

## Investment Research

### Buy

Recommendation unchanged

**Share price: EUR 12.47**

closing price as of 13/01/2017

**Target price: EUR 14.00**

Target Price unchanged

Reuters/Bloomberg

ACX.MC/ACX SM

Daily avg. no. trad. sh. 12 mth	1,817
Daily avg. trad. vol. 12 mth (m)	35,908.55
Price high 12 mth (EUR)	13.24
Price low 12 mth (EUR)	7.15
Abs. perf. 1 mth	-3.8%
Abs. perf. 3 mth	11.5%
Abs. perf. 12 mth	55.5%

Market capitalisation (EURm)	3,441
Current N° of shares (m)	276
Free float	40%

Key financials (EUR)	12/15	12/16e	12/17e
Sales (m)	4,221	3,892	4,750
EBITDA (m)	286	321	482
EBITDA margin	6.8%	8.2%	10.1%
EBIT (m)	121	154	316
EBIT margin	2.9%	4.0%	6.6%
Net Profit (adj.)(m)	43	79	180
ROCE	3.1%	4.0%	7.8%
Net debt/(cash) (m)	711	687	775
Net Debt Equity	0.4	0.3	0.4
Net Debt/EBITDA	2.5	2.1	1.6
Int. cover(EBITDA/Fin.int)	6.1	9.7	13.0
EV/Sales	0.7	1.0	0.9
EV/EBITDA	10.9	12.7	8.5
EV/EBITDA (adj.)	10.9	12.7	8.5
EV/EBIT	25.9	26.3	13.0
P/E (adj.)	nm	44.1	19.1
P/BV	1.3	1.8	1.8
OpFCF yield	-7.3%	4.1%	1.1%
Dividend yield	3.6%	3.6%	3.6%
EPS (adj.)	0.16	0.29	0.65
BVPS	7.23	6.85	7.05
DPS	0.45	0.45	0.45



Source: Factset

Shareholders: CF Alba 20%; Omega Capital 10%; Nisshin Steel 15%;

For company description please see summary table footnote

Reason: Company Newsflow

16 January 2017

## Solidez fundamental, a pesar de la volatilidad del níquel.

Hemos mantenido una reunión con Acerinox e inversores y nuestra opinión se mantiene positiva. Después del susto del pasado jueves 12/01 en lo referente al níquel, pensamos que el sector tiene una base sólida para continuar mejorando en resultados. Acerinox, está muy bien posicionada en EEUU, aumentando la producción de más valor añadido. Esto, junto a las subidas de precios base y la reducción de costes podría impulsar el margen EBITDA al 10%-12% (10,3% 3T16).

- ✓ Con respecto al níquel, los comentarios procedentes de Indonesia indicando que se permitirán las exportaciones de mineral sin procesar “en determinadas condiciones”, podrían, en líneas generales, aumentar la disponibilidad del níquel, en un año en que, según algunas informaciones especializadas, podría haber cierto déficit de níquel, por el aumento de la demanda de acero inoxidable y, en especial del tipo austenítico, consumidor de níquel. Es un poco pronto para evaluar el impacto de las medidas de Indonesia, aunque el nivel de precios actual vs. los mínimos vistos a comienzos de 2016, limitan su impacto. El precio del nickel pig iron (NPI) estaría cerca de los precios de la chatarra, desincentivando su producción. Además los niveles actuales de precios del níquel (10.300 USD/t) son todavía inferiores al break even point de muchos fabricantes (unos 11.000 USD/t).
- ✓ El nivel de inventarios de los almacenistas en Europa y en EEUU, están por debajo de la media y en la media, respectivamente.
- ✓ Destacamos especialmente que los precios finales en Asia, durante las últimas semanas han subido alcanzando a los precios de EEUU y reduciendo la distancia con los precios de Europa. Esto permitirá una reducción de las exportaciones de Asia hacia los otros mercados e incluso, si la demanda se mantiene razonablemente bien, como esperamos, y el níquel continúa estabilizado, se podrían subir nuevamente los precios base.
- ✓ El buen nivel de inventarios, el cierre de capacidad en EEUU (Allegheny), el aumento en el recargo de aleación de enero y la posibilidad de que el recargo de febrero sea también positivo (en parte por la subida del cromo), nos permiten pensar que se van a poder pasar a los clientes las subidas de precios base.
- ✓ NAS está creciendo en capacidad de laminado en frío y en acabado brillante (BA). Se espera que los efectos positivos ya se puedan ver en el 2S17.
- ✓ Acerinox obtiene la mayor parte de su beneficio en EEUU, por lo que las medidas que se tomen en EEUU para impulsar el crecimiento serán positivas para Acerinox. Además, la reducción del tipo impositivo en EEUU, de implementarse será también muy favorable para la compañía.
- ✓ En China se ha producido en diciembre el desmantelamiento de una planta de acero inoxidable de 2 millones de toneladas por temas medioambientales, que es una señal positiva para racionalizar la capacidad, aunque falta mucho por hacer.
- ✓ En EEUU se espera que en enero se anuncie que las medidas provisionales antidumping contra las importaciones chinas, se conviertan en definitivas.
- ✓ Acerinox sigue atenta al mercado por si hubiera alguna oportunidad de crecimiento inorgánico. La fusión Nippon-Nisshin Steel puede ofrecer oportunidades.

Analyst(s): Iñigo Recio Pascual +34 91 436 7814 inigo.recio@gvcgaesco.es

For important disclosure information, please refer to the disclaimer page of this report

## Acerinox: Summary tables

PROFIT & LOSS (EURm)	12/2013	12/2014	12/2015	12/2016e	12/2017e	12/2018e
<b>Sales</b>	<b>3,966</b>	<b>4,380</b>	<b>4,221</b>	<b>3,892</b>	<b>4,750</b>	<b>5,323</b>
Cost of Sales & Operating Costs	-3,790	-3,959	-3,967	-3,584	-4,285	-4,779
Non Recurrent Expenses/Income	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>228</b>	<b>454</b>	<b>286</b>	<b>321</b>	<b>482</b>	<b>563</b>
<b>EBITDA (adj.)*</b>	<b>228</b>	<b>454</b>	<b>286</b>	<b>321</b>	<b>482</b>	<b>563</b>
Depreciation	-135	-150	-164	-166	-166	-168
<b>EBITA</b>	<b>93.2</b>	<b>304</b>	<b>123</b>	<b>154</b>	<b>316</b>	<b>395</b>
<b>EBITA (adj.)*</b>	<b>93.2</b>	<b>304</b>	<b>123</b>	<b>154</b>	<b>316</b>	<b>395</b>
Amortisations and Write Downs	-4.9	-6.1	-1.7	0.0	0.0	0.0
<b>EBIT</b>	<b>88.3</b>	<b>298</b>	<b>121</b>	<b>154</b>	<b>316</b>	<b>395</b>
<b>EBIT (adj.)*</b>	<b>88.3</b>	<b>298</b>	<b>121</b>	<b>154</b>	<b>316</b>	<b>395</b>
Net Financial Interest	-56.2	-56.5	-46.9	-33.0	-37.0	-38.2
Other Financials	1.1	2.6	2.9	-1.0	-0.3	0.0
Associates	0.0	0.0	0.0	0.0	0.0	0.0
Other Non Recurrent Items	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings Before Tax (EBT)</b>	<b>33.2</b>	<b>244</b>	<b>76.9</b>	<b>120</b>	<b>278</b>	<b>356</b>
Tax	-23.6	-121	-50.6	-51.5	-109	-139
<i>Tax rate</i>	<i>71.1%</i>	<i>49.7%</i>	<i>65.8%</i>	<i>42.8%</i>	<i>39.0%</i>	<i>39.0%</i>
Discontinued Operations	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	12.5	13.6	16.6	10.0	10.0	-5.0
<b>Net Profit (reported)</b>	<b>22.1</b>	<b>136</b>	<b>42.9</b>	<b>78.9</b>	<b>180</b>	<b>212</b>
<b>Net Profit (adj.)</b>	<b>22.1</b>	<b>136</b>	<b>42.9</b>	<b>78.9</b>	<b>180</b>	<b>212</b>
<b>CASH FLOW (EURm)</b>	<b>12/2013</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016e</b>	<b>12/2017e</b>	<b>12/2018e</b>
Cash Flow from Operations before change in NWC	149	279	192	235	336	385
Change in Net Working Capital	147	-236	-280	63.1	-140	-88.8
<b>Cash Flow from Operations</b>	<b>296</b>	<b>43.5</b>	<b>-88.3</b>	<b>298</b>	<b>197</b>	<b>297</b>
Capex	-126	-73.7	-93.9	-155	-160	-160
Net Financial Investments	0.0	0.0	0.0	0.0	0.0	0.0
<b>Free Cash Flow</b>	<b>170</b>	<b>-30.2</b>	<b>-182</b>	<b>143</b>	<b>36.5</b>	<b>137</b>
Dividends	-112	-111	-118	-120	-124	-124
Other (incl. Capital Increase & share buy backs)	-5.5	54.4	205	0.0	0.0	0.0
<b>Change in Net Debt</b>	<b>52.2</b>	<b>-86.4</b>	<b>-95.0</b>	<b>23.3</b>	<b>-87.7</b>	<b>12.4</b>
NOPLAT	61.8	208	84.6	108	221	276
<b>BALANCE SHEET &amp; OTHER ITEMS (EURm)</b>	<b>12/2013</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016e</b>	<b>12/2017e</b>	<b>12/2018e</b>
Net Tangible Assets	1,893	1,972	2,026	2,015	2,008	2,000
Net Intangible Assets (incl. Goodwill)	294	271	103	103	103	103
Net Financial Assets & Other	13.2	117	222	224	224	224
<b>Total Fixed Assets</b>	<b>2,200</b>	<b>2,359</b>	<b>2,350</b>	<b>2,341</b>	<b>2,335</b>	<b>2,327</b>
Inventories	730	852	825	763	949	1,074
Trade receivables	414	466	470	533	651	729
Other current assets	17.8	0.0	0.0	0.0	0.0	0.0
Cash (-)	-630	-738	-480	-480	-480	-480
<b>Total Current Assets</b>	<b>1,791</b>	<b>2,056</b>	<b>1,775</b>	<b>1,776</b>	<b>2,080</b>	<b>2,284</b>
<b>Total Assets</b>	<b>3,991</b>	<b>4,416</b>	<b>4,126</b>	<b>4,118</b>	<b>4,415</b>	<b>4,611</b>
Shareholders Equity	1,437	1,733	1,929	1,890	1,946	2,034
Minority	116	113	94.3	84.3	74.3	79.3
Total Equity	1,553	1,846	2,023	1,974	2,020	2,113
Long term interest bearing debt	751	1,020	741	727	781	774
Provisions	13.6	13.7	13.7	13.7	13.7	13.7
Other long term liabilities	226	242	241	241	241	241
<b>Total Long Term Liabilities</b>	<b>991</b>	<b>1,276</b>	<b>996</b>	<b>981</b>	<b>1,036</b>	<b>1,028</b>
Short term interest bearing debt	408	334	450	441	474	469
Trade payables	980	916	642	691	851	963
Other current liabilities	59.3	44.1	15.5	30.8	34.6	37.3
<b>Total Current Liabilities</b>	<b>1,447</b>	<b>1,294</b>	<b>1,107</b>	<b>1,162</b>	<b>1,359</b>	<b>1,469</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>3,991</b>	<b>4,416</b>	<b>4,126</b>	<b>4,118</b>	<b>4,415</b>	<b>4,611</b>
<b>Net Capital Employed</b>	<b>2,323</b>	<b>2,718</b>	<b>2,988</b>	<b>2,916</b>	<b>3,050</b>	<b>3,130</b>
<b>Net Working Capital</b>	<b>122</b>	<b>358</b>	<b>638</b>	<b>575</b>	<b>715</b>	<b>803</b>
<b>GROWTH &amp; MARGINS</b>	<b>12/2013</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016e</b>	<b>12/2017e</b>	<b>12/2018e</b>
<i>Sales growth</i>	<i>-12.9%</i>	<i>10.4%</i>	<i>-3.6%</i>	<i>-7.8%</i>	<i>22.1%</i>	<i>12.1%</i>
<b>EBITDA (adj.)* growth</b>	<b>16.6%</b>	<b>99.1%</b>	<b>-37.0%</b>	<b>12.1%</b>	<b>50.3%</b>	<b>16.7%</b>
<i>EBITA (adj.)* growth</i>	<i>95.1%</i>	<i>226.1%</i>	<i>-59.7%</i>	<i>26.0%</i>	<i>104.4%</i>	<i>25.0%</i>
<i>EBIT (adj.)* growth</i>	<i>84.9%</i>	<i>237.2%</i>	<i>-59.4%</i>	<i>27.7%</i>	<i>104.4%</i>	<i>25.0%</i>

## Acerinox: Summary tables

	12/2013	12/2014	12/2015	12/2016e	12/2017e	12/2018e
<b>GROWTH &amp; MARGINS</b>						
Net Profit growth	n.m.	517.8%	-68.5%	83.9%	128.0%	18.1%
EPS adj. growth	n.m.	507.0%	-69.1%	77.6%	128.0%	18.1%
DPS adj. growth	-4.4%	4.4%	0.2%	0.0%	0.0%	6.7%
EBITDA (adj)* margin	5.8%	10.4%	6.8%	8.2%	10.1%	10.6%
EBITA (adj)* margin	2.3%	6.9%	2.9%	4.0%	6.6%	7.4%
EBIT (adj)* margin	2.2%	6.8%	2.9%	4.0%	6.6%	7.4%
<b>RATIOS</b>						
Net Debt/Equity	0.3	0.3	0.4	0.3	0.4	0.4
Net Debt/EBITDA	2.3	1.4	2.5	2.1	1.6	1.4
Interest cover (EBITDA/Fin.interest)	4.1	8.0	6.1	9.7	13.0	14.7
Capex/D&A	90.2%	47.1%	56.8%	93.2%	96.2%	95.2%
Capex/Sales	3.2%	1.7%	2.2%	4.0%	3.4%	3.0%
NWC/Sales	3.1%	8.2%	15.1%	14.8%	15.0%	15.1%
ROE (average)	1.5%	8.6%	2.3%	4.1%	9.4%	10.7%
ROCE (adj.)	2.7%	8.0%	3.1%	4.0%	7.8%	9.5%
WACC	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%
ROCE (adj.)/WACC	0.3	0.9	0.4	0.5	0.9	1.1
<b>PER SHARE DATA (EUR)***</b>						
Average diluted number of shares	257.1	261.7	266.7	276.1	276.1	276.1
EPS (reported)	0.09	0.52	0.16	0.29	0.65	0.77
EPS (adj.)	0.09	0.52	0.16	0.29	0.65	0.77
BVPS	5.59	6.62	7.23	6.85	7.05	7.37
DPS	0.43	0.45	0.45	0.45	0.45	0.48
<b>VALUATION</b>						
EV/Sales	0.8	0.9	0.7	1.0	0.9	0.8
EV/EBITDA	13.4	8.6	10.9	12.7	8.5	7.3
<b>EV/EBITDA (adj.)*</b>	<b>13.4</b>	<b>8.6</b>	<b>10.9</b>	<b>12.7</b>	<b>8.5</b>	<b>7.3</b>
EV/EBITA	32.7	12.9	25.5	26.3	13.0	10.4
<b>EV/EBITA (adj.)*</b>	<b>32.7</b>	<b>12.9</b>	<b>25.5</b>	<b>26.3</b>	<b>13.0</b>	<b>10.4</b>
EV/EBIT	34.5	13.2	25.9	26.3	13.0	10.4
<b>EV/EBIT (adj.)*</b>	<b>34.5</b>	<b>13.2</b>	<b>25.9</b>	<b>26.3</b>	<b>13.0</b>	<b>10.4</b>
<b>P/E (adj.)</b>	<b>n.m.</b>	<b>24.0</b>	<b>n.m.</b>	<b>44.1</b>	<b>19.1</b>	<b>16.2</b>
P/BV	1.7	1.9	1.3	1.8	1.8	1.7
Total Yield Ratio	4.7%	3.6%	3.6%	3.6%	3.6%	3.6%
EV/CE	1.3	1.5	1.1	1.5	1.4	1.4
OpFCF yield	7.1%	-0.9%	-7.3%	4.1%	1.1%	4.0%
OpFCF/EV	5.6%	-0.8%	-5.8%	3.5%	0.9%	3.3%
Payout ratio	n.m.	86.2%	n.m.	158%	69.1%	62.4%
Dividend yield (gross)	4.7%	3.6%	3.6%	3.6%	3.6%	3.9%
<b>EV AND MKT CAP (EURm)</b>						
Price** (EUR)	9.25	12.51	9.42	12.61	12.47	12.47
Outstanding number of shares for main stock	257.1	261.7	266.7	276.1	276.1	276.1
<b>Total Market Cap</b>	<b>2,378</b>	<b>3,273</b>	<b>2,512</b>	<b>3,480</b>	<b>3,441</b>	<b>3,441</b>
<b>Net Debt</b>	<b>529</b>	<b>616</b>	<b>711</b>	<b>687</b>	<b>775</b>	<b>763</b>
<i>o/w Cash &amp; Marketable Securities (-)</i>	<i>-630</i>	<i>-738</i>	<i>-480</i>	<i>-480</i>	<i>-480</i>	<i>-480</i>
<i>o/w Gross Debt (+)</i>	<i>1,159</i>	<i>1,354</i>	<i>1,191</i>	<i>1,167</i>	<i>1,255</i>	<i>1,243</i>
<b>Other EV components</b>	<b>140</b>	<b>31</b>	<b>-95</b>	<b>-109</b>	<b>-121</b>	<b>-115</b>
<b>Enterprise Value (EV adj.)</b>	<b>3,047</b>	<b>3,920</b>	<b>3,127</b>	<b>4,058</b>	<b>4,095</b>	<b>4,089</b>

Source: Company, GVC Gaesco Beka 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: Basic Resources/Industrial Metals

Company Description: Acerinox is one of the leading and most profitable stainless steel producers in the world. Acerinox only produces stainless steel, and not carbon steel. The group owns three fully integrated plants located in: Campo de Gibraltar (Spain), Kentucky (US) and Middleburg (South Africa) and it owns an extensive commercial network. Currently, Acerinox produces c. 5.6% of the total world output including long and flat products and has increased its capacity in the US and South African plants. Acerinox is progressively investing in a new integrated plant in Malaysia.

## 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)**.

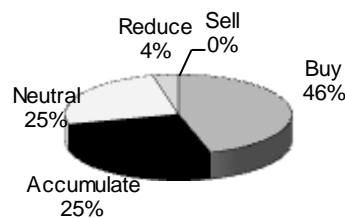
Furthermore, in specific cases and for a limited period of time, the analysts are allowed to rate the stocks as **Rating Suspended (RS)** or **Not Rated (NR)**, as explained below.

### 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

### GVC Gaesco Beka 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: 16 Jan 2017 2:30 **CET**

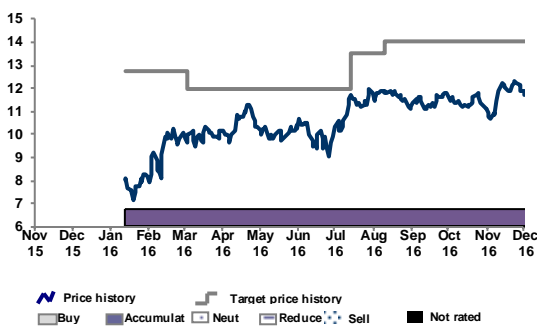
First date and time of dissemination: **16 Jan 2017 2:45 CET**

**Recommendation history for ACERINOX**

Date	Recommendation	Target price	Price at change date
11-Aug-16	Buy	14.00	11.91
14-Jul-16	Buy	13.50	11.72
3-Mar-16	Buy	12.00	9.65
5-Oct-15	Buy	12.75	8.74
31-Jul-15	Buy	15.40	11.10
15-Jul-15	Buy	16.50	11.44
28-Apr-15	Buy	17.50	13.42
26-Mar-15	Accumulate	19.00	15.60
22-Jul-14	Accumulate	15.50	12.94
24-Apr-14	Accumulate	14.25	12.60

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

This chart shows GVC Gaesco Beka continuing coverage of this stock; the current analyst may or may not have covered it over the entire period. Current analyst: Iñigo Recio Pascual (since 23/04/2007)



Information regarding Market Abuse and Conflicts of Interests and recommendation history available in our web page: [www.valores.gvcgaesco.es](http://www.valores.gvcgaesco.es) and our offices

The information and opinions contained in this document have been compiled by GVC Gaesco Beka S.V., S.A., from sources believed to be reliable. This document is not intended to be an offer, or a solicitation to buy or sell relevant securities. GVC Gaesco Beka S.V., S.A., will not take any responsibility whatsoever for losses which may derive from use of the present document or its contents, GVC Gaesco Beka S.V., S.A., can occasionally have positions in some of the securities mentioned in this report, through its trading portfolio or negotiation. Additionally, there can exist a commercial relation between GVC Gaesco Beka S.V., S.A., and the mentioned companies.

**As of the date of this report, GVC Gaesco Beka S.V., S.A.,**

- acts as registered advisor, agent or liquidity provider for the following companies: AB Biotics; Bioorganic Research Services; Carbures Europa SA; Clever Global SA, Euroespes, S.A., Facephi Biometría SA., Griño Ecologic SA, Lleidanetworks Serveis Telematics SA., NBI Bearings Europe S.A. Trajano Iberia Socimi, SA; Obsido Socimi SA; Eurona Telecom SA; Secuoya Grupo de Comunicación SA; Catenon SA; Mercal Inmuebles Socimi SA; Neuron Bio SA; Neol Biosolutions SA, Service Point Solutions, SA..
- has participated and/or participates as lead or co-lead manager in corporate operations with the following companies: Clever Global SA; Dogi International Fabrics SA; Lleidanetworks Serveis Telematics SA, MasMovil Ibercom; Solaria (Globalsol Villanueva);
- has, during the last year, performed a significant amount of business with: Bankia; Ferrovial, Codere.
- has a contractual relationship to provide financial services, through which GVC Gaesco Beka S.V.,S.A., executes orders on the treasury stocks of the following companies: CaixaBank S.A., Grupo Ezentis S.A.
- has a liquidity contract as outlined by the CNMV's Circular 3/2007 with: FCC; Hispania Activos Inmobiliarios, S.A., Indra Sistemas; Sacyr.

## 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](http://www.esnpartnership.eu)) or refer to the ESN Members website. Additional information is always available upon request. **For additional information and individual disclaimer please refer to [www.esnpartnership.eu](http://www.esnpartnership.eu) and to each ESN Member websites:**

[www.bancaakros.it](http://www.bancaakros.it) regulated by the CONSOB - Commissione Nazionale per le Società e la Borsa

[www.caixabi.pt](http://www.caixabi.pt) regulated by the CMVM - Comissão do Mercado de Valores Mobiliários

[www.cmcicms.com](http://www.cmcicms.com) regulated by the AMF - Autorité des marchés financiers

[www.equinet-ag.de](http://www.equinet-ag.de) regulated by the BaFin - Bundesanstalt für Finanzdienstleistungsaufsicht

[www.ibg.gr](http://www.ibg.gr) regulated by the HCMC - Hellenic Capital Market Commission

[www.nibcmarkets.com](http://www.nibcmarkets.com) regulated by the AFM - Autoriteit Financiële Markten

[www.op.fi](http://www.op.fi) regulated by the Financial Supervision Authority

[www.valores.gvcgaesco.es](http://www.valores.gvcgaesco.es) regulated by CNMV - Comisión Nacional del Mercado de Valores

## Members of ESN (European Securities Network LLP)



**Banca Akros S.p.A.**  
Viale Eginardo, 29  
20149 MILANO  
Italy  
Phone: +39 02 43 444 389  
Fax: +39 02 43 444 302



**Caixa-Banco de Investimento**  
Rua Barata Salgueiro, nº 33  
1269-057 Lisboa  
Portugal  
Phone: +351 21 313 73 00  
Fax: +351 21 389 68 98



**CM - CIC Market Solutions**  
6, avenue de Provence  
75441 Paris  
Cedex 09  
France  
Phone: +33 1 53 48 80 78  
Fax: +33 1 53 48 82 25



**equinet Bank AG**  
Gräfrstraße 97  
60487 Frankfurt am Main  
Germany  
Phone: +49 69 - 58997 - 212  
Fax: +49 69 - 58997 - 299



**GVC Gaesco Beka, SV, SA**  
C/ Marques de Villamagna 3  
28001 Madrid  
Spain  
Phone: +34 91 436 7813



**Investment Bank of Greece**  
32 Aigialeias Str & Paradissou,  
151 25 Maroussi,  
Greece  
Tel: +30 210 81 73 383



**NIBC Markets N.V.**  
Nieuwezijds Voorburgwal 162  
P.O.Box 235  
1000 AE Amsterdam  
The Netherlands  
Phone: +31 20 550 8500  
Fax: +31 20 626 8064



**OP Corporate Bank plc**  
P.O.Box 308  
Teollisuuskatu 1, 00013 Helsinki  
Finland  
Phone: +358 10 252 011  
Fax: +358 10 252 2703

