



EGM Analysis – 1Q24

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Agenda



EGM ALL COMPANIES



2024 NEW LISTINGS



OUR COVERAGE



EGM in 1Q24

Euronext Growth Milan is dedicated to dynamic and competitive listed SMEs seeking capital to finance growth through a balanced regulatory approach. Euronext Growth Milan offers a simplified path to listing, compared to the Euronext Milan, with minimum access requirements and fulfilments tailored to SMEs.

At the end of March 2024,

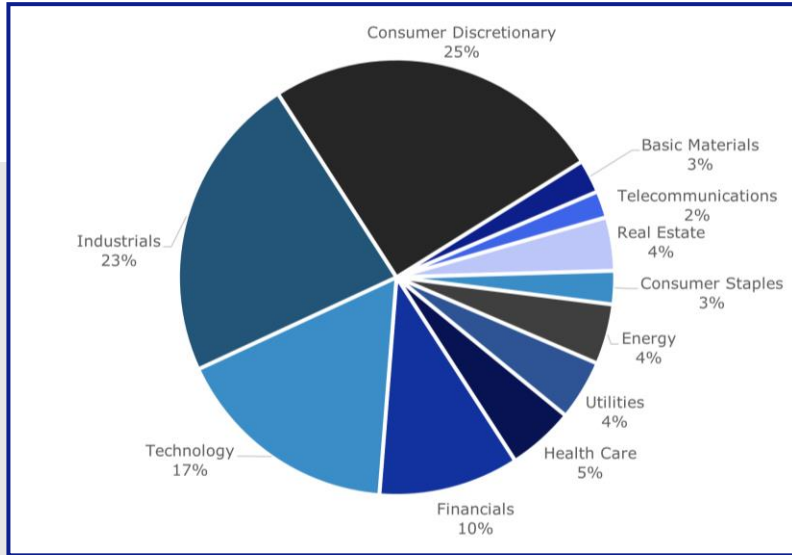
- EGM included **202 companies**, of which **5 new listings** since the beginning of the year.
- Year to date, EGM has raised **€13.4mln** from **IPO proceeds**, with an average of €2.7mln.
- 1 company moved from EGM to STAR (Mondo TV).
- Total market capitalization was €8.9bn.
- The **average market capitalization** was €39.1mln.

EGM by sector and geography

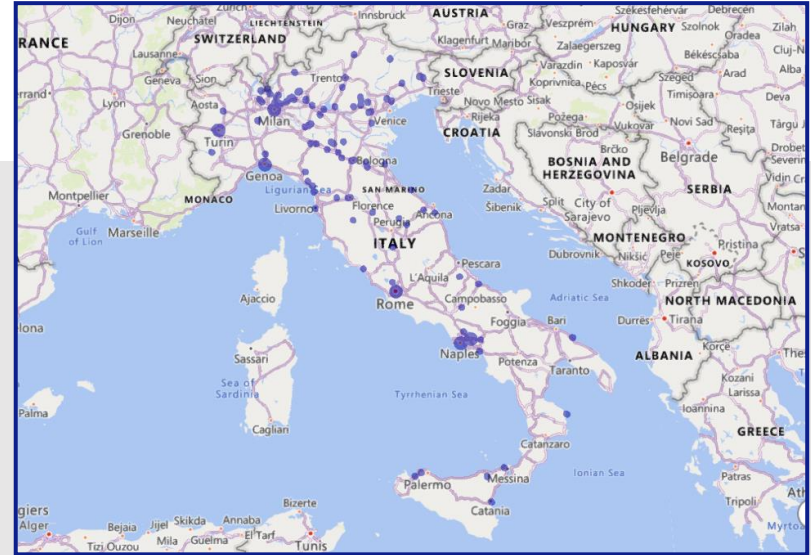


At the end of 1Q24, ~65% of listed companies on EGM were classified as Consumer Discretionary, Industrials and Technology.

Once again, most EGM companies come from the North of Italy, more precisely from the Milan area.



EGM segment by Sector
(as of March 31, 2024)



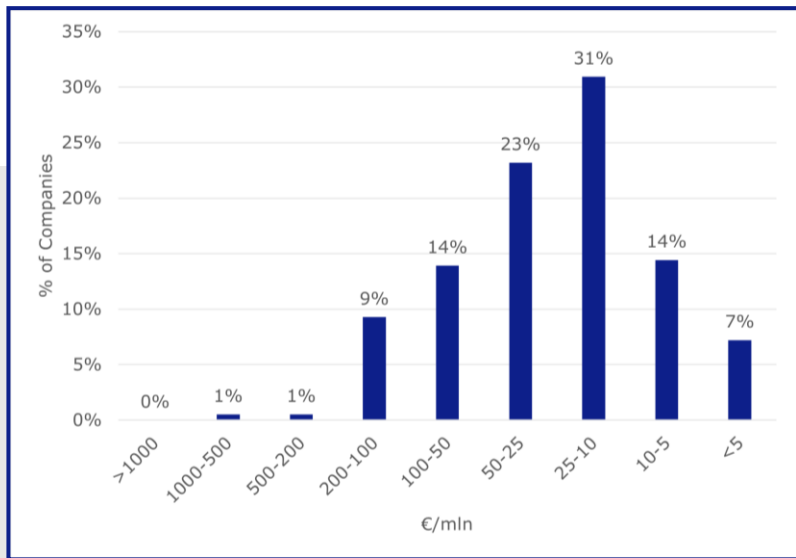
Geographical distribution of EGM segment

EGM by market capitalization and revenue

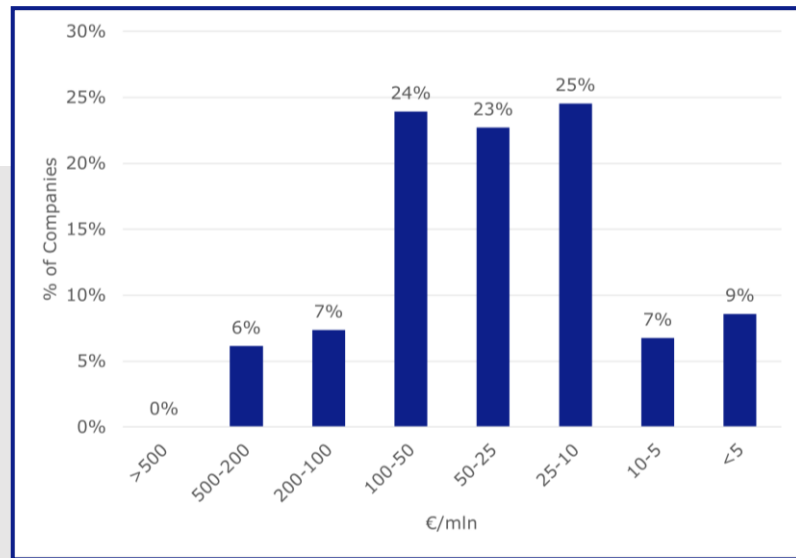


In the EGM, at the end of the 1Q24, 90% of the companies had a **market capitalization below €100mIn**, with 53% falling below the €25mIn threshold.

A similar distribution in terms of revenue: in FY23, 87% of EGM companies reported **revenue below €100mIn**, with 40% operating below the €25mIn mark.



EGM* segment by market capitalization
(as of March 31, 2024)



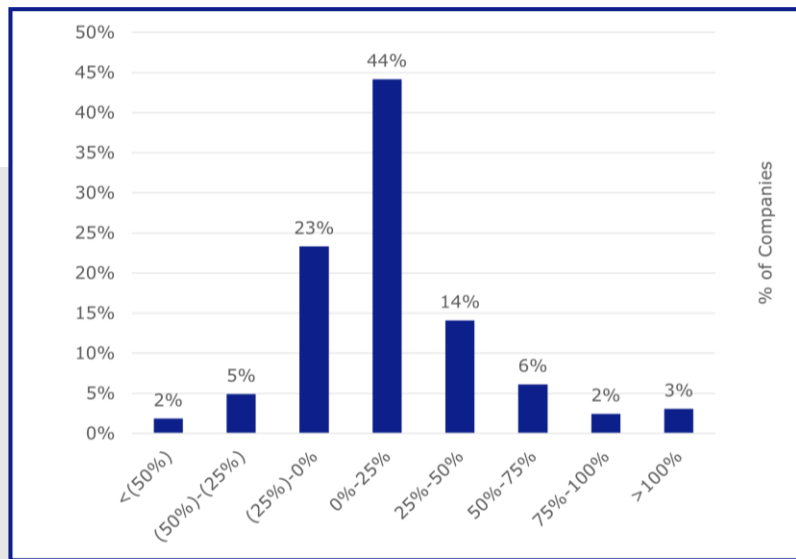
EGM* segment by FY23 Revenues

EGM by EBITDA

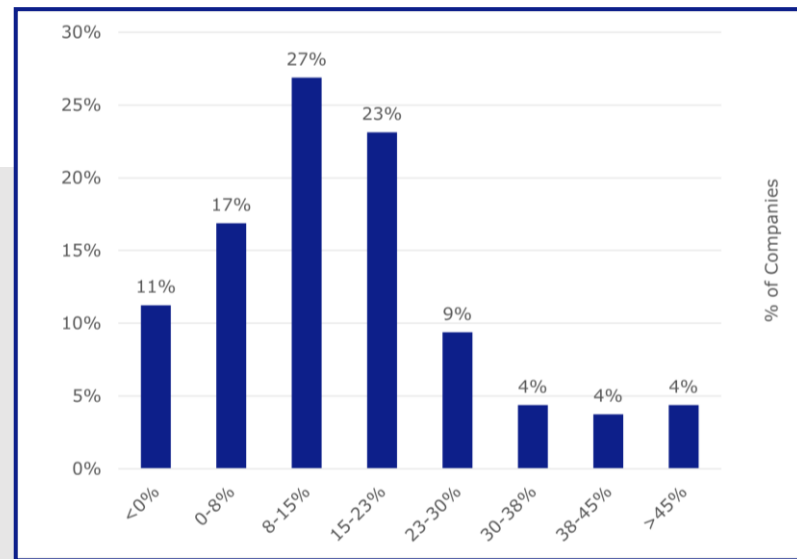


In FY23, 70% of the listed companies reported a **yoy Revenue growth**, averaging at 22%.

Furthermore, 44% of these companies reported an **EBITDA margin exceeding 15%**.



EGM* segment by FY23 Revenue growth yoy



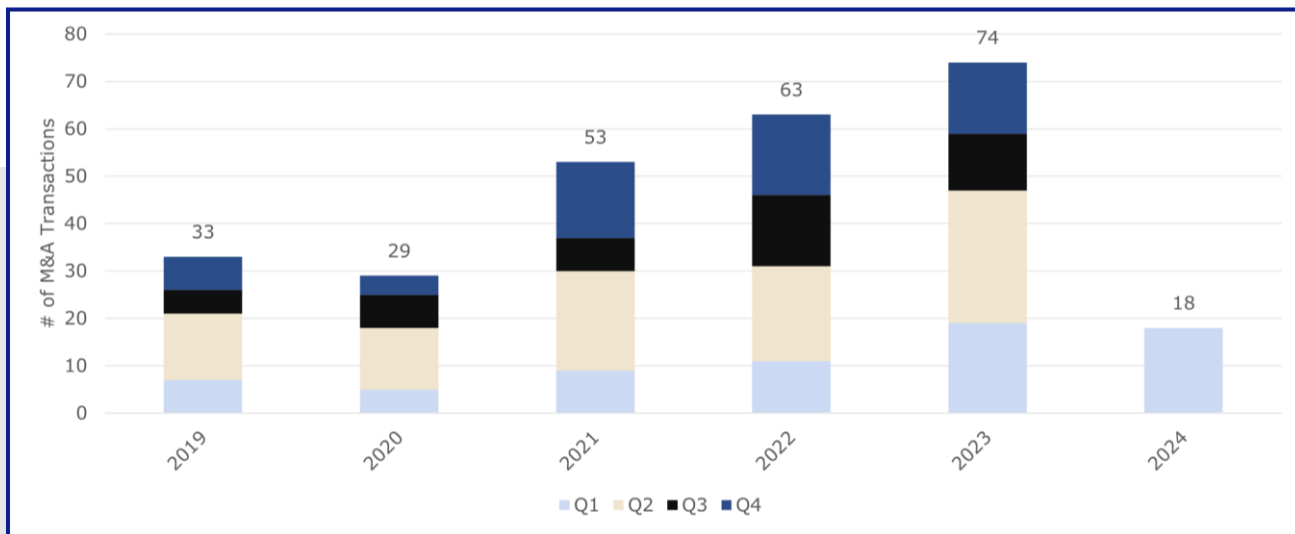
EGM* segment by FY23 EBITDA margin

EGM by M&A transactions



Over the past 5 years, except for the pandemic-related downturn, **M&A activity has been growing steadily**, peaking in 2023 with 74 deals.

In 1Q24, there were 18 M&A transactions, in line with the number recorded in the first quarter of last year (19).



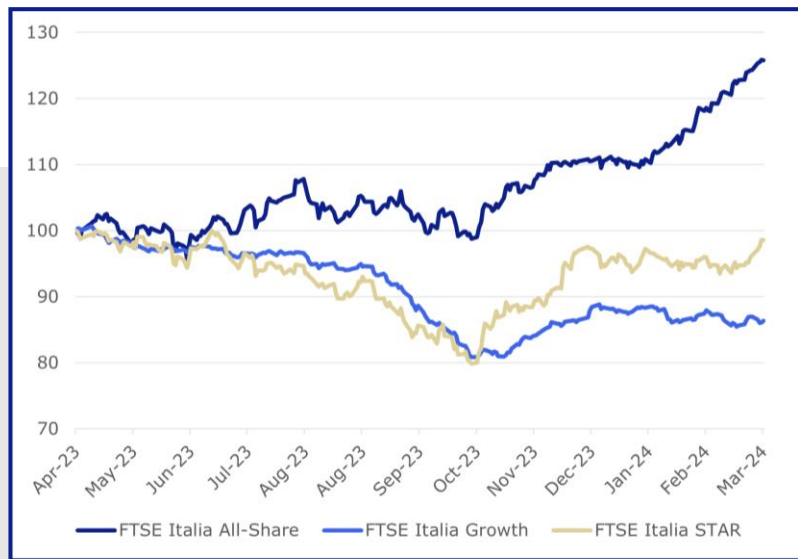
of M&A transactions in EGM* from 2019 to 1Q24

EGM relative performance

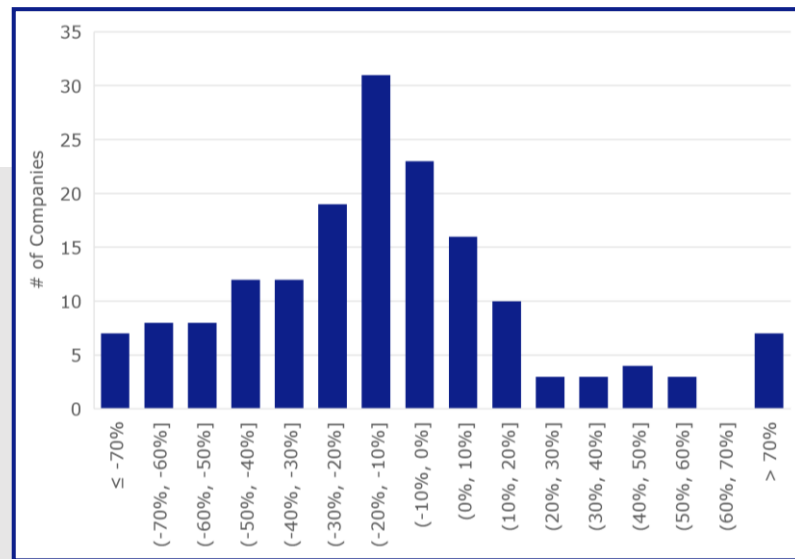


In relative terms, in the last 12M **EGM declined** by -13.7%, **underperforming** STAR which was down by -1.4% and FTSE Italia All Share, which surged by 25.8%.

115 companies (69% of the Index) reported negative returns in the last 12M, of which 54 between 0% and -20%.



12M relative performance



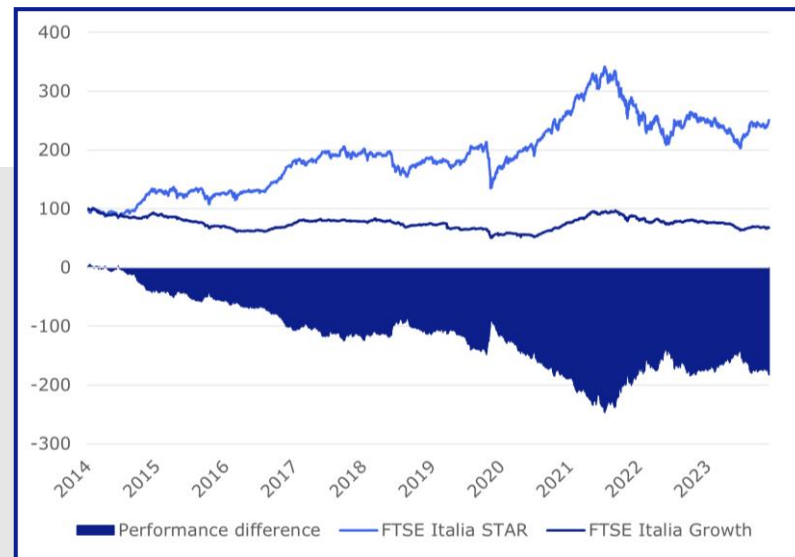
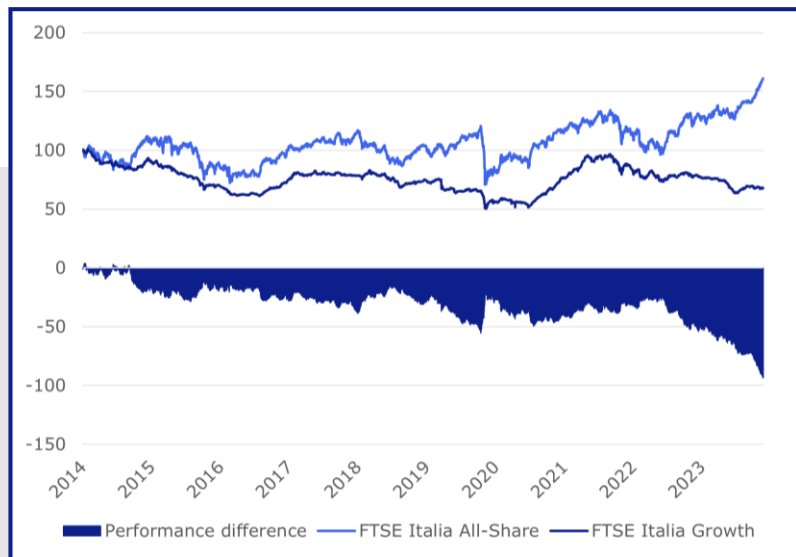
12M returns distribution

EGM performance divergence since 2023



The **performance gap** with the FTSE All Shares Index **widened further in early 2024**. However, we believe this trend is amplified by the financial sector's strong performance in the broader index.

In particular, the divergence from the FTSE Italia STAR Index, which has a more similar sector composition, remains more stable, although the **lack of liquidity** following the end of the support measures and the **preference for companies with a higher capitalization** continue to weigh heavily.



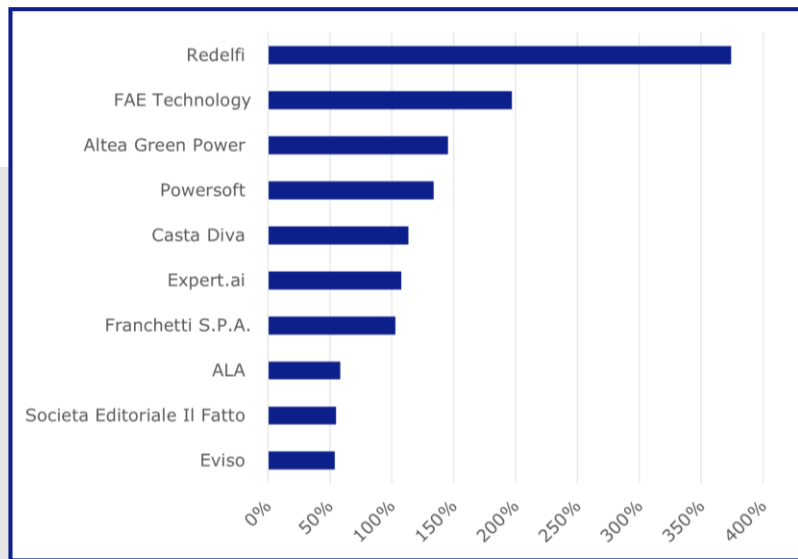
Indexes relative performance

EGM best and worst performers

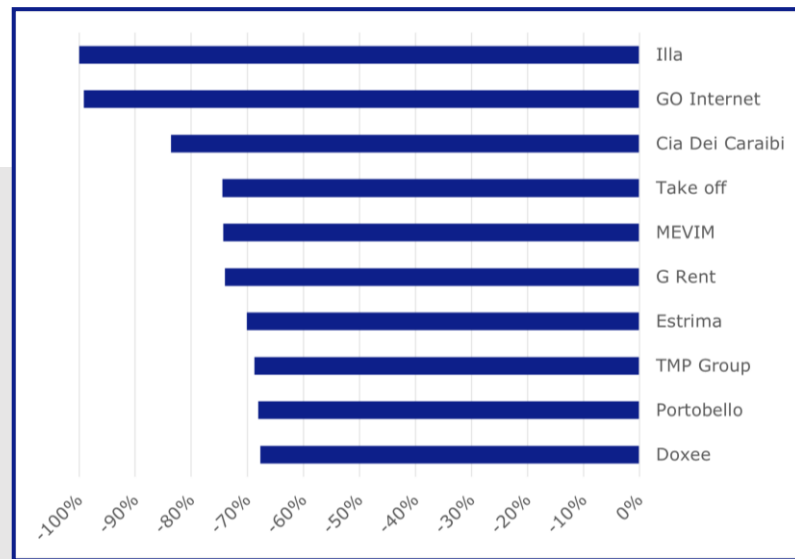


In the last 12M, the **average performance** of EGM-listed companies was **negative by almost 10%**.

Redelfi and FAE Technology were the best performers whereas Illa and GO Internet showed the biggest losses.



12M best performers
(as of March 31, 2024)



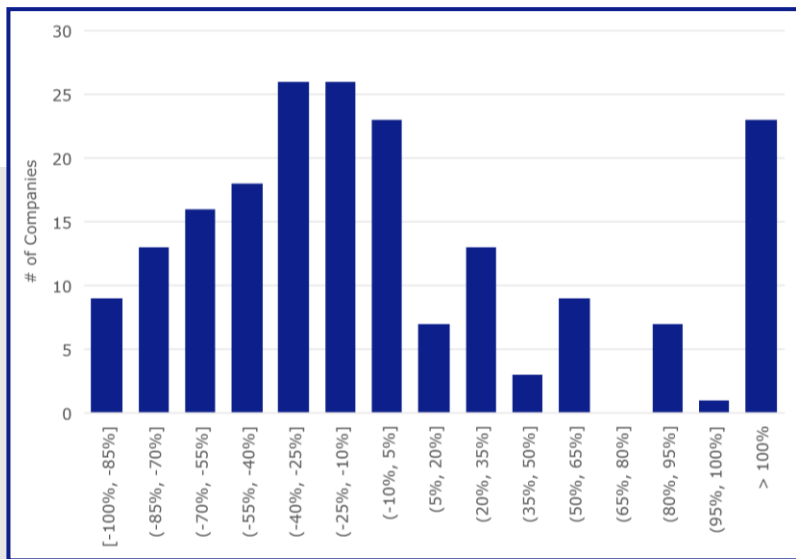
12M worst performers
(as of March 31, 2024)

EGM performance from IPO

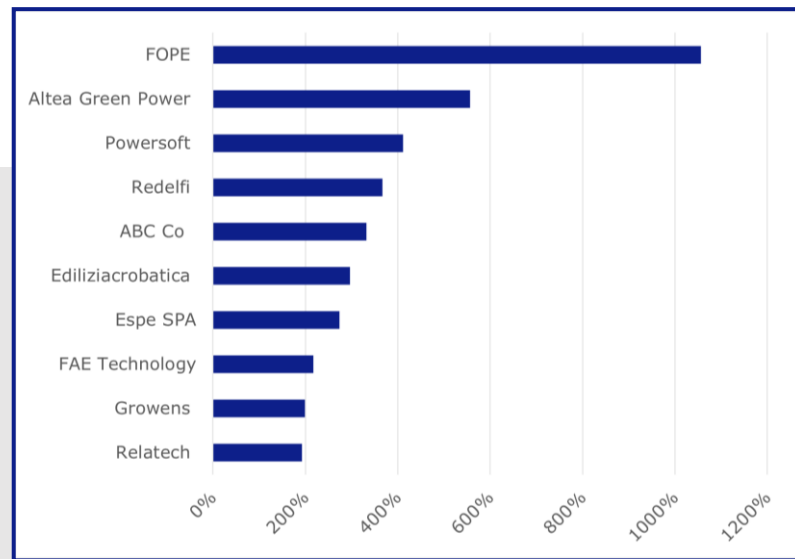


Since their IPO, over 60% of listed companies have experienced negative performance, indicating challenges within this market.

Among the best performers are FOPE and Altea Green Power.



Performance since IPO
(as of March 31, 2024)



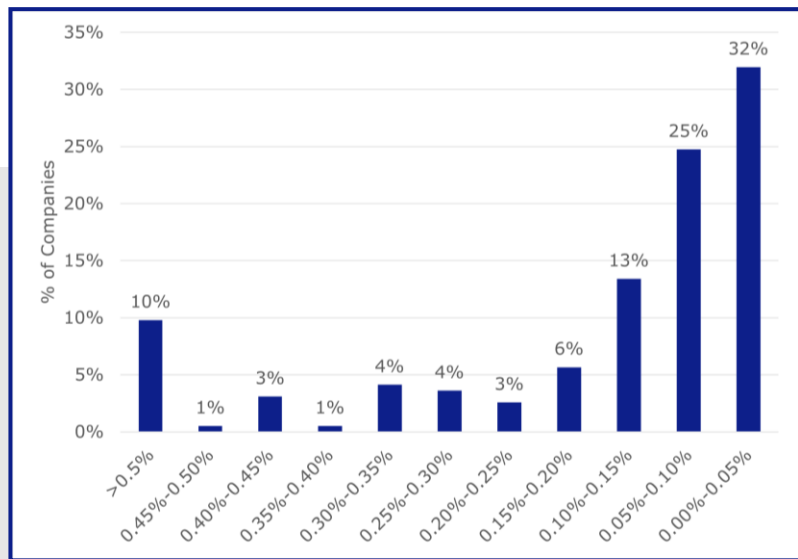
Best performers since IPO
(as of March 31, 2024)

EGM by daily traded volumes

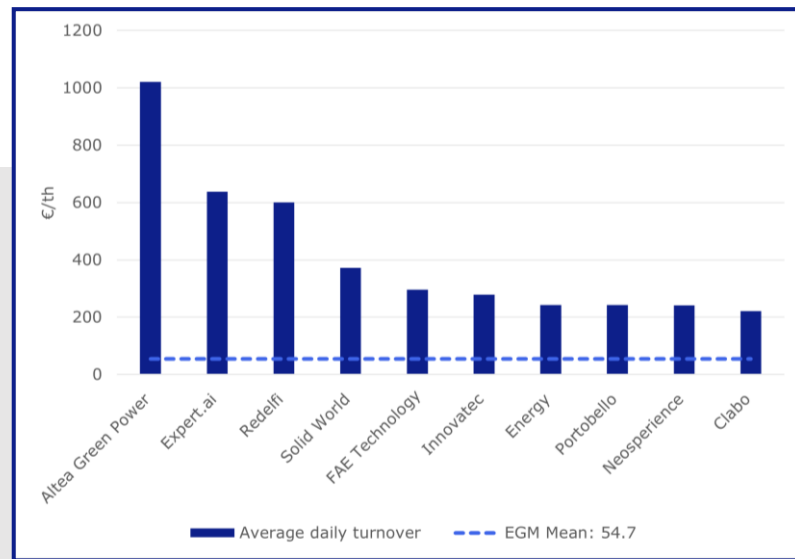


Liquidity remains the critical issue in the EGM.

In 1Q24, **57% of companies** traded **less than 0.1% of their market capitalization**. The average daily traded value was €54.7k.



1Q24 daily traded volume ratio to market capitalization



Top 10 for daily turnover in 1Q24

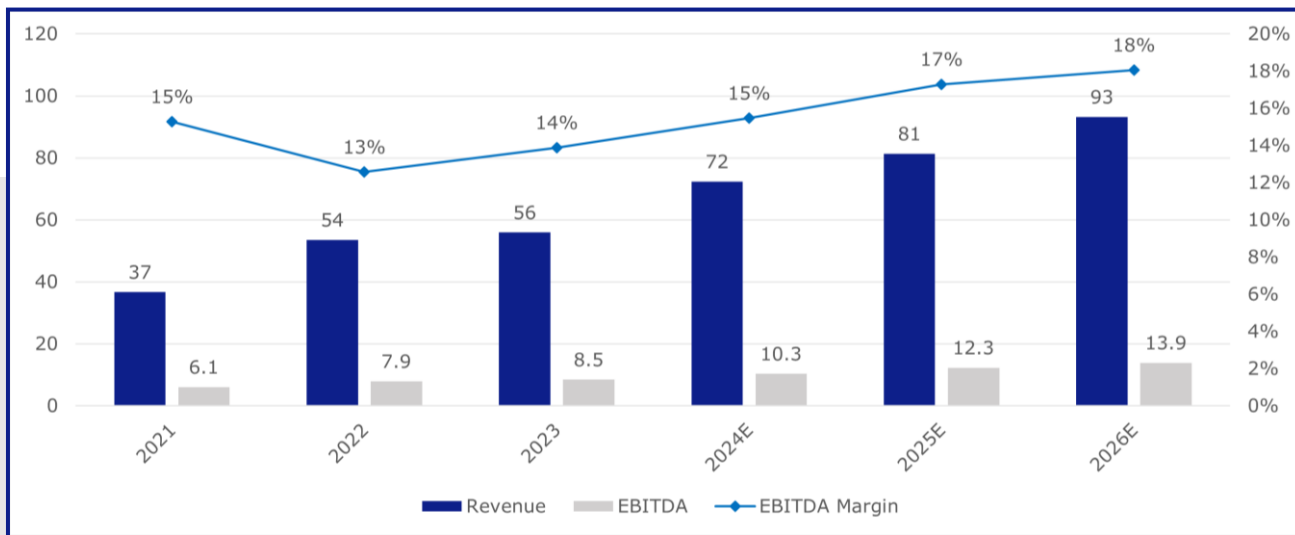
EGM results and consensus estimates



Since 2021, EGM companies have been **growing** in terms of revenue.

EBITDA margin rebounded in 2023 after shrinking in 2022 due to increasing raw material and services costs.

Revenue growth is expected to continue at a 19% CAGR in 2023-2026 and **EBITDA margin** is expected **to improve from its 2021 peak** as early as 2025.



EGM* Revenue, EBITDA and EBITDA margin (rhs) 2021-26E

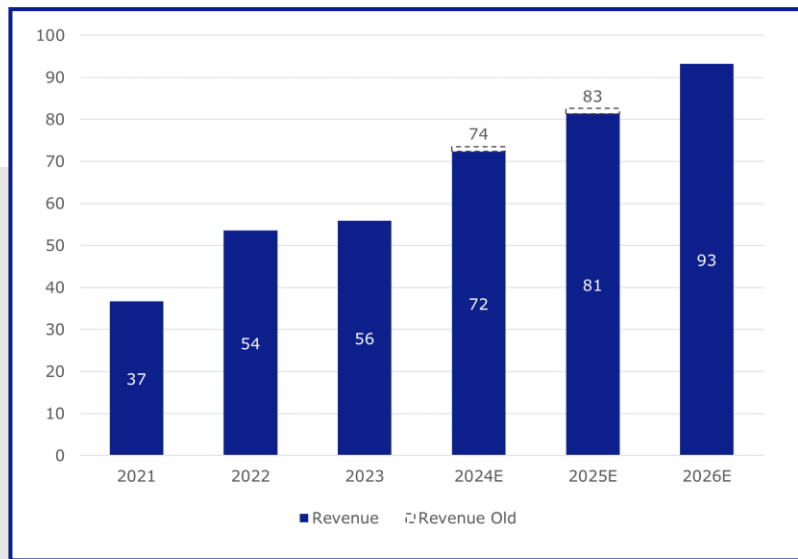
EGM and consensus estimates: what has changed?



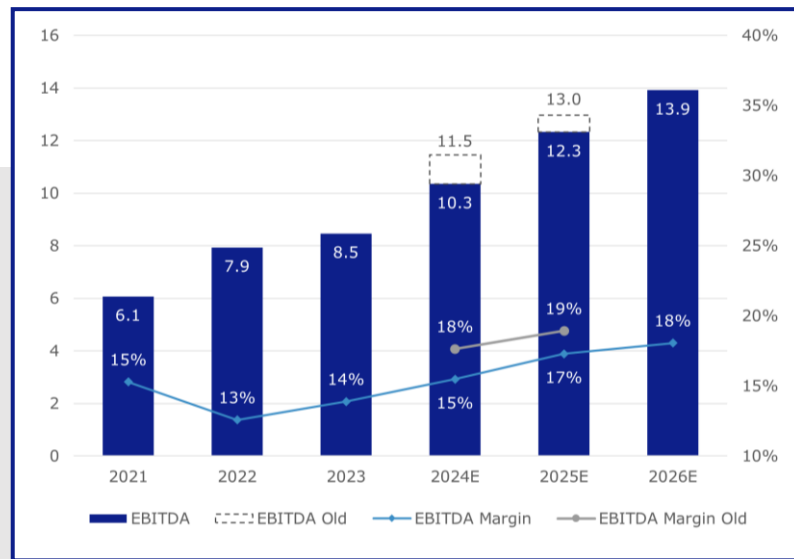
Since our last EGM report (in January) consensus has **reduced revenue and EBITDA expectations** for both 2024 and 2025.

In 2024, consensus now expects, on average, revenue at €72m, down 3% from previous €74m.

In terms of EBITDA margin, consensus cut its expectations in 2024 to 15% from previous 18%.



EGM* segment by Average Revenue



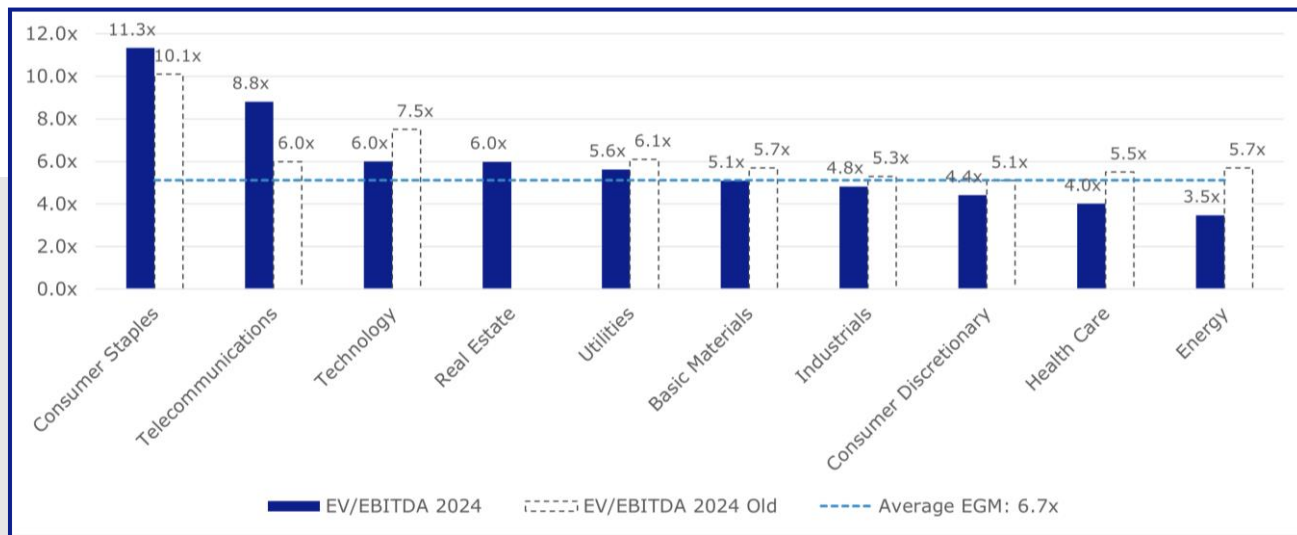
EGM* segment by Average EBITDA

EGM by market multiples



EGM shows an average EV/EBITDA 2024 (E) of 6.7x.

In sector comparison, Consumer Discretionary is no longer **the cheapest**, largely due to significant devaluation in Health Care and **Energy**, which now rank lowest with a multiple of 3.5x, down from 5.7x. **Consumer Staples** retains its position as **the most expensive** sector, with a multiple of 11.3x, up from 10.1x in the previous report.



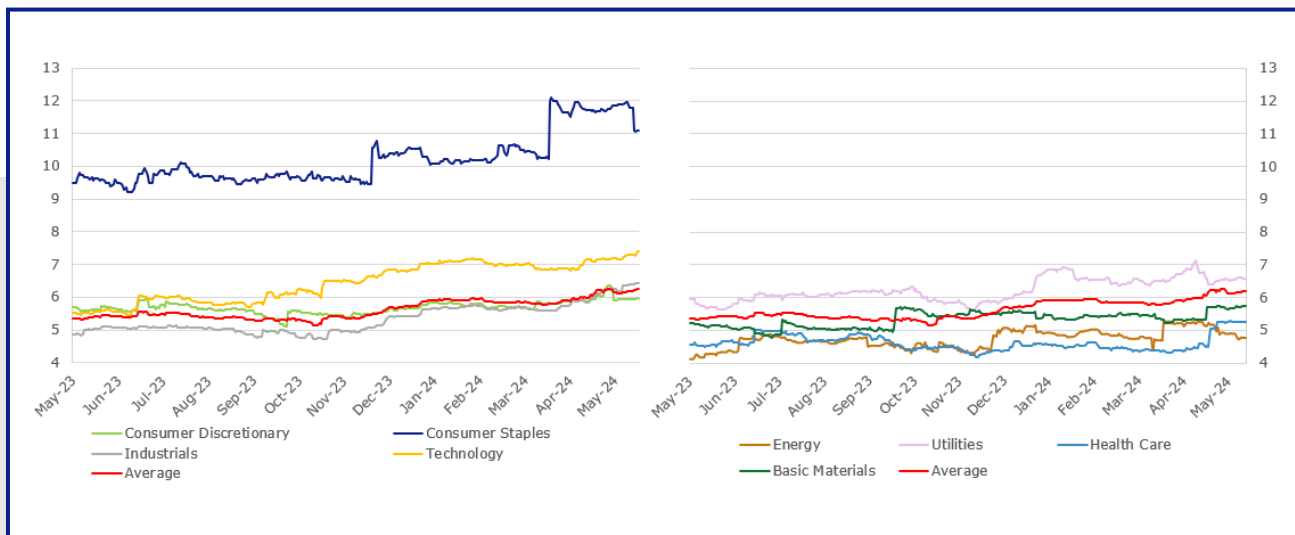
EGM EV/EBITDA 2024 (E) by Sector

EGM market multiples 1-year trend



In the last 12M, the **average EGM EV/EBITDA 1-year forward** moved from 5.4x to 6.3x.

All sectors experienced an expansion of multiples. Industrials and Technology showed **the largest 12M re-rating**, from 4.9 to 6.4 and from 5.5 to 7.4, respectively.



EV/EBITDA 1FY by sector (as of May 16)



Agenda



EGM ALL COMPANIES



2024 NEW LISTINGS



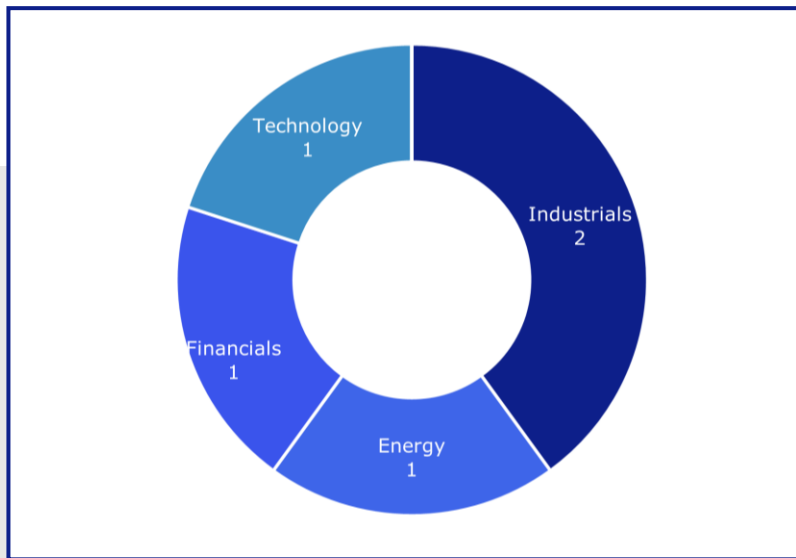
OUR COVERAGE

EGM IPOs by sector and market cap

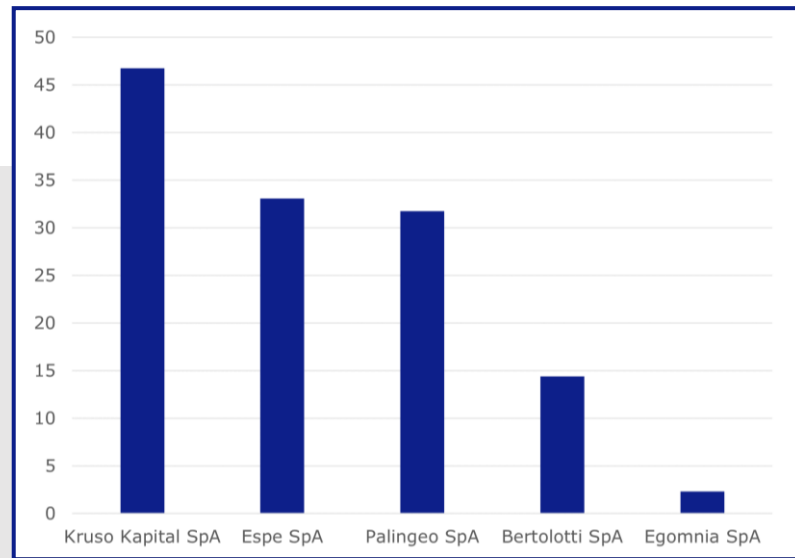


So far this year, there have been **5 IPOs** on the EGM market, down from 8 in the 1Q23.

Industrials confirmed as the dominant sector.



1Q24 New Listings by Sector

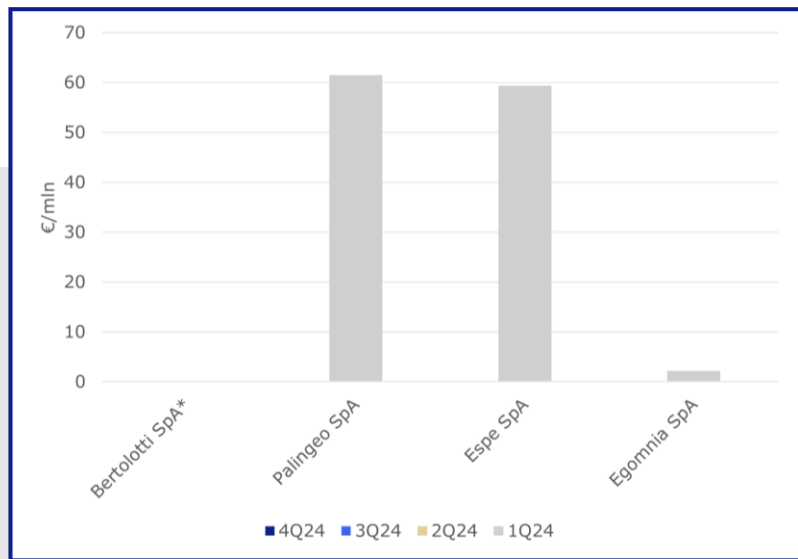


1Q24 New Listings by Market Capitalization

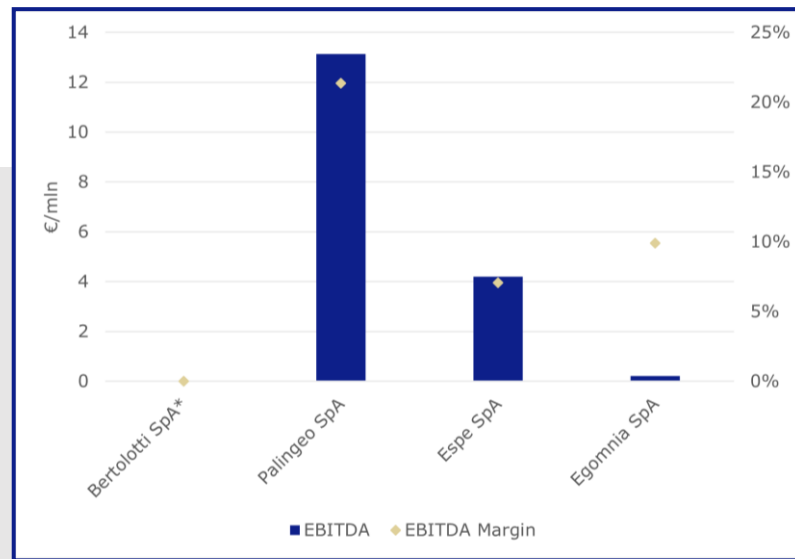
EGM IPOs by revenue and margin



Among the new listed companies, Palingeo SpA showed both the **largest top line** and **the best EBITDA margin** in 2023.



2024 IPOs by 2023 sales



2024 IPOs by 2023 EBITDA and EBITDA margin

*FY23 results not yet published.
Source: Bloomberg



Agenda



EGM ALL COMPANIES



2024 NEW LISTINGS



OUR COVERAGE^{*}

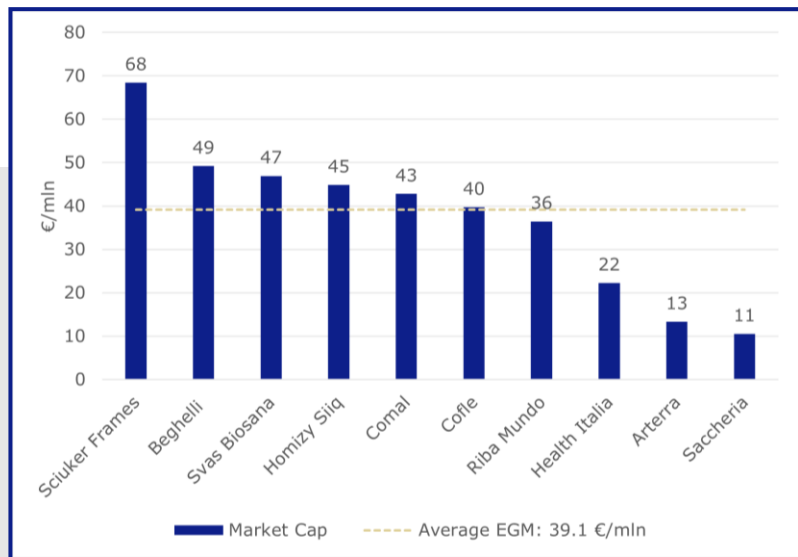
^{*}Find out our Equity Research [here](#)

Our Coverage by market data

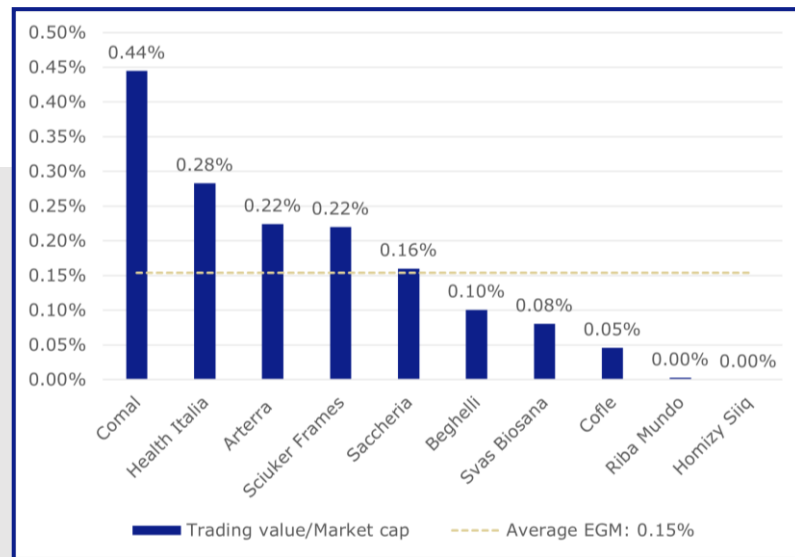


At the end of 1Q24, Companies in our Coverage had an **average market capitalization of €37.4mln**, slightly below the broader EGM average (€39.1mln).

In 1Q24, the **average ratio of daily traded value to market capitalization was 0.17%**, slightly above the EGM average (0.15%).



Our Coverage by Market Capitalization
(as of March 31, 2024)



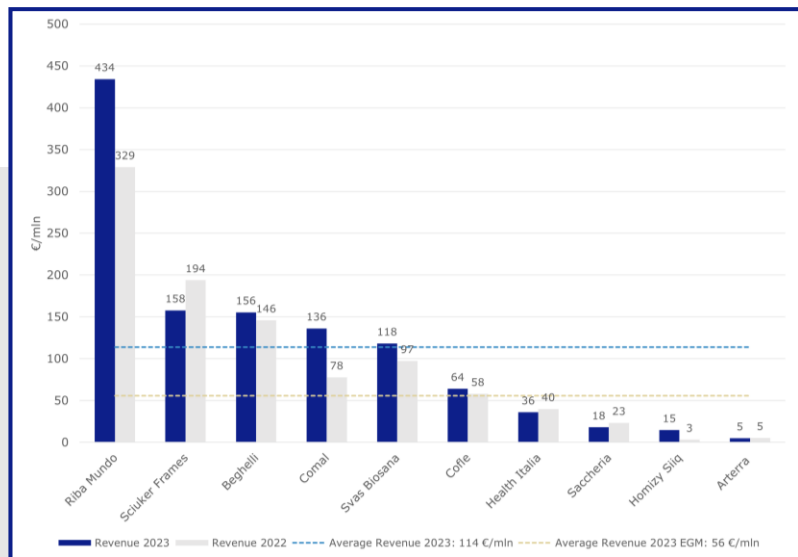
1Q24 daily traded volume ratio to market capitalization

Our Coverage by FY23 Revenue and EBITDA

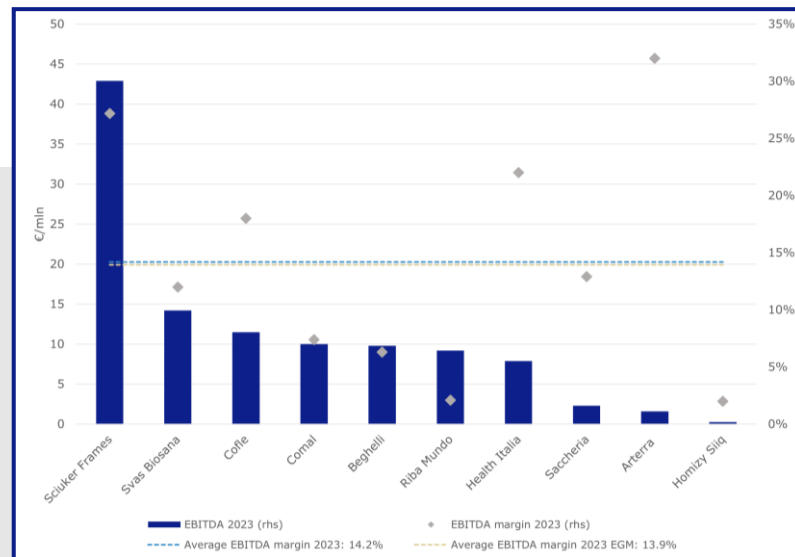


In terms of **2023 Revenue**, our Coverage showed an average of **€114m**, up 4% yoy and **double the EGM average** at €56m.

In 2023, the average **EBITDA margin** in our Coverage was **14.2%**, down from 20% in 2022 but still **higher than the EGM average** at 13.9%.



Our Coverage by 2023 revenues

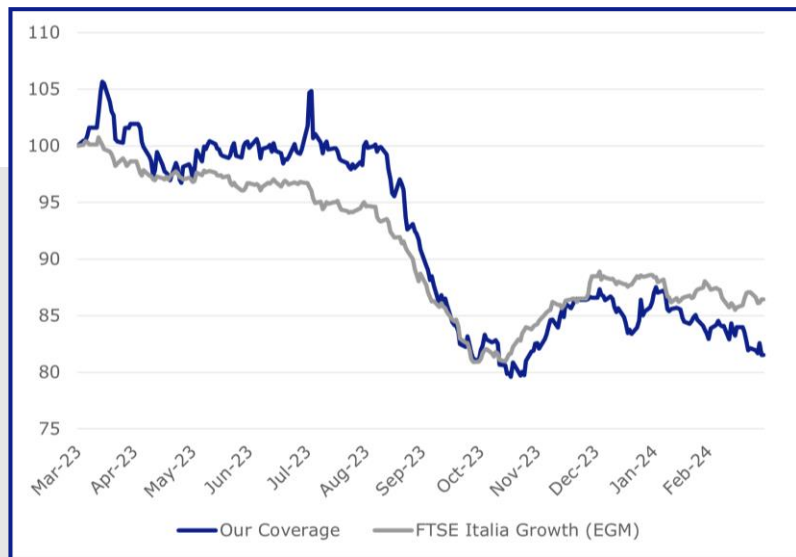


Our Coverage by 2023 EBITDA and EBITDA margin

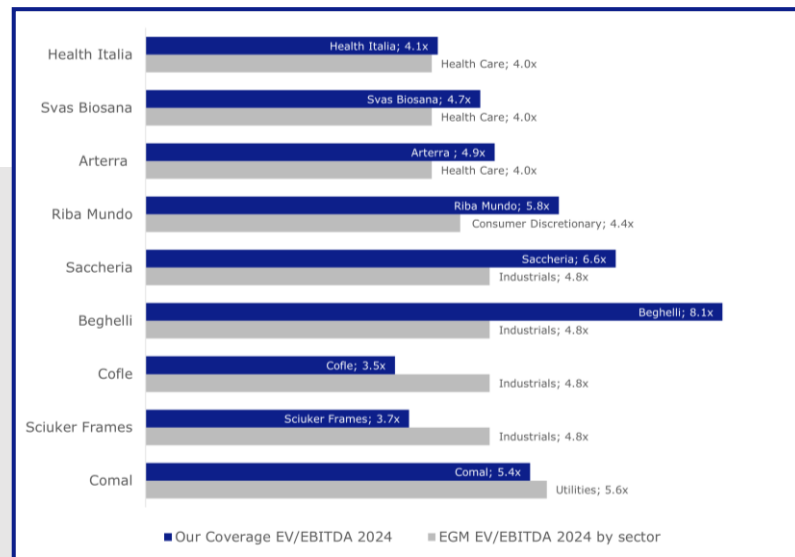
Performance and EV/EBITDA: our Coverage vs EGM



Despite most of the companies in our Coverage **trade at a premium** to its corresponding macro sector, in terms of EV/EBITDA 2024 (E), in Q1 2024, **our Coverage continued to underperform the EGM Index**, a trend that started in 4Q23.



12M relative performance: our coverages vs EGM



EV/EBITDA 2024 (E) of our coverages compared to EGM by sector

ARTERRA BIOSCIENCE



Recommendation	BUY
TP	€3.2

1-year Relative Performance



Relative Performance since IPO



- **Business Description:** Arterra Bioscience is an Italian, innovative SME, research-based biotech company with a strong know-how in biological science and an extensive experience in screening for the discovery of new active compounds with potential multiple industrial applications, such in Cosmetics, Nutraceutical, Agriculture and Agri-food.
- **Investment case:** Arterra keeps working on its corporate strategy to diversify into new-end markets and grow in Cosmetics even beyond Intercos and through Vitalab. Indeed, the Company set up a team of experienced managers in research and extraction processes, production optimization and business development.
- **FY23 results:** turnover at €3.3mln, down by 7% yoy, with cosmetics turnover dropping by 10% year-on-year to €2.7mln. The decline was mainly due to lower demand in China, although demand in Europe and North America remained strong. Despite a 25% EBITDA contraction, EBITDA margin remains high at 32% and net cash rose to €5.7mln from €5.5mln a year earlier, reflecting Arterra's robust cash generation. Over the 2017-2023 period, the company generated free cash flows averaging 45% of EBITDA. **In the 1Q24** revenue rose 26% yoy to €1.1mln driven by Cosmetics turnover up by 32% yoy.

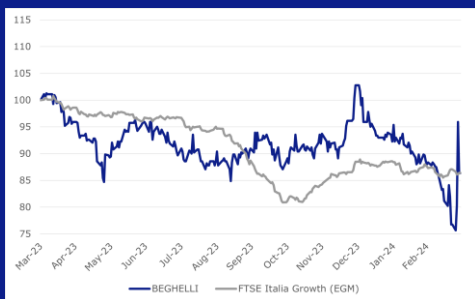
Company	EV / EBITDA	
	16/05/2024	2024 (E)
Croda International Plc	18.3x	15.5x
Symrise AG	16.2x	14.8x
Novonesis A/S Class B	18.7x	16.8x
Lonza Group AG	22.0x	18.3x
Ashland Inc.	11.6x	10.1x
OCI NV	7.1x	6.6x
Wacker Chemie AG	7.9x	6.0x
Mean	14.5x	12.6x
Arterra	4.9x	4.1x

- **Market performance:** Arterra has underperformed the EGM Index over the last 12M but showed signs of recovery in 1Q2024.
- **Multiple valuation:** Arterra trades at a deep discount to the average peer EV/EBITDA 2024-25 (E) of around 66% and 67% respectively.

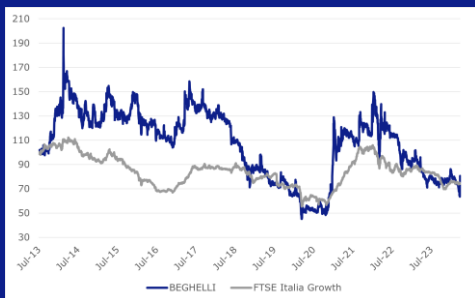
BEGHELLI

Recommendation	BUY
TP	€ 0.30

1-year Relative Performance



Relative Performance since IPO



- **Business Description:** Beghelli Group is an Italian company specialized in projecting, developing, manufacturing and marketing emergency and non-emergency lighting systems for industrial plants and home use. To a lesser extent, the Company is engaged in manufacturing electronic systems for domestic and industrial safety and in developing and producing safety wearable electronic devices.
- **Investment case:** Global Energy savings targets are expected to drive the demand for LED lighting and new technologies and are one of the main drivers in the industry. Even within the Emergency segment, the increasing attention to energy-saving is pushing the penetration of LEDs in the sub-industry, which is expected to see significant growth.
- **FY23 results:** Revenue increased by 8.5% yoy to €155.8mln. The adj. EBITDA margin was 6.1%, up by approximately 240bps yoy, mainly due to a significant reduction in industrial costs (particularly in relation to energy costs) and advertising and promotional costs. Nevertheless, the Group reported a Net loss equal to €9.3mln due to €3.7mln negative non-recurring items, as well as still high financial expenses. At the end of 2023, Net Debt declined to €52.3mln from €61.9mln at the end of 2022 thanks to the significant reduction in net working capital and the sale of two lots owned by the Chinese subsidiary.

Company	EV / EBITDA	
	16/05/2024	2024 (E)
Zumtobel Group AG	3.3x	3.4x
Signify NV	5.5x	5.2x
Fagerhult Group AB	10.5x	9.9x
Dialight plc	n.m	n.m.
Acuity Brands, Inc.	12.0x	11.7x
Mean	7.8x	7.6x
Beghelli SpA	8.1x	6.6x

- **Market performance:** Beghelli performed in line with the EGM Index over the last 12M.
- **Multiple valuation:** Beghelli trades at a premium of around 3% to the average peer EV/EBITDA 2024 (E), but at a discount of around 13% to the average peer EV/EBITDA 2025 (E).



COFLE

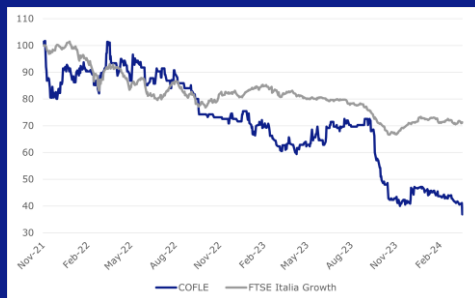


Recommendation	BUY
TP	€11.9

1-year Relative Performance



Relative Performance since IPO



- **Business Description:** Cofle is a multinational company operating as Original Equipment Manufacturer (OEM) mainly for top worldwide producers of Agricultural & Earthmoving machineries, but also for Luxury Automotive and Light Commercial vehicles manufacturers. Cofle is also active in the Aftermarket, specialized in the production of automotive parts on a global scale.
- **Investment case:** Cofle is strategically expanding its product offerings to meet evolving demand, focusing on electronic systems and optimizing its portfolio. Ongoing internal restructuring will enhance scalability and ESG standards.
- **FY23 results:** Total revenues (VoP) were €64.1mln. Adjusted EBITDA was €11.5mln, declining by 11.5% yoy with EBITDA margin losing 4.5pp to 17.9% driven by higher labour cost in Turkey. Net profit at €0.8mln, down 70% yoy, impacted by higher financing costs and a €2.7mln hyperinflation charge for Turkish subsidiaries. At the end of 2023, net debt rose to €5mln from €-0.8mln in 2022, due to €1.8mln dividends and €8.5mln CapEx allocated for logistics and electronics facilities.

Company	EV/EBITDA	
	2024 (E)	2025 (E)
Brembo N.V.	6.4x	5.9x
Comer Industries SpA	5.8x	5.4x
SKF AB Class A	6.8x	6.3x
CIE Automotive, S.A.	5.8x	5.5x
Kongsberg Automotive ASA	3.9x	3.2x
Suprajit Engineering Limited	14.4x	12.1x
Mayville Engineering Company, Inc.	6.2x	5.4x
SAF-HOLLAND SE	5.4x	5.1x
Mean	6.8x	6.1x
Cofle S.p.A.	3.5x	3.2x

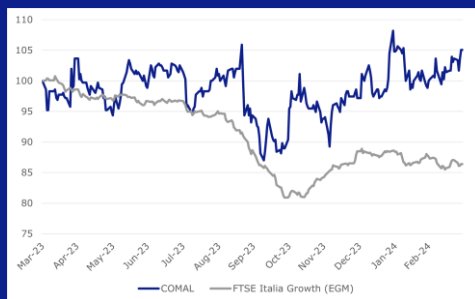
- **Market performance:** Cofle has underperformed the EGM Index over the last 12M.
- **Multiple valuation:** Cofle trades at a discount to the average peer EV/EBITDA 2024-25 (E) of around 49% and 48% respectively.

COMAL



Recommendation	BUY
TP	€5.0

1-year Relative Performance



Relative Performance since IPO



- **Business Description:** Comal is a leading player in Italy's solar energy systems sector. Specializing in delivering high-power photovoltaic (PV) plants, the Company employs the EPC-M (Engineering, Procurement, Construction Management) and O&M (Operation & Maintenance) formulas, covering the entire project lifecycle - from design and construction to installation, testing, commissioning and ongoing maintenance. Recently, Comal expanded its offerings by introducing a new business line focused on supplying solar trackers, leveraging its proprietary technology previously integrated into the EPC-M offering.
- **Investment case:** Comal, boasting robust expertise and a successful history of EPC-M project delivery, stands as the Italian frontrunner in a thriving market. Additionally, the Company intends to expand its product portfolio by initiating in-house manufacturing of PV modules starting in 2025.
- **FY23 results:** Value of Production surged by 75% yoy to €136.2mIn. EBITDA reached €10mIn, marking a 45% increase yoy, with an EBITDA margin of 7.4%, down by 150bps mainly due to higher service costs. At the end of 2023, Net debt climbed to €30.2mIn from €19.2mIn in 2022.

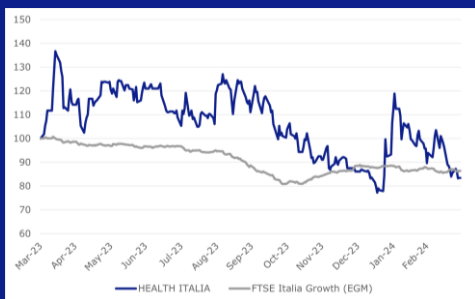
Company	EV / EBITDA	
	16/05/2024	2024 (E)
PLC S.p.A.	9.5x	5.8x
ESI S.p.A.	6.3x	4.1x
Grenergy Renovables S.A	11.7x	7.1x
OX2 AB	10.1x	6.6x
Quanta Services, Inc.	19.1x	17.1x
Soltec Power Holdings SA	4.1x	4.4x
Nextracker Inc. Class A	16.6x	14.6x
Array Technologies Inc	7.4x	5.9x
Median	9.8x	6.3x
Comal S.p.A.	5.4x	3.8x

- **Market performance:** Comal has overperformed the EGM Index over the last 12M.
- **Multiple valuation:** Comal trades at a discount to its peers' EV/EBITDA 2024-25 (E) of around 45% and 40% respectively relative to the median.

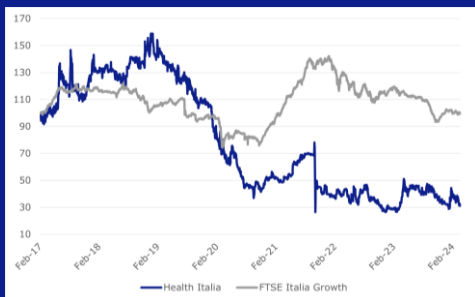
HEALTH ITALIA

Recommendation	BUY
TP	€430

1-year Relative Performance



Relative Performance since IPO



- **Business Description:** Health Italia SpA is a leading Italian operator in Healthcare and Welfare offering integrated solutions to corporates, their employees, and families. Health Italia provides solutions for better access to Healthcare and Welfare, also through its own (Health Point) facilities and best-in-class Telemedicine services.
- **Investment case:** Over the past 10 years, there has been an increasing demand for private integrated Health Insurance and Welfare plans as both an alternative to public offerings. Welfare has been recently expanding as a corporate benefit and a means of employee retention as it can be integrated with different Healthcare services.
- **FY23 results:** turnover declined by 9% yoy to €35.7mIn, mainly due to the spin-off of Real Estate (Health Property) and Nutraceuticals (Be Health). Despite revenue decline, EBITDA was flat at €7.9mIn with margin improving 2pp to 22% thanks to cost optimization strategies and improved marginality. At the end of 2023, adjusted Net debt stood at €9.3mIn down from €12.4mIn following the reimbursement of €10mIn convertible bond and given robust operative cash flows.

Company	EV / EBITDA	
	16/05/2024	2024 (E) 2025 (E)
Marsh & McLennan Companies, Inc.	16.2x	15.1x
Aon Plc Class A	14.7x	12.9x
Willis Towers Watson PLC	11.3x	10.5x
Arthur J. Gallagher & Co.	17.3x	15.1x
Elevance Health, Inc.	11.0x	10.0x
Humana Inc.	12.4x	10.8x
Edenred SA	9.7x	8.7x
Mean	13.2x	11.9x
Health Italia	4.1x	3.6x

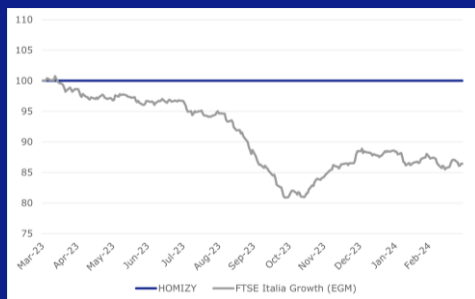
- **Market performance:** Health Italia performed in line with the EGM Index over the last 12M.
- **Multiple valuation:** Health Italia trades at a deep discount to the average peer EV/EBITDA 2024-25 (E) of around 69% and 70% respectively.



HOMIZY

Recommendation	BUY
TP	€5.26

1-year Relative Performance



Relative Performance since IPO



- Business Description:** Homizy is a build-to-rent company specialized in co-living with two owned buildings in Milan undergoing construction works. Once renovations are completed (YE 2024) Homizy will rent 578 rooms, targeting young professionals and students looking for single rooms in shared apartments or studios. The offering consists of fully furnished new flats among an aging real estate stock, optimized floor plans developed for coliving, digital onboarding and competitive all-in pricing.
- Investment case:** Milan dominates Italy's co-living market, with single room prices averaging €626/month in summer 2023, expected to reach around €800 when considering all costs. This is fueled by factors like low unemployment, projected population growth by 2031, and the city's appeal as a hub for leading universities and arts institutions.
- FY23 results:** The Company is in a start-up phase with total revenues only from other revenues, which refer to changes in fixed assets. Total revenues were €14.8mln in FY23 and €3.2mln in FY22 and are offset by costs of services and raw materials. Net debt was €7mln in FY23 with €230k of liquidity.

Company	EV / EBIT	
	2024 (E)	2025 (E)
UNITE Group plc	29.7x	27.4x
Xior Student Housing N.V.	24.5x	22.1x
Irish Residential Properties Rf	18.4x	14.3x
Empiric Student Property Plc	19.8x	18.1x
Mean	23.1x	20.5x
Homizy S.p.A.	23.9x	17.7x

- Market performance:** In the past year, Svas Biosana underperformed the EGM index.
- Multiple valuation:** Homizy trades at a premium of around 3% to the average peer EV/EBIT 2024 (E), but at a discount of around 14% to the average peer EV/EBIT 2025 (E).



RIBA MUNDO TECNOLOGIA



Recommendation	BUY
TP	€35.8

Relative Performance since IPO



- **Business Description:** Riba Mundo is a Tech Company operating in the global B2B commerce of Consumer Electronics. Its competitive advantage is its unique proprietary Big Data software, MarVin, which matches worldwide supply and demand of Consumer Electronics and releases the best price; furthermore, MarVin manages stock availability securing the best inventory turnover and time to market.
- **Investment case:** Global Consumer Electronics turnover in 2022 was \$1.1tn and is expected to grow at 2.5% CAGR in 2022-2027E.
- **FY23 results:** Total revenues increased by 31.9% yoy to €434.2mln. Adj. EBITDA came in at €9.2mln (+23% yoy) with a margin of 2.1%. Net income dropped to €0.7mln from €5.0mln in FY22 due to (i) non-recurring expenditures related to the IPO (€1.2mln), (ii) a €0.8mln impairment of the equity stake in ePRICE IT S.r.l. (ex PB Online S.r.l.) and (iii) financial expenses amounting to some €5mln to remodulate the financial structure of the Company. At the end of 2023, Net Debt increased to €36.0mln from €17.5mln at the end of 2022, the increase mainly stemmed from the strategic decision to curtail DPOs, aimed at bolstering profit margins. **In 1Q24**, revenue surged to €109.5mln, up 24% yoy from €88.2mln in 1Q23. Orders rose to 17,335 units (+77% yoy), with units sold reaching 1,162,069 (+88% yoy).

Company	EV / SALES	
	16/05/2024	2024 (E) 2025 (E)
Esprinet S.p.A.	0.1x	0.1x
ALSO Holding AG	0.3x	0.2x
DistiIT AB	0.2x	0.3x
Arrow Electronics, Inc.	0.4x	0.4x
TD SYNEX Corporation	0.2x	0.2x
PC Connection, Inc.	0.5x	0.5x
SeSa S.p.A.	0.5x	0.5x
Median	0.3x	0.3x
Riba Mundo Tecnologia S.A.	0.1x	0.1x

- **Market performance:** Riba Mundo slightly underperformed EGM Index since its IPO.
- **Multiple valuation:** Riba Mundo trades at a discount to its peers' EV/SALES 2024-25 (E) of around 45% and 49% respectively relative to the median.

SACCHERIA

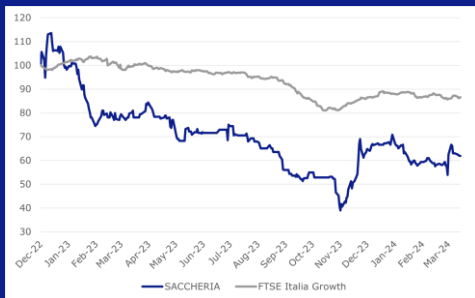


Recommendation	BUY
TP	€2.0

1-year Relative Performance



Relative Performance since IPO



- **Business Description:** Saccheria is a trader of industrial packaging products focused on FIBC (Big Bags). Other products sold are small bags, box bags, fertilizer bags, courier/special products and fabrics. Products are used in several sectors including waste disposal, chemical, construction, agricultural and food.
- **Investment case:** Saccheria, with its long-standing historical presence is among the top 3 players in Italy, the competitive edge is strengthened by being the only Company in the segment with a B2B e-commerce.
- **FY23 results:** revenue declined by 23.2% yoy to €17.8mln, due to i) hard comparable base, supported by a contract worth €0.7mln and heightened purchase and selling prices; ii) negative climatic trends in 1H23; iii) change of credit risk policy. Following lower yoy sales, EBITDA declined by 4.1% yoy to €2.3mln, though margin improved by +2.6pp to 12.9%. . In FY23 net debt declined to €1.2mln (from €5.3mln in FY22) thanks to favorable movements in NWC.

	EV/EBITDA	
	2024 (E)	2025 (E)
Smurfit Kappa Group PLC	6.9x	6.4x
DS Smith Plc	7.5x	7.3x
Cabka N.V.	6.2x	5.3x
Grifal SpA	6.6x	5.5x
Billerud AB	6.4x	5.3x
Mayr-Melnhof Karton AG	6.1x	5.2x
Bewi ASA	8.7x	6.8x
Mean	7.0x	6.0x
Saccheria F.Lli Franceschetti - S.P.A.	6.6x	5.8x

- **Market performance:** In the past year, Svas Biosana underperformed the EGM index.
- **Multiple valuation:** Saccheria trades at a discount to the average peer EV/EBITDA 2024-25 (E) of around 6% and 3% respectively.

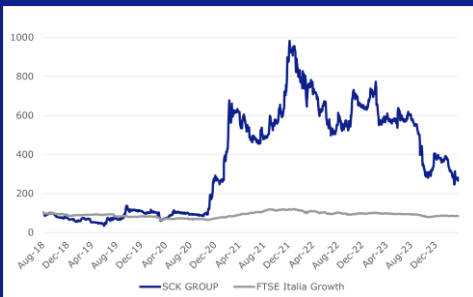
SCIUKER FRAMES

Recommendation	BUY
TP	€9

1-year Relative Performance



Relative Performance since IPO



- **Business Description:** SCK Group is the leading Italian company in the design and production of environmentally sustainable windows and has established the first Made in Italy window and sunscreen design cluster.
- **Investment case:** There are approximately 25mln residential buildings in Italy and around 60% of these are in inefficient energy classes (class F-G), responsible for 45% of CO2 emissions. According to Eurostat, 40% of the population intends to renovate their homes in the next 3-5 years. The "window" plays a crucial role in urban development and energy efficiency upgrade of our cities. The European Commission is committed to a 55% reduction in GhG by 2030 (compared to 1990) and to become the first climate-neutral continent by 2050.
- **FY23* results:** Value of Production came in at €157.8mln (-18.55% yoy), with the decrease mainly driven by the completion of the Superbonus and Super-Sismabonus construction projects, resulting in a significant reduction in work in progress by the end of 2022. Adj. EBITDA was €42.9mln with the margin improving to 27.18% from 21.7% in FY22. At the end of December 2023, Net Debt was €77mln, a figure that includes acquisition completion financial liabilities, earn-outs per acquisition agreements and acquired companies' financial debts.

Company	EV / EBITDA	
	16/05/2024	2025 (E)
Deceuninck nv	3.9x	3.8x
Inwido AB	8.4x	7.2x
Eurocell Plc	4.2x	3.8x
Apogee Enterprises, Inc.	8.6x	8.3x
EdiliziAcrobatica SpA	11.0x	9.3x
Nusco SpA	3.3x	2.9x
Median	6.3x	5.5x
Sciuker Frames SpA	3.7x	3.5x

- **Market performance:** SCK Group significantly overperformed the EGM index since its IPO.
- **Multiple valuation:** SCK Group trades at a discount to peers' EV/EBITDA 2024-25 (E) of around 41% and 35% respectively.

*FY23 results are still preliminary.



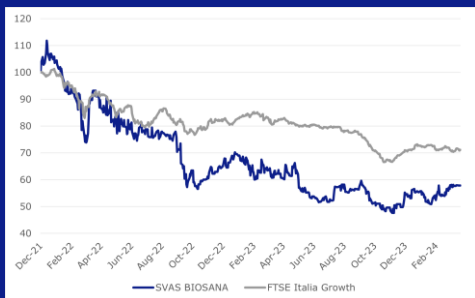
SVAS BIOSANA

Recommendation	BUY
TP	€13.5

1-year Relative Performance



Relative Performance since IPO



- **Business Description:** Svas operates in Medical Devices, acting as a producer and distributor through 5 business units. Farmex produces and sells incontinence products; Svas distributes consumables addressed to a vast range of medical and surgical situations; Medical produces and sales procedural packs; Mark Medical and Bormia are both distributors of medical devices in foreign countries.
- **Investment case:** Svas Biosana has a solid M&A track record highlighted by the recent acquisition of Bormia; moreover, the Company plans to expand its product range with a focus on the incontinence business, medical gel portfolio, pain therapy products, and custom packs.
- **FY23 results:** revenues rose by 21.7% yoy (+14.4% like-for-like) to €118.3mIn, supported by the ramp up of surgical and diagnostic activities, as health facilities recovered backlogs from the pandemic period. EBITDA rose by 19.7% yoy to €14.2mIn thanks to higher revenue growth, despite higher material costs from production (Farmex) which led to an EBITDA margin contraction of 0.2pp yoy to 12.0%. Net debt rose to €23.8mIn from €21.7mIn at the end of FY22 due to higher ONWC and CapEx.

Company	EV/EBITDA	
	2024 (E)	2025 (E)
GVS S.p.A	11.9x	10.1x
Medtronic Plc	13.7x	12.9x
Coloplast A/S Class B	24.1x	21.5x
ConvaTec Group Plc	11.3x	10.2x
Stryker Corporation	22.1x	19.9x
Becton, Dickinson and Company	13.6x	12.4x
Cardinal Health, Inc.	9.0x	8.6x
Terumo Corporation	18.9x	17.1x
Teleflex Incorporated	12.7x	11.4x
Integra LifeSciences Holdings Corporation	9.3x	8.6x
Shandong Weigao Orthopaedic Device Co., Ltd. Class A	6.5x	6.0x
Ontex Group N.V.	7.2x	6.6x
Medica SpA	7.1x	6.1x
Mean	12.9x	11.6x
Svas Biosana S.p.A.	4.7x	4.3x

- **Market performance:** In the past year, Svas Biosana overperformed the EGM index.
- **Multiple valuation:** SVAS trades at a discount to peers' EV/EBITDA 2024-25 (E) of around 63%.





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