

eVISO

BUY

Sector: Utilities Price: Eu9.60 - Target: Eu10.70

1H24/25: Crescita record, eVISO accelera ancora

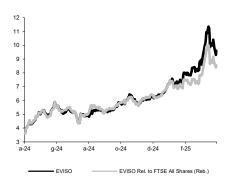
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Stock Rating			
Rating:			Unchanged
Target Price (Eu):		from 8.	50 to 10.70
	2025E	2026E	2027E
Chg in Adj EPS	-8.7%	-2.6%	-0.1%

Next Event

9M24-25 KPI Out 14 May 2025

EVISO - 12M Performance



Stock Data				
Reuters code:	EVS.MI			
Bloomberg code:			EVISO IM	
Performance	1M	3M	12M	
Absolute	9.3%	33.7%	171.2%	
Relative	9.7%	21.7%	160.9%	
12M (H/L)	13	1.35/3.60		
3M Average Volun		51.96		

Shareholder Data	
No. of Ord shares (mn):	25
Total no. of shares (mn):	25
Mkt Cap Ord (Eu mn):	237
Total Mkt Cap (Eu mn):	237
Mkt Float - Ord (Eu mn):	47
Mkt Float (in %):	20.0%
Main Shareholder:	
O Caminho S.r.l.	52.7%
Balance Sheet Data	

Balance Sheet Data	
Book Value (Eu mn):	29
BVPS (Eu):	1.18
P/BV:	8.1
Net Financial Position (Eu mn):	13
Enterprise Value (Eu mn):	224

In un mercato energetico in forte espansione, spinto dall'elettrificazione, dall'innovazione tecnologica e dall'impatto del cambiamento climatico sui consumi residenziali, eVISO si conferma in crescita, chiudendo il primo semestre dell'esercizio 2024-2025 con risultati solidi e in accelerazione.

- 1H24-25 crescita a doppia cifra in tutti i principali indicatori operativi e finanziari. Nel dettaglio, l'energia consegnata è aumentata del +43% YoY a 615 GWh, mentre il gas erogato ha segnato un +144% YoY. I ricavi sono saliti a €169.5mn (+55% YoY), trainati dall'espansione della base clienti e da strategie commerciali mirate. Il Gross Margin è migliorato a €10.6mn, sebbene con una leggera contrazione dell'unitario €/MWh. L'EBITDA è cresciuto del 20% YoY a €6.5mn, con un tasso di conversione del GM in EBITDA del 62%, mentre l'utile netto ha raggiunto €3.5mn (+46% YoY). La PFN resta solida, con una posizione di cassa netta di €11.3mn, riflettendo una gestione efficiente del capitale circolante e investimenti strategici.
- FY25-26 il management conferma il focus sull'innovazione e sulla differenziazione dell'offerta. L'assenza di una guidance quantitativa è in linea con il modus operandi della Società, ma le iniziative delineate lasciano intravedere un percorso di crescita sostenuto, puntando su segmenti ad alto valore aggiunto e sull'infrastruttura digitale proprietaria. L'espansione commerciale in Italia, il rafforzamento della rete indiretta e il potenziamento dell'offerta gas indicano una strategia ben bilanciata tra sviluppo organico e tecnologico. Inoltre, l'apertura ai mercati iberici, anche tramite M&A, rappresenta un'opportunità significativa per scalare il modello di business su scala internazionale, con potenziali effetti positivi sulla redditività nel medio termine.
- Fine-tuning delle stime: Alla luce della solida espansione commerciale e delle strategie messe in atto, abbiamo rivisto al rialzo le stime sui ricavi per il periodo FY25-27, con incrementi rispettivamente del +3%, +3% e +7%. Tuttavia, la revisione al ribasso del Gross Margin unitario ci ha portato a ridurre le stime di redditività per l'anno in corso e a limare leggermente quelle per il biennio successivo, ottenendo un CAGR dell'EBITDA 2025-27E del 22%, con un tasso di conversione del Gross Margin in EBITDA che cresce progressivamente.
- BUY confermato, target price a €10.70 per azione. Nonostante la brillante performance dell'ultimo mese, che ha ridotto il potenziale upside del titolo, il nostro giudizio rimane positivo in virtù di i) un management pionieristico e pragmatico, fortemente orientato alla crescita; ii) un mercato in forte espansione, trainato dall'aumento della domanda di elettricità, che nel 2024 ha registrato la crescita più elevata nella storia recente, sostenuta da fattori strutturali come l'elettrificazione dei consumi, la digitalizzazione e l'adozione sempre più diffusa di sistemi di monitoraggio energetico; iii) elevato potenziale di espansione internazionale, ancora solo parzialmente riflesso nelle nostre stime. Stiamo aggiornando la nostra valutazione basata su un modello DCF che ci conduce a un target price di €10.70 per azione.

Key Figures & Ratios	2023A	2024A	2025E	2026E	2027E
Sales (Eu mn)	225	224	343	400	444
EBITDA Adj (Eu mn)	2	11	15	18	22
Net Profit Adj (Eu mn)	-1	5	8	10	13
EPS New Adj (Eu)	-0.050	0.198	0.315	0.425	0.539
EPS Old Adj (Eu)	-0.050	0.198	0.345	0.436	0.539
DPS (Eu)	0.000	0.045	0.045	0.045	0.045
EV/EBITDA Adj	23.0	9.4	15.3	11.8	9.2
EV/EBIT Adj	nm	13.8	19.8	14.2	10.6
P/E Adj	nm	48.5	30.5	22.6	17.8
Div. Yield	0.0%	0.5%	0.5%	0.5%	0.5%
Net Debt/EBITDA Adj	-4.2	-1.0	-0.9	-1.2	-1.6

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EVISO – Key Figures	2022A	2023A	2024A	2025E	2026E	2027E
Profit & Loss (Eu mn) Sales	2022A 208	2023A 225	2024A 224	343		2027E 444
Sales EBITDA					400	
EBIT	5 3	2 -0	11 7	15 11	18 15	22 19
Financial Income (charges)	-0	-0 -0	, -1	-0	-0	-0
Associates & Others	-0	-0 0	-1	-0 0	-0 0	-0
Pre-tax Profit	3	-1	7	11	15	19
	-4	-1 -1	-2	-3	-4	-5
Taxes Tax rate	-4 143.0%	-1 -77.7%	30.2%	-3 29.0%	-4 29.0%	29.0%
	143.0%	-77.7%	0			
Minorities & Discontinued Operations Net Profit	-1	-1	5	0 8	0 10	0 13
EBITDA Adj	-1 5	2	11	15	18	22
,	3	-0	7	15	15	19
EBIT Adj	-1	-0 -1	5	8	10	13
Net Profit Adj	2022A	2023A				
Per Share Data (Eu) Total Shares Outstanding (mp) Average			2024A	2025E	2026E	2027E
Total Shares Outstanding (mn) - Average	25	25	25	25	25	25
Total Shares Outstanding (mn) - Year End	25	25	25	25	25	25
EPS f.d	-0.045	-0.050	0.198	0.315	0.425	0.539
EPS Adj f.d	-0.043	-0.050	0.198	0.315	0.425	0.539
BVPS f.d	0.741	0.686	0.884	1.182	1.591	2.113
Dividend per Share ORD	0.016	0.000	0.045	0.045	0.045	0.045
Dividend per Share SAV	0.000	0.000	0.000	0.000	0.000	0.000
Dividend Payout Ratio (%)	-35.5%	0.0%	22.7%	14.3%	10.6%	8.4%
Cash Flow (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Gross Cash Flow	1	2	8	11	14	16
Change in NWC	8	2	4	-5	-1	-1
Capital Expenditure	-4	-5	-5	-3	-3	-3
Other Cash Items	0	0	0	0	0	0
Free Cash Flow (FCF)	6	-1	8	3	10	13
Acquisitions, Divestments & Other Items	-0	2	-5	-2	0	0
Dividends	-0	0	0	-0	-0	-0
Equity Financing/Buy-back	0	0	0	0	0	0
Change in Net Financial Position	5	1	3	1	10	12
Balance Sheet (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
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	3
Net Capital Employed	10	8	10	17	17	18
Net Cash (Debt)	8	9	12	13	22	34
Group Equity	18	17	22	29	39	52
Minorities	0	0	0	0	0	0
Net Equity	18	17	22	29	39	52
Enterprise Value (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Average Mkt Cap	60	59	115	237	237	237
Adjustments (Associate & Minorities)	0	0	0	0	0	0
Net Cash (Debt)	8	9	12	13	22	34
Enterprise Value	52	50	103	224	215	202
Ratios (%)	2022A	2023A	2024A	2025E	2026E	2027E
EBITDA Adj Margin	2.4%	1.0%	4.9%	4.3%	4.5%	5.0%
EBIT Adj Margin	1.4%	nm	3.3%	3.3%	3.8%	4.3%
Gearing - Debt/Equity	-44.6%	-53.2%	-52.8%	-42.9%	-56.2%	-65.9%
Interest Cover on EBIT	11.3	nm	14.0	28.3	43.2	54.4
Net Debt/EBITDA Adj	-1.6	-4.2	-1.0	-0.9	-1.2	-1.6
ROACE*	20.8%	-1.6%	82.1%	84.1%	89.3%	109.0%
ROE*	-5.6%	-7.1%	25.2%	30.5%	30.6%	29.1%
EV/CE	3.9	5.5	11.3	16.6	12.7	11.6
EV/Sales	0.3	0.2	0.5	0.7	0.5	0.5
EV/EBITDA Adj	10.4	23.0	9.4	15.3	11.8	9.2
EV/EBIT Adj	18.1	nm	13.8	19.8	14.2	10.6
Free Cash Flow Yield	2.4%	-0.5%	3.4%	1.2%	4.2%	5.4%
Growth Rates (%)	2022A	2023A	2024A	2025E	2026E	2027E
Sales	174.9%	8.1%	-0.3%	52.8%	16.7%	11.0%
EBITDA Adj	48.7%	-56.7%	409.3%	33.3%	23.8%	21.4%
EBIT Adj	27.7%	-30.7% nm	409.3% nm	51.8%	33.3%	26.1%
LDIT AUJ				51.8% 58.9%	35.0%	26.1%
Net Profit Adi	nm					
Net Profit Adj	nm	nm	nm			
Net Profit Adj EPS Adj DPS	nm nm 13.1%	nm nm nm	nm nm	58.9% 0.0%	35.0% 0.0%	26.7% 26.7% 0.0%

^{*}Excluding extraordinary items Source: Intermonte SIM estimates



Revisione delle stime FY25-FY27

Sebbene i risultati semestrali (luglio-dicembre 2024) evidenzino un significativo miglioramento rispetto all'esercizio precedente, la marginalità è risultata leggermente inferiore alle nostre attese. Il Gross Margin unitario ha registrato un calo, contenuto nel segmento clienti (-5.4%, da 30.08 €/MWh a 28.46 €/MWh) a seguito dell'ingresso in fornitura di grandi gruppi, ma più marcato nel segmento reseller (-12%, da 12.20 €/MWh a 10.72 €/MWh), riflettendo la stabilizzazione dei prezzi di settore dopo il caro energia. Parallelamente, la Società ha sostenuto costi aggiuntivi per €1.2 milioni per supportare la crescita su tutte le linee di business.

Alla luce di questi fattori, nonostante un aumento delle stime per la top line, rivediamo leggermente al ribasso le stime per l'esercizio in corso: Gross Margin -6%, EBITDA -7.5% e utile netto -8.7%.

Per il biennio successivo, abbiamo effettuato un fine-tuning marginale delle nostre previsioni.

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	331.9	342.7	3.3%	387.3	399.9	3.3%	415.6	444.0	6.8%
Others	0.7	0.7	0.0%	0.7	0.7	0.0%	0.7	0.7	0.0%
Value of production	332.6	343.4	3.2%	388.0	400.6	3.2%	416.3	444.7	6.8%
Gross Margin	24.7	23.2	-6.0%	29.2	28.2	-3.5%	33.7	32.9	-2.5%
Personnel costs	-4.6	-4.3	-6.6%	-5.6	-4.9	-12.0%	-6.4	-5.6	-11.5%
Other Items	-4.3	-4.3	0.0%	-5.0	-5.1	2.0%	-5.2	-5.2	0.0%
EBITDA reported	15.8	14.7	-7.5%	18.6	18.1	-2.5%	22.1	22.0	-0.4%
EBITDA margin	4.8%	4.3%	-10.4%	4.8%	4.5%	-5.6%	5.3%	5.0%	-6.8%
D8.4	2.2	2.2	0.20/	2.4	2.2	0.6%	2.0	2.0	4 20/
D&A	-3.3	-3.3	-0.2%	-3.1	-3.0	-0.6%	-3.0	-3.0	-1.2%
on VoP Writedowns/Provision	1.0% 0.0	1.0% 0.0	-3.3% 0.0%	<i>0.8%</i> 0.0	0.8% 0.0	-3.7% 0.0%	<i>0.7%</i> 0.0	<i>0.7%</i> 0.0	-7.5% 0.0%
•	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	12.5	11.3	-9.4%	15.6	15.1	-2.9%	19.1	19.1	-0.3%
EBIT margin	3.8%	3.3%	-12.3%	4.0%	3.8%	-5.9%	4.6%	4.3%	-6.7%
Pretax	12.0	10.9	-8.7%	15.2	14.8	-2.6%	18.7	18.7	-0.1%
Taxes	-3.5	-3.2	-8.7%	-4.4	-4.3	-2.6%	-5.4	-5.4	-0.1%
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	8.5	7.8	-8.7%	10.8	10.5	-2.6%	13.3	13.3	-0.1%

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):	8.50	
Current Price (Eu):	9.60	Previous Price (Eu):	7.80	
Date of report:	03/04/2025	Date of last report:	29/01/2025	



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GUIDE TO FUNDAMENTAL RESEARCH

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/EBITD, EV/EBITDA, EV/EBITDA value are used

 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 of 5.5% 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;

DUTPERFORM: stock expected to outperform the market by over 23% over a 12 minutin period;

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

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

UNDERPERFORM: stock expected to underperform the market by between -10% and -25% 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

Intermonte SIM is authorised by CONSOB to provide investment services and is listed at n° 246 in the register of brokerage firms. As at 31 March 2025 Intermonte's Research Department covered 131 companies. As of today In

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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Long/Short

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