

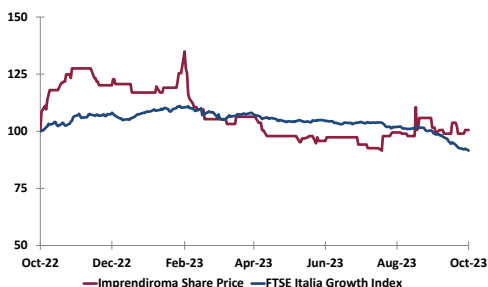


OUTPERFORM

Current Share Price (€): 3.80

Target Price (€): 5.90

Imprediroma – 1Y Performance



Source: S&P Capital IQ - Note: 13/10/2022=100

Company data

ISIN number	IT0005500571
Bloomberg code	IMP IM
Reuters code	IMPR.MI
Industry	RE / Building Renovation
Stock market	Euronext Growth Milan
Share Price (€)	3.80
Date of Price	13/10/2023
Shares Outstanding (m)	11.2
Market Cap (€m)	42.6
Market Float (%)	10.71%
Daily Volume	0
Avg Daily Volume YTD	546
Target Price (€)	5.90
Upside (%)	55%
Recommendation	OUTPERFORM

Share price performance

	1M	3M	6M	1Y
Imprediroma - Absolute (%)	-1%	7%	-5%	1%
FTSE Italia Growth Index (%)	-8%	-12%	-14%	-8%
1Y Range H/L (€)			5.10	3.46
YTD Change (€) / %			-0.62	-14%

Source: S&P Capital IQ

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H1 2023 revenues matched FY22, margin up 600bps YoY, solid backlog amid regulatory uncertainties

Trading update: uneven trend, strong recovery in the last three months

Over the last 12 months, the stock moved erratically compared to the Italia Growth index, recording a performance overall above the benchmark at the end of the period. In detail, the stock was positively correlated with the EGM Index until February this year, hitting a high of €5.10 per share, and then underperformed until the end of July touching a low of €3.46. In the last three months the stock has outperformed the reference index market of about 30% reaching a relative high of €4.40 in intra-day.

H1 2023 revenues 169% up, EBITDA margin +600bps YoY

H1 2023 total revenues €47.7m vs € 17.7m in H1 2022, +169% YoY. EBITDA was up by 240% at €13.1m compared to €3.9m in H1 2022, with margin at 28% vs 21.8% in H1 2022. Net income was €9.1m, up by 263% YoY, compared to H1 2022 €2.5m. The net debt position was €14.4m vs a net cash position of €3.6m at year end 2022, basically due to increased NWC cash absorption, for higher business volumes and slowdown in the procedures of tax credit transfer to banks. 3,190 tons Co₂ emissions saved.

Business update and outlook

The Group backlog was €165.3m at the end Q1 2023. Projects in progress increased from €121.5m (on 63 projects at FY22), to €135.1m (on 72 residential projects) at the end of March 2023. Management anticipates H1 growth trend continuation, as procedures for tax credit are expected to normalize. Currently the Group takes on contracts that qualify for the 110% and 70% tax benefit. Imprediroma has been awarded its first contract under PNRR framework worth €1.5m.

Target Price €5.90 per share and OUTPERFORM rating confirmed

Based on H1 results, considering an uncertain regulatory environment, we maintain a cautious approach on our projections for 2023-25E time-period. Imprediroma is trading at 0.7-0.7x 2023-24E EV/Revenues vs 0.7-0.5x of Peers. We confirm our target price at €5.90 per share, implying +55% potential upside on current share price, and OUTPERFORM rating.

CONSOLIDATED KEY FINANCIALS AND ESTIMATES

€m	2019A	2020A	2021A	2022A	2023E	2024E	2025E
Total Revenues	2.7	4.1	21.3	47.1	85.4	79.0	89.0
YoY %	n.a.	51.2%	416.1%	121.6%	81.2%	-7.5%	12.7%
EBITDA	0.3	0.5	5.0	9.7	19.0	18.0	20.8
Margin	11.7%	13.3%	23.6%	20.6%	22.2%	22.8%	23.4%
EBIT	0.3	0.5	4.9	9.4	18.4	17.3	20.0
Margin	10.5%	12.3%	23.0%	20.0%	21.6%	21.9%	22.5%
Net Income	0.1	0.2	4.3	6.6	13.1	12.3	14.2
Trade Working Capital	1.7	2.5	9.6	13.7	27.2	26.1	29.6
Net (Debt) Cash	(1.1)	(1.3)	2.1	3.6	3.4	16.8	27.9
Equity	0.2	0.5	4.4	16.1	28.7	40.9	55.1

KEY RATIOS

TWC/Total Revenues	63%	60%	45%	29%	32%	33%	33%
Operating cash flow before capex/EBITDA	-271%	10%	94%	-22%	4%	78%	56%
ROE	46%	51%	97%	41%	46%	30%	26%
Earnings per Share (€), basic				0.6	1.2	1.1	1.3

Source: Company data 2019-22A, EnVent Research 2023-25E

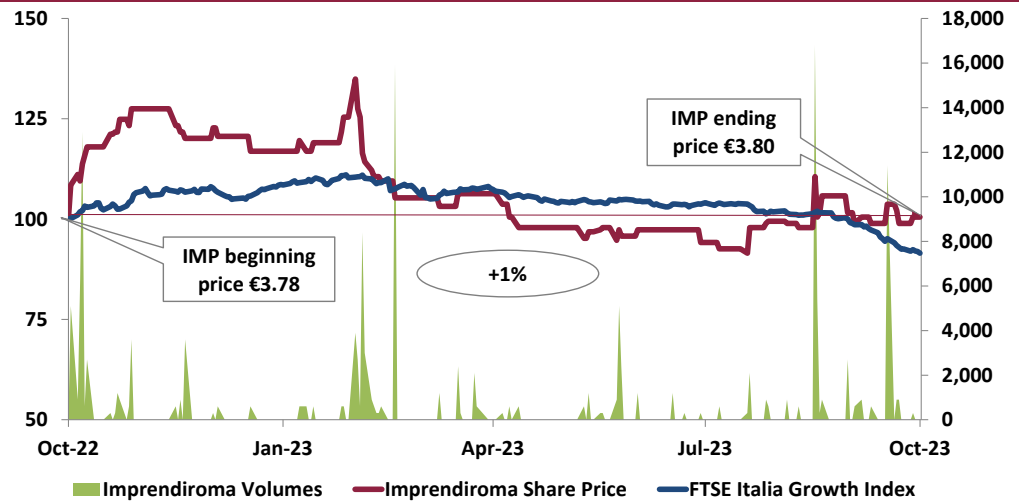
Note 1: 2019A-20A Imprediroma S.p.A. unaudited and unconsolidated figures

Market update

Trading price range €3.46-5.10 per share

+1% for Imprendiroma share price, vs. -8% of the Italia Growth Index

Imprendiroma - Share price performance and trading volumes since IPO

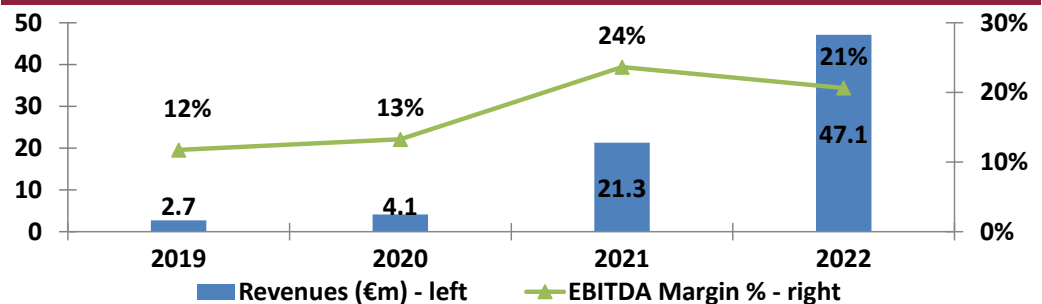


Source: EnVent Research on S&P Capital IQ - Note: 13/10/2022=100

Investment case

Imprendiroma, listed on Euronext Growth Milan, operates in the Italian energy efficiency and green building market, primarily in the Rome area. The Group provides comprehensive services and products for urban renewal and building renovation projects. Imprendiroma supports its customers, typically residential property owners, throughout the entire supply chain, offering sustainable solutions from design and project management to execution and care of administration matters. Additionally, the Company can act as general contractor, outsourcing project execution to subcontractors. Imprendiroma's M/L term strategic goals include: a) expansion beyond the Rome area; b) extending current business into promising industry niches (silver economy, student accommodation, and hospitality) and diversifying their operations (solutions for photovoltaic plants); c) undertaking real estate development projects, by acquiring disused or abandoned properties for renovation and subsequent sale, potentially through partnerships with institutional investors.

Historical Revenues and EBITDA



Source: EnVent Research on Company data. Note: 2019-20 unconsolidated figures

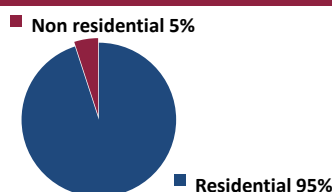
Industry and Company drivers

- Building renovation is flourishing in Italy, driven by tax incentives and by EU M/L run energy efficiency targets. Italian real estate industry trend, with investors interest for sustainability
- Imprendiroma wide and integrated services portfolio, with a diversified customer base and focus on sustainability issues
- SOA certification
- Skilled workforce and industry expert top managers who are also Company shareholders

Challenges

- Tax benefits impact and regulatory changes
- Increasing competition
- New market segments: opportunities and risk

FY22 consolidated sales breakdown



Source: Company data

Note: Company data report sales share from residential customers above 95% of total FY22 sales

H1 2023 results

Consolidated Profit and Loss

€m	H1 2022	H1 2023
Sales	13.7	35.2
WIP Changes	4.0	12.0
Other income	0.0	0.5
Total Revenues	17.7	47.7
YoY %	<i>n.a</i>	168.9%
Materials	(2.7)	(11.2)
Services	(7.0)	(16.9)
Personnel	(3.7)	(5.7)
Other operating costs	(0.4)	(0.8)
Operating costs	(13.9)	(34.5)
EBITDA	3.9	13.1
Margin	21.8%	27.5%
D&A	(0.1)	(0.2)
EBIT	3.7	12.9
Margin	21.1%	27.1%
Financial income/expenses	(0.0)	(0.1)
EBT	3.7	12.8
Margin	20.9%	26.8%
Income taxes	(1.2)	(3.7)
Net Income (Loss)	2.5	9.1

Source: Company data

Consolidated Balance Sheet

€m	H1 2022	2022	H1 2023
Inventory	4.6	12.0	23.9
Trade receivables	6.7	9.4	31.4
Trade payables	(4.7)	(7.6)	(12.2)
Trade Working Capital	6.6	13.7	43.1
Other assets (liabilities)	(8.5)	(4.1)	(7.1)
Net Working Capital	-1.9	9.6	36.0
Intangible assets	0.1	0.1	0.3
Property, plant and equipment	2.6	2.9	3.0
Equity investments and financial assets	0.2	0.4	0.4
Non-current assets	2.9	3.5	3.8
Provisions	(0.4)	(0.6)	(0.7)
Net Invested Capital	0.6	12.5	39.1
Net Debt (Cash)	(5.4)	(3.6)	14.4
Equity	6.0	16.1	24.7
Sources	0.6	12.5	39.1

Consolidated Cash Flow

€m	H1 2022	H1 2023
EBIT	3.7	12.9
Current taxes	(1.2)	(3.7)
D&A	0.1	0.2
Provisions	0.1	0.1
Cash flow from P&L operations	2.8	9.6
Trade Working Capital	3.0	(29.3)
Other assets and liabilities	(0.9)	2.9
Operating cash flow before capex	4.8	(16.8)
Capex	(0.6)	(0.6)
Operating cash flow after working capital and capex	4.2	(17.4)
Interest	(0.0)	(0.1)
Equity investments and financial assets	(0.0)	(0.0)
Paid-in Capital	0.0	0.0
Net cash flow	3.3	(18.0)
Net (Debt) Cash - Beginning	2.1	3.6
Net (Debt) Cash - End	5.4	(14.4)
Change in Net (Debt) Cash	3.3	(18.0)

Source: Company data

Ratio analysis

	H1 2022	H1 2023
ROE	83%	37%
ROS (EBIT/Total Revenues)	21%	27%
DSO	62	218
DPO	78	152
TWC/Total Revenues	19%	90%
NWC/Total Revenues	-5%	76%
Net Debt/EBITDA	cash	1.1x
Net Debt/Equity	cash	0.6x
Net Debt/(Net Debt+Equity)	cash	0.4x
Operating cash flow before capex/EBITDA	125%	-128%
Per-capita sales (€k)	156	160
Per-capita costs (€k)	42	26

Business update

€165m backlog as of 31th march 2023 Imprendiroma backlog at Q1 2023 was €165m. Projects already started accounting for €135m from €121m as of year-end 2022.

Management expects H2 2023 confirming growth trend The Company expects to continue the growth trend achieved in the H1 2023 into the second half as well. Imprendiroma is currently contracting orders eligible for 110% and 70% tax benefits.

New business unit for public administration tenders Imprendiroma in 2023 started the new business unit dedicated to public works contracts and was awarded its first public infrastructure renovation for the Vasto municipality worth €1.5m, project funded by the NRRP.

Partner of the EXPO Rome 2030 foundation Imprendiroma will be one of the supporters of Roma's candidacy to host the 2030 EXPO.

ESG Imprendiroma thanks to completed and in progress works will generate an annual saving of 3,190 tons of CO2.

Estimates revision

H1 2023 figures and estimated backlog corroborate a solid growth trend, which leads to a confirmation of our previous estimates for the 2023-25E period. Our revenue and margin projections are grounded in the visibility provided by the backlog; nonetheless we monitor the persistent regulatory uncertainty that could lead to substantial changes in the midterm horizon.

Financial projections

Consolidated Profit and Loss

€m	2019A	2020A	2021A	2022A	2023E	2024E	2025E
Sales	2.7	4.0	20.5	36.1	72.5	67.0	75.6
WIP change	0.0	0.0	0.4	10.9	12.8	11.8	13.3
Other income	0.1	0.1	0.3	0.1	0.1	0.1	0.1
Total Revenues	2.7	4.1	21.3	47.1	85.4	79.0	89.0
YoY %	<i>n.a.</i>	51.2%	416.1%	121.6%	81.2%	-7.5%	12.7%
Materials	(1.2)	(1.8)	(2.3)	(7.1)	(11.9)	(10.6)	(11.6)
Services	(0.4)	(0.6)	(9.5)	(21.5)	(38.4)	(35.5)	(40.0)
Personnel	(0.4)	(0.5)	(3.5)	(7.9)	(14.4)	(13.4)	(15.1)
Other operating costs	(0.4)	(0.6)	(1.0)	(0.9)	(1.7)	(1.4)	(1.5)
Operating costs	(2.4)	(3.6)	(16.2)	(37.4)	(66.4)	(61.0)	(68.2)
EBITDA	0.3	0.5	5.0	9.7	19.0	18.0	20.8
Margin	11.7%	13.3%	23.6%	20.6%	22.2%	22.8%	23.4%
D&A	(0.0)	(0.0)	(0.1)	(0.3)	(0.6)	(0.7)	(0.8)
EBIT	0.3	0.5	4.9	9.4	18.4	17.3	20.0
Margin	10.5%	12.3%	23.0%	20.0%	21.6%	21.9%	22.5%
Financial income/expenses	(0.1)	(0.1)	1.2	(0.1)	(0.6)	(0.1)	(0.1)
EBT	0.2	0.4	6.1	9.3	17.8	17.2	19.9
Margin	7.8%	10.5%	28.6%	19.8%	20.9%	21.8%	22.4%
Income taxes	(0.1)	(0.2)	(1.8)	(2.7)	(5.2)	(5.0)	(5.7)
Net Income (Loss)	0.1	0.2	4.3	6.6	12.7	12.2	14.2
Margin	3.9%	6.0%	20.1%	14.0%	14.8%	15.5%	15.9%

Source: EnVent Research on Company data for 2019-22A - EnVent Research for 2023E-25E

Note 1: 2019A-20A Imprendiroma S.p.A. unaudited and unconsolidated figures

Note 2: 2021A interest income/expense includes financial net income as to third parties tax debts/credits trading activity

Consolidated Balance Sheet

€m	2019A	2020A	2021A	2022A	2023E	2024E	2025E
Inventory	0.0	0.0	0.5	12.0	21.3	19.7	22.2
Trade receivables (incl. tax benefits to be sold to banks)	2.2	3.8	13.5	9.4	18.8	18.2	20.6
Trade payables	(0.5)	(1.3)	(4.3)	(7.6)	(13.0)	(11.8)	(13.2)
Trade Working Capital	1.7	2.5	9.6	13.7	27.2	26.1	29.6
Other assets (liabilities)	(0.5)	(1.0)	(9.5)	(4.1)	(4.2)	(4.2)	(4.2)
Net Working Capital	1.2	1.5	0.2	9.6	23.0	21.9	25.4
Intangible assets	0.0	0.0	0.0	0.1	0.0	(0.1)	(0.2)
Property, plant and equipment	0.1	0.1	2.1	2.9	3.0	2.9	2.7
Equity investments and financial assets	0.1	0.3	0.2	0.4	0.4	0.4	0.4
Non-current assets	0.2	0.4	2.4	3.5	3.4	3.2	2.9
Provisions	(0.1)	(0.1)	(0.3)	(0.6)	(1.0)	(1.0)	(1.1)
Net Invested Capital	1.3	1.8	2.3	12.5	25.3	24.2	27.2
Net Debt (Cash)	1.1	1.3	(2.1)	(3.6)	(2.9)	(16.3)	(27.4)
Equity	0.2	0.5	4.4	16.1	28.3	40.5	54.6
Sources	1.3	1.8	2.3	12.5	25.3	24.2	27.2

Source: Company data for 2019A-22A - EnVent Research for 2023E-25E

Note 1: 2019A-20A Imprendiroma S.p.A. unaudited and unconsolidated figures

Note 2: 2021A Other assets and liabilities also include third parties tax credits and debts regarding building renovation projects, which the Company could trade in order to exploit potential financial net income (no more after 2021 due to new regulatory framework)

Consolidated Cash Flow

€m	2020A	2021A	2022A	2023E	2024E	2025E
EBIT	0.5	4.9	9.4	18.4	17.3	20.0
Current taxes	(0.2)	(1.8)	(2.7)	(5.2)	(5.0)	(5.7)
D&A	0.0	0.1	0.3	0.6	0.7	0.8
Provisions	0.0	0.2	0.3	0.5	(0.1)	0.1
Cash flow from P&L operations	0.4	3.4	7.3	14.3	13.0	15.2
Trade Working Capital	(0.8)	(7.2)	(4.1)	(13.4)	1.1	(3.5)
Other assets and liabilities	0.4	8.5	(5.3)	0.1	(0.0)	0.0
Operating cash flow before capex	0.1	4.7	(2.1)	0.9	14.0	11.7
Capex	(0.1)	(2.2)	(1.2)	(0.5)	(0.5)	(0.5)
Operating cash flow after working capital and capex	0.0	2.6	(3.3)	0.4	13.5	11.2
Interest	(0.1)	1.2	(0.1)	(0.6)	(0.1)	(0.1)
Equity investments and financial assets	(0.1)	0.0	(0.2)	0.0	0.0	0.0
Paid-in Capital	0.0	0.0	5.1	0.0	0.0	0.0
Dividends and other equity changes	0.0	(0.3)	0.0	(0.5)	0.0	0.0
Net cash flow	(0.2)	3.4	1.5	(0.7)	13.4	11.1
(Net Debt)/Cash Beginning	(1.1)	(1.3)	2.1	3.6	2.9	16.3
(Net Debt)/Cash End	(1.3)	2.1	3.6	2.9	16.3	27.4
Change in (Net Debt)/Cash	(0.2)	3.4	1.5	(0.7)	13.4	11.1

Source: Company data for 2020A-22A - EnVent Research for 2023E-25E

Note 1: 2020A Imprendiroma S.p.A. unaudited and unconsolidated figures. As a consequence, 2021A figures are a proxy of consolidated cash flow

Ratio analysis

	2019A	2020A	2021A	2022A	2023E	2024E	2025E
ROE	46%	51%	97%	41%	45%	30%	26%
ROS (EBIT/Total Revenues)	11%	12%	23%	20%	22%	22%	22%
DSO	272	286	215	86	86	90	90
DPO	102	152	106	91	90	90	90
TWC/Total Revenues	63%	60%	45%	29%	32%	33%	33%
NWC/Total Revenues	43%	37%	1%	20%	27%	28%	29%
Net Debt/EBITDA	3.4x	2.3x	cash	cash	cash	cash	cash
Net Debt/Equity	4.7x	2.7x	cash	cash	cash	cash	cash
Net Debt/(Net Debt+Equity)	0.8x	0.7x	cash	cash	cash	cash	cash
Operating cash flow before capex/EBITDA	-271%	10%	94%	-22%	5%	78%	56%
Per-capita sales (€k)	n.a.	n.a.	218	164	191	199	209
Per-capita costs (€k)	n.a.	n.a.	37	36	38	40	42
Earnings per Share (€), basic				0.6	1.1	1.1	1.3

Source: EnVent Research on Company data for 2019A-22A - EnVent Research for 2023E-25E

Note 1: 2019A- 2020A Imprendiroma S.p.A. unaudited and unconsolidated figures

Valuation

We have updated our DCF valuation and market multiples.

Discounted Cash Flows

Updated assumptions:

- Risk free rate: 4.0% (Italian 10-year government bonds interest rate – last 30 days avg. Source: Bloomberg, October 2023)
- Market return: 12.5% (last 30 days avg. Source: Bloomberg, October 2023)
- Market risk premium: 8.5%
- Beta: 0.9 (on the back of peer market data)
- Cost of equity: 11.6%
- Cost of debt: 6.0%
- Tax rate: 24% IRES
- 20% debt/(debt + equity) as target capital structure

- WACC calculated at 10.2%, according to above data
- Perpetual growth rate after explicit projections: 1.0%
- Terminal Value: considering: i) the intrinsic nature of Imprendiroma as a construction company; ii) its value strongly depending on revenues/backlog evolution starting from 2025E; and iii) the intrinsic sector risks regarding the expected long run profitability trends, we estimated terminal value according to a sensitivity analysis as to: a) EBITDA margin in the range 12.5%-17.5%; and b) time horizon between 10 years and perpetuity

DCF Valuation

€m	2023E	2024E	2025E	Perpetuity
Revenues	85.4	79.0	89.0	89.8
EBITDA	19.0	18.0	20.8	13.5
<i>Margin</i>	22.2%	22.8%	23.4%	15.0%
EBIT	18.4	17.3	20.0	13.0
<i>Margin</i>	21.6%	21.9%	22.5%	14.4%
Taxes	(5.3)	(5.0)	(5.8)	(3.7)
NOPAT	13.1	12.3	14.2	9.2
D&A	0.6	0.7	0.8	0.5
Provisions	0.5	(0.1)	0.1	0.0
Cash flow from operations	14.1	12.9	15.1	9.7
Trade Working Capital	(13.4)	1.1	(3.5)	(2.7)
Capex	(0.5)	(0.5)	(0.5)	(0.5)
Other assets and liabilities	0.1	(0.0)	0.0	0.0
Yearly Unlevered Free Cash Flows	0.2	13.5	11.2	6.5
- H1 Unlevered Free Cash Flows	17.5			
Unlevered free cash flow	17.7	13.5	11.2	6.5
WACC	10.2%			
Long-term growth (G)	1.0%			
Discounted Cash Flows	16.9	11.6	8.8	
Sum of Discounted Cash Flows	37.3			
Terminal Value				71.0
Discounted TV	55.7			
Enterprise Value	92.9			
Net (Debt) Cash as of 30/06/2023	(14.4)			
Minorities as of 30/06/2023	0.0			
Equity Value	78.6			

DCF Valuation (€m) - Sensitivity Analysis				
		Long run EBITDA Margin		
		12.5%	15.0%	17.5%
Long run cash flow - Discounting years	10 years	48.8	57.2	65.6
	15 years	54.5	64.8	75.0
	Perpetuity	64.9	78.6	92.2

Source: EnVent Research

Market multiples

Listed companies operating in the same target market often manage various other businesses and offer additional services to their customers. Their sizes can vary significantly, and they may have different geographical footprints. Furthermore, the regulatory framework, influenced by tax incentives that currently favor certain business units over others, is likely to have a significant impact on financials. This, in turn, adds complexity to the analysis of market metrics. Consequently, given the

absence of listed peers that can comprehensively align with the Company's business model, size, and geographical reach, we have chosen to identify two distinct clusters:

1. Cluster 1 – Players with: i) a business similar to Imprendiroma; and/or ii) more comparable players in the broader facility management services
2. Cluster 2 – Italian listed companies that take advantage of tax benefits in some way related to energy efficiency and building renovation activities.

Some peers may belong to both clusters based on their profile.

Company	EV/REVENUES			EV/EBITDA			EV/EBIT			P/E			
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E	
Cluster 1	ABM Industries	0.5x	0.5x	0.5x	8.0x	8.4x	8.2x	10.6x	11.3x	10.5x	12.8x	13.3x	12.4x
	Mears Group	0.4x	0.4x	0.4x	3.8x	4.0x	3.9x	8.4x	9.7x	9.5x	9.0x	11.0x	10.6x
	Sun Frontier Fudousan	1.1x	1.2x	1.1x	6.0x	4.8x	4.6x	6.7x	5.3x	4.9x	8.6x	6.6x	5.6x
	Gabetti Property Solutions	0.5x	0.4x	0.4x	3.6x	3.2x	2.9x	10.1x	5.1x	4.7x	32.8x	8.4x	6.5x
	EdiliziAcrobatica	0.7x	0.7x	0.6x	3.9x	3.4x	2.9x	4.3x	3.8x	3.2x	6.9x	5.8x	4.8x
	Abitare In	1.3x	1.0x	0.9x	5.0x	3.9x	3.5x	5.2x	4.1x	3.6x	5.2x	4.1x	3.6x
	Mean	0.7x	0.7x	0.7x	5.0x	4.6x	4.4x	7.5x	6.5x	6.0x	12.6x	8.2x	7.3x
Median	0.6x	0.6x	0.6x	4.5x	4.0x	3.7x	7.5x	5.2x	4.8x	8.8x	7.5x	6.0x	
Cluster 2	Gabetti Property Solutions	0.5x	0.4x	0.4x	3.6x	3.2x	2.9x	10.1x	5.1x	4.7x	32.8x	8.4x	6.5x
	Innovatec	0.7x	0.5x	0.5x	5.8x	4.5x	3.6x	13.2x	8.0x	5.9x	17.6x	9.5x	7.1x
	EdiliziAcrobatica	0.7x	0.7x	0.6x	3.9x	3.4x	2.9x	4.3x	3.8x	3.2x	6.9x	5.8x	4.8x
	Sciuker Frames	0.4x	0.5x	n.a.	1.6x	2.1x	n.a.	1.9x	2.5x	n.a.	2.7x	3.5x	n.a.
	Gibus	1.0x	0.9x	0.9x	6.0x	5.1x	4.6x	9.0x	7.3x	6.5x	9.8x	7.7x	6.7x
	Abitare In	1.3x	1.0x	0.9x	5.0x	3.9x	3.5x	5.2x	4.1x	3.6x	5.2x	4.1x	3.6x
	Nusco	0.5x	0.4x	0.4x	4.1x	3.5x	3.0x	4.9x	3.9x	3.9x	6.3x	4.9x	3.8x
Mean	0.7x	0.6x	0.6x	4.3x	3.7x	3.4x	6.9x	5.0x	4.6x	11.6x	6.3x	5.4x	
Median	0.7x	0.5x	0.5x	4.1x	3.5x	3.2x	5.2x	4.1x	4.3x	6.9x	5.8x	5.6x	
Combined Mean	0.7x	0.7x	0.6x	4.6x	4.1x	3.9x	7.2x	5.7x	5.3x	12.1x	7.1x	6.3x	
Combined Median	0.7x	0.5x	0.6x	4.1x	3.9x	3.5x	6.7x	5.1x	4.7x	8.6x	6.6x	6.0x	
Imprendiroma Current Price and Consensus estimates	0.7x	0.7x	0.6x	3.0x	3.2x	2.7x	3.1x	3.3x	2.8x	3.2x	3.5x	3.0x	

Source: EnVent Research on S&P Capital IQ, 13/10/2023

Multiples application

We apply combined mean/median multiples to our updated projections, noting that most of 2025E multiples are not available or not meaningful, due to the lack of disclosed consensus estimates for most peers. With our new estimates, EBITDA, EBIT and Net Income margins for 2023-25E are now more in line with listed peers median figures. Therefore, we no longer apply a 30% discount to the EV/EBITDA, EV/EBIT and P/E multiples application.

Multiples - Comparables		(€m)	Multiple	EV (€m)	Net (Debt)/ Cash (€m) 30/06/23	Equity Value (€m)
Imprendiroma						
2023E	Total revenues	85.4	<i>Median</i> 0.7x	57.2	(14.4)	42.8
2024E	Total revenues	79.0	<i>Median</i> 0.5x	43.4	(14.4)	29.0
2025E	Total revenues	89.0	<i>Median</i> 0.6x	49.0	(14.4)	34.6
Mean 2023-25E						35.5
2023E	EBITDA	19.0	<i>Median</i> 4.1x	78.8	(14.4)	64.4
2024E	EBITDA	18.0	<i>Median</i> 3.9x	70.8	(14.4)	56.4
2025E	EBITDA	20.8	<i>Median</i> 3.5x	72.2	(14.4)	57.9
Mean 2023-25E						59.6
2023E	EBIT	18.4	<i>Median</i> 6.7x	122.6	(14.4)	108.2
2024E	EBIT	17.3	<i>Median</i> 5.1x	88.1	(14.4)	73.7
2025E	EBIT	20.0	<i>Median</i> 4.7x	93.1	(14.4)	78.8
Mean 2023-25E						86.9
2023E	Earnings	12.7	<i>Median</i> 8.6x			108.4
2024E	Earnings	12.2	<i>Median</i> 6.6x			81.1
2025E	Earnings	14.2	<i>Median</i> 6.0x			85.5
Mean 2023-25E						91.7

Source: EnVent Research

Target Price

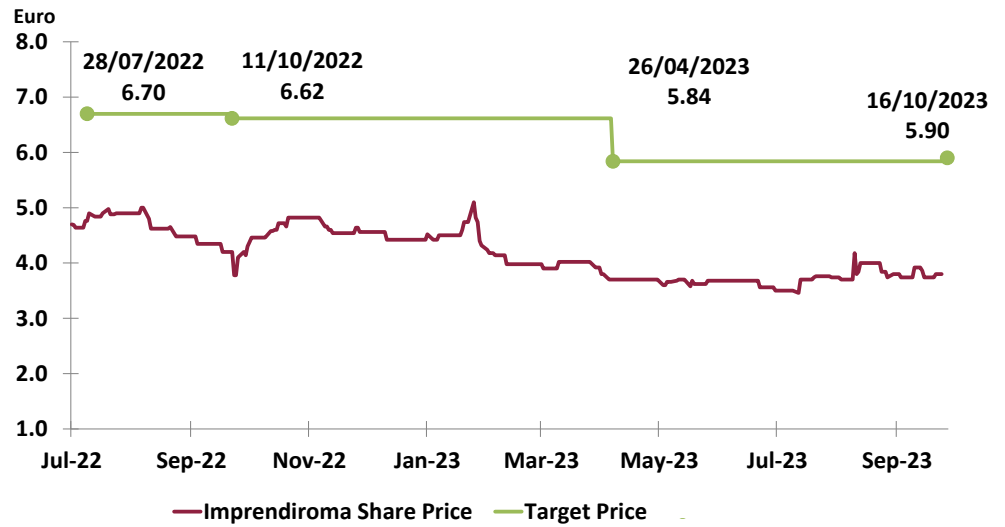
We assert that our 15-year horizon DCF, with its assumption of a long-term profitability trend (15% EBITDA Margin), is the most suitable methodology for assessing the Company's investment potential. The resulting target price is €5.90 per share, implying a 55% upside potential on current stock price. We confirm the OUTPERFORM rating on the stock.

Please refer to important disclosures at the end of this report.

Imprendiroma Price per share	€
Target Price	5.90
Current Share Price (13/10/2023)	3.80
Premium (Discount)	55%

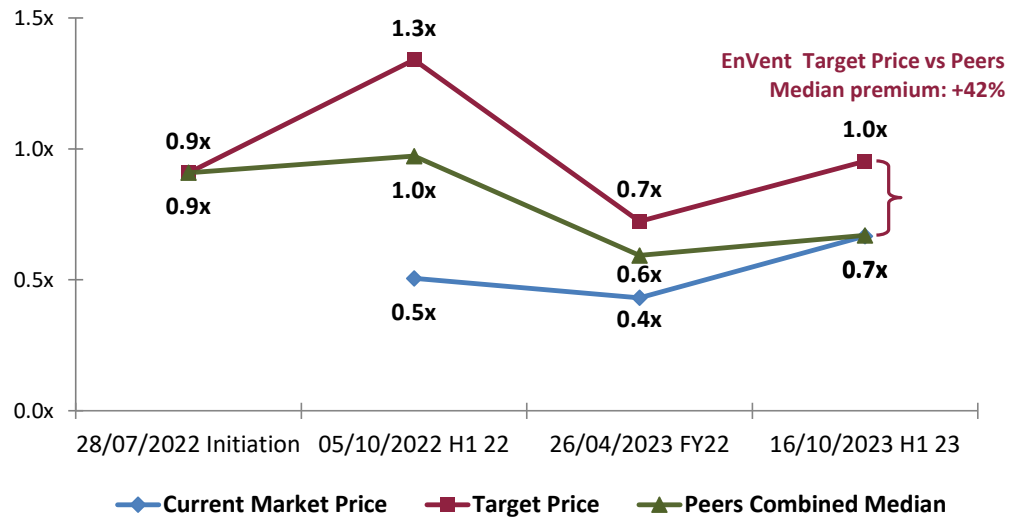
Source: EnVent Research

Imprendiroma Share Price vs EnVent Target Price



Source: EnVent Research on S&P Capital IQ, 16/10/2023

Implied EV/Revenues vs industry median multiples



Source: EnVent Research on S&P Capital IQ, 16/10/2023

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Rating system and rationale (12-month time horizon):

OUTPERFORM: stocks are expected to have a total return above 10%;

NEUTRAL: stocks are expected to have a performance between -10% and +10% consistent with market or industry trend and appear less attractive than Outperform rated stocks;

UNDERPERFORM: stocks are among the least attractive in a peer group, with the target price 10% below the current market price;

UNDER REVIEW: target price under review, waiting for updated financial data, or other key information such as material transactions involving share capital or financing;

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The stock price indicated in the report is the last closing price on the day of Production.

Date and time of Production: 13/10/2023 h. 7.00pm

Date and time of Distribution: 16/10/2023 h. 6.55pm

DETAILS ON STOCK RECOMMENDATION AND TARGET PRICE

Date	Recommendation	Target Price (€)	Share Price (€)
28/07/2022	OUTPERFORM	6.70	4.76
11/10/2022	OUTPERFORM	6.62	4.20
26/04/2023	OUTPERFORM	5.84	3.70
16/10/2023	OUTPERFORM	5.90	3.80

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