Company Note

MID CORPORATE

Rosetti Marino

1H22 Results

1H22 results showed a robust increase in the production activity, which was nearly +110% yoy, mainly driven by the Energy sector and allowing the company to report a positive bottom line. We reduce our expectations on FY22E, mainly due to the reduction of the scope of a project in Russia. However, given the still solid order backlog, for now we confirm our FY23E-24E estimates.

1H22 results

The negative impact from the higher cost of raw materials and operational difficulties related to international sanctions was more than offset by the positive outcome from the strong recovery of the Energy sector, which has been further supported since the beginning of the war. This recovery allowed the company to return to positive results already in 1H22, when the company recorded: i) EUR 151M vs. EUR 72.3M in 1H21A (+108.8%); ii) EUR 6.1M EBITDA vs. an EUR -33.8M EBITDA in 1H21A; and iii) net profit of EUR 1.1M vs. an EUR 28.7M net loss in 1H21A.

Outlook and estimates revision

We appreciate the solid order backlog as at 30 June 2022 (EUR 452M), even if lower vs. YE21 (EUR 544M) and mainly driven by the Energy sector: i) EUR 379M in the Energy sector (vs. EUR 466M at YE21); ii) EUR 20M related to shipbuilding activities (vs. EUR 38M at YE21); and iii) EUR 53M regarding Process Plants (vs. EUR 40M at YE21). However, we cut our FY22E top line by EUR 60M, mainly to reflect the impact of the contract in Russia. Net profit should come in at approx. break-even in FY22E thanks to the implementation of projects with higher margins, mainly with reference to the Energy division. For now, we confirm our FY23E-24E estimates. We highlight that the company operates in some markets (e.g. Kazakhstan) characterised by social instability, which could lead to possible negative effects on financials.

Valuation

In view of Rosetti Marino's stable shareholding structure and limited trading volumes, we do not assign a rating or target price to the company.

27 October 2022: 12:50 CET Date and time of production

No Rating

Italy/Oil Equipment & Services
Results

Price Performance (RIC: YRM.MI, BB: YRM IM) 105 100 95 90 80 75 70 0 N D J F M A M J J A S O

Rosetti Marino - Key Data						
Price date (market close)	26/10/2022					
Market price (EUR)	34.00					
Market cap (EUR M)	136.00					
52Wk range (EUR)	36.8/34.0					

Price performance %	1M	3M	12M
Absolute	0.0	0.0	-7.6
Rel. to FTSE IT All Sh	-5.5	-4.6	12.4

Y/E Dec (EUR M)	FY21A	FY22E	FY23E
Revenues	161.2	330.0	460.0
EBITDA	-56.64	9.00	27.50
EBIT	-64.81	1.20	19.70
Net income	-54.73	0.65	13.74
EPS (EUR)	-13.68	0.16	3.44
Net debt/-cash	-83.24	-39.42	-53.56
Adj P/E (x)	Neg.	NM	9.9
EV/EBITDA (x)	Neg.	10.6	3.0
EV/EBIT (x)	Neg.	79.8	4.1
Div ord yield (%)	0	0	0

Source: Company data, FactSet and Intesa Sanpaolo Research estimates

Intesa Sanpaolo Research Dept.

Arianna Terazzi - Research Analyst +39 02 7235 1816 arianna.terazzi@intesasanpaolo.com

Corporate Broking Research

A. Francese, G. Berti, G. Cabrino M. Cristofori, Y. El Algoui, A. Terazzi

1H22 Results

The key points of results were:

- Total revenues of EUR 151M vs. EUR 72.3M in 1H21A (+108.8%):
 - □ The Energy segment recorded an outstanding growth, resulting in EUR 133M revenues vs. EUR 52M in 1H21A;
 - Shipbuilding activities were EUR 7M vs. EUR 9M of 1H21A, suffering from low orders, mainly due to the ongoing Russia-Ukraine conflict; and
 - ☐ The Process Plants segment' top line was EUR 11M (in line with 1H21A), and was negatively impacted by the suspension of a project destined to Russia;
- **EBITDA was EUR 6.1M** vs. an EUR -33.8M EBITDA in 1H21A; the higher cost of raw materials and operational difficulties related to international sanctions were more than offset by the positive outcome from the strong recovery of the Energy sector;
- Net profit came in at EUR 1.1M vs. an EUR 28.7M net loss in 1H21A;
- The short-term **net cash position was** EUR 63.8M vs. EUR 83.2M at YE21A.

Rosetti Marino – 1H22 results

EUR M	1H21A	1H22A	yoy %
Turnover	72.3	151.0	108.8
EBITDA	-33.8	6.1	NM
EBITDA margin (%)	Neg.	4.0	
EBIT	-37.9	2.5	NM
EBIT margin (%)	Neg.	1.7	
Net profit	-28.7	1.1	NM

NM: not meaningful; A: actual; Source: Company data

Earnings Outlook

The order backlog as at 30 June 2022 (EUR 452M), albeit lower vs. YE21 (EUR 544M), is still solid and reflects the mixed outlook of Rosetti Marino's divisions:

Order backlog and outlook mixed for the 3 divisions

- EUR 379M in the Energy sector (vs. EUR 466M at YE21);
- EUR 20M related to shipbuilding activities (vs. EUR 38M at YE21);
- EUR 53M regarding Process Plants (vs. EUR 40M at YE21). New orders for EUR 32M were acquired in 1H22.

Indeed, the outlook seems positive for the Energy sector and the Process plants division. The companies of the group that work in this segment have been participating in tenders that should shortly reach the award phase; therefore, activity is expected to grow significantly, boosted by a good commercial activity, despite the expected drop in volumes for the Russian Project (worth EUR 201M), whose perimeter was recently amended and whose activities ended in September 2022, earlier than originally planned.

Instead, with reference to shipbuilding activities, in contrast with what was anticipated in March, the company stated that there are no significant signs of market recovery that would make it possible to overcome the difficult period of FY20-21. In 1H22, no orders were collected by the subsidiary Rosetti Superyachts Spa and the company sees limited opportunities in the short term to acquire new orders, which should translate in a negative result for the division at YE22.

2022E-24E estimates

We cut our FY22E top line by EUR 60M, mainly to reflect the impact of the contract in Russia, but we assume net profit still approx. at break-even thanks to the implementation of projects with higher margins, mainly with reference to the Energy division.

For now, we confirm our FY23E-24E estimates (only adjusting net cash due to the changes in our FY22E figures).

Rosetti Marino – 2022E-24E estimates revision

EUR M	2022E Old	2022E New	chg %	2023E	vs. 2022E %	2024E	vs. 2023E %
Revenues	390.0	330.0	-15.4	460.0	39.4	450.0	-2.2
EBITDA	10.5	9.0	-14.3	27.5	NM	27.0	-1.8
EBITDA margin (%)	2.7	3.1		6.0		6.0	
EBIT	2.7	1.2	-55.6	19.7	NM	19.2	-2.5
Net profit	1.4	0.7	-53.6	13.7	NM	13.4	-2.5
Net debt (- cash)	-41.4	-38.6	-6.7	-53.6	38.7	-65.5	22.4

NM: not meaningful; E: estimates; Source: Intesa Sanpaolo Research

We highlight that the company operates in some markets (e.g. Kazakhstan) characterised by social instability, which could lead to possible negative effects on financials.

Valuation

We based our valuation of Rosetti Marino on a multiples' comparison and DCF model.

Multiples comparison

In our multiples' comparison, we identified a sample of comparable companies as shown in the following tables.

We highlight that the profitability of Rosetti Marino, in terms of EBIT margin and net income margin, is below the peers' average in FY22E-24E.

Rosetti Marino - margin comparison (2022E-24E)

EUR M, %	Mkt cap (EUR M)**	EBIT margin FY22E %	EBIT margin FY23E %	EBIT margin FY24E %	Net income margin FY22E %	Net income margin FY23E %	Net income margin FY24E %
Tenaris SA	18,163	23.4	23.2	20.0	21.0	20.0	17.7
Tecnicas	376	2.2	2.8	3.0	-0.5	1.5	1.7
Reunidas SA							
Petrofac	655	2.3	3.9	5.3	-0.5	1.2	3.0
National Oilwell	8,772	4.8	7.6	9.5	3.1	5.0	6.6
Varco							
Average		8.1	9.4	9.4	5.8	6.9	7.2
Rosetti Marino*	136.0	0.4	4.3	4.3	0.2	3.0	3.0

Source: Note: (**) data priced at market close on 26.10.2022. Source: FactSet and (*) Intesa Sanpaolo Research

In terms of FY23E EV/EBIT, the multiples of the selected companies are between 2.9-14.7x, with a median of 6.5x, while the FY24E EV/EBIT multiples are between 3.5-12.0x, with a median of 6.5x.

Regarding the FY23E P/E, the peers' multiples are within a 5.6-21.9x range, with a median of 14.2x, while the FY24E P/E multiples are between 4.5-15.6x, with a median of 7.4x.

Rosetti Marino - Multiples Comparison (2023E-24E)

х	Price (EUR)**	EV/EBIT FY23E	EV/EBIT FY24E	P/E FY23E	P/E FY24E
Tenaris	15.4	5.4	7.5	7.8	8.7
Tecnicas Reunidas	6.7	2.9	3.5	5.6	4.5
Petrofac	1.3	7.6	5.4	20.7	6.1
National Oilwell Varco	22.3	14.7	12.0	21.9	15.6
Median		6.5	6.5	14.2	7.4
Rosetti Marino*	34.0	4.1	3.6	9.9	10.2

Note: (**) data priced at market close on 26.10.2022; Source: FactSet and (*) Intesa Sanpaolo Research

Applying the EV/EBIT median to Rosetti Marino's FY23E/24E estimates, we obtain equity values of EUR 181.9M and EUR 189.7M.

Rosetti Marino - Multiples comparison results

EUR M	2023E	2024E
EBIT	19.7	19.2
Median EV/EBIT	6.5	6.5
EV	128.4	124.2
Net debt/-cash	-53.6	-65.5
Equity value	181.9	189.7

Source: Source: FactSet and Intesa Sanpaolo Research estimates

Nevertheless, in view of Rosetti Marino's stable shareholding structure and limited trading volumes, we do not assign a rating or target price to the company.

DCF model

We also ran a valuation on a DCF model, which points to an equity value range of EUR 111M to EUR 136.5M, in order to better reflect the company's specific long-term prospects.

Our key DCF assumptions are:

- Explicit forecasts through 2024E;
- An equity risk premium at 6.5% (6.25% previously);
- A risk-free rate at 3% (1.75% previously);
- A gearing ratio (D/invested capital) of 0.0%;
- We derived a WACC at 9.5%.

To calculate the terminal value, we used two approaches:

- We discount to perpetuity the 2023E FCFO at a WACC of 9.5%;
- We discount to perpetuity the EBIT mid-cycle 2010A-24E, excluding 2020A and 2021A that we deem as extraordinary, at a WACC of 9.5%.

Rosetti Marino – Key Data

Rating No Rating	Mkt prid Ord 34.	ce (EUR/sh) 00			Oil Equipment & Se		
Values per share (EUR)	2019A	2020A	2021A	2022E	2023E	2024E	
No. ordinary shares (M)	4.00	4.00	4.00	4.00	4.00	4.00	
Total no. of shares (M)	4.00	4.00	4.00	4.00	4.00	4.00	
Market cap (EUR M)	159.97	145.79	146.71	136.00	136.00	136.00	
Adj. EPS	1.12	-8.15	-13.68	0.16	3.44	3.35	
BVPS	52.6	45.2	31.2	31.7	35.1	38.5	
Dividend ord	0	0	0	0	0	0	
Income statement (EUR M)	2019A	2020A	2021A	2022E	2023E	2024E	
Revenues	338.6	205.0	161.2	330.0	460.0	450.0	
EBITDA	33.38	-32.67	-56.64	9.00	27.50	27.00	
EBIT	25.23	-40.42	-64.81	1.20	19.70	19.20	
Pre-tax income	28.23	-40.87	-65.70	-0.30	18.20	17.70	
Net income	4.46	-32.60	-54.73	0.65	13.74	13.39	
Adj. net income	4.46	-32.60	-54.73	0.65	13.74	13.39	
Cash flow (EUR M)	2019A	2020A	2021A	2022E	2023E	2024E	
Net income before minorities	15.7	-33.8	-56.9	-0.2	12.7	12.4	
Depreciation and provisions	8.2	7.8	8.2	7.8	7.8	7.8	
Others/Uses of funds	0	23.6	0	0	0	0	
Change in working capital	-18.0	-17.3	41.2	-42.3	2.6	-0.2	
Operating cash flow	17.1	-20.8	-9.7	-35.4	22.1	19.0	
Capital expenditure	-8.0	-10.0	-7.2	-10.0	-10.0	-9.0	
Financial investments	0	0	0	0	0	0	
Acquisitions and disposals	0	0	0	0	0	0	
Free cash flow	9.1	-30.8	-16.9	-45.4	12.1	10.0	
Dividends	-2.8	0	0	0	0	0	
Equity changes & Non-op items	8.4	-27.5	30.7	0	0	0	
Net cash flow	14.7	-58.3	13.9	-45.4	12.1	10.0	
Balance sheet (EUR M)	2019A	2020A	2021A	2022E	2023E	2024E	
Net capital employed	78.8	117.0	43.8	88.3	87.9	89.3	
of which associates	0	0	0	0	0	0	
Net debt/-cash	-120.2	-65.1	-83.2	-39.4	-53.6	-65.5	
Minorities	11.2	-1.1	-2.1	-0.8	-1.0	-1.0	
Net equity	199.0	182.1	127.0	127.7	141.4	154.8	
Minorities value	0	0	0	0	0	0	
Enterprise value	48.3	79.8	61.0	95.7	81.5	69.6	
Stock market ratios (x)	2019A	2020A	2021A	2022E	2023E	2024E	
Adj. P/E	35.8	Neg.	Neg.	NM	9.9	10.2	
P/CFPS	12.7	Neg.	Neg.	16.1	6.3	6.4	
P/BVPS	0.76	0.81	1.2	1.1	0.97	0.88	
Payout (%)	63	0	0	0	0	0	
Dividend yield (% ord)	0	0	0	0	0	0	
FCF yield (%)	-8.4	-19.6	-8.6	-32.2	10.4	8.8	
EV/sales	0.14	0.39	0.38	0.29	0.18	0.15	
EV/EBITDA	1.4	Neg.	Neg.	10.6	3.0	2.6	
EV/EBIT	1.9	Neg.	Neg.	79.8	4.1	3.6	
EV/CE	0.61	0.68	1.4	1.1	0.93	0.78	
D/EBITDA	Neg.	2.0	1.5	Neg.	Neg.	Neg.	
D/EBIT	Neg.	1.6	1.3	Neg.	Neg.	Neg.	
Profitability & financial ratios (%)	2019A	2020A	2021A	2022E	2023E	2024E	
EBITDA margin	9.9	-15.9	-35.1	2.7	6.0	6.0	
EBIT margin	7.5	-19.7	-40.2	0.4	4.3	4.3	
Tax rate	44.4	17.4	13.4	50.0	30.0	30.0	
Net income margin	1.3	-15.9	-33.9	0.2	3.0	3.0	
ROCE	32.0	-34.5	-148.0	1.4	22.4	21.5	
ROE	2.4	-17.1	-35.4	0.5	10.2	9.0	
Interest cover	-8.4	-77.9	-73.0	0.8	13.1	12.8	
Debt/equity ratio	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	
Growth (%)		2020A	2021A	2022E	2023E	2024E	
Sales		-39.5	-21.4	NM	39.4	-2.2	
EBITDA		NM	-73.4	NM	NM	-1.8	
EBIT		NM	-60.3	NM	NM	-2.5	
Pre-tax income		NM	-60.8	99.5	NM	-2.7	
Net income		NM	-67.9	NM	NM	-2.5	

 $NM: not\ meaningful;\ NA: not\ available;\ Neg.:\ negative;\ A:\ actual;\ E:\ estimates;\ Source:\ Company\ data\ and\ Intesa\ Sanpaolo\ Research$

Company Snapshot

Company Description

Rosetti Marino is the operating parent company of a leading group whose core business is designing and building off-shore oil and gas platforms under EPC (engineering, procurement and construction) contracts, designing and building service and work vessels and building processing plants. The company has two construction yards in the Port of Ravenna while the third is located a few km away from the city of Aktau, on the Kazakh shore of the Caspian Sea. Its main clients include major oil companies and the leading international contractors active in the industry, in addition to Europe's main builders of service vessels

Key Risks

Company specific risks:

- The small size of the company, compared to that of its peers, could be a risk in the presence of competitive pressure
- Customers' concentration
- The company operates in some markets characterised by social instability, which could lead to possibly negative effects on financials

Sector generic risks:

- Oil price fluctuations

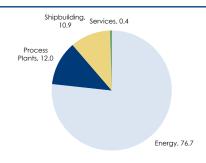
Key data

Mkt price (EUR)	34.00	Free float (%)	NA
No. of shares	4.00	Major shr	Rosfin
52Wk range (EUR)	36.8/34.0	(%)	56.0
Reuters	YRM.MI	Bloomberg	YRM IM
Performance (%)	Absolute		Rel. FTSE IT All Sh
-1M	0.0	-1M	-5.5
-3M	0.0	-3M	-4.6

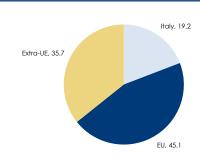
Estimates vs. consensus

EUR M (Y/E Dec)	2021A	2022E	2022C	2023E	2023C	2024E	2024C
Sales	161.2	330.0	NM	460.0	NM	450.0	MM
EBITDA	-56.64	9.00	NM	27.50	NM	27.00	NM
EBIT	-64.81	1.20	NM	19.70	NM	19.20	NM
Pre-tax income	-65.70	-0.30	NM	18.20	NM	17.70	NM
Net income	-54.73	0.65	NM	13.74	NM	13.39	NM
EPS (EUR)	-13.68	0.16	NM	3.44	NM	3.35	NM

FY21A Sales Breakdown by BU (%)



FY21A Revenues Breakdown by Geography (%)



Source: Company data, Intesa Sanpaolo Research estimates and FactSet consensus data (priced at market close of 26/10/2022)

Our Mid Corporate Definition

Italy is characterised by a large number of non-listed and listed micro, small and medium-sized companies. Looking at the revenues of these Italian companies, around 5,000 companies eligible for listing have revenues below EUR 1,500M based on Intesa Sanpaolo elaborations. We define these companies as 'Mid Corporate'. Looking more specifically at Italian listed companies, we include in our Mid Corporate segment all STAR companies and those with a market capitalisation below EUR 1Bn.

Disclaimer

Analyst certification

The financial analysts who prepared this report, and whose names and roles appear within the document, certify that:

1. The views expressed on the company mentioned herein accurately reflect independent, fair and balanced personal views; 2. No direct or indirect compensation has been or will be received in exchange for any views expressed.

Specific disclosures

- Neither the analysts nor any persons closely associated with the analysts have a financial interest in the securities of the company.
- Neither the analysts nor any persons closely associated with the analysts serve as an officer, director or advisory board member of the company.
- Some of the analysts named in the document are members of AIAF.
- The analysts named in this document are not registered with or qualified by FINRA, the U.S. regulatory body with oversight over Intesa Sanpaolo IMI Securities Corp. Accordingly, the analysts may not be subject to FINRA Rule 2241 and NYSE Rule 472 with respect to communications with a subject company, public appearances and trading securities in a personal account. For additional information, please contact the Compliance Department of Intesa Sanpaolo IMI Securities Corp. at 212-326-1133.
- The analysts of this report do not receive bonuses, salaries, or any other form of compensation that is based upon specific investment banking transactions.
- The research department supervisors do not have a financial interest in the securities of the company.

This research has been prepared by Intesa Sanpaolo SpA, and is distributed by Intesa Sanpaolo SpA, Intesa Sanpaolo-London Branch (a member of the London Stock Exchange) and Intesa Sanpaolo IMI Securities Corp. (a member of the NYSE and FINRA). Intesa Sanpaolo SpA accepts full responsibility for the contents of this report and also reserves the right to issue this document to its own clients. Intesa Sanpaolo SpA, is authorised by the Banca d'Italia and is regulated by the Financial Services Authority in the conduct of designated investment business in the UK and by the SEC for the conduct of US business.

Opinions and estimates in this research are as at the date of this material and are subject to change without notice to the recipient. Information and opinions have been obtained from sources believed to be reliable, but no representation or warranty is made as to their accuracy or correctness. Past performance is not a guarantee of future results. The investments and strategies discussed in this research may not be suitable for all investors. If you are in any doubt you should consult your investment advisor.

This report has been prepared solely for information purposes and is not intended as an offer or solicitation with respect to the purchase or sale of any financial products. It should not be regarded as a substitute for the exercise of the recipient's own judgment. No Intesa Sanpaolo SpA entity accepts any liability whatsoever for any direct, consequential or indirect loss arising from any use of material contained in this report. This document may only be reproduced or published with the name of Intesa Sanpaolo SpA.

Intesa Sanpaolo SpA has in place the Conflicts of Interest Management Rules for managing effectively the conflicts of interest which might affect the impartiality of all investment research which is held out, or where it is reasonable for the user to rely on the research, as being an impartial assessment of the value or prospects of its subject matter. A copy of these Rules is available to the recipient of this research upon making a written request to the Compliance Officer, Intesa Sanpaolo SpA, C.so Matteotti no 1, 20121 Milan (MI) Italy. Intesa Sanpaolo SpA has formalised a set of principles and procedures for dealing with conflicts of interest ("Rules for Research"). The Rules for Research is clearly explained in the relevant section of Intesa Sanpaolo's website (www.intesasanpaolo.com).

Member companies of the Intesa Sanpaolo Group, or their directors and/or representatives and/or employees and/or persons closely associated with them, may have a long or short position in any securities mentioned at any time, and may make a purchase and/or sale, or offer to make a purchase and/or sale, of any of the securities from time to time in the open market or otherwise.

This document has been prepared and issued for, and thereof is intended for use by, MiFID II eligible counterparties/professional clients (other than elective professional clients) or otherwise by market professionals or institutional investors only, who are financially sophisticated and capable of evaluating investment risks independently, both in general and with regard to particular transactions and investment strategies.

Therefore, such materials may not be suitable for all investors and recipients are urged to seek the advice of their independent financial advisor for any necessary explanation of the contents thereof.

Persons and residents in the UK: this document is not for distribution in the United Kingdom to persons who would be defined as private customers under rules of the Financial Conduct Authority.

US persons: This document is intended for distribution in the United States only to Major US Institutional Investors as defined in SEC Rule 15a-6. US Customers wishing to effect a transaction should do so only by contacting a representative at Intesa Sanpaolo IMI Securities Corp. in the US (see contact details below).

Intesa Sanpaolo SpA issues and circulates research to Major Institutional Investors in the USA only through Intesa Sanpaolo IMI Securities Corp., 1 William Street, New York, NY 10004, USA, Tel: (1) 212 326 1150.

Inducements in relation to research

This document has been prepared and issued for, and thereof is intended for use by, MiFID 2 eligible counterparties/professional clients (other than elective professional clients) or otherwise by market professionals or institutional investors only, who are financially sophisticated and capable of evaluating investment risks independently, both in general and with regard to specific transactions and investment strategies.

Therefore, such materials may not be suitable for all investors and recipients are urged to seek the advice of their independent financial advisor for any necessary explanation of the contents thereof.

Pursuant to the provisions of Delegated Directive (EU) 2017/593, this document can be qualified as an acceptable minor non-monetary benefit as it is:

Written material from a third party that is commissioned and paid for by a corporate issuer or potential issuer to promote a new issuance by the company, or where the third party firm is contractually engaged and paid by the issuer to produce such material on an ongoing basis (Specialist/Corporate Broker/Sponsor contract), provided that the relationship is clearly disclosed in the material and that the material is made available at the same time to any investment firms wishing to receive it or to the general public - Delegated Directive(EU) 2017/593 - art. 12 paragraph 3.

Distribution Method

This document is for the exclusive use of the person to whom it is delivered by Intesa Sanpaolo and may not be reproduced, redistributed, directly or indirectly, to third parties or published, in whole or in part, for any reason, without prior consent expressed by Intesa Sanpaolo. The copyright and all other intellectual property rights on the data, information, opinions and assessments referred to in this information document are the exclusive domain of the Intesa Sanpaolo banking group, unless otherwise indicated. Such data, information, opinions and assessments cannot be the subject of further distribution or reproduction in any form and using any technique, even partially, except with express written consent by Intesa Sanpaolo.

Persons who receive this document are obliged to comply with the above indications.

Coverage policy and frequency of research reports

The list of companies covered by the Research Department is available upon request. Intesa Sanpaolo SpA aims to provide continuous coverage of the companies on the list in conjunction with the timing of periodical accounting reports and any exceptional event that affects the issuer's operations. The companies for which Intesa Sanpaolo SpA acts as sponsor or specialist or other regulated roles are covered in compliance with regulations issued by regulatory bodies with jurisdiction. In the case of a short note, we advise investors to refer to the most recent company report published by Intesa Sanpaolo SpA's Research Department for a full analysis of valuation methodology, earnings assumptions, risks and the historical of recommendation and target price. In the Equity Daily note and Weekly Preview report the Research Department reconfirms the previously published ratings and target prices on the covered companies (or alternatively such ratings and target prices may be placed Under Review). Research qualified as a minor non-monetary benefit pursuant to provisions of Delegated Directive (EUR) 2017/593 is freely available on the IMI Corporate & Investment Banking Division web site (www.imi.intesasanpaolo.com); all other research is available by contacting your sales representative.

Equity Research Publications in Last 12M

The list of all recommendations on any financial instrument or issuer produced by Intesa Sanpaolo Research Department and distributed during the preceding 12-month period is available on the Intesa Sanpaolo website at the following address:

https://group.intesasanpaolo.com/en/research/RegulatoryDisclosures/archive-of-intesa-sanpaolo-group-s-conflicts-of-interest0

Valuation methodology (long-term horizon: 12M)

The Intesa Sanpaolo SpA Equity Research Department values the companies for which it assigns recommendations as follows:

We obtain a fair value using a number of valuation methodologies including: discounted cash flow method (DCF), dividend discount model (DDM), embedded value methodology, return on allocated capital, break-up value, asset-based valuation method, sum-of-the-parts, and multiples-based models (for example PE, P/BV, PCF, EV/Sales, EV/EBITDA, EV/EBIT, etc.). The financial analysts use the above valuation methods alternatively and/or jointly at their discretion. The assigned target price may differ from the fair value, as it also takes into account overall market/sector conditions, corporate/market events, and corporate specifics (ie, holding discounts) reasonably considered to be possible drivers of the company's share price performance. These factors may also be assessed using the methodologies indicated above.

Equity rating key: (long-term horizon: 12M)

In its recommendations, Intesa Sanpaolo SpA uses an "absolute" rating system, which is not related to market performance and whose key is reported below:

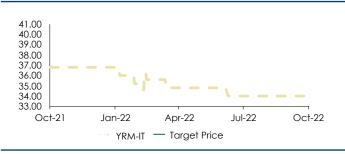
Equity Rating Key (long-term horizon: 12M)

Long-term rating	Definition
BUY	If the target price is 20% higher than the market price
ADD	If the target price is 10%-20% higher than the market price
HOLD	If the target price is 10% below or 10% above the market price
REDUCE	If the target price is 10%-20% lower than the market price
SELL	If the target price is 20% lower than the market price
RATING SUSPENDED	The investment rating and target price for this stock have been suspended as there is not a sufficient fundamental basis for determining an investment rating or target. The previous investment rating and target price, if any, are no longer in effect for this stock.
NO RATING	The company is or may be covered by the Research Department but no rating or target price is assigned either voluntarily or to comply with applicable regulations and/or firm policies in certain circumstances.
TENDER SHARES	We advise investors to tender the shares to the offer.
TARGET PRICE	The market price that the analyst believes the share may reach within a one-year time horizon
MARKET PRICE	Closing price on the day before the issue date of the report, as indicated on the first page, except where otherwise indicated

Historical recommendations and target price trends (long-term horizon: 12M)

The 12M rating and target price history chart(s) for the companies currently under our coverage can also be found at Intesa Sanpaolo's website/Research/Regulatory disclosures: https://group.intesasanpaolo.com/en/research/RegulatoryDisclosures/tp-and-rating-history-12-months-. Note: please also refer to https://group.intesasanpaolo.com/it/research/equity—credit-research/equity in applicable cases for the ISP-UBI Equity Ratings Reconciliation Table, the archive of ex-UBI's previously published research reports and 12M historical recommendations.

Target price and market price trend (-1Y)



Historical recommendations and target price trend (-1Y)

Date	Rating	TP (EUR)	Mkt Price (EUR)
02-Apr-15	No Rating		

Equity rating allocations (long-term horizon: 12M)

Intesa Sanpaolo Research Rating Distribution (at October 2022)

Number of companies considered: 127	BUY	ADD	HOLD	REDUCE	SELL
Total Equity Research Coverage relating to last rating (%)*	65	18	17	0	0
of which Intesa Sanpaolo's Clients (%)**	83	39	55	0	0

^{*} Last rating refers to rating as at end of the previous quarter; ** Companies on behalf of whom Intesa Sanpaolo and the other companies of the Intesa Sanpaolo Group have provided corporate and Investment banking services in the last 12 months; percentage of clients in each rating category

Valuation methodology (short-term horizon: 3M)

Our short-term investment ideas are based on ongoing special market situations, including among others: spreads between share categories; holding companies vs. subsidiaries; stub; control chain reshuffling; stressed capital situations; potential extraordinary deals (including capital increase/delisting/extraordinary dividends); and preys and predators. Investment ideas are presented either in relative terms (e.g. spread ordinary vs. savings; holding vs. subsidiaries) or in absolute terms (e.g. preys).

The companies to which we assign short-term ratings are under regular coverage by our research analysts and, as such, are subject to fundamental analysis and long-term recommendations. The main differences attain to the time horizon considered (monthly vs. yearly) and definitions (short-term 'long/short' vs. long-term 'buy/sell'). Note that the short-term relative recommendations of these investment ideas may differ from our long-term recommendations. We monitor the monthly performance of our short-term investment ideas and follow them until their closure.

Equity rating key (short-term horizon: 3M)

Short-term rating	Definition
LONG	Stock price expected to rise or outperform within three months from the time the rating was assigned due to
	a specific catalyst or event
SHORT	Stock price expected to fall or underperform within three months from the time the rating was assigned due
	to a specific catalyst or event

Company-specific disclosures

Intesa Sanpaolo S.p.A. and the other companies belonging to the Intesa Sanpaolo Banking Group (hereafter the "Intesa Sanpaolo Banking Group") have adopted written guidelines "Organisational, Management and Control Model" pursuant to Legislative Decree 8 June 2001 no. 231 (available at the Intesa Sanpaolo website, https://group.intesasanpaolo.com/en/governance/leg-decree-231-2001) setting forth practices and procedures, in accordance with applicable regulations by the competent Italian authorities and best international practice, including those known as Information Barriers, to restrict the flow of information, namely inside and/or confidential information, to prevent the misuse of such information and to prevent any conflicts of interest arising from the many activities of the Intesa Sanpaolo Banking Group, which may adversely affect the interests of the customer in accordance with current regulations.

In particular, the description of the measures taken to manage interest and conflicts of interest – related to Articles 5 and 6 of the Commission Delegated Regulation (EU) 2016/958 of 9 March 2016 supplementing Regulation (EU) No. 596/2014 of the European Parliament and of the Council with regard to regulatory technical standards for the technical arrangements for objective presentation of investment recommendations or other information recommending or suggesting an investment strategy and for disclosure of particular interests or indications of conflicts of interest as subsequently amended and supplemented, the FINRA Rule 2241, as well as the Financial Conduct Authority Conduct of Business Sourcebook rules COBS 12.4 - between the Intesa Sanpaolo Banking Group and issuers of financial instruments, and their group companies, and referred to in research products produced by analysts at Intesa Sanpaolo S.p.A. is available in the "Rules for Research" and in the extract of the "Corporate model on the management of inside information and conflicts of interest" published on the website of Intesa Sanpaolo S.p.A.

At the Intesa Sanpaolo website, webpage https://group.intesasanpaolo.com/en/research/RegulatoryDisclosures/archive-of-intesasanpaolo-group-s-conflicts-of-interest you can find the archive of disclosure of interests or conflicts of interest of the Intesa Sanpaolo Banking Group in compliance with the applicable laws and regulations.

Furthermore, we disclose the following information on the Intesa Sanpaolo Banking Group's conflicts of interest.

- One or more of the companies of the Intesa Sanpaolo Banking Group plan to solicit investment banking business or intends to seek compensation from Rosetti Marino in the next three months
- Intesa Sanpaolo acts as Specialist relative to securities issued by Rosetti Marino

Intesa Sanpaolo Largo Mattioli, 3 20121 Italy

Intesa Sanpaolo London Branch 90 Queen Street – EC4N 1SA UK

Intesa Sanpaolo IMI Securities Corp. 1 William St. – 10004 New York (NY) USA

Intesa Sanpaolo Research Dept.		
Gregorio De Felice - Head of Research	+39 02 8796 2012	gregorio.defelice@intesasanpaolo.com
Equity&Credit Research	0, 02 0, 70 20 12	g. og o
Giampaolo Trasi	+39 02 8794 9803	giampaolo.trasi@intesasanpaolo.con
Equity Research		9
Monica Bosio	+39 02 7235 1801	monica.bosio@intesasanpaolo.con
Luca Bacoccoli	+39 02 7235 1810	luca.bacoccoli@intesasanpaolo.con
Davide Candela	+39 02 7235 1817	davide.candela@intesasanpaolo.con
Oriana Cardani Marco Cristofori	+39 02 7235 1819 +39 02 7235 1818	oriana.cardani@intesasanpaolo.con marco.cristofori@intesasanpaolo.con
Antonella Frongillo	+39 02 7235 1799	antonella.frongillo@intesasanpaolo.con
Manuela Meroni	+39 02 7235 1798	manuela.meroni@intesasanpaolo.con
Elena Perini	+39 02 7235 1811	elena.perini@intesasanpaolo.con
Bruno Permutti Corporate Broking Research	+39 02 7235 1805	bruno.permutti@intesasanpaolo.com
Alberto Francese	+39 02 7235 1800	alberto.francese@intesasanpaolo.con
Gabriele Berti	+39 02 7235 1806	gabriele.berti@intesasanpaolo.con
Giada Cabrino	+39 02 7235 1800	giada.cabrino@intesasanpaolo.con
Marco Cristofori	+39 02 7235 1818	marco.cristofori@intesasanpaolo.con
Youness Nour El Alaoui	+39 02 7235 1815	youness.alaoui@intesasanpaolo.con
Arianna Terazzi Credit Research	+39 02 7235 1816	arianna.terazzi@intesasanpaolo.con
Maria Grazia Antola	+39 02 7235 1809	maria antola @intorarannasla con
Alessandro Chiodini	+39 02 7235 1809	maria.antola @intesasanpaolo.com alessandro.chiodini @intesasanpaolo.com
Dario Fasani	+39 02 7235 1808	dario.fasani@intesasanpaolo.com
Melanie Gavin	+39 02 7235 1804	melanie.gavin@intesasanpaolo.com
Maria Gabriella Tronconi	+39 02 7235 1814	maria.tronconi@intesasanpaolo.com
Barbara Pizzarelli (Research Support)	+39 02 7235 1803	barbara.pizzarelli@intesasanpaolo.com
Technical Analysis		·
Corrado Binda	+39 02 8021 5763	corrado.binda@intesasanpaolo.com
Sergio Mingolla	+39 02 8021 5843	antonio.mingolla@intesasanpaolo.com
Clearing & Data Processing		
Anna Whatley	+39 02 7235 1813	anna.whatley@intesasanpaolo.com
Stefano Breviglieri Annita Ricci	+39 02 7265 4635 +39 02 7235 1797	stefano.breviglieri@intesasanpaolo.com annita.ricci@intesasanpaolo.com
Wendy Ruggeri	+39 02 7235 1802	wendy.ruggeri@intesasanpaolo.com
Elisabetta Bugliesi (IT support)	+39 02 7235 1796	elisabetta.bugliesi@intesasanpaolo.com
Intesa Sanpaolo – IMI Corporate & Investr	ment Banking Divis	ion
Bernardo Bailo - Head of Global Markets Sales	+39 02 7261 2308	bernardo.bailo@intesasanpaolo.com
Equity Sales		
Giorgio Pozzobon	+39 02 7261 5616	giorgio.pozzobon@intesasanpaolo.com
Institutional Sales	. 20 00 70/1 5000	and the size of the second sec
Catherine d'Aragon Carlo Cavalieri	+39 02 7261 5929 +39 02 7261 2722	catherine.daragon@intesasanpaolo.com carlo.cavalieri@intesasanpaolo.com
Francesca Guadagni	+39 02 7261 5817	francesca.guadagni@intesasanpaolo.com
Laurent Kieffer	+44 207 651 3653	laurent.kieffer@intesasanpaolo.com
Federica Repetto	+39 02 7261 5517	federica.repetto@intesasanpaolo.com
Daniela Stucchi	+39 02 7261 5708	daniela.stucchi@intesasanpaolo.com
Mark Wilson Paola Parenti (Corporate Broking)	+39 02 7261 2758 +39 02 7265 6530	mark.wilson@intesasanpaolo.com paola.parenti@intesasanpaolo.com
Roberta Pupeschi (Corporate Broking)	+39 02 7261 6363	roberta.pupeschi@intesasanpaolo.com
Francesco Riccardi (Corporate Broking)	+39 02 7261 5966	francesco.riccardi@intesasanpaolo.com
Laura Spinella (Corporate Broking)	+39 02 7261 5782	laura.spinella@intesasanpaolo.com
Alessandro Bevacqua Lorenzo Pennati (Sales Trading)	+39 02 7261 5114 +39 02 7261 5647	alessandro.bevacqua@intesasanpaolo.com lorenzo.pennati@intesasanpaolo.com
Equity Derivatives Institutional Sales	.0, 02 / 201 304/	10101120,poi il lalle il 116303011p0010.C011
Emanuele Manini	+39 02 7261 5936	emanuele.manini@intesasanpaolo.com
Enrico Ferrari	+39 02 7261 2806	enrico.ferrari@intesasanpaolo.com
Stefan Gess	+39 02 7261 5927	stefan.gess@intesasanpaolo.com
Edward Lythe Ferdinando Zamprotta	+44 207 894 2456 +39 02 7261 5577	edward.lythe@intesasanpaolo.con ferdinando.zamprotta@intesasanpaolo.con
Gherardo Lenti Capoduri – Head of Market Hub	+39 02 7261 2051	gherardo.lenticapoduri@intesasanpaolo.com
E-commerce Distribution	3, 32,7201,2001	3 3. 33
Massimiliano Raposio	+39 02 7261 5388	massimiliano.raposio@intesasanpaolo.com
Intesa Sanpaolo IMI Securities Corp.		•
Greg Principe (Equity Institutional Sales)	+1 212 326 1233	greg.principe@intesasanpaolo.com