





#### **COMPANY OVERVIEW**







**CONFINVEST F.L** is an innovative SME and one of the main Italian physical gold dealers. Since 1983, the company has been a major national player in the gold bullion and coin broking market.

- The opportunity offered by the Europe's new regulation **PSD2** and the Open Banking has allowed CONFINVEST F.L to identify an innovative strategy to support growth in the savings sector.
- CONTO LINGOTTO® is a fintech solution designed to offer the opportunity to invest in physical gold through a digital and innovative user experience.
- The creation of an **Innovative Business Unit** is complementary to the traditional core business unit, which has almost 40 years of success.

**Business Name: CONFINVEST F.L. S.p.A.** 

**Headquarter:** Via della Posta, 8 (Piazza degli Affari) - 20123 Milan, Italy

Tax Code: 07094690158

Authorization Bank of Italy n. 5000450

Sector: Financial - Physical Gold for investment





#### **MILESTONES**



1990

2000

2017

2019

2020

**2021** 

 Confinvest F.L. was born thanks to the willingness of the founding members to create an institutional reference in the Italian physical gold market, to support Italian investors and savers Confinvest F.L. becomes the main reference partner for several banks, finance players and for the Italians looking for a solution to safely invest in physical gold

- Confinvest F.L. becomes a significant point of reference for institutional investors, family offices and banks. After the law 7/2000, the Bank of Italy establishes a special register of professional gold traders.
- Bank of Italy authorization (registration 5000450)
- Confinvest's shareholding structure expands and consolidates with major Italian investors and entrepreneurs. A new core business development process begins with the implementation of innovative products and services in the savings sector
- Confinvest F.L. is listed on the Italian stock exchange as the first European physical gold dealer.
- Adoption of international accounting standards (IAS / IFRS)

- Launch of Conto Lingotto
- Confinvest F.L. becomes "financial instrument widely distributed among the public"
- Confinvest F.L. awarded with the "Best financial services value creation IPO Europe 2019" and "Leader della Crescita 2021"
- Conto Lingotto enters the UTEGO marketplace, fintech specializing in the aggregation of financial services

becomes available on Nexi Open for all banks that want to offer their customers new, flexible and cost-effective savings and investment solutions



#### **BUSINESS UNITS**

## TRADITIONAL CORE BUSINESS

Specializing in the buying and selling of investment gold, particularly bullion coins and LBMA-approved gold bars

## **FINTECH BUSINESS UNIT**

Fintech App and web Platform **Conto Lingotto** 





#### **GROWTH STRATEGY- BOOSTING TRADITIONAL CORE BUSINESS**



Increase volumes with a multi-channel presence developed through partnerships

2 TERRITORIAL EXPANSION

Monitoring of **target areas** to support funding and margins

3 CLIENT ACQUISITION

**Expand** private customer **acquisition channels** 

## **Actions**

**Target** 

 Partnership with Banks, Brokerage companies, Asset Management and Fintech companies

- Opening of **new** direct sales points or through partnerships / franchises
- Acquisition of commercial structures

- Development of a new and intuitive website and improvement of the backoffice structure
- Investment in marketing and financial educational projects



## **FINANCIAL OVERVIEW**

data /000 Euro	31/12/2020	31/12/2019	Δ %
Ricavi	41.130	27.284	50,7%
EBITDA	1.419	820	73,0%
EBITDA ADJUSTED	1.542	820	87,9%
EBIT	1.220	755	61,7%
Risultato ante imposte	1.212	558	
Utile netto	819	612	
Situazione patrimoniale	31/12/2020	31/12/2019	
Magazzino oro valore contabile  Magazzino oro valore di mercato	2.169 2.226	2.900 3.170	
Crediti Commerciali Debiti finanziari	5 - 389	73 - 558	
Dis ponibilità liquide	3.110	1.478	
Posizione finanziaria netta (A) Magazzino oro valore di mercato	2.722 2.228	920 3.170	
Magazzino oro valore di mercato in eccesso rispetto ai fabbisogni di circolante (B)	1.510	2.635	
Posizione finanziaria netta adj (A) + (B)	4.232	3.554	





Conto Lingotto is the fintech product developed by Confinvest, that offers the opportunity to invest in physical gold in a simple and secure way, thanks to an innovative UX

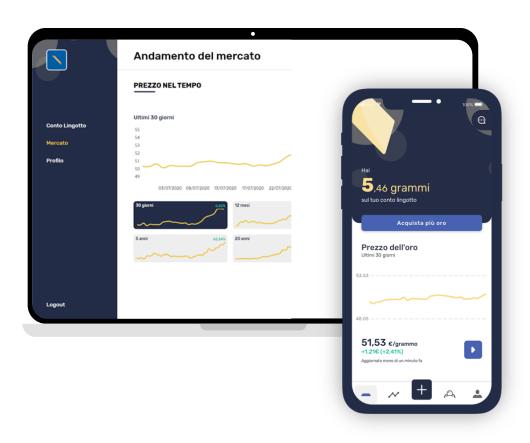
Through the APP or the website, it is possible to:

- · Monitor gold price activity
- Buy physical gold in small quantities and start a gold accumulation plan
- Sell gold with instant credit
- Benefit from the vaulting services
- Delivery the purchased gold



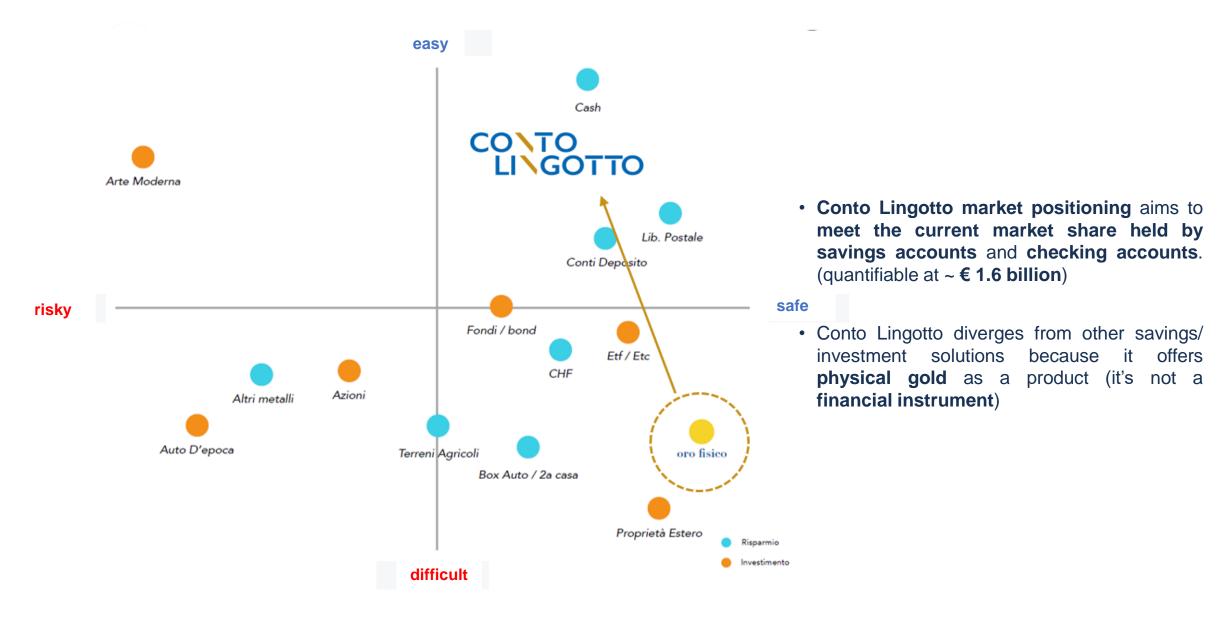








#### **GROWTH STRATEGY- GOLD TO MASS MARKET**





#### GROWTH STRATEGY- PARTNERSHIP WITH BANKING SYSTEM





**Conto Lingotto** is a flexible solution designed for a full integration in white-label with the banking system.

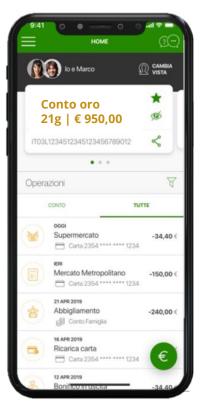
The ICT infrastructure was developed by CONFINVEST F.L. using API connectors and allows:

- The integration of Conto Lingotto with all partner's platforms
- An innovative solution to invest in physical gold directly from the user's bank account
- A full outsourced gold service

Through agreements with the banking system, driven by PSD2 and the Open Banking ecosystem, it will be possible to add the Conto Lingotto solution, entirely in "white-label", to all banks that intend to provide physical gold services to their customers.









#### CONTO LINGOTTO FOR RETAIL – STRATEGY FIRST RESULTS



~ 5.000

Accounts

Number of users that have registered on Conto Lingotto with an email and a password ~ 1.500

Active users

Number of users that have performed at least one activity – complete onboarding, a single purchase or the activation of an accumulation plan

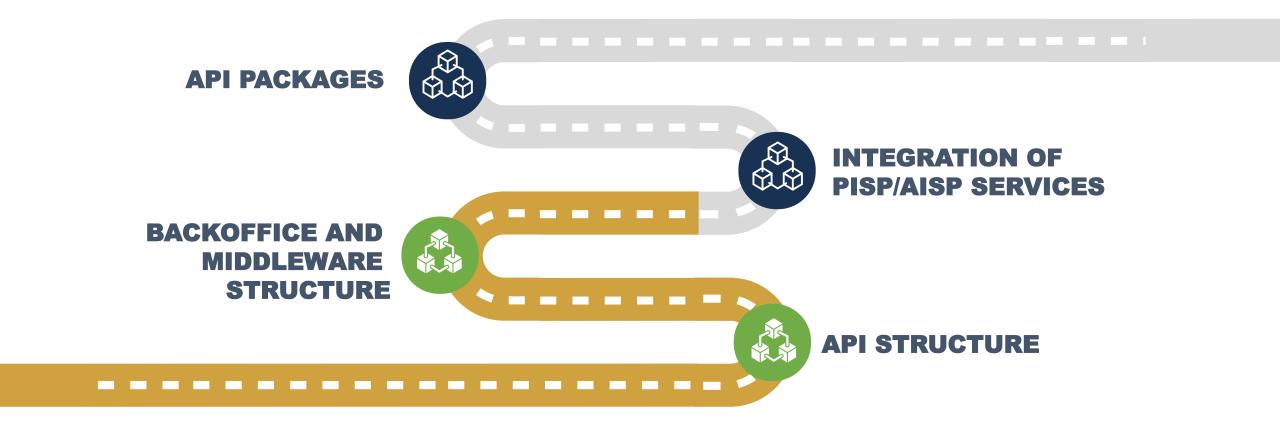
~ 400

**Active PACS** 

Number of users that have activated an accumulation plan. The Average monthly amount per PAC is currently € 160,00



#### **NON-STOP DEVELOPMENT**



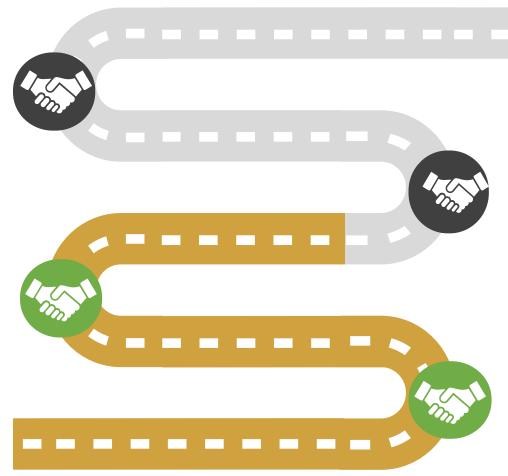


## PARTNERSHIP WITH FINANCIAL AND FINTECH PLAYERS

The following steps are to create new business opportunities and partnerships with primary fintech and financial companies



In February 2021 Confinvest signs a partnership with NEXI, the Italian leader in payment technologies, and Conto Lingotto becomes part of the banking services showroom offered by NEXI.



# PARTNERSHIPS WITH BANKS

The most important strategy for 2021 is to develop partnerships with Banks by exploiting the opportunities offered by the Open Banking

# PARTNERSHIP WITH fabrick



In November 2020, Confinvest signed an agreement with Fabric, a tier-one player in the Open Banking system. This agreement can open many opportunities in the PSD2 ecosystem.



## **CONTACTS**

## CONFINVEST F.L. S.p.A.

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