

Company report

Buy (maintained)

31 March 2017 – 5:30 PM

MARKET PRICE: EUR5.80

TARGET PRICE: EUR8.31 (from EUR7.30)

Energy Services

Data

Shares Outstanding (m):	3.8
Market Cap. (EURm):	22.2
Enterprise Value (EURm):	23.9
Free Float (%):	23.6%
Av. Daily Trad. Vol. (m):	0.001
Main Shareholder:	Bombacci family 71.2%
Reuters/Bloomberg:	ELIN.MI ELIN IM
52-Week Range (EUR)	3.5 5.8

Source: Factset, UbiBanca estimates

Performance

	1m	3m	12m
Absolute	15.5%	10.9%	26.4%
Rel. to FTSE IT	6.9%	3.5%	12.9%

Source: Factset

Graph area Absolute 12 M



Source: Factset

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Positive 2016 results and healthy outlook

2016 results were slightly above our expectations with revenues growing by 5.2% organically and by >60% on a pro-forma basis (i.e. consolidating Tholos for the full year). EBITDA margins grew to 12.7% and to 14.6% on a pro-forma basis leading to a bottom line of almost EUR2.4 million on a pro-forma basis while net debt was EUR2.1 million, much better than our EUR2.6 million estimate. The company also announced a DPS of EUR0.25, beating our expectation and implying an attractive 4.3% yield. Company guidance for 2017 indicates sales of EUR45.2 million with 17.8% EBITDA margin, well above our old estimate, and net debt of EUR1.5 million at year-end. We have fine-tuned our estimates (and introduced 2019 forecasts) lowering our top line expectations but increasing the profitability with a minimal impact on EPS. We remain buyers of Eletttra Investimenti: 1) the acquisition of Tholos should offer cross selling synergies and has been immediately earnings enhancing; 2) fundamentals should improve in the coming years due to a better product mix (O&M and energy efficiency sectors) and further cost efficiencies; 3) the order backlog has risen to EUR200 million, covering 73% of our 2017-19 sales estimates; 4) valuation remains attractive, with >60% discount to the average 2017-18 EV/EBITDA of its peers and to P/E; 5) the potential upcoming classification as an innovative small company ("PMI innovativa") and the possible transition to the MTA market segment increase the appeal of the share. Our target price rises by 14% to EUR8.31 per share. Buy.

- > 2H16 results were slightly above our expectations: as revenues declined by 4.2% while the gross margin rose sharply (32.8% vs. 28.3% in 2H15) leading to an improvement in the EBITDA margin (12.3% compared with 10.4% in 2H15). Despite higher D&A costs the EBIT margin improved to 5.5%, or 7% above our forecast.
- > Following solid 2016 results and, given company guidance, we have revised our forecasts: we now expect Eletttra Investimenti to achieve an EBITDA margin of 17.4% this year, rising to 18.5% in 2018 and 19% in 2019. The bottom line could reach EUR2.55 million this year and EUR2.93 million in 2018 (more than triple the net result for 2016) while the net financial position should return to net cash in 2018.
- > We have increased our target price by 14% to EUR8.31 (from EUR7.30 previously) implying >43% upside. Buy reiterated.

Financials	priced on 30 March 2017			
	2016	2017E	2018E	2019E
Revenues (EURm)	31.8	45.0	46.3	47.9
EBITDA (EURm)	4.0	7.8	8.6	9.1
EBITDA margin (%)	12.7%	17.4%	18.5%	19.0%
EBIT (EURm)	2.0	4.6	5.2	5.6
EPS (EUR)	0.25	0.66	0.76	0.84
CFPS (EUR)	0.31	0.95	2.70	2.04
DPS (EUR)	0.25	0.25	0.28	0.30

Source: Company Data, UBI Banca Estimates

Ratios	priced on 30 March 2017			
	2016 *	2017E	2018E	2019E
P/E(x)	16.4	8.7	7.6	6.9
P/CF(x)	5.3	3.9	3.5	3.3
P/BV(x)	1.2	1.4	1.3	1.1
Dividend Yield	6.0%	4.3%	4.8%	5.2%
EV/EBITDA(x)	4.4	3.0	2.0	1.6
Debt/Equity (x)	0.2	0.1	-0.3	-0.4
Debt/EBITDA (x)	0.5	0.2	-0.6	-0.9

Source: UBI Banca Estimates * based on average 2016 price

Key Financials

(EURm)	2016	2017E	2018E	2019E
Revenues	31.8	45.0	46.3	47.9
EBITDA	4.0	7.8	8.6	9.1
EBIT	2.0	4.6	5.2	5.6
NOPAT	1.3	2.9	3.2	3.5
Free Cash Flow	-8.4	0.9	7.2	4.2
Net Capital Employed	15.3	17.0	12.7	11.7
Shareholders' Equity	13.2	15.6	17.5	19.7
Net Financial Position	2.1	1.4	-4.9	-8.0

Source: Company data, UBI Banca estimates

Key Profitability Drivers

	2016	2017E	2018E	2019E
Net Debt/Ebitda (x)	0.5	0.2	-0.6	-0.9
Net Debt/Equity (x)	0.2	0.1	-0.3	-0.4
Interest Coverage (%)	37.1	0.0	0.0	0.0
Free Cash Flow Yield (%)	-54.3%	4.0%	32.3%	18.9%
ROE (%)	7.2%	16.4%	16.7%	16.3%
ROI (%)	10.8%	17.2%	21.3%	27.8%
ROCE (%)	11.2%	17.8%	21.9%	28.6%

Source: Company data, UBI Banca estimates

Key Valuation Ratios

	2016	2017E	2018E	2019E
P/E (x)	16.4	8.7	7.6	6.9
P/BV (x)	1.2	1.4	1.3	1.1
P/CF (x)	5.3	3.9	3.5	3.3
Dividend Yield (%)	6.0%	4.3%	4.8%	5.2%
EV/Sales (x)	0.6	0.5	0.4	0.3
EV/EBITDA (x)	4.4	3.0	2.0	1.6
EV/EBIT (x)	8.8	5.1	3.4	2.6
EV/CE (x)	1.2	1.4	1.4	1.2

Source: Company data, UBI Banca estimates

Key Value Drivers

(%)	2016	2017E	2018E	2019E
Payout	98.8%	37.6%	36.6%	35.9%
NWC/Sales	-2.2%	3.1%	-5.8%	-8.0%
Capex/Sales	30.0%	6.1%	6.8%	7.6%

Source: Company data, UBI Banca estimates

Recent Developments

- > 2H16 results were slightly above our expectations: revenues declined by 4.2% but exceeded our estimate by 4%. The product mix was different with some weakness in energy sales (-14.3%, due to declining energy prices) and oil (-38%, expected) offset by an improvement in services, EPC and O&M. In addition, the company sold TEE for EUR2 million. The gross margin rose sharply (32.8% vs. 28.3% in 2H15) leading to an improvement in the EBITDA margin (12.3% compared with 10.4% in 2H15) despite higher personnel and G&A costs. Despite higher D&A costs (EUR1.1 million in 2H16) the EBIT margin improved to 5.5%, or 7% above our forecast. However, net profit was impacted by higher financial charges coming to EUR0.33 million.
- > In the full year, on a pro-forma basis (therefore consolidating Tholos for the full year rather than just for 10 days), sales were EUR48.6 million and the EBITDA margin 14.6% (vs. 12.7%) due to the higher profitability of the acquired company. EBIT topped EUR4.3 million leading to a net result of EUR2.4 million, which was more than double the 2015 net result. The order backlog at year-end was EUR200 million (+33% vs. June-16), of which 51% should be delivered in the next three years, which implies coverage of >70% of the expected turnover in 2017-19.
- > Given the cash outflow of EUR6.0 million for the acquisition of Tholos, the net financial position turned negative to EUR2.1 million (it was positive for EUR3.2 million at June-16) but it was much better than expected despite the deterioration of NWC which was negative for EUR0.7 million compared with EUR2.5 million at Dec-15. Capital employed at Dec-16 increased to EUR15.3 million (EUR7.3 million at Dec-15) with a capital turnover of 3.2x on a pro-forma basis compared with 2.1x of 2015, therefore increasing ROCE to 18.1% (14.1% in 2015).
- > Surprisingly, the company announced a dividend of EUR0.25 per share (EUR0.13 in 2015), which implies an attractive 4.7% dividend yield at current market price (payment on May 22th) and a pay-out ratio of almost 100%.
- > Dromos Holding, the seller of Tholos, invested EUR1.5 million to acquire 200k shares of Elettra Investimenti (5.21% of the share capital) at EUR7.5 per share (53% above the current market price): 100k shares through a dedicated right issue completed on March 8th (from which Elettra Investimenti received cash inflow of EUR0.75 million while the number of shares rose to 3.83 million, already in our estimates) and 100k shares sold by the Bombacci family. We should stress that that Dromos Holding has a put option (after three years) at EUR7.5 per share and the Bombacci family a call option at EUR9 per share.
- > The market price of TEE was somewhat erratic during 1Q17 but clearly on the upside: the average price since the beginning of the year reached EUR225 compared with EUR120 in the first three months of 2015 (source: GME).
- > The company has started the process to be classified as an innovative small company ("PMI innovativa"). This classification would give Elettra Investimenti several advantages: some tax savings, the possibility of remunerating staff through a tax-free "work for equity plan" while investors in the company would benefit from a tax credit of 30% of their investment (up to EUR1.8 million for physical persons and 27% for legal entities, therefore increasing the appeal of the share).
- > In April the acquisition of Idronika should be completed, a company which manages a geothermal power plant supplying a mall near Udine, for EUR0.9 million. Idronika reported revenues of about EUR0.65 million (1.3% of Elettra

Investimenti pro-forma sales in 2016) with an attractive 50% EBITDA margin (therefore implying an EV/EBITDA below 3x). Despite the small size of the deal and the limited impact on P&L, the acquisition will enlarge the company's product range (entering in the geothermal generation) and could generate some synergies (O&M will be provided by Elettra Investimenti and potential project for energy efficiency).

> Elettra Investimenti has been authorized to start testing the new urban car sharing activity.

Figure 1 – 2H16 results

(EURm)	2H15A	2H16A	% Chg.	2H16E UBI	% Chg.
Sales Energy	9.29	7.96	-14.3%	8.75	-9.0%
Sales Thermal	2.68	2.66	-0.8%	2.55	4.4%
Sales Oil	3.16	1.96	-38.0%	2.40	-18.5%
Sales Other	1.34	3.19	139.1%	1.44	121.1%
Sales total	16.47	15.78	-4.2%	15.14	4.2%
EBITDA	1.72	1.94	12.8%	1.92	1.0%
% margin	10.4%	12.3%		12.7%	
EBIT	0.84	0.87	3.2%	0.81	7.4%
% margin	5.1%	5.5%		5.4%	
Pre tax profit	0.69	0.64	-8.1%	0.61	4.1%
Net profit	0.44	0.33	-25.3%	0.44	-24.3%

Source: Company data, UBI Banca estimates

Figure 2 – 2016 results and 2016 results on pro-forma basis

(EURm)	2015A	2016A	% Chg.	2016E UBI	% Chg.	2016A Pro forma	2016E Pro forma UBI	% Chg.
Sales Energy	17.03	15.10	-11.3%	15.88	-4.9%			
Sales Thermal	5.37	5.69	6.0%	5.58	2.0%			
Sales Oil	6.14	4.76	-22.6%	5.20	-8.5%			
Sales Other	1.73	6.30	264.6%	4.55	38.5%			
Sales total	30.26	31.84	5.2%	31.21	2.0%	48.63	47.40	2.6%
EBITDA	3.42	4.04	18.3%	4.02	0.5%	7.12	7.02	1.4%
% margin	11.3%	12.7%		12.9%		14.6%	14.8%	
EBIT	1.74	2.04	17.2%	1.98	3.0%	4.26	4.28	-0.4%
% margin	5.8%	6.4%		6.4%		8.8%	9.0%	
Pre tax profit	1.41	1.64	16.4%	1.62	1.6%	3.76	3.91	-3.8%
Net profit	0.90	0.94	4.4%	1.05	-10.1%	2.44	2.35	3.9%
Net debt (cash)	(4.81)	2.09	nm	3.59	-41.9%			

Source: Company data, UBI Banca estimates

Financial Projections

- > The company gave its outlook for 2017: sales should reach EUR45.2 million (+42% on 2016 but -7.1% compared with 2016 on a pro-forma basis), with energy generation representing 51% of sales (implying an increase of around 10% vs. last year), O&M 13% (more than double that of 2016), energy efficiency (which includes Tholos and the sale of TEE) around 27%, implying a slowdown of 35% compared with last year. This is due to two contracts totalling about EUR6.5 million where the ownership of TEE was given to the customers rather than remaining with Tholos. In other words, Tholos will have lower revenues for around EUR6.5 million but higher margins (recording only the gains of these two contracts). The residual 9% of sales is represented by oil trading (around 7%) and other revenues (2%). EBITDA should top EUR8.06 million (17.8% margin) due to the different product mix and the higher margin of Tholos (the company assumed an average price EUR180 for TEE in 2017 compared with the current price of EUR205). EBIT is expected at EUR4.91 million after D&A of EUR3.15 million, leading to a pre-tax profit of EUR4.45 million. Net debt is expected to be EUR1.47 million. We believe this guidance to be reliable and therefore we have just fine-tuned our 2017 forecasts, lowering revenues and slightly increasing EBITDA.
- > For 2018-19 we assume moderate top line growth (around 3%). The EBITDA margin should benefit from the consolidation of Tholos and the higher weighting of O&M. Overall, our new estimates indicate an EBITDA margin of 18.5% in 2018 and 19% in 2019 with an increase of 5% compared with our previous estimates. Despite higher D&A costs (increased to factor in the amortization of the goodwill of Tholos), our EBIT estimates have been upgraded by 7.8% in 2018 with an operating margin of 11.8% in 2018. After a tax rate of >40%, net attributable profit could be EUR2.55 million this year rising to EUR3.21 million in 2019 (2016-19 CAGR of 10%).
- > The net financial position is likely to revert to net cash in 2018, reaching EUR8.0 million at Dec-19. We have also increased our DPS expectations assuming a pay-out ratio of 35-40% (vs. 25% before). This implies growing dividends with yields that could exceed 5% in 2019.

Figure 3 – Old vs. new estimates

(EURm)	2016A		2017E		2018E		2019E
		Pro-forma	Old	New	Old	New	New
VoP	31.84	48.63	53.23	44.96	55.14	46.28	47.88
% change				-15.5%		-16.1%	
EBITDA	4.04	7.12	7.57	7.83	8.06	8.58	9.08
% change				3.4%		6.4%	
EBIT	2.04	4.26	4.58	4.63	4.87	5.22	5.62
% change				1.1%		7.4%	
Net Profit	0.94	2.44	2.61	2.55	2.85	2.93	3.21
% change				-2.4%		3.0%	
EPS	0.24	0.25	0.68	0.66	0.74	0.76	0.84
% change				-2.4%		3.0%	
Net debt (cash)	2.09	2.09	0.17	1.38	-1.94	-4.86	-7.98
EBIT margin	6.4%	8.8%	8.6%	10.3%	8.8%	11.3%	11.7%
EBITDA margin	12.7%	14.6%	14.2%	17.4%	14.6%	18.5%	19.0%

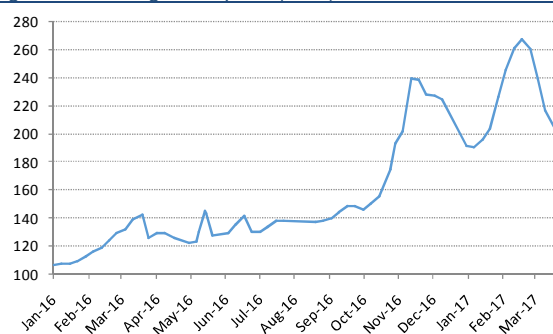
Source: Company data, UBI Banca estimates

Figure 4 – New estimates detailed by sector

(EURm)	2015A	2016A pro-forma	2017E	2018E	2019E
Energy					
Sales	22.39	20.79	22.76	23.25	23.83
% growth	5.4%	-7.2%	9.5%	2.2%	2.5%
EBITDA	3.15	3.57	3.30	3.61	4.11
% margin	14.1%	17.2%	14.5%	15.5%	17.2%
O&M					
Sales	0.70	2.22	5.80	6.54	7.22
% growth		216.3%	160.8%	12.7%	10.5%
EBITDA	0.08	0.28	0.62	0.73	0.85
% margin	11.6%	12.4%	10.6%	11.2%	11.8%
Energy efficiency					
Sales		18.76	12.30	12.34	12.72
% growth		38.1%	-34.4%	0.4%	3.1%
EBITDA		3.07	3.81	4.12	4.01
% margin		16.4%	31.0%	33.4%	31.5%
Oli trading					
Sales	6.14	4.76	3.10	2.95	2.80
% growth	18.3%	-22.6%	-34.8%	-5.0%	-5.0%
EBITDA	0.18	0.20	0.10	0.12	0.11
% margin	2.9%	4.2%	3.2%	4.1%	3.9%
Other sales					
	1.02	2.11	1.00	1.20	1.30
Total sales	30.26	48.63	44.96	46.28	47.88
Total EBITDA	3.41	7.11	7.83	8.58	9.08
% margin	11.3%	14.6%	17.4%	18.5%	19.0%

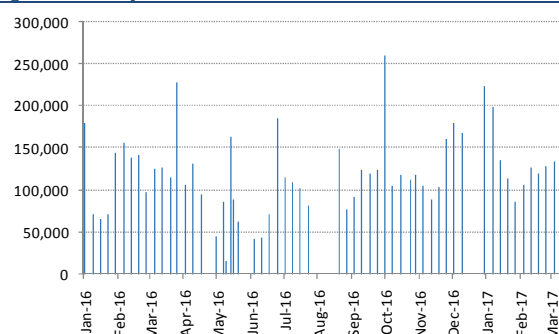
Source: Company data, UBI Banca estimates

Figure 5 – Average TEE price (EUR)



Source: GME

Figure 6 – Daily TEE volumes



Source: GME

Valuation

- > Following the revision to our estimates, and the introduction of 2019 figures, we set a new target price of EUR8.31 per share (up from EUR7.30) with an increase of 13.8%. Our target price is based on the average of a DCF (fair value of EUR6.79 per share) and a relative valuation (applying a 20% discount to factor in the limited size and modest liquidity of Elettra Investimenti) based on both the median of the multiples of small companies and the median of larger international companies. This gives a fair value of EUR7.53 per share using small-scale peers and EUR10.60 per share using large companies.
- > At its current market price (EUR5.80), Elettra Investimenti is trading at a significant discount to peers: 66% on 2017-18 EV/EBITDA and 63% in P/E terms, while it trades at a premium in terms of P/BV (32%). This reflects Elettra Investimenti's low invested capital compared to other companies which manage large power plants.
- > Given the current estimated upside potential of >40%, we confirm our Buy rating. At the target price, the company would trade at 4.3x 2017 EV/EBITDA, which is still well below the average multiple for the industry (7.5x), at 12.5x P/E (the average of the industry stands at 22.4x) and at 2.0x P/BV (vs. 0.95x).
- > The outstanding warrants are currently out of the money: the strike price is equal to EUR7.80 up to April 21 2017 and EUR8.10 up to April 21 2018.

Figure 7 – Valuation summary

(EUR)		Weight
DCF valuation	6.79	33%
Relative valuation (large companies, 20% discount)	10.60	33%
Relative valuation (small companies, 20% discount)	7.53	33%
Target Price	8.31	
Current price	5.80	
Potential upside	43.2%	

Source: UBI Banca estimates

Figure 8 – DCF Valuation

Our DCF valuation implies an EV/EBITDA of 4.0x at terminal value			
	Valuation (EUR m)	% Weight	Per share (EUR)
Sum of PV 2017-25 FCF	16.92	61%	4.56
Terminal value	10.74	39%	2.90
Total Enterprise value	27.66	100%	7.46
- Pension Provision	(0.38)		(0.10)
- Net cash (debt)	(2.09)		(0.56)
Total Equity value	25.20		6.79
Number of shares outstanding (m)	3.71		
Fair value per share (EUR)	6.79		

Source: UBI Banca estimates

Figure 9 – Relative valuation based on large cap companies (priced on 30 March 2017)

Based on a simple average of large cap companies, Elettra Investimenti has a valuation of EUR13.7 per share (EUR10.95 applying 20% discount) while using the median of multiples the fair value would be EUR13.25 per share. The shares are trading at a significant discount to EV/EBITDA and P/E, but at a premium to P/BV.

Company	Market Cap (EURm)	P/E		EV/EBITDA		P/BV	
		2017E	2018E	2017E	2018E	2017E	2018E
EDP Renovaveis	6,028	32.6 x	28.2 x	7.7 x	7.3 x	0.95 x	0.93 x
Iberdrola	42,843	15.2 x	14.2 x	9.0 x	8.7 x	1.08 x	1.05 x
Acciona	4,303	17.4 x	15.4 x	7.8 x	7.4 x	1.13 x	1.10 x
Fortum	12,997	20.8 x	20.7 x	11.9 x	12.2 x	0.99 x	1.00 x
Verbund	5,541	19.1 x	22.6 x	9.9 x	10.4 x	1.04 x	1.01 x
Average		21.0 x	20.2 x	9.2 x	9.2 x	1.04 x	1.02 x
Median		19.1 x	20.7 x	9.0 x	8.7 x	1.04 x	1.01 x
Elettra investimenti	22	8.7 x	7.6 x	3.0 x	2.0 x	1.43 x	1.27 x
Premium (discount)		-54.3%	-63.3%	-66.3%	-76.4%	38.1%	26.1%
Based on simple average	(EUR)	13.96	15.46	22.62	21.23	4.21	4.64
Based on median	(EUR)	12.68	15.81	22.19	20.05	4.20	4.60

Source: Factset, UBI Banca estimates

Income Statement

(EURm)	2016	2017E	2018E	2019E
Net Revenues	31.8	45.0	46.3	47.9
EBITDA	4.0	7.8	8.6	9.1
EBITDA margin	12.7%	17.4%	18.5%	19.0%
EBIT	2.0	4.6	5.2	5.6
EBIT margin	6.4%	10.3%	11.3%	11.7%
Net financial income /expense	-0.4	-0.3	-0.3	-0.3
Associates & Others	0.0	0.0	0.0	0.0
Profit before taxes	1.6	4.3	4.9	5.4
Taxes	-0.7	-1.8	-2.0	-2.2
Minorities & discontinuing ops	-0.0	-0.0	-0.0	-0.0
Net Income	0.9	2.5	2.9	3.2

Source: Company data, UBI Banca estimates

Balance Sheet

(EURm)	2016	2017E	2018E	2019E
Net working capital	-0.7	1.4	-2.7	-3.8
Net Fixed assets	16.6	16.0	15.7	15.8
M/L term funds	-0.6	-0.4	-0.4	-0.3
Capital employed	15.3	17.0	12.7	11.7
Shareholders' equity	13.2	15.6	17.5	19.7
Minorities	0.0	0.0	0.0	0.0
Shareholders' funds	13.2	15.6	17.6	19.7
Net financial debt/(cash)	2.1	1.4	-4.9	-8.0

Source: Company data, UBI Banca estimates

Cash Flow Statement

(EURm)	2016	2017E	2018E	2019E
NFP Beginning of Period	-4.8	2.1	1.4	-4.9
Group Net Profit	0.9	2.5	2.9	3.2
Minorities	0.0	0.0	0.0	0.0
D&A	2.0	3.2	3.4	3.5
Change in Funds & TFR	0.0	0.0	0.0	0.0
Gross Cash Flow	2.9	5.7	6.3	6.7
Change In Working Capital	-1.8	-2.1	4.1	1.2
Other	0.0	0.0	0.0	0.0
Operating Cash Flow	1.1	3.6	10.4	7.8
Net Capex	-9.6	-2.8	-3.2	-3.6
Other Investments	0.0	0.0	0.0	0.0
Free Cash Flow	-8.4	0.9	7.2	4.2
Dividends Paid	-0.5	-0.9	-1.0	-1.1
Other & Chg in Consolid. Area	2.0	0.0	0.0	0.0
Chg in Net Worth & Capital Incr.	0.0	0.8	0.0	0.0
Change in NFP	-6.9	0.7	6.2	3.1
NFP End of Period	2.1	1.4	-4.9	-8.0

Source: Company data, UBI Banca estimates

Financial Ratios

(%)	2016	2017E	2018E	2019E
ROE	7.2%	16.4%	16.7%	16.3%
ROI (pre-tax)	17.4%	27.8%	34.3%	44.9%
Net Fin. Debt/Equity (x)	0.2	0.1	-0.3	-0.4
Net Fin. Debt/EBITDA (x)	0.5	0.2	-0.6	-0.9
Interest Coverage	37.1	0.0	0.0	0.0
NWC/Sales	-2.2%	3.1%	-5.8%	-8.0%
Capex/Sales	30.0%	6.1%	6.8%	7.6%
Pay Out Ratio	98.8%	37.6%	36.6%	35.9%

Source: Company data, UBI Banca estimates

Per Share Data

(EUR)	2016	2017E	2018E	2019E
EPS	0.25	0.66	0.79	0.84
DPS	0.25	0.25	0.28	0.30
Op. CFPS	0.31	0.95	2.70	2.04
Free CFPS	-2.25	0.23	1.88	1.09
BVPS	3.53	4.05	4.57	5.12

Source: Company data, UBI Banca estimates

Stock Market Ratios

(x)	2016	2017E	2018E	2019E
P/E	16.4	8.7	7.6	6.9
P/OpCFPS	13.5	6.1	2.1	2.8
P/BV	1.2	1.4	1.3	1.1
Dividend Yield (%)	6.0%	4.3%	4.8%	5.2%
Free Cash Flow Yield (%)	-54.3%	4.0%	32.3%	18.9%
EV (EURm)	18.0	23.9	17.5	14.4
EV/Sales	0.6	0.5	0.4	0.3
EV/EBITDA	4.4	3.0	2.0	1.6
EV/EBIT	8.8	5.1	3.4	2.6
EV/Capital Employed	1.2	1.4	1.4	1.2

Source: Company data, UBI Banca estimates

Growth Rates

(%)	2016	2017E	2018E	2019E
Growth Group Net Sales	5.2%	41.2%	2.9%	3.5%
Growth EBITDA	18.3%	93.5%	9.6%	5.8%
Growth EBIT	17.2%	127.0%	12.7%	7.7%
Growth Net Profit	4.4%	169.6%	15.2%	9.4%

Source: Company data, UBI Banca estimates

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Historical ratings and target prices

Date	Rating	Target Price (EUR)	Market Price (EUR)
12 October 2015	BUY	6.93	5.10
12 May 2016	BUY	5.39	4.35
28 November 2016	BUY	5.50	4.10
12 January 2017	BUY	7.30	5.50