

# **EVISO**

BUY

Sector: Utilities Price: Eu10.54 - Target: Eu10.70

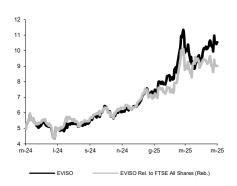
# KPI 9M24-25 confermano la traiettoria di crescita

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Stock Rating			
Rating:			Unchanged
Target Price (Eu)	:		Unchanged
	2025E	2026E	2027E
Chg in Adj EPS	-4.2%	-3.7%	-0.6%

Next Event FY24-25 KPI KPI Out August 27<sup>th</sup>, 2025

# EVISO - 12M Performance



Stock Data			
Reuters code:			EVS.MI
Bloomberg code:			EVISO IM
Performance	1M	3M	12M
Absolute	14.4%	28.5%	112.1%
Relative	1.7%	22.9%	95.2%
12M (H/L)		11	1.35/4.36
3M Average Volu	me (th):		53.02

Shareholder Data	
No. of Ord shares (mn):	25
Total no. of shares (mn):	25
Mkt Cap Ord (Eu mn):	260
Total Mkt Cap (Eu mn):	260
Mkt Float - Ord (Eu mn):	52
Mkt Float (in %):	20.0%
Main Shareholder:	
O Caminho S.r.l.	52.7%
Palanca Shoot Data	

Balance Sheet Data	
Book Value (Eu mn):	29
BVPS (Eu):	1.17
P/BV:	9.0
Net Financial Position (Eu mn):	12
Enterprise Value (Eu mn):	248

- Solidi KPI 9M24-25. Nei primi nove mesi dell'esercizio, eVISO ha registrato ricavi pari a €255.9 milioni (+54.7% a/a). La performance è stata trainata dall'espansione dei volumi su tutti i canali di vendita, supportata anche da un lieve incremento dei costi delle materie prime energetiche. Il gross margin si è attestato in un range compreso tra €14.8 milioni e €15.7 milioni, evidenziando un miglioramento compreso tra il +19% e il +21% rispetto allo stesso periodo del 2024. La Posizione Finanziaria Netta si conferma positiva per €9.8 milioni, in leggera flessione rispetto ai €11.5 milioni registrati al 30 giugno 2024 e ai €11.3 milioni di fine anno. La variazione riflette principalmente la riduzione dei depositi cauzionali da parte dei clienti, l'incremento delle operazioni di buyback, una quota residuale dell'investimento immobiliare e un conguaglio annuale per accise.
- Crescita a doppia cifra nei volumi di energia e gas erogati. L'energia elettrica consegnata ha raggiunto complessivamente 897 GWh (+33,7% a/a), dato lievemente inferiore alle nostre attese. La crescita ha interessato sia il canale reseller, principale per volumi con 617 GWh (+36% a/a), sia il canale diretto, con 281 GWh (+29% a/a). Il numero totale di POD gestiti è salito a 198.253 (+12% a/a), con un significativo incremento anche nel segmento retail, che conta ora 601 clienti attivi, rispetto ai 200 dello stesso periodo dell'anno precedente. Sul fronte del gas naturale, i volumi erogati hanno registrato un'importante accelerazione, raggiungendo 8.5 milioni di Smc (+136% a/a), in linea con le nostre stime, che prevedono il raggiungimento di circa 12 milioni di Smc entro fine anno. La crescita è stata trainata principalmente dalla clientela diretta, mentre i reseller, recentemente entrati nel portafoglio, stanno iniziando a contribuire ai volumi complessivi.
- Aggiornamento marginale delle stime. Alla luce dei dati comunicati, rivediamo le nostre previsioni sui volumi di energia complessivamente erogata, ora attesi a 1.2 TWh per il 2025 e 1.4 TWh per il 2026, mentre restano sostanzialmente invariate le stime per il 2027. L'aggiornamento comporta una lieve riduzione del gross margin per il biennio, rispettivamente del -2% e -1.8%, portando il CAGR del gross margin nel periodo 2025–2027 al 20%. A livello di EPS, ciò si traduce in una revisione al ribasso del -4.2% per il 2025 e del -3.7% per il 2026.
- BUY confermato, target price a €10.70 per azione. Nonostante l'ottima performance del titolo nell'ultimo mese, che ha ridotto parzialmente il potenziale di rialzo, manteniamo una view positiva su eVISO. Il nostro giudizio si fonda su: i) un management pionieristico e pragmatico, con un forte focus sulla crescita; ii) un solido posizionamento nel segmento industriale della clientela diretta, come confermato anche dai risultati della partnership con il Consorzio di Imperia; iii) interessanti prospettive di espansione nel segmento domestico, dove si è registrato un significativo aumento del tasso di sottoscrizione mensile; iv) un importante potenziale di crescita internazionale, ad oggi solo parzialmente riflesso nelle nostre stime.

Key Figures & Ratios	2023A	2024A	2025E	2026E	2027E
Sales (Eu mn)	225	224	343	402	447
EBITDA Adj (Eu mn)	2	11	14	18	22
Net Profit Adj (Eu mn)	-1	5	7	10	13
EPS New Adj (Eu)	-0.050	0.198	0.301	0.409	0.535
EPS Old Adj (Eu)	-0.050	0.198	0.315	0.425	0.539
DPS (Eu)	0.000	0.045	0.045	0.045	0.045
EV/EBITDA Adj	23.0	9.4	17.4	13.5	10.3
EV/EBIT Adj	nm	13.8	22.8	16.4	11.9
P/E Adj	nm	53.2	35.0	25.7	19.7
Div. Yield	0.0%	0.4%	0.4%	0.4%	0.4%
Net Debt/EBITDA Adj	-4.2	-1.0	-0.9	-1.2	-1.5

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Profit & Loss (Eu mn)	2022A	2023A	2024A	2025E	2026E	20271
Sales	208	225	224	343	402	44
EBITDA	5	2	11	14	18	2
EBIT	3	-0	7	11	15	1
Financial Income (charges)	-0	-0	-1	-0	-0	-(
Associates & Others	0	0	0	0	0	
Pre-tax Profit	3	-1	7	10	14	1
Taxes	-4	-1	-2	-3	-4	-!
Tax rate	143.0%	-77.7%	30.2%	29.0%	29.0%	29.09
Minorities & Discontinued Operations	0	0	0	0	0	(
Net Profit	-1	-1	5	7	10	1
EBITDA Adj	5	2	11	14	18	2:
EBIT Adj	3	-0	7	11	15	1
Net Profit Adj	-1	-1	5	7	10	1
Per Share Data (Eu)	2022A	2023A	2024A	2025E	2026E	2027
Total Shares Outstanding (mn) - Average	25	25	25	25	25	2
Total Shares Outstanding (mn) - Year End	25	25	25	25	25	2.
EPS f.d	-0.045	-0.050	0.198	0.301	0.409	0.53
EPS Adj f.d	-0.043	-0.050	0.198	0.301	0.409	0.53
BVPS f.d	0.741	0.686	0.884	1.169	1.562	2.08
Dividend per Share ORD	0.016	0.000	0.045	0.045	0.045	0.04
Dividend per Share SAV	0.000	0.000	0.000	0.000	0.000	0.00
Dividend Payout Ratio (%)	-35.5%	0.0%	22.7%	14.9%	11.0%	8.49
Cash Flow (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027
Gross Cash Flow	1	2	8	11	13	10
Change in NWC	8	2	4	-5	-1	-:
Capital Expenditure	-4	-5	-5	-3	-3	-3
Other Cash Items	0	0	0	0	0	(
Free Cash Flow (FCF)	6	-1	8	3	10	1
Acquisitions, Divestments & Other Items	-0	2	-5	-2	0	(
Dividends	-0	0	0	-0	-0	-(
Equity Financing/Buy-back	0	0	0	0	0	(
Change in Net Financial Position	5	1	3	1	9	12
Balance Sheet (Eu mn)	2022A	2023A	2024A	2025E	2026E	20271
Total Fixed Assets	19	20	23	23	23	25
Net Working Capital	-8	-11	-15	-10	-9	-8
Long term Liabilities	-1	-1	2	3	4	;
Net Capital Employed	10	8	10	17	17	18
Net Cash (Debt)						
	8	9	12	12	21	34
Group Equity	8 18	9 17	12 22	12 29	21 39	
• •						53
Group Equity	18	17	22	29	39	34 5: ( 5:
Group Equity Minorities	18 0	17 0	22 0	29 0	39 0	5: (
Group Equity Minorities Net Equity Enterprise Value (Eu mn)	18 0 18 <b>2022A</b>	17 0 17 <b>2023A</b>	22 0 22 <b>2024A</b>	29 0 29 <b>2025E</b>	39 0 39 <b>2026E</b>	5: ( 5: <b>2027</b> (
Group Equity Minorities Net Equity Enterprise Value (Eu mn) Average Mkt Cap	18 0 18	17 0 17	22 0 22	29 0 29	39 0 39	5: 5: <b>2027</b>   26(
Group Equity Minorities Net Equity Enterprise Value (Eu mn)	18 0 18 <b>2022A</b> 60	17 0 17 <b>2023A</b> 59	22 0 22 <b>2024A</b> 115	29 0 29 <b>2025E</b> 260	39 0 39 <b>2026E</b> 260	5: ( 5: <b>2027</b> ( 26(
Group Equity Minorities Net Equity Enterprise Value (Eu mn) Average Mkt Cap Adjustments (Associate & Minorities)	18 0 18 <b>2022A</b> 60 0	17 0 17 <b>2023A</b> 59 0	22 0 22 <b>2024A</b> 115 0	29 0 29 <b>2025E</b> 260 0	39 0 39 <b>2026E</b> 260 0	5: ( 5:
Group Equity Minorities Net Equity  Enterprise Value (Eu mn)  Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value	18 0 18 <b>2022A</b> 60 0 8 52	17 0 17 <b>2023A</b> 59 0 9 50	22 0 22 <b>2024A</b> 115 0 12	29 0 29 <b>2025E</b> 260 0 12 248	39 0 39 <b>2026E</b> 260 0 21 239	5: (5: <b>2027</b> ) 26( (34) 22(
Group Equity Minorities Net Equity  Enterprise Value (Eu mn) Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)	18 0 18 2022A 60 0 8 52 2022A	17 0 17 <b>2023A</b> 59 0 9 50 <b>2023A</b>	22 0 22 2024A 115 0 12 103	29 0 29 <b>2025E</b> 260 0 12 248 <b>2025E</b>	39 0 39 <b>2026E</b> 260 0 21 239 <b>2026E</b>	55 (55) 2027/ 266 (34) 226 2027/
Group Equity Minorities Net Equity  Enterprise Value (Eu mn) Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)  EBITDA Adj Margin	18 0 18 2022A 60 0 8 52 2022A 2.4%	17 0 17 <b>2023A</b> 59 0 9 50 <b>2023A</b> 1.0%	22 0 22 2024A 115 0 12 103 2024A 4.9%	29 0 29 2025E 260 0 12 248 2025E 4.1%	39 0 39 2026E 260 0 21 239 2026E 4.4%	55 (55) 2027/ 266 (34) 226 2027/ 4.9%
Group Equity Minorities Net Equity  Enterprise Value (Eu mn) Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)  EBITDA Adj Margin EBIT Adj Margin	18 0 18 2022A 60 0 8 52 2022A 2.4% 1.4%	17 0 17 <b>2023A</b> 59 0 9 50 <b>2023A</b> 1.0%	22 0 22 2024A 115 0 12 103 2024A 4.9% 3.3%	29 0 29 2025E 260 0 12 248 2025E 4.1% 3.2%	39 0 39 <b>2026E</b> 260 0 21 239 <b>2026E</b> 4.4% 3.6%	55 2027/ 266 33 221 2027 4.99 4.29
Group Equity Minorities Net Equity  Enterprise Value (Eu mn) Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)  EBITDA Adj Margin EBIT Adj Margin Gearing - Debt/Equity	18 0 18 2022A 60 0 8 52 2022A 2.4% 1.4% -44.6%	17 0 17 2023A 59 0 9 50 2023A 1.0% nm -53.2%	22 0 22 2024A 115 0 12 103 2024A 4.9% 3.3% -52.8%	29 0 29 2025E 260 0 12 248 2025E 4.1% 3.2% -42.5%	39 0 39 <b>2026E</b> 260 0 21 239 <b>2026E</b> 4.4% 3.6% -55.6%	55 2027 266 3. 221 2027 4.99 4.29 -65.49
Group Equity Minorities Net Equity  Enterprise Value (Eu mn) Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)  EBITDA Adj Margin EBIT Adj Margin Gearing - Debt/Equity Interest Cover on EBIT	18 0 18 2022A 60 0 8 52 2022A 2.4% 1.4% -44.6% 11.3	17 0 17 2023A 59 0 9 50 2023A 1.0% nm -53.2%	22 0 22 2024A 115 0 12 103 2024A 4.9% 3.3% -52.8% 14.0	29 0 29 2025E 260 0 12 248 2025E 4.1% 3.2% -42.5% 27.2	39 0 39 2026E 260 0 21 239 2026E 4.4% 3.6% -55.6% 41.6	55 2027 266 3. 221 2027 4.99 4.29 -65.49 54.
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Group Equity Minorities Net Equity  Enterprise Value (Eu mn)  Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)  EBITDA Adj Margin EBIT Adj Margin Gearing - Debt/Equity Interest Cover on EBIT Net Debt/EBITDA Adj ROACE* ROE*	18 0 18 2022A 60 0 8 52 2022A 2.4% 1.4% -44.6% 11.3 -1.6 20.8% -5.6%	17 0 17 2023A 59 0 9 50 2023A 1.0% nm -53.2% nm -4.2 -1.6% -7.1%	22 0 22 2024A 115 0 12 103 2024A 4.9% 3.3% -52.8% 14.0 -1.0 82.1% 25.2%	29 0 29 2025E 260 0 12 248 2025E 4.1% 3.2% -42.5% 27.2 -0.9 80.9% 29.4%	39 0 39 2026E 260 0 21 239 2026E 4.4% 3.6% -55.6% 41.6 -1.2 86.4% 30.0%	5 2027 26 3. 22 2027 4.99 4.29 -65.49 54. -1. 108.69 29.49
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Group Equity Minorities Net Equity  Enterprise Value (Eu mn)  Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)  EBITDA Adj Margin EBIT Adj Margin Gearing - Debt/Equity Interest Cover on EBIT Net Debt/EBITDA Adj ROACE* ROE* EV/CE EV/Sales EV/EBITDA Adj EV/EBIT Adj Free Cash Flow Yield	18 0 18 0 18 2022A 60 0 8 52 2022A 2.4% 1.4% -44.6% 11.3 -1.6 20.8% -5.6% 3.9 0.3 10.4 18.1 2.1%	17 0 17 2023A 59 0 9 50 2023A 1.0% nm -53.2% nm -4.2 -1.6% -7.1% 5.5 0.2 23.0 nm -0.4%	22 0 22 2024A 115 0 12 103 2024A 4.9% 3.3% -52.8% 14.0 -1.0 82.1% 25.2% 11.3 0.5 9.4 13.8 3.1%	29 0 29 2025E 260 0 12 248 2025E 4.1% 3.2% -42.5% 27.2 -0.9 80.9% 29.4% 18.4 0.7 17.4 22.8 1.0%	39 0 39 2026E 260 0 21 239 2026E 4.4% 3.6% -55.6% 41.6 -1.2 86.4% 30.0% 14.2 0.6 13.5 16.4 3.7%	5 2027 266 ( 33 221 2027 4.99 4.29 -65.49 54. -1. 108.69 29.49 13. 0. 10. 11. 4.89
Group Equity Minorities Net Equity  Enterprise Value (Eu mn)  Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)  EBITDA Adj Margin EBIT Adj Margin Gearing - Debt/Equity Interest Cover on EBIT Net Debt/EBITDA Adj ROACE* ROE* EV/CE EV/Sales EV/EBITDA Adj EV/EBIT Adj Free Cash Flow Yield Growth Rates (%)	18 0 18 0 18 2022A 60 0 8 52 2022A 2.4% 1.4% -44.6% 11.3 -1.6 20.8% -5.6% 3.9 0.3 10.4 18.1 2.1% 2022A	17 0 17 2023A 59 0 9 50 2023A 1.0% nm -53.2% nm -4.2 -1.6% -7.1% 5.5 0.2 23.0 nm -0.4% 2023A	22 0 22 2024A 115 0 12 103 2024A 4.9% 3.3% -52.8% 14.0 -1.0 82.1% 25.2% 11.3 0.5 9.4 13.8 3.1% 2024A	29 0 29 2025E 260 0 12 248 2025E 4.1% 3.2% -42.5% 27.2 -0.9 80.9% 29.4% 18.4 0.7 17.4 22.8 1.0%	39 0 39 2026E 260 0 21 239 2026E 4.4% 3.6% -55.6% 41.6 -1.2 86.4% 30.0% 14.2 0.6 13.5 16.4 3.7%	5 2027 26 3. 22 2027 4.99 4.29 -65.49 54. -1. 108.69 29.49 13. 0. 10. 11. 4.89
Group Equity Minorities Net Equity  Enterprise Value (Eu mn)  Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)  EBITDA Adj Margin EBIT Adj Margin Gearing - Debt/Equity Interest Cover on EBIT Net Debt/EBITDA Adj ROACE* ROE* EV/CE EV/Sales EV/EBITDA Adj EV/EBIT Adj Free Cash Flow Yield  Growth Rates (%) Sales	18 0 18 0 18 2022A 60 0 8 52 2022A 2.4% 1.4% -44.6% 11.3 -1.6 20.8% -5.6% 3.9 0.3 10.4 18.1 2.1% 2022A	17 0 17 2023A 59 0 9 50 2023A 1.0% nm -53.2% nm -4.2 -1.6% -7.1% 5.5 0.2 23.0 nm -0.4% 2023A 8.1%	22 0 22 2024A 115 0 12 103 2024A 4.9% 3.3% -52.8% 14.0 -1.0 82.1% 25.2% 11.3 0.5 9.4 13.8 3.1% 2024A -0.3%	29 0 29 2025E 260 0 12 248 2025E 4.1% 3.2% -42.5% 27.2 -0.9 80.9% 29.4% 18.4 0.7 17.4 22.8 1.0% 2025E 53.0%	39 0 39 2026E 260 0 21 239 2026E 4.4% 3.6% -55.6% 41.6 -1.2 86.4% 30.0% 14.2 0.6 13.5 16.4 3.7% 2026E 17.2%	5 2027 26 3 22 2027 4.99 4.29 -65.49 54. -1. 108.69 29.49 13. 0. 10. 11. 4.89 2027 11.39
Group Equity Minorities Net Equity  Enterprise Value (Eu mn)  Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)  EBITDA Adj Margin EBIT Adj Margin Gearing - Debt/Equity Interest Cover on EBIT Net Debt/EBITDA Adj ROACE* ROE* EV/CE EV/Sales EV/EBITDA Adj EV/EBIT Adj Free Cash Flow Yield Growth Rates (%) Sales EBITDA Adj	18 0 18 0 18 2022A 60 0 8 52 2022A 2.4% 1.4% -44.6% 11.3 -1.6 20.8% -5.6% 3.9 0.3 10.4 18.1 2.1% 2022A 174.9% 48.7%	17 0 17 2023A 59 0 9 50 2023A 1.0% nm -53.2% nm -4.2 -1.6% -7.1% 5.5 0.2 23.0 nm -0.4% 2023A 8.1% -56.7%	22 0 22 2024A 115 0 12 103 2024A 4.9% 3.3% -52.8% 14.0 -1.0 82.1% 25.2% 11.3 0.5 9.4 13.8 3.1% 2024A -0.3% 409.3%	29 0 29 2025E 260 0 12 248 2025E 4.1% 3.2% -42.5% 27.2 -0.9 80.9% 29.4% 18.4 0.7 17.4 22.8 1.0% 2025E 53.0% 29.1%	39 0 39 2026E 260 0 21 239 2026E 4.4% 3.6% -55.6% 41.6 -1.2 86.4% 30.0% 14.2 0.6 13.5 16.4 3.7% 2026E 17.2% 24.0%	5 2027 26 3. 22 2027 4.99 4.29 -65.49 54. -1. 108.69 29.49 13. 0. 10. 11. 4.89 2027 11.39 24.59
Group Equity Minorities Net Equity  Enterprise Value (Eu mn)  Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)  EBITDA Adj Margin EBIT Adj Margin Gearing - Debt/Equity Interest Cover on EBIT Net Debt/EBITDA Adj ROACE* ROE* EV/CE EV/Sales EV/EBITDA Adj EV/EBIT Adj Free Cash Flow Yield  Growth Rates (%) Sales EBITDA Adj EBIT Adj EBIT Adj EBIT Adj EBIT Adj	18 0 18 0 18 2022A 60 0 8 52 2022A 2.4% 1.4% -44.6% 11.3 -1.6 20.8% -5.6% 3.9 0.3 10.4 18.1 2.1% 2022A 174.9% 48.7% 27.7%	17 0 17 2023A 59 0 9 50 2023A 1.0% nm -53.2% nm -4.2 -1.6% -7.1% 5.5 0.2 23.0 nm -0.4% 2023A 8.1% -56.7% nm	22 0 22 2024A 115 0 12 103 2024A 4.9% 3.3% -52.8% 14.0 -1.0 82.1% 25.2% 11.3 0.5 9.4 13.8 3.1% 2024A -0.3% 409.3% nm	29 0 29 2025E 260 0 12 248 2025E 4.1% 3.2% -42.5% 27.2 -0.9 80.9% 29.4% 18.4 0.7 17.4 22.8 1.0% 2025E 53.0% 29.1% 45.6%	39 0 39 2026E 260 0 21 239 2026E 4.4% 3.6% -55.6% 41.6 -1.2 86.4% 30.0% 14.2 0.6 13.5 16.4 3.7% 2026E 17.2% 24.0% 34.0%	5 2027 26 3. 22 2027 4.99 4.29 -65.49 54. -1. 108.69 29.49 13. 0. 10. 11. 4.89 2027 11.39 24.59 30.09
Group Equity Minorities Net Equity  Enterprise Value (Eu mn)  Average Mkt Cap Adjustments (Associate & Minorities) Net Cash (Debt) Enterprise Value  Ratios (%)  EBITDA Adj Margin EBIT Adj Margin Gearing - Debt/Equity Interest Cover on EBIT Net Debt/EBITDA Adj ROACE* ROE* EV/CE EV/Sales EV/EBITDA Adj EV/EBIT Adj Free Cash Flow Yield Growth Rates (%) Sales EBITDA Adj	18 0 18 0 18 2022A 60 0 8 52 2022A 2.4% 1.4% -44.6% 11.3 -1.6 20.8% -5.6% 3.9 0.3 10.4 18.1 2.1% 2022A 174.9% 48.7%	17 0 17 2023A 59 0 9 50 2023A 1.0% nm -53.2% nm -4.2 -1.6% -7.1% 5.5 0.2 23.0 nm -0.4% 2023A 8.1% -56.7%	22 0 22 2024A 115 0 12 103 2024A 4.9% 3.3% -52.8% 14.0 -1.0 82.1% 25.2% 11.3 0.5 9.4 13.8 3.1% 2024A -0.3% 409.3%	29 0 29 2025E 260 0 12 248 2025E 4.1% 3.2% -42.5% 27.2 -0.9 80.9% 29.4% 18.4 0.7 17.4 22.8 1.0% 2025E 53.0% 29.1%	39 0 39 2026E 260 0 21 239 2026E 4.4% 3.6% -55.6% 41.6 -1.2 86.4% 30.0% 14.2 0.6 13.5 16.4 3.7% 2026E 17.2% 24.0%	5 2027 266 3. 222 2027 4.99 4.29 -65.49 54. -1 108.69 29.49 13. 0 10

<sup>\*</sup>Excluding extraordinary items Source: Intermonte SIM estimates

eVISO: change in estimates

(Eu mn)	2025 Old	2025 E New	% chg	2026 Old	2026 E New	% chg	2027 E Old	2027 E New	% chg
Net revenues	342.7	343.1	0.1%	399.9	402.0	0.5%	444.0	447.3	0.7%
Others	0.7	0.7	0.0%	0.7	0.7	0.0%	0.7	0.7	0.0%
Value of production	343.4	343.8	0.1%	400.6	402.7	0.5%	444.7	448.0	0.7%
Gross Margin	23.2	22.8	-2.0%	28.2	27.7	-1.8%	32.9	32.8	-0.3%
Personnel costs	-4.3	-4.3	0.0%	-4.9	-4.9	0.0%	-5.6	-5.6	0.0%
Other Items	-4.3	-4.3	0.0%	-5.1	-5.2	0.5%	-5.2	-5.2	0.0%
EBITDA reported	14.7	14.2	-3.1%	18.1	17.6	-3.0%	22.0	21.9	-0.5%
EBITDA margin	4.3%	4.1%	-3.3%	4.5%	4.4%	-3.5%	5.0%	4.9%	-1.2%
D&A	-3.3	-3.3	0.0%	-3.0	-3.0	0.0%	-3.0	-3.0	0.0%
on VoP	1.0%	1.0%	-0.1%	0.8%	0.8%	-0.5%	0.7%	0.7%	-0.7%
Writedowns/Prov ision	0.0	0.0	0.0%	0.0	0.0	0.0%	0.0	0.0	0.0%
on VoP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT reported	11.3	10.9	-4.1%	15.1	14.6	-3.6%	19.1	18.9	-0.6%
EBIT margin	3.3%	3.2%	-4.2%	3.8%	3.6%	-4.1%	4.3%	4.2%	-1.3%
Pretax	10.9	10.5	-4.2%	14.8	14.2	-3.7%	18.7	18.6	-0.6%
Taxes	-3.2	-3.0	-4.2%	-4.3	-4.1	-3.7%	-5.4	-5.4	-0.6%
tax rate	-29%	-29%	0.0%	-29%	-29%	0.0%	-29%	-29%	0.0%
Minorities	0.0	0.0	0.0%	0.0	0.0	0.0%	0.0	0.0	0.0%
Net income	7.8	7.4	-4.2%	10.5	10.1	-3.7%	13.3	13.2	-0.6%

Source: Websim Corporate estimates

DETAILS ON STOCKS RECOMMENDATION				
Stock NAME	EVISO			
Current Recomm:	BUY	Previous Recomm:	BUY	
Current Target (Eu):	10.70	Previous Target (Eu):	10.70	
Current Price (Eu):	10.54	Previous Price (Eu):	9.14	
Date of report:	23/05/2025	Date of last report:	03/04/2025	



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The main methods used to evaluate financial instruments and set a target price for 12 months after the investment recommendation are as follows:

- Discounted cash flow (DCF) model or similar methods such as a dividend discount model (DDM)
   Comparison with market peers, using the most appropriate methods for the individual company analysed: among the main ratios used for industrial sectors are price/ earnings (P/E), EV/EBITDA, EV/EBIT, price/sales.
   Return on capital and multiples of adjusted net book value are the main methods used for banking sector stocks, while for insurance sector stocks return on allocated capital and multiples on net book value and embedded portfolio
- For the utilities sector comparisons are made between expected returns and the return on the regulatory asset base (RAB)

Some of the parameters used in evaluations, such as the risk-free rate and risk premium, are the same for all companies covered, and are updated to reflect market conditions. Currently a risk-free rate of 4.0% and a risk premium between 5.5%-6.0% are being used.

Frequency of research: quarterly.

Reports on all companies listed on the S&PMIB40 Index, most of those on the MIDEX Index and the main small caps (regular coverage) are published at least once per quarter to comment on results and important newsflow. A draft copy of each report may be sent to the subject company for its information (without target price and/or recommendations), but unless expressly stated in the text of the report, no changes are made before it is published. Explanation of our ratings system:

BUY: stock expected to outperform the market by over 25% over a 12 month period;

BUY: Stock expected to outperform the market by over 25% over a 12 month period;

OUTPERFORM: stock expected to outperform the market by between 10% and 25% over a 12 month period;

NEUTRAL: stock performance expected at between +10% and -10% compared to the market over a 12 month period;

UNDEMPERFORM: stock expected to underperform the market by over a 12 month period;

SELL: stock expected to underperform the market by over 25% over a 12 month period.

Prices: The prices reported in the research refer to the price at the close of the previous day of trading

CURRENT INVESTMENT RESEARCH RATING DISTRIBUTIONS
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As of today Intermonte's distribution of stock ratings is as follows:

BUY:	32.59 %
OUTPERFORM:	37.78 %
NEUTRAL:	29.63 %
UNDERPERFORM	00.00 %
SELL:	00.00 %

As at 31 March 2025 the distribution of stock ratings for companies which have received corporate finance services from Intermonte in the last 12 months (74 in total) is as follows:

BUY:	52.70 %
OUTPERFORM:	29.73 %
NEUTRAL:	17.57 %
UNDERPERFORM	00.00 %
SELL:	00.00 %

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Emittente	%	Long/Short
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