

Vantea Smart	Italy	Euronext Growth Milan	IT, F&B and Concierge
Rating: BUY (unch.)	Target Price: € 10,00 (Prev. €10,25)		Update
			Risk: Medium

Stock performance	1M	3M	6M	1Y
absolute	-16,67%	-19,87%	-25,48%	-39,02%
to FTSE Italia Growth	-9,74%	-16,16%	-9,27%	-19,18%
to Euronext STAR Milan	-10,63%	-10,72%	-3,35%	-5,83%
to FTSE All-Share	-10,04%	-20,79%	-9,39%	-17,90%
to EUROSTOXX	-11,46%	-19,43%	-13,35%	-20,53%
to MSCI World Index	-8,79%	-15,54%	-6,94%	-17,21%

Stock Data

Price	€ 5,00
Target price	€ 10,00
Upside/(Downside) potential	100,1%
Bloomberg Code	VNT IM Equity
Market Cap (€m)	€ 62,50
EV (€m)	€ 66,65
Free Float	21,42%
Share Outstanding	12.500.570
52-week high	€ 8,60
52-week low	€ 4,84
Average daily volumes (3m)	4.200

Key Financials (€m)	FY21A	FY22E	FY23E	FY24E
Revenues	34,1	55,0	83,0	118,0
VoP	36,3	56,4	85,0	120,5
EBITDA Adj.	3,6	6,0	10,5	18,2
EBIT	2,2	2,6	6,6	13,6
Net Profit	1,8	1,9	5,1	10,7
EBITDA Adj. margin	10,7%	10,9%	12,6%	15,4%
EBIT margin	6,4%	4,7%	7,9%	11,5%
Net Profit margin	5,3%	3,5%	6,1%	9,1%

Main Ratios	FY21A	FY22E	FY23E	FY24E
EV/EBITDA (x)	18,3	11,1	6,4	3,7
EV/EBIT (x)	30,6	25,6	10,2	4,9
P/E (x)	34,8	32,9	12,3	5,8

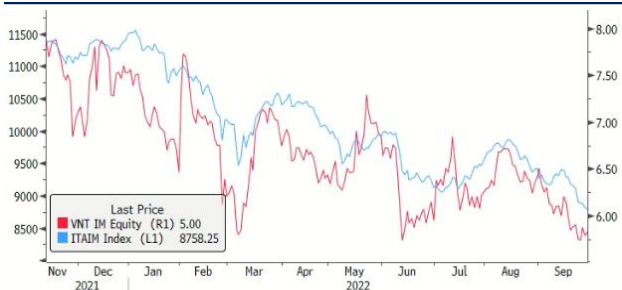
Mattia Petracca

mattia.petracca@integraesim.it

Alessandro Colombo

alessandro.colombo@integraesim.it

Stocks performance vs FTSE Italia Growth



1H22A Results

I ricavi al 30 giugno 2022 si attestano a € 30,25 mln in crescita del 112,4% rispetto ai € 14,24 mln nel 1H21A. L'EBITDA adjusted al 30 giugno 2022 si attesta pari a € 2,41 mln, in crescita rispetto al periodo precedente in cui ammontava a € 1,22 mln. L'EBITDA margin tuttavia risulta in lieve calo, passando dal 8,5% dei ricavi nel 1H21A all'8,0% al termine del periodo analizzato. L'EBIT risulta pari a € 1,64 mln in crescita del 63,0% rispetto allo stesso periodo del 2021 in cui ammontava a € 1,01 mln. Il Net Income, con una crescita del 39,9%, si attesta a € 0,99 mln rispetto al 1H21A in cui ammontava a € 0,71 mln. La NFP si attesta a € 7,99 mln al 30 giugno del 2022 in peggioramento rispetto al 31 dicembre 2021 in cui ammontava a € 4,15 mln.

Estimates Update

Alla luce dei risultati pubblicati nella relazione semestrale per il 1H22A, confermiamo quasi interamente le nostre stime sia per l'anno in corso sia per i prossimi anni. In particolare, stimiamo ricavi per il FY22E pari a € 55,00 mln ed un EBITDA Adj. pari a € 6,00 mln, corrispondente ad una marginalità del 10,9%. Per gli anni successivi, ci aspettiamo che i ricavi possano aumentare fino a € 118,00 mln (CAGR 21A-24E: 51,2%) nel FY24E, con EBITDA Adj. pari a € 18,20 mln (corrispondente ad un EBITDA Adj. margin del 15,4%), in crescita rispetto a € 3,63 mln del FY21A (corrispondente ad un EBITDA margin del 10,7%). A livello patrimoniale, stimiamo una NFP per il FY24E cash positive e pari a € 5,70 mln.

Valuation Update

Abbiamo condotto la valutazione dell'equity value di Vantea sulla base della metodologia DCF e dei multipli di un campione di società comparabili. Il DCF method (che nel calcolo del WACC include a fini prudenziali anche un rischio specifico pari al 2,0%) restituisce un equity value pari a € 169,6 mln. L'equity value di Vantea utilizzando i market multiples risulta essere pari € 80,5 mln (incluso un discount pari al 25%). Ne risulta un equity value medio pari a circa € 125,0 mln. Il target price è di € 10,00, rating BUY e rischio MEDIUM.

1. Economics & Financials

Table 1 – Economics & Financials

CONSOLIDATED INCOME STATEMENT (€/mln)	FY20A	FY21A	FY22E	FY23E	FY24E
Revenues	17,16	34,12	55,00	83,00	118,00
Other Revenues	2,06	2,19	1,40	2,00	2,50
Value of Production	19,23	36,32	56,40	85,00	120,50
COGS	10,27	23,48	38,40	56,70	78,00
Services	4,44	2,93	3,20	4,80	6,50
Use of assets owned by others	0,17	0,25	0,30	0,35	0,40
Employees	1,95	5,92	8,50	12,70	17,40
Other Operating Expenses	0,29	0,30	0,50	0,50	0,50
EBITDA	2,10	3,44	5,50	9,95	17,70
<i>EBITDA Margin</i>	<i>12,2%</i>	<i>10,1%</i>	<i>10,0%</i>	<i>12,0%</i>	<i>15,0%</i>
Adjustement	0,28	(0,19)	(0,50)	(0,50)	(0,50)
EBITDA Adj.	1,82	3,63	6,00	10,45	18,20
<i>EBITDA Adj. Margin</i>	<i>10,6%</i>	<i>10,7%</i>	<i>10,9%</i>	<i>12,6%</i>	<i>15,4%</i>
D&A	0,14	1,26	2,90	3,40	4,15
EBIT	1,96	2,18	2,60	6,55	13,55
<i>EBIT Margin</i>	<i>11,4%</i>	<i>6,4%</i>	<i>4,7%</i>	<i>7,9%</i>	<i>11,5%</i>
Financial Management/Extraordinary Items	(0,03)	0,04	(0,20)	(0,20)	(0,20)
EBT	1,93	2,22	2,40	6,35	13,35
Taxes	0,56	0,42	0,50	1,25	2,65
Net Income	1,37	1,80	1,90	5,10	10,70
CONSOLIDATED BALANCE SHEET (€/mln)	FY20A	FY21A	FY22E	FY23E	FY24E
Fixed Assets	3,17	8,60	9,90	12,00	14,00
Account receivable	5,82	14,17	20,00	27,00	37,00
Inventories	0,27	0,36	0,45	0,65	1,00
Account payable	4,30	6,09	11,50	16,50	22,20
Operating Working Capital	1,79	8,43	8,95	11,15	15,80
Other receivable	1,90	4,81	8,50	5,00	5,00
Other payable	1,05	4,33	5,00	6,00	7,00
Net Working Capital	2,64	8,92	12,45	10,15	13,80
Severance Indemnities & Other Provisions	0,31	0,97	1,60	2,40	3,40
NET INVESTED CAPITAL	5,50	16,54	20,75	19,75	24,40
Share Capital	2,00	2,50	2,50	2,50	2,50
Reserves	1,80	8,10	9,90	11,80	16,90
Net Income	1,37	1,80	1,90	5,10	10,70
Equity	5,17	12,39	14,30	19,40	30,10
Cash & Cash Equivalent	1,15	7,30	6,55	13,15	19,70
Short Term Debt to Bank	0,40	0,00	1,00	1,50	2,00
M/L Term Debt to Bank	1,09	11,45	12,00	12,00	12,00
Net Financial Position	0,33	4,15	6,45	0,35	(5,70)
SOURCES	5,50	16,54	20,75	19,75	24,40
CONSOLIDATED CASH FLOW (€/mln)	FY21A	FY22E	FY23E	FY24E	
EBIT	2,18	2,60	6,55	13,55	
Taxes	0,42	0,50	1,25	2,65	
NOPAT	1,76	2,10	5,30	10,90	
D&A	1,26	2,90	3,40	4,15	
Change in receivable	(8,35)	(5,83)	(7,00)	(10,00)	
Change in inventories	(0,09)	(0,09)	(0,20)	(0,35)	
Change in payable	1,80	5,41	5,00	5,70	
Change in others	0,36	(3,02)	4,50	1,00	
<i>Change in NWC</i>	<i>(6,28)</i>	<i>(3,54)</i>	<i>2,30</i>	<i>(3,65)</i>	
Change in provisions	0,66	0,63	0,80	1,00	
OPERATING CASH FLOW	(2,60)	2,10	11,80	12,40	
Capex	(6,7)	(4,2)	(5,5)	(6,2)	
FREE CASH FLOW	(9,29)	(2,11)	6,30	6,25	
Financial Management	0,04	(0,20)	(0,20)	(0,20)	
Change in Debt to Bank	9,96	1,55	0,50	0,50	
Change in Equity	5,43	0,01	0,00	0,00	
FREE CASH FLOW TO EQUITY	6,14	(0,75)	6,60	6,55	

Source: Vantea and Integrae SIM estimate

1.1 1H22A Results

Table 2 – 1H22A vs 1H21A

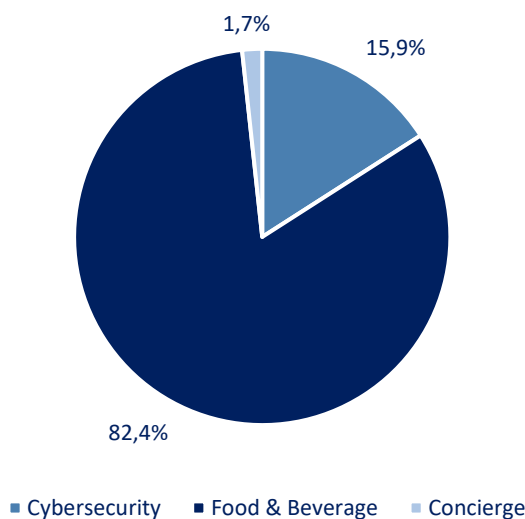
€/mln	Revenues	EBITDA Adj.	EBITDA Adj. %	EBIT	Net Income	NFP
1H22A	30,25	2,41	8,0%	1,64	0,99	7,99
1H21A	14,24	1,22	8,5%	1,01	0,71	4,15*
Change	112,4%	98,0%	-6,8%	63,0%	39,9%	N.A

Source: Integrae SIM

Tramite comunicato stampa, il Gruppo, commentando i risultati semestrali, dichiara che: “Da quando abbiamo deciso di quotarci in Borsa sono trascorsi quattro semestri. In ognuno di questi semestri abbiamo registrato una crescita dei ricavi a tre cifre. Particolare soddisfazione l’abbiamo ottenuta dalla componente di Cyber Security, che ha visto raddoppiare i ricavi mantenendo un EBITDA Margin al 18%, in linea con i migliori benchmark di mercato. Nel 2023 ci aspettiamo il contributo delle due componenti innovative a maggior valore aggiunto: l’ERP SuiteX e l’APP di Personal Concierge PASPARTU”.

I ricavi al 30 giugno 2022 si attestano a € 30,25 mln in crescita del 112,4% rispetto ai € 14,24 mln nel 1H21A. Tale crescita è stata resa possibile dal buon andamento di tutte le *business unit*: Food & Beverage, Cybersecurity e Concierge.

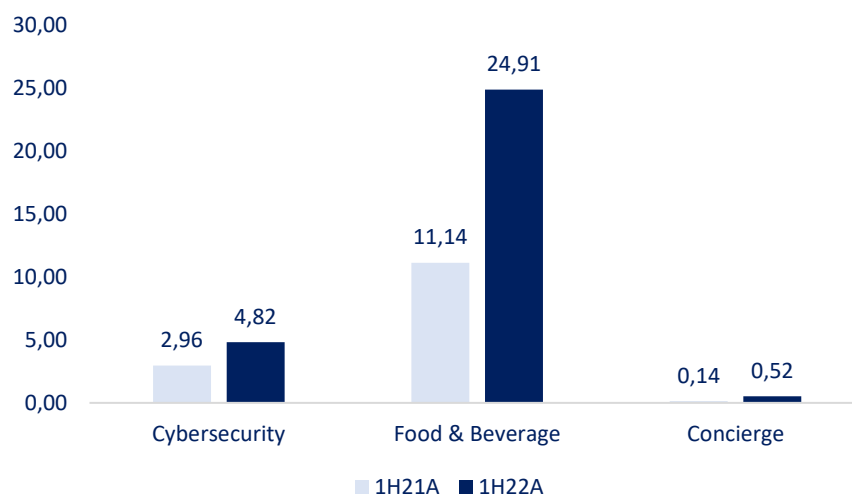
Chart 1 – Revenues Breakdown by Segment



Source: Vantea

Al 30 giugno 2022 la principale fonte di ricavo del gruppo è la linea di business Food & Beverage che ha generato ricavi per l’82,4% del totale. La restante parte del fatturato è distribuita come segue: la *Business Unit* Cybersecurity ha contribuito per il 15,9% del totale dei ricavi del Gruppo, mentre il restante 1,7% è attribuibile alla linea di *business* Concierge.

Chart 2 – Revenues by Business Unit 1H21A vs 1H22A



Source: Vantea

Come si evince dal precedente grafico, la *Business Unit* che contribuito maggiormente all'incremento dei ricavi del Gruppo è la Food & Beverage che, registrando una crescita del 123,6% passa da un fatturato di € 11,14 mln nel 1H21A a un valore di € 24,91 mln al termine del primo semestre del 2022. Segue la linea di *business* Cybersecurity che, con un incremento di € 1,86 mln (+62,8%), si attesta al termine del primo semestre del 2022 ad un valore di € 4,82 mln. Infine, la *BU* Concierge, ha raggiunto un livello di fatturato pari a € 0,52 mln con una crescita del 269,2% rispetto al 1H21A in cui ammontava a € 0,14 mln.

L'EBITDA *adjusted* al 30 giugno 2022 si attesta pari a € 2,41 mln, in crescita rispetto al periodo precedente in cui ammontava a € 1,22 mln. L'EBITDA margin tuttavia risulta in lieve calo, passando dal 8,5% dei ricavi nel 1H21A all'8,0% al termine del periodo analizzato.

L'EBIT, dopo ammortamenti e svalutazioni per € 0,57 mln, risulta pari a € 1,64 mln in crescita del 63,0% rispetto allo stesso periodo del 2021 in cui ammontava a € 1,01 mln.

Il Net Income, con una crescita del 39,9%, si attesta a € 0,99 mln rispetto al 1H21A in cui ammontava a € 0,71 mln.

La NFP si attesta a € 7,99 mln al 30 giugno del 2022 in peggioramento rispetto al 31 dicembre 2021 in cui ammontava a € 4,15 mln.

1.2 FY22E – FY24E Estimates

Table 3 – Estimates Updates FY22E-24E

€/mln	FY22E	FY23E	FY24E
Revenues			
New	55,0	83,0	118,0
Old	55,0	83,0	118,0
Change	0,0%	0,0%	0,0%
EBITDA Adj.			
New	6,0	10,5	18,2
Old	6,5	11,2	19,2
Change	-7,7%	-6,7%	-5,2%
EBITDA Adj. %			
New	10,0%	12,0%	15,0%
Old	11,8%	13,5%	16,3%
Change	-1,8%	-1,5%	-1,3%
EBIT			
New	2,6	6,6	13,6
Old	2,6	6,6	13,6
Change	0,0%	0,0%	0,0%
Net Income			
New	1,90	5,10	10,70
Old	2,10	5,40	11,25
Change	-9,5%	-5,6%	-4,9%
NFP			
New	6,5	0,3	(5,7)
Old	2,6	0,9	(4,7)
Change	N.A	N.A	N.A

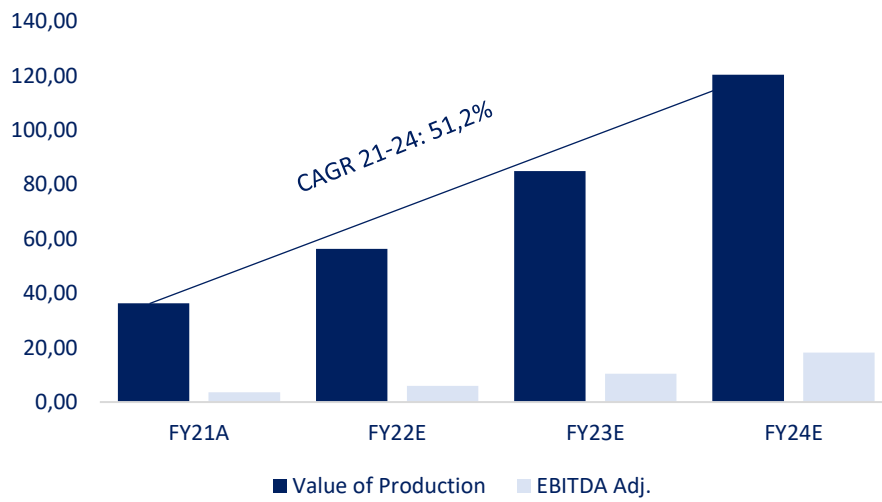
Source: Integrae SIM

Alla luce dei risultati pubblicati nella relazione semestrale per il 1H22A, confermiamo quasi interamente le nostre stime sia per l'anno in corso sia per i prossimi anni.

In particolare, stimiamo ricavi per il FY22E pari a € 55,00 mln ed un EBITDA Adj. pari a € 6,00 mln, corrispondente ad una marginalità del 10,9%. Per gli anni successivi, ci aspettiamo che i ricavi possano aumentare fino a € 118,00 mln (CAGR 21A-24E: 51,2%) nel FY24E, con EBITDA Adj. pari a € 18,20 mln (corrispondente ad un EBITDA Adj. margin del 15,4%), in crescita rispetto a € 3,63 mln del FY21A (corrispondente ad un EBITDA margin del 10,7%).

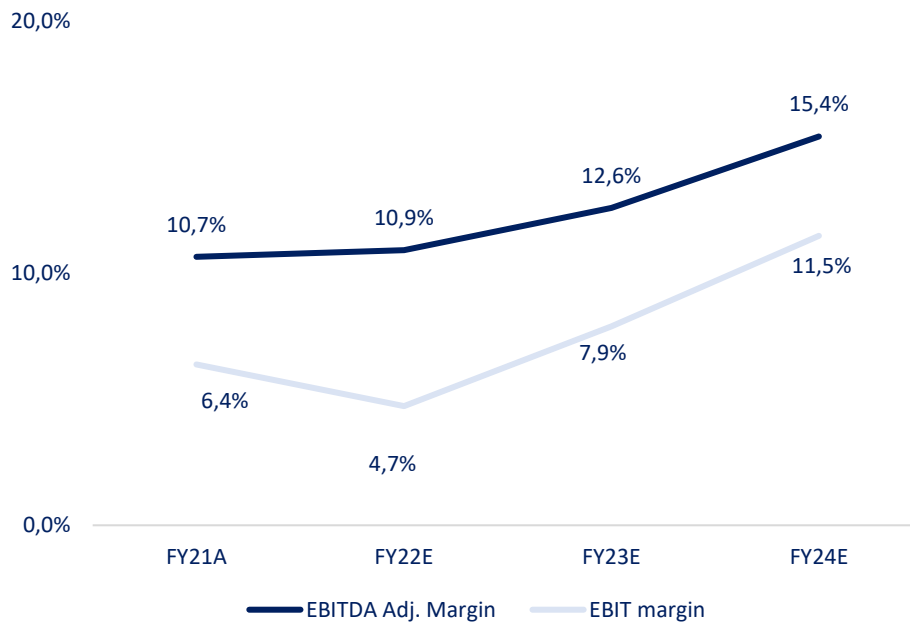
A livello patrimoniale, stimiamo una NFP per il FY24E *cash positive* e pari a € 5,70 mln.

Chart 3 – Value of Production and EBITDA Adj. FY21A-24E



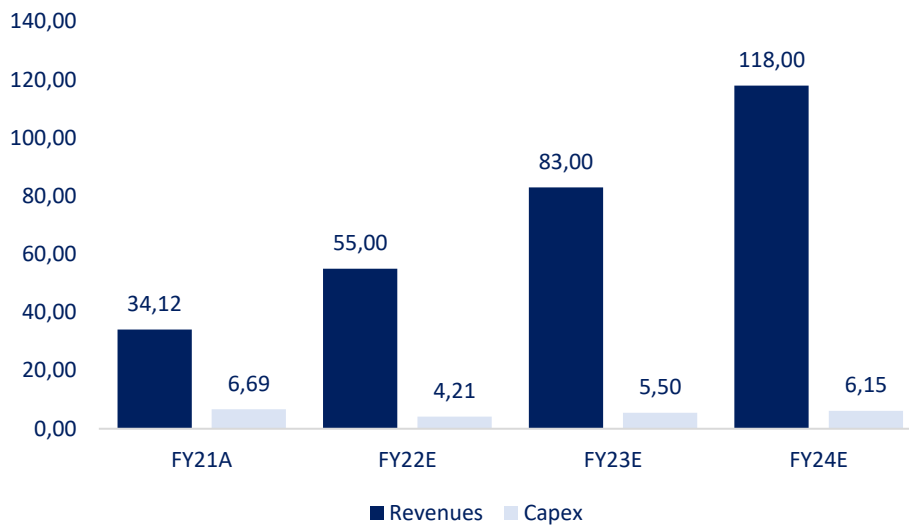
Source: Integrae SIM

Chart 4 – Margin FY21A-24E



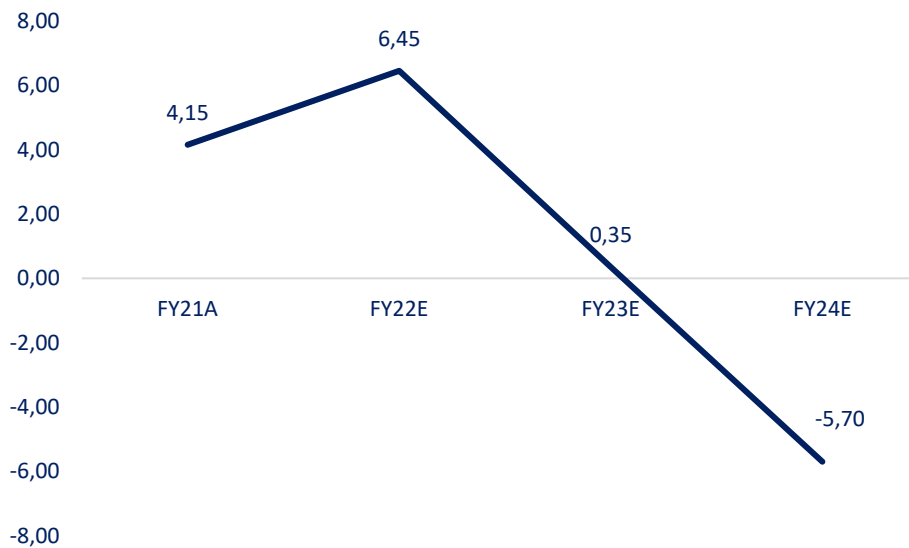
Source: Integrae SIM

Chart 5 – Capex FY21A-24E



Source: Integrae SIM

Chart 6 – NFP FY21A-24E



Source: Integrae SIM

2. Valuation

Abbiamo condotto la valutazione dell'*equity value* di Vantea sulla base della metodologia DCF e dei multipli di un campione di società comparabili.

2.1 DCF Method

Table 4 – WACC

WACC		6,61%
Risk Free Rate	2,18% α (specific risk)	2,00%
Market Premium	9,08% Beta Adjusted	0,9
D/E (average)	100,00% Beta Relevered	1,5
Ke	12,14% Kd	1,50%

Source: Integrae SIM

A fini prudenziali, abbiamo inserito un rischio specifico pari a 2,00%. Ne risulta quindi un WACC di 6,61%.

Table 5– DCF Valuation

DCF Equity Value		169,6
FCFO actualized	16,3	9%
TV actualized DCF	157,4	91%
Enterprise Value	173,7	100%
NFP (FY21A)	4,2	

Source: Integrae SIM

Con i dati di cui sopra e prendendo come riferimento le nostre stime ed *assumption*, risulta un **equity value di €169,6 mln.**

Table 6 – Equity Value – Sensitivity Analysis

€/mln		WACC						
		5,1%	5,6%	6,1%	6,6%	7,1%	7,6%	8,1%
Growth Rate (g)	2,5%	366,6	305,1	260,6	227,0	200,7	179,5	162,2
	2,0%	309,7	264,6	230,4	203,7	182,2	164,6	149,8
	1,5%	268,6	233,9	206,8	185,0	167,1	152,1	139,4
	1,0%	237,5	209,9	187,8	169,6	154,4	141,5	130,4
	0,5%	213,1	190,6	172,1	156,7	143,6	132,4	122,6
	0,0%	193,5	174,8	159,1	145,8	134,3	124,4	115,7
	-0,5%	177,4	161,5	148,0	136,4	126,3	117,5	109,7

Source: Integrae SIM

2.2 Market multiples

Il nostro *panel* è formato da società operanti nello stesso settore di Vantea, ma molte hanno capitalizzazione maggiore. Queste società sono le stesse utilizzate per il calcolo del Beta per il *DCF method*. I *panel* sono composti da:

Table 7.1 – Market Multiples IT

Company Name	EV/EBITDA (x)			EV/EBIT (x)		
	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E
Reply S.p.A.	13,5x	12,4x	11,3x	16,3x	14,8x	13,4x
Fortinet Inc.	32,0x	25,9x	20,5x	35,0x	28,6x	22,6x
Palo Alto Networks Inc.	38,4x	31,7x	26,9x	48,6x	38,3x	30,3x
NCC Group plc	11,4x	10,3x	9,3x	13,6x	12,6x	11,7x
SAP SE	11,5x	10,2x	9,1x	14,0x	12,5x	10,8x
Peer median	13,5x	12,4x	11,3x	16,3x	14,8x	13,4x

Source: Infinitals

Table 7.2 – Market Multiples F&B

Company Name	EV/EBITDA (x)			EV/EBIT (x)		
	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E
Performance Food Group	9,3x	8,3x	7,5x	12,5x	10,8x	9,9x
US Food Holding Corp	8,5x	7,3x	6,7x	12,1x	9,8x	8,7x
Sysco Corporation	11,4x	10,5x	9,7x	14,2x	13,0x	11,8x
Premium Brands Holdings Corp.	11,0x	9,5x	8,6x	14,2x	12,0x	12,5x
Peer median	10,2x	8,9x	8,0x	13,4x	11,4x	10,8x

Source: Infinitals

Table 8 – Market Multiples Valuation

€/mln	2022E	2023E	2024E
Enterprise Value (EV)			
EV/EBITDA	71,1	111,2	175,7
EV/EBIT	38,6	85,8	163,9
Equity Value			
EV/EBITDA	64,6	110,9	181,4
EV/EBIT	32,1	85,4	169,6
Equity Value post 25% discount			
EV/EBITDA	48,5	83,1	136,0
EV/EBIT	24,1	64,1	127,2
Average	36,3	73,6	131,6

Source: Integrae SIM

L'equity value di Vantea, utilizzando la media ponderata dei market multiple EV/EBITDA e EV/EBIT risulta essere pari a €107,3 mln. A questo valore, abbiamo applicato uno sconto del 25%. **Pertanto, ne risulta un equity value di €80,5 mln.**

2.3 Equity Value

Table 9 – Equity Value

Average Equity Value (€/mln)	125,0
Equity Value DCF (€/mln)	169,6
Equity Value multiples (€/mln)	80,5
Target Price (€)	10,00

Source: Integrae SIM

Ne risulta un *equity value* medio pari a €125,0 mln. Il **target price** è quindi di € 10,00 (prev. €10,25). Confermiamo rating BUY e rischio MEDIUM.

Table 10 – Target Price Implied Valuation Multiples

Multiples	FY21A	FY22E	FY23E	FY24E
EV/EBITDA	37,5x	23,5x	13,0x	7,3x
EV/EBIT	59,3x	49,7x	19,7x	9,5x

Source: Integrae SIM

Table 11 – Current Price Implied Valuation Multiples

Multiples	FY21A	FY22E	FY23E	FY24E
EV/EBITDA	18,3x	11,1x	6,4x	3,7x
EV/EBIT	30,6x	25,6x	10,2x	4,9x

Source: Integrae SIM

Disclosure Pursuant to Delegated Regulation UE n. 2016/958

Analyst/s certification

The analyst(s) which has/have produced the following analyses hereby certifies/certify that the opinions expressed herein reflect their own opinions, and that no direct and/or indirect remuneration has been, nor shall be received by the analyst(s) as a result of the above opinions or shall be correlated to the success of investment banking operations. Neither the analysts nor any of their relatives hold administration, management or advising roles for the Issuer. Mattia Petracca is Integrae SIM's current Head of Research. Giuseppe Riviello, Alessandro Colombo and Edoardo Luigi Pezzella are the current financial analysts.

Disclaimer

This publication was produced by INTEGRAE SIM SpA. INTEGRAE SIM SpA is licensed to provide investment services pursuant to Italian Legislative Decree n. 58/1998, released by Consob, with Resolution n. 17725 of March 29th 2011.

INTEGRAE SIM SpA performs the role of corporate broker for the financial instruments issued by the company covered in this report.

INTEGRAE SIM SpA is distributing this report in Italian and in English, starting from the date indicated on the document, to approximately 300 qualified institutional investors by post and/or via electronic media, and to non-qualified investors through the Borsa Italiana website and through the leading press agencies.

Unless otherwise indicated, the prices of the financial instruments shown in this report are the prices referring to the day prior to publication of the report. INTEGRAE SIM SpA will continue to cover this share on a continuing basis, according to a schedule which depends on the circumstances considered important (corporate events, changes in recommendations, etc.), or useful to its role as specialist.

The table below, shows INTEGRAE SIM's recommendation, target price and risk issued during the last 12 months:

Date	Price	Recommendation	Target Price	Risk	Comment
06/10/2021	8,50	Buy	12,50	Medium	Update
21/12/2021	7,29	Buy	12,50	Medium	Flash Note
02/02/2022	7,85	Buy	12,00	Medium	Flash Note
31/03/2022	6,85	Buy	10,25	Medium	Update
10/08/2022	6,84	Buy	10,25	Medium	Flash Note

The list of all recommendations on any financial instrument or issuer produced by Integrae SIM Research Department and distributed during the preceding 12-month period is available on the Integrae SIM website.

The information and opinions contained herein are based on sources considered reliable. INTEGRAE SIM SpA also declares that it takes all reasonable steps to ensure the correctness of the sources considered reliable; however, INTEGRAE SIM SpA shall not be directly and/or indirectly held liable for the correctness or completeness of said sources.

The most commonly used sources are the periodic publications of the company (financial statements and consolidated financial statements, interim and quarterly reports, press releases and periodic presentations). INTEGRAE SIM SpA also makes use of instruments provided by several service companies (Bloomberg, Reuters, JCF), daily newspapers and press in general, both national and international. INTEGRAE SIM SpA generally submits a draft of the analysis to the Investor Relator Department of the company being analyzed, exclusively for the purpose of verifying the correctness of the information contained therein, not the correctness of the assessment. INTEGRAE SIM SpA has adopted internal procedures able to assure the independence of its financial analysts and that establish appropriate rules of conduct for them. Integrae SIM S.p.A. has formalized a set of principles and procedures for dealing with conflicts of interest. The Conflicts Management Policy is clearly explained in the relevant section of Integrae SIM's web site (www.integraesim.it). This document is provided for information purposes only. Therefore, it does not constitute a contractual proposal, offer and/or solicitation to purchase and/or sell financial instruments or, in general, solicitation of investment, nor does it constitute advice regarding financial instruments. INTEGRAE SIM SpA does not provide any guarantee that any of the forecasts and/or estimates contained herein will be reached.

The information and/or opinions contained herein may change without any consequent obligation of INTEGRAE SIM SpA to communicate such changes. Therefore, neither INTEGRAE SIM SpA, nor its directors, employees or contractors, may be held liable (due to negligence or other causes) for damages deriving from the use of this document or the contents thereof. Thus, Integrae SIM does not guarantee any specific result as regards the information contained in the present publication, and accepts no responsibility or liability for the outcome of the transactions recommended therein or for the results produced by such transactions. Each and every investment/divestiture decision is the sole responsibility of the party receiving the advice and recommendations, who is free to decide whether or not to implement them. Therefore, Integrae SIM and/or the author of the present publication cannot in any way be held liable for any losses, damage or lower earnings that the party using the publication might suffer following execution of transactions on the basis of the information and/or recommendations contained therein.

This document is intended for distribution only to professional clients and qualified counterparties as defined in Consob Regulation no. 20307/2018, as subsequently amended and supplemented, either as a printed document and/or in electronic form.

Rating system (long term horizon: 12 months)

The BUY, HOLD and SELL ratings are based on the expected total return (ETR – absolute performance in the 12 months following the publication of the analysis, including the ordinary dividend paid by the company), and the risk associated to the share analyzed. The degree of risk is based on the liquidity and volatility of the share, and on the rating provided by the analyst and contained in the report. Due to daily fluctuations in share prices, the expected total return may temporarily fall outside the proposed range

Equity Total Return (ETR) for different risk categories			
Rating	Low Risk	Medium Risk	High Risk
BUY	ETR >= 7.5%	ETR >= 10%	ETR >= 15%
HOLD	-5% < ETR < 7.5%	-5% < ETR < 10%	0% < ETR < 15%
SELL	ETR <= -5%	ETR <= -5%	ETR <= 0%
U.R.	Rating e/o target price Under Review		
N.R.	Stock Not Rated		

Valuation methodologies (long term horizon: 12 months)

The methods that INTEGRAE SIM SpA prefers to use for value the company under analysis are those which are generally used, such as the market multiples method which compares average multiples (P/E, EV/EBITDA, and other) of similar shares and/or sectors, and the traditional financial methods (RIM, DCF, DDM, EVA etc). For financial securities (banks and insurance companies) Integrae SIM SpA tends to use methods based on comparison of the ROE and the cost of capital (embedded value for insurance companies).

The estimates and opinions expressed in the publication may be subject to change without notice. Any copying and/or redistribution, in full or in part, directly or indirectly, of this document are prohibited, unless expressly authorized.

Conflict of interest

In order to disclose its possible interest conflict Integrae SIM states that:

- It operates or has operated in the past 12 months as the entity responsible for carrying out the activities of Euronext Growth Advisor of Vantea SMART S.p.A.;
- It plays, or has played in the last 12 months, role of specialist financial instruments issued by Vantea SMART S.p.A.;
- It plays, or has played in the last 12 months, the role of broker in charge of the share buyback activity of Vantea SMART S.p.A.;
- In the IPO phase, played the role of Global Coordinator.