

## AIM ITALIA FACTS

March 31<sup>st</sup>, 2017

*AIM Italia is already benefiting from positive effects of PIRs that allow Italian stock exchange markets to be aligned to best performing international stock markets.*

*EnVent Capital Markets Ltd and SelfieWealth Ltd agreed a partnership to develop a PIR compliant model portfolio focused on Mid and Small Caps.*

- 4 new listings (vs 2 listings in Q1 16) and 2 delistings
- €145m funds collected in IPO (+418% vs Q1 16)
- 14% AIM Italia velocity turnover (vs 4.5% in Q1 16)
- +11% FTSE AIM Italia Index (vs FY 16)

*AIM UK is going through a cleansing process where small companies are leaving the market and are being replaced by larger of higher quality.*

*Furthermore the increase in ISA allowances in the tax year 2015-2016 and 2016-2017 appears to have increased interest in AIM UK stocks.*

- 10 new listings/admissions (vs 15 in Q1 16) and 25 delistings
- +10% market cap (vs FY 16)
- +72% average daily shares traded (vs FY 16)

## SELFIEWEALTH ROBOADVISOR – A SIMULATION OF A PIR COMPLIANT MODEL PORTFOLIO MADE OF AIM ITALIA AND MID CAP ITALIAN COMPANIES

SelfieWealth RoboAdvisor ([www.selfiewealth.com](http://www.selfiewealth.com)) simulated a **PIR compliant high risk portfolio** where **AIM Italia** companies are a weighted part of investment mix.

The reported portfolio, based on SelfieWealth's analysis and algorithms and on EnVent Capital Markets' unique track record and knowledge on Italian Mid and Small Caps, is a simulation of how to strengthen the exposure on Italian SMEs to target an alternative potentially profitable investment opportunity.

Portfolio mix main criteria:

- **Stocks included in FTSE AIM Italia and FTSE Italia Small and Mid Cap indexes**
- **Market cap lower than €1bn** at the date of the analysis. Future market trends could change the companies compliant with this criteria.
- **Average upside forecasts** of RoboAdvisor SelfieWealth **higher than 52%**. It should be noted that future stock trends may significantly differ from the predicted upside.
- Adequacy of forecasted economic fundamentals – **dividend distribution in 2017**. There is no guarantee that in 2017 companies net results will be in line with the data currently available.
- **Stock daily liquidity** higher than the benchmark (**AIM > €20k/d; MID > €800k/d**). It cannot be excluded that in the future the average daily volume could change significantly and make current thresholds no more relevant.

SelfieWealth's algorithms optimize the weight of the selected companies in accordance with the VAR of each security taking into due account the AIM market's lower liquidity level. The proposed **portfolio mix is 20% FTSE AIM Italia<sup>1</sup> and 80% FTSE Italia Mid Cap securities**.

The result is an **aggressive portfolio**, completely composed by stocks whose benchmarks are Italian reference indexes.

The resulting portfolio<sup>2</sup>, according to SelfieWealth, would be:

Market	Ticker	Weight	Name	
AIM	LFG.MI	1,70%	Leone Fim Group	<div style="text-align: center;"> <b>PIR COMPLIANT PORTFOLIO</b>   <b>20%</b>  <b>Avg. daily volumes</b>  <b>€ 70,000.00</b> </div> <div style="font-size: 4em; color: #800000; margin: 10px 0;">➔</div> <div style="text-align: center;"> <b>80%</b>  <b>Avg. daily volumes</b>  <b>€ 1,650,000.00</b> </div>
	BIO2.MI	2,10%	BioDue	
	LUVE.MI	4,20%	LU-VE	
	PITE.MI	3,40%	PITECO	
	TB.MI	2,60%	Triboo Media	
	IWB.MI	3,00%	Italian Wine Brands	
	PLTE.MI	3,00%	PLT Energia	
MID/SMALL CAP MAIN MARKET	ELN.MI	6,00%	EL.EN.	
	IGD.MI	5,20%	Immobiliare Grande Distribuzione	
	CEM.MI	4,10%	Cementir Holding	
	MN.MI	4,70%	Arnoldo Mondadori Editore	
	PIA.MI	5,30%	Piaggio	
	TIP.MI	7,40%	Tamburi Investment Partners	
	AST.MI	3,90%	Alstaldi	
	FILA.MI	11,00%	FILA	
	SO.MI	3,60%	Sogefi	
	CAL.MI	5,40%	Cairo Communication	
	BSS.MI	5,20%	Biesse	
	JUVE.MI	8,30%	Juventus	
	LIT.MI	4,90%	Retelit	
GEO.MI	4,90%	Geox		

Source: EnVent on SelfieWealth data

EnVent Capital Markets and SelfieWealth agreed a partnership to develop RoboAdvisor portfolio analysis focused on mid and small caps.

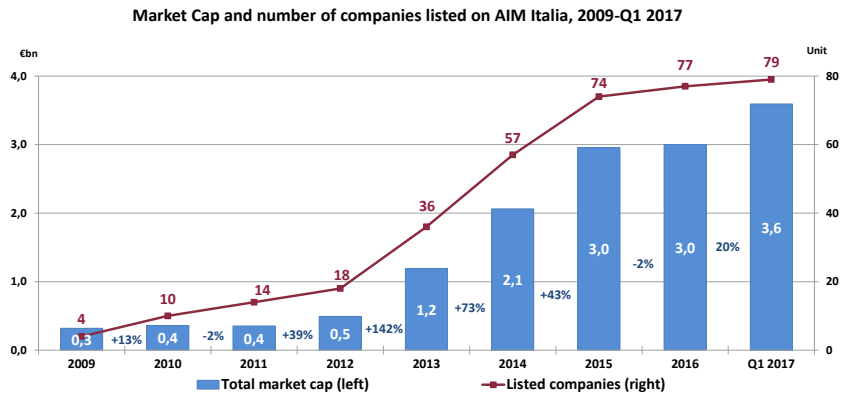
<sup>1</sup> Several AIM Italia stoks are totally illiquid and may influence (upward or downward) the benchmark index performance.

<sup>2</sup> For all the stocks of this portfolio, orders should be placed with a price limit valid for several days, due to the low liquidity of assets.

## Q1 17 AIM Italia Key facts

**79 listed companies as of March 2017, 4 newcomers and 2 delistings**

**Total market cap reaches €3.6bn, +20% vs year-end 2016**



Source: EnVent on public data, Borsa Italiana, Bloomberg

**4 IPOs in Q1 17 with total funds collected of almost €145m, of which €133m attributable to the SPAC (92%)**

**Average IPO float of 35% (17% excluding the SPAC)**

**Additional market cap from newcomers of €219m (vs €137m in Q1 16)**

**New listings (IPOs and Admissions)**

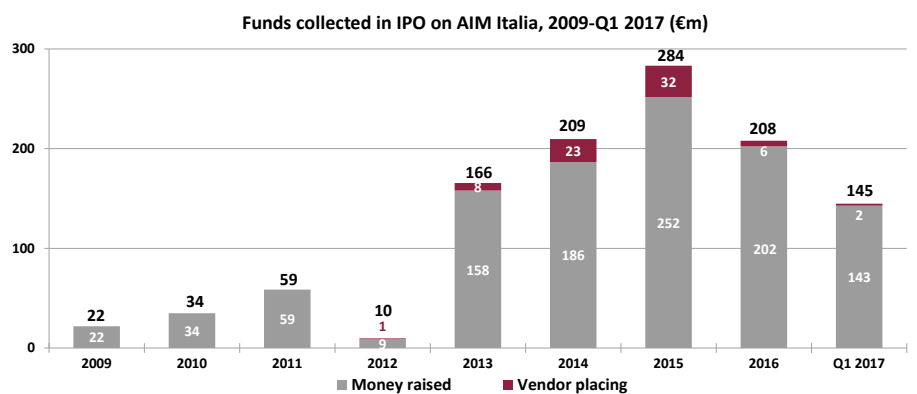
Companies	Business	Type	Date	Money Raised	Vendor Placing	Market Cap at listing	Float at listing
Health Italia	Health Care service provider	IPO	09/02/2017	4,5	0,5	49,5	13,4%
Telesia	Multimedia communication systems and digital broadcasting	IPO	20/02/2017	2,5	1,5	17,5	22,8%
Crescita	SPAC	IPO	15/03/2017	133,0	0,0	133,0	88,2%
TPS Group	Technical and engineering services for the aeronautical industry	IPO	28/03/2017	2,9	0,0	18,9	15,2%

Source: EnVent on public data, Borsa Italiana, websites and Admission Documents. Data include, when applicable, the exercise of Greenshoe option

**€145m of funds collected in IPO in Q1 17 nearly 70% of those raised in the entire 2016 and far above those collected in Q1 16 (€28m) and Q1 15 (€64m)**

**Over €1bn of funds collected in IPO since 2009, 94% with money raised**

**SPACs the largest contributor with total money raised of €0.5bn (48% of funds collected since 2009)**



Note: Money raised includes funds collected by companies through newly issued shares. Vendor placings include funds collected by existing shareholders from the sale of existing shares, including greenshoe option exercise. Figures also include funds collected in IPO by subsequently delisted companies.  
Source: EnVent on public data, Borsa Italiana, websites and Admission Documents.

€14m further funds raised in Q1 17 vs €8m in Q1 16 (+75%), over 90% from further capital raises

Same contribution to further funds raised by corporate bond (53%) and capital raises (47%) since 2009

Strong increase in number and value of trades in Q1 17 (respectively, +209% and +277% vs Q1 16)

AIM Italia Velocity Turnover at 14.1% (vs 4.5% as of end March 2016) below reference indexes again

Higher liquidity for smaller companies (market cap lower than €10m)

Liquidity growth for Energy & Cleantech (26.5%) and Digital (15.2%) companies

Trading Period: 01/01/2017 - 31/03/2017

Liquidity analysis	VELOCITY TURNOVER*	Tot. Volumes / Free Float
<b>INDUSTRY</b>		
Financial and Inv. Companies	4,3%	12,9%
Digital	15,2%	131,7%
Media	12,3%	52,6%
Energy & Cleantech	26,5%	64,6%
Food & Beverage	8,4%	15,0%
Industrials	13,4%	77,7%
Consumer goods and services	8,1%	39,7%
Other	15,9%	91,3%
<b>Mean</b>	<b>14,1%</b>	<b>70,9%</b>
<b>MARKET CAP</b>		
< €10m	30,6%	180,2%
€10-25m	12,8%	49,0%
€25-50m	12,0%	69,1%
> €50m	6,7%	26,9%
<b>Mean</b>	<b>14,1%</b>	<b>70,9%</b>

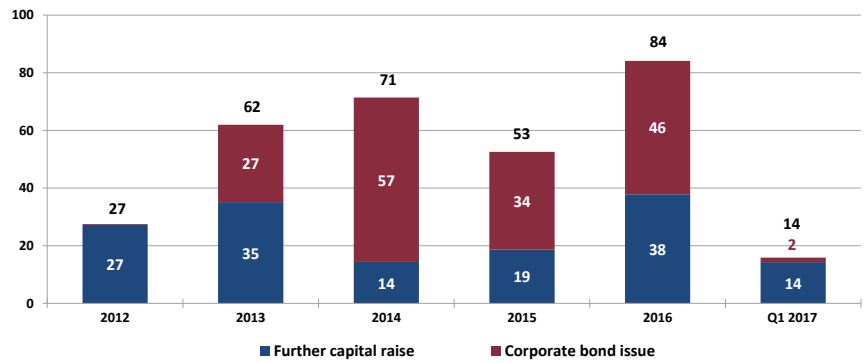
\*Tot. Volumes / Num. Ordinary Shares, average last twelve months  
Source: EnVent on public data, Borsa Italiana, Bloomberg, websites and Admission Documents

In Q1 17 FTSE AIM Italia Index increased by +11% vs FY 16, better than FTSE Italia All-Share (+8%) and in line with AIM UK All-Share (+10%)

AIM Italia stock performance reflects increasing liquidity attributable to the subscription of PIR compliant funds dedicated to small-mid caps

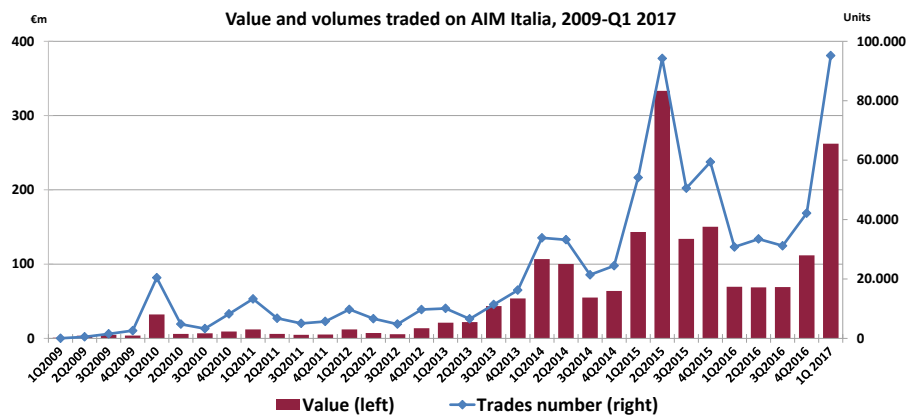
The benefits of PIR are more visible on Italian Small Caps that show a price increase of +20% (vs FY 16) and a turnover velocity of 46%

Further capital raises and Corporate bond issues on AIM Italia, 2009-Q1 2017 (€m)



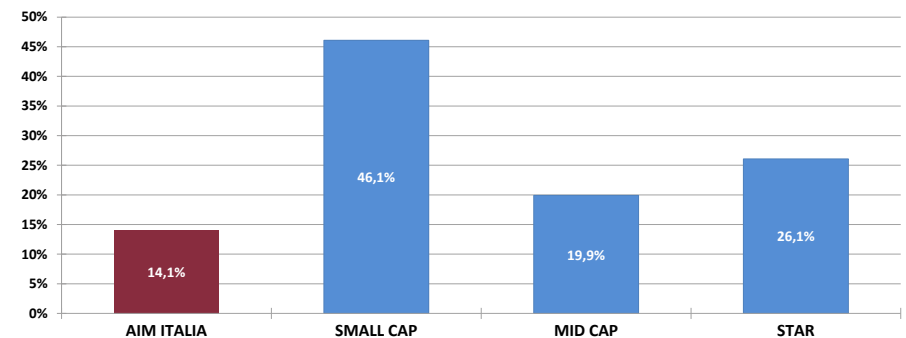
Note: Further capital raises include rights issues, reserved rights issues and warrants exercise. Corporate bond issues include convertible, non-convertible bonds and mini-bonds.

Source: EnVent on public data, Borsa Italiana, websites and Admission Documents



Source: EnVent on Borsa Italiana Monthly Update

Velocity turnover of companies listed on AIM Italia vs companies listed on other Italian reference markets: Q1 2017



Source: EnVent on public data, Borsa Italiana, Bloomberg, websites and Admission Documents

AIM Italia index vs Italy and UK reference indexes, 1.07.2013 - 31.03.2017

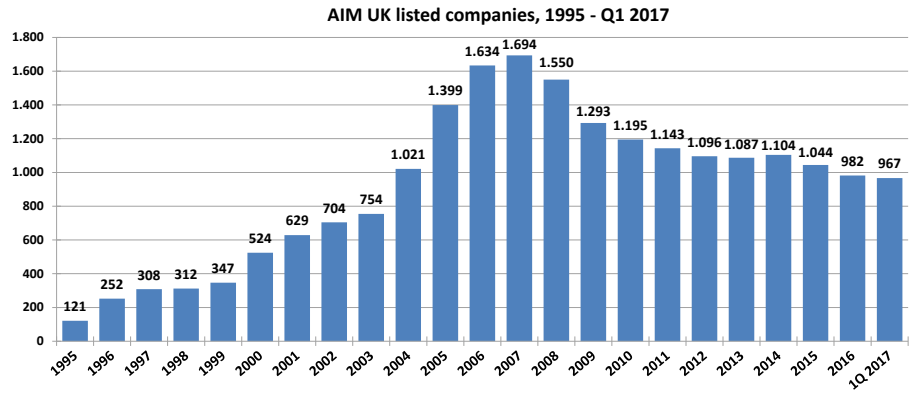


Note: AIM Italia index launched on July the 7<sup>th</sup>, 2013  
Source: EnVent on Bloomberg

## Q1 17 AIM UK Snapshot

**967 listed companies in Q1 17, -1,5% vs FY 16**

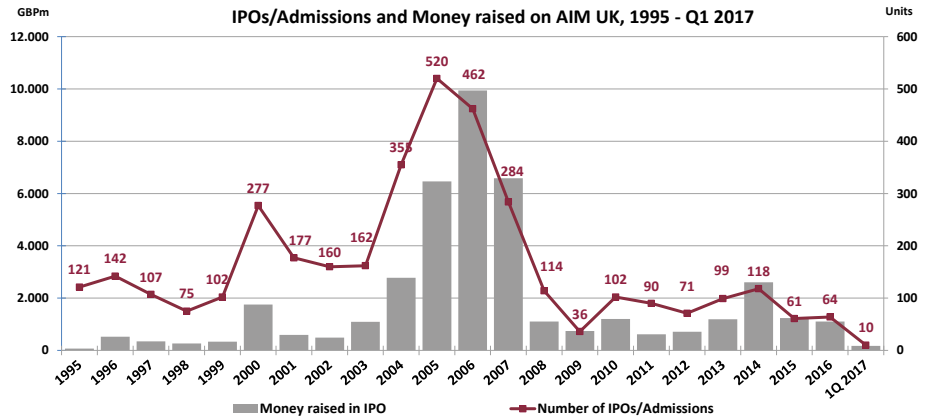
**Total AIM UK market capitalization increases to almost GBP90bn, +10% vs FY 16**



Source: London Stock Exchange, AIM UK Market Statistics

**10 IPOs/Admissions in Q1 17 (vs 15 in Q1 16) and 25 delistings (vs 39 in Q1 16)**

**GBP176m money raised in IPO in Q1 17 (-37% compared to Q1 16) and GBP649m raised through further capital raises (+25% compared to Q1 16)**



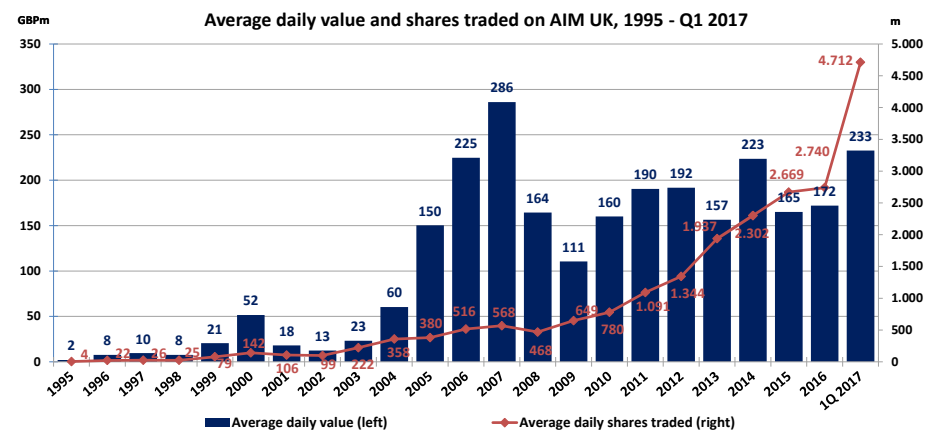
Source: London Stock Exchange, AIM UK Market Statistics

Note: the comparability of above figures with previous publications may be impracticable due to a data restatement by London Stock Exchange in April 2017.

**4,712m average daily shares traded in the first three months (+72% vs FY 16)**

**GBP233m average daily value of shares traded as of March 2017 (+108% vs Q1 16)**

**As of March 2017, value of shares traded accounted for 17% of total market capitalization (vs 10% of March 2016)**



Source: London Stock Exchange, AIM UK Market Statistics

Note: the comparability of above figures with previous publications may be impracticable due to a data restatement by London Stock Exchange in April 2017.

## Glossary

<b>ADMISSION</b>	Transfers and just listings from other markets
<b>CAPITAL RAISE/INCREASE</b>	Money raised by a company through a right assigned to existing shareholders or reserved to new shareholders to underwrite additional new issued shares at a determined price
<b>CORPORATE BOND</b>	Debt securities issued by a company
<b>FLOAT</b>	Ordinary shares available for trading on the market, owned by non-significant shareholders (stakes under 5% of share capital on AIM Italia)
<b>GREENSHOE OPTION</b>	Also referred to as over-allotment option, it is granted by the Issuer to the Global Coordinator, giving the faculty to increase the size of the IPO by the sale of additional existing shares
<b>IPO</b>	Initial Public Offer: sale of ordinary shares of a private company on the equity capital market within the listing process on a stock exchange
<b>MARKET CAPITALIZATION/CAP</b>	Total market value of 100% Equity of a company listed on a stock exchange
<b>MONEY RAISED</b>	Funds collected in IPO by a private company from the underwriting of new issued shares
<b>SPAC (Special Purpose Acquisition Company)</b>	New company usually formed for the sole purpose of raising capital to identify and acquire a suitable business opportunity
<b>VELOCITY TURNOVER</b>	Ratio of total traded shares to total ordinary shares in a given period
<b>VENDOR PLACING</b>	Funds collected in IPO (or in other placement) by existing shareholders of a company from the sale of existing shares and from the Greenshoe option exercise
<b>VOLUMES</b>	Number of financial instruments traded in a certain period
<b>WARRANT</b>	Derivative financial instrument giving the holder the right to underwrite new issued shares of a company at a determined price within a certain time frame

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