

LEMON SISTEMI

Sector: Industrial Services

BUY

Price: Eu1.95 - Target: Eu3.50

Salto di scala internazionale in vista

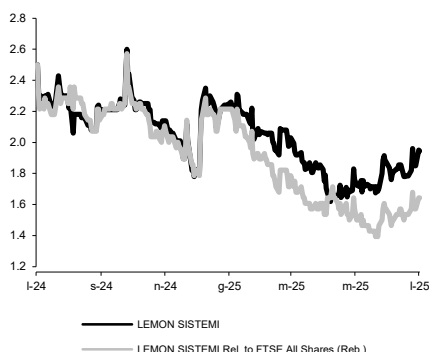
Websim Team +39-02-76418200
research@websim.it

Stock Rating				
Rating:	Unchanged			
Target Price (Eu):	Unchanged			
	2025E	2026E	2027E	
Chg in Adj EPS	0.0%	0.0%	0.0%	

Next Event

1H25 Results Out on 26th September 2025

LEMON SISTEMI - 12M Performance



Stock Data			
Reuters code:	LS.MI		
Bloomberg code:	LS-IM		
Performance	1M	3M	12M
Absolute	3.7%	11.1%	-22.2%
Relative	5.0%	8.1%	-39.3%
12M (H/L)	2.60/1.62		
3M Average Volume (th):	14.44		

Shareholder Data				
No. of Ord shares (mn):	9			
Total no. of shares (mn):	9			
Mkt Cap Ord (Eu mn):	17			
Total Mkt Cap (Eu mn):	17			
Mkt Float - Ord (Eu mn):	2			
Mkt Float (in %):	13.8%			
Main Shareholder:				
PDH S.r.l. (D. Palazzolo)	48.2%			

Balance Sheet Data				
Book Value (Eu mn):	9			
BVPS (Eu):	0.99			
P/BV:	2.0			
Net Financial Position (Eu mn):	-3			
Enterprise Value (Eu mn):	20			

Lemon Sistemi ha ottenuto il mandato esclusivo da Capacita Power Investments LLC come EPC contractor per un progetto fotovoltaico da 450MW in Guinea Conakry, segnando un potenziale salto di scala e l'ingresso nei mercati emergenti. Il progetto, promosso con garanzia sovrana, dovrebbe avviarsi operativamente entro 1H26. Stimiamo che l'iniziativa potrebbe generare Eu27-40mn di EBITDA nel periodo 2026-2028, ipotizzando Eu225-270mn di valore EPC potenziale con marginalità tra il 12% e il 15%. L'impatto valutativo del progetto potrebbe superare Eu1.5 per azione; tuttavia, per ora il TP resta invariato in attesa della finalizzazione contrattuale.

- **Evento:** Lemon Sistemi ha annunciato di essere stata formalmente selezionata da Capacita Power Investments LLC come EPC contractor esclusivo per un progetto fotovoltaico da 450MW in Guinea Conakry (Africa Occidentale). L'iniziativa è supportata da garanzia sovrana attraverso un accordo di concessione con le autorità guineane, garantendo stabilità finanziaria e bancabilità al progetto.
- **Contesto:** Capacita Power, attiva globalmente nelle rinnovabili e guidata dall'investitore saudita Salah Al Nasser, ha scelto Lemon Sistemi per la sua esperienza consolidata nella realizzazione di infrastrutture complesse nel fotovoltaico. Il progetto mira ad aumentare l'accesso all'energia sostenibile nella regione e potrà essere operativo a partire da 1H26. L'accordo è stato siglato mediante Engagement Letter, con la definizione dei dettagli tecnici e finanziari prevista nelle prossime settimane.
- **Impatto stimato:** Per progetti utility scale in Africa, i valori EPC si attestano tipicamente nel range Eu500-600k per MW, implicando per un impianto da 450MW un valore potenziale dell'appalto EPC tra Eu225mn e Eu270mn. Considerando margini operativi EPC tra il 12% e il 15%, Lemon Sistemi potrebbe generare Eu27-40mn di EBITDA distribuiti sul periodo 2026-2028, a seconda della struttura finale e dei rischi logistici e operativi.
- **Strategic view:** L'iniziativa rappresenta un potenziale step change per Lemon Sistemi: (i) ampliamento significativo della pipeline verso il segmento utility scale; (ii) diversificazione geografica oltre il mercato domestico; (iii) rafforzamento del posizionamento ESG e della visibilità tra gli investitori; (iv) opportunità di partnership industriali e finanziarie per la gestione del progetto.
- **Next step:** Monitoreremo la definizione dei termini contrattuali ed economici con Capacita Power, la struttura finanziaria e governance del progetto, l'avanzamento delle milestone autorizzative e le tempistiche esecutive, oltre ad eventuali impatti sul capitale circolante e sulla struttura di funding di Lemon Sistemi.
- **Valutazione:** L'impatto valutativo del progetto potrebbe essere superiore a Eu1.5 per azione, tuttavia, in questa fase, manteniamo stime, rating e TP invariati, riservandoci di aggiornare la valutazione al completamento delle negoziazioni contrattuali e con l'avvicinarsi dell'avvio operativo.

Key Figures & Ratios	2023A	2024A	2025E	2026E	2027E
Sales (Eu mn)	16	9	19	29	36
EBITDA Adj (Eu mn)	3	0	3	7	10
Net Profit Adj (Eu mn)	2	-1	2	5	7
EPS New Adj (Eu)	0.207	-0.140	0.192	0.547	0.781
EPS Old Adj (Eu)	0.207	-0.140	0.192	0.547	0.781
DPS (Eu)	0.000	0.000	0.000	0.000	0.000
EV/EBITDA Adj		nm	6.8	2.0	0.9
EV/EBIT Adj		nm	8.1	2.2	1.0
P/E Adj	9.4	nm	10.2	3.6	2.5
Div. Yield	0.0%	0.0%	0.0%	0.0%	0.0%
Net Debt/EBITDA Adj	0.6	-239.8	1.0	-0.4	-0.8

LEMON SISTEMI – Key Figures

Profit & Loss (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Sales	12	16	9	19	29	36
EBITDA	4	3	-0	3	7	10
EBIT	4	2	-0	2	7	10
Financial Income (charges)	-0	0	-1	-0	0	0
Associates & Others	0	0	0	0	0	0
Pre-tax Profit	4	2	-2	2	7	10
Taxes	-1	-1	0	-1	-2	-3
Tax rate	28.9%	31.1%	20.6%	28.0%	27.9%	27.8%
Minorities & Discontinued Operations	0	0	0	0	0	0
Net Profit	3	2	-1	2	5	7
EBITDA Adj	4	3	-0	3	7	10
EBIT Adj	4	2	-0	2	7	10
Net Profit Adj	3	2	-1	2	5	7
Per Share Data (Eu)	2022A	2023A	2024A	2025E	2026E	2027E
Total Shares Outstanding (mn) - Average	7	9	9	9	9	9
Total Shares Outstanding (mn) - Year End	7	8	9	9	9	9
EPS f.d	0.386	0.207	-0.140	0.192	0.547	0.781
EPS Adj f.d	0.386	0.207	-0.140	0.192	0.547	0.781
BVPS f.d	0.603	1.018	0.822	0.995	1.618	2.399
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%
Cash Flow (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Gross Cash Flow	2	2	-1	2	6	8
Change in NWC	-3	-4	-2	1	-0	-2
Capital Expenditure	-0	-1	-1	-2	-1	-1
Other Cash Items	0	0	0	0	0	0
Free Cash Flow (FCF)	-1	-3	-3	1	5	5
Acquisitions, Divestments & Other Items	0	0	0	0	0	0
Dividends	0	0	0	0	0	0
Equity Financing/Buy-back	0	2	1	0	1	0
Change in Net Financial Position	-1	-1	-3	1	6	5
Balance Sheet (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Total Fixed Assets	0	1	2	3	3	3
Net Working Capital	4	8	10	10	10	11
Long term Liabilities	-0	-0	-0	-1	-1	-1
Net Capital Employed	4	9	11	12	12	13
Net Cash (Debt)	-0	-2	-4	-3	3	8
Group Equity	4	8	7	9	14	21
Minorities	0	0	0	0	0	0
Net Equity	4	8	7	9	14	21
Enterprise Value (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Average Mkt Cap			18	17	17	17
Adjustments (Associate & Minorities)	0	0	0	0	0	0
Net Cash (Debt)	-0	-2	-4	-3	3	8
Enterprise Value			23	20	15	9
Ratios (%)	2022A	2023A	2024A	2025E	2026E	2027E
EBITDA Adj Margin	33.5%	17.2%	nm	15.2%	25.7%	28.0%
EBIT Adj Margin	32.8%	14.1%	nm	12.9%	23.8%	26.5%
Gearing - Debt/Equity	9.6%	20.4%	60.1%	33.5%	-18.9%	-38.3%
Interest Cover on EBIT	16.3	nm	nm	37.9	nm	nm
Net Debt/EBITDA Adj	0.1	0.6	-239.8	1.0	-0.4	-0.8
ROACE*	143.1%	32.4%	-3.5%	21.7%	60.3%	76.1%
ROE*	nm	32.6%	-16.5%	23.2%	48.4%	43.1%
EV/CE			2.3	1.8	1.3	0.7
EV/Sales			2.5	1.0	0.5	0.3
EV/EBITDA Adj			nm	6.8	2.0	0.9
EV/EBIT Adj			nm	8.1	2.2	1.0
Free Cash Flow Yield	-4.5%	-19.8%	-20.0%	8.0%	30.1%	32.9%
Growth Rates (%)	2022A	2023A	2024A	2025E	2026E	2027E
Sales	152.8%	34.1%	-43.2%	108.9%	50.0%	26.3%
EBITDA Adj	174.9%	-31.0%	nm	nm	153.7%	37.8%
EBIT Adj	181.1%	-42.3%	nm	nm	177.3%	40.8%
Net Profit Adj	163.3%	-39.5%	nm	nm	185.6%	42.7%
EPS Adj	163.3%	-46.4%	nm	nm	185.6%	42.7%
DPS						

*Excluding extraordinary items

Source: Intermonte SIM estimates

Company in Brief

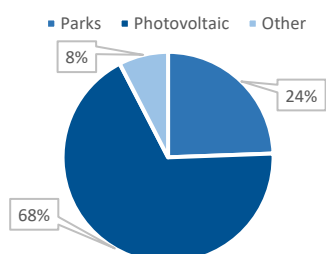
Descrizione della società

Lemon Sistemi, azienda nata nel 2009, è una PMI innovativa con sede in provincia di Palermo quotata dal dicembre 2023 sul segmento Euronext Growth Milan, specializzata nella progettazione, fornitura ed installazione di impianti fotovoltaici, termoidraulici e di accumulo, nonché nella progettazione di soluzioni per l'efficienza energetica, rivolti ai clienti al dettaglio (B2C) e medie/piccole imprese industriali e commerciali (B2B). L'attività è svolta prevalentemente in Sicilia, ma la Società ha tra i suoi obiettivi la penetrazione del mercato italiano.

Punti di forza/Opportunità

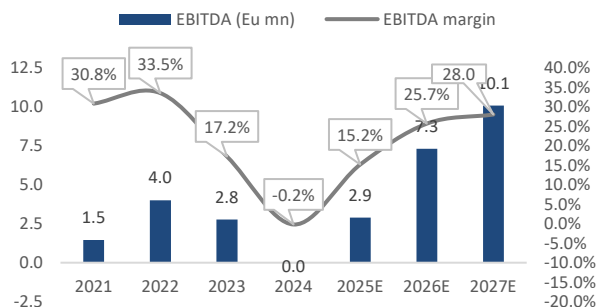
- Specializzazione su impianti *tailor made* di dimensioni contenute (da 3kWp a 10MWp) e conseguente *short time to market*
- Offerta di servizi integrati che assistono il cliente in tutte le fasi del ciclo di vita dell'investimento
- Partnership con operatori di primo livello sul mercato nazionale e internazionale
- Ingresso nell'azionariato da parte di Miria Group, asset manager con sede a Londra recentemente acquisito da Fondazione Enasarco
- Mercato di riferimento in costante crescita, con una tendenza legata agli obiettivi di decarbonizzazione dell'Unione Europea

Lemon Sistemi – 2024 VoP Breakdown



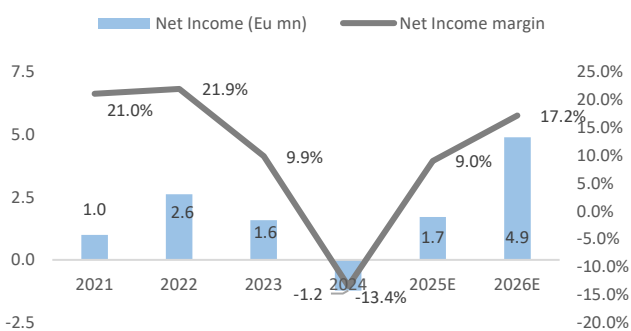
Source: Company Data

Lemon Sistemi - 2021-2027E EBITDA (Eu mn) and EBITDA Margin (%)



Source: Company Data & Websim Corporate estimates

Lemon Sistemi - 2021-2027E Net Income (Eu mn) & Net Income Margin (%)



Source: Company Data & Websim Corporate estimates

Management

Chairman & co-CEO: Maria Laura Spagnolo
Co-CEO & CFO: Danilo Palazzolo

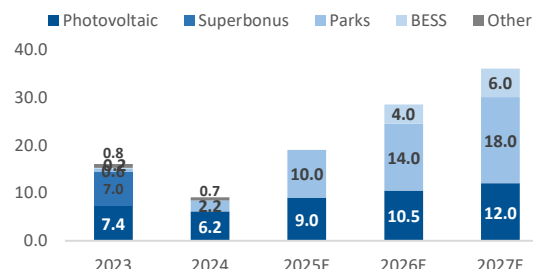
Azionisti

PDH S.r.l. (D. Palazzolo)	48.2%
Maria Laura Spagnolo	8.1%
Salvatore Spagnolo	6.7%
Miria Group	4.8%
Giorgio Mirabella	4.5%
Vincenzo Palazzolo	4.5%
Others	9.4%
Market float	13.8%

Rischi/Debolezze

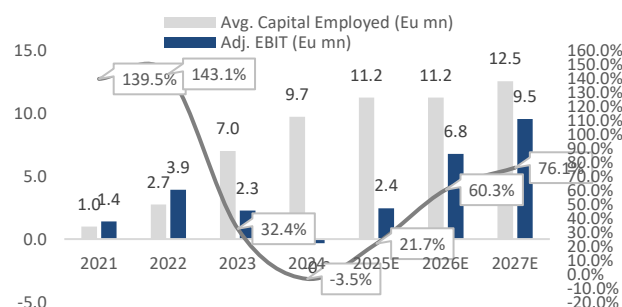
- Attività finora fortemente concentrata in Sicilia, in particolare nelle province di Palermo e Trapani
- Quadro normativo italiano soggetto a continui cambiamenti
- Elevato livello di concorrenza per la presenza di un gran numero di operatori di piccole dimensioni nonché per la presenza di grandi operatori come Enel e Plenitude

Lemon Sistemi - 2023-2027E VoP Breakdown (Eu mn)



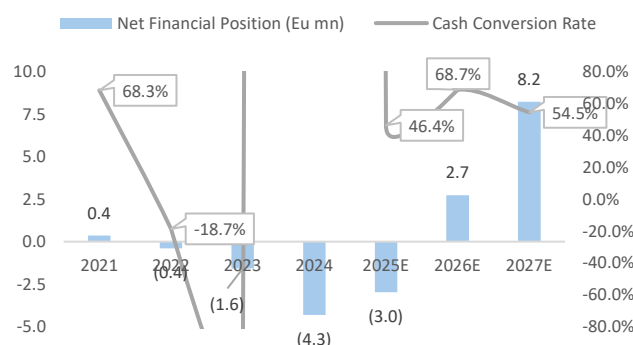
Source: Company Data & Websim Corporate estimates

Lemon Sistemi - 2021-2027E RoACE Evolution (%)



Source: Company Data & Websim Corporate estimates

Lemon Sistemi - 2021-2027E NFP (Eu mn) and Cash Conversion Rate (%)



Source: Company Data & Websim Corporate estimates

DETAILS ON STOCKS RECOMMENDATION			
Stock NAME	LEMON SISTEMI		
Current Recomm:	BUY	Previous Recomm:	BUY
Current Target (Eu):	3.50	Previous Target (Eu):	3.50
Current Price (Eu):	1.95	Previous Price (Eu):	1.69
Date of report:	02/07/2025	Date of last report:	29/04/2025

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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 between 5.5%-6.0% are being used.

Frequency of research: quarterly.

Reports on all companies listed on the S&PMB40 Index, most of those on the MIDEK 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 June 2025 Intermonte's Research Department covered 133 companies. As of today Intermonte's distribution of stock ratings is as follows:

BUY:	31.85 %
OUTPERFORM:	37.78 %
NEUTRAL:	30.37 %
UNDERPERFORM:	00.00 %
SELL:	00.00 %

As at 30 June 2025 the distribution of stock ratings for companies which have received corporate finance services from Intermonte in the last 12 months (80 in total) is as follows:

BUY:	52.70 %
OUTPERFORM:	29.73 %
NEUTRAL:	17.57 %
UNDERPERFORM:	00.00 %
SELL:	00.00 %

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In order to disclose its possible conflicts of interest Intermonte SIM states that:

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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
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