

Wiit

1H Performance in Line with Expectations

The integration of the two recently acquired companies, Edge&Cloud and Econis, had an initial dilutive effect on the group's EBITDA margin. However, we expect the profitability of the acquired businesses to be more in line with Wiit after cost synergies and the cleansing process of some non-core revenues (synergies should be realised within 18-24 months). Overall, management stated that the commercial pipeline, especially in Germany, makes them optimistic for 2H24 and 2025 (they see an acceleration of the organic growth in 2H). For the time being, we have left our estimates unchanged and reiterate our TP and BUY recommendations on the stock.

1H24 results: positive growth; slightly softer cash flow generation due to NWC absorption

Revenues were EUR 72.7M, +13.4% yoy (and aligned with our EUR 72.6M forecast). Organic growth stood at 5.3% in Italy and 5.2% in Germany. Adj. EBITDA stood at EUR 26.7M, up by 9.6% yoy (in line with our EUR 26.2M estimate). Margin on revenues stood at 36.7% (37.9% in 1H23), impacted by recent acquisitions whose cost synergies will be realised over the next 18-24 months. Like-for-like margin would have been 39.8% up 190bps vs. 1H23. By geography, Germany remains the main source of revenue with 54.3%, followed by Italy with 41% and Switzerland with 4.7%. While Switzerland is currently at breakeven at of EBITDA, with a gradual recovery expected starting in the last quarter of 2024, Italy generated EUR 13.6M EBITDA in 1H (EBITDA margin of 45.5%) and Germany generated EUR 13.2M (EBITDA margin of 33.4%). Cash flow generation was slightly impacted by higher NWC absorption in Germany and guided for a YE24 NFP of around EUR 200M. They also stated that it is likely that the EUR 4M earn-out for Egonis will be cancelled and the NWC dynamics in Germany will be more favourable in 2H (we have a forecast of a NFP of EUR 204.8M in FY24E).

Update on M&A & potential future investments

Wiit is currently exploring two small targets in the DACH region (Northern Germany and Zurich). These potential small acquisitions do not require capital raising but could be financed through leverage. However, management did not exclude the possibility of a larger deal in the medium term to enter a new country (e.g. UK or France). We remind that in order to be more flexible for future M&A execution, Wiit recently obtained the AGM authorisation for a share capital increase by issuing a maximum of 7M ordinary shares (equal to 20% of the potential final number of outstanding shares). Lastly, management stated that given the expected strong growth of the AI and gaming market, the group is exploring the possibility of creating a dedicated data centre to host GPU technologies to support this sector (potential extra capex of around EUR 5M next year).

Wiit – Key data

Y/E Dec (EUR M)	2022A	2023A	2024E	2025E	2026E
Revenues	118.8	130.1	162.1	180.0	191.0
Adj. EBITDA	42.20	50.76	56.60	66.00	73.90
Adj. EBIT	23.21	28.01	31.60	39.00	44.90
Adj. Net income	12.50	15.06	16.99	23.04	27.29
Adj. EPS (EUR)	0.45	0.54	0.61	0.82	0.97
Net debt/-cash	183.0	202.2	204.8	188.2	163.7
Adj P/E (x)	49.2	34.8	36.4	26.8	22.6
EV/EBITDA (x)	20.1	15.5	14.5	12.2	10.6
EV/EBIT (x)	49.0	37.3	30.6	23.7	19.6
Div ord yield (%)	1.4	1.6	1.4	1.4	1.4
FCF Yield (%)	-4.8	0.5	0.9	4.0	5.2

Source: Company data and Intesa Sanpaolo Research estimates. Priced at 01/08/2024

2 August 2024: 12:37 CET  
Date and time of production

BUY

Target Price: EUR 26.7

Italy/Information Technology  
Company Update

EXM-STAR

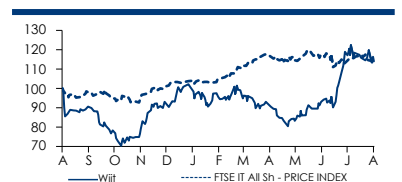
Wiit - Key Data

Price date (market close)	01/08/2024
Target price (€)	26.7
Target upside (%)	21.09
Market price (€)	22.05
Market cap (EUR M)	617.86
52Wk range (€)	23.7/13.6

EPS – DPS changes

(€)	2024E	2025E	2024	2025
	EPS =	EPS =	chg%	chg%
Curr.	0.606	0.822	0	0
Prev.	0.606	0.822	-	-
	DPS =	DPS =	chg%	chg%
Curr.	0.300	0.300	0	0
Prev.	0.300	0.300	-	-

Price Perf. (RIC: WIIT.MI BB: WIIT IM)



Source: FactSet and Intesa Sanpaolo Research estimates

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## 2Q/1H24 Results

**Revenues were EUR 72.7M, +13.4% yoy (and aligned with our EUR 72.6M forecast).** Organic growth stood at 5.3% in Italy and 5.2% in Germany.

**Adj. EBITDA stood at EUR 26.7M, up by 9.6% yoy (in line with our EUR 26.2M estimate).** Margin on revenues stood at 36.7% (37.9% in 1H23), impacted by recent acquisitions whose cost synergies will be realised over the next 18 months. Like-for-like margin would have been 39.8% up 190bps vs. 1H23. By geography, Germany remains the main source of revenue with 54.3%, followed by Italy with 41% and Switzerland with 4.7%. While Switzerland is currently at breakeven at of EBITDA, with a gradual recovery expected starting in the second half of 2024, Italy generated €13.6M EBITDA in the first half-year (EBITDA margin of 45.5%) and Germany generated €13.2M (EBITDA margin of 33.4%).

**Adjusted net profit was EUR 7.3M vs. EUR 6.7M posted in 1H23 and our EUR 7.4M estimate.**

**Adj. NFP stood at EUR 219.9M (vs. EUR 202.2M at YE23)** including the IFRS16 effect of EUR 11.6M and excluding the valuation of treasury shares in the portfolio (approx. EUR 44.4M at market value at 30 June 2024); this change includes in particular the payment for dividends of EUR 7.8M, M&A for EUR 7.8M, capex for EUR 17.2M and the purchase of treasury shares for EUR 0.4M. Operating cash flow was EUR 17.4M.

### Wiit – 2Q/1H24 results

EUR M	2Q23A	2Q24A	yoy	2Q24E	1H23A	1H24A	yoy %	1H24E	A/E %	FY23A	FY24E	FY24C
Revenues	32.4	39.2	21.2	39.0	64.2	72.7	13.4	72.6	0.2	131.0	162.1	162.1
Adj. EBITDA	12.3	13.6	10.9	13.1	24.3	26.7	9.6	26.2	1.9	51.5	56.6	56.1
margin %	38.0	34.8		33.6	37.9	36.7		36.1		39.3	34.9	34.6
Adj. EBIT	6.7	6.7	0.9	6.8	13.4	13.9	3.7	13.9	-0.3	29.5	31.6	30.3
margin %	20.6	17.1		17.3	20.9	19.1		19.2		22.5	19.5	18.7
Adj. Net income	2.8	3.2	16.6	3.3	6.7	7.3	10.0	7.4	-1.5	15.5	17.0	17.0

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

## Estimates Recap

### Wiit – 2024-26E estimates recap

EUR M	FY23A	FY24E	yoy%	FY25E	yoy %	FY26E	yoy %
Revenues	131.0	162.1	23.7	180.0	11.0	191.0	6.1
Adj. EBITDA	51.5	56.6	9.9	66.0	16.6	73.9	12.0
Adj. EBITDA margin (%)	39.3	34.9		36.7		38.7	
Adj. EBIT	29.5	31.6	7.1	39.0	23.4	44.9	15.1
Adj. EBIT margin (%)	22.5	19.5		21.7		23.5	
Adj. group's net profit	15.5	17.0	9.7	23.0	35.3	27.3	18.7
Net debt -cash	202.2	204.8		188.2		163.7	

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

## Valuation

We value Wiit using a DCF approach and a peers' multiples comparison. Our updated valuation confirms **our target price of EUR 26.7**, obtained as the average of the multiples' comparison, which points to EUR 26.8, and the DCF model that points to EUR 26.6. Given the current potential upside, **we confirm our BUY rating**.

### DCF model

The main assumptions in our three-stage DCF model are as follows:

- Explicit estimates until 2026E;
- In 2025-28E, we assume a sales CAGR of 10.0%, an average EBIT margin of 29.8%, and an average net working capital/sales ratio at 10.7%;
- The terminal value at 2029E, in which we assume flat revenues compared with our 2028E assumption and an EBIT margin at 34%. We set a 2% perpetuity growth rate.

For our WACC calculation, we use our updated risk-free rate at 3.75%, a risk premium at 6.5%, and a Beta of 0.91x (Source: elaboration on Refinitiv data). We confirm our target gearing ratio at 30%. As a result, we derive a WACC of 7.52%. The table below summarises our DCF model.

#### Wiit - WACC calculation (%)

Risk-free rate	3.75
Equity risk premium	6.5
Beta (x)*	0.91
Cost of equity	9.7
Net Cost of Debt	2.5
Gross Cost of Debt	3.0
Tax rate	30
Gearing	30
<b>WACC (%)</b>	<b>7.52</b>

Source: Intesa Sanpaolo Research estimates, \*Intesa Sanpaolo Research elaboration on Refinitiv

#### Wiit – 2023A-29E key assumptions (%)

Sales 2023A-29E CAGR	10.0
Perpetual growth rate	2.0
EBIT margin 2023A-29E avg.	25.7
2023A-29E EBIT CAGR	18.8
Capex to sales 2023A-29E avg.	13.1
<u>Working capital to sales 2023A-29E</u>	<u>9.3</u>

Source: Intesa Sanpaolo Research estimates

#### Wiit - DCF valuation (EUR M)

Forecast cash flow (2024E-28E)	181
Terminal value	719
<b>Enterprise value</b>	<b>901</b>
Adj. net debt @ 2023A*	-154.0
<b>Equity value</b>	<b>747</b>
Number of shares (M)	28.0
<b>Equity value per share (EUR)</b>	<b>26.6</b>

(\*) deducted treasury shares and IFRS 16 impact, while adding costs for M&A; Source: Intesa Sanpaolo Research estimates

## Multiples valuation

In our peers' panel, we include both players exposed to Business Data Centres and Cloud segments. However, note that no listed group exactly matches the background and/or geographical presence of Wiit.

### Wiit – Peers' multiples comparison (2024-25E)

x	Country	Price EUR	Mkt Cap EUR M	EV/sales		EV/EBITDA		EV/EBIT		P/E	
				2024E	2025E	2024E	2025E	2024E	2025E	2024E	2025E
Equinix	USA	751.6	71,333	10.5	9.8	22.4	20.5	59.1	50.5	77.8	69.0
NextDC	AUS	10.3	6,210	26.6	25.7	55.7	51.0	NM	NM	NM	NM
<b>Median Data Centre</b>				<b>18.6</b>	<b>17.7</b>	<b>39.1</b>	<b>35.8</b>	<b>59.1</b>	<b>50.5</b>	<b>77.8</b>	<b>69.0</b>
Descartes Systems	CAN	92.5	7,899	12.9	11.3	29.1	25.1	43.4	34.8	61.7	50.6
Paycom Software	USA	155.1	9,012	4.8	4.3	12.4	11.0	15.6	13.6	21.5	19.2
Qualys	USA	128.3	4,738	7.5	6.7	17.9	16.1	19.4	17.6	26.2	24.3
<b>Median Cloud</b>				<b>7.5</b>	<b>6.7</b>	<b>17.9</b>	<b>16.1</b>	<b>19.4</b>	<b>17.6</b>	<b>26.2</b>	<b>24.3</b>
Overall mean				12.5	11.6	27.5	24.7	34.4	29.1	46.8	40.8
Overall median				10.5	9.8	22.4	20.5	31.4	26.2	43.9	37.5
Min				4.8	4.3	12.4	11.0	15.6	13.6	21.5	19.2
Max				26.6	25.7	55.7	51.0	59.1	50.5	77.8	69.0
<b>Wiit*</b>	<b>ITA</b>	<b>22.1</b>	<b>618</b>	<b>5.1</b>	<b>4.5</b>	<b>14.5</b>	<b>12.2</b>	<b>30.6</b>	<b>23.7</b>	<b>36.4</b>	<b>26.8</b>
Vs. overall mean %				-59.1	-61.1	-47.3	-50.7	-11.0	-18.6	-22.2	-34.3

Priced at market close on 01/08/2024; NM: not meaningful; NA: not available; E: estimates; Source: FactSet and (\*) Intesa Sanpaolo Research estimates

We use the average 2024-25E EV/EBIT and P/E to calculate our implied fair value per share (EUR 28.0). We recall that in light of the group's limited size vs. peers, we apply a 10% discount to Wiit's valuation vs. comps' average.

### Wiit – Valuation based on 2024-25E average multiples

EUR M	EV/sales		EV/EBITDA		EV/EBIT		P/E	
	2024E	2025E	2024E	2025E	2024E	2025E	2024E	2025E
Median Multiple (x)	10.5	9.8	22.4	20.5	31.4	26.2	43.9	37.5
Implied EV	1703.5	1757.1	1269.0	1354.8	992.2	1020.9		
-Implied Equity Value	1554.7	1624.9	1120.2	1222.6	843.4	888.7	746.7	861.8
Discount (%)	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
Implied Share Value (EUR)	49.9	52.2	36.0	39.3	<b>27.1</b>	<b>28.5</b>	<b>24.0</b>	<b>27.7</b>

Source: Intesa Sanpaolo Research estimates

## Valuation and Key Risks

### Valuation basis

Our EUR 26.7 TP is derived with a multiples' comparison valuation based on the average 2024E-25E EV/EBIT and P/E and a DCF approach, using a 7.52% WACC (RFR at 3.75%; ERP at 6.5%), a 2.0% terminal growth rate, a gearing of 30%.

### Key Risks

#### Company specific risks:

- The niche market in which the group operates could limit the number of target companies to be acquired and therefore result in difficulties in identifying and finding investment opportunities;
- The group's revenues are concentrated on a limited number of customers.

#### Sector generic risks:

- Increasing competition from major players;
- A potential decrease in the price of services resulting from the growing maturity of the cloud market.

## Company Snapshot

### Company Description

WIIT S.p.A., a company listed on the MTA-STAR Segment, is one of the leading players in the Cloud Computing market in Italy and, in particular, in the sectors of Hybrid Cloud and Hosted Private Cloud for businesses. The company is focused and specialised in Hosted Private and Hybrid Cloud services for businesses requiring the management of critical applications and business continuity, and runs all the leading international application platforms (SAP, Oracle, and Microsoft) with an end-to-end approach. WIIT operates proprietary data centres; its main one is Tier IV certified by Uptime Institute LLC in Seattle (US) and, with particular reference to SAP, the company is among the most certified SAP partners in the world in Outsourcing Operations.

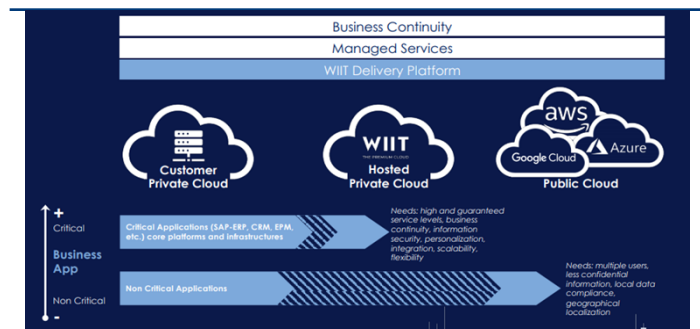
### Key data

Mkt price (€)	22.05	Free float (%)	36.6
No. of shares	28.02	Major shr	Wiit Fin Srl
52Wk range (€)	23.7/13.6	(%)	56.5
Reuters	WIIT.MI	Bloomberg	WIIT IM
<b>Performance (%)</b>	<b>Absolute</b>		<b>Rel. FTSE IT All Sh</b>
-1M	-2.6	-1M	-0.2
-3M	37.0	-3M	40.6
-12M	14.0	-12M	2.2

### Estimates vs. consensus

EUR M (Y/E Dec)	2023A	2024E	2024C	2025E	2025C	2026E	2026C
Sales	130.1	162.1	162.6	180.0	181.5	191.0	191.9
EBITDA	46.89	56.60	56.37	66.00	65.92	73.90	72.55
EBIT	19.46	26.90	29.20	34.00	37.15	39.90	42.95
Pre-tax income	11.68	18.90	18.02	27.00	26.14	32.90	31.96
Net income	8.35	13.42	12.97	19.17	19.43	23.36	23.73
Adj. EPS (€)	0.54	0.61	0.58	0.82	0.82	0.97	0.98

### The new trend for Critical Corporate Apps



### Group's key data

- 19 Datacenter**  
3 in Italy (2 Tier IV) and 16 in Germany
- 118.8 M€ FY2022 Revenues**  
+54.1% on FY2021
- +150 top clients**  
+1,500 midsize clients
- 42.2 M€ Adj. FY2022 Ebitda**  
+43% on FY2021
- 16 branches**  
of which 6 abroad
- 12 successful acquisitions**  
since 2007
- 577 Employees**  
224 in Italy and 353 abroad
- 2017 listed on the Stock Market**  
since 2019 in the Star segment

Source: Company data, Intesa Sanpaolo Research estimates and FactSet consensus data (priced at market close of 01/08/2024)

## Wiit – Key Data

Rating BUY	Target price (€/sh) Ord 26.7		Mkt price (€/sh) Ord 22.05			Sector Information Technology
<b>Values per share (EUR)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
No. ordinary shares (M)	28.02	28.02	28.02	28.02	28.02	28.02
Total no. of shares (M)	28.02	28.02	28.02	28.02	28.02	28.02
Market cap (EUR M)	612.79	614.73	523.46	617.86	617.86	617.86
Adj. EPS	0.33	0.45	0.54	0.61	0.82	0.97
BVPS	1.6	1.4	1.2	1.3	1.7	2.3
Dividend ord	0.30	0.30	0.30	0.30	0.30	0.30
<b>Income statement (EUR M)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
Revenues	77.12	118.8	130.1	162.1	180.0	191.0
EBITDA	23.28	39.76	46.89	56.60	66.00	73.90
EBIT	5.10	16.28	19.46	26.90	34.00	39.90
Pre-tax income	0.79	10.62	11.68	18.90	27.00	32.90
Net income	-0.41	7.23	8.35	13.42	19.17	23.36
Adj. net income	9.27	12.50	15.06	16.99	23.04	27.29
<b>Cash flow (EUR M)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
Net income before minorities	-0.4	7.2	8.3	13.4	19.2	23.4
Depreciation and provisions	18.2	23.5	27.4	29.7	32.0	34.0
Others/Uses of funds	0	0	0	0	0	0
Change in working capital	-3.7	-4.8	-0.4	-2.7	-1.5	-0.9
Operating cash flow	14.0	26.0	35.4	40.4	49.7	56.4
Capital expenditure	-21.0	-28.2	-24.7	-27.0	-25.0	-24.0
Financial investments	0	0	0	0	0	0
Acquisitions and disposals	-77.0	-27.5	-8.0	-8.0	0	0
Free cash flow	-84.0	-29.7	2.7	5.4	24.7	32.4
Dividends	-2.6	-8.0	-8.0	-8.0	-8.0	-8.0
Equity changes & Non-op items	42.0	-5.4	-13.9	0	0	0
Net change in cash	-44.6	-43.2	-19.2	-2.6	16.6	24.4
<b>Balance sheet (EUR M)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
Net capital employed	185.2	222.8	234.6	242.6	237.1	228.0
of which associates	0	0	0	0	0	0
Net debt/-cash	139.9	183.0	202.2	204.8	188.2	163.7
Minorities	0	0	0	0	0	0
Net equity	45.3	39.8	32.4	37.8	48.9	64.2
Minorities value	0	0	0	0	0	0
Enterprise value	752.7	797.7	725.7	822.7	806.0	781.6
<b>Stock market ratios (x)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
Adj. P/E	66.1	49.2	34.8	36.4	26.8	22.6
P/CFPS	34.5	20.0	14.6	14.3	12.1	10.8
P/BVPS	13.5	15.5	16.2	16.4	12.6	9.6
Payout (%)	-2,052	116	101	63	44	36
Dividend yield (% ord)	1.4	1.4	1.6	1.4	1.4	1.4
FCF yield (%)	-13.7	-4.8	0.5	0.9	4.0	5.2
EV/sales	9.8	6.7	5.6	5.1	4.5	4.1
EV/EBITDA	32.3	20.1	15.5	14.5	12.2	10.6
EV/EBIT	NM	49.0	37.3	30.6	23.7	19.6
EV/CE	4.1	3.6	3.1	3.4	3.4	3.4
D/EBITDA	6.0	4.6	4.3	3.6	2.9	2.2
D/EBIT	27.4	11.2	10.4	7.6	5.5	4.1
<b>Profitability &amp; financial ratios (%)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
EBITDA margin	30.2	33.5	36.0	34.9	36.7	38.7
EBIT margin	6.6	13.7	15.0	16.6	18.9	20.9
Tax rate	NM	31.9	28.5	29.0	29.0	29.0
Net income margin	-0.5	6.1	6.4	8.3	10.7	12.2
ROCE	2.8	7.3	8.3	11.1	14.3	17.5
ROE	-1.4	17.0	23.1	38.3	44.2	41.3
Interest cover	1.2	1.3	2.5	3.4	4.9	5.7
Debt/equity ratio	308.7	460.2	625.0	542.5	384.8	254.9
<b>Growth (%)</b>		<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
Sales		54.1	9.5	24.6	11.0	6.1
EBITDA		70.8	17.9	20.7	16.6	12.0
EBIT		NM	19.5	38.2	26.4	17.4
Pre-tax income		NM	10.0	61.8	42.9	21.9
Net income		NM	15.4	60.8	42.9	21.9
Adj. net income		34.9	20.5	12.8	35.6	18.4

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

## Disclaimer

### Analyst certification

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### 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 of around EUR 1Bn.

### Equity Research Publications in Last 12M

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

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

### Valuation methodology (long-term horizon: 12M)

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

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

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

In its recommendations, Intesa Sanpaolo SpA uses an "absolute" rating system, whose key is reported below:

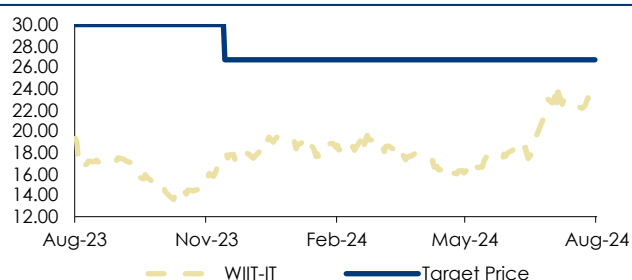


**Equity Rating Key (long-term horizon: 12M)**

Long-term rating	Definition
BUY	If the target price is 10% higher than the market price.
HOLD	If the target price is in a range 10% below or 10% above the market price.
SELL	If the target price is 10% lower than the market price.
RATING SUSPENDED	The investment rating and target price for this stock have been suspended as there is not a sufficient fundamental basis to determine an investment rating or target price. The previous investment rating and target price, if any, are no longer in effect for this stock.
NO RATING	The company is or may be covered by the Research Department but no rating or target price is assigned either voluntarily or to comply with applicable regulations and/or firm policies in certain circumstances.
TENDER SHARES	We advise investors to tender the shares to the offer.
TARGET PRICE	The market price that the analyst believes the share may reach within a 12M 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.
Note	Intesa Sanpaolo assigns ratings to stocks on a 12M horizon based on a number of fundamental drivers including, among others, updates to earnings and/or valuation models; short-term price movements alone do not imply a reassessment of the rating by the analyst.

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

The 12M rating and target price history chart(s) for the companies currently under our coverage can also be found at Intesa Sanpaolo's website/Research/Regulatory disclosures: <https://group.intesasanpaolo.com/en/research/RegulatoryDisclosures/tp-and-rating-history-12-months->. Intesa Sanpaolo changed its long-term 12M horizon rating key on 3 April 2023; please refer to the ISP Equity Rating Reconciliation Table for further details at the following link: <https://group.intesasanpaolo.com/it/research/equity-credit-research>.

**Wiit:****Target price and market price trend (-1Y)****Historical recommendations and target price trend (-1Y)**

Date	Rating	TP (EUR)	Mkt Price (EUR)
14-Nov-23	BUY	26.7	17.7

**Equity rating allocations (long-term horizon: 12M)****Intesa Sanpaolo Research Rating Distribution (at July 2024)**

Number of companies considered: 158	BUY	HOLD	SELL
Total Equity Research Coverage relating to last rating (%)*	67	33	0
of which Intesa Sanpaolo's Clients (%)**	67	48	0

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

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