

**Buy**

PT: €12.50

**Key data**

| Ticker                     | TIP IM |
|----------------------------|--------|
| Price (17 November 2023)   | €8.30  |
| Upside to Price Target (%) | 50.6   |
| Market Cap (m)             | 1,531  |
| No. of Shares (m)          | 184.40 |
| 1mth perf (%)              | 3.6    |
| 3mth perf (%)              | (3.3)  |
| 12mth perf (%)             | 11.6   |
| 12mth high-low (€)         | 9 - 7  |

**Key financials**

(In EUR M)

| Year to Dec        | 2022A | 2023E  |
|--------------------|-------|--------|
| Group revenue      | 1.9   | 1.9    |
| EPS (adj.)         | 0.80  | 0.43   |
| DPS                | 0.13  | 0.14   |
| Net debt/(cash)    | 429.4 | 444.2  |
| EPS (adj.) y/y (%) | 492.9 | (45.6) |
| Dividend yield (%) | 1.6   | 1.6    |

Prices are as of close 17 November 2023

Completed: 17 November 2023 14:46EST

Disseminated: 20 November 2023 01:00EST

All sources unless otherwise stated: Company data, FactSet, Stifel estimates

**Share price performance (indexed)****Well placed under most scenarios****Summary**

- **What's new?** Nine-month results showed, once again, excellent performance of the invested companies and dynamic management of the portfolio, while a cautiously optimistic outlook has been reiterated for the year-end and H1-24.
- **What's changed?** In this report, we updated our NAV to include recent investment and divestment activity and updated valuations. We reiterate our Buy rating and PT of €12.50.
- **Investment thesis recap:** We believe TIP provides an attractive path for investors seeking access to diversified Italian mid- and small-cap leading companies specialized in the industrial, luxury & consumer, and IT services & innovation sectors. We expect the deployment of record firepower exceeding €1bn for direct and indirect investments to accelerate in 2024.

**Key Points**

**9M23 results in brief:** 9M results closed with a pro-forma net profit of c.€74m (vs €123m in 9M-22), including the capital gains on asset disposals (i.e. one-third of Azimut-Benetti, the trimming of Prysmian and the sale of Fagerhult and Ferrari shares), as well as higher profit share of the associated companies (€53m in 9M-23 vs c.€44m in 9M-22). This, together with the use of liquidity to finalise the equity investments in IDB and Apoteca Natura, c.€22m of dividends, and a c.€16m buyback, drove equity of €1.29bn (vs €1.14bn in 9M-22) and net debt to €519m (vs €419m in FY-22).

**Main events of Q3:** Following an exceptionally intense Q2, Q3 saw: 1. Further indirect investment in Investindesign (4% stake; c.€5.7m), through Club Design, a club deal that acquired, on this occasion, a further 20% stake in Investindesign for €28.4m and in which TIP participates with a 20% stake; 2. The investment of c.€2m in Bending Spoons as part of a capital increase of c.€57m.

**Main events post Q3:** In October, Alpitour's shareholders, including Asset Italia 1 promoted by TIP, started a process for the valorization of their shares. Alpitour, which according to newspapers, already received several letters of interest from both industrial and financial operators, is expected to report €2.2bn-2.3bn of sales and €135-€145m of EBITDA for the FY-23 (y/e October), which would equate to a c.€1.3-1.5bn valuation based on 10x EBITDA and a potential capital gain for TIP of €170m-€200m (vs c.€85m invested). Furthermore, last week TIP reduced its shareholding in IPG Holding by c.5% (from 32.175%), in the context of an ABB on 1.8m Interpump shares. This should generate an inflow of c.€75m and a significant capital gain as TIP started investing in IPG Holding in 2003 and increased its stake over time (2009, 2014, 2017), with the underlying Interpump share price rising from c.€4 in 2003 to c.€30 in 2017 (vs ABB price of €42.10).

**Cautiously optimistic outlook reiterated:** Although orders to companies are generally slowing down, TIP does not expect a strong recession in H1-24 (absent an expansion of the current conflicts or unexpected catastrophic events), but rather a period of consolidation ahead, with interest rates more or less at current levels, which should end up favoring companies with low debt (easier access to credit). In such a scenario, competition from PE should ease and further opportunities may arise, hopefully also for ITACA, while TIP's investee companies should continue to consolidate their leading positions showing significant organic and M&A-driven growth as they benefit from healthy financial structures.

**Valuation:** We have updated our NAV to include recent investment and divestment activity, and updated valuations. Our SOTP remains well above current market prices with a discount at over 30%. We think that the current price is an attractive entry point: in the mid- to long term, we expect the stock price to close the gap on the intrinsic value of the investment portfolio. We confirm our positive view on the stock and our PT of €12.50, which offers significant upside potential.

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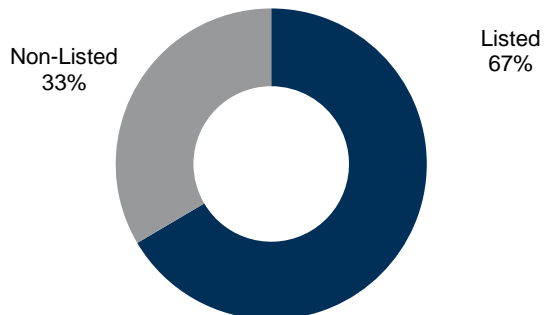
All relevant disclosures and certifications appear on pages 10 - 14 of this report.

## KEY FINANCIALS AND RATIOS

| YEAR TO DECEMBER (IN EUR m)          | 2018A       | 2019A        | 2020A        | 2021A        | 2022A        | 2023E        |
|--------------------------------------|-------------|--------------|--------------|--------------|--------------|--------------|
| <b>PROFIT &amp; LOSS ACCOUNT</b>     |             |              |              |              |              |              |
| Group revenue                        | 11.0        | 7.0          | 4.4          | 6.4          | 1.9          | 1.9          |
| EBITDA (rep.)                        | 2.3         | 1.1          | (3.4)        | (42.0)       | 69.1         | 21.7         |
| EBIT (rep.)                          | 1.23        | 0.07         | (4.39)       | (43.05)      | 68.1         | 20.7         |
| Pre-tax results                      | 30.4        | 30.8         | 1.06         | 15.9         | 137          | 75.7         |
| Net result group                     | 29.8        | 32.8         | 1.92         | 25.2         | 137          | 74.5         |
| Minorities and other items           | (3)         | (2)          | (2)          | (3)          | (3)          | (2)          |
| <b>Net result shareholders, rep.</b> | <b>27.0</b> | <b>31.0</b>  | <b>0.11</b>  | <b>22.6</b>  | <b>134</b>   | <b>72.9</b>  |
| <b>EPS</b>                           | <b>0.17</b> | <b>0.19</b>  | <b>0.00</b>  | <b>0.13</b>  | <b>0.80</b>  | <b>0.43</b>  |
| <b>BALANCE SHEET</b>                 |             |              |              |              |              |              |
| Fixed assets                         | 820         | 1,222        | 1,426        | 1,669        | 1,616        | 1,750        |
| Goodwill                             | 10          | 10           | 10           | 10           | 10           | 10           |
| Current Assets                       | 62.8        | 273          | 193          | 85.3         | 56.9         | 34.0         |
| Group equity                         | 666         | 902          | 1,068        | 1,259        | 1,170        | 1,291        |
| t/o Shareholders equity              | 632         | 826          | 959          | 1,220        | 1,170        | 1,226        |
| Interest-bearing liabilities         | 142         | 473          | 339          | 391          | 432          | 451          |
| Other liabilities and provisions     | 73.7        | 120          | 211          | 104          | 70.2         | 42.7         |
| <b>Balance sheet total</b>           | <b>882</b>  | <b>1,495</b> | <b>1,619</b> | <b>1,754</b> | <b>1,673</b> | <b>1,784</b> |
| Capital Employed (incl. Goodwill)    | 824         | 1,222        | 1,427        | 1,669        | 1,616        | 1,749        |

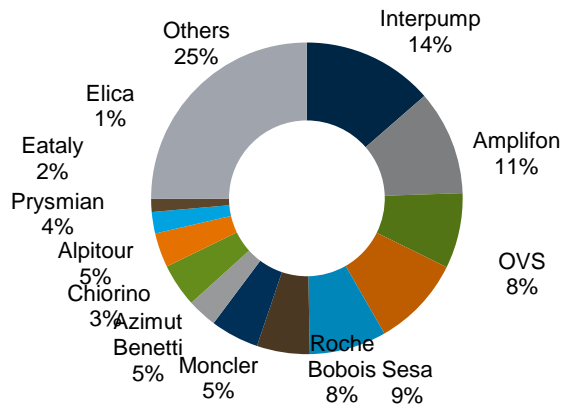
## Case in 6 charts

Chart 1 - TIP - GAV breakdown (market value)



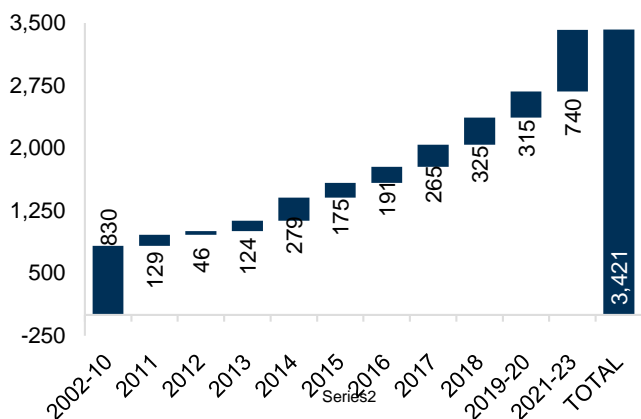
Source: Eikon Refinitiv and Stifel Research

Chart 2 - TIP - GAV breakdown (market values)



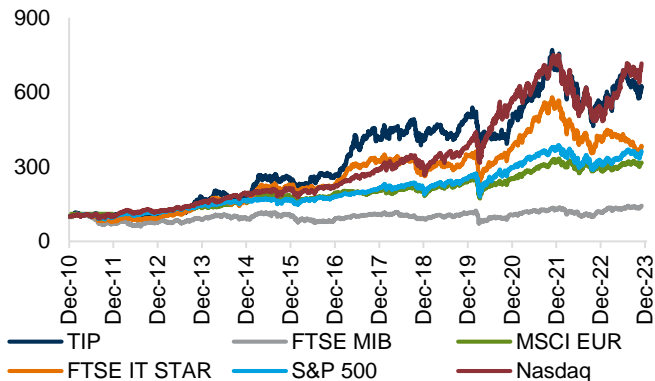
Source: Eikon Refinitiv and Stifel Research

Chart 3 - Total investments, including club deals (€m)



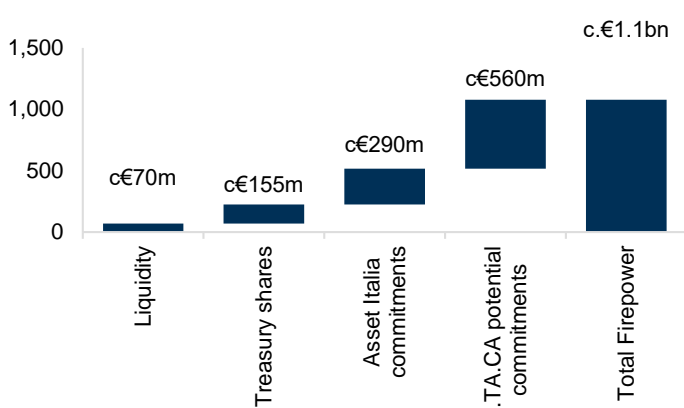
Source: Company accounts and Stifel Research

Chart 4 - TIP - Impressive multi-year outperformance



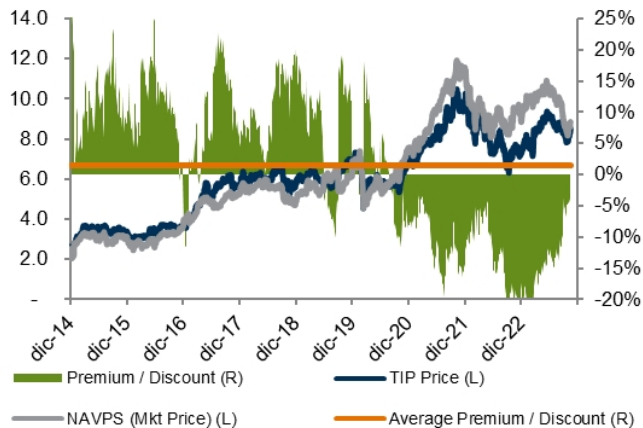
Source: Eikon Refinitiv

Chart 5 - TIP firepower (€m)



Source: Company accounts

Chart 6 - TIP - NAV premium/discount vs price



Source: Eikon Refinitiv and Stifel Research

## Company Snapshot

### Investment case summary

- We argue TIP's business model combines unmatched knowledge and close ties with Italian companies. The group also benefits from direct access to an extensive network of Italian entrepreneurs, including more than 100 family offices.
- Its investment approach allows direct relationship with the company's management and, typically, plays a role in the company's corporate governance.
- TIP can count on a well-regarded management team and strong track record. In the past five years, TIP shares have materially outperformed the main worldwide indices.
- TIP has historically traded at a small premium of c.5% to its NAV. We believe the current discount to NAV provides an attractive entry point for investors.
- We have a positive stance on TIP, backed by the high quality of its key holdings (Interpump, Prysmian, Amplifon, Sesa and Moncler).

### Target price methodology

We value TIP using a NAV methodology based on Stifel target prices for the stocks under coverage, market prices for those not covered and market multiples for unlisted companies.

### Risk to our valuation and rating

#### Downside risks

- Market cyclicity
- Key person risk
- Expensive M&A
- Valuation risk

#### Upside risks

- Cash deployment in successful M&A projects
- Valuation risks

### Company description

Tamburi Investment Partners (TIP) is an independent investment & merchant bank focused on Italian mid-cap companies. The company operates two core businesses: investment activities and advisory covering M&A and corporate finance. In recent years, it has invested in several successful listed Italian mid-cap names such as Amplifon, Interpump, Moncler, Sesa and Prysmian, and has launched several projects such as T.I.P.O., Asset Italia, StartTIP, and ITACA to support mid-cap companies in the various phases of their cycles. TIP was founded by Mr Tamburi and Mrs Gritti in 2000 and is listed on the STAR segment of Borsa Italiana in 2005.

### Key products, clients and end markets

TIP operates two core businesses:

- Minority investment activity focused on Italian and European-listed and unlisted companies, able to express "excellence" and leadership positions in the respective reference sectors.
- Advisory activity on M&A as well as on corporate finance topics at 360 degrees, through the division "Tamburi & Associati", mainly targeted to the needs of mid-size companies and entrepreneurial families.

Italian stocks/companies remain core to TIP's investment strategy. A high level of geographical diversification is indirectly provided by the underlying assets, where business models typically have a global presence.

### Key shareholders

- d'Amico Società di Navigazione, 11.7%
- Angelini Partecipazioni, 10.6%
- Giovanni Tamburi, 8.3%
- Francesco Baggi Sisini, 4.3%
- TIP Treasury shares, 10.1%
- Free Float, 55.0%

### Senior management

- Giovanni Tamburi, Founder, Chairman and CEO
- Alessandra Gritti, Co-Founder and Vice Chairman
- Claudio Berretti, General Manager and Executive Director

## Investment case summary

### Accessing Italian Gems

We believe TIP provides an attractive path for investors seeking access to Italian corporate gems while gaining exposure to an M&A deal maker focused on Italian mid- and small caps with a focus on the industrial, consumer and digital sectors. This, in our view, is difficult to replicate, also taking into consideration TIP's dynamic approach towards investments and *its capability to play an active role in the governance of its holdings*. TIP is currently invested in 33 companies (>95% of GAV Italian firms), of which 11 are global leaders, four are European leaders and 10 are Italian leaders in the respective reference sectors (Technology & Innovation, Apparel and high-end food, Travel & Leisure, Luxury & Design, and Industrial).

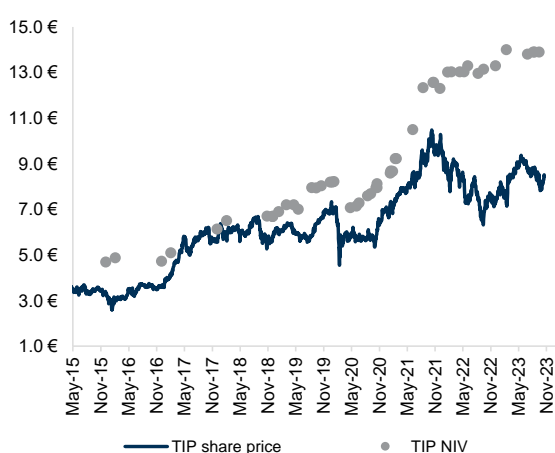
### Trading at an unjustified discount to NAV

TIP has historically traded at a small premium of c.2% to its NAV. We believe this has been justified by: (1) management's ability to identify and unlock value from private assets, largely irreplaceable in the Italian market by other investors and underestimated by the market, (2) its track record and ability to execute deals for the portfolio companies and its ability to support the governance of the assets in its portfolio and 3) the unique network of relationships created with financial institutions and entrepreneurial families capable of supporting the investment activity going forward. The current discount to NAV and SOTP is at one of the highest levels seen in recent years. This, in our view, provides an attractive long-term entry point for investors.

### Strong balance sheet provides investment firepower

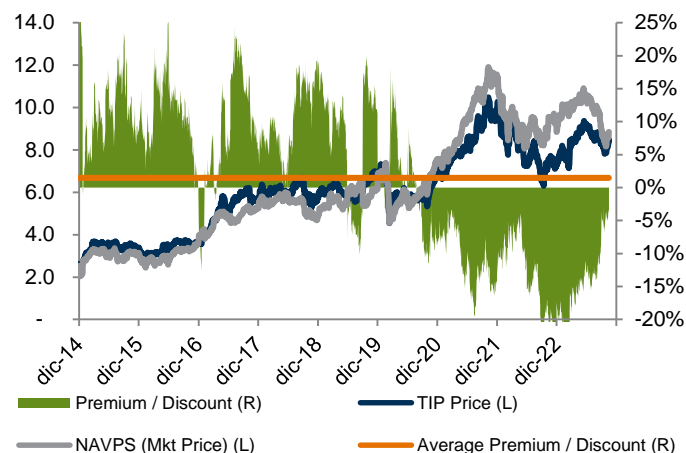
TIP has a strong balance sheet and available resources to be deployed. We estimate that the company has current firepower in excess of €1.1bn (includes €225m directly from TIP in a mix of net cash and treasury shares, €290m from residual commitments in Asset Italia and €560m commitments of ITACA) for direct and indirect investments that could add new opportunities to the portfolio. In our opinion, TIP's deal pipeline is rich as many companies in this bracket could be listed and crystallise value and/or continue their growth path through M&A, as has been the case in recent years. Moreover, good investment opportunities could be unlocked given the lower competition coming from private equity considering the tougher financial environment and higher interest rates.

Figure 1: TIP's price and NIV/share development



Source: Refinitiv Eikon, company accounts and Stifel Research

Figure 2: NAVps (€) and premium/discount to NAV



Source: Refinitiv Eikon and Stifel Research

## Valuation

Figure 3: SOTP at Stifel and consensus fair value

| (Eu m n)                                 | TIP Stake (%)       | Vehicle Stake in underlying (%) | Controlling Interest (%) | Value            | % on GAV      | % on NAV      | Valuation method               |
|--|---------------------|---------------------------------|--------------------------|------------------|---------------|---------------|--------------------------------|
| <b>Direct listed shareholdings</b>       |                     |                                 |                          | <b>713.6</b>     | <b>27.2%</b>  | <b>30.9%</b>  |                                |
| Alkemy                                   | 7.2%                | -                               | 7.2%                     | 3.4              | 0.1%          | 0.1%          | Market value                   |
| Amplifon                                 | 3.3%                | -                               | 3.3%                     | 204.9            | 7.8%          | 8.9%          | Market value                   |
| Digital Magics                           | 20.8%               | -                               | 20.8%                    | 4.9              | 0.2%          | 0.2%          | Market value                   |
| Elica                                    | 21.4%               | -                               | 21.4%                    | 25.4             | 1.0%          | 1.1%          | Market value                   |
| Hugo Boss                                | 1.4%                | -                               | 1.4%                     | 85.3             | 3.3%          | 3.7%          | Stifel Target Price @ €79ps    |
| Moncler                                  | 0.8%                | -                               | 0.8%                     | 114.8            | 4.4%          | 5.0%          | Stifel Target Price @ €56ps    |
| OVS                                      | 28.4%               | -                               | 28.4%                    | 256.5            | 9.8%          | 11.1%         | Stifel Target Price @ €3.1ps   |
| Basicnet                                 | 5.9%                | -                               | 5.9%                     | 12.8             | 0.5%          | 0.6%          | Market value                   |
| Other Listed Companies                   | n.a.                | -                               | n.a.                     | 5.5              | 0.2%          | 0.2%          | Fair value last reporting date |
| <b>Indirect listed shareholdings</b>     |                     |                                 |                          | <b>914.3</b>     | <b>34.9%</b>  | <b>39.6%</b>  |                                |
| Interpump (through IPG Holding)          | 27.2%               | 23.4%                           | 6.4%                     | 256.0            | 9.8%          | 11.1%         | Market value (Net of Debt)     |
| Roche Bobois (through TXR)               | 100.0%              | 34.8%                           | 34.8%                    | 150.5            | 5.7%          | 6.5%          | Market value (Net of Debt)     |
| Sesa (through ITH)                       | 21.1%               | 52.8%                           | 11.1%                    | 356.8            | 13.6%         | 15.4%         | Stifel Target Price @ €207.8ps |
| Prysmian (through Club 3)                | 100.0%              | 1.3%                            | 1.3%                     | 67.3             | 2.6%          | 2.9%          | Market value (Net of Debt)     |
| IDB (through Investdesign & Club Design) | 50.7%               | 47.0%                           | 25.7%                    | 83.6             | 3.2%          | 3.6%          | 8.5x FY-23 EV/EBITDA           |
| <b>Unlisted shareholdings</b>            |                     |                                 |                          | <b>973.1</b>     | <b>37.1%</b>  | <b>42.1%</b>  |                                |
| Alpitour (through Asset Italia 1)        | 37.1%               | 56.7%                           | 21.2%                    | 272.3            | 10.4%         | 11.8%         | 10.0x FY-23 EV/EBITDA          |
| Azimut Benetti                           | 8.1%                | -                               | 8.1%                     | 138.5            | 5.3%          | 6.0%          | 8.0x FY-23 EV/EBITDA           |
| Eataly (through Clubitaly)               | 43.35%              | 17.7%                           | 7.7%                     | 43.9             | 1.7%          | 1.9%          | 1.1x FY-23 EV/Sales            |
| Limonta (through Asset Italia 3)         | 51.8%               | 25.0%                           | 12.9%                    | 66.3             | 2.5%          | 2.9%          | 8.0x FY-23 EV/EBITDA           |
| Engineering/BE (through Overload Spa)    | 40.1%               | 4.6%                            | n.a.                     | 27.0             | 1.0%          | 1.2%          | Fair value TIP                 |
| Vianova                                  | 17.0%               | -                               | 17.0%                    | 42.7             | 1.6%          | 1.8%          | 10.0x FY-23 EV/EBITDA          |
| Lio Factory                              | 10.0%               | -                               | 10.0%                    | 10.0             | 0.4%          | 0.4%          | Fair value TIP                 |
| Simbiosi                                 | 28.5%               | -                               | 28.5%                    | 10.1             | 0.4%          | 0.4%          | Fair value TIP                 |
| Mulan                                    | 30.3%               | -                               | 30.3%                    | 7.1              | 0.3%          | 0.3%          | Fair value TIP                 |
| Beta                                     | 49.0%               | -                               | 49.0%                    | 140.4            | 5.4%          | 6.1%          | 9.0x EV/EBITDA FY-23           |
| Chiorino                                 | 20.0%               | -                               | 20.0%                    | 100.0            | 3.8%          | 4.3%          | 9.0x EV/EBITDA FY-23           |
| Apoteca Natura (through AP Investments)  | 28.6%               | 100.0%                          | 28.6%                    | 25.0             | 1.0%          | 1.1%          | Book value                     |
| <b>StarTIP</b>                           | 100.0%              |                                 |                          |                  |               |               |                                |
| Bending Spoons                           | -                   | 3.6%                            | 3.6%                     | 30.1             | 1.1%          | 1.3%          | Fair value TIP                 |
| Buzzoole                                 | -                   | 32.5%                           | 32.5%                    | 2.6              | 0.1%          | 0.1%          | Fair value TIP                 |
| Heros                                    | -                   | n.a.                            | n.a.                     | 12.9             | 0.5%          | 0.6%          | Fair value TIP                 |
| Talent Garden                            | -                   | 32.5%                           | 32.5%                    | 6.3              | 0.2%          | 0.3%          | Fair value TIP                 |
| Telesia                                  | -                   | 8.8%                            | 8.8%                     | 0.5              | 0.0%          | 0.0%          | Market value                   |
| DV Holding                               | 21.7%               | -                               | 21.7%                    | 24.1             | 0.9%          | 1.0%          | Fair value TIP                 |
| I.TA.CA.                                 | 29% Spa / 40% Srl   |                                 |                          | 11.0             | 0.4%          | 0.5%          | Fair value TIP                 |
| Other Non Listed Companies               | n.a.                | -                               | n.a.                     | 2.4              | 0.1%          | 0.1%          | Fair value TIP                 |
| <b>Other</b>                             |                     |                                 |                          | <b>22.3</b>      | <b>0.8%</b>   | <b>1.0%</b>   |                                |
| Tamburi Advisory                         |                     | 100.0%                          |                          | 17.2             |               | 0.7%          | Adj. FCF perpetuity            |
| Gattii & Co Gmbh                         |                     | 30.0%                           |                          | 0.3              |               | 0.0%          | Book Value                     |
| Palazzari & Turries Limited              |                     | 30.0%                           |                          | 0.4              |               | 0.0%          | Book Value                     |
| Octo Telematics (convertible bond)       |                     |                                 |                          | 4.4              |               | 0.2%          | Book Value                     |
| <b>Gross Asset Value</b>                 |                     |                                 |                          | <b>2,623.2</b>   | <b>100.0%</b> |               |                                |
| <b>Net Financial Position</b>            |                     |                                 |                          | <b>444.2</b>     |               |               |                                |
| Holding costs                            |                     |                                 |                          | -23.8            |               |               | Estimated c.1% of total assets |
| Treasury shares                          |                     | 10.1%                           |                          | 155.2            |               |               | As of November 2023            |
| <b>Total NAV</b>                         |                     |                                 |                          | <b>2,310.3</b>   |               | <b>100.0%</b> |                                |
| N. of shares                             |                     |                                 |                          | 184.4            |               |               |                                |
| <b>TIP NAV ps (Eu)</b>                   |                     |                                 |                          | <b>12.5</b>      |               |               |                                |
| TIP Market price (Eu)                    |                     |                                 |                          | 8.3              |               |               |                                |
| Current premium (discount) on NAVPS      |                     |                                 |                          | -33.6%           |               |               |                                |
| <b>Adjustments for consensus TP</b>      | <b>Cons. AVG TP</b> | <b>NAV</b>                      | <b>Delta</b>             | <b>NAV/Share</b> |               |               |                                |
| Alkemy                                   | 17.4                | 7.0                             | 3.6                      | 0.0              |               |               | Consensus avg TP               |
| Digital Magics                           | 5.4                 | 12.4                            | 7.4                      | 0.0              |               |               | Consensus avg TP               |
| Elica                                    | 2.5                 | 32.1                            | 6.8                      | 0.0              |               |               | Consensus avg TP               |
| Interpump                                | 56.0                | 344.3                           | 88.3                     | 0.5              |               |               | Consensus avg TP               |
| Prysmian                                 | 44.5                | 156.4                           | 89.0                     | 0.5              |               |               | Consensus avg TP               |
| Roche Bobois                             | 47.0                | 163.8                           | 13.2                     | 0.1              |               |               | Consensus avg TP               |
| <b>TIP NAV ps (Eu) adjusted</b>          |                     |                                 |                          | <b>13.6</b>      |               |               |                                |
| TIP Market price (Eu)                    |                     |                                 |                          | 8.3              |               |               |                                |
| Current premium (discount) on NAVPS      |                     |                                 |                          | -39.1%           |               |               |                                |

Note: Hugo Boss and Moncler covered by Rogerio Fujimori, Sesa (Sponsored Research) covered by Diego Esteban  
Source: Company reports, Refinitiv Eikon and Stifel Research and estimates



## Latest newsflow

17 November 2023: Interpump

### IPG Holding completed c.€76m ABB on 1.8m Interpump shares

IPG Holding completed an ABB procedure on 1,800,000 Interpump shares at €42.10 per share in order to fulfil the commitment set on 6 December 2022 to reduce its interest in Interpump below the limit of 25%. Contextually, TIP sold a part of the share capital of IPG Holding, thereby reducing TIP's ownership by approximately 5% (compared to the previous holding of 32.175%).

8 November 2023: Alpitour

### Press article update

According to Sole24, Alpitour received 15 letters of interest from different counterparties, primarily foreign industrial operators and specialized financial investors.

2 November 2023: TIP

### Interview with Giovanni Tamburi, TIP founder and Chairman

In an interview with Il Messaggero, Giovanni Tamburi talked about the Italian economy, Alpitour and future opportunities. *Italian economy*: generally speaking, the order-book of the companies is slowing down a bit also due to clients' destocking, given fears about the future but also due to interest rates putting some pressure on most indebted companies. Nevertheless, this should not cause worry as the higher input, energy and logistic costs have been reabsorbed. *Alpitour valorization process*: after the teaser was sent out to selected counterparties, TIP is registering a strong interest from American, Asian and European industrial operators, including industrial and financial potential buyers. As usual, TIP would be available to reinvest part of the proceeds, depending on the potential acquirer. *Future opportunities*: TIP has c.€1bn of firepower (including club deals commitments) that could be potentially deployed for future investments in its preferred sectors: mechanics, technology, branded goods and retail. The priority remains growing the portfolio companies organically and through M&A. 2024 could be a year full of opportunities given the lower competition from PE and the maturities of the rescue loans disbursed during the Covid-19 emergency.

27 October 2023: Limonta

### Interview with Limonta CEO

Limonta's CEO and main shareholder Paolo Limonta, reiterates the outlook for FY-23 to achieve +10% sales growth (vs +12% recorded in FY-22) and the aim to enhance the offering in other complementary segments (i.e., automotive), though Fashion & Luxury will remain the focus. The company runs a fully integrated vertical production which ensures a tailor-made approach and product exclusivity and which is well-placed to take advantage from the reshoring of the operations of some luxury brands. The little availability of skilled labour and generational turnover of the workforce are a major long-term theme to monitor. Limonta has three main divisions: Fabrics & Coatings (fashion), Interiors (furnishings, outdoor and contract) and Society (luxury design).

18 October 2023: TIP

### Interview with Giovanni Tamburi, TIP founder and Chairman

In an interview with Sole24, Giovanni Tamburi talked about Alpitour and IDB. Alpitour's valorization process is ongoing, the letters of interests from investors are expected within one month and a potential signing is expected by the beginning of 2024. As for IDB, TIP is working to create a conglomerate of excellence in high-end furnishings. Management targets €1bn of sales in five years from c.€300m expected by consensus for FY-24.

29 September 2023: Alpitour

### Alpitour started a valorization process

TIP announced in a press release that Alpitour World's controlling shareholders, among which the club deal Asset Italia 1 promoted by TIP and of which TIP is the most relevant investor, have started a market sounding process for the valorization of their stakes. The process will start with a teaser to be sent out to some counterparties, already identified, and subsequent phases will be planned after the assessment of the expressions of interest that will be received.

25 September 2023: Bending Spoons

### Interview with Luca Ferrari, founder and CEO of Bending Spoons

In a press interview with MF, founder and CEO L. Ferrari said Bending Spoons closed FY-22 with €151m of sales (+40% YoY) with EBITDA of €80m/€50m reported/adjusted (53%/33% margin) and net loss of -€21m (vs €15m in FY-21), primarily driven by the write off of a Korean subsidiary, the amortization of intellectual property rights and stock options. Over the past two years, Bending Spoons acquired four companies: 100% of Alight in Korea (video animation), 100% of US-based Filmic (video editing), 87.5% of Humamy in Italy (vegan food-delivery) and in 2022 US-based Evernote (an

app for the management of notes and memos with revenue of \$100m). The CEO expects the company to continue to growth through M&A, to be financed by its own liquidity (€269m in FY-22), bank debt and equity injections.

21 September 2023: Azimut I Benetti

#### Interview with Azimut I Benetti Chairman

In an interview with Superyacht, Chairman Giovanna Vitelli said FY-23 (y/e August) closed with €1.2bn in sales, 50% generated by Azimut (250-300 boats produced per year) and Benetti (c.20 boats delivered in last fiscal year) and a backlog approximately three times greater than its competitors, which makes them confident for the near future. Current trading commentary was supportive for the Super Yacht segment, where strong trends were intact in August, while the mid-range segment is seeing a bit of normalization, which could support the cumulated pressure along the whole value after three extraordinary years. The US remains the most important market for Azimut. To Benetti, the US is a mature market, and the Middle East is a promising and growing market, as are Australia, Japan and New Zealand. Services will be a key growth driver for the industry in the future, as the refit is countercyclical and a complementary service to new-built boats sales. The group is well placed with Lubsen shipyards, running Refit & Repair facilities in Viareggio, Varazze and Livorno. The latter will be enriched by a new area to host 100m+ boats thanks to a further investment of €12m, which will make Lubsen one of the biggest refit hubs (first two / three) of the Mediterranean Sea. Management has also initiated a collaboration with Google to develop demotics & automation onboard, as well as an owned platform to offer the owners of yachts below 24m the option to rent their boats.

20 September 2023: IDB

#### IDB acquires 51% of Turri

IDB (25.7% indirectly controlled by TIP through Invest Design holding) acquired 51% of Turri 2k Srl, the historic brand operating in high-end furniture. In 2022, Turri reported sales of €28m (95% generated abroad) and €4m of EBITDA. The transaction will be financed through IDB's own means for c.€5m and financial debt, for which agreements are being finalized. In addition, Andrea Turri will reinvest in the transaction as a minority shareholder and remain CEO of the company. With the full consolidation of Turri, IDB will exceed €300m sales and completes its coverage in the high-end furniture segment, while adding a strong know-how in creating totally custom furniture products, primarily intended for prestigious luxury residential projects around the world.

5 September 2023: Limonta

#### Interview with Limonta CEO

Limonta's CEO and main shareholder, Paolo Limonta, talked about recent and future acquisitions, as well as the company's long-term plans. The company recently closed the acquisition of South Korean BATM Co. Ltd, a well-known textile company worth €10-€15m, founded in Seoul in 2003, and that specializes in manufacturing of sportswear fabrics and primarily works with European clients. With this acquisition, Limonta strengthens its footprint in Asia, particularly in South Korea, an increasingly interesting country for luxury manufacturing companies in the current geopolitical environment, and enhances its product offering adding a specialty know-how in the sportswear segment. In addition, management stated it is also performing due diligence on an Italian company potentially in order to strengthen its product offering in velvets and furnishing fabrics. Management expects sales to increase c.10% in FY-23 and confirmed its commitment to take the company public not earlier than 2025-2026.

## Main changes to our model

We updated our model to include the following:

- The mark-to-market of share prices for the listed holdings we do not cover.
- The updated Price Targets on the listed assets covered by Stifel, namely Moncler (covered by Rogerio Fujimori, Hold, PT €56) and Hugo Boss (covered by Rogerio Fujimori, BUY, PT €79).
- The updated valuations on the unlisted assets to take into account the mark to market of the peers' multiples, as well as TIP's investment / divestments.
- The updated number of treasury shares and net debt estimate.



## Target Price Methodologies and Risks

### Moncler (MONC IM, €50.44, Hold, PT: €56.00)

**Target price methodology:** Our 12-month forward price target is based on a DCF model (assuming 3% terminal growth and 9.0% WACC).

**Risks:** In addition to sector-wide risks related to global economic growth (especially in China), currency fluctuations and international tourism, we see the following company specific risks: (1) any negative change in the strong image, perception and recognition of the Moncler brand, (2) loss of top senior management talent, (3) failure in successfully internalise e-commerce operations, (4) revenue expansion may be capped by a relatively narrow product offer at a certain point in the future, (5) business seasonality (heavily skewed to Q4/H2). On the upside, continued success of its Genius project could potentially drive brand stronger brand heat and sales upside. Another source of potential upside risk is faster growth and stronger margin expansion at Stone Island. **Stifel latest research update:** [Reducing forecasts and PT post Q3 sales](#)

### Hugo Boss (BOSS GY, €58.98, Buy, PT: €79.00)

**Target price methodology:** Our 12-month forward price target is based on a DCF model assuming 2.0% terminal growth and 10.0% WACC.

**Risks:** In addition to sector-wide risks related to global economic growth (especially in China), currency fluctuations and international touristic flows, we see the following company-specific risks: (1) failure to adapt the product offer to casualwear, (2) underperformance in e-commerce vs. peers, (3) tougher competitive backdrop and weaker pricing environment, (4) deteriorating conditions in the wholesale channel, (5) loss of brand appeal leading to consumer down trading to mainstream apparel and (6) failure to exploit the growth potential in China. On the upside, the arrival of a new CEO in June 2021 could reinvigorate the equity story and investor interest. **Stifel latest research update:** [Keeping the pedal to the metal](#)

### Sesa (SPONSORED RESEARCH - SES IM, €103.40, Buy, PT €207.80)

**Target price methodology:** We value Sesa using both a DCF analysis (7.7% WACC and 3.5% terminal growth rate) and a SOTP valuation. On the back of Sesa's strong track record and favourable scenario ahead, we then apply a 10% premium to reflect the potential further value creation from acquisitions.

**Risks:** (1) Macroeconomic slowdown affecting IT demand in the core Italian market. (2) Higher competitive pressure or a less favourable pricing environment negatively impacting profitability. (3) Slowdown in M&A activity over the next years. (4) Execution issues in the integration of the recently acquired activities may lead to a lower than previously expected level of synergies. (5) Loss of key managers. (6) Risk of overpaying for future acquisitions (especially abroad). **Stifel latest research update:** [1Q24 Quick Take: Solid quarter, FY guidance retained](#)

### OVS (OVS IM, €1.78, Buy, PT €3.10)

**Target price methodology:** Our 12-month forward price target is a blended average of DCF (assuming 1% terminal growth rate and 9.1% WACC) and peer multiples, counterchecked by a multivariable scenario analysis based on multiples.

**Risks:** (1) Macroeconomic and country risk: With >90% exposure to the Italian market, OVS can be considered as a pure proxy of the Italian consumer environment. Any deterioration in its key market due to macro-related issues is a risk. (2) FX risk: Due to the mismatch between sales (>90% euro) and costs (c.50% US\$). Any US\$ appreciation is a risk. (3) Competition risk: Any step-up in competition leading to deflationary pressure that could impact sales/profitability and market share. (4) Company specific risks: Including fashion fad risk, execution risk on the strategy (new openings, new product categories, new stores format, international expansion), international supply chain disruption risk.). **Stifel latest research update:** [Good resiliency in a mixed environment](#)

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### Tamburi Investment Partners (TIP IM) as of November 16, 2023 (in EUR)



\*Represents the value(s) that changed.

Buy=B; Hold=H; Sell=S; Discontinued=D; Suspended=SU; Discontinued=D; Initiation=I

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**Moncler (MONC IM) as of November 16, 2023 (in EUR)**



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