Italian Stock Exchange Letter B - FOR A, SCROLL TO DOC BELOW!

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B&C Speakers - BIT: BEC - Interesting Niche!

Market Summary > B & C Speakers SpA



Very interesting business to find quoted on a stock exchange:



They have done well, growing and are profitable:

INCOME STATEMENT BALANCE	SHEET CAS	SH FLOW	STATEME	NT RA	TIOS	SEGMEN	ITS
Income Statement TIKR.com	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	LTM
Revenues 🛈	38.43	40.31	54.50	56.29	31.98	45.23	71.59
Other Revenues 🛈							
Total Revenues	38.43	40.31	54.50	56.29	31.98	45.23	71.59
% Change YoY 💿	5.0%	4.9%	35.2%	3.3%	(43.2%)	41.5%	
Cost of Goods Sold 📀	(22.42)	(23.67)	(33.95)	(34.57)	(20.40)	(29.16)	(46.14)
Gross Profit 🙃	16.02	16.64	20.55	21.71	11.58	16.08	25.45
% Change YoY 💿	6.7%	<i>3.9%</i>	23.5%	5.6%	(46.7%)	38.8 %	
% Gross Margins 🛈	41.7%	41.3%	37.7%	38 .6%	36.2%	35.5%	35.6%
Selling General & Admin Expenses 🗿	(6.73)	(7.25)	(10.22)	(9.23)	(6.90)	(7.99)	(9.33)
Provision for Bad Debts 🛈	(0.07)	(0.01)	(0.02)		(0.05)	(0.05)	(0.10)
Depreciation & Amortization	(0.76)	(0.79)	(1.41)	(2.29)	(1.99)	(1.87)	(1.87)
Amortization of Goodwill and Intangible Assets	(0.03)	(0.05)			(0.19)	(0.14)	(0.14)
Other Operating Expenses	0.06	0.20	0.56	0.10	0.44	0.71	0.41
Total Operating Expenses	(7.53)	(7.90)	(11.09)	(11.43)	(8.69)	(9.34)	(11.03)
Operating Income 🕕	8.49	8.74	9.47	10.29	2.89	6.73	14.42
% Change YoY 💿	12.1%	3.0%	8.3 %	8 .7%	(71.9%)	133.0%	
% Operating Margins 🛈	22 .1%	21.7%	17.4%	18.3%	9.0 %	14.9%	20.1%
Interest Expense 📀	(0.06)	(0.10)	(0.08)	(0.23)	(0.25)	(0.16)	(2.76)
Interest And Investment Income	0.00						0.91
Currency Exchange Gains (Loss) 🕡	0.26	(0.03)	(0.05)	(99.00)	(0.47)	0.20	0.20
Other Non Operating Income (Expenses)	0.00	0.00	(0.01)	99.05	(0.01)	0.04	0.04
EBT Excl. Unusual Items	8.70	8.61	9.33	10.11	2.16	6.81	12.80
Merger & Restructuring Charges		(0.25)				(0.18)	(0.18)
Impairment of Goodwill							
Gain (Loss) On Sale Of Investments	0.18	0.09	(0.14)	0.55	0.13	0.05	0.07
Asset Writedown 🛈				(0.00)			
Other Unusual Items							
EBT Incl. Unusual Items	8.88	8.45	9.19	10.65	2.28	6.68	12.70
ncome Tax Expense 🛈	(2.76)	(2.22)	0.13	(2.04)	(0.37)	(1.71)	(3.34)
Earnings From Continuing Operations	6.12	6.23	9.32	8.61	1.92	4.97	9.35
Net Income to Company	6.12	6.23	9.32	8.61	1.92	4.97	9.35
Minority Interest							

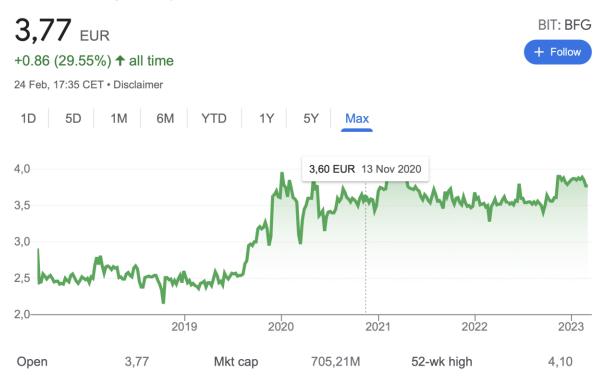
This is an interesting niche as all they do is speakers. They expect to grow above prepandemic levels so I would assume profits to be above 10 million this year and then going forward it will depend on how they can scale on what they do. I am not familiar with the speaker markets and the competition there but it looks like they have their place in it, and a profitable place.

The likely investment outcome here is a takeover at some point by a bigger company interested in a niche business like this. That should happen at 12 time EBITDA at least so we could be 180 million and above which isn't a great return ahead.

It is not cheap enough for me to get interested in this, thus I am not interested is learning everything about the speaker market, but it is a bright business compared to all other Italian businesses that we discussed up till now.

B.F. - retailer, no miracle

Market Summary > BF SpA



A non-profitable but scaling (likely acquisition) retailer.

INCOME STATEMENT BALANCE	SHEET CA	SH FLOW :	STATEME	NT R	ATIOS	SEGMEN	ITS
Income Statement TIKR.com	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	LTM
Revenues 📀	9.66	29.13	67.82	73.35	84.22	287.69	690.10
Other Revenues 0	5.35	4.85	5.98	9.84	7.83	11.29	11.81
Total Revenues	15.02	33.97	73.80	83.18	92.04	298.98	701.91
% Change YoY 🕠	17.7%	126.3%	117.2%	<i>12.7%</i>	10.6%	224.8 %	
Cost of Goods Sold 🗿	(6.29)	(25.28)	(55.84)	(66.15)	(71.38)	(264.75)	(632.74
Gross Profit 🛈	8.73	8.69	17.95	17.04	20.66	34.23	69.17
% Change YoY 🕠	37.7%	(0.4%)	106.5%	(5.1%)	21.3%	65 .7%	
% Gross Margins 🛈	58 .1%	25.6%	24.3 %	20.5%	22.4%	11.4%	9.9 %
Selling General & Admin Expenses 💿	(3.95)	(6.16)	(12.11)	(12.47)	(13.25)	(21.03)	(37.00)
Depreciation & Amortization	(1.67)	(3.16)	(5.55)	(7.03)	(8.78)	(12.89)	(20.89)
Other Operating Expenses	(1.25)	(1.75)	(2.42)	(2.76)	(2.48)	(4.19)	(8.85)
Total Operating Expenses	(6.87)	(11.07)	(20.09)	(22.26)	(24.52)	(38.11)	(66.74)
Operating Income 🛈	1.86	(2.38)	(2.13)	(5.23)	(3.86)	(3.88)	2.42
% Change YoY 🕠	660.0%	(227.7%)	10.3%	145.1%	26.1%	0.5%	
% Operating Margins ()	12.4%	(7.0%)	(2.9 %)	(6.3%)	(4.2%)	(1.3%)	0.3%
Interest Expense 0	(0.34)	(0.54)	(1.13)	(1.68)	(2.13)	(2.39)	(3.94)
Interest And Investment Income		0.00			0.03	0.18	0.63
Other Non Operating Income (Expenses)	0.09	0.15	0.50	0.04		1.00	1.00
EBT Excl. Unusual Items	1.61	(2.76)	(2.76)	(6.87)	(5.96)	(5.10)	0.11
Gain (Loss) On Sale Of Investments		1.73		7.49	4.66	5.88	5.04
Gain (Loss) On Sale Of Assets	0.08	0.07	0.80				(0.02)
Asset Writedown 💿	0.10	1.20	(0.58)	(0.20)	(0.59)	(1.62)	(2.92)
Other Unusual Items				0.44	0.96	1.16	2.14
EBT Incl. Unusual Items	1.79	0.23	(2.54)	0.85	(0.92)	0.33	4.35
Income Tax Expense 🗿	0.87	0.14	2.65	(0.05)	3.34	0.30	(0.81)
Earnings From Continuing Operations	2.65	0.37	0.11	0.80	2.42	0.63	3.54
Net Income to Company	2.65	0.37	0.11	0.80	2.42	0.63	3.54
Minority Interest	(0.51)	(0.55)	(0.41)	(0.78)	(1.13)	(1.13)	(4.51)
Net Income	2.14	(0.18)	(0.31)	0.02	1.29	(0.51)	(0.96)

Banco - banks

A funny note here, when I worked for Bloomberg, I needed to get to the terms and conditions on some small bank bonds from Italy, so I call them up and ask for the documents as those were quoted and listed bonds. Absolute panic arises after my question, I get connected to the CEO office and there I explain calmly and they say they will see and send the documents to me. I never heard from them only to read after a few months that both the CEO, CFO and the secretary got arrested :-)))) Crazy Italy!!!!

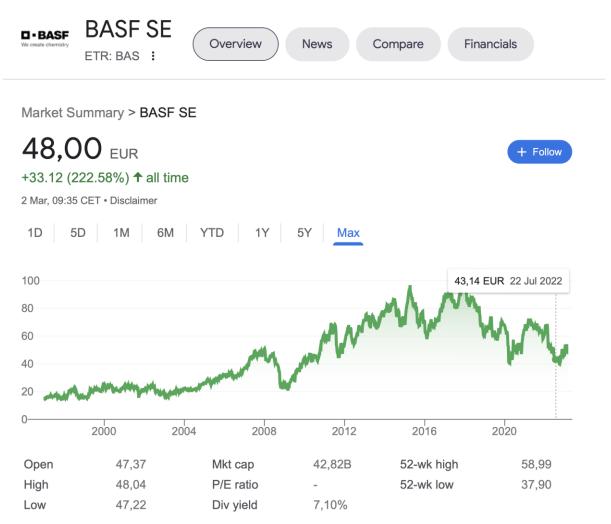
Banca Generali Euronext Milan	32,40	-0,70	9.34.16	32,34	32,64	32,64	₽ ₫
Banca Ifis Euronext STAR Milan	15,61	-0,13	9.33.58	15,48	15,66	15,60	₽ ₫
<mark>Banca Mediolanum</mark> Euronext Milan	9,146	-0,22	9.34.13	9,09	9,19	9,178	₽ 🖻
Banca Monte Paschi Siena Euronext Milan	2,3805	-3,47	9.35.13	2,375	2,464		₽ 🖻
Banca Sistema Euronext STAR Milan	1,502	-0,79	9.33.08	1,50	1,512	1,512	₽ ₫
Banco Bpm Euronext Milan	4,057	-1,67	9.35.07	4,054	4,103	4,09	₽ ₫
Banco Santander Global Equity Market							₽ ⊡

Global Equity Market

I am not doing banks :- (Here is the explanation: BANK VIDEO

<mark>Bbva</mark> Global Equity Market							₽ 🖻
<mark>Bca Pop Sondrio</mark> Euronext Milan	4,758	-0,42	9.34.28	4,752	4,792	4,752	₽ ₫
<mark>Bca Profilo</mark> Euronext Milan	0,211	+0,00	9.26.02	0,211	0,211	0,211	₽ 🖻
<mark>Bco Desio Brianza</mark> Euronext Milan	3,50	+0,00	9.07.57	3,50	3,50	3,50	₽ 🖻

BASF - ETR: BAS - industrial...



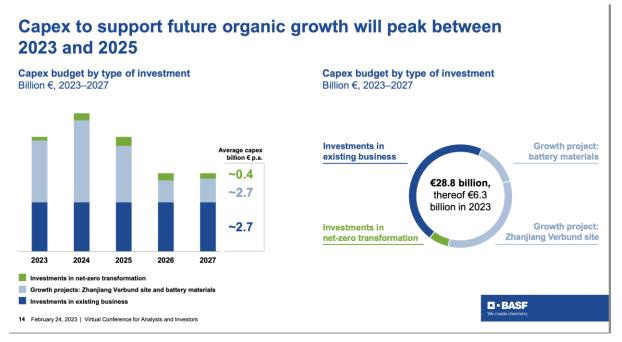
I think this is a very simple analysis. They know how to make approximately 7 billion EUR per year in operating profits.

	INCOME STATEME	NT BAL	ANCE SHEE	ET CAS	H FLOW ST	ATEMENT	RATIOS	SEGM	ENTS			
Income Statement TIKR.com	31/12/12	31/12/13	31/12/14	31/12/15	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	31/12/22	LTM
Revenues 0	72,129.00	73,973.00	74,326.00	70,449.00	57,550.00	61,223.00	60,220.00	59,316.00	59,149.00	78,598.00	87,327.00	87,327.00
Total Revenues	72,129.00	73,973.00	74,326.00	70,449.00	57,550.00	61,223.00	60,220.00	59,316.00	59,149.00	78,598.00	87,327.00	87,327.00
% Change YoY 🕕	(1.9%)	2.6%	0.5%	(5.2%)	(18.3%)	6.4%	(1.6%)	(1.5%)	(0.3%)	32.9%	11.1%	
Cost of Goods Sold 💿	(54,443.00)	(55,856.00)	(56,064.00)	(51,631.00)	(39,542.00)	(41,811.00)	(43,156.00)	(43,347.00)	(44,383.00)	(59,091.00)	(66,697.00)	(66,697.00)
Gross Profit ()	17,686.00	18,117.00	18,262.00	18,818.00	18,008.00	19,412.00	17,064.00	15,969.00	14,766.00	19,507.00	20,630.00	20,630.00
% Change YoY 🕕	(8.5%)	2.4%	0.8%	3.0%	(4.3%)	7.8%	(12.1%)	(6.4%)	(7.5%)	32.1%	5.8%	
% Gross Margins 📀	24.5%	24.5%	24.6%	26.7%	31.3%	31.7%	28.3%	26.9%	25.0%	24.8%	23.6%	23.6%
Selling General & Admin Expenses 📀	(8,937.00)	(8,792.00)	(9,023.00)	(9,687.00)	(9,286.00)	(9,680.00)	(9,200.00)	(9,382.00)	(8,835.00)	(9,902.00)	(11,201.00)	(11,201.00)
Exploration / Drilling Costs	(221.00)	(194.00)	(132.00)	(195.00)	(94.00)							
Stock-Based Compensation	(299.00)	(104.00)	54.00	(53.00)	(267.00)	67.00	262.00	(39.00)	(35.00)	(37.00)		
R&D Expenses 💿	(1,732.00)	(1,849.00)	(1,884.00)	(1,953.00)	(1,863.00)	(1,843.00)	(1,994.00)	(2,158.00)	(2,086.00)	(2,216.00)	(2,298.00)	(2,298.00)
Other Operating Expenses	(238.00)	(330.00)	(313.00)	(408.00)	(711.00)	(1,034.00)	(236.00)	(678.00)	(668.00)	115.00	(275.00)	(275.00)
Total Operating Expenses	(11,427.00)	(11,269.00)	(11,298.00)	(12,296.00)	(12,221.00)	(12,490.00)	(11,168.00)	(12,257.00)	(11,624.00)	(12,040.00)	(13,774.00)	(13,774.00)
Operating Income 💿	6,259.00	6,848.00	6,964.00	6,522.00	5,787.00	6,922.00	5,896.00	3,712.00	3,142.00	7,467.00	6,856.00	6,856.00

Then, with such businesses there is always the need to invest a lot of money to remain competitive as it is a competitive business. Therefore, you have high CAPEX:

INCO	ME STATEMENT	BALA	NCE SHEE	T CAS	h flow s	TATEMEN	T RATI	OS SEG	GMENTS			
Cash Flow Statement TIKR.com	31/12/12	31/12/13	31/12/14	31/12/15	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	31/12/22	LTM
(Gain) Loss on Sale of Investments	21.00	42.00	38.00	47.00	40.00	11.00						
Asset Writedown & Restructuring Costs	335.00	238.00	354.00	347.00	313.00	140.00	53.00	324.00	2,880.00	144.00	373.00	373.00
Net Cash From Discontinued Operations							617.00	162.00				
Other Operating Activities										(1.00)	309.00	309.00
Change In Accounts Receivable	(1,104.00)	1,056.00	173.00	1,463.00	(640.00)	(870.00)	(394.00)	25.00	(2,176.00)	(1,272.00)	(2,145.00)	(2,145.00)
Change In Inventories	(672.00)	(95.00)	(606.00)	1,094.00	(182.00)	(915.00)	(1,249.00)	479.00	849.00	(3,304.00)	1,991.00	1,991.00
Change in Other Net Operating Assets	709.00	(964.00)	(963.00)	(1,527.00)	379.00	391.00	1,191.00	(5,035.00)	1,064.00	3,223.00	3,982.00	3,982.00
Cash from Operations	6,602.00	8,100.00	6,958.00	9,446.00	7,717.00	8,785.00	7,939.00	7,474.00	5,413.00	7,245.00	7,709.00	7,709.00
Memo: Change in Net Working Capital	(1,067.00)	(3.00)	(1,396.00)	1,030.00	(443.00)	(1,394.00)	(452.00)	(4,531.00)	(263.00)	(1,353.00)	3,828.00	3,828.00
Capital Expenditure 0	(4,015.00)	(4,873.00)	(5,296.00)	(5,812.00)	(4,145.00)	(3,996.00)	(3,894.00)	(3,824.00)	(3,129.00)	(3,532.00)	(4,375.00)	(4,375.00)

That capex is going to be even higher in 2023 to 2025 and then expected to return to normality of around 3.5 billion by 2026 as they invest in their Chinese Zhanjian Verbund site.



Source: FY 2022 presentation

The new investment in China should bring to some returns over time, but then again when it comes to big chemical companies, there will always be some issues like the recent Russian thing etc.

Therefore, one could go by assuming that on average over the cycle the company can make 3 billion to pay a dividend. Yes, maybe, somehow, they can push it higher for longer, but the chance of that happening is small given the competitiveness of the business. Anything can happen but I don't need to own anything :-)

So, yes, the 7% dividend sounds nice, but there are also risks there that can materialize and are natural to the industry. Personally I think we as investors should strive for better, for businesses that have the potential of great returns, not for businesses that might, in the most positive cycle part, give a double... I'll leave this to pension funds. And, let's not forget the 15 billion of debt that is always an issue in the downturns.

It is an industrial, so it will look ugly in the next recession:

The BASF Group's segments



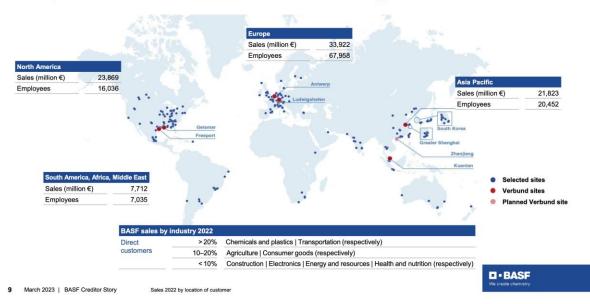
6 March 2023 | BASF Creditor Story

Other not depicted on the slide: Sales 2022: €4,368 million, EBIT before special items 2022: €749 million

BASF We create chemistry

Europe is still the core, thus also a risk, Asia is not enough to cover for long-term industrial risks in Europe.

We operate close to our customers in all regions worldwide



6.3 billion of capex for 2023.

Priorities for the use of cash



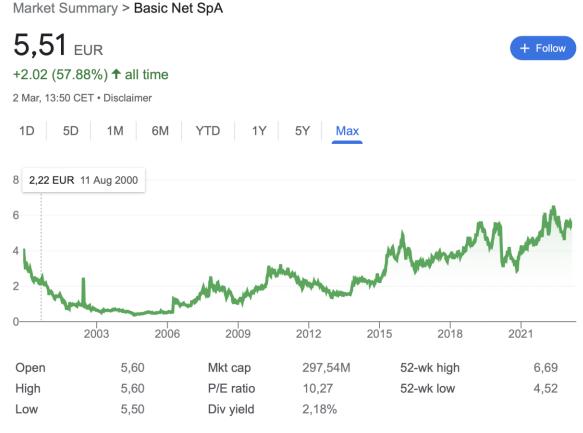
10 March 2023 | BASF Creditor Story

Don't look at cyclical when things look great and the dividend is high, look at them when there is no dividend and things look ugly.

Market Summary > BASF SE



Basicnet - BIT:BAN - fashion - uncertain



Fashion business:



The business looks good, mostly profitable with some up and down years likely depending on whether they manage to nail the right trend but I cannot know what will this business look like in 10 years :-(Fashion depends on consumer preference, and therefore very hard to value investors to look at expect for at book value or lower. And even then you never know what is on the book at what price, meaning inventory.

INCOME STATEMENT BALANCE SH	EET CAS	SH FLOW	STATEME	NT R	ATIOS	SEGMEN	ITS
Income Statement TIKR.com	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	LTM
Revenues 📀	135.18	135.58	155.62	250.15	213.76	241.64	265.98
Other Revenues 🛈							
Total Revenues	135.18	135.58	155.62	250.15	213.76	241.64	265.98
% Change YoY 🕠	0.9%	0.3%	14.8%	60.7%	(14.5%)	13.0%	
Cost of Goods Sold 🕧	(80.92)	(81.07)	(91.54)	(142.95)	(127.13)	(143.63)	(160.78)
Gross Profit 🙃	54.26	54.52	64.07	107.19	86.63	98.01	105.20
% Change YoY 🕠	(1.0%)	0.5%	17.5%	<i>67.3%</i>	(19.2%)	13.1%	
% Gross Margins 🕕	40.1%	40.2%	41.2%	42.9%	40.5%	40.6%	39.6%
Selling General & Admin Expenses 🗿	(81.41)	(83.02)	(88.93)	(126.84)	(121.27)	(120.19)	(129.40)
Provision for Bad Debts 📀							
Depreciation & Amortization	(6.26)	(6.42)	(6.45)	(11.96)	(12.28)	(12.56)	(13.51)
Amortization of Goodwill and Intangible Assets							
Other Operating Expenses	46.42	47.92	57.89	55.55	45.98	54.76	63.77
Total Operating Expenses	(41.25)	(41.52)	(37.49)	(83.25)	(87.57)	(77.99)	(79.14)
Operating Income 🕡	13.02	13.00	26.58	23.94	(0.94)	20.02	26.06
% Change YoY 🕕	(40.1%)	(0.1%)	104.4%	(9.9%)	(103.9%)	2,232.2%	
% Operating Margins 🛈	9.6 %	9.6%	17.1%	9.6 %	(0.4%)	8.3 %	9.8 %
Interest Expense 🕠	(1.37)	(1.14)	(0.96)	(1.41)	(1.15)	(0.88)	(0.91)
Interest And Investment Income	0.00	0.29	0.03	0.09	0.07	0.00	0.03
Income (Loss) On Equity Invest. 🗿	0.05	(0.03)	(0.02)	(0.03)	0.93	(0.01)	(0.01)
Currency Exchange Gains (Loss) 📀	1.23	(0.59)	(0.04)	0.89	(0.07)	(0.12)	1.11
Other Non Operating Income (Expenses)	1.84	2.68	(0.19)	5.89	7.93	8.61	10.15
EBT Excl. Unusual Items	14.77	14.22	25.40	29.37	6.78	27.63	36.43
Merger & Restructuring Charges							
Impairment of Goodwill						(0.07)	(0.03)
Gain (Loss) On Sale Of Investments							
Gain (Loss) On Sale Of Assets		0.85					
Legal Settlements 📀							
Other Unusual Items	0.17					2.16	1.62
EBT Incl. Unusual Items	14.94	15.06	25.40	29.37	6.78	29.72	38.02
Income Tax Expense 🗿	(4.64)	(4.42)	(4.39)	(8.32)	1.80	(9.39)	(11.09)
Earnings From Continuing Operations	10.31	10.65	21.01	21.05	8.58	20.33	26.92
Net Income to Company	10.31	10.65	21.01	21.05	8.58	20.33	26.92

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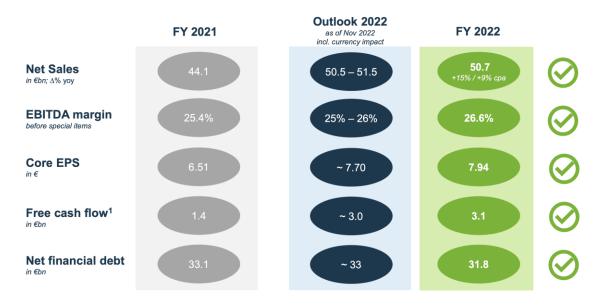
Bayer - legal bet, not an investment...



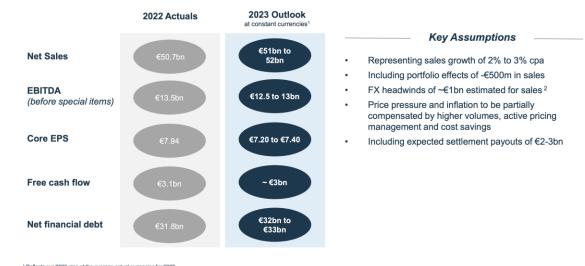


They acquired Monsanto for 64 billion, now the market cap is 55 billion.

Group 2022: Fully Achieved Upgraded Guidance



Group Guidance 2023



¹ Reflects our 2022 plan at the average actual currencies for 2022 ² Currency assumptions based on month-end December 2022 spot rates (1 EUR=) 1.07 USD, 5.64 BRL, 7.37 CNY. Impact is calculated as difference to constant currencies. Bayer FVG4 2022 Investor Conference Call // February 289, 2023

This is simply a bet with an uncertain outcome: You have <u>a website from Bayer</u> discussing the issue!



Our five-point plan, announced in May 2021, provides a clear path to closure of the U.S. glyphosate litigation, which will allow our company, our customers, and our shareholders to move on, put the uncertainty behind us, and focus on our performance, innovations, and contributions to society.

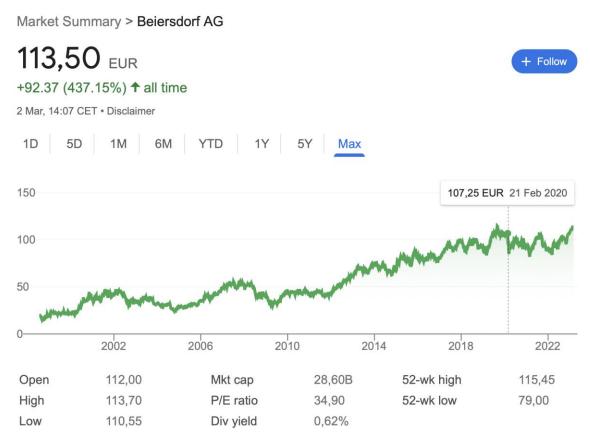
News Releases August 16, 2021 Bayer announces filing of petition to U.S. Supreme Court for review of Hardeman decision

Too much risk! Plus, if we ever get smarter as a race, bayer is doomed!

Beghelli BIT: BE - microcap

no profits, I don't know if they will manage to recover. Also, can't really find a focused investor presentation, which means the focus isn't on that... plus a microcap even if the sales volume is good, but...

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Beiersdorf - good company, very pricy!
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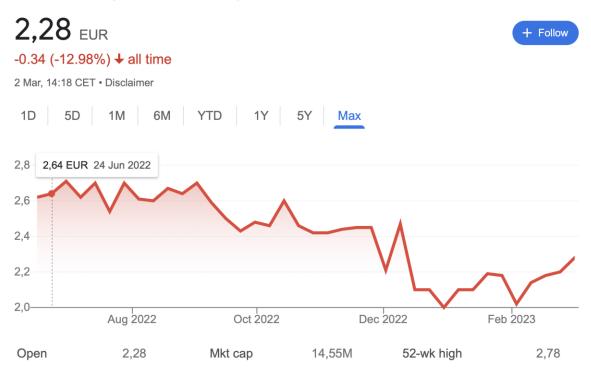
stable European company but way, way, way, way, way too expensive....

Total Revenues 6,752.00 7,055.00 7,233.00 7,653.00 7,027.00 8,799.00 8,799.00 \$ change YoY `` 7.0% 4.5% 2.5% 5.8% (#2.3) 8.6% 15.4% Cost of Goods Sold `` 7,7400 (2,91.00) (3,271.00) (3,281.00) (3,842.0) (3,842.0) (3,842.0)	INCOME STATEMENT B	ALANCE SHEET	CASH	FLOW STA	TEMENT	RATIO	S SEG	MENTS	
Total Revenues 6,752.00 7,056.00 7,23.00 7,653.00 7,025.00 7,627.00 8,799.00 8,799.00 % Change YoY 1.70% 4.5% 2.5% 5.8% (2,270.0) (2,842.00) (3,862.00) (2,860.0) (2,91.00) <td< th=""><th>Income Statement TIKR.com</th><th>31/12/16</th><th>31/12/17</th><th>31/12/18</th><th>31/12/19</th><th>31/12/20</th><th>31/12/21</th><th>31/12/22</th><th>LTM</th></td<>	Income Statement TIKR.com	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	31/12/22	LTM
\$ Change YoY 0 1.0\$ 4.5\$ 2.5\$ 5.8\$ (2.2\$) 8.6\$ 15.4\$ Cost of Goods Sold 0 (2.774.00) (2.910.00) (3.075.00) (3.221.00) (2.984.00) (3.957.00) (3.842.00) (3.842.00) Gross Profit 0 3.978.00 4.148.00 4.158.00 4.432.00 4.432.00 (3.957.00) (3.957	Revenues 🛈	6,752.00	7,056.00	7,233.00	7,653.00	7,025.00	7,627.00	8,799.00	8,799.00
Cos of Goods Sold () (2,774.00) (2,910.00) (3,075.00) (3,221.00) (2,940.00) (3,267.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,27.00) (3,00 (3,27.00)	Total Revenues	6,752.00	7,056.00	7,233.00	7,653.00	7,025.00	7,627.00	8,799.00	8,799.00
Gross Profit ○ 3,978.00 4,146.00 4,158.00 4,432.00 4,041.00 4,360.00 4,957.00 % Change YoY ○ 2.0% 4.2% 0.3% 6.6% (8.8%) 7.9% 13.7% % Gross Margins ○ 58.9% 58.8% 57.5% 57.5% 57.2% 56.3% 56.3% Selling General & Admin Expenses ○ (188.00) (2,900.00) (3,095.00) (2,894.00) (3,311.00) (3,532.00) (2,91.00) Other Operating Expenses 30.00 12.00 22.00 11.00 17.00 45.00 (3,875.00) (3,8	% Change YoY 🕠	1.0%	4.5%	2.5%	<i>5.8%</i>	(8.2%)	8.6%	15.4%	
* Change YoY 2.0% 4.2% 0.3% 6.6% (8.8%) 7.9% 13.7% * Gross Margine O 58.9% 58.8% 57.5% 57.9% 57.5% 57.2% 56.3% 56.3% 56.3% Selling General & Admin Expenses O (2,784.00) (2,878.00) (2,90.00) (3,095.00) (2,894.00) (3,131.00) (3,52.00) (2,52.00) (2,60.00) (246.00) (268.00) (291.00) (291.00) (291.00) (291.00) (291.00) (3,54.00) (3,850.0) (3,00.0) (4,00) (4,00) (4,00) (4,00) (4,00)	Cost of Goods Sold 0	(2,774.00)	(2,910.00)	(3,075.00)	(3,221.00)	(2,984.00)	(3,267.00)	(3,842.00)	(3,842.00)
\$ Gross Margins 58.9% 58.9% 57.5% 57.9% 57.2% 56.3% 56.3% Selling General & Admin Expenses (2,784.00) (2,784.00) (2,878.00) (2,90.00) (3,095.00) (2,894.00) (3,131.00) (3,52.00) (2,50.00) RAD Expenses (188.00) (196.00) (211.00) (236.00) (246.00) (268.00) (291	Gross Profit	3,978.00	4,146.00	4,158.00	4,432.00	4,041.00	4,360.00	4,957.00	4,957.00
Selling General & Admin Expenses © (2,784.00) (2,878.00) (2,900.00) (3,095.00) (2,894.00) (3,131.00) (3,532.00) (2,91.00) Selling General & Admin Expenses © (188.00) (196.00) (211.00) (236.00) (246.00) (268.00) (291.00) (291.00) Other Operating Expenses (2,942.00) (3,062.00) (3,089.00) (3,232.00) (3,354.00) (3,875.00) (1,875.00) (1,875.00) (1,875.00) (1,875.00) (1,875.00) (1,875.00) (1,800.0) (1,000.0) (1,800.0) (1,600.0) (1,600.0) (1,600.0) <th>% Change YoY 💿</th> <th>2.0%</th> <th>4.2%</th> <th>0.3%</th> <th>6.6%</th> <th>(8.8%)</th> <th>7.9%</th> <th><i>13.7%</i></th> <th></th>	% Change YoY 💿	2.0%	4.2%	0.3%	6.6%	(8.8%)	7.9%	<i>13.7%</i>	
R8D Expenses ○ (188.00) (196.00) (211.00) (236.00) (246.00) (268.00) (291.00) (291.00) Other Operating Expenses 30.00 12.00 22.00 11.00 17.00 45.00 (52.00) (52.00) Total Operating Expenses (2,942.00) (3,069.00) (3,122.00) (3,254.00) (3,875.00)	% Gross Margins 🛈	58.9 %	58.8 %	57.5%	57.9%	57.5%	57.2%	56.3%	56.3%
Other Operating Expenses 30.00 12.00 22.00 11.00 17.00 45.00 (52.00) (52.00) Total Operating Expenses (2,942.00) (3,062.00) (3,220.00) (3,123.00) (3,354.00) (3,875.00) (1,285.00) (1,40.0) (13.00) (14.00) (14.00) (14.00) (14.00) (14.00) (14.00) (10.00) (10.00) <	Selling General & Admin Expenses 🕠	(2,784.00)	(2,878.00)	(2,900.00)	(3,095.00)	(2,894.00)	(3,131.00)	(3,532.00)	(3,532.00)
Total Operating Expenses (2,942.00) (3,062.00) (3,320.00) (3,123.00) (3,354.00) (3,875.00) (3,00) (1,00) (R&D Expenses 🛈	(188.00)	(196.00)	(211.00)	(236.00)	(246.00)	(268.00)	(291.00)	(291.00)
Operating Income ① 1,036.00 1,084.00 1,089.00 1,112.00 918.00 1,080.00 1,082.00 1,082.00 % Change YoY ① 9.5% 4.6% (1.4%) 4.0% (17.4%) 9.6% 7.6% % Operating Margins ① 15.3% 15.4% 14.8% 14.5% 13.1% 13.2% 12.3% 12.3% Interest Expense ② (4.00) (8.00) (9.00) (13.00) (14.00) (16.00) (16.00) Interest And Investment Income 30.00 35.00 37.00 33.00 32.00 36.00 66.00 Currency Exchange Gains (Loss) ② (7.00) (5.00) 3.00 (25.00) (14.00) 5.00 Charge X Restructuring Charges 12.00 (81.00) (63.00) (6.00) (18.00) (70.00) (9.00) Gain (Loss) On Sale Of Investments 10.07.00 10.025.00 (10.00) (30.00) (30.00) (30.00) (30.00) (30.00) (30.00) (30.00) (30.00) (40.00) (40.00) (30.00) (Other Operating Expenses	30.00	12.00	22.00	11.00	17.00	45.00	(52.00)	(52.00)
\$ Change YoY ① 9.5% 4.6% (1.4%) 4.0% (17.4%) 9.6% 7.6% \$ Operating Margins ① 15.3% 15.4% 14.8% 14.5% 13.1% 13.2% 12.3% 12.3% Interest Expense ② (4.00) (8.00) (9.00) (13.00) (14.00) (16.00) (16.00) Interest And Investment Income 30.0 35.00 35.00 37.00 33.00 32.00 36.00 36.00 Interest And Investment Income 30.0 (5.00) 3.00 (25.00) (14.00) (16.00) (16.00) Interest And Investment Income 30.0 (5.00) 3.00 (25.00) (14.00) 5.00 36.00 66.00 (6.00) (6.00) (6.00) (6.00) (6.00) 1.096.00<	Total Operating Expenses	(2,942.00)	(3,062.00)	(3,089.00)	(3,320.00)	(3,123.00)	(3,354.00)	(3,875.00)	(3,875.00)
* Operating Margins ③ 15.3% 15.4% 14.8% 14.5% 13.1% 13.2% 12.3% 12.3% Interest Expense ④ (4.00) (8.00) (9.00) (13.00) (14.00) (16.00) (16.00) Interest And Investment Income 30.00 35.00 35.00 37.00 33.00 32.00 36.00 36.00 Income (Loss) On Equity Invest. ① Currency Exchange Gains (Loss) ⊙ (7.00) (5.00) 3.00 (25.00) (14.00) (36.00) (6.00) Currency Exchange Gains (Loss) ○ (7.00) (5.00) 1,025.00 1,035.00 (10.00) (36.00) (6.00) (6.00) EBT Excl. Unusual Items 1,067.00 1,025.00 1,035.00 (10.00) (9.00) (9.00) 1,096.00 1,096.00 Gain (Loss) On Sale Of Assets 11.00 26.00 (2.00) (3.00) 321.00 907.00 1,096.00 1,096.00 Income Tax Expense ○ (313.00) (333.00) (303.00) (301.00) (24.00) (252.00) (325.00) (325.00) Income to Company 727.00 689.00 745.00	Operating Income 0	1,036.00	1,084.00	1,069.00	1,112.00	918.00	1,006.00	1,082.00	1,082.00
Interest Expense ⊙ (4.00) (8.00) (9.00) (13.00) (14.00) (16.00) (16.00) Interest And Investment Income 30.00 35.00 35.00 37.00 33.00 32.00 36.00 36.00 Income (Loss) On Equity Invest. ⊙ (7.00) (5.00) 3.00 (25.00) (14.00) 5.00 (6.00) Other Non Operating Income (Expenses) 12.00 (81.00) (63.00) (6.00) (8.00) (63.00) (18.00) (36.00) (6.00) EBT Excl. Unusual Items 1,067.00 1,025.00 1,035.00 1,105.00 906.00 993.00 1,096.00 1,096.00 Impairment of Goodwill (Gain (Loss) On Sale Of Investments (11.00) (13.00) (66.00) (48.00) (71.00) Gain (Loss) On Sale Of Assets 11.00 26.00 (2.00) (3.00) 325.00 1,096.00 1,096.00 Income Tax Expense ⊙ (313.00) (333.00) (301.00) (244.00) (252.00) (325.00) (325.00) Income to Company 727.00 689.00 745.00 736.00 577.00 655.00 <td< td=""><td>% Change YoY 🕠</td><td>9.5%</td><td>4.6%</td><td>(1.4%)</td><td>4.0%</td><td>(17.4%)</td><td>9.6%</td><td>7.6%</td><td></td></td<>	% Change YoY 🕠	9.5%	4.6%	(1.4%)	4.0%	(17.4%)	9.6%	7.6%	
Interest And Investment Income 30.00 35.00 35.00 37.00 33.00 32.00 36.00 36.00 Income (Loss) On Equity Invest. © (7.00) (5.00) 3.00 (25.00) (14.00) 5.00 Currency Exchange Gains (Loss) © (7.00) (5.00) 3.00 (25.00) (14.00) 5.00 Other Non Operating Income (Expenses) 12.00 (81.00) (63.00) (6.00) (48.00) (71.00) (6.00) EBT Excl. Unusual Items 1,067.00 1,025.00 1,035.00 1,015.00 906.00 993.00 1,096.00 1,096.00 Merger & Restructuring Charges (27.00) (14.00) (13.00) (66.00) (48.00) (71.00) 1,096.00 Impairment of Goodwill (0.00) (10.00) (9.00) (55.00 70.00 1,096.00 1,096.00 Gain (Loss) On Sale Of Assets 11.00 26.00 (2.00) (3.00) 33.00 (301.00) (244.00) (252.00) (325.00) (325.00) Income Tax Expense © (313.00) (333.00) (303.00) (301.00) (244.00) (252.00) <td< td=""><td>% Operating Margins</td><td>15.3%</td><td>15.4%</td><td>14.8%</td><td>14.5%</td><td><i>13.1%</i></td><td>13.2%</td><td>12.3%</td><td>12.3%</td></td<>	% Operating Margins	15.3%	15.4%	14.8%	14.5%	<i>13.1%</i>	13.2%	12.3%	12.3%
Income (Loss) On Equity Invest. ○ (7.00) (5.00) 3.00 (25.00) (14.00) 5.00 Other Non Operating Income (Expenses) 12.00 (81.00) (63.00) (6.00) (18.00) (36.00) (6.00) BET Excl. Unusual Items 1,067.00 1,025.00 1,035.00 1,105.00 993.00 1,096.00 1,096.00 Merger & Restructuring Charges (27.00) (14.00) (13.00) (66.00) (48.00) (71.00) 1,096.00 1,096.00 Gain (Loss) On Sale Of Investments 11.00 26.00 (2.00) (3.00)	Interest Expense 0	(4.00)	(8.00)	(9.00)	(13.00)	(13.00)	(14.00)	(16.00)	(16.00)
Currency Exchange Gains (Loss) ① (7.00) (5.00) 3.00 (25.00) (14.00) 5.00 Other Non Operating Income (Expenses) 12.00 (81.00) (63.00) (6.00) (18.00) (36.00) (6.00) EBT Excl. Unusual Items 1,067.00 1,025.00 1,035.00 1,105.00 906.00 993.00 1,096.00 1,096.00 Merger & Restructuring Charges (27.00) (14.00) (13.00) (66.00) (48.00) (71.00) 1,096.00 1,096.00 Impairment of Goodwill (30.00) C27.00) (14.00) (13.00) (66.00) (48.00) (71.00) 1,096.00 Gain (Loss) On Sale Of Investments 11.00 26.00 (2.00) (3.00) 43.00 1,096.00 1,096.00 Asset Writedown ② 1,040.00 1,022.00 1,048.00 1,037.00 821.00 907.00 1,096.00 1,096.00 Income Tax Expense ③ (313.00) (333.00) (303.00) (301.00) (244.00) (252.00) (325.00) (325.00) Earnings Fr	Interest And Investment Income	30.00	35.00	35.00	37.00	33.00	32.00	36.00	36.00
Other Non Operating Income (Expenses) 12.00 (81.00) (63.00) (6.00) (18.00) (36.00) (6.00) (6.00) EBT Excl. Unusual Items 1,067.00 1,025.00 1,035.00 1,105.00 906.00 993.00 1,096.00 1,096.00 Merger & Restructuring Charges (27.00) (14.00) (13.00) (66.00) (48.00) (71.00) 1,096.00 1,096.00 Gain (Loss) On Sale Of Investments (27.00) (14.00) 26.00 (2.00) (3.00) (30.00) (40.00) 1,097.00 (9.00) 1,096.00 1,096.00 Asset Writedown O Other Unusual Items 1,040.00 1,022.00 1,048.00 1,037.00 821.00 907.00 1,096.00 1,096.00 Income Tax Expense O (313.00) (333.00) (303.00) (301.00) (244.00) (252.00) (325.00) 325.00 325.00 325.00 325.00 325.00 325.00 325.00 325.00 325.00 325.00 325.00 325.00 325.00 325.00 325.00 32	Income (Loss) On Equity Invest. 🕧								
EBT Excl. Unusual Items 1,067.00 1,025.00 1,035.00 1,105.00 993.00 1,096.00 1,096.00 Merger & Restructuring Charges (27.00) (14.00) (13.00) (66.00) (48.00) (71.00) (90.00) Impairment of Goodwill (10.00) (9.00) (10.00) (9.00)	Currency Exchange Gains (Loss) 🗿	(7.00)	(5.00)	3.00	(25.00)	(14.00)	5.00		
Marger & Restructuring Charges (27.00) (14.00) (13.00) (66.00) (48.00) (71.00) Impairment of Goodwill (10.00) (9.00) (10.00) (9.00) Gain (Loss) On Sale Of Investments 11.00 26.00 (2.00) (3.00) Asset Writedown O (24.00) (6.00) (6.00) EBT Incl. Unusual Items 1,040.00 1,022.00 1,048.00 1,037.00 821.00 907.00 1,096.00 1,096.00 Income Tax Expense O (313.00) (333.00) (303.00) (301.00) (244.00) (252.00) (325.00) (325.00) Earnings From Continuing Operations 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Minority Interest (18.00) (17.00) (17.00) (18.00) (17.00) (16.00) (16.00) Net Income to Common Incl Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Excl. Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 <td< td=""><td>Other Non Operating Income (Expenses)</td><td>12.00</td><td>(81.00)</td><td>(63.00)</td><td>(6.00)</td><td>(18.00)</td><td>(36.00)</td><td>(6.00)</td><td>(6.00)</td></td<>	Other Non Operating Income (Expenses)	12.00	(81.00)	(63.00)	(6.00)	(18.00)	(36.00)	(6.00)	(6.00)
Impairment of Goodwill (10.00) (9.00) Gain (Loss) On Sale Of Investments 11.00 26.00 (2.00) (3.00) Asset Writedown O (24.00) (6.00) (6.00) EBT Incl. Unusual Items 1,040.00 1,022.00 1,048.00 1,037.00 821.00 907.00 1,096.00 1,096.00 EBT Incl. Unusual Items 1,040.00 1,022.00 (303.00) (301.00) (244.00) (252.00) (325.00) (325.00) EBT Incl. Unusual Items 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Net Income to Company 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Net Income to Common Incl Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 </td <td>EBT Excl. Unusual Items</td> <td>1,067.00</td> <td>1,025.00</td> <td>1,035.00</td> <td>1,105.00</td> <td>906.00</td> <td>993.00</td> <td>1,096.00</td> <td>1,096.00</td>	EBT Excl. Unusual Items	1,067.00	1,025.00	1,035.00	1,105.00	906.00	993.00	1,096.00	1,096.00
Gain (Loss) On Sale Of Investments Gain (Loss) On Sale Of Assets 11.00 26.00 (2.00) (3.00) Asset Writedown O (24.00) (6.00) (6.00) EBT Incl. Unusual Items 1,040.00 1,022.00 1,048.00 1,037.00 821.00 907.00 1,096.00 1,096.00 Income Tax Expense O (313.00) (333.00) (303.00) (301.00) (244.00) (252.00) (325.00) (325.00) Earnings From Continuing Operations 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Net Income to Company 727.00 689.00 745.00 736.00 577.00 655.00 771.00 716.00 Net Income to Common Incl Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 755.00	Merger & Restructuring Charges	(27.00)	(14.00)	(13.00)	(66.00)	(48.00)	(71.00)		
Gain (Loss) On Sale Of Assets 11.00 26.00 (2.00) (3.00) Asset Writedown O 0 (24.00) (6.00) EBT Incl. Unusual Items 1,040.00 1,022.00 1,048.00 1,037.00 821.00 907.00 1,096.00 1,096.00 Income Tax Expense O (313.00) (333.00) (303.00) (301.00) (244.00) (252.00) (325.00) (325.00) Earnings From Continuing Operations 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Net Income to Company 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Minority Interest (18.00) (17.00) (17.00) (17.00) (17.00) (17.00) (16.00) Net Income to Common Incl Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items Margins 10.5% 9.5% 10.1% 9.4% 8.0% 8.4% 8.6% 8.6%	Impairment of Goodwill					(10.00)	(9.00)		
Asset Writedown O (24.00) (6.00) Other Unusual Items 1,040.00 1,022.00 1,048.00 1,037.00 821.00 907.00 1,096.00 1,096.00 Income Tax Expense O (313.00) (333.00) (303.00) (301.00) (244.00) (252.00) (325.00) (325.00) Earnings From Continuing Operations 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Net Income to Company 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Minority Interest (18.00) (17.00) (17.00) (18.00) (17.00) (17.00) (16.00) (16.00) Net Income to Common Incl Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items O 709.00 672.00 728.00 718.00 560.00 638.00 755.00 75	Gain (Loss) On Sale Of Investments								
Other Unusual Items (24.00) (6.00) EBT Incl. Unusual Items 1,040.00 1,022.00 1,048.00 1,037.00 821.00 907.00 1,096.00 1,096.00 Income Tax Expense ① (313.00) (333.00) (303.00) (301.00) (244.00) (252.00) (325.00) (325.00) Earnings From Continuing Operations 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Net Income to Company 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Minority Interest (18.00) (17.00) (17.00) (18.00) (17.00) (17.00) (16.00) (16.00) Net Income to Common Incl Extra Items ① 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items Margins 10.5% 9.5% 10.1% 9.4% 8.0% 8.4% 8.6% 8.6%	Gain (Loss) On Sale Of Assets		11.00	26.00	(2.00)	(3.00)			
EBT Incl. Unusual Items 1,040.00 1,022.00 1,048.00 1,037.00 821.00 907.00 1,096.00 1,096.00 Income Tax Expense ③ (313.00) (333.00) (303.00) (301.00) (244.00) (252.00) (325.00) (325.00) (325.00) Earnings From Continuing Operations 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Net Income to Company 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Minority Interest (18.00) (17.00) (17.00) (18.00) (17.00) (17.00) (16.00) (16.00) Net Income 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items Margins 10.5% 9.5% 10.1% 9.4% 8.0% 8.4% 8.6% 8.6% Net Income to Common Excl. Extra Items ③ 709.00 672.00 728.00 718.00 560.00 638.00 <	Asset Writedown 🗿								
Income Tax Expense () (313.00) (333.00) (303.00) (301.00) (244.00) (252.00) (325.00) Earnings From Continuing Operations 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Net Income to Company 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Minority Interest (18.00) (17.00) (17.00) (18.00) (17.00) (16.00) (16.00) Net Income 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 Net Income to Common Incl Extra Items Margins 10.5% 9.5% 10.1% 9.4% 8.0% 8.4% 8.6% 8.6% Net Income to Common Excl. Extra Items ① 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00	Other Unusual Items					(24.00)	(6.00)		
Earnings From Continuing Operations 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Net Income to Company 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Minority Interest (18.00) (17.00) (17.00) (18.00) (17.00) (17.00) (16.00) (16.00) Net Income 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 Net Income to Common Incl Extra Items @ 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items Margins 10.5% 9.5% 10.1% 9.4% 8.0% 8.4% 8.6% 8.6% Net Income to Common Excl. Extra Items @ 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00	EBT Incl. Unusual Items	1,040.00	1,022.00	1,048.00	1,037.00	821.00	907.00	1,096.00	1,096.00
Net Income to Company 727.00 689.00 745.00 736.00 577.00 655.00 771.00 771.00 Minority Interest (18.00) (17.00) (17.00) (18.00) (17.00) (17.00) (17.00) (16.00) (16.00) Net Income 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 Net Income to Common Incl Extra Items @ 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items Margins 10.5% 9.5% 10.1% 9.4% 8.0% 8.4% 8.6% 8.6% Net Income to Common Excl. Extra Items @ 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00	Income Tax Expense 🕡	(313.00)	(333.00)	(303.00)	(301.00)	(244.00)	(252.00)	(325.00)	(325.00)
Minority Interest (18.00) (17.00) (17.00) (17.00) (17.00) (17.00) (16.00) Net Income 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 Net Income to Common Incl Extra Items Margins 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items Margins 10.5% 9.5% 10.1% 9.4% 8.0% 8.4% 8.6% 8.6% Net Income to Common Excl. Extra Items © 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00	Earnings From Continuing Operations	727.00	689.00	745.00	736.00	577.00	655.00	771.00	771.00
Net Income 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 Net Income to Common Incl Extra Items ① 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items Margins 10.5% 9.5% 10.1% 9.4% 8.0% 8.4% 8.6% 8.6% Net Income to Common Excl. Extra Items ① 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00	Net Income to Company	727.00	689.00	745.00	736.00	577.00	655.00	771.00	771.00
Net Income to Common Incl Extra Items · 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00 % Net Income to Common Incl Extra Items Margins 10.5% 9.5% 10.1% 9.4% 8.0% 8.4% 8.6% 8.6% Net Income to Common Excl. Extra Items · 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00	Minority Interest	(18.00)	(17.00)	(17.00)	(18.00)	(17.00)	(17.00)	(16.00)	(16.00)
% Net Income to Common Incl Extra Items Margins 10.5% 9.5% 10.1% 9.4% 8.0% 8.4% 8.6% 8.6% Net Income to Common Excl. Extra Items ① 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00	Net Income	709.00	672.00	728.00	718.00	560.00	638.00	755.00	755.00
Net Income to Common Excl. Extra Items · 709.00 672.00 728.00 718.00 560.00 638.00 755.00 755.00	Net Income to Common Incl Extra Items 🛈	709.00	672.00	728.00	718.00	560.00	638.00	755.00	755.00
	% Net Income to Common Incl Extra Items I	Margins 10.5%	9.5%	10.1%	9.4%	8.0%	8.4%	8.6 %	8.6%
% Net Income to Common Excl. Extra Items Margins 10.5% 9.5% 10.1% 9.4% 8.0% 8.4% 8.6% 8.6%	Net Income to Common Excl. Extra Items 🛈	709.00	672.00	728.00	718.00	560.00	638.00	755.00	755.00
	% Net Income to Common Excl. Extra Items	Margins 10.5%	9.5 %	10.1%	9.4%	8.0%	8.4%	8.6%	8.6%

Bellini Nautica - crazy microcap

Microcap with just 14 million market cap but I am just interested in what they do and why they went on the market.

Market Summary > Bellini Nautica SpA



They made a profit in 2021 and that is about it.

Highlights Fir Dati al 31/12/2021	nanziari		
10,5 min c	2,2 min 6	1,3 min ¢	2,2 min €
VALORE DELLA PRODUZIONE	EBITDA	UTILE NETTO	POSIZIONE FINANZIARIA NETTA

On their site they are selling second hand boats!!!!

Riva Ferrari 32: quando due icone italiane si incontrano

24 Novembre 2022

Prodotta nel 1990 in soli **40 esemplari** questa imbarcazione è frutto della collaborazione tra due icone mondiali come ci suggerisce il nome: **Riva e Ferrari.**



credits to Motori Storici

32 indica le dimensioni della barca che è lunga 9,6 metri e monta due **motori Vulcano 400 V8** capaci di sviluppare singolarmente 390 CV, raggiungendo una velocità massima di circa 62 miglia orarie (100 km/h).

Insane how these small financial markets work - ----

Bialetti Industrie - no moka, sorry no moat!

Ok, what is the competitive advantage? None!



Biesse - industrial, very volatile...



Very volatile stock for sure!

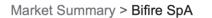


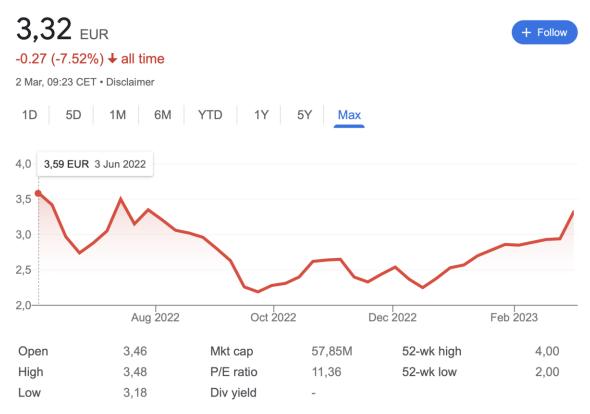
Industrial, profitable over the cycle but low margins.

I don't get the above fluctuations in the stock price, are people infatuated with this???? Even now it is expensive....

INCOME STATEMENT	BALANCE SHEE	T CAS	SH FLOW	STATEME	NT R	ATIOS	SEGMEN	ITS
Income Statement TIK	R.com	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	LTM
Revenues 🛈		618.49	690.12	741.53	705.87	578.79	742.20	828.58
Other Revenues 🛈		2.35	3.37	3.63				(0.00)
Total Revenues		620.84	693.49	745.16	705.87	578.79	742.20	828.58
% Change YoY 🕕		18.9%	11.7%	7.5%	(5.3%)	(18.0%)	28.2%	
Cost of Goods Sold 🛈		(250.46)	(276.32)	(300.69)	(291.46)	(249.62)	(317.19)	(352.41)
Gross Profit 🕕		370.38	417.17	444.48	414.41	329.17	425.01	476.17
% Change YoY 🕠		18.6%	12.6%	6.5%	(6.8%)	(20.6%)	29 .1%	
% Gross Margins 🛈		59.7%	60.2%	59.6%	58.7%	56.9%	57.3%	57.5%
Selling General & Admin Expenses 🛈		(197.27)	(220.76)	(239.12)	(235.37)	(197.76)	(241.75)	(257.75)
Provision for Bad Debts 🕡								
Depreciation & Amortization		(19.50)	(22.56)	(25.05)	(41.08)	(40.63)	(41.44)	(40.79)
Amortization of Goodwill and Intang	ible Assets							
Other Operating Expenses		(98.59)	(109.16)	(116.37)	(108.38)	(81.11)	(111.14)	(137.20)
Total Operating Expenses		(315.36)	(352.47)	(380.55)	(384.84)	(319.50)	(394.32)	(435.74)
Operating Income ()		55.02	64.70	63.93	29.57	9.67	30.68	40.43
% Change YoY 🕠		25.7%	17.6%	(1.2%)	(53.7%)	(67.3%)	217.4%	
% Operating Margins 🛈		8.9 %	9.3%	8.6%	4.2%	1.7%	4.1%	4.9%
Interest Expense 🗿		(1.60)	(1.38)	(1.36)	(2.23)	(2.54)	(1.84)	(1.25)
Interest And Investment Income		0.46	0.32	0.16	0.20	0.41	0.24	0.66
Income (Loss) On Equity Invest. 🗿								
Currency Exchange Gains (Loss) 🕡		(1.14)	(1.02)	(3.47)	(3.71)	(0.89)	(2.93)	(8.65)
Other Non Operating Income (Expension	ses)	(0.39)	(0.80)	(0.82)	(0.46)	(0.30)	(0.71)	0.68
EBT Excl. Unusual Items		52.34	61.82	58.45	23.37	6.34	25.45	31.88
Merger & Restructuring Charges								
Impairment of Goodwill								
Gain (Loss) On Sale Of Investments		(0.00)				0.32		
Gain (Loss) On Sale Of Assets		0.07	0.40	0.06	0.05	0.34	18.30	18.30
Asset Writedown ()		(0.03)	(1.49)	(0.22)	(4.88)	(7.80)	(8.75)	(20.28)
Legal Settlements 🛈								
Other Unusual Items					4.90	4.02	5.50	5.50
EBT Incl. Unusual Items		52.39	60.73	58.29	23.44	3.22	40.48	35.39
Income Tax Expense 🛈		(22.92)	(17.99)	(14.44)	(10.44)	(0.77)	(6.29)	(11.77)
Earnings From Continuing Operation	IS	29.46	42.74	43.85	13.00	2.46	34.20	23.61
Net Income to Company		29.46	42.74	43.85	13.00	2.46	34.20	23.61
Minority Interest		(0.08)	(0.18)	(0.18)	0.03	0.08	(0.18)	(0.18)
Net Income		29.38	42.56	43.67	13.03	2.53	34.02	23.44
Net Income to Common Incl Extra Ite	ems 🕕	29.38	42.56	43.67	13.03	2.53	34.02	23.44

Befire BIT: FIRE - construction - interesting but nothing spectacular





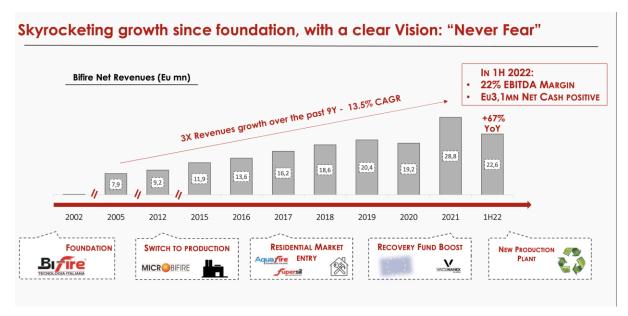
Business: fire protection and thermal isolation of buildings!

Bifire: a high-tech & innovative player in thermal insulation and fire protection



Recent IPO, there is a presentation.

13.5% CAGR is skyrocketing, what should Google say???!?!?!



Ok, trying to bank on insulation and rennovation of older buildings! Ok, interesting but I see no competitive advantage. ...

Bioera - Microcap destroyed

BMW - the financing could become an issue or is it genius?

They managed to push margins higher and do well on net income.

INCOME STATEMENT	BALANCE SHEET	CASH FLO	W STATEM	ENT R	ATIOS	SEGMENTS	5
Income Statement TIKR.com	n 31/12/16	01/01/18	01/01/19	31/12/19	31/12/20	31/12/21	LTM
Revenues 🛈	68,482.00	70,715.00	69,150.00	74,612.00	68,946.00	78,372.00	96,772.00
Finance Div. Revenues	25,692.00	27,567.00	27,705.00	29,598.00	30,044.00	32,867.00	34,724.00
Total Revenues	94,174.00	98,282.00	96,855.00	104,210.00	98,990.00	111,239.00	131,496.00
% Change YoY 🕠	2.2%	4.4%	(1.5%)	7.6%	(5.0%)	12.4%	
Cost of Goods Sold 🗿	(54,719.00)	(55,397.00)	(56,435.00)	(60,209.00)	(58,450.00)	(61,504.00)	(78,409.00)
Finance Div. Operating Exp.	(20,522.00)	(22,495.00)	(21,466.00)	(27,319.00)	(28,325.00)	(29,217.00)	(31,324.00
Interest Expense - Finance Division	(1,662.00)	(1,811.00)	(2,049.00)	(7.00)	(4.00)	(3.00)	(5.00)
Gross Profit 🙃	17,271.00	18,579.00	16,905.00	16,675.00	12,211.00	20,515.00	21,758.00
% Change YoY 🕠	2.4%	7.6%	(9.0%)	(1.4%)	(26.8%)	68.0%	
% Gross Margins 🛈	18.3%	18.9%	17.5%	16.0%	12.3%	18.4%	16.5%
Selling General & Admin Expenses 📀	(7,942.00)	(8,271.00)	(8,268.00)	(8,067.00)	(7,503.00)	(7,870.00)	(8,679.00)
R&D Expenses 🕧							
Other Operating Expenses	(98.00)	(593.00)	59.00	134.00	129.00	736.00	878.00
Total Operating Expenses	(8,040.00)	(8,864.00)	(8,209.00)	(7,933.00)	(7,374.00)	(7,134.00)	(7,801.00)
Operating Income 🛈	9,231.00	9,715.00	8,696.00	8,742.00	4,837.00	13,381.00	13,957.00
% Change YoY 🕠	(0.5%)	5.2%	(10.5%)	0.5%	(44.7%)	176.6%	
% Operating Margins 🕕	9.8%	9.9 %	9.0%	8.4%	4.9%	12.0%	10.6%
Interest Expense ()	(387.00)	(321.00)	(310.00)	(451.00)	(420.00)	(140.00)	
Interest And Investment Income	185.00	189.00	385.00	175.00	113.00	133.00	557.00
Income (Loss) On Equity Invest. 💿	441.00	739.00	632.00	136.00	920.00	1,520.00	155.00
Currency Exchange Gains (Loss) 🕡	13.00	36.00	50.00	(33.00)	40.00	28.00	28.00
Other Non Operating Income (Expenses)	315.00	223.00	(78.00)	(152.00)	(229.00)	639.00	1,318.00
EBT Excl. Unusual Items	9,798.00	10,581.00	9,375.00	8,417.00	5,261.00	15,561.00	16,015.00
Merger & Restructuring Charges							
Gain (Loss) On Sale Of Investments	(179.00)	14.00	156.00	80.00	48.00	584.00	8,233.00
Gain (Loss) On Sale Of Assets	46.00	80.00	96.00	21.00	(87.00)	(85.00)	(85.00)
Asset Writedown 🛈							
Legal Settlements 🛈				(1,400.00)			(1,000.00)
Other Unusual Items							
EBT Incl. Unusual Items	9,665.00	10,675.00	9,627.00	7,118.00	5,222.00	16,060.00	23,163.00
Income Tax Expense 🕧	(2,755.00)	(2,000.00)	(2,530.00)	(2,140.00)	(1,365.00)	(3,597.00)	(4,500.00)
Earnings From Continuing Operations	6,910.00	8,675.00	7,097.00	4,978.00	3,857.00	12,463.00	18,663.00
Earnings Of Discontinued Operations			(33.00)	44.00			
Net Income to Company	6,910.00	8,675.00	7,064.00	5,022.00	3,857.00	12,463.00	18,663.00
Minority Interest	(47.00)	(86.00)	(90.00)	(107.00)	(82.00)	(81.00)	(663.00)
Net Income	6,863.00	8,589.00	6,974.00	4,915.00	3,775.00	12,382.00	18,000.00
Net Income to Common Incl Extra Items	6,863.00	8,589.00	6,974.00	4,915.00	3,775.00	12,382.00	18,000.00

and what did they do with those profits, repaid a bit of debt and that is about it.

Stock Market Research Platform Sven Carlin

INCOME STATEMENT BALANCE SH	IEET C	ASH FLOW	STATEME	NT RATI	OS SEG	MENTS	
Cash Flow Statement TIKR.com	31/12/16	01/01/18	01/01/19	31/12/19	31/12/20	31/12/21	LTM
Net Income	6,863.00	8,589.00	6,974.00	4,915.00	3,775.00	12,382.00	18,000.00
Depreciation & Amortization	3,403.00	3,395.00	3,504.00	4,202.00	4,246.00	4,358.00	5,440.00
Amortization of Goodwill and Intangible Assets	181.00	191.00	195.00	148.00	183.00	202.00	202.00
Total Depreciation & Amortization	3,584.00	3,586.00	3,699.00	4,350.00	4,429.00	4,560.00	5,642.00
Amortization of Deferred Charges	1,222.00	1,236.00	1,414.00	1,667.00	1,710.00	1,935.00	2,168.00
(Gain) Loss From Sale Of Asset	(4.00)	(43.00)	(34.00)	4.00			
(Gain) Loss on Sale of Investments	192.00						
Asset Writedown & Restructuring Costs							
Net (Increase) Decrease in Loans Originated / Sold - Operating	(8,368.00)	(7,440.00)	(5,724.00)	(3,560.00)	4,192.00	965.00	965.00
(Income) Loss On Equity Investments	(441.00)	(739.00)	(632.00)	(136.00)	(920.00)	(1,520.00)	(1,520.00)
Net Cash From Discontinued Operations			33.00				
Other Operating Activities	(1,000.00)	(1,409.00)	(912.00)	(5,069.00)	(808.00)	(1,326.00)	(1,491.00)
Change In Accounts Receivable	(93.00)	45.00	112.00	14.00	160.00	119.00	119.00
Change In Inventories	(749.00)	(1,293.00)	(403.00)	(1,560.00)	370.00	(563.00)	(563.00)
Change In Accounts Payable	738.00	1,414.00	(328.00)	429.00	(1,526.00)	1,799.00	1,799.00
Change in Other Net Operating Assets	1,229.00	1,963.00	852.00	2,608.00	1,869.00	(2,448.00)	(4,412.00)
Cash from Operations	3,173.00	5,909.00	5,051.00	3,662.00	13,251.00	15,903.00	20,707.00
Memo: Change in Net Working Capital	1,125.00	2,129.00	233.00	1,491.00	873.00	(1,093.00)	(3,057.00)
Capital Expenditure	(5,823.00)	(7,112.00)	(7,777.00)	(6,902.00)	(6,150.00)	(6,619.00)	(7,812.00)
Sale of Property, Plant, and Equipment 🕧	10.00	30.00	107.00	32.00	34.00	40.00	40.00
Cash Acquisitions 0			(209.00)				3,587.00
Divestitures 📀		969.00					
Investment in Marketable and Equity Securities	(184.00)	(308.00)	111.00	(1,107.00)	1,407.00	136.00	522.00
Net (Increase) Decrease in Loans Originated / Sold - Investing 📀							
Other Investing Activities	134.00	258.00	405.00	693.00	1,073.00	54.00	160.00
Cash from Investing	(5,863.00)	(6,163.00)	(7,363.00)	(7,284.00)	(3,636.00)	(6,389.00)	(3,503.00)
Total Debt Issued	27,061.00	23,955.00	30,762.00	150,822.00	165,196.00	226,745.00	226,745.00
Total Debt Repaid	(20,449.00)	(19,932.00)	(23,725.00)	(143,500.00)	(171,532.00)	(232,089.00)	(232,089.00
Issuance of Common Stock	20.00	38.00	25.00	33.00	28.00	103.00	103.00
Repurchase of Common Stock							
Common Dividends Paid 📀	(2,121.00)	(2,324.00)	(2,630.00)	(2,303.00)	(1,646.00)	(1,253.00)	(1,253.00)
Common & Preferred Stock Dividends Paid	(2,121.00)	(2,324.00)	(2,630.00)	(2,303.00)	(1,646.00)	(1,253.00)	(1,253.00)
Other Financing Activities	(118.00)	(165.00)	(136.00)	(262.00)	(300.00)	(241.00)	(3,940.00)
Cash from Financing	4,393.00	1,572.00	4,296.00	4,790.00	(8,254.00)	(6,735.00)	(10,434.00
Foreign Exchange Rate Adjustments 📀	17.00	(223.00)	(19.00)	(28.00)	180.00	(307.00)	54.00
Miscellaneous Cash Flow Adjustments	38.00	64.00	(25.00)	(83.00)	(40.00)		

The PE ratio is 3.6.



It seems the market knows this will not last for long and if there is a recession, the company can easily lose 10 billion in a year. Plus, the balance sheet looks crazy.

There is more than 133 billion in financial assets and another 106 billion of debt which leads me to question the income statement as the profits might be from financial engineering and those are.

INCOME STATEMENT BALANC	CE SHEET	CASH FLO	W STATEM	ENT R	ATIOS	SEGMENTS	3
Balance Sheet TIKR.com	31/12/16	01/01/18	01/01/19	31/12/19	31/12/20	31/12/21	LTM
Cash And Equivalents 📀	4,834.00	7,183.00	8,994.00	9,961.00	10,674.00	12,538.00	20,632.00
Short Term Investments							
Total Cash And Short Term Investments	4,834.00	7,183.00	8,994.00	9,961.00	10,674.00	12,538.00	20,632.00
Accounts Receivable 💿	2,647.00	2,663.00	2,455.00	2,415.00	2,198.00	2,167.00	4,570.00
Other Receivables	1,894.00	1,511.00	7,962.00	1,125.00	5,650.00	7,246.00	453.00
Total Receivables 🛈	4,541.00	4,174.00	10,417.00	3,540.00	7,848.00	9,413.00	5,023.00
Inventory	11,836.00	12,683.00	13,639.00	15,083.00	14,078.00	15,524.00	21,500.00
Finance Division Loans and Leases Current	30,406.00	32,087.00	38,791.00	41,510.00	36,352.00	35,799.00	35,319.00
Finance Division Other Current Assets	3,095.00	1,935.00	2,685.00	2,967.00	3,745.00	3,958.00	4,293.00
Other Current Assets	12,152.00	15,434.00	10,212.00	17,569.00	9,110.00	8,941.00	14,308.00
Total Current Assets	66,864.00	73,496.00	84,738.00	90,630.00	81,807.00	86,173.00	101,075.00
Gross Property Plant And Equipment 🛈	17,931.00		57,291.00				
Accumulated Depreciation 🕠			(35,503.00)				
Net Property Plant And Equipment	17,931.00	18,438.00	21,788.00	23,156.00	21,772.00	22,323.00	31,280.00
Long-term Investments	3,106.00	3,459.00	3,363.00	3,902.00	4,320.00	6,353.00	1,884.00
Other Intangibles 0	7,752.00	9,039.00	10,568.00	11,340.00	11,965.00	12,606.00	21,879.00
Finance Division Loans and Leases Long-Term	48,032.00	48,475.00	48,313.00	51,030.00	48,025.00	51,712.00	52,704.00
Finance Division Other Long-Term Assets	38,223.00	36,715.00	38,662.00	43,087.00	42,450.00	45,141.00	45,220.00
Deferred Tax Assets Long-Term	2,327.00	1,965.00	1,640.00	2,194.00	2,459.00	2,202.00	2,451.00
Other Long-Term Assets	4,300.00	3,999.00	2,232.00	2,695.00	3,860.00	3,017.00	4,427.00
Total Assets	188,535.00	195,586.00	211,304.00	228,034.00	216,658.00	229,527.00	260,920.00
Accounts Payable 📀	7,810.00	8,882.00	8,719.00	9,239.00	7,752.00	10,038.00	14,498.00
Accrued Expenses 🙃	878.00	4,106.00					
Short-term Borrowings	3,852.00	4,461.00	2,480.00	2,615.00	550.00	1,374.00	
Current Portion of Long-Term Debt 📀	26,743.00	26,113.00	24,729.00	30,569.00	24,616.00	24,951.00	46,043.00
Current Portion of Capital Lease Obligations	12.00	9.00	444.00	544.00	492.00	475.00	
Finance Division Debt Current	10,063.00	10,144.00	10,961.00	11,216.00	12,735.00	13,175.00	
Finance Division Other Current Liabilities	1,556.00	1,631.00	1,486.00	1,426.00	1,472.00	1,494.00	1,494.00
Current Income Taxes Payable	819.00	891.00	950.00	779.00	555.00	781.00	1,179.00
Unearned Revenue Current	2,599.00	2,284.00					
Deferred Tax Liability Current 💿							
Other Current Liabilities	13,657.00	13,241.00	22,079.00	26,237.00	23,791.00	24,178.00	27,868.00
Total Current Liabilities	67,989.00	71,762.00	71,848.00	82,625.00	71,963.00	76,466.00	91,082.00
Long-Term Debt	50,167.00	49,302.00	60,249.00	63,908.00	61,085.00	56,141.00	59,552.00
Capital Leases	114.00	101.00	2,068.00	2,351.00	2,019.00	1,945.00	
Finance Division Debt Non Current	3,449.00	3,428.00	3,398.00	3,441.00	3,731.00	3,527.00	
Finance Division Other Non Current Liabilities	430.00	428.00	155.00	149.00	195.00	187.00	119.00
Unearned Revenue Non Current 📀	4,657.00	4,382.00					

INCOME STATEMENT BALANCE SHEET CASH FLOW STATEMENT RATIOS SEGMENTS

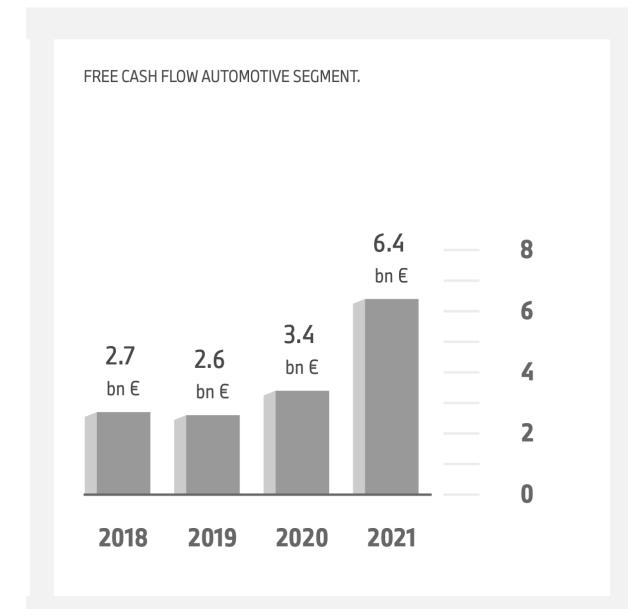
Operating income is much lower than net income:

	N 2 1 1	$ X \leq X \leq X $	(X,Y) = (Y,Y)	S	N	S	N /
Gross Profit 🛈	17,271.00	18,579.00	16,905.00	16,675.00	12,211.00	20,515.00	21,758.00
% Change YoY 🕦	2.4%	7. 6 %	(9.0%)	(1.4%)	(26.8%)	68.0%	
% Gross Margins 🛈	18.3%	18.9%	17.5%	16.0%	12.3%	1 8 .4%	16.5%
Selling General & Admin Expenses Օ	(7,942.00)	(8,271.00)	(8,268.00)	(8,067.00)	(7,503.00)	(7,870.00)	(8,679.00)
R&D Expenses 🛈							
Other Operating Expenses	(98.00)	(593.00)	59.00	134.00	129.00	736.00	878.00
Total Operating Expenses	(8,040.00)	(8,864.00)	(8,209.00)	(7,933.00)	(7,374.00)	(7,134.00)	(7,801.00)
Operating Income 🕠	9,231.00	9,715.00	8,696.00	8,742.00	4,837.00	13,381.00	13,957.00

So, they are a financial engineering company that can make 6 billion on average from its car business but with some financial leverage, the ECB giving zero interest loans, they can play the field a bit. If that bubble reverts, BMW will find itself with a lot of debt and little to

account for... I would not sleep well with the financial structure that the European car companies have created for themselves. Ah yes, if shit hits the fan, they will be bailed out....

This is the right chart, shown in the <u>debt description</u>:



A return to normalcy and you have a PE ratio of 20.

I could do business with this very easily:

SELECTED EURO BENCHMARK BONDS.

lssuer	Coupon	Amount	Issue Date	Maturity Date	ISIN Code
BMW Finance N.V.	0.5% p.a.	EUR 1.25bn	22.02.2022	22.02.2025	XS2447561403
BMW Finance N.V.	1% p.a.	EUR 750m	22.02.2022	22.05.2028	XS2447564332
BMW Finance N.V.	0.2% p.a.	EUR 500m	11.01.2021	11.01.2033	XS2280845145
BMW Finance N.V.	0.0% p.a.	EUR 1bn	11.01.2021	11.01.2026	XS2280845491
BMW Finance N.V.	0.375% p.a.	EUR 750m	14.01.2020	14.01.2027	XS2102357014
BMW Finance N.V.	0.875% p.a.	EUR 500m	14.01.2020	14.01.2032	XS2102357105
BMW Finance N.V.	0.0% p.a.	EUR 1bn	14.01.2020	14.04.2023	XS2102355588
BMW Finance N.V.	0.375% p.a.	EUR 750m	24.09.2019	24.09.2027	XS2055728054
BMW Finance N.V.	0.0% p.a.	EUR 1.25bn	24.09.2019	24.03.2023	XS2055727916
BMW Finance N.V.	0.75% p.a.	EUR 750m	13.06.2019	13.07.2026	XS2010447238
BMW Finance N.V.	1.500% p.a.	EUR 1.5bn	06.02.2019	06.02.2029	XS1948611840
BMW Finance N.V.	0.625% p.a.	EUR 1.5bn	06.02.2019	06.10.2023	XS1948612905
BMW Finance N.V.	1.000% p.a.	EUR 1bn	14.11.2018	14.11.2024	XS1910245676
BMW Finance N.V.	1.000% p.a.	EUR 750m	29.08.2018	29.08.2025	XS1873143645
BMW Finance N.V.	1.125% p.a.	EUR 750m	22.05.2018	22.05.2026	XS1823246803
BMW Finance N.V.	0.500% p.a.	EUR 1bn	22.05.2018	22.11.2022	XS1823246712
BMW Finance N.V.	0.375% p.a.	EUR 1.25bn	10.01.2018	10.07.2023	XS1747444245
BMW Finance N.V.	1.125% p.a.	EUR 750m	10.01.2018	10.01.2028	XS1747444831
BMW Finance N.V.	0.875% p.a.	EUR 750m	27.03.2017	03.04.2025	XS1589881785
BMW Finance N.V.	0.750% p.a.	EUR 750m	04.01.2017	12.07.2024	XS1548436473
BMW Finance N.V.	0.750% p.a.	EUR 750m	15.04.2016	15.04.2024	XS1396261338
BMW US Capital LLC	1.000% p.a.	EUR 500m	20.04.2015	20.04.2027	DE000A1ZZ028

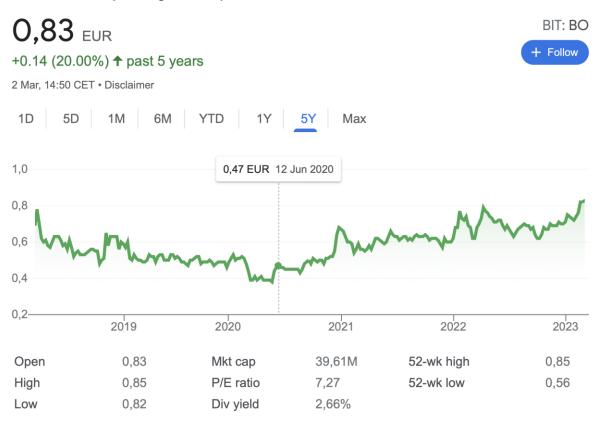
Of course, if the maturity of the liabilities match the maturity of the assets (loan given to customer to buy a car), great. If not, there could be issues down the road.

Anyway, you look at car companies in a recession, not after everybody just bought a new car....

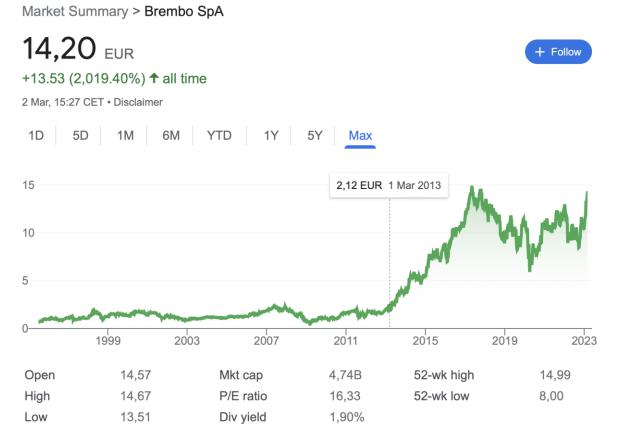
Borgosesia - some real estate, looks very profitable but mostly accounting.

2.77% yield, not interested.

Market Summary > Borgosesia SpA



Brembo - Brakes for Ferraris - niche, but still automotive!



Automotive brake systems!

They managed to double margins and 3x revenues, the stock is consequently a 7x.

Income Statement TIKR.com	31/12/10	31/12/11	31/12/12	31/12/13	31/12/14	31/12/15	31/12/16	31/12/17	31/12/18	31/12/10	31/12/20	31/12/21	LTM
income Statement TrA.com	51/12/10	51/12/11	51/12/12	51/12/15	31/12/14	51/12/15	31/12/10	51/12/17	51/12/10	51/12/19	51/12/20	51/12/21	LIW
Revenues 📀			1,400.14	1,577.30	1,814.06	2,085.23	2,298.07	2,487.84	2,665.35	2,618.32	2,231.21	2,800.75	3,487.77
Gain (Loss) on Sale of Assets (Rev)													
Other Revenues 📀			4.76	5.31	3.87	4.12	12.77	6.40	11.14	6.83	6.43	8.20	8.20
Total Revenues			1,404.90	1,582.61	1,817.92	2,089.35	2,310.84	2,494.24	2,676.49	2,625.15	2,237.64	2,808.95	3,495.97
% Change YoY 🕕	<i>29.0%</i>	16.7%	10.6%	12.6%	14.9%	14.9%	10.6%	7.9%	7.3%	(1.9%)	(14.8%)	25.5%	
Cost of Goods Sold 📀			(786.65)	(880.31)	(1,009.00)	(1,142.66)	(1,230.09)	(1,298.22)	(1,408.63)	(1,363.51)	(1,163.83)	(1,473.18)	(1,846.75
Gross Profit			618.25	702.30	808.92	946.69	1,080.75	1,196.01	1,267.86	1,261.64	1,073.81	1,335.76	1,649.22
% Change YoY 🕦	25.0%	15.4%	9.2%	13.6%	15.2%	17.0%	14.2%	10.7%	6.0%	(0.5%)	(14.9%)	24.4%	
% Gross Margins 📀	45.1%	44.6%	44.0%	44.4%	44.5%	45.3%	46.8%	48.0%	47.4%	48 .1%	48.0%	47.6%	47.2%
Selling General & Admin Expenses Օ			(302.16)	(330.63)	(355.80)	(386.99)	(424.02)	(476.88)	(511.14)	(490.28)	(445.88)	(528.44)	(603.53)
Provision for Bad Debts 📀													
Depreciation & Amortization			(79.69)	(89.64)	(96.97)	(104.70)	(114.76)	(132.00)	(151.91)	(194.69)	(204.15)	(212.63)	(234.26)
Amortization of Goodwill and Intangible Assets													
Other Operating Expenses			(148.22)	(162.28)	(182.27)	(211.02)	(226.54)	(255.82)	(277.28)	(273.03)	(251.77)	(322.64)	(462.68)
Total Operating Expenses			(530.08)	(582.55)	(635.03)	(702.71)	(765.32)	(864.70)	(940.33)	(958.00)	(901.80)	(1,063.71)	(1,300.46
Operating Income 📀			88.18	119.75	173.89	243.98	315.43	331.32	327.53	303.64	172.01	272.05	348.76
% Change YoY 🕕	149.0%	30.0%	15.9%	35.8%	45.2%	40.3%	<i>29.3</i> %	5.0%	(1.1%)	(7.3%)	(43.4%)	<i>58.2%</i>	
% Operating Margins 💿	5.4%	6.0%	6.3%	7. 6 %	9.6%	11.7%	<i>13.6%</i>	<i>13.3%</i>	12.2%	11.6%	7.7%	9.7%	10.0%
Interest Expense 📀			(15.86)	(15.30)	(15.57)	(14.02)	(11.57)	(11.08)	(14.90)	(16.05)	(18.11)	(12.30)	(13.92)
Interest And Investment Income			66.10	2.42	3.86	2.41	2.43	2.37	1.70	2.28	1.43	3.05	3.05
Income (Loss) On Equity Invest. 💿				1.39	6.59	9.41	11.12	13.42	16.42	14.08	10.51	19.35	25.53
Currency Exchange Gains (Loss) 💿			(55.65)	(7.27)	(1.00)	4.60	(5.48)	(1.60)	(6.20)	3.21	(8.12)	4.44	12.01
Other Non Operating Income (Expenses)				3.55									
EBT Excl. Unusual Items			82.76	104.54	167.77	246.38	311.93	334.43	324.55	307.16	157.72	286.58	375.43
Impairment of Goodwill					(2.39)								
Gain (Loss) On Sale Of Investments			(0.21)										
Gain (Loss) On Sale Of Assets			2.78	0.85	1.53	1.06	1.77	2.81	4.72	2.47	1.73	2.29	2.29
Asset Writedown 💿			(2.47)	(1.01)	(2.00)	(3.93)	(1.49)	(1.70)	(3.91)	(1.94)	(3.40)	(2.08)	(2.08)
Other Unusual Items													
EBT Incl. Unusual Items			82.85	104.39	164.92	243.50	312.21	335.54	325.36	307.69	156.04	286.79	375.64
Income Tax Expense 📀			(5.09)	(15.28)	(36.23)	(57.69)	(69.21)	(67.64)	(83.88)	(68.21)	(17.80)	(70.75)	(92.86)
Earnings From Continuing Operations			77.77	89.10	128.68	185.81	243.00	267.90	241.48	239.48	138.24	216.04	282.79
Earnings Of Discontinued Operations										(6.42)	(0.30)	(0.15)	(0.31)
Net Income to Company			77.77	89.10	128.68	185.81	243.00	267.90	241.48	233.06	137.94	215.89	282.48

INCOME STATEMENT BALANCE SHEET CASH FLOW STATEMENT RATIOS SEGMENTS

But, look at car companies and other in recession.

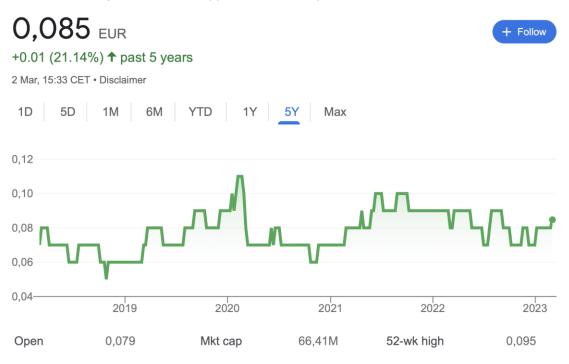
Mostly sales in North America, but again, wait for ugly... Looks great now.

Brioschi - some construction development....

These companies are there for the management's job or something. Some rent, some development...

But, low liquidity so....

Market Summary > Brioschi Sviluppo Immobiliare SpA



Brunello Cucinelli - he made a nice business of this...

Another fashion company with a market cap of 5 billion>

Market Summary > Brunello Cucinelli SpA



PE ratio of 60, 100 on average cycle !?!?!?!?

Income Statement TIKR.com	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	LTM
	01/12/10	01/12/17	01/12/10	01/12/19	01/12/20	01/12/21	
Revenues	455.97	511.71	553.00	607.76	544.01	712.18	813.77
Total Revenues	455.97	511.71	553.00	607.76	544.01	712.18	813.77
% Change YoY 🕠	10.1%	12.2%	8.1%	9.9 %	(10.5%)	30.9%	
Cost of Goods Sold 📀	(236.45)	(262.29)	(282.86)	(296.15)	(275.85)	(350.69)	(384.26
Gross Profit 🛈	219.52	249.42	270.13	311.61	268.16	361.49	429.51
% Change YoY 🕠	1 <i>3.8%</i>	13.6%	8.3%	15.4%	(13.9%)	34.8%	
% Gross Margins 🕦	48 .1%	48.7 %	48.8 %	<i>51.3%</i>	<i>49.3%</i>	50.8%	<i>52.8%</i>
Selling General & Admin Expenses 📀	(134.83)	(156.27)	(169.38)	(134.01)	(137.48)	(163.51)	(183.62
Provision for Bad Debts 📀	(2.23)	(2.74)	(1.14)				(0.34)
Depreciation & Amortization	(20.05)	(22.76)	(25.61)	(86.25)	(104.28)	(116.28)	(123.21
Other Operating Expenses	(4.08)	(2.73)	(4.47)	(6.70)	(6.13)	0.24	(2.40)
Total Operating Expenses	(161.19)	(184.49)	(200.60)	(226.96)	(247.90)	(279.54)	(309.57
Operating Income 0	58.33	64.94	69.54	84.64	20.27	81.95	119.94
% Change YoY 🕠	14.3%	11.3%	7.1%	21.7%	(76.1%)	304.3%	
% Operating Margins 🛈	12.8%	<i>12.7%</i>	12.6%	13.9%	3.7%	11.5%	14.7%
Interest Expense 📀	(1.69)	(1.37)	(1.08)	(12.03)	(12.92)	(12.03)	(12.55)
Interest And Investment Income	0.09	0.10	0.10	0.13	0.05	0.04	0.12
Currency Exchange Gains (Loss) 🕧	(0.07)	(1.19)	1.47	1.69	(2.89)	0.57	16.13
Other Non Operating Income (Expenses)	(1.57)	(2.84)	(4.74)	(3.99)	(2.61)	(1.59)	(3.26)
EBT Excl. Unusual Items	55.09	59.63	65.28	70.44	1.89	68.94	120.38
Impairment of Goodwill							(7.05)
Gain (Loss) On Sale Of Investments							4.69
Gain (Loss) On Sale Of Assets	(0.16)	(0.21)					
Asset Writedown 📀				(1.27)	(35.09)	(4.91)	(3.44)
Other Unusual Items	(1.52)				(0.58)		
EBT Incl. Unusual Items	53.40	59.41	65.28	69.18	(33.78)	64.03	114.59
Income Tax Expense 🕡	(16.28)	(6.93)	(14.24)	(16.09)	1.71	(7.73)	(29.58)
Earnings From Continuing Operations	37.12	52.49	51.04	53.08	(32.07)	56.30	85.01
Net Income to Company	37.12	52.49	51.04	53.08	(32.07)	56.30	85.01

INCOME STATEMENT BALANCE SHEET CASH FLOW STATEMENT RATIOS SEGMENTS

Brunello down made a nice business of his, but not for me...



Buzzi Unicem Stock - Cement - industrial cycle...



Cement companies make no money in recessions 2012/2013 and good money in good years, since 2013.

Income Statement TIKR.co	om 31/12/1 [.]	31/12/12	31/12/13	31/12/14	31/12/15	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	LTM
Revenues ()		2,813.45	2,510.09	2,506.35	2,662.07	2,669.32	2,806.21	2,873.45	3,221.44	3,222.41	3,445.55	3,716.80
Other Revenues 💿		2.18	5.58	3.86	3.91	2.70	2.62	1.91	1.58	2.02	1.63	1.81
Total Revenues		2,815.62	2,515.67	2,510.22	2,665.98	2,672.02	2,808.83	2,875.37	3,223.02	3,224.43	3,447.18	3,718.6
% Change YoY 💿	5.1%	0.8%	(10.7%)	(0.2%)	6.2%	0.2%	5.1%	2.4%	12.1%	0.0%	6.9%	
Cost of Goods Sold 📀		(1,859.51)	(1,637.16)	(1,641.56)	(1,690.80)	(1,625.78)	(1,710.04)	(1,775.04)	(1,941.18)	(1,898.85)	(2,126.00)	(2,357.36
Gross Profit 📀		956.11	878.51	868.66	975.18	1,046.24	1,098.79	1,100.33	1,281.84	1,325.59	1,321.18	1,361.2
% Change YoY 💿	4.8%	8.3%	(8.1%)	(1.1%)	12.3%	7.3%	5.0%	0.1%	16.5%	3.4%	(0.3%)	
% Gross Margins 💿	31.6%	34.0%	34.9%	34.6%	36.6%	39.2%	39.1%	38.3%	39.8 %	41.1%	38.3%	36.6%
Selling General & Admin Expenses 0		(499.70)	(492.43)	(471.39)	(497.16)	(503.59)	(513.98)	(523.23)	(539.46)	(527.29)	(531.03)	(552.13)
Provision for Bad Debts 0												
Depreciation & Amortization		(222.48)	(202.59)	(188.15)	(195.03)		(212.55)	(228.81)	(256.06)	(253.24)	(243.99)	(243.99
Amortization of Goodwill and Intangible	Assets					(197.08)						(3.21)
Other Operating Expenses		(42.37)	(31.42)	(30.72)	(26.77)	(16.75)	(30.58)	(22.77)	(30.60)	(30.32)	(11.79)	(18.00)
Total Operating Expenses		(764.55)	(726.43)	(690.26)	(718.95)	(717.42)	(757.10)	(774.80)	(826.13)	(810.85)	(786.81)	(817.34
Operating Income 🕕		191.57	152.08	178.40	256.23	328.82	341.69	325.53	455.71	514.73	534.37	543.90
% Change YoY 🕓	37.1%	29.6%	(20.6%)	17.3%	43.6%	28.3%	<i>3.9%</i>	(4.7%)	40.0%	13.0%	3.8%	
% Operating Margins 0	5.3%	6.8%	6.0%	7.1%	9.6 %	12.3%	12.2%	11.3%	14.1%	16.0%	15.5%	14.6%
Interest Expense ()		(107.27)	(101.01)	(86.44)	(73.81)	(74.42)	(54.48)	(50.74)	(34.66)	(29.31)	(26.97)	(26.75)
Interest And Investment Income		16.43	17.78	9.25	7.48	8.05	11.80	13.38	13.04	9.64	8.44	10.21
Income (Loss) On Equity Invest. 📀		6.12	35.85	49.91	57.43	79.88	96.18	87.87	73.84	173.08	106.06	115.21
Currency Exchange Gains (Loss) 💿		6.45	2.75	(18.31)	(5.68)	(0.33)	2.66	(3.94)	(19.62)	37.91	(18.97)	(50.62)
Other Non Operating Income (Expenses))	(16.99)	(13.05)	58.63	(20.34)	(67.52)	16.59	76.82	17.36	(8.31)	10.07	0.58
EBT Excl. Unusual Items		96.31	94.41	191.44	221.31	274.47	414.44	448.92	505.67	697.74	613.00	592.53
Merger & Restructuring Charges		(0.52)	(10.17)	(2.90)	(3.70)	(0.41)	(1.15)	(6.44)	(4.01)			
Impairment of Goodwill		(5.20)	(50.06)	(39.25)	(0.11)		(4.90)		(0.76)	(0.68)		
Gain (Loss) On Sale Of Investments		0.76	4.56	0.12	5.73	0.18	1.51	0.84	(1.50)	3.60	18.00	18.10
Gain (Loss) On Sale Of Assets		16.84	9.75	42.84	7.32	12.16	3.28	24.51	3.46	2.59	9.31	8.31
Asset Writedown 🛈		(30.34)	(64.10)	(16.63)	(14.02)	(5.53)	(4.70)	3.42	(3.05)	(2.99)	(5.06)	(125.99
Legal Settlements 🛈			31.63		5.60							
Other Unusual Items							(59.79)	(5.97)	(17.86)			
EBT Incl. Unusual Items		77.85	16.03	175.62	222.12	280.88	348.69	465.27	481.96	700.26	635.25	492.95
Income Tax Expense 0		(75.88)	(59.18)	(55.13)	(94.01)	(132.19)	45.89	(82.51)	(96.05)	(139.79)	(92.95)	(71.68)
Earnings From Continuing Operations		1.97	(43.16)	120.49	128.12	148.69	394.57	382.76	385.91	560.47	542.30	421.27
Net Income to Company		1.97	(43.16)	120.49	128.12	148.69	394.57	382.76	385.91	560.47	542.30	421.27
Minority Interest		(30.44)	(7.52)	(3.90)	(2.79)	(2.83)	(2.95)	(0.63)	(0.24)	(0.23)	(0.40)	(0.34)
Net Income		(28.48)	(50.68)	116.59	125.33	145.87	391.62	382.13	385.67	560.25	541.90	420.93

INCOME STATEMENT BALANCE SHEET CASH FLOW STATEMENT RATIOS SEGMENTS

But, again a typical cyclical, give it to me with EUR issues, recession and ugly outlook. That also explains the volatility of the stock.

Market Summary > Buzzi Unicem SpA



The thing is that when this is and will be cheap again, some other things will be cheap too, like copper or other.... and, I prefer global competitive advantages to local monopolies that if the local is under an issue, like Europe, so is this company... But, at some level it would be value, however....