

ESPRINET

Sector: Consumers

BUY

Price: Eu5.04 - Target: Eu6.50

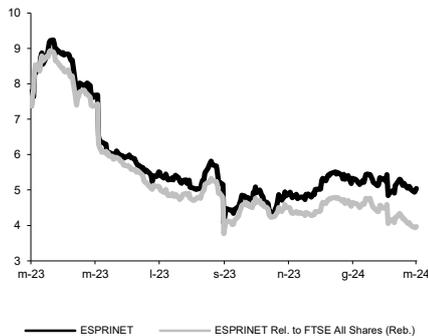
Closing the Door on a Challenging Year: Time to Move On!

Pietro Nargi +39-02-77115.401
 pietro.nargi@intermonte.it
Andrea Randone: +39-02-77115.364
 andrea.randone@intermonte.it

Stock Rating			
Rating:	Unchanged		
Target Price (Eu):	Unchanged		
	2024E	2025E	2026E
Chg in Adj EPS	-3.1%	-3.9%	

Next Event
 1Q Results Out on May 13th

ESPRINET - 12M Performance



Stock Data			
Reuters code:	PRT.MI		
Bloomberg code:	PRT IM		
Performance	1M	3M	12M
Absolute	-3.7%	0.4%	-31.5%
Relative	-12.1%	-11.3%	-58.8%
12M (H/L)	9.24/4.07		
3M Average Volume (th):	177.23		

Shareholder Data	
No. of Ord shares (mn):	50
Total no. of shares (mn):	49
Mkt Cap Ord (Eu mn):	254
Total Mkt Cap (Eu mn):	254
Mkt Float - Ord (Eu mn):	134
Mkt Float (in %):	52.7%
Main Shareholder:	
Shareholder Agreement	25.2%

Balance Sheet Data	
Book Value (Eu mn):	396
BVPS (Eu):	8.00
P/BV:	0.6
Net Financial Position (Eu mn):	65
Enterprise Value (Eu mn):	189

- Adj. net income in line, no dividend proposed:** Esprinet released preliminary FY23 figures on turnover, EBITDA and NFP last month. New elements from definitive results were: i) adj. net profit of €24.2mn in FY23, in line with our estimate of €24.1mn and slightly above FactSet consensus of €23mn, ii) considering the reported net loss of €-11.9mn, no dividend will be distributed, (vs. our estimate/ consensus of €0.28/€0.33), iii) ROCE (calculated on the average capital employed over the last four quarters) at 6.9% vs. 13% in FY22, iv) cash conversion cycle of 28 days in 4Q23 (+2 days vs. 4Q22), with a QoQ improvement (-2 days vs. 3Q23), highlighting good WC management, featuring a sharp drop in inventories (~€100mn reduction QoQ), and enabling solid cash generation. The release also revealed that among the various facilities at Esprinet's disposal is a revolving credit facility that is partially drawn as at today's date, leading to one of the debt covenants being breached; PRT is already working on the usual remedies with financing banks, which we do not perceive as an issue, as PRT could rely on €260mn of available liquidity as at YE23.
- 2024 focus confirmed on cash conversion cycle and higher ROCE.** Management provided no guidance for the year; it will come with 1Q results in mid-May. The main goal remains to keep improving both NWC dynamics, thus increasing ROCE, and profitability (in absolute terms), as a different revenue mix may imply a different gross margin trend; below the line, EBITDA margins are likely to benefit from a higher degree of operating leverage.
- Recovery likely to materialise in 2H.** Looking at the main trends observed at the beginning of the year, the consumer market still shows no signs of recovery, although the improving PC market is seeing a return to growth after two years of decline. While the datacentre business is cooling off, more optimism is perceived for the B2B segment. Overall, the picture is in line with company and market expectations, as consumer spending is still weak but improving, while commercial business is doing relatively well. As far as the dividend is concerned, PRT confirmed it will resume shareholder remuneration from 2025 onwards, with a payout policy set at least of 50% of the EPS, in line with historical levels.
- Fine-tuning estimates:** we are slightly lowering our 2024-25 revenue forecasts (by 2% on average) to reflect a slower recovery in the B2C business, now expected in the second part of the year. We are assuming lower gross profit margins to factor in a different revenue mix (with a greater incidence of high-volume, low-margin segments such as Screens and Devices). At bottom line, we are tweaking our EPS estimates.
- BUY confirmed; target Eu6.50 unchanged.** Although the consumer sector may recover at a slower rate than previously anticipated, we believe Esprinet remains well placed to benefit from a reversal in market demand. At this point we see limited downside risk to our estimates, with the restoration of cash generation ensured by a normalised level of WC. We maintain our BUY rating, keeping our DCF-based target price unchanged at Eu6.50.

Key Figures & Ratios	2022A	2023A	2024E	2025E	2026E
Sales (Eu mn)	4,684	3,985	4,171	4,401	4,591
EBITDA Adj (Eu mn)	91	64	71	82	88
Net Profit Adj (Eu mn)	47	24	27	33	35
EPS New Adj (Eu)	0.960	0.489	0.539	0.660	0.715
EPS Old Adj (Eu)	0.960	0.483	0.556	0.687	
DPS (Eu)	0.540	0.000	0.269	0.396	0.429
EV/EBITDA Adj	5.5	4.6	2.7	2.2	2.0
EV/EBIT Adj	6.8	6.7	3.7	3.1	2.8
P/E Adj	5.3	10.3	9.4	7.6	7.1
Div. Yield	10.7%	0.0%	5.3%	7.9%	8.5%
Net Debt/EBITDA Adj	0.9	-0.2	-0.9	-0.9	-0.9

The reproduction of the information, recommendations and research produced by Intermonte SIM contained herein, and any of its parts, is strictly prohibited. None of the contents of this document may be shared with third parties without Company authorization. Please see important disclaimer on the last page of this report

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 Brasil 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"). Brasil 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 certifies 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 Brasil Plural Securities LLC, 545 Madison Avenue, New York 10022.

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&PMB40 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 31 December 2023 Intermonte's Research Department covered 117 companies. Intermonte's distribution of stock ratings is as follows:

BUY:	26.02 %
OUTPERFORM:	47.15 %
NEUTRAL:	26.02 %
UNDERPERFORM	00.81 %
SELL:	00.00 %

The distribution of stock ratings for companies which have received corporate finance services from Intermonte in the last 12 months (51 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 SAES Getters in relation to the partial voluntary tender offer on ordinary treasury shares.

Intermonte SIM has provided in the last 12 months / provides / may provide investment banking services to the following companies: Aedes, 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, Aedes, Alkemy, Anima Holding, Antares Vision, Aquafil, Avio, Banca Ifis, Banca Sistema, Civitanavi Systems, Cyberoo, Cy4gate, DeA Capital, ElEn, Elica, Emak, Esprinet, Expert AI, Fimit - Fondo Alpha, Fine Foods, Franchi Umberto Marmi, Go Internet, GPI, Greenthesis (formerly Ambientthesis), IEG, Iervolino & Lady Bacardi Entertainment, IndelB, Intred, Luvè, Matica Fintec, Mondadori, Notorious Pictures, Omer, Pharmanutra, Reevo, Relatech, Reply, Revo Insurance, Sababa Security, Saes Getters, Salcef, Sciuker Frames, Servizi Italia, Sesa, Seri Industrial, Somec, 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, CNHI, Enel, ENI, Exor, Finenco, FCA, FTMIB, Generali, Italgas, Iren, Intesa Sanpaolo, Leonardo, Mediobanca, Moncler, Mediaset, Pirelli&C, Prysmian, Poste, Ferrari, Saipem, Snam, STI, Tenaris, Telecom Italia, Telecom Italia sav, Terna, UBI, Unicredit, Unipol, UnipolSai.

Intermonte SIM, 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, Bifire S.P.A., B&C Speakers, Cleanbnb, Crowdfundme, Cy4gate, Cyberoo, Digital Bros, Digital Magics, Doxee, Ediliziaacrobatica Spa, Eles, Elica, Emak, Esi, Esprinet, Eviso, Fae Technology, Fiera Milano, Fope, FOS, Franchi Umberto Marmi, Giglio Group, GPI, Intercos, Intred, Lventure Group, Maps, Masi Agricola, Matica Fintec, Neodecortech, Notorious Pictures, Osai Automation System, Racing Force Group, Relatech, Reti, Sciuker 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