

Company Update

**Buy (maintained)**

1 October 2018 – 5:30PM

 MARKET PRICE: **EUR0.21**

 TARGET PRICE: **0.31 (from EUR0.41)**
**Entertainment**
**Data**

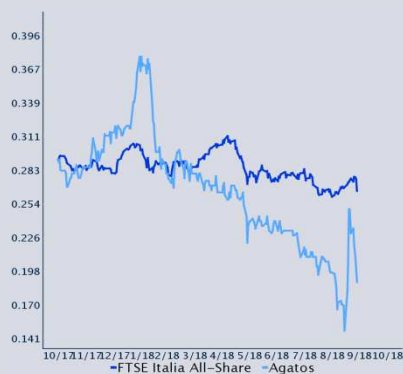
Shares Outstanding (m):	63.51
Market Cap. (EURm):	12.00
Enterprise Value (EURm):	31.60
Free Float (%):	23.9%
Av. Daily Trad. Vol. (m):	0.32
Main Shareholder:	Mr. Rinaldi 40.2%
Reuters/Bloomberg:	AGA.MI AGA.MI
52-Week Range (EUR)	0.36 0.15

Source: Factset, UbiBanca estimates

**Performance**

	1m	3m	12m
Absolute	-6.4%	-21.2%	-37.9%
Rel. to FTSE IT	-6.7%	-18.8%	-32.5%

Source: Factset

**Graph area Absolute/Relative 12 M**


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**Financials**

	2017	2018E	2019E	2020E
Revenues (EURm)	7.23	11.20	17.94	24.55
EBITDA (EURm)	0.62	1.02	1.94	3.41
EBITDA margin (%)	8.6%	9.1%	10.8%	13.9%
EBIT (EURm)	-0.83	-1.29	0.78	2.28
EPS (EUR)	-0.04	-0.04	-0.00	0.02
CFPS (EUR)	0.00	0.00	0.01	0.04
DPS (EUR)	0.00	0.00	0.00	0.00

Source: Company Data, UBI Banca Estimates

## More opportunities than risks

We believe Agatos will be able to surpass the going concern risk stemming from the maturity of its EUR3.7 million convertible bond expiring next 11 October thanks to the extension of the duration for 18 months (while increasing the rate and the conversion ratio) or through combination of a reserved capital increase of up to EUR4 million and the issue a new convertible bond of up to EUR4 million. Our confidence comes from the bright prospects of the company which just presented an aggressive 2019-22 business plan (anticipating EUR18.2 million revenues for next year which should grow to EUR55 million in 2022 with an EBITDA margin reaching 15.3%) and from the cash-in of around EUR6 million coming in part from the ongoing disposal of non-core assets (part of which already signed) that should be completed in 2019. We also highlight that Agatos presented growing production in 1H18 (+69% compared to 1H17) and recently signed an EPC and long-term O&M contract worth in total EUR3.8 million (corresponding to >50% of 2017 revenues), which confirms the appreciation of the company amongst customers. Agatos also announced expected revenues of approximately EUR10 million for this year. As a result, we believe the share was over penalised and confirm our positive stance. We deeply revised our forecasts lowering sales and EBITDA estimates due to the postponement of the conversion of new EPC contracts into revenues reduced our target price to EUR0.31 (from EUR0.41).

- > The new conditions offered to existing 2018 bondholders are attractive (fixed rate from 6% to 7%, conversion ratio from 62 to 500 shares) but even if the bondholders meeting would reject Agatos' proposal, the company should be able to finalize a capital increase (up to EUR4 million, price not disclosed, no pre-emption right) as it already identified qualified investors. Therefore, we do not see a going concern risk for the company but, eventually, the risk of a high dilution for the existing shareholders.
- > The new business plan is challenging given that most of the revenues growth comes from new Biosip projects. In this respect, the rapid construction of the plant of Marcallo (started in August) remains a key issue, as this project could be an excellent reference. Our new estimates are more conservative than the business plan, indicating CAGR in sales of 50% in 2018-20 (vs. >65% in the business plan) and an EBITDA that could rise to EUR3.4 million in 2020 (vs. EUR4.6 million in the business plan).
- > Our new target price of EUR0.31 per share (from EUR0.41) is under the assumption of business continuity and offers >60% upside.

**Ratios**

priced on 28 September 2018

	2017 *	2018E	2019E	2020E
P/E(x)	nm	nm	nm	9.6
P/CF(x)	-20.8	98.2	10.3	4.6
P/BV(x)	1.5	1.1	1.1	1.0
Dividend Yield	0.0%	0.0%	0.0%	0.0%
EV/EBITDA(x)	59.6	31.0	16.2	8.6
Debt/Equity (x)	0.9	1.1	1.1	0.8
Debt/EBITDA (x)	21.6	13.4	6.8	3.2

Source: UBI Banca Estimates \* Based on 2017 average price

## Key Financials

(EURm)	2017	2018E	2019E	2020E
Revenues	7.23	11.20	17.94	24.55
EBITDA	0.62	1.02	1.94	3.41
EBIT	-0.83	-1.29	0.78	2.28
NOPAT	-0.83	-1.29	0.49	1.41
Free Cash Flow	1.08	-0.47	0.46	2.26
Net Capital Employed	27.52	25.70	25.07	24.06
Shareholders' Equity	13.25	11.03	10.69	11.70
Net Financial Position	13.38	13.66	13.20	10.93

Source: Company data, UBI Banca estimates

## Key Profitability Drivers

	2017	2018E	2019E	2020E
Net Debt/Ebitda (x)	21.6	13.4	6.8	3.2
Net Debt/Equity (x)	0.9	1.1	1.1	0.8
Interest Coverage (%)	0.0	0.0	0.0	0.0
Free Cash Flow Yield (%)	5.5%	nm	3.8%	18.9%
ROE (%)	-17.9%	-20.8%	-1.6%	10.7%
ROI pre-tax (%)	-2.6%	-4.2%	2.6%	7.8%
ROCE (%)	-1.6%	-2.6%	1.6%	4.8%

Source: Company data, UBI Banca estimates

## Key Valuation Ratios

	2017 *	2018E	2019E	2020E
P/E (x)	nm	nm	nm	9.6
P/BV (x)	1.5	1.1	1.1	1.0
P/CF (x)	-20.8	98.2	10.3	4.6
Dividend Yield (%)	0.0%	0.0%	0.0%	0.0%
EV/Sales (x)	5.1	2.8	1.7	1.2
EV/EBITDA (x)	59.6	31.0	16.2	8.6
EV/EBIT (x)	nm	nm	39.9	12.8
EV/CE (x)	1.3	1.2	1.2	1.2

Source: Company data, UBI Banca estimates

\* Based on 2017 average price

## Key Value Drivers

(%)	2017	2018E	2019E	2020E
Payout	-0.0%	0.0%	0.0%	0.0%
NWC/Sales	18.0%	34.9%	23.7%	16.8%
Capex/Sales	-29.6%	-6.6%	-2.0%	-2.0%

Source: Company data, UBI Banca estimates

### Recent Developments

- > The next 3 October will be a crucial day for the company: the bondholder general meeting is called to approve the extension of the duration of the convertible bond of EUR3.77 million expiring on 11 October up to April 2020 meanwhile increasing the fixed rate to 7% (from 6%) and the conversion rate (from 62 to 500 shares, thus implying a conversion at EUR0.20 per share vs. EUR1.61 before). If Agatos' proposal is rejected, the EGM is called at the same day to approve a capital increase up to EUR4 million without pre-emption right and with warrants at the same conditions of the outstanding warrants. According to the management, Agatos has already identified qualified investors interested to subscribe this reserved capital increase. Last but not least, the EGM will be called upon to approve the issue of a new convertible bond up to EUR4 million lasting up to 2020 with a fixed interest rate of 7% and a strike price for the conversion of EUR0.20 (in line with the current market price) with the possibility to subscribe the bond through the conferral of the bond expiring October 11. All in all, we believe the company would be able to leverage on these tools to pay back the expiring bond, therefore we do not see a going concern risk for the company. The only risk we see is the potential dilution for existing shareholders which would come from the capital increase (if approved and finalized) that would clearly be dependant for the issue price (undisclosed at the moment).
- > The company also recently presented a 2019-22 business plan: sales should reach EUR18.2 million in 2019 (2.5x 2017 revenues) thanks to the contribution from the Biosip project of Marcallo, the start-up of a new Biosip project abroad and the development of its traditional EPC activity. Sales should further grow in 2020 to EUR32.8 million mostly thanks to new Biosip projects, topping EUR55 million in 2022. EBITDA margin should progressively increase from 8.2% in 2019 (vs. 8.6% in 2017) to 15.3% in 2020 while net result should be positive in 2020 for EUR2 million (after a substantial breakeven in 2019), growing to EUR4.9 million in 2022. Net debt evolution would depend from the ongoing disposal of non-core assets: management expect EUR13.5 million at Dec-18 (assuming the extension of the 2013-18 convertible bond) which should progressively decline to EUR7.6 million in 2022. If we consider the potential disposal of non-core assets (Agatos already signed preliminary contracts but the cash is lagging), net debt should turn into cash at the end of the plan.
- > A key item for realizing the business plan is the disposal of 80% of the SPV controlling the Biosip plant of Marcallo, which started the construction in August. In April Agatos signed two unbinding letters of intent with two operators. However, other players have jointed the race and for the time being, the disposal was not finalised. Management is looking to choose the most serious and advantageous investor among those that are in the final stages of due diligence. The project of Marcallo could be financed through a project financing or through the issue of a dedicated bond. If the disposal does not have a positive conclusion by the end of the year, our sales forecast for 2018 would decline by around EUR5.4 million. In our view, the construction of the Biosip plant of Marcallo is crucial as this first Biosip project will be the reference to get new contracts, particularly abroad.
- > First half of 2018 saw a strong increase of the top line (+68.7%) driven by the start-up phase of the Marcallo Biosip project which contributed with EUR1.37 million to value of production while mini wind farms coming for TE Wind contributed with EUR0.53 million (+4.3%). The sales increase is particularly significant considering that Agatos deconsolidated Windmill and Reia Energy (two companies coming from TE Wind) following their disposal in Dec-17. EBITDA was substantially stable at EUR0.12 million but EBIT was negative for

EUR1.47 million (vs. –EUR0.66 million in 1H17), being penalized by provisions for EUR0.81 million linked to write-downs of non-core assets and devaluation of trade receivables. Consequently, net result was negative for EUR1.82 million (vs. a net loss of EUR1.13 million in 1H17) of which EUR1.59 non cash-relevant. Net debt remained broadly stable in the first half reaching EUR14.04 million at June-18 vs. EUR13.39 million at Dec-17.

- > In 2017, Agatos reported EUR7.2 million revenues, well above our estimates even with a slight decrease compared with 2016 pro-forma, due to the declining results coming from TE Wind. EBITDA was positive for EUR0.6 million (19% above our expectation) with an impressive growth in the second half of the year when EBITDA margin reached 11% (vs. 2.6% in 1H17 and a loss in 2H16).
- > In September the company signed a contract for the turnkey project consisting in the construction and the O&M of a trigeneration plant combining cooling, heat and power generation with a capacity of 1.2MW for a total consideration of EUR3.8 million (52% of 2017 revenues) of which EUR2.2 million for the construction of the plant in the next three years and further EUR1.6 million for O&M services lasting 12 years.
- > In March, Agatos signed two contracts with Enel X for the EPC of photovoltaic plants for the B2B segment (EUR1.6 million) and for the B2C segment (EUR0.14 million), reinforcing its long-lasting relationship with Enel.
- > At the end of January, the company approved a capital increase of up to EUR12.15 million reserved to the conversion of free 2018-21 warrants to existing shareholders (one warrant every two shares with a strike price of EUR0.32 per share in 2019, EUR0.35 in 2020 and EUR0.38 in 2021). Further 2018-21 warrants will be issued for the shareholders that subscribe the upcoming capital increase. Moreover the warrants duration will be extended to June-2023 with a strike price of EUR0.38.
- > In March the Government approved a decree which extend the incentives for bio-methane power plant based on the transformation of OFMSW, or organic fraction of municipal solid waste, and sewage sludge into bio-methane to 2022 (from 2017). A new decree for green incentive is expected next April, but incentives for bio-methane are included in the Government contract signed by Lega and M5S, therefore we do not expect significant changes in the decree of last March.

Figure 1 – 2019-22 business plan

(EURm)	2019E	2020E	2021E	2022E
<b>Revenues</b>	<b>18.20</b>	<b>32.80</b>	<b>44.30</b>	<b>55.00</b>
<b>EBITDA</b>	<b>1.50</b>	<b>4.50</b>	<b>6.50</b>	<b>8.40</b>
<b>% margin</b>	<b>8.2%</b>	<b>13.7%</b>	<b>14.7%</b>	<b>15.3%</b>
D&A costs	-0.70	-0.70	-0.70	-0.60
EBIT	0.80	3.80	5.80	7.80
% margin	4.4%	11.6%	13.1%	14.2%
<b>Net result</b>	<b>-0.20</b>	<b>2.00</b>	<b>3.50</b>	<b>4.90</b>
Net debt (cash)	11.12	10.12	8.22	7.61
Net debt/EBITDA	7.42	2.25	1.26	0.91
Net debt (cash) with assets disposal	7.26	2.12	0.22	-0.39

Source: Company data

Figure 2 – 2017 results

(EURm)	2016A Pro-forma	2017A	% Chg.	2017E UBI	% Chg.
Sales total	7.47	7.23	-3.2%	5.50	31.5%
<b>EBITDA</b>	<b>-0.60</b>	<b>0.62</b>	<b>nm</b>	<b>0.52</b>	<b>19.0%</b>
<b>% margin</b>	<b>-8.1%</b>	<b>8.6%</b>		<b>9.5%</b>	
EBIT	-4.47	-0.83	nm	-1.08	-22.8%
% margin	-59.8%	-11.5%		-19.6%	
Pre tax result	-4.56	-2.5	nm	-1.93	-27.2%
<b>Net result</b>	<b>-5.11</b>	<b>-2.37</b>	<b>nm</b>	<b>-2.19</b>	<b>-34.5%</b>
Net debt (cash)	17.90	13.39	-25.2%	14.84	-9.8%

Source: Company data, UBI Banca estimates

Figure 3 – 1H18 results

(EURm)	1H17A	1H18A	% Chg.
<b>Sales total</b>	<b>2.60</b>	<b>4.39</b>	<b>68.7%</b>
<b>EBITDA</b>	<b>0.11</b>	<b>0.12</b>	<b>6.3%</b>
<b>% margin</b>	<b>4.3%</b>	<b>2.7%</b>	
EBIT	-0.66	-1.47	nm
% margin	-25.5%	-33.4%	
Pre tax result	-1.12	-1.81	nm
<b>Net result</b>	<b>-1.13</b>	<b>-1.82</b>	<b>nm</b>

Source: Company data

Figure 4 – Potential cash in from disposals

Asset	Stake	Value (EURm)	State of the art
PV SPV	10.0%	1.05	Binding offer signed in August
SPV authorized with land	20.0%	1.80	Preliminary offer
Mini wind	100.0%	2.00	Binding offer signed in May
Tax VAT credits		0.31	Refund requested
Old credits		0.50	
<b>Total potential cash-in from disposals</b>		<b>5.66</b>	

Source: Company data

Figure 5 – Gross debt structure at 31 December 2017

(EURm)	Amount at 31/12/17	Maturity	Spread
Unicredit	0.01		floating
Unicredit/Intesa/Bper	0.92		floating
Bper	3.86	31/12/2031	4.35%
Veneto Banca	0.25	2020	4.35%
<b>Total bank debt</b>	<b>5.15</b>		
Bond	0.76	31/07/2020	6.00%
Bond convertible	6.53	31/12/2026	4.75%
Bond convertible	3.76	11/10/2018	6.00%
<b>Total bonds</b>	<b>11.00</b>		
<b>Total gross debt</b>	<b>16.15</b>		

Source: Company data

### Financial Projections

- > Our estimates do not take into account the possible EUR4 million reserved capital increase, as we assume that existing bondholders will extend the duration of the bond expiring on October 3.
- > The Company anticipated revenues of around EUR10 million in 2018, implying an increase of >40% vs. 2017 with a buoyant growth in every activity. Clearly, the final output would depend from the disposal of a majority stake of the SPV that controls the Biosip project of Marcallo. Our new 2018 value of production estimate is somewhat above the company's guidance reflecting the positive trend reported in the first half of the year. We incorporated in our estimates the provisions accounted in the first half (EUR0.81 million) coming to a bottom line negative for EUR2.3 million.
- > We reduced our sales forecasts for 2019 (and added 2020) factoring in the slowdown of the construction for new Biosip projects and taking into account the complexity of financing these kinds of projects on a project financing basis. In detail, our estimates include the realization of Marcallo Biosip plant in the next 18 months and the addition of a second Biosip project from mid 2019. Our sales estimate is broadly in line with the business plan in 2019 but 25% below the business plan for 2020.
- > As for EBITDA, we anticipate an EBITDA of EUR1.9 million in 2019 (vs. EUR1.5 million in the business plan) and EUR3.4 million in 2020 (vs. EUR4.5 million). Net result is expected to remain negative in 2018 while 2019 should see a positive net result. Our net debt estimates include the disposal of 80% of the SPV controlling the Biosip plant of Marcallo but exclude possible disposals of non-core assets and the potential reserved capital increase.

Figure 6 – Old vs. New estimates

(EURm)	2017A	2018E		2019E		2020E
		Old	New	Old	New	New
Total Sales	7.23	16.68	11.20	25.29	17.94	24.55
% change			-32.8%		-29.1%	
<b>EBITDA</b>	<b>0.62</b>	<b>1.96</b>	<b>1.02</b>	<b>3.78</b>	<b>1.94</b>	<b>3.41</b>
% change	<b>20.1%</b>		<b>-48.0%</b>		<b>-48.7%</b>	
EBIT	-0.83	0.60	-1.29	2.38	0.78	2.28
% change	-23.1%		-313.8%		-67.0%	
<b>Net result</b>	<b>-2.37</b>	<b>-0.40</b>	<b>-2.30</b>	<b>1.15</b>	<b>-0.17</b>	<b>1.25</b>
% change	<b>8.4%</b>		<b>nm</b>		<b>nm</b>	
Net Debt/(Cash)	13.39	13.84	13.66	10.61	13.20	10.93
<b>EBIT margin</b>	<b>-11.5%</b>	<b>3.6%</b>	<b>-11.5%</b>	<b>9.4%</b>	<b>4.4%</b>	<b>9.3%</b>
<b>EBITDA margin</b>	<b>8.6%</b>	<b>11.8%</b>	<b>9.1%</b>	<b>14.9%</b>	<b>10.8%</b>	<b>13.9%</b>

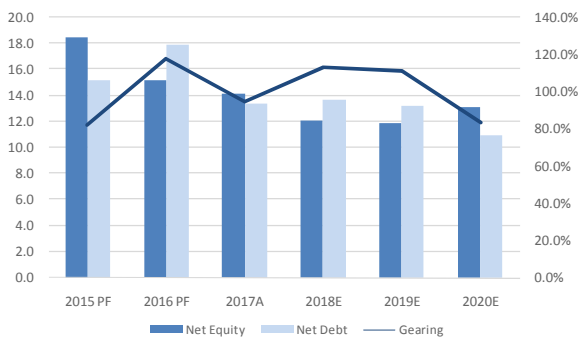
Source: Company data, UBI Banca estimates

Figure 7 - Revenues trends by division

(EURm)	2018E	2019E	2020E
EPC fotovoltaic	1.10	1.12	1.14
EPC other renewables	0.11	0.11	0.12
EPC energy efficiency (cogeneration)	1.73	1.87	2.20
EPC bio-methane	5.40	11.50	17.20
<b>TOTAL EPC</b>	<b>8.34</b>	<b>14.60</b>	<b>20.67</b>
O&M and Asset Management	1.40	1.75	2.19
R&D contributions	0.38	0.46	0.55
TE Wind activities	1.08	1.12	1.15
<b>Agatos Consolidated</b>	<b>11.20</b>	<b>17.94</b>	<b>24.55</b>
<b>Sales growth %</b>	<b>54.9%</b>	<b>60.1%</b>	<b>36.9%</b>

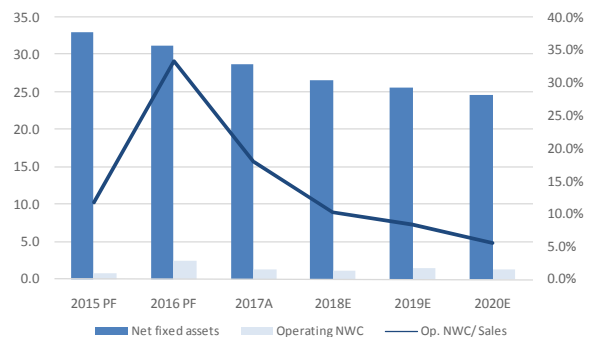
Source: UBI Banca estimates

Figure 8 – Financial structure (EURm)



Source: Company data, UBI Banca estimates

Figure 9 – Net fixed assets and operating NWC (EURm)



Source: Company data, UBI Banca estimates

### Valuation

- > Given the revisions to our forecasts, our target price, which is under the assumption of business continuity, has decreased to EUR0.31 per share (from EUR0.41). This is based on a DCF analysis, after application of a 30% liquidity discount for the listing on the AIM market and the modest liquidity of the shares. We have not performed a relative valuation as Agatos' main peers (Energy Lab, Enertronica and TerniEnergia) do not present reliable and/or updated estimates with the sole exception of TerniEnergia. At our target price, Agatos trades at 22.5x EV/EBITDA in 2019 and 12.2x in 2020.
- > Agatos' current market capitalization (EUR12 million) is well below its net invested capital (EUR30.9 million at June-18), which implies that Agatos may not be able to create value in the future. We believe this scenario is unlikely, given the potential development of Biosip projects and the profitability improvement expected in future.

Figure 10 – DCF Valuation

We used a risk-free rate of 2.5%, which is our long-term assumption for the interest rate on Italian bonds, a market risk premium of 4.5% and a leveraged beta of 0.99 (0.58 unleveraged), based on the average of the Utility (0.58) and Green and renewable (0.58) industries in Western Europe (source: Damodaran Jan-18) obtaining a WACC of 5.9%. Our DCF valuation implies an EV/EBITDA of 9.7x at terminal value.

	Valuation (EUR m)	% Weight	Per share (EUR)
Sum of PV 2018-26 FCF	14.97	33%	0.24
Terminal value	30.38	67%	0.48
<b>Total Enterprise value</b>	<b>45.36</b>	<b>100%</b>	<b>0.71</b>
- minorities	(0.89)		(0.01)
- Pension provision	(2.60)		(0.04)
- Net cash (debt)	(13.39)		(0.21)
<b>Total Equity value</b>	<b>28.48</b>		<b>0.45</b>
Number of shares outstanding (m)	63.51		
<b>Fair value per share (EUR)</b>	<b>0.45</b>		
<b>Discont (30%)</b>	<b>(0.13)</b>		
<b>Target price</b>	<b>0.31</b>		

Source: UBI Banca estimates

Figure 11 – Implicit multiples based on our EUR0.31 target price

(x)	2018E	2019E	2020E
P/E	nm	nm	15.7 x
EV/EBITDA	42.0 x	22.5 x	12.2 x
EV/EBIT	0.0 x	55.6 x	18.2 x
EV/Sales	3.83 x	2.43 x	1.70 x
P/BV	1.8 x	1.8 x	1.7 x
EV/ Capital employed	1.5 x	1.5 x	1.5 x

Source: UBI Banca estimates



Income Statement				
(EURm)	2017	2018E	2019E	2020E
Value of production	7.23	11.20	17.94	24.55
EBITDA	0.62	1.02	1.94	3.41
EBITDA margin	8.6%	9.1%	10.8%	13.9%
EBIT	-0.83	-1.29	0.78	2.28
EBIT margin	-11.5%	-11.5%	4.4%	9.3%
Net financial income /expense	-0.57	-0.70	-0.77	-0.62
Associates & Others	-0.94	0.00	0.00	0.00
Profit before taxes	-2.34	-1.99	0.01	1.66
Taxes	-0.05	-0.20	-0.00	-0.17
Minorities & discontinuing ops	0.02	-0.11	-0.18	-0.25
Net Income	-2.37	-2.30	-0.17	1.25

Source: Company data, UBI Banca estimates

Balance Sheet				
(EURm)	2017	2018E	2019E	2020E
Net working capital	1.30	3.91	4.26	4.13
Net Fixed assets	28.83	26.64	25.59	24.71
M/L term funds	-2.60	-4.85	-4.77	-4.78
Capital employed	27.52	25.70	25.07	24.06
Shareholders' equity	13.25	11.03	10.69	11.70
Minorities	0.89	1.01	1.18	1.43
Shareholders' funds	14.14	12.04	11.87	13.13
Net financial debt/(cash)	13.38	13.66	13.20	10.93

Source: Company data, UBI Banca estimates

Cash Flow Statement				
(EURm)	2017	2018E	2019E	2020E
NFP Beginning of Period	17.90	13.38	13.66	13.20
Group Net Profit	-2.37	-2.30	-0.17	1.25
Minorities	-0.02	0.11	0.18	0.25
D&A	1.45	2.31	1.15	1.13
Change in Funds & TFR	0.00	0.00	0.00	0.00
Gross Cash Flow	-0.94	0.12	1.17	2.63
Change In Working Capital	1.20	0.14	-0.35	0.13
Other	0.00	0.00	0.00	0.00
Operating Cash Flow	0.26	0.26	0.82	2.75
Net Capex	-5.11	-0.73	-0.36	-0.49
Other Investments	0.00	0.00	0.00	0.00
Free Cash Flow	1.08	-0.47	0.46	2.26
Dividends Paid	0.00	0.00	0.00	0.00
Other & Chg in Consolid. Area	2.57	0.00	0.00	0.00
Chg in Net Worth & Capital Incr.	0.86	0.20	0.00	0.00
Change in NFP	4.51	-0.27	0.46	2.26
NFP End of Period	13.39	13.66	13.20	10.93

Source: Company data, UBI Banca estimates

Financial Ratios				
(%)	2017	2018E	2019E	2020E
ROE	-17.9%	-20.8%	-1.6%	10.7%
ROI	-2.6%	-4.2%	2.6%	7.8%
Net Fin. Debt/Equity (x)	0.9	1.1	1.1	0.8
Net Fin. Debt/EBITDA (x)	21.6	13.4	6.8	3.2
Interest Coverage	0.0	0.0	0.0	0.0
NWC/Sales	18.0%	34.9%	23.7%	16.8%
Capex/Sales	-29.6%	-6.6%	-2.0%	-2.0%
Pay Out Ratio	0.0%	0.0%	0.0%	0.0%

Source: Company data, UBI Banca estimates

Per Share Data				
(EUR)	2017	2018E	2019E	2020E
EPS	-0.04	-0.04	-0.00	0.02
DPS	0.00	0.00	0.00	0.00
Op. CFPS	0.00	0.00	0.01	0.04
Free CFPS	0.02	-0.01	0.01	0.04
BVPS	0.23	0.17	0.17	0.18

Source: Company data, UBI Banca estimates

Stock Market Ratios				
(x)	2017 *	2018E	2019E	2020E
P/E	nm	nm	nm	9.6
P/OpCFPS	76.5	46.1	14.7	4.4
P/BV	1.5	1.1	1.1	1.0
Dividend Yield (%)	0.0%	0.0%	0.0%	0.0%
Free Cash Flow Yield (%)	5.5%	nm	3.8%	18.9%
EV (EURm)	36.90	31.60	31.31	29.19
EV/Sales	5.1	2.8	1.7	1.2
EV/EBITDA	59.6	31.0	16.2	8.6
EV/EBIT	nm	nm	39.9	12.8
EV/Capital Employed	1.3	1.2	1.2	1.2

Source: Company data, UBI Banca estimates

\* Based on 2017 average price

Growth Rates				
(%)	2017	2018E	2019E	2020E
Growth Group Net Sales	-3.2%	54.9%	60.1%	36.9%
Growth EBITDA	nm	65.0%	89.8%	76.0%
Growth EBIT	nm	nm	nm	190.6%
Growth Net Profit	nm	nm	nm	nm

Source: Company data, UBI Banca estimates

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