



Azimut Group – 1H05 Results

✦ 1H05 Results

Highlights

Market environment: still high growth potential

✦ Competitive position

Asset management

Distribution

✦ Financials – IAS/IFRS adoption

✦ Outlook

New products

Ongoing activities

✦ Backup



AZIMUT

1H05 Results





1H05 Highlights

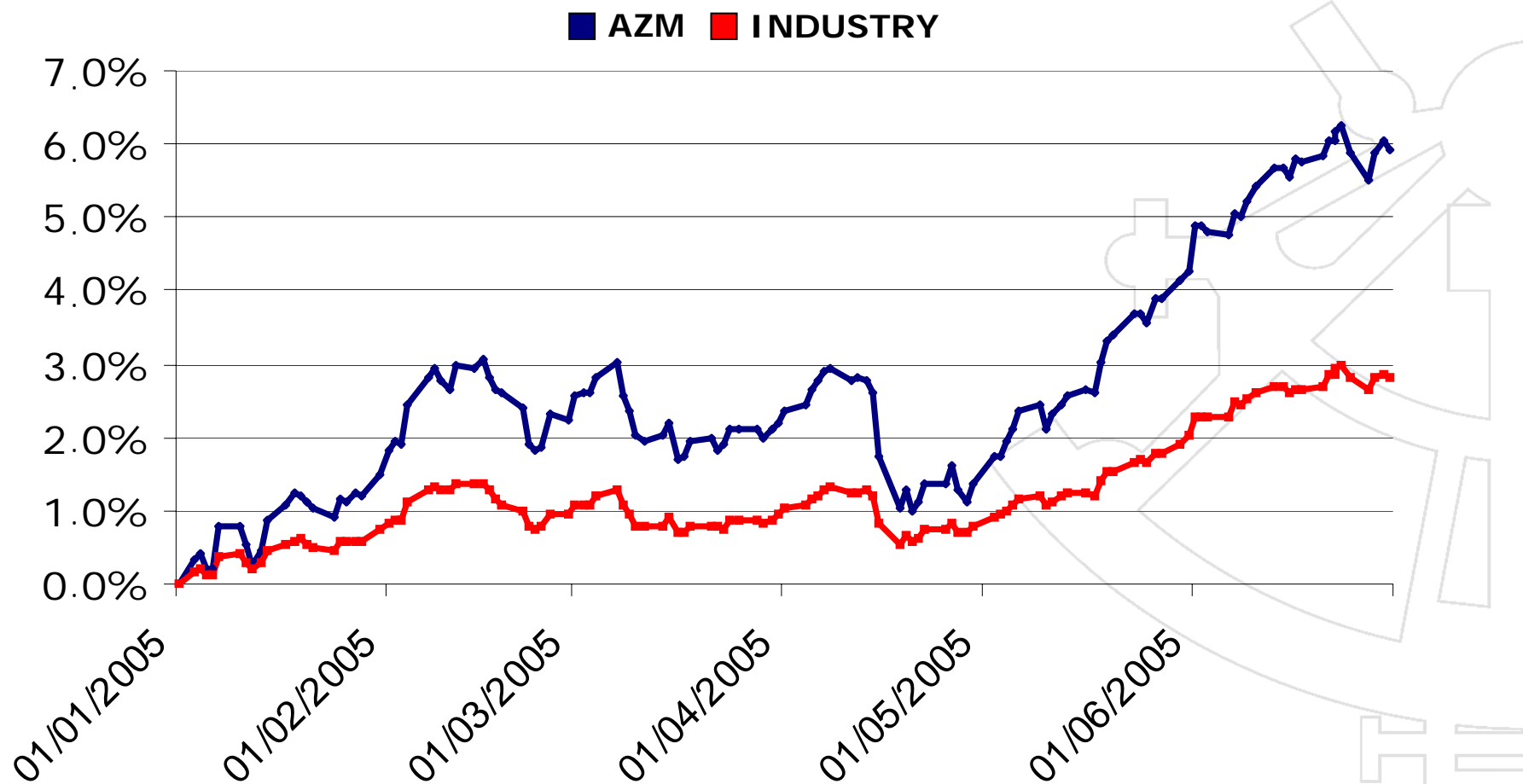
- ✦ 1H05: EBIT +284% Net Profit +168%
Operating cash flow +54%
- ✦ Overperforming the funds industry: WAP* 5.3% vs. 2.8% for the Industry (Fideuram General Funds Index)
- ✦ Keeping up with organic growth: Aum +17.3%
Growth potential for mid-sized “quality” asset managers
- ✦ Successful launch of Hedge fund company: € 42 mln net inflows in the first two months

*WAP= Weighted average performance – Source: Money Mate



AZIMUT

1H05 funds performance: Azimut vs. the industry



Source: Money Mate for average Azimut SGR Funds Performance – Fideuram Index for the industry



AZIMUT

Top performing among mid-large sized AM

Jul'04/Jun'05

Azimut SGR SpA	7.63%
Fondi Alleanza SpA	7.34%
Ras Asset Mgmt. SGR SpA	6.43%
BPU Pramerica SGR	5.08%
Pioneer Investment Mgmt	5.00%
Arca SGR SpA	4.82%
Bipiemme Gest. SGR SpA	4.54%
Monte Paschi AM SGR SpA	4.49%
DWS Inv. Italy SGR SpA	4.42%
FIDEURAM INDEX	4.26%
Anima SGR SpA	4.08%
Fineco Asset Mng. SGR	4.06%
Sanpaolo IMI AM SGR SpA	3.89%
Nextra Inv.Mng SGR SpA	3.88%
Euromobiliare AM	3.84%
Aletti Gestielle SGR	3.81%
Bipielle Fondicri SGR	3.73%
Capitalgest SGR SpA	3.37%
BNL Gestioni SGR SpA	3.14%

Jan'05/Jun'05

Azimut SGR SpA	5.28%
Ras Asset Mgmt. SGR SpA	4.69%
Fondi Alleanza SpA	3.56%
BPU Pramerica SGR	3.35%
Pioneer Investment Mgmt	3.25%
DWS Inv. Italy SGR SpA	3.22%
Arca SGR SpA	3.16%
Monte Paschi AM SGR SpA	3.15%
Bipiemme Gest. SGR SpA	3.07%
Nextra Inv.Mng SGR SpA	2.93%
Anima SGR SpA	2.92%
Fineco Asset Mng. SGR	2.86%
FIDEURAM INDEX	2.83%
Aletti Gestielle SGR	2.79%
Euromobiliare AM	2.76%
Capitalgest SGR SpA	2.68%
Sanpaolo IMI AM SGR SpA	2.57%
Bipielle Fondicri SGR	2.49%
BNL Gestioni SGR SpA	2.09%

Source: Money Mate; sample of all Italian assets managers with AUM in excess of € 5 bn



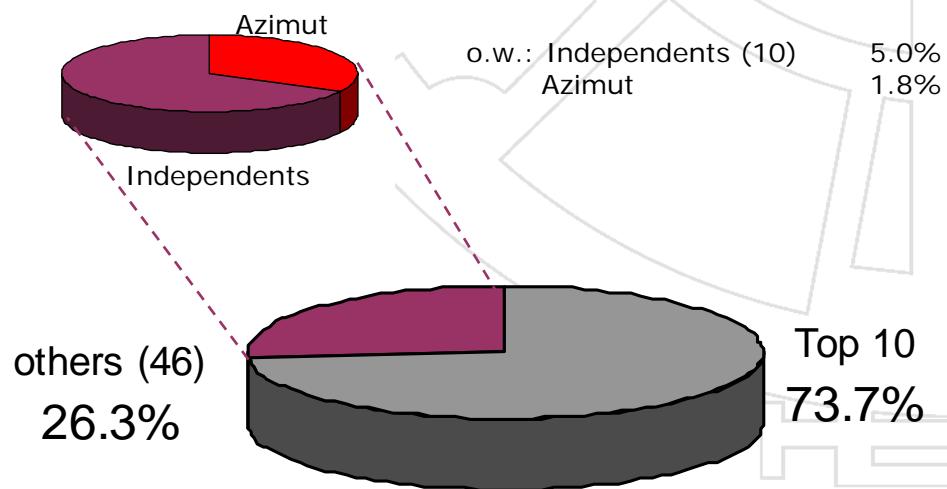
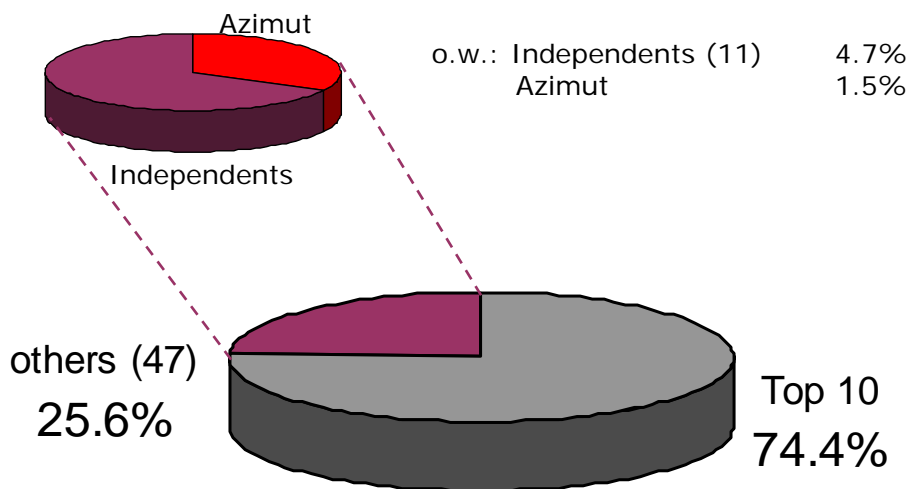
Market environment high potential for mid-sized players

2004	AUM	Net inf.
Top 10	387,359	-19,939
Others	133,105	+9,818

Source: Assogestioni, data in € mln

1H05	AUM	Net inf.
Top 10	410,382	-5,191
Others	146,769	+5,867

Source: Assogestioni, data in € mln

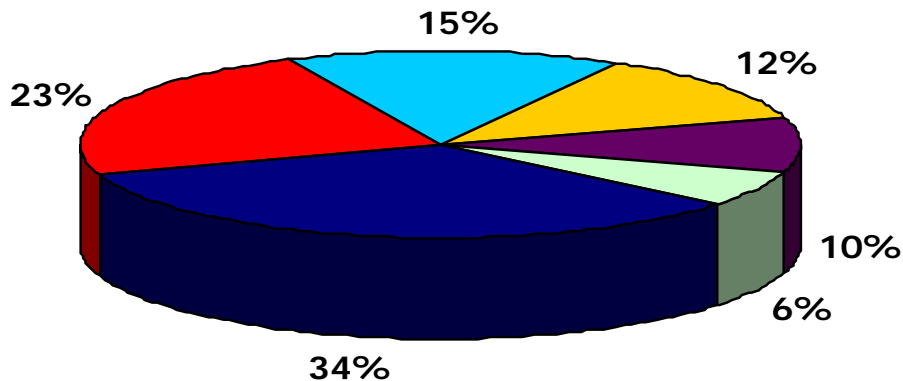




Market environment current positioning of "independent" players

"Independents": mkt shares

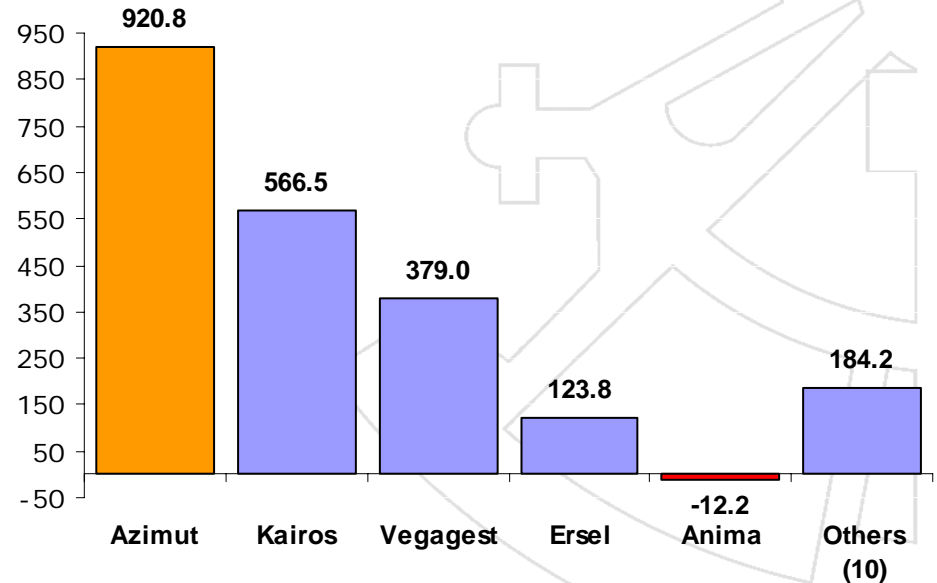
Total market share of independents= 100



■ Azimut ■ Anima ■ Ersel
 ■ Kairos ■ Vegagest ■ Others (10)

Net Inflows 1H05 (€ mln)

Net inflows into managed assets



Source: Assogestioni Data as at 30 June 2005

Kairos and *Ersel* are complete private partnership

Anima is held 72.3% by Banco Desio

Vegagest is held 20% by Cattolica Assicurazioni and more than 70% by local banks



AZIMUT

1H05 – Competitive Position

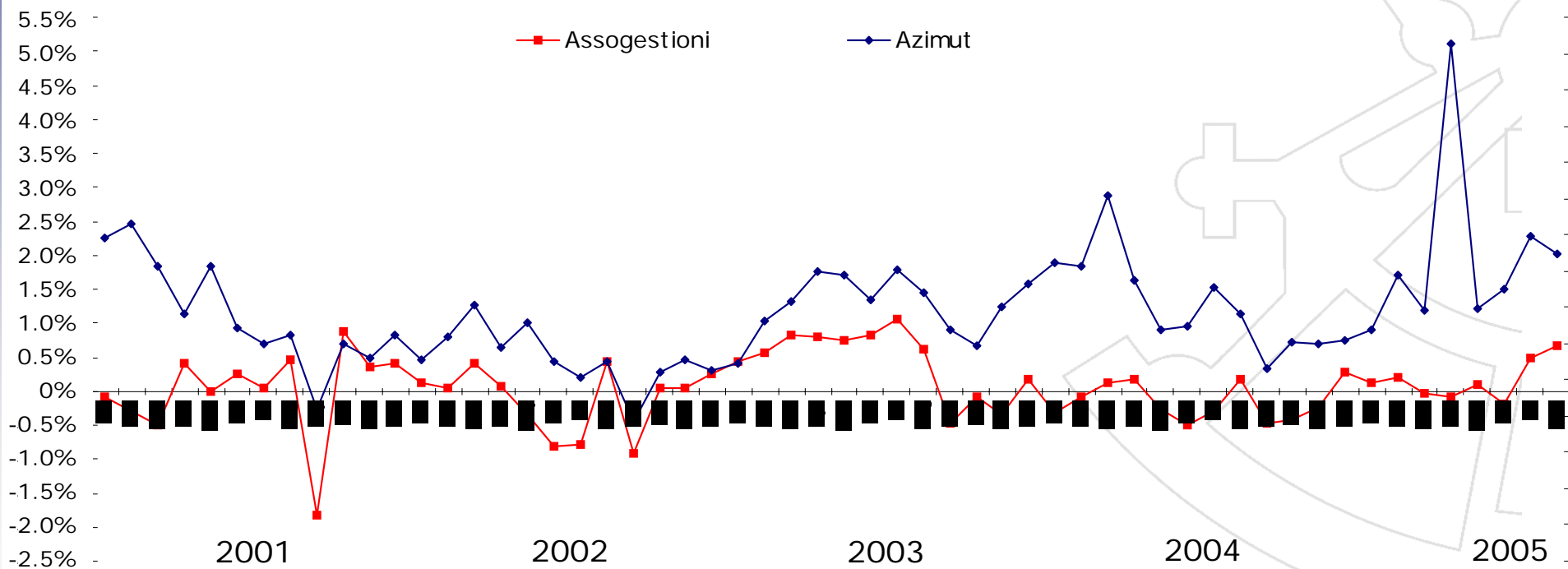
The asset management





Funds net inflows

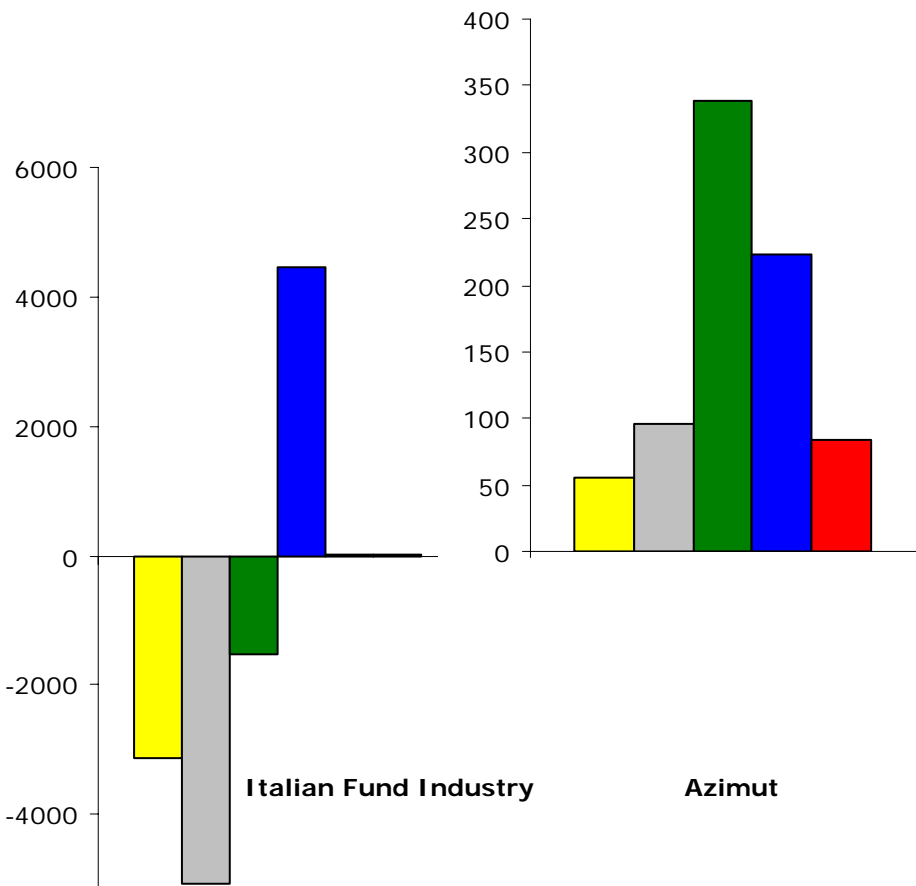
Net inflows / AuM



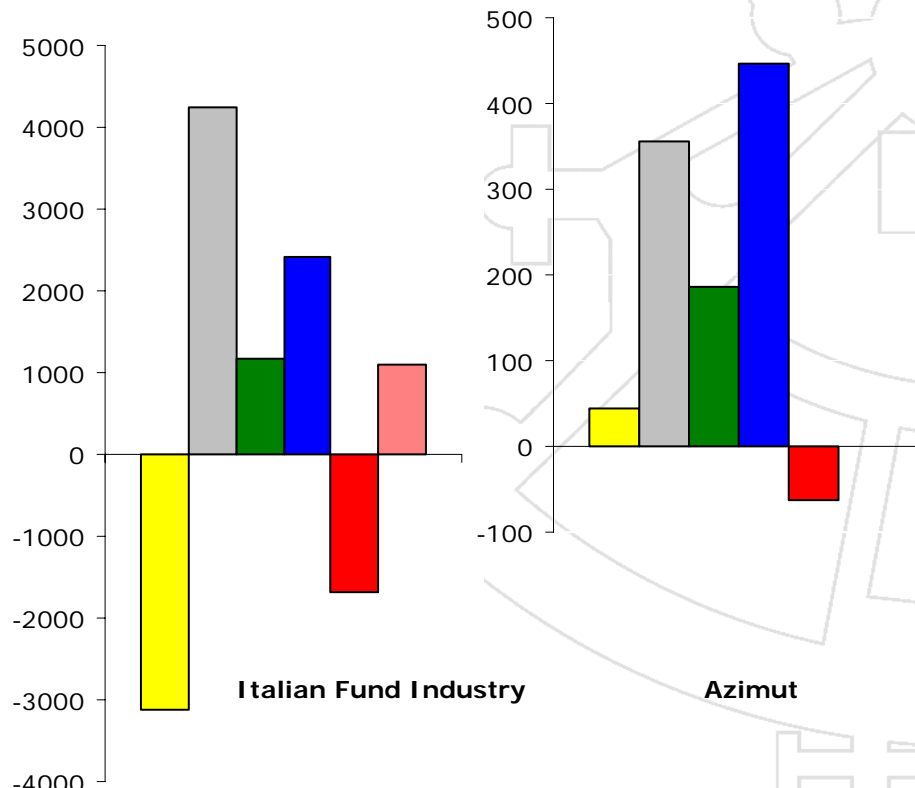


Net inflows breakdown

Net Inflows 1H04 (€ mln)



Net Inflows 1H05 (€ mln)



Source: Company / Assogestioni – no Assogestioni data for hedge fund inflows in 1H04

■ Monetary
 ■ Bond
 ■ Balanced
 ■ Flexible
 ■ Equity
 ■ Hedge



Net inflows

	NI 1H05	NI 1H04	Δ%	NI 2004
Data mln €				
Azimut Funds	397	671	-40.8	760
AZ Funds	529	131	303.8	341
Individual managed portfolios	(17)	(220)	n.r.	(280)
AZ Life	207	37	n.r.	253
Total net inflows into managed assets*	973	597	63.0	887
Assets held in custody	(38)	140		293
TOTAL INFLOWS	935	737		1,180

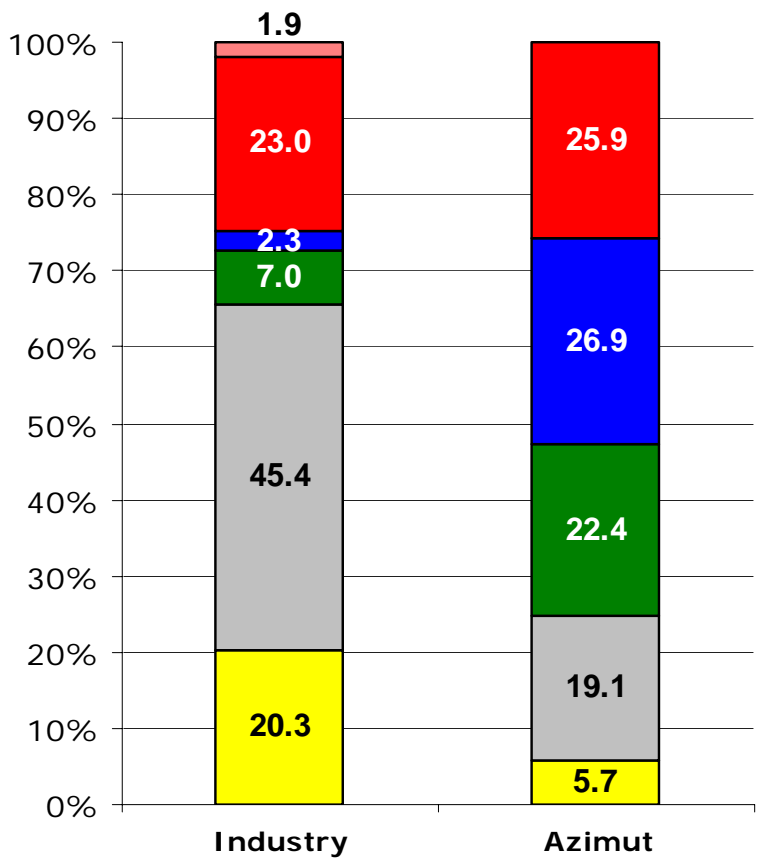
**net of double counting*

Source: Company Data

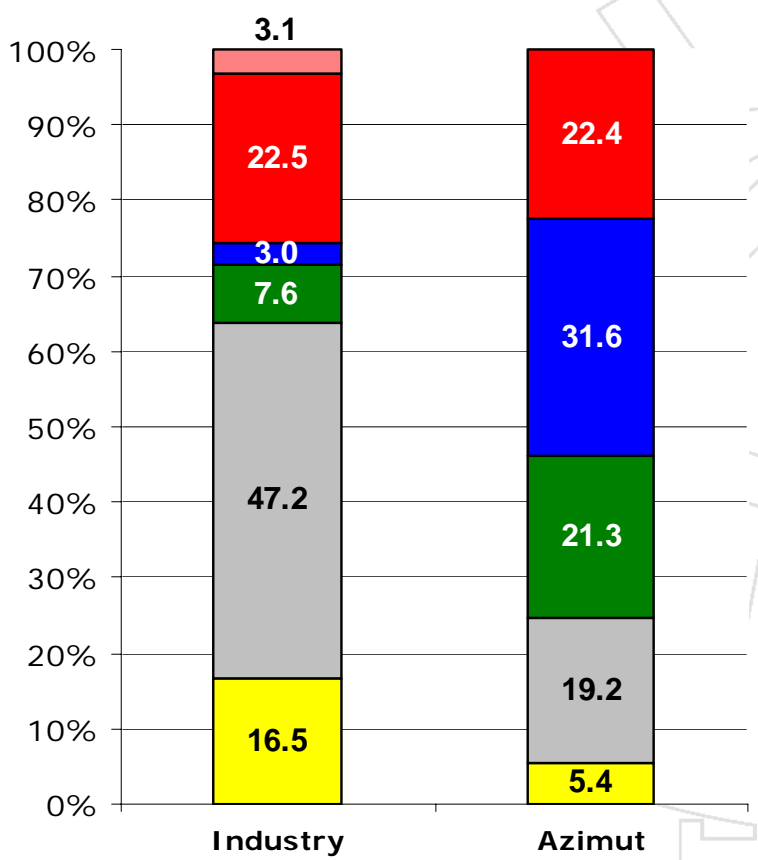


Funds breakdown by category

AuM 30.06.04 (%)



AuM 30.06.05 (%)



■ Monetary ■ Bond ■ Bond ■ Balanced ■ Flexible ■ Equity ■ Hedge

■ Monetary ■ Bond ■ Bond ■ Balanced ■ Flexible ■ Equity ■ Hedge

Source: Company / Assogestioni



Assets under management

	AUM 1H05	AUM 1H04	Δ%	AUM 2004
Data mln €				
Azimut Funds	8,283	7,251	14.2	7,486
AZ Funds	1,569	756	107.5	979
Individual managed portfolios	629	670	-6.1	610
AZ Life	472	33	n.r.	244
Total net managed assets*	9,643	7,790	23.8	8,221
Assets held in custody	498	323	25.0	476
TOTAL ASSETS UNDER MGMT	10,141	8,113	54.1	8,697

**net of double counting*

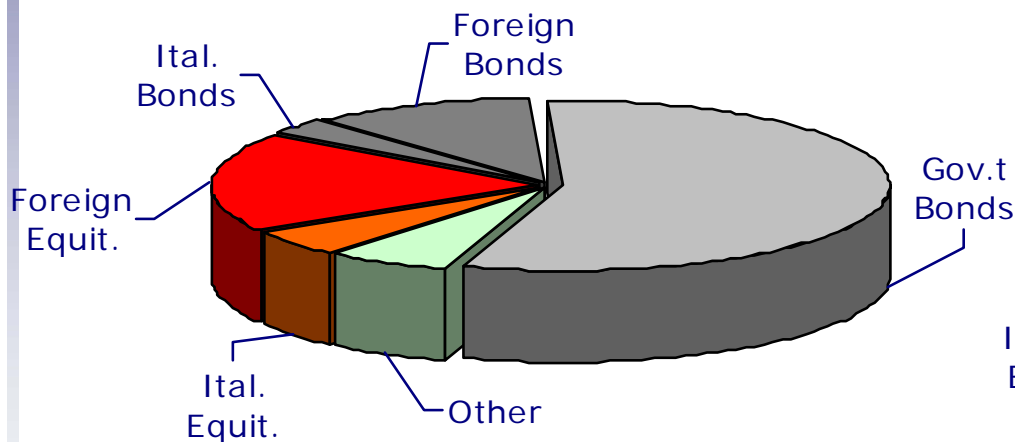
Source: Company Data



AZIMUT

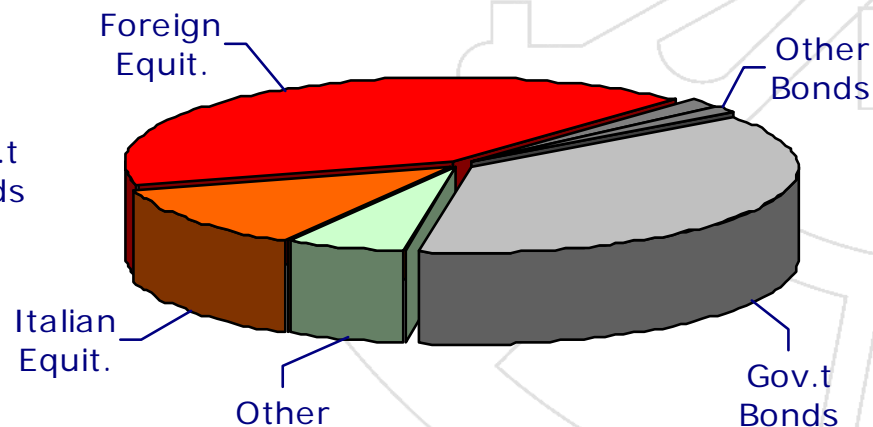
Mutual funds breakdown by underlying assets

Industry



Total Equity 24%

Azimut



Total Equity 53%

Source: Company / Assogestioni / Il Sole 24 ore - data as at the end of June

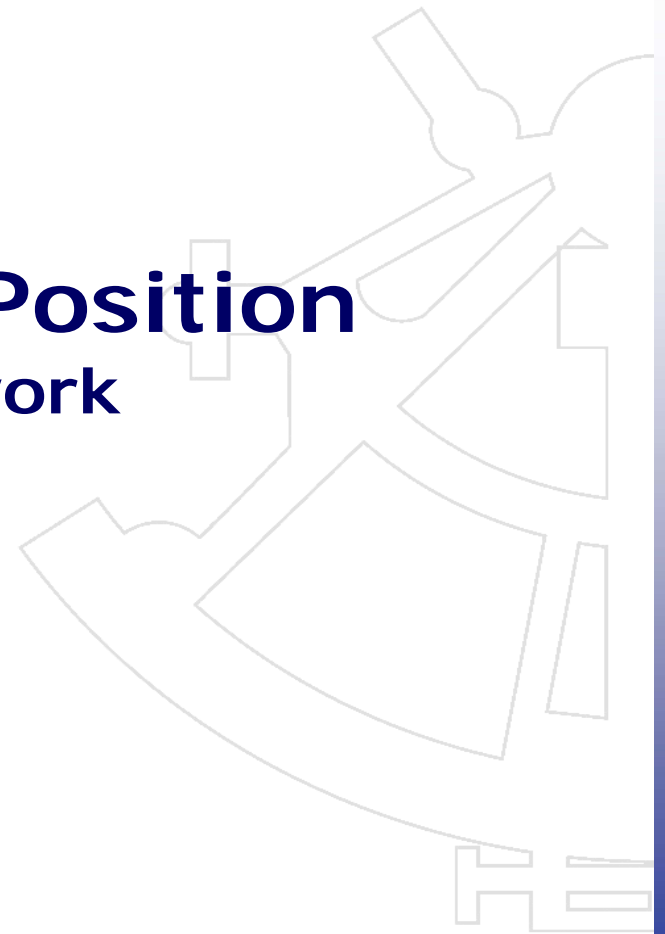
Equity underlying the funds, for Azimut, is 2.2x the avg. for the industry



AZIMUT

1H05 – Competitive Position

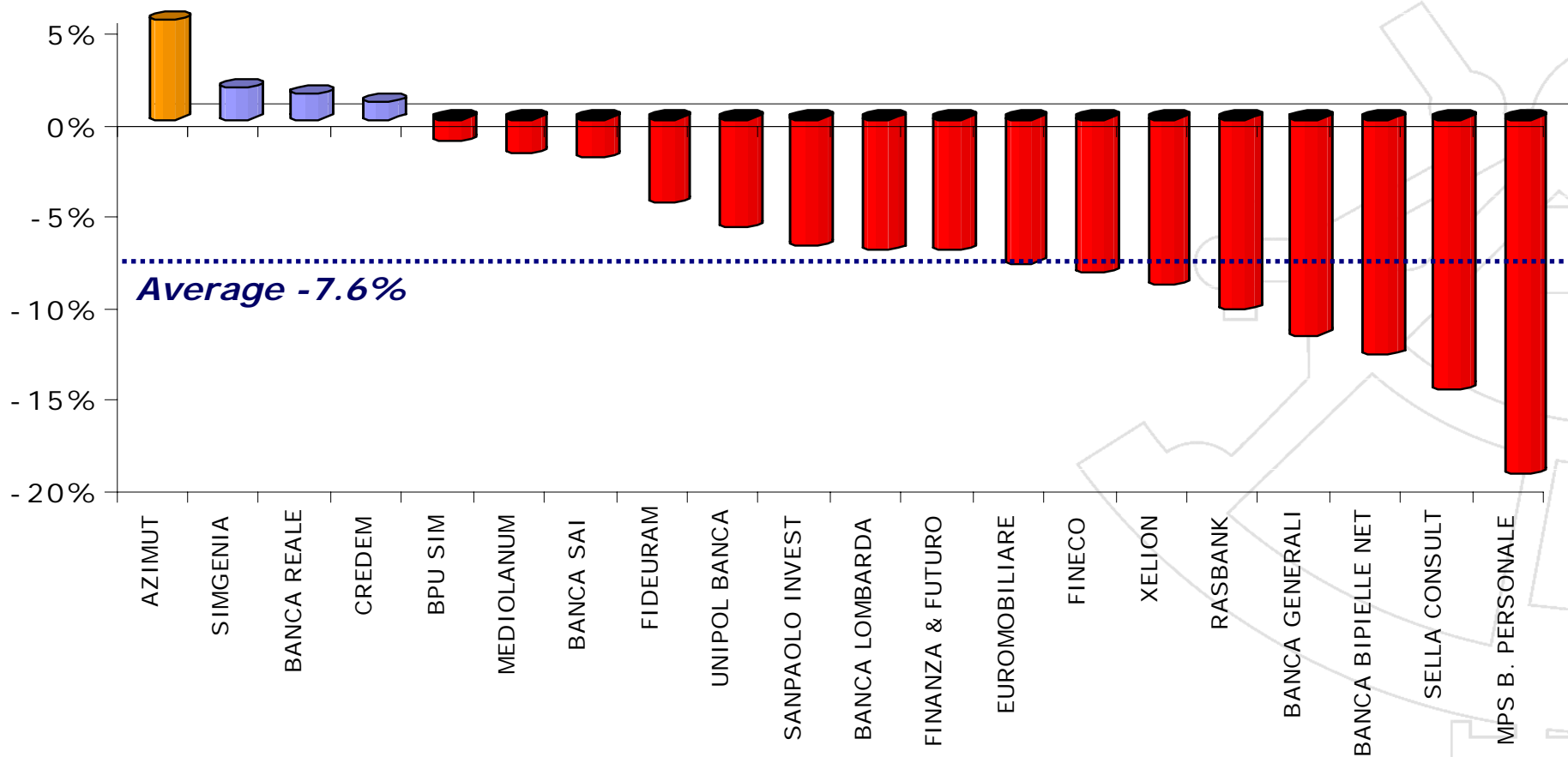
The distribution network





The highest growth for a PF network

June 2004 / June 2005

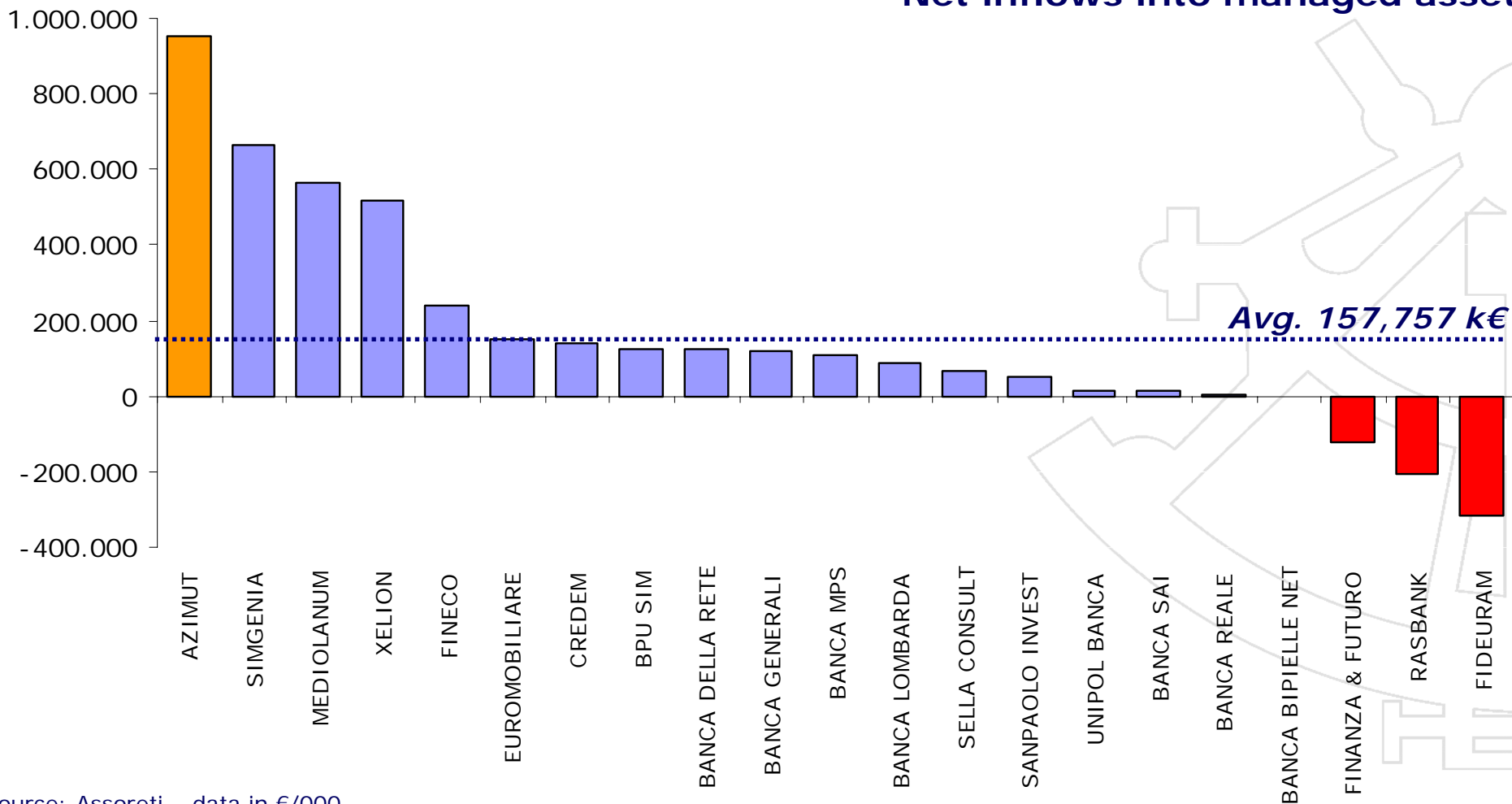


Source: company out of Assoreti data of a sample of the 20 largest PF networks as at June 2005. The comparison has been made taking into account in the 1H04 figures of the mergers which took place afterwards: BPL amalgamates Area Banca, Banca Lombarda amalgamates Banco Desio, Banca SAI amalgamates Effe investimenti, Rasbank amalgamates BNL Invest; MPS Banca Personale is the new name of Banca 121 PF



Leading the PF-networks net inflows in 2005

Net inflows into managed assets

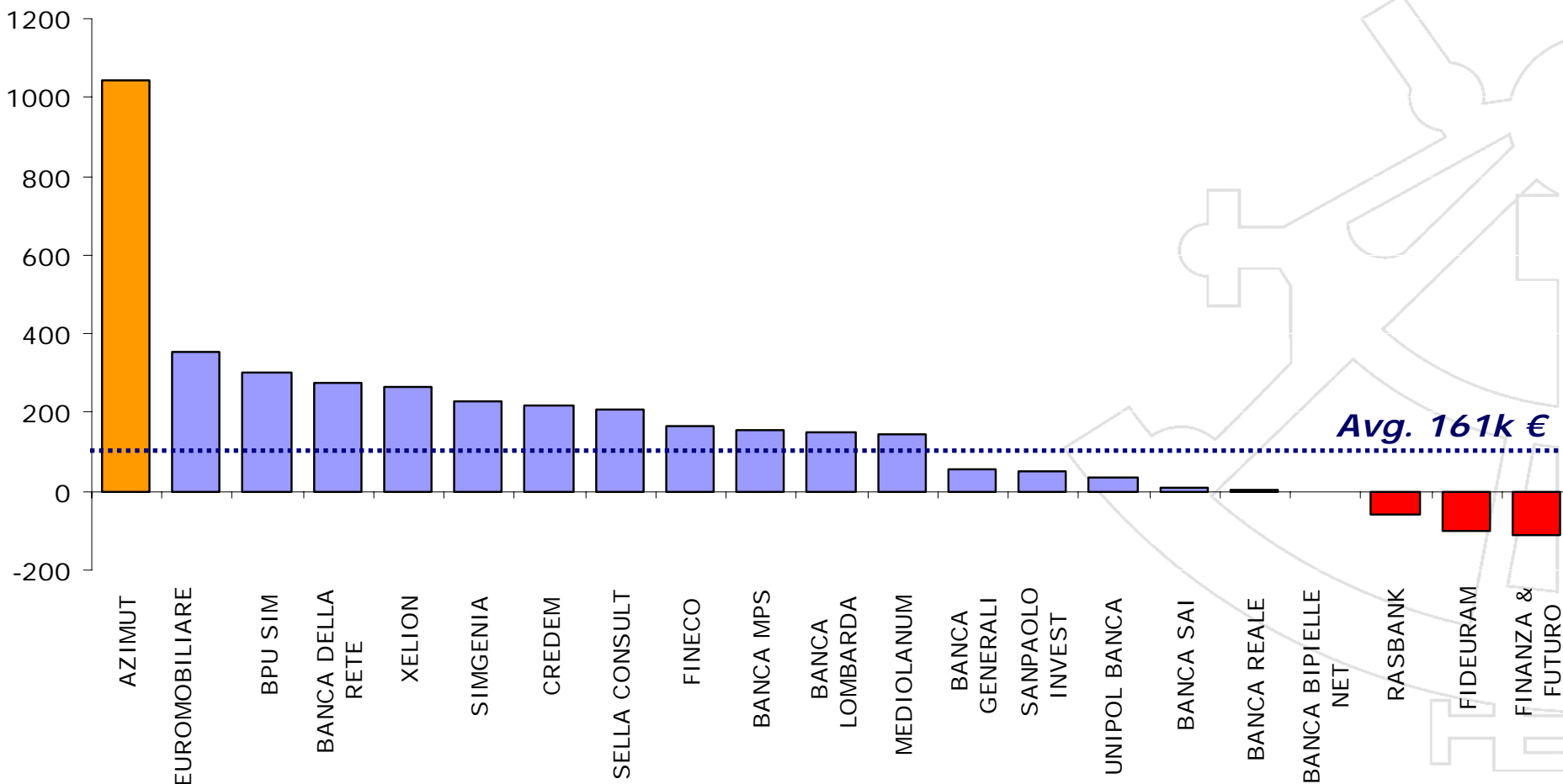


Source: Assoreti – data in €/000



6.5x the average net inflows per PF

Net inflows into managed assets

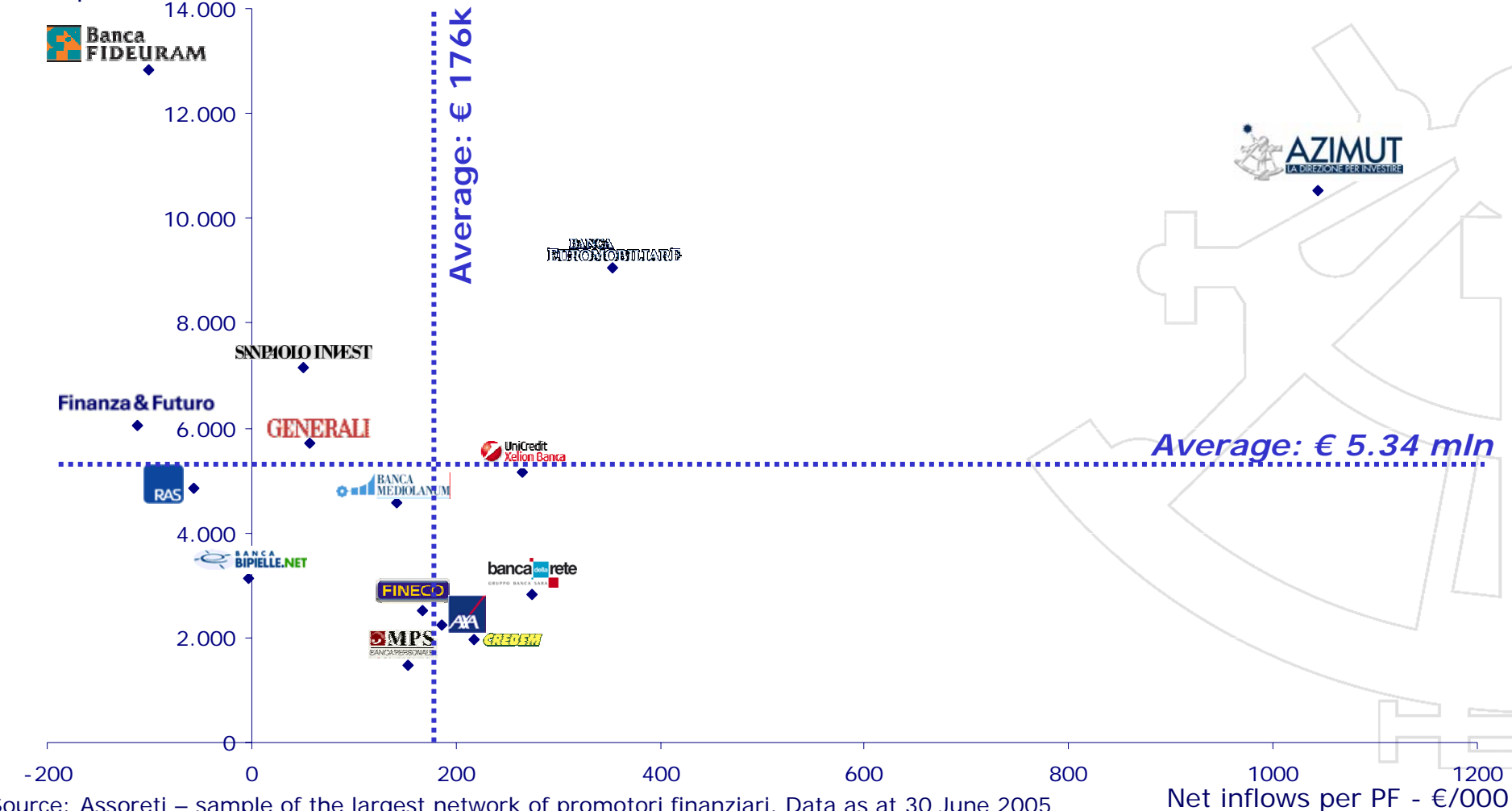


Source: Assoreti – data in €/000



Maintaining the excellence of the network

Aum per PF - € mln



Source: Assoreti – sample of the largest network of promotori finanziari. Data as at 30 June 2005

Net inflows per PF - €/000



AZIMUT

Financials





FIRST TIME ADOPTION OF THE NEW ACCOUNTING STANDARDS

- **Azimut results at 30 June, 2005, have been prepared according to IAS/IFRS**
- **Results for comparative periods have been restated from Italian GAAP to IAS/IFRS**
- **The date of transition to IAS/IFRS is January 1st, 2004 being the start of the earliest period of comparative information**
- **As the standards are subject to ongoing review and endorsement by the EU, whilst application of the standards continues to be subject to review by the IFRIC, the interim results are based on the IFRS effective as at the date of this presentation. The data may require adjustments since new IFRS standards or IFRIC interpretations, for which earlier adoption could be allowed, may be effective before the publication of the 2005FY statements**



GOODWILL – TRADEMARK AMORTISATION:

The item disappears, resulting in a strong increase of reported net profit, with both items still being fiscally deductible.

The Group has chosen to apply IFRS 3 prospectively from the date of transition.

This results in the value of goodwill and consolidation differences being frozen at the value on the balance sheet as at 1 January 2004 and the reversal of any amortisation charged in the year ended 31 December 2004. From 1 January 2004 goodwill is subject to an annual impairment review

STOCK OPTIONS:

Cost booked in the P&L equivalent to the difference between strike price and fair value; matching item in the net equity

CONSOLIDATION RULES:

Line-by-line consolidation for all participated companies: major impact affecting AZ LIFE

EMPLOYEES SEVERANCE AND PROMOTORI INDEMNITIES:

The figure for both indemnities is booked according to actuarial criteria

CONVERTIBLE BOND:

Booked highlighting both components of the convertible bond (equity and debt)

IPO FEES AMORTISATION:

The item has been booked entirely in 2004, partly in the P&L and partly in net equity reduction (as for the costs linked to the capital increase)



AZIMUT

Consolidated Reclassified Income Statement

IAS/IFRS COMPLIANT

Data in € 000.

	1H05	1H04	%	2004
Entry commission income	3,441	3,030	13.6	7,202
Fixed management fees	64,714	54,438	18.9	111,980
Variable management fees	32,820	18,457	77.8	33,054
Other income	4,827	3,860	25.0	7,928
Ins. premiums net of reserves	4,001	0,382	n.r	3,139
Total Revenues	109,803	80,167	37.0	163,303
Distribution Costs	-53,019	-43,062	23.1	-87,902
Commissions on no load products	-5,366	-4,166	28.8	-8,996
Personnel and SG&A	-14,697	-12,363	18.9	-24,992
Depreciation, amort./provisions	-0,672	-0,491	36.9	-1,081
Operating Costs	-73,754	-60,082	22.8	-122,971
Operating Profit	36,049	20,085	79.5	40,332



IAS/IFRS impacts on specific items

TOTAL REVENUES

	1H05	1H04	2004
Data in € 000.			
ITALIAN GAAP	111,127	80,131	162,870
Entry commission income	-1,694	-0,330	-2,260
Fixed management fees	-2,107	-0,016	-0,628
Other income	-1,524	0	+0,182
TOTAL	-5,325	-0,346	-2,706
Gross premiums	+210,136	+33,673	+246,500
Change in math. reserves	-225,786	-33,614	-249,001
Claims and surrenders	-1,795	0	-0,359
Profits of investments on behalf of life insurance policy holders	+21,453	+0,323	+5,999
AZ LIFE CONSOLIDATION EFFECT	+4,001	+0,382	+3,139
TOTAL IAS IMPACT	-1,324	+0,036	+0,433
IAS/IFRS	109,803	80,167	163,303



IAS/IFRS impacts on specific items DISTRIBUTION COSTS

Data in € 000.

	1H05	1H04	2004
ITALIAN GAAP	-52,312	-41,123	-84,192
Fidelisation scheme for PFs	+0,184	+0,163	+0,038
Retirement/death indemnity for PFs	-0,863	-0,527	-1,343
Provisions for commitments to new PFs (including stock options plan)	-2,405	-1,604	-3,177
AZ LIFE full consolidation	+2,377	+0,029	+0,772
IAS/IFRS	-53,019	-43,062	-87,902

Major IAS impact: new provisions calculated on estimated net inflows of new PFs (the usual incentivisation for recruitment, paid ONLY on effective inflows brought in).



IAS/IFRS impacts on specific items PERSONNEL AND SG&A COSTS

Data in € 000.

	1H05	1H04	2004
ITALIAN GAAP	-13,156	-12,039	-23,558
Severance on actuarial basis	-0,459	+0,072	-0,184
Stock options	-0,142	0	0
AZ LIFE operating costs	-0,940	-0,396	-1,250
IAS/IFRS	-14,697	-12,363	-24,992

Personnel cost grew because of variable compensations linked to good performances and as a result of new hirings, especially due to regulators' requirements in terms of volume growth and increased business complexity. 2H05 will have additional costs brought by AZ Investimenti SIM and AZ Capital Management SGR



AZIMUT

Consolidated Reclassified Income Statement

IAS/IFRS COMPLIANT

Data in € 000.

	1H05	1H04	%	2004
Operating Profit	36,049	20,085	79.5	40,332
Income from financial operations	0,649	0,194	234.5	0,832
Non operating costs	-0,897	-1,164	-22.9	-7,023
Interest expenses	-3,228	-10,612	-69.6	-14,252
Profit Before Tax	32,573	8,503	283.7	19,889
Income tax	-8,280	-0,603		0,190
Deferred taxes on g'will and TM	-3,353	-0,106		-3,459
Net Profit	20,940	7,794	168.7	16,620
Effective tax rate	25.4%	7.1%		neg.
Adjusted Net Profit	24,293	7,900		20,079



IAS/IFRS impacts on specific items NON OPERATING COSTS

Data in € 000.

	1H05	1H04	2004
ITALIAN GAAP	-3,361	-1,229	-8,441
Ipo costs amortisation write-off	+2,433		+1,032
Loan fees amortisation write-off	+0,031	+0,065	+0,179
2003 AZ LIFE loss write-off			+0,207
IAS/IFRS	0,897	-1,164	7,023

Major IAS impact: write off for IPO costs amortisation (total amount €9.7 mln over 2004 and 2005FY) partly debited directly to equity as shown below.



AZIMUT

IAS/IFRS impacts on specific items SHAREHOLDERS' EQUITY (including net profit for the period)

Data in € 000.

	1H05	1H04	2004
ITALIAN GAAP	132,003	-4,622	132,546
P&L / retained earnings	+48,258	+17,009	+33,776
Trade mark and other intangible assets	+6,717	+6,717	+6,717
Stock options plan	+2,278	+0,724	+1,448
IPO fees	-5,898	0	-5,898
Convertible bonds	+1,103	0	+1,103
Others	-3,610	-3,530	-3,536
IAS/IFRS	180,851	16,298	166,156



IAS impacts on specific items CONVERTIBLE BOND

Data in € 000.

	1H05	07.07.04	2004
ITALIAN GAAP	95,900	95,900	95,900
Equity component	-1,103	-1,103	-1,103
Interest accrued	+3,175	0	+1,574
IFRS	97,972	94,797	96,371



AZIMUT

Reclassified Consolidated cash flow statement IAS/IFRS COMPLIANT

Data in € 000.

	30.06.05	30.06.04	31.12.04
Net income (loss)	20,940	7,794	16,620
<i>Amortisation, Depreciation and other provisions</i>	3,362	2,152	9,740
<i>Interest expense</i>	3,266	10,650	14,325
<i>No load commissions expense</i>	5,366	4,166	8,996
<i>Vat on royalties</i>	600	600	1,200
<i>Tax provisions (tax asset uses)</i>	11,633	709	3,269
<i>Net change in credit and debt and other provisions</i>	(8,713)	(1,167)	(9,707)
<i>Net change in tax assets</i>	(328)	(1,402)	(8,331)
Cash flow from operating activities	36,126	23,502	36,112
<i>(Increase)/decrease in other assets</i>	(452)	(522)	(891)
<i>(Increase) in investment subsidiaries</i>	0	0	(550)
Cash flow from investment activities	(452)	(522)	(1,441)
<i>Debt and interest repayment</i>	(6,859)	(40,664)	(199,337)
<i>Capital increase (incl. IPO fees and stock options)</i>	571	(5,019)	135,495
<i>Dividends paid</i>	(7,214)	0	0
Cash flow from financial activities	(13,502)	(45,683)	(63,842)
TOTAL CASH FLOW GENERATED (ABSORBED)	22,172	(22,703)	(29,171)
Cash and cash equivalents at beginning of period	49,826	78,997	78,997
Cash and cash equivalents at the end of period	71,998	56,294	49,826



Consolidated Financial Position

IAS/IFRS COMPLIANT

Data in € 000.

	30.06.05	31.12.04	07.07.04
Senior Loan	(95,098)	(100,330)	(100,000)
Convertible Bond	(97,972)	(96,371)	(94,797)
Total debt	(193,070)	(196,701)	(194,797)
Cash and cash equivalents	71,998	49,826	37,478
Net Financial Position	(121,072)	(146,875)	(157,319)

Update – August 2005

31.08.05

AZ Investimenti (ex Aletti SIM) loan	(12,275)
Senior Loan	(95,387)
Convertible Bond	(95,192)
Total debt	(202,854)
Cash and cash equivalents	94,720
Net Financial Position	(108,134)



2H05 – Outlook





AuM – Update August 2005

AUM Aug05 AUM 1H05 AUM 2004

Data mln €

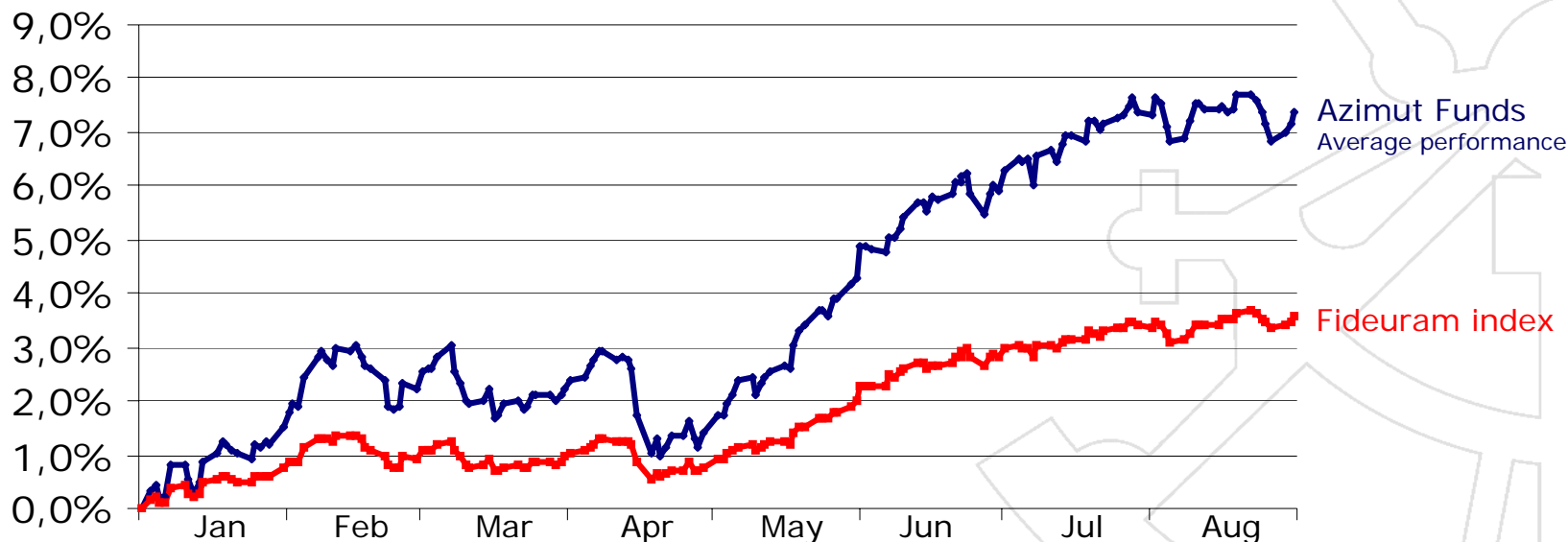
Azimut Funds	8,652	8,283	7,486
AZ Funds	1,666	1,569	979
Individual managed portfolios	637	629	610
AZ Life	564	472	244
Hedge Funds	42	-	-
Total net managed assets*	10,137	9,643	8,221
Assets held in custody	554	498	476
TOTAL ASSETS UNDER MGMT	10,691	10,141	8,697

**net of double counting*

Source: Company Data



- Still overperforming the funds industry also in August



- Positive start of hedge fund business (€ 42 mln collected within 2 months)
- Strong inflows in July and August (3x avg of 2000-04)
- Working on AZ Investimenti consolidation and long term growth
- New products launch



New products

- New products:
 - AZ FUND Trend: first flexible fund based in Luxemburg – pricing 1.8% fixed fee + performance fees (0.007% on annualised total return, calculated monthly on a rolling 3-months period mechanism).
 - Contofondo: Fund of Funds for liquidity management, only to be subscribed as part of a new current account (Conto Dinamico) launched in partnership with BPVN. It allows the client to have extra performance on the liquidity on the account with automatic investment/disinvestment acting on a range chosen by the client. Pricing: fixed and variable management fees of the underlying funds.
 - STAR: New Unit Linked (multi-manager) for the AZ Investimenti network: it invests in products of foreign AM only.



Acquisition of Aletti Invest SIM (named AZ Investimenti SIM)

- Acquisition authorised in July 2005
- PHASE 1 (completed):
 - Training for existing PF
 - Fine tuning of the product range (see details below)
 - Organisation has been reviewed in order to make it compatible with the Azimut Group
- PHASE 2:
 - Improving the network efficiency
 - Long term growth (new recruiting)





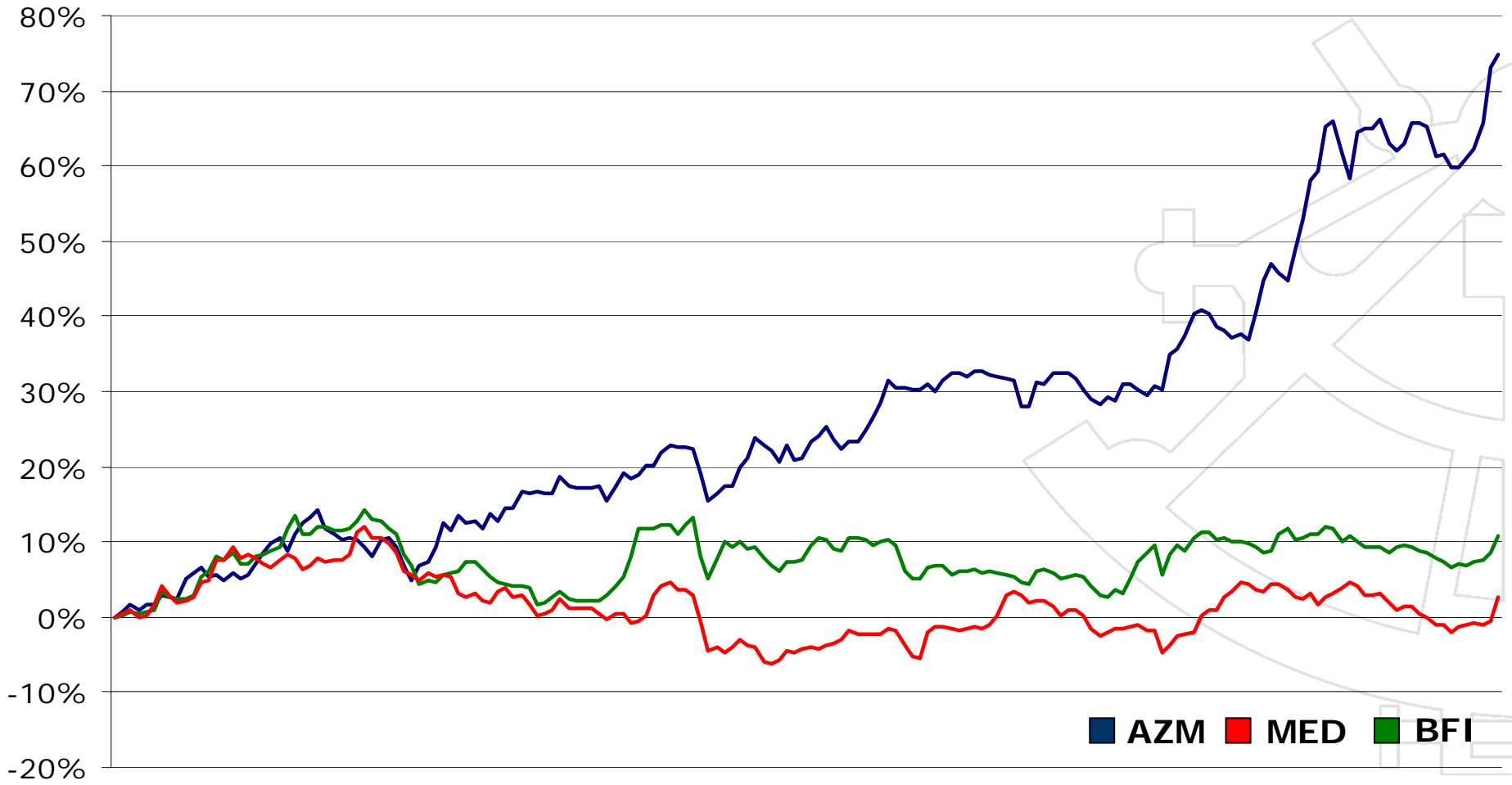
AZIMUT

AZ Investimenti SIM: product range

- Multi-manager distributor (all agreements confirmed)
- AZ FUNDS (including the new flexible AZ Fund Trend)
- 2 Unit linked (1 launched in September, using only international asset managers)
- CONTOFONDO (liquidity management)
- Development of new products: implementation of product range and new agreements with third parties



Stock performance (01-01-05 / 05-09-05)



Source: Money Mate



Contacts

Fabrizio Armone - Investor relations manager tel. +39.02.2836.5853

Lidia Lommi - Marketing and PR manager tel. +39.02.2836.5244

investor.relations@azimut.it www.azimut.it

Disclaimer

This document has been issued by Azimut Holding just for information purposes. No reliance may be placed for any purposes whatsoever on the information contained in this document, or on its completeness, accuracy or fairness. Although care has been taken to ensure that the facts stated in this presentation are accurate, and that the opinions expressed are fair and reasonable, the contents of this presentation have not been verified by independent auditors, third parties and the Company.

Accordingly, no representation or warranty, express or implied, is made or given by or on behalf of the Company, or any of its members, directors, officers or employees or any other person. The Company and its subsidiaries, or any of their respective members, directors, officers or employees nor any other person acting on behalf of the Company accepts any liability whatsoever for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith.

The information in this document might include forward-looking statements which are based on current expectations and projections about future events. These forward-looking statements are subject to risks, uncertainties and assumptions about the Company and its subsidiaries and investments, including, among other things, the development of its business, trends in its operating industry, and future capital expenditures and acquisitions. In light of these risks, uncertainties and assumptions, the events in the forward-looking statements may not occur. No one undertakes to publicly update or revise any such forward-looking statement.

The information and opinions contained in this presentation are provided as at the date of this presentation and are subject to change without notice.

Any forward-looking information contained herein has been prepared on the basis of a number of assumptions which may prove to be incorrect and, accordingly, actual results may vary. This document does not constitute an offer or invitation to purchase or subscribe for any shares and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

The information herein may not be reproduced or published in whole or in part, for any purpose, or distributed to any other party. By accepting this document you agree to be bound by the foregoing limitations.