Banca Profilo

Company Update

Company:	Rating:	Target Price:	Sector:
Riba Mundo Tecnología	**BUY (unchanged)**	**€10.0 (from €14.0)**	**Consumer Electronics Wholesalers**

1Q25 worsens fire's impact on FY25E

May 15th, 2025 at 18:00

1Q25 revenues and volumes plunge; ePRICE not spared

Unaudited consolidated revenues for 1Q25, released on May 9th, 2025, came in at €57mln (-47.9% yoy), with Riba Mundo contributing €53.9mln (-50.8% yoy) and ePRICE just €3.1mln. This equates to only 18.6% of our previous FY25E revenue forecast *[Please refer to our Company Update on 28th April 2025]*, compared to 25% of FY revenues achieved in the same period last year. The number of orders for Riba Mundo standalone amounted to 7,861 in the 1Q25 compared to 17,335 in the 1Q24 (-54.7% yoy), and the number of units sold amounted to 500,939 units in the 1Q25 compared to 1,162,069 units in the 1Q24 (-56.9% yoy).

Debt restructuring needed after €25.3mln fire and liquidity issues

A fire at Riba Mundo's Valencia warehouse in late January 2025 caused €25.3mln in damage. Operations resumed on February 11th, with undamaged goods valued at €6mln and an additional €2mln delivered post-reopening. Despite no injuries and full insurance coverage, the Company faced significant operational disruptions. Management quickly secured a nearby warehouse and adapted logistics, maintaining client relationships and generating revenue, albeit significantly below last year's levels. To address financial instability, Riba Mundo filed a formal notice with the Court of Valencia on April 24th, 2025, initiating creditor negotiations under Spain's Bankruptcy Law. This marks the start of a debt restructuring process to restore profitability in the short to medium term. On May 14th, 2025, Riba Mundo received the first €10mln insurance payout to cover the damages caused by the January warehouse fire.

FY25-27E estimates: 1Q25 triggers a further FY25E cut

The Riba warehouse fire worsened operations and financial distress; the following estimates assume successful debt restructuring. In our April 28th update, we estimated a ~40% drop in daily revenue post-fire based on management's disclosure of €32mln revenue from Jan 1–Feb 11, 2025, leading to a proportional cut in our FY25 forecast. ePRICE's outlook remained unchanged at that time, as its operations were unaffected. Following weak 1Q25 results, we have further revised down our FY25 revenue estimates: Riba Mundo is now expected to generate €223mln (previously €268mln, -17%) and ePRICE €14mln (previously €39mln, -64%). The sharp revision for ePRICE reflects a business model reliant on inventory purchased and resold through Riba Mundo, which leveraged its scale and financial strength to secure bulk discounts. This brings our consolidated FY25 revenue estimate to €237mln, with 1Q contributing 24% of the total, reflecting a cautious approach, despite 4Q typically accounting for the largest share in a normal year.

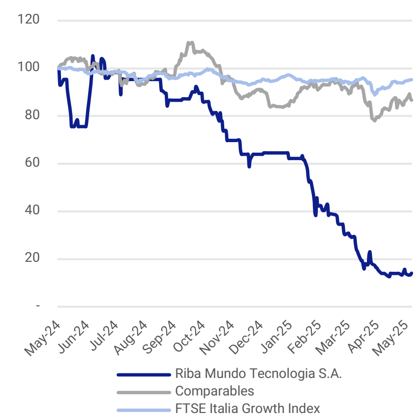
Valuation: 12-month TP cut to €10.0/share; BUY confirmed

Our revised DCF model now projects cumulative FCFs of €15.2mln for FY25–28E, up from €14.4mln previously, primarily reflecting a reduction in NOWC expected this year. However, the Terminal Value has been revised downward to €53.9mln (from €65.0mln), based on the final FCF of FY28E and a perpetual growth rate of 2%. WACC is unchanged at 9.6%. As a result, our DCF-derived fair value estimate has been lowered to €9.2/share (from €12.1/share). For the relative valuation, we continue to apply a median FY25–26 EV/Sales multiple of 0.2x, unchanged and still above Riba Mundo's current multiple of 0.1x (as of May 15th, 2025). However, due to downward revisions in revenue forecasts, this now implies a fair value of €12.7/share, down from €20.5/share. Consequently, we lower our 12-month target price to €10.0/share (previously €14.0), reflecting the weighted average of both valuation approaches. Despite the valuation adjustments and assuming a successful debt restructuring, we continue to view the stock as significantly undervalued at current levels and maintain our BUY recommendation.

Company Profile	
Bloomberg	RMT IM
FactSet	RMT-IT
Stock exchange	Italian Stock Exchange
Reference Index	FTSE Italia Growth Index
Market Data	
Price (as of May 15th, 2025)	€ 2.4
Number of shares (mln)	2.3
Market cap. (mln)	€ 5.6
Performance since IPO	
Absolute	-85.9%
Max/Min	18.1/2.2

(€/mln)	FY24	FY25E	FY26E	FY27E
Revenue	**480.0**	**237.3**	**273.2**	**314.4**
yoy	*10.6%*	*-50.6%*	*15.1%*	*15.1%*
Adj. EBITDA	**6.5**	**(1.3)**	**4.5**	**7.3**
Adj. EBITDA margin	*1.4%*	*-0.5%*	*1.6%*	*2.3%*
EBIT	**4.1**	**(3.3)**	**2.7**	**5.5**
EBIT margin	*0.9%*	*-1.4%*	*1.0%*	*1.7%*
Net Income	**(2.4)**	**(4.7)**	**0.8**	**3.1**
Net Profit margin	*-0.5%*	*-2.0%*	*0.3%*	*1.0%*
Adj. Net Debt (Cash)	**28.8**	**22.2**	**22.6**	**20.2**
Shareholders' equity	13.4	7.1	8.0	11.1
NOWC	18.4	9.2	12.4	14.4
CapEx	3.9	0.6	1.1	1.1
Free Cash Flow	**15.0**	**8.7**	**(0.5)**	**2.8**

1-Year rebased performance



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Contents

SWOT analysis

STRENGTHS

- Know-how and proprietary technology through MarVin
- Extensive geographical network enabling broad market reach and customer access
- Extensive product catalog that meets diverse customer needs and supports competitive differentiation across multiple markets
- Strategic positioning for fast deliveries and time to market
- Big Data disruptive business model
- Customer oriented approach
- Market positioning as a global B2B trader

WEAKNESSES

- Limited industry-wide profit margins in an increasingly competitive market
- Rapid growth challenges and high debt costs strain resources and financial flexibility

OPPORTUNITY

- B2C market expansion through ePRICE
- Highly scalable business
- Large addressable market
- Highly fragmented competition
- US market penetration for Consumer Electronics
- M&A opportunities
- Products range diversification, including Pharmaceuticals, White Goods and Toys

THREATS

- Risk of rapid product and inventory obsolescence due to evolving market trends and technology advancement

Strategy and Estimates

Corporate Strategies

Strategic guidelines: products range expansion

Since its IPO (July 2023), Riba Mundo has focused on expanding its product range, by entering new categories such as Personal & Household Small Appliances, Smartphones & Tablets accessories.

Use of proceeds:

70% new product categories

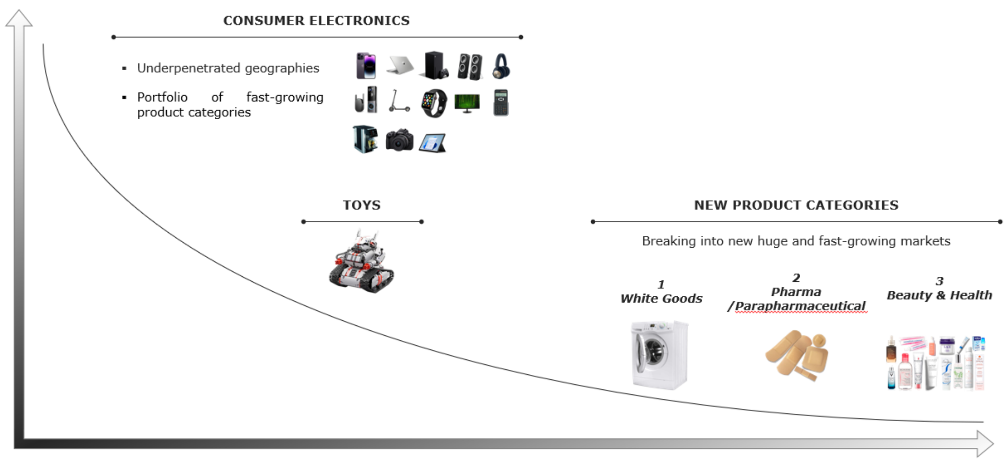
20% new Riba Mundo proprietary brand

10% increasing warehouse capacity

The IPO (July 2023) proceeds (€5.3mln) are being used for both internal and external business expansion:

- new product categories (~70% of IPO proceeds): Riba Mundo is directing investments towards research and development to integrate new global markets into its Big Data ecosystem. The Company aims to venture into the White Goods & Household Appliances, Pharma & Para Pharmaceuticals and Beauty & Personal Care markets through research and potential M&A.
- proprietary brand (~20% of IPO proceeds): the Group intends to invest in R&D to launch its brand and secure higher margins;
- warehouse capacity (~10% of IPO proceeds) to support the growth acceleration in the next years; after the listing, the Company started the restructuring of the warehouse.

Figure 1: Riba Mundo's strategic product lines



Source: Banca Profilo elaborations on Company data

Strategic repositioning: from resellers to Retailers/E-Tailers

Riba Mundo aims to boost profitability by increasing its focus on Retailers and e-Tailers among its client base. To support this strategy, the Company has entered the B2C market, initially through a joint stake in ePRICE and later by acquiring a majority shareholding.

March 2024: Riba Mundo increased stake to 67% in ePRICE

In June 2022, Riba Mundo entered a Joint Venture agreement with Portobello, acquiring 50% each of the Marketplace business unit of ePrice Operations S.r.l. for €2.65mln. In March 2024, Riba Mundo increased its ownership in the subsidiary, now rebranded as ePRICE IT S.r.l., to 67%. This increase was achieved by subscribing to €3.7mln of the €4.1mln raised in a capital increase, while Portobello subscribed to the remaining portion, reducing its stake to 33%.

The transaction primarily aims to equip ePRICE with the financial resources needed to advance its development strategy, building on the collaboration with Riba Mundo and leveraging its expertise and strong relationships with leading global distributors and electronics manufacturers. Following an initial analysis and reorganization of ePRICE's business model, the Company has begun rolling out commercial development initiatives on the platform, targeting both B2C and B2B channels, supported by strategic marketing investments. The ePRICE business model is being restructured to include three distinct sales channels within a single portal: B2C for direct sales to end consumers, B2B for corporate clients and a Marketplace to enable third-party product sales to retail customers.

Fire at Riba Mundo Valencia warehouse causes €25.3mln loss, operations resumed, but limited

In late January, a fire broke out at the Riba Mundo's Valencia warehouse, damaging goods worth €25.3mln. When operations resumed on February 11th, the value of undamaged goods was €6mln, with another €2mln in goods delivered post-reopening. The total value of the warehouse as of December 31st, 2024, was €28.9mln (ex-ePRICE IT). Fortunately, no injuries occurred, and the Company had comprehensive insurance coverage for both the goods and the facility. Management acted swiftly to resume operations, securing a nearby TIPSA warehouse for temporary use, setting up new IT workstations and updating software to adapt to the logistical challenges. Despite the setbacks, the Company has managed to maintain client relationships and generate revenue, though well below last year's figures.

On April 24th, 2025, initiates debt restructuring process

The severe fire on January 25th, 2025 forced the Company to take urgent action to restore its financial stability: on April 24th, 2025, Riba Mundo filed a formal notice with the Court of Valencia to begin creditor negotiations under Article 585 of Spain's Bankruptcy Law (Royal Legislative Decree 1/2020). This marks the start of a debt restructuring process aimed at securing the company's profitability in the short to medium term.

Our FY25E-27E estimates

Estimates rely on successful debt restructuring

The fire at the Company's warehouse earlier this year severely disrupted operations and caused significant cash flow problems, as the insurance payout process — involving multiple expert assessments — proved inevitably slow. Facing mounting financial pressure and an inability to meet payment obligations, the Company initiated a debt restructuring process on 24th April 2025. All subsequent estimates assume the successful completion of this restructuring, including either a reduction in interest rates or an extension of repayment deadlines sufficient to ensure the Company's continued viability.

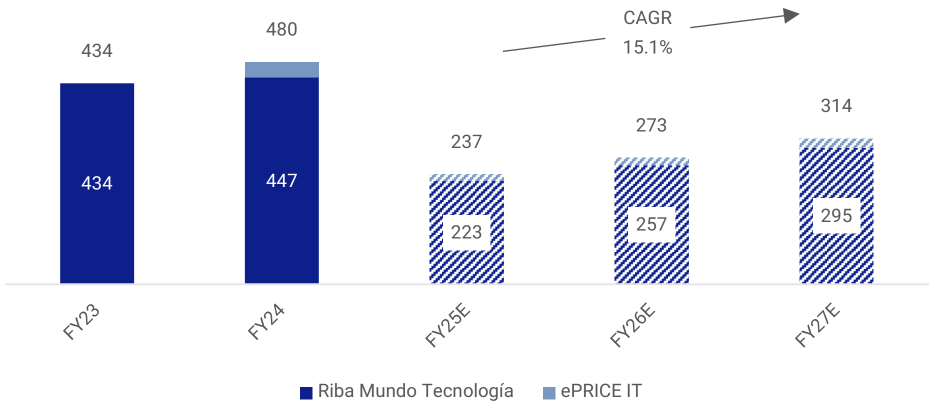
1Q25 undershoot leads to lower FY25E forecast; ePRICE not spared

In our previous update *[Please refer to our Company Update on 28th April 2025]*, we based our estimates on management's disclosure that revenue from January 1st to February 11th, 2025, totaled €32mln—roughly 70% of the prior-year figure for the same period. Assuming normal performance until the January 25th fire, and factoring in a full operational halt until February 3rd, we estimated a ~40% drop in daily revenue post-resumption, which was reflected in a proportional reduction in our FY25E revenue forecast. Meanwhile, ePRICE's forecasts remained unchanged, as its operations were unaffected.

However, the unaudited consolidated revenues for 1Q25, released on May 9th, 2025, came in below expectations: €57mln in total (-47.9% yoy), of which €53.9mln (-50.8% yoy) was generated by Riba Mundo and only €3.1mln by ePRICE. This result accounts for just 18.6% of our FY25E revenue estimate, compared to 25% of full-year revenue in the same period last year. As a result, we have revised our FY25 revenue forecasts downward, while leaving our medium-term growth assumptions unchanged. We now project €223mln for Riba Mundo (vs previous €268mln, -17%) and, more notably, just €14.0mln for ePRICE (vs previous €39mln, -64%). In fact, a significant portion of ePRICE's revenue was generated from stock it purchased directly, part of which was resold to Riba, while the remainder was sold to third parties by leveraging Riba's financial strength and bargaining power, which enabled access to competitive pricing through bulk purchasing. This brings our consolidated FY25 revenue estimate to €237mln, with 1Q accounting for 24% of the total—slightly below last year's level for prudence, despite 4Q typically contributing the largest share in normal years.

Aside from the revenue forecast—and its inevitable impact on absolute figures—the rest of our assumptions from the previous report remain unchanged.

Figure 2: Revenue FY23-27E (€/mln)



Source: Banca Profilo elaborations and estimates on Company data

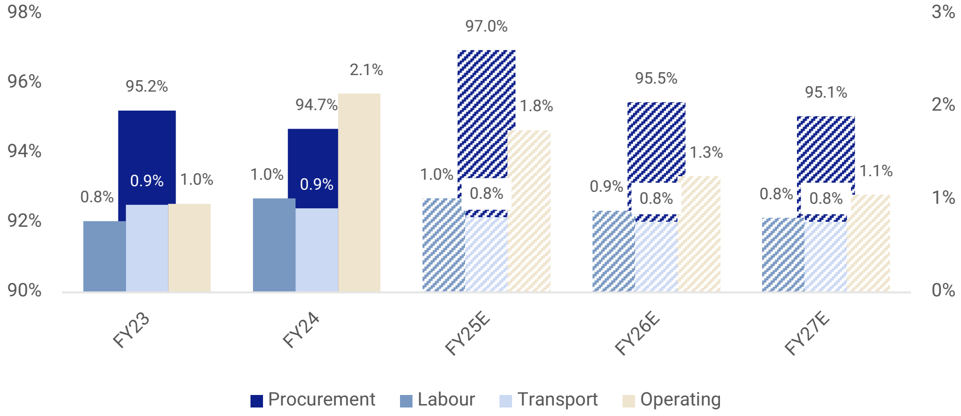
Costs up in FY25, normalization expected afterwards

Due to cash constraints, limited operational flexibility and an inevitable shift towards smaller, low-margin products driven by new storage capacities, we anticipate a significant rise in Riba's procurement costs this year, leading to a decrease in gross margin to 3%, down from 5.3% in the previous year. However, we expect a substantial rebound in the following year.

Furthermore, the ongoing financial restructuring will lead to significant reductions in operating and labor costs, supported by the state subsidies and potential workforce reductions. We anticipate that the operational efficiencies gained during this process will be sustained in the long term.

Overall, the total cost as a percentage of revenue is projected to rise to 100.5% in FY25E, before improving and returning to 2023 levels by FY27E (97.7%).

Figure 3: Incidence of costs on revenue FY23–27E

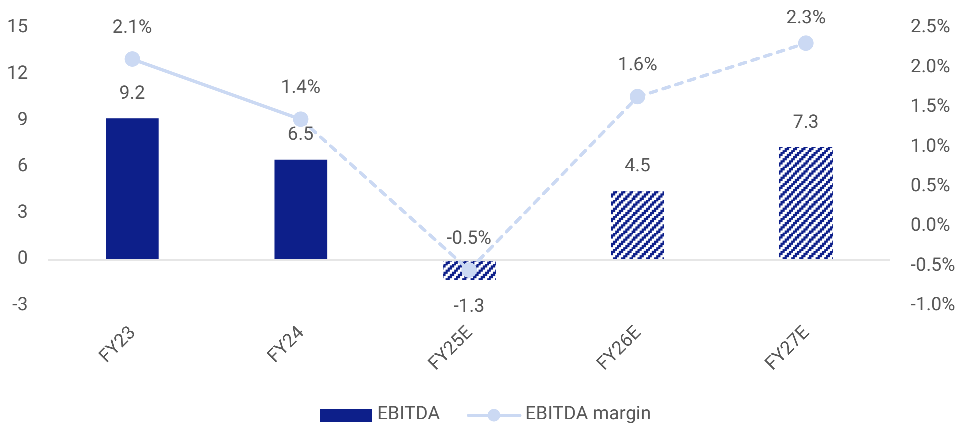


Source: Banca Profilo elaborations and estimates on Company data

EBITDA to turn negative in FY25

Revised revenue growth expectations and costs incurred during the year result in a projected negative EBITDA of €1.3mln for FY25E, with a margin of -0.5%. However, a recovery is expected starting in 2026, with EBITDA returning above 2% by 2027, driven by Riba's rebound and the positive contribution from ePRICE.

Figure 4: EBITDA (€/mln) and EBITDA margin (%) on revenue FY23-27E



Source: Banca Profilo elaborations and estimates on Company data

Faces major loss in FY25, debt restructuring needed

We anticipate a substantial net loss of €4.7mln for the current financial year, primarily due to unsustainable financial burdens that triggered the ongoing restructuring process. Assuming a favorable renegotiation of interest rates, we expect significant relief, which, combined with improved operational efficiency and reduced debt, could lead to a return to profitability as early as next year. Given the company's current financial situation, we expect Riba Mundo to forgo dividend payments or buybacks during this period.

Table 1: Pro forma Income Statement FY24-27E (€/mln)

Profit & Loss		FY24	FY25 OLD	FY25E	FY26 OLD	FY26E	FY27 OLD	FY27E
Riba Mundo		446.6	268.0	223.3	308.2	256.8	354.4	295.3
	yoy	*2.9%*	*-40.0%*	*-50.0%*	*15.0%*	*15.0%*	*15.0%*	*15.0%*
ePrice		33.4	39.0	14.0	45.6	16.4	53.4	19.1
	yoy	*n.a.*	*16.9%*	*-58.1%*	*16.9%*	*16.9%*	*16.9%*	*16.9%*
Revenue		**480.0**	**307.0**	**237.3**	**353.8**	**273.2**	**407.7**	**314.4**
	yoy	*10.6%*	*-36.0%*	*-50.6%*	*15.2%*	*15.1%*	*15.2%*	*15.1%*
Procurement costs		(454.6)	(297.7)	(230.1)	(337.8)	(260.8)	(387.6)	(298.9)
	% on Revenue	*94.7%*	*97.0%*	*97.0%*	*95.5%*	*95.5%*	*95.1%*	*95.1%*
Gross Profit		**25.4**	**9.3**	**7.2**	**16.0**	**12.4**	**20.1**	**15.5**
	Gross margin	*5.3%*	*3.0%*	*3.0%*	*4.5%*	*4.5%*	*4.9%*	*4.9%*
Cost of services and other operating expenses		(14.3)	(7.9)	(6.1)	(7.1)	(5.5)	(7.4)	(5.7)
	% on Revenue	*3.0%*	*2.6%*	*2.6%*	*2.0%*	*2.0%*	*1.8%*	*1.8%*
Labour cost		(4.9)	(3.1)	(2.4)	(3.1)	(2.4)	(3.3)	(2.5)
	% on revenue	*1.0%*	*1.0%*	*1.0%*	*0.9%*	*0.9%*	*0.8%*	*0.8%*
Comprehensive operating costs		(473.8)	(308.7)	(238.6)	(348.0)	(268.7)	(398.3)	(307.1)
	% on Revenue	*98.7%*	*100.5%*	*100.5%*	*98.4%*	*98.4%*	*97.7%*	*97.7%*
EBITDA		**6.2**	**(1.7)**	**(1.3)**	**5.8**	**4.5**	**9.5**	**7.3**
	EBITDA margin	*1.3%*	*-0.5%*	*-0.5%*	*1.6%*	*1.6%*	*2.3%*	*2.3%*
D&A		(2.1)	(2.0)	(2.0)	(1.8)	(1.8)	(1.8)	(1.8)
	% on Revenue	*0.4%*	*0.6%*	*0.8%*	*0.5%*	*0.7%*	*0.4%*	*0.6%*
EBIT		**4.1**	**(3.6)**	**(3.3)**	**4.0**	**2.7**	**7.7**	**5.5**
	EBIT margin	*0.9%*	*-1.2%*	*-1.4%*	*1.1%*	*1.0%*	*1.9%*	*1.7%*
Financial income and expenses		(5.6)	(2.5)	(2.1)	(1.7)	(1.5)	(1.5)	(1.4)
	% on Revenue	*1.2%*	*0.8%*	*0.9%*	*0.5%*	*0.6%*	*0.4%*	*0.4%*
EBT		**(1.4)**	**(6.2)**	**(5.4)**	**2.2**	**1.1**	**6.2**	**4.1**
	Pretax margin	*-0.3%*	*-2.0%*	*-2.3%*	*0.6%*	*0.4%*	*1.5%*	*1.3%*

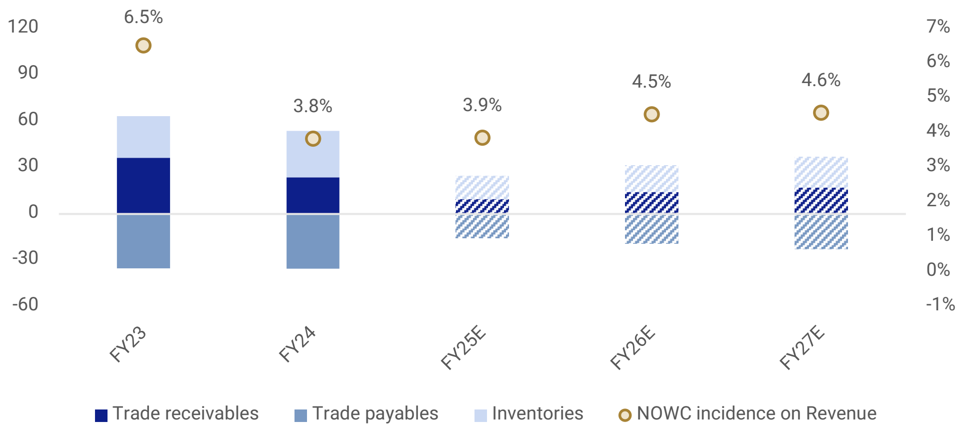
Taxes	(1.0)	0.8	0.7	(0.6)	(0.3)	(1.5)	(1.0)
Tax Rate	*-69.0%*	*12.7%*	*13.3%*	*25.0%*	*28.7%*	*25.0%*	*25.0%*
Net Income	**(2.4)**	**(5.4)**	**(4.7)**	**1.7**	**0.8**	**4.6**	**3.1**
Net Profit margin	*-0.5%*	*-1.8%*	*-2.0%*	*0.5%*	*0.3%*	*1.1%*	*1.0%*

Source: Banca Profilo elaborations and estimates on Company data

NOWC optimization to continue

We expect the working capital optimization achieved to be sustained over the next three years, despite the financial situation likely limiting the Company's credit capacity with suppliers. As a result, we forecast a decline in NOWC in absolute terms for FY25, followed by a gradual recovery, while maintaining the low turnover ratio achieved.

Figure 5: NOWC FY23-27E (€/mln)

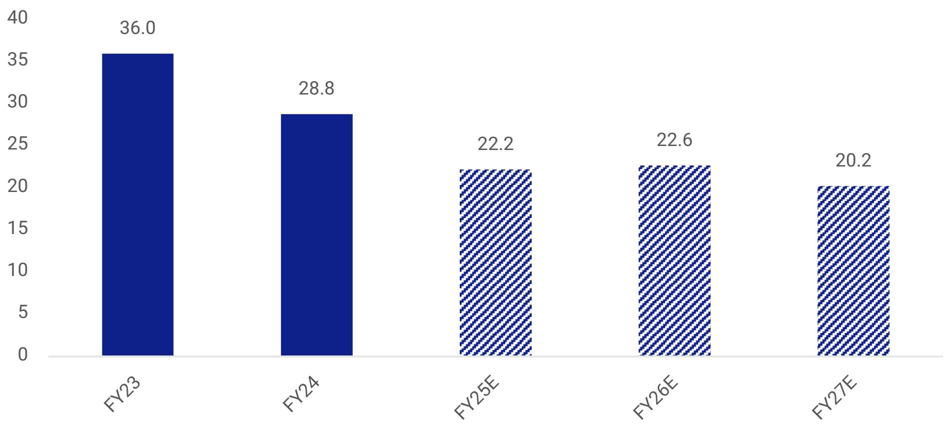


Source: Banca Profilo elaborations and estimates on Company data

Debt discipline drives CapEx reductions post-restructuring

After a significant decline in 2024, we expect further reductions in the coming years, primarily driven by the debt discipline emerging from the ongoing restructuring process. This will have a direct impact on CapEx, which have been notably reduced. Following €3.9mln in CapEx spent in 2024, we now forecast only €0.6mln for 2025, with a total of €2.8mln planned over the next three years.

Figure 6: Net Debt (Cash) FY23-27E (€/mln)



Source: Banca Profilo elaborations and estimates on Company data

Table 2: Pro Forma Balance Sheet FY24-27E (€/mln)

Balance Sheet		FY24	FY25 OLD	FY25E	FY26 OLD	FY26E	FY27 OLD	FY27E
Intangible assets		11.2	9.9	9.9	9.2	9.2	8.5	8.5
Right of use		0.8	0.7	0.7	0.6	0.6	0.5	0.5
Tangible fixed assets		0.9	0.9	0.9	0.9	0.9	0.8	0.8
Financial assets		0.4	0.4	0.4	0.4	0.4	0.4	0.4
Fixed Assets		**13.3**	**11.8**	**11.8**	**11.0**	**11.0**	**10.1**	**10.1**
Inventories		30.1	13.1	14.9	19.3	17.2	28.1	19.7
	% on Revenue	*6.3%*	*4.3%*	*6.3%*	*5.5%*	*6.3%*	*6.9%*	*6.3%*
Trade receivables		23.7	9.7	9.8	15.2	14.2	18.0	17.2
	% on Revenue	*4.9%*	*3.2%*	*4.1%*	*4.3%*	*5.2%*	*4.4%*	*5.5%*
Trade payables		(35.4)	(10.5)	(15.5)	(18.6)	(19.0)	(27.8)	(22.6)
	% on COGS	*7.6%*	*3.4%*	*6.6%*	*5.4%*	*7.1%*	*7.0%*	*7.4%*
Net Operating Working Capital		**18.4**	**12.3**	**9.2**	**15.9**	**12.4**	**18.3**	**14.4**
	% on Revenue	*3.8%*	*4.0%*	*3.9%*	*4.5%*	*4.5%*	*4.5%*	*4.6%*
Other current assets		21.6	18.9	18.9	16.7	16.7	14.7	14.7
Other current liabilities		(3.1)	(2.6)	(2.6)	(2.3)	(2.3)	(1.4)	(1.4)
Net Working Capital		**37.0**	**28.6**	**25.4**	**30.3**	**26.9**	**31.7**	**27.8**
	% on Revenue	*7.7%*	*9.3%*	*10.7%*	*8.6%*	*9.8%*	*7.8%*	*8.8%*
Non current assets		0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non current liabilities		(1.2)	(0.6)	(0.6)	(0.6)	(0.6)	(0.6)	(0.6)
Net Invested Capital		**49.0**	**39.8**	**36.7**	**40.7**	**37.3**	**41.2**	**37.3**
CapEx		**3.9**	**0.6**	**0.6**	**1.1**	**1.1**	**1.1**	**1.1**
	% on Revenue	*0.8%*	*0.2%*	*0.2%*	*0.3%*	*0.4%*	*0.3%*	*0.4%*
Intangible		3.2	0.5	0.5	0.9	0.9	0.9	0.9
Tangible		0.7	0.1	0.1	0.2	0.2	0.2	0.2
Share capital		2.3	2.3	2.3	2.3	2.3	2.3	2.3
Reserves and retained earnings		11.4	9.6	9.6	4.0	4.8	5.8	5.7
Group Net Income		(1.7)	(5.6)	(4.8)	1.8	0.8	4.8	3.2
Financial assets at fair value through equity		0.2	0.0	0.0	0.0	0.0	0.0	0.0
Cons. Shareholders' Equity		**13.4**	**6.3**	**7.1**	**8.1**	**8.0**	**12.9**	**11.1**
Net Debt (Cash)		**35.6**	**33.5**	**29.5**	**32.6**	**29.3**	**28.3**	**26.2**
Adj. Net Debt (Cash)		**28.8**	**26.1**	**22.2**	**26.0**	**22.6**	**22.4**	**20.2**

Source: Banca Profilo elaborations and estimates on Company data

Revised FCF forecast of €11.1mln in FY25-27E

As a result, we forecast a cumulative FCF of €11.1mln over the next three years, revised up from our previous estimate of €9.5mln, reflecting the substantial adjustment in growth expectations and the anticipation that the Company's turnover will fall below 2022 levels.

Table 3: Pro Forma Free Cash Flows FY24-27E (€/mln)

Free Cash Flow		FY24	FY25 OLD	FY25E	FY26 OLD	FY26E	FY27 OLD	FY27E
EBIT		4.1	(3.6)	(3.3)	4.0	2.7	7.7	5.5
	Tax rate	*-69.0%*	*25.0%*	*25.0%*	*25.0%*	*25.0%*	*25.0%*	*25.0%*
NOPAT		**7.0**	**(2.7)**	**(2.5)**	**3.0**	**2.0**	**5.7**	**4.1**
D&A		2.1	2.0	2.0	1.8	1.8	1.8	1.8
Changes in Funds		(0.1)	0.6	0.6	0.0	0.0	0.0	0.0
Changes in NOWC		9.9	6.1	9.2	(3.6)	(3.2)	(2.5)	(2.0)
CapEx		(3.9)	(0.6)	(0.6)	(1.1)	(1.1)	(1.1)	(1.1)
Free Cash Flow		**15.0**	**5.3**	**8.7**	**0.2**	**(0.5)**	**4.0**	**2.8**

Source: Banca Profilo elaborations and estimates on Company data

Key Risks

	TYPE OF RISK	DESCRIPTION
EXTERNAL CONTEXT	*Hacker attack: - low likelihood - high impact*	Risk of hacker attacks on MarVin platform causing the loss and/or dissemination of all data collected on customers and suppliers.
	Obsolescence: - medium likelihood - medium impact	High level of technological innovation in the Consumer Electronics industry. Risk of having an obsolete warehouse with an increase in turnover days.
	Cycle demand: -medium-low likelihood -medium impact	Potential risk of contraction in demand deriving from a reduction in the activity of the main customers or from potential exogenous events that could negatively impact the business.
	Theft of product in stock: - medium likelihood -medium-low impact	Riba Mundo' warehouse may be subject to attempts by unauthorised person to steal products. The occurrence of such risks would have an adverse effect on the Riba Mundo results, even if the Company is insured against theft.
BUSINESS & STRATEGY EXECUTION	*Low marginality: - medium likelihood - high impact*	High revenues but risk of low margins; the Company has so far defended it, striking a balance between marginality and top line growth.
	Personnel: - low likelihood - medium impact	Management and key people retention, especially the management who thanks to their consolidated experience in the sector or within the scope of their specific responsibilities and competencies, contribute significantly to the development of the Company activities.
	Rapid growth management: - medium-low likelihood - medium-low impact	The prospect of high growth will entail an increase in technology and human capital investments compared to the current organisational structure. Should the actual growth in the coming years turn out to be lower than budgeted, Riba Mundo's ability to repay the investments in the organisational structure could be impaired, with consequent negative effects on its growth prospects as well as on its results.
	Customer concentration: - low likelihood - high impact	The Consumer Electronic market in which Riba Mundo operates is very competitive and there is a high possibility for customers to replace the operator. The occurrence of such risks would have a detrimental effect on the Company results.

Table 4: Risk matrix

Impact						
	Very high					
	High	Hacker attack; customer concentration		Low marginality		
	Medium	Personnel	Cycle demand	Obsolescence		
	Medium-Low		Rapid growth management	Theft of product in stock		
	Low					
Potential impact on the business VS likelihood of occurrence		Low	Medium-Low	Medium	High	Very high
		Likelihood				

Source: Banca Profilo elaborations on Company data

Valuation

DCF method and market multiples

Given Riba Mundo's projected cash generation, a DCF method is well-suited for valuation. Additionally, we have identified a sample of listed comparables to provide a relevant peer group for relative valuation using market multiples.

DCF

€15.2mln of cumulated FCFs in FY25-28E and Terminal Value at €4.1mln

To run a DCF model, we used our projections of FCFs for the 2025-28E explicit period: €15.2mln of cumulated FCFs (vs previous €14.4mln). We would consider the ending FCF of €4.1mln as the Terminal Value cash flow (vs previous €4.9mln).

9.6% WACC

We would use an 9.6% WACC (unchanged) derived from:

- a risk-free rate at 4.32%, (unchanged) as implicitly expected by consensus on the 30Y Italian BTP yield curve (moving average of the last 100 days);
- a market risk premium equal to 5.5% (unchanged);
- a levered beta of 1.2 coming from the average of chosen listed peers (unchanged);
- a cost of debt of 10.8% (unchanged);
- a target Debt-to-Equity (D/E) ratio of 1 (unchanged);
- a perpetual growth rate of 2% (unchanged).

Table 5: WACC calculation

WACC Calculation	
Perpetual growth rate	2.0%
WACC	**9.6%**
Risk free rate (30Y)	4.32%
Equity risk premium	5.5%
Beta	1.2
KE	**11.1%**
Cost of debt	10.8%
Tax rate	25.0%
KD	**8.1%**

Table 6: DCF Valuation

DCF Valuation (€/mln)	FY25E	FY26E	FY27E	FY28E	Over
Free Cash Flow	**8.7**	**(0.5)**	**2.8**	**4.1**	**4.1**
Years	1	2	3	4	
Discount factor	0.91	0.83	0.76	0.69	
NPV Free Cash Flows	8.0	-0.4	2.1	2.8	
Sum of NPVs					12.5
Terminal Value					53.9
NPV Terminal Value					37.4
Enterprise Value					**49.9**
Net Debt					28.8
Equity Value					**21.1**
Number of shares (mln)					2.3
Per share value (€)					***9.2***
Current price (€)					2.4

Source: Banca Profilo elaborations and estimates on Company data

DCF valuation: €8.9/share

The DCF method leads us to an Enterprise Value of €49.9mln (vs previous €56.5mln) and to an Equity Value of €21.1mln (vs previous €27.7mln) showing a fair value of €9.2/share, down from previous €12.1/share *[Please refer to our Company Update on 28th April 2025]*.

Riba Mundo's competitive arena

A sample of seven listed companies

Riba Mundo faces competition from non-listed companies such as Yukatel, TelePart, Globomatik, Datamatic, Ingram Micro and Computer Gross. Nevertheless, there are cases where Riba Mundo might operate in conjunction with some competitors that do not have a specific capability.

We selected seven listed traditional B2B Consumer Electronics distributors: Esprinet, Also Holding, DistIT, Arrow Electronics, TD Synnex Corporation, PC Connection and Sesa. None of these companies has a software as sophisticated as MarVin, the data management application that Riba Mundo created for best-in value and time Consumer Electronics trading worldwide. On the other hand, these listed selected companies can rely on strong relationships with big Consumer Electronics suppliers.

Esprinet (IT):

FY24 sales €4.1bn; EBITDA margin 1.7%

Esprinet is an Italian company specialized in the wholesale distribution of information technology, consumer electronics, and solutions to resellers, VARs, system integrators, specialized stores, retailers, and ecommerce portals. The Company also offers traditional wholesale sales services, logistics and financial services through consumption-based sales model. It serves customers in Italy, Spain, and Portugal. The Company was founded in 2000 and is headquartered in Vimercate, Italy.

ALSO Holding (CH)

FY24 sales CHF9.1bn; EBITDA margin 2.1%

ALSO Holding is a B2B distributor of personal computers (hardware and software) and consumer electronics. The Company operates in Central and Northern/Eastern Europe. It was founded in 1984 and is based in Emmen, Switzerland.

DistIT (SE)

FY24 sales SEK1.6bn; EBITDA margin -3.6%

DistIT distributes electronic products including web camera's, modems, USB connectors, docking stations, computer power supplies, HDMI cables, servers and home electronics. The Company was founded in 1968 and is headquartered in Alvsjo, Sweden.

Arrow Electronics (US):

FY24 sales $27.9bn; EBITDA margin 3.8%

Arrow Electronics is a global distributor of electronic components and computing solutions. It sells semiconductors, passive components, interconnect products, computing and memory and computer peripherals to more than 220,000 equipment and contract manufacturers and resellers. The Company, which generates about 70% of revenue outside the US, serves about 210,000 customers over 90 countries. The Company was founded in 1946 in New York.

TD SYNNEX (US):

FY24 sales $58.5bn; EBITDA margin 2.8%

TD SYNNEX is a leading global provider of IT hardware, software, and systems including personal computing devices and peripherals, mobile phones and accessories, printers, server and datacentre infrastructure, hybrid cloud, security, networking, communications and storage solutions and system components. SYNNEX operates in the Americas, Europe and Asia-Pacific and generates about 65% of its revenues in the US. In 2021, SYNNEX and Tech Data completed a merger and became TD SYNNEX, a leading global distributor and solutions aggregator for the IT ecosystem. The Company was founded in 1980 and is headquartered in Fremont, California.

PC Connection (US):

FY24 sales $2.8bn; EBITDA margin 3.9%

PC Connection is a wholesaler of personal computers and related peripherals, software, accessories, and networking products. It offers more than 460,000 items from manufacturers such as Apple, Cisco Systems, and Microsoft as well as a range of IT services. Through its websites, catalogues, and direct sales force, Connection targets mainly small and mid-sized businesses, large corporations, government agencies and educational institutions. The Company was founded in 1982 and is headquartered in Merrimack, New Hampshire.

SeSa (IT):

FY23 sales €3.4bn; EBITDA margin 7.3%

Sesa is the holding of the Group active throughout Italy and some foreign countries including Germany, Switzerland, Austria, France, Spain, Romania and China that constitutes the reference operator in Italy in the sector of technological innovation and IT and digital services for the business segment. We choose this Company because Sesa holds 100% of Computer Gross, a major company within the Group with 2023 revenues amounted approximately to €1.9bn compared to €3.1bn of Sesa revenues. As a market-leading value-added distributor, Computer Gross stands out in the ICT landscape for its comprehensive range of technology solutions from leading vendors including device and printing, business applications, video surveillance and more.

Key peers' financials

Riba Mundo's sales growth superiority

An analysis of Riba Mundo's key financial metrics compared to its selected peers highlights the Company's continued outperformance in terms of growth, confirmed by a 10.6% yoy increase in turnover in 2024 (2.9% on an organic basis), sharply contrasting with the peer group's median decline of -1.7%, following an even steeper -10.8% drop in 2023, underscoring the sector's ongoing weakness. While Riba's momentum is expected to be abruptly interrupted in 2025 due to the impact of the fire, we believe that, contingent on a successful debt restructuring, the Company is well positioned to resume outperforming its peers in the coming years.

In contrast, the Company consistently records margins below the peer median, trend confirmed in 2024 as well with an EBITDA margin of 1.4% compared to the peer median of 2.8%. We expect the margin gap to persist in the near term.

Table 7: Public peers' revenue growth and EBITDA margin

Company	Currency	Market Cap (mln)	Enterprise Value (mln)	Sales growth (yoy)				EBITDA margin			
15/05/2025				FY23	FY24	FY25E	FY26E	FY23	FY24	FY25E	FY26E
Esprinet S.p.A.	Euro	237	283	*-14.9%*	*3.9%*	*2.6%*	*3.5%*	*1.6%*	*1.7%*	*1.6%*	*1.7%*
ALSO Holding AG	Swiss Franc	3,540	3,045	*-16.6%*	*-6.4%*	*42.8%*	*7.3%*	*2.2%*	*2.1%*	*2.3%*	*2.4%*
DistIT AB	Swedish Krona	20	312	*-17.4%*	*-24.0%*	*-6.0%*	*3.6%*	*-1.2%*	*-3.6%*	*4.0%*	*5.6%*
Arrow Electronics, Inc.	U.S. Dollar	6,231	9,503	*-10.8%*	*-15.7%*	*3.9%*	*7.2%*	*5.2%*	*3.8%*	*3.8%*	*4.7%*
TD SYNNEX Corporation	U.S. Dollar	10,452	13,612	*-7.7%*	*1.6%*	*2.5%*	*3.9%*	*3.0%*	*2.8%*	*2.9%*	*3.0%*
PC Connection, Inc.	U.S. Dollar	1,767	1,328	*-8.8%*	*-1.7%*	*7.6%*	*4.7%*	*4.2%*	*3.9%*	*4.3%*	*4.3%*
SeSa S.p.A.	Euro	1,278	1,451	*10.3%*	*6.4%*	*6.2%*	*4.8%*	*5.7%*	*7.3%*	*7.4%*	*7.6%*
Mean				***-9.4%***	***-5.1%***	***8.5%***	***5.0%***	***3.0%***	***2.6%***	***3.8%***	***4.2%***
Median				***-10.8%***	***-1.7%***	***3.9%***	***4.7%***	***3.0%***	***2.8%***	***3.8%***	***4.3%***
Riba Mundo Tecnologia S.A.	**Euro**	**5.3**	**34.0**	***31.9%***	***10.6%***	***-50.6%***	***15.1%***	***2.1%***	***1.4%***	***-0.5%***	***1.6%***

Source: Banca Profilo elaborations and estimates (as of May 15th, 2025)

Market multiples

EV/Sales multiples

To assess a relative valuation of Riba Mundo through the market multiples relative approach, we selected a sample of listed national and international companies specialized in B2B Consumer Electronics distribution. Riba Mundo competitive advantage compared to these operators is its MarVin Real Time Database to assess the best-in-value and time B2B trade.

We used a blend of FY25E EV/Sales multiple since EBITDA remains very modest in this Industry. Our selected sample comprises: Esprinet, Also Holding, DistIT, Arrow Electronics, TD SYNNEX Corporation, PC Connection and SeSa.

Table 8: Market multiples

Comparables	EV/Sales		
15/05/2025	FY24	FY25E	FY26E
Esprinet S.p.A.	0.07x	0.07x	0.06x
ALSO Holding AG	0.34x	0.24x	0.22x
DistIT AB	0.19x	0.21x	0.20x
Arrow Electronics, Inc.	0.34x	0.33x	0.31x
TD SYNNEX Corporation	0.23x	0.23x	0.22x
PC Connection, Inc.	0.47x	0.44x	0.42x
SeSa S.p.A.	0.43x	0.41x	0.39x
Mean	**0.30x**	**0.27x**	**0.26x**
Median	**0.34x**	**0.24x**	**0.22x**
Riba Mundo Tecnologia S.A.	**0.07x**	**0.14x**	**0.12x**

Table 9: Relative valuation

Valuation on EV/Sales market multiples (€/mln)		
	FY25E	FY26E
EV/Sales	**0.24x**	**0.22x**
Sales	237.3	273.2
Enterprise Value	55.9	59.9
Avg. EV	**57.9**	
Net Debt	28.8	
Total Equity	**29.2**	
Number of shares (mln)	2.3	
Price per share (€)	***12.7***	
Current price (€)	2.3	

Source: Banca Profilo elaborations and estimates on Company data (as of May 15th, 2025)

Median FY25-26 EV/Sales at 0.2x

Given the exceptional nature of 2025, we base our valuation on the median FY25–26 EV/Sales multiples, both at 0.2x (as of May 15th, 2025), unchanged.

Market multiples valuation: €12.7/share

The relative method results in an Enterprise Value of €57.9mln (down from previous €75.8mln) and to an Equity Value of €29.2mln (vs previous €47.1mln), or €12.7/share, compared to the prior €20.5/share *[Please refer to our Company Update on 28th April 2025]*.

BUY with 12-month TP cut to €10.0/share

Based on updated valuations, we have cut our 12-month target price to €10.0/share, a weighted average of the DCF and multiple valuation, down from €14.0/share *[Please refer to our Company Update on 28th April 2025]*. Due to the disparity between the two valuations, we have weighted the DCF valuation at 75%. This preference stems from (i) the assumption of positive FCFs, which the Company has yet to demonstrate consistently, and (ii) the multiples being based on larger market capitalization companies, warranting a potential discount. We believe the Company is significantly undervalued by the market, assuming a successful debt restructuring; based on this premise and the substantial upside from Riba Mundo's closing price (as of May 15th, 2025), we reiterate our BUY recommendation.

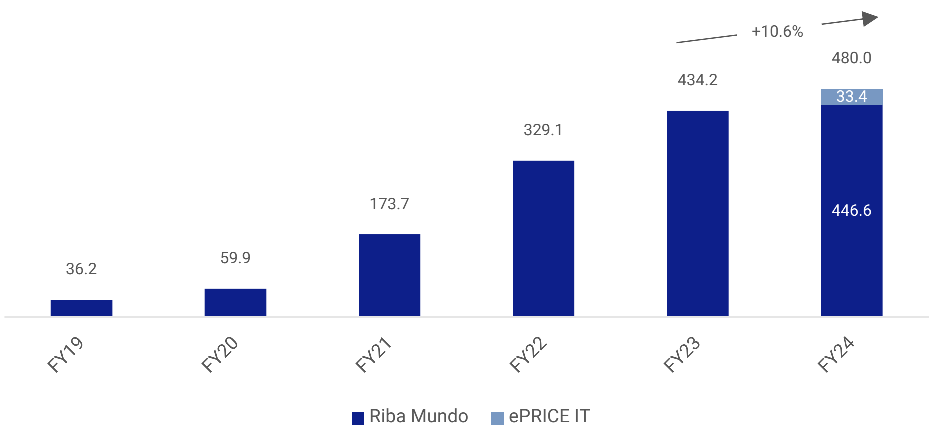
Appendix: FY24 results

FY24 revenue +10.6% yoy; ePRICE beats forecast, Spain leads market

In FY24, revenue grew by 10.6% yoy to €480.0mln, 7.0% below our estimate of €516.0mln *[Please refer to our Company Update on 28th April 2025]*, with Riba Mundo achieving organic growth of 2.9% yoy. Despite this shortfall, the result remains solid, especially in light of the flood in Valencia, which led to a one-week shutdown and reduced operations throughout November, typically one of the most commercially active months. Notably, the subsidiary ePRICE IT delivered a strong performance in its first year under Riba Mundo's management, generating €33.4mln in third-party revenue (vs total revenue of €14.9mln in FY23), exceeding our FY24 estimate of €26.0mln.

Spain has emerged as Riba Mundo's largest market, accounting for 18% of revenues, narrowly surpassing Italy at 17%. The Czech Republic contributes 11%, followed by the Netherlands at 6% and Cyprus at 5%. In total, European markets make up 96% of the Group's revenues, with the remaining 4% coming from non-European countries.

Figure 7: Revenue FY19-24 (€/mln)



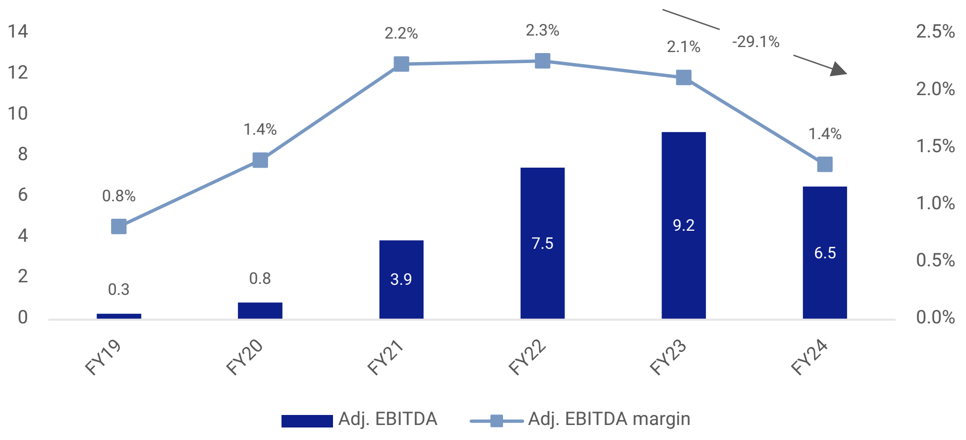
Source: Banca Profilo elaborations on Company data

Adj. EBITDA margin declines to 1.4% due to ePRICE's higher operating costs

Gross margin in FY24 reached €25.4mln, reflecting a 22.8% increase from €20.7mln in the prior year. Additionally, the gross margin exceeded our expectations, rising to 5.3% of revenue in FY24: 50bps higher yoy and above our 5.1% forecast.

However, adj. EBITDA decreased to €6.5mln, a 29.1% decline from €9.2mln in the prior year, with the adj. EBITDA margin contracting by 70bps to 1.4%, below our estimate of 2.3%. This drop in profitability was primarily driven by higher operating costs, largely due to the consolidation of ePrice. Notably, Riba Mundo alone posted an EBITDA of over €7.5mln (or 1.7% margin), highlighting that while ePrice is showing improvements in efficiency, it remains negative in terms of EBITDA.

Figure 8: Adj. EBITDA (€/mln) and Adj. EBITDA margin (%) FY19-24

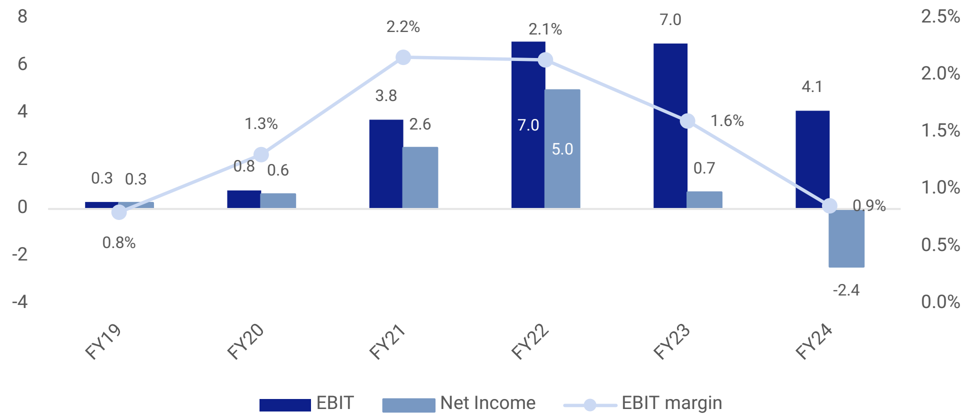


Source: Banca Profilo elaborations on Company data

Profitability hit by financial charges: FY24 Net loss of €2.4mln

In FY24, EBIT fell to €4.1mln, marking a 40.7% decline from €7.0mln in FY23. The company posted a consolidated net loss of €2.4mln, compared to a net profit of €0.7mln in the previous year. This downturn was primarily driven by €5.6mln in financial charges, which have placed unsustainable pressure on overall profitability.

Figure 9: Adj. EBIT, Net Profit (€/mln) and Adj. EBIT margin (%) FY19-24



Source: Banca Profilo elaborations on Company data

Table 10: Income Statement FY19-24 (€/mln)

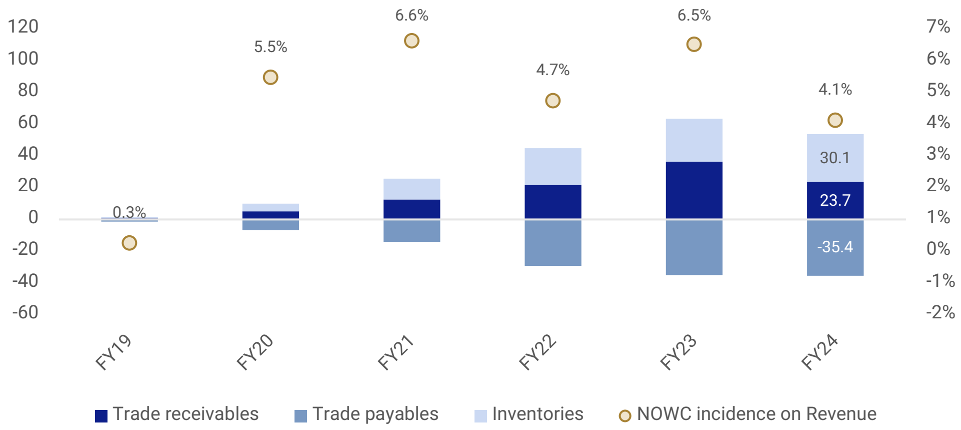
Profit & Loss		FY19	FY20	FY21	FY22	FY23	FY24 OLD	FY24
Revenue		**36.2**	**59.9**	**173.7**	**329.1**	**434.2**	**516.0**	**480.0**
	yoy	*n.a.*	*65.4%*	*190.1%*	*89.5%*	*31.9%*	*18.8%*	*10.6%*
Procurement costs		(35.7)	(57.4)	(166.6)	(313.8)	(413.5)	(489.6)	(454.6)
	% on Revenue	*98.5%*	*95.9%*	*95.9%*	*95.3%*	*95.2%*	*94.9%*	*94.7%*
Gross Profit		**0.5**	**2.4**	**7.1**	**15.3**	**20.7**	**26.4**	**25.4**
	Gross margin	*1.5%*	*4.1%*	*4.1%*	*4.7%*	*4.8%*	*5.1%*	*5.3%*
Cost of services and other operating expenses		(0.1)	(1.3)	(2.5)	(6.3)	(9.4)	(9.9)	(14.3)
	% on Revenue	*0.3%*	*2.2%*	*1.4%*	*1.9%*	*2.2%*	*1.9%*	*3.0%*
Labour cost		(0.1)	(0.3)	(0.7)	(1.9)	(3.3)	(4.5)	(4.9)
	% on revenue	*0.3%*	*0.5%*	*0.4%*	*0.6%*	*0.8%*	*0.9%*	*1.0%*
Comprehensive operating costs		(35.9)	(59.0)	(169.8)	(321.6)	(426.2)	(504.1)	(473.8)
	% on Revenue	*99.2%*	*98.6%*	*97.8%*	*97.7%*	*98.2%*	*97.7%*	*98.7%*
EBITDA		**0.3**	**0.8**	**3.9**	**7.5**	**8.0**	**11.9**	**6.2**
	EBITDA margin	*0.8%*	*1.4%*	*2.2%*	*2.3%*	*1.8%*	*2.3%*	*1.3%*
Adj. EBITDA		**0.3**	**0.8**	**3.9**	**7.5**	**9.2**	**11.9**	**6.5**
	Adj. EBITDA margin	*0.8%*	*1.4%*	*2.2%*	*2.3%*	*2.1%*	*2.3%*	*1.4%*
D&A		(0.0)	(0.1)	(0.1)	(0.4)	(1.0)	(2.0)	(2.1)
	% on Revenue	*0.0%*	*0.1%*	*0.1%*	*0.1%*	*0.2%*	*0.4%*	*0.4%*
EBIT		**0.3**	**0.8**	**3.8**	**7.0**	**7.0**	**9.9**	**4.1**
	EBIT margin	*0.8%*	*1.3%*	*2.2%*	*2.1%*	*1.6%*	*1.9%*	*0.9%*
Financial income and expenses		0.0	0.0	(0.3)	(0.2)	(5.7)	(4.5)	(5.6)
	% on Revenue	*0.0%*	*-0.1%*	*0.2%*	*0.1%*	*1.3%*	*0.9%*	*1.2%*
EBT		**0.3**	**0.8**	**3.4**	**6.9**	**1.3**	**5.4**	**(1.4)**
	Pretax margin	*0.8%*	*1.4%*	*2.0%*	*2.1%*	*0.3%*	*1.0%*	*-0.3%*
Taxes		(0.0)	(0.2)	(0.9)	(1.9)	(0.6)	(1.6)	(1.0)
	Tax Rate	*14.9%*	*24.2%*	*25.3%*	*27.1%*	*44.1%*	*29.3%*	*-69.0%*
Net Income		**0.3**	**0.6**	**2.6**	**5.0**	**0.7**	**3.8**	**(2.4)**
	Net Profit margin	*0.7%*	*1.0%*	*1.5%*	*1.5%*	*0.2%*	*0.7%*	*-0.5%*

Source: Banca Profilo elaborations on Company data

Cash conversion cycle down to 20 days

As of December 31, 2024, Net Operating Working Capital (NOWC) decreased significantly to €18.4mln, down from €36.2mln at end-June and €28.3mln at year-end 2023. Its incidence on revenue halved to 3.8% (from 6.5%). The yearly improvement was mainly driven by trade receivables, which fell to 4.9% of revenue from 8.4%. Inventory levels remained stable at 6.3% (from 6.2%), while trade payables declined to 7.6% of COGS (ex-labor) from 8.3%. The ongoing focus on working capital optimization continues to bear fruit, with the cash conversion cycle reduced to 20 days from 28 in 2023.

Figure 10: NOWC FY19-24 (€/mln)



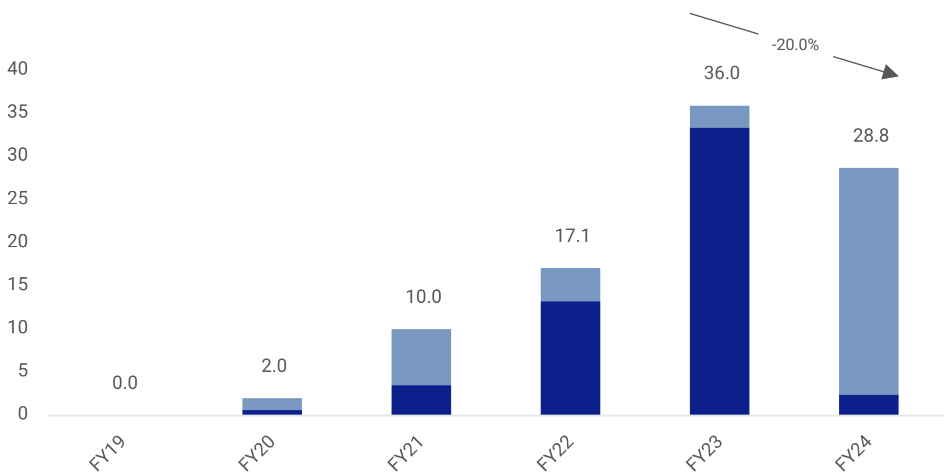
Source: Banca Profilo elaborations on Company data

Adj. Net debt fell to €28.8mln

The adj. Net debt benefits from a significant improvement, supported also by operating cash flow, reaching €28.8mln by the end of 2024, a notable improvement compared to €36.0mln in 2023, although it remains at 4.6x EBITDA. This includes €2.4mln in medium/long-term loans and €33.2mln in short-term loans, net of cash and cash equivalents. Given the Company's fragile financial position, as evidenced by its filing with the Valencia Court to initiate debt restructuring negotiations with creditors, the majority of its debt has been reclassified as short-term, unlike in previous years.

Finally, as of December 31, 2024, consolidated shareholders' equity stands at €13.4mln, compared to €13.7mln in 2023.

Figure 11: Net debt (Cash) FY19-24 (€/mln)



Source: Banca Profilo elaborations on Company data

Table 11: Balance Sheet FY19-24 (€/mln)

Balance Sheet		FY19	FY20	FY21	FY22	FY23	FY24 OLD	FY24
Intangible assets		0.0	0.0	0.4	1.7	3.8	9.4	11.2
Right of use		0.0	0.1	0.1	1.2	1.0	0.8	0.8
Tangible fixed assets		0.0	0.2	1.5	0.4	0.8	1.2	0.9
Financial assets		0.0	0.5	1.4	5.2	1.5	0.3	0.4
Fixed Assets		**0.1**	**0.8**	**3.3**	**8.6**	**7.1**	**11.8**	**13.3**
Inventories		0.9	5.0	13.1	23.1	27.0	28.2	30.1
	% on Revenue	*2.4%*	*8.3%*	*7.5%*	*7.0%*	*6.2%*	*5.5%*	*6.3%*
Trade receivables		0.6	5.0	12.6	21.8	36.4	44.0	23.7
	% on Revenue	*1.8%*	*8.4%*	*7.2%*	*6.6%*	*8.4%*	*8.5%*	*4.9%*
Trade payables		(1.4)	(6.8)	(14.1)	(29.2)	(35.1)	(36.8)	(35.4)
	% on COGS w/o labour cost	*4.0%*	*11.5%*	*8.4%*	*9.1%*	*8.3%*	*7.4%*	*7.6%*
Net Operating Working Capital		**0.1**	**3.3**	**11.5**	**15.6**	**28.3**	**35.4**	**18.4**
	% on Revenue	*0.3%*	*5.5%*	*6.6%*	*4.7%*	*6.5%*	*6.9%*	*3.8%*
Other current assets		0.1	0.3	0.9	3.8	21.9	16.7	21.6
Other current liabilities		(0.1)	(0.2)	(1.0)	(3.4)	(1.4)	(5.0)	(3.1)
Net Working Capital		**0.2**	**3.3**	**11.4**	**16.1**	**48.8**	**47.1**	**37.0**
	% on Revenue	*0.5%*	*5.5%*	*6.6%*	*4.9%*	*11.2%*	*9.1%*	*7.7%*
Non current assets		0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non current liabilities		(0.0)	(0.0)	(0.1)	(1.1)	(0.8)	(0.8)	(1.2)
Net Invested Capital		**0.2**	**4.1**	**14.7**	**23.6**	**55.1**	**58.1**	**49.0**
CapEx		**0.0**	**1.2**	**1.6**	**2.0**	**3.3**	**2.0**	**3.9**
	% on Revenue	*0.0%*	*2.0%*	*0.9%*	*0.6%*	*0.8%*	*0.4%*	*0.8%*
Intangible		0.0	1.0	0.4	1.6	2.7	1.6	3.2
Tangible		0.0	0.2	1.3	0.4	0.7	0.4	0.7
Share capital		0.0	1.2	2.0	2.0	2.3	2.3	2.3
Reserves and retained earnings		0.0	0.3	0.1	0.4	10.7	11.4	11.4
Group Net Income		0.3	0.6	2.6	5.0	0.7	3.8	(1.7)
Financial assets at fair value through equity		0.0	0.0	0.0	(0.1)	0.02	0.00	0.2
Shareholders' equity		**0.3**	**2.1**	**4.7**	**7.4**	**13.7**	**17.5**	**12.1**
Net Debt (Cash)		**(0.1)**	**1.9**	**10.0**	**16.2**	**41.4**	**40.7**	**36.9**
Adj. Net Debt (Cash)		**0.0**	**2.0**	**10.0**	**17.1**	**36.0**	**30.7**	**28.8**

Source: Banca Profilo elaborations on Company data

Table 12: Free Cash Flows FY19-24 (€/mln)

Free Cash Flow		FY19	FY20	FY21	FY22	FY23	FY24 OLD	FY24
EBIT		0.3	0.8	3.8	7.0	7.0	9.9	4.1
	Tax rate	*14.9%*	*24.2%*	*25.3%*	*27.1%*	*44.1%*	*25.0%*	*-69.0%*
NOPAT		**0.2**	**0.6**	**2.8**	**5.1**	**3.9**	**7.4**	**7.0**
D&A		0.0	0.1	0.1	0.4	1.0	2.0	2.1
Changes in Funds			(0.0)	(0.0)	(0.8)	0.1	0.1	(0.1)
Changes in NOWC		n.a.	(3.2)	(8.2)	(4.1)	(12.7)	(7.1)	9.9
CapEx		0.0	(1.2)	(1.6)	(2.0)	(3.3)	(2.0)	(3.9)
Free Cash Flow		**0.3**	**(3.7)**	**(7.0)**	**(1.3)**	**(11.0)**	**0.4**	**15.0**

Source: Banca Profilo elaborations on Company data

Appendix: The reference market

Riba Mundo Tecnología: a Consumer Electronics B2B global trader

Riba Mundo Tecnología ("Riba Mundo") is specialized in the global B2B commerce of technological products, including smartphones, tablets, headphones, game consoles, TVs, smartwatches, personal computer components and portable electronic devices. The Company is a B2B mainly European trader, even if it operates also in the United Kingdom, United States and the United Arab Emirates, serving more than 45 countries.

The Consumer Electronics market

Global Consumer Electronics market

Consumer Electronics devices refer to a range of products designed for everyday use. The market includes several categories such as personal computing and devices, audio and video systems, mobile devices and smart home technology. These products are developed to enhance personal productivity, communication and entertainment. Main drivers propelling the Consumer Electronics market are (i) technological upgrades, (ii) consumer preferences evolution and (iii) a growing desire for cost-effective, easy-to-use and high-performance devices.

In its latest report on the subject, GfK estimates that global sales (excl. North America) in the Consumer Tech & Durables sector reached $813bn last year, a decline of 2.9% from 2022.

Decline across regions after saturation - only Middle East/Africa outperforms

By geographical area, the Middle East & Africa witnessed robust growth, while Latin America and Eastern Europe maintained stability; however, Developed Asia, Emerging Asia, and China faced notable declines in sales revenue for 2023.

Figure 12: Consumer Tech & Durable Sales Value (excl. North America)

Source: Consumer Technology & Durables Outlook 2024, GfK

Wide variation in performance across sectors

Across sectors, there were notable variations in performance:

- Globally, Photo experienced strong revenue growth, driven by renewed consumer interest in travel and out-of-home activities.
- Small Domestic Appliances (SDA) saw a modest growth of 1.2%, attributed to higher product innovation and a lower price point.
- Telecom sales remained nearly stable, supported by short replacement cycles for products like smartphones and increased sales of 5G models.
- Major Domestic Appliances (MDA) focused on energy-efficient models due to rising electricity costs and Europe's energy efficiency labelling.
- Office, Information Tech (IT) and Consumer Electronics (TV/audio) experienced the largest decline in sales revenue compared to 2022.

Stabilization in 4Q23 and FY24 outlook

After successive improvements quarter by quarter, the final three months of last year saw Consumer Tech & Durables finally flip into positive growth, posting a 2.3% increase compared to 4Q22. This upturn was primarily driven by strong demand in Telecom (+5.9% in 4Q23 vs 4Q22), Major Domestic Appliances (MDA) (+4.9%) and Small Domestic Appliances (SDA) (+4.7%), effectively offsetting the challenges faced by the IT office and consumer electronics segments. With current market dynamics, GfK project that Consumer Tech & Durables revenue will grow by approximately 1% in FY24 and forecast a particularly pronounced demand in the telecom and small domestic appliance sectors. Products purchased during lockdowns, such as smartphones, which have shorter replacement cycles, are anticipated to drive replacement demand. Furthermore, low-cost items like IT accessories, which impose less strain on consumers' budgets, are expected to remain popular.

The Mobile Phones segment

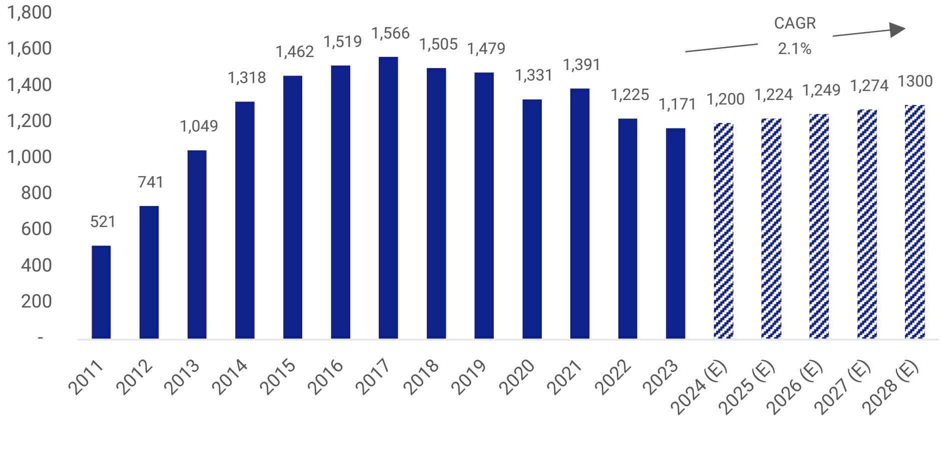
By the end of 2020, 78% of world's population were smartphone users

The Smartphone segment has been steadily developing and growing since 2008, both in market size and in number of models and vendors. By the end of 2020, 78% of world's population were smartphone users, with many people using more than one smartphone. Apple and Samsung tend to swap places at the top of the smartphone market, but the fight for the remaining places among the top five vendors is hotly contested. Huawei once had a solid hold on this position, even leading the market for a brief period, but restrictions on trade have taken a heavy toll on the Chinese smartphone manufacturer. Other Chinese manufacturers, such as Xiaomi, have primarily filled the gap left by Huawei's decline.

Mobile Phones shipments to grow at 2.8% in 2024E and 2.1% CAGR in 2023-28E

According to the International Data Corporation (IDC) Worldwide Quarterly Mobile Phone Tracker, smartphone shipments are forecasted to reach 1.20bn units in 2024, showing a 2.8% year-over-year increase, with growth expected to continue in the low single digits through 2028. Although overall volumes remain below pre-pandemic levels, IDC suggests that the market has stabilized and is progressing beyond its previous lows. The budget-economy segment ($150-$249), which shrank yoy in 2023 due to macroeconomic headwinds, especially in emerging markets, and the premium segment ($600-$799) are expected to drive the rebound.

Figure 13: Global Smartphone shipments 2011-28E (units/mln)



Source: Counterpoint, Global Smartphone Shipments 2011-2023 and IDC, Worldwide Quarterly Mobile Phone Tracker

The Tablets segment

128.5mln/units of tablets shipped worldwide in 2023

The tablets market consists of portable computers that use touchscreens as their primary input. Most tablets are slightly smaller and weigh less than an average laptop. In 2023, worldwide tablet shipments totaled 128.5mln units, a decline of 20.5% compared to 2022 and the lowest annual volume since 2011.

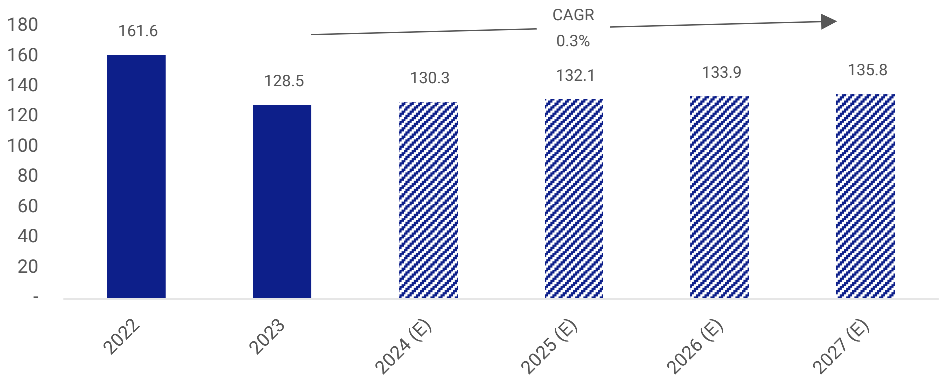
Apple remains the leading tablets vendor; Samsung follows

According to the IDC Worldwide Quarterly Personal Computing Device Tracker, Apple maintains its position as the leader in the tablets market, holding nearly 37.8% of the share in 2023, albeit experiencing a decline in recent years. This decline is attributed to the increasing market share of Samsung Android tablets, which reached 20.4% in 2023, with a total of 26.2mln units compared to Apple's 48.5mln units.

Tablets shipments to grow at 0.3% CAGR in 2023-27E

Demand has continued to cool as many macroeconomic indicators have worsened or remain unchanged in the past few months, contributing to the lowered outlook. However, IDC expects the market to rebound in 2024 with global volumes reaching 135.8mln units by 2027, a 0.3% CAGR 2023-27E.

Figure 14: Global Tablet shipments 2022-27E (units/mln)



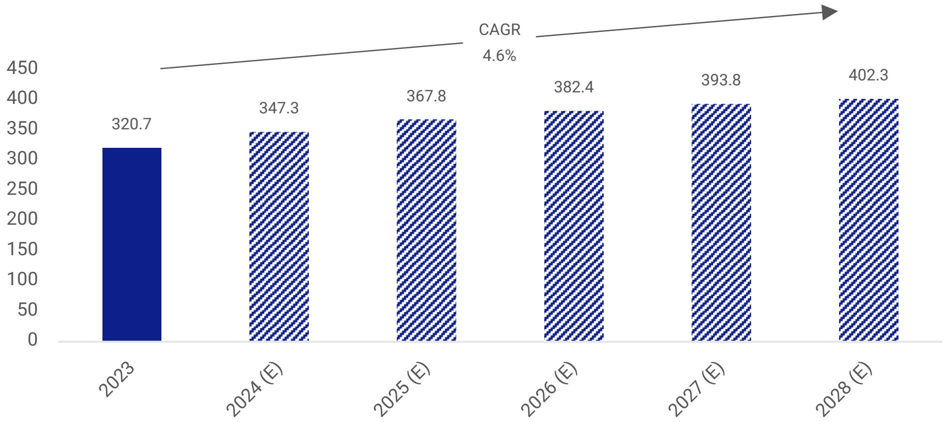
Source: IDC, Worldwide Quarterly Personal Computing Device Tracker

The Headphones segment

Earwear shipments to grow at 4.6% CAGR in 2023-28E

According to IDC, in 2023 global shipments of Earwear devices reached 320.7mln units and it is expected to grow at 4.6% CAGR over 2023-28E to reach 402.2mln units. Main driver is the changing consumer preferences for wireless headphones and earphones in the coming years.

Figure 15: Global Earwear shipments 2023-28E (units/mln)



Source: Banca Profilo elaborations on IDC data

Appendix: Overview and business model

Riba Mundo Tecnología has radically changed B2B global commerce

Riba Mundo launched its proprietary Big Data software, MarVin, to radically change the Business-to-Business (B2B) global commerce, mainly in Consumer Electronics. Riba Mundo trades Consumer Electronics among retailers and resellers, using Marvin database as the sole software.

History

An Innovative SME with a B2B model in Consumer Electronics trading

Riba Mundo is a Tech Company established in 2018 operating as a B2B trader of Consumer Electronics.

2020 pivotal change: the MarVin software was created

Riba Mundo business model follows the pivotal change made in 2020, when the MarVin software was created. The software was designed to meet the needs of its business model and it was registered with a copyright by Riba Mundo. In the following years, the Company continued its organic growth through the launch of a Global B2B E-commerce platform. Moreover, Riba Mundo strengthened its logistics through the purchase of 5,000 sqm warehouse and diversified its offering adding new product categories. In 2022, just four years after its establishment, the Company reached a milestone turnover of €329mln and bought, together with Portobello SpA (50% stake each), E-price assets.

Ownership in ePRICE climbs to 67% in March 2024

Riba Mundo acquired 50% of share capital of PB Online for a total amount of €2.65mln (the average market capitalization of E-price in that period - between the announcement and the acquisition - was €6.1mln).

The offer of the "marketplace" business unit relates to eprice.it portal and consists of the following assets:

- ePrice brand and eprice.it domain;
- the goodwill, understood as the intangible value of ePrice market positioning, brand and commercial reputation, suppliers and customers networks;
- capital goods and hardware needed to ensure business continuity;
- the database including i) customers’ personal data; ii) marketplace sellers’ personal data; iii) users (i.e. web visitors) data;
- contracts and all authorizations related to the functioning of the business unit;
- 25% equity interest in the Dutch company International Marketing Network, which is a JV founded with 3 other operators to develop an international marketplace between Italy, France, Germany and Romania;
- 25 employees needed to ensure business continuity.

In March 2024, Riba Mundo increased its ownership in the subsidiary, now rebranded as ePRICE IT S.r.l., to 67%. This increase was achieved by subscribing to €3.7mln of the €4.1mln raised in a capital increase, while Portobello subscribed to the remaining portion, reducing its stake to 33%.

Group structure

IPO completed in July 2023 and raising ~€5.3mln

The Company was listed on the Euronext Growth segment of the Milan Stock Exchange on 28th July 2023. The IPO was carried out through a capital increase. Riba Mundo issued 268k new shares raising ~€5.3mln. The share capital is made of 2.3mln shares. Moreover, the greenshoe option exercise concerned 11,200 ordinary shares held by main shareholder Marco Dezi, which were subscribed at 19.70€/per share (equal to the IPO price), for a total amount of €220,640.

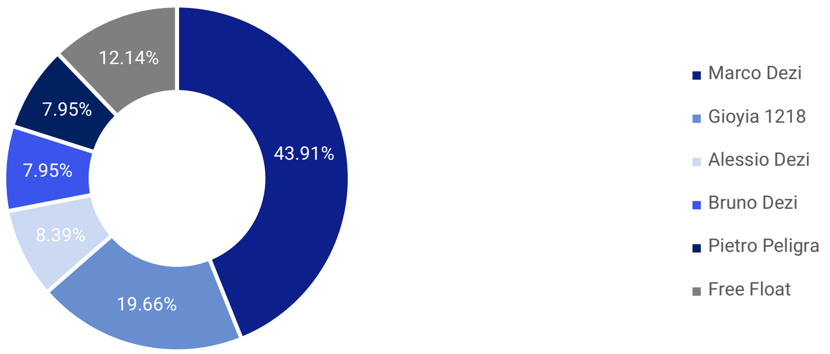
18-month lock-up ended

Pre-money shareholders were subject to an 18-month lock-up period, which expired in March 2025.

Marco Dezi is CEO and main shareholder with 43.91%; free float is 12.14%

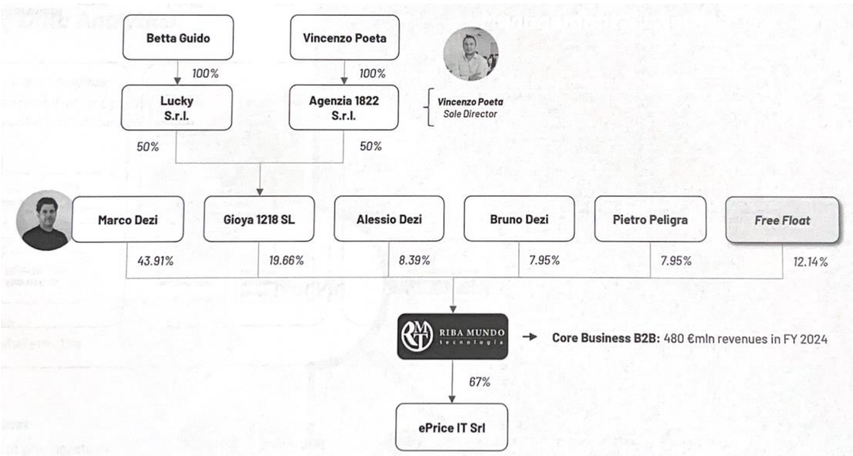
Marco Dezi, CEO of the Company, owns 43.91%, whereas Vincenzo Poeta and Mirco Sorbo, Buyer Director and Sales Director respectively, own 19.66% through Gioya 1218 SL. The remaining stake is owned by Alessio Dezi (8.39%), Bruno Dezi (7.95%) and Pietro Peligra (7.95%). Free float is 12.14%. Moreover, Riba Mundo owns 67% of ePRICE IT S.r.l.

Figure 16: Shareholders as of April 2025



Source: Banca Profilo elaborations on Company data

Figure 17: Group Structure as of April 2025



Source: Company data

Headquarter in Valencia, a strategic hub in Europe

The Company's headquarter is in Valencia (Spain), a strategic choice at 12km only distance from Valencia International Airport and the City itself is considered as a strategic logistics hub in Europe.

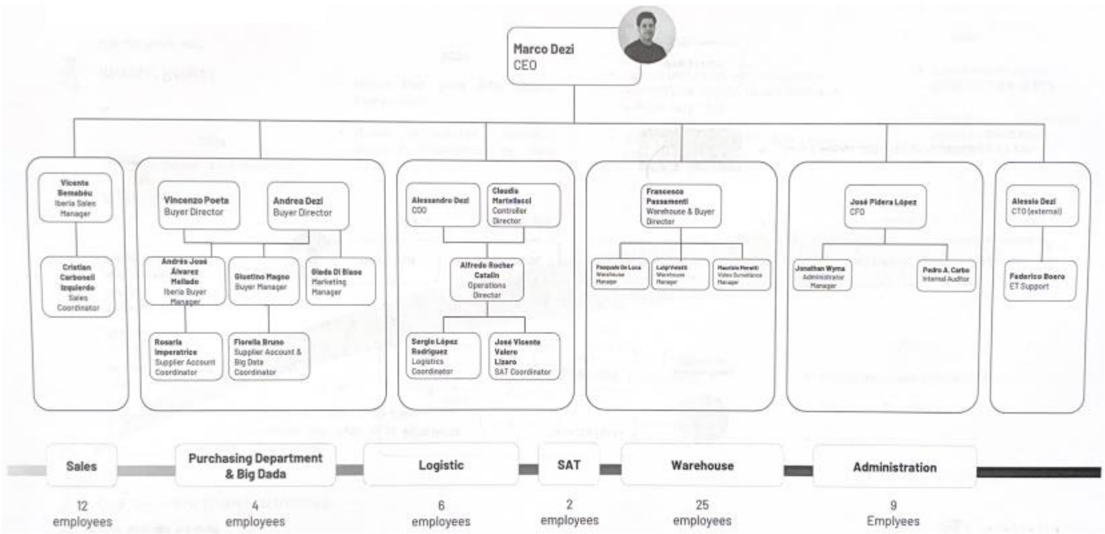
Riba Mundo traded in 41 countries in 2024

In 2024, Riba Mundo expanded its sales to 41 countries, a slight decrease from 45 in 2023, with Spain leading revenue contributions at 18% (down from 20%), followed by Italy at 17% (down from 25%), Czech Republic at 11%, Nederland at 6% and Cypre at 5%. In addition, key perspective countries include United Kingdom, the United States and the United Arab Emirates.

The Group employees 58 people including 9 executives

As of April 2025, the Group employed 58 people including 9 executives. The warehouse is the largest department with 25 employees.

Figure 18: Riba Mundo's Organizational chart and workforce



Source: Company data

Marco Dezi: CEO & Partner
Marco Dezi, main shareholder and CEO of Riba Mundo, graduated in Business & Economics in Rome, took an MBA in Milan and mastered in Marketing at the Business School Sole 24 Ore. He set up his first business (sold in 2004) focused on the importation and assembling of LCD and Plasma TVs.

Mirco Sorbo: Sales Director
Mirco Sorbo is Riba Mundo Sales Director. He holds 25 years of experience in phones and tablets trading.

Vincenzo Poeta: Buyer Director
Vincenzo Poeta is Riba Mundo Buyer Director. He has been working as a buyer in Consumer Electronics since 2010. He coordinates the in-depth analysis of end-markets, looking for most appealing products categories and best purchasing prices for each brand.

Jose Pinera Lopez: Secretary and CFO
Jose Pinera Lopez is Riba Mundo Secretary and CFO. He graduated in Business Administration at Catolica University in San Antonio de Murcia; he then took an MBA at the Luiss Business School in Rome and, finally, an Executive MBA at ENAE Business School in Murcia. Mr. Lopez has been working in the Food Industry for more than 15 years; he successfully completed the sale of the company where he had previously worked as CEO.

Product range

Broad and diversified product portfolio including 14 main categories
Riba Mundo has a broad and diversified product portfolio, including smartphones, computing, gaming, smartwatches, speakers, headphones, office supplies, home and ecosystem products, household appliances, personal technologies, photo and video devices, tablets, toys and TV & Accessories.

Over 300 brands and 6,000 SKUs in 14 categories
Riba Mundo offering is made of more than 6,000 references (stock keeping units, "SKUs") and over 300 brands in 14 different Consumer Electronics categories. The Company's aim is to progressively expand its products range, leveraging on MarVin capacity to Big Data analysis and spotting the most prospectively requested SKUs. The Group's SKUs rose from 775 in 2020 to over 6,000 in 2024.

Business Model and Value Chain

Data-driven layer in global B2B Consumer Electronics commerce

Riba Mundo business model has its roots in its proprietary MarVin software. The Group operates worldwide buying products at the lowest price from global suppliers and reselling it to global customers, i.e. retailers and resellers.

MarVin technology at the core of the business

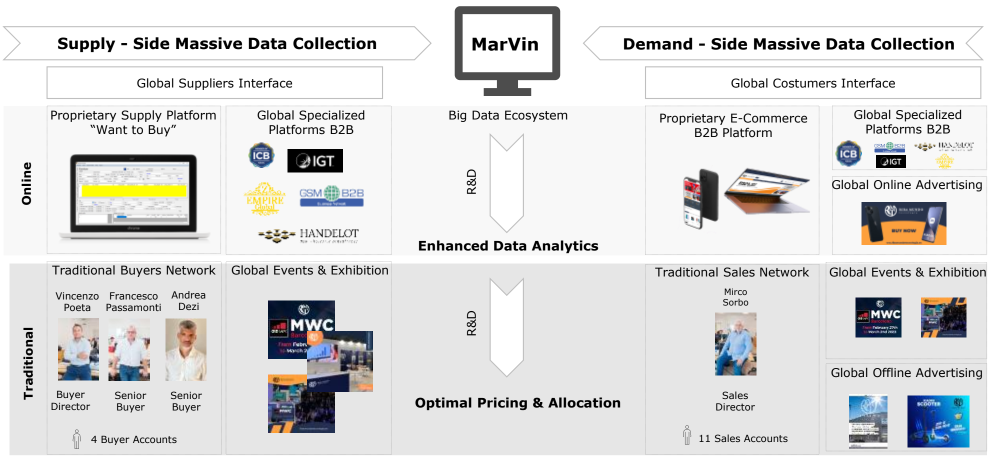
MarVin was created in 2020 and it relies on a fully centralized Big Data ecosystem, which integrated automated business processes from warehouse management to customer orders analysis and optimal pricing & allocation. In details, using MarVin, the Group can benefit from:

- Global big data analytics, which gives real-time visibility on the existing stock and on the demand-supply pricing dynamics worldwide;
- Decision-making on data analytics which spots real time buying and selling opportunities worldwide;
- Optimal pricing & allocation in any market trends;
- Data-driven market forecast through data empowered algorithmics for forecasting pricing and stock evolution;
- Accelerated inventory rotation based on data driven stock optimization;
- Efficient inventory management through MarVin-linked inbound and outbound flows of goods accelerating pick-ups;
- Transport costs minimization thanks to international courier costs monitoring for shipping processes optimization;
- Business process automation to minimize Sales Accounts discretion.

MarVin supply and demand cross analysis

MarVin is integrated both on demand and supply side. On one hand, MarVin works out the quantities that are needed for an optimal stock and the right target price. Therefore, both in online (Proprietary Supply Platform "Want to Buy" and Global Specialized Platforms B2B) and traditional form (traditional buyer network and global events and exhibition), Riba Mundo procures its resources from suppliers. On the other hand, the Group uses MarVin algorithm to sell its products at the optimal price both online (proprietary E-Commerce B2B platform, global specialized platforms B2B and online advertising) and on traditional channels (traditional sales network, global events and exhibition or global offline advertising).

Figure 19: Riba Mundo supply and demand cross analysis



Source: Banca Profilo elaborations on Company data

Supply Side Channel

Combining online and traditional procurement channels

Riba Mundo uses few channels for procurement:

- Its proprietary Supply Platform, named "Want to Buy" which indicates the optimal quantity and type of electronic item to purchase;
- Its membership to Global Specialized B2B Platforms, including ICB, Igt, Z-empire, Handelot and Gsm;
- Traditional networks of four experienced buyers, including Vincenzo Poeta, Mirco Sorbo and Andrea Dezi who negotiate significant size orders;
- Participation to specific events and exhibitions focused on consumer electronics to expand its supplier network on a global scale.

The proprietary supply platform "Want to Buy"

Thanks to its proprietary platform "Want to Buy", which is integrated in MarVin, Riba Mundo can quickly identify both the type and the optimal quantity of electronic products to purchase. MarVin can compare global prices in real-time, not only through the identification of the arithmetic average of the sales prices charged but also through the calculation of the "potential" average, re-measured according to a propriety algorithm.

Thanks to its ability to import, standardise and reprocess data, MarVin can return a complete information to set the best procurement in terms of both quantity and price and thus guarantee the targeted margin and minimum stock piling.

In addition, MarVin can draw up detailed reports taking into account current and future stock requirements and suggest a range of possible solutions to efficiently pursue the predetermined purchasing, storage and subsequent resale objectives (such as the automatic creation of orders to suppliers according to predetermined deadlines, to avoid the out-of-stock of a certain product or the reporting of products on which price reductions are necessary).

Demand Side Channel

On and off-line distribution channels

Riba Mundo resells to its customers through on- and off-line channels:

- Its proprietary e-Commerce B2B multilingual (7 languages) platform which leverages on around 1.7k registered users (as of June 2024). It also offers a real-time update of tailored offering in terms of price and stock;
- Global specialized B2B Platforms to reach out to new customers;
- Global online advertising, SEO and digital marketing to improve its e-Commerce positioning;
- Traditional sales network of experienced first-class senior executives and 11 Sales Accounts usually managing larger orders from tier-one customers;
- Offline advertising which typically involves leaflets and billboards in major cities;
- Global B2B Consumer Electronics events & exhibitions to expand customers' network on a global scale.

Retailers and Resellers

Riba Mundo's main customers are:

- Retailers/e-Tailers which are basically B2C stores;
- Resellers that act as an intermediary between either Consumer Electronics producers or distributors and final customers.

In 1H24, Riba Mundo served 188 resellers and 1503 Retailers/e-Tailers. Riba Mundo continues to increase the weight of Retailers/e-Tailers on revenues to improve profitability.

"Drop Shipping" service offered mainly to E-tailers

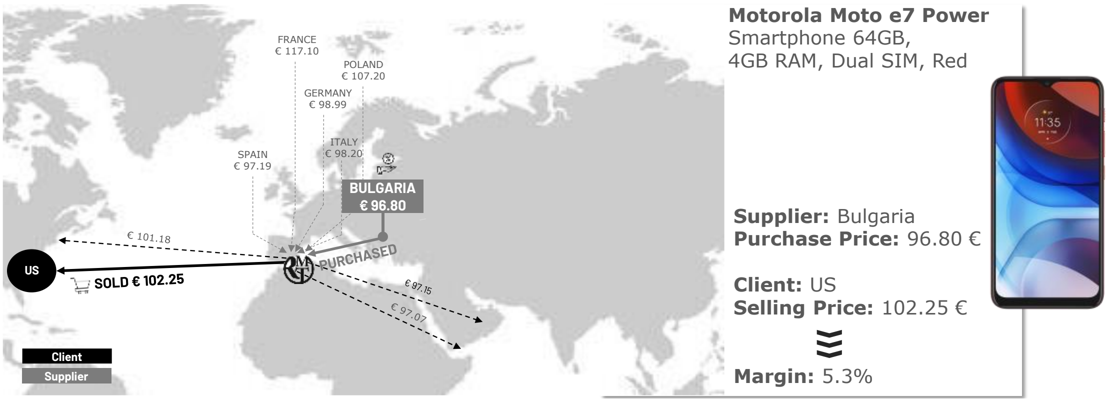
Riba Mundo has been working to increase its strategic positioning in the E-tailers market by offering a new service called "Drop Shipping" which is a form of retail business in which the E-tailers accepts customer orders without keeping stock on hand. By doing this, it eliminates the costs of maintaining warehouses – or even a storefront – purchasing and storing inventory and reduce the related personnel. Overall, Riba Mundo will take care of products shipping to end customers, thus streamlining the whole distribution process.

Case Study and value chain operation

Case study of Riba Mundo's value chain

By analysing a specific purchase and resale transaction of a Motorola smartphone, it is possible to gain a deeper understanding of Riba Mundo's value chain. In this case study, the Company buys a Motorola smartphone from Bulgaria for €96.8 and resells it in the US for €102.25, gaining a 5.3% margin.

Figure 20: Riba Mundo customer base structure in 2022



Source: Banca Profilo elaborations on Company data

Order and delivery management

Riba Mundo developed a warehouse application to manage and handle the stock

In order to optimize the logistics including in-coming, products storage and deliveries, Riba Mundo developed an application, linked and fully integrated in MarVin and running on Android and iOS systems, which is used by warehouse staff to manage the handling of goods. The application also indicates the specific position of products according to the calculated rotation, optimising the route within the warehouses. Thanks to this application, the available stock is always mapped and updated.

An efficient and well organised warehouse thanks to MarVin systems integration

The warehouse is approximately 4,500 square metres and is composed of:

- 3 separate areas: storage area, entrance area and exit area;
- 4 workstations for goods entry;
- 6 picking and check stations;
- 6 stations for final packaging;
- 4 electric forklifts for picking, including 2 electric pallet trucks for goods positioning and picking and 2 forklift trucks for loading and unloading;
- 64 pallet racks with a total capacity of approximately 1,200 pallets. There is also space for another 800 pallets outside the racks.

The warehouse is organised using MarVin algorithms, with the rationale of placing the highest-rotation products in the easiest to collect parts of the warehouse and leading the pickers to spend as little time as possible on picking, also through the application installed on the smartphones provided to the warehouse staff.

Moreover, MarVin uses its algorithms to calculate the target duration for which each SKU should remain in stock: if the turnover index for a SKU is higher than the target calculated by MarVin, the price of the SKU is gradually increased until the stock is completely sold; conversely, if the turnover index is lower than the target, the price is gradually reduced until the stock is completely sold.

Fast shipping within 24 hours to European countries at the lowest real-time cost

Thanks to agreements with major national and international couriers, Riba Mundo is able to guarantee products delivery within 24 hours to all European countries, and thanks to MarVin, to optimise transport costs through data analysis that selects, in real time, the best courier for each type of shipment. To this end, MarVin uses, among others, key elements such as actual and volumetric weight of the product, as well as the courier rates in the various destination countries.

Riba Mundo Tecnologia S.A. ID Card

mag, 15 2025 - 15:00

Recommendation	Target Price	Upside
BUY	**10.0 €**	**313%**

Company Overview

Riba Mundo is a Tech Company established in 2018 operating as a B2B trader of Consumer Electronics.The Company launched its proprietary Big Data software, MarVin, to radically change Business-to-Business (B2B) distribution, mainly in Consumer Electronics. Riba Mundo trades Consumer Electronics to retailers and resellers, using Marvin as the only software. MarVin was created in 2020 and it relies on a fully centralized Big Data ecosystem, which integrated automated business processes from warehouse management to customer orders analysis and optimal pricing & allocation. In details, using MarVin, the Group can benefit from:

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- Data-driven Market Forecast through data empowered algorithmics for forecasting pricing and stock evolution;
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- Transport costs minimization thanks to international courier costs monitoring for shipping processes optimization;
- Business Process Automation to minimize Sales Accounts discretion.

The Group operates worldwide buying products at the lowest price from global suppliers and reselling it to global customers, i.e. retailers and resellers. Riba Mundo Tecnología has a broad and diversified product portfolio, including smartphones, computing, gaming, smartwatches, speakers, headphones, office supplies, home and ecosystem products, household appliances, personal technologies, photo and video devices, tablets, toys and TV & Accessories. The Company's aim is to progressively expand its products range, leveraging on MarVin capacity to Big Data analysis and spotting the most prospectively requested SKUs. The Group's SKUs rose from 775 in 2020 to 6,259 in 2023.
On March 27, 2024, Riba Mundo increased its stake in ePRICE IT S.r.l. to 67%, gaining control and positioning itself for entry into the B2C market.

SWOT Analysis

Strenghts

- Know-how and proprietary technology through MarVin
- Extensive geographical network enabling broad market reach and customer access
- Extensive product catalog that meets diverse customer needs and supports competitive differentiation across multiple markets
- Strategic positioning for fast deliveries and time to market
- Big Data disruptive business model
- Customer oriented approach
- Market positioning as a global B2B distributor

Weaknesses

- Limited industry-wide profit margins in an increasingly competitive market
- Rapid growth challenges and high debt costs strain resources and financial flexibility

Opportunities

- B2C market expansion through ePRICE
- Highly scalable business
- Large addressable market
- Highly fragmented competition
- US market penetration for Consumer Electronics
- M&A opportunities
- Products range diversification, including Pharmaceuticals, White Goods and Toys

Threats

- Risk of rapid product and inventory obsolescence due to evolving market trends and technology advancement

Main Catalysts

Consumer Electronic market is expected to grow at 2.5% CAGR in 2022-27E
Higher marginality in new categories such as personal, household and micro-mobility products
Increasing the weight of Retailers/e-Tailers on Revenues in the next years to further improve profitability

Main Risks

Risk of hacker attacks on Marvin platform
Risk of having an obsolete warehouse with an increase in turnover days
Highly competitive reference market with low marginality

Riba Mundo Tecnologia S.A. ID Card

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Recommendation	Target Price	Upside
BUY	10.0 €	313%

Main financial data		FY24	FY25E	FY26E	FY27E
(€/mln)					
Revenue		**480.0**	**237.3**	**273.2**	**314.4**
	yoy	*10.6%*	*-50.6%*	*15.1%*	*15.1%*
Gross Profit		**25.4**	**7.2**	**12.4**	**15.5**
	Gross margin	*5.3%*	*3.0%*	*4.5%*	*4.9%*
Adj. EBITDA		**6.5**	**(1.3)**	**4.5**	**7.3**
	Adj. EBITDA margin	*1.4%*	*-0.5%*	*1.6%*	*2.3%*
Reported EBIT		**4.1**	**(3.3)**	**2.7**	**5.5**
	Reported EBIT margin	*0.9%*	*-1.4%*	*1.0%*	*1.7%*
EBT		**(1.4)**	**(5.4)**	**1.1**	**4.1**
	Pretax margin	*-0.3%*	*-2.3%*	*0.4%*	*1.3%*
Net Income		**(2.4)**	**(4.7)**	**0.8**	**3.1**
	Net Profit margin	*-0.5%*	*-2.0%*	*0.3%*	*1.0%*
Adj. Net Debt (Cash)		**28.8**	**22.2**	**22.6**	**20.2**
Cons. Shareholders' Equity		13.4	7.1	8.0	11.1
Net Operating Working Capital		18.4	9.2	12.4	14.4
CapEx		3.9	0.6	1.1	1.1
Free Cash Flow		**15.0**	**8.7**	**(0.5)**	**2.8**

Activity ratios	FY24	FY25E	FY26E	FY27E
Days of inventory On Hand (DOH)	23	23	23	23
Days of Sales Outstanding (DSO)	18	15	19	20
Number of days of payables	28	25	27	28
Fixed Assets Turnover ratio (FAT)	36.2	20.0	24.8	31.0

Liquidity ratios	FY24	FY25E	FY26E	FY27E
Current ratio	1.0	3.3	3.0	3.0
Cash conversion cycle	13	13	15	15

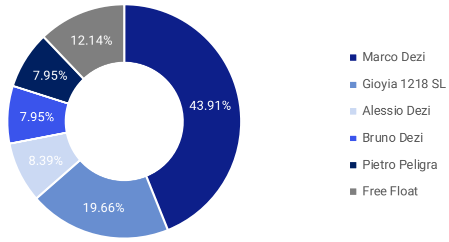
Solvency ratios	FY24	FY25E	FY26E	FY27E
Net Debt (Cash)-to-Equity	2.1x	3.1x	2.8x	1.8x
Net Debt (Cash)-to-EBITDA	4.6x	-17.3x	5.1x	2.8x
Interest Coverage ratio	0.7x	-1.5x	1.8x	4.1x

Profitability ratios	FY24	FY25E	FY26E	FY27E
Return On Invested Capital (ROIC)	14.2%	-6.7%	5.4%	11.0%
Return On Capital Employed (ROCE)	2.3%	-3.6%	2.7%	5.2%

Company Description

Company Sector	Consumer Electronic Wholesalers
Price (as of May 15, 2025)	€ 2.4
Number of shares (mln)	2.3
Market Cap (€/mln)	€ 5.3
Reference Index	FTSE Italia Growth Index
Main Shareholders	Marco Dezi and Gioya 1218 SL
Daily Average Volumes	660
Sample of comparables	Esprinet (IT), Also Holding (CH), DistIT (SE), Arrow Electronics (US), TD Synnex Corporation (US), PC Connection (US) and SeSa (IT)

Group Structure



Data of peers *Median*	FY24	FY25E	FY26E	FY27E
Sales growth (yoy)	-1.7%	3.9%	4.7%	3.6%
EBITDA margin	2.8%	3.8%	4.3%	3.0%

Multiples of peers *Median*	FY25E	FY26E	FY27E
EV/Sales	0.24x	0.22x	0.21x

Source: Bloomberg, Facset, Banca Profilo estimates and elaborations

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