



**PRESS RELEASE**  
**Milan, 10<sup>th</sup> May, 2013**

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**VedoGreen:**

- **Great success for the 2<sup>nd</sup> Edition of "Green Investor Day", with over 250 attendees including investors, companies and institutions;**
- **+9% the Revenues increase in 2012 of Italian green listed companies, average EBITDA Margin: 26%;**
  - **Performance of the Green Italy Index: +7%;**
- **11 the green sectors with 3,000 companies monitored by VedoGreen Survey Department: innovation, energy efficiency and sustainability the main issues to support growth in Green Industry**

These are the main themes discussed during the 2<sup>nd</sup> edition of the Green Investor Day, powered by VedoGreen under the patronage of Borsa Italiana LSE. The event took place within Innovation Cloud – Solar Expo, the international exhibition dedicated to innovation and sustainable development.

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Green Investor Day, organised by VedoGreen, the Italian company specialised in finance for green companies, was attended by over 250 participants including the main exponents of the international finance and the best Italian companies active in the most innovative sectors of the green economy such as energy efficiency, eco-mobility, waste management and environmental services.

Anna Lambiase, CEO of VedoGreen, presented a preview of the findings of the Study on Green Economy capital markets (2013 edition). The panel of Italian listed companies has been extended with the entry of Enertronica (renewables), Sacom (biotechnology) Landi Renzo (eco-mobility) and Isagro (agrochemicals). The 16 companies in the VedoGreen panel recorded a revenue growth of 9% in 2012 compared to 2011, an average EBITDA margin of 26% and a YTD performance of +7% (vs. +2.0% of FTSE Italy Small Cap).

*"Green Investor Day, an event of international standing, now in its second edition - says **Anna Lambiase, CEO of VedoGreen** - has been a great success among the public of companies and green international investors, who have enjoyed the "Growth" session dedicated to a variety of business models introduced by entrepreneurs and CEOs as well as the roundtable "Capital" dedicated to the debate among the most important representatives of funds specializing in green finance on future developments, sectors and markets with the highest potential for growth and M&A trends. VedoGreen has identified five leverages of value to focus on for spreading a model of sustainable development and consolidating the Green Made in Italy: strength green finance, improve competitiveness to attract private investment, promote a green culture and more awareness on innovation, encourage consistent regulatory action for sustainable development, increase the transparency of corporate financial and environmental issues. These are the key points to get on a successful path towards a long-term economic growth."*

Thanks to its Survey Department, which incorporates over 3,000 national companies, VedoGreen monitors trends and investments in green sectors and is building an extensive network of relationships with specialized funds and over 1,000 domestic and international investors. On the enterprise side, thanks to the important proprietary database of private green companies, it examines different sectors,

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identifying the most innovative, technological and profitable ones (such as eco-mobility, green chemistry, Eco building), by selecting the Italian best-in-class and promoting a new concept of sustainable Made in Italy to be exported abroad.

The CEOs of green listed companies participated in the first "Growth" session: Stefano Neri (TERNIENERGIA), Piero Manzoni (FALCK RENEWABLES), Pietro Colucci (KINEXIA), Sigieri Diaz della Vittoria Pallavicini (GREENTECH), Giulio Antonello (ALERION CLEANPOWER), Rinaldo Denti (FRENDY ENERGY). An important evolution of this edition was the presentation of private companies interested in capital: Emanuele Mainardi (ENERGY RESOURCES), Andrea Chinellato (ELECTRA ITALIA), Richard Boomer (FOREST VALUE INVESTMENT MANAGEMENT), Federico Zacaglioni (ITALEAF) and Andrea Giustini (ECOERIDANIA) that have shown the main development strategies, green innovations and market opportunities. Among the main strategic guidelines emerged: the internationalization, either through external growth and direct investment, the geographic diversification, especially towards Eastern Europe and emerging markets, through the establishment of joint ventures, the creation of strategic partnerships for vertical integration along the value chain, the improving of operational efficiency and strategic repositioning in the renewable energy industry with integration of the conventional energy sector, the consolidation of leadership and the expansion towards innovative green business.

In the afternoon, during the panel discussion "Capital", a qualified audience of entrepreneurs of international green companies attended the discussion on innovation and sustainability of traditional business models taking place among leading exponents of finance. Other issues were the interest of investors for green funds, the development strategies and M&A, the IPOs and the performance of Green Italy Index, as well as the development potential of different sectors and new emerging markets. The investors that spoke at the second roundtable: Marco Giorgino as VedoGreen Chairman, Fabio Ranghino (AMBIENTA SGR), Michele Appendino (AME VENTURES) Carlo Mammola (ARGAN CAPITAL), Massimo Gionso (CORPORATE FAMILY OFFICE SIM), Paolo Verna (ENVENT) Andrea Argnani (FONDATA SGR), Sergio Buonanno (IDEA CAPITAL SGR), Simone Borla (QUERCUS INVESTMENT PARTNERS LLP) and James Beal (UK TRADE & INVESTMENT). They all confirmed the importance of an event like the Green Investor Day and the role played by VedoGreen in facilitating the creation of a green financial market.

The event was in partnership with Intermonte SIM and WebSim, under the patronage of Borsa Italiana and AIFI, with Idea Capital Sgr as Main Sponsor. Among the partners of the initiative: Corporate Family Office SIM, Factset, UK Trade & Investment and Dintec. Media Partners: Brown Editore, Mergermarket and Affari italiani.

For further information:

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**VedoGreen**, a company of the IR Top Group, specialised in financing for quoted and private green enterprises was established in 2011 and produced the first report focusing on the "Green Economy on capital markets". The [www.vedogreen.it](http://www.vedogreen.it) portal was established as a reference point for international finance, in which green investors can choose the most desirable business models and monitor trends and new issues in the sector. The presence of a dedicated section to profiles of listed and non-listed green companies provides a priority interface to access the world of institutional investors specialised in the sector and to attract investment solutions suitable to grow innovative projects. VedoGreen encourages the development of businesses who wish to avail of Private Equity funds and operates

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as an adviser for listing on the Stock Market. It invests directly in green companies with ethical and sustainable finance criteria.

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