

Morning Watch: Specialist/CB

New Research

CLI (BUY)	BUY; TP EUR 4.0/sh
NB Aurora (BUY)	BUY; New TP EUR 14.4/sh
Newlat Food (BUY)	BUY; New TP EUR 7.8/sh

Italy: Today's News

Growens (BUY)	Acquisition of Really Good Emails and Beefree's 3-years plan
LU-VE (BUY)	Weak Preliminary 1Q24 Revenues, as Expected

2 **16 April 2024: 8:58 CET**
Date and time of production

2 Equity Market/Daily

EXM – STAR – EGM

On Our radar: Today's Newsflow

Italy	Positive/Negative
Growens	+

Europe	Positive/Negative
---------------	--------------------------

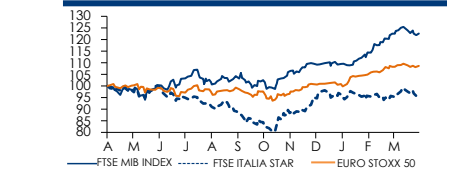
Stock Markets: Performance

Chg (%)	1D	3M	6M	12M
FTSE All Share	0.5	11.3	20.2	20.1
FTSE MIB	0.6	12.0	20.2	21.8
FTSE IT Star	-0.1	-0.7	13.2	-4.9
Euro Stoxx 50	0.1	7.7	11.3	8.5
Stoxx Small 200	0.2	4.6	14.4	4.7
NASDAQ	-1.8	6.1	18.5	31.0
S&P 500	-1.2	5.8	17.0	22.3

FTSE MIB Best & Worst: 1D% chg

Prysmian	4.5	Amplifon	-1.8
Stellantis	2.5	ERG	-1.7
Leonardo	2.3	Tenaris	-1.5

Index Performance (-12M)



Source: FactSet;

Upcoming Intesa Sanpaolo Events

What?	Where?	When?
ISMO	Milan	9 May
ISMO	Paris	17 May
ISMO	Madrid	6 June

Report priced at market close on day prior to issue; Ratings and Target Prices as assigned in the latest company reports (unless otherwise indicated).

This is an extract of our Equity Daily report published today, incorporating our comments on those companies for which Intesa Sanpaolo is Listing Agent, Specialist or Corporate Broker.

Intesa Sanpaolo Research Dept

Equity Research Team

Corporate Broking Research Team

Sales & Trading

+39 02 7261 2905

See page 6 for full disclosure and analyst certification

Institutional Investor Survey 2024
voting.institutionalinvestor

CLICK HERE TO VOTE

Vote for INTESA SANPAOLO (Italy):

ITALY RESEARCH
ITALY SMALL & MID CAP
ITALY SALES
ITALY CORPORATE ACCESS
ITALY TRADING & EXEC. ACCESS

INDUSTRY RESEARCH SECTORS:
Auto & Auto Parts, Banks, Infrastructure,
Insurance, Luxury Goods, Oil & Gas Exploration,
Oil Services, Pharmaceuticals & Biotechnology,
Telecommunication Services, Utilities & Clean
Energy

16 April 2024: 08:54 CET
Date and time of first circulation

IMI

CORPORATE &
INVESTMENT
BANKING

Italy: Today's News

Growens (BUY)

GROW IM; GROW-IT

Acquisition of Really Good Emails and Beefree's 3-years plan

Market Mover (GROW-IT)	Positive	Neutral	Negative
------------------------	----------	---------	----------

What's up? Growens has agreed to acquire Really Good Emails (RGE), a US company active in the email design business, via its American subsidiary BEE Content Design. RGE owns a website and software offering over 15,000 of email templates divided into categories. Over the past decade RGE has led campaigns for some of the largest global brands and has built a community of users, with over 220,000 subscribers to the newsletter and hundreds of participants in the "Unspam" event that attracts email design experts and enthusiasts from around the world. RGE's 2023 revenues reached USD 0.25M. BEE is purchasing RGE's assets (the website, software, customer contracts and brands) for: i) a total consideration up to USD 0.6M; plus: ii) an earn-out of up to USD 6M upon certain undisclosed 2024-26 profitability targets, based on Beefree's ARR generated by new customers from RGE's website. Following the acquisition, RGE's co-founders Mike Nelson and Matt Helbig will take operating roles at Beefree (Head of Growth and Senior Email Marketing Manager, respectively). The rationale behind the transaction is to generate synergy between RGE's email template catalogue, allowing users to gather inspiration for campaign design, and Beefree's software, which allows to effortlessly design email campaigns, to widen their audience and the number of customers.

Beefree's Three-Year Plan 2024-2026 The company also provided targets for post-integration with RGE:

- Revenue CAGR 2023-2026 > 35%;
- Steady-state gross margin (2026) > 75%;
- Headcount CAGR 2023-2026 over 5%, particularly in Customer Experience, Marketing, Sales, R&D departments;
- EBITDA break-even in 2025. Steady-state EBITDA margin exceeding 15%;
- CAPEX 2024-26 of approximately USD 15M; Negative cash flow in 2024-25 for USD 8-10M, break-even in 2026;
- ARR as of December 2026 of USD 30-35M.

The target ARR for 2024 is at USD 15-18M, thanks to: i) The launch of a new commercial package offering for Beefree (March 2024) and Beefree SDK (by 3Q24); II) investments in R&D; iii) go-to-market initiatives, leveraging resources acquired with RGE (e.g. partnerships, community, multilingual approach).

What we think: The purchase of RGE is consistent with Growens' strategic goal to increase Beefree's growth. In our view, while creating organisational and go-to-market synergies. We see it as an opportunity to enrich Beefree's offer, enhancing customer experience and expand the client base, helping to reach Beefree's targets for an operating break-even in 2025 and cash break-even in 2026. The company maintains its opportunistic approach to M&A, focusing on Beefree's arena. The management could also consider a disposal of Agile Telecom where the focus is on margins rather than volumes. We plan to revise our estimates to incorporate the disclosed targets.

Growens - Key Data

16/04/2024	Information		
Target Price (€)	7.0		
Rating	BUY		
Mkt price (€)	6.58		
Mkt cap (EUR M)	101.3		
Main Metrics (€ M)	2023E	2024E	2025E
Revenues	72.10	82.15	91.16
EBITDA	1.03	1.32	1.48
EPS (EUR)	-0.16	-0.01	-0.01
Net debt/-cash	-44.71	-42.03	-38.40
Ratios (x)	2023E	2024E	2025E
Adj. P/E	Neg.	Neg.	Neg.
EV/EBITDA	52.1	42.6	40.3
EV/EBIT	Neg.	NM	NM
Debt/EBITDA	Neg.	Neg.	Neg.
Div yield (%)	0	0	0
Performance (%)	1M	3M	12M
Absolute	17.5	25.1	8.6
Rel. to FTSE IT All Sh	17.4	12.3	-9.6

Source: FactSet, Company data, Intesa Sanpaolo Research estimates

Intesa Sanpaolo is Corporate Broker to Growens

Arianna Terazzi - Research Analyst
+39 02 4127 9026
arianna.terazzi@intesasanpaolo.com

Coverage policy and frequency of research reports

The list of companies covered by the Research Department is available upon request. Intesa Sanpaolo SpA aims to provide continuous coverage of the companies on the list in conjunction with the timing of periodical accounting reports and any exceptional event that affects the issuer's operations. The companies for which Intesa Sanpaolo SpA acts as listing agent or specialist or other regulated roles are covered in compliance with regulations issued by regulatory bodies with jurisdiction. In the case of a short note, we advise investors to refer to the most recent company report published by Intesa Sanpaolo SpA's Research Department for a full analysis of valuation methodology, earnings assumptions, risks and the historical of recommendation and target price. In the Equity Daily note and Weekly Preview report the Research Department reconfirms the previously published ratings and target prices on the covered companies (or alternatively such ratings and target prices may be placed Under Review). Research qualified as a minor non-monetary benefit pursuant to provisions of Delegated Directive (EUR) 2017/593 is freely available on the IMI Corporate & Investment Banking Division website (www.imi.intesasanpaolo.com); all other research is available by contacting your sales representative.

Our Mid Corporate Definition

Italy is characterised by a large number of non-listed and listed micro, small and medium-sized companies. Looking at the revenues of these Italian companies, around 5,000 companies eligible for listing have revenues below EUR 1,500M based on Intesa Sanpaolo elaborations. We define these companies as 'Mid Corporate'. Looking more specifically at Italian listed companies, we include in our Mid Corporate segment all STAR companies and those with a market capitalisation of around EUR 1Bn.

Distribution Method

This document is for the exclusive use of the person to whom it is delivered by Intesa Sanpaolo and may not be reproduced, redistributed, directly or indirectly, to third parties or published, in whole or in part, for any reason, without prior consent expressed by Intesa Sanpaolo. The copyright and all other intellectual property rights on the data, information, opinions and assessments referred to in this information document are the exclusive domain of the Intesa Sanpaolo banking group, unless otherwise indicated. Such data, information, opinions and assessments cannot be the subject of further distribution or reproduction in any form and using any technique, even partially, except with express written consent by Intesa Sanpaolo. Persons who receive this document are obliged to comply with the above indications.

Equity Research Publications in Last 12M

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

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

Valuation methodology (long-term horizon: 12M)

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

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

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

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

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

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

Historical recommendations and target price trends (12M)

This report is a compendium report or may include excerpts from previously published reports: in this report, we confirm the ratings and target prices assigned in the latest company reports (or alternatively such ratings and target prices may be placed Under Review). The 12M rating and target price history chart(s) for the companies included in this report can be found at Intesa Sanpaolo's website/Research/Regulatory disclosures: <https://group.intesasanpaolo.com/en/research/RegulatoryDisclosures/tp-and-rating-history--12-months->. Intesa Sanpaolo changed its long-term 12M horizon rating key on 3 April 2023; please refer to the ISP Equity Rating Reconciliation Table for further details at the following link: <https://group.intesasanpaolo.com/it/research/equity---credit-research>

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

Number of companies considered: 150	BUY	HOLD	SELL
Total Equity Research Coverage relating to last rating (%)*	71	29	1
of which Intesa Sanpaolo's Clients (%)**	68	42	0

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

Company-specific disclosures

Intesa Sanpaolo S.p.A. and the other companies belonging to the Intesa Sanpaolo Banking Group (hereafter the "Intesa Sanpaolo Banking Group") have adopted written guidelines "Organisational, Management and Control Model" pursuant to Legislative Decree 8 June 2001 no. 231 (available at the Intesa Sanpaolo website, <https://group.intesasanpaolo.com/en/governance/leg-decree-231-2001>) setting forth practices and procedures, in accordance with applicable regulations by the competent Italian authorities and best international practice, including those known as Information Barriers, to restrict the flow of information, namely inside and/or confidential information, to prevent the misuse of such information and to prevent any conflicts of interest arising from the many activities of the Intesa Sanpaolo Banking Group, which may adversely affect the interests of the customer in accordance with current regulations.

In particular, the description of the measures taken to manage interest and conflicts of interest – related to Articles 5 and 6 of the Commission Delegated Regulation (EU) 2016/958 of 9 March 2016 supplementing Regulation (EU) No. 596/2014 of the European Parliament and of the Council with regard to regulatory technical standards for the technical arrangements for objective presentation of investment recommendations or other information recommending or suggesting an investment strategy and for disclosure of particular interests or indications of conflicts of interest as subsequently amended and supplemented, the FINRA Rule 2241, as well as the Financial Conduct Authority Conduct of Business Sourcebook rules COBS 12.4 - between the Intesa Sanpaolo Banking Group and issuers of financial instruments, and their group companies, and referred to in research products produced by analysts at Intesa Sanpaolo S.p.A. is available in the "Rules for Research" and in the extract of the "Corporate model on the management of inside information and conflicts of interest" published on the website of Intesa Sanpaolo S.p.A..

At the Intesa Sanpaolo website, webpage <https://group.intesasanpaolo.com/en/research/RegulatoryDisclosures/archive-of-intesa-sanpaolo-group-s-conflicts-of-interest> you can find the archive of disclosure of interests or conflicts of interest of the Intesa Sanpaolo Banking Group in compliance with the applicable laws and regulations.

Furthermore, in accordance with the aforesaid regulations, the disclosures of the Intesa Sanpaolo Banking Group's conflicts of interest are available through the above-mentioned webpage. The conflicts of interest published on the internet site are updated to at least the day before the publishing date of this report.

We highlight that disclosures are also available to the recipient of this report upon making a written request to Intesa Sanpaolo – Equity & Credit Research, Via Manzoni, 4 - 20121 Milan - Italy.

Index Intellectual Property: STOXX

STOXX Limited ('STOXX') is the source of Euro Stoxx 50/Stoxx Small 200 and the data comprised therein. STOXX has not been involved in any way in the creation of any reported information and does not give any warranty and excludes any liability whatsoever (whether in negligence or otherwise) – including without limitation for the accuracy, adequateness, correctness, completeness, timeliness, and fitness for any purpose – with respect to any reported information or in relation to any errors, omissions or interruptions in the Euro Stoxx 50/Stoxx Small 200 or its data. Any dissemination or further distribution of any such information pertaining to STOXX is prohibited.

Intesa Sanpaolo Research Dept.

Gregorio De Felice - Head of Research +39 02 8796 2012 gregorio.defelice@intesasnpaolo.com

Equity&Credit Research

Alberto Cordara +39 02 4127 8647 alberto.cordara@intesasnpaolo.com
Giampaolo Trasi +39 02 8794 9803 giampaolo.trasi@intesasnpaolo.com

Equity Research

Monica Bosio (Head) +39 02 4127 9010 monica.bosio@intesasnpaolo.com
Alberto Artoni +39 02 4127 9011 alberto.artoni@intesasnpaolo.com
Luca Bacoccoli +39 02 4127 9012 luca.bacoccoli@intesasnpaolo.com
Davide Candela +39 02 4127 9013 davide.candela@intesasnpaolo.com
Oriana Cardani +39 02 4127 9014 oriana.cardani@intesasnpaolo.com
Marco Cristofori +39 02 4127 9015 marco.cristofori@intesasnpaolo.com
Andrea Devita +39 02 4127 9016 andrea.devita@intesasnpaolo.com
Antonella Frongillo +39 02 4127 9017 antonella.frongillo@intesasnpaolo.com
Renato Gargiulo +39 02 4127 9018 renato.gargiulo@intesasnpaolo.com
Marina Hagoort +39 02 4127 9161 marina.hagoort@intesasnpaolo.com
Manuela Meroni +39 02 4127 9019 manuela.meroni@intesasnpaolo.com
Elena Perini +39 02 4127 9020 elena.perini@intesasnpaolo.com
Bruno Permutti +39 02 4127 9021 bruno.permutti@intesasnpaolo.com

Corporate Broking Research

Alberto Francese (Head) +39 02 4127 9022 alberto.francese@intesasnpaolo.com
Gabriele Berti +39 02 4127 9023 gabriele.berti@intesasnpaolo.com
Giada Cabrino +39 02 4127 9024 giada.cabrino@intesasnpaolo.com
Davide Rimini +39 02 4127 9025 davide.rimini@intesasnpaolo.com
Arianna Terazzi +39 02 4127 9026 arianna.terazzi@intesasnpaolo.com

Credit Research

Maria Grazia Antola (Head) +39 02 4127 5319 maria.antola@intesasnpaolo.com
Alessandro Chiodini +39 02 4127 9027 alessandro.chiodini@intesasnpaolo.com
Dario Fasani +39 02 4127 9028 dario.fasani@intesasnpaolo.com
Melanie Gavin +39 02 4127 9029 melanie.gavin@intesasnpaolo.com
Maria Gabriella Tronconi +39 02 4127 9030 maria.tronconi@intesasnpaolo.com
Barbara Pizzarelli (Research Support) barbara.pizzarelli@intesasnpaolo.com

Technical Analysis

Corrado Binda corrado.binda@intesasnpaolo.com
Sergio Mingolla antonio.mingolla@intesasnpaolo.com

Clearing & Data Processing

Anna Whatley (Head) +39 02 4127 9031 anna.whatley@intesasnpaolo.com
Stefano Breviglieri stefano.breviglieri@intesasnpaolo.com
Annita Ricci annita.ricci@intesasnpaolo.com
Wendy Ruggeri wendy.ruggeri@intesasnpaolo.com
Elisabetta Bugliesi (IT support) elisabetta.bugliesi@intesasnpaolo.com

Intesa Sanpaolo – IMI Corporate & Investment Banking Division

Bernardo Bailo - Head of Global Markets Sales +39 02 7261 2308 bernardo.bailo@intesasnpaolo.com
Emanuele Pozzi - Head of Global Markets Flow Sales +39 02 7261 7175 emanuele.pozzi@intesasnpaolo.com

Equity Sales

Giorgio Pozzobon +39 02 7261 5616 giorgio.pozzobon@intesasnpaolo.com

Institutional Sales

Catherine d'Aragon +39 02 7261 5929 catherine.daragon@intesasnpaolo.com
Francesca Bonacina francesca.bonacina1@intesasnpaolo.com
Carlo Cavaliere carlo.cavaliere@intesasnpaolo.com
Laurent Kieffer +44 20 7651 3653 laurent.kieffer@intesasnpaolo.com
Paola Parenti +39 02 7265 6530 paola.parenti@intesasnpaolo.com
Roberta Papeschi +39 02 7261 6363 roberta.papeschi@intesasnpaolo.com
Federica Repetto +39 02 7261 5517 federica.repetto@intesasnpaolo.com
Mark Wilson +39 02 7261 2758 mark.wilson@intesasnpaolo.com
Fabrizio Tito +39 02 7261 7152 fabrizio.tito@intesasnpaolo.com
Francesco Riccardi (Corporate Broking) +39 02 7261 5966 francesco.riccardi@intesasnpaolo.com
Laura Spinella (Corporate Broking) +39 02 7261 5782 laura.spinella@intesasnpaolo.com
Alessandro Bevacqua +39 02 7261 5114 alessandro.bevacqua@intesasnpaolo.com
Lorenzo Pennati (Sales Trading) +39 02 7261 5647 lorenzo.pennati@intesasnpaolo.com

Equity Derivatives Institutional Sales

Emanuele Manini +39 02 7261 5936 emanuele.manini@intesasnpaolo.com
Enrico Ferrari +39 02 7261 2806 enrico.ferrari@intesasnpaolo.com
Stefan Gess +39 02 7261 5927 stefan.gess@intesasnpaolo.com
Edward Lythe +44 20 7894 2456 edward.lythe@intesasnpaolo.com
Ferdinando Zamprotta +39 02 7261 5577 ferdinando.zamprotta@intesasnpaolo.com

Gherardo Lenti Capoduri – Head of Market Hub +39 02 7261 2051 gherardo.lenticapoduri@intesasnpaolo.com

Intesa Sanpaolo IMI Securities Corp.

Fabio Martirani (Equity Institutional Sales) +1 212 326 1230 fabio.martirani@intesasnpaolo.com
Greg Principe (Equity Institutional Sales) +1 212 326 1233 greg.principe@intesasnpaolo.com