



March 31<sup>st</sup>, 2016

AIM Italia shows weak results as a consequence of global markets slowdown in the first quarter

- 2 new listings 47
- €28m money raised in IPO (-70% vs 1Q2015)
- Nearly €8m further capital raises and bond issues
- Decreasing liquidity with 4.5% velocity turnover (vs 16.5% 1Q2015)

1.7900

7855

78110

1.7765

19

.56

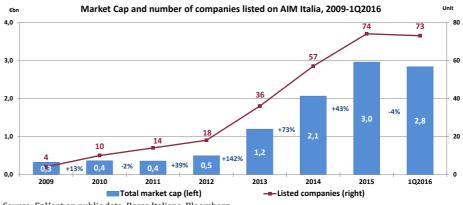
1



### 1Q2016 AIM Italia Key facts

73 listed companies as of March 2016, as a consequence of 2 newcomers and 3 delistings

Total market cap €2.8bn, -4.2% vs yearend 2015



Source: EnVent on public data, Borsa Italiana, Bloomberg

### 2 IPOs in the first three months of 2016 (vs 5 listings in 1Q2015), with an average IPO float of 17.5%

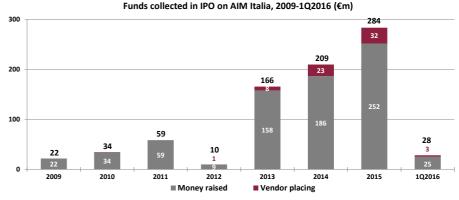
Funds collected in IPO in 102016 roughly

a third of those raised in 1Q2015

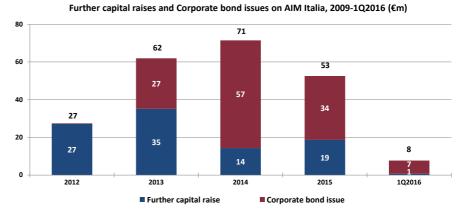
## €137m additional market cap from newcomers

#### New listings (IPOs and Admissions) in 1Q2016 €m Money Vendo Market Cap Float Business Date at listing Raised Placing at listing NERGICA 29/01/2016 12,0% Electric motorbike 5,3 0,0 37,3 Plants for ceramic tile 31/03/2016 20.0 3.0 100.0 23.0% nanufacturers Siti B&

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



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.



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

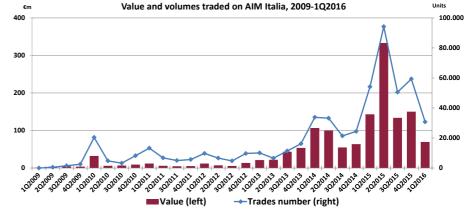
# Further funds raised in 1Q2016 in line with the same period of 2015

Corporate bond issuances accounted for the largest part (€7m out of €8m)

#### 1



Number and value of trades decreased in 1Q2016 (respectively, -43% and -52% vs 1Q2015)



Source: EnVent on Borsa Italiana Monthly Update

AIM Italia Velocity Turnover slowing down reaching 4.5% (vs 16.5% in 1Q2015) and following other reference markets' downward trend (Small Cap and Star indexes)

# Only the Mid Cap index shows a velocity turnover close to 1Q2015 figure

Trading Period: 01/01/2016 - 31/03/2016		
Liquidity analysis 1Q2016	VELOCITY TURNOVER*	Tot. Volumes / Free Float
INDUSTRY		
Financial and Inv. Companies	3,8%	12,8%
Digital	3,7%	12,0%
Media	6,1%	28,9%
Energy & Cleantech	4,0%	18,8%
Food & Beverage	11,5%	39,2%
Industrials	2,4%	16,3%
Consumer goods and services	2,8%	19,0%
Other	4,7%	28,3%
Mean	4,5%	19,3%
MARKET CAP		
<€10m	7,0%	23,1%
€10-25m	6,1%	33,0%
€25-50m	3,0%	13,4%
>€50m	1,6%	6,9%
Mean	4,5%	19,3%

Velocity turnover of companies listed on AIM Italia market vs companies listed on other Italian reference markets: 1Q2016



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

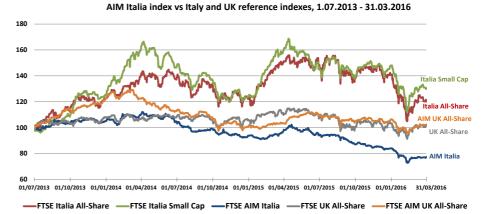
\*Tot. Volumes / Num. Ordinary Shares, average last twelve months Source: EnVent on public data, Borsa Italiana, Bloomberg, websites and Admission Documents

# Shortage of liquidity affected all industries

Firms with limited market capitalization (up to €25m) show, on average, higher Velocity Turnover

On March 31<sup>st</sup>, 2015 7.9% decrease for FTSE AIM Italia index vs December 31<sup>st</sup>, 2015 compared to FTSE Italia All-Share and FTSE Italia Small Cap indexes (-14.8% and -12.3% respectively)

-3.8% for FTSE AIM UK All-Share in 1Q2016



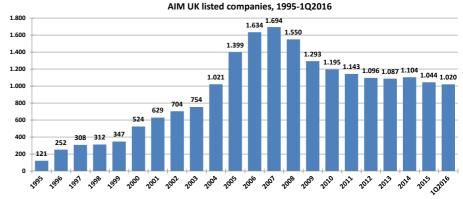
Note: AIM Italia index launched on July the 7<sup>th</sup>, 2013 Source: EnVent on Bloomberg

### 1Q2016 AIM UK Snapshot

ENVENT

1,020 listed companies as of March 2016, -2% vs FY2015

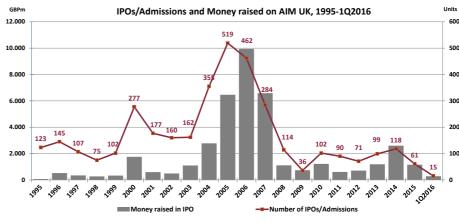
Total AIM UK market capitalization GBP70.7bn, -3% vs FY2015



Source: London Stock Exchange, AIM UK Market Statistics

15 IPOs/Admissions in 1Q2016 (vs 16 in 1Q2015) and 39 delistings (vs 31 in 1Q2015)

GBP281m money raised in IPO and GBP521m through further capital raises in 1Q2016 (+76% and -30% respectively as compared to 1Q2015)

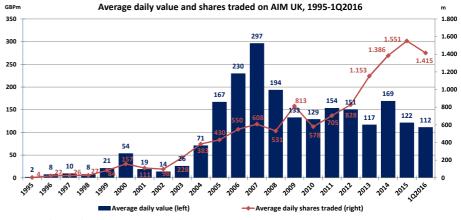


Source: London Stock Exchange, AIM UK Market Statistics

Average daily shares traded above 1,400m as of March 2016, -9% vs FY2015

Average daily value of shares traded at GBP112m, -8% vs FY2015

In the first three months of 2016 value of shares traded accounted for 10% of total market capitalization (in line with 1Q2015)



Source: London Stock Exchange, AIM UK Market Statistics

### ENVENT Research&analysis

### 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
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

This publication has been prepared by the Research & Analysis Division of EnVent Capital Markets Ltd ("EnVent Capital Markets") with the purpose to convey selected information about the AIM Italia market, compared to the AIM UK market, to our clients, partners and our network of professional contacts. EnVent Capital Markets Limited is authorised and regulated in the United Kingdom by the Financial Conduct Authority (Reference no. 651385).

EnVent Capital Markets does not intend to provide any recommendation about the capital market predictions and about the future results of analysed companies, but only a static description of AIM Italia trends observed in the reference period. It is not, under any circumstances, intended for distribution to the general public. Accordingly, this document is only being communicated to persons and residents in UK to whom it may lawfully be issued under The Financial Services and Markets Act 2000 and COBS 4.12 of the FCA's New Conduct of Business Sourcebook. For residents in Italy, this document is intended for distribution only to professional clients and qualified counterparties as defined in Consob Regulation n. 16190 of the 29<sup>th</sup> October 2007, as subsequently amended and supplemented.

No part of this document may be reproduced in any manner without the written permission of EnVent Capital Markets.

This publication has been drawn up on the basis of public information provided by business information service companies (Bloomberg, S&P Capital IQ, Bureau van Dijk) and by other public sources (official websites, companies' Admission Documents, Borsa Italiana website, London Stock Exchange website and press releases), on which EnVent Capital Markets has not performed an independent verification. Although EnVent Capital Markets makes every reasonable endeavour to obtain information from sources that it deems to be reliable, it accepts no responsibility or liability as to the completeness, accuracy or exactitude of information provided, nor regarding the data, analysis, comments and elaborations herein included.

This publication does not represent to be, nor can it be construed as being, an offer or solicitation to buy, subscribe or sell financial products or instruments, or to execute any operation whatsoever concerning such products or instruments.

This publication shall not in any case be used as basis of an investment decision by persons that, in case, will have to conduct independent research and analysis before taking any investment decision at their sole responsibility. The price of the investments and the income derived from them can go down as well as up, and investors may not get back the amount originally invested.

The access to other information providers or a different analysis of available data may lead to observations even remarkably different from those contained in this publication.

This document and its contents do not, and are not intended to, constitute, or form any part of, an offer for sale, invitation to subscribe for or purchase or otherwise acquire transferable securities within the meaning of sections 85 and 102B of the Financial Services and Markets Act 2000, as amended ("FSMA") or according to Italian Legislative Decree no. 58/98 art. 1, clause 1, let. t), as subsequently amended and supplemented. The information does not represent any expression of negotiation willingness.



#### **CONTACTS**

Franco Gaudenti Chief Executive Officer fgaudenti@enventcapitalmarkets.co.uk fgaudenti@envent.it

Paolo Verna Director – Head of Equity Capital Markets pverna@enventcapitalmarkets.co.uk pverna@envent.it

Luigi Tardella Partner – Co-Head of Research & Analysis tardellaresearch@advisory.envent.it

#### EnVent Capital Markets Limited

25 Savile Row – W1S 2ER London Via Barberini, 95 – 00187 Rome Via della Spiga, 52 - 20121 Milan

Phone +44 (0) 2035198451 +39 06 896841 segreteria@envent.it