



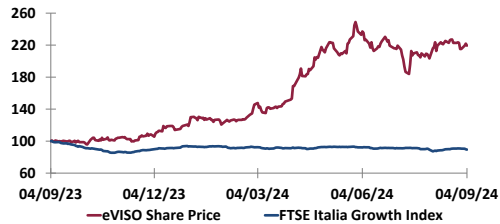
**FLASH NOTE**

**OUTPERFORM**

**Current Share Price (€): 5.20**

**Target Price (€): 6.80**

**eVISO - 1Y Performance**



Source: S&P Capital IQ - Note: 04/09/2023=100

**Company data**

ISIN number	IT0005430936
Bloomberg code	EVISO IM
Reuters code	EVISO.MI
Industry	Energy
Stock market	Euronext Growth Milan
Share Price (€)	5.20
Date of Price	04/09/2024
Shares Outstanding (m)	24.7
Market Cap (€m)	128.2
Market Float (%)	19.6%
Daily Volume	9,620
Avg Daily Volume YTD	40,097
Target Price (€)	6.80
Upside (%)	31%
Recommendation	OUTPERFORM

**Share price performance**

	1M	3M	6M	1Y
eVISO - Absolute (%)	2%	-3%	61%	118%
FTSE Italia Growth (%)	3%	-3%	-2%	-11%
1Y Range H/L (€)			5.90	2.27
YTD Change (€) / %			2.38	84%

Source: S&P Capital IQ

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**FY 2024's KPIs: volumes leap YoY, energy +52% and gas +170%. Cash generation exceeds our expectations**

**LTM stock performance: almost 120% gained**

eVISO share price gained almost 120% in last 12 months, outperforming the Italia Growth Index which lost 11% in the same period: the stock has been on an upward trend since the end of August 2023 reaching an all-time high of €5.90 in May, after suffering a small retracement to the current range of €5.00-€5.40.

**FY 2024 operating figures**

Key Performance Indicators - Fiscal year July 1<sup>st</sup> to June 30<sup>th</sup>:

- Total revenues were €223m, €225m in FY 2023 (energy price reduction of 57% YoY)
- Gross Margin in €16.6m-€17.4m range, +155% YoY
- Energy & Gas supplied: 909 GWh (+52% YoY) and 4.6 Msmc (+170% YoY)
- Total users served over 545k, +36% as of December 2023 and +35% YoY
- Energy Points of Delivery over 200k, +13% as of December 2023 and +35% YoY
- Redelivery Points nearly 3.5K, +64% as of December 2023 and +85% YoY
- Total dossiers over 50k, +4% YoY
- Traded apples 127 tons, in line with FY 2023
- Net cash €11.5m after €4.6m of headquarter capex and €1.5m buyback, vs net cash of €5.4m as of 30<sup>th</sup> March 2024 and net cash of €8.9m as of 30<sup>th</sup> June 2023

**Business update**

To the date eVISO holds over 700k treasury shares (over 640k as of 30<sup>th</sup> June 2024), 3.14% of share capital. Easy – My eVISO app launch will be able to manage up to 400,000 direct electricity and gas customers, 15 times higher than the 31,000 users served in the first half of FY24. Agreement of apples supply for a turnover of approximately €1m in two years. Gas supply agreement for over 2 million cubic meters per year, annual turnover of approximately €1.6m. eVISO.GIRO app launch which converts energy generated by people during sporting activities into electricity.

**Strong cash generation supports investment in eVISO**

Preliminary KPIs for the year showed revenues 12% below our expectations, mainly due to the lower volume of energy sold (over 900 GWh compared to our estimated 1100 GWh) and in spite of gas volumes higher than our forecast (4.6 Msmc compared to 3.6 Msmc estimated). The gross margin for the year (expected in €16.6m-€17.4m range), while falling short of our absolute estimates (-14% at the midpoint), aligns with our relative expectations on top-line, i.e. about 8%. Cash generation was significantly better than anticipated. We expected a net cash position of €9m, while eVISO reported €11.5m, mainly due to effective working capital management, after €1.5m buyback and €4.6m residual capex for the headquarter. Overall, we confirm our positive outlook on the investment case, particularly noting the strong cash generation, providing financial resources to fuel organic growth strategies. We await full year data, due September 25<sup>th</sup>, to potentially revise our volume estimates and underlying assumptions. Our target price of €6.80 per share and OUTPERFORM rating are reaffirmed.

**KEY FINANCIALS AND ESTIMATES**

€m	06/2022	06/2023	06/2024E	06/2025E	06/2026E	06/2027E
<b>Revenues</b>	209.6	225.7	254.6	344.9	396.1	440.9
<b>EBITDA</b>	5.0	2.0	13.7	20.4	23.8	24.9
<i>Margin</i>	2.4%	0.9%	5.4%	5.9%	6.0%	5.6%
<b>Net Income (Loss)</b>	(1.1)	(1.2)	7.1	11.7	14.0	14.6
<b>Net Cash (Debt)</b>	8.1	8.9	9.0	17.3	26.8	37.9
<b>Current market price - Implied multiples</b>						
EV/EBITDA			8.7x	5.8x	5.0x	4.8x
EV/EBIT			11.1x	6.9x	5.8x	5.6x

Source: Company data 06/2022-06/2023A, EnVent Research 06/2024-06/2027E

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The “OUTPERFORM”, “NEUTRAL”, AND “UNDERPERFORM” recommendations are based on the expectations within a 12-month period from the date of rating indicated in the front page of this publication.

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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 expected to have a downside within the reference market or industry, with a target price more than 10% below the current market price;

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SUSPENDED: no rating/target price assigned, due to material uncertainties or other issues that seriously impair our previous investment ratings, price targets and earnings estimates;

NOT RATED: no rating or target price assigned.

Some flexibility on the limits of the total return rating ranges is permitted, especially during high market volatility cycles.

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

Date and time of Production: 04/09/2024 h. 7.00pm

Date and time of Distribution: 05/09/2024 h. 6.10pm

## DETAILS ON STOCK RECOMMENDATION AND TARGET PRICE

Date	Recommendation	Target Price (€)	Share Price (€)
20/02/2024	OUTPERFORM	4.70	3.00
16/04/2024	OUTPERFORM	6.80	4.29
05/09/2024	OUTPERFORM	6.80	5.20

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Number of companies covered:	27	OUTPERFORM	NEUTRAL	UNDERPERFORM	SUSPENDED	UNDER REVIEW	NOT RATED
Total Equity Research Coverage %		89%	11%	0%	0%	0%	0%
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