

## EQUITY RESEARCH

### EVISO SPA RESULTS REVIEW

**BUY**

**TP 4.80€** (vs 4.20€)  
Up/Downside: 60%

### A Record H1

Yesterday, eVISO released its preliminary results for H1 2024, well ahead of our estimates, and reaching an all-time record for volumes delivered to both direct customers, 134GWh (+25% YoY, vs. 110GWh estimated by us), and reseller customers, 297GWh (+63% YoY, well above the 235GWh estimated by us).

eVISO has published its preliminary H1 2024 results, well ahead of our expectations.

In the direct segment, the company delivered 134GWh (+25% YoY, vs. our estimate of 110GWh). In addition, in early December the company signed a 52GWh direct supply contract (on an annual basis) with the imperia energia consortium, starting in January 2024, which will enable it to achieve, according to our current estimates, annual volumes delivered of more than 300GWh to direct customers.

On the reseller channel, the company delivered a record volume of 297 GWh (+63% YoY, well above our estimate of 235 GWh). The commercial pipeline is growing strongly, and we therefore estimate that the company will be able to deliver more than 700 GWh to resellers over the year (vs. our previous estimate of 500 GWh).

The number of dossiers invoiced through the Cortex portal rose significantly, in line with our expectations, to around 33,000, and gas volumes sold to direct customers reached 1.7m Smc (more than deliveries over the whole of the previous year).

The only negative note in the press release concerned the cash burn of around €3.7m, bringing the company's net cash position to €5.3m (vs. €9m at the end of June 2022). The capital expenditure for the opening of the new headquarters was higher than expected and amounted to €2.5m (vs. €1m estimated by us), in addition the company acquired treasury shares for €1m, and finally the working capital dynamics were more unfavourable than expected, for two main reasons: the reduction of the guarantees required from customers by approximately €2.5m (due to the significantly lower price of electricity), and the increase in VAT credits of around €2.9m, which offset the €5.3m generated by other working capital items.

We have revised our estimates for the coming years and now forecast EBITDA of €8.1m for 2024 (vs. €6.5m previously), EBITDA of €11.8m for 2025 (vs. €8.5m previously), and EBITDA of €15m for 2026 (vs. €10.1m previously). We now estimate that the company could exceed one TWh of total energy delivered as early as June 2024, up from June 2026. We are upgrading our TP to €4.8 (vs. €4.2 previously), and strongly reiterate our Buy rating.

TP ICAP Midcap Estimates	06/23	06/24e	06/25e	06/26e	Valuation Ratio	06/24e	06/25e	06/26e
Sales (m €)	224.9	207.0	256.6	283.7	EV/Sales	0.3	0.2	0.2
Current Op Inc (m €)	0.0	5.4	8.9	12.0	EV/EBITDA	8.1	5.2	3.6
Current op. Margin (%)	0.0	2.6	3.5	4.2	EV/EBIT	12.1	6.9	4.5
EPS (€)	-0.05	0.12	0.24	0.33	PE	24.7	12.7	9.2
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	1.0	3.5	7.4				

#### Key data

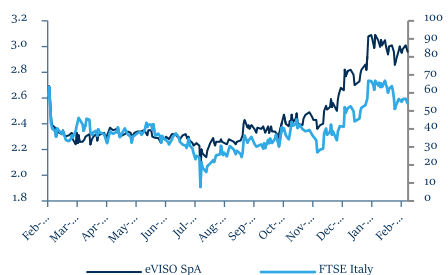
Price (€)	3.0
Industry	Technology Services
Ticker	EVISO-IT
Shares Out (m)	24.662
Market Cap (m €)	74.0
Average trading volumes (k shares / day)	19.150
Source: FactSet	

#### 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	0.12	0.24	0.33
Change vs previous estimates (%)	35.92	61.89	76.36
Source: TPICAP Midcap estimates			

Performance (%)	1D	1M	YTD
Price Perf	-0.3	-2.9	6.4
Rel FTSE Italy	0.6	-4.5	3.3



Source: FactSet

Consensus FactSet - Analysts:na	06/24e	06/25e	06/26e
Sales	213.0	284.1	320.9
EBIT	4.1	7.9	10.1
Net income	2.6	5.3	6.8

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## FINANCIAL DATA

<b>Income Statement</b>	<b>06/21</b>	<b>06/22</b>	<b>06/23</b>	<b>06/24e</b>	<b>06/25e</b>	<b>06/26e</b>
Sales	75.7	208.1	224.9	207.0	256.6	283.7
Changes (%)	58.3	174.9	8.1	-7.9	23.9	10.6
Gross profit	44.4	43.9	41.4	66.7	90.6	101.8
% of Sales	58.6	21.1	18.4	32.2	35.3	35.9
<b>EBITDA</b>	<b>3.3</b>	<b>5.0</b>	<b>2.0</b>	<b>8.1</b>	<b>11.8</b>	<b>15.0</b>
% of Sales	4.4	2.4	0.9	3.9	4.6	5.3
<b>Current operating profit</b>	<b>2.2</b>	<b>3.2</b>	<b>0.0</b>	<b>5.4</b>	<b>8.9</b>	<b>12.0</b>
% of Sales	2.9	1.5	0.0	2.6	3.5	4.2
Non-recurring items	-0.1	-0.3	-0.3	-0.6	-0.3	-0.3
EBIT	2.1	2.8	-0.3	4.7	8.6	11.6
Net financial result	-0.4	-0.2	-0.4	-0.6	-0.5	-0.5
Income Tax	-0.4	-3.7	-0.5	-1.2	-2.3	-3.1
Tax rate (%)	24.6	142.7	-77.6	27.9	27.9	27.9
<b>Net profit, group share</b>	<b>1.3</b>	<b>-1.1</b>	<b>-1.2</b>	<b>3.0</b>	<b>5.8</b>	<b>8.0</b>
EPS	0.05	na	na	0.12	0.24	0.33
<b>Financial Statement</b>	<b>06/21</b>	<b>06/22</b>	<b>06/23</b>	<b>06/24e</b>	<b>06/25e</b>	<b>06/26e</b>
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Tangible and intangible assets	12.6	14.6	18.0	19.6	19.5	18.6
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	-11.5	-9.0	-7.5
Other Assets	0.0	0.0	0.0	0.0	0.0	0.0
<b>Assets</b>	<b>17.1</b>	<b>10.7</b>	<b>8.3</b>	<b>10.3</b>	<b>12.6</b>	<b>13.3</b>
Shareholders equity group	19.8	18.3	16.8	18.8	24.6	32.7
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	-9.0	-12.6	-20.0
Other liabilities	0.2	0.1	0.0	0.0	0.0	0.0
<b>Liabilities</b>	<b>17.1</b>	<b>10.7</b>	<b>8.3</b>	<b>10.3</b>	<b>12.6</b>	<b>13.3</b>
Net debt excl. IFRS 16	-3.1	-8.3	-9.0	-9.0	-12.6	-20.0
Gearing net	-0.2	-0.5	-0.5	-0.5	-0.5	-0.6
Leverage	-0.9	-1.6	-4.5	-1.1	-1.1	-1.3
<b>Cash flow statement</b>	<b>06/21</b>	<b>06/22</b>	<b>06/23</b>	<b>06/24e</b>	<b>06/25e</b>	<b>06/26e</b>
CF after elimination of net borrowing costs and taxes	2.7	4.4	0.5	5.7	8.8	11.1
$\Delta$ WCR	-0.0	4.7	3.5	-0.4	-2.4	-1.5
Operating cash flow	2.7	9.1	3.9	5.3	6.3	9.6
Net capex	-3.0	-3.8	-5.4	-4.3	-2.8	-2.2
FCF	-0.3	5.2	-1.5	1.0	3.5	7.4
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	0.0	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	0.0	0.0	0.0
ROA (%)	7.7%	na	na	29.0%	46.1%	60.5%
ROE (%)	6.7%	na	na	15.9%	23.6%	24.6%
ROCE (%)	11.0%	17.4%	0.2%	28.5%	36.0%	36.7%

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### Analyst certifications

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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%	64%
Hold	16%	56%
Sell	1%	0%
Under review	2%	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.

Sell: Stock is expected underperform the markets by 10% or more over a 6 to 12 months horizon.

The history of ratings and target prices for the Issuers covered in this report are available on request at <https://researchtpicap.midcapp.com/en/disclaimer>.

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