

# Getastand – Digital Revolution for Fair Industry

Business Presentation



**BizPlace**  
Early Stage Capital Advisors

September 2020

STRICTLY PRIVATE AND CONFIDENTIAL

# Agenda

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- **Introduction**

- Problem & Solution
- Business Model
- Market
- Competitive Landscape
- Business Plan
- Funding

# Who are we?

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Getastand is an innovative platform created in 2017 with the goal of connecting organizers and exhibitors of fairs and events.

## #1: Booking Exhibition Spaces



It simplifies the entire booking process of the exhibition spaces supporting event organizers in the sales process of the exhibition space of their event.

## #2: Digital Fairs



Thanks to its innovative technology, it organizes digital trade fairs to virtually make exhibitions and events happen online.

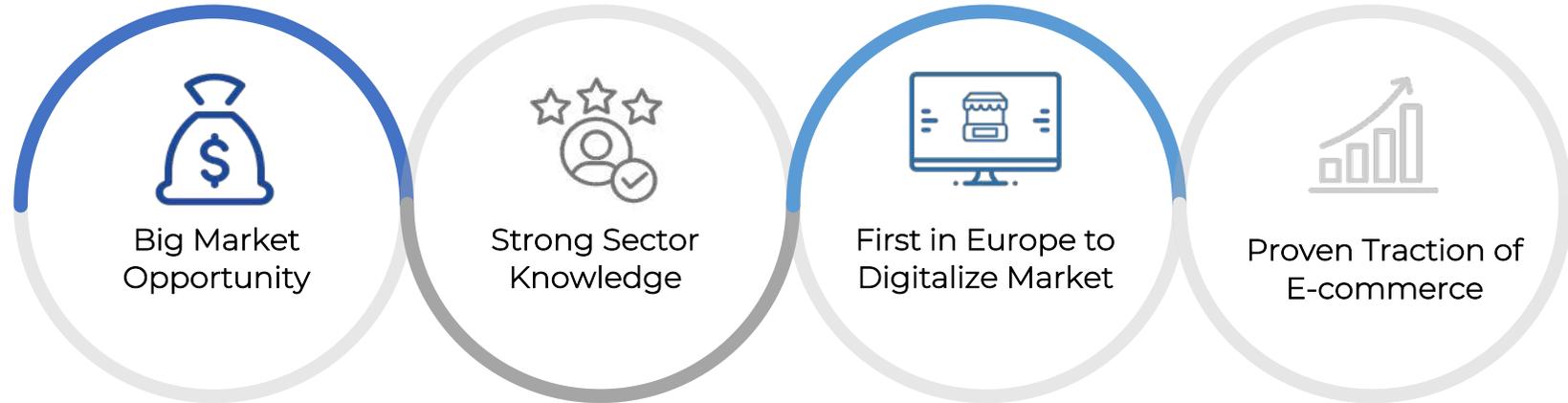
## #3: Fair Shops



It created a platform that manages the Fair Shops online, the right marketplace for all companies in the exhibition who want to sell online.

# Why invest in Getastand?

Getastand has entered a profitable market with a strong sector knowledge and ready to meet future trends, such as digitalisation and e-commerce.



**01** Every year in Europe €50B are spent to book spaces in fairs, where all products are sold for €275B.

**02** The experience in the fair industry of the three founders is crucial for a solution that solves a tangible problem.

**03** The website has been active since February '18 and Getastand was the first to launch an Italian digital fair.

**04** In 2019, about €50M have been spent in online purchases. This trend is expected to grow at +20% rate.

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# #1 Booking Exhibition Spaces: Problem

Although Getastand addresses a growing market, such as the booking of the exhibition spaces that each year registers 5 million exhibitors, both the organizer and the exhibitor face different problems.



No sales channels  
27% unsold spaces in events



No information  
No booking platforms

Today the **organizers** do not have a digital channel to rely on to sell their spaces, so they have to traditionally manage the entire event through **fragmented channels** such as phone calls, e-mails or messages, causing a great waste of time. All these facts create **27% of spaces that remain unsold** or undersold, signaling a challenge in reaching new exhibitors outside their main contacts. Moreover, exhibitors do **not have a reference channel** to find new events suitable for their products and end up participating in the same ones each time. Furthermore, once they find a possibly interesting event, they spend a great amount of **time finding all the information** they need to apply and the participation procedure can take up to several weeks.

# #1 Booking Exhibition Spaces: Solution

The solution of Getastand represents a booking marketplace for organizers and exhibitors.

Getastand brings the experience of selling the exhibition spaces to another level thanks to an **all-in-one platform** that combines the packages available in a **dynamic** way so to create an **advanced online experience**. Users of the platform may **rapidly and easily** create, sell and manage the exhibition spaces online, saving up to 70% of time spent on administration & management. Target users are **companies** that want to acquire customers and recognition from the public, and all those exhibitors without a fixed location who make participation in events the only moment of sale, such as **merchants, artisans and food trucks**.



## #2 Digital Fairs: Problem

The traditional way of organizing fairs encounters various problems.



Long time between one edition and another



No way to increase participation



Deleted events

Sector fairs often take place every 2, 3 or 4 years and therefore a long lapse of time passes between one edition and the next.

Therefore, there is the need to create a **digital version** halfway between one edition and the other.

It is also an opportunity to **expand the public** to all those people who cannot physically go to the fair due to **participation physical limits**.

Having digital fairs will solve the problem of **events canceled** due to force majeure, as is Covid-19.

## #2 Digital Fairs: Solution & Model

Getastand takes care to translate physical fairs to the digital world.



Getastand was the first to launch an Italian digital fair “Made in Digital”. Exhibitors can **interact** with their clients participating at the fair with a **lower participation fee** compared to other events. They also have the possibility to **sell online** their products through [getastand.shop](https://getastand.shop).

The sectors involved are:

- Food & Beverage;
- Home Décor;
- Health & Wellness;
- Clothing & Accessories;
- Handcraft & Handmade;
- Startup & Innovation.

## #3 Fairs Companies Shop: Problem

Covid-19 forced all exhibitors to temporarily suspend their operations and digitalize.



Forced online transition



Need to digitalize



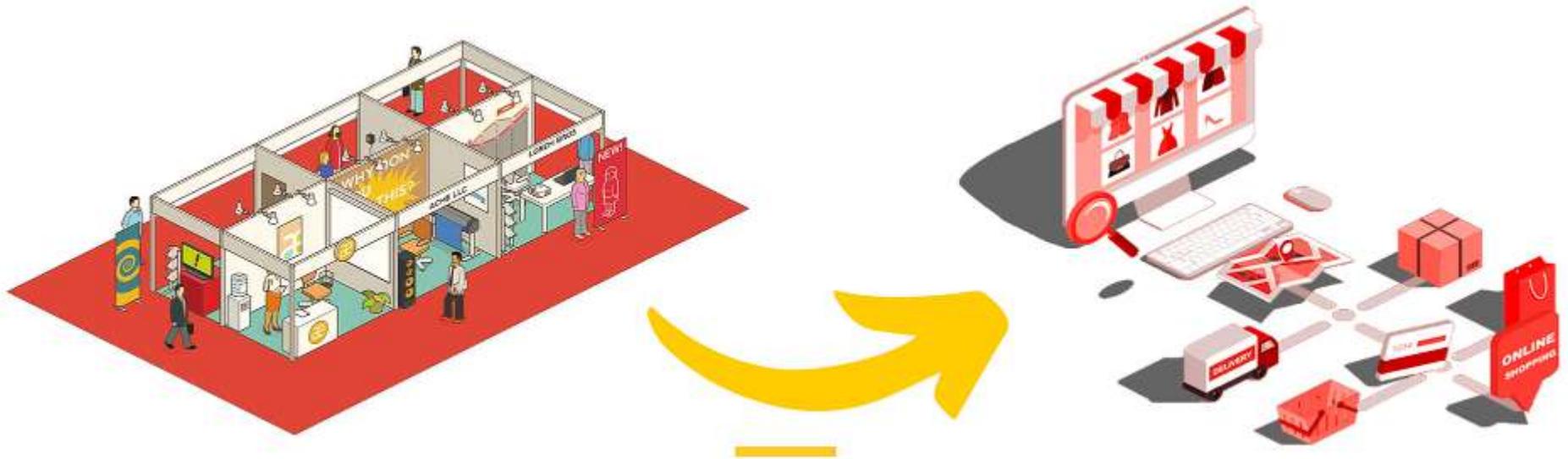
High commission costs

The volume of products sold in fairs accounts to **€275 billion** that is a substantial portion for exhibitors. The emergence of Covid-19 has forced exhibitors to suspend their ordinary activity and to necessarily pass to **online selling**. There are two alternatives: either open a personal shop online, or rely on big marketplaces, such as Amazon or Ebay. Both options imply risks and cons. On one hand, the need to **digitalize** and acquire the necessary knowledge on dynamics of **logistics** and **advertisement** and on the other **high commission costs** and **limits** on the number of items to sell.

## #3 Fairs Companies Shop: Solution

Marketplace for all companies in the exhibition industry who want to sell online.

Getastand.shop was created to overcome these common problems that exhibitors face and offer a solution that supports fair operators that want to open their online shop in a **simple** and **transparent** manner. Indeed, users will benefit from a **low cost** to open the shop, **advertising experts** and international couriers included in the price, **low commission fees** and **no obligation** on the **number** of pieces or stock.



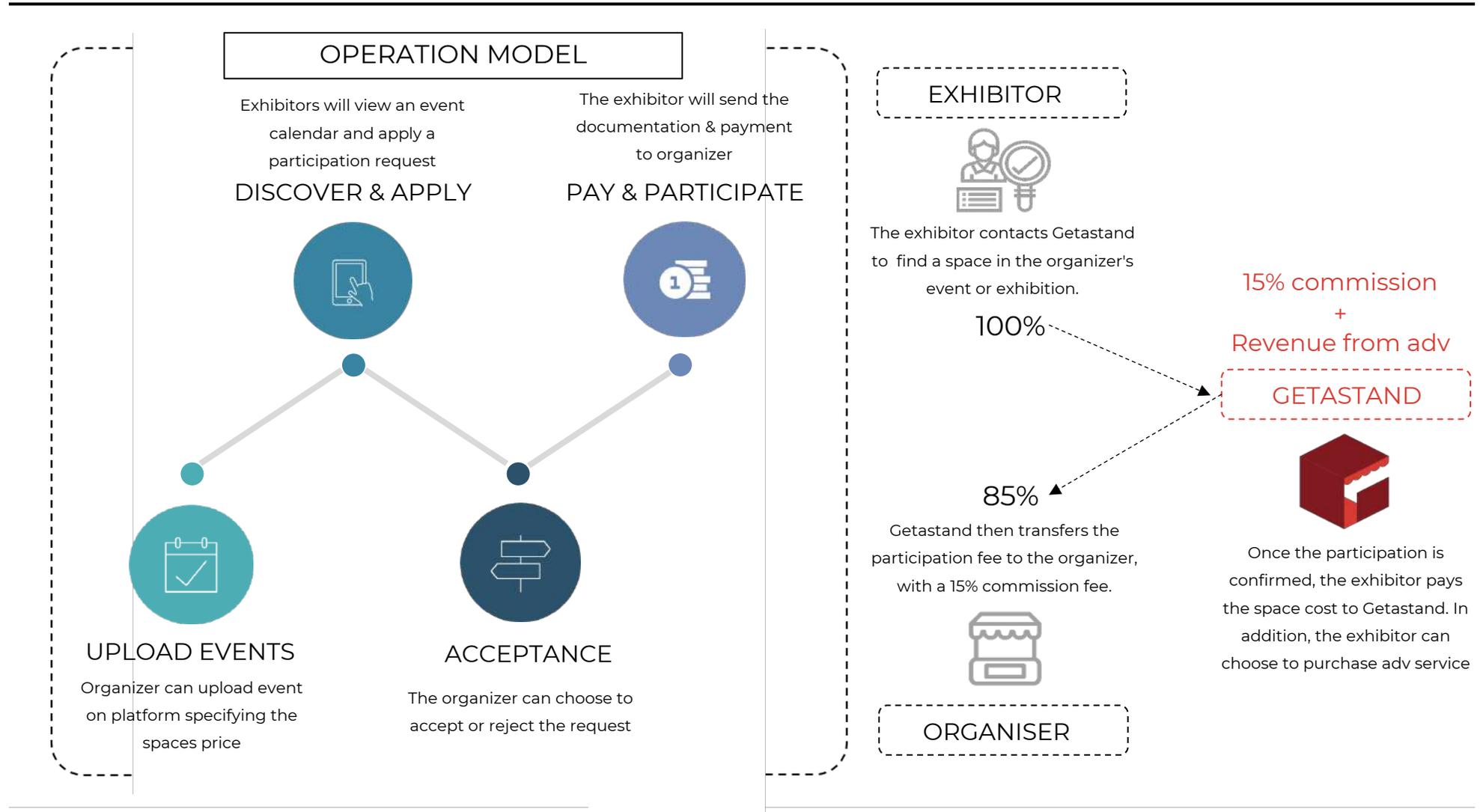
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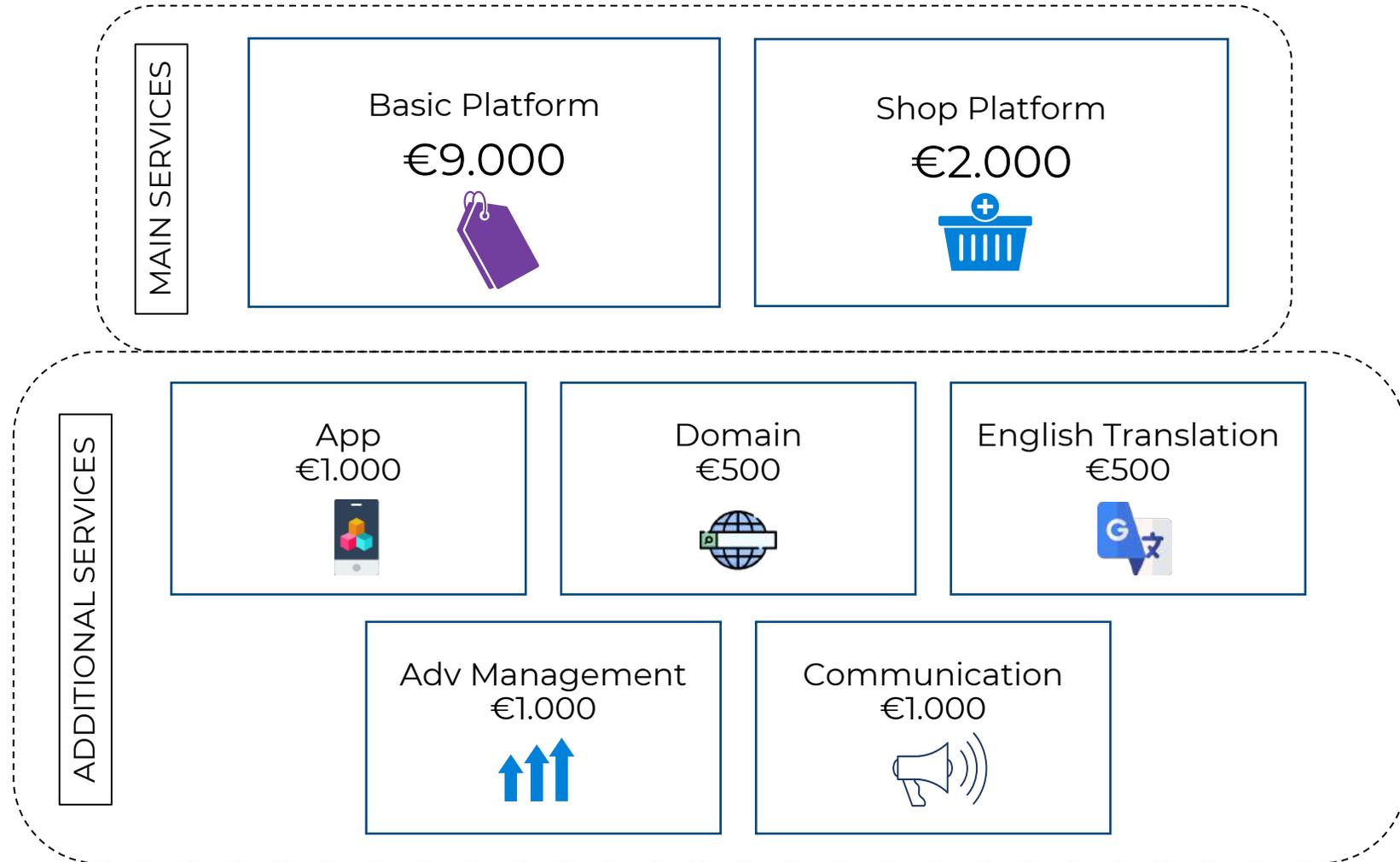
# #1 Booking Exhibition Spaces: Business Model

The model that Getastand adopts for the booking of exhibition spaces is simple and easy to follow for both the organizer and the exhibitor. Getastand plays an intermediary role between the two parties with a commission fee of 15%.



## #2 Digital Fairs: Business Model

The participation price for an exhibitor in a digital fair can include different options, each with a different price. The most popular option includes the basic platform price and the shop platform price (with access to [getastand.shop](#)).



# #3 Fairs Companies Shop: Business Model

\*For the first 50 sellers that join getastand.shop there is a free month. Moreover, during the launch period there will be a discount on the subscription fee: the basic subscription at €19 (instead of €30) and the top subscription at €49 (instead of €80). After the launch period, the prices are €30 and €80 respectively for the two plans.

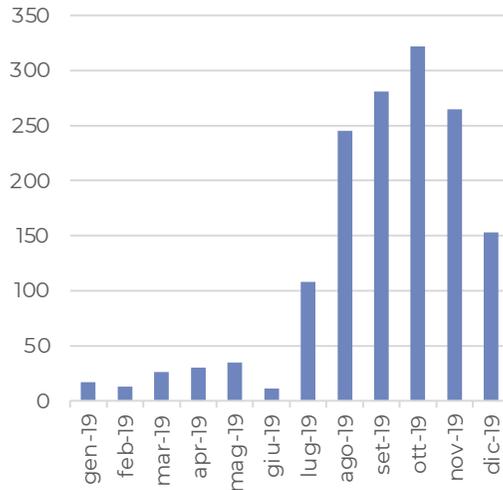
		BASIC	TOP
		€30/month	€80/month
FEATURES		discounted at €19/month*	discounted at €49/month*
Functions	Personal shop	✓	✓
	Number of products	20	Unlimited
	Sales control panels	✓	✓
Marketing	Social network promotion	1 product	5 products
	Search engine optimization	✓	✓
	Facebook showcase		✓
	Shop report		✓
	Discount codes		Coming
Shipment	Shipment included	✓	✓
	Shipment tracking	✓	✓
	Withdrawal to hand	✓	✓
Payment & support	Commission on transaction	15%	10%
	Card payments	✓	✓
	Secure payments	✓	✓
	Chat/mail assistance	✓	✓
	Phone assistance	✓	✓

Sellers may also purchase further marketing services in addition to any plan:

- Facebook adv €100/m
- 15 day showcase €150/m
- 30 day showcase €200/m

## Booking – New Exhibitors

The year 2019 saw a growth in the number of exhibitors registered to Getastand. However, 2020 reflected the industry instability due to Covid-19



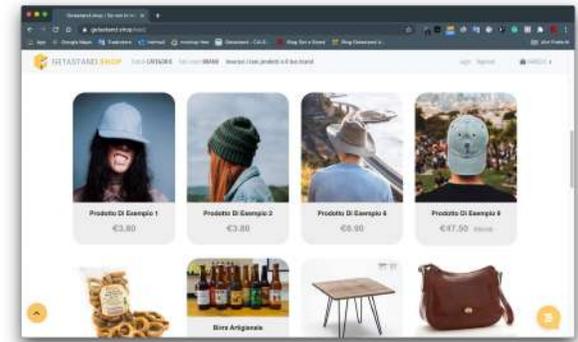
## Digital Fairs – Made in Digital 2020

- More than 70 involved companies
- More than 200 uploaded products on shop
- More than 30.000 worldwide visitors
- More than 250 live webinar participations
- 150 hours live exhibition



## Shop – New Registrations

Already more than 300 registrations for the shop, to which the demo has been sent. The first 50 sellers of the launch period will have a free month.



# Agenda

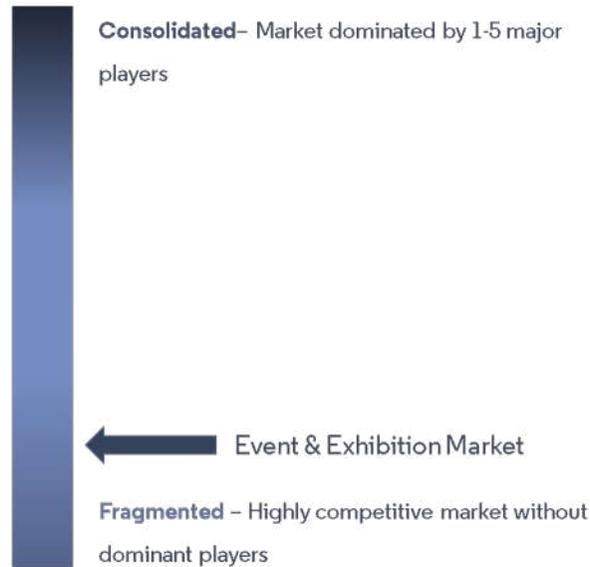
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# Global Market – Exhibition, Fairs & Events

The global Event & Exhibition market size is expected to reach over \$50 billion, growing at a CAGR of over 3% during the period 2019–2025.

## Market Concentration



The global market is rather fragmented as there are many different players, including a large number of regional companies and global companies.

## Event & Exhibition Market: growth rate by region (2020–25)



Major countries are United States, Canada, the United Kingdom, Germany, France, Italy, China, Japan, and South Korea, among others.

# European market – Exhibitions, Fairs and Events

Every year in Europe 50 billion euros are spent to book exhibition spaces in fairs and events from 5 million exhibitors in 1 million events. The table below presents the breakdown of events analyzed in the Euro Fair statistics 2018. The dominant industries are shown in relation to the rented spaces and number of events.

INDUSTRY SECTOR	Rented Space		Events	
	Sqm	%	Number	%
Leisure, Hobby, Entertainment	4 306 150	15%	548	21%
Construction, Infrastructure (5)	2 949 110	11%	204	8%
Engineering, Industrial, Manufacturing, Machines, Instruments, Hardware (19)	741 057	10%	182	7%
Agriculture, Forestry, Fishery (1)	2 552 570	9%	196	7%
Food and Beverage, Hospitality (2)	2 409 078	9%	245	9%
General (27)	2 055 132	7%	152	6%
Furniture, Interior design (12)	2 034 024	7%	151	6%
Automobiles, Motorcycles (16)	1 569 066	6%	85	3%
Textiles, Apparel, Fashion (25)	1 459 642	5%	126	5%

## Key Numbers

50B Sold Spaces



5 M Exhibitors



1 M Events

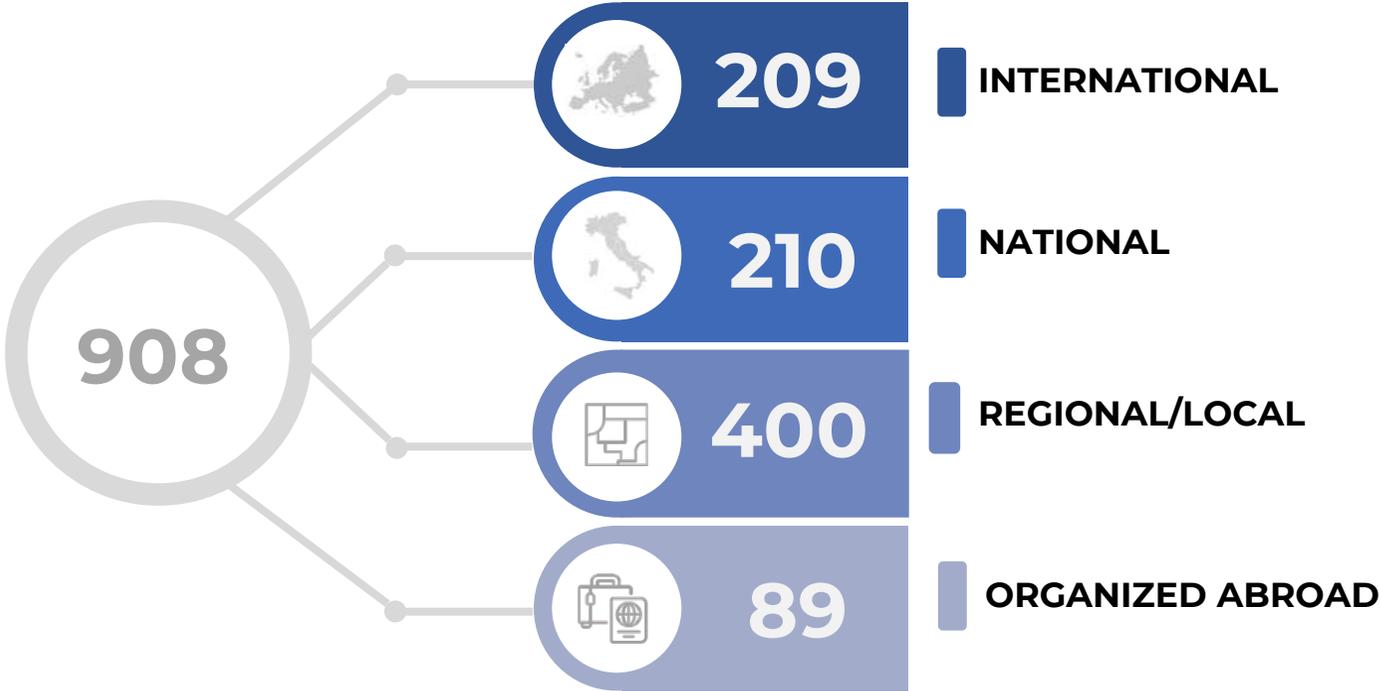


# Italian Market – Exhibition, Fairs & Events

The Italian market is divided among international, national, regional fairs and those organized abroad. The largest portion is that of regional and local events that represents almost 50% of the total number. In Italy there are more than 200K exhibitors with over 22M visitors and 4.200.000 sqm of exhibition area for a total of €3 B revenue.

Segmentation of Fairs in Italy

Key Numbers



>200.000 Exhibitors

>22m Visitors

4.200.000 sqm Exhibition Area

€3B Revenue

Source: AEFI Conference 2018

# Trends of Exhibition, Fairs and Events Market

Among many, the major trends that have emerged in the exhibition, fair and event market during the last years are technology, sustainability, business model evolution and customer centricity.

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## TECHNOLOGY

Although the market is not digitalized yet, technology is assuming an increasingly important role with forms of AI and VR.



## SUSTAINABILITY

The discussion around sustainable development will continue to heat up and best practices must be implemented at every event.



## BUSINESS MODEL EVOLUTION

Fairs have become a blend of formats combining traditional and new approaches in a process of redefining revenue streams.



## CUSTOMER CENTRICITY

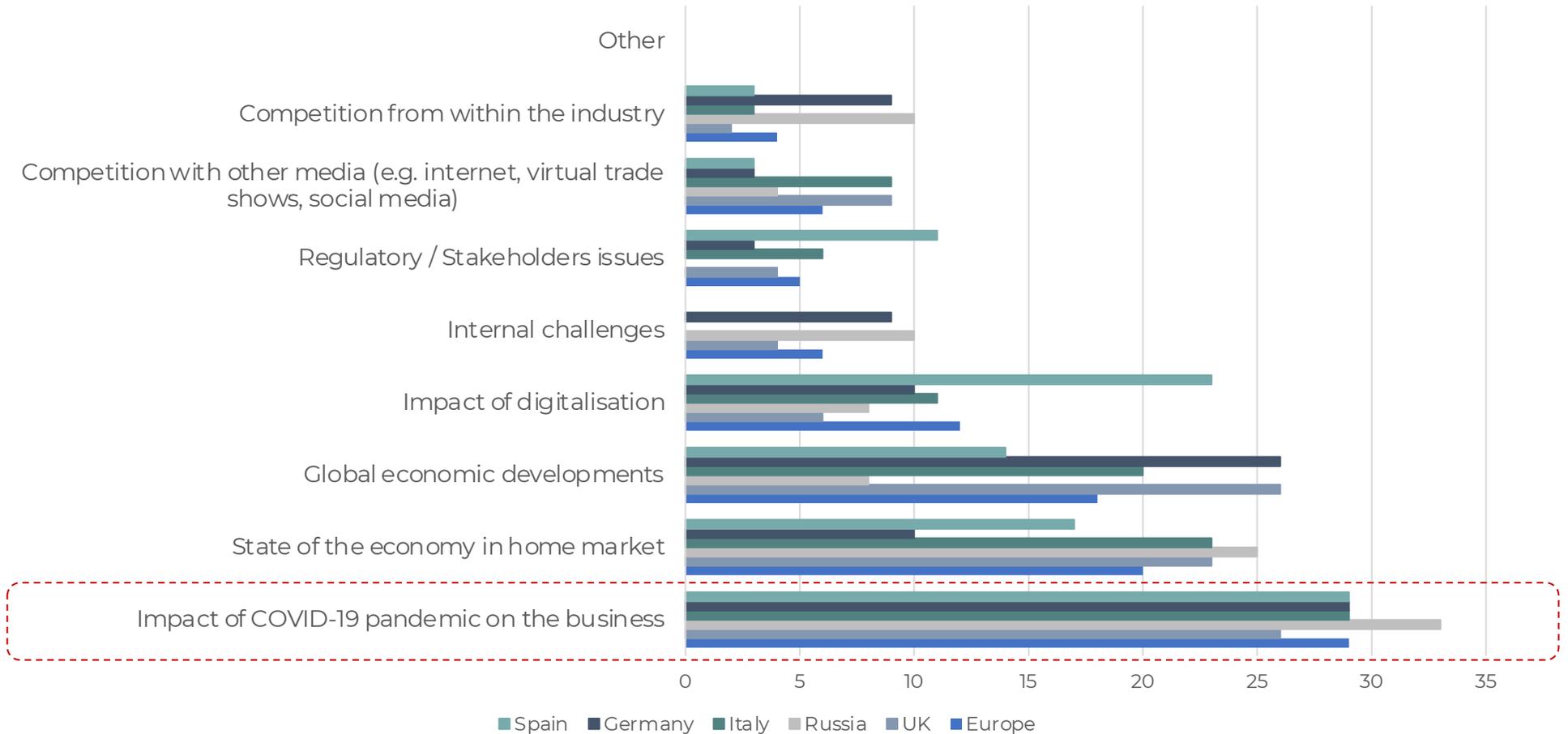
There is an increasing focus on customer centricity in order to create more unique experiences customized for the client's need.



# Trends of Exhibition, Fairs and Events Market 2020

This statistic shows the most important issues facing the exhibition industry in Europe as of June 2020. On average, 29% of exhibition companies in Europe cited impact of COVID-19 pandemic as an important issue facing the exhibition industry.

## Issues Facing Exhibition Industry in Europe 2020



Source: Statista

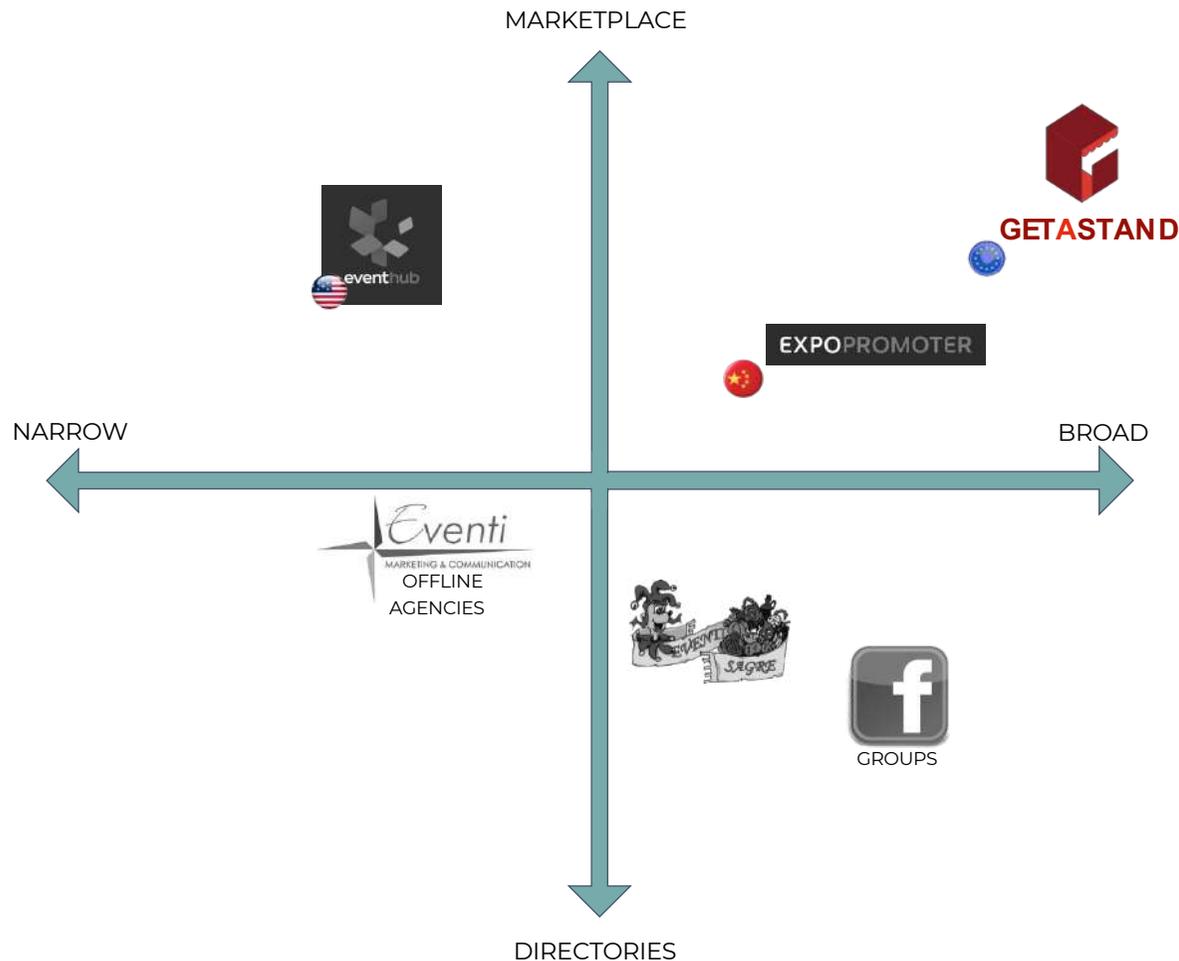
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# Competitive Landscape – Main players

The main players of the market are Event Hub, based in the United States, Expo Promoter, for the Asian countries and Facebook groups for the European market.



The global competitors of Getastand are presented in the graph. **Event Hub** represents the main player for the United States and their focus is mainly on the sports events.

In the Asian world, the competitor is **ExpoPromoter**, a startup based in London, which proposes a sales channel for the exhibition spaces of China's fairs.

In the European market, space management and requests for participation still take place using the traditional methods, such as **Facebook groups** or **websites** that aggregate flyers of events and fairs. There are also event **agencies** organizations that work without an online channel.

Getastand is the only platform in Europe that offers an online booking channel for exhibition spaces.

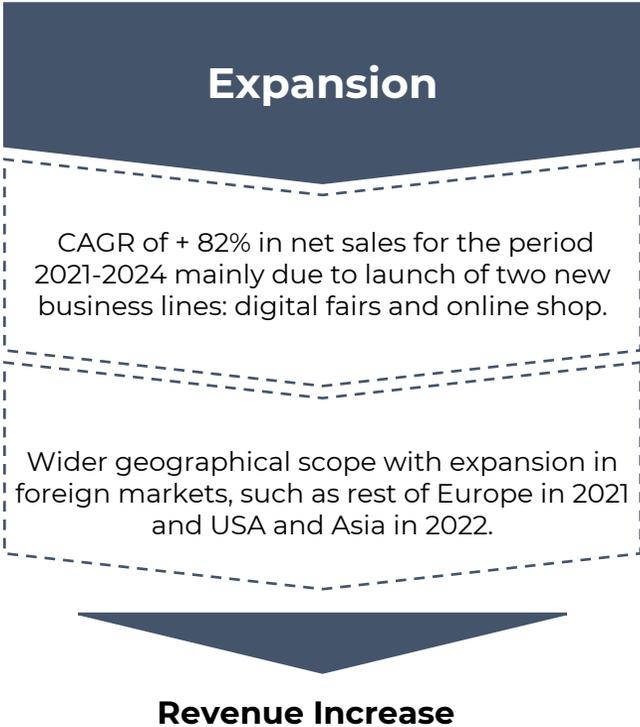
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# Business Plan – Revenue Drivers

The two main revenue drivers regard the expansion in terms of business lines and geographical scope, that results in a revenue increase, and the total number of customers, that cumulatively increase over time and purchase more additional services, generating a margin increase.

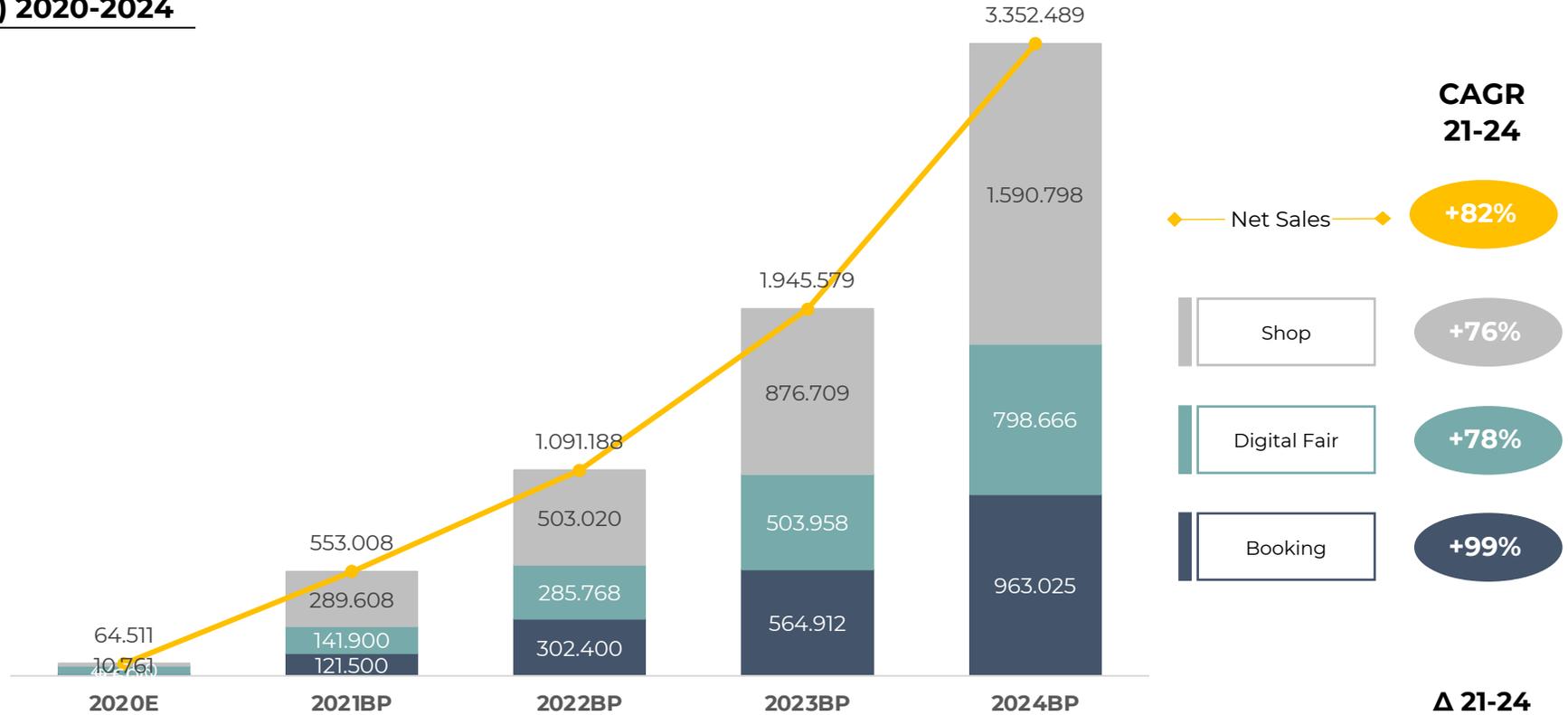


Source: Business Plan

# Business Plan – Revenue

The forecasted revenue of Getastand amounts to €3.352.489 for 2024 with an overall CAGR of 82%. The main business line is predicted to be the shop online, that records a CAGR of 76% and the highest total value among the three business lines of over €1,5m.

## Revenue (€) 2020-2024

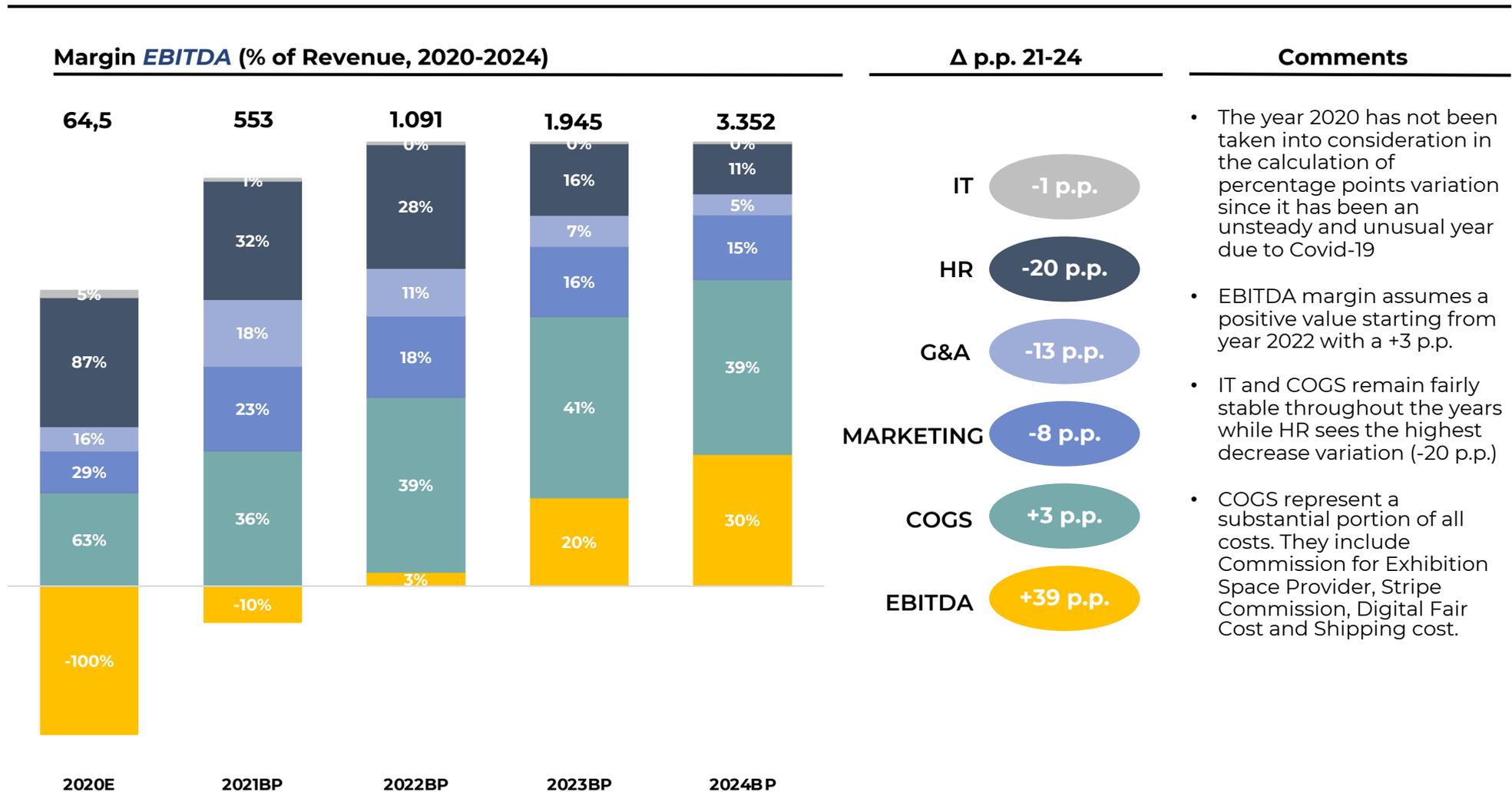


	2020E	2021BP	2022BP	2023BP	2024BP	Δ 21-24
<b>EBITDA €k</b>	(64,6)	(53,8)	34,9	388,4	997	+1.050
<b>EBITDA %</b>	-100%	-9%	3%	20%	30%	+39 p.p.

Source: Business Plan

# Business Plan – EBITDA Margin

The EBITDA margin is forecasted to increase up to 30% in 2024 (+39 p.p. vs 2020). Apart from COGS, all other costs undergo a decrease in p.p.



Source: Business Plan

# HR Plan - Headcount

By year 2024 Getastand will reach 14 employees.

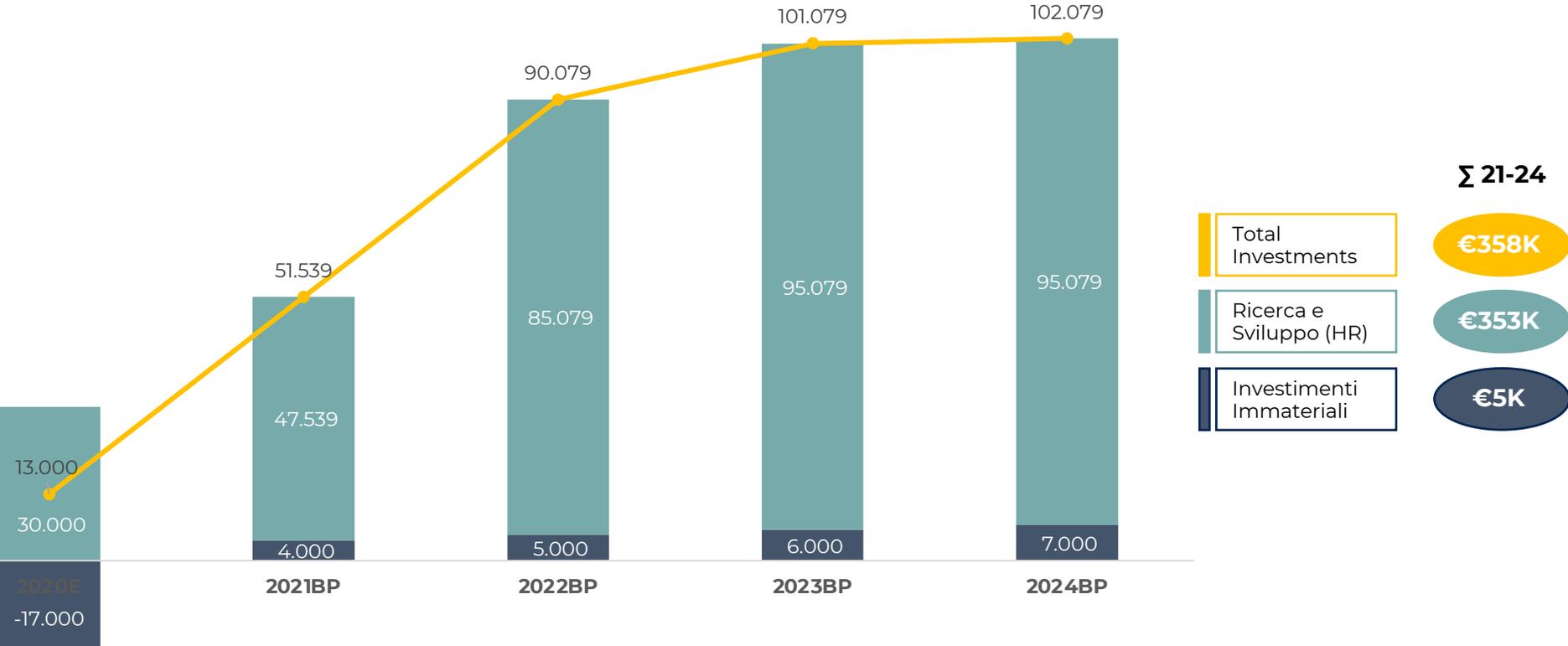
HR	2020E	2021BP	2022BP	2023BP	2024BP
CEO	1	1	1	1	1
COO	1	1	1	1	1
CFO	1	1	1	1	1
CTO	1	1	1	1	1
Sales Manager	0	0	1	1	1
Business Developer	0	1	1	1	1
Account Manager	1	1	2	2	3
CMO	0	1	1	1	1
Marketing Specialist	0	0	1	1	2
Junior Developer	0	1	2	2	2
	<b>5</b>	<b>8</b>	<b>12</b>	<b>12</b>	<b>14</b>

Source: Business Plan

# Business Plan – Investments

There are no material investments for Getastand and the majority accounts for investments in R&D that represents more than 98% of total investment value. This regards the cost of HR of the junior developer and the consulting expenses for R&D.

## Forecasted Investments 2020-2024 (€)



Source: Business Plan

# Business Plan – Income Statement

	2020E		2021BP		2022BP		2023BP		2024BP	
	€	% Rev	€	% Rev	€	% Rev	€	% Rev	€	% Rev
<b>Revenues</b>	<b>64.511</b>	100,0%	<b>553.008</b>	100,0%	<b>1.091.188</b>	100,0%	<b>1.945.579</b>	100,0%	<b>3.352.489</b>	100,0%
Total Revenue Booking	9.600	14,9%	121.500	22,0%	302.400	27,7%	564.912	29,0%	963.025	28,7%
Total Revenue from Fairs	44.150	68,4%	141.900	25,7%	285.768	26,2%	503.958	25,9%	798.666	23,8%
Total Revenue Shop	10.761	16,7%	289.608	52,4%	503.020	46,1%	876.709	45,1%	1.590.798	47,5%
<b>COGS</b>	<b>40.757</b>	63,2%	<b>201.212</b>	36,4%	<b>429.922</b>	39,4%	<b>793.575</b>	40,8%	<b>1.320.426</b>	39,4%
Commission for Exhibition Space Provider	8.160	12,6%	102.000	18,4%	234.600	21,5%	453.247	23,3%	781.851	23,3%
Stripe Commission	903	1,4%	7.742	1,4%	15.277	1,4%	27.238	1,4%	46.935	1,4%
Digital Fair Cost	30.044	46,6%	85.200	15,4%	170.400	15,6%	298.200	15,3%	468.600	14,0%
Shipping	1.650	2,6%	6.270	1,1%	9.645	0,9%	14.890	0,8%	23.040	0,7%
<b>Gross Margin</b>	<b>23.754</b>	<b>36,8%</b>	<b>351.796</b>	<b>63,6%</b>	<b>661.266</b>	<b>60,6%</b>	<b>1.152.004</b>	<b>59,2%</b>	<b>2.032.063</b>	<b>60,6%</b>
<b>Operating Costs</b>	<b>88.383</b>	<b>137,0%</b>	<b>405.632</b>	<b>73,4%</b>	<b>626.329</b>	<b>57,4%</b>	<b>763.634</b>	<b>39,2%</b>	<b>1.035.068</b>	<b>30,9%</b>
Marketing	18.400	28,5%	126.650	22,9%	199.130	18,2%	307.620	15,8%	488.326	14,6%
IT	3.000	4,7%	4.000	0,7%	5.000	0,5%	6.000	0,3%	7.000	0,2%
G&A	10.600	16,4%	99.160	17,9%	117.376	10,8%	137.074	7,0%	158.533	4,7%
HR	56.383	87,4%	175.822	31,8%	304.823	27,9%	312.940	16,1%	381.210	11,4%
<b>EBITDA</b>	<b>(64.629)</b>	<b>-100,2%</b>	<b>(53.836)</b>	<b>-9,7%</b>	<b>34.937</b>	<b>3,2%</b>	<b>388.370</b>	<b>20,0%</b>	<b>996.994</b>	<b>29,7%</b>

Source: Business Plan

# Business Plan – Cash Flow

	2020E	2021BP	2022BP	2023BP	2024BP
<b>EBIT*(1-Taxes)</b>	(83.370)	(81.860)	(8.579)	324.493	815.513
+ D&A	18.741	28.024	43.516	63.878	84.147
+/- VAT	1.129	3.723	4.609	8.940	15.967
+ TFR	2.133	9.481	17.704	18.074	21.481
+/- Working Capital Changes	(999)	(999)	-	-	-
- Increase in receivables	406	406	-	-	-
+ increase in payables	(1.404)	(1.404)	-	-	-
- increase in inventory	-	-	-	-	-
+/- Changes in Investment Activities	(13.000)	(51.539)	(90.079)	(101.079)	(102.079)
- CAPEX	(13.000)	(51.539)	(90.079)	(101.079)	(102.079)
- Acquisition of Assets	-	-	-	-	-
+ Sales of Assets	-	-	-	-	-
<b>Free Cash Flow to the Firm (FCFF)</b>	<b>(75.365)</b>	<b>(93.169)</b>	<b>(32.829)</b>	<b>314.306</b>	<b>835.030</b>
+/- Changes in Financing Activities	6.164	(62)	(949)	(1.582)	(1.582)
+ Increase in Financial Debts / Grants	6.200	-	-	-	-
- Payments of Financial Debts / Grants	(36)	(62)	(949)	(1.582)	(1.582)
+ Increase in Tax Payables	-	-	-	-	-
- Increase in Financial Receivables	-	-	-	-	-
<b>Free Cash Flow to Equity (FCFE)</b>	<b>(69.202)</b>	<b>(93.231)</b>	<b>(33.777)</b>	<b>312.724</b>	<b>833.448</b>
- Dividends	-	-	-	-	-
+ Shareholders' Cash	200.000	-	-	-	-
<b>Net Cash Flow</b>	<b>130.798</b>	<b>(93.231)</b>	<b>(33.777)</b>	<b>312.724</b>	<b>833.448</b>
	-	-	-	-	-
<b>Cumulated Cash Flow</b>	<b>175.536</b>	<b>82.305</b>	<b>48.528</b>	<b>361.252</b>	<b>1.194.700</b>

Source: Business Plan

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# Funding – Company Valuation

Getastand is valued €900.000 pre-money, an equity sold to new investors at 18,18%, for a value of €200.000.

The **Bizplace valuation model** determines the forecasted corporate valuation (FORECASTED TERMINAL VALUE) by applying the multiples method to the company's projected Turnover (EV/SALES) and EBITDA figures (EV/EBITDA) and discounting the result for the limited liquidity of the capital (ILLIQUIDITY DISCOUNT) and for the impact on business resulting from the possible loss of key people in the team (KEY PERSON DISCOUNT). The Forecasted Terminal Value, which represents the company's valuation if the business plan is respected, is subsequently weighted for the expected VC funds performances across the world (EXPECTED TERMINAL VALUE DISCOUNT). The Expected Terminal Value is then corrected for the effect of dilution resulting from subsequent capital increases (DIVERGENCE EFFECT) and discounted to the present time for the cost of equity of a private company (TOTAL COST OF EQUITY). The result is the post-money valuation of the company to date (POST MONEY VALUATION). The pre-money valuation (PRE-MONEY VALUATION) is the difference between the post-money valuation and the equity investment at this round (FUNDING ROUND).

- EV/SALES = **2,4x**
- EV/EBITDA = **12,0x**
- **FORECASTED TERMINAL VALUE = €7.725M**
- ILLIQUIDITY DISCOUNT = **20%**
- KEY PERSON DISCOUNT = **3%**
- EXPECTED TERMINAL VALUE DISCOUNT = **43%**
- **EXPECTED TERMINAL VALUE = €1.9M**
- DIVERGENCE EFFECT = **1/DILUTION EFFECT**
- DILUTION EFFECT = **100%**
- TOTAL COST OF EQUITY = **13,58%**

**€900 K**  
PRE-MONEY

**€200K**  
FUNDING

## VALUATION PRE-MONEY

900.000 €

## FUNDING ROUND

200.000 €

## VALUATION POST-MONEY

1.100.000 €

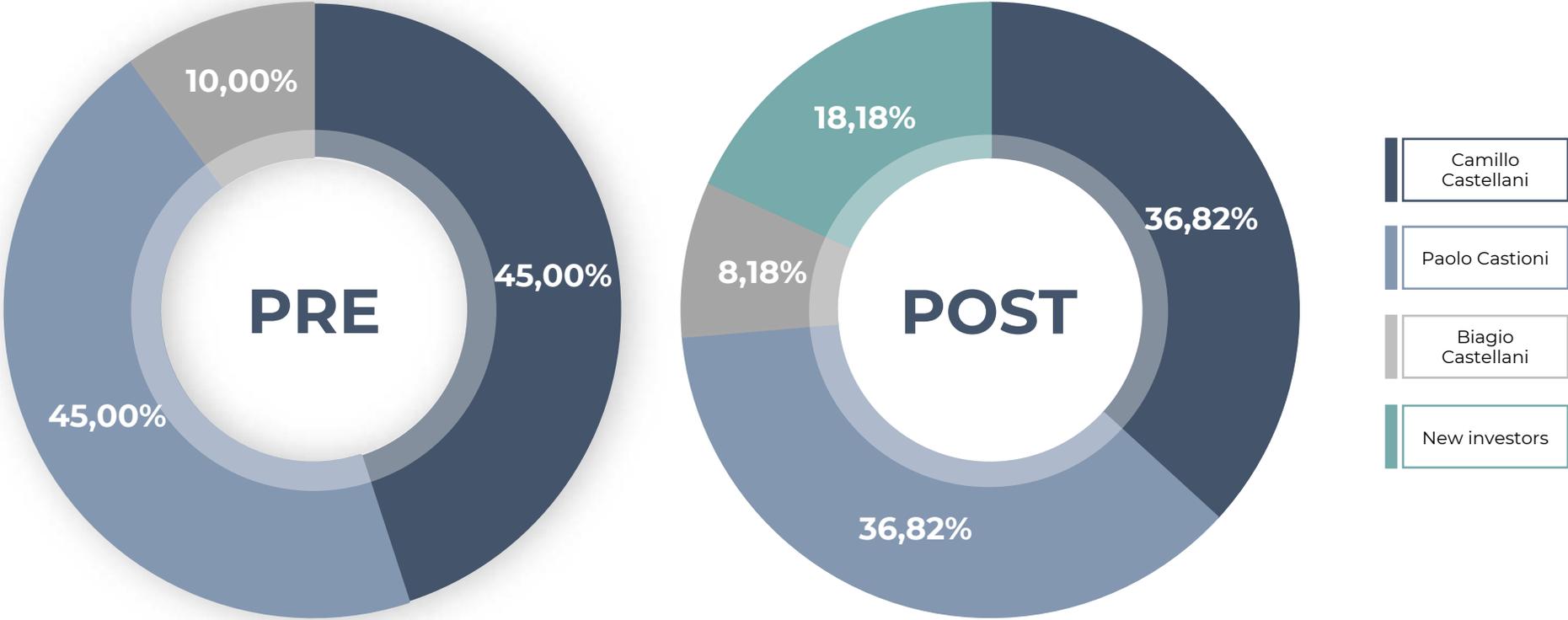
## EQUITY SOLD TO NEW INVESTORS

18,18%

Source: Business Plan

# Funding – Cap Table

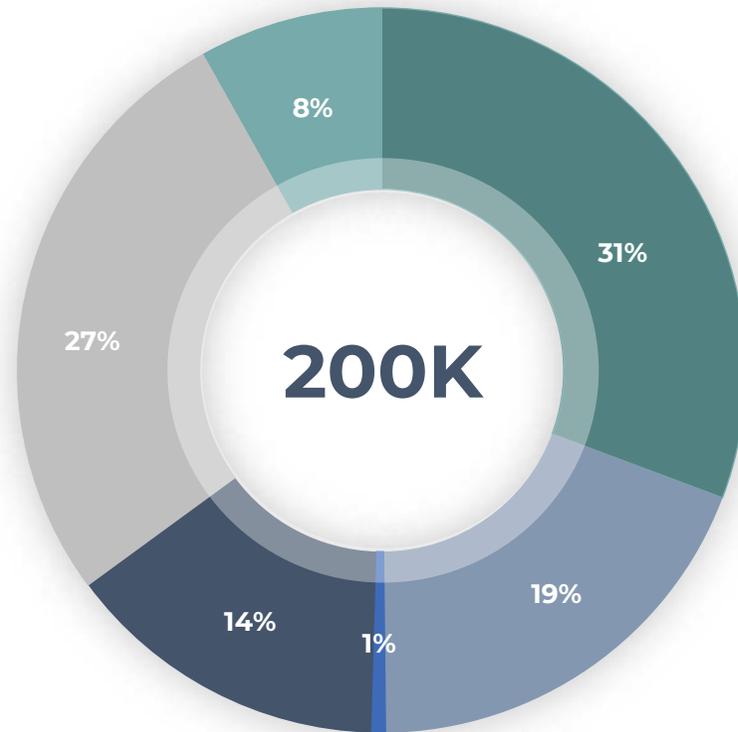
Capital Structure Pre and Post investment round. The new investors acquire 18,18% of the capital.



Source: Business Plan

# Funding – Resource Allocation

The resources are mainly distributed between COGS (31%) where €61.431 are allocated and HR (27%) where €53.935 are assigned.



€16 K

Capex

€61 K

COGS

€38 K

Marketing

€1 K

IT

€29 K

G&A

€54 K

HR

# Team



**PAOLO  
CASTIONI**  
CEO & CO-FOUNDER

Graduated in architecture at Politecnico di Milano, with a 6 months Erasmus period in Portugal at Unversidade Lusofona do Porto. During his university career he creates “Lo Sgabuzzino”, a creative recycling laboratory with the brand Lo Sgabù Design. He participates to over 30 regional and national events and fairs where he promotes the creative products made recycling old furniture and furnishings of various kinds. During the Erasmus exchange he also gets to know the foreign market joining events in Portugal. Back in Italy, during the Master Degree, he creates Getastand together with Camillo Castellani.



**CAMILLO  
CASTELLANI**  
COO & CO-FOUNDER

Graduated in Architecture at Politecnico di Milano, with an international exchange period of 1 year at the Universidade Federal do Espirito Santo, in Vitoria, Brazil. During the Master's Degree in Milan he participates as Project Manager of installations for the company Situer, at various national and international fairs (Paris, New York, Hong Kong, Miami, Dusseldorf) during which he manages the participation of the company at the fair, from the documentation to the set-up and the sales at the fair. The common experience in the trade fair sector with Paolo pushes them to create Getastand.



**BIAGIO  
CASTELLANI**  
CFO & CO-FOUNDER

Graduated in Economics and Financial Markets at the Cattolica University of Milan, with a period of 1-year international exchange at Missouri Southern State University in the United States. During the Master's Degree, he participates as an Export Manager for the company Situer for international trade fairs. In 2016, he obtains his master's degree in Export Management at Sole 24Ore Business School. In 2018, he becomes the first investor of Getastand. By knowing the industry, he strongly believes in the idea and supports the development of the business.

# Team

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CLAUDIO SECCIA  
FULL STACK DEVELOPER

Graduated in Economics and Management at the University of Pescara. He has worked from the very beginning as a Full Stack Developer between Pescara, Milan and Debrecen (Hungary).

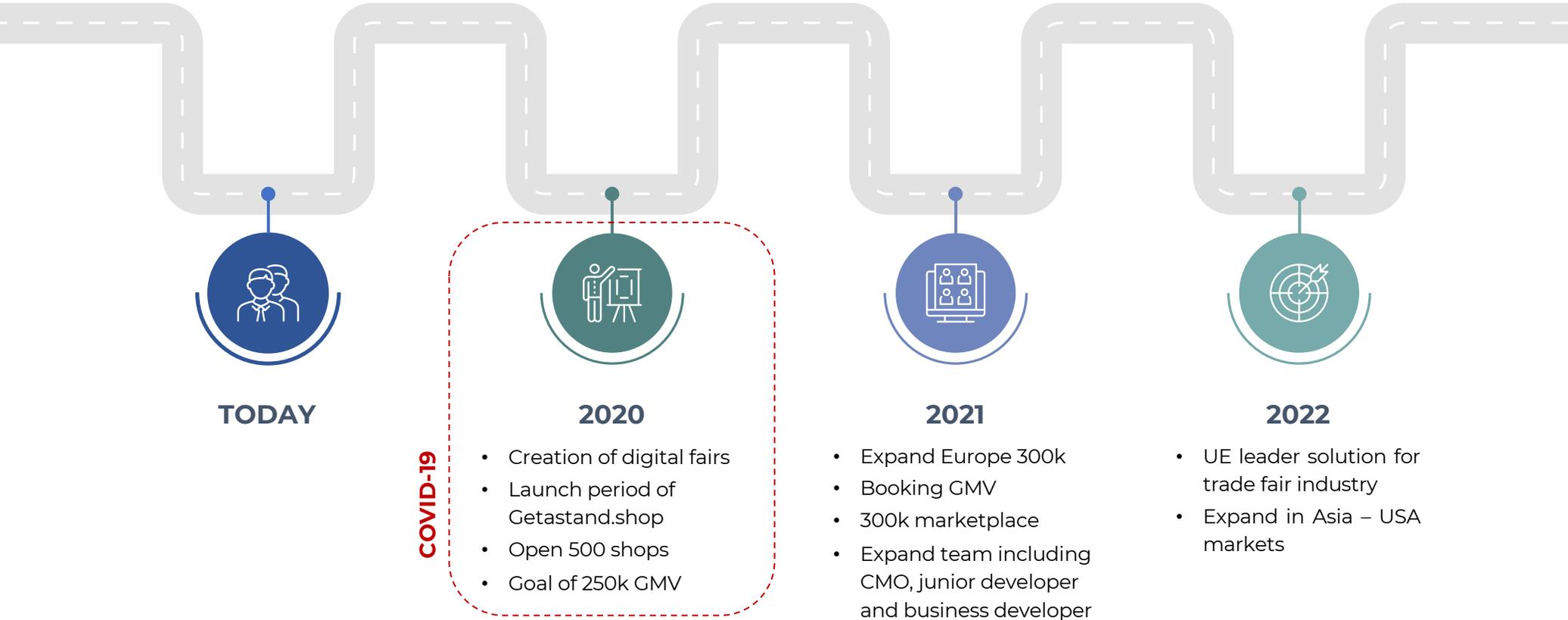
He is specialized in web platforms and customized apps API and content management systems. Moreover, he has worked on various platforms, developing websites and custom made smart projects of various scales, alone or in a team, using the latest technologies over the last 15 and more years.



ALESSANDRA CELI  
ACCOUNT MANAGER

Graduated from the Faculty of Law of Verona. Thanks to a contest organized by "Donna Moderna", she gets in touch and represents for a year, together with other women, the reality of "Fondazione Pangea Onlus". The foundation has been engaged for the past 16 years in the fight against the violence towards women and children in Italy, Afghanistan, India and Colombia. Moreover, she has worked as a Sales Assistant in several companies before becoming Getastand Account Manager, dealing with the management of exhibitors' participation.

# Roadmap



# Disclaimer

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Questa Business Presentation (la "Business Presentation"), che è stata redatta da BizPlace Holding Srl nella sua qualità di consulente finanziario e in collaborazione con GETASTAND S.r.l. («GETASTAND» o "Azienda" e, congiuntamente alle altre società da essa controllate o altrimenti affiliate ad esso, il "Gruppo"), nell'ambito della procedura (la "Transazione proposta") per la cessione di una partecipazione in Truckscreenia, contiene esclusivamente dati e informazioni forniti dal Gruppo o già di dominio pubblico ed è fornito ai potenziali partecipanti alla Transazione proposta a solo scopo informativo.

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Le informazioni contenute nella Business Presentation sono state preparate con l'intenzione di aiutare il destinatario a fare la propria valutazione della Transazione proposta, senza pretese di essere esaustivo. Tali informazioni possono essere soggette a cambiamenti, emendamenti o aggiornamenti, che né BizPlace né l'Azienda si impegnano o si impegnano a fornire. La Business Presentation non deve essere presa come base per le decisioni di investimento da parte di potenziali controparti.

La Business Presentation non intende fornire un quadro dell'attuale andamento delle attività dell'Azienda, che rimane libero di svolgere le proprie attività ordinarie e / o straordinarie; di conseguenza, né l'Azienda né BizPlace forniscono alcuna garanzia che dopo la data della Business Presentation, non vi saranno cambiamenti nelle attività e / o nella situazione degli utili dell'Azienda.

In relazione a quanto precede, né BizPlace né l'Azienda né alcuno dei rispettivi membri degli organi direttivi e di controllo, della direzione generale, del personale e dei consulenti possono in alcun modo essere ritenuti responsabili per eventuali danni diretti e / o indiretti che potrebbero subire da parte di terzi che si sono basati sulle dichiarazioni rese o omesse dalla Business Presentation. Qualsiasi responsabilità derivante direttamente o indirettamente dall'uso della Business Presentation è espressamente esclusa.

Gli utili e le proiezioni finanziarie contenuti nella Business Presentation sono basati su stime e assunzioni soggettive, su circostanze ed eventi che non si sono ancora materializzati e che sono stati realizzati dal management dell'Azienda. Di conseguenza, non vi è alcuna garanzia che i risultati stimati saranno effettivamente forniti.

Nel fornire la Business Presentation, né l'Azienda né BizPlace assumono alcun obbligo di fornire al destinatario della presente ulteriori informazioni e / o documentazione. Né la ricezione della Business Presentation da parte del destinatario né le informazioni in essa contenute o successivamente divulgate a qualsiasi parte con riferimento alla Transazione proposta possono essere interpretate come consulenza di investimento da parte di BizPlace.

La Business Presentation non costituisce in alcun modo una proposta per l'esecuzione di un contratto o una sollecitazione o consulenza o raccomandazione per l'acquisto o la vendita di qualsiasi strumento finanziario. La Business Presentation non rappresenta un'offerta definitiva o un impegno da parte di BizPlace a sottoscrivere uno strumento finanziario di qualsiasi tipo.

L'azienda si riserva il diritto, a sua assoluta discrezione, di inviare la Business Presentation a qualsiasi parte interessata alla Transazione proposta, di condurre trattative con uno o più destinatari della Business Presentation e di eseguire accordi o contratti in relazione alla Transazione proposta senza in tal modo essere obbligato a fornire qualsiasi avviso in tal senso ai destinatari stessi.

L'azienda si riserva inoltre il diritto di sospendere a sua assoluta discrezione e senza obbligo di preavviso, le procedure e / o le negoziazioni in merito alla Transazione proposta. L'Azienda fornisce le informazioni contenute nel presente documento su base strettamente confidenziale e presupponendo che vengano utilizzate al solo scopo di prendere in considerazione la partecipazione alla Transazione proposta. Nel ricevere la Business Presentation, ciascun destinatario riconosce la natura confidenziale delle informazioni contenute nel presente documento e si impegna a non divulgarle in alcun modo o a utilizzarle per scopi diversi da quelli connessi alla Transazione proposta, in conformità con i termini e le condizioni dell'accordo di riservatezza debitamente eseguito da ciascuno dei destinatari.

È possibile che BizPlace, o una delle sue partecipate e / o società collegate, o uno dei clienti di BizPlace o del gruppo di appartenenza, possa aver stipulato accordi o possedere partecipazioni azionarie o potrebbe effettuare o aver effettuato transazioni che potrebbero comportare una potenziale situazione di conflitto di interessi rispetto al mandato accettato in relazione alle Transazioni proposte descritte nella Business Presentation. In caso di conflitti di interesse derivanti dall'esecuzione di tale mandato, questi devono essere gestiti in modo tale da non pregiudicare gli interessi dei clienti, in conformità con la politica di gestione dei conflitti di interesse gestita da BizPlace.

Per qualsiasi controversia insorta in relazione alla Business Presentation si applicano le leggi della Repubblica Italiana e il Foro di Milano avrà giurisdizione esclusiva.



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