

EdiliziAcrobatica

New Businesses and Markets to Consolidate Growth

FY23 results were in line with our expectations. The comparison base with FY22 is clearly distorted by the presence of fiscal supports in the previous year, which brought abnormal dynamics to the NWC and pushed the margins high. We believe EdAc's business is still strong and appreciate the expansion path undertaken by the company, both in terms of new services and markets.

FY23 results: rock-solid and overall growing

FY23 revenues were up 18% yoy, with Italy (Acrobatica SpA) down only -6% yoy, a good achievement in our view given the absence of fiscal incentives as conceived in 2022 (i.e. invoice deduction of tax credits). Acrobatica Energy sales were EUR 32M and Enigma's sales (consolidated from April) were EUR for EUR 7.9M. Spain and France together delivered around EUR 5M. FY23 15% EBITDA margin was in line with our estimates (EBITDA down 30% yoy) and it should be considered a normalised level in our view, given the almost full absence of fiscal bonuses, as previously conceived, throughout the year. The net debt was worse than expected, at EUR 57.1M, weighed by EUR 20.8M IFRS impact (EUR 16.9M in FY22), and EUR 5.9M for the option to buy 49% of Enigma. Net debt worsening was also due to the net working capital dynamics, back to normal. DPS of EUR 0.15.

Internationalisation, new business and the EPBD to broaden the scope

The company plans to continue the internationalisation process, likely positioning its offer in a third continent. On the domestic front, plans are to expand the offer across the territory and to differentiate it with new services, such as the photovoltaic and energy requalification businesses. In our estimates, we see the traditional business solidly growing and France and Spain to be at break-even in FY24E. After the completion of worksites related to the Superbonus 110%, Acrobatica Energy is specialising on the photovoltaic business; we thus see it in a start-up phase in FY24, contributing to a lower extent than in our previous estimates to sales and profitability, but with high potential in the coming years thanks to EPBD.

Valuation

After estimates revision, and a decrease in WACC (from 10.7% to 10.2%) our DCF model points to **a fair value of EUR 18.3** (from EUR 20.1 previously). We confirm our BUY rating.

EdiliziAcrobatica – Key data

Y/E Dec (EUR M)	2022A	2023A	2024E	2025E	2026E
Revenues	133.7	158.5	165.3	182.4	204.2
EBITDA	34.38	24.00	24.85	29.96	36.54
EBIT	28.45	14.35	17.17	22.28	28.86
Net income	14.56	6.28	7.75	10.67	15.09
Adj. EPS (EUR)	1.73	0.73	1.12	1.53	2.08
Net debt/-cash	5.00	57.08	42.39	31.87	22.22
Adj P/E (x)	8.9	21.9	10.0	7.3	5.4
EV/EBITDA (x)	3.9	8.1	7.0	6.4	5.4
EV/EBIT (x)	4.8	13.6	10.1	8.6	6.9
Div ord yield (%)	8.2	0.9	4.0	5.5	3.6
FCF Yield (%)	8.8	-19.9	17.0	15.3	16.9

Source: Company data and Intesa Sanpaolo Research estimates. Priced at 22/04/2024

24 April 2024: 11:48 CET

Date and time of production

BUY

Target Price: EUR 18.3
(from EUR 20.1)

Italy/Building Maintenance Services
Company Results

EGM

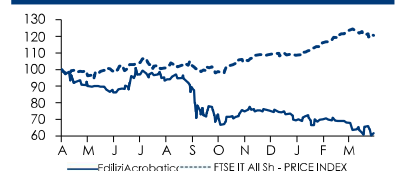
EdiliziAcrobatica - Key Data

Price date (market close)	22/04/2024
Target price (€)	18.3
Target upside (%)	64.13
Market price (€)	11.15
Market cap (EUR M)	93.65
52Wk range (€)	18.2/10.9

EPS – DPS changes

(€)	2024E	2025E	2024	2025
EPS ▼	1.120	1.531	-27.20	-22.22
Prev.	1.538	1.968	-	-
DPS ▼	0.448	0.612	-27.20	high
Prev.	0.615	0.000	-	-

Price Perf. (RIC: EDAC.MI BB: EDAC IM)



Source: FactSet and Intesa Sanpaolo Research estimates

Intesa Sanpaolo Research Dept.

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FY23 Results: Rock Solid and Overall Growing

FY23 results in line with our expectations

The results were in line with our expectations. The comparison base with FY22 is clearly distorted by the presence of fiscal supports in the previous year, which brought abnormal dynamics to the NWC and pushed the margins high. We believe EDAC's business is healthy and appreciate the business expansion, both in terms of new services and markets, that the company has been undertaking. In detail:

- Net of EUR 10.3M charges for the tax bonus sale, total revenues (including other revenues) were EUR 158.8M, in line with our estimates and up 18% yoy;
- New contracts signed in FY23 were 26,550 (+48% vs. 17,925 in FY22);
- Revenues in Italy (Acrobatica SpA) were EUR 113.8M, (-6% yoy) net of charges for the tax bonus sale of around EUR 4M. The company aims at growing its market share in Italy through a widespread penetration of the Italian market; in 2023 the number of sales points rose to 102 (+19 vs. 83 in 2022) and the number of franchisees grew to 39;
- Revenues from Acrobatica Energy were EUR 32M (vs. EUR 8.2M in FY22), net of charge for the tax bonus sale of around EUR 6M. We point out that Acrobatica Energy benefitted from the opening of 26 new worksites. Starting from FY24 Acrobatica Energy will only be active in the photovoltaic business, while the energy efficiency business, along with the smart building project, will be operated by the newly-established Acrobatica Smart Living (51% owned by Acrobatica group);
- The contribution from Enigma (from April to December) was EUR 7.9M (better than our EUR 6M estimate). Spain delivered sales in line with our estimates, at EUR 1.2M; France recorded revenues down 11% yoy, at EUR 3.9M (in line with our estimates);
- FY23 EBITDA was in line with our estimates, at EUR 24M (down 30% yoy); FY23 15% EBITDA margin should be considered a normalised level in our view, given the almost full absence of fiscal bonuses, as previously conceived, along the year. Acrobatica SpA registered EUR 19.7M EBITDA (with an around 17% margin); Acrobatica Energy delivered EUR 6.4M EBITDA, with EUR 25.6M operating costs after finalising the worksites related to the so called "Superbonus 110%". We outline that the French company, which is still in a reorganisation and development phase, contributed for EUR -2M to the group's EBITDA, the Spanish controlled company showed a slightly negative EBITDA and Enigma registered EUR 0.7M EBITDA (a little below our expectations);
- FY23 EBIT was EUR 14.4M, below our estimates given higher depreciations and the negative impact of EUR 1.97M write-downs and provisions (not included in our estimates). The net profit (pre-minorities) was EUR 6.1M; minorities amounted to EUR -0.193M; net profit attributable was EUR 6.284M;
- Overall (including the subsidiaries and the franchisees) EDAC had 2,495 employees;
- The net financial position was worse than expected, at EUR 57.1M (net debt), weighed by EUR 20.8M IFRS impact (EUR 16.9M in FY22), and EUR 5.9M for the option to buy 49% of Enigma; moreover, EDAC paid for EUR 11M in dividends and EUR 5.1M for the acquisition of Enigma. Net debt worsening was also due to the normalisation of net working capital dynamics (the receivable collection period is now longer than with fiscal bonus, and receivables grew by EUR 16.7M; payables decreased by EUR 6.9M). DPS of EUR 0.15.

Acrobatica – FY23 results

EUR M	FY22A restated	FY23E	FY23A	yoy %	A/E %
Total revenues	134.5	156.0	158.8	18.1	1.8
EBITDA	34.4	23.8	24.0	-30.2	1.0
EBITDA margin on total revenues (%)	25.6	15.2	15.1	-40.9	-0.8
EBIT	28.4	16.8	14.4	-49.6	-14.4
EBIT margin on total revenues (%)	21.2	10.7	9.0	-57.3	-15.9
Net profit (pre-minorities)	14.5	9.1	6.1	-58.1	-32.9
Net margin on total revenues	10.8	5.8	3.8	-64.5	-34.1
Net debt (-cash)	5.0	49.4	57.1		
Net debt (-cash) ex IFRS 16 imp.	-11.9	15.9	36.3		

A: actual; E: estimates; Source: Company data and Intesa Sanpaolo Research estimates

Acrobatica – 2H23 results

EUR M	1H22A	1H23A	yoy %	2H22A	2H23A	yoy%
Total revenues	67.9	73.7	8.5	66.6	85.1	27.8
EBITDA	23.0	11.0	-52.2	11.3	13.0	14.5
EBITDA margin on total revenues (%)	33.9	15.0		17.0	15.3	
EBIT	20.6	7.5	-63.6	7.8	6.8	-12.6
EBIT margin on total revenues (%)	30.4	10.2		11.8	8.0	
Net profit (pre-minorities)	10.2	3.6	-64.4	4.4	2.5	-43.4
Net margin on total revenues	15.0	4.9		6.5	2.9	
Net debt (-cash)	5.0	58.0		5.0	57.1	
Net debt (-cash) ex IFRS 16 imp.	-6.8	38.0		-11.9	36.3	

A: actual; E: estimates; Source: Company data and Intesa Sanpaolo Research estimates

Outlook and Estimates Revision

Ongoing projects

In Mid-February EDAC stated to have set up a joint venture with Italsoft group, an Italian leader in the technology field for digital and energy innovation in the construction and real estate sectors, with a focus on environmental sustainability and decarbonisation through energy redevelopment projects, the management of 'energy communities' and the upgrade to 'smart buildings'. Acrobatica acquired 51% of the newly established 'Acrobatica Smart Living' NewCo's share capital (fully subscribed and paid up), which should be consolidated into Acrobatica's perimeter. 3 out of 5 members of the NewCo BoD are from EDAC (Anna Marras, Tino Seminara, who will become the NewCo's CEO, and Riccardo Banfo), while the remaining 2 are from Italsoft (Alessandro Fontana, who will become Chairman, and Luca Barrucco). The BoD will be in charge until the 31/12/2026 financial statements' approval. Moreover, a shareholders' pact has been subscribed between Acrobatica and Italsoft to manage the NewCo's governance.

We think that this new Acrobatica Smart Living has a big potential for EDAC: it is in a sector that attracts interest and investments from end-customers and condominiums. It will be active in the energy requalification of buildings, the creation of energy communities, and the upgrade to smart buildings; at a later stage, it will cover the provision of services related to condominium administration and management of properties in Italy through digital platforms. In our view, this JV could also trigger cross-selling opportunities for EDAC's core business and Acrobatica Energy, which will be active in the photovoltaic field.

We also point out that on 12 April Ecofin gave the green light to the EPBD. Member states have 2 years to adapt the directive to their legislation. The EPBD should give a strong boost to reduce buildings' energy use. The objective is a 16% cut in buildings' energy consumption by 2030, rising to 20/22% by 2035 vs. 2020, to achieve zero emissions in 2050. We see Acrobatica business diversification in the photovoltaic business (through Acrobatica Energy) and the newly established Acrobatica Smart Living strongly benefitting from the EPBD once it is at regime in every single country.

2024 business outlook and estimate revision

The company plans to continue the internationalisation process, started in France, Spain, Principality of Monaco and the Arab Emirates, positioning its offer in a third continent. On the domestic front, plans are to expand the offer across the territory and to differentiate it with new services, such as the photovoltaic and energy requalification businesses. As a reminder, the number of contracts signed in 1Q24 increased by 48.3% from 4,884 contracts in 2023 to 7,241. This result reflects the strong growth in the number of customers, with an increase of 92% yoy.

Acrobatica – Top line assumptions (2024E/26E)

	EUR M	2021A	2022A	2023A	2024E	2025E	2026E
Revenues		87.7	134.5	158.8	165.3	182.4	204.2
o/w Italy		82.9	121.3	113.8	128.0	134.0	143.9
PoS (direct) no.		77.0	83.0	102.0	117.0	127.0	137.0
Franchisee points of sale no.		30.0	30.0	39.0	41.0	43.0	44.0
o/w Acrobatica Energy*		0.7	7.8	32.0	15.0	20.0	25.0
o/w France		3.4	4.7	3.9	6.5	9.0	12.0
PoS (direct) no.		8.0	8.0	8.0	8.0	9.0	10.0
o/w Spain		0.5	0.8	1.0	2.0	2.6	3.0
o/w Monaco			0.0	0.2	0.8	1.2	1.6
o/w Enigma				7.9	13.0	15.6	18.7

A: actual; E: estimates; Source: Company data and Intesa Sanpaolo Research *It includes the JV Acrobatica Smart Living

We have lowered the top line by around 7% yoy in FY24E based on the following assumptions:

- The traditional business of double-rope safety operational construction in Italy should continue to grow, on the back of mid-single digit increase in 2H23 yoy, with a 12.5% growth (vs. previous 9% increase); growth should be also be driven by the company's plans to increase capillarity of the point of sales across the domestic territory (we assume around 15 new openings in FY24E); Spain and France should grow slightly faster than previously expected with no new openings;
- Acrobatica Energy, which in our estimates includes the contribution of the newly established JV Acrobatica Smart Living, should give a lower contribution to revenues than previously expected (EUR 15M vs. EUR 32M). Our prudent stance comes from the fact that we see Acrobatica Energy as a start-up in a new business, for which we do not have clear visibility yet (photovoltaic business and new business undertaken by the JV), after the completion of the worksites related to the Superbonus 110% in FY23. We point out that Acrobatica has a team of 50 people dedicated to the commercial development of Acrobatica Energy business, which, in our view, should make our EUR 15M estimate in FY24E a reasonable target;
- Enigma should grow broadly in line with our previous estimates;
- FY24E EBITDA margin's slight dilution comes from Acrobatica Energy, which we consider in a start-up phase. France and Spain should be at break-even;
- We expect the net debt to reduce by around EUR 15M after the cash-in of the tax credits and more normalised dynamics of the NWC.

For the next years we expect similar top line growth to our previous estimates, with improving profitability (EBITDA margin at double-digit in FY25E in France and in FY26E in Spain). Acrobatica Energy should give a substantial contribution to EBITDA in FY26E. We forecast the group EBITDA margin to gradually increase to 17.9% by FY26E and the net debt to decrease by around EUR 10M both in FY25E and FY26E, after around EUR 2M capex per year.

Acrobatica – New estimates vs. Old estimates (2024E/26E)

EUR M	FY24E Old	FY24E New	New/Old %	FY25E Old	FY25E New	New/Old %	FY26E New
Net revenues	178.0	165.3	-7.1	194.0	182.4	-6.0	204.2
EBITDA	29.3	24.8	-15.1	35.1	30.0	-14.5	36.5
EBITDA margin (%)	16.4	15.0		18.1	16.4		17.9
EBIT	22.3	17.2	-22.9	28.1	22.3	-20.6	28.9
EBIT margin (%)	12.5	10.4		14.5	12.2		14.1
Net profit (before minorities)	12.7	9.4	-26.1	16.3	12.9	-21.1	17.5
Net margin	7.2	5.7		8.4	7.0		8.5
Net debt (-cash)	38.8	42.4		31.3	31.9		22.2
Net debt (-cash) ex IFRS 16 impact	5.3	29.4		-2.2	18.9		9.2

E: estimates; Source: Company data and Intesa Sanpaolo Research estimates

Acrobatica – New estimates (2024E/26E)

EUR M	FY23A	FY24E	yoy %	FY25E	yoy %	FY26E	yoy %
Net revenues	158.5	165.3	4.3	182.4	10.3	204.2	12.0
Total revenues	158.8	165.6	4.3	182.7	10.3	204.5	11.9
EBITDA	24.0	24.8	3.5	30.0	20.6	36.5	22.0
EBITDA margin (%)	15.1	15.0		16.4		17.9	
EBIT	14.4	17.2	19.6	22.3	29.8	28.9	29.5
EBIT margin (%)	9.0	10.4		12.2		14.1	
Net profit (before minorities)	6.1	9.4	54.4	12.9	36.7	17.5	35.8
Net margin	3.8	5.7		7.0		8.5	
Net debt (-cash)	57.1	42.4		31.9		22.2	
Net debt (-cash) ex IFRS 16 impact	36.3	29.4		18.9		9.2	

A: actual; E: estimates; Source: Company data and Intesa Sanpaolo Research estimates

Valuation

We value EdAc with a DCF valuation, due to the absence of listed companies of a similar size and background. After our estimates' revision, our DCF model points to a **fair value of EUR 18.3/share** (from EUR 20.1/share previously) and, given the around 64% potential upside, **we confirm our BUY rating**.

DCF Model

- A 4% risk-free rate (vs. 4.5% in our previous update);
- A 6.5% equity risk premium (unchanged);
- A target gearing ratio of 0% (unchanged), since we believe that thanks to its cash generation EdAc should be back cash positive in a few years' time;
- Beta at 0.95x (unchanged).
- Our WACC becomes 10.2% (vs. 10.7% previously).

Acrobatica – WACC calculation (%)

Risk-free rate	4.0
Equity risk premium	6.5
Beta (x)	1.0
Cost of equity	10.2
Gross Cost of Debt	3.3
Tax rate	35.0
Gearing	0.0
WACC	10.2

Source: Intesa Sanpaolo Research

To calculate LT, we use a 0% terminal value growth to incorporate a growth path, which should go beyond FY26E, but also the termination of fiscal incentives in Italy. As usual, in the long term, capex equals depreciation.

Acrobatica – DCF calculation

EUR M	2024E	2025E	2026E	LT
Revenues	165.3	182.4	204.2	204.2
Change yoy (%)	4.3	10.3	12.0	0.0
EBIT	17.2	22.3	28.9	28.9
EBIT margin (%)	10.4	12.2	14.1	14.1
Taxes	-5.1	-6.9	-9.4	-9.4
NOPAT	12.1	15.4	19.5	19.5
D&A	7.7	7.7	7.7	0.0
Capex	-2.0	-2.0	-2.0	0.0
NWC changes	4.9	-0.2	-4.3	0.0
FCF	22.6	20.8	20.8	19.5
Discounted FCF	20.6	17.1	15.5	16.0
WACC (%)	10.2			
Perpetuity growth rate (%)	0.0			
NPV of cash flows	53.2			
NPV of terminal value	157.5			
EV	210.8			
NFP @FY23	57.1			
Employee benefits	0.0			
Minorities	0.0			
Equity value	153.7			
N. of shares fully diluted (M)	8.4			
Value per share (EUR)	18.3			
Vs. current price (%)	64			

Source: Intesa Sanpaolo Research estimates

Multiples' analysis as a cross-check

There are no listed peers that perfectly match EdAc's business model, size and geographical presence. Therefore, in our peers' analysis, we selected companies active in a business similar to EdAc's one, but also in the larger industry of Facility Management services. We compared EV/EBITDA, EV/EBIT and P/E for FY24E, FY25E and FY26E multiples.

Acrobatica – Multiples comparison

x	Mkt cap (EUR M)	EV/EBITDA			EV/EBIT			P/E		
		2024E	2025E	2026E	2024E	2025E	2026E	2024E	2025E	2026E
ABM Industries	2,643.4	8.1	7.6	6.9	10.8	9.8	8.4	13.1	12.3	11.0
Mears Group	399.8				4.5			10.7		
Rentokil Initial	12,473.0	11.0	9.8	8.9	15.3	13.3	12.0	18.1	16.0	14.4
GDI Integrated Facility Services	380.9	8.1	7.3		22.1	19.1		37.1	25.6	
Average		9.1	8.2	7.9	13.2	14.1	10.2	19.8	17.9	12.7
EdAc EBITDA (EUR M)		24.8	30.0	36.5						
EdAc EBIT (EUR M)					17.2	22.3	28.9			
EdAc net income (EUR M)								7.8	10.7	15.1
EdAc net debt/-cash (EUR M)		42.4	31.9	22.2	42.4	31.9	22.2			
EV (EUR M)		225.4	245.8	288.3	226.3	313.5	294.3			
Fair value (EUR M)		183.0	214.0	266.0	183.9	281.6	272.1	153.1	191.5	192.2
Fair value per share (EUR)		21.8	25.5	31.7	21.9	33.5	32.4	18.2	22.8	22.9

Price at market close of 22/04/2024; Source: FactSet and Intesa Sanpaolo Research estimates for EdAc

Valuation and Key Risks

Valuation basis

Our valuation is DCF model based and points to a fair value of EUR 18.3/share. WACC is 10.2% (4% risk-free, 6.5% equity risk premium; target gearing=0%, beta=0.95x).

Key Risks

Company specific risks:

- Labour intensive business model, requiring highly-skilled workers;
- Still high exposure to the Italian market;
- Credit collection takes long time.

Sector generic risks:

- Possible rising competition from either the traditional business of construction works with scaffolds or from new competitors given low entry barriers;
- Difficulties to replicate the model outside Italy, also in light of different regulatory landscapes;
- A significant change in the Regulatory framework.

Company Snapshot

Company Description

Conceived in 1994 and officially founded in 2004, EDAC is the leading company in Italy and Europe in the field of double-rope safety operational construction. It has over 130 operational areas active in the renovation sector but also in the business of sanitation, energy efficiency and conservative maintenance. In 2109, with the acquisition of Etair Mediterranee, it entered the French market; in 2021 it entered the Spanish market and in 2022 it acquired 51% of Enigma Capital Investments, an Emirates holding company based in Dubai and Nepal, active in the same field as EDAC. EdiliziAcrobatica is headquartered in Genova and can count on around 2,300 employees.

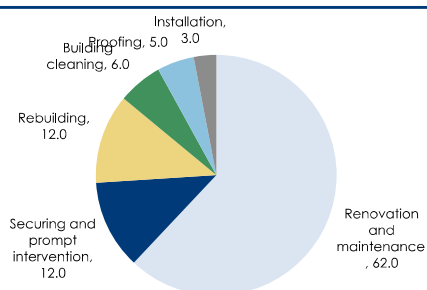
Key data

Mkt price (€)	11.15	Free float (%)	23.9
No. of shares	8.40	Major shr	Arim holding
52Wk range (€)	18.2/10.9	(%)	73.3
Reuters	EDAC.MI	Bloomberg	EDAC IM
Performance (%)	Absolute		Rel. FTSE IT All Sh
-1M	-9.7	-1M	-7.9
-3M	-11.2	-3M	-19.9
-12M	-38.4	-12M	-48.5

Estimates vs. consensus

EUR M (Y/E Dec)	2023A	2024E	2024C	2025E	2025C	2026E	2026C
Sales	158.5	165.3	177.5	182.4	194.0	204.2	NA
EBITDA	24.00	24.85	29.28	29.96	35.05	36.54	NA
EBIT	14.35	17.17	18.95	22.28	22.85	28.86	NA
Pre-tax income	10.89	14.47	NA	19.78	NA	26.86	NA
Net income	6.28	7.75	10.15	10.67	12.90	15.09	NA
Adj. EPS (€)	0.73	1.12	1.50	1.53	NA	2.08	NA

Sales breakdown by service (%)



Branches and Franchisees FY23 (no.)



Source: Company data, Intesa Sanpaolo Research estimates and FactSet consensus data (priced at market close of 22/04/2024)

EdiliziAcrobatica – Key Data

Rating BUY	Target price (€/sh) Ord 18.3		Mkt price (€/sh) Ord 11.15			Sector Building Maintenance Services
Values per share (EUR)	2021A	2022A	2023A	2024E	2025E	2026E
No. ordinary shares (M)	8.40	8.40	8.40	8.40	8.40	8.40
Total no. of shares (M)	8.40	8.40	8.40	8.40	8.40	8.40
Market cap (EUR M)	103.67	129.99	133.10	93.65	93.65	93.65
Adj. EPS	1.32	1.73	0.73	1.12	1.53	2.08
BVPS	2.6	4.0	3.6	4.5	5.6	7.1
Dividend ord	0.29	1.27	0.15	0.45	0.61	0.40
Income statement (EUR M)	2021A	2022A	2023A	2024E	2025E	2026E
Revenues	86.95	133.7	158.5	165.3	182.4	204.2
EBITDA	21.28	34.38	24.00	24.85	29.96	36.54
EBIT	18.33	28.45	14.35	17.17	22.28	28.86
Pre-tax income	17.09	22.42	10.89	14.47	19.78	26.86
Net income	11.09	14.56	6.28	7.75	10.67	15.09
Adj. net income	11.09	14.56	6.28	7.75	10.67	15.09
Cash flow (EUR M)	2021A	2022A	2023A	2024E	2025E	2026E
Net income before minorities	11.1	14.5	6.1	9.4	12.9	17.5
Depreciation and provisions	3.0	5.9	9.1	7.7	7.7	7.7
Others/Uses of funds	0	0	-4.0	-4.0	-4.0	-4.0
Change in working capital	1.8	-4.4	-30.1	4.9	-0.2	-4.3
Operating cash flow	15.8	16.1	-18.5	17.9	16.3	16.8
Capital expenditure	-2.8	-4.7	-8.1	-2.0	-2.0	-2.0
Financial investments	0	0	0	0	0	0
Acquisitions and disposals	0	0	0	0	0	0
Free cash flow	13.0	11.4	-26.5	15.9	14.3	15.8
Dividends	-1.7	-2.4	-10.7	-1.3	-3.8	-5.1
Equity changes & Non-op items	0	-17.6	-14.9	0	0	-1.0
Net change in cash	11.3	-8.6	-52.1	14.7	10.5	9.6
Balance sheet (EUR M)	2021A	2022A	2023A	2024E	2025E	2026E
Net capital employed	18.5	42.0	85.8	75.2	69.8	68.4
of which associates	0	0	0	0	0	0
Net debt/-cash	-3.6	5.0	57.1	42.4	31.9	22.2
Minorities	0.0	0.0	0.2	1.9	4.0	6.4
Net equity	22.1	33.8	29.7	36.2	43.1	53.0
Minorities value	0.7	0.4	5.4	37.7	66.0	82.9
Enterprise value	100.7	135.3	195.6	173.7	191.5	198.8
Stock market ratios (x)	2021A	2022A	2023A	2024E	2025E	2026E
Adj. P/E	9.4	8.9	21.9	10.0	7.3	5.4
P/CFPS	7.4	6.5	9.5	6.1	5.1	4.1
P/BVPS	4.7	3.8	4.5	2.5	2.0	1.6
Payout (%)	22	73	21	40	40	19
Dividend yield (% ord)	2.4	8.2	0.9	4.0	5.5	3.6
FCF yield (%)	12.6	8.8	-19.9	17.0	15.3	16.9
EV/sales	1.2	1.0	1.2	1.1	1.1	0.97
EV/EBITDA	4.7	3.9	8.1	7.0	6.4	5.4
EV/EBIT	5.5	4.8	13.6	10.1	8.6	6.9
EV/CE	5.4	3.2	2.3	2.3	2.7	2.9
D/EBITDA	Neg.	0.15	2.4	1.7	1.1	0.61
D/EBIT	Neg.	0.18	4.0	2.5	1.4	0.77
Profitability & financial ratios (%)	2021A	2022A	2023A	2024E	2025E	2026E
EBITDA margin	24.5	25.7	15.1	15.0	16.4	17.9
EBIT margin	21.1	21.3	9.1	10.4	12.2	14.1
Tax rate	NM	NM	NM	NM	NM	NM
Net income margin	12.7	10.9	4.0	4.7	5.9	7.4
ROCE	98.9	67.7	16.7	22.8	31.9	42.2
ROE	63.3	52.1	19.8	23.6	26.9	31.4
Interest cover	-14.8	-4.7	-4.2	-6.4	-8.9	-14.4
Debt/equity ratio	Neg.	14.8	191.1	111.5	67.6	37.4
Growth (%)		2022A	2023A	2024E	2025E	2026E
Sales		53.7	18.6	4.3	10.3	12.0
EBITDA		61.5	-30.2	3.5	20.6	22.0
EBIT		55.2	-49.6	19.6	29.8	29.5
Pre-tax income		31.2	-51.4	32.8	36.7	35.8
Net income		31.4	-56.9	23.4	37.7	41.4
Adj. net income		31.4	-56.9	23.4	37.7	41.4

NM: not meaningful; NA: not available; Neg.: negative; A: actual; E: estimates; Source: Company data and Intesa Sanpaolo Research

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Equity Research Publications in Last 12M

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Equity rating key: (long-term horizon: 12M)

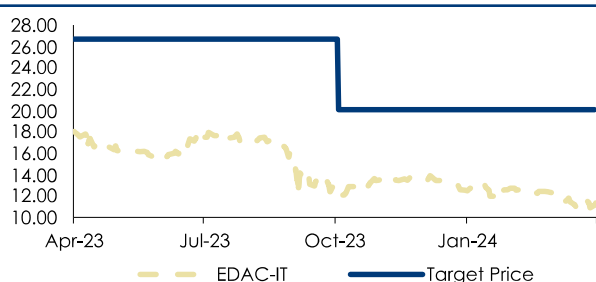
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EdiliziAcrobatica:**Target price and market price trend (-1Y)****Historical recommendations and target price trend (-1Y)**

Date	Rating	TP (EUR)	Mkt Price (EUR)
26-Oct-23	BUY	20.1	12.1

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