

Hungry for Growth

ADD | Fair Value: €9.51 (€11.66) | Current Price: €4.79 | Upside: +99%

€ Million	FY19A	FY20A	FY21A	FY22E	FY23E	FY24E	FY25E
Total Revenues	7.6	17.7	34.9	65.2	88.7	106.7	124.5
EBITDA	1.0	1.8	3.6	7.0	11.0	15.7	19.5
margin	12.6%	10.3%	10.4%	10.8%	12.4%	14.7%	15.6%
Net Profit	1.2	1.4	1.8	3.9	6.3	9.3	11.6
margin	16.3%	7.7%	5.2%	5.9%	7.1%	8.7%	9.3%
EPS	n.a.	n.a.	0.15	0.31	0.50	0.74	0.93
NFP/ (Cash)	(0.6)	0.3	4.1	5.4	2.5	(4.6)	(14.9)

Source: Company Data, KT&Partners' Elaboration

Entering the antifraud market with KubeX acquisition. In August 2022 Vantea announced to have acquired from Kataskopeo Srl the Fraud Intelligence platform KubeX, a software with 20+ years of experience in data analysis included in the *cool-vendor list* by Gartner since 2013. The platform – purchased at a fixed consideration of €600k, to which must be added a variable sum depending on sales volumes developed thanks to KubeX in 2023 – enabled the group to enter the antifraud market, strengthening its positioning in the fragmented cybersecurity market while enriching its customer base with a leading international Telco player. Vantea was recognized as the perfect buyer compared to other big cybersecurity players thanks to its risk management solution *Infosync*, that is expected to enable the development of a unique and comprehensive cybersecurity solution aimed at national and international markets.

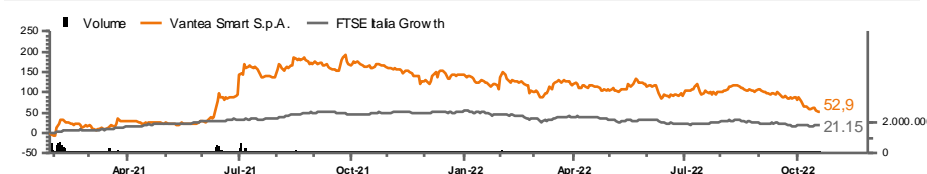
Sustainability Report 2021: a sustainable business through technology innovation. Vantea has always paid attention to environmental and social issues, pursuing responsible growth. In 2021 the company started the process of obtaining B-Corp certification. Furthermore, the company allocated ca. 20% of FY21 Net Income for: i) the development of social projects; ii) the corporate welfare program; and iii) training courses for its employees. To reduce its carbon footprint, the Group has also set up the transition to renewable energy sources, signing an agreement with a leading green energy provider. Considerable benefit for the environment – in terms of traffic and emissions – are also expected from the patent applied in 2021 related to the F&B sector for an auto vehicle innovation that will allow the delivery of dry, fresh, and frozen products with a single shipping.

1H22 financial results. In 1H22 Vantea recorded a triple-digit growth, more than doubling its revenues to €30.3mn. The growth was mainly driven by F&B marketplace segment that grew by +124% YoY (and +23% than expected). 1H22 EBITDA increased at €2.2mn (+56.3% YoY but 20% below our estimates), with EBITDA margin decreasing by 2.6pp YoY, mainly due to a reduction in gross margin (-4.9pp YoY) following the company's aim to gain new market shares in the F&B segment. Finally, Group Net Income increased by 41.2% YoY to €1mn, while Net Debt reached €8mn (from €4.1mn in FY21) due to a higher NWC absorption mainly related to €7.2mn of tax credits.

Change in estimates. On the back of 1H22 results, we revised our top-line estimates upwards, mainly following the higher-than-expected revenues from F&B. We now anticipate FY22 sales revenues at €64.5mn (CAGR21–24 of 45%), reaching €105.7mn in FY24, with the F&B marketplace leading the growth and expected to contribute 81% of FY24 revenues. At profitability level, we expect the higher economies of scale to only partially offset the lower Gross margin associated with the different revenue mix, factoring in a FY22 EBITDA margin at 10.8% (-0.8pp on our previous estimates), reaching 14.7% in FY24, with an EBITDA growing at a CAGR21–24 of 63%. Finally, we anticipate FY22 Net Income to amount to €3.9mn (CAGR21–24 of 72.5%) and a FY22 NFP at €5.4mn considering a higher expected NWC absorption, turning positive in FY24.

Valuation. We updated our valuation to consider: i) estimates' revision after 1H22 results; ii) lower market multiples; and iii) higher market parameters leading to a higher WACC. Our valuation – based on market multiples and DCF methods – returns an average equity value of 118.9mn or a fair value of €9.51ps, still showing a potential upside of 99% on current market price.

Relative Performance Chart – Since IPO



Research Update

October 24, 2022 – 7.00 h

Equity Research Team
connect@ktepartners.com

Mauro IACCINO
miaccino@ktepartners.com
+39 393 164 3804

Valentina ZANONI
vzanoni@ktepartners.com
+39 331 631 6783

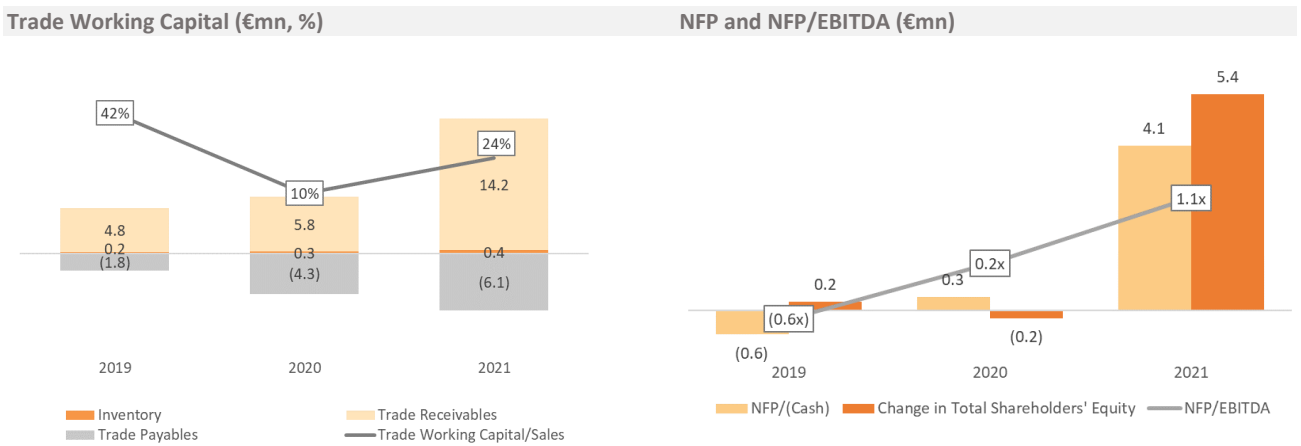
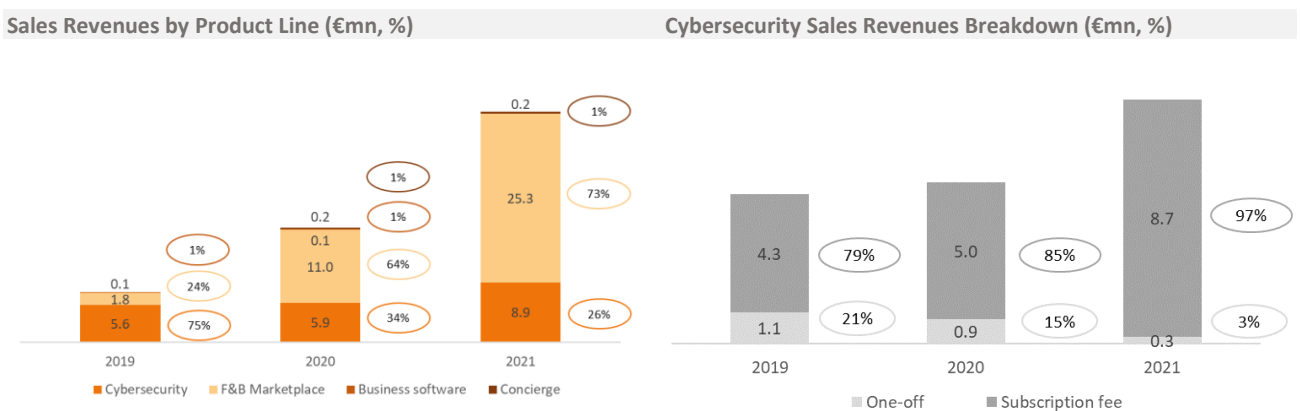
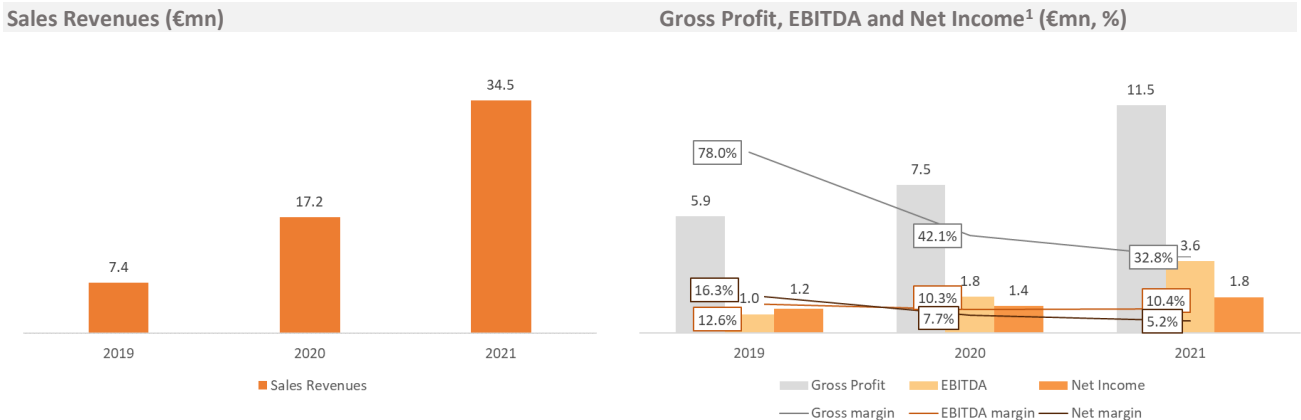
Market Data			
Main Shareholders			
VGL Holding Srl			77.32%
TALIA 2015 S.r.l.s.			0.27%
Mkt Cap (€ mn) 59.9			
EV (€ mn) 64.1			
Shares out. 12.5			
Free Float 22.0%			
Market multiples			
	2021	2022	2023
EV/EBITDA			
Vantea Smart S.p.A.	17.6x	9.1x	5.9x
Comps median	15.4x	11.6x	9.8x
Vantea Smart S.p.A. vs Median	14%	-21%	-40%
P/E			
Vantea Smart S.p.A.	33.0x	15.5x	9.5x
Comps median	27.3x	15.6x	15.0x
Vantea Smart S.p.A. vs Median	21%	-1%	-37%
Stock Data			
52 Wk High (€)			8.60
52 Wk Low (€)			4.70
Avg. Daily Trading 90d			4,395
Price Change 1w (%)			-3.82
Price Change 1m (%)			-18.12
Price Change YTD (%)			-36.39

Key Figures – Vantea Smart S.p.A.

	Current price (€)	Fair Value (€)	Sector				Free Float (%)
	4.79	9.51	Information Technology				22.00%
Per Share Data	2019A	2020A	2021A	2022E	2023E	2024E	2025E
Total shares outstanding (mn)	n.m.	n.m.	12.5	12.5	12.5	12.5	12.5
EPS	n.m.	n.m.	0.15	0.31	0.50	0.74	0.93
Dividend per share (ord)	n.a.	0.02	0.03	-	-	-	-
Dividend pay out ratio (%)	n.a.	n.a.	21%	-	-	-	-
Profit and Loss (EUR million)	2019A	2020A	2021A	2022E	2023E	2024E	2025E
Total Revenues	7.6	17.7	34.9	65.2	88.7	106.7	124.5
EBITDA	1.0	1.8	3.6	7.0	11.0	15.7	19.5
EBIT	0.9	1.7	2.4	5.8	9.2	13.4	16.5
EBT	1.6	1.9	2.2	5.5	8.9	13.1	16.3
Taxes	(0.3)	(0.6)	(0.4)	(1.6)	(2.6)	(3.8)	(4.7)
Tax rate	22%	29%	19%	29%	29%	29%	29%
Net Income	1.2	1.4	1.8	3.9	6.3	9.3	11.6
Net Income attributable to the Group	1.2	1.4	1.8	3.9	6.3	9.3	11.6
Balance Sheet (EUR million)	2019A	2020A	2021A	2022E	2023E	2024E	2025E
Total fixed assets	1.5	3.2	8.6	9.7	10.9	11.7	12.0
Net Working Capital (NWC)	2.2	2.6	8.9	12.5	15.4	17.8	19.8
Provisions	(0.3)	(0.3)	(1.0)	(1.0)	(1.8)	(2.7)	(3.7)
Total Net capital employed	3.4	5.5	16.5	21.2	24.6	26.8	28.1
Net financial position/(Cash)	(0.6)	0.3	4.1	5.4	2.5	(4.6)	(14.9)
Group Shareholder's Equity	3.8	5.2	12.3	15.8	22.1	31.4	43.0
Minorities	0.2	0.0	0.1	-	-	-	-
Total Shareholder's Equity	4.0	5.2	12.4	15.8	22.1	31.4	43.0
Cash Flow (EUR million)	2019A	2020A	2021A	2022E	2023E	2024E	2025E
Net operating cash flow	0.6	1.3	3.2	5.3	8.3	11.8	14.7
Change in NWC	(0.5)	(0.5)	(6.3)	(3.6)	(2.9)	(2.4)	(2.0)
Capital expenditure	(1.2)	(1.9)	(6.4)	(2.4)	(3.0)	(3.1)	(3.2)
Other cash items/Uses of funds	0.8	0.2	0.2	0.1	0.8	0.9	1.0
Free cash flow	(0.3)	(0.9)	(9.3)	(0.5)	3.1	7.3	10.4
Enterprise Value (EUR million)	2019A	2020A	2021A	2022E	2023E	2024E	2025E
Market Cap	n.m.	n.m.	94.1	59.9	59.9	59.9	59.9
Minorities	0	0	0.1	-	-	-	-
Net financial position/(Cash)	(0.6)	0.3	4.1	5.4	2.5	(4.6)	(14.9)
Enterprise value	n.m.	n.m.	98.4	65.3	62.3	55.3	45.0
Ratios (%)	2019A	2020A	2021A	2022E	2023E	2024E	2025E
EBITDA margin	12.6%	10.3%	10.4%	10.8%	12.4%	14.7%	15.6%
EBIT margin	12.0%	9.5%	6.8%	8.8%	10.4%	12.6%	13.3%
Gearing - Debt/equity	-15.7%	6.4%	33.6%	34.1%	11.2%	-14.7%	-34.6%
Interest cover on EBIT	1.7%	1.8%	-1.6%	5.4%	3.3%	2.1%	1.4%
NFP/EBITDA	-0.6x	0.2x	1.1x	0.8x	0.2x	-0.3x	-0.8x
ROCE	26.8%	30.7%	14.3%	27.2%	37.4%	50.0%	58.8%
ROE	32.2%	26.5%	14.7%	24.5%	28.5%	29.6%	26.9%
EV/Sales	8.6x	3.7x	1.9x	1.0x	0.7x	0.6x	0.5x
EV/EBITDA	67.3x	35.1x	17.6x	9.1x	5.9x	4.1x	3.3x
P/E	48.6x	43.8x	33.0x	15.5x	9.5x	6.4x	5.2x
Free cash flow yield	-0.5%	-1.4%	-14.6%	-0.9%	4.9%	11.4%	16.3%
Growth Rates (%)	2019A	2020A	2021A	2022E	2023E	2024E	2025E
Sales	-	134.6%	96.9%	86.6%	36.0%	20.4%	16.7%
EBITDA	-	91.5%	99.1%	93.2%	56.0%	43.6%	23.8%
EBIT	-	85.5%	40.7%	143.1%	59.5%	45.7%	23.5%
Net Income	-	11.0%	32.5%	113.5%	62.9%	47.5%	24.3%

Source: Company Data, KT&P's Elaboration

Key charts



¹ Margins are calculated on Total Revenues

Overview

Company description

Vantea, an innovative SME operating in the Information Technology field, leverages on proprietary technologies to disruptively enter new markets. The company exploits IT to develop a related diversification strategy, operating in: a) cybersecurity, Vantea's historical business – offering consultancy services – strengthened through the takeover of ESC2 in June 2021; b) the F&B marketplace segment as 2.0 distributor; c) the business software market thanks to the launch on July 1st, 2021 of SuiteX, its cloud-native ERP software; and d) in the concierge segment (since 1H21) through the Paspartù platform. The company model enables it to: i) exploit several inbound and outbound synergies with benefits for revenues, operations, and costs optimization; and ii) operate with a high degree of diversification, reducing concentration risk.

Following the group development and with the aim of capturing new business opportunities, on January 27th, 2021, Vantea went public on the EGM Italia market having raised capital of €5.1mn. Since the IPO to the end of 2021 Vantea stocks' value increased by 242% – allowing the company to be the top performer among EGM companies listed in 2021 – and by +66% considering the current price.

Over the coming years, to keep going on its growth path, the group will leverage on: i) organic growth and the launch of new solutions in all the covered markets; ii) the achievements of new end-customers exploiting cross-selling opportunities (i.e. through ESC2 reaching the PA sector not yet covered); and iii) expansion in foreign countries (mainly Spain and countries in south-east Europe) and M&A, targeting companies that offers complementary services.

The company's future upsides are also represented by a potential shift in SuiteX and concierge platform business, moving from a subscription-based model to a **free-use model**, to reach as many users/customers as possible, gaining high distribution fees and extracting value from consumer data.

Investment case

- **Proprietary technologies** to innovate markets based on old and traditional models. The company offers a wide range of services and solutions, leveraging on IT as: i) a business purpose, operating as a traditional IT company, offering cybersecurity consultancy services; and ii) as a means of business, combining IT skills with business expertise to develop proprietary technological solutions to innovate traditional markets (i.e. menoo.com for F&B and Paspartù for Concierge).
- **Related diversification strategy** that enables the company to operate through a series of inbound and outbound synergies – enjoying a high revenue diversification and cost savings.
- Considering the completeness of its offering and the size of customer served, Vantea enjoys a **unique competitive positioning in cybersecurity field**, being the only SME next to major market players such as Accenture, Reply, NTT Data, and Engineering.
- **Strong resilience during COVID-19**, with a push towards digital innovation that turned pandemic issues into development opportunities for the company: +131% growth YoY on 2020 sales revenues.
- **Investing in human capital** to support the company's innovation, through relationships with universities and strategic partnerships with main tech providers. Over the 2019–21 period the company invested an average of 8.2% of its sales revenues in R&D activities.

Recent developments

- **First tender attended and won in PA market** for the supply of Arcsight SIEM's license and solutions.

- Obtainment of **€10mn of long-term fundings** at favourable rates to support company growth through M&As.
- **Acquisition of 100% of ESC2 Srl**, a highly specialized company that offers security consulting, security engineering and security strategy services. ESC2 developed *Infosync*, an innovative risk management platform to evaluate and mitigate IT risk, included in the Gartner's Magic Quadrant in 2018. Offered as SaaS in cloud, Infosync supports Information Securities and Privacy Risk management activities. The value of the transaction was €2.3mn, paid in cash and through Vantea shares (valued at €10.0ps). ESC2 in 2020 achieved revenues of €5mn, an EBITDA of €0.7mn and a NFP of €2mn, implying a transaction multiple of 6x.
- **Technological partnership with Sixtema** (Tinexta group) to boost SuiteX distribution.
- Achievement of the "**Benefit Company**" status and first sustainability report published in 2021.

1H22 Financial Results

In 1H22 Vantea recorded a triple-digit growth on sales, more than doubling its revenues to €30.3mn (beating out estimates by 12%). The boost in revenues was mainly driven by:

- i) the soaring contribution from F&B marketplace revenues that grew by 124% YoY to €24.9mn (+23% on our estimates).
- ii) the cybersecurity segment in 1H22 reached €4.8mn (+63% YoY but 26% below our estimates). Indeed, ESC2 with its risk management platform *Infosync* (acquired in June, 2021) only partially fulfilled its potential in 1H22, mainly factoring in the restructuring process that the company is going through after the acquisition.

The Concierge segment reached €0.5mn still accounting for a small stake on sales revenues. The app Paspartù – launched in 1H21 – has already been tested following an agreement with a leading television company. In the light of the positive feedback from the market, the company now plans to launch the new business model on Concierge starting from 2023.

On the other side, the SuiteX, after the expected end of the testing phase in 2H22, is expected to contribute to company revenue growth starting from 2023.

Gross profit came in at €7.1mn (+76% YoY but 20% below our forecast), with a gross margin decreasing to 23.3% (vs 28.2% in 1H21 and -9pp on our projections), mainly factoring in a different revenue mix, with a further increase in contribution from the F&B marketplace segment on revenues (from 78% to 82% in 1H22), with a consequent increase in costs incidence of raw materials.

At profitability level, the decrease in personnel costs incidence (from 14% to 12%), coupled with a reduction in cost of services incidence on revenues due to the different revenue mix and the lower reliance on outsourcing (-2pp at 5%), partially offset the gross margin reduction. This led to an EBITDA margin at 7.3% (-2.6pp YoY and -3pp than expected). We note that, according to the company, F&B profitability – weighted for the bulk of revenues – was still below the expected target, as the company is focusing on gaining new market shares, a necessity for consolidating its positioning as leading operator in the F&B market and achieving a profitability improvement in coming years.

1H22 net income attributable to the group increased by 41% YoY amounting to €1mn (38% below our expectations).

Finally, NFP went from €4.1mn of Net Debt at the end of FY21 to €8mn in 1H22, mainly factoring in: i) the higher NWC absorption, following the company's business expansion and €7.2mn of tax receivables (vs €4.4mn at the end of FY21) expected to be disposed in FY23; and ii) €375k of dividend payments (or €0.03 dividend-per-share on FY21 Net Income, from €0.02ps in FY20).

1H20-1H22 Income Statement and NFP

€ million	1H20	1H21	1H22	YoY %	1H22E	A vs E %
Cybersecurity	3.0	3.0	4.8	62.8%	6.6	-26.5%
F&B Marketplace	1.9	11.1	24.9	123.6%	20.2	23.1%
Concierge	0.0	0.1	0.5	270.5%	0.1	262.9%
Sales Revenues	5.0	14.2	30.3	112.4%	27.0	12.1%
Other Revenues	0.0	0.0	0.2		0.1	
Total Revenues	5.0	14.3	30.4	113.1%	27.1	12.2%
Products and Raw materials	(1.9)	(10.2)	(23.3)	127.6%	(18.3)	27.6%
Gross Profit	3.1	4.0	7.1	76.2%	8.8	-19.7%
<i>Gross Margin</i>	<i>61.4%</i>	<i>28.2%</i>	<i>23.3%</i>	<i>-4.9%</i>	<i>32.6%</i>	<i>-9.3%</i>
Cost of Services	(2.5)	(1.1)	(1.6)	52.9%	(2.8)	-40.9%
Rental Costs	(0.1)	(0.1)	(0.1)	42.0%	(0.3)	-51.4%
Personnel Expenses	(0.4)	(1.9)	(3.5)	80.6%	(3.8)	-7.9%
Other Operating Expenses	(0.1)	(0.0)	(0.3)	n.m.	(0.1)	311.1%
Capex	0.6	0.5	0.7	30.4%	0.8	-18.9%
EBITDA	0.6	1.4	2.2	56.3%	2.8	-20.5%
<i>EBITDA margin</i>	<i>11.6%</i>	<i>9.9%</i>	<i>7.3%</i>	<i>-2.6%</i>	<i>10.3%</i>	<i>-3.0%</i>
D&A and Provisions	(0.0)	(0.2)	(0.6)	148.5%	(0.5)	
EBIT	0.5	1.2	1.6	38.5%	2.3	-27.6%
<i>EBIT margin</i>	<i>10.9%</i>	<i>8.3%</i>	<i>5.4%</i>	<i>-2.9%</i>	<i>8.4%</i>	<i>-3.0%</i>
Financial Income and Expenses	(0.0)	(0.0)	(0.2)	n.m.	(0.0)	
Extraordinary items	0.7	(0.2)		-100.0%		
EBT	1.2	1.0	1.5	50.1%	2.2	-33.7%
Taxes	(0.4)	(0.3)	(0.5)	74.4%	(0.7)	
<i>Tax Rate</i>	<i>29.4%</i>	<i>28.7%</i>	<i>33.3%</i>		<i>29.0%</i>	
Net Income	0.9	0.7	1.0	40.3%	1.6	-37.7%
<i>Net margin</i>	<i>17.6%</i>	<i>5.0%</i>	<i>3.3%</i>	<i>-1.7%</i>	<i>5.9%</i>	<i>-2.6%</i>
Minorities		0.0	0.0			
Net Income attributable to the Group	0.9	0.7	1.0	41.2%	1.6	-37.8%
<i>Net margin</i>	<i>17.6%</i>	<i>4.9%</i>	<i>3.3%</i>		<i>5.9%</i>	
NFP	(1.4)	(0.9)	8.0			

Source: Company Data, KT&P's Elaborations on 1H22E

Change in Estimates

On the back of 1H22 results, we revised our top-line estimates upwards, mainly to reflect the better-than-expected performance of the F&B segment. On the other hand, we slightly reduced our estimates on cybersecurity, foreseeing the lower-than-expected 1H22 results to be partially offset by the positive impact from synergies with the recently acquired software KubeX. Indeed, we note that Vantea fully took over in Kataskopeo agreements, including a three-year deal with its main customer for €2.7mn, from which Vantea will benefit in the 4Q22.

Thus, we now anticipate FY22 sales revenues at €64.5mn, growing at a CAGR21–24 of 45%, reaching €105.7mn in FY24. The highest contribution is still expected to come from the F&B marketplace, that in FY24 is estimated to account for 81%.

Total revenues in FY22 are expected at €65.2mn, growing at a CAGR21–24 of +45.1%.

We also revised our Gross Margin estimates downwards, factoring in the expected ongoing expansion in the F&B segment – characterized by relevant commercial investments to gain new market share – and raw material costs increase that is affecting the market, as confirmed by 1H22 results. We now foresee a FY22 Gross margin at 27% (vs 33.7% according to our previous estimates), gradually improving at 30.8% in FY24.

At EBITDA level, we expect that the lower reliance on outsourcing coupled with higher economies of scale on labor costs, will partially offset the lower Gross margin, resulting in an EBITDA margin ca. -0.8pp below our previous estimates in FY22. We now foresee EBITDA margin to amount to 10.8% in FY22, reaching 14.7% in FY24, with an EBITDA growing at a CAGR21–24 of 63% (in line with our old estimates in absolute terms).

We anticipate FY22 Net income to amount to €3.9mn, growing at a CAGR21–24 of 72.5% and reaching €9.3mn in FY24.

Finally, we expect FY22 NFP at €5.4mn, mainly factoring in a higher NWC absorption, turning positive in FY24 and reaching a net cash position of €4.6mn.

Change in Estimates

€ Millions	2020A	2021A	Change	2022E	2022E	Change	2023E	2023E	Change	2024E	2024E	Change	CAGR	
		Actual		Old	New		Old	New		Old	New		2021-24 Old	2021-24 New
Revenues	17.7	34.9	96.9%	60.6	65.2	7.5%	83.8	88.7	5.8%	103.8	106.7	2.8%	43.8%	45.1%
YoY Change (%)	134.6%	96.9%		73.5%	86.6%		38.2%	36.0%		23.9%	20.4%			
EBITDA	1.8	3.6	99.1%	7.0	7.0	0.0%	11.0	11.0	0.0%	15.7	15.7	0.0%	63.0%	63.0%
YoY Change (%)	91.5%	99.1%		93.2%	93.2%		56.0%	56.0%		43.6%	43.6%			
EBITDA Margin	10.3%	10.4%		11.6%	10.8%		13.1%	12.4%		15.1%	14.7%			
EBIT	1.7	2.4	40.7%	5.7	5.8	0.5%	9.1	9.2	0.6%	13.3	13.4	0.4%	77.9%	78.1%
YoY Change (%)	85.5%	40.7%		141.8%	143.1%		59.3%	59.5%		46.1%	45.7%			
EBIT Margin	9.5%	6.8%		9.5%	8.8%		10.9%	10.4%		12.9%	12.6%			
Net Income	1.4	1.8	32.5%	3.9	3.9	0.4%	6.3	6.3	0.5%	9.3	9.3	0.3%	72.3%	72.5%
YoY Change (%)	11.0%	32.5%		112.6%	113.5%		62.8%	62.9%		47.9%	47.5%			
Net Margin	7.7%	5.2%		6.4%	5.9%		7.5%	7.1%		8.9%	8.7%			
NFP/ (Cash)	0.3	4.1		3.0	5.4	2.4	0.9	2.5	1.6	(5.5)	(4.6)	0.9		

Source: Company Data, KT&P's Elaborations

Valuation

Following the projections of Vantea's future financials, we carried out the valuation of the company by applying the DCF and market multiples methods:

1. EV/EBITDA and P/E multiples, which returns a value of €93.6mn or €7.49ps;
2. DCF analysis based on WACC of 8.8% and 2% perpetual growth, returns a value of €144.2mn or €11.53ps.

The average of the two methods yields a fair value of €9.51ps or an equity value of €118.9mn.

Valuation Recap

	Equity Value €mn	Value per share €
EV/EBITDA	98.1	7.85
P/E	89.0	7.12
Average - multiples	93.6	7.49
DCF	144.2	11.53
Average	118.9	9.51

Source: FactSet, KT&Partners' Elaboration

Market Multiples Valuation

Following the comps analysis, we proceeded with the definition of market multiples for each peer group, focusing on 2021–24 data.

Peer Comparison – Market Multiples 2021–2024

Company Name	Exchange	Market Cap	EV/SALES 2021	EV/SALES 2022	EV/SALES 2023	EV/SALES 2024	EV/EBITDA 2021	EV/EBITDA 2022	EV/EBITDA 2023	EV/EBITDA 2024	EV/EBIT 2021	EV/EBIT 2022	EV/EBIT 2023	EV/EBIT 2024	P/E 2021	P/E 2022	P/E 2023	P/E 2024
CY4Gate SpA	Milan	220	13.0x	3.6x	2.6x	2.4x	31.1x	11.9x	8.1x	7.4x	n.m	16.7x	11.0x	9.9x	27.3x	24.0x	16.2x	14.8x
WithSecure Corporation	OMX Helsinki	273	0.8x	1.4x	1.3x	1.1x	5.7x	n.m	n.m	n.m	10.2x	n.m	n.m	n.m	19.5x	n.m	n.m	n.m
Qualys, Inc.	NASDAQ	5,089	13.5x	9.5x	8.2x	7.1x	n.m	22.2x	20.4x	18.4x	n.m	25.3x	22.9x	19.9x	n.m	37.5x	33.5x	28.8x
Verint Systems Inc.	NASDAQ	2,216	3.8x	3.1x	2.8x	2.5x	26.4x	11.4x	9.8x	8.5x	n.m	13.2x	11.1x	9.8x	n.m	13.5x	12.0x	10.3x
Tinexta SpA	Milan	912	3.3x	3.2x	2.9x	2.6x	12.9x	13.0x	10.9x	9.3x	20.0x	18.2x	14.4x	11.9x	23.1x	14.4x	16.0x	12.8x
Reply S.p.A.	Milan	4,160	2.7x	2.2x	1.9x	1.8x	16.2x	13.0x	11.8x	10.8x	20.2x	15.7x	14.1x	12.7x	27.3x	23.4x	20.4x	18.4x
NCC Group plc	London	747	2.3x	2.1x	2.0x	1.8x	13.1x	10.0x	9.2x	8.3x	20.6x	12.8x	11.6x	10.4x	26.1x	15.7x	14.1x	12.6x
MARR SpA	Milan	677	0.6x	0.5x	0.5x	0.4x	22.1x	9.1x	7.6x	6.8x	39.2x	12.6x	10.0x	8.7x	19.0x	14.6x	11.3x	9.4x
Sligro Food Group N.V.	Euronext Amsterdam	623	0.5x	0.4x	0.4x	0.4x	9.7x	6.9x	6.4x	5.9x	n.m	15.1x	13.5x	11.4x	30.2x	9.8x	9.3x	8.0x
Longino & Cardenal SpA	Milan	18	0.9x	0.7x	0.6x	0.5x	n.m	n.m	21.5x	10.7x	n.m	n.m	n.m	16.7x	n.m	n.m	n.m	22.0x
Premium Brands Holdings Corp	Toronto	2,735	1.4x	1.0x	1.0x	0.9x	17.7x	11.8x	10.2x	9.3x	27.5x	14.4x	12.2x	13.4x	29.4x	15.4x	13.1x	11.8x
Bid Corporation Limited	JSE	5,392	0.9x	0.7x	0.6x	0.6x	14.7x	10.2x	9.2x	8.5x	21.2x	13.2x	11.6x	10.6x	31.8x	17.9x	15.9x	14.4x
Average peer group		1,922	3.6x	2.4x	2.1x	1.9x	17.0x	11.9x	11.4x	9.5x	22.7x	15.7x	13.2x	12.3x	26.0x	18.6x	16.2x	14.8x
Median peer group		829	1.8x	1.8x	1.6x	1.4x	15.4x	11.6x	9.8x	8.5x	20.6x	14.8x	11.9x	11.4x	27.3x	15.6x	15.0x	12.8x
Vantea Smart S.p.A.	Milan	59.9	1.9x	1.0x	0.7x	0.6x	17.6x	9.1x	5.9x	4.1x	27.0x	11.1x	7.0x	4.8x	33.0x	15.5x	9.5x	6.4x

Source: FactSet, KT&Partners' Elaboration

We based our evaluation upon 2022, 2023 and 2024 EV/EBITDA and P/E multiples and our estimates of Vantea's EBITDA and Net Income over the period 2022–24. Our valuation also includes a 15% liquidity/size discount.

EV/EBITDA Multiple Valuation

Multiple Valuation (€mn)	2022E	2023E	2024E
EV/EBITDA Comps	11.9x	11.4x	9.5x
Vantea EBITDA	7.0	11.0	15.7
Enterprise value	83.8	124.5	148.7
Vantea FY21 Net Debt	4.1	4.1	4.1
Minorities	0.1	0.1	0.1
Equity Value	79.6	120.3	144.5
Average Equity Value		114.8	
Size/Liquidity Discount		15%	
Equity Value Post-Discount		98.1	
Number of shares (mn)		12.5	
Value per Share €		7.85	

P/E Multiple Valuation

Multiple Valuation (€mn)	2022E	2023E	2024E
P/E Comps	18.6x	16.2x	14.8x
Vantea Net Income	3.9	6.3	9.3
Equity Value	72.1	102.2	138.1
Average Equity Value		104.1	
Size/Liquidity Discount		15%	
Equity Value Post-Discount		89.0	
Number of shares (mn)		12.5	
Value per Share €		7.12	

Source: FactSet, KT&Partners' Elaboration

DCF Valuation

We have also conducted our valuation using a four-year DCF model, based on 9.3% cost of equity, 2% cost of debt, and a D/E ratio of 6.55% (Damodaran for Software (System Application)). The cost of equity is a function of the risk-free rate of 3.6% (from 2.3% in our old estimates, Italian 10y BTP average of the last 3M), 5.1% equity risk premium (vs 4.61% before, Damodaran for a mature market – October 2022) and a premium for size and liquidity of 2.05% (source: Duff&Phelps). We, therefore, obtained 8.8% WACC (from 7.5% before).

We discounted 2022E–25E annual cash flows and considered a terminal growth rate of 2%; then we carried out a sensitivity analysis on the terminal growth rate (+/- 0.25%) and on WACC (+/- 0.25%).

DCF Valuation

€ Millions	2022E	2023E	2024E	2025E
EBIT	5.8	9.2	13.4	16.5
Taxes	(1.7)	(2.7)	(3.9)	(4.8)
D&A	1.3	1.8	2.3	2.9
Change in Net Working Capital	(3.6)	(2.9)	(2.4)	(2.0)
Change in Funds	0.1	0.8	0.9	1.0
Net Operating Cash Flow	1.8	6.1	10.4	13.7
Capex	(2.4)	(3.0)	(3.1)	(3.2)
FCFO	(0.5)	3.1	7.3	10.4
g	2.0%			
Wacc	8.8%			
FCFO (discounted)	(0.5)	3.1	6.6	8.7
Discounted Cumulated FCFO	17.8			
TV	157.1			
TV (discounted)	130.6			
Enterprise Value	148.4			
NFP/(Cash) FY21	4.1			
Minorities	0.1			
Equity Value	144.2			

Current number of shares (mn) 12.5

Value per share (€) 11.53

Source: Company Data, KT&Partners' Elaboration

Sensitivity Analysis

€ millions	WACC					
	9.3%	9.0%	8.8%	8.5%	8.3%	
Terminal growth Rate	1.5%	125.6	129.9	134.6	139.6	145.0
	1.8%	129.6	134.2	139.2	144.6	150.3
	2.0%	133.9	138.8	144.2	149.9	156.1
	2.3%	138.4	143.8	149.5	155.7	162.4
	2.5%	143.4	149.1	155.3	161.9	169.2

Source: Company Data, KT&Partners' Elaboration

Appendix

Peer Comparison

In order to define Vantea's peer sample, we carried out an in-depth analysis of listed companies active in the information technology market (with a focus on cybersecurity) and companies operating in the F&B market. In selecting potential peers, we consider Vantea's offering, business model, growth, and profitability profile.

For peer analysis, we built a sample of 12 companies, which includes companies operating in the IT or F&B market. We note that we excluded Mandiant, Inc from our panel after the company has been acquired in September 2022 by **Google** for a total consideration of **\$5.4bn** (or a **7.6x EV/Sales**) and its consequent delisting. This acquisition underlines the key role of cybersecurity also among big players, giving a major boost in terms of Google's security data gathering capabilities.

IT market

- **CY4Gate SpA:** listed on Borsa Italiana stock exchange with a market capitalization of €0.21bn, CY4Gate provides solutions for cyber intelligence, cyber security, and cyber electronic conflict. It operates through the Cyber Intelligence division (creating programs that collect and analyze information from open sources on the Internet or social media) and Cyber Security business division (specializing in products and services which protect information technology systems). In FY21, CY4Gate revenues amounted to €17mn.
- **WithSecure Corporation:** listed on OMX Helsinki stock exchange with a market capitalization of €0.27bn, F-Secure engages in the provision of internet and mobile security software solutions. It also offers data and content security. The company operates through the following segments: Consumer Security, Cybersecurity Consulting, and Corporate Security products. In FY21, the company's revenues amounted to €236mn.
- **Qualys, Inc.:** listed on NASDAQ stock exchange with a market capitalization of €5.1bn, Qualys provides cloud security and compliance solutions. Its products enable organizations to identify security risks to information technology infrastructures and helps protect information technology systems and applications from cyberattacks. In FY21 the company achieved revenues of €349mn.
- **Verint Systems Inc.:** listed on NASDAQ stock exchange with a market capitalization of €2.2bn, Verint Systems engages in providing actionable intelligence. It operates through the following segments: Customer Engagement Solutions and Cyber Intelligence Solutions. In FY21, the company achieved revenues of €0.74bn.
- **Tinexta SpA:** listed on Borsa Italiana stock exchange with a market capitalization of €0.9bn, Tinexta engages in the provision of information technology solutions and services for the dematerialization and digitalization of document processes with legal value. Through its subsidiaries, Tinexta operates in four business areas: Digital Trust, Credit Information & Management, Innovation & Marketing Services and Cybersecurity. In FY21, the company's revenues amounted to €375mn.
- **Reply S.p.A.:** listed on Borsa Italiana stock exchange with a market capitalization of €4.1bn, Reply provides solutions based on the new communication channels and digital media. It supports the main European industrial groups in defining and developing new business models utilizing big data, cloud computing, customer relationship management, mobile, social media and Internet of Things paradigms. In FY21, the company's revenues amounted to €1.5bn.
- **NCC Group plc:** listed on the London Stock Exchange with a market capitalization of €0.8bn, NCC Group is engaged in the provision of information technology assurance, security software, and consultancy services. It operates through the Escrow segment (business software applications for the protection of end-users and software suppliers)

and the Assurance segments (security consulting, and website performance and load testing). In FY21, the company achieved revenues of €374mn.

Food & Beverage market

- **MARR SpA:** listed on Borsa Italiana stock exchange with a market capitalization of €0.7bn, MARR specializes in the distribution of food products for out-of-home or food-service consumption. It operates through the following business sectors: Street Market, National Account, and Wholesale. The company distributes its products – groceries, seafood, meat, fruit and vegetables, and equipment – to the Ho.Re.Ca. businesses and to canteens. In FY21, the company achieved revenues of €1.4bn.
- **Sligro Food Group N.V.:** listed on the Euronext Amsterdam stock exchange with a market capitalization of €0.7bn, Sligro Food Group engages in the management and operation of supermarkets and grocery stores. It operates through the food-service segment, which involves operating cash-and-carry delivery service outlets for hotels, restaurants, companies, caterers, and retail businesses. In FY21, the company's revenues amounted to €1.9bn.
- **Longino & Cardenal SpA:** listed on Borsa Italiana stock exchange with a market capitalization of €18mn, Longino & Cardenal provides products for catering. The company is one of Italy's leading "food globetrotters", continually searching for the best raw materials in order to satisfy the new trends in consumer behavior, which is looking for products of excellence, until now reserved only for restaurants and hotels, making them available to all gourmet enthusiasts. In FY21, the company's revenues amounted to €26mn.
- **Premium Brands Holdings Corp:** listed on the Toronto stock exchange with a market capitalization of €2.8bn, the company operates in the manufacture and distribution of a variety of specialty food products. It operates through the Specialty Foods (which includes the specialty food manufacturing businesses) and the Premium Food Distribution segment (including the differentiated distribution and wholesale businesses, and certain seafood processing businesses). In FY21, the company's revenues amounted to €3.3bn.
- **Bid Corporation Limited:** listed on Johannesburg stock exchange with a market capitalization of €5.4bn, Bid Corporation engages in the food-service business. The profile of the customer base is strategically targeted to fully service the food-service industry's needs. It operates through the following geographical segments: Australasia, UK, EU, Emerging Markets, and Corporate. In FY21, the company's revenues amounted to €6.2bn.

We first analyzed growth rates over the period 2021–24 of peer companies compared with Vantea: looking at revenues, Vantea shows an expected CAGR21–24 equal to +32.3% against +10.7% of the average sample; on the EBITDA side, the peers show a more interesting expected growth (CAGR21–24 equal to +16.9%), that, however, remains far below that of Vantea (+44.2%).

Peer comparison – Sales and EBITDA Growth 2020–24

Company Name	Sales					YoY 20-21	CAGR 2021-24
	2020	2021	2022	2023	2024		
CY4Gate SpA	13	17	61	85	93	35.6%	75.8%
WithSecure Corporation	220	236	136	155	175	7.3%	-9.5%
Qualys, Inc.	318	349	499	584	668	10.0%	24.1%
Verint Systems Inc.	723	744	940	1,033	1,141	2.9%	15.3%
Tinexta SpA	269	375	379	425	462	39.5%	7.2%
Reply S.p.A.	1,250	1,484	1,830	2,043	2,263	18.7%	15.1%
NCC Group plc	304	372	395	427	467	22.2%	7.9%
MARR SpA	1,048	1,421	1,903	1,982	2,066	35.5%	13.3%
Sligro Food Group N.V.	1,946	1,898	2,455	2,563	2,643	-2.5%	11.7%
Longino & Cardenal SpA	19	26	32	38	43	36.3%	17.9%
Premium Brands Holdings Corp	2,661	3,328	4,361	4,647	4,938	25.1%	14.1%
Bid Corporation Limited	6,961	6,246	8,693	9,118	9,827	-10.3%	16.3%
Peers Average	1,311	1,375	1,807	1,925	2,066	4.9%	10.7%
Vantea Smart S.p.A.	17.16	34.51	64.49	87.78	105.65	101.0%	32.3%

Company Name	EBITDA					YoY 20-21	CAGR 2021-24
	2020	2021	2022	2023	2024		
CY4Gate SpA	7	7	20	27	30	8.9%	61.3%
WithSecure Corporation	34	34	-27	-11	2	2.1%	-58.3%
Qualys, Inc.	113	105	214	231	256	-6.9%	34.4%
Verint Systems Inc.	126	108	253	293	339	-13.9%	46.3%
Tinexta SpA	79	95	94	112	131	20.6%	11.3%
Reply S.p.A.	189	245	305	337	369	30.0%	14.6%
NCC Group plc	57	64	85	92	102	13.1%	16.4%
MARR SpA	-6	41	100	120	133	n.m.	48.0%
Sligro Food Group N.V.	71	102	148	163	180	43.7%	20.8%
Longino & Cardenal SpA	-2	-1	0	1	2	n.m.	n.m.
Premium Brands Holdings Corp	203	254	381	442	484	25.4%	24.0%
Bid Corporation Limited	402	398	575	634	686	-1.0%	19.9%
Peers Average	106	121	179	203	226	14.4%	16.9%
Vantea Smart S.p.A.	1.8	3.6	7.0	11.0	15.7	99.1%	44.2%

Source: FactSet, KT&P'S Elaborations

Secondly, we compared the peers' marginalities with Vantea's historical and expected financials. In comparing profitability, it is important to highlight that Vantea shows a business model that combines IT with more traditional sectors (such as F&B). Indeed: the average peer's EBITDA margin for FY21 was 16.6% (22.9% for IT companies and 5.6% for F&B), compared with Vantea's EBITDA margin equal to 10.4%. In coming years, Vantea's marginality is expected to improve, reaching 14.7% in 2024 (vs 24% and 7% of IT and F&B peers, respectively).

Peer Comparison – 2020-24 Profitability

Company Name	EBITDA Margin					EBIT margin					Net margin				
	2020	2021	2022	2023	2024	2020	2021	2022	2023	2024	2020	2021	2022	2023	2024
CY4Gate SpA	52.1%	41.8%	32.0%	32.2%	32.3%	39.8%	21.9%	21.7%	23.7%	24.1%	42.0%	30.4%	14.8%	17.6%	18.0%
WithSecure Corporation	15.3%	14.5%	neg	neg	1.4%	8.0%	8.1%	neg	neg	neg	5.8%	5.4%	neg	neg	neg
Qualys, Inc.	35.6%	30.2%	42.9%	39.6%	38.3%	26.5%	21.5%	37.8%	35.5%	36.0%	25.3%	17.2%	28.5%	26.8%	27.1%
Verint Systems Inc.	17.4%	14.5%	26.9%	28.4%	29.7%	7.1%	5.9%	23.2%	25.0%	25.6%	neg	1.6%	20.1%	21.5%	22.3%
Tinexta SpA	29.2%	25.2%	24.7%	26.3%	28.3%	20.9%	16.3%	17.7%	19.9%	22.2%	13.8%	10.2%	31.6%	12.3%	13.0%
Reply S.p.A.	15.1%	16.5%	16.7%	16.5%	16.3%	11.7%	13.3%	13.9%	13.8%	13.8%	9.9%	10.2%	9.6%	9.9%	10.0%
NCC Group plc	18.7%	17.3%	21.5%	21.5%	21.8%	11.5%	11.1%	16.8%	17.1%	17.4%	3.7%	7.3%	11.4%	11.8%	12.0%
MARR SpA	neg	2.9%	5.3%	6.0%	6.5%	neg	1.6%	3.8%	4.6%	5.1%	neg	2.5%	2.5%	3.0%	3.4%
Sligro Food Group N.V.	3.6%	5.4%	6.0%	6.3%	6.8%	neg	1.1%	2.7%	2.8%	3.3%	neg	1.1%	2.2%	2.2%	2.6%
Longino & Cardenal SpA	neg	neg	neg	2.9%	5.1%	neg	neg	neg	0.9%	3.3%	neg	neg	neg	0.5%	2.2%
Premium Brands Holdings Corp	7.6%	7.6%	8.7%	9.5%	9.8%	4.6%	4.9%	7.1%	7.9%	6.8%	2.1%	2.7%	3.7%	4.4%	4.2%
Bid Corporation Limited	5.8%	6.4%	6.6%	7.0%	7.0%	3.9%	4.4%	5.1%	5.5%	5.6%	1.2%	2.7%	3.4%	3.8%	3.9%
Peers Average	20.0%	16.6%	19.1%	17.8%	16.9%	14.9%	10.0%	15.0%	14.2%	14.8%	13.0%	8.3%	12.8%	10.3%	10.8%
Vantea Smart S.p.A.	10.3%	10.4%	10.8%	12.4%	14.7%	9.5%	6.8%	8.8%	10.4%	12.6%	7.7%	5.2%	5.9%	7.1%	8.7%

Source: FactSet, KT&P'S Elaborations

DISCLAIMER

THIS DOCUMENT WAS PREPARED BY MAURO IACCINO – ASSOCIATE – AND VALENTINA ZANONI – ANALYST – 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 BE 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 S.R.L. SIGNED AN AGREEMENT WITH VANTEA SMART S.P.A. TO SUPPORT THE COMPANY IN ITS INVESTOR RELATION ACTIVITIES. ANY PRIVILEGED INFORMATION IS ACCURATELY MAINTAINED RESERVED AND IS NOT AVAILABLE FOR THE RESEARCH TEAM WHICH PREPARED THIS DOCUMENT.

KT&PARTNERS PREPARED THIS DOCUMENT ON BEHALF OF VANTEA SMART S.P.A. 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 PUBLISHED A REPORT ON VANTEA ON APRIL 26, 2022 WITH A FAIR VALUE OF €11.66 PER SHARE.

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% o > -15% ON CURRENT PRICE
- REDUCE – FOR A FAIR VALUE < -15% ON CURRENT PRICE

KT&PARTNERS

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