

ESPRINET

BUY

Sector: Consumers

Price: Eu4.81 - Target: Eu6.50

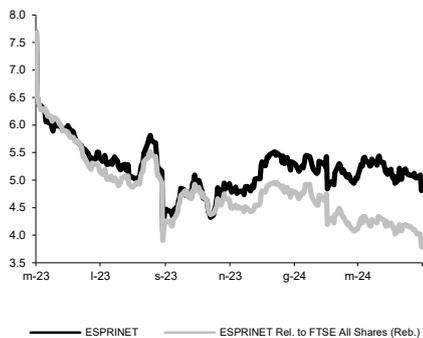
FY24 EBITDA Guidance Points towards 2H Market Recovery

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	-6.7%	-9.1%	-5.8%

Next Event
 2Q24 Results Out on Sep-11

ESPRINET - 12M Performance



Stock Data			
Reuters code:	PRT.MI		
Bloomberg code:	PRT IM		
Performance	1M	3M	12M
Absolute	-5.8%	-11.4%	-37.3%
Relative	-9.8%	-23.1%	-64.1%
12M (H/L)	7.68/4.07		
3M Average Volume (th):	204.89		

Shareholder Data	
No. of Ord shares (mn):	50
Total no. of shares (mn):	49
Mkt Cap Ord (Eu mn):	243
Total Mkt Cap (Eu mn):	243
Mkt Float - Ord (Eu mn):	128
Mkt Float (in %):	52.7%
Main Shareholder:	
Shareholder Agreement	25.2%

Balance Sheet Data	
Book Value (Eu mn):	394
BVPS (Eu):	7.97
P/BV:	0.6
Net Financial Position (Eu mn):	65
Enterprise Value (Eu mn):	178

- Sales down -9% YoY, Spain still sluggish, Italy apparently accelerating.** Sales were Eu926mn (-9% YoY), a touch below our Eu948mn (-2%), highlighting further declining performances at the high-volume/low-margin divisions, namely Screens (-12%) and Devices (-10%), mainly due to a marked slowdown in demand. Greater resilience was observed in the value-added segments, with Solutions flat (+0%) and Services up (+25%). By geography, Italy was stable YoY at €633mn, while Spain (€280mn) and Portugal (€11mn) were down -21% and -63% YoY respectively, both underperforming their domestic markets. By customer type, B2C sales (retailer/e-tailer) were down -20%, due to a softening consumer market and to the company strategy of focusing on revenues featuring high margins and a better return on capital, whereas the B2B segment (IT reseller) saw better resilience, recording a +3% rise.
- Improving mix took gross margin up 5.74%.** Gross profit was Eu53mn (-2% YoY), with the margin at 5.74%, up +20bps YoY and +40bps QoQ, benefitting from the improving revenue mix, with solutions and services at c. 25% of total sales (from 23% in 1Q23). Adj. EBITDA was Eu14.3mn (-7% YoY) with the margin at 1.55%, up slightly YoY, (1.53% in 1Q23) with OpEx almost stable YoY, despite the integration of recently acquired firms (Lidera and Sifar). At the bottom line, Eu1mn negative FX (mainly due to US\$ movements) and higher net interest led to net income of Eu3.2mn (Eu5.9mn in 1Q23).
- Net debt at Eu188mn, in line with estimate,** c. Eu200mn above the figure as at year-end, resulting from greater seasonal incidence of WC (lower payables and higher inventories QoQ). Cash conversion cycle 24 days vs. 28 in 4Q23, the 4th consecutive QoQ decrease. ROCE (calculated on average capital employed over the last four quarters) at 6.4%, down vs. 6.9% in 4Q23 due to higher WC and lower earnings. Factoring programmes were down -Eu60mn to Eu289mn from Eu341mn in 4Q23.
- Guidance on FY24 EBITDA in the Eu66mn-71mn range.** As usual, with 1Q results, PRT released its guidance for FY24 EBITDA, indicating that the high-end of guidance embeds a best-case scenario featuring a slight decrease in interest rates and inflation stable or down slightly, encouraging consumer spending; across geographies, the Italian market is seen continuing to perform well, while market conditions are likely to remain tough on the Spanish market (at least in 2Q, expected still down), and hopefully recover from 3Q. Market conditions in consumer electronics remain challenging, with recovery not expected until next year. As of now, revenues are seen increasing low-single digit across the board in 2H. On cash flow, management aims to keep focusing on gross margin and to restore a good level of ROCE.
- Change in estimates:** We are reducing our estimates for FY24 to the mid-point of the guidance, implementing a similar revision to our FY25-26 estimates, while keeping our forecast cash-flow unchanged, as the company is showing it has a firm grip on WC management.
- Valuation:** while the new guidance was somewhat below our/cons. estimates, we view this potentially as the final adjustments to estimates. Although consumer spending seems to be recovering more slowly than previously expected, we believe PRT is still well placed to benefit from a reversal in market demand. Despite our change in estimates, we are leaving our recommendation BUY and TP unchanged, partly thanks to a cash profile that is proving more resilient, partly on a 6-month rollover of our DCF model.

Key Figures & Ratios	2022A	2023A	2024E	2025E	2026E
Sales (Eu mn)	4,684	3,985	3,958	4,148	4,348
EBITDA Adj (Eu mn)	91	64	69	77	85
Net Profit Adj (Eu mn)	47	24	25	30	33
EPS New Adj (Eu)	0.960	0.489	0.503	0.600	0.674
EPS Old Adj (Eu)	0.960	0.489	0.539	0.660	0.715
DPS (Eu)	0.540	0.000	0.251	0.360	0.404
EV/EBITDA Adj	5.5	4.6	2.6	2.2	1.9
EV/EBIT Adj	6.8	6.7	3.7	3.1	2.7
P/E Adj	5.0	9.8	9.6	8.0	7.1
Div. Yield	11.2%	0.0%	5.2%	7.5%	8.4%
Net Debt/EBITDA Adj	0.9	-0.2	-0.9	-0.9	-0.9

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&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, Sciuker 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, CNHI, Enel, ENI, Exor, Finenco, FCA, FTMBI, 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, 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 Magics, Doxoe, Edilizacrobatica 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:

Emitente	%	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