

EQUITY RESEARCH

EVISO SPA
 RESULTS REVIEW
 Press release
BUY
TP 6.8€ (vs 7.1€)
 Up/Downside: 33%

Unique in its field.

eVISO released the main KPIs for the year 2023-2024 yesterday, showing an excellent increase in electricity volumes, though slightly below expectations, and a better-than-expected increase in the gas segment. The estimated gross margin is slightly below expectations, as is the cash generation (by about 5%).

eVISO released the main KPIs for the year 2023-2024 yesterday, showing an excellent increase in electricity volumes delivered to direct customers (+38%) and resellers (+60%), although these figures are below our previous growth forecasts (60% and 68%). A significantly better-than-expected increase was recorded for the volumes of gas delivered directly (+173%) compared to our estimate of +114%.

The company reported a gross margin of €17m ± €0.4m (compared to €18.1m previously estimated). Compared to the June 2023 data, the gross margin has increased by 150%, highlighting how 2024 has been a year of exponential growth for eVISO. We have cautiously revised our year-end EBITDA estimate to €10.7m (compared to €12m previously), which is more than 5 times higher than in June 2023.

Net cash from debt is slightly below expectations, standing at €11.5m (compared to our estimate of €12m). At the same time, considering that the company currently holds around €0.75m in treasury shares, the same figure would be significantly better than expected if we included the more than €3.5m value that these shares currently have on the market.

We have cautiously revised down the growth in electricity volumes and now estimate that the company could reach 440 GWh delivered to direct customers by the end of 2026 (vs. 520 GWh previously) and 1.1 TWh delivered to resellers (vs. 1.2 TWh previously). As for gas volumes, we now believe that the company could reach 10m Smc by June 2026 (vs. 9m Smc previously). Finally, we have cautiously increased our electricity cost estimates for the coming years by about 10% following price increases in recent months. We therefore estimate that eVISO will close 2025 and 2026 with an EBITDA of €15.8m and €18.6m (compared to €17.9m and €21.6m previously).

We maintain our buy recommendation on eVISO and, thanks to the positive impact of changing market parameters in the model (risk-free rate and multiples), we slightly reduce the TP to €6.8m (compared to €7.1 previously)."

Key data

Price (€)	5.1
Industry	Technology Services
Ticker	EVISO-IT
Shares Out (m)	24.662
Market Cap (m €)	125.8
Average trading volumes (k shares / day)	3.693
Source: FactSet	

Ownership (%)

O Caminho S.r.l.	52.7
Iscat S.r.l.	13.9
Pandora S.S.	12.2
Arca Fondi SGR	3.0
Free float	21.2

Source: TPICAP Midcap estimates

EPS (€)	06/24e	06/25e	06/26e
Estimates	0.21	0.35	0.42
Change vs previous estimates (%)	-14.81	-14.25	-17.14

Source: TPICAP Midcap estimates

Performance (%)	1D	1M	YTD
Price Perf	-3.4	4.5	80.9
Rel FTSE Italy	-4.2	2.2	57.1



Source: FactSet

TP ICAP Midcap Estimates	06/23	06/24e	06/25e	06/26e	Valuation Ratio	06/24e	06/25e	06/26e
Sales (m €)	224.9	223.0	310.7	365.2	EV/Sales	0.5	0.4	0.3
Current Op Inc (m €)	0.0	8.3	13.3	15.9	EV/EBITDA	10.7	6.9	5.4
Current op. Margin (%)	0.0	3.7	4.3	4.3	EV/EBIT	13.8	8.2	6.3
EPS (€)	-0.05	0.21	0.35	0.42	PE	24.5	14.6	12.1
DPS (€)	0.00	0.00	0.00	0.00	Source: TPICAP Midcap			
Yield (%)	0.0	0.0	0.0	0.0				
FCF (m €)	-1.5	3.6	5.1	9.2				

Consensus FactSet - Analysts:na	06/24e	06/25e	06/26e
Sales	227.2	316.2	366.5
EBIT	8.8	14.2	17.9
Net income	5.5	9.6	12.3

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FINANCIAL DATA

Income Statement	06/21	06/22	06/23	06/24e	06/25e	06/26e
Sales	75.7	208.1	224.9	223.0	310.7	365.2
Changes (%)	58.3	174.9	8.1	-0.8	39.3	17.5
Gross profit	44.4	43.9	41.4	108.6	153.4	184.1
% of Sales	58.6	21.1	18.4	48.7	49.4	50.4
EBITDA	3.3	5.0	2.0	10.7	15.8	18.6
% of Sales	4.4	2.4	0.9	4.8	5.1	5.1
Current operating profit	2.2	3.2	0.0	8.3	13.3	15.9
% of Sales	2.9	1.5	0.0	3.7	4.3	4.3
Non-recurring items	-0.1	-0.3	-0.3	-0.7	-0.9	-1.1
EBIT	2.1	2.8	-0.3	7.6	12.4	14.8
Net financial result	-0.4	-0.2	-0.4	-0.5	-0.4	-0.4
Income Tax	-0.4	-3.7	-0.5	-2.0	-3.3	-4.0
Tax rate (%)	24.6	142.7	-77.6	27.9	27.9	27.9
Net profit, group share	1.3	-1.1	-1.2	5.1	8.6	10.4
EPS	0.05	na	na	0.21	0.35	0.42
Financial Statement	06/21	06/22	06/23	06/24e	06/25e	06/26e
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Tangible and intangible assets	12.6	14.6	18.0	19.5	19.4	19.2
Right of Use	0.0	0.0	0.0	0.0	0.0	0.0
Financial assets	4.9	4.6	2.2	2.2	2.2	2.2
Working capital	-0.4	-8.5	-11.9	-11.9	-8.2	-6.9
Other Assets	0.0	0.0	0.0	0.0	0.0	0.0
Assets	17.1	10.7	8.3	9.8	13.4	14.5
Shareholders equity group	19.8	18.3	16.8	20.8	29.4	39.7
Minorities	0.0	0.0	0.0	0.0	0.0	0.0
LT & ST provisions and others	0.3	0.6	0.5	0.5	0.5	0.5
Net debt	-3.1	-8.3	-9.0	-11.5	-16.5	-25.8
Other liabilities	0.2	0.1	0.0	0.0	0.0	0.0
Liabilities	17.1	10.7	8.3	9.8	13.4	14.5
Net debt excl. IFRS 16	-3.1	-8.3	-9.0	-11.5	-16.5	-25.8
Gearing net	-0.2	-0.5	-0.5	-0.6	-0.6	-0.6
Leverage	-0.9	-1.6	-4.5	-1.1	-1.0	-1.4
Cash flow statement	06/21	06/22	06/23	06/24e	06/25e	06/26e
CF after elimination of net borrowing costs and taxes	2.7	4.4	0.5	7.5	11.2	13.1
Δ WCR	-0.0	4.7	3.5	0.0	-3.6	-1.3
Operating cash flow	2.7	9.1	3.9	7.5	7.5	11.7
Net capex	-3.0	-3.8	-5.4	-3.9	-2.5	-2.5
FCF	-0.3	5.2	-1.5	3.6	5.1	9.2
Acquisitions/Disposals of subsidiaries	0.0	0.0	0.0	0.0	0.0	0.0
Other investments	-0.1	-0.1	-0.9	0.0	0.0	0.0
Change in borrowings	0.2	3.3	2.8	-1.5	0.0	0.0
Dividends paid	-0.3	-0.4	0.0	0.0	0.0	0.0
Repayment of leasing debt	0.0	0.0	0.0	0.0	0.0	0.0
Equity Transaction	7.9	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0
Change in net cash over the year	7.8	2.9	2.8	-1.5	0.0	0.0
ROA (%)	7.7%	na	na	52.3%	64.4%	71.4%
ROE (%)	6.7%	na	na	24.8%	29.4%	26.1%
ROCE (%)	11.0%	17.4%	0.2%	40.0%	45.3%	39.9%

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Methodology

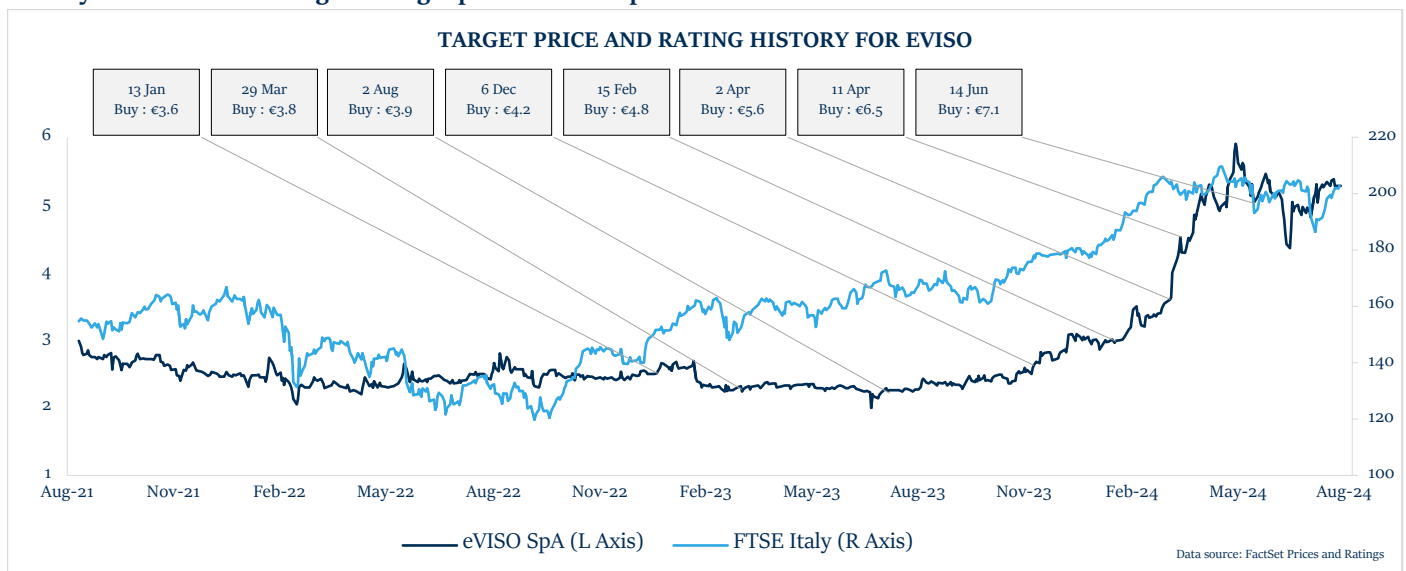
This Report may mention evaluation methods defined as follows:

1. DCF method: discounting of future cash flows generated by the company's operations. Cash flows are determined by the analyst's financial forecasts and models. The discount rate used corresponds to the weighted average cost of capital, which is defined as the weighted average cost of the company's debt and the theoretical cost of its equity as estimated by the analyst.
2. Comparable method: application of market valuation multiples or those observed in recent transactions. These multiples can be used as references and applied to the company's financial aggregates to deduce its valuation. The sample is selected by the analyst based on the characteristics of the company (size, growth, profitability, etc.). The analyst may also apply a premium/discount depending on his perception of the company's characteristics.
3. Assets and liabilities method: estimate of the value of equity capital based on revalued assets adjusted for the value of the debt.
4. Discounted dividend method: discounting of estimated future dividend flows. The discount rate used is generally the cost of capital.
5. Sum of the parts: this method consists of estimating the various activities of a company using the most appropriate valuation method for each of them, then realizing the sum of the parts.

Conflict of Interests between TP ICAP Midcap and the Issuer

G. Midcap and the Issuer have agreed to the provision by the former to the latter of a service for the production and distribution of the investment recommendation on the said Issuer: eVISO SpA

History of investment rating and target price – eVISO SpA



Distribution of Investment Ratings

Rating	Recommendation Universe*	Portion of these provided with investment banking services**
Buy	80%	65%
Hold	17%	63%
Sell	2%	0%
Under review	1%	100%

Midcap employs a rating system based on the following:

Buy: Expected to outperform the markets by 10% or more over a 6 to 12 months horizon.

Hold: expected performance between -10% and +10% compared to the market over a 6 to 12 months horizon.

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