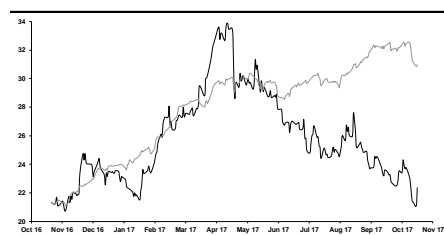


Flash Note

Buy			
from Neutral			
Share price: EUR	22.35		
closing price as of 14/11/2017			
Target price: EUR	28.00		
Target Price unchanged			
Upside/Downside Potential	25.3%		
Reuters/Bloomberg ELEN.MI/ELN IM			
Market capitalisation (EURm)	431		
Current N° of shares (m)	19		
Free float	64%		
Daily avg. no. trad. sh. 12 mth	66		
Daily avg. trad. vol. 12 mth (m)	5,251.15		
Price high/low 12 months	20.72 / 33.88		
Abs Perfs 1/3/12 mths (%)	-5.30/-11.06/6.43		
Key financials (EUR)	12/16	12/17e	12/18e
Sales (m)	259	309	334
EBITDA (m)	32	38	44
EBITDA margin	12.5%	12.2%	13.1%
EBIT (m)	28	32	37
EBIT margin	10.6%	10.2%	11.2%
Net Profit (adj.)(m)	18	15	22
ROCE	23.0%	21.3%	23.3%
Net debt/(cash) (m)	(83)	(81)	(90)
Net Debt Equity	-0.4	-0.4	-0.4
Net Debt/EBITDA	-2.6	-2.2	-2.1
Int. cover(EBITDA/Fin.int)	(376.6)	high	high
EV/Sales	1.6	1.5	1.3
EV/EBITDA	12.7	12.0	10.1
EV/EBITDA (adj.)	12.7	12.0	10.1
EV/EBIT	14.9	14.3	11.9
P/E (adj.)	25.3	28.1	19.6
P/BV	2.5	2.3	2.1
OpFCF yield	9.6%	2.9%	4.4%
Dividend yield	1.3%	1.8%	1.8%
EPS (adj.)	0.93	0.80	1.14
BVPS	9.41	9.80	10.54
DPS	0.30	0.40	0.40

Shareholders

Cangioli Andrea 15%; Pecci Alberto 11%; Clementi Gabriele 10%;



Analyst(s)

Andrea Bonfà
andrea.bonfa@bancaakros.it
+39 02 4344 4269

Reason: Rating Change

15 November 2017

Q3 17 much better than expected. '17e guidance upgraded

We are upgrading our rating on ELEN to reflect the much better than expected Q3'17 results (see table next page) and the upgrade of 2017e guidance from the company. All in all we are increasing our 2017e/2018e EPS by 5%/23% (see table below). These are preliminary new forecasts ahead of today's cc. Currently the shares are trading at 15x 2018e prospective earnings (see stub value table next page) net of the cash components for some Eur 100m. In our opinion and taking into account past M&A transactions, current earnings momentum, long term growth prospects and derating from recent peaks, a preliminary PT based on 20x 2018e earnings before cash components is fair. After the cc we might be more precise on what is in our view a more appropriate valuation. Rating from HOLD to Buy and EUR28 PT confirmed.

Q3'17 results were much better than expected with industrial reporting another outstanding quarter still driven by strong growth in China continuing the H117 trends (+51%), while medical top line expansion accelerated after a modest H117 (+3%). Moreover profitability was much better than expected with operational leverage kicking in reporting an EBITDA growth of +50% in the quarter. This was helped by a gross margin decline of just 110bp (to 41.6% from 42.7% in Q3'16) lower than in H1'17 (260bp to 41.7% from 44.3% in H1'16). In our opinion this suggests that Industrial profitability thanks to the growth in volumes is closing at some extent the gap with aesthetic/medical. On the back of the 9M'17 results the company upgraded its full year guidance to sales of EUR 300m (+19% implied) and EBIT margin above 10% (Akros +15%) from above 10% and flat absolute EBIT respectively.

DIVISIONS (Eurm)	2015a	2016a	%Ch.	2017e	%Ch.	'17e Old	%Ch.	2018E	%Ch.	18e Old	%Ch.
Industrial Systems	70.6	86.6	22.7%	126.5	46.0%	109.1	26.0%	139.1	10.0%	114.6	5.0%
% total	32%	34%		42%		39%		43%		39%	
Medical Laser	147.1	166.0	12.9%	174.3	5.0%	171.0	3.0%	186.5	7.0%	179.6	5.0%
% total	68%	66%		58%		61%		57%		61%	
Total	217.7	252.6	16.1%	300.8	19.1%	280.1	10.9%	325.6	8.3%	294.2	5.0%

	2015A	2016A	%Ch.	2017E	%Ch.	2017E	%Ch.	2018E	%Ch.	2018E	%Ch.
Sales	217.7	252.6	16%	300.8	19.1%	280.1	10.9%	325.6	8%	294.2	5%
Gross margin	96.3	110.5	15%	126.2	14.2%	118.7	7.4%	136.2	8%	124.6	5%
% sales	44.3%	43.7%		42.0%		42.4%		41.8%		42.4%	
Other op. costs	(28.5)	(32.0)	12%	(35.6)	11.0%	(35.5)	10.9%	(36.6)	3%	(36.2)	2%
Added value	67.8	78.5	16%	90.6	15.5%	83.2	6.0%	99.6	10%	88.4	6%
% sales	31.2%	31.1%		30.1%		29.7%		30.6%		30.0%	
Labour costs	(42.1)	(46.1)	9%	(53.0)	15.0%	(51.1)	10.9%	(55.7)	5%	(53.3)	4%
EBITDA	25.7	32.4	26%	37.6	16.1%	32.1	-0.9%	43.9	17%	35.1	9%
EBITDA Margin	11.8%	12.8%		12.5%		11.5%		13.5%		11.9%	
D&A	(4.2)	(4.8)	15%	(6.0)	25.2%	(5.1)	6.0%	(6.6)	10%	(5.3)	4%
EBIT	21.5	27.6	28%	31.6	14.5%	27.0	-2.1%	37.3	18%	29.8	10%
EBIT margin	9.9%	10.9%		10.5%		9.6%		11.5%		10.1%	
Forex	1.6	1.8		(4.0)		(2.0)		0.0		0.0	
Associates	0.3	0.2		0.2		0.2		0.2		0.2	
Net Fin. Inc./(costs)	(0.3)	0.1		0.0		0.0		0.0		0.0	
Extraordinary items	0.0	23.0		0.0		0.0		0.0		0.0	
Pre-tax profit	23.1	52.7	128%	27.8	-47%	25.2	-52.2%	37.5	35%	30.0	19%
Taxes	(7.1)	(9.7)	38%	(7.2)	-26%	(6.8)	-30.0%	(9.8)	35%	(8.1)	19%
Tax rate	30.6%	18.5%		26.0%		27.0%		26.0%		27.0%	
Minorities	(1.7)	(2.6)	54%	(5.2)	101%	(3.8)	46.9%	(5.7)	10%	(4.0)	5%
Net profit	14.4	40.4	181%	15.4	-62%	14.6	-63.9%	22.0	43%	17.9	23%
EPS	0.75	0.93		0.80		0.76		1.15		0.93	
% Diff.				5%		23%					
Net Debt/(Cash)	(29.8)	(82.8)		(81)		(77.9)		(90)		(82)	

Source: Company Data, Banca Akros forecasts;

ELEN 2018e Stub Value (EURm)

	Sales	Recur. EBITDA	EBITDA margin	EBIT	EBIT margin	Net Pr. Adj.	EV/ Sales	EV/ EBITDA	EV/ EBIT	Implied PE net of cash assets	Mkt Cap.	Comments
Group	326	43.9	13.5%	37.3	11.5%	22.0	1.32x	9.8x	11.6x	14.9x	431	
Net Cash/(Debt)											-90	2018e
Peripheral assets											-12	Off balance sheet
Group's equity value											329	

Source: Company Data, Banca Akros forecasts

ELEN 2018e SOP (EURm)

	Sales	Recur. EBITDA	EBITDA margin	EBIT	EBIT margin	Net Pr. Adj.	Implied EV/ Sales	Implied EV/ EBITDA	Implied EV/ EBIT	Target PE Exc. Cash	Mkt Cap Target	Comments
Group	326	43.9	13.5%	37.3	11.5%	22.0	1.6x	12.1x	14.2x	20.0x	441	
Net Cash/(Debt)											90	2018e
Peripheral assets											12	Off balance sheet
Target Mkt Cap Inc. Cash Assets											543	
Ord. Share PT											28.2	
Price											22.35	
Upside/(Downside)											26%	
Net Cash/(Debt)											-90	2018e
Peripheral Debt											-12	Off balance sheet
Group's retirement provisions											3	2016
Minorities											86	2018e 15x PE
Implied EV											530	

Source: Company Data, Banca Akros forecasts.

ELEN: P&L and NFP quarterly results

DIVISION (Eurm)	Q3 '16a	Q3 '17a	%Ch.	Q3 '17e	%Ch.	9M16a	9M17a	%Ch.	9M17e	%Ch.
Industrial Systems	22.3	34.5	55%	31.1	40%	61.9	94.4	52%	91.0	47%
% total		38%	46%		45%		34%	43%		43%
Estetic	17.8	21.8	22%	20.5	15%	57.4	70.2	22%	68.9	20%
CO2, Surgical	7.3	9.7	34%	6.8	-7%	26.3	24.0	-9%	21.1	-20%
Physiotherapy	1.9	2.1	13%	2.2	17%	5.9	6.9	17%	7.0	18%
Dental+Others	0.1	0.1	4%	0.1	-27%	0.5	0.4	-18%	0.4	-26%
Service	10.0	7.3	-27%	8.9	-11%	27.4	22.4	-18%	24.0	-12%
Medical Laser	37.1	41.1	11%	38.5	4%	117.6	124.0	5%	121.4	3%
% total		62%	54%		55%		66%	57%		57%
Total	59.4	75.5	27%	69.6	17%	179.6	218.4	22%	212.5	18%

Eurm	Q3 '16a	Q3 '17a	%Ch.	Q3 '17e	%Ch.	9M16a	9M17a	%Ch.	9M17e	%Ch.
Sales	59.4	75.5	27%	69.6	17%	179.6	218.4	22%	212.5	18%
Gross margin	25.4	31.4	24%	28.4	12%	78.6	90.9	16%	88.0	12%
% sales	42.7%	41.6%		40.9%		43.8%	41.6%		41.4%	
Other op. costs	(7.4)	(7.9)	6%	(8.3)	12%	(22.9)	(25.9)	13%	(26.3)	15%
Added value	17.9	23.5	31%	20.1	12%	55.7	65.0	17%	61.6	11%
% sales	30.2%	31.1%		28.9%		31.0%	29.8%		29.0%	
Labour costs	(10.5)	(12.4)	18%	(11.9)	13%	(32.8)	(38.5)	17%	(38.0)	16%
EBITDA	7.4	11.1	50%	8.2	11%	23.0	26.5	16%	23.6	3%
EBITDA Margin	12.5%	14.7%		11.8%		12.8%	12.2%		11.1%	
D&A	(1.2)	(2.1)	78%	(1.4)	19%	(3.2)	(4.4)	37%	(3.7)	16%
EBIT	6.2	9.0	45%	6.8	9%	19.8	22.2	12%	19.9	1%
EBIT margin	10.5%	12.0%		9.8%		11.0%	10.1%		9.4%	
Forex	(0.0)	(0.8)		(0.8)		(0.5)	(3.0)		(3.0)	
Extraordinary items	0.0	0.0		0.0		23.0	0.0		0.0	
Pre-tax profit	6.0	8.2	36%	6.0	-1%	42.0	19.1	-55%	16.9	-60%
Net Debt/(Cash)	(72.2)	(75.7)		(69.0)		(72.2)	(75.7)		(69.0)	

Source: Company Data, Banca Akros forecasts

El.En. : Summary tables

PROFIT & LOSS (EURm)	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Sales	185	222	259	309	334	351
Cost of Sales & Operating Costs	-168	-196	-227	-271	-290	-304
Non Recurrent Expenses/Income	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	18.0	25.7	32.4	37.6	43.9	46.7
EBITDA (adj.)*	18.0	25.7	32.4	37.6	43.9	46.7
Depreciation	-4.1	-4.2	-4.8	-6.0	-6.6	-6.9
EBITA	13.8	21.5	27.6	31.6	37.3	39.8
EBITA (adj)*	13.8	21.5	27.6	31.6	37.3	39.8
Amortisations and Write Downs	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	13.8	21.5	27.6	31.6	37.3	39.8
EBIT (adj.)*	13.8	21.5	27.6	31.6	37.3	39.8
Net Financial Interest	1.6	-0.2	0.1	0.0	0.0	0.0
Other Financials	3.0	1.5	1.8	-4.0	0.0	0.0
Associates	0.0	0.3	0.2	0.2	0.2	0.2
Other Non Recurrent Items	5.9	0.0	23.0	0.0	0.0	0.0
Earnings Before Tax (EBT)	24.4	23.1	52.7	27.8	37.5	40.0
Tax	-6.4	-7.1	-9.7	-7.2	-9.8	-10.4
<i>Tax rate</i>	<i>26.3%</i>	<i>30.5%</i>	<i>18.4%</i>	<i>26.0%</i>	<i>26.0%</i>	<i>26.0%</i>
Discontinued Operations	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	-1.5	-1.7	-2.6	-5.2	-5.7	-6.0
Net Profit (reported)	16.5	14.4	40.4	15.4	22.0	23.6
Net Profit (adj.)	11.4	14.4	17.9	15.4	22.0	23.6
CASH FLOW (EURm)	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Cash Flow from Operations before change in NWC	19.1	18.7	45.9	30.6	34.4	36.5
Change in Net Working Capital	-1.1	-10.3	5.8	-10.2	-7.4	-4.9
Cash Flow from Operations	18.0	8.4	51.7	20.4	26.9	31.6
Capex	-8.0	-8.6	-8.0	-8.0	-8.0	-6.0
Net Financial Investments	16.2	-10.4	16.7	0.0	0.0	0.0
Free Cash Flow	26.1	-10.6	60.4	12.4	18.9	25.6
Dividends	-2.9	-5.4	-5.8	-7.7	-7.7	-7.7
Other (incl. Capital Increase & share buy backs)	-0.9	-3.1	-3.6	-2.8	-2.2	-2.2
Change in Net Debt	22.3	-19.1	51.0	1.8	9.0	15.7
NOPLAT	10.2	14.9	22.5	23.4	27.6	29.5
BALANCE SHEET & OTHER ITEMS (EURm)	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Net Tangible Assets	26.9	32.6	39.6	41.6	43.0	42.2
Net Intangible Assets (incl. Goodwill)	3.6	3.9	3.9	3.9	3.9	3.9
Net Financial Assets & Other	31.2	61.3	21.2	21.2	21.2	21.2
Total Fixed Assets	61.8	97.8	64.7	66.7	68.1	67.3
Inventories	50.5	58.1	62.1	69.0	74.7	78.4
Trade receivables	47.9	61.3	62.4	74.3	80.5	84.5
Other current assets	14.3	14.9	13.6	13.6	13.6	13.6
Cash (-)	-74.5	-49.2	-97.8	-96.1	-104	-118
Total Current Assets	187	183	236	253	273	295
Total Assets	249	281	301	320	341	362
Shareholders Equity	143	170	182	189	204	219
Minority	7.6	9.1	11.2	13.8	17.5	21.5
Total Equity	151	180	193	203	221	241
Long term interest bearing debt	5.9	5.0	4.3	4.4	4.1	3.5
Provisions	3.7	3.4	3.9	3.9	3.9	3.9
Other long term liabilities	4.2	4.5	5.1	5.1	5.1	5.1
Total Long Term Liabilities	13.8	12.9	13.3	13.4	13.0	12.5
Short term interest bearing debt	21.5	14.4	10.6	10.8	9.9	8.6
Trade payables	35.3	42.1	44.7	53.2	57.6	60.5
Other current liabilities	28.0	32.3	39.4	39.4	39.4	39.4
Total Current Liabilities	84.7	88.8	94.7	103	107	108
Total Liabilities and Shareholders' Equity	249	281	301	320	341	362
Net Capital Employed	111	158	119	131	140	144
Net Working Capital	49.5	59.9	54.1	64.3	71.8	76.7
GROWTH & MARGINS	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
<i>Sales growth</i>	<i>15.2%</i>	<i>19.4%</i>	<i>17.0%</i>	<i>19.1%</i>	<i>8.3%</i>	<i>5.0%</i>
EBITDA (adj.)* growth	30.8%	43.0%	26.2%	16.1%	16.8%	6.3%
<i>EBITA (adj.)* growth</i>	<i>44.4%</i>	<i>55.7%</i>	<i>28.3%</i>	<i>14.5%</i>	<i>18.1%</i>	<i>6.7%</i>
<i>EBIT (adj.)* growth</i>	<i>44.4%</i>	<i>55.7%</i>	<i>28.3%</i>	<i>14.5%</i>	<i>18.1%</i>	<i>6.7%</i>

El.En. : Summary tables

GROWTH & MARGINS	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Net Profit growth	150.5%	26.1%	24.5%	-14.0%	43.4%	7.1%
EPS adj. growth	150.5%	26.1%	24.5%	-14.0%	43.4%	7.1%
DPS adj. growth	-24.1%	82.8%	7.4%	33.3%	0.0%	0.0%
EBITDA (adj)* margin	9.7%	11.6%	12.5%	12.2%	13.1%	13.3%
EBITA (adj)* margin	7.4%	9.7%	10.6%	10.2%	11.2%	11.3%
EBIT (adj)* margin	7.4%	9.7%	10.6%	10.2%	11.2%	11.3%
RATIOS	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Net Debt/Equity	-0.3	-0.2	-0.4	-0.4	-0.4	-0.4
Net Debt/EBITDA	-2.6	-1.2	-2.6	-2.2	-2.1	-2.3
Interest cover (EBITDA/Fin.interest)	n.m.	n.m.	n.m.	high	high	high
Capex/D&A	193.3%	205.6%	166.9%	133.3%	121.2%	87.4%
Capex/Sales	4.3%	3.9%	3.1%	2.6%	2.4%	1.7%
NWC/Sales	26.7%	27.0%	20.9%	20.8%	21.5%	21.8%
ROE (average)	8.4%	9.2%	10.2%	8.3%	11.2%	11.2%
ROCE (adj.)	12.7%	15.5%	23.0%	21.3%	23.3%	24.0%
WACC	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%
ROCE (adj.)/WACC	1.5	1.8	2.7	2.5	2.7	2.8
PER SHARE DATA (EUR)***	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Average diluted number of shares	19.3	19.3	19.3	19.3	19.3	19.3
EPS (reported)	0.85	0.75	2.09	0.80	1.14	1.22
EPS (adj.)	0.59	0.74	0.93	0.80	1.14	1.22
BVPS	7.41	8.83	9.41	9.80	10.54	11.37
DPS	0.15	0.28	0.30	0.40	0.40	0.40
VALUATION	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
EV/Sales	0.6	1.1	1.6	1.5	1.3	1.2
EV/EBITDA	6.6	9.5	12.7	12.0	10.1	9.2
EV/EBITDA (adj.)*	6.6	9.5	12.7	12.0	10.1	9.2
EV/EBITA	8.6	11.3	14.9	14.3	11.9	10.7
EV/EBITA (adj.)*	8.6	11.3	14.9	14.3	11.9	10.7
EV/EBIT	8.6	11.3	14.9	14.3	11.9	10.7
EV/EBIT (adj.)*	8.6	11.3	14.9	14.3	11.9	10.7
P/E (adj.)	11.2	13.5	25.3	28.1	19.6	18.3
P/BV	0.9	1.1	2.5	2.3	2.1	2.0
Total Yield Ratio	4.2%	3.0%	1.8%	1.8%	1.8%	
EV/CE	1.5	2.5	4.2	4.1	3.7	3.5
OpFCF yield	7.8%	-0.1%	9.6%	2.9%	4.4%	5.9%
OpFCF/EV	8.5%	-0.1%	10.6%	2.7%	4.3%	6.0%
Payout ratio	17.9%	37.5%	14.3%	50.2%	35.0%	32.7%
Dividend yield (gross)	2.3%	2.8%	1.3%	1.8%	1.8%	1.8%
EV AND MKT CAP (EURm)	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Price** (EUR)	6.63	10.05	23.47	22.35	22.35	22.35
Outstanding number of shares for main stock	19.3	19.3	19.3	19.3	19.3	19.3
Total Market Cap	128	194	453	431	431	431
Net Debt	-47	-30	-83	-81	-90	-106
<i>o/w Cash & Marketable Securities (-)</i>	<i>-75</i>	<i>-49</i>	<i>-98</i>	<i>-96</i>	<i>-104</i>	<i>-118</i>
<i>o/w Gross Debt (+)</i>	<i>27</i>	<i>19</i>	<i>15</i>	<i>15</i>	<i>14</i>	<i>12</i>
Other EV components	37	79	41	102	102	102
Enterprise Value (EV adj.)	118	243	411	452	443	427

Source: Company, Banca Akros estimates.

Notes

* Where EBITDA (adj.) or EBITA (adj.) = EBITDA (or EBITA) -/+ Non Recurrent Expenses/Income and where EBIT (adj.) = EBIT -/+ Non Recurrent Expenses/Income - PPA amortisation

**Price (in local currency): Fiscal year end price for Historical Years and Current Price for current and forecasted years

Sector: Healthcare/Healthcare

Company Description: ElEn (Electronic Engineering) controls a group of companies operating in the field of manufacturing research and development distribution and sales of laser systems. The Group – market leader in Italy and among the top operators in Europe – conducts its activities in two major sectors that of laser system for medicine and aesthetics and that of laser system for industrial uses. The Medical laser equipment (66% of FY 2016 sales) are employed in area concerned with general well-being and a healthy body in fields such as dermatology cosmetics physiotherapy dentistry and gynecology. The Industrial laser system (34% of FY 2016 sales) are used for cutting marking and welding metals wood plastic and glass to decorating leather and textiles and restoring/conserving artwork

Il presente documento è stato redatto da Andrea Bonfà che svolge funzioni di analista presso Banca Akros SpA ("Banca Akros"), soggetto responsabile della produzione del documento stesso.

Banca Akros è una banca autorizzata anche alla prestazione di servizi di investimento appartenente al Gruppo Banco BPM (il "Gruppo"), ed è soggetta all'attività di direzione e coordinamento di Banco BPM (la "Capogruppo"). La banca è iscritta all'albo delle Banche al n. 5328 ed è soggetta alla regolamentazione e alla vigilanza di Banca d'Italia e Consob. La banca ha prodotto il presente documento solo per i propri clienti professionali ai sensi della Direttiva 2004/39/CE e dell'Allegato 3 del Regolamento Intermediari Consob.

Esso è stato distribuito il giorno 15 novembre 2017.

Banca Akros, ai sensi degli artt. 69 quater e quinquies del Regolamento Consob in materia di Emittenti ("comunicazione al pubblico di interessi e di conflitti di interessi"), dichiara di avere un proprio specifico interesse riguardo all'emittente, agli strumenti finanziari e alle operazioni oggetto del documento, in quanto Banca Aletti (Gruppo Banco BPM) è **specialista del titolo EI.En., quotato sul segmento STAR.**

L'analista di Banca Akros Andrea Bonfà, che ha redatto il presente documento, ha maturato una significativa esperienza presso Banca Akros e altri intermediari. L'analista e i suoi familiari non detengono Strumenti Finanziari emessi dagli Emittenti oggetto di analisi, né svolgono ruoli di amministrazione, direzione o consulenza per gli Emittenti, né l'analista riceve bonus, stipendi o altre forme di retribuzione correlate, direttamente o indirettamente, al successo di operazioni di investment banking.

Banca Akros, nell'ultimo anno, ha pubblicato sulla società oggetto di analisi uno/tre studi in data 29 settembre, 9 ottobre e 14 novembre 2017.

La Banca rende disponibili ulteriori informazioni, ai sensi delle disposizioni Consob di attuazione dell'art. 114, comma 8 del D.Lgs 58/98 (TUF) ed in particolare ai sensi dell'art. 69 quinquies, comma 2, del Regolamento Emittenti, presso il proprio sito internet, si veda:

<http://www.bancaakros.it/menu-informativa/analisi-finanziaria-e-market-abuse.aspx>.

Le informazioni e le opinioni contenute in questo documento si basano su fonti ritenute attendibili. La provenienza di dette informazioni e il fatto che si tratti di informazioni già rese note al pubblico è stata oggetto di ogni ragionevole verifica da parte di Banca Akros. Banca Akros tuttavia, nonostante le suddette verifiche, non può garantire in alcun modo né potrà in nessun caso essere ritenuta responsabile qualora le informazioni alla stessa fornite, riprodotte nel presente documento, ovvero sulla base delle quali è stato redatto il presente documento, si rivelino non accurate, complete, veritiere ovvero corrette.

Il documento è fornito a solo scopo informativo; esso non costituisce proposta contrattuale, offerta o sollecitazione all'acquisto e/o alla vendita di strumenti finanziari o, in genere, all'investimento, né costituisce consulenza in materia di investimenti. Banca Akros non fornisce alcuna garanzia di raggiungimento di qualunque previsione e/o stima contenuto nel documento stesso. Inoltre Banca Akros non assume alcuna responsabilità in merito a qualsivoglia conseguenza e/o danno derivante dall'utilizzo del presente documento e/o delle informazioni in esso contenute. Le informazioni o le opinioni ivi contenute possono variare senza alcun conseguente obbligo di comunicazione in capo a Banca Akros, fermi restando eventuali obblighi di legge o regolamentari.

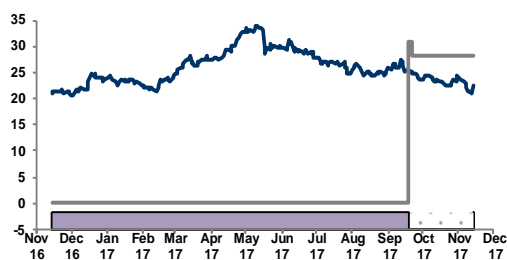
E' vietata la riproduzione e/o la redistribuzione, in tutto o in parte, direttamente o indirettamente, del presente documento, non espressamente autorizzata.

Recommendation history for EI.En.

Date	Recommendation	Target price	Price at change date
14-Nov-17	Buy	28.00	22.35
19-Sep-17	Neutral	31.00	25.55

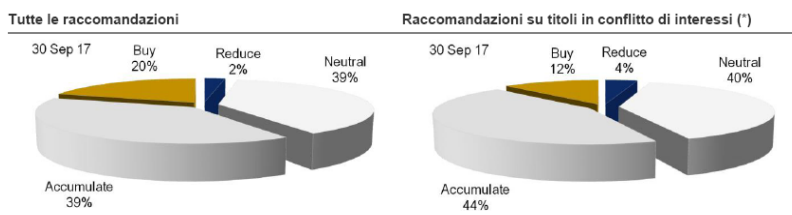
Source: Factset & ESN, price data adjusted for stock splits.

This chart shows Banca Akros continuing coverage of this stock; the current analyst may or may not have covered it over the entire period. Current analyst: Andrea Bonfà (since 18/09/2017)



Price history Target price history
 Buy Accumulat Neut Reduce Sell Not rated

Percentuale delle raccomandazioni al 30 settembre 2017



(*) Si informa che la percentuale degli emittenti in potenziale conflitto di interessi con Banca Akros è pari al 22% del totale degli emittenti oggetto di copertura

ESN Recommendation System

The ESN Recommendation System is **Absolute**. It means that each stock is rated on the basis of a **total return**, measured by the upside potential (including dividends and capital reimbursement) over a **12 month time horizon**.



The ESN spectrum of recommendations (or ratings) for each stock comprises 5 categories: **Buy (B)**, **Accumulate (A)**, **Neutral (N)**, **Reduce (R)** and **Sell (S)**.

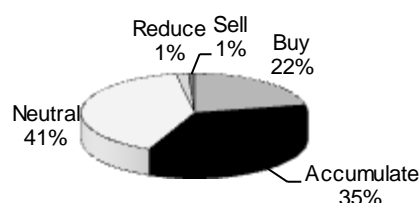
Furthermore, in specific cases and for a limited period of time, the analysts are allowed to rate the stocks as **Rating Suspended (RS)** or **Not Rated (NR)**, as explained below.

Meaning of each recommendation or rating:

- **Buy:** the stock is expected to generate total return of **over 15%** during the next 12 months time horizon
- **Accumulate:** the stock is expected to generate total return of **5% to 15%** during the next 12 months time horizon
- **Neutral:** the stock is expected to generate total return of **-5% to +5%** during the next 12 months time horizon
- **Reduce:** the stock is expected to generate total return of **-5% to -15%** during the next 12 months time horizon
- **Sell:** the stock is expected to generate total return **under -15%** during the next 12 months time horizon
- **Rating Suspended:** the rating is suspended due to a change of analyst covering the stock or a capital operation (take-over bid, SPO, ...) where the issuer of the document (a partner of ESN) or a related party of the issuer is or could be involved
- **Not Rated:** there is no rating for a company being floated (IPO) by the issuer of the document (a partner of ESN) or a related party of the issuer

Certain flexibility on the limits of total return bands is permitted especially during higher phases of volatility on the markets

Banca Akros Ratings Breakdown



For full ESN Recommendation and Target price history (in the last 12 months) please see ESN Website [Link](#)

Date and time of production: 15 November 2017: 9:26 CET

First date and time of dissemination: 15 November 2017: 9:31 CET

Disclaimer:

These reports have been prepared and issued by the Members of European Securities Network LLP ("ESN"). ESN, its Members and their affiliates (and any director, officer or employee thereof), are neither liable for the proper and complete transmission of these reports nor for any delay in their receipt. Any unauthorised use, disclosure, copying, distribution, or taking of any action in reliance on these reports is strictly prohibited. The views and expressions in the reports are expressions of opinion and are given in good faith, but are subject to change without notice. These reports may not be reproduced in whole or in part or passed to third parties without permission. The information herein was obtained from various sources. ESN, its Members and their affiliates (and any director, officer or employee thereof) do not guarantee their accuracy or completeness, and neither ESN, nor its Members, nor its Members' affiliates (nor any director, officer or employee thereof) shall be liable in respect of any errors or omissions or for any losses or consequential losses arising from such errors or omissions. Neither the information contained in these reports nor any opinion expressed constitutes an offer, or an invitation to make an offer, to buy or sell any securities or any options, futures or other derivatives related to such securities ("related investments"). These reports are prepared for the clients of the Members of ESN only. They do not have regard to the specific investment objectives, financial situation and the particular needs of any specific person who may receive any of these reports. Investors should seek financial advice regarding the appropriateness of investing in any securities or investment strategies discussed or recommended in these reports and should understand that statements regarding future prospects may not be realised. Investors should note that income from such securities, if any, may fluctuate and that each security's price or value may rise or fall. Accordingly, investors may receive back less than originally invested. Past performance is not necessarily a guide to future performance. Foreign currency rates of exchange may adversely affect the value, price or income of any security or related investment mentioned in these reports. In addition, investors in securities such as ADRs, whose value are influenced by the currency of the underlying security, effectively assume currency risk. ESN, its Members and their affiliates may submit a pre-publication draft (without mentioning neither the recommendation nor the target price/fair value) of its reports for review to the Investor Relations Department of the issuer forming the subject of the report, solely for the purpose of correcting any inadvertent material inaccuracies. Like all members employees, analysts receive compensation that is impacted by overall firm profitability. For further details about the analyst certification, the specific risks of the company and about the valuation methods used to determine the price targets included in this report/note, please refer to the specific disclaimer pages prepared by the ESN Members. In the case of a short note please refer to the latest relevant published research on single stock or contact the analyst named on the front of the report/note for detailed information on the valuation methods, earning estimates and risks. A full description of all the organisational and administrative measures taken by the Members of ESN to manage interest and conflicts of interest are available on the website of the Members. Research is available through the ESN Members sales representative. ESN will provide periodic updates on companies or sectors based on company-specific developments or announcements, market conditions or any other publicly available information. Unless agreed in writing with an ESN Member, this research is intended solely for internal use by the recipient. Neither this document nor any copy of it may be taken or transmitted into Australia, Canada or Japan or distributed, directly or indirectly, in Australia, Canada or Japan or to any resident thereof. This document is for distribution in the U.K. Only to persons who have professional experience in matters relating to investments and fall within article 19(5) of the financial services and markets act 2000 (financial promotion) order 2005 (the "order") or (ii) are persons falling within article 49(2)(a) to (d) of the order, namely high net worth companies, unincorporated associations etc (all such persons together being referred to as "relevant persons"). This document must not be acted on or relied upon by persons who are not relevant persons. Any investment or investment activity to which this document relates is available only to relevant persons and will be engaged in only with relevant persons. The distribution of this document in other jurisdictions or to residents of other jurisdictions may also be restricted by law, and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. By accepting this report you agree to be bound by the foregoing instructions. You shall indemnify ESN, its Members and their affiliates (and any director, officer or employee thereof) against any damages, claims, losses, and detriments resulting from or in connection with the unauthorized use of this document. For disclosure upon "conflicts of interest" on the companies under coverage by all the ESN Members and on each "company recommendation history", please visit the ESN website (www.esnpartnership.eu) or refer to the ESN Members website. Additional information is always available upon request. For additional information and individual disclaimers please refer to www.esnpartnership.eu and to each ESN Member websites:

www.bancaakros.it regulated by the CONSOB - Commissione Nazionale per le Società e la Borsa

www.caixabi.pt regulated by the CMVM - Comissão do Mercado de Valores Mobiliários

www.cmcicms.com regulated by the AMF - Autorité des marchés financiers

www.equinet-ag.de regulated by the BaFin - Bundesanstalt für Finanzdienstleistungsaufsicht

www.ibg.gr regulated by the HCMC - Hellenic Capital Market Commission

www.nbc.com regulated by the AFM - Autoriteit Financiële Markten

www.op.fi regulated by the Financial Supervision Authority

www.valores.gvcgaesco.es regulated by CNMV - Comisión Nacional del Mercado de Valores

Members of ESN (European Securities Network LLP)

