

Company Note

Rosetti Marino

FY21 Results

FY21 results were negatively impacted by low orders' acquisition in 2020, due to both the Covid-19 pandemic and the collapse in oil prices, resulting in value of production down by 21.4% yoy. Margins were also penalised by the prolonging of some projects, with an increase in production costs. However, order backlog grew to EUR 544M (EUR 124M at YE20) and the company has a positive outlook with reference to all divisions.

FY21 results

The key points of FY21A results were: 1) total revenues at EUR 161.2M vs. EUR 205M in FY20A (-21.4% yoy); 2) EBITDA negative for EUR 56.6M vs. a EUR -32.7M EBITDA in FY20A; 3) a net loss at EUR 54.7M vs. a EUR 32.6M net loss in FY20A; and 4) the short-term net cash position at EUR 83.2M vs. EUR 65.1M at YE20A.

Outlook and estimates revision

The order backlog is growing and at 30 December 2021 it amounted to EUR 544M (vs. EUR 124M at YE20), of which EUR 466M in the Energy division, EUR 38M related to the shipbuilding activities, and EUR 40M to Process Plants. As of today, all divisions are expected to rise, and Energy should benefit from a further boost linked to the Ukraine-Russia war, with an increased interest in projects to reduce the dependence on Russia in terms of energy sources. Overall, notwithstanding a positive outlook, we highlight that the company operates in some markets (e.g. Kazakhstan) characterised by social instability that could potentially have negative effects on production and therefore on the company's financials. We reduce our FY22-23E estimates on revenues by 9.3% and 8%, respectively, but continue to assume that the company should turn to profit (EUR 1.4M) in FY22E, and then improve margins in FY23E (a 6% EBITDA margin vs. 3.8% previously). We also introduce our estimates for FY24E, assuming -2.2% yoy at the top line, but we see a EUR 27M EBITDA (a margin in line with FY23E), a EUR 19.2M EBIT, a EUR 13.4M net profit, and a EUR 66.3M short-term net cash.

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 April 2022: 7:45 CET
Date and time of production

No Rating

Italy/Oil Equipment & Services
Update

EGM (ex-AIM)

Price Performance
(RIC: YRM.MI, BB: YRM IM)



Rosetti Marino - Key Data

| Price date (market close) | 25/04/2022 |
|---------------------------|------------|
| Market price (EUR) | 34.80 |
| Market cap (EUR M) | 139.20 |
| 52Wk range (EUR) | 40.0/34.6 |

| Price performance % | 1M | 3M | 12M |
|------------------------|------|------|------|
| Absolute | -2.2 | -5.4 | -1.7 |
| Rel. to FTSE IT All Sh | 0.1 | 2.5 | 0.2 |

| Y/E Dec (EUR M) | FY21A | FY22E | FY23E |
|-------------------|--------|--------|--------|
| Revenues | 161.2 | 390.0 | 460.0 |
| EBITDA | -56.64 | 10.50 | 27.50 |
| EBIT | -64.81 | 2.70 | 19.70 |
| Net income | -54.73 | 1.40 | 13.74 |
| EPS (EUR) | -13.68 | 0.35 | 3.44 |
| Net debt/-cash | -83.24 | -41.37 | -54.31 |
| Adj P/E (x) | Neg. | 99.4 | 10.1 |
| EV/EBITDA (x) | Neg. | 9.2 | 3.1 |
| EV/EBIT (x) | Neg. | 35.9 | 4.3 |
| Div ord yield (%) | 0 | 0 | 0 |

Source: Company data, FactSet and Intesa Sanpaolo Research estimates

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FY21 Results

FY21 results came in below our estimates and were negatively impacted by low order acquisition in 2020, due to both the Covid-19 pandemic and the collapse in oil prices, leading to a sharp drop in the value of production. In addition, margins were penalised by the increase in production costs. In detail:

- **Total revenues came in at EUR 161.2M** (vs. EUR 230M in our projections), **-21.4%** vs. EUR 205M in FY20A, mainly reflecting the weak order backlog as at YE20. The Energy sector's production dropped by around 26% yoy (EUR 122M vs. EUR 165M in FY20); the Process Plant sector accounted for EUR 16M (EUR 34M in FY20), while the Naval sector moved from EUR 6M in FY20 to EUR 23M, including the delivery of the first superyacht produced by the company;
- **EBITDA was negative for EUR 56.6M** vs. EUR -32.7M in FY20A; the company had to sustain additional costs due to the lengthening of some projects due to Covid-19;
- **Net loss stood at EUR 54.7M** (EUR -34.8M in our projections) vs. a EUR 32.6M net loss in FY20A;
- **The (short-term) net cash position stood at EUR 83.2M** vs. EUR 65.1M at YE20A.

Rosetti Marino – FY21 results

| EUR M | 2H20A | 2H21A | yoy % | FY20A | FY21A | yoy % | FY21E | A/E % |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| Turnover | 93.5 | 88.9 | -4.9 | 205.0 | 161.2 | -21.4 | 230.0 | -29.9 |
| EBITDA | -17.8 | -22.9 | NM | -32.7 | -56.6 | NM | -37.0 | NM |
| EBITDA margin (%) | Neg. | Neg. | | Neg. | Neg. | | Neg. | |
| EBIT | -22.1 | -27.0 | NM | -40.4 | -64.8 | NM | -44.8 | NM |
| EBIT margin (%) | Neg. | Neg. | | Neg. | Neg. | | Neg. | |
| Net profit | -15.5 | -26.0 | NM | -32.6 | -54.7 | NM | -34.8 | NM |

Neg.: negative; NM: not meaningful; A: actual; Source: Company data

Earnings Outlook

Although 2021 showed an unprecedented negative economic result, we appreciate the robust increase in the order backlog that grew to EUR 544M as at YE21 vs. EUR 124M as at YE20, with all divisions showing solid growth. The order backlog by division was the following:

- The Energy division amounted to EUR 466M (vs. EUR 77M at YE20);
- The Process Plant division was EUR 40M (vs. EUR 21M at YE20);
- The shipbuilding activities amounted to EUR 38M (vs. EUR 26M at YE20).

The company expects an increase in volumes for 2022 in all its division, coupled with a strong increase is also projected from 2H22 from the need of technical services, which usually show higher profitability.

Moreover, the conflict in Ukraine has stimulated the search for alternative sources for the supply of hydrocarbons, in particular by European countries, with a strong acceleration in the launch of projects that had been halted for years, according to the company (e.g. new order was just acquired in Argentina and the company expects at least one additional order in Libya and one in Qatar). We also highlight that the most important project underway in the Energy division is a platform destined to the Russian Baltic Sea area (Offshore Kaliningrad). The project is worth EUR 201M (of which EUR 73M already cashed-in, of which EUR 16M after 24 February 2022) and is not showing critical issues as of today, according to management (the contract has positive cash-flow, protection from forex risk linked to the Russian Rouble and the ongoing work is in line with timeline).

Notwithstanding the abovementioned positive outlook, we highlight that the company operates in some markets (e.g. Kazakhstan) characterised by social instability, which could lead to possibly negative effects on financials.

Strong order backlog in all divisions

Positive effects from Russia-Ukraine war on the Energy division

Estimates revision

We revise our estimates, assuming a reduction at the top line but an improvement in margins for FY22-23E, and we introduce FY24E forecasts:

- **For FY22E**, we now expect EUR 390M revenues (+141.9% yoy, -9.3% vs. our previous estimate), EUR 10.5M EBITDA (a 2.7% margin) and EUR 2.7M EBIT, leading to a net profit of EUR 1.4M;
- **For FY23E**, we estimate revenues to reach EUR 460M (-8% vs. previous). The EBITDA margin should improve to 6% and a net profit at EUR 13.7M;
- **For FY24E**, we forecast: 1) EUR 450M revenues; 2) EUR 27M EBITDA (a 6% margin, in line with FY23E); 3) EUR 19.2M EBIT; 4) a EUR 13.4M net profit; and 5) a EUR 66.3M short-term net cash.

Rosetti Marino – FY22E-24E estimates

| EUR M | 2022E Old | 2022E New | chg % | 2023E Old | 2023E New | chg % | 2024E New | vs. 2023E |
|-------------------|-----------|-----------|-------|-----------|-----------|-------|-----------|-----------|
| Revenues | 430.0 | 390.0 | -9.3 | 500.0 | 460.0 | -8.0 | 450.0 | -2.2 |
| EBITDA | 10.6 | 10.5 | -0.9 | 19.0 | 27.5 | 44.7 | 27.0 | -1.8 |
| EBITDA margin (%) | 2.5 | 2.7 | | 3.8 | 6.0 | | 6.0 | |
| EBIT | 3.2 | 2.7 | -15.6 | 11.6 | 19.7 | 69.8 | 19.2 | -2.5 |
| Net profit | 1.4 | 1.4 | -14.3 | 8.1 | 13.7 | 69.6 | 13.4 | -2.5 |
| Net debt/-cash | -27.8 | -41.4 | 48.8 | -29.7 | -54.3 | 82.8 | -66.3 | 22.1 |

Source: Intesa Sanpaolo Research estimates

Valuation

Given the low visibility on FY22E-24E projections, for now, we continue to base our valuation only on a DCF model, to reflect the company's specific long-term prospects.

DCF Model

Our DCF model points to an **equity value range of EUR 92.5M to EUR 153.3M**. Our key DCF assumptions are:

- Explicit forecasts through 2024E;
- An equity risk premium at 6.25% (6.5% previously) and a risk-free rate at 1.75% (1% prev.);
- A gearing ratio (D/invested capital) of 0.0%;

We derive a WACC at 8% (7.5% previously).

Rosetti Marino - WACC calculation

| % | |
|---------------------|------------|
| Gearing | 0.0 |
| Beta* relevered (x) | 1.0 |
| Risk-free rate | 1.75 |
| Equity risk premium | 6.25 |
| WACC | 8.0 |

Source: *FactSet and Intesa Sanpaolo Research estimates

To calculate the terminal value, we use two approaches:

- We discount to perpetuity the 2024E FCFO at a WACC of 8% (LT1);
- We discount to perpetuity the EBIT mid-cycle 2009A-24E at a WACC of 8% (LT2).

Rosetti Marino - DCF model

| EUR M | 2022E | 2023E | 2024E | LT 1 | LT 2 |
|----------------|-------|-------|-------|--------------|-------------|
| EBIT | 2.7 | 19.7 | 19.2 | 19.2 | 9.7 |
| Tax | -0.6 | -5.5 | -5.3 | -5.8 | -2.9 |
| Depreciation | 7.8 | 7.8 | 7.8 | 0.0 | 0.0 |
| NOPAT | 9.9 | 22.0 | 21.7 | 13.4 | 6.8 |
| WC | -41.1 | 1.4 | -0.2 | 0.0 | 0.0 |
| Capex | -10.0 | -10.0 | -9.0 | -4.0 | -4.0 |
| FCF | -41.2 | 13.4 | 12.5 | 9.4 | 2.8 |
| Discounted FCF | -38.1 | 11.5 | 9.9 | 6.9 | 2.1 |
| WACC (%) | | | | 8.00 | 8.00 |
| TV growth (%) | | | | 0.0 | 0.0 |
| Sum | | | | -16.7 | -16.7 |
| TV | | | | 86.7 | 25.9 |
| EV | | | | 70.1 | 9.3 |
| Debt 2021A | | | | -83.2 | -83.2 |
| Equity | | | | 153.3 | 92.5 |

A: actual; E: estimates; Source: Company data and Intesa Sanpaolo Research

We also show a sensitivity to TV growth in the LT1 approach.

Rosetti Marino - Equity Value Sensitivity to g in LT1 approach

| % | -2.0 | -1.5 | -1.0 | -0.5 | 0.0 |
|-------|-------|-------|-------|-------|-------|
| EUR M | 135.9 | 139.6 | 143.6 | 148.2 | 153.3 |

Source: Intesa Sanpaolo Research estimates

Multiples comparison

As a cross check, we identify 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.

Rosetti Marino - Margins comparison (2021A-24E)

| % | Mkt cap (EUR M) | EBIT margin | | | | Net income margin | | | |
|---------------------|--------------------|-------------|------------|------------|------------|-------------------|------------|------------|------------|
| | | FY21A | FY22E | FY23E | FY24E | FY21A | FY22E | FY23E | FY24E |
| Tenaris SA | 16,043 | 11.2 | 17.4 | 17.5 | 15.3 | 16.1 | 15.0 | 14.7 | 12.5 |
| Tecnicas Reunidas | 414 | -5.5 | 1.8 | 2.4 | 2.8 | -6.6 | 0.7 | 1.3 | 1.5 |
| Petrofac | 780 | -4.3 | 3.9 | 5.0 | 6.0 | 0.0 | 1.0 | 2.2 | 3.5 |
| Nat'l Oilwell Varco | 6,743 | -2.4 | 2.6 | 6.2 | 7.8 | -4.3 | 1.0 | 3.7 | 5.7 |
| Average | | -0.2 | 6.4 | 7.8 | 8.0 | 1.3 | 4.4 | 5.5 | 5.8 |
| Rosetti Marino* | 139.2 | -40.2 | 0.7 | 4.3 | 4.3 | -33.9 | 0.4 | 3.0 | 3.0 |

A: actual; E: estimates; Data priced at market close on 25/04/2022; Source: FactSet and (*) Intesa Sanpaolo Research

In terms of FY23E EV/EBIT, the multiples of the selected companies are between 2.3x and 15.6x, with a median of 7.2x, while the FY24E EV/EBIT multiples are between 3.8x and 12.6x, with a median of 8.1x.

Regarding the FY23E P/E, the peers' multiples are within a 7-25.2x range, with a median of 11.3x, while the FY24E P/E multiples are between 5.3x and 15.9x, with a median of 9.7x.

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

| x | Price (EUR/share) | EV/EBIT | | P/E | |
|---------------------|-------------------|------------|------------|-------------|------------|
| | | FY23E | FY24E | FY23E | FY24E |
| Tenaris | 27.8 | 9.0 | 11.9 | 11.7 | 13.9 |
| Tecnicas Reunidas | 7.4 | 2.3 | 4.3 | 7.0 | 5.4 |
| Petrofac | 1.5 | 5.4 | 3.8 | 11.0 | 5.3 |
| Nat'l Oilwell Varco | 17.2 | 15.6 | 12.6 | 25.2 | 15.9 |
| Median | | 7.2 | 8.1 | 11.3 | 9.7 |
| Rosetti Marino* | 34.8 | 4.3 | 3.8 | 10.1 | 10.4 |

Data priced at market close on 25/04/2022; Source: FactSet and (*) Intesa Sanpaolo Research

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.**

Rosetti Marino – Key Data

| Rating | Mkt price (EUR/sh) | | | | | Sector |
|--------------------------------------|--------------------|--------|--------|--------|--------|--------------------------|
| No Rating | Ord 34.80 | | | | | Oil Equipment & Services |
| 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 | 139.20 | 139.20 | 139.20 |
| Adj. EPS | 1.12 | -8.15 | -13.68 | 0.35 | 3.44 | 3.35 |
| CFPS | 3.2 | -6.21 | -11.64 | 2.3 | 5.4 | 5.3 |
| BVPS | 52.6 | 45.2 | 31.2 | 31.9 | 35.3 | 38.6 |
| 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 | 390.0 | 460.0 | 450.0 |
| EBITDA | 33.38 | -32.67 | -56.64 | 10.50 | 27.50 | 27.00 |
| EBIT | 25.23 | -40.42 | -64.81 | 2.70 | 19.70 | 19.20 |
| Pre-tax income | 28.23 | -40.87 | -65.70 | 1.20 | 18.20 | 17.70 |
| Net income | 4.46 | -32.60 | -54.73 | 1.40 | 13.74 | 13.39 |
| Adj. net income | 4.46 | -32.60 | -54.73 | 1.40 | 13.74 | 13.39 |
| Cash flow (EUR M) | 2019A | 2020A | 2021A | 2022E | 2023E | 2024E |
| Net income before minorities | 15.7 | -33.8 | -56.9 | 0.6 | 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 | -41.1 | 1.4 | -0.2 |
| Operating cash flow | 17.1 | -20.8 | -9.7 | -33.5 | 20.9 | 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 | -43.5 | 10.9 | 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 | -43.5 | 10.9 | 10.0 |
| Balance sheet (EUR M) | 2019A | 2020A | 2021A | 2022E | 2023E | 2024E |
| Net capital employed | 78.8 | 117.0 | 43.8 | 87.1 | 87.9 | 89.3 |
| of which associates | 0 | 0 | 0 | 0 | 0 | 0 |
| Net debt/-cash | -120.2 | -65.1 | -83.2 | -41.4 | -54.3 | -66.3 |
| Minorities | 11.2 | -1.1 | -2.1 | -0.8 | -1.0 | -1.0 |
| Net equity | 199.0 | 182.1 | 127.0 | 128.4 | 142.2 | 155.6 |
| Minorities value | 0 | 0 | 0 | 0 | 0 | 0 |
| Enterprise value | 48.3 | 79.8 | 61.0 | 97.0 | 83.9 | 72.0 |
| Stock market ratios (x) | 2019A | 2020A | 2021A | 2022E | 2023E | 2024E |
| Adj. P/E | 35.8 | Neg. | Neg. | 99.4 | 10.1 | 10.4 |
| P/CFPS | 12.7 | Neg. | Neg. | 15.1 | 6.5 | 6.6 |
| P/BVPS | 0.76 | 0.81 | 1.2 | 1.1 | 0.99 | 0.90 |
| Payout (%) | 63 | 0 | 0 | 0 | 0 | 0 |
| Dividend yield (% ord) | 0 | 0 | 0 | 0 | 0 | 0 |
| FCF yield (%) | -8.4 | -19.6 | -8.6 | -30.1 | 9.3 | 8.6 |
| EV/sales | 0.14 | 0.39 | 0.38 | 0.25 | 0.18 | 0.16 |
| EV/EBITDA | 1.4 | Neg. | Neg. | 9.2 | 3.1 | 2.7 |
| EV/EBIT | 1.9 | Neg. | Neg. | 35.9 | 4.3 | 3.8 |
| EV/CE | 0.61 | 0.68 | 1.4 | 1.1 | 0.95 | 0.81 |
| 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 | 0.7 | 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 | 0.4 | 3.0 | 3.0 |
| ROCE | 32.0 | -34.5 | -148.0 | 3.1 | 22.4 | 21.5 |
| ROE | 2.4 | -17.1 | -35.4 | 1.1 | 10.2 | 9.0 |
| Interest cover | -8.4 | -77.9 | -73.0 | 1.8 | 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 | 17.9 | -2.2 |
| EBITDA | | NM | -73.4 | NM | NM | -1.8 |
| EBIT | | NM | -60.3 | NM | NM | -2.5 |
| Pre-tax income | | NM | -60.8 | NM | NM | -2.7 |
| Net income | | NM | -67.9 | NM | NM | -2.5 |
| Adj. 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

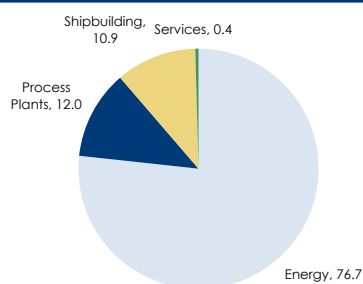
Company Description

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 data

| | | | |
|------------------------|-----------------|----------------|----------------------------|
| Mkt price (EUR) | 34.80 | Free float (%) | 0.1 |
| No. of shares | 4.00 | Major shr | Rosfin |
| 52Wk range (EUR) | 40.0/34.6 | (%) | 56.0 |
| Reuters | YRM.MI | Bloomberg | YRM IM |
| Performance (%) | Absolute | | Rel. FTSE IT All Sh |
| -1M | -2.2 | -1M | 0.1 |
| -3M | -5.4 | -3M | 2.5 |
| -12M | -1.7 | -12M | 0.2 |

FY21A Sales Breakdown by BU (%)



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.

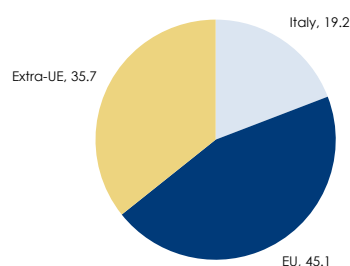
Sector generic risks:

- Oil price fluctuations.

Estimates vs. consensus

| EUR M (Y/E Dec) | 2021A | 2022E | 2023E | 2024E |
|-----------------|--------|-------|-------|-------|
| Sales | 161.2 | 390.0 | 460.0 | 450.0 |
| EBITDA | -56.64 | 10.50 | 27.50 | 27.00 |
| EBIT | -64.81 | 2.70 | 19.70 | 19.20 |
| Pre-tax income | -65.70 | 1.20 | 18.20 | 17.70 |
| Net income | -54.73 | 1.40 | 13.74 | 13.39 |
| EPS | -13.68 | 0.35 | 3.44 | 3.35 |

FY21A Revenues Breakdown by Geography (%)



Source: Company data, Intesa Sanpaolo Research estimates and FactSet consensus data (priced at market close of 25/04/2022)

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.

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

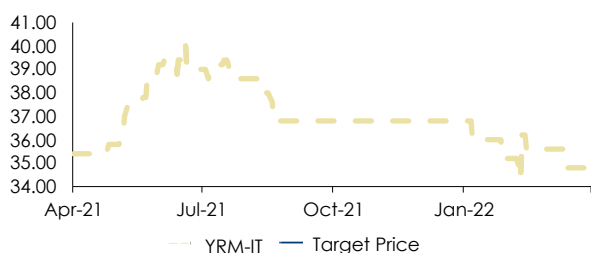
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Equity Rating Key (long-term horizon: 12M)

| 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 |
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| 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)

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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 | | 36.6 |

Equity rating allocations (long-term horizon: 12M)**Intesa Sanpaolo Research Rating Distribution (at April 2022)**

| Number of companies considered: 130 | BUY | ADD | HOLD | REDUCE | SELL |
|---|-----|-----|------|--------|------|
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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 |
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