

A background of a complex network graph with numerous nodes and connecting lines, rendered in a light gray color. The nodes vary in size and are distributed across the entire frame.

**EXTTEL**

IDENTIFYING EXCELLENCE

# Extel Contacts

- Mariola Mandla +44 (0)20 3567 1365  
mariola.mandla@weconvене.com
  
- Steve Kelly +44 (0)20 3567 0982  
steve.kelly@weconvене.com

# Key Trends – Italy

- 27% of Italian IR Directors have a salary of €200,000pa+ - compared with 43% of IR Directors pan-Europe
- No Italian IR Managers earn more than €120,000pa – 26% of Pan-European IR Managers do
- Italian corporates put executive management in front of their top 20 investors three times more than pan-Europe as a whole
- But...Italian CEOs and CFOs spend far less time with prospective investors
- 
- 12% of Italian companies spend more than €1million on IR each year – 24% of pan-European companies do
- But the gap is narrowing – over the last three years, Italian IR spend has increased 27% faster than Pan-European average overall, with Italian IR teams now at same staffing levels as pan-European ones
- Italian companies are putting more of their IR resources in roadshows & meetings than pan-Europe; but much less on AGMs and formal disclosure & reporting

# Key Trends – Italy & Europe

What is happening with Corporate Access

1 = Low, 5 = High		
	Italian Corporates	Pan-European Corporates
Less reliance on brokers	3.3	3.1
Using web-based third party solutions	2.2	2.4
IR dealing directly with the buy-side	4.3	3.8
Brokers reducing their services	3.0	3.1
Buy-side with own access teams	3.9	3.1

# Key Trends – Italy & Europe

Value of Corporate Access services from brokers

1 = Low, 5 = High	Italian Corporates	Pan-European Corporates	All Buyside	Italian Buyside
Roadshows	3.6	3.0	3.9	4.2
Conferences	3.6	3.1	4.1	3.8
Reverse Roadshows	3.8	3.0	3.5	3.5
Experts/Bespoke Advice	3.3	2.8	3.2	3.1

# Key Trends – Italy & Europe

Where Corporates are going on Roadshows

	None	1	2	3+
<b>USA (East Coast)</b>				
Italian Corporates	8.5	25.6	37.2	28.7
Pan-European Corporates	3.9	18.5	39.5	38.1
<b>UK</b>				
Italian Corporates	N/A	4.5	11.7	83.7
Pan-European Corporates	0.6	2.5	19.6	77.3
<b>Germany</b>				
Italian Corporates	7.6	45.5	30.3	16.7
Pan-European Corporates	5.5	37.3	37.2	20.0
<b>France</b>				
Italian Corporates	N/A	26.5	43.6	29.9
Pan-European Corporates	7.0	29.2	41.4	22.5
<b>Asia</b>				
Italian Corporates	71.4	26.9	1.7	N/A
Pan-European Corporates	48.8	36.6	11.4	3.2

# Key Trends – Italy & Europe

What Corporates think the Buyside wants

1 = Low, 5 = High		
	Pan-European Buyside	Buyside Investing in Italy
Divisional Director Access	2.8	2.2
SRI/Sustainability Insights	2.2	2.2
Greater Reporting Granularity	2.8	3.0
More access to CEO/CFO	3.4	3.5
Industry and Sector Insights	3.9	4.0
Debt IR	2.2	2.6
Global Perspectives	3.3	3.6

# Key Trends – Italy & Europe

What the Buyside wants from IR Teams

All numbers in %	Buyside Investing in Italy	Pan-European Buyside
One-On-Ones With CEO/CFO	23.8	24.5
Divisional director meetings	17.2	13.8
Sector knowledge of IR team	14.8	17.9
Webcasts	6.8	9.3
Investor days	13.7	12.2
Roadshows	11.3	12.4
Site visits/fieldtrips	12.4	9.9



# Key Trends – Italy & Europe

WHAT THE BUYSIDE WANTS FROM A COUNTRY BROKER		
	All Buyside	Buyside investing in Italy
All numbers in %		
Comprehensive stock coverage	18.8	19.7
Coverage of large caps too	9.9	10.7
Direct analyst contact	15.2	17.5
Liquidity and trading capability	10	7.6
Local market insights and support	14.2	14.7
Management and company meetings	14.3	14.9
Macro & Strategy Views	7.2	5.9
Trade Ideas	10.4	9
<b>Number of responses</b>	<b>1,504</b>	<b>119</b>

# Key Trends – service from Brokers

What Corporates value from Brokers

1 = Low, 5 = High	Italian Corporates	Pan-European Corporates
Recommendations	3.9	3.3
Sector Research	4.5	4.4
Morning Notes	3.6	3.4
Company Report	4.5	4.3

# Extel Europe 2016 – Timeline

- March 29 – Start of voting
- April 30 – Close of website votes
- June 8 – Results announced
- June 9 – Certificates available through your profile on Extel website
- June 21 – IR awards for Italy presented



# Extel Europe 2015 - Participation

- 15,000 buy-side professionals from 2,881 buy-side firms voted
- 10,954 sell-side analysts and salespersons at 587 brokers were nominated
- 5,083 individuals at 1,677 corporations received votes
- Overall, a record near 20,000 participants took part from across the buy-side, sell-side and corporates – casting a record 1.1 million votes

## Italian Participation:

- Buy-side – 246 firms and 375 individuals voted
- Corporates – 63 firms and 91 individuals voted
- Brokers – 52 firms and 189 individuals voted

# Extel Europe 2016 – Enhanced analysis

Updated, integrated, intuitive tool for IR Results & IR Benchmarks:

- Full rankings of IR, buy-side & sell-side for your sector
- Results searchable by individual name
- Customisable results breakout functionality
- Full listing of buy-side & sell-side firms participating in voting for corporates in your sector
- Geographic breakout of votes from both the buy and sell side in your sector
- Full comments from buy-side & sell-side
- Market trend commentary from IR teams
- Number of buy and sell side voters and nominees in your sector

# Extel 2016 – Italy Results

- The leading brokerage firms – Mediobanca, Equita SIM and Intermonte – out of 33 firms ranked
- Leading equity analysts - Javier Suarez, Mediobanca; Martino De Ambroggi, Equita SIM - out of 130 Italian analysts ranked
- The leading buy-side firms - Kairos Partners, AZ Fund Managers and Eurizon – out of 29 firms ranked
- Leading buy-side individuals - Oriana Bastianelli, Kairos Partners; Andrea Buragina, Mediolanum and Davide Rimini, Eurizon Capital – out of 187 individuals ranked
- Leading Italian corporates for IR - 102 corporates received votes (6 Italian corporates in top 150 across pan-Europe)
- Leading Italian Individuals – 186 IR professionals received votes; 84 CEOs; 76 CFOs

# IR Rankings

- Votes from buyside and sellside. Main results based on combined votes
- Buyside votes consolidated to the firm (a single aggregation vote per firm); and weighted based on equity AUM
- Sellside votes consolidated to the firm (a single aggregation vote per firm); and weighted based on brokers' Extel ranking in the relevant sector
- Separate rankings for corporate for IR; for IR Professional; for CEO; for CFO
- Additional information on IR ratings – by sector and by country – across 7 aspects of IR service – such as business knowledge of IR team, one-on-ones, roadshows