UITY RESEARCH

European Aerospace & Defense

# Finmeccanica (SIFI.MI - EUR 21.36) RS-Rating Suspended

**Recommendation Change** 

May 13, 2008

**Finmeccanica Proposes to Acquire DRS** 

#### **Investment Conclusion**

□ Since Lehman Brothers is acting as financial adviser to Finmeccanica in its proposed acquisition of DRS, we are suspending our rating and price target. Facts of the deal released by the companies, along with historical information on DRS as well as financial metrics/valuation multiples are provided below.

### Summary

- ☐ Deal approved by both boards, but other offers from outside bidders always possible. Break-up fee is \$90m.
- □ Funding of the ~\$5.2bn or ~EUR3.4bn transaction initially from a committed bridge loan, but permanent financing is planned to include roughly equal shares of divestitures, equity, and debt to maintain or improve current debt ratings.
- ☐ Partial divestiture of Ansaldo Energia via IPO and sale of other assets announced.
- Various approvals still needed in the US, including DRS shareholders and government approvals.
- ☐ Italian government 34% stake expected to be diluted.
- □ DRS management will stay on to run DRS as an independent U.S. subsidiary

Stock Rating		Target Price	
New:	RS-Rating Suspended	New:	N/A
Old:	-	Old:	N/A

**Sector View:** 1-Positive

FY Dec	2007A	200	8E	200	9E	201	0E
Currency EUR	Actual	Old	New	Old	New	Old	New
Revenue (m)	13429.0	N/A	N/A	N/A	N/A	N/A	N/A
PTP (m)	847.0	N/A	N/A	N/A	N/A	N/A	N/A
EPS	1.14	N/A	N/A	N/A	N/A	N/A	N/A
EV/CE	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EV/Sales	0.64	N/A	N/A	N/A	N/A	N/A	N/A
EV/OR	N/A	N/A	N/A	N/A	N/A	N/A	N/A
*P/E	18.7	N/A	N/A	N/A	N/A	N/A	N/A

### **Market Data**

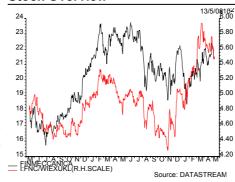
\*Calendarised Data

Market Cap (m)	N/A
Units Outstanding (m)	N/A
Float (%)	N/A
Net Distribution Yield (%)	N/A
Convertible	N/A
Shares per ADR	N/A

# **Financial Summary**

Five Yr. EPS CAGR (%)	N/A
Return on Equity FY07 (%)	N/A
Current BVPS	N/A
Net Debt (m current)	N/A

# **Stock Overview**



Reuters	SIFI.N	ΛI	
Bloomberg	FNC I	M	
ADR			
Performance	1M	3M	12M
Absolute %	N/A	N/A	N/A
Rel. Market %	N/A	N/A	N/A
Rel. Sector %	N/A	N/A	N/A
52 Week Range	23.74 -	18.42	

# Announcements and Statements Made by the Companies

- 1. Finmeccanica and DRS announced jointly that they have agreed to an \$81 per share offer for Finmeccanica to acquire all the shares of DRS and to assume its outstanding debt. Both boards of directors have approved the transaction and Finmeccanica has firm commitments for 100% of the transaction funding. The companies are planning a joint investor meeting on Tuesday May 13, which will be webcast from both company websites.
- 2. The transaction would be valued at approximately \$5.2 billion in total, or €3.4 billion and would be subject to US Government approvals including the Exon-Florio Presidential CFIUS certification, the Hart-Scott-Rodino anti-trust review, and to Department of Defense security approvals. The companies said various government agencies had already been notified and that they anticipated obtaining the necessary approvals and closing in the 4<sup>th</sup> quarter of 2008. The Italian government approvals have effectively been granted by the Finmeccanica Board of Directors which is controlled by representatives of the Italian government, which owns 34% of Finmeccanica.

Lehman Brothers does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report.

Investors should consider this report as only a single factor in making their investment decision.

PLEASE SEE ANALYST(S) CERTIFICATION(S) ON PAGE 3 AND IMPORTANT DISCLOSURES BEGINNING ON PAGE 4

- 3. Finmeccanica has bridge loan commitments from a consortium of banks for the funds required for closing. The bridge loan will be taken out by permanent financing which will be a combination of divestitures, equity, and debt in roughly equal percentages. Divestitures announced in conjunction with the DRS transaction include the sale via IPO of a stake of Ansaldo Energia and sale of shares of STM owned by the company.
- 4. The equity is planned to be issued in the form of a rights offering which would distribute rights to shareholders as a dividend. These rights would reward shareholders by giving them the right to purchase Finmeccanica shares at a ~25% discount to the trading value which was €21.36 at last night's closing. The company said that it planned to have an Extraordinary General Meeting (EGM) at which shareholders would be asked to approve the proposed rights offering. The rights offering will have the effect of diluting the Italian government's current 34% stake in Finmeccanica. The Italian government can limit its dilution either by setting a ceiling on the size of the rights offering or by participating in the rights offering. It is expected that the Italian government will not fall below a 30% stake in the company.

**The Proposed DRS Transaction:** Finmeccanica proposes to pay \$81 per share to acquire DRS which including \$1.2 billion of outstanding debt would bring the total to just over \$5 billion. There is a break up fee of \$90 million, or ~2% of the transaction consideration, which would be paid to Finmeccanica if their bid is topped by another company. The companies need the following approvals:

- □ Committee on Foreign Investment in the United States (CFIUS) which is a Presidential finding following the recommendations from several cabinet level departments.
- ☐ Hart-Scott-Rodino (HSR) Anti-Trust Review
- Approval for an Special Security Agreement (SSA) for the bulk of the DRS company
- □ Approval of the shareholders of DRS to close
- Approval of the shareholders of Finmeccanica to issue the equity offering but not to close the transaction

DRS and Valuation of Deal: DRS, which had revenues of \$2.8 billion in its fiscal year ended March 2007, is the 21st-largest US defense company, according to DRS management. DRS revenues have grown at a compound annual rate of 42% since 2004; organic growth has been augmented by regular acquisitions. In the first nine months of fiscal 2008, DRS reported that revenues grew organically at an annual rate of 17%. Since 1968, the company has completed more than 20 acquisitions; the most recent significant acquisition was that of Engineered Support Systems, which was completed in January 2006. The company recently reported that the army accounted for more than half of its current revenues. For 2007 and the first nine months of 2008, DRS had EBITDA margins greater than 13%. DRS reports that its revenues are diverse, with no single program larger than 5% of revenues, and that the top 10 contracts amount to approximately 30% of revenues. DRS released an investor alert that it is due to report full fiscal 2008 year results on May 20, 2008. Consensus forecasts (in US dollars and euros) for DRS for the full calendar year 2009 are shown in Figure 1:

Figure 1: DRS Consensus Forecasts for Calendar Year 2009

CY2009 DRS Estimates (billions, except EPS)	U.S. Dollars	Euros*
Revenues	3.4	2.2
EBIT <i>Margin</i>	0.40 11.7%	0.26
EBITDA <i>Margin</i>	0.49 14.4%	0.32
EBITA  Margin	0.43 12.5%	0.27
EPS	\$4.39	
FCF	0.19	0.12

\* Based on \$/€ rate of 1.56

Source: All estimates are calendar year 2009 estimates from First Call

Using these consensus metrics for DRS, the valuation metrics on the proposed DRS acquisition at the \$81 per share deal price are TEV to EBIT/A of 11.8x, TEV to EBIT/DA of 10.6x, and a P/E of 18.5x on calendar year 2009 consensus estimates.



QUITY RESEARCH

Finmeccanica Before and After the Proposed Transaction: Finmeccanica has provided investors with guidance for 2008-2009 and 2010 for revenues, EBIT/A, and cash flows. Should the transaction close in the fourth quarter as anticipated by the companies in the press release, DRS would affect Finmeccanica results slightly for the last quarter of 2008 and for the full year 2009 and 2010. Finmeccanica has said the DRS transaction would not affect its EPS in 2008 or 2009, but that it expected the transaction to be accretive thereafter, according to CFO Alessandro Pansa. Finmeccanica provided the following pro forma Finmeccanica adjustments for 2009 including the acquisition of DRS - using the consensus estimates for DRS's 2009 calendar year:

- Additional Revenues: ~\$3.6 billion (~EUR 2.2 billion)
 - EBIT/A: ~\$440 million (~EUR 280 million)

- EBIT/A margin: ~12%- EBIT/DA margin ~13.5%

- Additional Interest depending on the amount of additional debt
- Additional shares due to rights offering: ~40 mm shares, depending on size of the equity offering.

Finmeccanica said its rationale for the transaction included increased access to the US defense market, which is the world's largest (97% of DRS sales are to US government agencies and its prime contractors). DRS CEO Mark Newman said the transaction, in addition to providing attractive returns, would enable DRS to be better able to compete and win contracts around the world. Finmeccanica sales in the US were 11% before the transaction and would rise to 24% post the transaction on a pro forma 2007 basis.

## **Analyst Certification:**

We, Joseph F. Campbell and Carter Copeland, hereby certify (1) that the views expressed in this research Company Note accurately reflect our personal views about any or all of the subject securities or issuers referred to in this Company Note and (2) no part of our compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed in this Company Note.

# **Company Description:**

For a complete background on this company, our earnings forecasts and valuation comparables, please refer to our website, located at www.lehmanlive.com/equities/indmanu. If you require access, please contact us on +44 20 7256 4631.

OUITY RESEARCH

Important Disclosures:

Finmeccanica (SIFI.MI)
Rating and Price Target Chart:

EUR 21.36 (12-May-2008)

RS-Rating Suspended / 1-Positive

### **FINMECCANICA**



Currency=EUR

Date	Closing Price	Rating	Price Target	
29-Mar-07	22.66		24.00	
30-Mar-06	18.94		21.00	

Date	Closing Price	Rating	Price Target
28-Sep-05	16.63	1 -Overweight	

FOR EXPLANATIONS OF RATINGS REFER TO THE STOCK RATING KEYS LOCATED ON THE PAGE FOLLOWING THE LAST PRICE CHART.

Lehman Brothers Inc. and/or an affiliate has managed or co-managed within the past 12 months a 144A and/or public offering of securities for Finmeccanica.

Lehman Brothers Inc. and/or an affiliate has received compensation for investment banking services from Finmeccanica in the past 12 months.

Lehman Brothers Inc. and/or an affiliate expects to receive or intends to seek compensation for investment banking services from Finmeccanica within the next 3 months.

Lehman Brothers Inc and/or an affiliate trade regularly in the shares of Finmeccanica.

Finmeccanica is or during the past 12 months has been an investment banking client of Lehman Brothers Inc. and/or an affiliate.

Valuation Methodology: Our Price Target and Rating are currently suspended.

Risks Which May Impede the Achievement of the Price Target: Finmeccanica designs and manufactures complex aerospace and defence products. Programmes can experience delays and cost overruns that would negatively affect results. The company is also exposed to the commercial aerospace industry and results could be negatively affected by war, terrorism or airline bancruptcies. Finmeccannica has an exposure to the Italian, UK, US and global defence budgets, which, if they were to decline, could have a meaningful negative effect on company results.

Other Material Conflicts: Lehman Brothers is acting as financial adviser to Finmeccanica SpA with respect to its acquisition of DRS Technologies Inc

#### OUITY RESEARCH

#### **Important Disclosures Continued:**

The analysts responsible for preparing this report have received compensation based upon various factors including the firm's total revenues, a portion of which is generated by investment banking activities.

With the exception of analysts who publish for either LBI or a branch of LBI, research analysts may not be associated persons of the member and therefore may not be subject to Rule 2711 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

Company Name Ticker Price (12-May-2008) Stock / Sector Rating

Finmeccanica SIFI.MI EUR 21.36 RS-Rating Suspended / 1-Positive

#### **Guide to Lehman Brothers Equity Research Rating System:**

Our coverage analysts use a relative rating system in which they rate stocks as 1-Overweight, 2-Equal weight or 3-Underweight (see definitions below) relative to other companies covered by the analyst or a team of analysts that are deemed to be in the same industry sector (the "sector coverage universe"). Below is the list of companies that constitute the sector coverage universe:

BAE SYSTEMS (BAES.L) Finmeccanica (SIFI.MI) EADS (EAD.PA)

In addition to the stock rating, we provide sector views which rate the outlook for the sector coverage universe as 1-Positive, 2-Neutral or 3-Negative (see definitions below). A rating system using terms such as buy, hold and sell is not the equivalent of our rating system. Investors should carefully read the entire research report including the definitions of all ratings and not infer its contents from ratings alone.

#### **Stock Rating**

- **1-Overweight** The stock is expected to outperform the unweighted expected total return of the sector coverage universe over a 12-month investment horizon.
- **2-Equal weight** The stock is expected to perform in line with the unweighted expected total return of the sector coverage universe over a 12- month investment horizon.
- **3-Underweight** The stock is expected to underperform the unweighted expected total return of the sector coverage universe over a 12- month investment horizon.
- **RS-Rating Suspended** The rating and target price have been suspended temporarily to comply with applicable regulations and/or firm policies in certain circumstances including when Lehman Brothers is acting in an advisory capacity in a merger or strategic transaction involving the company.

# Sector View

- 1-Positive sector coverage universe fundamentals/valuations are improving.
- 2-Neutral sector coverage universe fundamentals/valuations are steady, neither improving nor deteriorating.
- **3-Negative** sector coverage universe fundamentals/valuations are deteriorating.

### **Distribution of Ratings:**

Lehman Brothers Equity Research has 2154 companies under coverage.

- 39% have been assigned a 1-Overweight rating which, for purposes of mandatory regulatory disclosures, is classified as Buy rating,
- 30% of companies with this rating are investment banking clients of the Firm.
- 46% have been assigned a 2-Equal weight rating which, for purposes of mandatory regulatory disclosures, is classified as Hold rating,
- 35% of companies with this rating are investment banking clients of the Firm.
- 11% have been assigned a 3-Underweight rating which, for purposes of mandatory regulatory disclosures, is classified as Sell rating,
- 22% of companies with this rating are investment banking clients of the Firm.

Lehman Brothers Inc. and Its Foreign Affiliates Involved in the Production of Equity Research

New York	London	Tokyo
Lehman Brothers Inc. (LBI, New York)	Lehman Brothers International (Europe)	Lehman Brothers Japan Inc. (LBJ, Tokyo)
745 Seventh Avenue	(LBIE, London)	Roppongi Hills Mori Tower, 31st Floor
New York, NY 10019	25 Bank Street	6-10-1 Roppongi, Minato-ku, Tokyo 106-6131,
Member, FINRA	London, E14 5LE, United Kingdom	Japan
	Regulated by FSA	Regulated by FSA
Mumbai	Seoul	Hong Kong
Lehman Brothers Inc., India Branch	Lehman Brothers International (Europe) Seoul	Lehman Brothers Asia Limited - Hong Kong
(LBI, India)	Branch (LBIE, Seoul)	(LBAL, Hong Kong)
Winchester, Off High Street, 9th Floor	Hanwha Building, 12th Floor	Two International Finance Centre
Hiranandani Business Park,	110, Sokong-dong Chung-Ku	8 Finance Street, 26th Floor
Powai, Mumbai 400 076, India	Seoul 100-755, Korea	Central, Hong Kong
	Regulated by FSC	Regulated by SFC

# LEHMAN BROTHERS

#### QUITY RESEARCH

Mumbai

Lehman Brothers Securities Private Limited (LBSPL, India)
Ceejay House, 11th Level, Plot F,
Shivsagar Estate, Dr. Annie Besant Road,
Worli, Mumbai 400018
Regulated by SEBI

Taipei

Lenman Brothers Securities Taiwan Limited (LBSTL, Taiwan)
Cathay Financial Center 12F
7 Sungren Road - Shin-Yi District
Taipei, Taiwan
Regulated by FSC

Sydney

Lehman Brothers Australia Securities Pty Limited (LBAUL, Sydney)
Level 33, 264 George Street
Sydney NSW 2000, Australia
Regulated by ASIC

This material has been prepared and/or issued by Lehman Brothers Inc., member SIPC, and/or one of its affiliates ("Lehman Brothers") and has been approved by Lehman Brothers International (Europe), authorized and regulated by the Financial Services Authority, in connection with its distribution in the European Economic Area. This material is distributed in Japan by Lehman Brothers Japan Inc., and in Hong Kong by Lehman Brothers Asia Limited. This material is distributed in Australia by Lehman Brothers Australia Securities Pty Limited, and in Singapore by Lehman Brothers Singapore Pte Ltd. Where this material is distributed by Lehman Brothers Singapore Pte Ltd, please note that it is intended for general circulation only and the recommendations contained herein does not take into account the specific investment objectives, financial situation or particular needs of any particular person. An investor should consult his Lehman Brothers' representative regarding the suitability of the product and take into account his specific investment objectives, financial situation or particular needs before he makes a commitment to purchase the investment product. This material is distributed in Korea by Lehman Brothers International (Europe) Seoul Branch, and in Taiwan by Lehman Brothers Securities Taiwan Limited. Where this material is distributed by Lehman Brothers Securities Taiwan Limited, please note that recommendations expressed herein are for reference only. Investors should carefully evaluate the investment risks and are reminded that they are solely responsible for their investment decisions. This document is for information purposes only and it should not be regarded as an offer to sell or as a solicitation of an offer to buy the securities or other instruments mentioned in it. No part of this document may be reproduced in any manner without the written permission of Lehman Brothers. With the exception of disclosures relating to Lehman Brothers, this research report is based on current public information that Lehman Brothers considers reliable, but we make no representation that it is accurate or complete, and it should not be relied on as such. In the case of any disclosure to the effect that Lehman Brothers Inc. or its affiliates beneficially own 1% or more of any class of common equity securities of the subject company, the computation of beneficial ownership of securities is based upon the methodology used to compute ownership under Section 13(d) of the United States' Securities Exchange Act of 1934. In the case of any disclosure to the effect that Lehman Brothers Inc. and/or its affiliates hold a short position of at least 1% of the outstanding share capital of a particular company, such disclosure relates solely to the ordinary share capital of the company. Accordingly, while such calculation represents Lehman Brothers' holdings net of any long position in the ordinary share capital of the company, such calculation excludes any rights or obligations that Lehman Brothers may otherwise have, or which may accrue in the future, with respect to such ordinary share capital. Similarly such calculation does not include any shares held or owned by Lehman Brothers where such shares are held under a wider agreement or arrangement (be it with a client or a counterparty) concerning the shares of such company (e.g. prime broking and/or stock lending activity). Any such disclosure represents the position of Lehman Brothers as of the last business day of the calendar month preceding the date of this report. This material is provided with the understanding that Lehman Brothers is not acting in a fiduciary capacity. Opinions expressed herein reflect the opinion of Lehman Brothers and are subject to change without notice. The products mentioned in this document may not be eligible for sale in some states or countries, and they may not be suitable for all types of investors. If an investor has any doubts about product suitability, he should consult his Lehman Brothers representative. The value of and the income produced by products may fluctuate, so that an investor may get back less than he invested. Value and income may be adversely affected by exchange rates, interest rates, or other factors. Past performance is not necessarily indicative of future results. If a product is income producing, part of the capital invested may be used to pay that income. © 2008 Lehman Brothers. All rights reserved. Additional information is available on request. Please contact a Lehman Brothers entity in your home jurisdiction.

Lehman Brothers policy for managing conflicts of interest in connection with investment research is available at <a href="https://www.lehman.com/researchconflictspolicy">www.lehman.com/researchconflictspolicy</a>. Complete disclosure information regarding companies covered by Lehman Brothers Equity Research, including ratings, earnings per share forecasts and price targets contained in reports covering U.S. companies is available at <a href="https://www.lehman.com/disclosures">www.lehman.com/disclosures</a>.