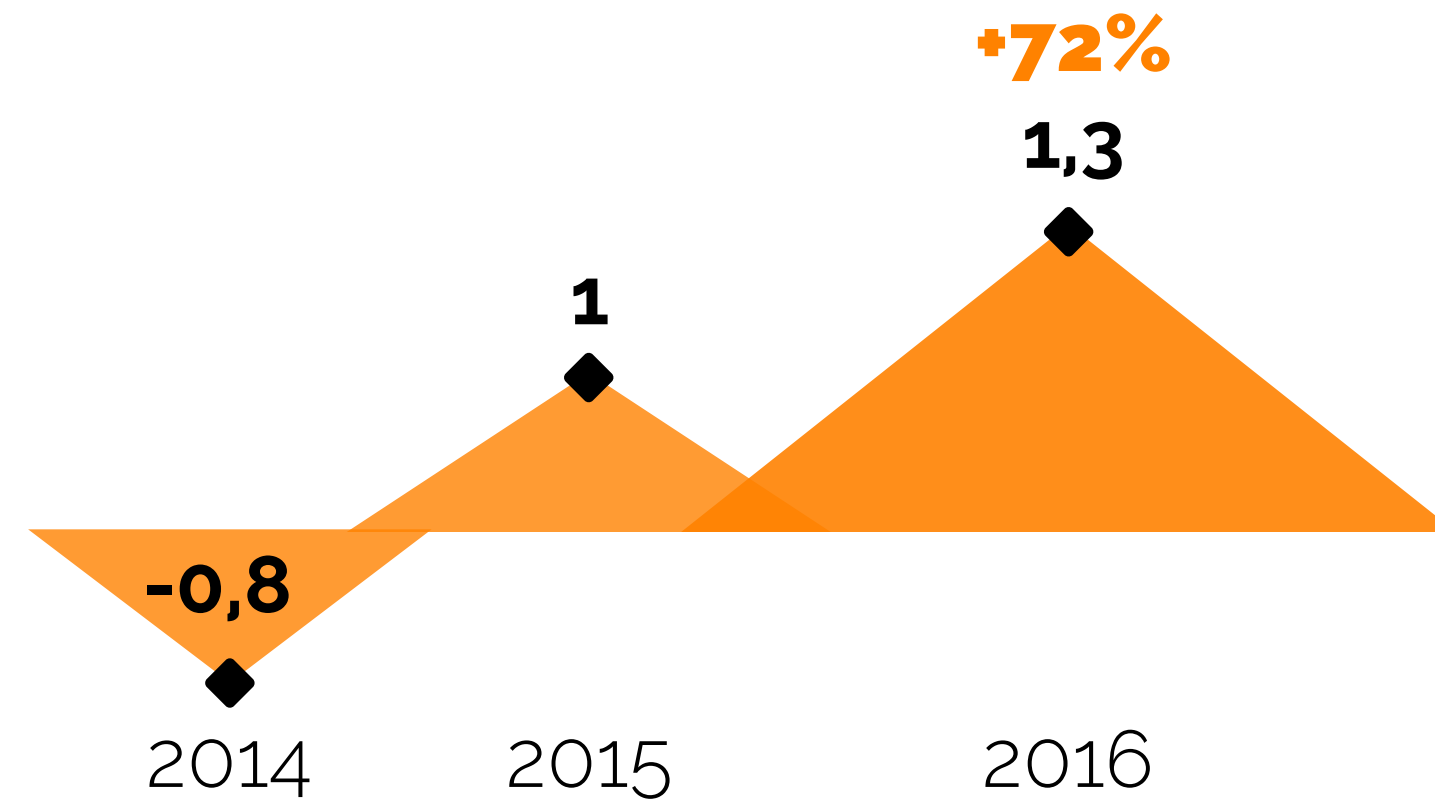
## Revenues



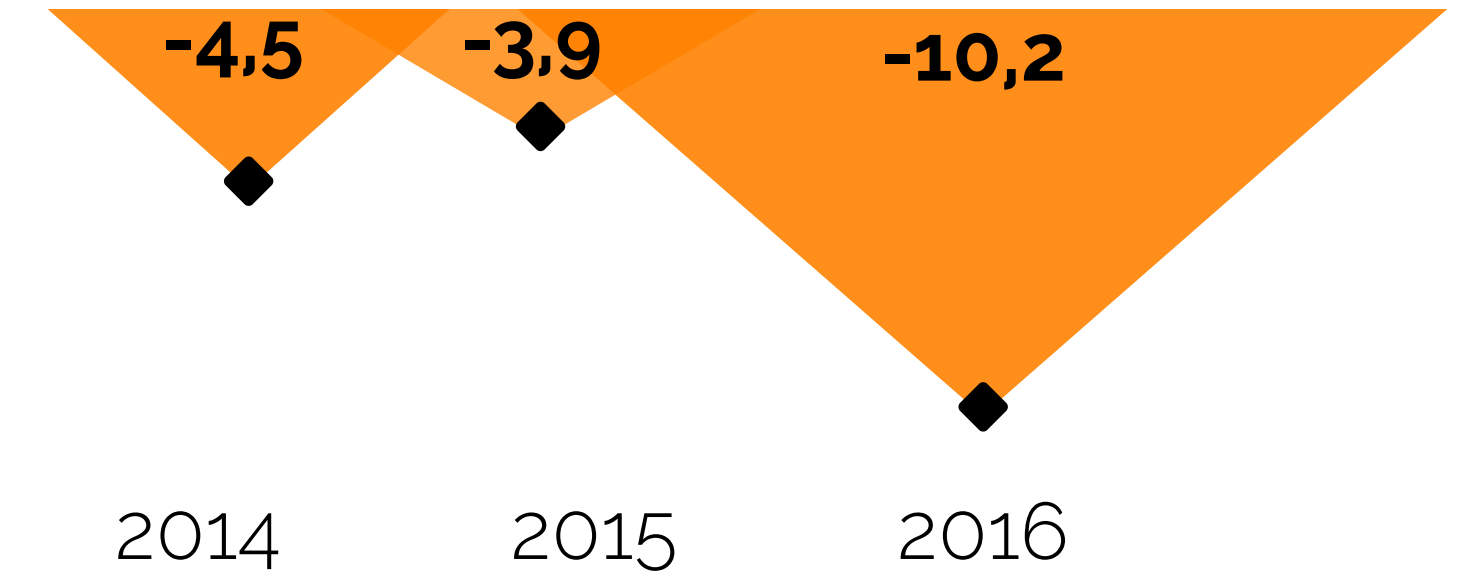
## Ebitda



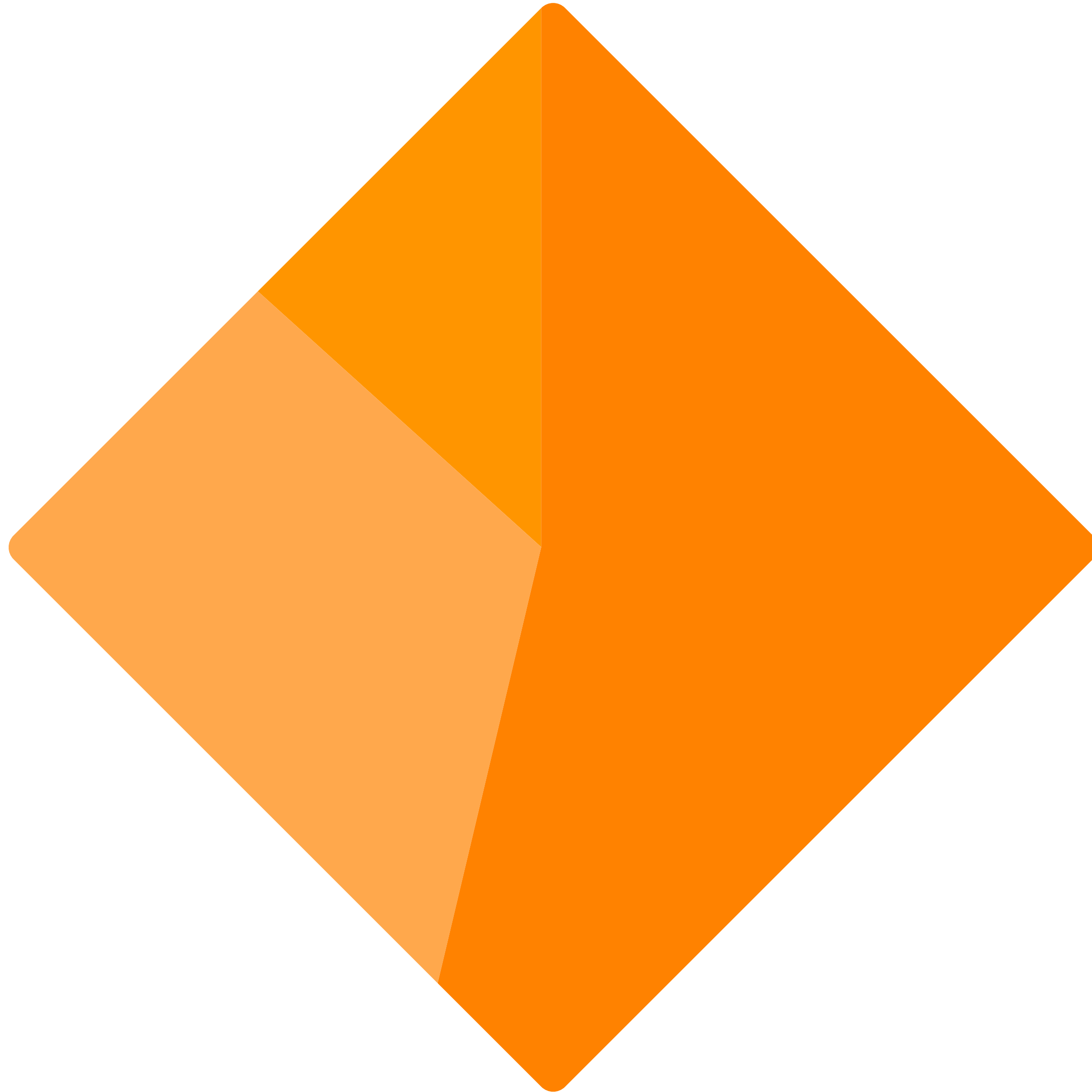
## Net income



## Net Financial Position







53,71%  
Meridiana Holding

34,52%  
Free Float

11,77%  
Buongiorno Spa  
(Docomo)

Total outstanding shares, including capital increase of 1.222.000, totalling 16.040.250 shares





# Appendix



# Income Statement IH2017

Reported



| INCOME STATEMENT  | 30.06.2017       | 30.06.2016       |
|---|------------------|------------------|
| Revenues  | 27.503.391       | 15.602.355       |
| Operating Costs   | 23.426.643       | 11.361.572       |
| <b>ADDED VALUE</b> (Difference between Revenue and Operating Costs) | <b>4.076.749</b> | <b>4.240.783</b> |
| Added Value %   | 15%              | 27%              |
| Total Personnel costs   | 1.160.214        | 703.669          |
| <b>EBITDA</b>   | <b>2.916.534</b> | <b>3.986.032</b> |
| EBITDA %  | 11%              | 26%              |
| Depreciation and amortization costs                                 | 2.493.994        | 2.170.736        |
| Non recurring costs   |                  | 448.918          |
| <b>EBIT</b>   | <b>422.540</b>   | <b>1.366.377</b> |
| Financial costs   | 319.051          | 136.103          |
| <b>INCOME BEFORE TAXES</b>  | <b>103.488</b>   | <b>1.230.274</b> |
| Taxes   | -52.884          | 612.383          |
| <b>NET INCOME</b>   | <b>156.372</b>   | <b>617.891</b>   |





| CONSOLIDATED BALANCE SHEET                 | 30.06.2017        | 31.12.2016        |
|--|-------------------|-------------------|
| <b>NON CURRENT ASSETS</b>                  |                   |                   |
| Tangible assets                            | 6.635.479         | 6'965'001         |
| Intangible assets                          | 10.107.092        | 8.710.066         |
| Distribution Rights                        | -                 | -                 |
| Editing Right                              | 9.564.167         | 8.426.571         |
| Other Intangible                           | 542.925           | 283.495           |
| Goodwill                                   | 11.718.064        | 4.134.439         |
| Investments in associated                  | 150.011           | -                 |
| Receivables                                | 144.711           | 139.658           |
| Tax deferred assets                        | 646.540           | 198.396           |
| <b>TOTAL NON CURRENT ASSETS</b>            | <b>29.401.898</b> | <b>20.147.560</b> |
| <b>CURRENT ASSETS</b>                      |                   |                   |
| Inventories                                | 5.721.606         | 2'768'653         |
| Trade receivables and other current assets | 17.488.271        | 18'888'840        |
| Financial receivables                      | -                 | -                 |
| Tax receivables                            | 6.018.588         | 1'599'166         |
| Other assets                               | 3.311.747         | 531'552           |
| Cash and cash equivalent                   | 2.306.538         | 1'817'010         |
| <b>TOTAL CURRENT ASSETS</b>                | <b>34.846.749</b> | <b>25.605.220</b> |
| <b>TOTAL ASSETS</b>                        | <b>64.248.647</b> | <b>45.752.780</b> |
| <b>NET EQUITY</b>                          |                   |                   |
| Share Capital                              | 3.208.050         | 2'963'650         |
| Reserves                                   | 11.398.835        | 7'750'087         |
| IPO expenses                               | -540.755          | -540.755          |
| FTA Reserve                                | 3'814             | 3.814             |
| Retained earnings                          | 2.609.174         | 1.283.690         |
| Exchange differences                       | -8.999            | -582              |
| Net income (loss) of the period            | 156.372           | 1'325'483         |
| <b>TOTAL NET EQUITY</b>                    | <b>16.826.491</b> | <b>12.785.387</b> |
| <b>NON CURRENT LIABILITIES</b>             |                   |                   |
| Provisions for risk and charges            | 524.352           | 282'864           |
| Tax deferred liabilities                   | 308.542           | 365'879           |
| Financial debts                            | 8.945.427         | 7'635'603         |
| <b>TOTAL NON CURRENT LIABILITIES</b>       | <b>9.778.320</b>  | <b>8.284.346</b>  |
| <b>CURRENT LIABILITIES</b>                 |                   |                   |
| Trade payables and other current debts     | 26.719.440        | 18.310.718        |
| Financial debts                            | 7.322.660         | 4'418'250         |
| Tax payables                               | 1.812.650         | 1'337'944         |
| Other liabilities                          | 1.789.086         | 616'135           |
| <b>TOTAL CURRENT LIABILITIES</b>           | <b>37.643.836</b> | <b>24.683.047</b> |
| <b>TOTAL LIABILITIES AND EQUITY</b>        | <b>64.248.647</b> | <b>45.752.780</b> |



# Cash Flow Statement IH2017



| Operating Cash flow                                     | 30.06.2017        | 30.06.2016        |
|---|-------------------|-------------------|
| Changes   | 156.372           | 617.891           |
| Tangible assets depreciation                            | 885.083           | 1.120.136         |
| Intangible assets amortization                          | 1.662.693         | 1.004.726         |
| Write downs / (Revaluations)                            | -                 | 45.875            |
| Net Financial Charges / (Income)                        | 319.051           | 136.103           |
| Tax   | -52.884           | 612.383           |
| <b>Changes:</b>   |                   |                   |
| Inventories   | -1.580.365        | -2.310.182        |
| Trade receivables                                       | 7.172.737         | -7.308.466        |
| Tax receivables   | -1.730.680        | -879.192          |
| Other Assets  | -2.780.194        | -162.066          |
| Deferred tax liabilities                                | -76.008           | -248.473          |
| Trade payables  | -4.357.165        | 6.277.320         |
| Tax payables  | 298.642           | 513.599           |
| Other liabilities                                       | 1.172.951         | 29.085            |
| <b>Changes in Net Working Capital</b>                   | <b>-1.880.082</b> | <b>-4.088.375</b> |
| Changes in Reserves                                     | 162.511           | 37.980            |
| <b>Cash from Operating Activities</b>                   | <b>1.252.744</b>  | <b>-513.281</b>   |
| Interests paid  | -319.051          | -136.103          |
| Net Income taxes paid                                   | 52.884            | -612.383          |
| <b>Net Cash from Operating Activities</b>               | <b>986.577</b>    | <b>-1.261.767</b> |
| Investments in tangible assets                          | -340.094          | -285.385          |
| Investments in intangible assets                        | -28.82.482        | -31.66.847        |
| <b>Evolve Group acquisition net from cash</b>           | <b>557.559</b>    | <b>-</b>          |
| <b>Giglio Fashion acquisition net from cash</b>         | <b>-</b>          | <b>-1409234</b>   |
| Other fixed assets                                      | -448037           | -25.365           |
| Increase in investments                                 | -150.011          | -                 |
| <b>Cash in Investment Activities</b>                    | <b>-3.263.066</b> | <b>-4.886.831</b> |
| Capital Increase  | -                 | 131.650           |
| Changes in Equity                                       | -25.269           | -74.802           |
| New financing   | 2.700.000         | -                 |
| Changes in Debt   | 91.285            | 6.588.554         |
| <b>Net Cash from Financing</b>                          | <b>2.766.017</b>  | <b>6.645.402</b>  |
| <b>Cash and cash equivalent net increase (decrease)</b> | <b>489.528</b>    | <b>496.804</b>    |
| Cash and cash equivalent as at January 1st              | 1.817.010         | 1.200.114         |
| Cash and cash equivalent as at June 30                  | 2.306.538         | 1.696.918         |





The product has to be valued at its best, from the process of shooting to copywriting. Our buyers and merchandisers select the product with customer support, enhancing its features during the digital production phase and using our specialized analysis.

- Buying
- Description of product.
- SEO content compliant
- Editorial Content
- Television production of the brand promotion
- Translation
- Photographic studio and video shooting
- Post production

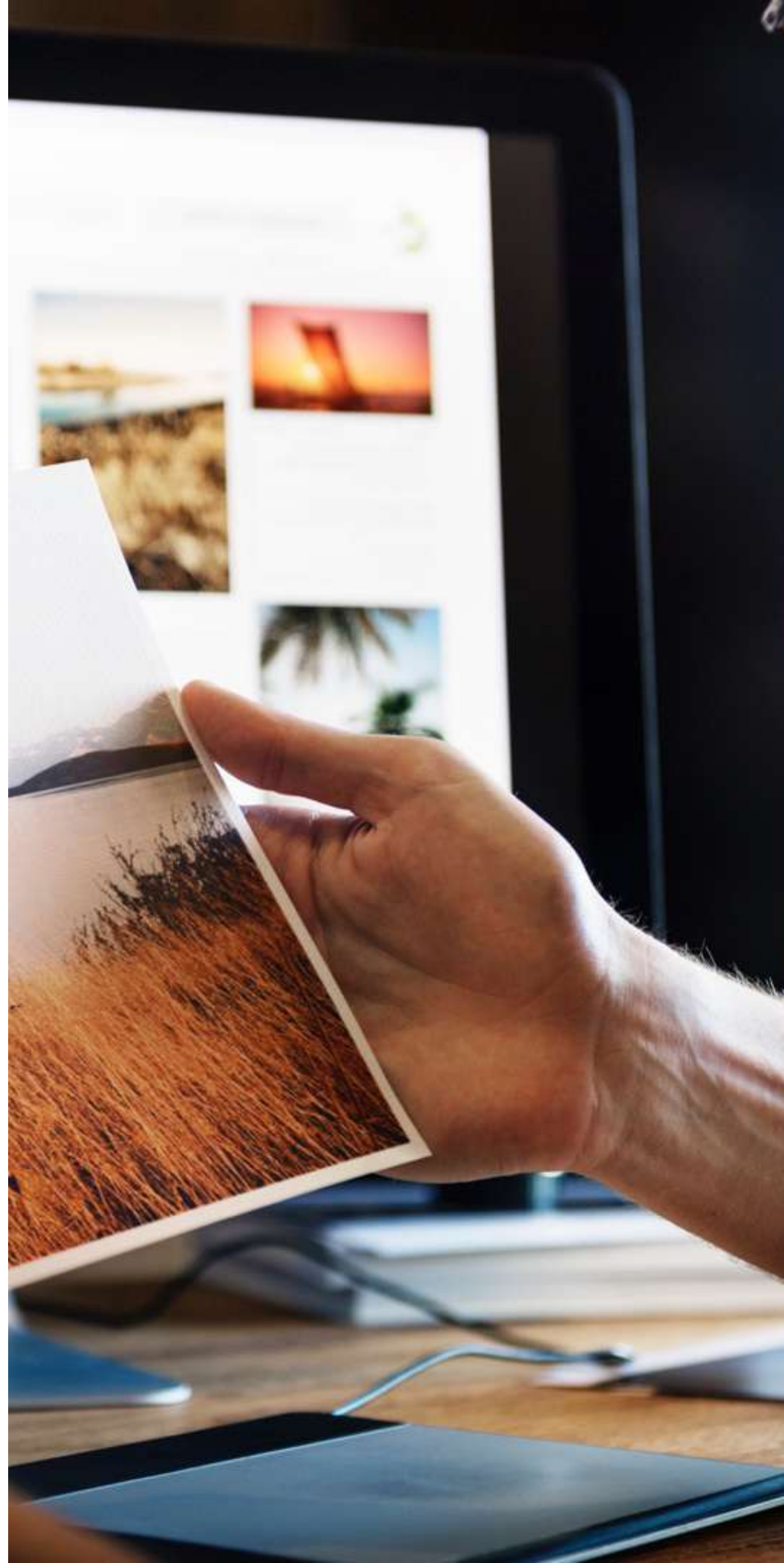




Customer Care is key to having satisfied and loyal customers and it is the first marketing tool for the brand. Our goal is to support the company with multilingual and professional services catering to the needs for sales, commerce info and not only for technical support.

- Support in 8 languages and time zones (Europe, Asia, USA)
- Mail support, telephone and live chat
- Team leader formation on the product. Qualified personnel, turnover reduced to the minimum.

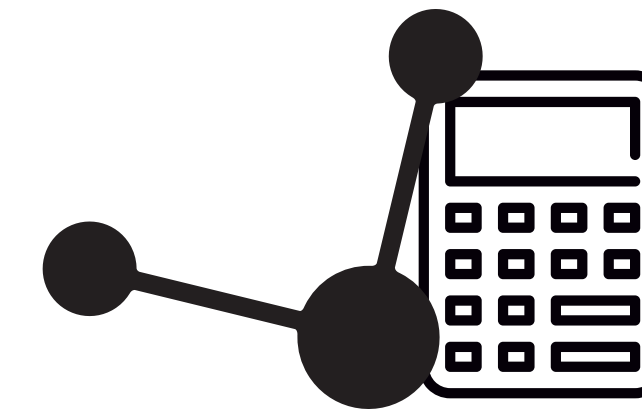




We invest in the brand by offering customised graphic design projects (we have set out more than 100 projects). Our products are not standard, the platforms are flexible enough to take on any brand request.

- Creation of the e-commerce site /institutional
- Rotation of the internal and external banners of the site on the bases of the graphic design guidelines.
- Responsive web design, full screen, desktop and mobile.

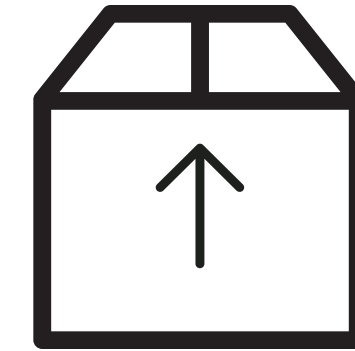
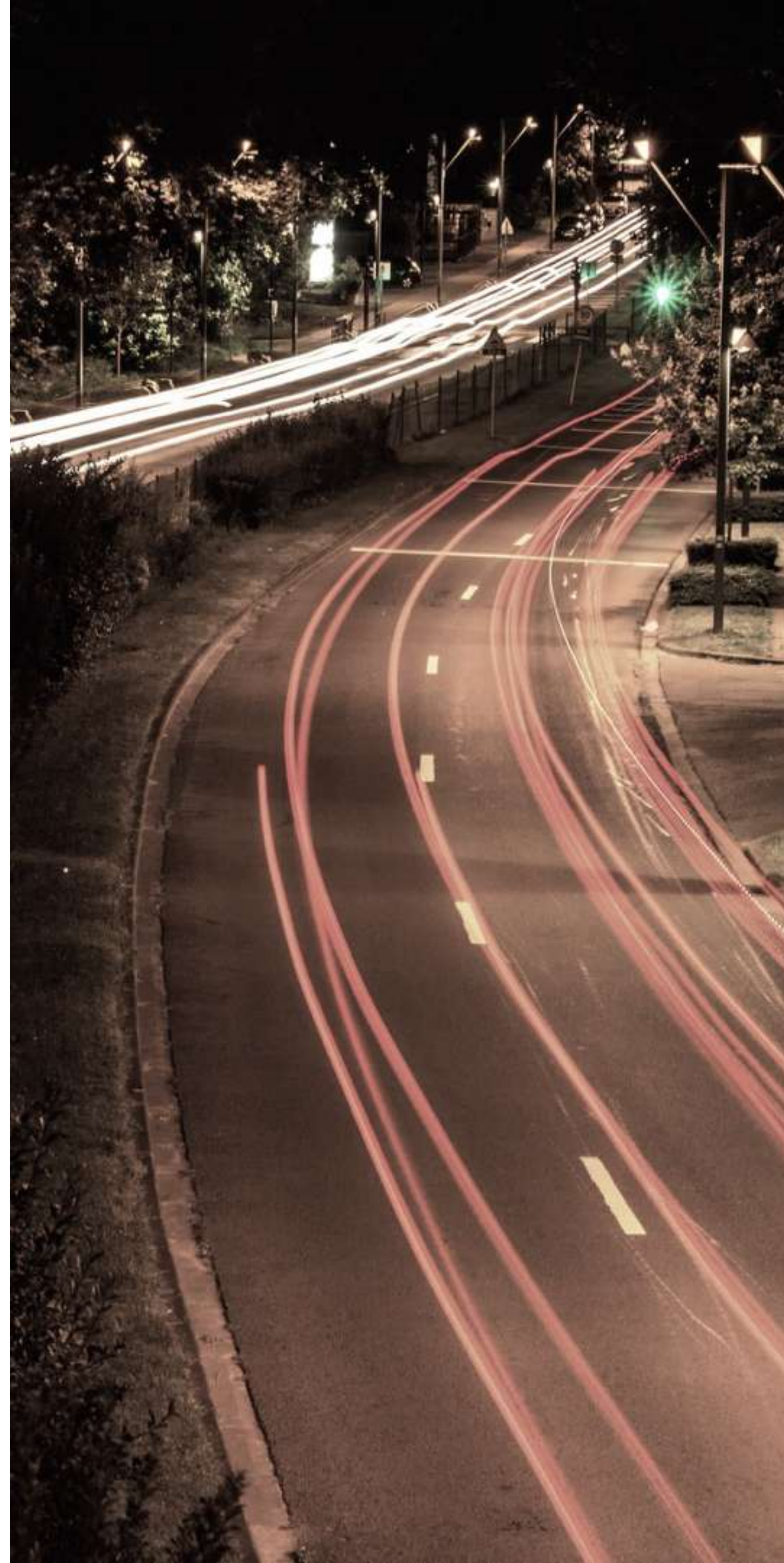




We offer an OMS platform, a CMS, a B2B platform and an integrating Market place platform, to support the brand in all aspects of its online presence: distributors and branding.

- Multilingual support.
- Multicurrency support.
- Engine recommendation.
- Advanced Analytics tools.
- OMS
- CMS
- B2B
- IP detection
- Risk Management System





**iBox** allows you to have a capillary logistic network according to your needs interfaced with leading couriers and postal services in the world.

- 170 logistic hubs interfaced with our systems
- Warehouse in the Shanghai free trade zone
- Support for custom operators
- Standard and express shipping
- Custom packaging
- Services for the personalization of the product.

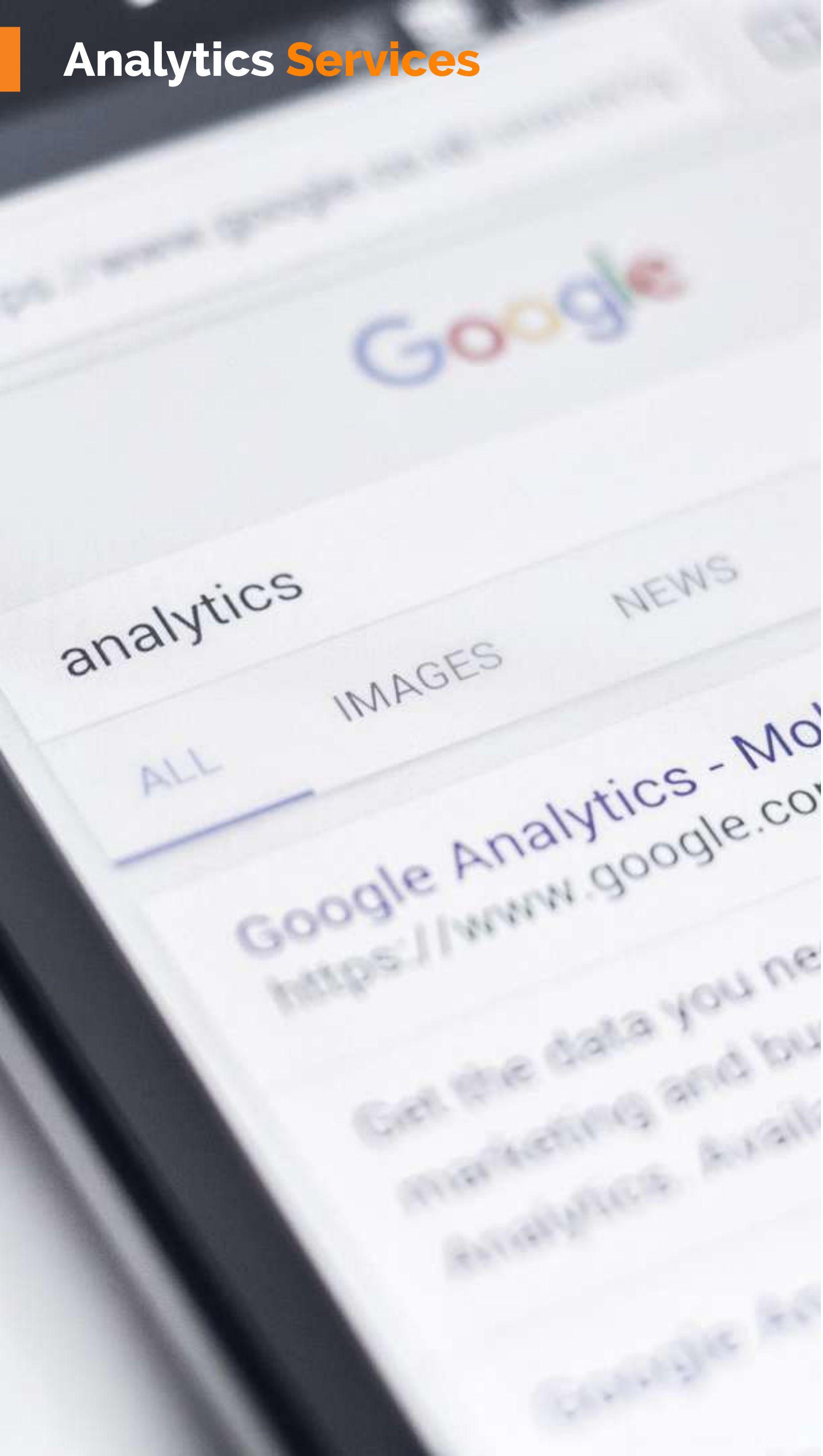




**iBox** enables the brand to remain focused on the ROI and the effectiveness of its investments. Our analysts offer a multilingual service on an international scale that optimizes the company's economic efforts through rigorous and day-to-day analysis. Our team is specialized in:

- Search Engine Marketing
- Search Engine Optimisation
- Affiliation Network
- Display Campaigns
- DEM campaigns
- Customer retention strategies
- Social Network campaigns





iBox has the exclusive use of a Dynamic Data Analysis and Exploration Platform, which is the subject of challenging research and development activities with proprietary technologies. The system perfectly integrates the data generated by the e-commerce platform with customer access information registered by Google Analytics and related platforms. This allows our customers to have access to powerful analysis dashboards, fully customized, fully explorable and always available 24/7/365.

This approach allows customers to interact with what they see, so that they fully understand the meaning and make further discoveries, exceeding the limits of static reports that limit interactivity and hinder the insight of those who approach the analysis.



# Market place management Services



Europas grösste Auswahl an Mode & Trends

Entdecke über 1500 Marken und lass dich modisch inspirieren. Bestelle einfach und bequem nach Hause - mit unserem kostenlosen Versand & Rückversand.

DAMEN HERREN KINDER

YOOX

selected shipping to (change country) OK

WOMEN UOMO BAMBINI / DESIGN-ART / Disney

COSA STAI CERCANDO?

PRIMA DESIGNER ABBIGLIAMENTO SCARPE BORSE E ACCESSORI SPORT ICONS SHOP-IN-SHOP STORIES YOOXYGEN SALDI

SALE ON SALE: -15% EXTRA SU UNA SELEZIONE IN SALDO Fino all'8 maggio

DESIGNER

- CHLOÉ
- DOLCE & GABBANA
- EMILIO PUCCI
- FENDI
- JIL SANDER
- LANVIN
- MAISON MARGIELA
- MARNI
- PRADA
- STELLA MCCARTNEY
- VEDI TUTTO

SALDI? Sì, Dolce & Gabbana e molti altri

L'ABITO SUPER LIGHT Impalpabile e leggero

20° SERENO Anche su YOOX oggi splende il sole! Scopri la nostra selezione di vestiti e ballerine

FRAME ESTIVE itwear morbidosissimo

DISCOVER YOOXYGEN Dress responsibly

VESTITI BORSE MAGLIE E FELPE CAMICIE JEANS E DENIM GIOIELLI VEDI TUTTO

PEZZI UNICI

OK

OK

OK



Zalando

## Mit dem Zalando Online Shop durch den Frühling

Modisch durch den Frühling 2017. Unsere 7 Tage im Zeichen von Übergangsjacken und Frühjahrserwachen

weniger

ZALANDO GESCHENKGUTSCHEINE VERFÜGBAR ALS PDF UND PER E-MAIL

JETZT GUTSCHEIN KAUFEN >

ZALON BY ZALANDO

KOSTENLOSE STILBERATUNG DEIN STYLIST STELLT DIR DEIN OUTFIT ZUSAMMEN.

JETZT STARTEN >

WERDE TEIL DES ZALANDO UNIVERSUMS

E-Mail-Adresse hier eingeben für Newsletter

Damen Herren

Methoden: VISA, PayPal, PostFinance, DIE POST

Wir verschicken mit: Zalando International

Kundenservice: Kontakt, Hilfe, Modlexikon, Sportwelt, Größenberater, Gutscheine, Geschenkgutscheine für Firmen, Marketing-Anfragen

Zalando Auszeichnungen: AWARDS, SIEGER 2016, 1. PLACE

Geprüfte Leistung: Schnelle Lieferzeiten, Sichere Zahlung, Verschisselung, 30 Tage Rückgabe, Dalenschutz, Zalando.ch ist Mitglied beim Schweizer Versandhandelsverband.

Thanks to a consolidated collaboration with the largest marketplaces in the world, iBox offers its partners a structured online distribution service.

iBox optimizes the brand's sales potential, improves margins and limits the risks that online distribution loses control.

The model can be set in drop-shipment mode, with the management of shop in shop, Using the brand stores or the most classic centralized shopping model and warehouse at the iBox logistics facilities





The technological infrastructure is based on two teleports - in Milan and Rome - an advanced infrastructure of telecommunications via optic fiber, which allows the collection and diffusion of signals throughout and a fleet of mobile means for production and broadcasting .The range of services offered includes:

- **Teleport Services:** characterised by distribution platforms for TV and Radio channels in DTH on Hot Bird 13 from Rome and Milan; numerous contribution platforms on a fleet of Eutelsat satellites; co-location services, back-ups, use of satellite stations in each band and configuration and fiber optic connectivity (with a 100-access point network, of which 12 main ones in Italy).
- **Outside Broadcast Services:** For live production and broadcasting of any news, sport or entertainment event through the use of a fleet of OB Van and DSNG SD and HD, as well as satellite and fiber capacity in any width and any configuration protocol.
- **System Integration Services:** for the design and implementation of system production, contribution and transport / broadcasting for the radio and television market. Complete solutions are offered for the creation of efficient and sustainable digital satellite networks or with land-based infrastructures, including full system outsourcing assistance and management.





Thank You

**Investor Relations:**

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