

# Clasquin

France | Support services | MCAP EUR 71.4m

29 August 2016

# Hold

**Target Price** EUR 31.00 (35.00)  
**Current Price** EUR 30.99  
**Up/downside** 0.0%  
**Change in TP** -11.4%  
**Change in EPS** -10.4% 2016E

## Slowdown confirmed in Q2

Although the volume of operations keeps growing above market average, Clasquin is affected by low freight rates and, as a result, strong margin pressure. H2 is unlikely to improve. We lower our top-line forecasts for 2016-17E and our TP from EUR35 to EUR31. Hold.

### GM decline despite higher volume of operations

The gross margin in Q2 was down 1% LFL after a timid increase of +1.4% in Q1, primarily reflecting a challenging global economic environment for freight forwarding by both air and sea (down -2% and -1% in volume, respectively, according to market data). By division, sea freight is down by 2.2% despite an increasing number of shipping operations (+5.8%), and air freight is down by 11%, also despite a higher volume of shipping (+6.1%). The gross margin in both segments is showing a deceleration compared to Q1. In volume terms, Clasquin is outperforming the overall market though. Reported GM is, overall, in line with our estimates, as shown below.

#### Reported GM vs. estimates

Gross Profit (EURm)	Q2 2016 reported	Q2 2016 KECH est.	H1 2016 reported	H1 2016 KECH est.
<b>AIR</b>	<b>4.7</b>	<b>4.9</b>	<b>8.6</b>	<b>8.8</b>
%Growth	-11.3%	-7.0%	-10.4%	-8.0%
<b>SEA</b>	<b>6.7</b>	<b>6.5</b>	<b>13.4</b>	<b>13.3</b>
%Growth	-2.2%	-3.0%	1.9%	1.5%
<b>Other overseas (LCI)</b>	<b>2.7</b>	<b>2.4</b>	<b>5.0</b>	<b>4.7</b>
%Growth	13.5%	1.5%	62.0%	52.8%
<b>Log System &amp; intragroup</b>	<b>0.3</b>	<b>0.3</b>	<b>0.7</b>	<b>0.6</b>
Growth	33.3%	0.0%	40.0%	20.0%
<b>Total</b>	<b>14.4</b>	<b>14.2</b>	<b>27.7</b>	<b>27.5</b>
Growth	-2.2%	-3.6%	5.2%	4.4%

Source: Kepler Cheuvreux

### Lowering estimates, TP cut from EUR35 to EUR31

Sluggish global economic growth in advanced economies combined with a slowdown of exports from China, where fleets of huge, new ships are coming online, are pushing freight rates to all-time lows and putting margins under significant pressure. The outlook for the rest of the year will remain tense, especially on the Asia-Europe routes. In order to account for a challenging outlook in the near term (H2 2016E and 2017E), we lower our estimates, now accounting for negative organic growth in the 2016E gross margin (-3% vs. flat previously). In parallel, relatively generous valuation multiples (19x P/E 2017E) do not offer much room for appreciation.

### Baptiste de Leudeville

Equity Research Analyst

bdeleudeville@keplercheuvreux.com  
 +41 22 994 1573

#### Market data

Bloomberg: ALCLA FP	Reuters: ALCLA.PA
Market cap (EURm)	71
Free float	39%
No. of shares outstanding (m)	2
Avg. daily volume (EURm)	0.0
YTD abs performance	-10.2%
52-week high/low (EUR)	36.20/28.72

FY to 31/12 (EUR)	12/16E	12/17E	12/18E
Sales (m)	237.2	240.7	244.2
EBITDA adj (m)	8.9	9.1	9.4
EBIT adj (m)	6.6	6.9	7.0
Net profit adj (m)	3.6	3.7	3.9
Net fin. debt (m)	7.1	7.0	6.8
FCF (m)	1.7	3.7	3.9
EPS adj. and fully dil.	1.56	1.63	1.68
Consensus EPS	1.70	1.75	1.96
Net dividend	1.34	1.40	1.44

FY to 31/12 (EUR)	12/16E	12/17E	12/18E
P/E adj and ful. dil.	19.9	19.1	18.5
EV/EBITDA	9.3	9.1	8.9
EV/EBIT	12.4	12.1	11.8
FCF yield	2.3%	5.2%	5.5%
Dividend yield	4.3%	4.5%	4.7%
Net fin. debt/EBITDA	0.8	0.8	0.7
Gearing	28.7%	27.5%	25.9%
ROIC	15.0%	14.7%	14.5%
EV/IC	2.7	2.7	2.6



Kepler Cheuvreux and the issuer have agreed that Kepler Cheuvreux will produce and disseminate investment research on the said issuer as a service to the issuer.

# Key financials

FY to 31/12 (EUR)	2011	2012	2013	2014	2015	2016E	2017E	2018E
<b>Per share data</b>								
EPS adjusted	1.33	0.91	0.96	0.92	1.45	1.56	1.63	1.68
EPS adj and fully diluted	1.33	0.91	0.96	0.92	1.45	1.56	1.63	1.68
% Change	-9.7%	-31.4%	4.8%	-3.9%	57.8%	7.4%	4.2%	3.2%
EPS reported	1.33	0.91	0.96	0.92	1.45	1.56	1.63	1.68
Cash flow per share	2.54	0.80	2.20	2.84	3.57	1.99	2.90	2.97
Book value per share	9.12	9.17	9.15	9.22	9.42	9.52	9.62	9.73
Dividend per share	1.20	0.75	0.75	0.80	1.25	1.34	1.40	1.44
Number of shares, YE (m)	2.30	2.30	2.30	2.30	2.30	2.30	2.30	2.30
<b>Valuation</b>								
P/E adjusted	16.3	21.4	21.9	27.8	20.3	19.9	19.1	18.5
P/E adjusted and fully diluted	16.3	21.4	21.9	27.8	20.3	19.9	19.1	18.5
P/BV	2.4	2.1	2.3	2.8	3.1	3.3	3.2	3.2
P/CF	8.5	24.4	9.5	9.0	8.2	15.6	10.7	10.4
Dividend yield (%)	5.5%	3.8%	3.6%	3.1%	4.2%	4.3%	4.5%	4.7%
FCF yield (%)	6.3%	-2.2%	4.8%	6.2%	8.6%	2.3%	5.2%	5.5%
EV/Sales	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
EV/EBITDA	5.9	7.4	7.9	13.2	9.5	9.3	9.1	8.9
EV/EBIT	7.9	10.9	10.9	20.0	11.4	12.4	12.1	11.8
<b>Income Statement (EURm)</b>								
Sales	171.4	184.6	198.1	201.7	234.2	237.2	240.7	244.2
% Change	-4.3%	7.7%	7.3%	1.8%	16.1%	1.3%	1.5%	1.5%
EBITDA adjusted	7.7	6.3	6.3	4.7	8.0	8.9	9.1	9.4
EBITDA margin (%)	4.5%	3.4%	3.2%	2.4%	3.4%	3.7%	3.8%	3.8%
EBIT adjusted	5.8	4.3	4.6	3.1	6.7	6.6	6.9	7.0
EBIT margin (%)	3.4%	2.3%	2.3%	1.6%	2.9%	2.8%	2.9%	2.9%
Net financial items & associates	-0.5	-0.4	-0.4	-0.4	-0.1	-0.1	-0.1	-0.1
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Tax	-1.9	-1.4	-1.6	-0.9	-1.9	-2.3	-2.4	-2.4
Net profit from continuing operations	3.3	2.3	2.5	1.8	4.2	4.2	4.4	4.5
Net profit from discontinuing activities	0.0	0.0	0.0	0.7	-0.3	0.0	0.0	0.0
Net profit before minorities	3.3	2.3	2.5	2.5	4.0	4.2	4.4	4.5
Net profit reported	3.1	2.1	2.2	2.1	3.3	3.6	3.7	3.9
Net profit adjusted	3.1	2.1	2.2	2.1	3.3	3.6	3.7	3.9
<b>Cash Flow Statement (EURm)</b>								
Cash flow from operating activities	5.9	1.8	5.1	6.5	8.2	4.6	6.7	6.8
Capex	-2.7	-2.8	-2.8	-2.9	-2.4	-2.9	-3.0	-2.9
Free cash flow	3.1	-1.0	2.3	3.7	5.8	1.7	3.7	3.9
Acquisitions & Divestments	0.2	-1.6	0.0	-1.8	-8.5	0.0	0.0	0.0
Dividend paid	-2.9	-2.1	-2.0	-2.2	-2.1	-3.4	-3.5	-3.6
Others	0.0	-0.3	-0.5	-0.4	1.5	-0.1	-0.1	-0.1
Change in net financial debt	0.5	-5.1	-0.1	-0.7	-3.2	-1.9	0.1	0.2
<b>Balance Sheet (EURm)</b>								
Intangible assets	6.1	7.7	8.4	11.4	17.3	17.9	18.6	19.2
Tangible assets	5.5	5.8	5.5	6.2	3.8	3.8	3.8	3.8
Financial & other non-current assets	1.3	1.5	1.4	1.8	2.9	2.9	2.9	2.9
Total shareholders' equity	22.3	22.3	22.2	23.3	23.8	24.6	25.5	26.4
Pension provisions	0.4	0.6	0.7	1.1	1.1	1.1	1.1	1.1
Liabilities and provisions	47.4	59.0	65.8	73.3	85.5	105.0	106.2	107.3
Net debt	-5.4	0.4	0.6	1.8	6.3	8.2	8.1	7.9
Working capital requirement	4.8	8.6	8.0	6.2	6.3	8.3	8.4	8.5
Invested Capital	16.3	22.0	21.9	23.8	27.3	30.0	30.8	32.5
<b>Ratios</b>								
ROE (%)	14.9%	10.0%	10.4%	10.0%	15.6%	16.5%	17.0%	17.3%
ROIC (%)	22.4%	14.1%	13.0%	9.1%	17.0%	15.0%	14.7%	14.5%
Net fin. debt / EBITDA (x)	-0.8	0.0	0.0	0.1	0.6	0.8	0.8	0.7
Gearing (%)	-26.1%	-0.8%	-0.5%	3.0%	21.9%	28.7%	27.5%	25.9%

# Research ratings and important disclosures

The term "KEPLER CHEUVREUX" shall, unless the context otherwise requires, mean each of Kepler Cheuvreux and its affiliates, subsidiaries and related companies (see "Regulators" table below).

The investment recommendation(s) referred to in this report was (were) completed on 26/08/2016 13:54 (GMT) and was first disseminated on 29/08/2016 5:30 (GMT).

Prices in this report are taken as of the previous day's close (to the date of this report) on the home market unless otherwise stated.

## Disclosure checklist - Potential conflict of interests

Stock	ISIN	Disclosure (See Below)	Currency	Price
Clasquin	FR0004152882	8	EUR	30.99

Source: Factset closing prices of 26/08/2016

## Companies mentioned

Stock	Disclosure (See Below)
	nothing to disclose

### Key:

1. KEPLER CHEUVREUX holds or owns or controls 5% or more of the issued share capital of this company; 2. The company, or its major shareholder, directly or indirectly, holds or owns or controls 5% or more of the issued share capital of KEPLER CHEUVREUX; 3. KEPLER CHEUVREUX is or may be regularly carrying out proprietary trading in equity securities of this company; 4. KEPLER CHEUVREUX has been lead manager or co-lead manager in a public offering of the issuer's financial instruments during the last twelve months; 5. KEPLER CHEUVREUX is a market maker in the issuer's financial instruments; 6. KEPLER CHEUVREUX is a liquidity provider in relation to price stabilisation activities for the issuer to provide liquidity in such instruments; 7. KEPLER CHEUVREUX acts as a corporate broker or a sponsor or a sponsor specialist (in accordance with the local regulations) to this company; 8. KEPLER CHEUVREUX and the issuer have agreed that KEPLER CHEUVREUX will produce and disseminate investment research on the said issuer as a service to the issuer; 9. KEPLER CHEUVREUX has received compensation from this company for the provision of investment banking or financial advisory services within the previous twelve months; 10. KEPLER CHEUVREUX may expect to receive or intend to seek compensation for investment banking services from this company in the next three months; 11. The author of, or an individual who assisted in the preparation of, this report (or a member of his/her household), or a person who although not involved in the preparation of the report had or could reasonably be expected to have access to the substance of the report prior to its dissemination has a direct ownership position in securities issued by this company; 12. An employee of KEPLER CHEUVREUX serves on the board of directors of this company; 13. As at the end of the month immediately preceding the date of publication of the research report Kepler Capital Markets, Inc. beneficially owned 1% or more of a class of common equity securities of the subject company; 14. KEPLER CHEUVREUX and UniCredit Bank AG have entered into a Co-operation Agreement to form a strategic alliance in connection with certain services including services connected to investment banking transactions. UniCredit Bank AG provides investment banking services to this issuer in return for which UniCredit Bank AG has received a consideration or a promise of consideration. Separately, through the Co-operation Agreement with UniCredit Bank AG for services provided by KEPLER CHEUVREUX in connection with such activities, KEPLER CHEUVREUX has also received a consideration or a promise of a consideration in accordance with the general terms of the Co-operation Agreement; 15. KEPLER CHEUVREUX and Crédit Agricole Corporate & Investment Bank ("CACIB") have entered into a Co-operation Agreement to form a strategic alliance in connection with certain services including services connected to investment banking transactions. CACIB provides investment banking services to this issuer in return for which CACIB has received a consideration or a promise of consideration. Separately, through the Co-operation Agreement with CACIB for services provided by KEPLER CHEUVREUX in connection with such activities, KEPLER CHEUVREUX has also received a consideration or a promise of a consideration in accordance with the general terms of the Co-operation Agreement; 16. UniCredit Bank AG holds or owns or controls 5% or more of the issued share capital of KEPLER CHEUVREUX. UniCredit Bank AG provides investment banking services to this issuer in return for which UniCredit Bank AG has received a consideration or a promise of consideration; 17. CACIB holds or owns or controls 15% or more of the issued share capital of KEPLER CHEUVREUX. CACIB provides investment banking services to this issuer in return for which CACIB has received a consideration or a promise of consideration; 18. A representative of UniCredit Bank AG serves on the board of directors of KEPLER CHEUVREUX; 19. Two representatives of CACIB serve on the board of directors of KEPLER CHEUVREUX. CACIB provides investment banking services to this issuer in return for which CACIB has received a consideration or a promise of consideration; 20. The recommendation presented in this document was disclosed to the issuer prior to publication and dissemination and was subsequently amended; 21. KEPLER CHEUVREUX has received or expected to receive compensation from this company for the provision of services of investments firms set out in Sections A and B of Annex I of Directive 2014/65/EU of the European Parliament and of the Council within the previous twelve months; 22. Kepler Cheuvreux owns a net long position exceeding the threshold of 0,5 % of the total issued share capital of the issuer; 23. Kepler Cheuvreux owns a net short position exceeding the threshold of 0,5 % of the total issued share capital of the issuer; 24. Kepler Cheuvreux and Rabobank (Coöperatieve Rabobank U.A.) have entered into a Co-operation Agreement to form a strategic alliance in connection with certain services including services connected to investment banking transactions. Rabobank provides investment banking services to this issuer in return for which Rabobank will receive a consideration or a promise of consideration. Separately, through a Co-operation Agreement between with Kepler Cheuvreux and Rabobank, Kepler Cheuvreux provides services in connection with such activities. Kepler Cheuvreux also receives a consideration or a promise of a consideration in accordance with the general terms of the Co-operation Agreement; 25. Rabobank (Coöperatieve Rabobank U.A.) holds or owns or controls 5% or more of the issued share capital of Kepler Cheuvreux. Rabobank provides investment banking services to this issuer in return for which Rabobank has received a consideration or a promise of consideration; 26. A representative of Rabobank (Coöperatieve Rabobank U.A.) serves on the board of directors of Kepler Cheuvreux.

## Organizational and administrative arrangements to avoid and prevent conflicts of interests

KEPLER CHEUVREUX promotes and disseminates independent investment research and have implemented written procedures designed to identify and manage potential conflicts of interest that arise in connection with its research business, which are available upon request. The Kepler Cheuvreux research analysts and other staff involved in issuing and disseminating research reports operate independently of Kepler Cheuvreux Investment Banking business. Information barriers and procedures are in place between the research analysts and staff involved in securities trading for the account of Kepler Cheuvreux or clients to ensure that price sensitive information is handled according to applicable laws and regulations.

It is Kepler Cheuvreux' policy not to disclose the rating to the issuer before publication and dissemination. Nevertheless, this document, in whole or in part, and with the exclusion of ratings, target prices and any other information that could lead to determine its valuation, may have been provided to the issuer prior to publication and dissemination, solely with the aim of verifying factual accuracy.

Please refer to [www.keplercheuvreux.com](http://www.keplercheuvreux.com) for further information relating to research and conflict of interest management.

## Analyst disclosures

The functional job title of the person(s) responsible for the recommendations contained in this report is **Equity/Credit Research Analyst** unless otherwise stated on the cover.

Name of the Research Analyst(s): Baptiste de Leudeville

**Regulation AC - Analyst Certification:** Each Equity/Credit Research Analyst(s) listed on the front-page of this report, principally responsible for the preparation and content of all or any identified portion of this research report hereby certifies that, with respect to each issuer or security or any identified portion of the report with respect to an issuer or security that the equity research analyst covers in this research report, all of the views expressed in this research report accurately reflect their personal views about those issuer(s) or securities. Each Equity/Credit Research Analyst(s) also certifies that no part of their compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) expressed by that equity research analyst in this research report.

Each Equity/Credit Research Analyst certifies that he is acting independently and impartially from KEPLER CHEUVREUX shareholders, directors and is not affected by any current or potential conflict of interest that may arise from any KEPLER CHEUVREUX activities.

**Analyst Compensation:** The research analyst(s) primarily responsible for the preparation of the content of the research report attest that no part of the analyst's(s') compensation was, is or will be, directly or indirectly, related to the specific recommendations expressed by the research analyst(s) in the research report. The research analyst's(s') compensation is, however, determined by the overall economic performance of KEPLER CHEUVREUX.

**Registration of non-US Analysts:** Unless otherwise noted, the non-US analysts listed on the front of this report are employees of KEPLER CHEUVREUX, which is a non-US affiliate and parent company of Kepler Capital Markets, Inc. a SEC registered and FINRA member broker-dealer. Equity/Credit Research Analysts employed by KEPLER CHEUVREUX, are not registered/qualified as research analysts under FINRA/NYSE rules, may not be associated persons of Kepler Capital Markets, Inc. and may not be subject to NASD Rule 2711 and NYSE Rule 472 restrictions on communications with covered companies, public appearances, and trading securities held by a research analyst account.

## Rating distribution

### Kepler Cheuvreux rating distribution – Q2 2016

Rating breakdown	A	B
Buy	50.9%	53.7%
Hold	34.8%	32.6%
Reduce	12.1%	8.4%
Not Rated/Under Review/Accept Offer	2.2%	5.3%
Total	100.0%	100.0%

Source: Kepler Cheuvreux

A: % of all research recommendations

B: % of issuers to which Investment Banking Services are supplied

## 12 months rating history

The below table shows the history of recommendations and target prices changes issued by Kepler Cheuvreux research department (Equity and Credit) over a 12 months period.

Company Name	Date	Business Line	Rating	Target Price	Closing Price
Clasquin (EUR)	9/17/2015 8:24	Equity Research	Buy	36.00	33.00
	10/14/2015 8:51	Equity Research	Hold	36.00	34.62
	4/29/2016 9:03	Equity Research	Hold	35.00	30.80

Credit research does not issue target prices. Left intentionally blank.

Please refer to the following link <https://research.keplercheuvreux.com/Public.aspx#/Disclosure> for a full list of investment recommendations issued over the last 12 months by the author(s) and contributor(s) of this report on any financial instruments.

## Equity research

### Rating system

Kepler Cheuvreux equity research ratings and target prices are issued in absolute terms, not relative to any given benchmark. A rating on a stock is set after assessing the twelve months expected upside or downside of the stock derived from the analyst's fair value (target price) and in the light of the risk profile of the company. Ratings are defined as follows:

**Buy:** The minimum expected upside is 10% over next 12 months (the minimum required upside could be higher in light of the company's risk profile).

**Hold:** The expected upside is below 10% (the expected upside could be higher in light of the company's risk profile).

**Reduce:** There is an expected downside.

**Accept offer:** In the context of a total or partial take-over bid, squeeze-out or similar share purchase proposals, the offer price is considered to be fairly valuing the shares.

**Reject offer:** In the context of a total or partial take-over bid, squeeze-out or similar share purchase proposals, the offered price is considered to be undervaluing the shares.

**Under review:** An event occurred with an expected significant impact on our target price and we cannot issue a recommendation before having processed that new information and/or without a new share price reference.

**Not rated:** The stock is not covered.

**Restricted:** A recommendation, target price and/or financial forecast is not disclosed further to compliance and/or other regulatory considerations.

Due to share prices volatility, ratings and target prices may occasionally and temporarily be inconsistent with the above definition.

### Valuation methodology and risks

Unless otherwise stated in this report, target prices and investment recommendations are determined based on fundamental research methodologies and relies on commonly used valuation methodologies such as Discounted Cash Flow (DCF), valuation multiples comparison with history and peers, Dividend Discount Model (DDM).

Valuation methodologies and models can be highly dependent on macroeconomic factors (such as the price of commodities, exchange rates and interest rates) as well as other external factors including taxation, regulation and geopolitical changes (such as tax policy changes, strikes or war). In addition, investors' confidence and market sentiment can affect the valuation of companies. The valuation is also based on expectations that might change rapidly and without notice, depending on developments specific to individual industries. Whichever valuation method is used there is a significant risk that the target price will not be achieved within the expected timeframe.

Unless otherwise stated, models used are proprietary. Additional information about the proprietary models used in this report is accessible on request.

Kepler Cheuvreux' equity research policy is to update research rating when it deems appropriate in the light of new findings, markets development and any relevant information that can impact the analyst's view and opinion.

## Credit research

### Rating system (issuer or instrument level)

**Buy:** The analyst has a positive conviction either in absolute or relative valuation terms and/or expects a tightening of the issuer's debt securities spread over a 6 months period.

**Hold:** The analyst has a stable credit fundamental opinion on the issuer and/or performances of the debt securities over a 6 months period.

**Sell:** The analyst expects of a widening of the credit spread to some or all debt securities of the issuer and/or a negative fundamental view over a 6 months period.

**Not covered:** Kepler Cheuvreux' credit research team does not provide formal, continuous coverage of this issuer and has not assigned a rating to the issuer.

**Restricted:** A recommendation, target price and/or financial forecast is not disclosed further to compliance and/or other regulatory considerations.

Recommendations on interest bearing securities mostly focus on the credit spread and on the rating views and methodologies of recognized agencies (S&P, Moody's and Fitch). Ratings and recommendations may differ for a single issuer according to the maturity profile, subordination or market valuation of interest bearing securities.

### Valuation methodology and risks

Unless otherwise stated in this report, recommendations produced on companies covered by Kepler Cheuvreux credit research, rely on fundamental analysis combined with a market approach of the interest bearing securities valuations. The methodology employed to assign recommendations is based on the analyst fundamental evaluation of the groups' operating and financial profiles adjusted by credit specific elements.

Valuation methodologies and models can be highly dependent on macroeconomic factors (such as the price of commodities, exchange rates and interest rates) as well as other external factors including taxation, regulation and geopolitical changes (such as tax policy changes, strikes or war) and also on methodologies' changes of recognized agencies. In addition, investors' confidence and market sentiment can affect the valuation of companies. The valuation is also based on expectations that might change rapidly and without notice, depending on developments specific to individual industries.

Unless otherwise stated, models used are proprietary. If nothing is indicated to the contrary, all figures are unaudited. Additional information about the proprietary models used in this report is accessible on request.

**Kepler Cheuvreux' credit research policy is to update research rating when it deems appropriate in the light of new findings, markets development and any relevant information that can impact the analyst's view and opinion.**

### Regulators

Location	Regulator	Abbreviation
KEPLER CHEUVREUX S.A - France	Autorité des Marchés Financiers	AMF
KEPLER CHEUVREUX, Sucursal en España	Comisión Nacional del Mercado de Valores	CNMV
KEPLER CHEUVREUX, Frankfurt branch	Bundesanstalt für Finanzdienstleistungsaufsicht	BaFin
KEPLER CHEUVREUX, Milan branch	Commissione Nazionale per le Società e la Borsa	CONSOB
KEPLER CHEUVREUX, Amsterdam branch	Autoriteit Financiële Markten	AFM
Kepler Capital Markets SA - Switzerland, Zurich branch	Swiss Financial Market Supervisory Authority	FINMA
Kepler Capital Markets, Inc.	Financial Industry Regulatory Authority	FINRA
KEPLER CHEUVREUX, London branch	Financial Conduct Authority	FCA
KEPLER CHEUVREUX, Vienna branch	Austrian Financial Services Authority	FMA
KEPLER CHEUVREUX, Stockholm Branch	Finansinspektionen	FI

KEPLER CHEUVREUX is authorised and regulated by both Autorité de Contrôle Prudentiel and Autorité des Marchés Financiers.

# Legal and disclosure information

## Other disclosures

**This product is not for distribution to retail clients.**

The information contained in this publication was obtained from various publicly available sources believed to be reliable, but has not been independently verified by KEPLER CHEUVREUX. KEPLER CHEUVREUX does not warrant the completeness or accuracy of such information and does not accept any liability with respect to the accuracy or completeness of such information, except to the extent required by applicable law.

**This publication is a brief summary and does not purport to contain all available information on the subjects covered. Further information may be available on request.**

**This publication is for information purposes only and shall not be construed as an offer or solicitation for the subscription or purchase or sale of any securities, or as an invitation, inducement or intermediation for the sale, subscription or purchase of any securities, or for engaging in any other transaction.**

Any opinions, projections, forecasts or estimates in this report are those of the author only, who has acted with a high degree of expertise. They reflect only the current views of the author at the date of this report and are subject to change without notice. KEPLER CHEUVREUX has no obligation to update, modify or amend this publication or to otherwise notify a reader or recipient of this publication in the event that any matter, opinion, projection, forecast or estimate contained herein, changes or subsequently becomes inaccurate, or if research on the subject company is withdrawn. The analysis, opinions, projections, forecasts and estimates expressed in this report were in no way affected or influenced by the issuer. The author of this publication benefits financially from the overall success of KEPLER CHEUVREUX.

The investments referred to in this publication may not be suitable for all recipients. Recipients are urged to base their investment decisions upon their own appropriate investigations that they deem necessary. Any loss or other consequence arising from the use of the material contained in this publication shall be the sole and exclusive responsibility of the investor and KEPLER CHEUVREUX accepts no liability for any such loss or consequence. In the event of any doubt about any investment, recipients should contact their own investment, legal and/or tax advisers to seek advice regarding the appropriateness of investing. Some of the investments mentioned in this publication may not be readily liquid investments. Consequently it may be difficult to sell or realise such investments. The past is not necessarily a guide to future performance of an investment. The value of investments and the income derived from them may fall as well as rise and investors may not get back the amount invested. Some investments discussed in this publication may have a high level of volatility. High volatility investments may experience sudden and large falls in their value which may cause losses. International investing includes risks related to political and economic uncertainties of foreign countries, as well as currency risk.

To the extent permitted by applicable law, no liability whatsoever is accepted for any direct or consequential loss, damages, costs or prejudices whatsoever arising from the use of this publication or its contents.

## Country and region disclosures

**United Kingdom:** This document is for persons who are Eligible Counterparties or Professional Clients only and is exempt from the general restriction in section 21 of the Financial Services and Markets Act 2000 on the communication of invitations or inducements to engage in investment activity on the grounds that it is being distributed in the United Kingdom only to persons of a kind described in Articles 19(5) (Investment professionals) and 49(2) (High net worth companies, unincorporated associations, etc.) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended). It is not intended to be distributed or passed on, directly or indirectly, to any other class of persons. Any investment to which this document relates is available only to such persons, and other classes of person should not rely on this document.

**United States:** This communication is only intended for, and will only be distributed to, persons residing in any jurisdictions where such distribution or availability would not be contrary to local law or regulation. This communication must not be acted upon or relied on by persons in any jurisdiction other than in accordance with local law or regulation and where such person is an investment professional with the requisite sophistication to understand an investment in such securities of the type communicated and assume the risks associated therewith.

This communication is confidential and is intended solely for the addressee. It is not to be forwarded to any other person or copied without the permission of the sender. This communication is provided for information only. It is not a personal recommendation or an offer to sell or a solicitation to buy the securities mentioned. Investors should obtain independent professional advice before making an investment.

**Notice to U.S. Investors:** This material is not for distribution in the United States, except to "major US institutional investors" as defined in SEC Rule 15a-6 ("Rule 15a-6"). Kepler Cheuvreux has entered into a 15a-6 Agreement with Kepler Capital Markets, Inc. ("KCM, Inc.") which enables this report to be furnished to certain U.S. recipients in reliance on Rule 15a-6 through KCM, Inc.

Each U.S. recipient of this report represents and agrees, by virtue of its acceptance thereof, that it is a "major U.S. institutional investor" (as such term is defined in Rule 15a-6) and that it understands the risks involved in executing transactions in such securities. Any U.S. recipient of this report that wishes to discuss or receive additional information regarding any security or issuer mentioned herein, or engage in any transaction to purchase or sell or solicit or offer the purchase or sale of such securities, should contact a registered representative of KCM, Inc.

KCM, Inc. is a broker-dealer registered with the Securities and Exchange Commission ("SEC") under the U.S. Securities Exchange Act of 1934, as amended, Member of the Financial Industry Regulatory Authority ("FINRA") and Member of the Securities Investor Protection Corporation ("SIPC"). Pursuant to SEC Rule 15a-6, you must contact a Registered Representative of KCM, Inc. if you are seeking to execute a transaction in the securities discussed in this report. You can reach KCM, Inc. at 600 Lexington Avenue, New York, NY 10022, Compliance Department (212) 710-7625; Operations Department (212) 710-7606; Trading Desk (212) 710-7602. Further information is also available at [www.keplercheuvreux.com](http://www.keplercheuvreux.com). You may obtain information about SIPC, including the SIPC brochure, by contacting SIPC directly at 202-371-8300; website: <http://www.sipc.org/>

KCM, Inc. is a wholly owned subsidiary of KEPLER CHEUVREUX. KEPLER CHEUVREUX, registered on the Paris Register of Companies with the number 413 064 841 (1997 B 10253), whose registered office is located at 112 avenue Kléber, 75016 Paris, is authorised and regulated by both Autorité de Contrôle Prudentiel (ACP) and Autorité des Marchés Financiers (AMF).

Nothing herein excludes or restricts any duty or liability to a customer that KCM, Inc. may have under applicable law. Investment products provided by or through KCM, Inc. are not insured by the Federal Deposit Insurance Corporation and are not deposits or other obligations of any insured depository institution, may lose value and are not guaranteed by the entity that published the research as disclosed on the front page and are not guaranteed by KCM, Inc.

Investing in non-U.S. Securities may entail certain risks. The securities referred to in this report and non-U.S. issuers may not be registered under the U.S. Securities Act of 1933, as amended, and the issuer of such securities may not be subject to U.S. reporting and/or other requirements. Rule 144A securities may be offered or sold only to persons in the U.S. who are Qualified Institutional Buyers within the meaning of Rule 144A under the Securities Act. The information available about non-U.S. companies may be limited, and non-U.S. companies are generally not subject to the same uniform auditing and reporting standards as U.S. companies. Securities of some non-U.S. companies may not be as liquid as securities of comparable U.S. companies. Securities discussed herein may be rated below investment grade and should therefore only be considered for inclusion in accounts qualified for speculative investment.

Analysts employed by KEPLER CHEUVREUX SA, a non-U.S. broker-dealer, are not required to take the FINRA analyst exam. The information contained in this report is intended solely for certain "major U.S. institutional investors" and may not be used or relied upon by any other person for any purpose. Such information is provided for informational purposes only and does not constitute a solicitation to buy or an offer to sell any securities under the Securities Act of 1933, as amended, or under any other U.S. federal or state securities laws, rules or regulations. The investment opportunities discussed in this report may be unsuitable for certain investors depending on their specific investment objectives, risk tolerance and financial position.



In jurisdictions where KCM, Inc. is not registered or licensed to trade in securities, or other financial products, transactions may be executed only in accordance with applicable law and legislation, which may vary from jurisdiction to jurisdiction and which may require that a transaction be made in accordance with applicable exemptions from registration or licensing requirements.

The information in this publication is based on sources believed to be reliable, but KCM, Inc. does not make any representation with respect to its completeness or accuracy. All opinions expressed herein reflect the author's judgment at the original time of publication, without regard to the date on which you may receive such information, and are subject to change without notice.

KCM, Inc. and/or its affiliates may have issued other reports that are inconsistent with, and reach different conclusions from, the information presented in this report. These publications reflect the different assumptions, views and analytical methods of the analysts who prepared them. Past performance should not be taken as an indication or guarantee of future performance, and no representation or warranty, express or implied, is provided in relation to future performance.

KCM, Inc. and any company affiliated with it may, with respect to any securities discussed herein: (a) take a long or short position and buy or sell such securities; (b) act as investment and/or commercial bankers for issuers of such securities; (c) act as market makers for such securities; (d) serve on the board of any issuer of such securities; and (e) act as paid consultant or advisor to any issuer. The information contained herein may include forward-looking statements within the meaning of U.S. federal securities laws that are subject to risks and uncertainties. Factors that could cause a company's actual results and financial condition to differ from expectations include, without limitation: political uncertainty, changes in general economic conditions that adversely affect the level of demand for the company's products or services, changes in foreign exchange markets, changes in international and domestic financial markets and in the competitive environment, and other factors relating to the foregoing. All forward-looking statements contained in this report are qualified in their entirety by this cautionary statement.

**France:** This publication is issued and distributed in accordance with Articles L.544-1 and seq and R. 621-30-1 of the Code Monétaire et Financier and with Articles 313-25 to 313-27 and 315-1 and seq of the General Regulation of the Autorité des Marchés Financiers (AMF).

**Germany:** This report must not be distributed to persons who are retail clients in the meaning of Sec. 31a para. 3 of the German Securities Trading Act (Wertpapierhandelsgesetz – "WpHG"). This report may be amended, supplemented or updated in such manner and as frequently as the author deems.

**Italy:** This document is issued by KEPLER CHEUVREUX Milan branch, authorised in France by the Autorité des Marchés Financiers (AMF) and the Autorité de Contrôle Prudentiel (ACP) and registered in Italy by the Commissione Nazionale per le Società e la Borsa (CONSOB) and is distributed by KEPLER CHEUVREUX. This document is for Eligible Counterparties or Professional Clients only as defined by the CONSOB Regulation 16190/2007 (art. 26 and art. 58). Other classes of persons should not rely on this document. Reports on issuers of financial instruments listed by Article 180, paragraph 1, letter a) of the Italian Consolidated Act on Financial Services (Legislative Decree No. 58 of 24/2/1998, as amended from time to time) must comply with the requirements envisaged by articles 69 to 69-novies of CONSOB Regulation 11971/1999. According to these provisions KEPLER CHEUVREUX warns on the significant interests of KEPLER CHEUVREUX indicated in Annex 1 hereof, confirms that there are not significant financial interests of KEPLER CHEUVREUX in relation to the securities object of this report as well as other circumstance or relationship with the issuer of the securities object of this report (including but not limited to conflict of interest, significant shareholdings held in or by the issuer and other significant interests held by KEPLER CHEUVREUX or other entities controlling or subject to control by KEPLER CHEUVREUX in relation to the issuer which may affect the impartiality of this document). Equities discussed herein are covered on a continuous basis with regular reports at results release. Reports are released on the date shown on cover and distributed via print and email. KEPLER CHEUVREUX branch di Milano analysts is not affiliated with any professional groups or organisations. All estimates are by KEPLER CHEUVREUX unless otherwise stated.

**Spain:** This document is only intended for persons who are Eligible Counterparties or Professional Clients within the meaning of Article 78bis and Article 78ter of the Spanish Securities Market Act. It is not intended to be distributed or passed on, directly or indirectly, to any other class of persons. This report has been issued by KEPLER CHEUVREUX Sucursal en España registered in Spain by the Comisión Nacional del Mercado de Valores (CNMV) in the foreign investments firms registry and it has been distributed in Spain by it or by KEPLER CHEUVREUX authorised and regulated by both Autorité de Contrôle Prudentiel and Autorité des Marchés Financiers. There is no obligation to either register or file any report or any supplemental documentation or information with the CNMV. In accordance with the Spanish Securities Market Law (Ley del Mercado de Valores), there is no need for the CNMV to verify, authorise or carry out a compliance review of this document or related documentation, and no information needs to be provided.

**Switzerland:** This publication is intended to be distributed to professional investors in circumstances such that there is no public offer. This publication does not constitute a prospectus within the meaning of Articles 652a and 1156 of the Swiss Code of Obligations.

**Canada:** The information provided in this publication is not intended to be distributed or circulated in any manner in Canada and therefore should not be construed as any kind of financial recommendation or advice provided within the meaning of Canadian securities laws.

**Other countries:** Laws and regulations of other countries may also restrict the distribution of this report. Persons in possession of this document should inform themselves about possible legal restrictions and observe them accordingly.

**None of the material, nor its content may be altered in anyway, transmitted to, copied or distributed to any other party, in whole or in part, unless otherwise agreed with Kepler Cheuvreux in writing.**

**Amsterdam**

Kepler Cheuvreux Benelux  
Johannes Vermeerstraat 9  
1071 DK Amsterdam  
+31 20 573 06 66

**Frankfurt**

Kepler Cheuvreux Germany  
Taunusanlage 18  
60325 Frankfurt  
+49 69 756960

**Geneva**

Kepler Cheuvreux SA  
Route de Crassier 11  
1262 - Eysins  
Switzerland  
+41 22361 5151

**London**

Kepler Cheuvreux UK  
5th Floor  
95 Gresham Street  
London EC2V 7NA  
+44 20 7621 5100

**Madrid**

Kepler Cheuvreux Espana  
Alcala 95  
28009 Madrid  
+3491 4365100

**Milan**

Kepler Cheuvreux Italia  
Via C. Cornaggia 10  
20123 Milano  
+39 02 855 07 1

**Paris**

Kepler Cheuvreux France  
112 Avenue Kleber  
75016 Paris  
+33 1 53653500

**Stockholm**

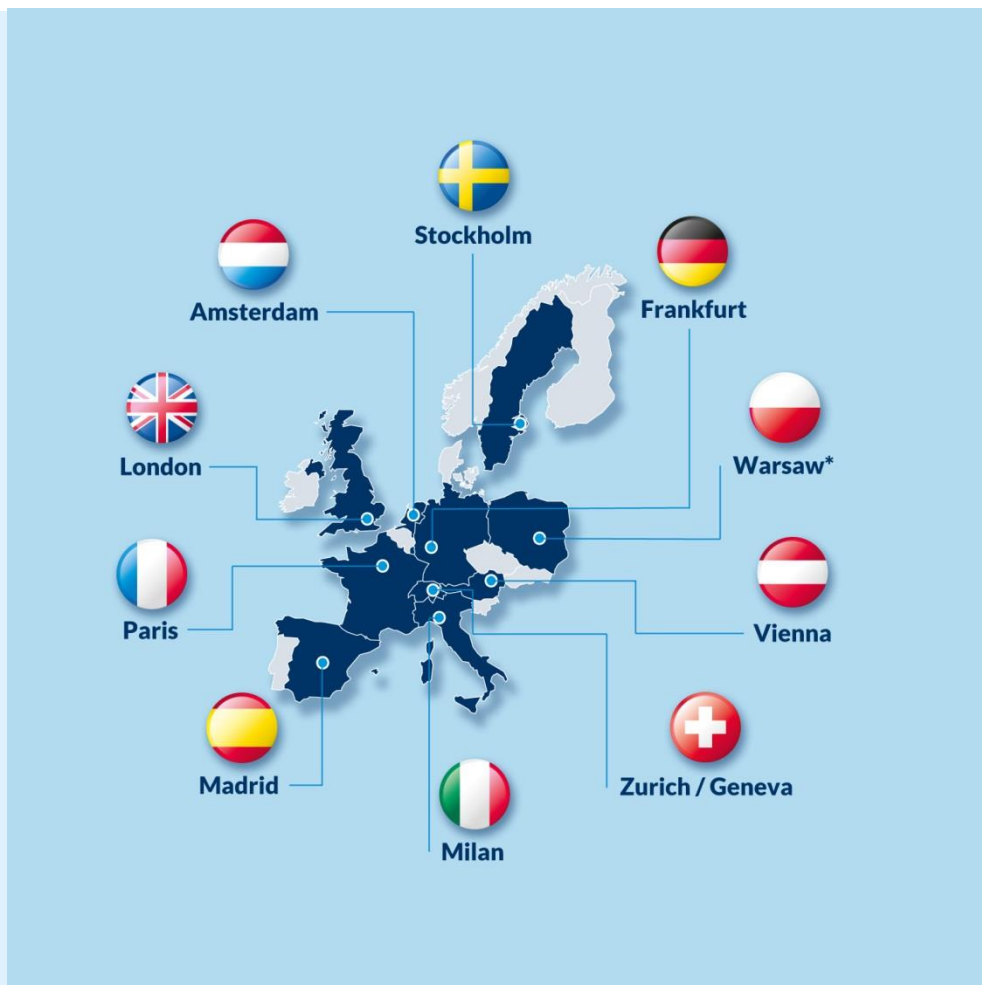
Kepler Cheuvreux Nordic  
Regeringsgatan 38  
10393 Stockholm  
+468 723 5100

**Vienna**

Kepler Cheuvreux Vienna  
Schottenring 16/2  
Vienna 1010  
+43 1 537 124 147

**Zurich**

Kepler Cheuvreux Switzerland  
Stadelhoferstrasse 22  
Postfach  
8024 Zurich  
+41 433336666



Kepler Cheuvreux has exclusive international distribution rights for UniCredit's CEE product.

## North America

**Boston**

Kepler Capital Markets, Inc  
225 Franklin Street, Floor 26  
Boston, MA 02110  
+1 617-217-2615

**New York**

Kepler Capital Markets, Inc.  
600 Lexington Avenue, Floor 28  
10022 New York, NY USA  
+1 212-710-7600

**San Francisco**

Kepler Capital Markets, Inc  
50 California Street, Suite 1500  
San Francisco, CA 94111  
+1 415- 439-5253