BUZZI

OUTPERFORM

Sector: Industrials

Price: Eu35.00 - **Target: Eu45.80**

3Q Trends Expected in Line with 2Q. Asset Reshuffle Finalised

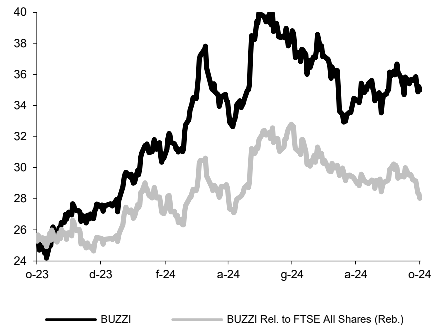
Carlo Maritano +39-02-77115.358
carlo.maritano@intermonte.it

Stock Rating			
Rating:			Unchanged
Target Price (Eu):			Unchanged
	2024E	**2025E**	**2026E**
Chg in Adj EPS	0.2%	2.6%	3.3%

Next Event

Results Out November 5th

BUZZI - 12M Performance



Stock Data			
Reuters code:			BZU.MI
Bloomberg code:			BZU IM
Performance	**1M**	**3M**	**12M**
Absolute	-0.1%	-6.0%	38.4%
Relative	-4.5%	-7.5%	13.5%
12M (H/L)			39.98/24.18
3M Average Volume (th):			227.65

Shareholder Data	
No. of Ord shares (mn):	193
Total no. of shares (mn):	193
Mkt Cap Ord (Eu mn):	6,742
Total Mkt Cap (Eu mn):	6,742
Mkt Float - Ord (Eu mn):	2,910
Mkt Float (in %):	43.2%
Main Shareholder:	
Presa+Fimedi	53.0%

Balance Sheet Data	
Book Value (Eu mn):	6,258
BVPS (Eu):	30.85
P/BV:	1.1
Net Financial Position (Eu mn):	762
Enterprise Value (Eu mn):	4,721

- **3Q trends envisaged broadly in line with 2Q:** we expect BZU to publish a trading update (sales and net debt) with few new insights compared to 2Q. Annual guidance for recurring 2024 EBITDA to be substantially in line with 2023 is therefore likely to be confirmed. Although we expect a slight improvement in European volume trends (mainly due to an easier comparison base compared to last year), we expect the US to show no particular signs of improvement, as management had anticipated in the 1H conference call. We expect prices to have remained at generally healthy levels, without any notable downward or upward deviations QoQ. Overall, we therefore expect net revenues to have come to Eu1,125mn, down 2.4% YoY (-2.9% in 2Q, -6.5% in 1Q), as a result of volumes declining at a mid-single-digit rate and prices rising low single-digit. Net cash is expected to have increased to Eu1,100mn.
- **October brings completion of asset reshuffle.** October proved quite lively in terms of M&A, thanks to the closing of both the acquisition of 50% of the Brazilian JV NCPAR and the long-awaited sale of the Ukrainian activities (it had been announced in June 2023). As a reminder, NCPAR manages a total of 5 full-cycle cement plants and 2 grinding mills in Brazil, with overall production capacity of c.7.2mn tons per year. Buzzi paid ~Eu300mn for the purchase, with the impact on NFP being higher, at ~Eu500mn, as the deal involves the "elimination" of a shareholders' loan. We estimate that on an annual basis the line-by-line consolidation of the Brazilian business (currently contributing under associates) should lead to a c.7% increase in Group EBITDA, while the impact on EPS should be c.3%. As for Ukraine, Buzzi has been operating two fully-integrated cement plants that performed below the Group average in terms of profitability even before the start of the conflict and would have required massive investments to be revamped, explaining the decision to sell the assets. The deal brought in around Eu100mn, with the deconsolidation decreasing Group EBITDA by ~1% and having basically zero impact on EPS (2023 revenue/EBITDA were Eu85.6mn/ Eu5.6mn).
- **Organic estimates only fine-tuned, M&A now included:** while we are only making minor adjustments to our organic estimates, mainly to include the latest ForEx trends and a slightly different geographic mix, we now include the impact of the extraordinary transactions described above, with their full impact incorporated from 4Q this year. This leads us to increase group net profit by 3% on average in 2025 and 2026 (minimal impact on 2024). At cash level, in addition to the impact of the two transactions (combined net cash-out of around Eu430mn) we are also including the additional buyback executed in recent months, which brought the YTD total to around Eu142mn.
- **OUTPERFORM confirmed; target still €45.8:** the 3Q trading update is unlikely to be a particularly significant catalyst for the stock. We remain confident that the company can at least confirm its 2024 guidance, which sees EBITDA essentially at last year's level. We also believe that the acquisition of Brazil, in addition to the economic benefits, also simplifies our understanding of the company's numbers, making the asset's contribution more evident. The stock is trading at very attractive multiples (3.1x EV/EBITDA and 7.2x P/E 2025); at target it would trade at 4.7x and 9.4x respectively, still below historical averages.

Key Figures & Ratios	2022A	2023A	2024E	2025E	2026E
Sales (Eu mn)	3,996	4,318	4,289	4,672	4,799
EBITDA Adj (Eu mn)	893	1,238	1,243	1,336	1,361
Net Profit Adj (Eu mn)	567	887	891	937	950
EPS New Adj (Eu)	2.941	4.604	4.624	4.864	4.931
EPS Old Adj (Eu)	2.941	4.604	4.613	4.742	4.776
DPS (Eu)	0.450	0.600	0.650	0.700	0.750
EV/EBITDA Adj	3.1	2.8	3.8	3.1	2.6
EV/EBIT Adj	4.3	3.5	4.8	4.0	3.4
P/E Adj	11.9	7.6	7.6	7.2	7.1
Div. Yield	1.3%	1.7%	1.9%	2.0%	2.1%
Net Debt/EBITDA Adj	-0.3	-0.6	-0.6	-1.0	-1.4

DISCLAIMER (for more details go to DISCLAIMER)

IMPORTANT DISCLOSURES

The reproduction of the information, recommendations and research produced by Intermonte SIM contained herein and of any its parts is strictly prohibited. None of the contents of this document may be shared with third parties without authorisation from Intermonte.
This report is directed exclusively at market professional and other institutional investors (Institutions) and is not for distribution to person other than "Institution" ("Non-Institution"), who should not rely on this material. Moreover, any investment or service to which this report may relate will not be made available to Non-Institution.
The information and data in this report have been obtained from sources which we believe to be reliable, although the accuracy of these cannot be guaranteed by Intermonte. In the event that there be any doubt as to their reliability, this will be clearly indicated. The main purpose of the report is to offer up-to-date and accurate information in accordance with regulations in force covering "recommendations" and is not intended nor should it be construed as a solicitation to buy or sell securities.
This disclaimer is constantly updated on Intermonte's website www.intermonte.it under LEGAL INFORMATION. Valuations and recommendations can be found in the text of the most recent research and/or reports on the companies in question. For a list of all recommendations made by Intermonte on any financial instrument or issuer in the last twelve months consult the PERFORMANCE web page.
Intermonte distributes research and engages in other approved activities with respect to Major U.S. Institutional Investors ("Majors") and other Qualified Institutional Buyers ("QIBs"), in the United States, via Plural Securities LLC under SEC 15a-6 guidelines. Intermonte is not registered as a broker dealer in the United States under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), and is not a member of the Securities Investor Protection Corporation ("SIPC"). Plural Securities LLC is registered as a broker-dealer under the Exchange Act and is a member of SIPC.

ANALYST CERTIFICATION

For each company mentioned in this report the respective research analyst hereby certifies that all of the views expressed in this research report accurately reflect the analyst's personal views about any or all of the subject issuer (s) or securities. The analyst (s) also certify that no part of their compensation was, is or will be directly or indirectly related to the specific recommendation or view in this report.
The analyst (s) responsible for preparing this research report receive(s) compensation that is based upon various factors, including Intermonte's total profits, a portion of which is generated by Intermonte's corporate finance activities, although this is minimal in comparison to that generated by brokerage activities.
Intermonte's internal procedures and codes of conduct are aimed to ensure the impartiality of its financial analysts. The exchange of information between the Corporate Finance sector and the Research Department is prohibited, as is the exchange of information between the latter and the proprietary equity desk in order to prevent conflicts of interest when recommendations are made.
The analyst responsible for the report is not a) a resident of US; b) an associated person of a U.S. broker-dealer; c) supervised by a supervisory principal of a U.S. broker-dealer. This Research Report is distributed in the U.S. through Plural Securities LLC, 950 3rd Ave, Suite 1702, NY 10022, USA.

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/EBIT, price /sales.
- Return on capital and multiples of adjusted net book value are the main methods used for banking sector stocks, while for insurance sector stocks return on allocated capital and multiples on net book value and embedded portfolio 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;
OUTPERFORM: stock expected to outperform the market by between 10% and 25% 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 30 September 2024 Intermonte's Research Department covered 125 companies. Intermonte's distribution of stock ratings is as follows:

BUY:	28.24 %
OUTPERFORM:	48.09 %
NEUTRAL:	23.67 %
UNDERPERFORM	00.00 %
SELL:	00.00 %

The distribution of stock ratings for companies which have received corporate finance services from Intermonte in the last 12 months (61 in total) is as follows:

BUY:	55.74 %
OUTPERFORM:	34.43 %
NEUTRAL:	09.83 %
UNDERPERFORM	00.00 %
SELL:	00.00 %

CONFLICT OF INTEREST

In order to disclose its possible conflicts of interest Intermonte SIM states that:
Intermonte is acting as financial advisor to Retex S.p.A. – Società Benefit in relation to the voluntary public tender offer launched on Alkemy S.p.A.
Intermonte is acting as financial advisor to Eagle S.p.A. and intermediary responsible for coordinating the collection of sale requests in relation to the sell-out procedure on Greenthesis S.p.A.
Intermonte SIM has provided in the last 12 months / provides / may provide investment banking services to the following companies: Aedes, Aquafil, Civitanavi Systems, Cy4Gate, Esprinet, GPI, Greenthesis (formerly Ambienthesis), Growens, Illimity Bank, Maire Tecnimont, SAES Getters, Tinexta, Unidata and WIIT.
Intermonte SIM is acting as counterparty to WIIT Fin S.r.l. in connection with call and put options having WIIT S.p.A. shares and dividends as reference underlying.
Intermonte SIM is Specialist and/or Corporate Broker and/or Sponsor and/or Broker in charge of the share buy back activity of the following Companies: Abitare In, Alkemy, Anima Holding, Antares Vision, Aquafil, Avio, Banca Ifis, Banca Sistema, Civitanavi Systems, Cyberoo, Cy4gate, DHH, El.En, Elica, Emak, Esprinet, Fimit - Fondo Alpha, Fine Foods, Franchi Umberto Marmi, GPI, Greenthesis (formerly Ambienthesis), IEG, Iervolino & Lady Bacardi Entertainment, IndelB, Intred, Luve, Misitano & Stracuzzi, Mondadori, Notorious Pictures, Omer, Pharmanutra, Relatech, Reply, Revo Insurance, Reway, Saes Getters, Sciuker Frames, Servizi Italia, Sesa, Seri Industrial, Somec, Star7, SyS-Dat Group, Talea, Tamburi, Tinexta, Tesmec, The Italian Sea Group, TXT, Unidata, Webuild and WIIT.
Intermonte SIM has a contractual commitment to act as liquidity provider on behalf of third parties for the following company: Banca Sistema.
Intermonte SIM performes as a market maker for the following companies: A2A, Anima, Atlantia, Autogrill, Azimut Holding, BAMI, Banca Generali, Banca Mediolanum, Brembo, Buzzi, CNHI, Enel, ENI, Exor, Fineco, FCA, FTMIB, Generali, Italgas, Iren, Intesa Sanpaolo, Leonardo, Mediobanca, Moncler, Mediaset, Pirelli&C, Prysmian, Poste, Ferrari, Saipem, Snam, STM, Tenaris, Telecom Italia, Telecom Italia sav, Terna, UBI, Unicredit, Unipol, UnipolSai.
Intermonte SIM, through Websim, which constitute the digital division of Intermonte, acts as a Financial Content Provider and/or Specialist and/or Corporate Broker on the following companies: Abitare In, Alkemy, Allcore, Almawave, Banca Sistema, Bifire S.P.A., B&C Speakers, Casta Diva Group, Cleanbnb, Cofle, Crowdfundme, Cube Labs, Cy4gate, Cyberoo, DHH, Digital Bros, Digital Magics, Digitouch, Doxee, Ediliziacrobatica Spa, Eles, Elica, Emak, Energy, Esi, Esprinet, Eviso, Fae Technology, Fiera Milano, Fope, FOS, Franchi Umberto Marmi, Giglio Group, GPI, Green Oleo, High Quality Food, Ikonisys, Intercos, Intred, ISCC Fintech, Lemon Sistemi, Lventure Group, Maps Group, Masi Agricola, Matica Fintec, Misitano & Stracuzzi, Neodecortech, Notorious Pictures, Olidata, Osai Automation System, Racing Force Group, Relatech, Reti, Sciuker Frames, SG Company, Solid World Group, Spindox Digital Soul, Talea, Tamburi, Tesmec, Tinexta, TMP Group, Tps Group, Trendevice, Ulisse Biomed, Xenia Hôtellerie Solution Spa Società Benefit, Wiit.
Intermonte SIM SpA holds net long or short positions in excess of 0.5% of the overall share capital in the following issuers:

Emittente	%	Long/Short

INTERMONTE SIM is MIFID compliant - for our Best Execution Policy please check our Website MiFID
Further information is available