

IGD

In Calmer Waters, Working on Disposals and Debt Maturities

1H24 results were solid on a lfl basis up to EBITDA and included good business indicators. We change our rating from HOLD to BUY as the company has no large debt maturities until 2027, and thus now has time to reshape the maturities profile. IGD is also working on asset disposals, in an expectedly more favourable interest rates scenario.

1H24 Results

IGD released its 1H24 results, which were broadly in line with our estimates at the revenues and EBITDA levels, showing +4.5% in terms of net rental income on a lfl (like-for-like) basis, mirroring good operational indicators (e.g. weighted average lease break and financial occupancy improving yoy). Net income was however affected by a unexpected EUR 29.1M write-down of the Food fund linked to IFRS10, which is however non-cash and a one-off.

Safer position from a debt maturities' standpoint, but high cost of debt is eroding FFO

Looking at debt and maturities' profile after IGD renewed EUR 400M bond due in 2024 and following the Food portfolio disposal, the company has extended its financial maturity profile, with the bulk of expiring debt shifted to 2027 (EUR 572M). The cost of debt was 6.05% vs. 3.86% at FY23 due to the costlier refinancing operation. Net debt at end-June 2024 was EUR 818M, and LTV improved to 44.9% (vs. 48.1% at YE23) thanks to the disposal of the Food portfolio and with broadly stable portfolio valuations (-0.5% vs. FY23PF).

Waiting for the presentation of the new BP figures towards year-end

The company recently disclosed the BP guidelines (with financial targets to be revealed in November/December), which include: i) operational initiatives to increase Net Operating Income, such as innovation to improve the core business and strengthening the business as third-party assets' manager; and ii) working on asset disposals (e.g. the Romanian portfolio and areas in Livorno) and liabilities' management aimed at reshaping the maturities profile. The final target is to return to stable dividend distribution within the BP horizon.

Valuation

Following our estimates' revision, periodical WACC update (7.1% vs. 7.3% previously assumed), and peer multiples' rerating, we move our rating on IGD to BUY (from HOLD), setting a new target price of EUR 2.6 (from EUR 1.8).

IGD – Key data

Y/E Dec (EUR M)	2022A	2023A	2024E	2025E	2026E
Revenues	152.0	156.3	146.3	141.0	142.5
EBITDA	103.2	107.7	101.2	99.03	101.8
EBIT	7.69	-33.10	81.02	93.70	94.70
Net income	-22.34	-81.70	-17.78	33.32	34.32
EPRA EPS (EUR)	0.58	0.52	0.27	0.30	0.31
Net debt/-cash	976.9	968.4	810.5	794.5	780.9
Adj. P/E (x)	6.3	4.9	8.2	7.5	7.3
EV/EBITDA (x)	13.4	11.6	10.5	10.5	10.1
EV/EBIT (x)	NM	Neg.	13.1	11.1	10.9
Div ord yield (%)	8.2	0	2.2	3.3	4.4

Source: Company data and Intesa Sanpaolo Research estimates. Priced at 26/08/2024

28 August 2024: 13:07 CET
Date and time of production

BUY

(from HOLD)

Target Price: EUR 2.6
(from EUR 1.80)

Italy/Real Estate
Company Results

EXM-STAR

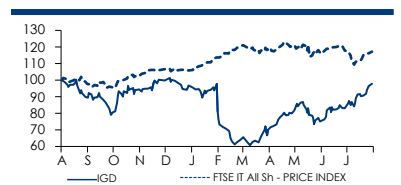
IGD - Key Data

Price date (market close)	26/08/2024
Target price (€)	2.6
Target upside (%)	14.79
Market price (€)	2.27
Market cap (EUR M)	249.93
52Wk range (€)	2.35/1.41

EPS – DPS changes

(€)	2024E	2025E	2024	2025
	EPS ▲	EPS =	chg%	chg%
Curr.	0.275	0.302	1.68	0
Prev.	0.270	0.302	-	-
	DPS =	DPS =	chg%	chg%
Curr.	0.050	0.075	0	0
Prev.	0.050	0.075	-	-

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



Source: FactSet and Intesa Sanpaolo Research estimates

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2Q/1H24 Results

IGD released its 1H24 results, which were broadly in line with our estimates at the revenues and EBITDA levels, while net income was affected by an unexpected EUR 29.1M write-down of the Food fund linked to IFRS10 accounting, which is however non-cash and a one-off:

- **Gross rental income was EUR 69.1M, -1.4% yoy** due to the perimeter reduction. The lfl change was +3.3% yoy. **Net rental income was EUR 59M**, broadly in line yoy (+4.5% on a lfl basis);
- **Consolidated EBITDA at EUR 53.9M** (+0.1% yoy, +5.3% vs. the restated figure) with a margin of 73.6%;
- **Net result was a EUR 32.5M loss** incorporating EUR 8.5M fair value changes regarding the property portfolio (around -0.5% of the portfolio) due to lower-than-expected inflation rate (which impacted in particular the hypermarket valuations) and EUR 36.9M of financial charges (the latter broadly in line with our estimates), vs. a EUR 47.1M net loss reported in 1H23;
- **FFO adjusted was EUR 18.3M**, -40.7% vs. 1H23, mainly due to the higher financial expenses (avg. cost of debt was 6.05% vs. 3.86% at end-December 2023);
- **Net debt as at end-June 2024 was EUR 818M, and LTV 44.9%** (vs. 48.1% at YE23);
- **FY24 EUR 34M FFO guidance was confirmed.**

IGD – 2Q/1H24 results

EUR M	2Q23A	1H23A	FY23A	2Q24A	2Q24E	A/E %	yoy %	1H24A	1H24E	FY24E
Gross rental income	35.4	70.1	142.4	32.9	32.8	0.3	-7.1	69.1	69.0	134.5
Services	1.6	3.8	7.7	2.2	2.1	3.5	35.9	4.1	4.0	4
Trading	1.4	5.6	6.2	0.1	0.0	NM	NM	0.1	0.0	0
Total revenues	38.7	79.8	156.3	35.2	34.9	0.9	-9.0	73.3	73.0	146.3
EBITDA total	27.1	53.8	108.2	25.3	24.9	1.6	-6.6	53.9	53.5	101.2
EBITDA margin %	70.0	67.4	68.9	71.9	71.3	-	-	73.6	73.3	69.2
D&A, FV chg and provisions	-78.9	-81.2	-140.8	-14.3	-13.2	8.0	-81.9	-20.2	-18.9	-1.1
EBIT	-51.9	-27.5	-33.1	11.0	11.7	-6.0	-121.2	33.7	34.6	100
NCF	-10	-19.2	-48.7	-18.4	-17.8	3.2	83.5	-36.9	-36.3	-69
Extraord.items/Equity contrib.	0	0	-0.1	-29.1	0.0	NM	NM	-29.1	0.0	0
EBT	-61.9	-46.7	-81.8	-36.5	-6.1	NM	NM	-32.2	-1.7	31
Taxes	0.1	-0.3	0	-0.5	-0.6	-8.8	NM	-0.4	-0.5	-1.2
Minorities	0	0	0	0.0	0.0	-	-	0.0	0.0	0
Net income	-61.9	-47.1	-81.7	-36.9	-6.7	NM	NM	-32.5	-2.2	29.8
FFO adj.	15.1	30.9	55.4	8.0	7.8	2.6	-47.0	18.3	18.1	34
Net debt	982	982	968.4	818.1	815	0.4	-16.7	818.1	815	955.9
NAV/NRV per share	9.54	9.54	9.22	8.9	9.0	-1.4	-6.5	8.9	9.0	9.55
LTV %	47.7	47.7	48.1	44.9	45.1	-0.4	-5.9	44.9	45.1	47.1

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

Portfolio Valuation and Debt Structure Update

As of 30 June 2024, IGD's portfolio was broadly stable (-0.5% vs. FY23PF), at EUR 1.697Bn. This embedded Italian malls' portfolio at -0.31%, slightly negative fair value changes (-0.83%) in hypermarkets in Italy and -1.87% fair value devaluation of the Romanian assets.

The EPRA NRV was down by EUR 0.30/share vs. 2023 figures, to EUR 8.92/share, with the main change represented by the fair value devaluation of real estate assets, which more than offset the 0.17/sh. FFO reported in the year.

IGD – Portfolio evolution (EUR M)

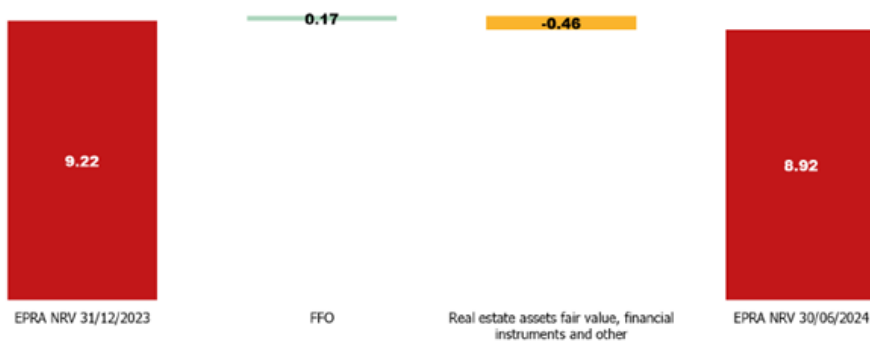
	FY 2023	FY 2023 pro-forma	IH 2024	Δ % 2024 vs 2023 pro-forma	Net Exit Yield	EPRA Net Initial Yield	EPRA Net Initial Yield topped up
Malls Italy	1,404.8	1,351.6	1,347.4	(-0.31%)	7.2%	6.1%	6.3%
Hypermarkets Italy	399.8	190.6	189.0	(-0.83%)	6.2%		
Romania	122.0	122.0	119.7	(-1.87%)	7.2%	7.0%	7.3%
Porta a Mare + developments + other	41.5	41.5	41.0				
Total IGD Portfolio	1,968.1	1,705.7	1,697.2	(-0.50%)			
2 leasehold properties (IFRS16)	17.0	17.0	13.5				
Equity investments	25.7	106.0	106.0				
Total IGD's portfolio including leasehold properties and equity investments	2,010.7	1,828.6	1,816.6	(-0.65%)			

+ 85 bps from 2019 Italy
+ 100 bps from 2019 Romania

Significant increase in Net Initial Yield since pre-Covid period

Source: Company data

IGD – EPRA NRV variation (EUR/share)

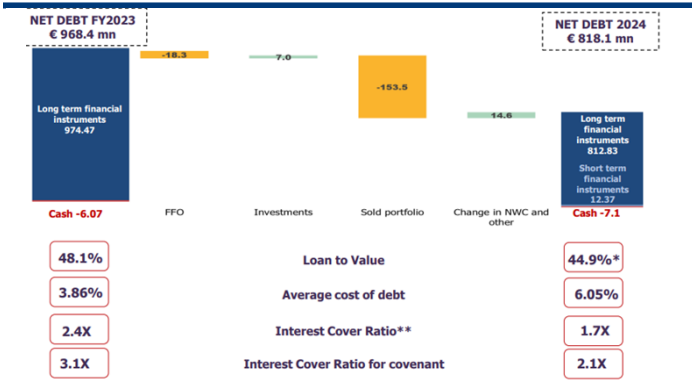


Source: Company data

Net debt was down to EUR 818.1M, mainly thanks to the EUR 153.5M cash-in from the disposed portfolio, allowing for an LTV ratio of 44.9% (from 48.1% at YE23).

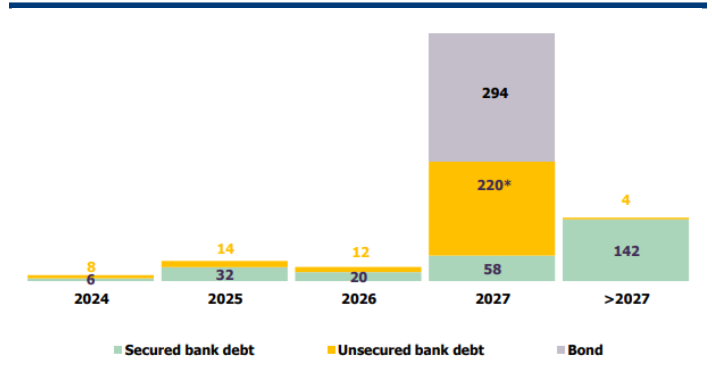
Looking at the debt and maturities' profile, after IGD renewed EUR 400M bond due in 2024 and the Food portfolio disposal, the company has extended its financial maturity profile, with the bulk of expiring debt shifted to 2027 (EUR 572M). The cost of debt was 6.05% vs. 3.86% at FY23 due to the costlier refinancing operation. The company is working to reshape the maturities profile.

IGD – Net debt and ratios yearly dynamic (EUR M)



Source: Company data

IGD – Debt structure and maturities (EUR M)



* Including EUR 215M green unsecured loan obtained in October 2022 (3+1+1) which IGD can repay starting in 2025 at its discretion; Source: Company data

Estimates Revision

IGD confirmed its guidance for a 2024 FFO at around EUR 34M.

Our estimates assume DPS gradually stepping up from EUR 0.05 in FY24E to EUR 0.10 in FY26E. They now point at EUR 810.5M net debt (or 45% LTV), embedding the fair value changes recorded at end-June 2024.

IGD – P&L estimates 2023A-26E (New vs. Old)

EUR M	2023A	2024E	2025E	2026E	2024E	2025E	2026E
		New	New	New	Old	Old	Old
Total gross rental incomes	142.4	134.5	131.0	134.4	134.5	128.4	134.2
Service revenues	142.4	7.8	8.0	8.1	7.8	8.0	8.1
Non-operating income (trading)	6.2	4.0	2.0	0.0	4.0	2.0	0.0
Total revenues	156.3	146.3	141.0	142.5	146.3	138.4	142.3
Cost of sold	-6.7	-4.0	-1.9	-1.9	-4	-1.9	0
Personnel	-7.8	-7.9	-6.8	-6.0	-7.9	-8.1	-8.2
Direct cost	-28.5	-27.5	-27.5	-27.0	-27.5	-23.9	-26.9
G&A expenses	-5.6	-5.7	-5.8	-5.9	-5.7	-5.8	-5.9
Total costs	-48.6	-45.1	-42.0	-40.8	-45.1	-39.6	-41
EBITDA	107.7	101.2	99.0	101.8	101.2	98.8	101.3
EBITDA margin (%)	68.9	69.2	70.2	71.5	69.2	71.4	71.2
Provisions	0	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1
D&A	-2	-1.0	-1.0	-1.0	-1.0	-1.0	-1.0
Write downs, FV & Cash Capex	-138.8	-19.0	0.0	0.0	0.0	0.0	0.0
EBIT	-33.1	81.0	93.7	94.7	100	93.7	94.7
NFC	-48.7	-68.5	-59.0	-57.0	-69	-59	-57.5
Other operations/equity stakes)	-0.1	-29.1	0.0	0.0	0	0	0
EBT	-81.8	-16.6	34.0	35.0	31	34	35
Taxes	0	-1.2	-1.2	-1.2	-1.2	-1.2	-1.2
Net income	-81.7	-17.8	33.3	34.3	29.8	33.3	34.3
Minorities	0	0.0	0.0	0.0	0	0	0
Group net income	-81.7	-17.8	33.3	34.3	29.8	33.3	34.3
Group adj. Net income	57.1	30.3	33.3	34.3	29.8	33.3	34.3

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

IGD – Key-indicators 2023A-26E (New vs. Old)

EUR M - EUR/share - %	2023A	2024E	2025E	2026E	2024E	2025E	2026E
		New	New	New	Old	Old	Old
EPS adj.	0.52	0.27	0.30	0.31	0.27	0.30	0.31
DPS	0	0.05	0.08	0.10	0.05	0.08	0.1
FFO recurring	55.4	34.0	36.5	38.5	34	35.5	36.6
FFO recurring per share	0.5	0.31	0.33	0.35	0.31	0.32	0.33
FFO recurring change yoy (%)		-38.5	7.3	5.5	-38.5	4.3	3.1
EPRA NAV	1026.1	992.4	1020.4	1046.3	1053.6	1082.5	1108
EPRA NAV per share	9.3	8.99	9.25	9.48	9.55	9.81	10.04
Net debt	968.4	810.5	794.5	780.9	955.9	952.2	949.2
LTV (%)	48.1	45.0	43.9	42.9	47.1	46.4	46.1

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

Valuation

We value IGD based on the average equity value derived from DCF, DDM and multiples-based methodologies (the latter weighting 20% to better capture the company-specific issues). Our model returns a higher **target price of EUR 2.6** (from EUR 1.8), following our estimates and WACC parameters revision and multiples rerating.

BUY rating;
new TP EUR 2.6 from EUR 1.8

IGD – Target price calculation

EUR/Share	TP	Prem./Disc. To NAV	2024E %
IGD DCF model	2.9		-68%
IGD DDM model	0.6		-93%
IGD average peers' multiple	4.2		-54%
Average TP	2.6		-72%
Mkt price discount to NAV			-74%
2024E EPRA NAV/share			8.99

Source: Intesa Sanpaolo Research estimates

IGD – WACC calculation (%)

Risk free rate	3.75
Equity Risk Premium	6.50
Beta (x)*	1.06
Cost of Equity	10.6
Net cost of debt	3.50
D/D+E	49.0
E/D+E	51.0
WACC	7.14

Note: *LSEG; Source: Intesa Sanpaolo Research estimates

DCF methodology

IGD - DCF valuation (2024E-26E)

EUR M	2024E	2025E	2026E	Beyond
EBIT	81.0	93.7	94.7	
Taxes	-1.2	-1.2	-1.2	
NOPAT	79.8	92.5	93.5	93.5
D&A and other non-cash items	20.2	1.1	1.1	
Total capex	-20.0	-20	-20	
Working capital	-29.1	-5.0	-2.0	
Operating FCF	50.9	68.6	72.6	93.5
NPV FCF	50.9	64.1	63.3	
SUM DCF (2024E-26E)	178			
TV	1,309			
NPV TV	1,141			
SUM TV+DCF	1,319			
Net debt 2023A/Sever. & other funds	-999			
Equity Value	320			
Equity Value (EUR/share)	2.9			

Source: Intesa Sanpaolo Research estimates

DDM methodology

IGD - DDM valuation (2024E-26E)

EUR M	2024E	2025E	2026E	Beyond
FCFE	0.0	5.5	8.3	33.1
COE (%)	10.6			
NPV FCFE	0.0	5.0	6.8	
SUM FCFE 2024E-26E	12			
Terminal Value (net of funds)	66			
NPV Terminal value	54			
Total FCFE	65			
FCFE per share (EUR)	0.6			

Source: Intesa Sanpaolo Research estimates

Multiples' approach**IGD – Peers P/NAV multiples (2023A-25E)**

(x)	2024	2025	2026
IGD	0.25	0.24	0.24
Eurocommercial Properties NV	0.60	0.59	0.62
Unibail-Rodamco-Westfield SE Stapled	0.59	0.60	0.55
Klepierre SA	0.90	0.87	0.84
Mercialys SA	0.71	0.69	0.67
Wereldhave N.V.	0.62	0.57	0.53
MERLIN Properties SOCIMI, S.A.	0.83	0.81	0.77
Covivio SA	0.67	0.66	0.64
Gecina SA	0.70	0.68	0.67
Icade SA	0.33	0.35	0.36
Average	0.62	0.65	0.63

Priced at market close on 26/08/2024; Source: FactSet

IGD – Peers' multiples valuation

Multiple P/NAV	P/NAV 2024E (x)	2024E EPRA NAV (EUR M)	NAV/sh.
Peers' avg. P/NAV 2024E (FactSet) & ISP 2024E NAV	0.62	992	5.6
Holding cost/Discount per share (25%)			-1.4
Implied TP (EUR)			4.2

Source: Intesa Sanpaolo Research estimates

Valuation and Key Risks

Valuation basis

Our EUR 2.6/sh. TP is obtained based on the average equity value derived from DCF, DDM (with a 10.6% cost of equity and a 7.14% WACC) and multiples-based methodologies based on P/NAV.

Key Risks

Company specific risks:

- The company's high domestic exposure, with a strong correlation to Italian country risk;
- The exposure to the retail business potentially affecting rents in a slowdown of GDP
- High cost of debt eroding FFO

Sector generic risks:

- Rising Interest rates' dynamic
- Vacancies
- Tenants' credit risk

Company Snapshot

Company Description

Immobiliare Grande Distribuzione SIIQ S.p.A. is one of the main players in Italy's retail real estate market: it develops and manages shopping centers throughout the country and has a significant presence in Romanian retail distribution. Listed on the Star Segment of the Italian Stock Exchange, IGD was the first SIIQ (Società di Investimento Immobiliare Quotata or real estate investment trust) in Italy. IGD has a real estate portfolio valued at circa €2,140.5 million at 31 December 2021, comprised of, in Italy, 19 hypermarkets and supermarkets, 27 shopping malls and retail parks, 1 plot of land for development, 1 property held for trading and 6 other real estate properties. Following the acquisition of the company Winmark Magazine SA in 2008 14 shopping centers and an office building, found in 13 different Romanian cities, were added to the portfolio. An extensive domestic presence, a solid financial structure, the ability to plan, monitor and manage all phases of a center's life cycle, leadership in the retail real estate sector: these qualities summarize IGD's strong points.

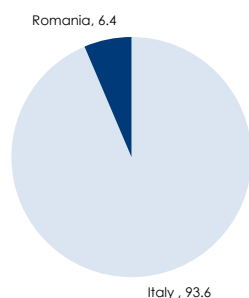
Key data

Mkt price (€)	2.27	Free float (%)	45.5
No. of shares	110.3	Major shr	Coop Alleanza 3.0
52Wk range (€)	2.35/1.41	(%)	40.9
Reuters	IGD.MI	Bloomberg	IGD IM
Performance (%)	Absolute		Rel. FTSE IT All Sh
-1M	16.6	-1M	17.4
-3M	22.4	-3M	25.5
-12M	-0.9	-12M	-16.4

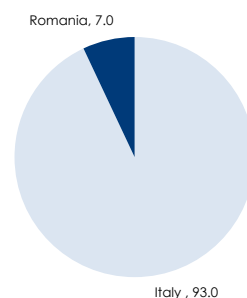
Estimates vs. consensus

EUR M (Y/E Dec)	2023A	2024E	2024C	2025E	2025C	2026E	2026C
Sales	156.3	146.3	142.5	141.0	138.2	142.5	141.7
EBITDA	107.7	101.2	101.9	99.03	98.83	101.8	100.5
EBIT	-33.10	81.02	99.00	93.70	97.00	94.70	99.00
Pre-tax income	-81.80	-16.58	16.01	34.00	33.95	35.00	34.80
EPRA Earnings	57.10	30.32	34.00	33.32	36.00	34.32	37.50
EPRA EPS (€)	0.52	0.27	0.31	0.30	0.31	0.31	0.32

Sales breakdown by asset (%)



GAV breakdown by asset (%)



Source: Company data, Intesa Sanpaolo Research estimates and FactSet consensus data (priced at market close of 26/08/2024)

IGD – Key Data

Rating BUY	Target price (€/sh) Ord 2.6		Mkt price (€/sh) Ord 2.27			Sector Real Estate
Values per share (EUR)	2021A	2022A	2023A	2024E	2025E	2026E
No. ordinary shares (M)	110.3	110.3	110.3	110.3	110.3	110.3
Market cap (EUR M)	429.30	404.64	278.87	249.93	249.93	249.93
Adj. EPS	0.571	0.581	0.517	0.275	0.302	0.311
CFPS	0.33	-1.07	-2.02	-0.34	0.29	0.30
BVPS	10.70	10.16	9.10	8.94	9.24	9.56
NAVPS	10.62	10.17	9.13	8.96	9.22	9.45
Dividend ord	0.350	0.300	0	0.050	0.075	0.100
Average Price	3.9	3.7	2.5	2.3	2.3	2.3
Income statement (EUR M)	2021A	2022A	2023A	2024E	2025E	2026E
Revenues	152.0	152.0	156.3	146.3	141.0	142.5
EBITDA	106.8	103.2	107.7	101.2	99.03	101.8
EBIT	89.88	7.69	-33.10	81.02	93.70	94.70
Pre-tax income	55.78	-22.34	-81.80	-16.58	34.00	35.00
Net income	52.78	-22.34	-81.70	-17.78	33.32	34.32
EPRA earnings	63.02	64.16	57.10	30.32	33.32	34.32
Cash flow (EUR M)	2021A	2022A	2023A	2024E	2025E	2026E
Net income before minorities	52.8	-22.3	-81.7	-17.8	33.3	34.3
Depreciation and provisions	16.9	95.5	140.8	20.2	1.1	1.1
Others/Uses of funds	-0.5	0.1	0	4.4	-0.1	3.1
Change in working capital	5.3	12.4	0	-29.1	-5.0	-2.0
Operating cash flow	77.5	85.6	59.0	-21.1	30.0	37.3
Capital expenditure	-35.0	-35.0	-25.0	-20.0	-20.0	-20.0
Financial investments	0	0	0	0	0	0
Acquisitions and disposals	115.0	0	0	0	0	0
Free cash flow	157.5	50.6	34.0	-41.1	10.0	17.3
Dividends	0	-38.6	-33.1	0	-5.5	-8.3
Equity changes & other non op item	-11.6	-92.7	-6.8	29.3	0.2	1.2
Net cash flow	168.4	10.1	8.5	157.9	16.0	13.7
Balance sheet (EUR M)	2021A	2022A	2023A	2024E	2025E	2026E
Total fixed assets	2,186.4	2,117.5	1,970.5	1,696.1	1,703.1	1,713.6
Net working capital	25.1	12.8	-31.1	-2.0	3.0	5.0
Other items	-44.3	-31.7	33.7	109.7	109.5	109.4
Net capital employed	2,167.2	2,098.5	1,973.1	1,803.8	1,815.6	1,828.0
Net debt/-cash	987.0	976.9	968.4	810.5	794.5	780.9
Minorities	0	0	0	0	0	0
Net equity	1,180.2	1,121.6	1,004.7	986.8	1,020.1	1,054.4
Stock market ratios (x)	2021A	2022A	2023A	2024E	2025E	2026E
Adj. P/E	6.8	6.3	4.9	8.2	7.5	7.3
P/CFPS	12.0	-3.4	-1.3	-6.6	7.8	7.5
P/BVPS	0.36	0.36	0.28	0.25	0.25	0.24
P/NAVPS	0.22	0.22	0.25	0.25	0.25	0.24
Payout (%)	73	-148	0	-31	25	32
Dividend yield (% ord)	9.0	8.2	0	2.2	3.3	4.4
FCF yield (%)	36.7	12.5	12.2	-16.5	4.0	6.9
LTV (%)	44.8	45.7	48.1	45.0	43.9	42.9
D/EBIT	11.0	127.0	Neg.	10.0	8.5	8.2
Profitability & financial ratios (%)	2021A	2022A	2023A	2024E	2025E	2026E
EBITDA margin	70.3	67.9	68.9	69.2	70.2	71.5
EBIT margin	59.1	5.1	-21.2	55.4	66.5	66.5
Tax rate	NM	NM	NM	7.2	NM	NM
Net income margin	34.7	-14.7	-52.3	-12.1	23.6	24.1
ROCE	4.1	0.4	-1.7	4.5	5.2	5.2
ROE	4.6	-1.9	-7.7	-1.8	3.3	3.3
Interest cover	-2.6	-0.3	0.7	-0.8	-1.6	-1.7
Debt/equity ratio	83.6	87.1	96.4	82.1	77.9	74.1
Growth (%)		2022A	2023A	2024E	2025E	2026E
Sales		-0.0	2.8	-6.4	-3.7	1.1
EBITDA		-3.4	4.4	-6.0	-2.1	2.8
EBIT		-91.4	NM	NM	15.7	1.1
Pre-tax income		NM	NM	79.7	NM	2.9
EPRA earnings		64.2	57.1	30.3	33.3	34.3
NAV data	2021A	2022A	2023A	2024E	2025E	2026E
Properties and other assets MV	2,186.4	2,117.5	1,970.5	1,696.1	1,703.1	1,713.6
NAV	1,171.8	1,121.8	1,007.0	989.2	1,017.0	1,043.1

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

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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

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

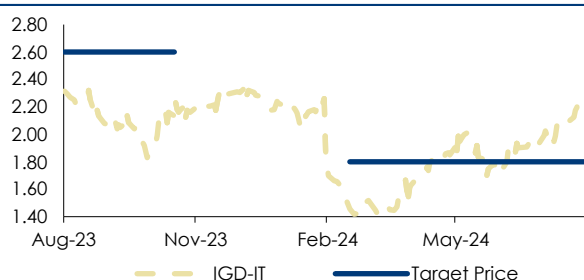
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IGD:**Target price and market price trend (-1Y)****Historical recommendations and target price trend (-1Y)**

Date	Rating	TP (EUR)	Mkt Price (EUR)
15-Mar-24	HOLD	1.80	1.46
15-Nov-23	HOLD	Under Review	2.2

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

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