



SNAPSHOT ON CONSOLIDATED FINANCIAL RESULTS

Equita closed the 2022 fiscal year with the highest result since IPO in terms of Net Revenues related to business with clients (€83m). Net Profits reached €16m and dividend proposal was set to €0.35 per share

Key Relevant KPIs

€83.0m

+5% (Var '21-'22)

Client-related Net Revenues

+11% (CAGR '20-'22)

Professionals at vear-end

+9% (Var '21-'22)

> +7% (CAGR '20-'22)

€86.9m

(4%)(Var '21-'22)

Consolidated **Net Revenues**

+13% (CAGR '20-'22)

29%

Return on Tangible Equity (1)



IFR Ratio (2)



€16.2m

(25%)(Var '21-'22)

Consolidated Net Profits (3)

+15% (CAGR '20-'22)

€0.35

Dividend per share **Unchanged** (Var '21-'22)

> +75% (Var '20-'22)



RESILIENT PERFORMANCE COMPARED TO INTERNATIONAL PEERS

Diversification has allowed the Group to record a more resilient performance compared to international peers, also thanks to some profitable investment banking mandates and despite tough capital markets

	Country	Market Cap (€m)	Revenues 2022 (LCY, m)	Var %	Net Profits 2022 (LCY, m)	Var %	Net Profits % 2022
		_					
Equita		178	87	(4%)	16	(25%)	19%
	Mediobanca	8.009	3.049	9%	936	1%	31%
European	ABG Sundal Collier	249	1.704	(41%)	270	(64%)	16%
and UK peers	Numis Corp	302	144	(33%)	14	(76%)	10%
peers	Alantra		234	(26%)	40	(29%)	17%
	Evli Pankki 📑	239	96	(17%)	25	(45%)	26%
Mean		1.849		(22%)		(43%)	20%
Median		249		(26%)		(45%)	17%
	10000	_					
	Goldman Sachs		47.365	5%	11.219	(47%)	24%
	Morgan Stanley		53.668	8%	11.355	(24%)	21%
	Houlihan Lokey		1.835	(20%)	295	(33%)	16%
Global / US		2.210	2.850	(10%)	359	(38%)	13%
peers	Evercore		2.761	(16%)	481	(43%)	17%
	Moelis & Co		985	(37%)	150	(63%)	15%
	Perella Weinberg		632	(21%)	81	(50%)	13%
	Jefferies	5.976	5.966	(35%)	777	(53%)	13%
Mean		29.432		(16%)		(44%)	17%
Median		3.631		(18%)		(45%)	16%



KEY INITIATIVES COMPLETED IN 2022: A VERY BUSY YEAR

2022 was a very busy year in terms of initiatives, both from a strategic and financial standpoint, as well as from a sustainability point of view

Strengthening of the business









- Leadership confirmed as **best independent broker in Italy**, with top ranks reached in Institutional Investor's survey in Mid & Small Caps research and Trading & Execution (#2 in Sales & Trading and Corporate Access)
- **Partnership with ADACTA**, network of more than 130 professionals in the North-East of Italy, to develop new investment banking business and contacts
- **Senior hirings** completed to strengthen some verticals (consumer, industrial, FIG, structured finance)
- Fundraising of **Equita Private Debt Fund II** completed successfully, with total commitments above target (€237m vs €200m target) and capital deployed to c. 70% with 8 investments completed to date
- First two investments of Equita Smart Capital ELTIF, the private equity fund managed by and expected to raise new commitments in 2023

Optimisation of shareholders' base



Sale of a minority stake of Equita (c. 12%) to families, entrepreneurs and **institutions**, to well-balance the "ecosystem" of shareholders, preserve independence, foster business opportunities and favor market visibility

Further alignment of interests





- Announcement of a new three-year business plan to 2024, with financial and sustainability linked-targets
- New **incentive plan** addressed to top management, linked to value creation for shareholders (Total Shareholders Return and individual targets linked to the business plan)
- New shareholders' pact among managers, representing 32% of the share capital (44% of votes)⁽¹⁾ and including lock-up commitments

Integration of sustainability

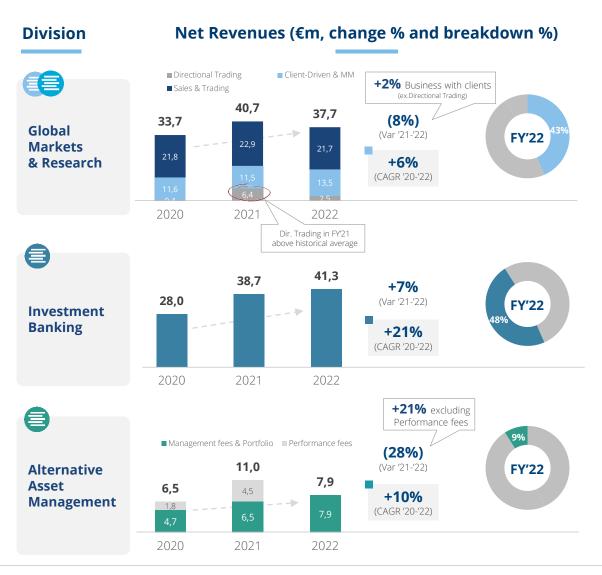




- Launch of a new sustainable finance team to address clients' needs and advise investors, corporates, entrepreneurs and institutions in the delicate transition to sustainability
- Assessment of Group's carbon footprint and achievement of carbon-neutrality in 2022, before 2024 target
- **E**stablishment of **Fondazione Equita**, a no-profit organization with focus on young students, financial education, art and culture, local communities and environment.



GROWTH IN BUSINESS WITH CLIENTS, IN ALL AREAS



2022 vs 2021

- Business with clients slightly increased (+2% vs FY'21, €35.2m vs €34.4m), recording the best FY result since IPO, despite the low levels of activities of clients globally in financial markets
- Directional trading profitable (€2.5m in FY'22, -60%). The decrease in revenues is affected by the comparison with the above-average result recorded in 2021 (€6.4m)
- Revenues up 7% to €41.3m, thanks to the solid performance of M&A Advisory – with Equita K Finance contributing materially to growth – more than offsetting the lack of capital markets' transactions in 2022
- Teams involved in high-profile mandates despite the challenging political and macroeconomic environment
- Revenues (ex. Perf. fees) up 21% in 2022, thanks to the increase in management fees (€6.5m in 2022 vs €6.0m in 2021) from new illiquid products and the positive contribution of the Investment Portfolio (€1.3m in 2022 vs €0.5m in 2021)
- Total Revenues (-28%) affected by the comparison with 2021 which included €4.5m perf. fees
- AuM to €0.9bn (-17% vs FY21), with an increasing mix toward illiquid assets with higher margins and proprietary teams and products



DISCIPLINED APPROACH ON COSTS CONFIRMED

(€ mln)	FY'20	FY'21	FY'22	Var % '22 vs '21	CAGR % '22 vs '20
Client-related (S&T, CD&MM, IB)	65,4	79,0	83,0	5%	13%
Non-client related (Directional Trading)	0,4	6,4	2,5	(60%)	n.m.
Investment portfolio	0,6	0,5	1,3	n.m.	n.m.
Performance fees	1,8	4,5	-	n.m.	n.m.
Net revenues	68,2	90,4	86,9	(4%)	13%
Total Costs ⁽¹⁾	(50,6)	(61,2)	(61,6)	1%	10%
Cost/Income % ⁽¹⁾	(74,2%)	(67,7%)	(70,9%)		
Profit before taxes ⁽¹⁾	17,6	29,2	25,3	(13%)	20%
Taxes ⁽¹⁾	(4,7)	(7,1)	(7,1)	(1%)	23%
Tax rate ⁽¹⁾	(27%)	(24%)	(28%))	
Minorities	(0,6)	(0,6)	(2,0)	n.m.	n.m.
Net Profits	12,2	21,5	16,2	(25%)	15%
Cash-settled Incentive Plan	-	-	(0,9)		
Net Profits (incl. Incentive plan)	12,2	21,5	15,2	(29%)	12%

Focus on Personnel (€ mln)	FY'21	FY'22	Var % '22-'21	
Personnel costs ⁽¹⁾	(42,7)	(42,2)	(1%)	
Comp/Revenues % ⁽¹⁾	(47,3%) (48,5%)			
# Employees (EoP)	173	188	9%	
Focus on Operations (€ mln)	FY'21	FY'22	Var % '22-'21	
Focus on Operations (€ mln)	FY'21	FY'22	Var %	
			Var % '22-'21	
Operating costs	(18,4)	(19,4)	Var % '22-'21'	
			6%	
Operating costs	(18,4)	(19,4)		
Operating costs of which IT	(18,4) (5,9) (3,3)	(19,4) <i>(6,2)</i>	6%	

Tax rate at 24.5% in FY'21, lower than average due to non-recurring benefits from Equita K Finance consolidation

Impacts from the cash-settlement of the incentive plan Equita Group 2020-2022 based on stock options to be awarded in 2023. See the next slide



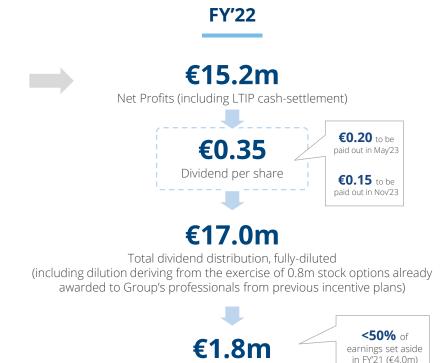
CASH-SETTLED INCENTIVE PLAN NOT IMPACTING DIVIDEND DISTRIBUTION

The Board has submitted to the Shareholders' Meeting a dividend proposal of €0.35 per share, in line with the previous year and representing a payout of 102% (108% including the impact of the cash-settled incentive plan), thus distributing only a minor portion of the significant amount of net profits set aside since IPO. The decision to cash-settle the incentive instead of awarding stock options is aimed at reducing the dilutive effects of the plan in a market-friendly way. The cash-settlement does not represent any additional compensation for managers because the cost of the options was already included in the compensation of **2022-2022 fiscal years.**

Piano Equita 2020-2022 basato su stock options Beneficiaries: Top Management **≈26%** TSR per Award: 1.3m stock options in total year as of 10-Mar-23 (share price €3.81) Vesting: Q2'23 Targets: 20% | TCR per year > 15% (FY'20-FY'22) 40% | Average ROTE per year > 15% (FY'20-FY'22) 40% | Total Shareholder Return per year > 10% (Apr'20-Apr'23) **Opt. B**: Cash-in the incentive Opt. A: award of **Award of** (€0.9m impact on Net Profits stock options incentives 2022, with no dilution)

(c. 2.5% max dilution)

Incentive Plan - LTIP



Maximum amount of consolidated reserves to be distributed

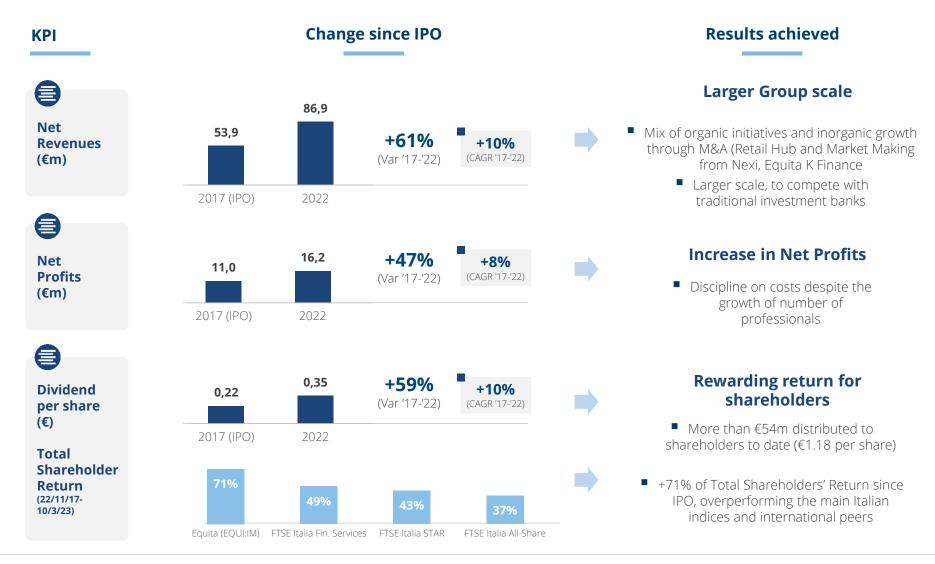


WHAT HAS CHANGED SINCE IPO?





SUCCESSFUL TRACK-RECORD SINCE IPO





MORE DIVERSIFIED BUSINESS MODEL

Division

Global **Markets** & Research

Net Revenues (€m)



Weight on **Group Net Revenues**



Key initiatives

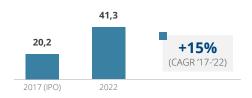
• Acquisition of Retail Hub (Brokerage & Primary Markets) and Market Making activities from Nexi



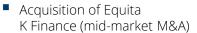
New business on certificates (Spectrum Markets) and US equities



Investment **Banking**









- New teams (Utilities / Infrastructures, Consumer, Industrial...)
- New areas (Structured Finance)



Alternative Asset Management





Setup of a new management company (Equita Capital SGR)

Launch of four new funds (Equita Private Debt Fund II, Equita Smart Capital ELTIF, Euromobiliare Equity Mid Small Caps, Euromobiliare Equity Select Dividends)



Growth in all areas



More balanced breakdown and contribution



Proven track-record and strong execution





LEADING POSITION IN THE ITALIAN MARKET

Market shares and Rankings Division Market Shares % 13% (ASSOSIM) 9% 9% Global **#1** independent 5% 5% broker in all areas **Markets** & Research 2017 (IPO) 2022 ■ Euronext Milan ■ Euronext Growth Milan ■ Bonds ■ Cash options

Most relevant awards













Italy | Best Research Small & Mid Cap Stocks Team 2022







FINANCECOMMUNITY

ECM | Team of the Year



FINANCECOMMUNITY

Mid-Market M&A | Team of the Year



FINANCECOMMUNITY ECM | Professional

of the Year



FINANCECOMMUNITY

M&A | Deal of the Year



Alternative Asset Management

Southern Europe Direct Lender Rankings (Debtwire, FY'22)						
Player	# deals					
1. Oquendo Capital	17					
2. Anthilia Capital	15					
3. Zenon (Trea)	14					
4. Ares	7					
=5. = FOUITA	6					

Europe Direct Lender Subordinated Rankings (Debtwire, FY'22)					
Player	# deals				
1. MV Credit	17				
2. CIC Private Debt	12				
3. Ares	9				
[]	[]				
8. 🗮 EQUITA	6				



Private Debt I Team of the Year

FINANCECOMMUNITY



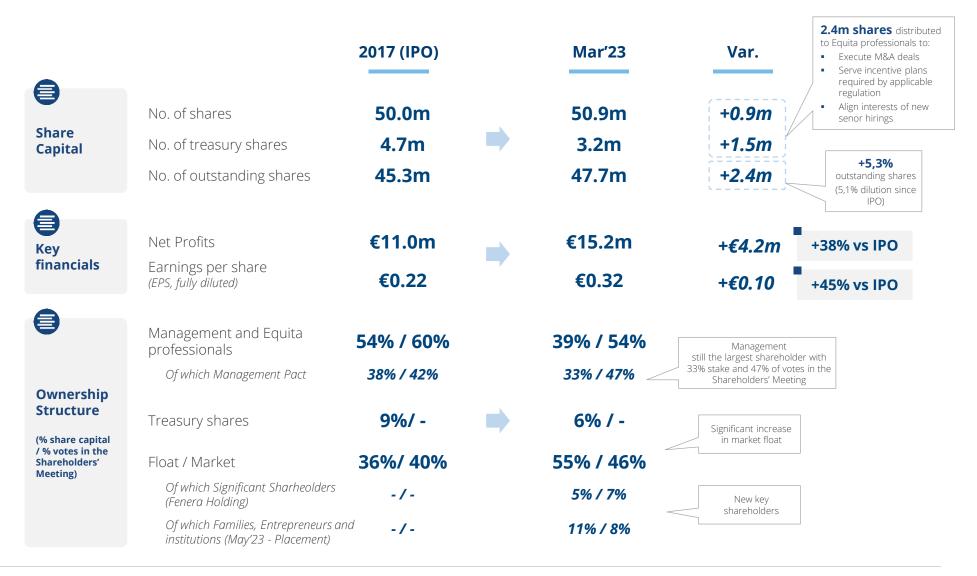
Private Debt Awards | Best LBO deal

AIFI

Deloitte



LIMITED DILUTION AND SIGNIFICANT EARNINGS GROWTH

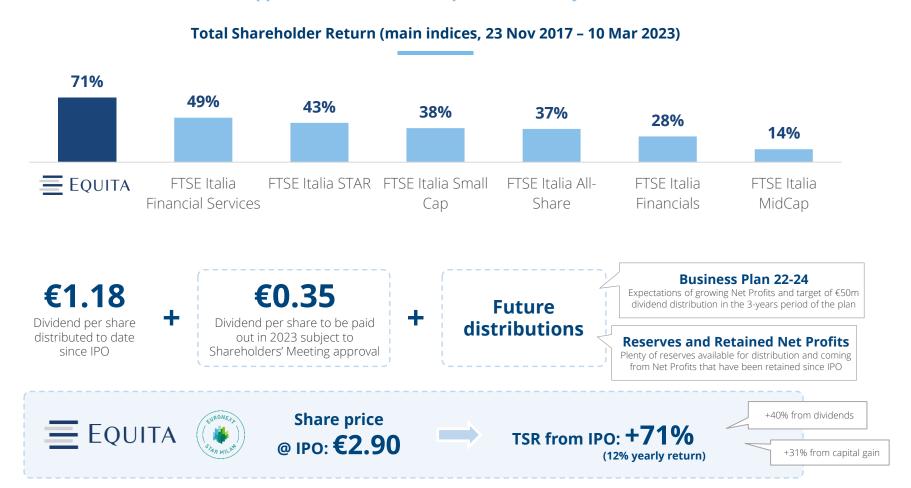






ABILITY TO REWARD SHAREHOLDERS OVERPERFORMING INDICES

Remuneration of shareholders has always been key. Since IPO, Equita has rewarded its shareholders with a balanced mix of dividends and appreciation of the share price, backed by solid financial results





2022: BUILDING THE GROUND FOR FUTURE GROWTH

Steps to achieve 2024 targets





Markets rankings in Mid-Small Caps research, & Research Trading & Execution, Sales & Trading

and Corporate Access



Final closing of the second private **debt fund** and significant **capital**

deployed to date

New **incentive plan** addressed to top management, with awards linked to **Total Shareholders Return**

A group of families, entrepreneurs and institutions acquired a **minority stake** in the Company

Preliminary assessment of new

Increase in fixed income brokerage

and **certificates** (Spectrum Markets)

Ongoing effort to build up research

Senior hirings to strengthen some

New team focused on **structured**

Ongoing fundraising of **Equita Smart**

verticals (consumer, industrial...)

finance (basket bonds...)

on fixed income

Capital ELTIF

asset classes

New team of sustainable finance Carbon-neutral since 2022

Establishment of **Fondazione Equita**

Targets involved in the Equita 2024 business plan



Revenues generation



Business



diversification



Rewarding shareholders' remuneration



Strengthening the shareholders' base



Commitment on sustainability



Shareholders

Investment

Alternative

Management

Asset

Banking



Sustainability

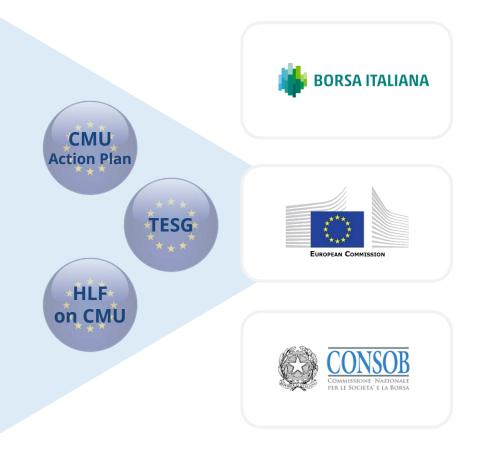






ONGOING SIMPLIFICATION TO EASE ACCESS TO CAPITAL MARKETS

New regulation on the access to capital markets in Italy and in Europe: the EU Listing Act proposed by the **European Commission**



Changes to the Prospectus Regulation

- Simplification of documentation and approval process ✓
- Possibility to draft Prospectus in English for offers in
- Equity research coverage applied to the STAR listed entities for 3 years from the date of IPO
- Prospectus exemption on secondary issuances raised to 40% and available for offers to the public
- Introduction of Follow-On Prospectus, Summary Note and Growth Prospectus for secondary issuances
- Minimum IPO offer period shortened to three days



Introduction of multiple-vote share structures for SME listings ✓ proposal



proposal

proposal



ROAD TO 2024: TOP PRIORITIES AND TARGETS



Revenues generation

Net Revenues > €110m in 2024E



Business diversification Revenues breakdown in 2024F

≈35-40% Global Markets / ≈40-45% Investment Banking / ≈15-20% Alt. Asset Management



Cost discipline Cost/Income ratio in 2024F in line with 2021 and in any case < 70%,



Increase in **Net Profits**

Net Profits > **€25m** in 2024E. excluding non-recurring items

€0.34 average dividend per share 2022E-2024E



Rewarding shareholders' remuneration

Cumulated dividend distributed in 2022F-2024F > €50m

Payout ratio of ≈ **€90%** in 2022E-2024E

Financial targets to be achieved organically as well as via pro-active search of partnerships and accretive M&A opportunities that could speed-up the growth of the business



Target to enrich current shareholders' base with the engagement of institutions and families of entrepreneurs close to Equita



Commitment on sustainability

Reach **carbon-neutrality** by 2024 and launch of initiatives in line with 8 United Nations' Sustainable Development Goals



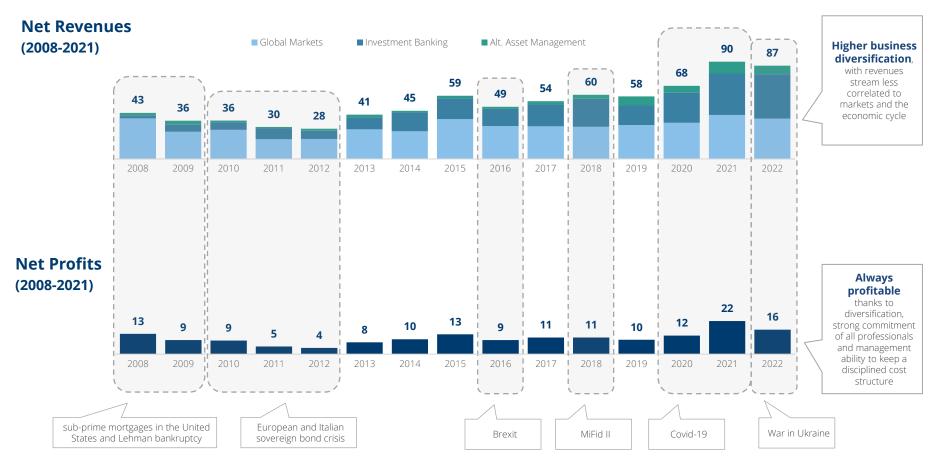
Target





RESILIENT AND PROFITABLE PERFORMANCE

Since 2008, Equita has been able to significantly diversify its offer, contributing to a more resilient business model, also in difficult market frameworks (crisis of sovereign bonds, Brexit, MiFid II, Covid-19 pandemic, war in Ukraine...)







APPENDIX





STRONG BALANCE SHEET AND CAPITAL RATIOS

(€ mln)	FY'22	9M′22	H1′22	Q1′22	FY'21	FY'20
Cash & Cash equivalents	107.9	111.2	125.3	184.6	136.1	117.2
Financial assets at fair value with impact on P&L	111.7	80.9	79.6	52.7	49.2	43.8
Financial assets at amortized cost	99.6	121.4	97.1	107.3	91.4	86.1
Equity investments	0.0	0.0	0.0	0.0	0.0	0.1
Intangible assets	26.9	27.0	27.1	27.1	27.2	27.5
Tangible assets	4.1	4.5	4.6	4.9	5.2	6.2
Tax assets	7.5	4.3	4.7	4.3	4.4	3.1
Other assets	41.7	42.0	42.1	49.2	1.9	1.6
Total Assets	399.5	391.3	380.5	430.1	315.6	285.8
Debt	221.3	210.2	197.4	238.2	175.6	171.3
Tax liabilities	3.6	4.2	3.4	7.9	6.0	2.2
Other liabilities	64.4	72.7	87.7	74.0	27.9	21.7
Employees' termination liabilities	2.1	2.2	2.1	2.4	2.4	2.3
Allowance for risks and charges	3.8	3.3	3.2	4.1	4.4	2.7
Total Liabilities	295.2	292.5	284.8	326.6	216.3	200.1
Share capital and reserves	91.0	88.2	88.0	103.6	81.3	76.8
Treasury shares	(3.9)	(4.0)	(4.0)	(4.0)	(4.1)	(4.1)
Net Profits of the period	17.3	14.6	11.7	4.0	22.1	12.9
Third parties' equity	-	-	-	-	-	0.1
Shareholders' Equity	104.3	98.7	95.7	103.5	99.3	85.7
Total Liabilities and Shareholders' Equity	399.5	391.3	380.5	430.1	315.6	285.8
IFR % 5.5x	489%	430%	648%	586%	587%	N/A
ROTE %	29%	38%	38%	38%	44%	27%
ROE %	20%	26%	25%	25%	28%	17%





ROAD TO 2024: TOP PRIORITIES AND TARGETS



Revenues generation

Net Revenues > €110m in 2024E



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Target





FOCUS ON ESG TARGETS





















Increase customer and financial community satisfaction

Correctness and reliability during the relationship; increase cyber security; strengthen clients' confidence in how the company operates; implement sustainability initiatives



Promote social and economic development of local communities

Launch initiatives to promote the visibility of Capital Markets in Italy and sustainability finance; institutionalize all the Group's activities of the past years in the social field



Promote employees' wellbeing

Implementation of programs to promote diversity within the Group, employee welfare and training programs



Promote initiatives to act against climate change (*Climate Action*)

Reduction of Group's climate footprint



Promote and support young people (*Young 4 Future*)

Growth of young people within Equita and the Community





1. REVENUES GENERATION

Global Markets & Research

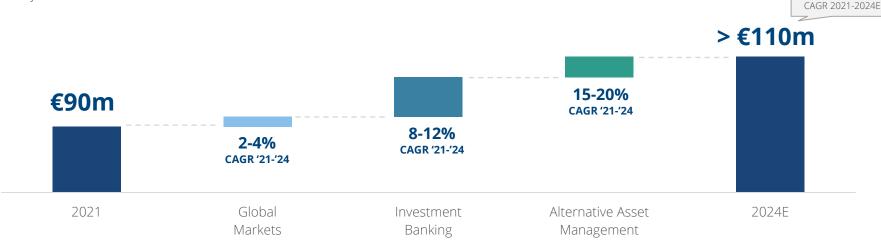
- Confirm the role as leading independent broker in Italy (#1 with institutional investors and Top 10 in retail flows)
- Improve rankings and market shares in fixed income, derivatives and ETFs
- Further diversify product offering to foster cross-selling and synergies from the same client base
- Expand research coverage of Italian mid-small caps, foreign listed companies and fixed income issuers
- Gradually integrate research reports with ESG analysis

Investment Banking

- Consolidate our position as the leading independent Italian investment bank
- Further improve positioning as a leading independent M&A advisor
- Consolidate the role as "go-to-bank" in ECM
- Expand selected segments in DCM activities where Equita is among leaders
- Scale up the senior team with new hirings
- Diversify areas of specialization and enhance some verticals where Equita has an already established presence

Alternative Asset Management

- Strengthen our position as one of the main multi-asset managers in Italy active in the management of liquid and illiquid alternative assets
- Continue to collaborate with banking groups to co-develop products for their retail networks
- Launch of a new asset class by 2024
- Look for complementary and synergistic partners
- No wealth management and traditional asset management



+6.8%



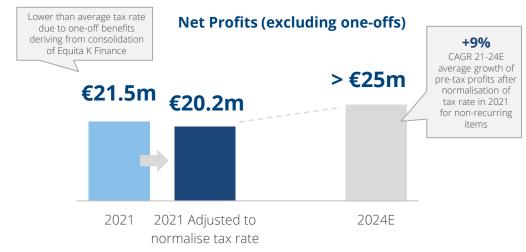
2. BUSINESS DIVERSIFICATION



3. DISCIPLINE ON COSTS

Cost / Income Ratio In line with FY'21 and in any case 68% < 70% 2021 2024E

4. INCREASE IN NET PROFITS







5. REWARDING SHAREHOLDERS REMUNERATION

Shareholders' remuneration will continue to be a top priority. Over the plan, Equita targets to distribute more than €50m dividends. Such commitment is affordable considering the 2022E-2024E expected net profits, the retained earnings since IPO (€12m+) and the amount of reserves available for distribution



Cumulated Net Profits (2022E-2024E)



Retained Earnings since IPO (2017-2021)



Other reserves available for distrbution

Equita commitment

€50m+

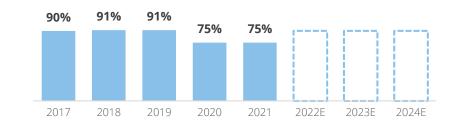
Dividends to distribute over the plan (2022E-2024E)

€0.34average dividend
per share 2022E-2024E

Guideline on payout ratio %

≈ €90%

Payout ratio 2022E-2024E, or higher if needed, considering the amount of reserves and retained earnings available for distribution









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