

EQUITA GROUP: THE BOD APPROVES THE STRUCTURE AND THE PRICE RANGE OF THE IPO**Confirmed The Sound Progression Of Revenues As Of September 2017, In Line With Business Plan Projections****The IPO Is Part Of The Project Of Competitive Strengthening, To Accelerate Growth And Diversify The Business****10 November 2017**

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IPO price range and structure

Equita Group SpA (“Equita Group” or “Company”) announces that the indicative valuation range of Company’ shares (“shares”) offered through the IPO process on AIM Italia segment of Borsa Italiana, has been set between €2,40 and €3,10 (inclusive) per share.

The global offer of n. 15,585,261 ordinary shares is composed by:

- N. 4,587,815 new issued shares
- N. 3,300,000 treasury shares sold by the Company
- N. 7,697,446 shares sold by the management, equal to 25% of their shares

Therefore the proceeds to the Company to sustain growth represent 50.6% of the offer equal to €18.9 million based on the minimum price of the range and €24.5 million based on the maximum price of the range.

Within the IPO, the Company management will exercise the call option on n. 3,860,025 shares of Nicla Srl, company owned by the Profumo family.

At the end of the offer, the share capital of Equita Group will be composed of n. 50,000,000 shares, of which n. 4,889,025 treasury shares.

The market capitalization of the Company, excluding treasury shares owned post IPO, is equal to €108.3 million, based on the minimum price of the range and including proceeds to the Company for €18.9 million, and equal to €139.8 million, based on the maximum price of the range and including proceeds to the Company for €24.5 million. Therefore the pre-money valuation of the Company (net of treasury shares), based on the minimum price of the range is equal to €89.3 million, and based on the maximum price of the range is equal to €115.4 million

The institutional bookbuilding is expected to start on **Monday 13th November 2017**

Capital structure post IPO:

- The management will hold 53.9% of share capital (corresponding to 66.1% of voting rights thanks to n. 8,467,401 double voting shares)
- The free float will amount to 31.2% of share capital (corresponding to 29.1% of voting rights), equal to 42.5% of the listed shares
- Treasury shares will be equal to 9.8% of share capital (with neither voting nor dividend rights). Treasury shares represent an important reserve for Equita that the BoD has decided to use only in the context of external growth transactions, aimed to create value, with the only exception of max. n. 200,000 treasury shares which will be assigned at book value to employees post IPO by the end of 2017
- Nicla Srl will hold 5.1% of share capital (corresponding to 4.8% of voting rights)

Within the IPO process, Mediobanca – Banca di Credito Finanziario SpA will act as Nomad, Global Coordinator, BookRunner and Specialist. The law firm Bonelli Errede will act as legal counsel for the deal.

Lock up agreements for the Shareholders and the Company

Within the IPO, the shareholders will assume lock-ups in order to guarantee the full commitment of the management to the Company:

Lock-up of 6 months for the company and Nicla Srl

Lock-up of 24 months for the management

Lock-up of 4 years for the first 20 executives exercising the call on Nicla Srl shares

Lock-up until 2020, when the Board's mandate will expire, for the 5 main shareholders involved in a shareholders' agreement

The project of competitive strengthening progresses

The Initial Public Offer represents for Equita Group an important step to strengthen its positioning as the leading independent player in the Italian capital markets, as:

- it enables to accelerate growth, especially for Alternative Asset Management and for Investment Banking
- it increases visibility for the Company and it makes it easier to continue attracting highly skilled professionals to develop Equita's businesses

Positive trend of net revenues as of 30th September 2017

(Euro million)	2016	9M16	9M17	%
<i>Sales & Trading</i>	27.2	19.3	17.7	-8%
<i>Proprietary Trading</i>	7.2	3.7	8.4	127%
<i>Investment Banking</i>	15.9	10.3	12.0	17%
<i>Alternative Asset Management</i>	2.1	1.5	2.0	37%
<i>Fee Expenses and Net Interest</i>	(3.7)	(2.6)	(3.5)	--
Net Revenues	48.7	32.1	36.6	14%

In the first 9 months 2017, net revenues amount to €36.6 million, with an increase of 14% compared to the same period of the last year:

- Revenues of **Sales & Trading** amount to €17.7 million, down by 8% compared to the 9 months of 2016. This trend is in line with the strategic plan's projections, and it reflects the effects of the introduction of MIFID II.
- **Proprietary Trading** realized revenues equal to €8.4 million as of September 2017, more than doubled compared to the first 9 months of 2016.
- The positive trend of **Investment Banking** is confirmed, with revenues at €12.0 million in the first 9 months of 2017, increasing by 17% compared to the same period of 2016.
- The sustained growth of **Alternative Asset Management** continues, closing the first 9 months 2017 at €2.0 million, with an increase of 37% compared to the same period of the previous year, in line with the expectation of further acceleration, also thanks to the initiatives of Private Equity and Private Debt recently launched.

Considering the positive trend of the 9 months 2017 and the assumptions that no material negative events will occur in the remaining part of the year, the BoD has decided to propose to the general meeting, which will approve 2017 annual accounts, the distribution of a dividend per share equal to €0.20.