

AIM ITALIA FACTS

Year End 2017

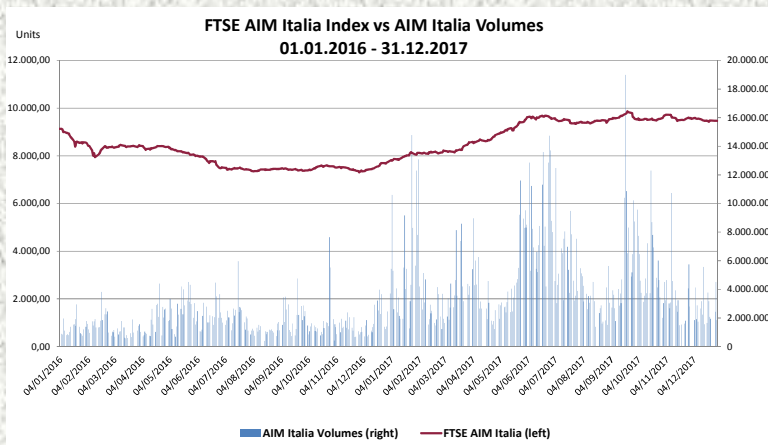
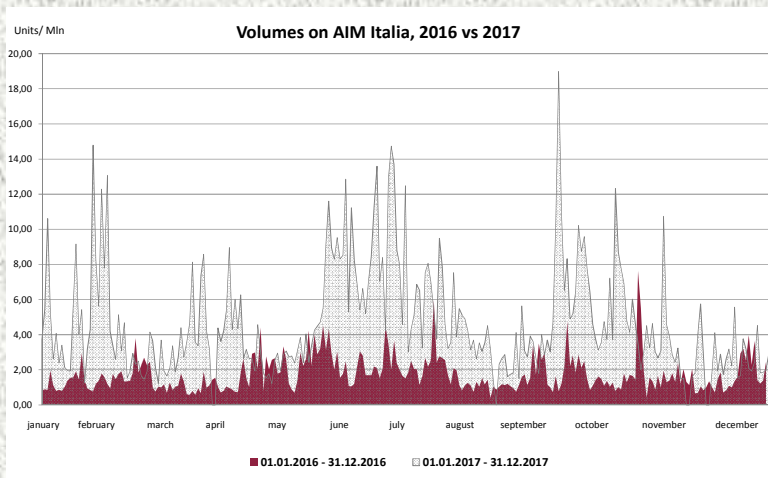
2017: Record year for AIM Italia, as to number of IPOs, market value and trades

- 23 new listings, 1 admission and 2 business combinations (vs 11 listings and 1 business combination in FY16)
- €1.6bn additional market cap attributed to newcomers and €1.3bn of funds raised through IPO (vs €0.2bn in FY16)
- €178m further funds raised through capital increase and corporate bond issuance (+112% vs FY16)
- Velocity turnover at 63%, 2.5 times greater than FY16 (25%)

AIM Italia is seeing a rise in the number and size of SPACs going public in order to facilitate the participation of investors in private equity investment opportunities. In FY17 SPACs contributed to over 70% of additional market cap of newcomers and 90% of funds raised through IPO.

AIM ITALIA MARKET LIQUIDITY SNAPSHOT

Solid performance of volumes and stock prices on AIM Italia in 2017, **FTSE AIM ITALIA index** increased by **+22%** vs year-end 2016 and **AIM Italia volumes** grew by **+170%** in the same period.



Source: EnVent on Bloomberg Data

SELFIEWEALTH ROBOADVISOR – A SIMULATION OF A PIR COMPLIANT MODEL PORTFOLIO

SelfieWealth’s Robo-Advisor (www.selfiewealth.com) simulates a **PIR-compliant high risk portfolio** where **AIM Italia** companies are a weighted part of an investment mix.

Market	Ticker	Weight	Name
AIM	ABTG.MI	85,7%	Alfio Bardolla Training Group SpA
	DGT.MI	6,6%	Digitouch SpA
	HLMI	7,7%	Health Italia SpA
MID/SMALL CAP MAIN MARKET	ELN.MI	7,9%	El.En. SpA
	BOE.MI	10,0%	Boero Bartolomeo S.p.A.
	FNM.MI	8,7%	FNM SpA
	BAN.MI	10,0%	BasicNet SpA
	AUTME.MI	9,9%	Autostrade Meridionali S.p.A.
	ACS.MI	10,0%	ACSM-AGAM SpA
	CLF.MI	8,1%	Caleffi SpA
	GE.MI	5,8%	Gefran S.p.A.
	ARN.MI	7,6%	Alerion Clean Power SpA

PIR COMPLIANT PORTFOLIO

22%
Avg. daily volumes
€ 148.034

78%
Avg. daily volumes
€ 1,363,964

The initiatives supported by the Italian government and by the stock market authority, which resulted in the higher market liquidity and positive stock trend mainly driven by the PIR effect in 2017, are likely to continue in the next three years.

- The Italian public authority responsible for regulating Italian financial markets (CONSOB) has encouraged AIM Italia's qualification as a Growth Market for SMEs to further improve the role of AIM Italia as a market to support growth, internationalization and visibility of Italian companies in the domestic and international financial and industrial communities
- The Growth Market qualification will contribute to increase the visibility and profile of AIM Italia companies and will allow to benefit from the future regulatory initiatives issued at European level dedicated to SMEs
- The Italian Government introduced a new tax benefit for FY2018, a 50% tax credit on consulting costs incurred by Italian SMEs which start an IPO process on a stock exchange in Europe or in the European Economic Area in the period 2018-2020, for a maximum amount of €500k per company

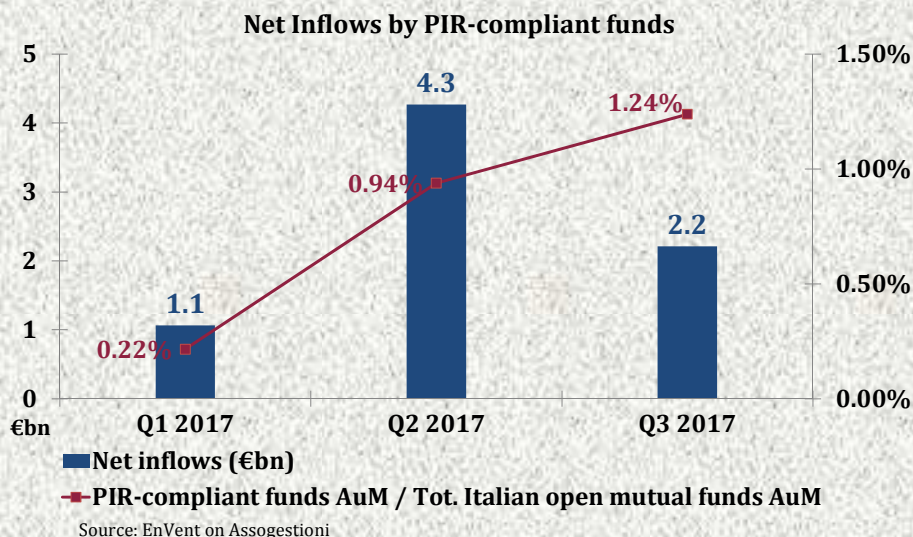
The reported portfolios, based on SelfieWealth’s analysis and algorithms and on EnVent Capital Markets’ knowledge of Italian Mid and Small Caps, represents a simulated exposure on Italian SMEs to target an alternative investment opportunity.

The trading strategy selects few shares and assumes a more cautious approach in dealing with securities with low liquidity.

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PIR AND AIM ITALIA SNAPSHOT

According to a report from Assogestioni, in the first nine months of 2017, asset managers in Italy collected more than €7.5bn through open-end PIR-compliant funds. According to Assogestioni, full year 2017 net inflows are in the region of €10bn. Total Assets under Management of PIR-compliant open funds were €12.2bn as of September 30th, 2017. By policy, PIR-compliant funds' investment must ensure at least 21% of the total to be invested in companies not listed on the main stock index (FTSE MIB), in order to promote the investment in small and mid-caps.



AIM Italia Holdings in PIR-compliant Portfolios

In order to assess PIR's contribution to AIM Italia, we have screened 58 PIR-compliant funds from Assogestioni's list to detect the presence, if disclosed, of AIM Italia companies. Out of the total 58 PIR-compliant funds, around 80% of them disclosed their holdings (it should be noted that however some funds only disclose the most significant – e.g. top ten – holdings). The result shows that 23 funds (i.e. 50% of the total) have invested in at least one AIM Italia company. We have ranked PIR-compliant funds by the market value of their holdings below:

Funds	Weight of disclosed AIM Holdings (%)	Value of disclosed AIM Holdings (€m)
ARCA ECONOMIA REALE EQUITY ITALIA	8	14,7
ARCA AZIONI ITALIA	2	10,2
ACOMEA ITALIA	10	5,7
ARCA ECONOMIA REALE BILANCIATO ITALIA	1	5,4
ZENIT OBBLIGAZIONARIO	5	4,8
ZENIT MULTISTRATEGY SICAV STOCK PICKING PIR	14	4,3
SELLA GESTIONI SGR INVESTIMENTI AZIONARI ITALIA	5	4,0
ZENIT PIANETA ITALIA	9	2,8
NEXTAM PARTNERS - ITALIAN SELECTION	10	1,8
ANTHILIA SMALL CAP ITALIA	13	1,7
Other (13)		5,6
Total		61,0

Source: EnVent on Assogestioni and Bloomberg data, December 2017

As shown in the table above, six funds out of top ten have invested in AIM Italia around 10% of their portfolio.

The cumulated market value of the analyzed and disclosed holdings is in the region of €60m, which we deem to be an underestimated proxy of net inflows from PIR to AIM Italia.

Our disclosed research universe of 23 PIR-compliant funds shows that €26.7m are allocated to AIM companies listed in 2017 and more than 50% of the amount is invested in SPACs.

FTSE ITALIA PIR INDICES – 2018: AN UPWARD BEGINNING

The FTSE Italia Series by FTSE Russel provides a set of market-cap weighted indexes measuring the performance of Italian companies listed on the Borsa Italiana’s markets.. The indices reported below track the performance of Italian companies that comply with Piani Individuali di Risparmio (PIR):

- FTSE Italia PIR Mid Cap Index - The index comprises constituents selected from the FTSE Italia Mid Cap Index, stocks traded on MTA and MIV markets, excluding companies incorporated outside of Italy
- FTSE PIR Mid Small Cap Index - The index comprises all constituents in the FTSE Italia Mid Cap Index and FTSE Italia Small Cap Index, excluding foreign shares and shares from the Real Estate Supersector
- FTSE Italia PIR PMI All Index - The index comprises all constituents in the FTSE Italia Mid Cap Index, FTSE Italia Small Cap Index and FTSE AIM Italia Index excluding those incorporated outside of Italy.

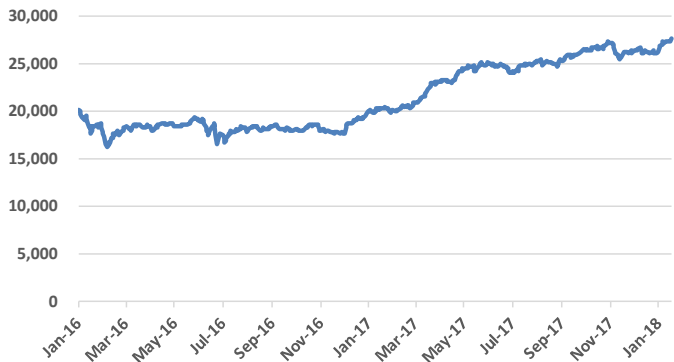
FTSE Italia PIR Mid Cap Index



The FTSE Italia PIR Mid Cap Index recorded a positive trend since mid- November 2017. It sharply rose as the 2018 began (1M performance +6%).

Source: Bloomberg

FTSE PIR Mid Small Cap Index



The FTSE PIR Mid Small Cap Index shows a long run increase since January 2016. Notable is the slope of the trend, which has been rising for the last year (1Y performance around 30%).

Source: Bloomberg

FTSE Italia PIR PMI Index



The FTSE Italia PIR PMI All Index started in May 2017 with a slightly downward trend. However, it recorded a steepening trend for about five months before a drop at the end of November 2017. In the last two months the price increased again (1M performance +6%, 6M performance 11%).

Source: Bloomberg

2017 AIM Italia Key facts

95 listed companies, 23 new listings (vs 10 in 2016), 1 admission, 5 delistings (vs 7 in 2016) and 1 transfer to the main market

2 business combinations (Glenalta Food-Orsero and Industrial Stars of Italy 2-SIT Group)

Total market cap €5.6bn, +94% vs year-end 2016

Approximately €1.6bn increase in market cap attributable to newcomers (of which €1.1bn from SPACs) and an additional €1.1bn to existing companies that recorded a 38% increase compared to year-end 2016 (€2.9bn)

€1.3bn funds collected in IPO in 2017 (+520% vs 2016), of which 95% from newly issued shares and 5% from vendor placing

2017: the year of SPACs, 8 new listings for over €1bn total funds collected in IPO (90%)

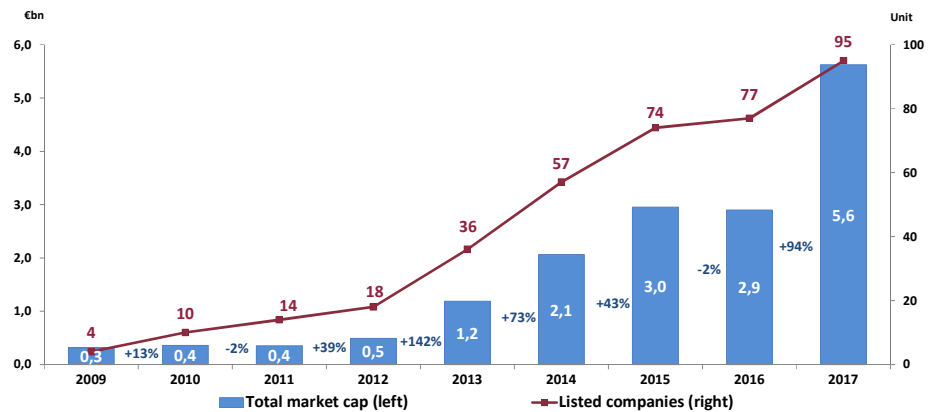
Increase in average funds collected in IPO by newcomers (excluding SPACs), from €6m in 2016 to €9m in 2017

€178m of additional funds collected in 2017 (+112% vs 2016), 60% from further capital raises and 40% from corporate bonds

60% of further capital raises from rights issue and 40% from the exercise of warrants

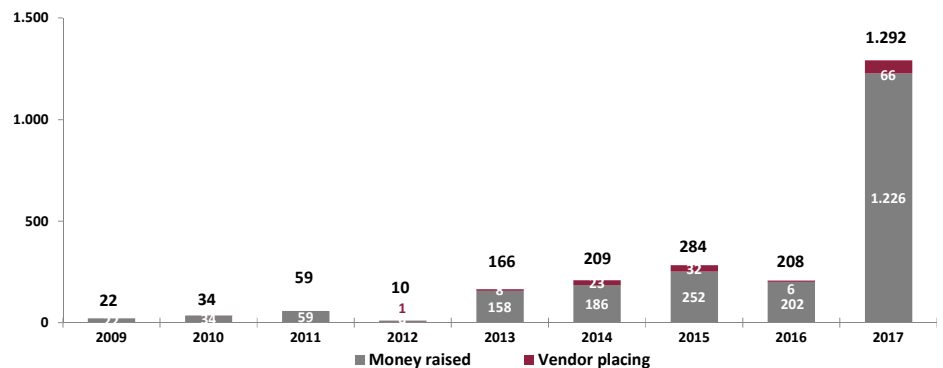
Convertible bonds the most used alternative lending source (48% of subscribed amount), followed by mini bonds (29% of subscribed amount)

Market Cap and number of companies listed on AIM Italia, 2009-2017



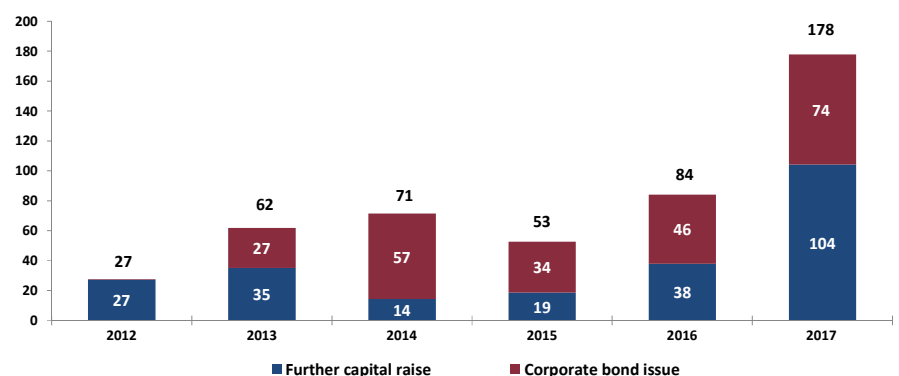
Source: EnVent on public data, Borsa Italiana, Bloomberg

Funds collected in IPO on AIM Italia, 2009-2017 (€m)



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.

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

Market Statistics

Financial and Investment Companies collected 63% of the total money raised in IPO since 2009

The largest contributors are SPACs (9), which raised money for €12bn in 2009-2017

Considering also the SPACs (6) that have reached their mission by incorporating a target company, the total money raised is €1.5bn

The consumer segment grew by 310% (€90m) vs 2016, mainly due to the business combination between Glenalta Food (€80m of money raised in IPO in 2017) and Orsero

Industrial companies grew by 95% (€80m) vs 2016, mainly due to the business combination of Industrial Stars of Italy 2 (€50.5m money raised in IPO in 2017) and SIT Group

Over 50% of companies listed between 2009-2017 have an IPO float between 10-25%

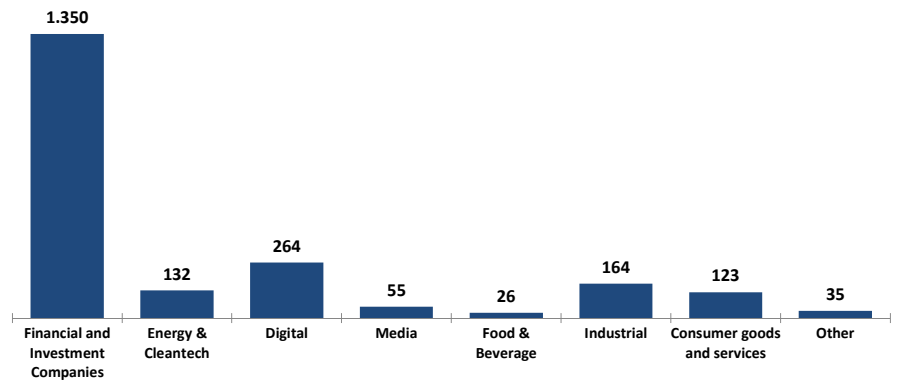
Average IPO float including SPACs 34%, excluding SPACs 23%

Out of 103 companies that went public on AIM Italia through way of an IPO, 70 companies have raised new capital under €10m, for a total amount of €300m and an average of €4.3m

Over 70% of AIM Italia companies with a market cap lower than €50m

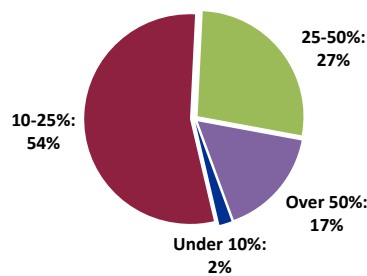
Financials and Industrial segments account for half of total market capitalization at December 31, 2017

Money raised in IPO of AIM Italia listed companies, 2009-2017: analysis by industry (€m)

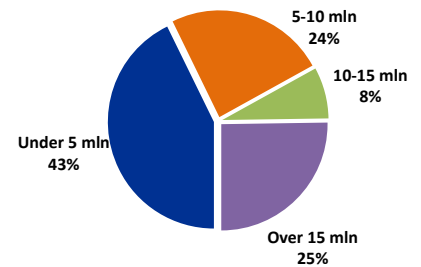


Source: EnVent on public data, Borsa Italiana, Bloomberg, companies' websites and Admission Documents

Float in IPO of AIM Italia listed companies

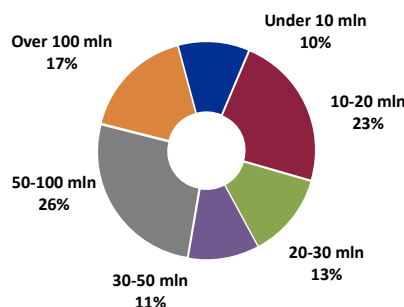


Money Raised in IPO of AIM Italia listed companies

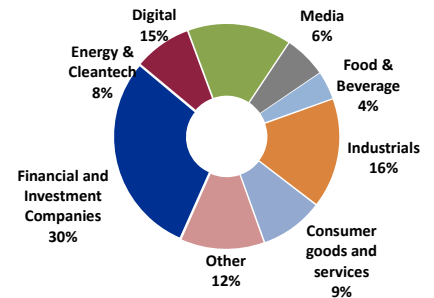


Source: EnVent on public data, Borsa Italiana, Bloomberg, companies' websites

Market Cap of AIM Italia listed companies at 31.12.2017



Market Cap of AIM Italia listed companies at 31.12.2017 by industry (€ m)



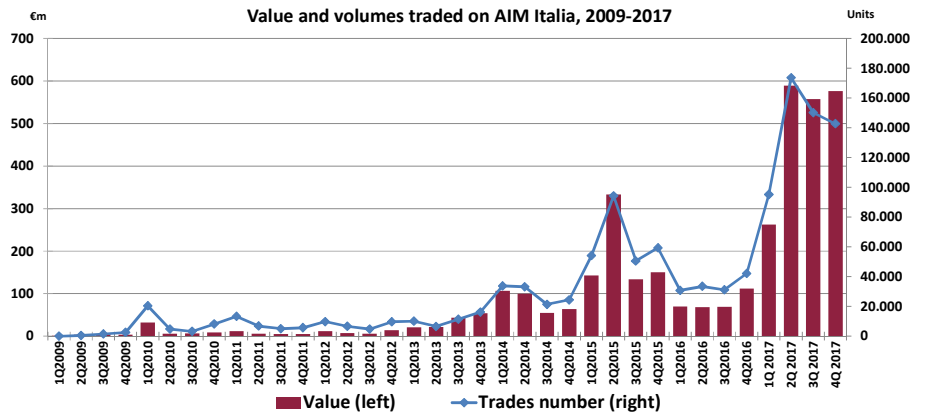
Source: EnVent on public data, Borsa Italiana, Bloomberg, companies' websites

Liquidity Analysis

Significant growth of market liquidity, +308% and +522% in number and value of trades vs 2016

AIM Italia Velocity Turnover of 63%, 2.5 times greater than the previous year (25%), but still falling behind the reference stock indexes

Media companies the most traded (96% vs 26% in 2016) followed by Consumer goods and services (81% vs 21% in 2016)



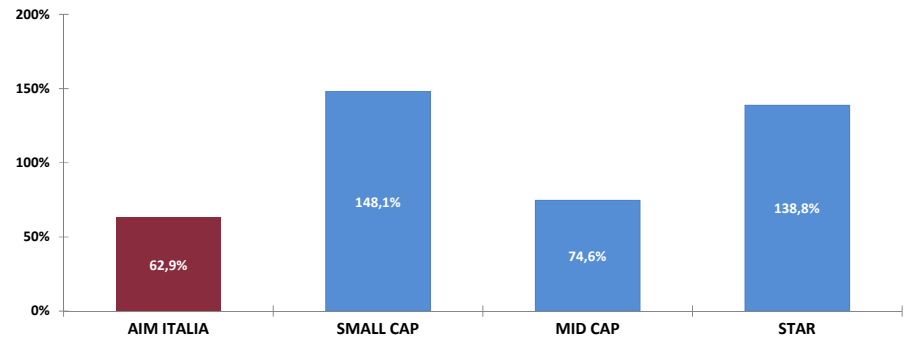
Source: EnVent on Borsa Italiana Monthly Update

Trading Period: 01/01/2017 - 31/12/2017

Liquidity analysis	VELOCITY TURNOVER*	Tot. Volumes / Free Float
INDUSTRY		
Financial and Inv. Companies	34,0%	86,8%
Digital	49,2%	366,4%
Media	96,4%	406,2%
Energy & Cleantech	68,4%	334,7%
Food & Beverage	42,5%	77,0%
Industrials	57,9%	263,1%
Consumer goods and services	80,9%	417,6%
Other	152,1%	487,7%
Mean	62,9%	297,5%
MARKET CAP		
< €10m	123,0%	675,6%
€10-25m	83,3%	367,0%
€25-50m	46,7%	221,2%
> €50m	37,2%	166,0%
Mean	62,9%	297,5%

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

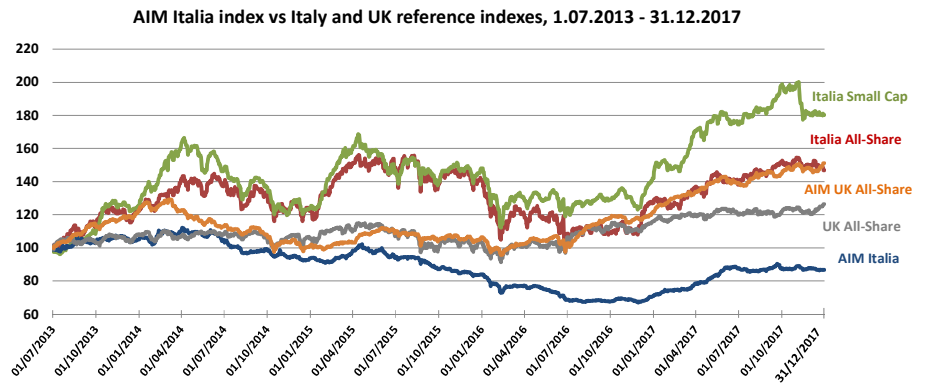
Velocity turnover of companies listed on AIM Italia vs companies listed on other Italian reference markets: 2017



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

As of December 31, 2017, the FTSE AIM Italia Index increased by +22% compared to year-end 2016, slightly below FTSE Italia Small Cap (+27%), but strongly above FTSE Italia All Share (+16%)

AIM Italia Index performance near to the London twin FTSE AIM UK All-Share, which recorded a 24% increase



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

AIM Italia 2017 new listings

€m		New listings (IPOs and Admissions FY2017)						
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%	
 WIIT	Private & Hybrid Cloud services	IPO	05/06/2017	14,9	17,1	31,9	24,1%	
 Finlogic	Adhesive labels and thermal printers	IPO	09/06/2017	6,3	0,0	24,3	25,9%	
 Digital 360	Digital marketing agency	IPO	13/06/2017	4,1	0,6	17,7	19,6%	
 Culti Milano	Home fragrances	IPO	17/07/2017	4,5	0,0	16,1	28,0%	
 PharmaNutra	Nutraceuticals and medical devices	Admission	18/07/2017	0,0	0,0	69,5	24,0%	
 Glenalta	SPAC	IPO	19/07/2017	98,0	0,0	98,0	100,0%	
 SprintItaly	SPAC	IPO	21/07/2017	150,0	0,0	150,0	100,0%	
 Alfio Bardolla Training Group	Personal financial education and training	IPO	28/07/2017	3,1	0,0	10,6	17,3%	
 EPS	SPAC	IPO	01/08/2017	150,0	0,0	150,0	100,0%	
 Capital For Progress 2	SPAC	IPO	04/08/2017	65,0	0,0	65,0	100,0%	
 NeodecorTech	Decorative papers and cards	IPO	26/09/2017	12,4	0,0	14,3	23,7%	
 Spactiv	SPAC	IPO	27/09/2017	100,0	0,0	100,0	100,0%	
 Industrial Stars of Italy 3	SPAC	IPO	19/10/2017	150,0	0,0	150,0	100,0%	
 Portale Sardegna	Online tour operator	IPO	16/11/2017	1,3	0,0	5,3	22,4%	
 Equita Group	SIM	IPO	23/11/2017	22,9	22,3	106,3	42,5%	
 Alkemy	Digital enabler	IPO	05/12/2017	20,0	12,7	63,5	49,8%	
 Ideami	SPAC	IPO	11/12/2017	258,8	0,0	250,0	83,5%	
 DBA Group	Technology Consulting	IPO	14/12/2017	12,0	11,0	52,0	44,3%	
 Gel	Water treatment	IPO	20/12/2017	5,7	0,0	18,7	44,3%	
 Illa	Cookware	IPO	22/12/2017	4,5	0,0	22,4	20,0%	
 Orsero	Distribution of fruit and vegetables	Business combination (Incorporation of Glenalta Food)	13/02/2017	n.a.	n.a.	n.a.	n.a.	
 SIT Group	Smart and integrated gas meters	Business combination (Incorporation of Industrial Stars of Italy 2)	20/07/2017	n.a.	n.a.	n.a.	n.a.	
TOTALE				1.226,2	65,7	1.634,4	50,4%	

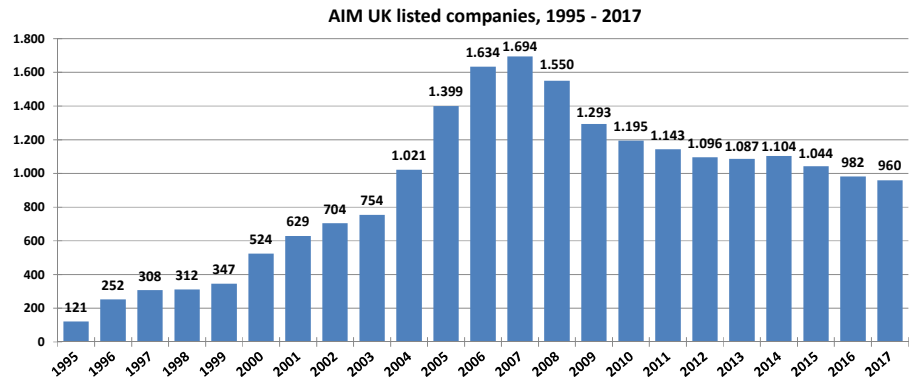
Source: EnVent on public data, Borsa Italiana, Bloomberg, websites and Admission Documents
Note: data include, when applicable, the exercise of Greenshoe options

2017 AIM UK Snapshot

960 listed companies as of December 31, 2017, -2.2% vs 2016

The number of AIM companies slipped by 22 in 2017 to 960, 80 new joiners were offset by 108 departures

Market capitalization of AIM constituents increased to GBP107bn (+32% vs year-end 2016) and the average market capitalisation of the 960 constituents set a new high of GBP111m (+35% vs year-end 2016)

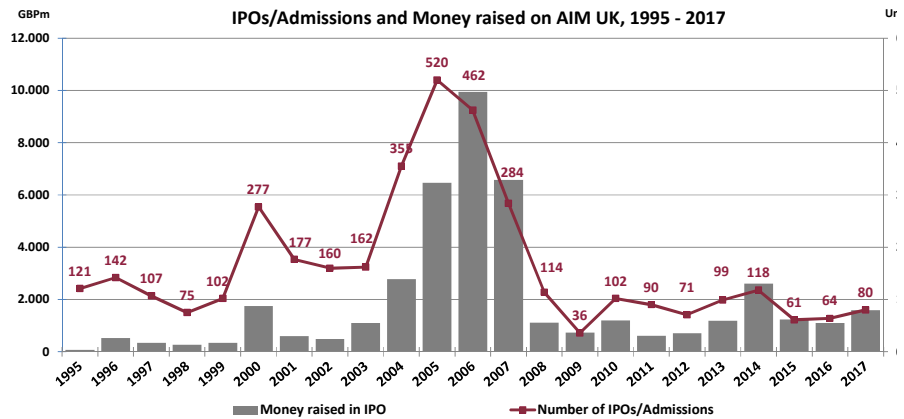


Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2017

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

GBP43bn money raised in IPO since 2009

80 IPOs/Admissions in 2017 (vs 64 in 2016) for a total money raised in IPO of GBP1,586m (+44% compared to 2016)

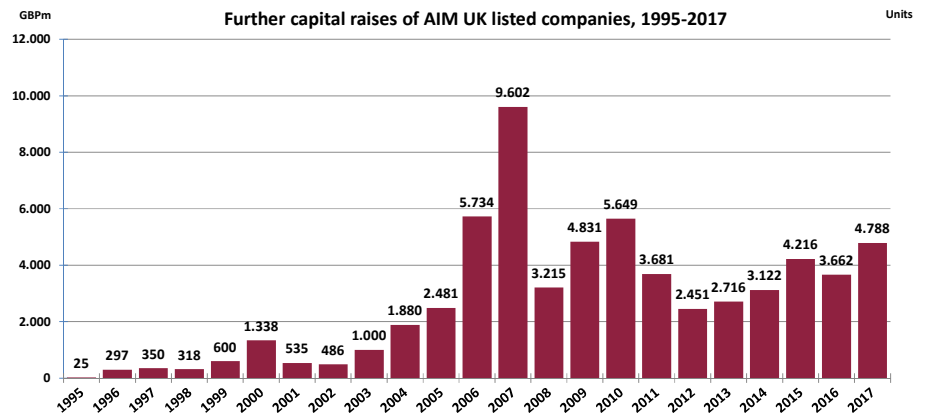


Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2017

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

Total further capital raises since 1995 GBP63bn

2017 further capital raises GBP4.8bn (+31% vs 2016)



Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2017

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

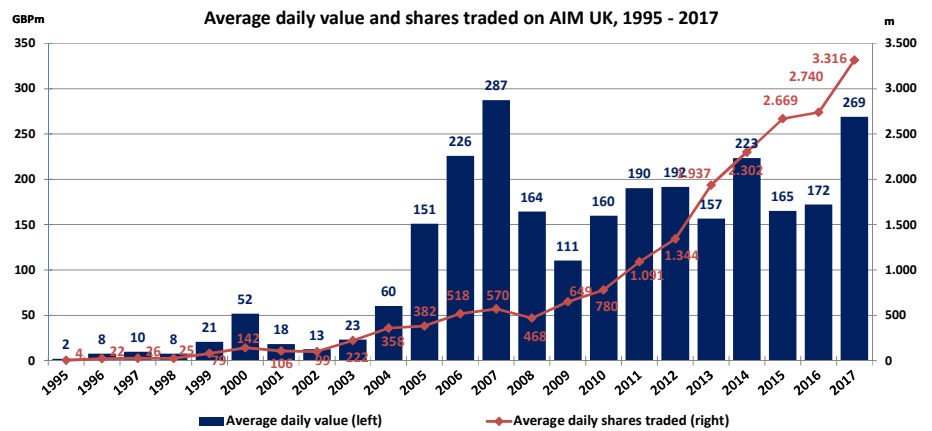
Average daily shares traded
3,316m as of December 2017, +21% vs 2016

Average daily value around GBP270m,
+56% vs 2016

As of December 31, 2017 value of shares traded accounted for over 60% of total market capitalization (vs 41% of 2016)

Liquidity was most concentrated in the smaller end of AIM' constituents

Growing retail appetite for investing in AIM over the past few years thanks to the increased interest amongst retail investors for direct equity investment and for the qualification of AIM stocks for inclusion in tax free ISA wrappers



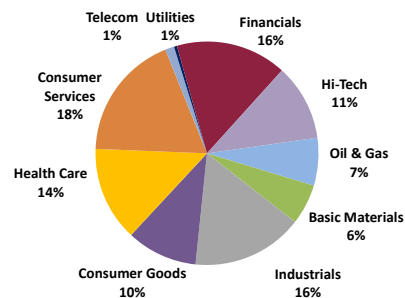
Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2017

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

Consumer services sector has been the largest contributor with a market cap of almost GBP20bn

Industrials and Financials sectors the second and third largest contributors respectively with GBP17.2bn and GBP17.1bn

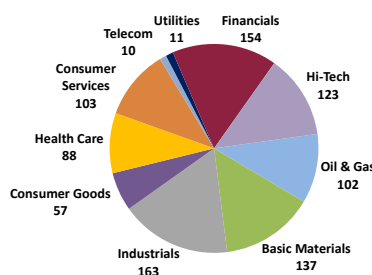
Market Cap of AIM UK listed companies at 31.12.2017: analysis by industry



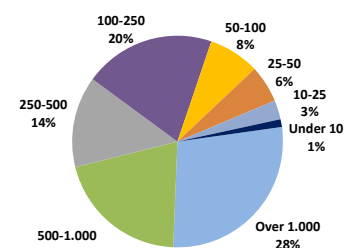
Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2017

Despite the general decrease of AIM constituents, there has been an increase in the number of companies with a market capitalization between GBP500m and GBP1,000m (20% vs 16% of 2016) and over GBP1,000m (20% vs 15% of 2016), confirming the cleansing process that is in place since some years where small companies are leaving the market and being replaced by larger and well-established companies

Number of AIM UK listed companies at 31.12.2017: analysis by industry



Market Cap of AIM UK listed companies at 31.12.2017: analysis by market value range (GBP m)



Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2017

Glossary

ADMISSION	Transfers and just listings from other markets
CAPITAL RAISE/INCREASE	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
CORPORATE BOND	Debt securities issued by a company
FLOAT	Ordinary shares available for trading on the market, owned by non-significant shareholders (stakes under 5% of share capital on AIM Italia)
GREENSHOE OPTION	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
IPO	Initial Public Offer: sale of ordinary shares of a private company on the equity capital market within the listing process on a stock exchange
MARKET CAPITALIZATION/CAP	Total market value of 100% Equity of a company listed on a stock exchange
MONEY RAISED	Funds collected in IPO by a private company from the underwriting of new issued shares
SPAC (Special Purpose Acquisition Company)	New company usually formed for the sole purpose of raising capital to identify and acquire a suitable business opportunity
VELOCITY TURNOVER	Ratio of total traded shares to total ordinary shares in a given period
VENDOR PLACING	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
VOLUMES	Number of financial instruments traded in a certain period
WARRANT	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

DISCLAIMER

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