

EL.EN.

BUY

SECTOR: Industrials

Price (Eu):

20.28

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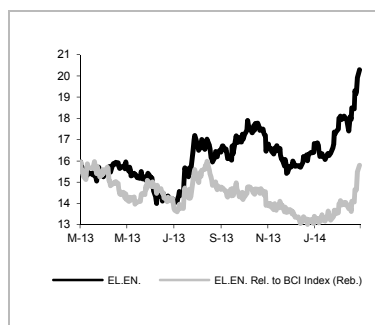
Target Price (Eu):

24.00

Strong Quarterly Results, Positive 2014 Outlook

- Very strong quarterly results, well above our estimates.** El.En posted sales of Eu50.3mn in 4Q13, up 17.3 YoY (after posting -1.2% growth in 9M13) and 10.1% above our estimate. The industrial business performed particularly well and the service business grew steadily. Growth within the medical business was penalised by the huge devaluation of the yen. In 4Q13, EBIT more than doubled (+112.7% YoY) to Eu4.7mn; the net operating margin jumped to 9.4% due to strong operating leverage and lower depreciations. The company posted pre-tax profit of Eu4.7mn (from Eu1.5mn in 4Q12). El.En's net cash position increased from Eu13.5mn as at September 2013 to Eu21.8mn as at the end of December (ahead of our expectations), led by strong cash flow from operations.
- Full year results in line with guidance (sales up mid-single-digit and improving EBIT).** El.En's sales increased by 4.1% YoY to Eu157.4mn in FY13. EBIT reached Eu9.6mn, up 28.2% YoY; the margin improved by 120bps to 6.1% (a level not seen since FY10). Net profit from continued operations and before minorities came to Eu6.1mn (up from Eu3.1mn in FY12), boosted by Eu2.5mn of non-recurring income. The BoD proposed to distribute a DPS of Eu0.50, unchanged YoY.
- Positive 2014 outlook, estimates raised.** Management stated that the year 2013 ended upbeat, achieving an excellent result achieved in 4Q13. The outlook for FY14 is good overall, even if the global economic environment is still uncertain as the group "has learned to deal with" this situation. The company believes it can repeat the growth rate of 5% achieved in 2013 and also expects to be able to further improve income from operations. We have increased our FY14 EPS estimate by 19.6% and FY15 EPS by 16.1%, mainly as a result of a higher forecast for net operating margin (lifted by 60bps on average).
- BUY reaffirmed, target price lifted to Eu24.0.** We reiterate our positive stance on the stock. El.En is expected to benefit from both its exposure to the medical and aesthetic treatment sector, which enjoy sustainable growth drivers. Furthermore, in the industrial laser systems business, industrialisation in fast-growing markets such as Brazil and China should stimulate growth. Our valuation, based on an SoP that adds the value of El.En net of minorities to the market value of El.En's 9.4% stake in Cynosure, yields Eu24.0 per share. Even after the recent share price rally, the stock remains clearly undervalued, although we stress that without additional information on the strategic uses of cash and/or an active management of the stake in Cynosure, any further re-rating is unlikely in the short term.

EL.EN. - 12m Performance



Eu/USD: 1.35 2014; 1.33 2015

RATING: Unchanged

TARGET PRICE (Eu): from 18.50 to 24.00

| Change in EPS est: | 2014E | 2015E |
|--------------------|-------|-------|
| | 19.6% | 16.1% |

STOCK DATA

| | |
|-----------------|---------|
| Reuters code: | ELEN.MI |
| Bloomberg code: | ELN IM |

| Performance | 1m | 3m | 12m |
|----------------|-------------|-------|-------|
| Absolute | 15.9% | 29.0% | 28.5% |
| Relative | 16.4% | 17.2% | 2.1% |
| 12 months H/L: | 20.28/14.00 | | |

SHAREHOLDER DATA

| | |
|---------------------------|-------|
| No. of Ord. shares (mn): | 5 |
| Total No. of shares (mn): | 5 |
| Mkt Cap Ord (Eu mn): | 98 |
| Total Mkt Cap (Eu mn): | 98 |
| Mkt Float - ord (Eu mn): | 42 |
| Mkt Float (in %): | 42.7% |
| Main shareholder: | |
| Cangioli Andrea | 13.4% |

BALANCE SHEET DATA

| | 2014 |
|---------------------------------|-------|
| Book value (Eu mn): | 130 |
| BVPS (Eu): | 27.01 |
| P/BV: | 0.8 |
| Net Financial Position (Eu mn): | 24 |
| Enterprise value (Eu mn): | 29 |

| Key Figures | 2012A | 2013A | 2014E | 2015E | 2016E |
|--------------------|-------|-------|-------|-------|-------|
| Sales (Eu mn) | 151 | 157 | 165 | 173 | 183 |
| Ebitda (Eu mn) | 13 | 14 | 15 | 16 | 17 |
| Net profit (Eu mn) | 23 | 6 | 4 | 5 | 5 |
| EPS - New (Eu) | 0.651 | 1.260 | 0.894 | 0.963 | 1.041 |
| EPS - Old (Eu) | 0.651 | 0.811 | 0.747 | 0.829 | |
| DPS (Eu) | 0.500 | 0.500 | 0.357 | 0.385 | 0.417 |
| Ratios & Multiples | 2012A | 2013A | 2014E | 2015E | 2016E |
| P/E | 31.2 | 16.1 | 22.7 | 21.1 | 19.5 |
| Div. Yield | 2.5% | 2.5% | 1.8% | 1.9% | 2.1% |
| EV/Ebitda | 3.3 | 2.3 | 2.0 | 1.7 | 1.4 |
| ROCE | 6.5% | 8.8% | 9.1% | 9.5% | 9.8% |

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EL.EN. - KEY FIGURES

| | | 2012A | 2013A | 2014E | 2015E | 2016E |
|----------------------------------|--------------------------------------|------------|------------|------------|------------|------------|
| | Fiscal year end | 31/12/2012 | 31/12/2013 | 31/12/2014 | 31/12/2015 | 31/12/2016 |
| PROFIT & LOSS (Eu mn) | Sales | 151 | 157 | 165 | 173 | 183 |
| | EBITDA | 13 | 14 | 15 | 16 | 17 |
| | EBIT | 7 | 10 | 10 | 11 | 12 |
| | Financial income (charges) | (1) | (1) | (1) | (1) | (1) |
| | Associates & Others | (0) | 2 | 0 | 0 | 0 |
| | Pre-tax profit (Loss) | 6 | 11 | 10 | 11 | 11 |
| | Taxes | (3) | (4) | (4) | (4) | (5) |
| | Tax rate (%) | -48.5% | -40.0% | -41.3% | -41.0% | -40.7% |
| | Minorities & discontinue activities | 20 | (0) | (1) | (2) | (2) |
| | Net profit | 23 | 6 | 4 | 5 | 5 |
| | Total extraordinary items | | | | | |
| Ebitda excl. extraordinary items | 13 | 14 | 15 | 16 | 17 | |
| Ebit excl. extraordinary items | 7 | 10 | 10 | 11 | 12 | |
| Net profit restated | 3 | 6 | 4 | 5 | 5 | |
| PER SHARE DATA (Eu) | Total shares out (mn) - average fd | 5 | 5 | 5 | 5 | 5 |
| | EPS stated fd | 4.809 | 1.260 | 0.894 | 0.963 | 1.041 |
| | EPS restated fd | 0.651 | 1.260 | 0.894 | 0.963 | 1.041 |
| | BVPS fd | 23.278 | 26.503 | 27.011 | 27.974 | 29.015 |
| | Dividend per share (ord) | 0.500 | 0.500 | 0.357 | 0.385 | 0.417 |
| | Dividend per share (sav) | | | | | |
| Dividend pay out ratio (%) | 3.8% | 21.4% | 39.2% | | | |
| CASH FLOW (Eu mn) | Gross cash flow | 35 | 11 | 10 | 11 | 12 |
| | Change in NWC | 17 | 2 | (2) | (3) | (3) |
| | Capital expenditure | (5) | (6) | (6) | (6) | (6) |
| | Other cash items | 0 | 0 | 0 | 0 | 0 |
| | Free cash flow (FCF) | 35 | 6 | 3 | 4 | 4 |
| | Acquisitions, divestments & others | (11) | (1) | 1 | 1 | 1 |
| | Dividend | 0 | (2) | (1) | (2) | (2) |
| | Equity financing/Buy-back | 0 | 0 | 0 | 0 | 0 |
| Change in Net Financial Position | 35 | 4 | 2 | 2 | 2 | |
| BALANCE SHEET (Eu mn) | Total fixed assets | 57 | 67 | 68 | 69 | 63 |
| | Net working capital | 52 | 50 | 52 | 55 | 58 |
| | Long term liabilities | (3) | (4) | (6) | (6) | 1 |
| | Net capital employed | 106 | 112 | 114 | 118 | 122 |
| | Net financial position | 18 | 22 | 24 | 26 | 29 |
| | Group equity | 124 | 134 | 138 | 144 | 151 |
| | Minorities | 12 | 6 | 8 | 9 | 11 |
| Net equity | 112 | 128 | 130 | 135 | 140 | |
| ENTERPRISE VALUE (Eu mn) | Average mkt cap - current | 98 | 98 | 98 | 98 | 98 |
| | Adjustments (associate & minorities) | 39 | 44 | 44 | 44 | 44 |
| | Net financial position | 18 | 22 | 24 | 26 | 29 |
| | Enterprise value | 41 | 32 | 29 | 27 | 25 |
| RATIOS(%) | EBITDA margin* | 8.3% | 8.7% | 9.1% | 9.2% | 9.3% |
| | EBIT margin* | 4.9% | 6.1% | 6.2% | 6.3% | 6.4% |
| | Gearing - Debt/equity | -14.4% | -16.2% | -17.5% | -18.4% | -19.1% |
| | Interest cover on EBIT | 5.5 | 8.1 | 20.6 | 22.0 | 23.6 |
| | Debt/Ebitda | nm | nm | nm | nm | nm |
| | ROCE* | 6.5% | 8.8% | 9.1% | 9.5% | 9.8% |
| | ROE* | 22.4% | 5.1% | 3.3% | 3.5% | 3.7% |
| | EV/CE | 0.4 | 0.3 | 0.3 | 0.2 | 0.2 |
| | EV/Sales | 0.3 | 0.2 | 0.2 | 0.2 | 0.1 |
| | EV/Ebit | 5.5 | 3.3 | 2.9 | 2.5 | 2.1 |
| Free Cash Flow Yield | 59.9% | 12.0% | 5.5% | 7.6% | 7.9% | |
| GROWTH RATES (%) | Sales | 10.1% | 4.1% | 4.7% | 5.1% | 5.7% |
| | EBITDA* | 15.7% | 9.8% | 9.2% | 6.7% | 6.9% |
| | EBIT* | 46.7% | 28.2% | 7.5% | 6.8% | 7.3% |
| | Net profit | nm | -73.8% | -29.1% | 7.7% | 8.2% |
| | EPS restated | nm | 93.6% | -29.1% | 7.7% | 8.2% |

* Excluding extraordinary items

Source: Intermonte SIM estimates

Results

| El.En. Quarterly Results | | (€ mn) | 4Q12A | 4Q13A | 4Q13E | A v E | FY12A | FY13A |
|---------------------------------|-----------------|-------------|-------------|-------------|--------------|-------|--------------|--------------|
| Sales | | 42.9 | 50.3 | 45.7 | 10.1% | | 151.2 | 157.4 |
| | YoY growth % | | 17.3% | 6.5% | | | | 4.1% |
| EBITDA | | 3.2 | 5.5 | 4.3 | 28.9% | | 12.5 | 13.7 |
| | Ebitda margin % | 7.5% | 11.0% | 9.4% | | | 8.3% | 8.7% |
| | YoY growth % | | 47.0% | 25.6% | | | | 9.8% |
| Total D&A | | (1.3) | (0.8) | (1.4) | | | (5.0) | (4.2) |
| EBIT | | 1.9 | 4.7 | 2.9 | 65.7% | | 7.5 | 9.6 |
| | Ebit margin % | 4.4% | 9.4% | 6.3% | | | 4.9% | 6.1% |
| | YoY growth % | | 112.7% | 41.4% | | | | 28.2% |
| Net financials & Participations | | (0.4) | (0.0) | 0.0 | | | (1.4) | 1.1 |
| Pretax Profit | | 1.5 | 4.7 | 2.9 | 64.0% | | 6.1 | 10.7 |
| | Pretax margin % | 3.4% | 9.3% | 6.3% | | | 4.0% | 6.8% |
| | YoY growth % | | 171.3% | 82.2% | | | | 75.5% |
| Taxes | | | | | | | (3.0) | (4.3) |
| tax rate | | | | | | | -48.5% | -40.0% |
| Minorities and disc. Operations | | | | | | | (6.6) | (0.3) |
| Group net profit | | | | | | | 23.2 | 6.1 |
| | YoY growth % | | | | | | | -73.8% |

Source: Company data and Intermonte Sim

Estimates

| El.En. Change in estimates | | (€ mn) | 2013A | 2014E | 2015E | 2016E |
|----------------------------|----------------------|--------|--------------|--------------|--------------|--------------|
| Sales new | | | 157.4 | 164.8 | 173.3 | 183.2 |
| | Sales old | | | 160.9 | 166.7 | |
| | % change | | | 2.4% | 4.0% | |
| EBITDA new | | | 13.7 | 15.0 | 16.0 | 17.1 |
| | EBITDA old | | | 14.0 | 15.1 | |
| | % change | | | 7.1% | 6.0% | |
| EBIT new | | | 9.6 | 10.3 | 11.0 | 11.8 |
| | EBIT old | | | 8.9 | 9.7 | |
| | % change | | | 15.7% | 13.4% | |
| Pretax Profit new | | | 10.7 | 9.8 | 10.5 | 11.3 |
| | Pretax Profit old | | | 8.4 | 9.2 | |
| | % change | | | 16.7% | 14.1% | |
| Group Net profit new | | | 6.1 | 4.3 | 4.6 | 5.0 |
| | Group Net Profit old | | | 3.6 | 4.0 | |
| | % change | | | 19.6% | 16.1% | |

Source: Company data and Intermonte Sim

El.En. Income statement estimates

| (€ mn) | | 2011A | 2012A | 2013A | 2014E | 2015E | 2016E | CAGR13-16E |
|--|-----------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Sales | | 137.4 | 151.2 | 157.4 | 164.8 | 173.3 | 183.2 | 5.2% |
| | YoY growth % | 3.6% | 10.1% | 4.1% | 4.7% | 5.1% | 5.7% | |
| EBITDA | | 10.8 | 12.5 | 13.7 | 15.0 | 16.0 | 17.1 | 7.6% |
| | Ebitda margin % | 7.9% | 8.3% | 8.7% | 9.1% | 9.2% | 9.3% | |
| | YoY growth % | | 15.7% | 9.8% | 9.2% | 6.7% | 6.9% | |
| Total D&A | | (5.7) | (5.0) | (4.2) | (4.7) | (5.0) | (5.3) | |
| EBIT | | 5.1 | 7.5 | 9.6 | 10.3 | 11.0 | 11.8 | 7.2% |
| | Ebit margin % | 3.7% | 4.9% | 6.1% | 6.2% | 6.3% | 6.4% | |
| | YoY growth % | | 46.7% | 28.2% | 7.5% | 6.8% | 7.3% | |
| Net financial charges | | (0.3) | (1.4) | (1.7) | (0.5) | (0.5) | (0.5) | |
| Other income | | | | 2.8 | | | | |
| Pretax Profit | | 4.8 | 6.1 | 10.7 | 9.8 | 10.5 | 11.3 | 1.9% |
| Taxes | | (2.7) | (3.0) | (4.3) | (4.1) | (4.3) | (4.6) | |
| <i>Income from continued op.</i> | | <i>2.1</i> | <i>3.1</i> | <i>6.4</i> | | | | |
| <i>Income from discontinued op.</i> | | <i>(2.4)</i> | <i>26.7</i> | <i>0.0</i> | | | | |
| Net Profit before minority interest | | (0.3) | 29.8 | 6.4 | 5.7 | 6.2 | 6.7 | 1.4% |
| <i>Minority interest from continued op.</i> | | <i>(1.4)</i> | <i>(1.0)</i> | <i>(0.3)</i> | <i>(1.4)</i> | <i>(1.5)</i> | <i>(1.7)</i> | |
| <i>Minority interest from discontinued op.</i> | | <i>1.4</i> | <i>(5.6)</i> | <i>0.0</i> | | | | |
| Group Net Profit | | -0.3 | 23.2 | 6.1 | 4.3 | 4.6 | 5.0 | -6.2% |
| | Net margin % | -0.2% | 15.3% | 3.9% | 2.6% | 2.7% | 2.7% | |
| | YoY growth % | | n.m. | n.m. | -29.1% | 7.7% | 8.2% | |

Source: Company data and Intermonte SIM estimates

Valuation

El.En. - Valuation summary

| | Method | € mn | € per share | previous (19/11/13) | change |
|---------------------------|------------------------|--------------|--------------|---------------------|--------|
| El.En | DCF, net of minorities | 71.1 | 14.7 | 12.5 | 17.8% |
| Stake in Cynosure | market value | 45.1 | 9.4 | 9.7 | -3.6% |
| Total Equity Value | | 116.2 | 24.1 | 22.2 | 8.5% |
| El.En Share Price | | | 20.2 | 16.5 | 22.4% |
| potential upside | | | 19.2% | 34.8% | |

Source: Intermonte Sim

EL.EN. Peer Group - Absolute Performances

| Stock | Price | Ccy | Mkt cap | 1M | 3M | 6M | YTD | 1Y | 2Y |
|-------------------------|-------------|------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|
| EL.EN. | 20.3 | EUR | 97.8 | 15.9% | 29.0% | 23.6% | 29.1% | 28.5% | 86.6% |
| AMADA CO. | 744.0 | JPY | 284,444.5 | -8.3% | -16.0% | -16.5% | -19.7% | 12.9% | 25.5% |
| COHERENT INC. | 67.4 | USD | 1,674.4 | 2.9% | -5.7% | 15.0% | -9.4% | 16.1% | 15.4% |
| CYMER | --- | USD | --- | --- | --- | --- | --- | --- | --- |
| FIDIA | 3.3 | EUR | 17.0 | 10.7% | 38.9% | 41.5% | 40.7% | 28.0% | 4.4% |
| GSI GROUP | 12.6 | USD | 429.0 | 11.2% | 19.0% | 40.7% | 12.2% | 44.8% | 8.3% |
| PRIMA INDUSTRIE | 13.0 | EUR | 112.2 | 16.6% | 47.5% | 29.0% | 40.3% | 32.4% | 40.9% |
| ROFIN-SINAR TECH | 23.2 | USD | 654.5 | 5.8% | -8.2% | -3.9% | -14.0% | -15.7% | -9.1% |
| Mean performance | | | | 7.8% | 14.9% | 18.5% | 11.3% | 21.0% | 24.6% |
| Italy Fixed | 20,858.8 | EUR | 257,602 | 2.0% | 16.4% | 17.5% | 10.0% | 29.9% | 22.1% |

Source: FactSet

EL.EN. Peer Group - Multiple Comparison

| Stock | Price | Ccy | Mkt cap | EV/Sales | EV/Sales | EV/Ebitda | EV/Ebitda | EV/Ebit | EV/Ebit | P/E | P/E | Div Yield | Div Yield |
|------------------|-------------|------------|-------------|------------|------------|------------|------------|-------------|------------|-------------|-------------|-------------|-------------|
| | | | | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 |
| EL.EN. | 20.3 | EUR | 97.8 | 0.2 | 0.2 | 2.0 | 1.7 | 2.9 | 2.5 | 22.7 | 21.1 | 1.8% | 1.9% |
| AMADA CO. | 744.0 | JPY | 284,444.5 | 1.0 | 0.9 | 8.3 | 7.2 | 11.0 | 9.2 | 17.6 | 15.4 | 2.2% | 2.4% |
| COHERENT INC. | 67.4 | USD | 1,674.4 | 1.8 | 1.6 | 9.8 | 7.6 | 12.7 | 9.8 | 18.7 | 15.1 | | |
| CYMER | | USD | | | | | | | | | | | |
| FIDIA | 3.3 | EUR | 17.0 | 0.4 | 0.4 | 7.8 | 5.5 | 10.9 | 7.9 | 27.7 | 20.8 | | |
| GSI GROUP | 12.6 | USD | 429.0 | | | | | | | 18.4 | 15.0 | | |
| PRIMA INDUSTRIE | 13.0 | EUR | 112.2 | 0.6 | 0.5 | 5.4 | 4.7 | 7.6 | 6.3 | 8.7 | 7.1 | 0.0% | 0.0% |
| ROFIN-SINAR TECH | 23.2 | USD | 654.5 | 1.0 | 0.9 | 9.9 | 7.1 | 14.2 | 8.3 | 27.3 | 16.2 | 0.0% | 0.0% |
| Median | | | | 0.8 | 0.7 | 8.0 | 6.3 | 11.0 | 8.1 | 18.7 | 15.4 | 0.9% | 0.9% |

Source: Intermonte SIM estimates for covered companies, FactSet consensus estimates for peer group

El.En. Peer Group - Absolute Performances

| Stock | Price | Ccy | Mkt cap | 1M | 3M | 6M | YTD | 1Y | 2Y |
|-----------------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|
| Cynosure | 27.7 | USD | 619.4 | -1.8% | 18.7% | 23.5% | 10.0% | -2.3% | 53.2% |
| El.En | 16.7 | Euro | 97.8 | -1.6% | 1.4% | 13.8% | 2.4% | 39.1% | 13.7% |
| Syneron Medical Ltd | 8.4 | USD | 299.5 | 0.2% | 1.4% | 30.7% | -5.8% | 7.0% | -0.9% |
| Cutera, Inc. | 7.7 | USD | 109.2 | 5.1% | 11.7% | 6.8% | 4.7% | -17.3% | 12.9% |
| BIOLASE, Inc. | 2.1 | USD | 78.2 | 2.4% | 48.9% | 43.3% | 2.9% | -29.7% | 13.1% |
| Medical avg | | | | 2.6% | 20.7% | 26.9% | 0.6% | -13.4% | 8.4% |
| Italy FTSE Mib | | | | -0.1% | 11.3% | 15.7% | 6.8% | 27.9% | 21.3% |

Source: Factset

El.En. Peer Group - Multiple Comparison

| Stock | Price | Ccy | Mkt cap | Capi/Sales | Capi/Sales | P/E | P/E | P/BV | P/BV | EV/EBITDA | EV/EBITDA |
|---------------------|-------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|
| | | | | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 | 2014 | 2015 |
| El.En | 16.7 | EUR | 97.8 | 0.32 | 0.30 | 12.1 | 11.3 | 0.40 | 0.39 | 1.9 | 1.7 |
| Syneron Medical Ltd | 8.4 | USD | 299.5 | 1.7 | 1.6 | 31.4 | 21.3 | 1.7 | | 12.1 | 7.7 |
| Cynosure | 27.7 | USD | 619.4 | 2.2 | 2.0 | 20.1 | 17.5 | | 2.1 | 11.4 | 9.8 |
| Cutera, Inc. | 7.7 | USD | 109.2 | 1.8 | 1.7 | | | 1.8 | 1.6 | 18.8 | |
| BIOLASE, Inc. | 2.1 | USD | 78.2 | 1.8 | 1.6 | | | 8.4 | 6.5 | | |
| Medical avg | | | | 1.8 | 1.6 | 25.8 | 19.4 | 1.8 | 2.1 | 12.1 | 8.8 |

Source: Factset consensus estimates for peer group, Intermonte estimates for El.En

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 The stock price indicated is the reference price on the day prior to the publication of the report.

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Intermonte SIM is authorised by CONSOB to provide investment services and is listed at n° 246 in the register of brokerage firms. As at December 31st 2013 Intermonte's Research Department covered 149 companies.

Intermonte's distribution of stock ratings is as follows:

BUY: 15.44%
 OUTPERFORM: 38.93%
 NEUTRAL: 42.27%
 UNDERPERFORM: 3.36%
 SELL: 0.00%

The distribution of stock ratings for companies which have received corporate finance services from Intermonte in the last 12 months (31 in total) is as follows:

BUY: 25.81%
 OUTPERFORM: 45.16%
 NEUTRAL: 29.03%
 UNDERPERFORM: 0.00%
 SELL: 0.00%

CONFLICT OF INTEREST

In order to disclose its possible conflicts of interest Intermonte SIM states that:

- o within the last year, Intermonte SIM managed or co-managed/is managing or is co-managing (see companies indicated in bold type) an Institutional Offering and/or , managed or co-managed/is managing or is co-managing (see companies indicated in bold type) an offering with firm commitment underwriting of the securities of the following Companies: Banca Ifis, Poltram Frau, GreentItaly1
- o Intermonte SIM is Specialist and/or Corporate Broker and/or Broker in charge of the share buy back activity of the following Companies: Banca Etruria, Banca Ifis, Be, Biancamano, B&C Speakers, Bolzoni, Carraro, Cattolica Assicurazioni, Cell Therapeutics, Credito Valtellinese, Datalogic, DeA capital, Digital bros, EL En, ERG, Ferrovie Nord Milano,Milano, Fiera Milano, Fintel Energia Group, Gelfran, GreentItaly1, IGD, Innovatec, Kinexia, Mondo TV, Primi sui Motori, QF Alpha Immobiliare, QF Beta Immobiliare, Recordati, Reno de Medici, Reply, Saes Getters, Servizi Italia, Sesa, Tamburri Investment Partners, TESMEC, TBS Group, Ternienergia, TXT e-solutions, Vittoria Assicurazioni, VRWay Communication.
- o Intermonte SIM acted as Global Coordinator in the GreentItaly1 IPO on the AIM Italia market and will receive a success fee if a business combination is approved by the shareholders.
- o Intermonte SIM SpA and its subsidiaries do not hold a stake equal to or over 1% of common equity securities and/or warrants of any of the aforementioned subject companies, with the exception of: GreentItaly1.
- o Intermonte SIM SpA acts as Financial Advisor to the following companies: Carraro.

DETAILS ON STOCKS RECOMMENDATION

| Stock NAME | ELEN. | | |
|----------------------|------------|-----------------------|------------|
| Current Recomm: | BUY | Previous Recomm: | BUY |
| Current Target (Eu): | 24.00 | Previous Target (Eu): | 18.50 |
| Current Price (Eu): | 20.28 | Previous Price (Eu): | 16.60 |
| Date of report: | 18/03/2014 | Date of last report: | 19/11/2013 |

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