

Company Note

TraWell

1H21 Results in Line but a Worsening Outlook

Overall, 1H21 results were in line with our forecasts with the positive surprise of a lower net debt. The negative news is that the average Portfolio duration has decreased to 1.6 years from 2.2 years at Dec-20, while the outlook for the air traffic is worsening. We trim our sales expectations for 2021-23E and cut our target price to EUR 7.2/share, confirming our ADD rating.

1H21 results

In the first half of 2021, air travel market was down 66.7% compared with 1H19 (-78.1% in Europe and -52.1% in North America), with international flights dropping by 85.8% (source: IATA). Still, TraWell was able to limit the sales erosion to 14.3%, thanks to the rebound in Asia (+39%, mostly Russia). EBITDA was close to breakeven and the bottom line remained negative for EUR 0.7M. A positive surprise was the net debt reduction.

Outlook and estimates

Market conditions remain challenging with a continuous reduction of the forecasts for the coming years and IATA now expects 2021 at 40% of pre-crisis levels and 2022 at 61%, with domestic flights at 95% of 2019 and international flights, the most relevant segment for TraWell, at 44%. Even if vaccination progress, travel control remains strict and 75% of countries have stringent requirements beyond screening. Therefore, we reduce our estimates on both sales and EBITDA in 2021-23E. We expect TraWell to go back to the 2019 level only in 2025E.

Valuation

We confirm our ADD rating and set a new target price of EUR 7.2/share, which reflects our estimates reduction and the weak share performance of our peers' sample. TraWell could be an attractive re-opening play, but the rebound is taking longer than expected and the recovery of international air travels seems uneven.

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Date and time of production

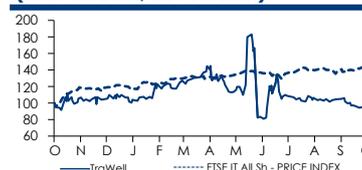
ADD

Target Price: EUR 7.2
(from EUR 11.9)

Italy/Airport Services
Update

AIM

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



TraWell - Key Data

Price date (market close)	27/10/2021
Target price (EUR)	7.2
Target upside (%)	15.38
Market price (EUR)	6.24
Market cap (EUR M)	15.47
52Wk range (EUR)	11.5/5.0

Price performance %	1M	3M	12M
Absolute	-5.5	-6.9	-0.7
Rel. to FTSE IT All Sh	-7.8	-12.8	-31.2

Y/E Dec (EUR M)	FY20A	FY21E	FY22E
Revenues	16.86	19.07	25.09
EBITDA	-1.06	0.16	1.33
EBIT	-11.44	-0.74	0.39
Net income	-12.62	-1.35	-0.60
EPS (EUR)	-20.36	-0.55	-0.24
Net debt/-cash	10.58	8.22	7.56
Adj P/E (x)	Neg.	Neg.	Neg.
EV/EBITDA (x)	Neg.	NM	21.6
EV/EBIT (x)	Neg.	Neg.	74.0
Div ord yield (%)	0	0	0

Source: Company data, FactSet and Intesa Sanpaolo Research estimates

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1H21 Results

The key points of results were:

- **Sales down 14% yoy in 1H21:** as expected, sales suffered from the difficult conditions of the air travel market, which in the first half of 2021 was still down 66.7% compared with 1H19 (-78.1% in Europe and -52.1% in North America), with international flights down 85.8% (source: IATA). TraWell revenues in Europe were down 35% vs. 1H20 and the US dropped by 47.8%, while Asia (mostly Russia) was the only recovering area with sales up 38.9%. TraWell reopened its selling points inside the airports with the exception of Vancouver and Calgary in Canada, Warsaw and Krakow in Poland and Lima in Peru;
- **EBITDA loss at EUR 0.2M, in line.** As expected, weak revenues did not allow to report a positive EBITDA, but we highlight the capability of the company to contain fixed costs compared with 1H20. EBIT was negative for EUR 0.5M compared with EUR -7.6M in 1H20, which was impacted by EUR 5.5M of goodwill write down for the concessions in Paris which expired in September 2021;
- **Negative net result:** consequently, net result attributable was negative for EUR 0.7M;
- **Better than expected net debt:** despite operating losses, TraWell was able to reduce its net debt, now at EUR 9.2M vs. EUR 11.5M at Dec-20, thanks to the tight control of NWC and the proceeds from the capital increase of June (EUR 1.9M), which we recall was totally subscribed;
- **SOS Travel.com,** in which TraWell has 11% stake and controlled by RG Holding, which also controls TraWell, reported just EUR 0.3M sales in 1H21 (-30% vs. 1H20) with a net loss of EUR 0.7M.

Weak sales in Europe and the US but recovery in Russia

EBITDA close to breakeven

EUR 0.7M net loss

TraWell – 1H21 results

EUR M	1H19A	1H20A	FY20A	1H21A	1H21E	1H A/E %	1H yoy %	1H/1H19 %
Revenues	22.4	8.4	16.9	7.2	7.5	-4.2	-14.3	-67.9
EBITDA	1.1	-1.6	-1.1	-0.2	-0.2	6.0	NM	NM
Margin (%)	4.7	-18.6	-6.3	-2.9	-2.7			
EBIT	0.2	-7.6	-11.4	-0.5	-0.6	-8.7	NM	NM
Margin (%)	1.0	-90.0	-67.8	-7.6	-8			
Pre tax	1.7	-7.8	-12.1	-0.6	-0.9	-30.6	NM	NM
Net Result attr.	0.4	-7.6	-12.6	-0.7	-0.6	22.8	NM	NM
Net Debt/(Cash)	5.2	9.1	11.5	9.2	11.0	-16.1	1.3	78.0

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

TraWell also announced the renewal of the concession at Montreal-Trudeau airport in Canada up to the end of 2028. Montreal is the third airport in Canada for traffic with >20M passengers in 2019 (i.e. before the Covid-19 outbreak) of which 8.6M passengers traveling on international flights.

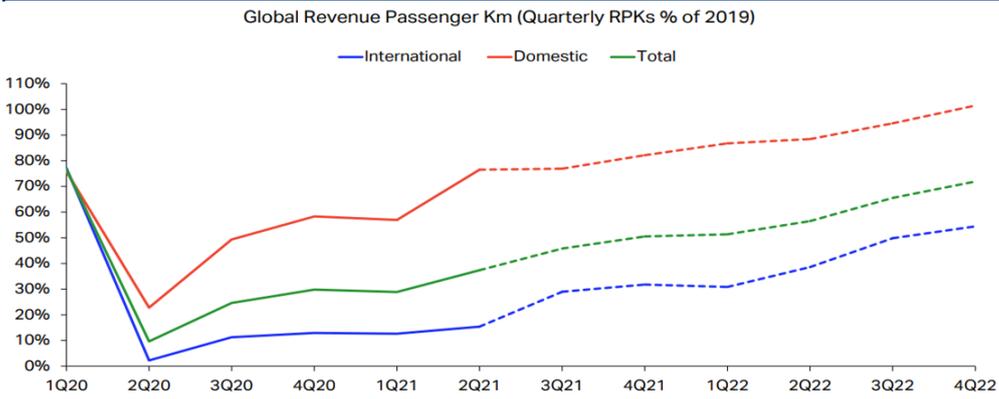
Renewal of the concession in Montreal up to 2028

Air traffic outlook

Covid-19 has proven to be the biggest and longest shock to hit airline industry. Following the worst year on record for the aviation industry (66% decline in global RPKs, or revenue passenger per kilometers), the recovery in traffic has been slow in 2021, due to international travel restrictions even if economic recovery has boosted air cargo (not served by TraWell) and domestic travel, which for TraWell are important in Russia. However, consumer confidence rebounded and accumulated income of consumers supported domestic travel recovery. IATA now estimates that RPKs could improve by 18% in 2021, reaching 40% of precrisis levels. In 2022, the pace of vaccine rollout and government policies will determine the course of international traffic (up to date there has been a modest easing of travel restrictions), while domestic travel will remain strong. Global RPKs are forecast to improve by 51% in 2022, reaching 61% of precrisis levels with domestic flights at 95% of 2019 and international flights at 44%. Load factors will improve (IATA forecasts 75% for 2022) but should remain still below breakeven level, making 2022 the third year of consecutive losses for the flight industry.

Air traffic still strongly down compared with 2019...

TraWell – Global passengers/Km in % vs. 2019

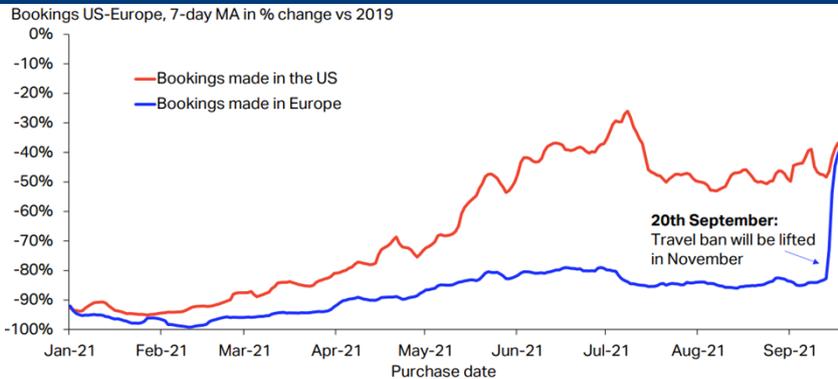


Source: IATA Economics

Still, bookings are improving and the ban of the travel restriction between Europe and the US should increase international travel next year. According to IATA, intra-Europe and Europe-North America travel should outpace Asia.

...but bookings are improving

TraWell – Air travel booking trend



Source: IATA using data from DDS

Earnings Outlook

As expected, TraWell did not provide an outlook for 2021, given the current challenging market environment. However, TraWell stated that the company is not facing any going concern risk. Following 1H21 results and the updated air traffic outlook, we revise our 2021-23E estimates, lowering our sales forecasts by an average 20%. In particular, we now expect TraWell to land at around 42% of the 2019 level in 2022E and at 55% in 2023E. These percentages are lower than IATA expectations, as wrapping services are mostly used for international flights, which are showing a slower recovery compared with domestic flights. Europe is expected to remain well below the 2019 level also in 2023, due to the loss of the Paris airports, Asia (including Russia, which is reporting a good performance) should grow rapidly, surpassing the 2019 level already next year and America should rebound but remaining below the 2019 level also in 2023. Altogether, we lower our sales estimates by around 22% in 2021E (thus implying a sales growth of 40% in 2H21E compared with 2H20) and 2022E and by 16% in 2023E.

Sales forecasts cut by 22% in 2021-22E and by 16% in 2023E

TraWell – Sales estimates by area

EUR M	2019A	2020A	2021E	2022E	2023E	2020A-23E CAGR %
Europe	21.5	6.6	5.5	6.6	9.6	13.4
Sales growth %	6.4	-69.5	-16.2	20.0	45.0	
% weighting	47.1	38.9	28.8	26.3	28.6	
Asia	11.7	5.9	9.0	12.1	14.5	34.8
Sales growth %	-9.2	-49.6	52.3	34.0	20.0	
% weighting	25.7	35.1	47.2	48.1	43.3	
America	11.6	3.9	4.0	5.8	8.7	31.0
Sales growth %	17.4	-66.7	3.4	45.0	50.0	
% weighting	25.4	22.9	21.0	23.1	26.0	

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

We forecast a positive EBITDA margin in the second half of 2021, mostly driven by recovering volumes particularly in 4Q21, which should allow TraWell to close the year slightly above the breakeven. This should lead to a negative EBIT and to a net loss of EUR 0.9M (-EUR 1.4M attributable) in 2021E, well below 2020 (when it was EUR 12.6M).

TraWell – 2H21 estimates

EUR M	2H19A	2H20A	2H21E	2H yoy %	2H/2H19 %
Revenues	23.3	8.5	11.9	40.2	-49.0
EBITDA	2.6	0.5	0.4	-25.4	-85.8
Margin (%)	11.3	5.9	3.1		
EBIT	2.0	-3.9	-0.2	-95.1	NM
Margin (%)	8.4	-45.8	-1.6		
Pre tax	2.1	-4.3	-0.7	-84.5	NM
Net Result attr.	1.1	-5.0	-0.6	-87.6	NM
Net debt/-cash	5.6	10.6	8.2	-22.3	47.0

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

For 2022 and 2023E, we expect a gradual recovery of EBITDA margins, which, however, should remain below TraWell's historical level. Given the current challenging market environment, we believe that a full recovery would not come before 2025. At bottom line level, we estimate a net attributable loss also in 2022, followed by a positive net result in 2023.

We expect EBITDA to recover in 2022-23E, but net result should remain negative in 2022E

Net financial position should progressively improve on the back of growing cash flow, a positive impact from NWC, which should return to normality (i.e. structurally negative at around 5-6% of sales), and minimal capex (we estimate cumulated capex below EUR 2M in 2021-23E). Gearing should consequently drop from 123% in 2020A to 39% in

2023E, while net debt/EBITDA ratio is expected to fall to 1.9x in 2023E from 51.3x at Dec-21E (in 2020, the ratio was negative).

TraWell – Estimates revision % changes

	2021E			2022E			2023E		
	Old	New	New/Old %	Old	New	New/Old %	Old	New	New/Old %
Revenues	24.3	19.1	-21.7	32.5	25.1	-22.8	39.8	33.4	-16.0
EBITDA	1.2	0.2	-86.8	2.6	1.3	-50.0	5.0	2.8	-42.6
Margin (%)	5.0	0.8		8.2	5.3		12.4	8.5	
EBIT	-0.1	-0.7	NM	1.3	0.4	-70.5	3.6	1.9	-47.6
Net result	-0.6	-0.9	54.8	0.3	-0.6	NM	2.3	0.6	-72.4
Net debt/-cash	8.0	8.2	2.5	6.4	7.6	18.9	2.7	5.4	105.2

Source: Intesa Sanpaolo Research estimates

We recall that TraWell, along with the capital increase of last June, which as expected was entirely subscribed, issued 3,719,850 warrants, attributed free of charge in the ratio of 2 warrants for each new share subscribed. The warrants could be converted into new shares with a 1:1 ratio at a price of EUR 8.0 from 1 September 2021 up to 16 December 2024. If fully subscribed, TraWell could cash in EUR 29.8M, not included in our forecasts as currently warrants are out of the money.

We highlight that our estimates do not include any further goodwill write-down (EUR 14.7M at June-21, a value in line with the current market cap), as the maturity of the concessions could be prolonged, nor potential anticyclical business lines, which could be introduced in the coming months.

Outstanding warrants, if converted, could generate a cash in of nearly EUR 30M

Valuation

Our target price is based on a DCF (a 75% weighting) and a relative valuation (25% weighting) plus the market value of SOSTravel.com stake (EUR 0.6M or EUR 0.23/share), delivering a **fair value of EUR 7.2/share** (from EUR 11.9/share rebased on the new number of shares). This indicates potential upside of 17%. Therefore, **we confirm our ADD rating**.

New EUR 7.2/share TP; ADD

TraWell – Valuation summary (EUR/share)

DCF Valuation (75% weighting)	7.1
Relative Valuation (25% weighting)	6.5
Average	6.9
SOSTravel.com	0.23
Target price	7.2
Current price	6.2
Potential upside %	15.5

Source: Intesa Sanpaolo Research estimates

DCF model

Our DCF model returns a fair equity value of EUR 17.5M or EUR 7.06/share based on the new number of shares, and incorporates the following assumptions, leading to a WACC of 6.8%:

- A risk-free rate of 1.0% and a market risk premium of 6.5%;
- An unleveraged beta of 0.85x based on air transportation industry in Europe (source: Damodaran Jan-21). This beta has been leveraged based on the 2020 financial structure (45% equity, 55% debt) at 1.51x;
- A terminal growth rate of 1% and an operating margin of 6.5% at terminal value, which is below the EBIT margin reported before the Covid-19 outbreak (in 2017-19 the average EBIT margin was 9.7%) but above what we expect for 2023.

TraWell – WACC and embedded DCF assumptions

WACC assumptions	(%)	Embedded DCF assumptions	(%)
Risk-free rate (10Y BTP bench.)	1.0	2020-29 revenues CAGR	9.7
Debt spread	4.0	Target EBIT margin at terminal value	6.5
Cost of debt [net]	3.5	Depr. on sales (2021-29 avg)	3.2
Market risk premium	6.5	Capex on sales (2021-29 avg)	2.4
Beta (x)	1.51		
Cost of equity	10.8		
Weighting of Debt	55		
Weighting of Equity	45		
WACC	6.8		

Source: Intesa Sanpaolo Research estimates

TraWell – DCF valuation

	(EUR M)	(% weighting)	EUR/share
Sum of PV 2021-29 FCF	10.78	36	4.35
Terminal value	19.49	64	7.86
Total Enterprise value	30.27	100	12.21
- minorities	-1.99		-0.80
- Pension Provision	-0.19		-0.07
- Net debt (+ cash)	-10.58		-4.27
Total Equity value	17.52		7.06
Fully diluted number of shares (m)	2.5		
Fair value per share (EUR)	7.06		
Last price (EUR)	6.36		
Upside potential (%)	+11.1		

Source: Intesa Sanpaolo Research estimates

Our DCF valuation implies an EV/EBITDA of 8.8x at terminal value.

Multiples analysis

TraWell has no comparable peers that are listed, although there are some listed companies active in the airport services business or in the service industry, all with a market capitalisation of over EUR 1Bn. Our sample is composed of: 1) Dufry, a global travel retailer with operations in 68 countries and 2,200 shops located mostly in airports, 2) Compass Group, a world leading food and support service company active in over 50 countries, 3) Sodexo, an international service company with nearly EUR 20Bn of sales and present in 80 countries, 4) Elior Group, a leading operator in the contracted food and support service industry with 18,600 points of sale, 5) SSP Group, an operator of branded food and beverage outlets in travel locations across 29 countries, and 6) Autogrill, a global operator in food and beverage services for travellers that is present in 31 countries with 4,200 points of sale.

No direct listed peers

TraWell – Multiples analysis

Company	Market Cap (EUR M)	EV/EBITDA			EV/Sales		
		2021E	2022E	2023E	2021E	2022E	2023E
Dufry	3,999	9.1	4.5	5.2	2.08	1.19	1.42
Compass Gr.	31,715	19.3	12.8	11.4	1.61	1.26	1.18
Sodexo	11,513	12.3	8.5	7.9	0.81	0.67	0.67
Elior Group	1,151	22.4	7.6	6.6	0.61	0.49	0.46
SSP Group	2,439		23.1	12.4	3.83	1.51	1.38
Autogrill	2,611	9.6	7.3	7.1	1.76	1.19	1.18
Average		14.5	10.6	8.4	1.78	1.05	1.05
Median		12.3	8.0	7.5	1.68	1.19	1.18
TraWell*	15	NM	20.9	8.8	1.50	1.10	0.75
Premium/-discount %		NM	96.8	4.8	-16.2	5.2	-28.3

Priced at market close on 26/10/2021; NM: not meaningful; Source: FactSet and *Intesa Sanpaolo Research estimates

Based on the median of 2021-23 EV/EBITDA, which however is strongly impacted by the Covid-19 outbreak, TraWell would be valued at EUR 1.38/sh while on EV/Sales it would be EUR 11.37/share. The average of these two valuations gives EUR 6.38/sh.

At our EUR 7.2/share target price, TraWell would trade at 10.4x 2023E EV/EBITDA, which is above the average multiple of our sample of peers (8.4x) and at 0.9x EV/Sales (vs. an average of 1.1x).

TraWell – Multiples implicit in our target price (EUR 7.2/sh)

	2021E	2022E	2023E
P/E	NM	NM	28.3
EV/EBITDA	NM	24.3	10.4
EV/EBIT	NM	NM	15.8
EV/Sales	1.7	1.3	0.9
P/BV	2.5	2.1	1.7
EV/ Capital employed	1.8	1.7	1.5

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

TraWell – Key Data

Rating ADD	Target price (EUR/sh) Ord 7.2	Mkt price (EUR/sh) Ord 6.24			Sector Airport Services
Values per share (EUR)	2019A	2020A	2021E	2022E	2023E
No. ordinary shares (M)	0.62	0.62	2.48	2.48	2.48
Total no. of shares (M)	0.62	0.62	2.48	2.48	2.48
Market cap (EUR M)	12.66	4.70	15.47	15.47	15.47
Adj. EPS	-1.00	-20.36	-0.55	-0.24	0.25
CFPS	8.9	-7.05	0.42	0.47	1.1
BVPS	32.6	10.6	2.9	3.4	4.3
Dividend ord	0	0	0	0	0
Income statement (EUR M)	2019A	2020A	2021E	2022E	2023E
Revenues	45.72	16.86	19.07	25.09	33.43
EBITDA	3.68	-1.06	0.16	1.33	2.84
EBIT	2.18	-11.44	-0.74	0.39	1.86
Pre-tax income	3.82	-12.12	-1.29	0.00	1.59
Net income	1.58	-12.62	-1.35	-0.60	0.63
Adj. net income	-0.62	-12.62	-1.35	-0.60	0.63
Cash flow (EUR M)	2019A	2020A	2021E	2022E	2023E
Net income before minorities	2.6	-12.2	-0.9	0.0	1.4
Depreciation and provisions	1.5	10.4	0.9	0.9	1.0
Others/Uses of funds	2.2	0.6	1.5	1.1	1.3
Change in working capital	1.4	-1.5	0.4	0.3	0.6
Operating cash flow	5.5	-3.5	1.1	1.2	2.8
Capital expenditure	-2.8	-0.4	-0.6	-0.5	-0.7
Financial investments	0	0	0	0	0
Acquisitions and disposals	-0.9	1.8	0	0	0
Free cash flow	1.9	-2.1	0.5	0.7	2.1
Dividends	-0.5	0	0	0	0
Equity changes & Other non-operating items	-5.2	-2.9	1.9	0	0
Net cash flow	-3.8	-5.0	2.4	0.7	2.1
Balance sheet (EUR M)	2019A	2020A	2021E	2022E	2023E
Net capital employed	28.1	19.2	18.2	18.9	19.4
of which associates	0	0	0	0	0
Net debt/-cash	5.6	10.6	8.2	7.6	5.4
Minorities	2.3	2.0	2.7	3.0	3.4
Net equity	20.2	6.6	7.3	8.4	10.6
Minorities value	0	0	0	0	0
Enterprise value	19.7	16.7	29.4	28.6	25.8
Stock market ratios (x)	2019A	2020A	2021E	2022E	2023E
Adj. P/E	Neg.	Neg.	Neg.	Neg.	24.5
P/CFPS	2.3	Neg.	14.7	13.3	5.6
P/BVPS	0.63	0.71	2.1	1.9	1.5
Payout (%)	0	0	0	0	0
Dividend yield (% ord)	0	0	0	0	0
FCF yield (%)	14.7	-62.7	3.2	4.3	13.7
EV/sales	0.43	0.99	1.5	1.1	0.77
EV/EBITDA	5.3	Neg.	NM	21.6	9.1
EV/EBIT	9.0	Neg.	Neg.	74.0	13.8
EV/CE	0.70	0.87	1.6	1.5	1.3
D/EBITDA	1.5	Neg.	51.3	5.7	1.9
D/EBIT	2.6	Neg.	Neg.	19.6	2.9
Profitability & financial ratios (%)	2019A	2020A	2021E	2022E	2023E
EBITDA margin	8.1	-6.3	0.8	5.3	8.5
EBIT margin	4.8	-67.8	-3.9	1.5	5.6
Tax rate	30.9	NM	30.0	15.0	15.0
Net income margin	3.4	-74.9	-7.1	-2.4	1.9
ROCE	7.8	-59.7	-4.1	2.0	9.6
ROE	7.2	-94.2	-19.5	-7.7	6.6
Interest cover	-1.3	-16.6	-1.3	1.0	6.9
Debt/equity ratio	24.8	123.1	82.6	66.6	38.9
Growth (%)		2020A	2021E	2022E	2023E
Sales		-63.1	13.1	31.6	33.3
EBITDA		NM	NM	NM	NM
EBIT		NM	93.5	NM	NM
Pre-tax income		NM	89.4	NM	NM
Net income		NM	89.3	55.5	NM
Adj. net income		NM	89.3	55.5	NM

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

Company Snapshot

Company Description

Trawell is a leading service company specialising in luggage wrapping and tracing for airline passengers. It operates in 52 airports with >500 million passengers per annum, in Italy, Europe, Canada, the US (Miami), Russia and in Asia with 163 selling points. The average duration of its concessions is 1.8 years. TraWell was listed on the AIM market in September 2013 and on Nasdaq in July 2019. In July TraWell finalized its stock reverse split with a 1:25 ratio.

Key Risks

Company specific risks:

- Potential write down of existing goodwill
- Average duration of concessions is now relatively low;
- Currency fluctuations;
- No dividend expected in the next three years.

Sector generic risks:

- Potential bankruptcy of airlines and airports following COVID-19;
- Low visibility on the recovery of air travel;
- Geopolitical risk (e.g. terrorism attack)

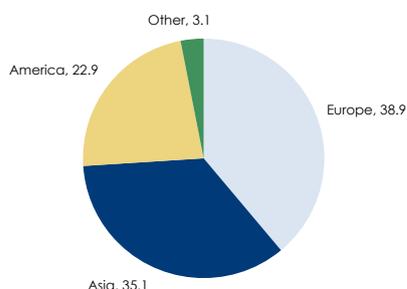
Key data

Mkt price (EUR)	6.24	Free float (%)	42.1
No. of shares	2.48	Major shr	RG Hold.
52Wk range (EUR)	11.5/5.0	(%)	51.9
Reuters	TWL.MI	Bloomberg	TWL IM
Performance (%)	Absolute		Rel. FTSE IT All Sh
-1M	-5.5	-1M	-7.8
-3M	-6.9	-3M	-12.8
-12M	-0.7	-12M	-31.2

Estimates vs. consensus

EUR M (Y/E Dec)	2020A	2021E	2021C	2022E	2022C	2023E	2023C
Sales	16.86	19.07	NM	25.09	NM	33.43	NM
EBITDA	-1.06	0.16	NM	1.33	NM	2.84	NM
EBIT	-11.44	-0.74	NM	0.39	NM	1.86	NM
Pre-tax income	-12.12	-1.29	NM	0.00	NM	1.59	NM
Net income	-12.62	-1.35	NM	-0.60	NM	0.63	NM
EPS	-20.36	-0.55	NM	-0.24	NM	0.25	NM

Sales breakdown by area (%)



European airport passenger traffic: 5 years forecast

Source: Company data, Intesa Sanpaolo Research estimates and FactSet consensus data (priced at market close of 27/10/2021)

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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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

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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)
17-Jun-21	ADD	11.9	10.5
12-Apr-21	HOLD	8.3	8.2

Equity rating allocations (long-term horizon: 12M)**Intesa Sanpaolo Research Rating Distribution (at October 2021)**

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* 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

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

Short-term rating	Definition
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