

# **Investor Presentation** (9M'23 Financial Results)

November, 2023







## **Agenda**

- 1. EQUITA at a Glance
- 2. Our Unique Business Model
- 3. Financial Highlights (9M'23 Results)
- 4. Outlook and What's Next
- 5. Appendix





## **EQUITA** at a Glance







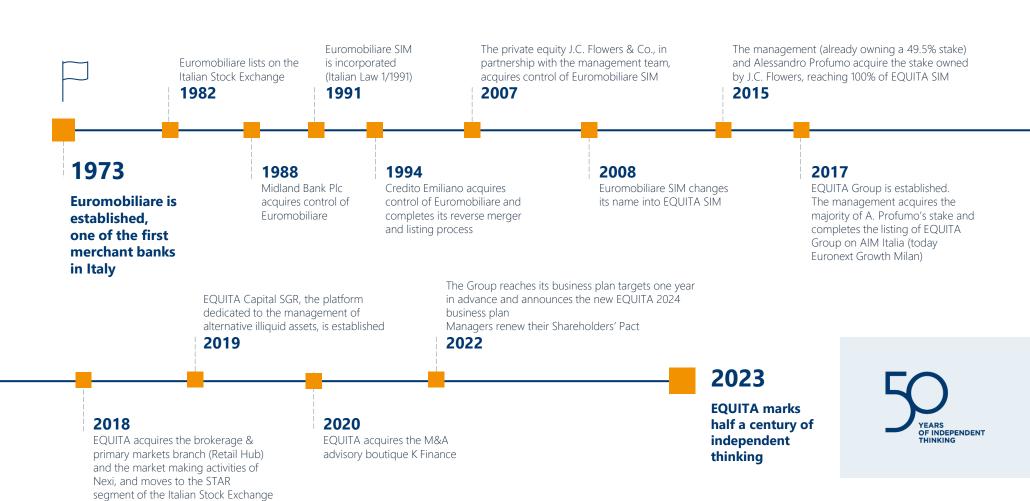
One of the most respected go-to partner in Italy for investors, institutions, corporates and entrepreneurs, listed on the Italian Stock Exchange and managed by a partnership of committed professionals

#### **EQUITA** in a Nutshell **Shareholders and Group Structure** (2) Treasury Shares Managers & **Employees** 39% Shareholders' **Pact** Independent Research Market 55% Broker Team with 30+ Float in Italy (1) in Italy (1) managers (32% stake and 47% voting rights) **EQUITA Group S.p.A.** 1949 1949 1949 100% 100% **EQUITA Capital SGR** #1 **Top 10** ECM M&A Advisor Investment Banking Alternative Asset Franchise in Italy and partner of Global Markets Management Clairfield International in Italy Research Team ≈ 200 30% **70**% **Talented EQUITA Real Estate** (3) **Professionals** Investment Banking (Real Estate) 10+ years Investment Banking (M&A Mid-Market) Average tenure of **Top 10** ≈€1bn professionals within 100% the Group **DCM** Assets Advisor under in Italy Management

## Our Story: Half-a-Century of Independent Thinking



EQUITA was founded in 1973 as one of the first independent Italian merchant banks. Over the years, it has been part of commercial banks and financial sponsor, allowing the Group to grow and develop solid institutional relationships



## What We Do: Our Diversified Offering to Address all Clients' Needs



EQUITA acts as broker, financial advisor and alternative asset management platform. We offer financial advisory in strategic corporate finance transactions, capital raising solutions, access to global financial markets, execution of trading ideas, insights on listed companies, industry expertise, management of illiquid proprietary assets



We support listed companies, entrepreneurs and financial institutions who want to raise new capital and execute value-adding strategies by teaming-up with a partner who put clients first

Very diversified offering covering all clients and investment banking services

# Global Markets

We are the leading independent broker in Italy. We share our knowledge and long-standing expertise to clients every day. We offer access to financial markets and instruments, as well as topquality investor base

The largest independent trading floor in Italy



We help investors with alternative investment solutions. We offer long-term capital and managerial know-how to entrepreneurs to support the growth of their business and their strategies

Fast growing multi-asset manager with a tilt on illiquid products

## Research Team

We support the decisions of investors with unbiased insights and analyses of listed companies, with a unique focus on mid-small caps. We have been at the top of international rankings for the quality of research for many years

High quality research, ranked at the top of international surveys

The Independent Expert on Financial and Capital Markets

WE KNOW HOW







## Our Unique Business Model



## Our Unique Business Model and What We Bring to the Table



### **Building blocks of the "EQUITA" model**

Investment Banking The Largest Contributor to Recent Growth, with Plenty of Opportunities

Global Markets Very Profitable Historical Business and High Barriers to entry

Research Team A Team of Experts, at the Top of International Rankings

Alternative Asset Management

The Rising Star, where Sky is the Limit

Group

A Reliable Partner with a Strong Brand and an Improving Positioning, Strongly Committed to Sustainability

### **Track-record of the Partnership**

**Diversification** 

**Execution** 

**Profitability** 

Growth

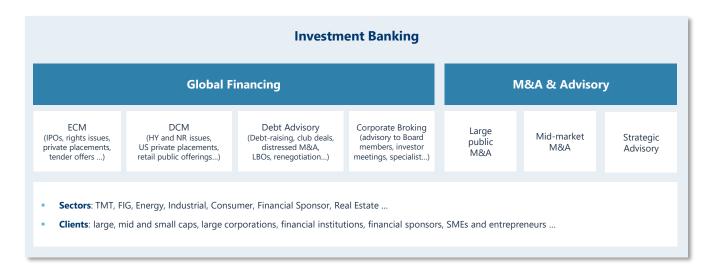
Shareholders' Remuneration



## Investment Banking: The Largest Contributor to Growth, with Plenty of Opportuniti

### EMARKET SDIR CERTIFIED

### **Offering & Expertise**



### Why us?

- Leading ECM franchise in Italy, Top 5 in M&A and Top 10 in DCM (#1 among non-lenders)
- The only one-stop-shop in Italy, combining independence, access to markets and diversified product offering
- Increasing standing and brand awareness, with several high-profile mandates and recent strategic senior hirings (4 MDs)
- Major source of growth during the last ten years and plenty of opportunities to grow more by adding new verticals and expanding the reach of the team in Italy
- Low capital absorption and strong operating leverage

### **Key Facts**



## CERTIFIED Global Markets: Very Profitable Historical Business and High Barriers to entr

## **EMARKET** SDIR

### **Offering & Expertise**



### **GM - Non Client-Related Directional Trading** Risk Directional Arbitrage Volatility & Special Trading Situations Low-risk approach

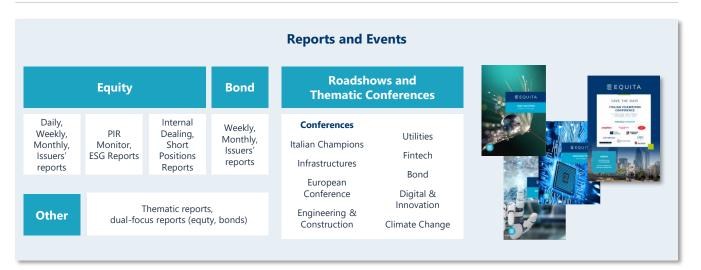


- The largest independent trading floor in Italy and the leading broker in sales, trading & execution (Institutional Investor Rankings)
- Diversified offering in terms of instruments (equity fixed income, derivatives, certificates...), markets (Italy, Europe, US, Japan...) and clients (institutional and retail flows)
- High market shares in equity brokerage and increasing ones in fixed income and derivatives
- High barriers to entry (long-standing relationships with investors, knowledge of the Italian market, IT infrastructure...)



## Research Team: A Team of Experts, at the Top of International Rankings

### **Offering & Expertise**





**Key Facts** 

expertise

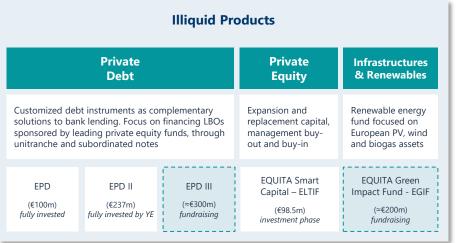
- Independent outstanding research, covering equity and fixed income issuers
- Leading position in Italy, with a team of analysts constantly ranked at the top of international surveys (Institutional Investors)
- Wide coverage of Italian listed companies (96%+ total market cap in Italy) and increasing coverage of European and international issuers
- Multi-sector expertise, proven track-record in understanding key trends in advance, and deep knowledge of Mid & Small Caps
- Professionals who provide valuable insights to the other areas of business of the Group (Investment Banking, Global Markets, Alternative Asset Management)



### EMARKET SDIR CERTIFIED

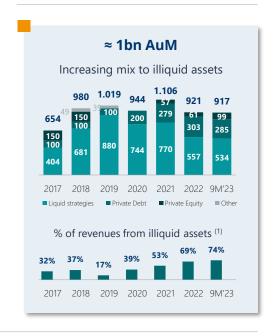
## Alternative Asset Management: the Rising Star, where Sky is the Limit

### **Offering & Expertise**





### **Key Facts**



- One of the few multi-asset manager in Italy, with a diversified offering, combining liquid and illiquid assets, debt and equity, institutional and banking clients
- Among pioneers and leaders in private debt in Italy, with a growing footprint abroad (Germany)
- Solid track-record in the launch of new products, in performance generation and in growing team size
- Synergies deriving from the collaboration with other areas of the Group (research, trading floor, investment banking)
- Model based on recurring revenues' stream from alternative assets, and potential upside from carried interest
- Low capital absorption, strong operating leverage, scalable business



# A Reliable Partner with a Strong Brand and an Improving Positioning, Committed to Sustainability

### EMARKET SDIR CERTIFIED

### Recent initiatives dedicated to 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
- Launch of a new asset class dedicated to green infrastructures (EGIF)
- Integration of research reports with ESG analysis
- Assessment of Group's carbon footprint and achievement of carbon-neutrality in 2022, before 2024 target
- Establishment of Fondazione EQUITA, with focus on young students, financial education, art and culture, local communities and environment.



### The EQUITA brand



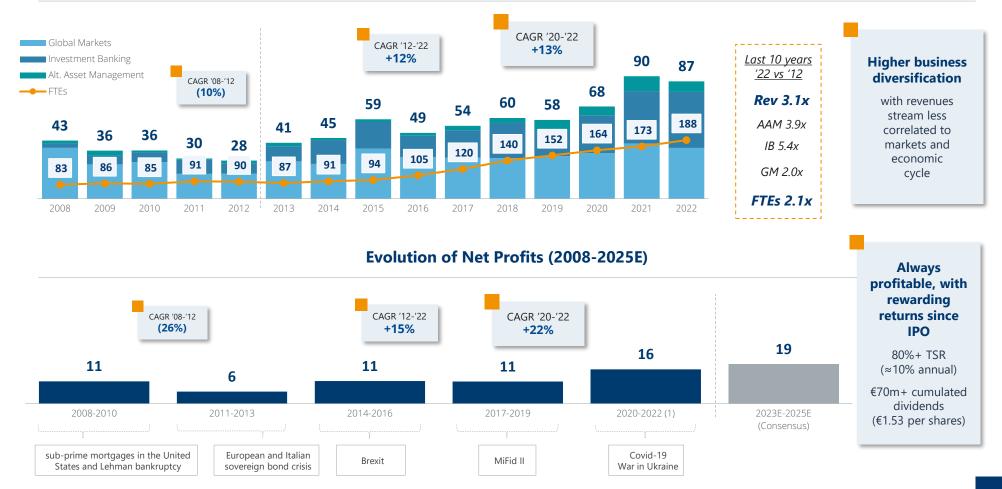
- ESG and sustainability at the core of our strategy, to support business development
- Strong perception of EQUITA as brand, with high-reputation among institutions, entrepreneurs and decision makers
- Business model dedicated to «entrepreneurs» and managed by managers who are «entrepreneurs»
- Families, leading institutions and entrepreneurs among «loyal» shareholders in the share capital
- Growing presence on newspaper and media as evidence of the strong EQUITA brand
- Opinion maker with significant engagement in institutional initiatives dedicated to capital markets and finance in general (participation to the European Commissions' Technical Expert Stakeholder Group (TESG) on SMEs, Consob Stakeholder Group, Ministry of Economics and Finance Taskforce...)

### EMARKET SDIR CERTIFIED

## Track-Record in Diversification, Growth, Remuneration and Business Transformation

A truly independent investment bank, capable of executing a long-term diversification strategy to best-serve clients when financial services different from lending are needed, always profitable and capable of rewarding its shareholders consistently

### **Evolution of Net Revenues (2008-2022)**





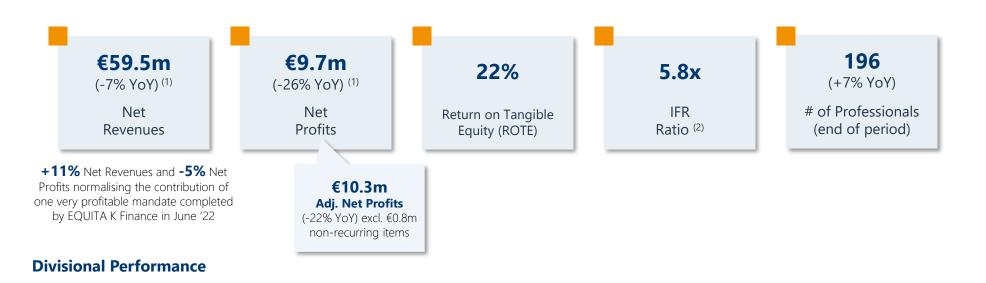
# Financial Highlights (9M'23 Results)

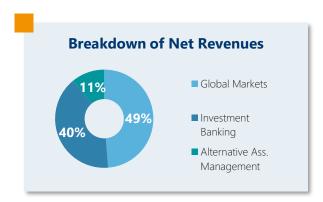






### **Key Financial Highlights**











## EQUITA Performing Better Than Its Main International Peers



9M Performance (Jan 1 - Sep 30, 2		ap Net Revenues Var %	o/w Global Markets	o/w M&A & Advisory malising for the very andate closed in 2Q'23	o/w Capital Markets	o/w Asset Management	Net Profits YoY change %	Net Profits Margin %
			promodic me	plus easy comparison with 2022		s easy comparison		
EQUITA	186	(7%)	+9%	(50%)	+81%	+9%	(22%) <sup>(3)</sup>	16%
Peer 1	224	(3%)	2%	(22%)	10%	n.a.	(22%)	12%
Peer 2	312	(26%)	270	(22%)	7070	(15%)	(83%)	4%
Peer 3	226	17%		(6%)		17%	(14%)	30%
Peer 4	99,486	(5%)	(16%)	(30%)	4%	(3%)	(37%)	17%
Peer 5	115,875	1%	10%	(31%)	(2%)	(1%)	(15%)	17%
Peer 6	2,859	(20%)	n.a.	(30	0%)	(5%)	(144%) <sup>(2)</sup>	(8%)
Peer 7	4,891	(15%)		(23%)		2%	(49%)	10%
Peer 8	2,772	(18%)		n	a.		(113%) <sup>(2)</sup>	0%
Peer 9	2,364	(15%)	(8%)	(29%)	14%	n.a.	(55%)	4%
Peer 10 <sup>(1)</sup>	6,691	(23%)	27%	(40%)	(17%)	(1%)	(69%)	6%
Mean	21,444	(11%)					(60%)	9%
Median	2,772	(15%)					(52%)	8%

## Very Difficult Market in Small Cap Trading, M&A and ECM

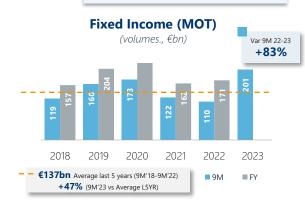




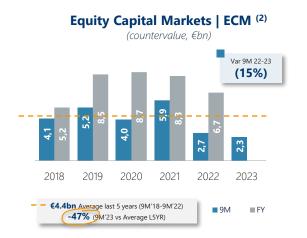




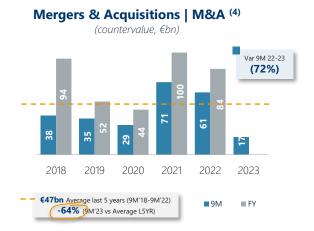




### **Capital Markets and Corporate Finance**









## All Divisions Performing Relatively Well to Date





### **Nine Months Results**

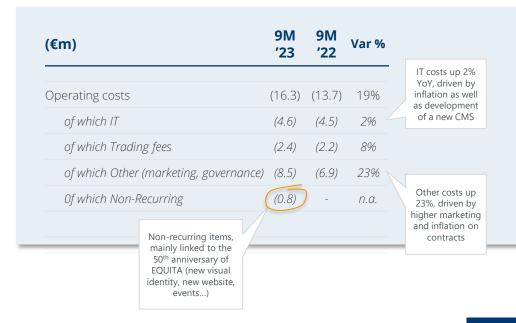


## EMARKET SDIR CERTIFIED

# Disciplined Approach on Costs Confirmed despite Significant Investments. Strong Balance Sheet to Foster Further Growth

P&L (€m)	2020	2021	2022	9M′ 23	9M′ 22	Var % 9M '23 vs '22
Net Revenues	68.2	90.4	86.9	59.5	64.2	(7%)
Personnel costs	(32.3)	(42.7)	(42.2)	(28.1)	(30.0)	(7%)
Operating costs	(18.2)	(18.4)	(19.4)	(16.3)	(13.7)	19%
Total costs	(50.6)	(61.2)	(61.6)			
Profit before taxes	17.6	29.2	25.3	15.1	20.5	(26%)
Taxes	(4.7)	(7.1)	(7.1)	(4.5)	(5.9)	(22%)
Tax rate	27%	24%	28%	30%	29%	
Minorities	(0.6)	(0.6)	(2.0)	(0.6)	(1.5)	(62%)
Long-term inc. plan (LTIP)	-	-	(0.9)	(0.3)	-	
Net Profits	12.3	21.5	15.2	9.7	13.1	(26%)
Adjusted Net Profits	12.3	21.5	15.2	10.3	13.1	(22%)
Comp/Revenues %	47%	47%	49%	47%	47%	
Cost/Income %	74%	68%	71%	75%	68%	
Cost/Income % (ex. Non-rec.)	74%	68%	71%	73%	68%	
Adjusted Net Profit %	18%	24%	18%	17%	20%	
Balance Sheet (€m)	2020	2021	2022	9M′ 23		
Assets	286	316	399	370		
o/w Cash & Equivalents	117	136	108	75		
o/w Intangible Assets	28	27	27	27		
Liabilities	200	216	295	273		rong capital
Sharholders Equity	86	99	104	97	abo	s, consistent ve minimum quirements
IFR Ratio	n.a.	587%	489%	579%	<[	

(€m)	9M ′23	9M ′22	Var %
Personnel costs	(28.1)	(30.0)	(7%)
Comp/Revenues %	47.2%	46.8%	1%
# Employees (EoP)	196	186	5%





# Outlook and What's Next



## A Lot of Initiatives and Investments Made, in Line With the Business Plan



## **Global Markets** and Research

- **Diversification of the product offering** in the Global Markets (bonds, certificates, derivatives, US equities...)
- **Expansion of the research coverage**, with an increasing number of foreign listed companies
- Implementation of new business solutions (CRM, CMS) to boosts productivity and generate commercial synergies
- New team dedicated to family offices

### Investment Banking

- Hiring of senior professionals (Consumer, FIG, Industrial, Structure Finance) to diversify and strengthen the offering
- Constant engagement with senior advisors and increasing presence in Rome
- Partnership with Silvia Rovere to acquire a 30% stake in Sensible Capital (real estate advisory boutique) to add to the Investment Banking division a new area of expertise. Cross-selling opportunities with other areas of business



## Alternative Asset Management

- Fund raising of **EQUITA Smart Capital ELTIF** completed successfully, with €98m commitments, becoming the largest private equity, non-captive, retail alternative PIR in Italy
- First investment in the DACH area completed by EPD II, the latter expected to be fully invested by year-end (87% today). Launch of the third fund EPD III expected in 1Q'24
- Onboarding of a new team of experts in renewable infrastructure. Appointment of Stefano Donnarumma as senior advisor. Start of fundraising of EQUITA Green Impact Fund expected in 1Q'24

Potential investment of **up to €75m** in the initiative confirmed by one institutional investor

### Group

- Office space increased to accommodate growing workforce and corporate events
- Renewal of corporate bodies, with strong presence of Independent Directors and female members in the Board of Directors (including the Chair)
- Increase in brand awareness by leveraging on the EQUITA 50th anniversary. New corporate and visual identity



## Widespread Institutional Effort to Promote Financial and Capital Markets



## **Commitment at European Level**

## Commitment at Italian Level

## What's Next?





# Further simplification of documentation Prospectus exemption on

- 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
  - Other proposals...

Key changes to MAR √<sub>proposal</sub>



Multiple-vote share structures, increased efficiency of prospectus review, ...



## Recent Years Have Been Tough but Things are Expected to Improve in 2024



## Market scenario

### Macroeconomic scenario is still uncertain for the next months ...

- Global environment affected by war, political tensions, inflation, possible recession
- Decrease in trading volumes, especially in midsmall caps
- Capital Markets still underdeveloped in Italy
- Lower M&A activity affected by concerns about the coming two years
- Difficult fund-raising environment for alternative, illiquid assets

## ... but there is widespread expectation that things will improve for our business

- Interest rates at normalised levels are now digested
- Ongoing simplification to ease access to capital markets potentially increasing liquidity in financial markets
- Large portion of debt to be refinanced in the next two years
- M&A volumes expected to recover
- In case of recession, Italian corporates are healthier than ten years ago

Targets announced and Expectations about the Future



## EQUITA 2024 (three-year business plan)

NetRevenues

>110m

Net Profits

>25m

 Dividends distributed

>50m



in line with targets announced and on the back of the solid, profitable track record of EQUITA (also considering the €10m earnings retained since IPO), despite a potential delay in growth in Net Revenues and Net Profits due to tougher markets

## EMARKET SDIR CERTIFIED

## Proposal of €0.35 Dividend per Share, in Line with the Previous Year

On the back of the Net Profits recorded in 9M'23 and considering expectations for the rest of the year – which includes the good performance recorded in October and November year-to-date – a dividend proposal of €0.35 per share is aligned to shareholders' remuneration targets, also considering the >€10m earnings retained since IPO





## **Appendix**



### EMARKET SDIR CERTIFIED

## An Increasing Footprint Outside Italy in M&A and Corporate Finance

Solid track record in the execution of cross-border M&A transactions, helping corporates and private equity funds



## Balance Sheet

## EMARKET SDIR CERTIFIED

## Strong balance sheet and capital ratios confirmed

(€m)	9M′23	1H′23	1Q'23	FY'22	1H′22	FY'21	FY'20
Cash & Cash equivalents	75.1	74.0	106.3	107.9	125.3	136.1	117.2
Financial assets at fair value with impact on P&L	99.3	95.5	90.4	111.7	79.6	49.2	43.8
Financial assets at amortized cost	122.5	144.6	128.0	99.6	97.1	91.4	86.1
Equity investments	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Intangible assets	26.7	26.8	26.8	26.9	27.1	27.2	27.5
Tangible assets	5.7	5.8	6.0	4.1	4.6	5.2	6.2
Tax assets	4.9	5.3	8.1	7.5	4.7	4.4	3.1
Other assets	36.0	34.0	39.4	41.7	42.1	1.9	1.6
Total Assets	370.3	386.1	405.0	399.5	380.5	315.6	285.8
Debt	203.0	220.0	222.5	221.3	197.4	175.6	171.3
Tax liabilities	1.6	1.1	5.3	3.6	3.4	6.0	2.2
Other liabilities	64.1	66.1	62.7	64.4	87.7	27.9	21.7
Employees' termination liabilities	2.0	2.2	2.2	2.1	2.1	2.4	2.3
Allowance for risks and charges	2.4	2.1	3.8	3.8	3.2	4.4	2.7
Total Liabilities	273.1	291.4	296,5	295.2	284.8	216.3	200.1
Share capital	11.6	11.6	11.6	11.6	11.6	81.3	76.8
Treasury shares	(3.2)	(3.2)	(3.3)	(3.9)	(4.0)	(4.1)	(4.1)
Reserves	78.5	78.2	96.3	79.4	76.5	69.9	65.4
Net Profits of the period	10.3	8.1	3.8	17.3	11.7	22.1	12.9
Third parties' equity	-	-	-	-	-	-	0.1
Shareholders' Equity	97.2	94.7	108.5	104.3	95.7	99.3	85.7
Total Liabilities and Shareholders' Equity	370.3	386.1	405.0	399.5	380.5	315.6	285.8
ROTE %	22%	23%	26%	29%	38%	44%	27%
IFR %	579%	538%	550%	489%	648%	587%	N/A





www.equita.eu

