

## Positive Surprise with Triple-Digit Acceleration in 2022

ADD | Fair Value: €4.90 (€4.90) | Current Price: €2.18 | Upside: +124.8%

€ Million	FY18A	FY19A	FY20A	FY21A	FY22E PF	FY23E	FY24E
Value of production	14.9	21.3	24.3	33.7	96.3	110.6	124.4
EBITDA	2.5	4.9	5.9	6.9	17.6	22.4	26.7
margin	16.7%	23.1%	24.2%	20.6%	18.3%	20.3%	21.5%
Net Profit	1.6	2.5	2.6	3.7	7.9	9.7	12.6
margin	10.5%	11.9%	10.5%	10.9%	8.2%	8.7%	10.2%
Net Profit adjusted	1.6	3.0	3.2	3.4	10.6	10.6	12.6
margin	10.5%	14.1%	13.2%	10.0%	11.0%	9.6%	10.2%
EPS	n.a.	0.27	0.24	0.10	0.18	0.22	0.3
EPS adj.	n.a.	0.32	0.31	0.35	0.24	0.24	0.3
NFP	1.1	(0.7)	(0.0)	(1.7)	8.0	1.2	(10.4)

Source: Company data (2018–21), KT&Partners' elaborations (2022–24).

**FY22 preliminary results highlighted outstanding growth.** According to RLT's press release of February 21<sup>st</sup>, 2023, in FY22 the Company achieved pro-forma revenues for ca. €92mn, of which ca. €57.6mn came from M&As carried out in 2022 (EFA Automazione, Venticento, IoT Catalyst and BTO Research) and €24mn from foreign countries. The unaudited pro-forma revenues beat our estimates by 7.8% or €6.7mn due to the better-than-expected performance of the newly acquired companies. Pro-forma recurring revenues accounted for 38% of sales, reaching ca. €34.7mn (vs €8.4mn in FY21PF). Focusing on the reported top-line result, RLT's sales revenues went from €27.9mn in 2021 to ca. €61mn (also thanks to accrued revenues of the newly acquired companies), with €18mn of revenues contribution coming from foreign countries. Excluding the contribution from 2022 M&As, RLT's organic revenues (only considering the contribution from companies acquired in 2021) reached ca. €34.4 in 2022, recording a double-digit increase of +11% YoY but 7.7% lower than expected. Finally, NFP worsened to €13.3mn (or €10.6mn without including €2.7mn of IFRS 9 adjustment) in 2022 from a net cash position of €1.7mn, mainly following strong M&A investments made during 2022.

### FY22 Preliminary Results vs KT&Partners' Estimates

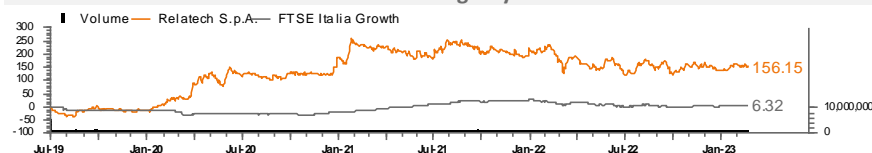
€ Millions	FY21	Preliminary FY22	Change	FY22E	Preliminary vs Expected
Organic sales revenue	24.5				
PF sales revenue from M&A	6.5				
Sales revenue "like for like perimeter"	31.0	34.4	11.0%	37.3	-7.7%
PF sales revenue from M&A		57.6		48.1	19.9%
PF sales revenue		92.0		85.3	7.8%
NFP	(1.7)	13.3	15.0	8.0	-5.3

Source: Company data; KT&Partners' elaboration

**Market updates snapshot.** According to the latest Anitec Assinform report "Il Digitale in Italia 2022", the Italian digital enabler market size was ca. €17bn in 2021, up from €15mn in 2020 (+14 YoY) and expected to reach €19.4mn in 2022 (+13.4% YoY), growing at +9.3% CAGR2021A–25E or reaching ca. €28.7bn in 2025.

**Estimates and valuation under review for potential update.** On December 14<sup>th</sup>, 2022, we revised our estimates following the BTO acquisition. Total revenues were expected to grow at a CAGR2021A–24E of 54.6%, amounting to €124.4mn in 2024. We estimated EBITDA to reach €26.7mn in FY24 with 21.5% of EBITDA margin. Finally, we predict NFP will gradually improve to a net cash position of €10.4mn in FY24E. We put our estimates under review for a potential update after the publication of the FY22 financial results and management conference call. On the back of our current projections, we confirm our valuation of €4.90ps, implying a relevant upside on the current market price.

### Relative Performance Chart since First Trading Day



Via della Posta, 10 – Piazza Affari, 20123 Milan – Italy  
 Tel: +39.02.83424007 Fax: +39.02.83424011  
 segreteria@ktepartners.com

## Research Update

February 27, 2023 – 7.00 h

### Equity Research Team

[connect@ktepartners.com](mailto:connect@ktepartners.com)

### Federica FIORENZA

[ffiorenza@ktepartners.com](mailto:ffiorenza@ktepartners.com)

+39 340 5372563

### Mauro IACCINO

[miaccino@ktepartners.com](mailto:miaccino@ktepartners.com)

+39 393 1643804

### Market Data

Pasquale Lambardi	51.8%
Mkt Cap (€ mn)	94.5
EV (€ mn)	105.0
Number of shares (mn)	43.4
Shares outstanding (mn)	43.3
Free Float (%)	41.3

Market multiples	2021A	2022E	2023E
EV/EBITDA			
RLT-IT	15.2x	6.0x	4.7x
Comps median	21.7x	13.9x	10.9x
RLT-IT vs Median	-30%	-57%	-57%
P/E			
RLT-IT	15.1x	10.6x	8.9x
Comps median	30.6x	28.8x	23.7x
RLT-IT vs Median	-51%	-63%	-62%

### Stock Data

52 Wk High (€)	2.61
52 Wk Low (€)	1.82
Avg. Daily Trading 90d	49,040
Price Change 1w (%)	-1.80
Price Change 1m (%)	-2.24
Price Change YTD (%)	4.81

Note: Multiples are calculated on 2021 reported and 2022 pro-forma data.

## Key Figures – Relatech S.p.A.

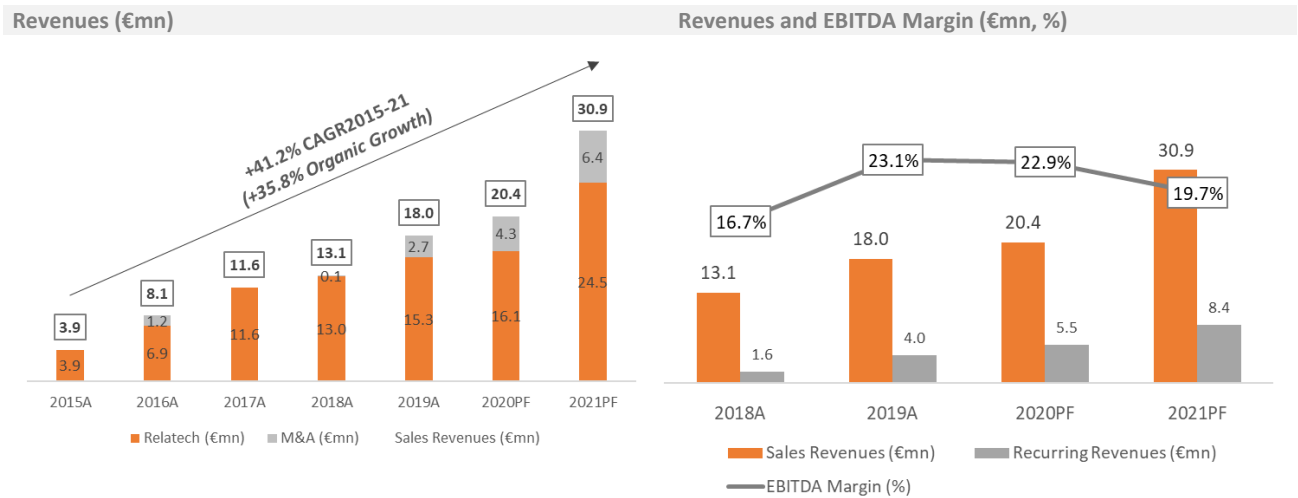
	Current price (€)	Fair Value (€)		Sector				Free Float (%)
	2.18	4.90		Digital Innovation				41.3
Per Share Data	2018A	2019A	2020A	2021A	2022E PF	2023E	2024E	2025E
Number of shares (mn)	n.a.	9.33	10.92	37.75	43.35	43.35	43.35	43.35
Treasury shares (mn)	n.a.	0.00	0.42	0.91	0.10	0.10	0.10	0.10
Shares outstanding (mn)	n.a.	9.33	10.50	36.84	43.25	43.25	43.25	43.25
EPS	n.a.	0.27	0.24	0.10	0.10	0.22	0.29	0.34
EPS Adjusted	n.a.	0.32	0.31	0.14	0.21	0.25	0.29	0.34
Dividend per share (ord)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Dividend pay out ratio (%)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Profit and Loss (EUR million)								
Value of Production	14.9	21.3	24.3	33.7	96.3	110.6	124.4	139.7
EBITDA	2.5	4.9	5.9	6.9	17.6	22.4	26.7	31.2
EBIT	2.4	4.3	4.1	4.0	13.2	14.8	17.8	20.5
EBT	2.4	3.8	3.4	3.2	10.8	13.3	17.6	20.4
Taxes	(0.7)	(1.2)	(0.6)	0.7	(2.4)	(3.0)	(4.2)	(4.9)
Tax rate	32%	31%	19%	-20%	22%	22%	24%	24%
Net Income	1.6	2.6	2.7	3.9	8.4	10.3	13.5	15.5
Net Income attributable to the Group	1.6	2.5	2.6	3.7	7.9	9.7	12.6	14.6
Net Income attributable to the Group Adjusted	1.6	3.0	3.2	5.3	8.9	10.6	12.6	14.6
Balance Sheet (EUR million)								
Total fixed assets	2.8	6.9	13.5	21.7	38.6	41.3	44.0	46.4
Net Working Capital (NWC)	2.1	3.1	3.1	6.7	17.8	21.3	23.5	25.9
Provisions	(0.9)	(2.0)	(3.2)	(5.8)	(7.4)	(10.1)	(13.1)	(16.4)
Total Net capital employed	4.0	8.0	13.4	22.5	49.1	52.6	54.4	55.9
Net financial position/(Cash)	1.1	(0.7)	(0.0)	(1.7)	8.0	1.2	(10.4)	(24.5)
Group Shareholder's Equity	2.8	8.5	12.7	23.1	34.2	43.9	56.5	71.1
Minorities	0.1	0.2	0.7	1.1	6.9	7.5	8.3	9.3
Total Shareholder's Equity	2.9	8.7	13.4	24.2	41.1	51.4	64.8	80.4
Cash Flow (EUR million)								
Net operating cash flow	1.7	3.6	5.2	6.1	14.4	19.0	22.5	26.3
Change in NWC	(1.3)	(1.0)	(0.0)	(3.6)	(1.2)	(3.5)	(2.2)	(2.4)
Capital expenditure	(2.6)	(3.1)	(8.4)	(9.1)	(31.7)	(10.3)	(11.6)	(13.1)
Other cash items/Uses of funds	0.5	1.1	1.2	0.5	1.9	2.7	3.0	3.3
Free cash flow	(1.6)	0.5	(2.0)	(6.0)	(16.5)	7.9	11.7	14.1
Enterprise Value (EUR million)								
Market Cap	n.a.	21.0	52.1	96.7	92.9	94.5	94.5	94.5
Minorities	0.1	0.2	0.7	1.1	6.9	7.5	8.3	9.3
Net financial position/(Cash)	1.1	(0.7)	(0.0)	(1.7)	8.0	1.2	(10.4)	(24.5)
Enterprise value	n.a.	20.5	52.8	96.1	107.8	103.2	92.4	79.3
Ratios (%)								
EBITDA margin	16.7%	23.1%	24.2%	20.6%	18.3%	20.3%	21.5%	22.3%
EBIT margin	16.2%	20.1%	16.9%	11.8%	13.7%	13.4%	14.3%	14.7%
Gearing - Debt/equity	40.1%	-8.2%	-0.4%	-7.4%	23.4%	2.7%	-18.5%	-34.4%
Interest cover on EBIT	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NFP/EBITDA	0.4x	-0.1x	0.0x	-0.2x	0.5x	0.1x	-0.4x	-0.8x
ROCE	59.7%	53.4%	30.6%	17.6%	27.0%	28.1%	32.6%	36.7%
ROE	56.4%	29.8%	20.1%	15.8%	23.2%	22.0%	22.4%	20.5%
EV/Sales	7.1x	4.9x	4.3x	3.1x	1.1x	0.9x	0.8x	0.8x
EV/EBITDA	42.2x	21.3x	17.8x	15.2x	6.0x	4.7x	3.9x	3.4x
P/E	n.a.	8.0x	7.1x	15.1x	10.6x	8.9x	7.5x	6.5x
Free cash flow yield	-1.5%	0.5%	-1.9%	-5.8%	-16.0%	7.6%	11.3%	13.6%
Growth Rates (%)								
Sales	28.0%	43.5%	14.2%	38.3%	186.0%	14.9%	12.4%	12.3%
EBITDA	82.0%	98.3%	19.6%	17.5%	154.6%	27.0%	19.1%	16.8%
EBIT	94.6%	78.5%	-4.3%	-3.5%	234.3%	11.6%	20.2%	15.5%
Net Income	90.8%	59.0%	-10.8%	41.9%	118.8%	22.0%	30.7%	15.4%

Source: Company data, KT&Partners' elaborations

Note: FY22PF data include the full-year contributions of EFA automazione, IoT Catalyst (excl. Fair Wind Digital), Venticento and BTO.

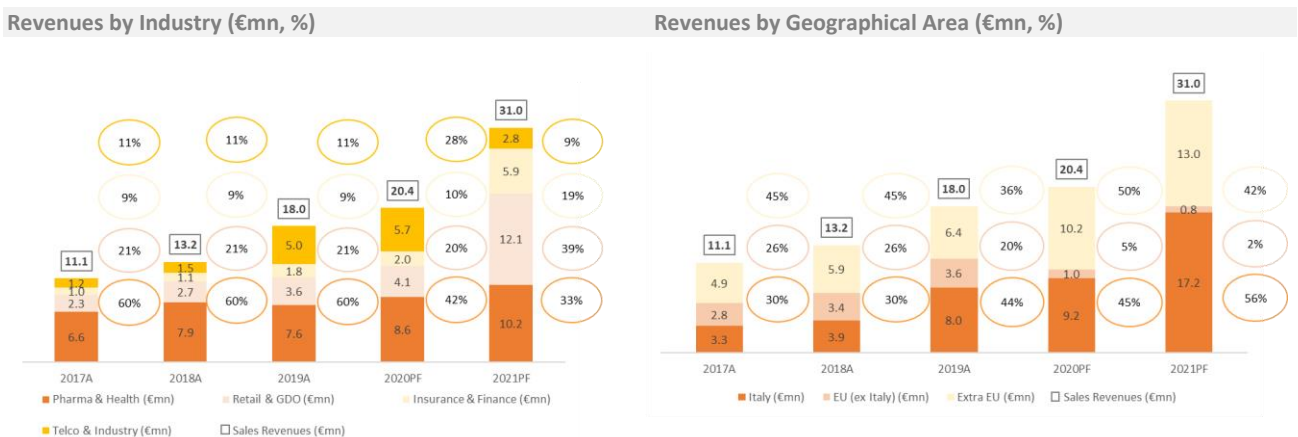
Multiples are calculated on 2021 reported and 2022 pro-forma data.

## Key Charts



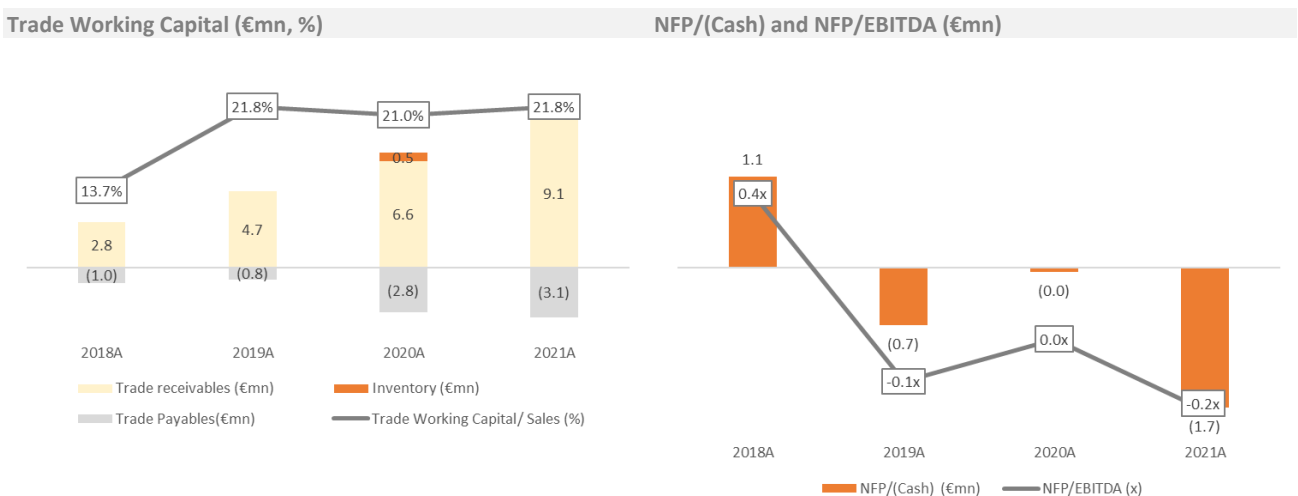
Source: Company data, KT&Partners' elaborations

Note: Pro-forma data refer to accrued and not accrued revenue of companies acquired in the year.



Source: Company data, KT&Partners' elaborations

Note: Pro-forma data refer to accrued and not accrued revenue of companies acquired in the year.



Source: Company data, KT&Partners' elaborations

Source: Company data, KT&Partners' elaborations

## Overview

### Company description

Relatech (RLT), a Digital Enabler Solution Know-how (DESK) Company, provides innovative services and digital solutions, enabling the digital innovation of enterprises. The Group's offer is centered on the RePlatform, an internally developed digital cloud-based platform that leverages on the next frontier technologies (i.e., Big Data, Artificial Intelligence (AI), Internet of Things (IoT), Cloud, Augmented and Virtual Reality, Cybersecurity, and Blockchain). RePlatform is based on five modules of software (ReYou, ReData, ReThing, ReSec, and ReHub), making RLT the only Italian player able to satisfy customers' technological needs with a unique comprehensive platform. RLT provides both "vertical solutions" (i.e., ReZone – an AI Customer Engagement Solution for the retail industry – and ReFab4.0 – an AIoT predictive maintenance solution for Industry 4.0) and "innovation services" for a wide range of end-markets (i.e., Pharma & Healthcare, TelCo, Finance, Utilities, Distribution, and Retail).

RLT was listed on Euronext Growth Milan (EGM) on June 28<sup>th</sup>, 2019, with an IPO market capitalization of €20mn and ca. €4.1mn of capital raised. IPO proceeds have been used to: i) grasp M&As opportunities; ii) develop scalable solutions while investing in new technologies; and iii) reinforce the management team and expand the commercial workforce to acquire new clients and enter new end-markets.

### Investment case

- **A scalable business model with an increasing incidence of recurring revenues.** Over the years, RLT has enriched RePlatform with scalable solutions generating recurring revenues. In FY22, pro-forma recurring revenues rose by +315% YoY to ca. €34.7mn, accounting for 38% of pro-forma sales.
- **An ongoing focus on R&D.** RLT-IT is committed to continuously innovating its solutions with the aim of enriching RePlatform with new applications. Over the 2016-21 period, the company has invested ca. +€15mn in R&D and ca. 18% of revenue in 2021. RLT has also embraced an open innovation approach, carrying out R&D in collaboration with universities, academic spin-offs, and research institutes (e.g., the NRC) to spot new trends.
- **Consolidating partnerships with key IT vendors and system integrators.** Over the years, RLT-IT has established long-lasting relationships with key IT vendors and system integrators (e.g., IBM, TechData, NTTData, Atos, etc.) which in some cases are also RLT-IT's clients. Business partnerships have allowed RLT to i) add value to its offer by integrating key enabling technologies and services provided by IT suppliers; and ii) expand its market coverage by leveraging on IT vendors' and system integrators' networks.
- **Grasping M&As opportunities to boost growth.** Since the IPO, RLT-IT has carried out 9 M&As (14 since its foundation) with the aim of: i) enriching its offer with new cutting-edge and complementary technologies/solutions; ii) expanding its customer base and partners portfolio (e.g., Microsoft, Oracle, etc.); and ii) strengthening its positioning by entering new markets.
- **Positioned in the digital enablers segment, which is expected to keep driving the Italian digital market growth.** RLT-IT is active in the digital innovation market, especially in the Digital Enabler market, which has been the fastest-growing segment of the ICT sector for several years. According to our estimates (based on the Anitec Assinform report and PNRR data), in 2022 the Italian digital market is expected to be worth ca. €78bn and it is expected to grow at +3.8% CAGR2021–25, reaching ca. €91.2bn in 2025. RLT-IT is increasingly investing in Blockchain, AI, IoT and Cybersecurity, which are the four biggest markets in terms of investments within the Horizon Europe and PNRR programs.

### Recent developments

- Opening IULM AI LAB partnered by Relatech.** On January 2023, IUM AI Lab chose RLT-IT as partner for a laboratory of scientific research on AI, with the aim of developing innovative solutions for private firms and PAs (i.e. Metaverse).
- Merger through the incorporation of Exeo into BTO.** On January 18<sup>th</sup>, 2023, RLT-IT announced the closing of the reverse merger of Exeo into BTO. The merger is aimed at simplifying the Group's structure, we highlight that RLT-IT will hold 80% of BTO's capital.
- From a digital enabler to an end-to-end advisory firm with the acquisition of BTO.** On November 23<sup>rd</sup>, Relatech closed its ninth deal since IPO, acquiring an 80% stake in BTO S.p.A. for a total consideration of €13mn. With 300 professionals and an international presence, BTO is an Italian group that offers advisory services - also leveraging on its research hub - helping enterprises to innovate in their business. Thanks to the acquisition of BTO, RLT-IT is expected to provide an end-to-end offer that will be the result of advisory services combined with technology solutions, covering each phase of the innovation process: feasibility, project and change management, and implementation of new technologies. Furthermore, leveraging on the strong ties of BTO with the academic community, the company will strengthen both its open innovation approach and the recruitment of new talents. In FY21, BTO Group generated ca. €20mn of total revenues with an EBITDA margin adjusted of 17.5%.
- Merger through incorporation of Relatech Consulting Srl and Xonne Srl.** On November 21<sup>st</sup>, RLT-IT announced the closing of the merger through incorporation related to Relatech Consulting Srl and Xonne Srl (approved as of August 1<sup>st</sup>, 2022). The merger with the two subsidiaries – already 100% owned – is aimed at simplifying the Group's structure.
- Stock performance, warrant exercise, and stock grant attribution.** Since its IPO occurred in June 2019, RLT-IT's stock have achieved an outstanding return of +156.2%, based on the first trading day closing price (or +204.2% on the IPO price), more than 2x the performance registered by the FTSE Italia Growth Index of +6.3% over the same period. As a result of the closing of the last exercise period for the "Warrants Relatech 2019-2022," which occurred in May 2022, RLT-IT issued 5,188,158 shares, raising €4.9mn that will be employed to further boost the company's growth in Italy and abroad through M&As as well as to reinforce its organizational structure. Finally, RLT has assigned ca. 460,034 shares newly issued to the top management, executing the "Stock Grant Plan 2021." The total shares outstanding are 42.5mn, with 42.8% of free float. It worth pointing out that Pasquale Lambardi and Silvio Cosoleto exercised 1,320,050 and 100,000 warrants (equal to 1,980,075 and 150,000 shares) for more than €2mn of investment, highlighting the top management's growing commitment to the company's business expansion path.
- Welcome to ReSoc, RLT-IT's new cybersecurity service.** Seizing on the growing needs of the market, RLT-IT has developed the innovative ReSoc, the Security Operation Center, leveraging on the high-level skills of the company Mediatech, the Group's aggregator pole for services and solutions in the Cybersecurity and Cloud segments.
- External line growth.** In September, RLT-IT strengthened its growth through external lines by closing the acquisition – previously announced in May – of: a i) 100% stake in IoT Catalyst (excl. Fair Wind Digital Srl) and ii) a further 9.71% stake in Venticento Srl reaching the controlling stake of 51%. Previously, on February 18<sup>th</sup>, 2022, RLT-IT acquired an 81.66% stake in EFA Automazione. On December 23<sup>rd</sup>, 2021, the company acquired a 51% stake of DtoK Lab Srl through its subsidiary, Ithea Srl. Furthermore, on November 26<sup>th</sup>, 2021, RLT-IT closed in advance the acquisition of the remaining 46.5% stake in Xonne whereas on June 30<sup>th</sup>, 2021, the company acquired the remaining 40% of Mediatech. Finally, in May and June of 2021, RLT-IT acquired a 60% stake in Dialog Sistemi and Gruppo SIGLA.

## DISCLAIMER

THIS DOCUMENT WAS PREPARED BY FEDERICA FIORENZA – ASSOCIATE – AND MAURO IACCINO – ASSOCIATE – ON BEHALF OF KT&PARTNERS S.R.L., WITH REGISTERED OFFICE AT VIA DELLA POSTA 10, MILAN, ITALY, MILAN COMPANY REGISTER NO. 1926922, SPECIALIZING IN FINANCIAL RESEARCH AND ANALYSIS (HEREINAFTER, “KT&PARTNERS”).

NO OTHER PEOPLE OR COMPANY CONTRIBUTED TO THE RESEARCH. NEITHER THE MEMBERS OF THE RESEARCH TEAM, NOR ANY PERSON CLOSELY ASSOCIATED WITH THEM HAVE ANY RELATIONSHIPS OR ARE INVOLVED IN CIRCUMSTANCES THAT MAY REASONABLY BE EXPECTED TO IMPAIR THE OBJECTIVITY OF THE RESEARCH, INCLUDING INTERESTS OR CONFLICTS OF INTEREST, ON THEIR PART OR ON THE PART OF ANY NATURAL OR LEGAL PERSON WORKING FOR THEM, WHO WAS INVOLVED IN PRODUCING THE RESEARCH.

FOR THIS PURPOSE, THE MEMBERS OF THE RESEARCH TEAM CERTIFY THAT: (I) THEY HAVE NOT RECEIVED AND WILL NOT RECEIVE ANY DIRECT OR INDIRECT COMPENSATION IN EXCHANGE FOR ANY VIEWS EXPRESSED IN THE RESEARCH; (II) THEY DO NOT OWN ANY SECURITIES AND/OR ANY OTHER FINANCIAL INSTRUMENTS ISSUED BY THE COMPANY OR ANY FINANCIAL INSTRUMENT WHICH THE PRICE DEPENDS ON, OR IS LINKED TO ANY SECURITIES AND/OR ANY FINANCIAL INSTRUMENTS ISSUED BY THE COMPANY; (III) NEITHER THE ANALYSTS NOR ANY MEMBER OF THE ANALYST’S HOUSEHOLD SERVE AS AN OFFICER, DIRECTOR OR ADVISORY BOARD MEMBER OF THE COMPANY.

KT&PARTNERS HAS IN PLACE AN EQUITY RESEARCH POLICY, IN ORDER TO RULE RESEARCH SERVICES IN COMPLIANCE WITH PARLIAMENT REGULATION (EU) NO.596/2014 AND COMMISSION DELEGATED REGULATION (EU) NO. 958/2016 ON MARKET ABUSE. IN THIS POLICY, THERE ARE ALSO DESCRIBED THE ORGANIZATIONAL MECHANISMS ADOPTED BY KT&PARTNERS TO PREVENT AND PROFESSIONALLY MANAGE CONFLICTS OF INTEREST THAT MAY ARISE DURING THE PERFORMANCE OF THE RESEARCH. IN ANY CASE, CHINESE WALLS AND OTHER INFORMATION BARRIERS ARE IN PLACE TO AVOID THE EXCHANGE OF CONFIDENTIAL INFORMATION BETWEEN THE EQUITY RESEARCH DEPARTMENT AND OTHER SERVICES AREAS.

KT&PARTNERS PREPARED THIS DOCUMENT ON BEHALF OF RELATECH SPA ACCORDING TO AN AGREEMENT ENTERED WITH THE SAME AND ON THE BASIS OF THE DATA AND PUBLIC INFORMATION PROVIDED BY THE SAME OR DERIVED FROM SOURCES DEEMED SERIOUS AND RELIABLE ON THE FINANCIAL MARKET BUT WHOSE ABSOLUTE TRUSTWORTHINESS, COMPLETENESS, AND ACCURACY CANNOT BE GUARANTEED. THE FEES AGREED FOR THIS RESEARCH DO NOT DEPEND ON THE RESULTS OF THE RESEARCH.

KT&PARTNERS PREPARED THIS DOCUMENT PURSUANT TO AN ENGAGEMENT LETTER ENTERED INTO WITH BPER BANCA SPA ACTING AS SPECIALIST IN ACCORDANCE TO ART. 35 OF EURONEXT GROWTH MILAN MARKET RULES FOR COMPANIES.

KT&PARTNERS PREVIOUSLY RELEASED RELATECH EQUITY RESEARCH UPDATE ON 12/14/2022 WITH A FAIR VALUE OF €4.90PS.

THIS DOCUMENT IS A SOURCE OF INFORMATION ONLY, AND IS NOT PART OF, AND IN NO WAY MUST BE CONSIDERED AN OFFER TO SELL, SUBSCRIBE OR TRADE, OR A SOLICITATION TO PURCHASE, SUBSCRIBE OR TRADE, FINANCIAL INSTRUMENTS/PRODUCTS, OR IN GENERAL TO INVEST, NOR MUST IT BE CONSIDERED ANY FORM OF CONSULTING FOR AN INVESTMENT IN FINANCIAL INSTRUMENTS.

THE INFORMATION PROVIDED IN THIS DOCUMENT MUST NOT BE UNDERSTOOD AS A REQUEST OR SUGGESTION TO CONDUCT OR CARRY OUT A SPECIFIC TRANSACTION.

EACH INVESTOR MUST FORM HIS/HER OWN OPINION BASED EXCLUSIVELY ON HIS/HER ASSESSMENT OF THE ADVISABILITY OF INVESTING. ANY INVESTMENT DECISION MADE ON THE BASIS OF THE INFORMATION AND ANALYSES IN THIS DOCUMENT IS THE EXCLUSIVE RESPONSIBILITY OF THE RECIPIENTS OF THIS DOCUMENT, WHO MUST CONSIDER THIS DOCUMENT MERELY AS A SOURCE OF INFORMATION AND ANALYSIS TO SUPPORT SUCH DECISION.

ANY OPINIONS, FORECAST OR ESTIMATES CONTAINED HEREIN CONSTITUTE A JUDGEMENT AS AT THE DATE OF THIS DOCUMENT, AND THERE CAN BE NO ASSURANCE THAT THE FUTURE RESULTS OF THE COMPANY AND/OR ANY FUTURE EVENTS WILL BE CONSISTENT WITH ANY OF SUCH OPINIONS, FORECAST OR ESTIMATES.

KT&PARTNERS MAKES NO EXPLICIT OR IMPLICIT GUARANTEE WITH RESPECT TO PERFORMANCE OR THE OUTCOME OF ANY INVESTMENT OR PROJECTIONS MADE.

THEREFORE, KT&PARTNERS, ITS REPRESENTATIVES AND/OR EMPLOYEES WILL NOT BE LIABLE FOR ANY EFFECT DERIVING FROM THE USE OF THIS DOCUMENT, AND HEREBY DECLINE ALL LIABILITY FOR ANY DIRECT OR INDIRECT DAMAGES, FINANCIAL OR OTHERWISE, DERIVING FROM ANY USE OF THE INFORMATION IT CONTAINS.

KT&PARTNERS AIMS TO PROVIDE CONTINUOUS COVERAGE OF THE COMPANY IN CONJUNCTION WITH ANY EXCEPTIONAL EVENT THAT OCCURS AFFECTING THE ISSUER'S SPHERE OF OPERATIONS AND IN ANY CASE AT LEAST TWICE PER YEAR.

IN THIS STUDY DCF AND MULTIPLE VALUATION MODELS HAVE BEEN USED. RECOMMENDATIONS FOLLOW THE FOLLOWING RULES:

- ADD – FOR A FAIR VALUE > 15% ON CURRENT PRICE
- HOLD – FOR A FAIR VALUE <15% AND >-15% ON CURRENT PRICE
- REDUCE – FOR A FAIR VALUE <-15% ON CURRENT PRICE



Via della Posta, 10 – Piazza Affari, 20123 Milano – Italy  
Tel: +39.02.83424007 Fax: +39.02.83424011  
[segreteria@ktepartners.com](mailto:segreteria@ktepartners.com)