

From: "jeffrey E." <jeevacation@gmail.com>
To: "Brachetti Peretti, Ugo" <[REDACTED]>
Subject: Re: downstream sector valuation
Date: Thu, 05 Mar 2015 14:22:35 +0000

I'll talk to her sat

On Thursday, March 5, 2015, Brachetti Peretti, Ugo <[REDACTED]> wrote:

Jeffrey,
on the base of your proposal, how should i behave with Ariane Rothschild that just wrote to me to discuss the possibility to assist us on the possible identification of a partner?
thanks
ugo

2015-03-05 13:54 GMT+01:00 jeffrey E. <jeevacation@gmail.com>:

Ugo , I m not sure of much but am certain that the valuation method is very very high . If you want my help , Indians Chinese Arabs . The deal is five percent of all money's received . Debt equity etc . I don't need a contract only a paragraph , if not I won't be insulted and we can talk women instead .

On Thursday, March 5, 2015, Ugo Brachetti Peretti <[REDACTED]> wrote:

Hi Jeffrey,
here is the answer to your question, and some explanation on the evaluation of the company.
Note that 2014 represent the first full year after the turnaround of the group in 2013; the downstream sector achieved an ebitda of 80m which is double the one of the previous year. we expect a natural increase of the marginality of the business once all actions currently ongoing will be finalized up to 140m.

Valuations based on sum of the parts/comparable market transactions

in a sector where the volatility of the results is important we normally use as a reference point for valuations an approach related to sum of the parts based on market references or previous comparable transactions.

in evaluating api group downstream activity we highlight the following items:

refinery 200-300m
logistic/storage 200-250m
retail network (owned) 600-700m
retail network (partner) 150-200m
wholesale unbranded 50m
wholesale special products 250-300m

total Enterprise Value 1450-1800m

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