

# ENERGY

Sector: Industrials

**BUY**
**Price: Eu1.61 - Target: Eu2.40**

## Quando le Competenze consolidano la Leadership: Enernore

 Websim Research Dpt.: +39-02-76418200  
 research@websim.it

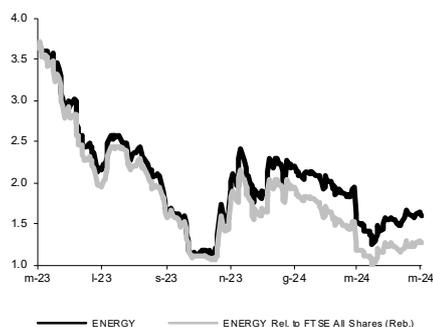
### Stock Rating

**Rating:** from OUTPERFORM to BUY

**Target Price (Eu):** from 2.35 to 2.40

	2024E	2025E	2026E
Chg in Adj EPS	0.1%	2.0%	2.2%

### ENERGY - 12M Performance



### Stock Data

Reuters code: ENY.MI

Bloomberg code: ENY IM

Performance	1M	3M	12M
Absolute	3.5%	-19.9%	-55.9%
Relative	4.0%	-24.6%	-82.5%
12M (H/L)		3.62/1.12	
3M Average Volume (th):		77.03	

### Shareholder Data

No. of Ord shares (mn):	62
Total no. of shares (mn):	58
Mkt Cap Ord (Eu mn):	100
Total Mkt Cap (Eu mn):	100
Mkt Float - Ord (Eu mn):	16
Mkt Float (in %):	15.6%
Main Shareholder:	
Elmagi S.r.l.	19.3%

### Balance Sheet Data

Book Value (Eu mn):	73
BVPS (Eu):	1.22
P/BV:	1.3
Net Financial Position (Eu mn):	2
Enterprise Value (Eu mn):	90

■ **Nuovo ingresso in casa Energy: Enernore.** Energy ha annunciato ieri di aver sottoscritto un contratto preliminare per l'acquisizione del 90% del capitale sociale di Enernore S.r.l.. Secondo i termini della transazione, passibili di affinamenti a fronte degli esiti della *due diligence* attualmente in corso, l'Enterprise Value (100%) di Enernore è stata valutata €2.2 milioni, corrispondente ad un *equity value* pari a €1.0 milioni. L'acquisizione della quota, acquisita dalla tedesca Natural Resources Holding, comporterà un esborso per cassa da parte di Energy pari a circa €900k, cui si sommerà l'accollo dell'indebitamento finanziario di Enernore (€1.2 milioni). Come parte degli accordi, Energy acquisirà diritti di *governance* al *Closing*, atteso entro metà giugno.

■ **Importanti competenze ingegneristiche al servizio dei BESS di grande taglia.** Con sede a Bolzano, Enernore S.r.l. è attiva nella progettazione e assistenza nella realizzazione di sistemi di accumulo di energia di media e grande taglia, con una radicata e consolidata presenza in area *DACH*. Nel 2023, Enernore, la quale già ha in essere una collaborazione con il gruppo Energy, ha sviluppato ricavi per €3.8 milioni ed un EBITDA di €0.5 milioni. In base ai termini della transazione, i multipli ai quali Enernore è stata acquisita si attestano a 0.6x e 4.4x rispettivamente i ricavi e l'EBITDA 2023, particolarmente attrattivi non solo perché inferiori ai multipli ai quali Energy stessa tratta ma soprattutto, a ben guardare, per i benefici che la Società potrà trarre dall'integrazione di Enernore.

■ **Un apparentemente piccolo tassello dal grande valore strategico.** Per quanto le dimensioni dell'operazione possano non apparire rilevanti, crediamo che l'acquisizione di Enernore abbia una portata strategica molto significativa, tale da poter tradursi in un importante supporto allo sviluppo futuro del gruppo, sia geograficamente che nel mercato dei sistemi di accumulo di media e grande taglia, laddove prodotti ad elevata customizzazione necessitano di *know-how* specialistico per lo sviluppo di specifiche tecniche basate sulle effettive necessità del committente. Tra i principali vantaggi che noi intravediamo in questa operazione evidenziamo l'internalizzazione di (i) *know-how* ingegneristico inerente l'installazione e la manutenzione dei sistemi di accumulo, di media e grande taglia, (ii) competenze legate alla gestione dei sistemi di accumulo tramite tecnologia *EDGE*, complementare a quelle già acquisite da Energy in ambito *cloud* grazie alla controllata EnergyInCloud, (iii) maggior prossimità e radicamento nell'area *DACH*, geografia *target* nei piani di sviluppo di Energy, (iv) maggior facilità di interazione con i clienti EPC e non da ultimo, (v) una maturata consuetudine di lavoro, in virtù della collaborazione già instaurata tra le due società.

■ **BUY (da Outperform), target price rivisto a €2.40 (da €2.35).** L'integrazione di competenze mirate ad un'accelerazione dello sviluppo di BESS di media e grande taglia, favorito da una più radicata presenza nell'area *DACH*, guidano la revisione della nostra raccomandazione a BUY. Il nostro target price viene rivisto marginalmente al rialzo a €2.40, guidato da una revisione media dell'EPS 2025-26 del 2%. Al riguardo, per quanto crediamo che le sinergie derivanti dall'integrazione di Enernore potranno essere di portata decisamente più significativa, preferiamo, prudenzialmente, limitarci ai meri effetti finanziari rinvenienti dal consolidamento della società acquisita, in attesa che si concretizzino evidenze fattuali, per quanto preliminari, delle sinergie attese.

Key Figures & Ratios	2022A	2023A	2024E	2025E	2026E
Sales (Eu mn)	126	63	67	99	148
EBITDA Adj (Eu mn)	32	10	10	17	27
Net Profit Adj (Eu mn)	23	6	5	10	17
EPS New Adj (Eu)	0.404	0.091	0.089	0.171	0.312
EPS Old Adj (Eu)	0.404	0.091	0.089	0.168	0.305
DPS (Eu)	0.000	0.000	0.000	0.000	0.000
EV/EBITDA Adj	5.2	16.3	8.7	5.0	2.8
EV/EBIT Adj	5.3	18.5	11.4	6.3	3.4
P/E Adj	4.0	17.8	18.1	9.4	5.2
Div. Yield	0.0%	0.0%	0.0%	0.0%	0.0%
Net Debt/EBITDA Adj	0.3	0.0	-0.2	-0.2	-0.4

**ENERGY – Key Figures**

<b>Profit &amp; Loss (Eu mn)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
Sales	52	126	63	67	99	148
EBITDA	11	32	10	10	17	27
EBIT	10	32	9	8	13	23
Financial Income (charges)	-0	-1	-1	-1	-0	-0
Associates & Others	0	0	0	0	0	1
Pre-tax Profit	10	31	8	7	13	23
Taxes	-3	-8	-2	-2	-4	-6
Tax rate	26.0%	27.0%	25.4%	27.0%	27.0%	27.0%
Minorities & Discontinued Operations	0	0	0	0	-0	-0
Net Profit	7	23	6	5	10	17
EBITDA Adj	11	32	10	10	17	27
EBIT Adj	10	32	9	8	13	23
Net Profit Adj	7	23	6	5	10	17
<b>Per Share Data (Eu)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
Total Shares Outstanding (mn) - Average	50	62	62	58	55	55
Total Shares Outstanding (mn) - Year End	50	61	62	58	54	54
EPS f.d	0.147	0.404	0.090	0.089	0.171	0.312
EPS Adj f.d	0.147	0.404	0.091	0.089	0.171	0.312
BVPS f.d	0.198	1.070	1.055	1.216	1.553	1.920
Dividend per Share ORD	0.000	0.000	0.000	0.000	0.000	0.000
Dividend per Share SAV	0.000	0.000	0.000	0.000	0.000	0.000
Dividend Payout Ratio (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Cash Flow (Eu mn)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
Gross Cash Flow	10	26	1	8	13	20
Change in NWC	-9	-52	15	11	0	-9
Capital Expenditure	-0	-6	-7	-16	-15	-5
Other Cash Items	0	-0	-0	2	4	0
Free Cash Flow (FCF)	1	-33	9	3	-2	7
Acquisitions, Divestments & Other Items	-0	-0	-1	-3	-2	0
Dividends	0	0	0	0	0	0
Equity Financing/Buy-back	-0	27	0	0	1	0
Change in Net Financial Position	1	-5	8	2	1	8
<b>Balance Sheet (Eu mn)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
Total Fixed Assets	1	6	13	30	43	44
Net Working Capital	12	62	52	41	41	50
Long term Liabilities	-0	-0	-0	-0	-0	-0
Net Capital Employed	13	68	65	71	84	94
Net Cash (Debt)	-3	-8	0	2	3	11
Group Equity	10	60	65	73	88	105
Minorities	0	0	0	0	0	0
Net Equity	10	60	65	73	88	105
<b>Enterprise Value (Eu mn)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
Average Mkt Cap		160	165	93	87	87
Adjustments (Associate & Minorities)	0	0	0	0	0	0
Net Cash (Debt)	-3	-8	0	2	3	11
Enterprise Value		168	165	90	83	76
<b>Ratios (%)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
EBITDA Adj Margin	20.4%	25.4%	16.0%	15.6%	17.1%	18.1%
EBIT Adj Margin	19.7%	25.0%	14.1%	11.9%	13.5%	15.3%
Gearing - Debt/Equity	28.9%	13.7%	-0.3%	-3.3%	-3.9%	-10.5%
Interest Cover on EBIT	58.5	53.8	6.5	12.6	40.0	98.2
Net Debt/EBITDA Adj	0.3	0.3	0.0	-0.2	-0.2	-0.4
ROACE*	108.1%	78.2%	13.3%	11.7%	17.2%	25.4%
ROE*	nm	64.8%	9.0%	7.7%	12.0%	17.7%
EV/CE		4.2	2.5	1.3	1.1	0.9
EV/Sales		1.3	2.6	1.4	0.8	0.5
EV/EBITDA Adj		5.2	16.3	8.7	5.0	2.8
EV/EBIT Adj		5.3	18.5	11.4	6.3	3.4
Free Cash Flow Yield	0.7%	-32.6%	9.4%	2.9%	-1.8%	7.3%
<b>Growth Rates (%)</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>
Sales	153.8%	145.5%	-49.9%	5.1%	48.0%	50.0%
EBITDA Adj	403.8%	205.8%	-68.5%	2.8%	61.5%	58.8%
EBIT Adj	452.2%	211.6%	-71.8%	-11.0%	67.9%	69.7%
Net Profit Adj	450.4%	206.9%	-75.1%	-4.8%	80.6%	76.1%
EPS Adj	450.4%	174.1%	-77.6%	-1.9%	92.7%	82.2%
DPS						

\*Excluding extraordinary items

Source: Intermonte SIM estimates

<b>DETAILS ON STOCKS RECOMMENDATION</b>			
<b>Stock NAME</b>	<b>ENERGY</b>		
Current Recomm:	BUY	Previous Recomm:	OUTPERFORM
Current Target (Eu):	2.40	Previous Target (Eu):	2.35
Current Price (Eu):	1.61	Previous Price (Eu):	1.43
Date of report:	31/05/2024	Date of last report:	23/04/2024

**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](http://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&P500 Index, most of those on the MIBEX 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 31 March 2024 Intermonte's Research Department covered 116 companies. Intermonte's distribution of stock ratings is as follows:

BUY:	25.21 %
OUTPERFORM:	46.22 %
NEUTRAL:	27.73 %
UNDERPERFORM	00.84 %
SELL:	00.00 %

The distribution of stock ratings for companies which have received corporate finance services from Intermonte in the last 12 months (50 in total) is as follows:

BUY:	38.78 %
OUTPERFORM:	51.02 %
NEUTRAL:	10.20 %
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 SGG Holding S.p.A. in relation to the voluntary public tender offer launched on SAES Getters S.p.A.**

Intermonte SIM has provided in the last 12 months / provides / may provide investment banking services to the following companies: Aedes, Civitanavi Systems, Cy4Gate, Esprinet, GPI, Greenthesis (formerly Ambientthesis), 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, El.En, Elica, Emak, Esprinet, Fimit - Fondo Alpha, Fine Foods, Franchi Umberto Marmi, Go Internet, GPI, Greenthesis (formerly Ambientthesis), IEG, Iervolino & Lady Bacardi Entertainment, IndelB, Intred, Luve, Matica Fintec, Mondadori, Notorious Pictures, Omer, Pharmanutra, Reevo, Relatech, Reply, Revo Insurance, Sababa Security, Saes Getters, Sciucker Frames, Servizi Italia, Sesa, Seri Industrial, Somec, Star7, 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 performs as a market maker for the following companies: A2A, Anima, Atlantia, Autogrill, Azimut Holding, BAMI, Banca Generali, Banca Mediolanum, Brembo, Buzzi, CNH, Enel, ENI, Exor, Fineco, FCA, FTMBI, 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 on the following companies: Abitare In, Alkemy, Banca Sistema, Bifre S.P.A., B&C Speakers, Cleanbnb, Crowdfundme, Cy4gate, Cyberoo, Digital Bros, Digital Magic, Doxee, Ediliziacrobatica Spa, Eles, Elica, Emak, Esi, Esprinet, Eviso, Fae Technology, Fiera Milano, Fope, FOS, Franchi Umberto Marmi, Giglio Group, GPI, Intercos, Intred, Intventure Group, Maps, Masi Agricola, Matica Fintec, Neodecortech, Notorious Pictures, Osai Automation System, Racing Force Group, Relatech, Reti, Sciucker Frames, Solid World Group, Spindox Digital Soul, Tamburi, Tesmec, Tinexta, Tps Group, Trendevice, Ulisse Biomed, 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

**© Copyright 2024 by Intermonte SIM - All rights reserved**

It is a violation of national and international copyright laws to reproduce all or part of this publication by email, xerography, facsimile or any other means. The Copyright laws impose heavy liability for such infringement. The Reports of Intermonte SIM are provided to its clients only. If you are not a client of Intermonte SIM and receive emailed, faxed or copied versions of the reports from a source other than Intermonte SIM you are violating the Copyright Laws. This document is not for attribution in any publication, and you should not disseminate, distribute or copy this e-mail without the explicit written consent of Intermonte SIM.

INTERMONTE will take legal action against anybody transmitting/publishing its Research products without its express authorization.

INTERMONTE Sim strongly believes its research product on Italian equities is a value added product and deserves to be adequately paid.

Intermonte Sim sales representatives can be contacted to discuss terms and conditions to be supplied the INTERMONTE research product.

INTERMONTE SIM is MIFID compliant - for our Best Execution Policy please check our Website [MIFID](#)

Further information is available