

COMPANY UPDATE



ADD

Fair value: €3.49 Price: €1.80 Upside: 93.9%

Kevin TEMPESTINI +39.02.83424007 ktempestini@ktepartners.com

Giancarlo DI VONA +39.02.83424008 gdivona@ktepartners.com

Federica FIORENZA +39.02.83424008 ffiorenza@ktepartners.com

Esautomotion - Key Figures

Market Data:			
Main Shareholders			
Franco Fontana			34,56%
Gianni Senzolo			30,69%
Mkt Cap (€ mn)			23.6
EV (€ mn)			15.7
Shares issued (mn)			12.8
Free Float (%)			0
Market multiples	2019	2020	2021
EV/EBITDA			
Esautomotion SpA	5.0x	5.4x	3.8x
Comps median	22.1x	24.0x	20.8x
Esautomotion SpA vs Media	-77%	-77%	-82%
P/EPS			
Esautomotion SpA	13.6x	18.0x	10.5x
Comps median	42.5x	38.8x	34.2x
Esautomotion SpA vs Media	-68%	-54%	-69%
Stock Data:			
52 Wk High (€)			2.98
52 Wk Low (€)			1.30
Avg. Daily Trading 90d			2,373
Price Change 1w (%)			4.0%
Price Change 1m (%)			-0.3%
Price Change YTD (%)			-33%

Source: Company data, KT&Partners' estimates

ESAU growing **EAST**

€ Million	FY16A	FY17A	FY18A	FY19A	FY20E	FY21E	FY22E	FY23E
Total Revenues	12.7	15.6	18.5	18.6	17.3	22.1	25.1	28.6
EBITDA	3.2	4.6	5.0	3.4	3.1	4.4	5.5	6.6
margin	25.2%	29.5%	27.2%	18.2%	18.0%	20.0%	21.9%	23.1%
Net Profit	1.6	2.5	3.0	1.7	1.1	2.2	2.8	3.6
margin	12.4%	15.8%	16.2%	9.1%	6.4%	9.9%	11.2%	12.5%
EPS	n.m.	n.m.	0.23	0.13	0.10	0.17	0.22	0.28

Recent Developments. ESAU intents to increase its focus on the Chinese market which in 1H2020 generated revenues of equal value to 1H2019. To do so the Company ha participated to the "China International Industrial Fair" recording a strong interest for its offering by the largest Chinese industrial players. During the fair, as a world premiere, ESAU has also presented its new CNC line. Additionally, with the aim of growing high-quality and local production, ESAU has promoted a joint venture (JV) in China between Sangalli Servomotori and BGM Elettronica. The JV of the two companies, who are already ESAU suppliers in Italy, will have meaningful impacts on the Company's Chinese business, especially in terms of cost reduction, optimization, logistics and distribution.

1H2020 Results. ESAU's business has been impacted by the spread of COVID-19, which caused both a stop in production activities and a demand slowdown. Top line reached €8.2mn, falling by 15.7% with respect to 1H2019. Revenues suffered especially in Italy and Europe but were partially compensated by China and Turkey. The Asian expansion however has negatively impacted profitability due to a lower range of products demanded. EBITDA fell by 33.2% compared to 1H2020 reaching €1.36mn, with an EBITDA margin of 16.7%, 430bps below 1H2019. ESAU reported net income of €329k (-68.1% vs 1H19).

Industrial Software Market. The market's leaders in computer numerical control (CNC) production have faced a meaningful slowdown during the first half of the year. Fanuc has reported a fall in revenues of 16% compared to 3M19 with the net income margin decreasing from 18% in 3M19 to 11% in 3M20.

Estimate Update. Taking into consideration factors driving the Company's results for 1H2020, we have left unchanged our forecasts of revenues for the length of the plan. However, due to the economic slowdown, higher incidence of service costs and unfavorable product mix, we have revisited our expectations about EBITDA. FY20 EBITDA and EBITDA margin were decreased by ca. 14.7% to €3.1mn and 310bps to 18%, respectively. EBITDA is expected to reach €6.6mn in FY23 (-11.8% vs previous estimates) with a 23.1% marginality. FY20 EBIT is expected to reach €1.6mn in FY20 and €5.1mn in FY23. We forecast net income amounting to €1.1mn in FY20 and €3.6mn in FY23.

Valuation. Our valuation - based on both DCF and a market multiples model - returns an average equity value of €45.7mn or €3.49ps. The expected price indicates a potential upside of 94% on the current market price (12/10/2020 - €1.80ps).

Relative Performance Chart YTD





Esautomotion - Key Figures

	la dece						ee Float (%
3.49	Indus	trial Software					17.
2016A	2017A	2018A	2019A	2020E	2021E	2022E	2023
n.m.	n.m.	13.10	13.10	13.10	13.10	13.10	13.10
n.m.	n.m.	12.83	12.83	12.83	12.83	12.83	12.8
n.m.	n.m.	0.23	0.13	0.09	0.17	0.22	0.2
n.a.	n.a.	0.05	0.05	0.05	0.02	0.03	0.0
n.a.	n.a.	20.3%	21.7%	37.6%	20.0%	20.0%	20.09
12,661	15,586	18,476	18,562	17,290	22,123	25,104	28,62
3,193	4,602	5,032	3,376	3,107	4,427	5,487	6,61
2,351	3,505	3,767	1,808	1,631	2,921	3,993	5,07
2,294	3,463	3,670	1,764	1,446	2,896	3,968	5,05
(721)	(997)	(673)	(67)	(336)	(710)	(1,151)	(1,465
31%	29%	18%	4%	23%	25%	29%	299
1,573	2,466	2,997	1,697	1,110	2,186	2,817	3,58
1,573	2,464	2,996	1,697	1,110	2,186	2,817	3,58
1,117	1,292	1,986	2,645	2,605	2,585	2,631	2,68
2,775	4,307	5,843	6,616	6,281	7,819	8,594	9,46
(89)	(243)	(262)	(289)	(485)	(701)	(923)	(1,161
3,803	5,356	7,567	8,972	8,401	9,704	10,302	10,98
677	36	(7,656)	(7,031)	(7,943)	(8,527)	(10,247)	(12,551
3,124	5,318	15,220	15,996	16,336	18,223	20,540	23,52
2	2	3	7	7	8	9	1
3,126	5,320	15,223	16,003	16,344	18,231	20,549	23,53
_	_	4.341	3.307	2.634	3,580	4.329	5,14!
_							(872
_	_						(1,531
							179
_	_						2,92
		732	702	.,,,_,		2,230	_,,
n.a.	n.a.	41.396	36.311	23.585	23,585	23,585	23,58
							10
							(12,551
							11,04
	11101	33,7 .3	27,207	13,030	.5,000	.5,5 .6	,
25.2%	29.5%	27.2%	18.2%	18.0%	20.0%	21.9%	23.19
							17.79
							-53.39
							0.59
							-189.79
							46.29
							15.29
n.m.	n.m.	0.90	0.89	0.96	0.75	0.66	0.5
n.m.	n.m.	3.29	4.90	5.33	3.74	3.02	2.5
11.111.		7.71	13.60	20.80	10.56	8.20	6.4
		/ , / 1	13.00		10.50		
n.m.	n.m.		3%	6%	3%	8%	109
	n.m. n.m.	n.m.	3%	6%	3%	8%	10
n.m.	n.m.	n.m.					14 09
n.m.	n.m. 23.1%	n.m.	0.5%	-6.9%	28.0%	13.5%	14.09
n.m.	n.m.	n.m.					
	n.m. n.m. n.a. n.a. 12,661 3,193 2,351 2,294 (721) 31% 1,573 1,573 1,573 1,117 2,775 (89) 3,803 677 3,124 2 3,126	3.49 Indus 2016A 2017A n.m. n.m. n.m. n.m. n.m. n.m. n.m. n.a. n.a. n.a. n.a. 12,661 15,586 3,193 4,602 2,351 3,505 2,294 3,463 (721) (997) 31% 29% 1,573 2,466 1,573 2,466 1,573 2,464 1,117 1,292 2,775 4,307 (89) (243) 3,803 5,356 677 36 3,124 5,318 2 2 3,126 5,320 n.a. n.a. 2 2 677 36 n.a. n.a. 2 3 2 3 2 3 2 3 3 3 3 3 3 3 3 3 3 3 3 3	2016A 2017A 2018A n.m. n.m. 13.10 n.m. n.m. 12.83 n.m. n.m. 0.23 n.a. n.a. 0.05 n.a. n.a. 20.3% 12,661 15,586 18,476 3,193 4,602 5,032 2,351 3,505 3,767 2,294 3,463 3,670 (721) (997) (673) 31% 29% 18% 1,573 2,466 2,997 1,573 2,464 2,996 1,117 1,292 1,986 2,775 4,307 5,843 (89) (243) (262) 3,803 5,356 7,567 677 36 (7,656) 3,124 5,318 15,220 2 2 3 3,126 5,320 15,223 1.11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2016A 2017A 2018A 2019A	2016A 2017A 2018A 2019A 2020E	2016A 2017A 2018A 2019A 2020E 2021E	2016A 2017A 2018A 2019A 2020E 2021E 2022E

KT&Partners Srl

Via della Posta, 10 - Piazza Affari, 20123 Milano - Italy Tel: +39.02.83424007 Fax: +39.02.83424011 segreteria@ktepartners.com

Source: Company data, KT&Partners' estimates



Company Description

Esautomotion S.p.A. (ESAU) is one of the main Italian players active in the industrial automation sector. It designs, develops and sells integrated mechatronic CNC systems (software and hardware), motors, drivers and other tools for a range of industrial machines. We think that the stock is too heavily penalized by short-term weakness and the market is not properly valuing ESAU's resilient business model, strong cash flow generation and solid balance sheet. We also think that ESAU can finally leverage its strong balance sheet and cash position for expanding through M&As capitalizing on the sector's weakness due to COVID-19 and macroeconomic uncertainty.

1H20 Summary Results

The spread of COVID-19 has changed the global and Italian economic and social conditions, impacting the lives of people and businesses. ESAU's activities recorded a slowdown due to both a halt in global demand and production activities. The Company's direct exports represent 50% of sales, which become 80% when considering exports by Italian clients. Especially significant was the COVID-19 impact on Italian and European sales, although this was partially compensated by an increase in revenues in China and Turkey.

ESAU's total revenues reached €8.2mn in 1H2020, posting a decrease with respect to the previous year, when they amounted to €9.7mn (-15.7% vs 1H2019).

ESAU's profitability suffered from an unfavorable sale mix. In fact, the growth in the Eastern market counterbalanced the slowdown in Europe and Italygenerated by the COVID-19 lockdowns - but penalized the company marginalities due to a higher incidence of low-end products. EBITDA experienced a 33% decrease compared to 1H2019 settling at €1.4mn and posting an EBITDA margin of 16.7%. (440 bps below 1H2019).

EBIT amounted to €675k, 50.9% below 1H2019 with an EBIT margin of 8.2%.

On the bottom line, the Company reached net income of €329k.

As far as the financial soundness of the Company is concerned, although ESAU repurchased shares for €292k and paid dividends for €638k, it still maintained a net cash position of €6.7mn.



1H2020 Income Statement

€ thousand	1H17	1H18	1H19	1H20	YoY growth
Revenues from sales and services	7,357	9,467	9,567	8,121	-15.1%
Other Revenues	24	14	154	70	-54.5%
Total Revenues	7,381	9,481	9,721	8,191	-15.7%
Growth %		28.5%	2.5%	-15.7%	
Products and Raw materials	(3,683)	(4,721)	(5,178)	(4,430)	-14.4%
Gross Profit	3,698	4,760	4,543	3,761	-17.2%
Gross Margin		50.2%	46.7%	45.9%	-0.8%
Cost of Services	(790)	(1,351)	(1,405)	(1,398)	-0.5%
Personnel Expenses	(749)	(822)	(968)	(922)	-4.8%
Other Operating Expenses	(20)	(45)	(124)	(74)	-40.3%
EBITDA	2,139	2,542	2,046	1,367	-33.2%
EBITDA margin		26.8%	21.0%	16.7%	-4.4%
Growth %		18.8%	-19.5%	-33.2%	
D&A and Provisions	(433)	(532)	(671)	(692)	3.1%
EBIT	1,706	2,010	1,375	675	-50.9%
EBIT margin		21.2%	14.1%	8.2%	-5.9%
Growth %		17.8%	-31.6%	-50.9%	
Financial Income and Expenses	(23)	(30)	(8)	(160)	1900.0%
Extraordinary items					
EBT	1,683	1,980	1,367	515	-62.3%
Taxes	(514)	(322)	(338)	(186)	-45.0%
Tax Rate		16.3%	24.7%	36.1%	
Net Income	1,169	1,658	1,029	329	-68.0%
Net margin		17.5%	10.6%	4.0%	-6.6%
Growth %		41.8%	-37.9%	-68.0%	

Source: Company data



Estimates Revision

Based on the Company's 1H20 financial results and both global economical and automation market trends, we have revised our estimates for the 2020-23 period.

Considering revenues, we have left unchanged our future estimates. Although there is lower sales generation in Europe, where there is a strong competitive environment, we believe the Company will be able to continue pursuing a strategy to expand the number of clients in China and Turkey and to grow business in the USA.

In light of the results of the first half of 2020, the unfavorable product mix and the higher incidence of service costs, we have reviewed our expectations for EBITDA for the length of the plan. We expect EBITDA for FY20 of €3.1mmn (18% EBITDA margin), 14.7% below our previous estimates. In 2023 we forecast an EBITDA of €6.6mn (23.1% EBITDA margin), 11.8% below our previous estimates. EBITDA will grow at a 2019-23 CAGR of 18.3%.

With regard to net income, we believe it will be 32.8% lower than previously forecasted, amounting to €1.1mn in FY20 (6.4% net margin) with a value of €3.6mn in FY23 (12.5% net margin).

Lastly, we expect FY20 NFP to equal €7.9mn, 10.1% below former forecasts due to share repurchases and dividend payments.

Key financial indicators can be summed up as follows:

- FY20E revenues for €17.3, reaching €28.6mn in FY23E (11.4% CAGR FY19A-FY23E);
- FY20E EBITDA for €3.1mn, growing at €6.6mn in FY23E (18.3% CAGR FY19A-FY23E);
- FY20E net income for €1.1mn, reaching €3.6mn in FY23E (20.6% CAGR FY19A-FY23E).
- FY20E NFP for -€7.9mn, reaching -€12.5mn in FY23E (15.6% CAGR FY19A-FY23E).

Change in Estimates 2020-23 OLD VS NEW

€ thousand	2019A	2020E	2020E	Change	2021E	2021E	Change	2022E	2022E	Change	2023E	2023E	Change	CAGR
		Old	New		Old	New		Old	New		Old	New		2019-'22
		KT&P	KT&P		KT&P	KT&P		KT&P	KT&P		KT&P	KT&P		
Revenues	18,562	17,289	17,290	0.0%	22,121	22,123	0.0%	25,102	25,104	0.0%	28,621	28,623	0.0%	11.4%
YoY Change (%)		-6.9%	-6.9%		28.0%	28.0%		13.5%	13.5%		14.0%	14.0%		
EBITDA	3,376	3,644	3,107	-14.7%	5,092	4,427	-13.1%	6,266	5,487	-12.4%	7,506	6,617	-11.8%	18.3%
YoY Change (%)		7.9%	-8.0%		39.7%	42.5%		23.1%	23.9%		19.8%	20.6%		
EBITDA margin%	18.2%	21.1%	18.0%		23.0%	20.0%		25.0%	21.9%		26.2%	23.1%		
EBIT	1,808	2,168	1,631	-24.8%	3,587	2,921	-18.6%	4,772	3,993	-16.3%	5,967	5,078	-14.9%	29.5%
YoY Change (%)		19.9%	-9.8%		65.5%	79.1%		33.0%	36.7%		25.0%	27.2%		
Net Income	1,697	1,651	1,110	-32.8%	2,659	2,186	-17.8%	3,371	2,817	-16.4%	4,219	3,587	-15.0%	20.6%
YoY Change (%)		-2.7%	-34.6%		61.0%	96.9%		26.8%	28.8%		25.2%	27.3%		
Net Debt	(7,031)	(8,830)	(7,943)	-10,1%	(9,814)	(8,527)	-13,1%	(12,050)	(10, 247)	-15.0%	(14,854)	(12,551)	-15.5%	15.6%
YoY Change (%)		25.6%	13.0%		11.1%	7.4%		22.8%	20.2%		23.3%	22.5%		

Source: Company data, KT&Partners' elaborations

segreteria@ktepartners.com



Valuation

Considering expectations about ESAU's business, we carried out our valuation by applying both the DCF and market multiples methods:

- 1. EV/EBITDA and P/EPS multiples, with a 25% liquidity discount, which returns a value of €4.40ps;
- 2. DCF analysis based on WACC of 11.5% and 1.5% perpetual growth, which returns a value of €2.58ps.

The average of the two methods yields a fair value of €3.49 per share or an equity value of €45.74mn. We therefore confirm our previous report's stock price. Although it provides a pessimistic review of estimates, multiples valuation has increased and our DCF has included a premium for size of 5.7% (previously 3%) due to decreasing stock liquidity.

Market Multiples Valuation

Following the multiples analysis, we proceeded with the definition of market multiples of the peer group, focusing on 2019, 2020 and 2021 data.

Peers Comparison - Market Multiples 2019-21

Company Namo	Company Name Exchange	Market Cap	EV/SALES	EV/SALES	EV/SALES	EV/EBITDA	EV/EBITDA	EV/EBITDA	EV/EBIT 2019	EV/EBIT 2020	EV/EBIT 2021	P/E 2019	P/E 2020	P/E 2021
Company Name	Exchange	магкет Сар	2019	2020	2021	2019	2020	2021	EV/EDII 2019	EV/EBIT 2020	EV/EBIT 2021	F/E 2019	F/E 2020	F/E 2021
Fanuc Corporation	Tokyo	33,064	6.5x	7.3x	6.1x	24.6x	29.4x	19.8x	37.4x	n.m	28.7x	51.8x	68.4x	39.4x
Renishaw plc	London	4,705	7.0x	8.1x	7.6x	30.1x	n.m	32.0x	n.m	n.m	49.5x	45.0x	114.6x	62.1x
Dassault Systemes SA	Euronext Paris	42,492	11.0x	9.7x	8.9x	n.m	28.3x	25.0x	n.m	34.1x	28.9x	67.8x	43.3x	37.8x
Hexagon AB Class B	OMXStockholm	24,175	6.7x	7.0x	4.3x	22.1x	20.5x	12.6x	26.8x	28.8x	n.a.	34.2x	32.6x	28.1x
Rockwell Automation, Inc.	NYSE	23,978	4.4x	4.8x	4.6x	19.5x	24.0x	21.7x	21.7x	27.8x	24.6x	40.0x	32.3x	30.6x
IGE+XAO SA	Euronext Paris	215	5.1x	5.4x	5.1x	16.5x	17.1x	15.5x	19.5x	20.0x	17.9x	31.1x	34.3x	30.1x
Average peer group		21,438	6.8x	7.0x	6.1x	22.6x	23.9x	21.1x	26.4x	27.7x	29.9x	45.0x	54.2x	38.0x
Median peer group		24,076	6.6x	7.1x	5.6x	22.1x	24.0x	20.8x	24.2x	28.3x	28.7x	42.5x	38.8x	34.2x
Esautomotion SpA	Milan	24	0.9x	1.0x	0.8x	5.0x	5.4x	3,8x	9.3x	10.3x	5.8x	13,6x	18.0x	10.5x

Source: Company data, FactSet, KT&Partners' estimates

We based our evaluation upon 2020 and 2021 average EV/EBITDA and P/E multiples and our estimates of ESAU's EBITDA and EPS for 2020 and 2021. Additionally, we applied a 25% size/liquidity discount in order to factor in differences from the peer sample.

Valuation - EV/EBITDA & P/E

Multiple Valuation (€mn)	2020E	2021E
EV/EBITDA Comps	24.0x	20.8x
ESA EBITDA	3.1	4.4
Enterprise value	74.5	91.9
ESA 1H20A Net Debt	-6.7	-6.7
Equity Value	81.2	98.6
Average Equity Value	89	.9
Liquidity Discount	25	%
Equity Value Post-Discount	67	'.4
Number of shares (thousand)	13,	103
Value per Share €	5.	.1

Source: Company data, FactSet, KT&Partners' estimates

Multiple Valuation (€mn)	2020E	2021E		
P/EPS Comps	38.8x	34.2x		
ESA EPS	0.100	0.172		
Equity Value per Share	3.9	5.9		
Average Value per Share	4.	.9		
Liquidity Discount	25%			
Value per Share Post-Discount	3.	.7		
Equity Value Post discount	47	'.9		
Equity Value Mean	57	.7		
Price Mean	4.	40		



DCF Model

We have also conducted our valuation using a four-year DCF model, based on 13.7% cost of equity, 3% cost of debt and a target capital structure of 24% debt, in line with the average D/E ratios observed for listed companies operating in similar sectors. The cost of equity is a function of the risk-free rate of 0.9% (Italian 10y BTP), 5.81% equity risk premium (Damodaran for the mature market) and a premium for size and liquidity of 5.7%, increased with respect to our previous report due to the low liquidity of the stock. We, therefore, obtained 11.5% WACC.

Discounting 2020E-23E annual cash flows and considering a terminal growth rate of 1.5% we derive a fair value of €2.58ps

Valuation - DCF Model

€ million	2020E	2021E	2022E	2023E
EBIT	1,631	2,921	3,993	5,078
Taxes	(473)	(847)	(1,158)	(1,473)
D&A	1,417	1,446	1,435	1,480
Change in Net Working Capital	335	(1,538)	(774)	(872)
Change in Funds	196	217	222	238
Net Operating Cash Flow	3,106	2,199	3,717	4,452
Capex	(1,377)	(1,427)	(1,481)	(1,531)
FCFO	1,729	771	2,236	2,921
g	1.5%			
Wacc	11.5%			
FCFO (discounted)	1,688	676	1,757	2,058
Discounted Cumulated FCFO	6,179			
TV	29,689			
TV (discounted)	20,922			
Enterprise Value	27,101			
NFP 1H20 A	(6,707)			
Equity Value	33,808			
Current number of shares (k)	13,103			
Value per share (€)	2.58			

Source: KT&Partners' estimates

Sensitivity Analysis - on Growth Rate and WACC

				WACC		
		12.0%	11.7%	11.5%	11.2%	11.0%
£	1.0%	31,487	32,085	32,712	33,370	34,061
grow e	1.3%	31,968	32,592	33,246	33,934	34,657
	1.5%	32,473	33,124	33,808	34,527	35,284
Terminal Rat	1.8%	33,002	33,682	34,398	35,151	35,946
T _e	2.0%	33,558	34,269	35,019	35,809	36,644

Source: KT&Partners' estimates

Via della Posta, 10 - Piazza Affari, 20123 Milano - Italy Tel: +39.02.83424007 Fax: +39.02.83424011 segreteria@ktepartners.com

¹ Source: Damodaran's website.



Appendix

Peer Comparison

We carried out an in-depth analysis of public companies that could potentially be considered as peers of ESAU, taking into account its two business units together with its growth profile and the profitability structure.

We built a six-company sample which includes:

- Fanuc Corporation: listed on the Tokyo stock exchange, with a market capitalization of €33.1bn, Fanuc Corp. engages in the development, manufacture, sale and maintenance of CNC systems, lasers, robot systems, robomachines, roboshot, robocut and nano robots. It operates through the following divisions: Factory Automation (FA), Robot, and Robomachine. In 2019, the company revenues reached €4.2bn.
- Dassault Systemes SA: listed on the Paris Euronext, with a market capitalization of €42.5bn. Dassault Systemes provides software solutions and consulting services. It offers end-to-end software applications which cover a wide range of industry segments. In 2019, the company revenues reached €4.0bn.
- Renishaw plc.: listed on the London stock exchange, with a market capitalization of €4.7bn. Renishaw engages in the design, manufacture, and marketing of metrology and healthcare products. In 2019, the company revenues reached €0.6bn.
- Rockwell Automation, Inc.: listed on the NYSE, with a market capitalization of €24bn. Rockwell Automation, Inc. engages in the provision of industrial automation and information services. It operates through the Architecture and Software, and Control Products and Solutions segment. The Architecture and Software segment contains hardware, software, and communication components of its integrated control and information architecture. In 2019, the company revenues reached €5.9bn.
- Hexagon AB: quoted on the Stockholm stock exchange, with a market capitalization of €24.2bn. Hexagon AB provides information technologies solutions that drive productivity and quality across geospatial and industrial enterprise applications. The company operates through the following business segments: Geospatial Enterprise Solutions and Industrial Enterprise Solutions. In 2019, the company revenues reached €3.9bn.
- Ige+Xao SA: quoted on the Euronext Paris exchange, with a market capitalization of €0.2bn. Ige+Xao SA engages in design, production, sales and support for Computer Aided Design (CAD) and Product Lifecycle Management (PLM) software. In 2019, the company revenues reached €0.03bn.



DISCLAIMER

THIS DOCUMENT WAS PREPARED BY GIANCARLO DI VONA - DIRECTOR - AND FEDERICA FIORENZA - SENIOR ANALYST - ON BEHALF OF KT&PARTNERS S.R.L., WITH REGISTERED OFFICE AT VIA DELLA POSTA 10, MILAN, ITALY, MILAN COMPANY REGISTER NO. 1926922, SPECIALIZING IN FINANCIAL RESEARCH AND ANALYSIS (HEREINAFTER, "KT&PARTNERS").

NO OTHER PEOPLE OR COMPANY CONTRIBUTED TO THE RESEARCH. NEITHER THE MEMBERS OF THE RESEARCH TEAM, NOR ANY PERSON CLOSELY ASSOCIATED WITH THEM HAVE ANY RELATIONSHIPS OR ARE INVOLVED IN CIRCUMSTANCES THAT MAY REASONABLY BE EXPECTED TO IMPAIR THE OBJECTIVITY OF THE RESEARCH, INCLUDING INTERESTS OR CONFLICTS OF INTEREST, ON THEIR PART OR ON THE PART OF ANY NATURAL OR LEGAL PERSON WORKING FOR THEM, WHO WAS INVOLVED IN PRODUCING THE RESEARCH.

FOR THIS PURPOSE, THE MEMBERS OF THE RESEACH TEAM CERTIFIE THAT: (I) HAVE NOT RECEIVED AND WILL NOT RECEIVE ANY DIRECT OR INDIRECT COMPENSATION IN EXCHANGE FOR ANY VIEWS EXPRESSED IN THE RESEARCH; (II) DO NOT OWN ANY SECURITIES AND/OR ANY OTHER FINANCIAL INSTRUMENTS ISSUED BY THE COMPANY OR ANY FINANCIAL INSTRUMENT WHICH THE PRICE DEPENDS ON, OR IS LINKED TO ANY SECURITIES AND/OR ANY FINANCIAL INSTRUMENTS ISSUED BY THE COMPANY; (III) NEITHER THE ANALYSTS NOR ANY MEMBER OF THE ANALYST'S HOUSEHOLD SERVE AS AN OFFICER, DIRECTOR OR ADVISORY BOARD MEMBER OF THE COMPANY.

KT&PARTNERS HAS IN PLACE AN EQUITY RESEARCH POLICY, IN ORDER TO RULE RESEARCH SERVICES IN COMPLIANCE WITH PARLIAMENT REGULATION (EU) NO.596/2014 AND COMMISSION DELEGATED REGULATION (EU) NO. 958/2016 ON MARKET ABUSE. IN THIS POLICY, THERE ARE ALSO DESCRIBED THE ORGANIZATIONAL MECHANISMS ADOPTED BY KT&PARTNERS TO PREVENT AND PROFESSIONALLY MANAGE CONFLICTS OF INTEREST THAT MAY BE ARISE DURING THE PERFORMANCE OF THE RESEARCH. IN ANY CASE, CHINESE WALLS AND OTHER INFORMATION BARRIERS ARE IN PLACE TO AVOID THE EXCHANGE OF CONFIDENTIAL INFORMATION BETWEEN THE EQUITY RESEARCH DEPARTMENT AND OTHER SERVICES AREAS.

KT&PARTNERS PREPARED THIS DOCUMENT ON BEHALF OF ESAUTOMOTION ACCORDING TO AN AGREEMENT ENTERED WITH THE SAME AND ON THE BASIS OF THE DATA AND PUBLIC INFORMATION PROVIDED BY THE SAME OR DERIVED FROM SOURCES DEEMED SERIOUS AND RELIABLE ON THE FINANCIAL MARKET BUT WHOSE ABSOLUTE TRUSTWORTHINESS, COMPLETENESS, AND ACCURACY CANNOT BE GUARANTEED. THE FEES AGREED FOR THIS RESEARCH DO NOT DEPEND ON THE RESULTS OF THE RESEARCH.

KT&PARTNERS PREPARED THIS DOCUMENT PURSUANT TO AN ENGAGEMENT LETTER ENTERED INTO WITH BPER BANCA S.P.A. ACTING AS SPECIALIST IN ACCORDANCE TO ART. 35 OF AIM ITALIA MARKET RULES FOR COMPANIES

KT&PARTNERS REALESED ESAUTOMOTION INITIATION OF COVERAGE STUDY ON 24/05/2020, WITH A FAIR VALUE OF \leqslant 3.44ps and an upside of 91% on the current market price.

THIS DOCUMENT IS A SOURCE OF INFORMATION ONLY, AND IS NOT PART OF, AND IN NO WAY MUST BE CONSIDERED AN OFFER TO SELL, SUBSCRIBE OR TRADE, OR A SOLICITATION TO PURCHASE, SUBSCRIBE OR TRADE, FINANCIAL



INSTRUMENTS/PRODUCTS, OR IN GENERAL TO INVEST, NOR MUST IT BE CONSIDERED ANY FORM OF CONSULTING FOR AN INVESTMENT IN FINANCIAL INSTRUMENTS.

THE INFORMATION PROVIDED IN THIS DOCUMENT MUST NOT BE UNDERSTOOD AS A REQUEST OR SUGGESTION TO CONDUCT OR CARRY OUT A SPECIFIC TRANSACTION.

EACH INVESTOR MUST FORM HIS/HER OWN OPINION BASED EXCLUSIVELY ON HIS/HER ASSESSMENT OF THE ADVISABILITY OF INVESTING. ANY INVESTMENT DECISION MADE ON THE BASIS OF THE INFORMATION AND ANALYSES IN THIS DOCUMENT IS THE EXCLUSIVE RESPONSIBILITY OF THE RECIPIENTS OF THIS DOCUMENT, WHO MUST CONSIDER THIS DOCUMENT MERELY AS A SOURCE OF INFORMATION AND ANALYSIS TO SUPPORT SUCH DECISION.

ANY OPINIONS, FORECAST OR ESTIMATES CONTAINED HEREIN CONSTITUTE A JUDGEMENT AS AT THE DATE OF THIS DOCUMENT, AND THERE CAN BE NO ASSURANCE THAT THE FUTURE RESULTS OF THE COMPANY AND/OR ANY FUTURE EVENTS WILL BE CONSISTENT WITH ANY OF SUCH OPINIONS, FORECAST OR ESTIMATES.

KT&PARTNERS MAKES NO EXPLICIT OR IMPLICIT GUARANTEE WITH RESPECT TO PERFORMANCE OR THE OUTCOME OF ANY INVESTMENT OR PROJECTIONS MADE.

THEREFORE, KT&PARTNERS, ITS REPRESENTATIVES AND/OR EMPLOYEES WILL NOT BE LIABLE FOR ANY EFFECT DERIVING FROM THE USE OF THIS DOCUMENT, AND HEREBY DECLINE ALL LIABILITY FOR ANY DIRECT OR INDIRECT DAMAGES, FINANCIAL OR OTHERWISE, DERIVING FROM ANY USE OF THE INFORMATION IT CONTAINS.

KT&PARTNERS AIMS TO PROVIDE CONTINUOUS COVERAGE OF THE COMPANY IN CONJUNCTION WITH ANY EXCEPTIONAL EVENT THAT OCCURS AFFECTING THE ISSUER'S SPHERE OF OPERATIONS AND IN ANY CASE AT LEAST TWICE PER YEAR.

IN THIS STUDY DCF AND MULTIPLE VALUATION MODELS HAVE BEEN USED. RECOMMENDATIONS FOLLOW THE FOLLOWING RULES:

- ADD FOR A FAIR VALUE > 15%
- HOLD FOR A FAIR VALUE <15% o >-15%
- REDUCE FOR FAIR VALUE < -15%



