

eVISO

Sector: Technology

The worst is over

The group experienced unprecedented market conditions in 1H 23 (Jun-Dec), with electricity price in Italy in Jul-Sep at almost 10x the average of 2019. While marginality was weak in 1H (due to decreasing volumes and blocked electricity contractual conditions), eVISO established a much stronger base to generate profitability in the years to come thanks to the new contractual conditions to be gradually extended to all electricity customers. As already unveiled in Feb, the significantly negative FCF was mainly linked to extraordinary events, and Jan-Feb 23 already shows a strong improvement. We cut our revenues and EBITDA estimates for 2023, while we increase our FY24E EBITDA on the back of the new contractual conditions in place. Ongoing normalization of energy prices, reintroduction of system charges, new contractual conditions, secured contracts with resellers, and liberalization of the electricity market bode well for eVISO. We confirm our BUY rating and TP of Eu4.5/share.

- Price driven top line growth in 1H23. Decreasing volumes & blocked contractual conditions impacted profitability.** Sales (unveiled on 15th Feb) reached Eu145mn in 1H23A, +47% YoY, driven by increase in the electricity price (up 64% yoy). The group experienced unprecedented market conditions, with Jul-Sep electricity prices in Italy at almost 10x the average of 2019. In the Electricity business, volumes sold in the period shrank by 15% yoy to 290GWh. This was explained by: 1) a decline in national consumption of electricity (down 4% yoy as calculated from Terna data); 2) a strategic decision of the group to focus on resellers skewed to small clients (volumes down 12% yoy, # served resellers and final clients up yoy); 3) switch-out of direct customers to offers at fixed price from competitors (volumes down 21%). In Gas, volumes dropped by 15% to smc563k because of the relatively warm winter and non-aggressive commercial policies. In the Apples segment, registered users increased to 297 from 180 in 1H22. Negative volumes coupled with blocked contractual conditions (required by the decree law of 8 August 2022, forcing eVISO to absorb higher service costs in an environment of spiking electricity prices) triggered a yoy decline of gross margin (Eu1.4mn, down 50% yoy) and EBITDA (Eu0.1mn, down 91% yoy).
- Negative FCF mainly linked extraordinary events, with Jan-Feb already showing a strong improvement.** eVISO reported a substantial drop in NFP, from a net cash of Eu8.1mn in June 2022 (excluding Eu4.2mn of deposits towards institutional suppliers) to a net debt of Eu4.0mn (cash burn of ca. Eu12mn). The main drivers were extraordinary: 1) payment of the extra-profit tax (for Eu2.9mn); 2) higher deposits to institutional suppliers (Eu2mn); 3) deposits for gas supplies (Eu0.9mn); 4) Change in NWC (-Eu11.6mn) partially due to abnormal price trend in Dec; 5) new headquarter CAPEX (Eu1.2mn). Jan & Feb 23 already exhibit a strong come-back of the NFP, reaching Eu1mn (net cash) at the end of Feb 2023. Finally, while the cancellation of system charges was extended to Mar 23, their reintroduction should have an additional positive effect.
- Secured contracts with resellers, new contractual conditions & liberalization of electricity market. Apples to rump up from 1H24.** eVISO announced the signing of contracts with resellers for 700GWh of volumes in CY23 (vs 357GWh in CY22), with higher marginality and shorter payment terms. In particular: 1) marginality on resellers should rise >300% vs 1H23, affecting all contracts starting from Jan 2023; 2) marginality on direct clients should grow >200% vs 1H23, affecting all contracts starting from Jul 23. The resellers served by eVISO can leverage on its AI technology, in turn having good chances of winning new contracts, with 10mn new users expected to enter the liberalized market of electricity in the coming months. The group also stated that the Apples segment should experience significant growth starting from the second half of 2023.
- Mixed revision of estimates.** We cut our revenues and EBITDA estimates for 2023 by 43% and 54% respectively on the back of a weak 1H23 with decreasing volumes and thin margins. However, we increase our FY24E EBITDA by 11% on the back of the strong improvement in marginality on renegotiated contracts. These changes should become 100% effective by FY24.
- We confirm our BUY rating and TP of Eu4.5/share.** With the ongoing normalisation of energy prices, eVISO should go back to its growth trajectory. We confirm our BUY rating and TP of Eu4.5/share, resulting from an avg. of EV/EBITDA CY24 (70% weight) and long-term DCF (30%).

BUY

Unchanged

TP 4.5

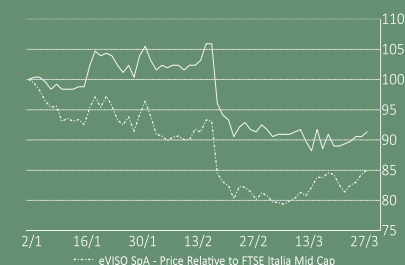
Unchanged

Target price upside: 101%

Change in EPS est.	FY23E	FY24E
	-67.1%	12.5%

Ticker (BBG, Reut)	EVS IM	EVS MI
Share price Ord. (Eu)		2.24
N. of Ord. shares (mn)		24.7
Total N. of shares (mn)		24.7
Market cap (Eu mn)		55
Total Market Cap (EU mn)		55
Free Float Ord. (%)		21%
Free Float Ord. (Eu mn)		12
Daily AVG liquidity Ord. (Eu k)		63

	1M	3M	12M
Absolute Perf.	0%	-6.1%	-3.3%
Rel. to FTSEMIDCap	6%	-13.0%	-1.5%
52 weeks range		2.2	2.8



	FY22A	FY23E	FY24E
Sales	210	199	264
EBITDA adj.	4.8	2.8	8.2
Net profit adj.	2.4	1.2	4.9
EPS adj.	0.099	0.047	0.200
DPS - Ord.	0.000	0.007	0.053
EV/EBITDA adj.	10.3x	15.8x	4.9x
P/E adj.	24.3x	47.5x	11.2x
Dividend yield	0.0%	0.3%	2.4%
FCF yield	8.9%	-4.2%	9.0%
Net debt/(Net cash)	(8.1)	(5.8)	(10.6)
Net debt/EBITDA	nm	nm	nm

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Financial Summary (FY ends on 30/06)

P&L account (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Total Revenues	76.7	209.6	199.5	264.1	287.8
Gross Margin	6.0	8.7	5.8	13.6	16.8
EBITDA reported	3.3	4.8	2.8	8.2	10.3
D&A	(1.2)	(2.0)	(2.1)	(2.1)	(2.9)
EBIT reported	2.1	2.8	0.7	6.1	7.4
Net financial charges	(0.4)	(0.3)	(0.1)	(0.1)	(0.1)
Associates	0.0	0.0	0.0	0.0	0.0
Extraordinary items	0.0	0.0	0.0	0.0	0.0
Pre-tax profit	1.8	2.6	0.7	6.0	7.3
Taxes	(0.4)	(3.7)	(0.1)	(1.6)	(2.0)
Minorities	0.0	0.0	0.0	0.0	0.0
Discontinued activities	0.0	0.0	0.0	0.0	0.0
Net profit reported	1.3	(1.1)	0.6	4.3	5.3
EBITDA adjusted	3.3	4.8	2.8	8.2	10.3
EBIT adjusted	2.1	3.4	1.3	6.7	8.0
Net profit adjusted	1.3	2.4	1.2	4.9	5.9

Margins (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Gross margin	7.8%	4.1%	2.9%	5.1%	5.8%
EBITDA margin (adj)	4.3%	2.3%	1.4%	3.1%	3.6%
EBIT margin (adj)	2.8%	1.6%	0.7%	2.5%	2.8%
Pre-tax margin	2.3%	1.2%	0.3%	2.3%	2.5%
Net profit margin (adj)	1.7%	1.2%	0.6%	1.9%	2.0%

Growth rates (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Sales	57.9%	173.2%	-4.8%	32.4%	9.0%
EBITDA	40.4%	46.1%	-41.6%	189.6%	25.6%
EBITDA adjusted	40.4%	46.1%	-41.6%	189.6%	25.6%
EBIT	26.2%	34.8%	-74.3%	730.6%	21.8%
EBIT adjusted	26.2%	62.9%	-61.5%	403.4%	19.9%
Pre-tax	11.8%	47.0%	-74.7%	817.7%	22.1%
Net profit	13.2%	-183.1%	-151.6%	663.9%	21.6%
Net profit adjusted	13.2%	83.1%	-52.2%	325.1%	19.0%

Per share data	FY21A	FY22A	FY23E	FY24E	FY25E
Shares	24.571	24.662	24.662	24.662	24.662
N. of shares AVG	22.286	24.617	24.662	24.662	24.662
N. of shares diluted AVG	12.286	24.617	24.662	24.662	24.662
EPS	0.060	(0.045)	0.023	0.176	0.214
EPS adjusted	0.060	0.099	0.047	0.200	0.238
DPS - Ord.	0.016	0.000	0.007	0.053	0.064
DPS - Sav.	0.000	0.000	0.000	0.000	0.000
BVPS	0.887	0.742	0.764	0.933	1.094

Enterprise value (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Share price Ord. (Eu)	2.3	2.4	2.2	2.2	2.2
Market cap	56.2	59.0	55.2	55.2	55.2
Net debt/(Net cash)	(3.0)	(8.1)	(5.8)	(10.6)	(14.9)
Adjustments	(1.4)	(0.9)	(4.7)	(4.1)	(4.4)
Enterprise value	51.8	50.0	44.7	40.5	36.0

Share price performance

Good market performance from IPO



Source: Factset

Cash flow (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
EBITDA adjusted	3.3	4.8	2.8	8.2	10.3
Net financial charges	(0.4)	(0.3)	(0.1)	(0.1)	(0.1)
Cash taxes	(0.4)	(0.5)	(0.1)	(1.6)	(2.0)
Ch. in Working Capital	(0.0)	4.7	(2.7)	1.2	0.4
Other operating items	0.2	0.3	(0.2)	0.1	0.0
Operating cash flow	2.7	9.1	(0.2)	7.8	8.7
Capex	(3.0)	(3.8)	(2.1)	(2.8)	(3.1)
FCF	(0.3)	5.2	(2.3)	5.0	5.6
Disposals/Acquisitions	0.0	0.0	0.0	0.0	0.0
Changes in Equity	7.9	0.0	0.0	0.0	0.0
Others	(4.3)	0.2	0.0	0.0	(0.0)
Dividends	(0.3)	(0.4)	0.0	(0.2)	(1.3)
Ch. in NFP	3.0	5.1	(2.3)	4.8	4.3

Ratios (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Capex/Sales	3.9%	1.8%	1.1%	1.1%	1.1%
Capex/D&A	2.4x	1.9x	1.0x	1.3x	1.1x
FCF/EBITDA	-8.3%	108.0%	-81.4%	60.6%	54.2%
FCF/Net profit	-20.7%	-475.0%	-405.3%	114.3%	105.6%
Dividend pay-out	nm	0.0%	30.1%	30.1%	30.1%

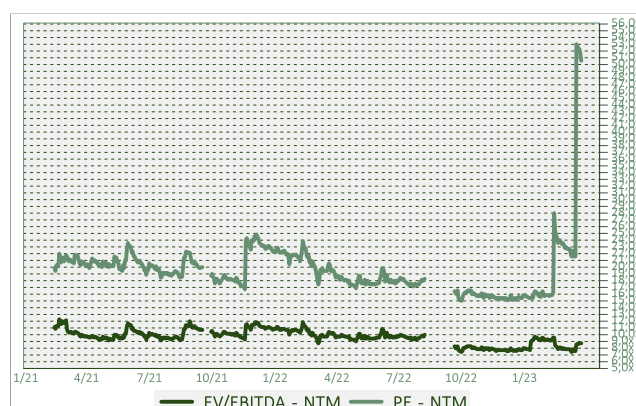
Balance sheet (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Working capital	(0.6)	(8.6)	(5.9)	(7.1)	(7.6)
Fixed assets	17.5	19.2	19.2	19.9	20.1
Provisions & others	(0.2)	(0.5)	(0.3)	(0.4)	(0.4)
Net capital employed	16.7	10.1	13.0	12.4	12.1
Net debt/(Net cash)	(3.0)	(8.1)	(5.8)	(10.6)	(14.9)
Equity	19.8	18.3	18.8	23.0	27.0
Minority interests	0.0	0.0	0.0	0.0	0.0

Ratios (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Working capital/Sales	-0.8%	-4.1%	-3.0%	-2.7%	-2.6%
Net debt/Equity	nm	nm	nm	nm	nm
Net debt/EBITDA	nm	nm	nm	nm	nm

Valuation	FY21A	FY22A	FY23E	FY24E	FY25E
EV/CE	3.1x	4.7x	3.4x	3.2x	2.9x
P/BV	2.8x	3.2x	2.9x	2.4x	2.0x
EV/Sales	0.7x	0.2x	0.2x	0.2x	0.1x
EV/EBITDA	15.6x	10.3x	15.8x	4.9x	3.5x
EV/EBITDA adjusted	15.6x	10.3x	15.8x	4.9x	3.5x
EV/EBIT	24.5x	17.6x	61.2x	6.7x	4.9x
EV/EBIT adjusted	24.5x	14.5x	33.8x	6.1x	4.5x
P/E	42.4x	-53.5x	97.1x	12.7x	10.5x
P/E adjusted	42.4x	24.3x	47.5x	11.2x	9.4x
ROCE pre-tax	20.9%	24.9%	11.1%	51.1%	63.2%
ROE	6.7%	13.3%	6.2%	21.5%	21.8%
EV/FCF	-188.3x	9.5x	-19.4x	8.1x	6.5x
FCF yield	-0.5%	8.9%	-4.2%	9.0%	10.1%
Dividend yield	0.7%	0.0%	0.3%	2.4%	2.9%

Valuation

NTM PE multiple not meaningful due to recent turmoil

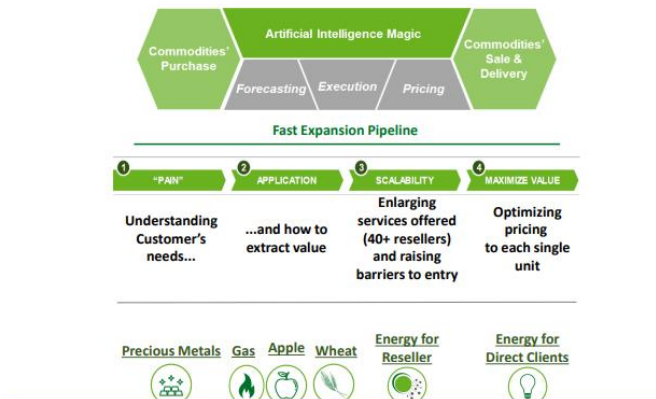


Source: Factset

Key Charts

eVISO's AI platform

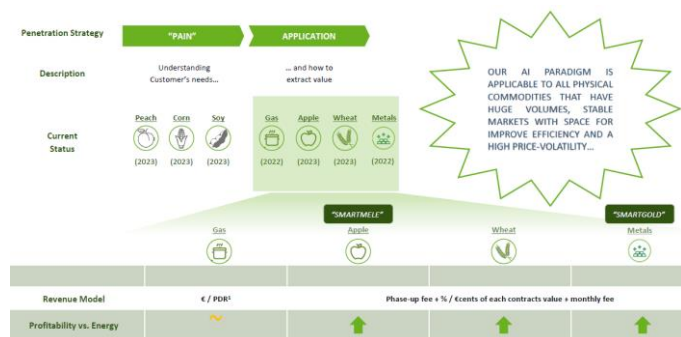
A proprietary AI platform to create value in the business of commodities,...



Source: Company presentation

Expansion into new commodity markets

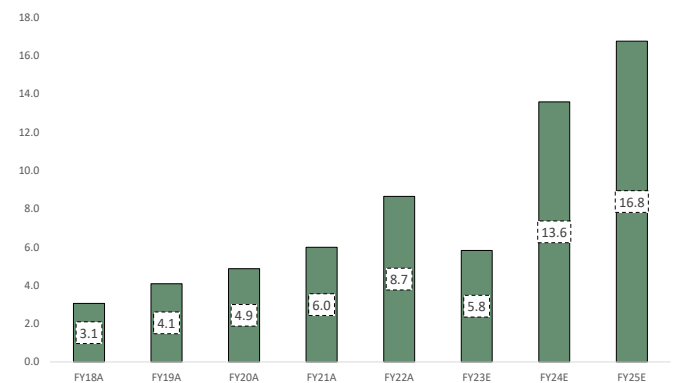
Ongoing expansion into other commodities



Source: Company presentation

Evolution of gross margin – Eu mn

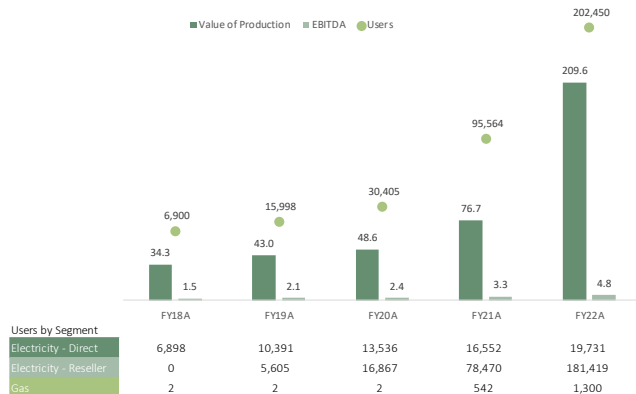
Gross margins set to experience substantial growth



Source: eVISO, Alantra estimates

Historical results

...already successfully exploited in the energy business in Italy



Source: Alantra, eVISO

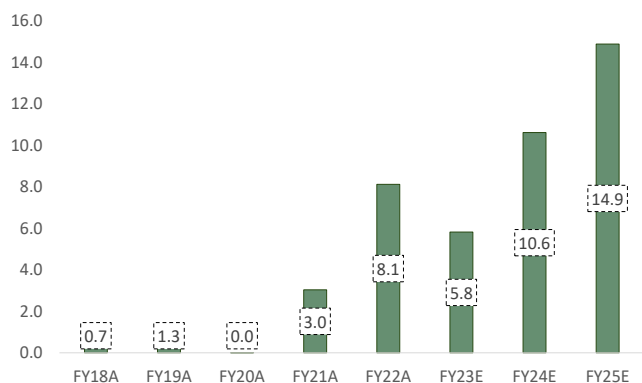
Recent launch of a marketplace in the apple business

"Smartmele" is the first application in agri-commodities

Source: eVISO

Evolution of net cash – Eu mn

Despite recent turmoil, net cash should be back on track in FY23E



Source: eVISO, Alantra estimates

Profile

Background	<p>eVISO has developed a proprietary Artificial Intelligence platform for commodity markets with physical delivery, leveraging on the engineering know-how and sector expertise of its founder and management team. eVISO's AI platform is able to automatically collect, cluster and analyze Big Data and to elaborate forecasts to be applied on both demand and supply sides, optimizing volume and pricing</p> <p>eVISO has successfully deployed its AI platform in the Italian electricity trading and sale business. The group buys electricity on the wholesale market and sells it to end-users or resellers, with an innovative business model: a) 1-to-1 approach to clients and preliminary selection of the most profitable end-users; b) Monitoring of clients' meters and grouping in different clusters, to enhance forecasting capabilities and to save penalties paid on the market; c) Algo trading execution in the complex electricity market. Efficiencies and value creation can be shared with the clients. The group has delivered sales growth, very low churn and gross margin above industry standard</p>
Positioning	<p>eVISO (a digital native player) has developed solutions in the electricity market that incumbents, with legacy business models and traditional commercial approaches, have difficulties to replicate</p> <p>First mover competitive advantage is an entry barrier for potential newcomers. We do not see examples of B2C players, in the Italian electricity market, that leverage on an AI technology. This also makes eVISO a potential technology partner for resellers and for incumbents. Some ad-hoc services have been launched in 2021</p> <p>According to our estimates, the group should remain a niche player in the electricity business, suggesting potential for M/L term further expansion</p>
Growth	<p>We expect a 11% sales CAGR over FY22A-25E period, driven by electricity prices, but with initial contribution from other commodities</p> <p>We expect eVISO to continue to post above sector-average profitability in the energy business: the expansion of the direct client base and diversification in new commodities with a platform approach (most of revenues flow to gross margin) should be two profitability tailwinds in the future. By contrast, expansion in the reseller business (although important to cover fixed costs) should be a headwind. Recent re-negotiations of electricity contracts should trigger strong Gross Margin and EBITDA growths in the years to come, with margins per unit delivered increasing substantially. Overall, we expect eVISO to post a 25% gross margin 22A-25E CAGR with yield on revenues increasing from 4.1% in 2022 to 5.8% in 2025</p> <p>Although we expect eVISO to invest in its AI platform in the coming years, GM growth should trigger margin expansion. We expect EBITDA to grow from Eu4.8mn in FY22 to Eu10.3mn in FY25, posting a 29% CAGR</p>
Strategy	<p>eVISO is managing expansion into other commodities: gas (where the electricity business model can be replicated and upselling potential exploited) and apples. In agri-commodities the business model should be skewed to services / marketplace. While new ventures should represent only 3.0% of sales in FY25E, successful expansion would pave the way for margin improvement, penetration of other areas and future exploitation of the huge amount of collected data. Over the coming years, new opex / capex will be needed to (i) develop the AI platform; (ii) build a new headquarter. Operating cash flow generation and the proceeds from the IPO should support the expected acceleration of the growth plan</p>

Strengths

Proprietary AI platform for data analysis, forecasting and execution
 Proven and profitable application in Italian energy markets
 Limited capital requirements and strong FCF generation

Weaknesses

Time required to train a high quality salesforce
 Intrinsically low margin business
 Credit risk (commercial receivables versus SMC clients)

Opportunities

Growth of the addressed market and market share in existing businesses
 Expansion in new segments of existing businesses
 Expansion in new commodities

Threats

Increasing commercial competition on high-margin clients in electricity
 Failure to exploit the platform in new commodities
 Regulatory changes in the Italian energy market

Key shareholders

O Caminho Srl, 52.7%
 Iscat Srl, 13.9%
 Pandora SS, 12.2%
 Free Float, 21.2%

Management

Gianfranco Sorasio - Founder & CEO
 Lucia Fracassi - COO
 Carlo Cigna - Algo Intelligence Director
 Sergio Amorini - Sales and Customer Care Director
 Federica Berardi - CFO
 Joao Cordovil Wemans - Data Service Director

Next events

FY23 KPIs - 31 August 2023
 FY23 - 26 September 2023
 KPIs 1H24 - 14 February 2024
 1H24 - 28 March 2024

Release of 1H23 results (YE June 2023)

1H23 Results

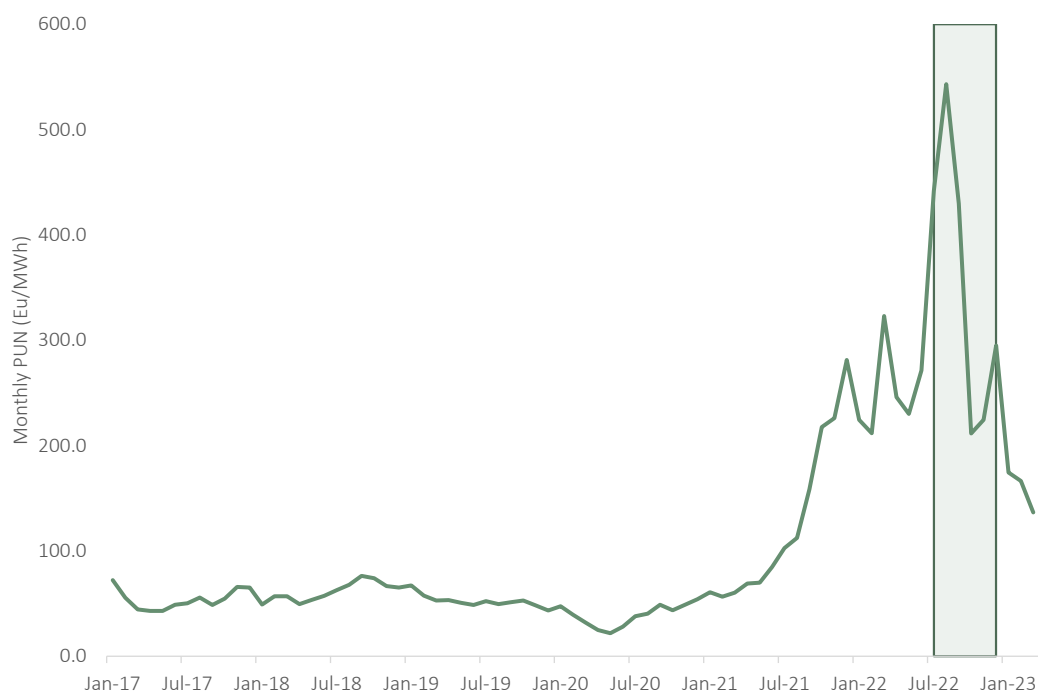
Price driven top line growth in 1H23. Decreasing volumes & blocked electricity contractual conditions

Eu mn	1H22A	1H23A	YoY %	2H22A	Alantra 2H23E	YoY %	FY22A	Alantra FY23E	YoY %
Revenues	99.1	145.4	47%	109.0	52.7	-52%	208.1	198.1	-5%
<i>on sales %</i>	99.4%	99.7%		99.2%	98.3%		99.3%	99.3%	
Value of Production	99.8	145.8	46%	109.8	53.6	-51%	209.6	199.5	-5%
<i>on sales %</i>	100.0%	100.0%		100.0%	100.0%		100.0%	100.0%	
Gross Margin	2.8	1.4	-50%	5.9	4.4	-24%	8.7	5.8	-33%
<i>Gross Margin %</i>	2.8%	1.0%		5.3%	8.2%		4.1%	2.9%	
EBITDA Reported	1.9	0.1	-94%	3.0	2.7	-9%	4.8	2.8	-42%
<i>Ebitda Margin %</i>	1.9%	0.1%		2.7%	5.1%		2.3%	1.4%	
Net Profit	0.6	(1.6)	nm	(1.7)	2.1	nm	(1.1)	0.6	nm
<i>Net Profit Margin %</i>	0.6%	-1.1%		-1.6%	4.0%		-0.5%	0.3%	
Net cash end of the period	5.0	(4.0)		8.1	14.9		8.1	5.8	

Source: eVISO, Alantra estimates

Unprecedented market conditions

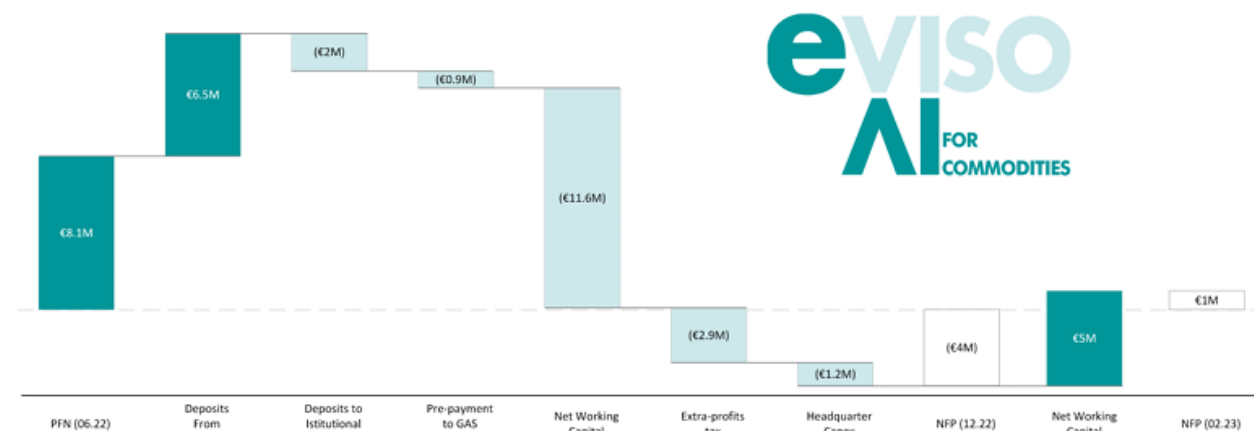
The group experienced unprecedented market conditions, with electricity price in Italy in Jul-Sep at almost 10x the average of 2019



Source: GME, Alantra

Net debt bridge

Net financial position hit by extraordinary items in 1H23 (Jul-Dec22)



Source: eVISO, Alantra

Estimates revised downwards in 2023 and upwards in 2024

New versus old estimates

2023 estimates revisited downward. FY24E EBITDA increased by 11% on the back of the strong improvement in marginality on renegotiated contracts

(Eu mn)	New			Change			Old		
	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
Total Revenues / Value of Production	199.5	264.1	287.8	-43.2%	-14.2%	na	351.0	307.6	na
EBITDA Adjusted	2.8	8.2	10.3	-54.2%	10.6%	na	6.2	7.4	na
EBIT Adjusted	1.3	6.7	8.0	-71.7%	13.2%	na	4.7	5.9	na
Pretax Profit	0.7	6.0	7.3	-83.7%	14.9%	na	4.0	5.2	na
Net profit	0.6	4.3	5.3	-80.6%	14.5%	na	2.9	3.8	na
Net profit restated	1.2	4.9	5.9	-67.1%	12.5%	na	3.5	4.4	na
EPS	0.047	0.200	0.238	(0.671)	0.125	na	0.143	0.178	na
Net financial position	5.8	10.6	14.9	-61.9%	-40.2%	na	15.3	17.8	na

Source: Alantra estimates

Detailed estimates

Breakdown of Revenues by business line

Eu mn	FY18A	FY19A	FY20A	FY21A	FY22A	FY23E	FY24E	FY25E
Revenues from Electricity (including BAU)	33.7	42.4	47.8	75.6	205.8	195.3	258.0	277.8
YoY Growth		25.7%	12.9%	58.0%	172.3%	-5.1%	32.1%	7.7%
on total sales %	100.0%	100.0%	100.0%	99.8%	98.9%	98.6%	98.2%	97.0%
Direct	27.8	34.8	33.6	39.7	72.5	66.3	67.7	69.3
YoY Growth		25.3%	-3.6%	18.2%	82.7%	-8.5%	2.1%	2.3%
on electricity sales %	82.5%	82.2%	70.2%	52.5%	35.2%	34.0%	26.2%	24.9%
Reseller		1.1	8.0	28.2	105.6	109.3	163.4	179.1
YoY Growth			654.3%	253.8%	274.1%	3.5%	49.5%	9.6%
on electricity sales %		2.5%	16.7%	37.3%	51.3%	56.0%	63.3%	64.5%
Services BAU and BIG DATA	0.6	0.7	0.8	1.2	3.0	3.0	5.0	5.9
YoY Growth		12.2%	12.5%	57.9%	144.9%	0.1%	68.5%	16.7%
on electricity sales %	1.8%	1.6%	1.6%	1.6%	1.4%	1.5%	1.9%	2.1%
AOD platform revenues	5.3	5.8	5.5	6.4	24.7	16.6	21.9	23.5
YoY Growth		9.2%	-5.4%	17.5%	283.6%	-32.6%	31.6%	7.5%
on electricity sales %	15.7%	13.7%	11.5%	8.5%	12.0%	8.5%	8.5%	8.5%
Other Commodities				0.1	2.3	2.8	4.7	8.6
YoY Growth					1634.0%	22.3%	65.2%	84.2%
on total sales %				0.2%	1.1%	1.4%	1.8%	3.0%
Total Revenues	33.7	42.4	47.8	75.7	208.1	198.1	262.7	286.5
YoY Growth		25.7%	12.9%	58.3%	174.9%	-4.8%	32.6%	9.0%
Other items	0.6	0.7	0.8	1.0	1.5	1.4	1.4	1.4
Value of Production	34.3	43.0	48.6	76.7	209.6	199.5	264.1	287.8
YoY Growth		25.5%	12.9%	57.9%	173.2%	-4.8%	32.4%	9.0%

Source: Alantra estimates, eVISO

Breakdown of Gross Margin by business line

Eu mn	FY18A	FY19A	FY20A	FY21A	FY22E	FY23E	FY24E	FY25E
Electricity	2.5	3.4	4.1	4.9	7.0	4.2	11.4	14.0
YoY Growth		38.2%	20.6%	19.8%	41.2%	-40.3%	173.5%	22.9%
gross margin %	7.3%	8.0%	8.6%	6.5%	3.4%	2.1%	4.4%	5.0%
on total gross margin %	80.6%	83.4%	84.4%	82.2%	80.4%	71.4%	83.6%	83.3%
Direct	2.1	3.0	3.5	3.8	4.3	2.5	6.4	7.1
YoY Growth		43.4%	17.5%	8.2%	11.0%	-41.4%	155.2%	11.2%
gross margin %	7.6%	8.7%	10.5%	9.7%	5.9%	3.8%	9.4%	10.2%
on electricity gross margin %	85.3%	88.5%	86.1%	77.8%	61.2%	60.0%	56.0%	50.7%
Reseller		0.0	0.2	0.8	1.7	1.1	3.8	5.5
YoY Growth			756.4%	267.4%	118.3%	-38.0%	261.0%	44.0%
gross margin %		2.4%	2.7%	2.8%	1.6%	1.0%	2.4%	3.1%
on electricity gross margin %		0.7%	5.2%	16.0%	24.7%	25.6%	33.8%	39.7%
Services BAU and BIG DATA	0.2	0.3	0.2	0.3	1.0	0.6	1.2	1.3
YoY Growth		9.8%	-10.6%	26.0%	223.2%	-39.3%	93.7%	16.7%
gross margin %	40.3%	39.4%	31.3%	25.0%	33.0%	20.0%	23.0%	23.0%
on electricity gross margin %	10.0%	7.9%	5.9%	6.2%	14.1%	14.4%	10.2%	9.7%
AOD platform revenues	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
YoY Growth								
gross margin %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
on electricity gross margin %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other Commodities				0.0	0.3	0.3	0.9	1.4
YoY Growth					460.8%	16.3%	186.0%	66.0%
gross margin %					11.2%	10.7%	18.5%	16.7%
on total gross margin %				0.8%	3.0%	5.2%	6.4%	8.6%
Other items	0.6	0.7	0.8	1.0	1.5	1.4	1.4	1.4
Gross Margin	3.1	4.1	4.9	6.0	8.7	5.8	13.6	16.8
YoY Growth		33.6%	19.3%	23.0%	44.4%	-32.7%	133.5%	23.3%
gross margin on VoP %	8.9%	9.5%	10.0%	7.8%	4.1%	2.9%	5.1%	5.8%

Source: Alantra estimates, eVISO

Operating KPIs – Focus on Direct Electricity business line

	FY18A	FY19A	FY20A	FY21A	FY22A	FY23E	FY24E	FY25E
Points of Delivery - EoP - #	6,898	10,391	13,536	16,552	19,731	22,581	25,906	29,231
yoy growth		50.6%	30.3%	22.3%	19.2%	14.4%	14.7%	12.8%
GWh sold	170	202	215	237	247	227	261	284
yoy growth		19.0%	6.1%	10.2%	4.3%	-8.1%	15.0%	9.0%
Sales - Eu mn	27.8	34.8	33.6	39.7	72.5	66.3	67.7	69.3
yoy growth		25.3%	-3.6%	18.2%	82.7%	-8.5%	2.1%	2.3%
Gross margin - Eu mn	2.1	3.0	3.5	3.8	4.3	2.5	6.4	7.1
yoy growth		43.4%	17.5%	8.2%	11.0%	-41.4%	155.2%	11.2%
As % of Sales	7.6%	8.7%	10.5%	9.7%	5.9%	3.8%	9.4%	10.2%
Gross Margin - Eu/MWh	12.38	14.91	16.51	16.21	17.3	11.0	24.4	24.9
yoy growth		20.4%	10.7%	-1.8%	6.5%	-36.3%	121.8%	2.0%

Source: Alantra estimates, eVISO

Operating KPIs – Focus on Reseller Electricity business line

	FY18A	FY19A	FY20A	FY21A	FY22A	FY23E	FY24E	FY25E
Points of Delivery - EoP - #		5,605	16,867	78,470	181,419	241,419	341,419	371,419
yoy growth			200.9%	365.2%	131.2%	33.1%	41.4%	8.8%
GWh sold		6	57	180	380	381	641	748
yoy growth			869.2%	214.6%	110.8%	0.1%	68.5%	16.7%
Sales - Eu mn		1.1	8.0	28.2	105.6	109.3	163.4	179.1
yoy growth			654.3%	253.8%	274.1%	3.5%	49.5%	9.6%
Gross margin - Eu mn		0.0	0.2	0.8	1.7	1.1	3.8	5.5
yoy growth			756.4%	267.4%	118.3%	-38.0%	261.0%	44.0%
As % of Sales		2.4%	2.7%	2.8%	1.6%	1.0%	2.4%	3.1%
Gross Margin - Eu/MWh		nm	3.7	4.4	4.5	2.8	6.0	7.4
yoy growth		0.0%	nm	16.8%	3.4%	-38.1%	114.3%	23.3%

Source: Alantra estimates, eVISO

Operating KPIs – Focus on Gas business line

	FY18A	FY19A	FY20A	FY21A	FY22A	FY23E	FY24E	FY25E
Points of Delivery - EoP - #			2	542	1,300	677	2,072	3,215
yoy growth				nm	139.9%	-47.9%	205.9%	55.1%
SMC sold			1,482	265,575	1,598,762	1,716,308	2,386,781	4,589,617
yoy growth				nm	502.0%	7.4%	39.1%	92.3%
Sales - Eu mn			0.0	0.1	2.3	2.8	3.9	7.5
yoy growth				nm	1623.8%	21.4%	39.1%	92.3%
Gross margin - Eu mn			0.0	0.0	0.3	0.3	0.4	0.7
yoy growth				nm	460.8%	7.4%	39.1%	92.3%
As % of Sales			4.0%	34.7%	11.3%	10.0%	10.0%	10.0%
Gross Margin - Eu/SMC			0.03	0.17	0.16	0.16	0.16	0.16
yoy growth			0.0%	563.4%	-6.8%	0.0%	0.0%	0.0%

Source: Alantra estimates, eVISO

Peers

Trading multiples

>40% discount versus peers on 2024 EV/EBITDA

Company	Country	Mkt Cap (Eu mn)	EV/Sales			EV/EBITDA			EV/EBIT			PE		
			FY22A	FY23E	FY24E	FY22A	FY23E	FY24E	FY22A	FY23E	FY24E	FY22A	FY23E	FY24E
eVISO (Calendarised)	ITALY	57	0.2 x	0.2 x	0.1 x	11.8 x	7.7 x	4.1 x	19.1 x	10.7 x	5.2 x	30.8 x	18.1 x	10.2 x
Premium (discount) to Peers' Italian Technology			-93%	-93%	-93%	-21%	-20%	-42%	-28%	-33%	-49%	-8%	-19%	-38%
CY4Gate SpA	ITALY	238	4.2 x	2.9 x	2.4 x	18.2 x	9.7 x	7.5 x	34.0 x	14.7 x	11.8 x	39.4 x	21.0 x	16.6 x
Expert.ai S.p.A.	ITALY	46	na	na	na	na	na	na	na	na	na	na	na	na
Tecma Solutions SpA	ITALY	61	4.2 x	3.9 x	2.5 x	na	nm	31.6 x	na	na	na	na	na	na
Almawave S.p.A.	ITALY	132	2.5 x	2.1 x	1.7 x	11.9 x	9.8 x	6.7 x	18.9 x	16.0 x	10.2 x	27.4 x	22.3 x	16.5 x
Datrix S.p.A.	ITALY	57	2.0 x	1.4 x	0.9 x	nm	9.7 x	3.9 x	nm	20.3 x	5.4 x	nm	24.0 x	8.5 x
ALL PEERS Italian Technology			3.2 x	2.5 x	1.9 x	15.1 x	9.7 x	12.4 x	26.5 x	17.0 x	9.2 x	33.4 x	22.4 x	13.9 x
Median			3.3 x	2.5 x	2.1 x	15.1 x	9.7 x	7.1 x	26.5 x	16.0 x	10.2 x	33.4 x	22.3 x	16.5 x

Source: Factset, Alantra

Financials – eVISO (calendarized) versus selected peers

Lower margins versus technological peers due to peculiarities of the business model

Company	Country	Mkt Cap (Eu mn)	FY22A - FY24E average margins					CAGR FY21A - FY24E			
			EBITDA Margin	EBIT Margin	Net Income Margin	Capex / Sales	Dividend Payout	Sales	EBITDA Adj	EBIT Adj	EPS Adj
eVISO (Calendarised)	ITALY	57	2.5%	1.6%	0.9%	1.2%	30.1%	24.5%	31.3%	38.2%	42.2%
CY4Gate SpA	ITALY	238	28.3%	17.4%	8.4%	17.6%	0.0%	134.9%	112.9%	99.3%	39.2%
Expert.ai S.p.A.	ITALY	46	na	na	na	na	na	na	nm	nm	nm
Tecma Solutions SpA	ITALY	61	13.5%	3.6%	2.5%	17.3%	0.0%	53.3%	73.0%	nm	nm
Almawave S.p.A.	ITALY	132	22.6%	14.3%	10.1%	12.7%	0.0%	28.1%	31.1%	34.9%	0.0%
Datrix S.p.A.	ITALY	57	6.4%	-2.7%	-3.0%	14.7%	0.0%	39.8%	nm	nm	nm
PEERS Italian Technology			17.7%	8.2%	4.5%	15.6%	0.0%	64.0%	72.3%	67.1%	19.6%
Median			18.0%	9.0%	5.5%	16.0%	0.0%	46.5%	73.0%	67.1%	19.6%

Source: Factset, Alantra

Performance

Market performance above peers in the last year

Company	Country	Mkt Cap (Eu mn)	Performance					
			1W	1M	3M	6M	1YR	3YR
eVISO	ITALY	57	2.7%	0.0%	-6.1%	-8.7%	-3.3%	na
CY4Gate SpA	ITALY	238	3.3%	1.5%	12.1%	16.2%	-6.1%	na
Expert.ai S.p.A.	ITALY	46	-1.5%	-5.6%	18.5%	-7.9%	-52.5%	-66.5%
Tecma Solutions SpA	ITALY	61	1.4%	10.1%	9.2%	-13.9%	-32.1%	na
Almawave S.p.A.	ITALY	132	-0.1%	-1.4%	6.8%	9.4%	-4.8%	na
Datrix S.p.A.	ITALY	57	0.2%	-5.8%	-12.5%	0.5%	-40.9%	na
PEERS Italian Technology			0.7%	-0.2%	6.8%	0.8%	-27.3%	-66.5%
Median			0.2%	-1.4%	9.2%	0.5%	-32.1%	-66.5%

Source: Factset, Alantra

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