

«Green Economy on capital markets»

*Ultimate Opportunities in the Green Economy:
Energy Efficiency, Agribusiness and Biotechnology*

16th June 2015

The event is organised by:



Supported by:



Main Sponsors:



Partners



The **VedoGreen Survey Department** monitors and analyses a cluster of **91 green listed companies** on the main European stock markets (25 in Italy and 66 in Germany, UK, France and Scandinavia)

PICKING CRITERIA

☐ “Green” business model:

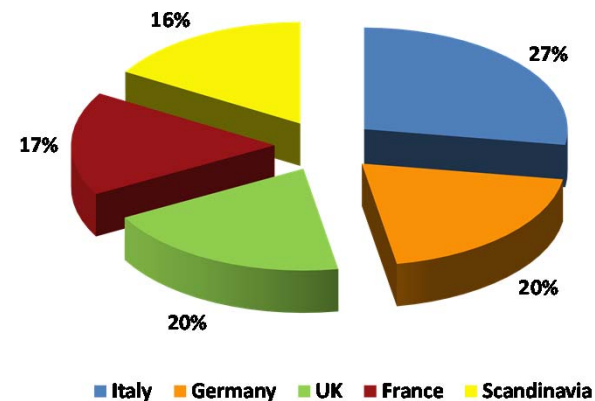
- AGRIBUSINESS
- ECO-BUILDING
- ECO-MOBILITY
- ENVIRONMENTAL SERVICES
- GREEN CHEMISTRY
- LIGHTING SOLUTIONS
- SMART ENERGY
- WASTE MANAGEMENT
- WATER, AIR AND NOISE TREATMENT
- WHITE BIOTECH

10 Green Industries identified by VedoGreen

☐ Small & Mid Cap companies (< 500 M €)

☐ Focus on **innovation** and development **trends**

VEDOGREEN PANEL



MAIN AREAS OF ANALYSIS

- Economics and financials
- Stock market trends
- Strategic guidelines and outlook
- M&A
- Institutional investors in the share capital
- Green Bond

SPECIAL INSIGHTS

- Green Stock market indices and investment funds
- Energy Efficiency as ultimate opportunity in the Green Economy
- CSR and ESG Analysis of EU green companies: Case Studies

VEDOGREEN - EUROPE: COMPARISON OF AVERAGE DATA (FY2014)



Euro m

COUNTRY	REVENUES	Var %	EBITDA	Var%	EBITDA Margin	MARKET CAP*
ITALY	55.4	16%	12.3	14%	30%	63.1
UK	224.5	17%	17.4	12%	18%	166.3
GERMANY	356.2	5%	30.8	9%	13%	142.7
FRANCE	300.4	9%	36.8	16%	24%	161.5
SCANDINAVIA	198.2	13%	17.1	6%	23%	158.9
EU AVERAGE	212.4	12%	20.8	12%	23%	131.3

THE ITALIAN GREEN LISTED COMPANY

OUTPERFORMS THE EUROPEAN AVERAGE FINANCIAL RESULTS

❑ Revenues: Euro 55 m



+16% vs 2013, +12% the EU average

❑ EBITDA: Euro 12 m



+14% vs 2013, +12% the EU average

❑ EBITDA Margin: 30%



vs the EU average of 23%



(*) Market cap as of 03/06/2015

SOURCE: VedoGreen based on Factset data, company releases and annual reports as of 31 December 2014, 3^o June 2015



VEDOGREEN ITALY: FY 2014 RESULTS



COMPANY	MARKET CAP 03.06.2015	INDUSTRY	LISTING MARKET	IPO	CAPITAL RAISED	REVENUES	Var %	EBITDA	Var %	EBITDA % 2014
Kinexia	65	Renewable Energy	MTA	08/01/1985	n.d.	93.0	17%	22.6	7.5%	24%
Alerion CleanPower	132	Renewable Energy	MTA	25/06/1993	n.d.	45.9	-15%	22.6	-27.8%	49%
K.R. Energy	29	Renewable Energy	MTA	02/03/2001	n.d.	11.7	13%	5.9	116.6%	50%
Falck Renewables	360	Renewable Energy	STAR	25/02/2002	n.d.	248.3	-2%	135.3	-6.9%	54%
Isagro	61	Agribusiness	STAR	05/11/2003	15,9	145.9	4%	12.5	-16.0%	9%
Biancamano	16	Waste Management	MTA	07/03/2007	39,0	137.7	-23%	7.2	-24.7%	5%
Landi Renzo	112	Ecomobility	STAR	26/06/2007	184,0	233.2	5%	18.3	65.8%	8%
Ambienthesis	46	Waste Management	MTA	27/11/2007	n.d.	49.7	-17%	-3.2	n.s.	n.s.
Ergy Capital	18	Renewable Energy	MTA	19/03/2008	n.d.	17.0	-4%	8.7	0.7%	51%
TerniEnergia	66	Renewable Energy / Energy Efficiency	STAR	25/07/2008	5.6	95.2	42%	18.0	45.4%	19%
Fintel Energia Group	106	Renewable Energy	AIM Italia	23/03/2010	5.6	19.6	-24%	2.0	-43.4%	10%
Frendy Energy	41	Renewable Energy / Mini Hydro	AIM Italia	22/06/2012	2.7	4.0	239%	2.7	270.2%	68%
Enertronica	12	Renewable Energy / Energy Efficiency	AIM Italia	15/03/2013	0.9	10.2	66%	-1.5	n.s.	n.s.
TE Wind	8	Renewable Energy / Mini Wind	AIM Italia	11/10/2013	3.7	0.2	92%	-0.8	34.4%	n.s.
KI Group	17	Agribusiness / Bio Products	AIM Italia	18/11/2013	5.0	47.5	11%	2.5	-11.9%	5%
Innovatec	12	Smart Energy / Energy Efficiency	AIM Italia	20/12/2013	5.3	20.9	n.s.	1.1	n.s.	5%
GreenItaly1	38	SPAC - Green Finance	AIM Italia	27/12/2013	35.0	n.d.	n.d.	n.d.	n.d.	n.d.
Gruppo Green Power	15	Renewable Energy / Energy Efficiency	AIM Italia	22/01/2014	3.3	29.2	n.s.	1.4	n.s.	5%
Agronomia	18	Bio Products	AIM Italia	06/05/2014	6.3	23.2	-9%	3.7	16.8%	16%
Ecosuntek	15	Renewable Energy	AIM Italia	08/05/2014	5.3	7.7	-63%	4.3	-9.5%	56%
Energy Lab	21	Renewable Energy	AIM Italia	20/05/2014	3.7	18.3	95%	3.5	99.7%	19%
PLT Energia	50	Renewable Energy	AIM Italia	04/06/2014	10.5	22.2	9%	9.8	13.8%	44%
Iniziative Bresciane	87	Renewable Energy	AIM Italia	15/07/2014	20.2	19.1	24%	15.0	26.9%	78%
Bio-on	210	Biotechnology	AIM Italia	24/10/2014	6.9	2.7	80%	1.0	131.5%	38%
Elettra Investimenti	22	Renewable Energy	AIM Italia	21/04/2015	4.7	2,6	30%	3.9	63.0%	14%
AVERAGE	63				19.1	55.4	16%	12.3	14%	30%
TOTAL	1577				363.6	1330.0				
IPO AVERAGE 2014-15	55				7.6	18.8	24%	5.3	49%	34%
IPO TOTAL 2014-15	438				60.9	150.0				

Euro m

Green Economy is the first sector on AIM Italia listing market (24% of companies)

- 25 listed companies (60% on AIM Italia), 1.6 B Euro the total market capitalization (63.1 M Euro on average)
- Turnover of 1.3 B Euro (55.4 M Euro on average)
- 8 IPOs in 2014-2015, with a capital raising of 61 M Euro
- 5,336 employees in 2014, +16% new jobs compared to 2013



GREEN M&A AND CAPITAL INCREASES



M&A - EUROPE IN 2014

- ❑ **47 M&A deals** (CAGR: +7% vs 2012)
 - ✓ **22 in Italy**
 - ✓ **9 in UK**
 - ✓ **8 in France**
- ❑ **57% of M&A** on **foreign** target companies
- ❑ **29** listed companies on deal
- ❑ **1,8 B USD** the total M&A value (80 M USD on average)

M&A - ITALY IN 2015

- ❑ **7 deals** from January to the end of May 2015 (vs 22 in 2014)
- ❑ Mainly **Italian** target companies
- ❑ **6 listed companies on M&A:** Alerion CleanPower, Ecosuntek, Elettra Investimenti, K.R. Energy, Kinexia and TerniEnergia (13 in 2014)
- ❑ **53 M USD** the total M&A transactions value (vs 433 M USD in 2014)
- ❑ **9 M USD** the average M&A transactions value (vs 33 M USD in 2014)

CAPITAL INCREASES IN ITALY

Company	Date	Amount in Euro M
Frendy Energy	05.05.2015	2.0
TE Wind	02.04.2015	1.0
Ecosuntek	26.03.2015	0.3
TE Wind	15.10.2014	1.3
TE Wind	15.10.2014	4.9
TerniEnergia	08.09.2014	3.4
Fintel Energia Group	09.09.2014	4.9
Frendy Energy	12.06.2014	3.9
KI Group	30.04.2014	0.005
KR Energy	30.04.2014	3.3
Isagro	11.04.2014	29.0
Frendy Energy	14.01.2014	2.5
Enertronica	07.01.2014	0.3
AVERAGE		4.4
TOTAL		56.9



SOURCE: VedoGreen based on Factset and Company data, 30th May 2015



VEDOGREEN ITALY: STRATEGIC GUIDELINES, OUTLOOK & COVERAGE



BUSINESS PLANS

- 9 companies updated their business strategies
(Innovatec, Kinexia, Energy Lab in 2015)

STRATEGIC GUIDELINES

- International expansion in fast-growing markets (M&A, new strategic partnerships)
- Exploitation of incentives schemes abroad
- Completion of the "core business" across the entire energy value chain in order to obtain a balanced business diversification

2015 OUTLOOK

- Positive / neutral outlook in 2015 financial forecast
- Growth expectations in Revenues / Ebitda despite the uncertainties arising from the Italian Economy and the regulatory system

COMPANY	LISTING MARKET	AVERAGE TP	PRICE	UPSIDE
Alerion Clean Power	MTA	3,60	3,024	19%
Biancamano	MTA	0,93	0,4653	100%
Energy Lab	AIM Italia	2,00	1,75	14%
Enertronica	AIM Italia	3,80	3,42	11%
Falck Renewables	STAR	1,65	1,212	36%
Frendy Energy	AIM Italia	1,67	1,132	48%
Iniziative Bresciane	AIM Italia	29,50	21,31	38%
Innovatec	AIM Italia	2,90	2,43	19%
Isagro	STAR	2,64	1,808	46%
Kinexia	MTA	1,90	1,282	49%
Landi Renzo	STAR	1,10	1,009	9%
PLT Energia	AIM Italia	2,43	2,108	15%
TE Wind	AIM Italia	1,48	0,82	80%
TerniEnergia	STAR	2,30	1,89	22%
AVERAGE UPSIDE				35%

- 20 Analyst coverages published by 14 out of 25 green companies
- BUY as primary rating (57%)
- +35% the average potential upside on green stock



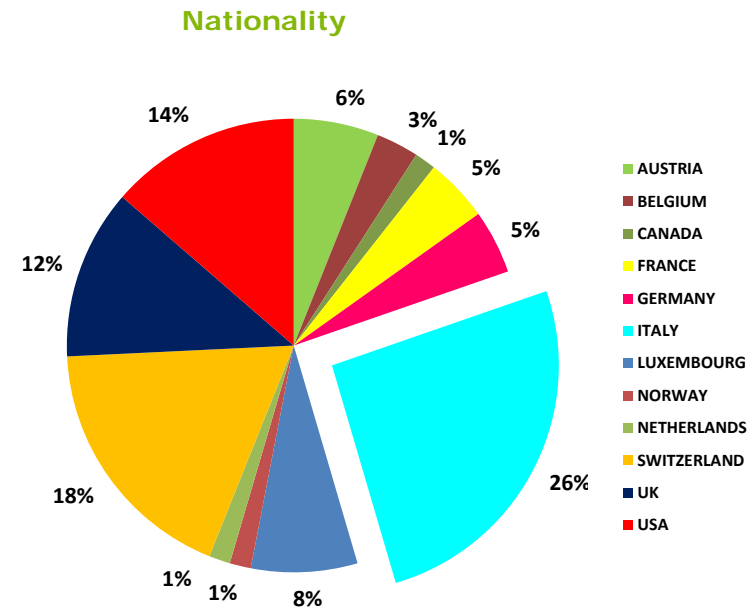
SOURCE: VedoGreen based on Analyst Coverage available to the public (Borsa italiana website, corporate website, Factset), 20th May 2015



INSTITUTIONAL INVESTORS IN GREEN ITALIAN COMPANIES



- ❑ **66 Institutional Investors**
(74% foreign – 26% Italian)
- ❑ **112 total shareholdings**
(60% held by foreign investors)
- ❑ **132 M €: the total investment**
(58% invested by foreign investors)
- ❑ **2,0 M €: the average value of the investment**
(0,6 M € the median value)



The **most active institutional investors** by number of shareholdings:

- ✓ Intesa Sanpaolo
- ✓ AcomeA SGR SpA
- ✓ Norges Bank Investment Management
 - ✓ Arca SGR SpA
 - ✓ Kairos Partners SGR SpA
 - ✓ ZENIT SGR SpA
 - ✓ AZ Fund Management SA
 - ✓ Casa 4 Funds SA
- ✓ Swiss & Global Asset Management AG
 - ✓ Dimensional Fund Advisors LP



SOURCE: VedoGreen based on Factset data, 8th May 2015



GREEN BOND ISSUES 2014-2015

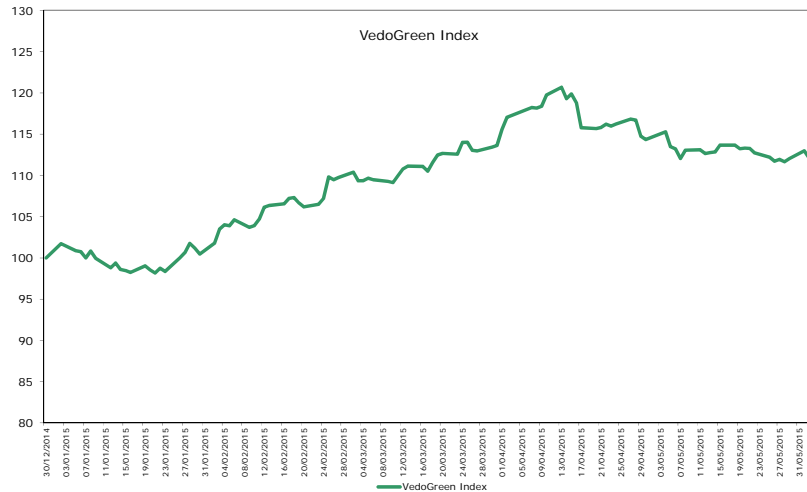
- **9** Italian issuers
- **7.3%** the average interest rate
- **15** M Euro the median value of bond issues
- **423** M the total amount of bonds
- **5** listed bonds on ExtraMOT Pro

In Euro

Company	Approval Date	Issue Value	Interest Rate %	Return Coupon	Duration	Type	Listed on Extramot PRO	Listed on MOT
Landi Renzo	04/04/2015	34,000,000	6.1%	Semiannual	15/05/2015 - 15/05/2020	Bond	X	
Alerion Clean Power	03/02/2015	130,000,000	6.0%	Annual	11/02/2015 - 11/02/2022	Unsubordinated Bond		X - Domestic Mot
Gruppo Kinexia	03/11/2014	200.000.000	10,5%	Annual	2014-2019	Senior Bond	X	
Innovatec	16/10/2014	15,000,000	8.1%	Semiannual	21/10/2014 – 21/10/2020	Green Bond	X	
TE Wind	25/07/2014	10,000,000	6.0%	Annual	2014-2020	Bond	X	
Energy Lab	16/05/2014	4,105,000	7.0%	Annual	20/05/2014-20/05/2019	Convertible Bond		
Enertronica	06/05/2014	3,796,200	7.5%	Annual	08/05/2014 – 30/10/2016	Convertible Bond		
TerniEnergia	05/02/2014	25,000,000	6.88%	Annual	06/02/2014 - 06/02/2019	Bond	X	
Agronomia	02/05/2014	1,000,000	8.0%	Annual	06/05/2014 -30/06/2019	Convertible Bond		
AVERAGE		46,989,022	7.3%					
TOTAL		422,901,200						

Since 2011 VedoGreen promotes the Green Italian Small Cap Index

Performance YTD*:
VedoGreen Index: +13%
 FTSE AIM Italia: +4%



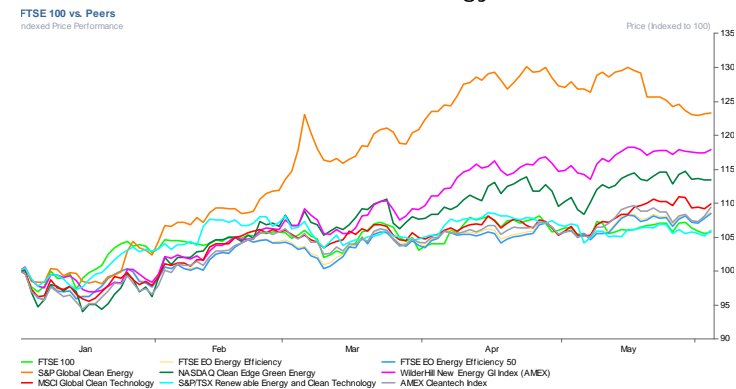
Green and ESG Funds

Asset Management Company	Green Funds
Amundi	Atout Euroland - Atout France
BlackRock	BlackRock Global Fund - New Energy
Edmond de Rothschild Asset Manager	EdR Tricolore Rendement
State Street Fondsleitung	EIC Renewable Energy A
DNB Asset Management	DNB Renewable Energy retail
ERSTE-SPARINVEST KAG	ERSTE WWF Stock Climate Change
UBS Third Party Management	LSF Asian Solar & Wind
Santander Asset Management	Santander ResponsabilidadConservador FI Acc
SNS Beleggingsfondsen Beheer B.V.	SNS Euro Mixfonds
Pioneer AM Pioneer Fund	Global Ecology

VedoGreen based on Vigeo and Morningstar Data

Since 1999, new specific equity indices provide a benchmark in the Green Economy Industries for professionals and specialized investment funds:

- 1999 - FTSE EO Energy Efficiency 50: +8%
- 2000 - WilderHill New Energy GI Index (AMEX), +18%
- 2003 - S&P Global Clean Energy, +24%
- 2006 - AMEX Cleantech Index, +9%
- 2009 - NASDAQ Clean Edge Green Energy, +13%
- 2009 - MSCI Global Clean Technology, +10%



Source: FactSet Prices



EQUITY CAPITAL MARKETS

□ ABOUT 20 MANDATES FOR CAPITAL SEARCH

- SMALL COMPANIES WITH TURNOVER BETWEEN 10 AND 30 M EURO AND CAPITAL SEARCH BETWEEN 3-5 M IN ORDER TO FINANCE GROWTH PROJECTS
- GREEN START-UP: CAPITAL SEARCH IN GREEN MOBILITY AND ESCO BUSINESS + DUE DILIGENCE WITH DINTEC FOR THE SUSTAINABILITY OF A PATENT FOR ENERGY EFFICIENCY IN GREENHOUSES

□ 6 GREEN IPO ON AIM ITALIA BETWEEN JANUARY 2014 AND JUNE 2015

□ ADVISORY FOR THE LISTING PROCESS OF 3 GREEN COMPANIES IN NEXT MONTHS

SPAC

□ DIRECT INVESTMENT: GREENITALY1, THE FIRST SPAC (SPECIAL PURPOSE ACQUISITION COMPANY) FOCUSED ON ITALIAN GREEN ECONOMY LISTED ON AIM ITALIA

PARTNERSHIP & AGREEMENTS

□ WITH UK TRADE AND INVESTMENT FOR THE INTERNATIONALIZATION OF ITALIAN GREEN COMPANIES

- ❑ GREEN ECONOMY IS AN INDUSTRIAL MODEL THAT CREATES VALUE IN EUROPE AND ITALY

- ❑ **GROWING NUMBER OF IPOs AND INVESTMENT IN GREEN ECONOMY**

- ❑ **POSITIVE PERFORMANCE OF THE ITALIAN GREEN INDEX**

- ❑ **POSITIVE SENTIMENT OF INSTITUTIONAL INVESTORS TOWARDS GREEN ECONOMY OPPORTUNITIES**

GREEN INVESTOR DAY: AGENDA



AGENDA

15:30 – Registration

16:00 - OPENING

WELCOME by Christopher Prentice – UK Ambassador to Italy

VEDOGREEN OBSERVATORY ON CAPITAL MARKETS - Anna Lambiase, *CEO VedoGreen*

CSR AND ESG ANALYSIS OF GREEN COMPANIES: CASE STUDIES - Daniela Carosio, *Senior Partner SVI & SEV Ltd.*

UK'S ELECTRICITY NETWORK EVOLUTION - David Hodgson, *UKTI Specialist Energy Networks*

16:30 - «GREEN ECONOMY FRONTIERS» ROUND TABLE

Companies Investors

BIO-ON Marco Astorri **BORSA ITALIANA** Barbara Lunghi

ELECTRA ITALIA Andrea Chinellato **EQUINOX** Andrea Bovone

ENERTRONICA Vito Nardi **IDEA CAPITAL FUNDS** Sergio Buonanno

HELIOPOLIS ENERGIA Paolo Signoretti **INTEGRÆ SIM** Matteo Pontello

ICASCO Pietro Valaguzza **GREENITALY1** Anna Lambiase

PLASTICA ALFA Josephine Pace **QUERCUS IP** David Mandiya

ZOUK Massimo Resta

Conference moderator: *Marco Gaiazzi, Class CNBC*



Thank you!



CONTACTS

VedoGreen (IR Top Group)

Via C. Cantù, 1

20123 Milano (Italy)

Tel. +39.02.45473884/3

Fax +39.02.91390665

www.vedogreen.com

vedogreen@irtop.com

