

## AIM ITALIA FACTS

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*Year End 2015*

Italian small companies are turning to capital markets: AIM Italia proves steady growth to 74 listed companies with a combined market cap of €3bn at year-end 2015

- 20 new listings
- Over €280m money raised in IPO (+35% vs FY2014)
- Over €50m further capital raises and bond issues
- Increasing liquidity with velocity turnover of nearly 40% (vs 36% FY2014)

## **FY2015 Overview**

### **AIM ITALIA**

- AIM Italia is the Italian stock market of Borsa Italiana launched in 2009 **dedicated to small and medium-sized companies** with high growth potential. AIM Italia is a MTF (Multilateral Trading Facility) with a more flexible regulation in comparison to Borsa Italiana's main market MTA (regulated market), offering a simplified procedure for the IPO.
- The Nominated Adviser – Nomad – is a corporate finance broker approved by the Italian Stock Exchange. The Nomad plays a key role in the listing process, being responsible for advising and guiding a company on its responsibilities in relation to its admission to AIM, as well as on its continuing obligations once on the market. The listing company will be working closely together with the Nomad at the admission and on an ongoing basis. In this choice, the company has to ensure that the Nomad: understands its business, has appropriate experience in the sector and shares the company's vision for the future.

### **MARKET CAP OF €3.0BN AND FUNDS COLLECTED OF €720M**

- **At December 2015, AIM Italia companies were 74 (CAGR 2009-2015: 63%), with a market capitalization of €3.0bn (CAGR 2009-2015: 45%).**
- **20 new comers in 2015** (18 IPOs and 2 Admissions), vs 22 in 2014, **3 delistings** and **2 SPACs** completed their mission by the acquisition of 2 companies.
- **Total funds collected in IPO** since 2009 amounted to **€783m**: €720m by newly issued shares and €63m by sale of existing shares.
- **56% of companies placed in IPO a float between 10-25%** of the share capital. Over 40% raised less than €5m in IPO. At the end of 2015, 70% of companies had a market capitalization below €50m.
- Companies on AIM Italia collected **additional funds** through further capital raises and corporate bonds (mainly convertible bonds) for over **€210m since 2009**.
- 2015 FTSE AIM Italia performance was a 10% index decrease vs FY2014 and vs FTSE Small Cap and Star indexes, in strong growth, respectively by 20% and 40%.

### **COMPARISON WITH AIM UK**

- AIM UK of London Stock Exchange, with a 20-year history, is now well-established as the leading growth market for small and medium-sized companies. AIM UK includes companies from a wide range of industries and shows higher trading volumes in comparison to AIM Italia.
- AIM UK counted 1,044 listed companies at the end of 2015 with a total market cap of around GBP73bn.
- In 2015 AIM UK market index rose by 5%, while AIM Italia market index declined by 10%.

### **OUTLOOK**

- Financial markets troubles and AIM Italia's lack of substantial dedicated institutional investors may impact the number, size, timing and quality of listings on AIM Italia in 2016.
- We expect that secondary fundraisings and bonds could further increase according to the historical trend.
- 2016 could be the year of the first transfers from AIM to the main market MTA of the largest and fastest growing AIM companies based on press releases.
- In the first half of 2016 AIM Italia is expected to continue suffering a structural high volatility. The lack of both dedicated closed funds and specialist brokers active as market makers (replicating the practice on AIM UK), together with the overall growing financial market uncertainty, are structural weakness factors for the stability of the market in 2016.

## 2015 AIM Italia Key Facts

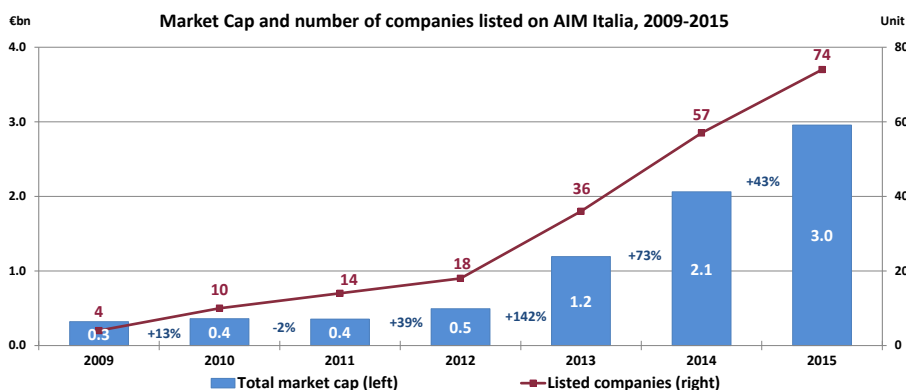
**74 AIM Italia companies, +30% vs year-end 2014**

**20 new comers in 2015 (vs 22 in 2014)**

**3 delistings**

**Total market cap €3.0bn, +43% vs year-end 2014**

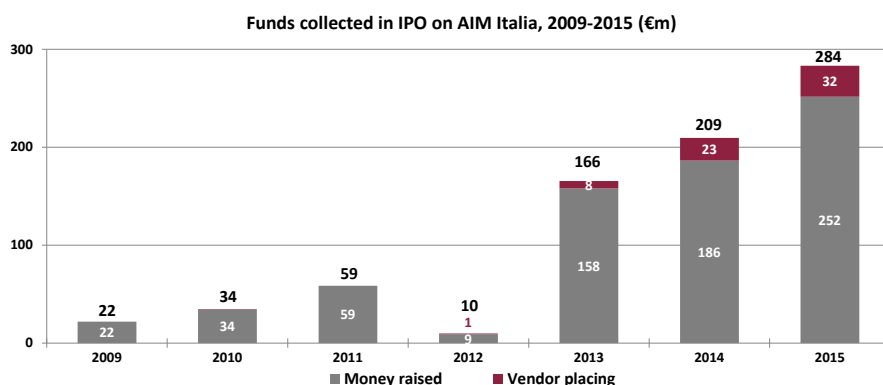
**22% of the 2015 additional market cap attributable to acquisitions**



Source: EnVent on public data, Borsa Italiana, Bloomberg

**€284m funds collected in IPO in 2015 (+35% vs FY2014) of which around 90% from newly issued shares (+35% vs FY2014) and 10% from vendor placing (+36% vs FY2014)**

**Over €780m total proceeds from IPO since 2009**



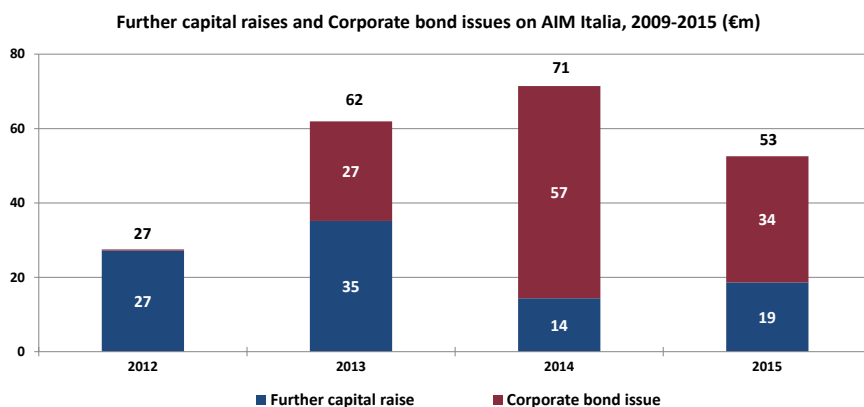
Note: Money raised include funds collected by the companies from new issued shares. Vendor placing includes funds collected by existing shareholders from the sale of existing shares, including greenshoe option exercise. Both the figures include also funds collected in IPO by delisted entities.

The comparability of above figures with previous publications may be impracticable due to a restatement in the representation of money raised and vendor placing.

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

**Over €210m additional funds collected since 2009 through corporate bonds (55%) and further capital raises (45%)**

**Convertible bonds the most used alternative lending source (55% of subscribed amount) followed by mini bonds (29%) and traditional corporate bonds (16%)**



Note: Further capital raises include rights issues, reserved rights issues and warrants exercise. Corporate bond issues include convertible, non-convertible bonds and mini-bonds. No further capital raises and corporate bond issues in 2009-2011.

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

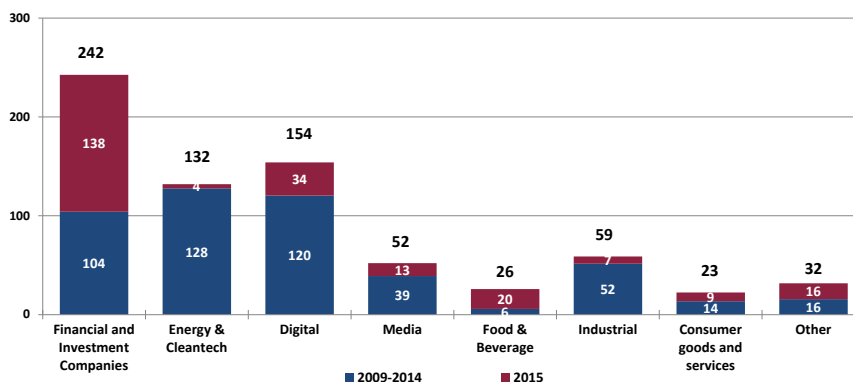
**Market Statistics**

**2015 money raised by Financial and investment companies over doubled the money raised in 2009-2014 following to the listing of several SPACs**

**For the first time since 2009, the Energy & Cleantech sector did not play a leadership role on the market**

**Increase in money raised for Digital and Food & Beverage companies (respectively 17% and 8% of 2015 money raised in IPO)**

Money raised in IPO of AIM Italia listed companies, 2009-2015: analysis by industry (€m)

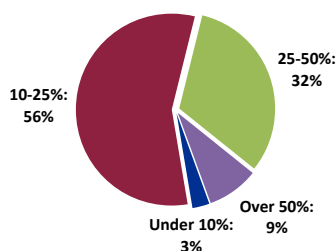


Source: EnVent on public data, Borsa Italiana, Bloomberg, companies' websites and Admission Documents

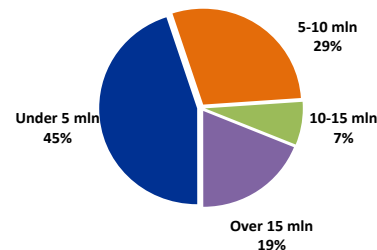
**Average float in IPO almost 22% (excluding SPACs)**

**Higher IPO float for Financials (excluding SPACs) equal to around 30%**

Float in IPO of AIM Italia listed companies



Money Raised in IPO of AIM Italia listed companies

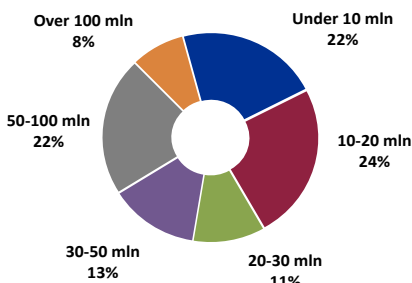


Source: EnVent on public data, Borsa Italiana, Bloomberg, companies' websites

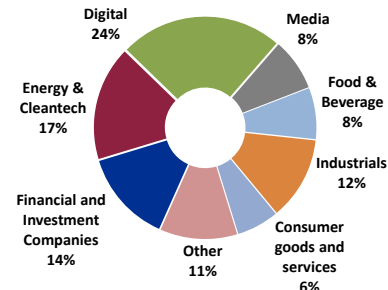
**Prevalence of small caps: 70% of companies with market cap below €50m at year-end 2015**

**Companies with market cap over €50m increasing from 23% in 2014 to 30% in 2015**

Market Cap of AIM Italia listed companies at 31.12.2015



Market Cap of AIM Italia listed companies at 31.12.2015 by industry (€ m)



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

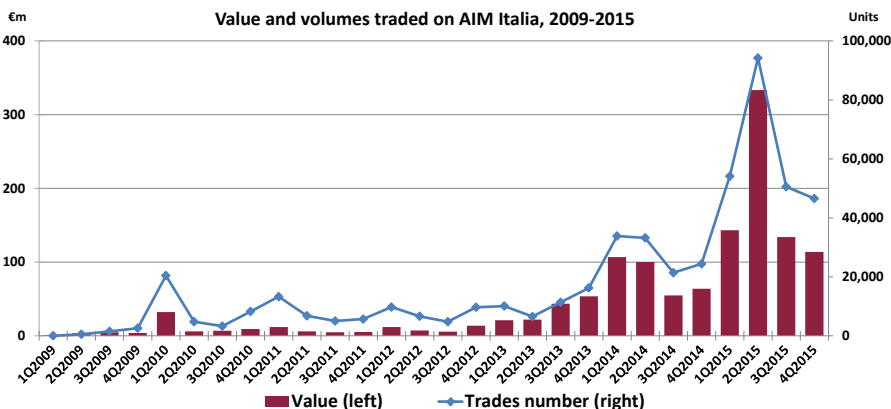
**Liquidity Analysis**

**Significant growth of market liquidity, +117% and +122% in number and value of trades vs FY2014**

**AIM Italia velocity turnover of nearly 40% at year-end 2015, getting closer to reference stock indexes**

**Financials, Food & Beverage and Media the most traded stocks (velocity turnover at 50%)**

**Higher turnover velocity for smaller caps (<€25m market cap)**

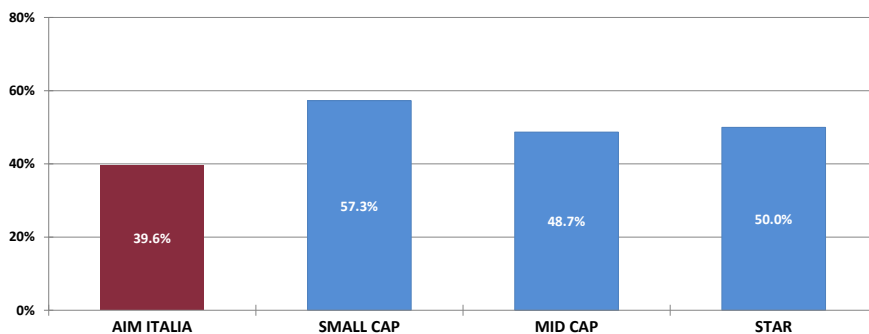


Source: EnVent on Borsa Italiana Monthly Update

Liquidity analysis 2015	VELOCITY TURNOVER*	Tot. Volumes / Free Float
<b>INDUSTRY</b>		
Financial and Inv. Companies	50,5%	95,5%
Digital	37,2%	168,7%
Media	52,9%	241,8%
Energy & Cleantech	22,4%	79,3%
Food & Beverage	50,8%	180,3%
Industrials	24,0%	165,2%
Consumer goods and services	22,3%	208,1%
Other	48,8%	309,0%
<b>Mean</b>	<b>39,6%</b>	<b>167,5%</b>
<b>MARKET CAP</b>		
< €10m	62,9%	223,6%
€10-25m	48,6%	219,8%
€25-50m	27,1%	103,0%
> €50m	19,0%	108,0%
<b>Mean</b>	<b>39,6%</b>	<b>167,5%</b>

\*Tot. Volumes / Num. Ordinary Shares, average FY2014-2015  
Source: EnVent on public data, Borsa Italiana, Bloomberg, websites and Admission Documents

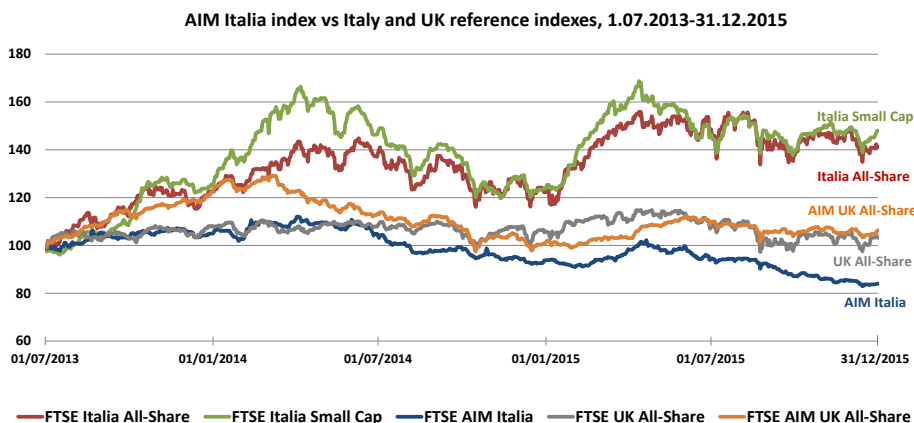
**Velocity turnover of companies listed on AIM Italia market vs companies listed on other Italian reference markets: 2015**



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

**AIM Italia index below Italy and UK reference indexes (-10% vs FY2014)**

**Low liquidity, increasing volatility and the negative economic performance of some of the AIM Italia "blue chips" negatively affected the 2015 FTSE AIM Italia performance**



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

**AIM Italia 2015 new listings**

€m							
Companies	Business	Type	Date	Money Raised	Vendor Placing	Market Cap at listing	Float at listing
 Italian Wine Brands	Wine production and distribution	Admission	29/01/2015	0.0	0.0	65.8	61.2%
 MobyT	Digital advertising	IPO	05/03/2015	4.5	0.0	30.6	14.7%
 DigiTouch	Digital advertising	IPO	16/03/2015	9.0	0.9	32.0	31.6%
 Caleido Group	Tour operators	IPO	24/03/2015	1.5	0.0	7.5	19.5%
 Clabo Group	Ice cream showcases	IPO	31/03/2015	7.4	0.0	20.9	33.1%
 Mondo TV Suisse	Production and distribution of TV series	Admission	13/04/2015	0.0	0.0	26.0	11.3%
 Elettra Investmenti	Production of electric energy and heat	IPO	21/04/2015	4.3	0.8	22.3	22.5%
 Cover 50	Fashion apparel	IPO	13/05/2015	7.4	13.9	81.8	26.1%
 Bio Due	Medical devices, cosmetics and nutritional supplements	IPO	20/05/2015	4.0	0.0	39.6	10.1%
 Bomi Italia	Logitics, warehousing and distribution of medical devices	IPO	26/06/2015	11.0	1.5	41.9	34.1%
 MASI Agricola	Wine Production and Distribution	IPO	30/06/2015	20.0	10.3	147.9	20.5%
 Assiteca	Insurance broking	IPO	27/07/2015	7.3	0.0	57.4	11.9%
 Piteco	Information technologies	IPO	31/07/2015	8.5	4.1	59.8	16.8%
 Capital For Progress 1	SPAC - Special Purpose Acquisition Company	IPO	04/08/2015	51.1	0.0	52.6	100.0%
 Giglio Group	TV Production & broadcasting	IPO	07/08/2015	6.0	0.0	26.3	22.9%
 Glenalta Food	SPAC - Special Purpose Acquisition Company	IPO	10/11/2015	80.0	0.0	80.0	100.0%
 H-Farm	Venture Incubator	IPO	13/11/2015	20.2	0.0	89.2	19.0%
 Gambero Rosso	Food & Beverage publishing, events and education	IPO	23/11/2015	7.1	0.0	23.1	30.1%
 Blue Financial Communication	Publishing house of Blue Rating Group	IPO	11/12/2015	1.4	0.2	6.4	23.6%
 Bridge Management	Financial consulting	IPO	16/12/2015	1.0	0.0	4.5	19.1%
 LU-VE	Refrigeration and air conditioning products	Admission (Incorporation of Industrial Stars of Italy)	09/07/2015	n.a.	n.a.	n.a.	n.a.
 PRIMAVERA SERVIZI TECNOLOGICI AVANZATI	Energy saving	Admission (Incorporation of GreenItaly1)	23/12/2015	n.a.	n.a.	n.a.	n.a.

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

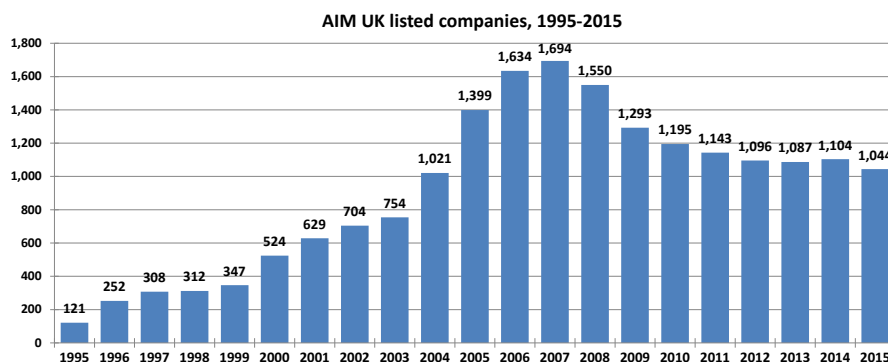
Note: 2015 delistings: Microspore, Vrway Communication and HI Real

## 2015 AIM UK Snapshot

**1,044 listed companies as of December 2015, -5.4% vs FY2014**

**In 2015 the number of companies on AIM UK decreased: 61 new comers were offset by 121 delistings**

**Total AIM UK market capitalization at GBP73bn (vs GBP71bn in FY2014)**

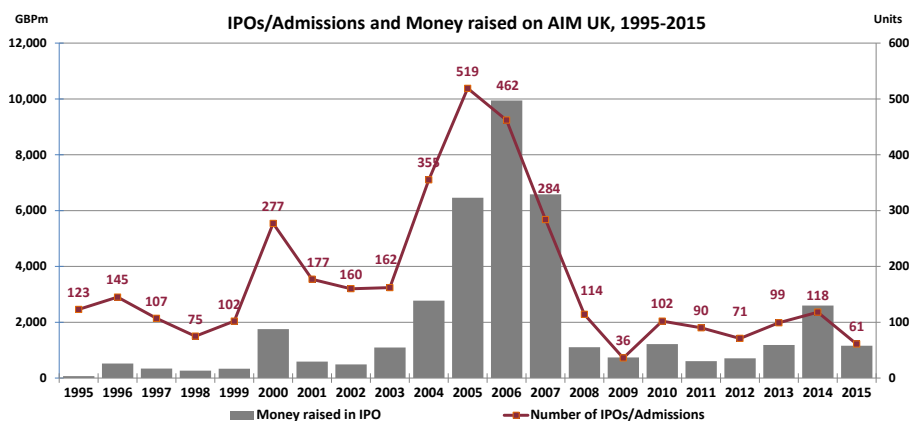


Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2015

**Since 1995 total money raised in IPO amounted to GBP41bn**

**In 2015 there was a slowdown in the IPO market in sight of the UK General Election of May**

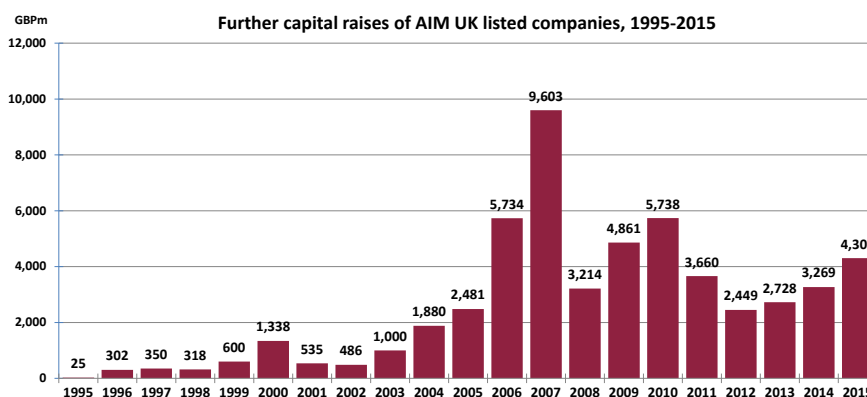
**GBP1.2bn money raised in IPO in 2015, -55% vs FY2014**



Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2015

**Total further capital raises since 1995: GBP55bn**

**2015 further capital raises for GBP4.3bn (+32% vs 2014)**

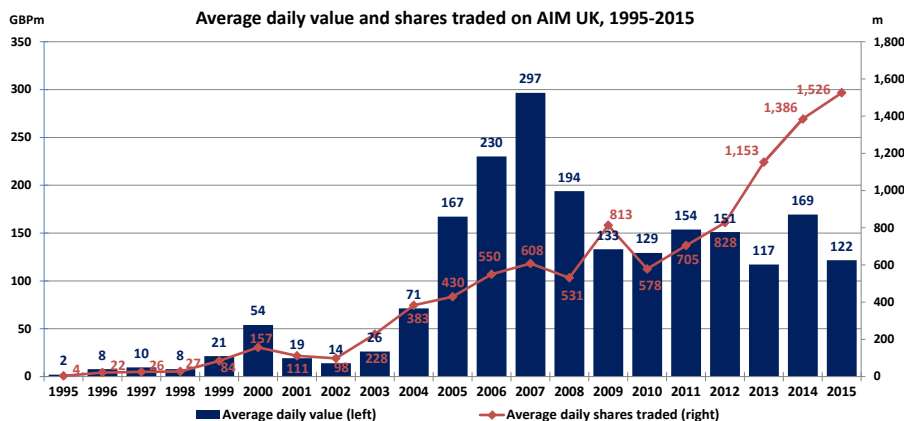


Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2015

**Average daily shares traded around 1,500m as of December 2015, +10% vs FY2014**

**Average daily value around GBP122m, -28% vs FY2014**

**42% value of shares traded on total market cap in 2015, vs 60% of FY2014**



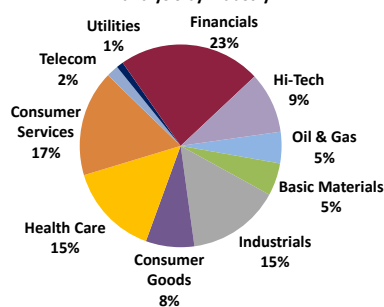
Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2015

**Financial industry remains the largest contributor with market cap of GBP17bn (23%)**

**Boom of Consumer Services and Health Care with market cap of respectively GBP12.3bn (+24% vs FY2014) and GBP10.8bn (+51% vs FY2014)**

**Oil & Gas the worst performer in 2015, market cap dropped down by 39% vs FY2014 due to the share prices decline**

Market Cap of AIM UK listed companies at 31.12.2015: analysis by industry



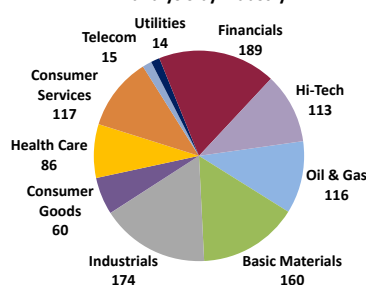
Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2015

**Increase in the number of listed companies with market cap over GBP500m**

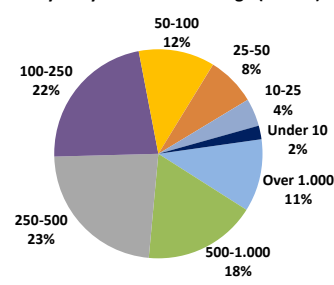
**45% of listed companies has a market cap between GBP100-500m (-5% vs FY2014) and approximately 30% over GBP500m (+5% vs FY2014)**

**Changing of market cap distribution attributable to a substitution process where small companies are replaced by larger and well-established companies**

Number of AIM UK listed companies at 31.12.2015: analysis by industry



Market Cap of AIM UK listed companies at 31.12.2015: analysis by market value range (GBP m)



Source: London Stock Exchange, AIM UK Market Statistics, Dec. 2015



## 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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