



Minibond Scorecard

Market trends

Main indicators as of April 30th 2017

Epic is the new fintech financing platform that directly connects private capital and SMEs

MiniBondItaly.it is the first informational web portal and news aggregator overlooking the Italian minibond market. MiniBondItaly.it is developed and updated on a daily basis by Business Support, a financial advisory and management consulting firm

Source: Elaboration by Epic and Business Support based on data provided by Osservatorio Minibond, *Politecnico di Milano – School of Management*, Borsa Italiana and corporate sites

Evolution of the Minibond market: main trends

As of April 30th 2017

- **239 issued minibonds** for a total value of approximately **€10.5 bn** (+20,0% vs 31st January 2017)
- **Decrease of minibonds below €50 M in face value**: in the February-April period they account for €38M vs €114M of previous quarter
- **Slight decrease of the average face value**, further downside respect the previous quarter, confirming the market consolidation trend
- **Media & ICT** registered the highest variation (+0.5 pp of the share of total value issued vs January), thanks to the new issue of Corvallis Holding S.p.A.
- **Strong concentration of issues in Northern Italy** is confirmed

Evolution of the Minibond market: main indicators

January 31st 2017 – April 30th 2017

	As of January 31st 2017			From February 1st 2017 to April 30th 2017			As of April 30th 2017	
	Issued (no.)	Face Value (€ M)		Issued (no.)	Face Value (€ M)		Issued (no.)	Face Value (€ M)
Total market	224	8,677	+	15	1,738	=	239	10,415
<i>of which: 150 – 500 M€</i>	20	5,955		3	1,700		23	7,655
<i>of which: 50 – 150 M€</i>	12	1,130		0	0		12	1,130
<i>of which: 0 – 50 M€</i>	192	1,592		12	38		204	1,630
<i>Average issuer revenues (M€)</i>	99.2			118.2			100.3	
<i>Average face value (M€)</i>	8.3			3.2			8.0	
<i>Average annual coupon (%)</i>	5.34%			4.74%			5.30%	
<i>Average maturity (Y)</i>	5.5			3.9			5.4	

Minibond market as of April 30th 2017

Snapshot

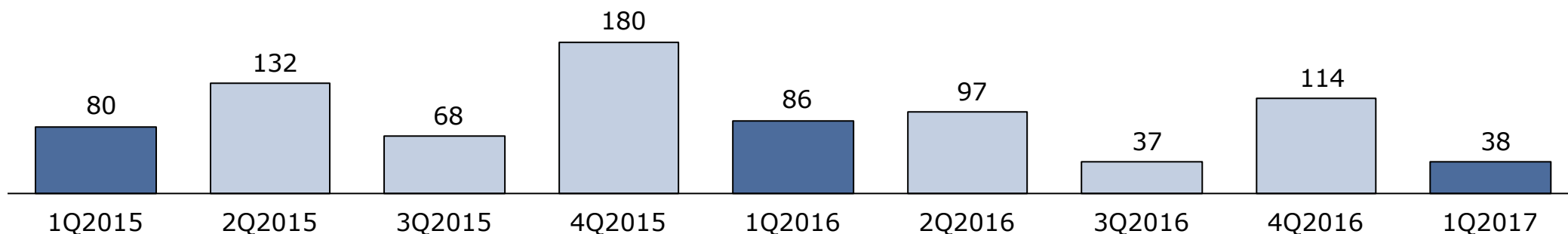
- In the **Italian Minibond Market** issues with face value below **€50 M** represents approximately **16% of the total value issued**
- Minibonds ranging from **€50 M to €150 M** represent approximately **11% of the total value issued**
- The majority of the total value issued originates from a handful (23) of issues characterized by large face values (more than €150 M each)

Average main indicators of the Minibond ≤ 50 million EUR	
Average Face Value	€8.0 M
Average Maturity	5.4 Years
Pay-Back Structure	46% Bullet / 54% Amortizing
Average Annual Coupon Rate	Approx. 5.30%
Secured / Rated	23% Secured / 18% Rated
Issuer Average Revenues	Approx. €100,3 M

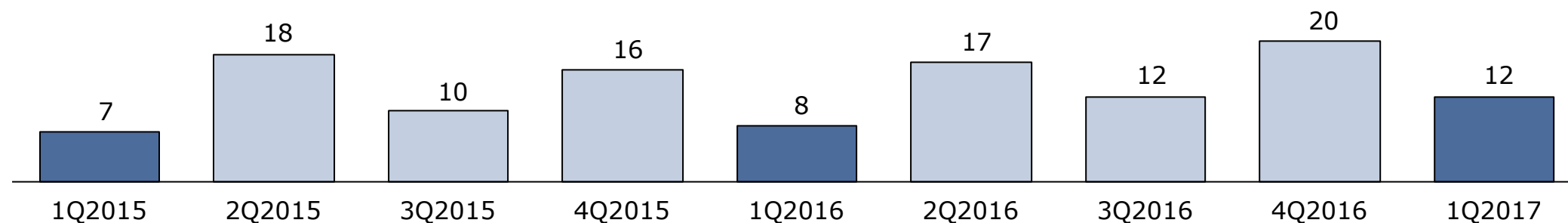
Evolution of the Minibond market

Minibonds not exceeding €50 M in face value

Minibond Market - Amount (€ M) 2015 - 2017



Minibond Market - Issues (n°) 2015 - 2017

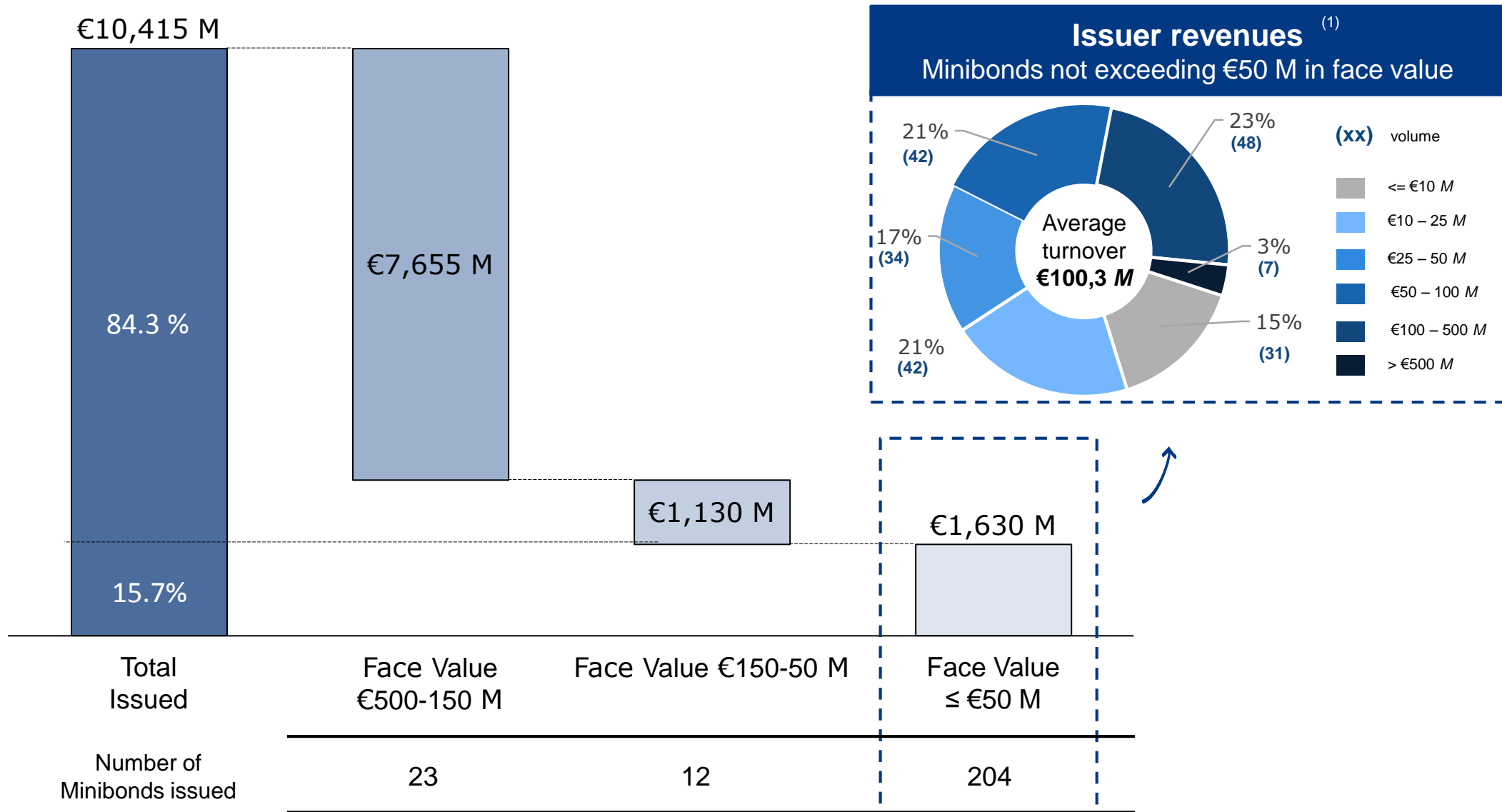


Quarter is postponed by a month. 1Q refers to February-April, 2Q refers to May-July, 3Q refers to August-October, 4Q refers to November-January

In the first quarter of 2017 the amount issued decreased significantly, compared to the same quarter of 2015 and 2016, although the number of issue has slightly increased.

Total Minibond issues listed on the ExtraMOT PRO

Recap by size as of April 30th 2017

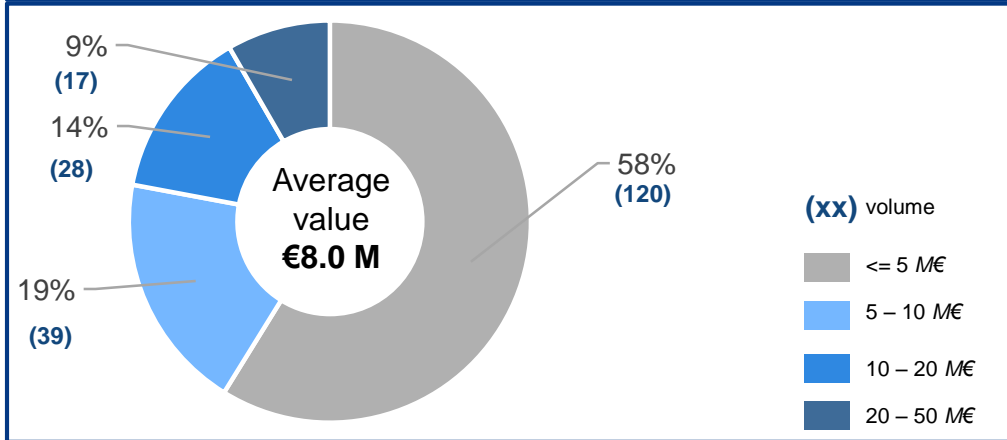


Issues not exceeding €50 M in face value

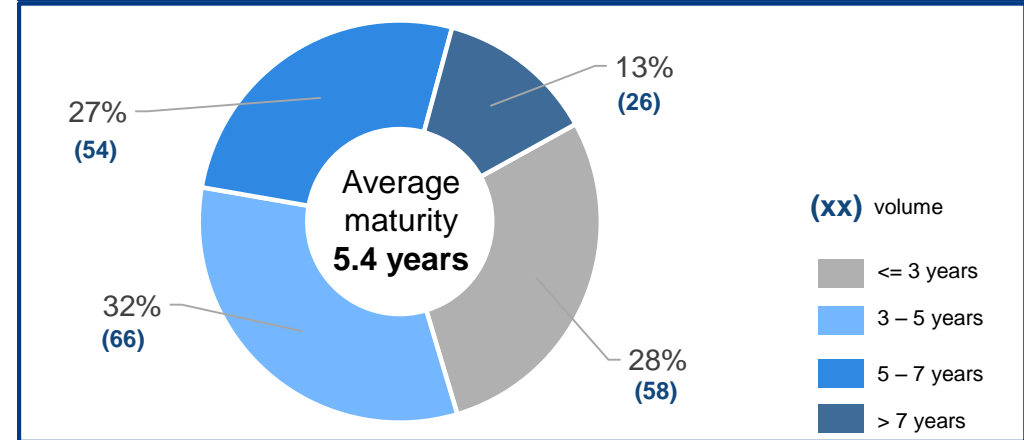
Main indicators as of April 30th 2017

As of April 30th 2017: 204 Minibonds issued for a total value of €1,630 M ⁽²⁾

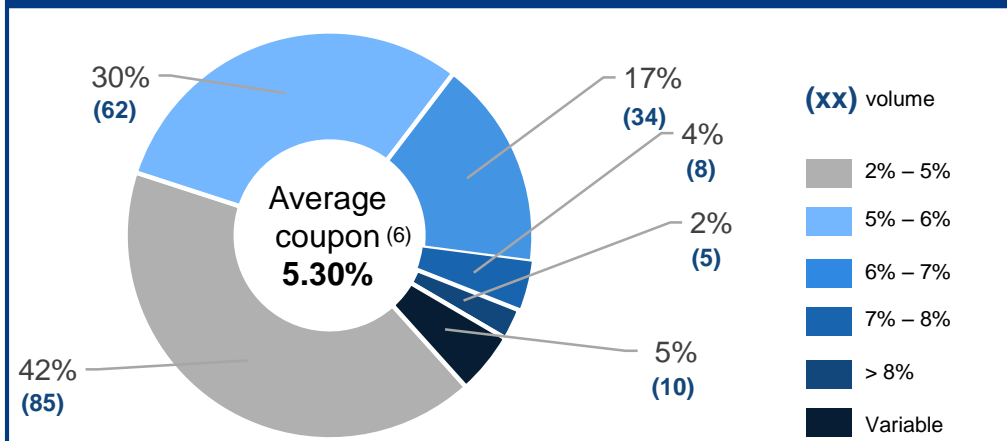
Face value ⁽³⁾



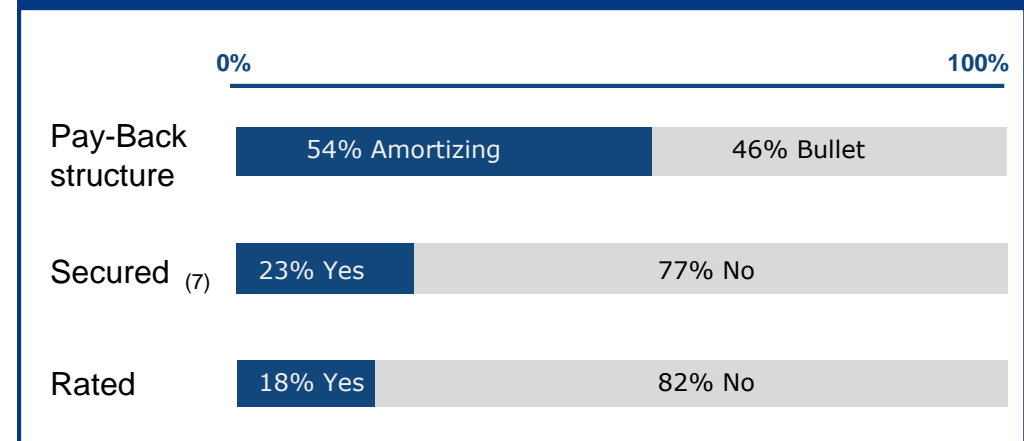
Maturity ⁽⁴⁾



Annual coupon rate ⁽⁵⁾



Main technical features




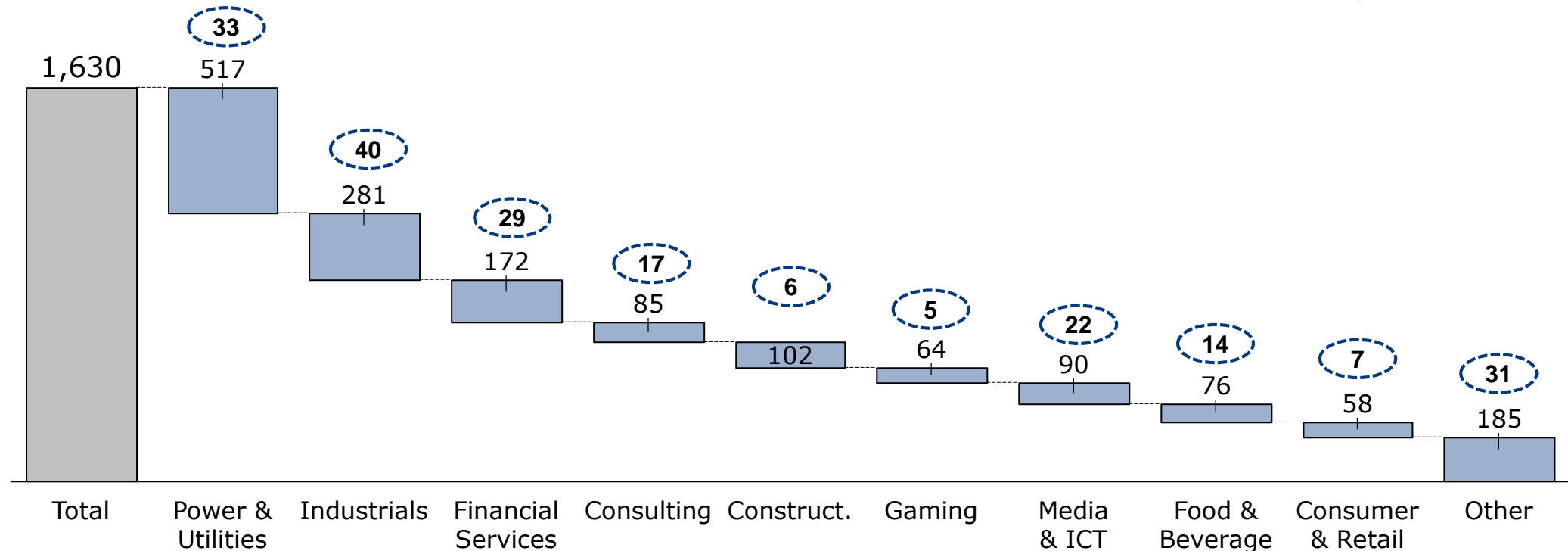
Issues not exceeding €50 M in face value

Summary by industry as of April 30th 2017

Industry breakdown

Data in € M

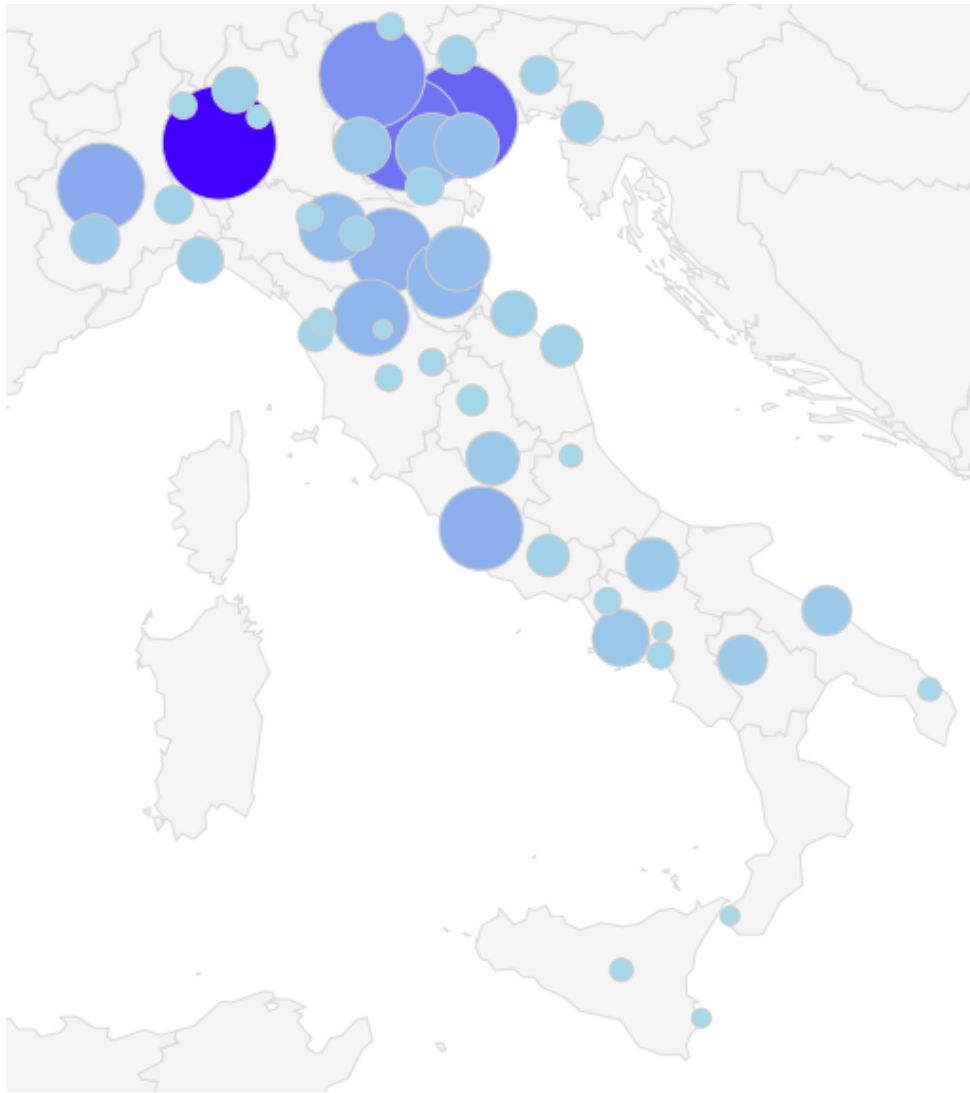
 no. issues



% total value issued	31.7%	17.3%	10.5%	5.2%	6.3%	3.9%	5.5%	4.6%	3.6%	11.3%
Variation vs 31 st October '16	-0.8 pp	+0.2 pp	-0.3 pp	-0.2 pp	+0.2 pp	-0.1 pp	+0.5 pp	+0.3 pp	+0.3 pp	-0.2 pp

Issues not exceeding €50 M in face value

Geographical breakdown as of April 30th 2017



Issuers of minibond are concentrated in Northern Italy, in fact 5 regions account for approx. 80% of total issues:

- **Veneto**: approx. €456M, corresponding to 27.7% of total value issued
- **Lombardy**: approx. €390M, corresponding to 23.7% of total value issued
- **Emilia Romagna**: approx. €205M, corresponding to 12.5% of total value issued
- **Trentino**: approx. €112M, corresponding to 6.8% of total value issued
- **Piedmont**: approx. €104M, amounting to 6.3% of total value issued

€2M  €215M

Methodological notes

1. Issuer revenues: the total revenues of the issuer during the fiscal year preceding the issue
2. Issues listed on the ExtraMOT PRO, segment of Borsa Italiana (Italian Stock Exchange), not exceeding the 50 million EUR size
3. Face Value: the nominal value of each Minibond issued, as indicated by the official data of Borsa Italiana
4. Maturity: the period of time (in years) for which the Minibond remains outstanding, before the remaining portion of the invested capital is paid back to the holder of the instrument
5. Coupon: interest periodically paid to the Minibond holder. The coupon is typically cashed quarterly, semi-annually or annually and may be fixed or variable
6. The average coupon is calculated as the arithmetic mean of those Minibonds with fixed coupon rate (194 of 204 Minibond issued)
7. The collaterals are defined as mortgages on properties, stock pledges or guarantees provided by qualified third parties