

# RENO DE MEDICI OUTPERFORM

Price (Eu): 0.22  
Target Price (Eu): 0.33

## Paper is Strong Enough

- **H1 2008 results:** After the completion of the merger with Cascades in 1st march 2008, RdM closed H1 2008 results with sales to Eu241.2mn (+33.2% YoY), although under the same consolidation base as last year, sales came to Eu172.8mn (-4.6% YoY). In spite of the tough context and the dilutive impact of the merger with Cascades, EBITDA remained healthy. Net of the extraordinary component, adjusted EBITDA came out at Eu16.9mn, down 2.8% YoY.
- **Expected 30mn synergies in 2010:** The integration will allow RDM to improve its competitive position and to have a better geographical breakdown of sales. Strong indications have been provided on potential synergies: approximately Eu15mn in annualised synergies and another Eu15mn in efficiency improvements, as well as an asset clearing. No details have been yet disclosed on extra efficiency improvements. We expect more visibility for efficiency improvements in the next few quarters.
- **Market still tough**, but it could be lead by a concentration of the sector in the next 3 years, favouring the major players, especially Reno de Medici and Mayr Meinhof Karton. Competition in the cardboard market means that any potential increases in raw material prices are not easily swallowed by the end client. The price hike made in 2008 is expected to be around 4.7% in the year.
- **Our 2008 EBITDA forecast is virtually unchanged from last year (net of this extraordinary item): Eu29.2mn vs. Eu29.1mn in 2007.** Profitability goes from 8.5% in 2007 to 6.1% in 2008. Our estimates discount the impact of rising oil prices and production costs, which can be quantified in a loss of roughly 4%, and the lower profitability of the assets acquired from Cascades (4.5% vs. 6.9% for Reno de Medici's existing assets).
- **OUTPERFORM, target price 0.33 with a strong upside (57%).** Price book value 2008 is 0.51 per share and despite a very tough scenario for the next years we remain confident that new company structure will reach the target.

| Key Figures        | 2006A | 2007A | 2008E | 2009E | 2010E |
|--------------------|-------|-------|-------|-------|-------|
| Sales (Eu mn)      | 314   | 343   | 481   | 495   | 509   |
| Ebitda (Eu mn)     | 29    | 29    | 45    | 35    | 44    |
| Net profit (Eu mn) | -18   | 1     | 12    | 3     | 14    |
| EPS - New (Eu)     | -0.05 | 0.01  | -0.01 | 0.01  | 0.04  |
| EPS - Old (Eu)     | -0.05 | 0.01  | -0.01 | 0.01  | 0.04  |
| DPS (Eu)           | 0.00  | 0.00  | 0.00  | 0.00  | 0.00  |

| Ratios & Multiples | 2006A | 2007A | 2008E | 2009E | 2010E |
|--------------------|-------|-------|-------|-------|-------|
| P/E                | nm    | 28.9  | nm    | 26.3  | 6.2   |
| Div. Yield         | 0.0%  | 0.0%  | 0.0%  | 0.0%  | 0.0%  |
| EV/Ebitda          | 7.3   | 6.9   | 6.7   | 5.2   | 1.9   |
| ROCE               | 2.0%  | 4.3%  | 9.8%  | 4.7%  | 7.5%  |

SECTOR: Industrials

Carlo Barracchia

phone: +39-02-77115.230

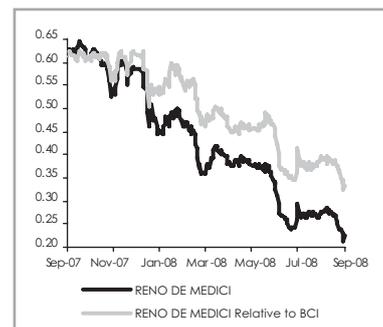
e-mail: cbarracchia@intermonte.it

Paolo Braggion

phone: +39-02-77115.362

e-mail: paolo.braggion@intermonte.it

### Reno de Medici - 12m Performance



Source: Thomson

**RATING: Unchanged****TARGET PRICE (Eu): from 0.50 to 0.33**

| Change in EPS est: | 2008E | 2009E |
|--------------------|-------|-------|
|                    | -0.0% | -0.0% |

#### STOCK DATA

Reuters code: RDM.MI  
Bloomberg code: RM IM

| Performance    | 1m        | 3m     | 12m    |
|----------------|-----------|--------|--------|
| Absolute       | -19.5%    | -34.4% | -63.3% |
| Relative       | -15.4%    | -24.0% | -30.6% |
| 12 months H/L: | 0.65/0.21 |        |        |

#### SHAREHOLDER DATA

No. of Ord. shares (mn): 378  
Total No. of shares (mn): 378  
Mkt Cap Ord (Eu mn): 85  
Total Mkt Cap (Eu mn): 85  
Mkt Float - ord (Eu mn): 51  
Mkt Float (in %): 60.4%  
Main shareholder:  
Cascades 30.6%

#### BALANCE SHEET DATA

|                                 | 2008  |
|---------------------------------|-------|
| Book value (Eu mn):             | 204   |
| BVPS (Eu):                      | 0.53  |
| P/BV:                           | 0.4   |
| Net Financial Position (Eu mn): | -1.10 |
| Enterprise value (Eu mn):       | 195   |

**RENO DE MEDICI - KEY FIGURES**

|                                  |                                      | <b>2006A</b> | <b>2007A</b> | <b>2008E</b> | <b>2009E</b> | <b>2010E</b> |
|----------------------------------|--------------------------------------|--------------|--------------|--------------|--------------|--------------|
|                                  | Fiscal year end                      | 31/12/2006   | 31/12/2007   | 31/12/2008   | 31/12/2009   | 31/12/2010   |
| <b>PROFIT &amp; LOSS (Eu mn)</b> | Sales                                | 314          | 343          | 481          | 495          | 509          |
|                                  | EBITDA                               | 29           | 29           | 45           | 35           | 44           |
|                                  | EBIT                                 | 6            | 10           | 27           | 14           | 23           |
|                                  | Financial income (charges)           | (11)         | (8)          | (10)         | (9)          | (7)          |
|                                  | Associates & Others                  | 0            | 0            | 0            | 0            | 0            |
|                                  | Pre-tax profit (Loss)                | (5)          | 2            | 1            | 5            | 16           |
|                                  | Taxes                                | (3)          | 1            | (3)          | (2)          | (2)          |
|                                  | Tax rate (%)                         | -18.6%       | -14.5%       | -12.7%       |              |              |
|                                  | Minorities & discontinue activities  | 0            | (0)          | (0)          | 0            | 0            |
|                                  | Net profit                           | -18          | 1            | 12           | 3            | 14           |
|                                  | Total extraordinary items            | (9)          | (2)          | (2)          | 0            | 0            |
|                                  | Ebitda excl. extraordinary items     | 29           | 29           | 45           | 35           | 44           |
| Ebit excl. extraordinary items   | 6                                    | 10           | 27           | 14           | 23           |              |
| Net profit restated              | (13)                                 | 2            | (2)          | 3            | 14           |              |
| <b>PER SHARE DATA (Eu)</b>       | Total shares out (mn) - average fd   | 270          | 270          | 378          | 378          | 378          |
|                                  | EPS stated fd                        | -0.07        | 0.00         | 0.03         | 0.01         | 0.04         |
|                                  | EPS restated fd                      | -0.05        | 0.01         | -0.01        | 0.01         | 0.04         |
|                                  | BVPS fd                              | 0.43         | 0.43         | 0.53         | 0.56         | 0.61         |
|                                  | Dividend per share (ord)             | 0.00         | 0.00         | 0.00         | 0.00         | 0.00         |
|                                  | Dividend per share (sav)             | 0.04         | 0.00         | 0.00         | 0.00         | 0.00         |
|                                  | Dividend pay out ratio (%)           |              |              |              |              |              |
| <b>CASH FLOW (Eu mn)</b>         | Gross cash flow                      | 5            | 20           | 31           | 24           | 36           |
|                                  | Change in NWC                        | 23           | 9            | (4)          | (2)          | (2)          |
|                                  | Capital expenditure                  | (11)         | (15)         | (20)         | (21)         | (20)         |
|                                  | Other cash items                     | 0            | 0            | 0            | 0            | 0            |
|                                  | Free cash flow (FCF)                 | 28           | 28           | 27           | 22           | 34           |
|                                  | Acquisitions, divestments & others   | 40           | 0            | 0            | 0            | 1            |
|                                  | Dividend                             | 0            | 0            | 0            | 0            | 0            |
|                                  | Equity financing/Buy-back            | 0            | 0            | 0            | 0            | 0            |
| Change in Net Financial Position | 43                                   | 11           | 7            | 11           | 23           |              |
| <b>BALANCE SHEET (Eu mn)</b>     | Total fixed assets                   | 191          | 190          | 277          | 276          | 276          |
|                                  | Net working capital                  | 104          | 69           | 83           | 85           | 88           |
|                                  | Long term liabilities                | (53)         | (28)         | (45)         | (56)         | (67)         |
|                                  | Net capital employed                 | 242          | 231          | 314          | 306          | 296          |
|                                  | Net financial position               | (127)        | (115)        | (110)        | (99)         | (76)         |
|                                  | Group equity                         | 116          | 116          | 204          | 207          | 220          |
|                                  | Minorities                           | 0            | 0            | 0            | 0            | 0            |
| Net equity                       | 116                                  | 116          | 204          | 207          | 220          |              |
| <b>ENTERPRISE VALUE (Eu mn)</b>  | Average mkt cap - current            | 85           | 85           | 85           | 85           | 85           |
|                                  | Adjustments (associate & minorities) | 0            | 0            | 0            | 0            | 220          |
|                                  | Net financial position               | (127)        | (115)        | (110)        | (99)         | (76)         |
|                                  | Enterprise value                     | 211          | 200          | 195          | 183          | 85           |
| <b>RATIOS(%)</b>                 | EBITDA margin*                       | 9.2%         | 8.5%         | 9.4%         | 7.2%         | 8.6%         |
|                                  | EBIT margin*                         | 1.8%         | 2.9%         | 5.6%         | 2.9%         | 4.4%         |
|                                  | Gearing - Debt/equity                | 109.5%       | 98.9%        | 54.1%        | 47.8%        | 34.5%        |
|                                  | Interest cover on EBIT               | 0.5          | 1.3          | 2.7          | 1.6          | 3.4          |
|                                  | Debt/Ebitda                          | 4.36         | 3.95         | 2.43         | 2.79         | 1.74         |
|                                  | ROCE*                                | 2.0%         | 4.3%         | 9.8%         | 4.7%         | 7.5%         |
|                                  | ROE*                                 | -14.2%       | 0.7%         | 7.7%         | 1.6%         | 6.3%         |
|                                  | EV/CE                                | 0.8          | 0.8          | 0.7          | 0.6          | 0.3          |
|                                  | EV/Sales                             | 0.7          | 0.6          | 0.4          | 0.4          | 0.2          |
|                                  | EV/Ebit                              | 37.6         | 19.8         | 18.2         | 12.7         | 3.7          |
| Free Cash Flow Yield             | 33.6%                                | 33.6%        | 31.7%        | 25.7%        | -25.2%       |              |
| <b>GROWTH RATES (%)</b>          | Sales                                | 6.3%         | 9.1%         | 40.4%        | 3.0%         | 2.7%         |
|                                  | EBITDA*                              | 4.4%         | 0.5%         | 55.5%        | -21.8%       | 23.1%        |
|                                  | EBIT*                                | 218.7%       | 79.5%        | 165.8%       | -46.1%       | 56.7%        |
|                                  | Net profit                           | nm           | nm           | 1366.2%      | -73.9%       | 321.3%       |
|                                  | EPS restated                         | nm           | nm           | nm           | nm           | 321.3%       |

\* Excluding extraordinary items

Source: Intermonte SIM estimates

## 1H08 Results

### Reno de Medici - 1H08

|                       | First Half   |              |              |              | Year End (Estimates) |              |              |              |
|-----------------------|--------------|--------------|--------------|--------------|----------------------|--------------|--------------|--------------|
|                       | Total RdM    |              | Cascades     | RdM          | Total RdM            |              | Cascades     | RdM          |
|                       | H1 2007A     | H1 2008A     | H1 2008A     | H1 2008A     | 2007A                | 2008E        | 2008E        | 2008E        |
| Sales                 | 181.1        | 241.2        | 68.4         | 172.8        | 342.5                | 480.9        | 166.8        | 314.2        |
| YoY Growth            |              | 33.2%        |              | -4.6%        |                      | 40.4%        |              | -8.3%        |
| <b>EBITDA</b>         | <b>17.4</b>  | <b>33.0</b>  |              |              | <b>29.1</b>          | <b>45.3</b>  |              |              |
| Margin %              | 9.6%         | 13.7%        |              |              |                      |              |              |              |
| EBITDA adj            | 17.4         | 16.9         | 3.3          | 13.6         | 29.1                 | 29.2         | 7.6          | 21.6         |
| Margin %              | 9.6%         | 7.0%         | 4.8%         | 7.9%         | 8.5%                 | 6.1%         | 4.5%         | 6.9%         |
| YoY Growth            |              | -2.8%        |              |              |                      | 0.2%         |              | -25.7%       |
| <b>EBIT</b>           | <b>7.9</b>   | <b>23.7</b>  |              |              | <b>10.1</b>          | <b>26.8</b>  |              |              |
| Margin %              | 4.3%         | 9.8%         |              |              |                      |              |              |              |
| YoY Growth            |              | 201.0%       |              |              |                      |              |              |              |
| EBIT adj              | 7.9          | 7.6          |              |              | 10.1                 | 10.7         |              |              |
| Margin %              | 4.3%         | 3.2%         |              |              | 2.9%                 | 2.2%         |              |              |
| YoY Growth            |              | -3.4%        |              |              |                      |              |              |              |
| Pre Tax               | 3.6          | 16.9         |              |              | 2.5                  | 16.8         |              |              |
| YoY Growth            |              | n.a.         |              |              |                      |              |              |              |
| Pre Tax adj           | 3.6          | 0.8          |              |              | 2.5                  | 0.7          |              |              |
| YoY Growth            |              | -77.6%       |              |              |                      |              |              |              |
| Tax                   | -0.6         | -2.5         |              |              | 0.8                  | -2.6         |              |              |
| Discontued operations | -0.8         | -1.7         |              |              | -2.1                 | -1.7         |              |              |
| Minorities            | -0.1         | -0.1         |              |              | -0.3                 | -0.2         |              |              |
| <b>NP</b>             | <b>2.0</b>   | <b>12.6</b>  |              |              | <b>0.8</b>           | <b>12.3</b>  |              |              |
| YoY Growth            |              | n.a.         |              |              |                      |              |              |              |
| NP adj                | 2.0          | -1.8         |              |              | 0.8                  | -2.1         |              |              |
|                       | Total RdM    |              | Cascades     | RdM          | Total RdM            |              | Cascades     | RdM          |
|                       | H1 2007A     | H1 2008A     | H1 2008A     | H1 2008A     | 2007A                | 2008E        | 2008E        | 2008E        |
| <b>Volumes</b>        | <b>360.0</b> | <b>447.0</b> | <b>121.0</b> | <b>326.0</b> | <b>664.0</b>         | <b>890.6</b> | <b>305.0</b> | <b>585.6</b> |
|                       |              | 24.2%        |              | -9.4%        |                      | 34.1%        |              | -11.8%       |
| <b>Price per Tonn</b> | <b>503</b>   | <b>540</b>   | <b>565</b>   | <b>530</b>   | <b>516</b>           | <b>540</b>   | <b>547</b>   | <b>536</b>   |
|                       |              | 7.3%         |              | 5.4%         |                      | 4.7%         |              | 4.0%         |

Source: Company data and Intermonte estimates

Reno de Medici suffered a tough 1H08 due to a slowdown in demand and margin erosion caused by further hikes in energy prices.

Half yearly figures are affected by negative goodwill (coming to Eu16.1mn) generated by the merger between Reno de Medici and Cascades Italia being booked at EBITDA.

Sales came to Eu241.2mn (+33.2% YoY), although under the same consolidation base as last year, sales came to Eu172.8mn (-4.6% YoY). The remainder of the turnover came from the assets acquired, as of 1st March 2008, from Cascades Italia (Eu68.4mn).

The volumes recorded during the first six months of the year amounted to 447,000 tonnes, of which 121,000 relate to the new plants. Comparing the figure net of the new plants sales volumes were down 9.4%.

The company reacted to rising energy prices by lifting sales prices by around 5%, bringing the average price to Eu530/ton from Eu503/ton. Sales from the Cascades business had a higher average price (Eu565/ton).

In spite of the tough context and the dilutive impact of the merger with Cascades, EBITDA remained healthy. Net of the extraordinary component, adjusted EBITDA came out at Eu16.9mn, down 2.8% YoY.

Profitability also fell YoY, with the 1H08 margin coming in at 7% vs. 9.7% recorded the previous year.

This is largely due to both rising production costs and lower profitability from the newly acquired plants (4.8% vs. 7.9% for the existing business).

Adjusted net profit came to Eu12.6mn vs. Eu2.0mn in 1H07. Net of extraordinaries there would have been a net loss of Eu-1.8mn.

The net financial position remained in the black (to the tune of Eu114.4mn), largely unchanged from 31st December 2007.

## Financials

As far as the business is concerned, the company operates in a highly cyclical sector. Turnover is heavily affected by consumption dynamics and the GDP trend.

The scenario encountered during 1H08 discounts the impact of an extremely negative macroeconomic environment. This was also demonstrated by the analysis carried out by Assocarta in the report it published on 8th August 2008.

"Following the declining trend shown in the first quarter (-2.7%), in the April-June period paper and carton production has shrunk once again compared to the same period of 2007, with the decrease coming to -2.1%. The summary of the first six months of the year shows that volumes sold by the sector were even lower, 2.4% below the same period in 2007, [...]"

"[...] the climate forecast for demand trends of sector products in the current quarter inevitably suffers from the worsening in the second quarter of the year of the already troubled macroeconomic picture, both on a national basis, with declines in GDP, industrial production and orders; and in Europe as a whole, incorporating the impact of the German train hitting the buffers (German GDP is expected to drop by at least 0.8% in 2Q), record oil prices, and the ongoing strength of the euro which hampers exports".

Reno de Medici is focused on the European market, and especially Italy, where it generates 37% of turnover. The remainder of turnover is divided between Eu countries (53%) and other (10%).

Growth expectations for the company are largely linked to an increase in volumes, in 2008 the extraordinary deal, which took effect from 1st March 2008, led to a significant increase in turnover (+Eu68.4mn as at 30th June 2008).

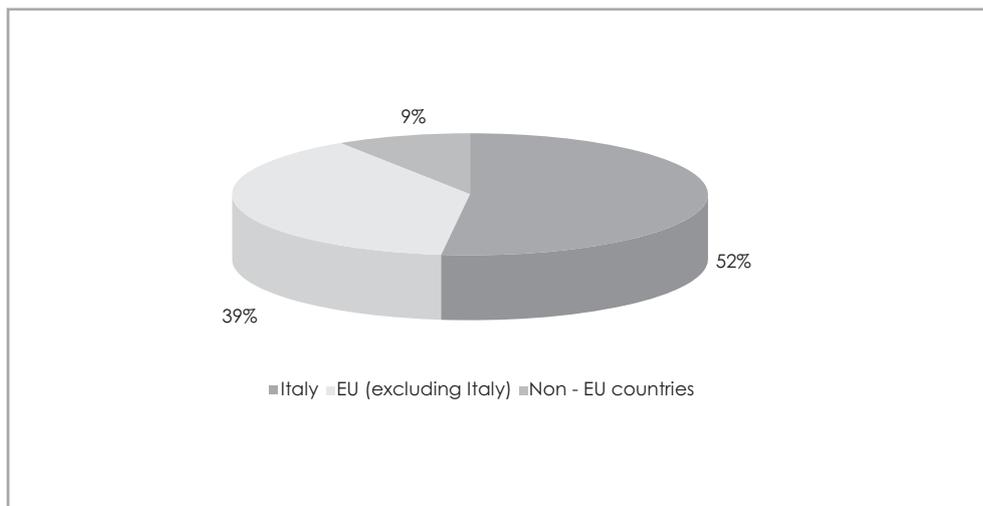
Visibility on 2008 turnover remains low, and the unfavourable trend induces us to remain cautious with our 2008-10 estimates. Implicitly, we forecast Eu239.7mn of turnover in 2H08 (made up of Eu141.4mn from the former RdM business and Eu98.4mn from the new business) vs. Eu161.4mn in 2H07.

Our forecast of increased volumes in 2008 are entirely based on the merger with Cascades (estimated contribution of around 305 tons, or +34.1%), while on a like for like basis volumes would come to 585.6 tons (-11.8% YoY).

Competition in the cardboard market means that any potential increases in raw material prices are not easily swallowed by the end client. The price hike made in 2008 is expected to be around 4.7% in the year.

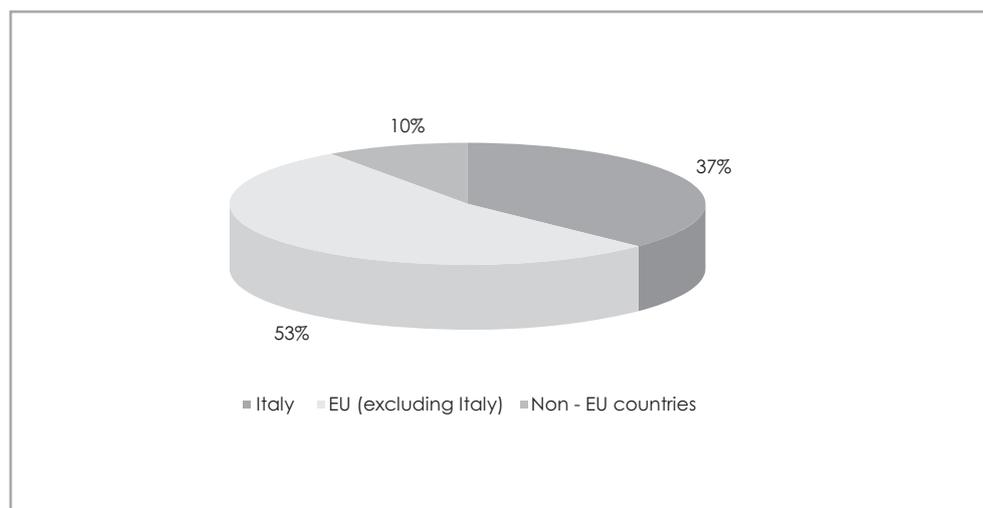
All the same, the troubles being encountered by the market could lead to a concentration of the sector, favouring the major players, especially Reno de Medici and Mayr Meinhof Karton.

### Reno de Medici - Pre Merger



Source: Intermonte estimates based on company data

### Reno de Medici - Post Merger



Source: Intermonte estimates based on company data

Another heavily penalising factor for the stock is the oil price trend, which has a direct influence on production costs. Specifically, energy and transport costs make up 26% of turnover. Our estimates forecast an increase of roughly 4% in these costs compared to the previous year.

The merger has led to the booking of Eu16.1mn of extraordinary income in 1H08, which boosted EBITDA. This capital gain relates to the difference between the price of the acquisition of the company (Eu54.1mn) plus the costs directly attributable to the aggregation (Eu4.1mn) and the value of the assets acquired from Cascades Italia (Eu74.8mn). According to IFRS, this difference (negative goodwill) must be booked on the P&L in the year in which the acquisition is completed, and is a non-cash item.

Our 2008 EBITDA forecast, net of this extraordinary item, is virtually unchanged from last year: Eu29.2mn vs. Eu29.1mn in 2007. Profitability goes from 8.5% in 2007 to 6.1% in 2008.

Our estimates discount the impact of rising oil prices and production costs, which can be quantified in a loss of roughly 4%, and the lower profitability of the assets acquired from Cascades (4.5% vs. 6.9% for Reno de Medici's existing assets).

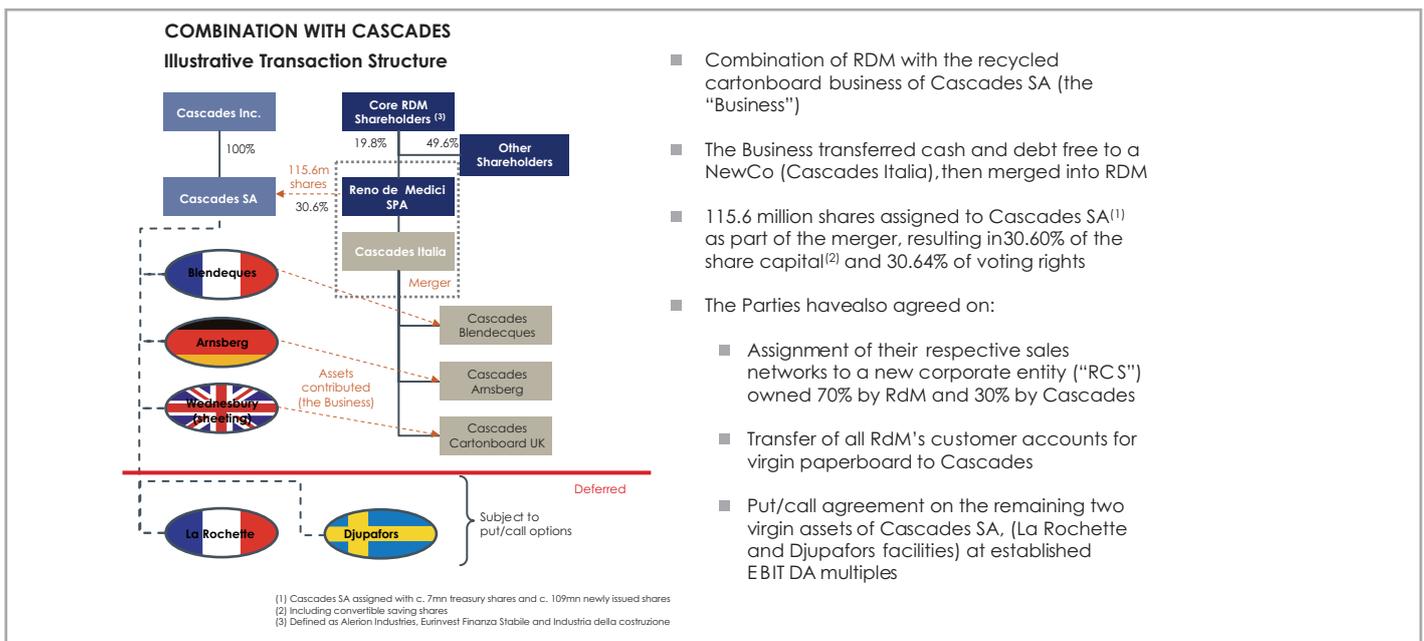
## Reno de Medici/Cascades Merger

Merger with Cascades European assets definitively approved. The merger finally took place on 1st March 2008, after the green light from the Antitrust Authority. The deal was carried out through the exchange of 115.6mn shares, 108.1mn shares were issued, while 7.5mn treasury shares were assigned to the transaction. As a result the post-merger share capital of Reno De Medici amounts to 377.3mn. Following the deal, Cascades became the leading shareholder with 30.6% of the capital. The acquired asset will bring Eu166.8mn of additional sales and Eu7.6mn of extra EBITDA.

The transaction involved the integration of two production facilities into the RDM Group, one in France and one in Germany, as well as a cutting and distribution centre in England. This integration, especially considering the fact that the agreements provide for the conferral of the three companies without recourse to financial debt, will allow the future RDM Group to be able to face the European market with financial and asset strength such that it may be considered to be a market player of primary importance.

The Canadian company transferred its facilities in Blendecques (France), in Wednesbury (UK) and in Arnsberg (Germany) for a total output of around 350,000 tonnes per year. No debt was transferred to RDM. The proposed second step, starting from 2009, is to make the acquisition of virgin fibre cardboard assets: two in France and one in Sweden.

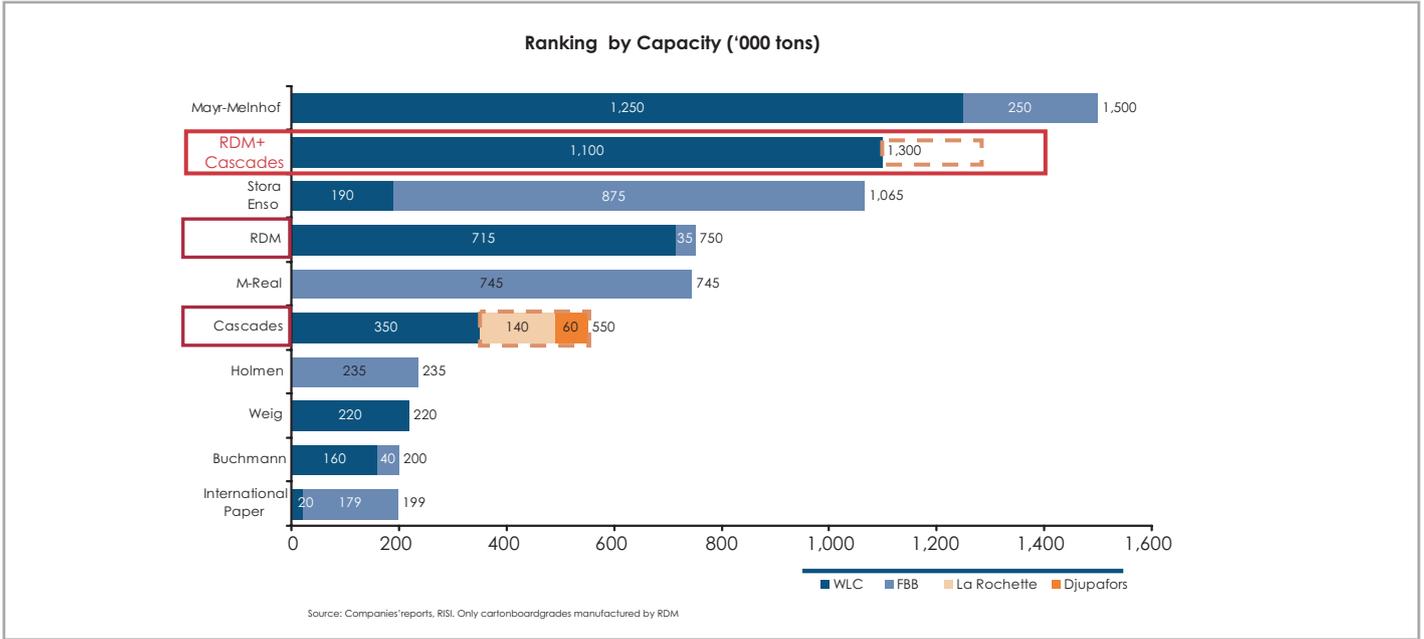
### Reno de Medici - Combination with Cascades



Source: Company presentation

The deal brought RdM's capacity up to 1.1 million tons, from the existing 750k tons. RdM will be the second largest player in recycled cardboard in Europe after Meyr Melnhof (1.250mn tons).

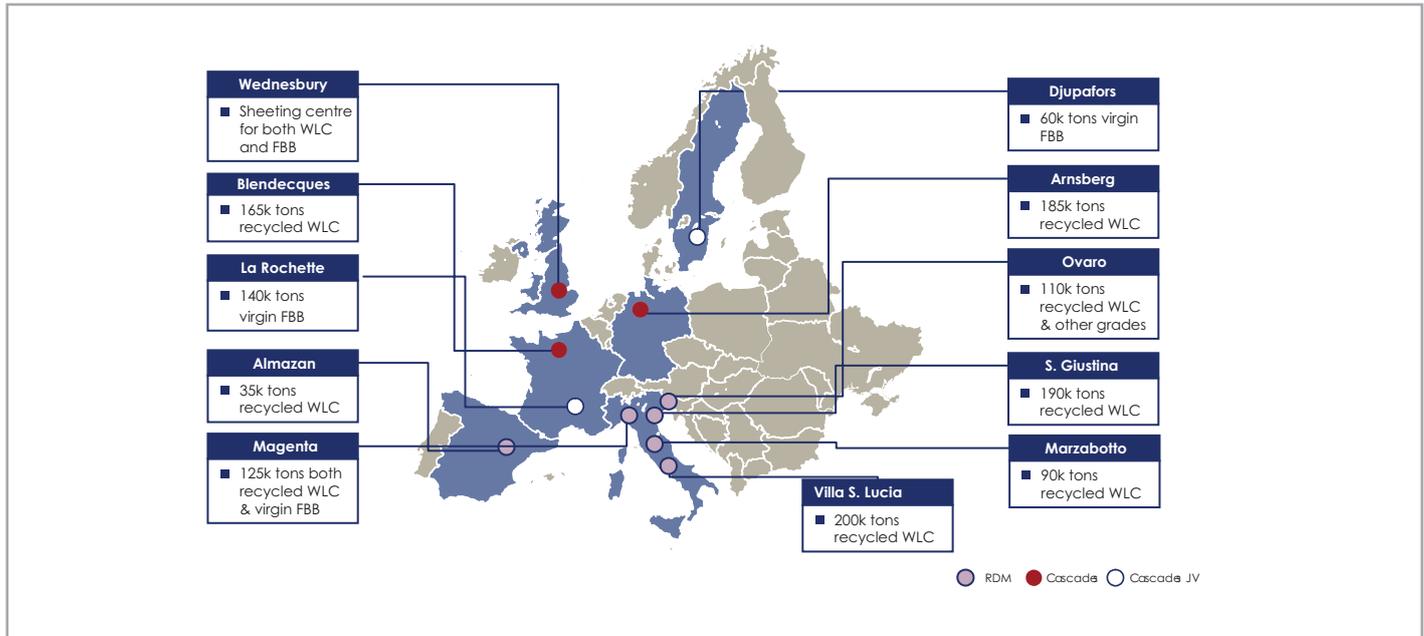
**Reno de Medici - Pan-European Market Presence**



Source: Company presentation

The integration has allowed RDM to improve its competitive position and to have a better geographical breakdown of sales: the weight of Italy dropped from 52% to 35%. The geographical risk diversification with the two new Blendecques mills (165k tons of recycled WLC) and Arnsberg (185k tons recycled WLC) should allow RDM to reduce the lead time (according to the company 2 days less due to the positioning of mills closer to clients). Clients will be better served, allowing strong savings. RDM management expects to reduce transport costs by around Eu50 per ton, which should be translated into Eu5mn.

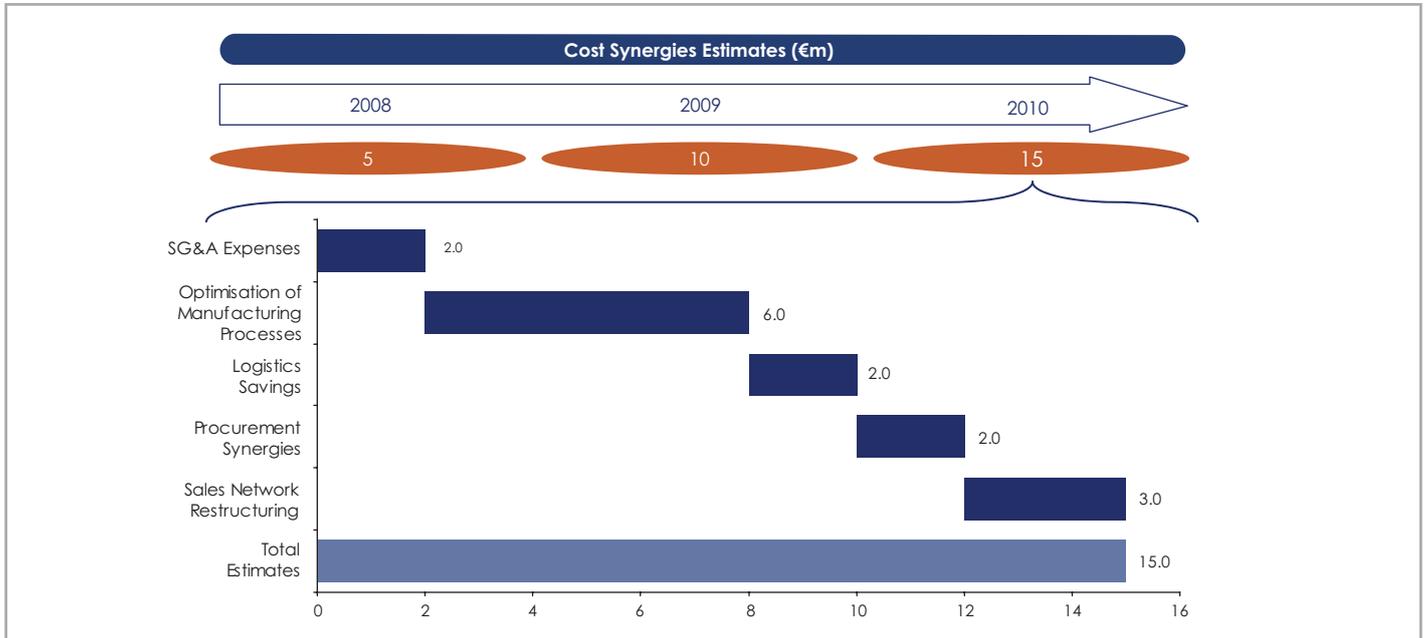
**Reno de Medici - Geographical Risk Diversification**



Source: Company presentation

Synergies indicated at Eu15mn. Strong indications have been provided on potential synergies. The new company would achieve approximately Eu15mn in annualised synergies, beginning in 2008, from the optimisation of value chain processes resulting in lower operating costs and reduced logistics and procurement costs.

**Reno de Medici - Value Creation Through Synergies**



Source: Company presentation

## Valuation

The model used is based on the following assumptions:

Sales are estimated at Eu480.9mn (+40% YoY), made up of:

- Eu314.2mn from the Reno de Medici business as it was prior to the merger, with production volumes of 586.5k tons (-11.8% YoY) and an average price of Eu536 per ton (+4% YoY);
- Eu166.8mn from the former Cascades assets, with production volumes coming to 305k tons and an average price of Eu547 per ton.

The EBITDA margin, adjusted for the extraordinary item outlined above, is expected flat (Eu29.2mn), with profitability lower than last year at 2.4%.

Forecasts for profitability by business are outlined below.

Reno de Medici: Eu21.6mn of EBITDA at a margin of 6.9%. Profitability revised downwards from last year to take into account the continued rise in energy prices (which we estimate at 4% YoY). Production costs are estimated at Eu169/ ton, +1% vs. last year.

Ex-Cascades: EBITDA of Eu6.6mn, with profitability at 4.5%. Production costs estimated at Eu208/ton. A further Eu1mn is estimated as an impact of the merger, made up of Eu5mn from synergies and Eu4mn in restructuring costs.

Net profit is up YoY /to Eu12.3mn, vs. Eu0.8mn last year) due to the impact of the booking of the negative goodwill on the P&L, equating to Eu16.1mn. Net profit adjusted for this extraordinary item would be in the red to the tune of Eu-2.1mn.

**DCF:** our assumptions are as follows: WACC in the last year comes to 7.9%, terminal growth 0%, beta of 1, financial leverage estimated at 34%.

The fair value comes out at Eu0.34 per share.

**EV/ROACE:** using the same assumptions as in the previous valuation model, the fair value comes out at Eu0.32 per share.

( see tables on the next page)

**Reno de Medici - DCF**

| (Eu mn)                            | 2007E         | 2008E        | 2009E        | 2010E        | 2011E        | 2012E        | 2013E        | 2014E        | 2015E        | Term. Y      |
|------------------------------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Consolidated net sales</b>      | <b>342.5</b>  | <b>480.9</b> | <b>495.3</b> | <b>508.7</b> | <b>518.9</b> | <b>526.7</b> | <b>534.6</b> | <b>539.9</b> | <b>545.3</b> | <b>545.3</b> |
| YoY growth rate                    |               | 40.4%        | 3.0%         | 2.7%         | 2.0%         | 1.5%         | 1.5%         | 1.0%         | 1.0%         | 0.0%         |
| <b>Ebitda</b>                      | <b>29.1</b>   | <b>29.2</b>  | <b>35.4</b>  | <b>43.6</b>  | <b>49.8</b>  | <b>50.6</b>  | <b>51.3</b>  | <b>51.8</b>  | <b>52.4</b>  | <b>52.4</b>  |
| Ebitda margin (%)                  | 8.5%          | 6.1%         | 7.2%         | 8.6%         | 9.6%         | 9.6%         | 9.6%         | 9.6%         | 9.6%         | 9.6%         |
| <b>Ebit</b>                        | <b>10.1</b>   | <b>10.7</b>  | <b>14.4</b>  | <b>22.6</b>  | <b>28.4</b>  | <b>28.8</b>  | <b>29.3</b>  | <b>29.5</b>  | <b>29.8</b>  | <b>29.8</b>  |
| Ebit margin (%)                    | 2.9%          | 2.2%         | 2.9%         | 4.4%         | 5.5%         | 5.5%         | 5.5%         | 5.5%         | 5.5%         | 5.5%         |
| <b>Change in Working Capital</b>   | <b>8.5</b>    | <b>-4.0</b>  | <b>-2.5</b>  | <b>-2.3</b>  | <b>-1.8</b>  | <b>-1.4</b>  | <b>-1.4</b>  | <b>-1.0</b>  | <b>-1.0</b>  | <b>0.0</b>   |
| Net working capital                | 69.4          | 82.7         | 85.2         | 91.6         | 93.4         | 94.8         | 96.2         | 97.2         | 98.2         | 98.2         |
| Capex                              | -15.2         | -19.9        | -20.6        | -22.9        | -23.4        | -23.7        | -24.1        | -24.3        | -24.5        | -22.5        |
| as a % of net sales                | 4.4%          | 4.1%         | 4.2%         | 4.5%         | 4.5%         | 4.5%         | 4.5%         | 4.5%         | 4.5%         | 4.1%         |
| Tax Rate                           | 40.0%         | 20.0%        | 20.0%        | 20.0%        | 20.0%        | 20.0%        | 20.0%        | 20.0%        | 20.0%        | 20.0%        |
| Taxes on EBIT                      | -4.0          | -2.1         | -2.9         | -4.5         | -5.7         | -5.8         | -5.9         | -5.9         | -6.0         | -6.0         |
| Operating Free Cash Flow           | 18.4          | 3.1          | 9.4          | 13.9         | 19.0         | 19.7         | 20.0         | 20.7         | 20.9         | 23.9         |
| Discounting Factor                 | 100.0%        | 100.0%       | 92.2%        | 85.0%        | 78.4%        | 72.3%        | 66.6%        | 61.4%        | 56.7%        | 52.6%        |
| Discounted Free Cash Flow          | 18.4          | 3.1          | 8.7          | 11.8         | 14.9         | 14.2         | 13.3         | 12.7         | 11.8         | 12.5         |
|                                    | <b>2007</b>   | <b>2008</b>  | <b>2009</b>  | <b>2010</b>  | <b>2011</b>  | <b>2012</b>  | <b>2013</b>  | <b>2014</b>  | <b>2015</b>  | <b>2016</b>  |
| WACC                               | 7.0%          | 8.3%         | 8.5%         | 8.5%         | 8.5%         | 8.5%         | 8.5%         | 8.5%         | 8.5%         | 8.4%         |
| Net Cash (Debt)                    | -115.1        | -110.2       | -98.9        | -85.0        | -66.0        | -51.8        | -38.6        | -24.8        | -11.0        | 5.8          |
| Debt Weight                        | 49.7%         | 35.4%        | 32.0%        | 32.0%        | 32.0%        | 32.0%        | 32.0%        | 32.0%        | 32.0%        | 34.0%        |
| Net debt                           | -115.1        | -110.2       | -98.9        | -85.0        | -66.0        | -51.8        | -38.6        | -24.8        | -11.0        | 5.8          |
| Cost of debt                       | 7.0%          | 7.0%         | 7.0%         | 7.0%         | 7.0%         | 7.0%         | 7.0%         | 7.0%         | 7.0%         | 7.0%         |
| Tax Rate                           | 40.0%         | 20.0%        | 20.0%        | 20.0%        | 20.0%        | 20.0%        | 20.0%        | 20.0%        | 20.0%        | 20.0%        |
| Kd                                 | 4.2%          | 5.6%         | 5.6%         | 5.6%         | 5.6%         | 5.6%         | 5.6%         | 5.6%         | 5.6%         | 5.6%         |
| Risk Free                          | 4.8%          | 4.8%         | 4.8%         | 4.8%         | 4.8%         | 4.8%         | 4.8%         | 4.8%         | 4.8%         | 4.8%         |
| Risk Premium                       | 5.0%          | 5.0%         | 5.0%         | 5.0%         | 5.0%         | 5.0%         | 5.0%         | 5.0%         | 5.0%         | 5.0%         |
| Beta                               | 100.0%        | 100.0%       | 100.0%       | 100.0%       | 100.0%       | 100.0%       | 100.0%       | 100.0%       | 100.0%       | 100.0%       |
| Ke                                 | 9.8%          | 9.8%         | 9.8%         | 9.8%         | 9.8%         | 9.8%         | 9.8%         | 9.8%         | 9.8%         | 9.8%         |
| Discounting Factor                 | 1.0           | 1.0          | 0.9          | 0.9          | 0.8          | 0.7          | 0.7          | 0.6          | 0.6          | 0.5          |
| <b>Actual Value Free Cash Flow</b> | <b>90.587</b> |              |              |              |              |              |              |              |              |              |
| Terminal Value                     | 285.14        |              |              |              |              |              |              |              |              |              |
| Actual Terminal Value              | 149.87        |              |              |              |              |              |              |              |              |              |
| Enterprise Value                   | 240.46        |              |              |              |              |              |              |              |              |              |
| (+) net debt 2008                  | -110.25       |              |              |              |              |              |              |              |              |              |
| (+) Financial Assets               | 0             |              |              |              |              |              |              |              |              |              |
| (+) minorities                     | -2            |              |              |              |              |              |              |              |              |              |
| Total Value                        | 128.21        |              |              |              |              |              |              |              |              |              |
| N. of shares (mn):                 | 377.75        |              |              |              |              |              |              |              |              |              |
| <b>Fair value per share (Eu):</b>  | <b>0.34</b>   |              |              |              |              |              |              |              |              |              |

Source: Intermonte SIM estimates

**Reno de Medici - Roace**

| <b>(Eu mn)</b>                          | <b>2008E</b> | <b>2009E</b> | <b>2010E</b> |
|---|--------------|--------------|--------------|
| CE                                      | 314.0        | 305.8        | 296.5        |
| <b>avg CE</b>                           | <b>272.7</b> | <b>309.9</b> | <b>301.1</b> |
| Ebit                                    | 10.7         | 14.4         | 22.6         |
| <b>Ebit post tax</b>                    | <b>9.6</b>   | <b>12.5</b>  | <b>18.1</b>  |
| Roace post tax                          | 3.5%         | 4.0%         | 6.0%         |
| Wacc post tax                           | 8.3%         | 8.5%         | 8.5%         |
| Enterprise Value                        | 175.6        | 191.3        | 275.9        |
| (+) Net Debt                            | -110.2       | -98.9        | -76.0        |
| (+/-) Minorities /Associates            | -2.0         | -2.0         | -2.0         |
| <b>Fair Equity Value (Eu mn)</b>        | <b>65.3</b>  | <b>92.4</b>  | <b>199.9</b> |
| Number of shares (mn)                   | 377.8        | 377.8        | 377.8        |
| Fair Value per share (Eu)               | 0.2          | 0.2          | 0.5          |
| <b>Average fair value per share (€)</b> |              |              | <b>0.32</b>  |

Source: Intermonte SIM estimates

## Company Description

The Reno de Medici group was born out of the merger of Safa and Reno de Medici in 1997. At the time of the merger, the group became the largest manufacturer of cardboard for packaging sourced from recycled material in Italy, and the second largest in Europe.

The company expanded until it had six plants. 5 in Italy and one in Spain, with a total production capacity of 750,000 tons per year. In June 2003, the group was acquired by Alerion Industries, which launched a restructuring that saw the company breakeven in 2007.

At the end of the restructuring programme, taking effect from March 2008, the company executed an important merger by incorporation of Cascades Italia, a company of the Cascades Inc. group, which operates in the manufacture of cardboard from new and recycled materials.

The deal involved a further expansion of the production capacity, with two new plants: Blendecques (France) and Arnsberg (Germany), as well as a cutting and distribution centre in Wednesbury (UK).

The deal saw the full subscription of a 115.6mn share rights issue by the new shareholder Cascades SA, which brought about the following change to the shareholder structure: Cascades became the leading shareholder with 30.6%, while the previous main shareholder, Alerion Industries, went down to 9%.

With the completion of the deal between the two companies, Reno de Medici and Cascades SA reserved an option on Cascades' two plants using newly produced paper (La Rochette and Djupafors) that could be exercised in 2010 for Reno de Medici (call option) or in 2011 for Cascades SA (put option).

The company's stated objective is to become the second largest manufacturer of cardboard (in tons) in Europe, with a production capacity of 1.3mn tons per year.

### Short selling: CONSOB adopts new disposition (press release dated 22nd September 2008).

The National Commission for Companies and the Stock Exchange (CONSOB) has today decided that in the sale of shares in banks and insurance companies listed and traded on regulated Italian markets the ordering party must have the shares at its disposal at the time of the order and until the date of the completion of the operation. The company managing compensation and liquidation systems will apply punitive sanctions in the event of any violations. This disposition takes effect from 00.00 of 23<sup>rd</sup> September 2008 and remains in effect until 24.00 on 31st October 2008.

DISCLAIMER (for more details go to <http://Intermonte.it/disclosures.asp>)

#### IMPORTANT DISCLOSURES

The reproduction of the information, recommendations and research produced by Intermonte SIM contained herein and of any its parts is strictly prohibited. None of the contents of this document may be shared with third parties without authorisation from Intermonte.

This report is directed exclusively at market professional and other institutional investors (Institutions) and is not for distribution to person other than "Institution" ("Non-Institution"), who should not rely on this material. Moreover, any investment or service to which this report may relate will not be made available to Non-Institution.

The information and data in this report have been obtained from sources which we believe to be reliable, although the accuracy of these cannot be guaranteed by the Intermonte. In the event that there be any doubt as to their reliability, this will be clearly indicated. The main purpose of the report is to offer up-to-date and accurate information in accordance with regulations in force covering "recommendations" and is not intended nor should it be construed as a solicitation to buy or sell securities.

This disclaimer is constantly updated on Intermonte's website [www.intermonte.it](http://www.intermonte.it) under DISCLOSURES. Valuations and recommendations can be found in the text of the most recent research and/or reports on the companies in question.

#### ANALYST CERTIFICATION

For each company mentioned in this report the respective research analyst hereby certifies that all of the views expressed in this research report accurately reflect the analyst's personal views about any or all of the subject issuer (s) or securities. The analyst (s) also certify that no part of their compensation was, is or will be directly or indirectly related to the specific recommendation or view in this report.

The analyst (s) responsible for preparing this research report receive(s) compensation that is based upon various factors, including Intermonte's total profits, a portion of which is generated by Intermonte's corporate finance activities, although this is minimal in comparison to that generated by brokerage activities.

Intermonte's internal procedures and codes of conduct are aimed to ensure the impartiality of its financial analysts. The exchange of information between the Corporate Finance sector and the Research Department is prohibited, as is the exchange of information between the latter and the proprietary equity desk in order to prevent conflicts of interest when recommendations are made.

#### GUIDE TO FUNDAMENTAL RESEARCH

Reports on all companies listed on the S&P MIB40 Index, most of those on the MIBEX Index and the main small caps (regular coverage) are published at least once per quarter to comment on results and important newsflow.

A draft copy of each report may be sent to the subject company for its information (without target price and/or recommendations), but unless expressly stated in the text of the report, no changes are made before it is published.

Explanation of our ratings system:

BUY: stock expected to outperform the market by over 25% over a 12 month period;

OUTPERFORM: stock expected to outperform the market by between 10% and 25% over a 12 month period;

NEUTRAL: stock performance expected at between +10% and -10% compared to the market over a 12 month period;

UNDERPERFORM: stock expected to underperform the market by between -10% and -25% over a 12 month period;

SELL: stock expected to underperform the market by over 25% over a 12 month period.

The stock price indicated is the reference price on the day prior to the publication of the report.

#### CURRENT INVESTMENT RESEARCH RATING DISTRIBUTIONS

Intermonte SIM is authorised by CONSOB to provide investment services and is listed at n° 246 in the register of brokerage firms.

As at June 30th 2008 Intermonte's Research Department covered 151 companies. Intermonte's distribution of stock ratings is as follows:

BUY: 26.49%  
OUTPERFORM: 26.49%  
NEUTRAL: 26.81%  
UNDERPERFORM: 19.21%  
SELL: 1.32%

The distribution of stock ratings for companies which have received corporate finance services from Intermonte in the last 12 months (24 in total) is as follows:

BUY: 37.5%  
OUTPERFORM: 29.17%  
NEUTRAL: 33.33%  
UNDERPERFORM: 0.0%  
SELL: 0.0%

#### CONFLICT OF INTEREST

In order to disclose its possible conflicts of interest Intermonte SIM states that:

- In order to disclose its possible conflicts of interest Intermonte SIM states that:

- within the last year, Intermonte SIM managed or co-managed / is managing or is co-managing (see companies indicated in bold type) an Institutional Offering of the securities of the following Companies: Arkimedica, IT Holding (private placement), Monti Ascensori (private placement), Pierrel (private placement);

- Intermonte SIM is Sponsor in accordance with the Italian Securities Markets regulations, with the related obligation of coverage and distribution of research, of the following Companies: Arkimedica, Biancamano, Caleffi, Conafi, Omnia Network, RDM Realty;

- Intermonte SIM is Specialist, in accordance with the Italian Securities Markets regulations, with the related obligation of coverage and distribution of research, of the following Companies: Biancamano, Buongiorno, Caleffi, Cogeme, Datalogic, DeA Capital, Digital Bros, Dmail, EEMS, Fiera Milano, FMR Art'è, Kerself, M&C Management e Capitali, Monti Ascensori, Pierrel, Reno de Medici, Realty Vallog, Saes Getters, Servizi Italia, TAS, Trevisan.

#### DETAILS ON STOCK RECOMMENDATION

| Stock                | RENO de MEDICI |                       |            |
|----------------------|----------------|-----------------------|------------|
| Current Recomm:      | OUTPERFORM     | Previous Recomm:      | OUTPERFORM |
| Current Target (Eu): | 0.33           | Previous Target (Eu): | 0.50       |
| Current Price (Eu):  | 0.22           | Previous Price (Eu):  | 0.37       |
| Date of Report:      | 26/09/2008     | Date of Last Report:  | 31/03/2008 |

INTERMONTE SIM is MIFID compliant - for our Best Execution Policy please check our Website [www.intermonte.it/mifid](http://www.intermonte.it/mifid)

Further information is available