



Mediobanca prize for dynamic medium-size Italian companies: terms and conditions

1. Purpose

The aim of this new initiative is to identify the most dynamic Italian medium-size companies and the most promising in terms of their potential for becoming large-scale enterprises. The prize is open to industrial companies or service companies which are industrial in nature, e.g. telecoms, utilities, etc., which in the last financial year reported sales volumes of under € 3bn. Such companies will be identified on the basis of top-line growth rates, with priority being given to governance, internal organization, commitment to innovation and design, and significant market shares both in Italy and elsewhere.

2. Prizes

Each year two prizes will be awarded. The first will be awarded to a medium-size Italian company which has increased its turnover by no less than 40%, at least 20% of which must have been during the past twelve months (*), and whose net profit accounts for no less than 4% of turnover. For the purposes of this award, medium-size companies are defined as those with consolidated turnover of no more than € 330m and a headcount of under 500 employees. The second prize shall be awarded to a company that has exceeded these parameters but delivered a similar performance, with turnover still below € 3bn.

3. Candidates

Inclusion in the most recent edition of Mediobanca's Research Department's survey of leading Italian companies constitutes an essential prerequisite for consideration in this competition. Coverage in the survey is free of charge, and merely involves sending the relevant financial statements to Mediobanca's Research Department in good time. The minimum size limits established from time to time in the Foreword to the Leading Italian Companies publication and disclosed on the Research Department's website at www.mbres.it shall prevail for the purposes of admission to the competition.

4. Selection

Applications from companies shall be reviewed in the first instance by the Research Department of Mediobanca on the basis of objective data derived from the annual survey of leading Italian companies; the profiles then drawn up will be submitted to a Technical Committee made up of independent members. The profiles will be prepared inter alia on the basis of information collected in the course of interviews with the senior management of the shortlisted companies. Such information shall be treated as confidential, and shall not be published without the prior agreement of the companies concerned.



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5. Award

The successful candidates will be chosen by a committee comprising the external members of the Ricerche e Studi S.p.A. (R&S) Technical Committee on the basis of the profiles drawn up by the Mediobanca Research Department, which shall reflect the content of the interviews carried out with each company. The two successful candidates each year will be chosen following a majority vote, with the Chairman's vote counting double in the event of a tie. The decision will be final. The prize will consist of a commemorative medal and scroll, and will be awarded by the Chairman and the Chief Executive Officer of Mediobanca, at a conference to be arranged at Mediobanca's head offices, in the course of which the business histories of the two companies will be presented. The first edition of the prize will refer to growth delivered during the 2003-05 period, and the awards will be made by the end of the first quarter in 2007. For subsequent editions, awards will be made by the end of the first quarter of the year following publication of Leading Italian Companies.

6. Undertakings by successful candidates

The successful companies must agree to take part in the award ceremony and unveil their own business histories, which will subsequently be published by Mediobanca and made available free of charge to all interested parties, including via its website.

7. Competition secretary's office

This based in the Media Relations office of Mediobanca at Piazzetta E. Cuccia 1, 20121 Milan, Italy.

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(*) For the 2011 edition alone, the Mediobanca Prize Committee has chosen to suspend the qualification of 20% turnover growth in the previous year, as this coincided with the year of the financial crisis in 2009.