

INWIT

Sector: Telecoms

NEUTRAL

Price: Eu10.85 - Target: Eu11.50

3Q Preview: Stable Trends QoQ, FY Near Low End of Guidance

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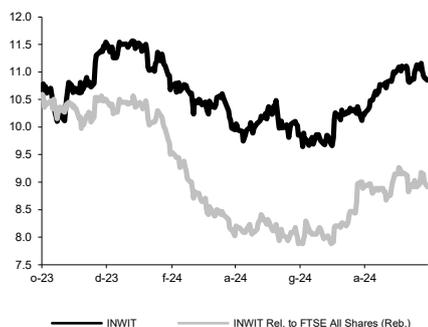
Stock Rating

Rating:	Unchanged		
Target Price (Eu):	Unchanged		
	2024E	2025E	2026E
Chg in Adj EPS	-2.9%	-1.1%	-1.2%

Next Event

3Q24 Results 5 Nov. (call. 6 Nov. 10:30am CET)

INWIT - 12M Performance



Stock Data

Reuters code:	INWT.MI
Bloomberg code:	INW IM

Performance	1M	3M	12M
Absolute	-1.2%	10.3%	3.0%
Relative	-2.8%	11.0%	-18.2%
12M (H/L)	11.57/9.64		
3M Average Volume (th):	1,120.74		

Shareholder Data

No. of Ord shares (mn):	960
Total no. of shares (mn):	932
Mkt Cap Ord (Eu mn):	10,418
Total Mkt Cap (Eu mn):	10,418
Mkt Float - Ord (Eu mn):	3,532
Mkt Float (in %):	33.9%
Main Shareholder:	
Vodafone	33.2%

Balance Sheet Data

Book Value (Eu mn):	4,099
BVPS (Eu):	4.40
P/BV:	2.5
Net Financial Position (Eu mn):	-4,498
Enterprise Value (Eu mn):	14,605

■ **3Q24 preview.** We expect the company to report overall trends in line with previous quarters, confirming high single-digit top line growth (3Q: +8.3%, 2Q: +8.2%, 1Q: +9.0%) driven by the CPI link (5.4% in FY23, no cap on Anchor MSAs), MSA commitments (we estimate +220 new sites, 2Q: +240), new anchor PoPs (3Q: +450, 2Q: +400), and OLO PoP growth (3Q: +420, rising but still low demand from Iliad, weak FWAs, strong IoT and smart grids) while New Services should have continued to grow (+38% YoY) driven by DAS indoor projects. 3Q EBITDAaL should have grown faster than revenues, by +9.7% YoY (2Q: +11.1%) to €191m, with the margin expanding to 72.7% (+0.9pp YoY, a touch below the FY target of ~73%) thanks to a greater EBITDA increase compared to a negligible increase in lease costs (+1% YoY) despite the enhanced asset base and inflation (lease costs at ~75% of CPI). 9M RFCF should have come in at €475mn (67% cash conversion) entirely absorbed by development CapEx (€218mn), buyback (€154mn) and dividends (€451mn), leading to higher net debt at €4.60bn (4.9x EBITDA).

■ **Estimates update:** given the likelihood of another quarter trending towards the low end of the company's full-year guidance, we are reducing our full-year top line estimate by 1% to €1,037mn, bringing it more in line with the lower end of the indicated range (€1.03-1.06bn). This leads to a 3% cut in FY24 EPS. For FY25-26, with CPI currently below 1% (average YTD: 0.8% vs. guidance of 2% p.a. through to the end of 2026), we had previously adjusted our CPI estimates to 1.0% for FY25 and 1.5% for FY26. However, we are lowering our top line forecast by a further 1% due to a lower FY24 starting point, resulting in a 1% EPS cut for 2025/26.

■ **NEUTRAL confirmed; target still €11.5.** Despite the stock's YtD underperformance (INWIT -5%, SXXP +15%, FTSEMIB +11%) and operating trends that are likely to improve in 2H, we remain NEUTRAL on the stock to reflect the absence of short-term catalysts and market concerns on the overall re-shaping of the Italian Telco market. In particular, Vodafone's exit from Italy may reduce the chance of a minority buyout by Vantage in the short term (at least not before the Vodafone /Fastweb deal closes, which is expected in 1Q25). The next catalyst is the Capital Markets Day in March 2025, when we expect the company to provide updates on long-term targets and offer more clarity on capital allocation. Based on our new estimates, we confirm our DCF-based TP at €11.5, which offers 6% upside to market prices. Upside risks may arise from balance sheet optionality, with up to €1.5bn of financial headroom by 2026 (assuming 5.0-5.5x leverage vs. our 4.3x) to pay out up to €1.5/share in extra dividends/buybacks, and a potential re-rating on the back of lower interest rates. The stock is trading at 17x EV/EBITDAaL'25 (Cellnex 18x), below the 24x implicit in recent M&A deals, and at a c.7% RFCF yield on FY26E.

Key Figures & Ratios	2022A	2023A	2024E	2025E	2026E
Sales (Eu mn)	853	960	1,037	1,095	1,167
EBITDA Adj (Eu mn)	781	879	950	1,006	1,074
Net Profit Adj (Eu mn)	405	449	490	546	595
EPS New Adj (Eu)	0.422	0.469	0.523	0.585	0.639
EPS Old Adj (Eu)	0.422	0.469	0.538	0.591	0.647
DPS (Eu)	0.347	0.480	0.516	0.555	0.596
EV/EBITDA Adj	17.0	16.9	15.4	14.6	13.7
EV/EBIT Adj	31.9	29.3	25.2	23.2	21.0
P/E Adj	25.7	23.1	20.8	18.6	17.0
Div. Yield	3.2%	4.4%	4.8%	5.1%	5.5%
Net Debt/EBITDA Adj	5.2	4.8	4.7	4.5	4.3

INWIT – Key Figures						
Profit & Loss (Eu mn)	2021A	2022A	2023A	2024E	2025E	2026E
Sales	785	853	960	1,037	1,095	1,167
EBITDA	715	779	879	950	1,006	1,074
EBIT	355	415	509	579	633	700
Financial Income (charges)	-90	-81	-113	-128	-121	-118
Associates & Others	0	0	0	0	0	0
Pre-tax Profit	265	334	396	451	512	581
Taxes	-73	-41	-56	-70	-76	-96
Tax rate	27.7%	12.2%	14.2%	15.6%	14.8%	16.5%
Minorities & Discontinued Operations	0	0	0	0	0	0
Net Profit	191	293	339	380	436	485
EBITDA Adj	714	781	879	950	1,006	1,074
EBIT Adj	354	418	508	579	633	700
Net Profit Adj	301	405	449	490	546	595
Per Share Data (Eu)	2021A	2022A	2023A	2024E	2025E	2026E
Total Shares Outstanding (mn) - Average	960	960	947	932	932	932
Total Shares Outstanding (mn) - Year End	960	960	947	932	932	932
EPS f.d	0.199	0.305	0.355	0.405	0.467	0.521
EPS Adj f.d	0.313	0.422	0.469	0.523	0.585	0.639
BVPS f.d	4.669	4.652	4.578	4.400	4.337	4.286
Dividend per Share ORD	0.323	0.347	0.480	0.516	0.555	0.596
Dividend per Share SAV	0.000	0.000	0.000	0.000	0.000	0.000
Dividend Payout Ratio (%)	102.9%	82.2%	102.3%	98.7%	94.9%	93.3%
Cash Flow (Eu mn)	2021A	2022A	2023A	2024E	2025E	2026E
Gross Cash Flow	552	657	710	752	809	860
Change in NWC	27	11	42	3	3	3
Capital Expenditure	-160	-224	-303	-318	-252	-223
Other Cash Items	-528	-176	-70	-110	-123	-127
Free Cash Flow (FCF)	-110	268	379	327	438	513
Acquisitions, Divestments & Other Items	0	0	0	0	0	0
Dividends	-288	-307	-336	-453	-495	-533
Equity Financing/Buy-back	0	0	0	0	0	0
Change in Net Financial Position	341	26	-129	-291	-58	-19
Balance Sheet (Eu mn)	2021A	2022A	2023A	2024E	2025E	2026E
Total Fixed Assets	8,794	8,761	8,892	8,998	9,036	9,044
Net Working Capital	214	216	57	54	50	47
Long term Liabilities	-471	-433	-405	-454	-491	-524
Net Capital Employed	8,537	8,545	8,544	8,597	8,595	8,567
Net Cash (Debt)	-4,053	-4,079	-4,207	-4,498	-4,556	-4,575
Group Equity	4,484	4,466	4,336	4,099	4,040	3,992
Minorities	0	0	0	0	0	0
Net Equity	4,484	4,466	4,336	4,099	4,040	3,992
Enterprise Value (Eu mn)	2021A	2022A	2023A	2024E	2025E	2026E
Average Mkt Cap	9,229	9,231	10,657	10,107	10,107	10,107
Adjustments (Associate & Minorities)	0	0	0	0	0	0
Net Cash (Debt)	-4,053	-4,079	-4,207	-4,498	-4,556	-4,575
Enterprise Value	13,282	13,310	14,864	14,605	14,663	14,682
Ratios (%)	2021A	2022A	2023A	2024E	2025E	2026E
EBITDA Adj Margin	91.0%	91.6%	91.5%	91.6%	91.9%	92.0%
EBIT Adj Margin	45.1%	49.0%	52.9%	55.8%	57.8%	59.9%
Gearing - Debt/Equity	90.4%	91.3%	97.0%	109.7%	112.8%	114.6%
Interest Cover on EBIT	3.9	5.1	4.5	4.5	5.2	5.9
Net Debt/EBITDA Adj	5.7	5.2	4.8	4.7	4.5	4.3
ROACE*	4.2%	4.9%	6.0%	6.8%	7.4%	8.2%
ROE*	6.6%	9.0%	10.2%	11.6%	13.4%	14.8%
EV/CE	1.6	1.6	1.7	1.7	1.7	1.7
EV/Sales	16.9	15.6	15.5	14.1	13.4	12.6
EV/EBITDA Adj	18.6	17.0	16.9	15.4	14.6	13.7
EV/EBIT Adj	37.5	31.9	29.3	25.2	23.2	21.0
Free Cash Flow Yield	-1.1%	2.6%	3.6%	3.1%	4.2%	4.9%
Growth Rates (%)	2021A	2022A	2023A	2024E	2025E	2026E
Sales	18.4%	8.6%	12.6%	8.0%	5.6%	6.6%
EBITDA Adj	18.6%	9.4%	12.4%	8.2%	5.9%	6.7%
EBIT Adj	22.4%	18.0%	21.6%	13.9%	9.5%	10.5%
Net Profit Adj	29.1%	34.6%	10.9%	9.2%	11.3%	9.1%
EPS Adj	17.0%	34.6%	11.3%	11.4%	11.9%	9.3%
DPS	7.5%	7.5%	38.4%	7.5%	7.5%	7.5%

*Excluding extraordinary items Source: Intermonte SIM estimates

3Q24E Preview (Results out 5 November)

We expect the company to report overall trends in line with previous quarters, confirming high single-digit top line growth (3Q: +8.3%, 2Q: +8.2%, 1Q: +9.0%) driven by the CPI link (5.4% in FY23, no cap on Anchor MSAs), MSA commitments (we estimate +220 new sites, 2Q: +240), new anchor PoPs (3Q: +450, 2Q: +400), and OLO PoP growth (3Q: +420, rising but still low demand from Iliad, weak FWAs, strong IoT and smart grids) while New Services should have continued to grow (+38% YoY) driven by DAS indoor projects. 3Q EBITDAaL should have grown faster than revenues, by +9.7% YoY (2Q: +11.1%) to €191m, with the margin expanding to 72.7% (+0.9pp YoY, a touch below the FY target of ~73%) thanks to a greater EBITDA increase compared to a negligible increase in lease costs (+1% YoY) despite the enhanced asset base and inflation (lease costs at ~75% of CPI). 9M RFCF should have come in at €475mn (67% cash conversion) entirely absorbed by development CapEx (€218mn), buyback (€154mn) and dividends (€451mn), leading to higher net debt at €4.60bn (4.9x EBITDA).

INWIT – 3Q24E Results: P&L and KPIs

P&L (Eu mn)	1Q23A	2Q23A	1H23A	3Q23A	9M23A	4Q23A	2023A	1Q24A	2Q24A	1H24A	3Q24E	9M24E	4Q24E	2024E
Anchor MSA revenues	194.0	196.1	390.1	198.0	588.0	199.1	787.1	210.1	210.5	420.6	212.6	633.2	212.2	845.4
OLOs&Others	30.8	30.1	60.8	32.3	93.1	32.2	125.3	30.3	30.5	60.8	33.4	94.2	35.3	129.5
New services	8.9	11.5	20.3	11.7	32.0	15.8	47.8	14.3	16.1	30.4	16.1	46.5	16.2	62.6
Revenues	233.6	237.6	471.2	242.0	713.2	247.1	960.3	254.6	257.1	511.7	262.1	773.9	263.6	1,037.5
<i>organic growth (YoY)</i>	12.8%	12.8%	12.8%	12.6%	12.8%	12.1%	12.6%	9.0%	8.2%	8.6%	8.3%	8.5%	6.7%	8.0%
Reported EBITDA	213.8	216.4	430.2	223.0	653.2	226.1	879.2	233.0	235.6	468.6	240.1	708.7	241.6	950.3
<i>growth (YoY)</i>	13.6%	12.9%	13.2%	14.2%	13.6%	10.8%	12.8%	9.0%	8.9%	8.9%	7.7%	8.5%	6.9%	8.1%
<i>EBITDA margin</i>	91.5%	91.1%	91.3%	92.2%	91.6%	91.5%	91.6%	91.5%	91.6%	91.6%	91.6%	91.6%	91.7%	91.6%
one off items	(0.2)	(0.2)	(0.3)	(0.2)	(0.5)	(0.2)	(0.6)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Recurring EBITDA	213.6	216.2	429.9	222.8	652.7	225.9	878.6	233.0	235.6	468.6	240.1	708.7	241.6	950.3
<i>organic growth (YoY)</i>	13.0%	12.8%	12.9%	13.0%	12.9%	11.0%	12.4%	9.1%	9.0%	9.0%	7.8%	8.6%	6.9%	8.2%
<i>Rec. EBITDA margin</i>	91.5%	91.0%	91.2%	92.1%	91.5%	91.4%	91.5%	91.5%	91.6%	91.6%	91.6%	91.6%	91.7%	91.6%
D&A (incl. PPA)	(91.3)	(92.9)	(184.1)	(94.6)	(278.8)	(91.7)	(370.5)	(95.3)	(95.1)	(190.3)	(95.0)	(285.3)	(86.5)	(371.8)
EBIT	122.5	123.5	246.0	128.4	374.4	134.4	508.7	137.8	140.5	278.3	145.1	423.4	155.1	578.5
Financial charges	(25.0)	(26.8)	(51.8)	(30.3)	(82.1)	(30.9)	(112.9)	(30.0)	(32.5)	(62.5)	(32.5)	(95.0)	(33.0)	(128.0)
EBT	97.5	96.7	194.2	98.1	292.3	103.5	395.8	107.7	108.1	215.8	112.6	328.4	122.1	450.5
Taxes	(14.6)	(15.9)	(30.5)	(12.9)	(43.4)	(12.9)	(56.3)	(18.0)	(18.8)	(36.8)	(17.9)	(54.6)	(15.5)	(70.1)
Net Income	82.9	80.8	163.7	85.1	248.9	90.6	339.5	89.7	89.3	179.1	94.8	273.8	106.6	380.4
Adj. Net Income	110.2	108.2	218.4	112.5	330.9	118.1	449.0	117.2	116.8	234.1	122.3	356.3	134.1	490.4
Reported EBITDAaL	165.6	167.6	333.1	173.8	506.9	178.7	685.6	184.0	186.1	370.1	190.6	560.7	193.7	754.3
<i>growth (YoY)</i>	18.9%	16.7%	17.8%	18.5%	18.1%	13.4%	16.8%	11.1%	11.1%	11.1%	9.7%	10.6%	8.4%	10.0%
<i>EBITDAaL margin</i>	70.9%	70.5%	70.7%	71.8%	71.1%	72.3%	71.4%	72.2%	72.4%	72.3%	72.7%	72.5%	73.5%	72.7%
Recurring EBITDAaL	165.4	167.4	332.8	173.7	506.5	178.5	685.0	184.0	186.1	370.1	190.6	560.7	193.7	754.3
<i>growth (YoY)</i>	18.0%	16.6%	17.3%	16.9%	17.2%	13.7%	16.2%	11.2%	11.2%	11.2%	9.8%	10.7%	8.5%	10.1%
Recurring EFCF	136.7	186.9	323.5	154.3	477.8	133.7	611.5	150.0	159.0	313.9	161.3	475.1	147.0	622.1
<i>margin</i>	58.5%	78.6%	68.7%	63.8%	67.0%	54.1%	63.7%	58.9%	61.8%	61.3%	61.5%	61.4%	55.8%	60.0%
Net Debt	4,060	4,339	4,339	4,275	4,275	4,207	4,207	4,190	4,658	4,658	4,596	4,601	4,496	4,498
Net debt/EBITDA	4.8x	5.0x	5.0x	4.8x	4.9x	4.7x	4.8x	4.5x	4.9x	5.0x	4.8x	4.9x	4.7x	4.7x
Number of Tenants	51,250	52,310	52,310	53,330	53,330	54,370	54,370	55,260	56,350	56,350	57,220	57,220	57,500	57,770
Tenancy Ratio	2.19x	2.20x	2.20x	2.21x	2.21x	2.25x	2.26x	2.27x	2.30x	2.30x	2.31x	2.31x	2.33x	2.32x
Anchor Tenants' PoPs	38,930	39,580	39,580	40,200	40,200	40,840	40,840	41,450	41,850	41,850	42,300	42,300	42,390	42,240
Pro forma net adds	730	650	1,380	620	2,000	640	2,640	610	400	1,010	450	1,460	540	2,000
OLO PoPs	12,320	12,730	12,730	13,130	13,130	13,530	13,530	13,980	14,500	14,500	14,920	14,920	15,110	15,530
Pro forma net adds	350	410	760	400	1,160	400	1,560	450	520	970	420	1,390	610	2,000
# of sites	23,415	23,640	23,640	23,870	23,870	24,185	24,100	24,305	24,545	24,545	24,765	24,765	24,730	24,950
new sites	135	225	360	230	590	315	905	205	240	445	220	665	185	850

Source: Company Data (A), Intermonte Estimates (E), Company-compiled consensus (C)

INWIT – 3Q24E Results: FCF and Net debt

(Eu mn)	1Q23A	2Q23A	1H23A	3Q23A	9M23A	4Q23A	2023A	1Q24A	2Q24A	1H24A	3Q24E	9M24E	4Q24E	2024E
Recurring EBITDA	214	216	430	223	653	226	879	233	236	469	240	709	242	950
Recurring Capex	(6)	(4)	(10)	(6)	(16)	(5)	(21)	(5)	(5)	(10)	(5)	(16)	(7)	(23)
NWC	(6)	37	31	18	49	(7)	42	(2)	17	15	5	20	(17)	3
Op. FCF	203	249	452	235	686	214	900	226	248	473	240	713	217	931
Taxes & Others (Cash out)	(1)	(5)	(6)	0	(6)	(7)	(14)	(0)	(30)	(30)	(9)	(40)	2	(37)
Lease Cost IFRS16 (Cash o	(58)	(48)	(106)	(48)	(154)	(55)	(209)	(56)	(47)	(99)	(50)	(148)	(44)	(192)
Financial Charges	(6)	(9)	(15)	(33)	(48)	(18)	(66)	(19)	(11)	(31)	(20)	(50)	(29)	(79)
Rec. FCF	137	187	324	154	478	134	612	150	159	314	161	475	147	622
cash conversion (% EBITDA)	64.0%	86.4%	75.3%	69.3%	73.2%	59.2%	69.6%	64.4%	67.5%	67.0%	67.2%	67.0%	60.8%	65.5%
Development Capex	(76)	(68)	(144)	(59)	(204)	(78)	(282)	(78)	(65)	(143)	(75)	(218)	(77)	(295)
one off items	0	0	0	0	0	0	1	0	0	0	0	0	0	0
other (GW)	(8)	0	(7)	(2)	(9)	58	49	(38)	(2)	(44)	(2)	(46)	46	0
EFCF	53	119	172	94	266	113	379	34	92	126	84	211	117	327
Purchase/sale of treasury	0	(9)	(9)	(56)	(64)	(72)	(136)	(25)	(106)	(131)	(23)	(154)	(11)	(165)
M&A	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Change in Equity	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Dividends	(3)	(329)	(333)	(2)	(335)	(1)	(336)	0	(451)	(451)	0	(451)	0	(453)
Others	(12)	(10)	(21)	11	(11)	(4)	(15)	(1)	(12)	(13)	0	0	0	0
Net Cash Flow	37	(228)	(191)	46	(145)	37	(108)	8	(476)	(468)	61	(394)	105	(291)
IFRS16 Adoption	(19)	(51)	(69)	18	(52)	31	(21)	9	8	18	0	0	0	0
Change in net financial po:	19	(279)	(260)	64	(196)	68	(129)	18	(468)	(450)	61	(394)	105	(291)
Net Debt Beginning of Per	4,079	4,060	4,079	4,339	4,079	4,275	4,079	4,207	4,190	4,207	4,658	4,207	4,601	4,207
Change in Net Debt (incr.)	19	(279)	(260)	64	(196)	68	(129)	18	(468)	(450)	61	(394)	105	(291)
Ending Net Debt (incl. IFR1	4,060	4,339	4,339	4,275	4,275	4,207	4,207	4,190	4,658	4,658	4,596	4,601	4,496	4,498
Net Debt/ EBITDA	4.7x	5.0x	5.0x	4.8x	4.9x	4.7x	4.8x	4.5x	4.9x	5.0x	4.8x	4.9x	4.7x	4.7x
IFRS16 accrued impact	(980)	(1,031)	(1,031)	(1,013)	(1,013)	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)
Net debt AL	3,080	3,308	3,308	3,262	3,262	3,225	3,225	3,208	3,676	3,676	3,614	3,619	3,514	3,516
Net DebtAL/ EBITDAaL	4.7x	4.9x	5.0x	4.7x	4.8x	4.5x	4.7x	4.4x	4.9x	5.0x	4.7x	4.8x	4.5x	4.7x

Source: Company Data (A), Intermonte Estimates (E), Company-compiled consensus (C)

2024-26 Outlook

INWIT – 2024-26 outlook

EUR m	2023A	2024E	2026E (prior guidance)	2026E	Highlights
Revenues	960.3	1,030 – 1,060	>1,200	1,160 – 1,240	<ul style="list-style-type: none"> High 1-digit organic growth, among the best in industry +3% Sites CAGR, +6% PoPs CAGR, >30% New Services CAGR
EBITDA margin	91.6%	>91%	~92%	~92%	<ul style="list-style-type: none"> Slight EBITDA margin expansion OpEx to fuel New Services revenues
EBITDAaL margin	71.4%	~73%	~76%	~76%	<ul style="list-style-type: none"> 2-digit EBITDAaL CAGR (3% New Sites + 7% EBITDAaL per site CAGR) Material EBITDAaL margin expansion profile
Recurring FCF	611.5	620 – 640	>730	720 – 740	<ul style="list-style-type: none"> Low recurring capex, optimized NWC Material cash Tax Benefits until 2027
DPS	€0.48	~€0.52	~€0.60	~€0.60	<ul style="list-style-type: none"> Confirmed DPS (+7.5% CAGR until 2026) Buyback execution continues in 2024 (Eur 300m plan)
Inflation assumptions (CPI prior year avg.)	8%	5%	2%	2%	<ul style="list-style-type: none"> Confirmed CPI Inflation assumptions Positive sensitivity: 1% CPI equals >Eur 5m EBITDAaL

Source: Company presentation

INWIT – 2024-26 outlook and comparison with consensus and our estimates

data in Eu mn	Actual FY23A	2024 targets			Estimates		2026 targets			Estimates		2023-26E CAGRs		
		low	high	mid	FY24E	FY24C	low	high	mid	FY26E	FY26C	low	high	mid
sales	1,037	1,030	1,060	1,045	1,037	1,046	1,160	1,240	1,200	1,167	1,185	4%	6%	5%
EBITDA	950	937	965	951	950	958	1,067	1,141	1,104	1,074	1,090	4%	6%	5%
EBITDA margin	91.6%	91%	91%	91%	91.6%	91.6%	92%	92%	92%	92.0%	92.0%			
EBITDAaL	686	752	774	763	754	761	882	942	912	882	897	9%	11%	10%
EBITDaL margin	66.1%	73%	73%	73%	72.7%	72.8%	76%	76%	76%	75.6%	75.7%			
RFCF	612	620	640	630	622	627	720	740	730	713	711	6%	7%	6%
Net Debt	4,207			4,469	4,498	4,453			4,526	4,575	4,626			
Leverage	4.8x			4.7x	4.7x	4.6x			4.1x	4.3x	4.2x			
'24-26 Cum. Capex									800	793				

Source: Company Data (A), Intermonte Estimates (E), Company-Compiled Consensus (C)

Inflation: prior year average of CPI index applied to anchor MSA contracts for the following year (+1% inflation equals >€8mn top line and >€5mn EBITDAaL)

FOI Index (CPI) applied to Y+1	2018		2019		2020		2021		2022		2023		2024	
	Index	YoY%	Index	YoY%	Index	YoY%	Index	YoY%	Index	YoY%	Index	YoY%	Index	YoY%
January	101.50	0.9%	102.20	0.7%	102.70	0.5%	102.90	0.2%	107.70	4.7%	118.30	9.8%	119.30	0.8%
February	101.50	0.5%	102.30	0.8%	102.50	0.2%	103.00	0.5%	108.80	5.6%	118.50	8.9%	119.30	0.7%
March	101.70	0.7%	102.50	0.8%	102.60	0.1%	103.30	0.7%	109.90	6.4%	118.40	7.4%	119.40	0.8%
April	101.70	0.4%	102.60	0.9%	102.50	-0.1%	103.70	1.2%	109.70	5.8%	118.40	7.9%	119.30	0.8%
May	102.00	0.9%	102.70	0.7%	102.30	-0.4%	103.60	1.3%	110.60	6.8%	118.60	7.2%	119.50	0.8%
June	102.20	1.2%	102.70	0.5%	102.40	-0.3%	103.80	1.4%	111.90	7.8%	118.60	6.0%	119.50	0.8%
July	102.50	1.5%	102.70	0.2%	102.30	-0.4%	104.20	1.9%	112.30	7.8%	118.70	5.7%	120.00	1.1%
August	102.90	1.5%	103.20	0.3%	102.50	-0.7%	104.70	2.1%	113.20	8.1%	119.10	5.2%	120.10	0.8%
September	102.40	1.3%	102.50	0.1%	101.90	-0.6%	104.50	2.6%	113.50	8.6%	119.30	5.1%	120.10	0.7%
October	102.40	1.5%	102.40	0.0%	102.00	-0.4%	105.10	3.0%	117.20	11.5%	119.20	1.7%	120.10	0.8%
November	102.20	1.4%	102.30	0.1%	102.00	-0.3%	105.70	3.6%	117.90	11.5%	118.70	0.7%	120.10	1.2%
December	102.10	1.0%	102.50	0.4%	102.30	-0.2%	106.20	3.8%	118.20	11.3%	118.90	0.6%	120.10	1.0%
Average		1.1%		0.5%		-0.3%		1.9%		8.0%		5.4%		0.8%

Source: ISTAT

Change in Estimates

Given the likelihood of another quarter trending towards the low end of the company's full-year guidance, we are reducing our full-year top line estimate by 1% to €1,037mn, bringing it more in line with the lower end of the indicated range (€1.03-1.06bn). This leads to a 3% cut in FY24 EPS. For FY25-26, with CPI currently below 1% (average YTD: 0.8% vs. guidance of 2% p.a. through to the end of 2026), we had previously adjusted our CPI estimates to 1.0% for FY25 and 1.5% for FY26. However, we are lowering our top line forecast by a further 1% due to a lower FY24 starting point, resulting in a 1% EPS cut for 2025/26.

INWIT – 2024-26E Estimates

(Eu mn)	Actual			New Estimates			Old Estimates			New vs Old		
	21A	22A	23A	24E	25E	26E	24E	25E	26E	24E	25E	26E
Anchor MSA	665	699	787	845	867	897	838	859	889	0.8%	0.8%	0.8%
YoY (%)	2.5%	5.1%	12.6%	7.4%	2.5%	3.5%	6.5%	2.5%	3.5%			
OLOs & Others	100	122	125	129	148	166	145	165	185	-10.6%	-10.6%	-10.6%
YoY (%)	24.5%	22.2%	3.0%	3.3%	14.2%	12.0%	15.5%	14.2%	12.0%			
New services	20	32	48	63	81	105	62	80	103	1.6%	1.6%	1.6%
Revenues	785	853	960	1,037	1,095	1,167	1,045	1,104	1,178	-0.7%	-0.8%	-0.9%
YoY (%)	4.6%	8.6%	12.6%	8.0%	5.6%	6.6%	8.8%	5.7%	6.7%			
Adj. EBITDA	715	779	879	950	1,006	1,074	957	1,015	1,084	-0.7%	-0.8%	-0.9%
YoY (%)	4.9%	9.0%	12.8%	8.1%	5.9%	6.7%	8.8%	6.0%	6.8%			
% on sales	91.1%	91.3%	91.6%	91.6%	91.9%	92.0%	91.6%	91.9%	92.0%			
Adj. EBITDAaL	519	589	685	754	814	882	764	822	892	-1.3%	-1.0%	-1.1%
YoY (%)	9.4%	13.5%	16.2%	10.1%	7.9%	8.4%	11.5%	7.6%	8.5%			
% on sales	66.1%	69.1%	71.3%	72.7%	74.3%	75.6%	73.1%	74.5%	75.7%			
EBIT	355	415	509	579	633	700	585	642	709	-1.1%	-1.3%	-1.4%
% on sales	45.2%	48.7%	53.0%	55.8%	57.8%	59.9%	56.0%	58.1%	60.2%			
Net Income	191	293	339	380	436	485	395	442	493	-3.7%	-1.4%	-1.5%
EPS	€ 0.20	€ 0.31	€ 0.35	€ 0.41	€ 0.47	€ 0.52	€ 0.42	€ 0.47	€ 0.53	-3.7%	-1.4%	-1.5%
Adj. Net Income	301	405	449	490	546	595	505	552	603	-2.9%	-1.1%	-1.2%
Adj. EPS	€ 0.31	€ 0.42	€ 0.47	€ 0.52	€ 0.58	€ 0.64	€ 0.54	€ 0.59	€ 0.65	-2.9%	-1.1%	-1.2%
DPS	€ 0.32	€ 0.35	€ 0.48	€ 0.52	€ 0.55	€ 0.60	€ 0.52	€ 0.55	€ 0.60	0.0%	0.0%	0.0%
Capex	(217)	(224)	(303)	(318)	(252)	(223)	(318)	(252)	(224)	-0.1%	-0.1%	-0.1%
Rec. Capex	(17)	(23)	(21)	(23)	(22)	(23)	(23)	(22)	(24)	-0.7%	-0.8%	-0.9%
as % of sales	2.2%	2.7%	2.1%	2.2%	2.0%	2.0%	2.2%	2.0%	2.0%			
Dev. Capex	(199)	(201)	(282)	(295)	(230)	(200)	(295)	(230)	(200)	0.0%	0.0%	0.0%
RFCF	366	491	612	622	668	713	633	678	725	-1.7%	-1.5%	-1.6%
YoY (%)	16%	34%	24%	2%	7%	7%	3%	7%	7%			
Net Debt	4,053	4,079	4,207	4,498	4,556	4,575	4,486	4,534	4,542	0.3%	0.5%	0.7%
ND/EBITDA	5.7x	5.2x	4.8x	4.7x	4.5x	4.3x	4.7x	4.5x	4.2x			

Source: Company Data (A), Intermonte Estimates (E)

DCF Valuation

Based on our new estimates, we confirm our DCF-based TP at €11.5, which offers 6% upside to market prices. At our target, the stock would trade at 18x 2024E EV/EBITDAaL (currently 17x, Cellnex 18x), below the multiples implicit in recent M&A deals (the disposals of CLNX tower portfolios in the Nordics and Ireland went through at 24x), and at a 2026 RFCF yield of 6.6% (7% at current prices).

INWIT - DCF Valuation (WACC still 6.7%, g at 2.0%, CapEx/sales at 9%)

(Eu mn)	'24E	'25E	'26E	'27E	'28E	'29E	'30E	'31E	'32E	'33E	'34E	'35E	TV
Revenues	1,037	1,095	1,167	1,219	1,269	1,315	1,359	1,404	1,450	1,498	1,548	1,600	1,632
EBITDA	950	1,006	1,074	1,122	1,167	1,210	1,250	1,291	1,334	1,378	1,424	1,472	1,501
EBITDA margin	91.6%	91.9%	92.0%	92.0%	92.0%	92.0%	92.0%	92.0%	92.0%	92.0%	92.0%	92.0%	92.0%
Lease payment	(192)	(193)	(192)	(192)	(192)	(192)	(192)	(192)	(191)	(191)	(191)	(191)	(191)
EBITDAaL	754	814	882	930	975	1,018	1,058	1,100	1,143	1,187	1,233	1,281	1,310
<i>EBITDAaL margin</i>	73%	74%	76%	76%	77%	77%	78%	78%	79%	79%	80%	80%	80%
D&A	(372)	(373)	(374)	(376)	(377)	(378)	(380)	(381)	(382)	(384)	(385)	(387)	(147)
EBIT	383	441	508	554	598	640	679	719	760	803	848	894	1,163
taxes on EBIT	(92)	(106)	(122)	(133)	(144)	(154)	(163)	(172)	(182)	(193)	(203)	(215)	(279)
<i>tax rate(%)</i>	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%
NOPAT	291	335	386	421	455	486	516	546	578	610	644	679	884
add D&A	372	373	374	376	377	378	380	381	382	384	385	387	147
delta NWC	3	3	3	4	4	4	4	4	4	4	4	5	0
Total Capex	(318)	(252)	(223)	(144)	(145)	(146)	(147)	(148)	(149)	(150)	(151)	(152)	(147)
<i>Capex/Revenues</i>	31%	23%	19%	12%	11%	11%	11%	11%	10%	10%	10%	10%	9%
Free cash flow	348	459	540	656	690	722	752	783	815	849	883	919	18,646
<i>Discounted WACC</i>		0.92	0.86	0.81	0.76	0.71	0.67	0.62	0.58	0.55	0.51	0.48	0.48
Disc. Free Cash Flow		424	467	531	524	513	501	489	477	465	453	441	8,960
DCF 2025-'35E	5,284												
Terminal value	8,960												
Total EV (Eu mn)	14,244												
NFP YE'24E	(4,498)												
add back NPV lease liab.	982												
TOTAL Equity Value	10,728												
# of shares (mn, incl. BB)	932												
Fair Value per share (Eu)	11.5												
M&A premium	0%												
Target price (Eu)	11.5												
current INWIT share price	10.8												
upside/(downside)	6%												
implied EV/EBITDAaL'24E	18.9x												
implied EV/EBITDAaL'25E	17.6x												
WACC	6.7%												
Terminal Growth	2.0%												

Source: Intermonte SIM

INWIT – Target Price Sensitivity to WACC (%) and g (%)

		g										
		1.5%	1.6%	1.7%	1.8%	1.9%	2.0%	2.1%	2.2%	2.3%	2.4%	2.5%
WACC	5.7%	14.1	14.4	14.7	15.1	15.4	15.8	16.2	16.6	17.0	17.5	18.0
	5.9%	13.3	13.5	13.8	14.1	14.4	14.8	15.1	15.5	15.8	16.2	16.7
	6.1%	12.5	12.7	13.0	13.3	13.5	13.8	14.1	14.5	14.8	15.1	15.5
	6.3%	11.8	12.0	12.2	12.5	12.7	13.0	13.3	13.5	13.8	14.2	14.5
	6.5%	11.2	11.3	11.6	11.8	12.0	12.2	12.5	12.7	13.0	13.3	13.6
	6.7%	10.5	10.7	10.9	11.1	11.3	11.5	11.7	12.0	12.2	12.5	12.7
	6.9%	10.0	10.2	10.3	10.5	10.7	10.9	11.1	11.3	11.5	11.7	11.9
	7.1%	9.5	9.6	9.8	9.9	10.1	10.3	10.5	10.6	10.8	11.0	11.2
	7.3%	9.0	9.1	9.3	9.4	9.6	9.7	9.9	10.1	10.2	10.4	10.6
	7.5%	8.5	8.7	8.8	8.9	9.1	9.2	9.4	9.5	9.7	9.8	10.0
7.7%	8.1	8.2	8.4	8.5	8.6	8.7	8.9	9.0	9.2	9.3	9.5	

Source: Intermonte SIM

Valuation Multiples

INWIT – Valuation Multiples

Implied multiples at TP	'24E	'25E	'26E	'27E	'28E	'29E	'30E	'31E	'32E	'33E	'34E	'35E
Equity Value	10,728	10,728	10,728	10,728	10,728	10,728	10,728	10,728	10,728	10,728	10,728	10,728
Net debt	4,498	4,556	4,575	4,656	4,749	4,860	4,994	5,154	5,344	5,567	5,828	6,131
less lease liabilities	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)
EVaL	14,244	14,302	14,321	14,402	14,495	14,606	14,740	14,900	15,090	15,313	15,574	15,877
EVaL/EBITDAaL	18.9x	17.6x	16.2x	15.5x	14.9x	14.3x	13.9x	13.5x	13.2x	12.9x	12.6x	12.4x
EV	15,226	15,284	15,303	15,384	15,477	15,588	15,722	15,882	16,072	16,295	16,556	16,859
EV/EBITDA	16.0x	15.2x	14.2x	13.7x	13.3x	12.9x	12.6x	12.3x	12.0x	11.8x	11.6x	11.5x
RFCF	622	668	713	611	642	671	697	724	752	780	809	838
RFCF yield	5.8%	6.2%	6.6%	5.7%	6.0%	6.3%	6.5%	6.8%	7.0%	7.3%	7.5%	7.8%

Multiples at Market price	'24E	'25E	'26E	'27E	'28E	'29E	'30E	'31E	'32E	'33E	'34E	'35E
Equity Value	9,909	9,909	9,909	9,909	9,909	9,909	9,909	9,909	9,909	9,909	9,909	9,909
Net debt	4,498	4,556	4,575	4,656	4,749	4,860	4,994	5,154	5,344	5,567	5,828	6,131
less lease liabilities	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)	(982)
EVaL	13,425	13,483	13,502	13,583	13,677	13,787	13,921	14,081	14,271	14,494	14,755	15,059
EVaL/EBITDAaL	17.8x	16.6x	15.3x	14.6x	14.0x	13.5x	13.2x	12.8x	12.5x	12.2x	12.0x	11.8x
EV	14,407	14,465	14,484	14,565	14,659	14,769	14,903	15,063	15,253	15,476	15,737	16,041
EV/EBITDA	15.2x	14.4x	13.5x	13.0x	12.6x	12.2x	11.9x	11.7x	11.4x	11.2x	11.0x	10.9x
RFCF	622	668	713	611	642	671	697	724	752	780	809	838
RFCF yield	6.3%	6.7%	7.2%	6.2%	6.5%	6.8%	7.0%	7.3%	7.6%	7.9%	8.2%	8.5%

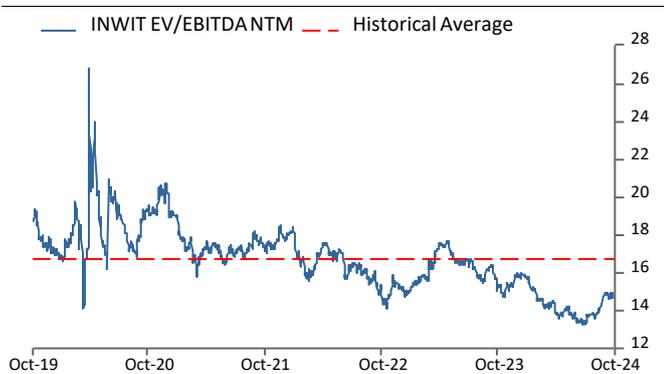
Source: Intermonte SIM (E), FactSet

INWIT – Peer Valuation Multiples

Company	Currency	Price	Mkt. Cap (€mn)	Abs. Perf. (%)					EVaL/EBITDAaL (x)			EV/EBITDA (x)			RLFCF Yield (x)			Div. Yield (%)		
				1w	1m	3m	6m	Ytd	'24E	'25E	'26E	'24E	'25E	'26E	'24E	'25E	'26E	'24E	'25E	'26E
Inwit	EUR	10.85	10,418	(1.8)	(1.2)	10.3	8.7	(5.2)	18.5	17.2	15.9	15.7	14.9	14.0	6.0	6.4	6.8	4.8	5.1	5.5
Cellnex	EUR	35.63	25,172	(2.2)	1.0	13.5	19.7	(0.1)	19.5	17.9	16.4	14.3	13.5	12.5	6.8	7.5	7.8	0.1	0.2	2.1
Rai Way	EUR	5.35	1,455	0.4	5.3	9.4	5.9	4.7	9.3	9.7	9.2	8.7	9.1	8.7	7.8	8.0	8.3	6.2	6.0	6.0
EU peers (Median)									18.5	17.2	15.9	14.3	13.5	12.5	6.8	7.5	7.8	4.8	5.1	5.5
American Tower	USD	223.37	95,059	(4.0)	(5.4)	14.2	17.5	3.5	20.3	20.5	19.5	20.3	20.5	19.5	3.8	4.0	4.4	2.9	3.1	3.3
SBA	USD	237.71	23,277	(1.2)	(0.3)	24.6	11.4	(6.3)	20.0	19.4	18.9	20.0	19.4	18.9	5.0	5.3	5.4	1.7	1.9	2.2
Crown Castle Itz.	USD	111.20	44,029	(6.3)	(4.2)	15.7	10.3	(3.5)	17.4	17.8	17.3	17.4	17.8	17.3	4.3	4.6	2.7	5.6	5.6	5.7
US peers (Median)									20.0	19.4	18.9	20.0	19.4	18.9	4.3	4.6	4.4	2.9	3.1	3.3
OPSIMEX	MXN	16.91	2,534	9.3	3.0	2.2	(17.3)	(29.4)	8.7	7.6	6.4	8.7	7.6	6.4	12.9	14.7	15.4	3.2	3.5	4.2
Sitios Latinoamérica SAB	MXN	3.65	546	2.5	(2.4)	(14.5)	(31.9)	(47.3)	5.3	4.0	3.5	5.3	4.0	3.5	10.4	n.m	n.m	0.0	0.0	0.0
Helios Towers Plc	GBP	1.10	1,385	(3.7)	0.7	(11.0)	18.1	24.0	7.9	7.0	6.1	7.9	7.0	6.1	5.0	8.6	12.0	0.0	0.0	0.0
Indus Towers Limited	INR	365.95	10,338	(6.7)	(13.5)	(7.5)	16.5	83.7	6.1	5.6	5.2	6.1	5.6	5.2	5.9	7.7	9.1	2.1	4.3	5.0
IHS Holding Ltd.	USD	3.13	950	4.7	2.6	4.3	(11.6)	(32.0)	5.4	5.0	4.5	5.4	5.0	4.5	132.3	48.9	47.5	0.0	0.0	0.0
RoW peers (Median)									6.1	5.6	5.2	6.1	5.6	5.2	10.4	11.7	13.7	0.0	0.0	0.0
Avg Tower Sector (Median)									18.5	17.2	15.9	14.3	13.5	12.5	6.8	7.5	7.8	2.9	3.1	3.3

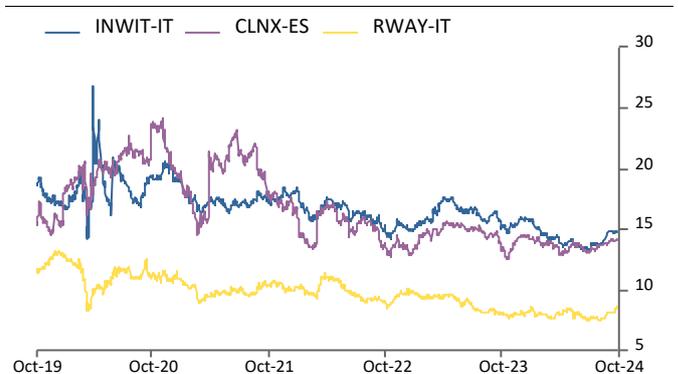
Source: Intermonte SIM (INWIT, TIM, RWAY), FactSet Consensus

INWIT – EV/EBITDA NTM evolution



Source: FactSet

INWIT – EV/EBITDA NTM evolution vs. peers



Source: FactSet

INWIT in Brief

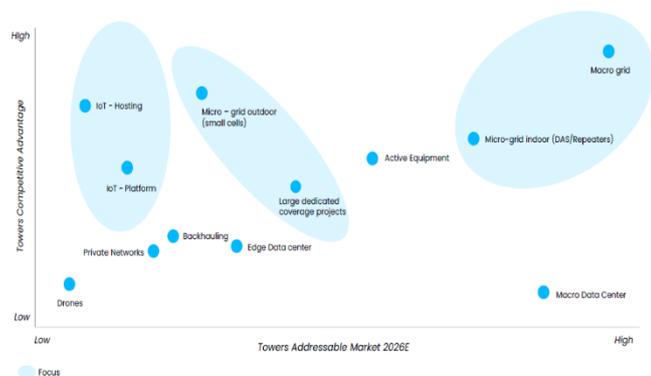
Company description

INWIT is the largest operator in the wireless infrastructure sector in Italy, hosting telco equipment of major mobile operators. Listed in June 2015 (IPO price €3.65) following the spin-off of the tower business by TIM Group, INWIT then underwent a period of intense organic growth, which was accompanied by the merger with Vodafone Italy Towers in March 2020, a deal that transformed its size and strategic profile. INWIT currently manages >24k sites and has >200 employees.

Strengths/Opportunities

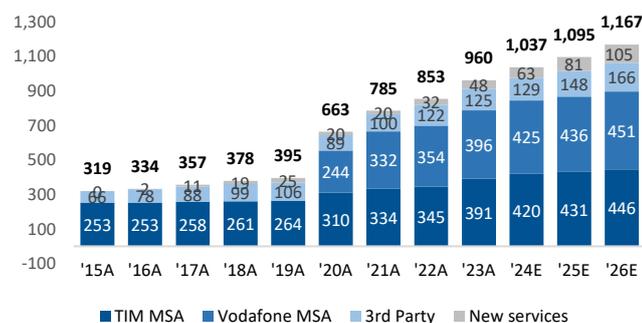
- L/T, visible and committed growth from anchor MSAs (8+8, "all-or-nothing" basis, CPI-linked with no cap and 0% floor)
- Quality infrastructure assets: key competitive advantage
- Tenancy and cost efficiency delivering best-in-class margins
- Supportive demand on 5G/digitalisation (FWA, small cells)
- Easing of EM limits may accelerate plan execution
- Next Generation EU supportive of INWIT growth

INWIT – Core business offers highest growth opportunity for Towers



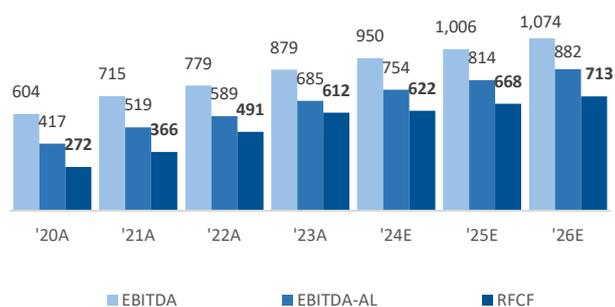
Source: Company presentation

INWIT – Core revenue breakdown by client (Eu mn)



Source: Intermonte SIM (E), Company (A)

INWIT – EBITDA, EBITDA-AL and EFCF trend (2020A-26E)



Source: Intermonte SIM (E), Company (A)

Management

Chairman: Oscar Cicchetti
General Manager: Diego Galli
CFO: Emilia Trudu
CMO: Lucio Golinelli
CTO: Andrea Mondo

Next BoD renewal: Spring 2025

BoD independent members: 6/11

Women on Board: 5/11

Shareholders

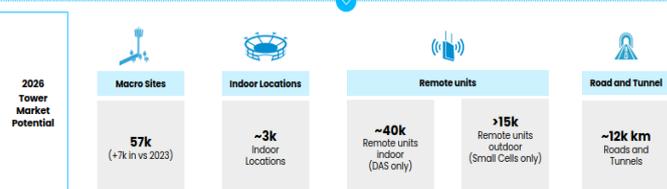
Vantage Towers 33.2%
 Daphne 3 (90% Ardian) 29.9%
 Market 36.9%

Weaknesses/Threats

- Price war leading to TLC in-market consolidation/Iliad exit
- No geographical diversification (100% of sales in Italy)
- Lower independence and M&A upside compared to CLNX
- RAN sharing agreements may reduce co-tenancy upside
- Negative correlation to bond yield rally
- Ground consolidator may lead to rising lease costs

INWIT – External scenario: supportive technology trends

- 2023-2026 Technology Trends**
- **5G deployment:** current focus on Macro Sites 3.5GHz deployment in urban areas, suburban areas to follow
 - **DAS:** growing indoor deployment to manage 5G lower propagation and capacity /coverage shortfalls in high mobile traffic & dense areas
 - **Small Cells:** current market focus on macro sites; growing Small Cells deployment expected in the medium-long term
 - **Fiber:** enabler for smart city ecosystem; 5G deployment and innovative services (edge, IoT)
 - **FWA:** relevant technology with market development focused on specific applications and rural areas
 - **IoT:** mobile and LPWA tech enabling use cases such as Utility Metering, Wearables, Smart Buildings, Environment Monitoring, Smart Grids...
 - **Edge computing:** next wave of development post hyperscale and regional data centers; Local and Micro edge an opportunity for TowerCos



Source: Company presentation

INWIT – Commercial relationship with anchors and other clients

Anchor Tenants (TIM, Vodafone)

- Strong MSAs with multiple sources of growth:
- Fixed fee
 - CPI link (100% link to prior year CPI, no cap, 0% floor)
 - Committed growth (New Sites, PoPs, DAS/SC, backhauling)
 - Preferred supplier role for additional services ("First offer" /
 - "Last call" options on sites, PoPs, DAS/Small Cells)
 - Energy pass-through

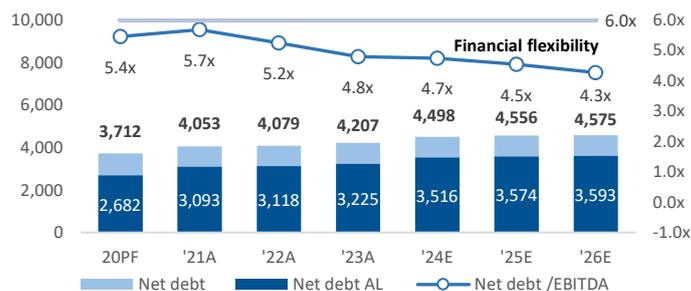
Contract type: 8 + 8 years renewal cycles with "all or nothing" mechanism, change of control, protection/upgrade features

Other clients

- Neutral host role – INWIT assets available to all market players such as MNOs, FWA and Other Clients
- Contract type: 6+6 or 9+9-year renewal cycles
- CPI link: ~75% of prior-year average CPI, some capped
- Energy pass-through

Source: Company

INWIT – Leverage and financial flexibility



Source: Intermonte SIM (E), Company (A)

DETAILS ON STOCKS RECOMMENDATION			
Stock NAME	INWIT		
Current Recomm:	NEUTRAL	Previous Recomm:	NEUTRAL
Current Target (Eu):	11.50	Previous Target (Eu):	11.50
Current Price (Eu):	10.85	Previous Price (Eu):	10.28
Date of report:	08/10/2024	Date of last report:	01/08/2024

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The main methods used to evaluate financial instruments and set a target price for 12 months after the investment recommendation are as follows:

- Discounted cash flow (DCF) model or similar methods such as a dividend discount model (DDM)
- Comparison with market peers, using the most appropriate methods for the individual company analysed: among the main ratios used for industrial sectors are price/ earnings (P/E), EV/EBITDA, EV/EBIT, price /sales.
- Return on capital and multiples of adjusted net book value are the main methods used for banking sector stocks, while for insurance sector stocks return on allocated capital and multiples on net book value and embedded portfolio value are used
- For the utilities sector comparisons are made between expected returns and the return on the regulatory asset base (RAB)

Some of the parameters used in evaluations, such as the risk-free rate and risk premium, are the same for all companies covered, and are updated to reflect market conditions. Currently a risk-free rate of 4.0% and a risk premium of 5.5% are being used.

Frequency of research: quarterly.

Reports on all companies listed on the S&P500 Index, most of those on the MIBEX Index and the main small caps (regular coverage) are published at least once per quarter to comment on results and important newsflow.

A draft copy of each report may be sent to the subject company for its information (without target price and/or recommendations), but unless expressly stated in the text of the report, no changes are made before it is published.

Explanation of our ratings system:

BUY: stock expected to outperform the market by over 25% over a 12 month period;

OUTPERFORM: stock expected to outperform the market by between 10% and 25% over a 12 month period;

NEUTRAL: stock performance expected at between +10% and -10% compared to the market over a 12 month period;

UNDERPERFORM: stock expected to underperform the market by between -10% and -25% over a 12 month period;

SELL: stock expected to underperform the market by over 25% over a 12 month period.

Prices: The prices reported in the research refer to the price at the close of the previous day of trading

CURRENT INVESTMENT RESEARCH RATING DISTRIBUTIONS

Intermonte SIM is authorised by CONSOB to provide investment services and is listed at n° 246 in the register of brokerage firms.

As at 30 September 2024 Intermonte's Research Department covered 125 companies. Intermonte's distribution of stock ratings is as follows:

BUY:	28.24 %
OUTPERFORM:	48.09 %
NEUTRAL:	23.67 %
UNDERPERFORM	00.00 %
SELL:	00.00 %

The distribution of stock ratings for companies which have received corporate finance services from Intermonte in the last 12 months (61 in total) is as follows:

BUY:	55.74 %
OUTPERFORM:	34.43 %
NEUTRAL:	09.83 %
UNDERPERFORM	00.00 %
SELL:	00.00 %

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In order to disclose its possible conflicts of interest Intermonte SIM states that:

Intermonte is acting as financial advisor to Retex S.p.A. – Società Benefit in relation to the voluntary public tender offer launched on Alkemy S.p.A.

Intermonte is acting as financial advisor to Eagle S.p.A. and intermediary responsible for coordinating the collection of sale requests in relation to the sell-out procedure on Greenthesis S.p.A.

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Emittente	%	Long/Short

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