



Conference call  
19 December 2012

# Screen Service Group



Screen Service is an integrated operator in the production of equipment and services for the development of cutting edge solutions for the radio-transmission of digital television signals and an ideal partner to service the needs of national and international broadcasters.

*innovation focused on “value creation”*

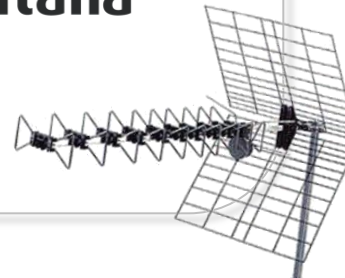
## Business units

Technology & Service  
Provider



Network Operator

tivuitalia



# Strategic guidelines at the top of the agenda

1

**Maximize human capital potential and technological skills** that SSBT can boast

2

**Business Unit:**  
**“Technology &  
Service Provider”**

**Pursue GROWTH enhancing LatAm activities**, while expanding the international network in fast-growing markets, such as **South-East Asia, Russia, Africa and China**

3

**Business Unit:**  
**“Network  
Operator”**

**Make the Tivuitalia business more and more solid**, while signing contracts with **2 new Italian players** and start providing broadcasting capacity even to international TV operators

4

**Streamline organization structure** in order to achieve **cost effectiveness** and **improve financial risk profile**

# 2012 Financial Highlights – mn € - adjustments for extraordinary items

## Revenues

46.3

VS

61.5

## Ebitda

(2.1)

VS

15,4

## Adj.Ebitda

5.9

VS

15,4

## Ebit

(17.3)

VS

12.44

## Adj.Ebit

2.9

VS

12.44

## Ebt

(20.2)

VS

10.

## Adj.Ebt

0,07

VS

10

# 2012 Revenues – mn €

## Revenues

46.3

VS

61.5

## BU Breakdown



44.4

VS

56.6

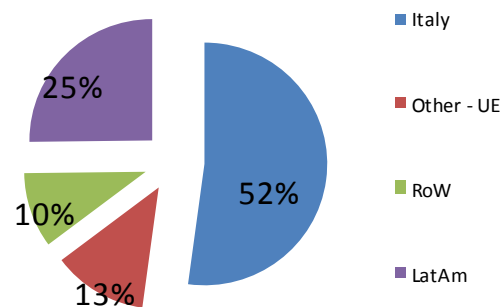
tivuitalia

2.0

VS

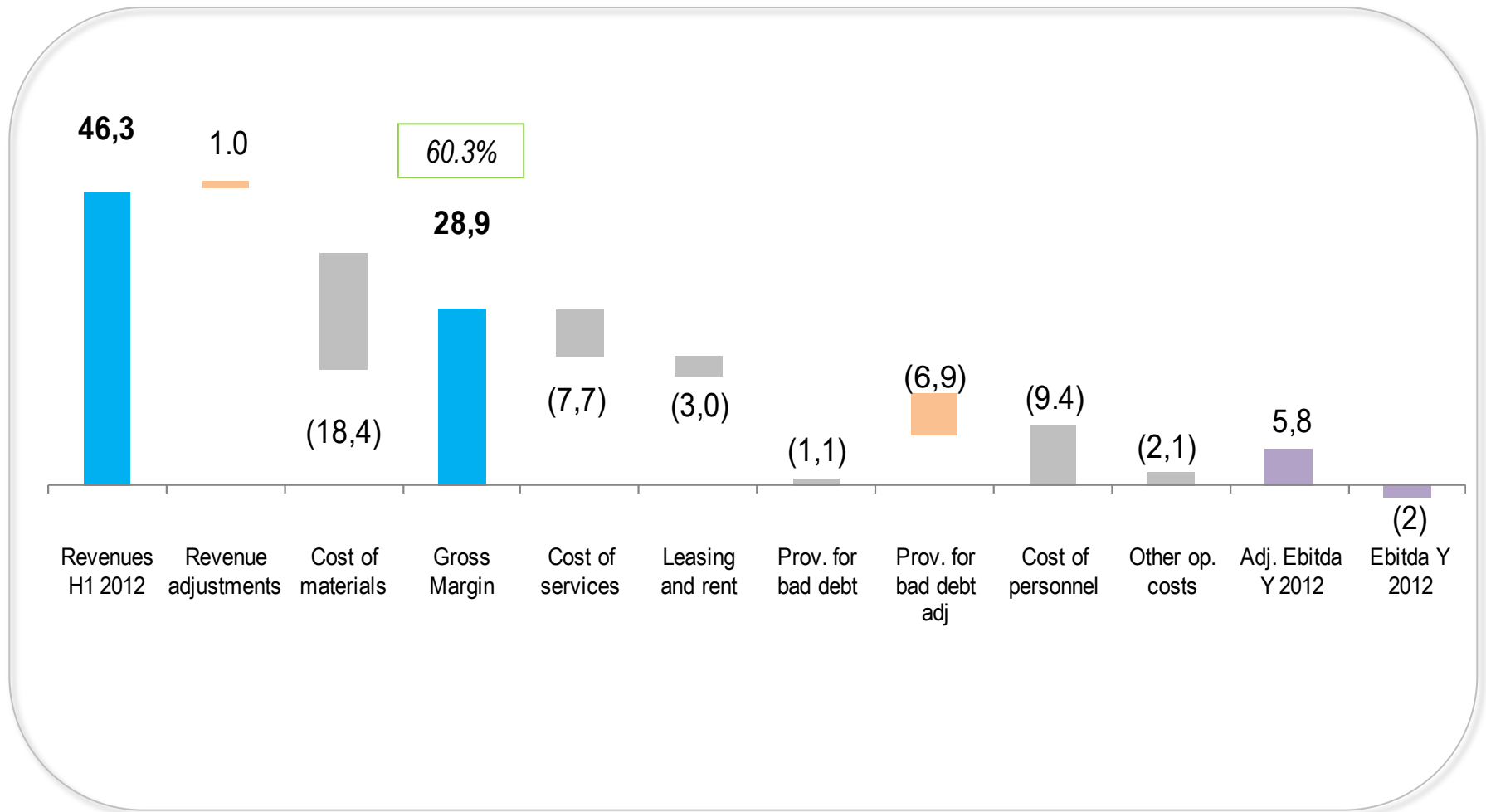
4.9

## Geographic Breakdown



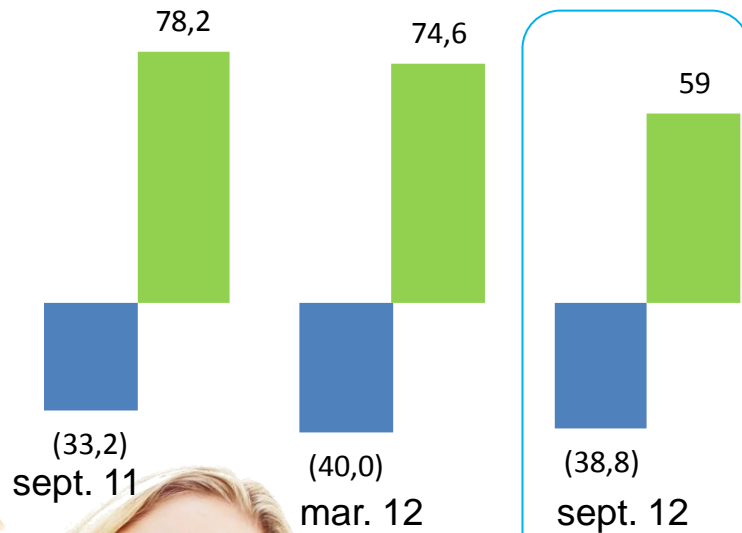
Area	Year 2012	Year 2011
Italy	24.13	42.01
EU	5.84	7.09
Extra EU	4.65	8.14
LatAm	11.65	4.26
<b>Total</b>	<b>46.27</b>	<b>61.5</b>

# 2012 Ebitda bridge – mn €

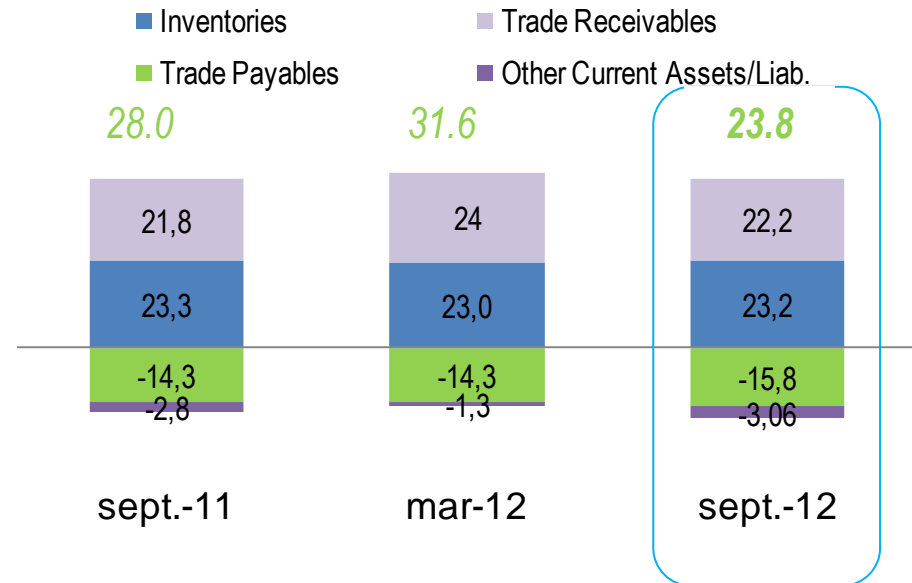


# Net Financial Position, Net Equity and NWC – mn €

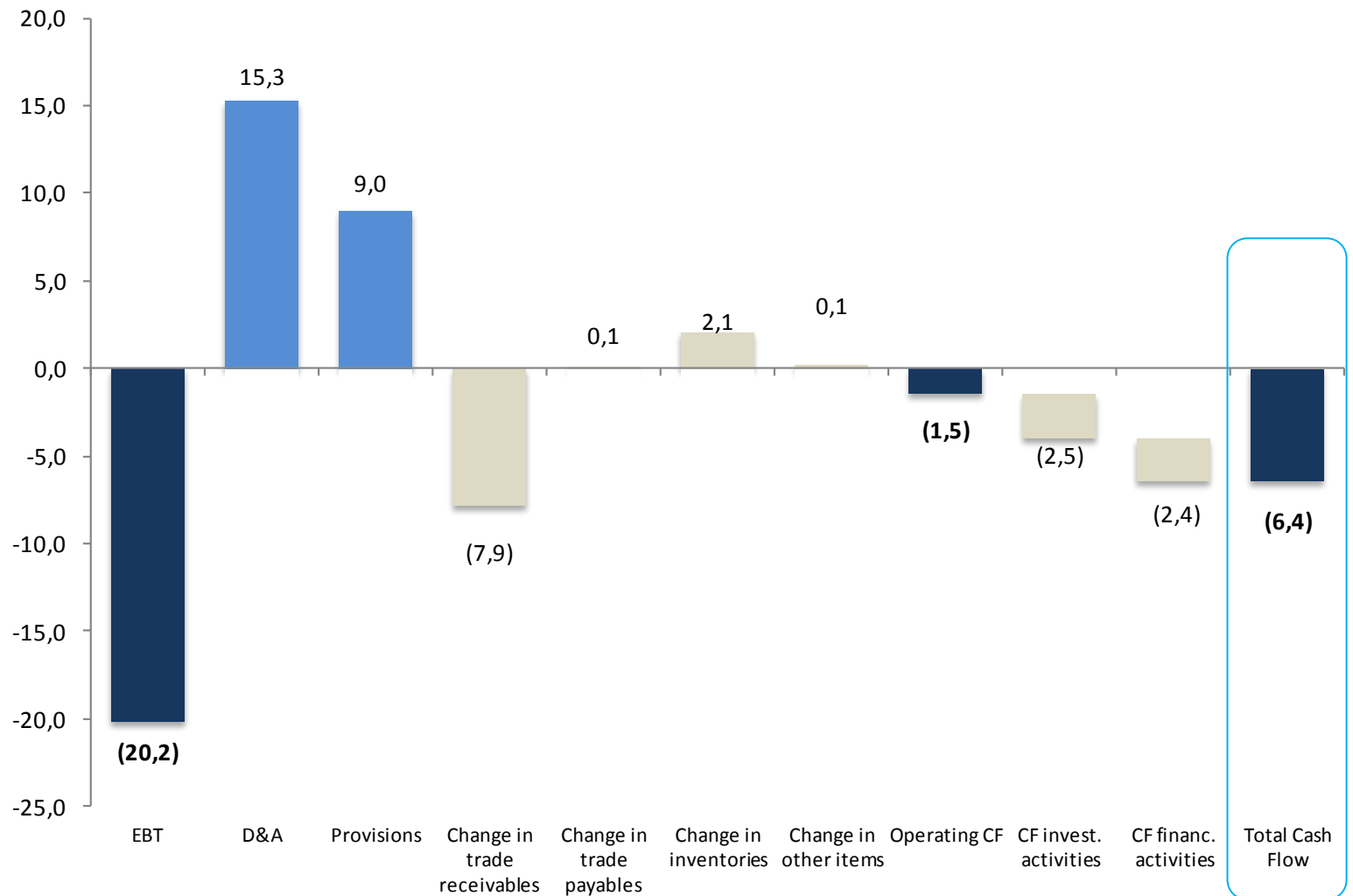
## Net Financial Position and Net Equity



## Net Working Capital



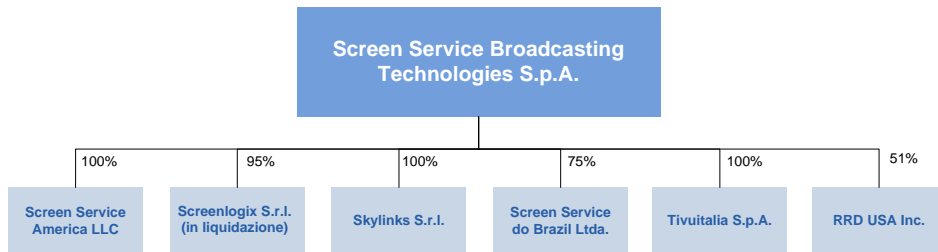
# 2012 Cash Flow - mn €



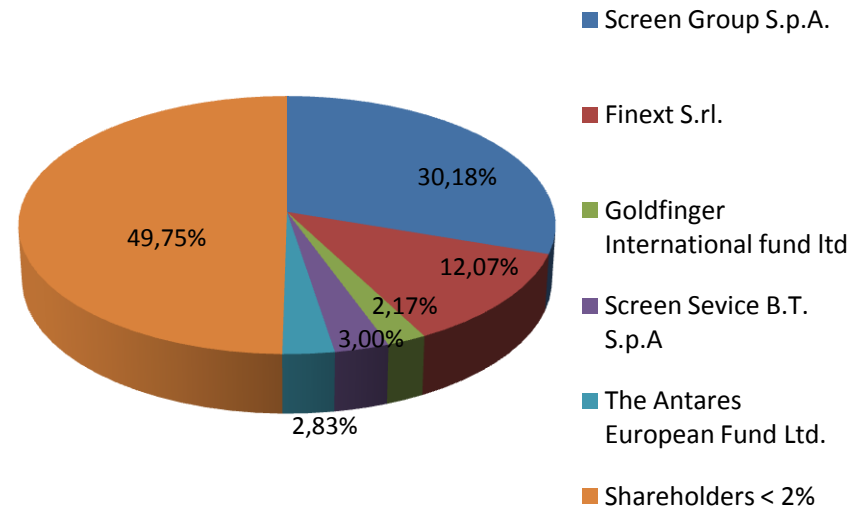


# Company Profile

## Group Structure



## Main Shareholders



## Board of Directors

**Board Members appointed at the last Shareholders Meeting (29 March 2012)**

<b>Chairman and CEO Directors</b>	Fabrizio Redaelli Mara Caverni Barbara Poggiali Marco Giorgino Valentino Bravi Michele Russo Gabriele Gualeni
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\* Source: SSBT Shareholder Register

# The share

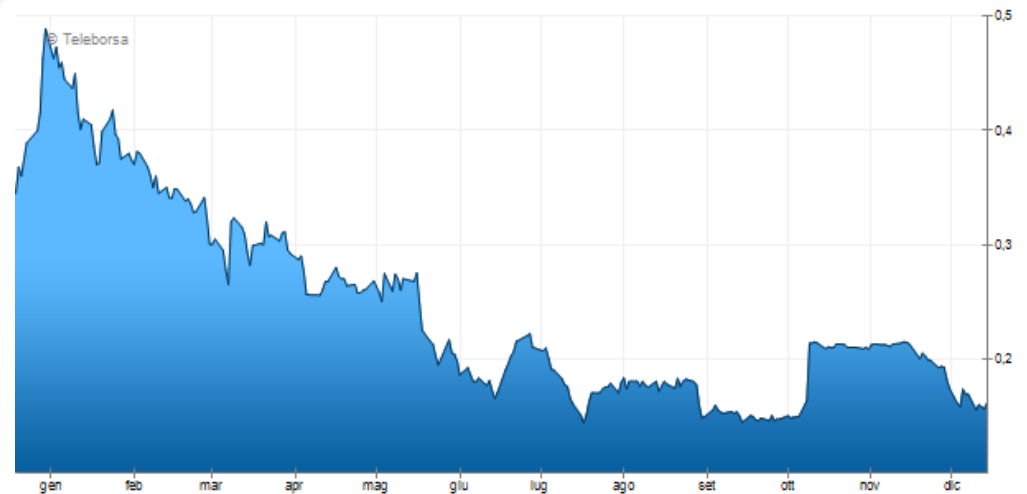
## Share info

Outstanding shares **138,500,000**  
Price as of 18 dec 2012 **0.16 €**  
Mkt Cap **22.2 mnl €**

Italian Stock Exchange - MTA

## Price performance

(Jan – Dec 2012)





## Investor Relations

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