

ATON GREEN STORAGE

Sector: Industrial

Still in a context of regulatory & market challenges

1H24 results showed a sharp revenue decline due to regulatory uncertainty and lack of incentives. Volumes drop did not allowed to properly cover fixed costs: profitability turned negative, driven by rising costs and market challenges. While RBESS are expected to play a crucial role in the energy transition over the long term, short-term visibility remains poor as well as the recovery timeline. Still, Aton is pivoting toward new growth in Renewable Energy Communities and large energy efficiency projects. We have lowered our estimates to reflect the current scenario, marked by uncertainty and an ostensibly soft start for RECs, expected from 2025. This led to a drop in TP and a subsequent rating downgrade to Hold.

- Top line drop due to persisting uncertain regulatory framework** – 1H24 Total revenues stood at Eu7.7mn, marking a sharp 64% decline compared to Eu21.7mn in 1H23. This drop was attributed to a sector-wide slowdown in Italy, exacerbated by high interest rates, high inflation, decreased electricity prices, and the cessation of government incentives, all of which reduced customer investment capabilities. In terms of segment breakdown, the storage division, Aton's core business, saw revenues fall 67% from Eu20.9mn in 1H23 to Eu6.8mn in 1H24. Industrial revenues increased by 79%, reaching Eu707k, but the efficient energy segment posted a decline of 42%, bringing in Eu220k. Domestic revenues amounted to Eu6.7mn, a decrease from Eu19.0mn in 1H23, and sales in EU dropped by 48% to Eu1.0mn.
- Profitability unexpectedly turns negative amid rising raw material and personnel costs** - EBITDA turned negative at Eu0.2mn in 1H24, from the positive Eu4mn reported in 1H23. The contraction in revenues, combined with higher raw material costs, which accounted for 62% of the production value (compared to 56% in 1H23), contributed to this deterioration. EBIT fell to Eu862k negative from Eu3.3mn in 1H23. The lower EBITDA and increased costs for services and personnel were the primary drivers of this result. The company's personnel costs rose by 8% YoY due to contractual wage adjustments. The company posted a Net Loss of Eu1.95mn for 1H24, reversing the Eu2.1mn profit from the previous year. This negative performance was compounded by increased financial charges, which amounted to Eu1.7mn, a large rise from Eu466k in 1H23. NFP increased to Eu21.1mn (debt) at the end of June 2024, up from Eu13.5mn (debt) at the end of Dec-23. This rise was largely due to negative CF and raw material purchases at favorable prices. Aton has entered into agreements with banks to sell or mobilize its Eu19.4mn tax credits, aiming to convert them into liquidity by year-end.
- Renewable Energy Community (REC), still a potential medium-term boost?** – A Renewable Energy Community (REC) is a partnership of citizens, businesses, and local administrations pooling resources to produce and share renewable energy. Italy has 85 RECs, expected to exceed 200 in the short-term. With Eu2.2bn funding from the NRRP, 5GW of renewable capacity is planned by 2026. ATON is well positioned to offer its all-in-one custom-made storage systems, including software and management control devices.
- Estimates cut due to weak short-term visibility and recovery timeline** – Aton faced a challenging 1H24, with steep revenue declines and mounting losses across key financial metrics. While RBESS are expected to play a crucial role in the energy transition over the medium to long term, short-term visibility remains poor. In this harsh context, we slashed our FY24-26E top line, as well as EBITDA assumptions, conservatively projecting a soft start for RECs from 2025. Meanwhile, the company is making efforts to pivot toward new growth opportunities, including the development of renewable energy communities and larger-scale energy efficiency projects.
- Downgraded to Hold, new TP of Eu4.3/s** – Following the estimate cuts, we have revised our TP to Eu4.3/s (Eu7.4), in line to the current price. To better reflect medium to long-term growth prospects, we have shifted our valuation approach from a multiple comparison to a DCF model. ATON remains a leader in Italy with its adaptable storage systems, and RBESS is set to play a pivotal role in Italy's energy transition, supported by the Renewable Energy Communities regulation, which is expected to be nearing final implementation. However, given the reduced short-term visibility and revised estimates, we are downgrading our rating to Hold.

HOLD

From BUY

TP 4.3

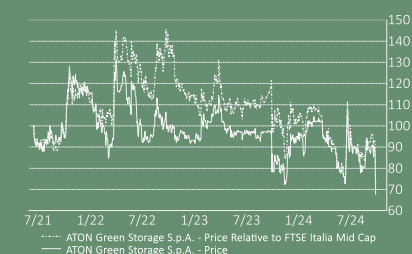
From 7.4

Target price upside 0%

	FY24E	FY25E
Change in EPS est.	nm	nm

Ticker (BBG, Reut)	ATON IM	ATON MI
Share price Ord. (Eu)		4.3
N. of Ord. shares (mn)		7.5
Total N. of shares (mn)		7.5
Market cap (Eu mn)		32
Total Market Cap (EU mn)		32
Free Float Ord. (%)		33%
Free Float Ord. (Eu mn)		11
Daily AVG liquidity Ord. (Eu k)		55

	1M	3M	12M
Absolute Perf.	-3.4%	-1.7%	-9.2%
Rel. to FTSEMIDCap	-1.9%	1.5%	-24.6%
52 weeks range		4.6	6.9



	FY23A	FY24E	FY25E
Sales	40	16	20
EBITDA adj.	8.2	0.6	1.6
Net profit adj.	3.9	(0.9)	(0.0)
EPS adj.	0.527	(0.121)	(0.007)
DPS - Ord.	nm	0.000	0.000
EV/EBITDA adj.	7.3x	88.1x	29.0x
P/E adj.	15.0x	-53.8x	nm
Dividend yield	0.0%	0.0%	0.0%
FCF yield	-24.8%	-9.2%	4.7%
Net debt/(Net cash)	13.5	16.4	14.9
Net debt/EBITDA	1.6x	29.3x	9.0x

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Summary Financials

P&L account (Eu mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Value of Production	55.7	39.5	15.9	20.0	24.9
Gross margin	na	na	na	na	na
EBITDA reported	11.3	8.2	0.6	1.6	2.9
D&A	(1.2)	(1.5)	(1.3)	(1.2)	(1.2)
EBIT reported	10.0	6.7	(0.8)	0.4	1.6
Net financial charges	(0.5)	(1.5)	(0.7)	(0.7)	(0.7)
Associates	0.0	0.0	0.0	0.0	0.0
Extraordinary items	0.0	0.0	0.0	0.0	0.0
Pre-tax profit	9.5	5.2	(1.5)	(0.3)	0.9
Taxes	(2.4)	(1.4)	0.4	0.1	(0.3)
Minorities	0.0	0.0	0.0	0.0	0.0
Discontinued activities	0.0	0.0	0.0	0.0	0.0
Net profit reported	7.2	3.8	(1.1)	(0.2)	0.6
EBITDA adjusted	11.3	8.2	0.6	1.6	2.9
EBIT adjusted	10.3	7.0	(0.5)	0.7	1.6
Net profit adjusted	7.3	3.9	(0.9)	(0.0)	0.6

Margins (%)	FY22A	FY23A	FY24E	FY25E	FY26E
Gross margin	na	na	na	na	na
EBITDA margin (adj)	20.2%	20.7%	3.5%	8.2%	11.5%
EBIT margin (adj)	18.4%	17.6%	-3.4%	3.3%	6.5%
Pre-tax margin	17.1%	13.1%	-9.5%	-1.5%	3.6%
Net profit margin (adj)	13.2%	10.0%	-5.7%	-0.2%	2.6%

Growth rates (%)	FY22A	FY23A	FY24E	FY25E	FY26E
Value of Production	131.3%	-29.1%	-59.9%	26.1%	24.4%
EBITDA	nm	-27.2%	-93.2%	194.2%	73.3%
EBITDA adjusted	nm	-27.2%	-93.2%	194.2%	73.3%
EBIT	nm	-33.0%	nm	nm	292.7%
EBIT adjusted	nm	-32.2%	nm	nm	148.0%
Pre-tax	nm	-45.8%	nm	nm	nm
Net profit	nm	-47.3%	nm	nm	nm
Net profit adjusted	nm	-46.2%	nm	nm	nm

Per share data	FY22A	FY23A	FY24E	FY25E	FY26E
Shares	7.500	7.500	7.500	7.500	7.500
N. of shares AVG	7.500	7.500	7.500	7.500	7.500
N. of shares diluted AVG	7.500	7.500	7.500	7.500	7.500
EPS	0.955	0.503	(0.144)	(0.030)	0.086
EPS adjusted	0.979	0.527	(0.121)	(0.007)	0.086
DPS - Ord.	0.000	0.000	0.000	0.000	0.000
DPS - Sav.	0.000	0.000	0.000	0.000	0.000
BVPS	2.881	3.359	3.215	3.186	3.271

Enterprise value (Eu mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Share price Ord. (Eu)	6.5	6.1	4.3	4.3	4.3
Market cap	49.0	45.6	32.4	32.4	32.4
Net debt/(Net cash)	12.3	13.5	16.4	14.9	10.6
Adjustments	0.5	0.6	0.6	0.6	0.6
Enterprise value	61.9	59.6	49.4	47.9	43.7

Source: Company data

Share price performance

Weak H24 results may trigger market volatility as expectations shift



Cash flow (Eu mn)	FY22A	FY23A	FY24E	FY25E	FY26E
EBITDA reported	11.3	8.2	0.6	1.6	2.9
Net financial charges	(0.3)	(1.7)	(0.7)	(0.7)	(0.7)
Cash taxes	(0.1)	(3.2)	0.4	0.1	(0.3)
Ch. in Working Capital	(20.0)	(3.2)	(1.4)	2.5	4.5
Other operating items	1.3	(1.5)	0.0	0.0	0.0
Operating cash flow	(7.9)	(1.4)	(1.1)	3.5	6.4
Capex	(1.1)	(10.0)	(1.9)	(2.0)	(2.1)
FCF	(9.1)	(11.3)	(3.0)	1.5	4.3
Disposals/Acquisitions	0.0	0.0	0.0	0.0	0.0
Changes in Equity	0.0	0.0	0.0	0.0	0.0
Others	0.0	10.2	0.0	0.0	0.0
Dividends	0.0	0.0	0.0	0.0	0.0
Ch. in NFP	(9.1)	(1.1)	(3.0)	1.5	4.3

Ratios (%)	FY22A	FY23A	FY24E	FY25E	FY26E
Capex/VoP	2.0%	25.2%	11.9%	10.0%	8.5%
Capex/D&A	0.9x	6.8x	1.4x	1.6x	1.7x
FCF/EBITDA	-80.4%	-138.3%	-529.9%	93.2%	149.5%
FCF/Net profit	-126.4%	-300.0%	275.1%	-691.6%	662.9%
Dividend pay-out	0.0%	0.0%	0.0%	0.0%	0.0%

Balance sheet (Eu mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Working capital	31.2	34.8	36.2	33.6	29.2
Fixed assets	3.2	4.4	4.9	5.6	6.5
Provisions & others	(0.5)	(0.6)	(0.6)	(0.6)	(0.6)
Net capital employed	33.9	38.6	40.5	38.8	35.2
Net debt/(Net cash)	12.3	13.5	16.4	14.9	10.6
Equity	21.6	25.2	24.1	23.9	24.5
Minority interests	0.0	0.0	0.0	0.0	0.0

Ratios (%)	FY22A	FY23A	FY24E	FY25E	FY26E
Working capital/VoP	56.0%	88.0%	227.9%	168.2%	117.3%
Net debt/Equity	57.0%	53.4%	68.1%	62.3%	43.3%
Net debt/EBITDA	1.1x	1.6x	29.3x	9.0x	3.7x

Valuation	FY22A	FY23A	FY24E	FY25E	FY26E
EV/CE	1.8x	1.5x	1.2x	1.2x	1.2x
P/BV	2.3x	1.8x	1.3x	1.4x	1.3x
EV/Sales	1.1x	1.5x	3.1x	2.4x	1.8x
EV/EBITDA	5.5x	7.3x	88.1x	29.0x	15.3x
EV/EBITDA adjusted	5.5x	7.3x	88.1x	29.0x	15.3x
EV/EBIT	6.2x	8.9x	-63.3x	116.5x	27.0x
EV/EBIT adjusted	6.0x	8.6x	-91.5x	73.6x	27.0x
P/E	8.6x	15.6x	-45.2x	-212.8x	66.7x
P/E adjusted	8.4x	15.0x	-53.8x	nm	66.7x
ROCE pre-tax	39.1%	18.9%	-1.3%	1.6%	4.3%
ROE	34.0%	15.7%	-3.8%	-0.2%	2.6%
EV/FCF	-6.8x	-5.3x	-16.6x	31.2x	10.2x
FCF yield	-18.5%	-24.8%	-9.2%	4.7%	13.2%
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%

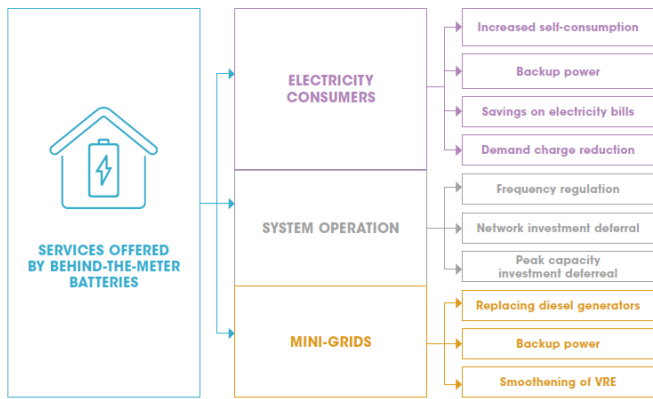
Valuation

The estimates downgrade makes the stock broadly fairly valued



Benefits of Residential Battery Energy Storage Systems

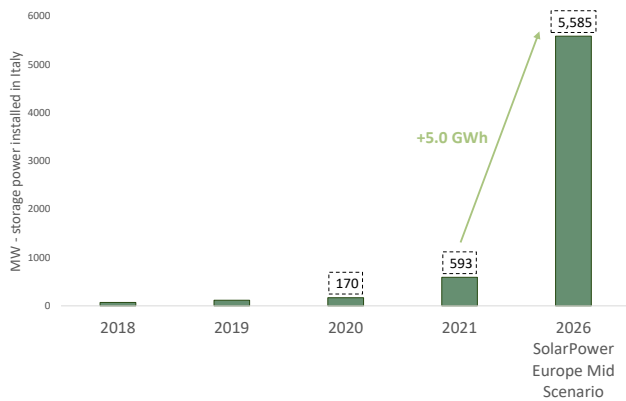
RBESS provide different benefits to consumers and system operations



Source: Alantra

Evolution of RBESS capacity in Italy

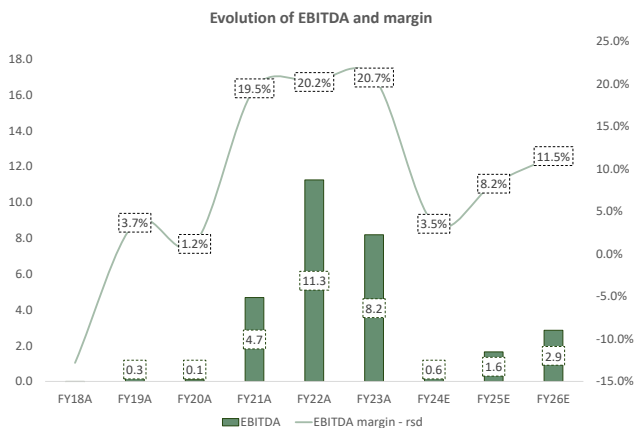
The reference market should experience a strong growth



Source: SolarPower Europe

Evolution of EBITDA and margin

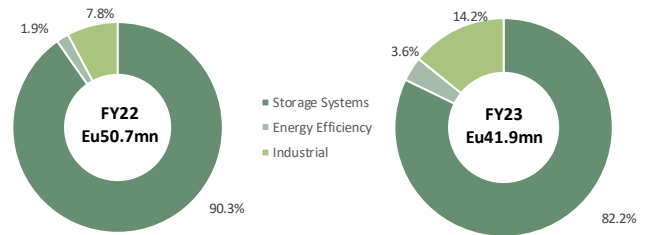
Margin improvement as of FY25



Source: Alantra estimate

Business mix

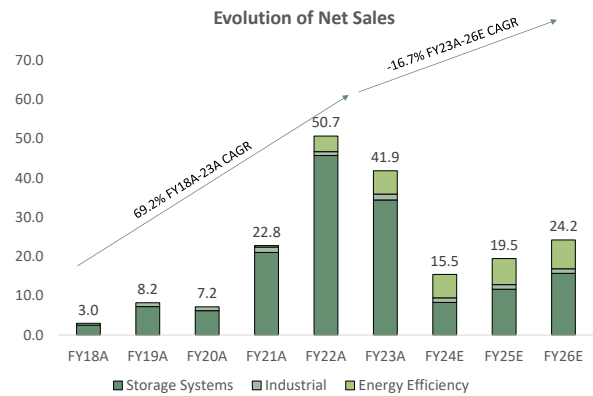
>80% of net sales were generated from the Storage Systems division in 2023



Source: Company

Evolution of net consolidated sales

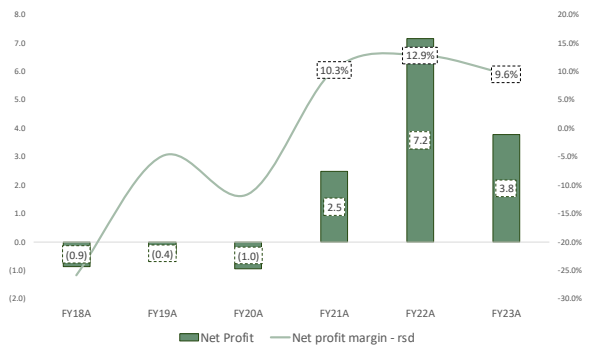
Strong historical and expected top line growth as of 2025



Source: Alantra estimate

18-23 bottom line evolution

Growth should be led by RBESS



Source: Alantra estimate

Profile

Background	<p>ATON is the Italian first mover in the design and production of Residential Battery Energy Storage Systems (RBESS) and a leading player with 11% share in Italy. Leveraging on a strong know-how in its legacy industrial business (now only 2% of 2023 sales), the company launched its first RBESS in 2014. Following the same path of global leaders (e.g. Sonnen, Tesla), ATON developed a full range of “all-in-one” fully-integrated solutions made up of battery modules and inverters sourced from large manufacturers and integrated by in-house developed hardware and software (the so-called Energy Management System - EMS). Integrated storage solutions with performance and functionalities comparable to those of renowned brands, but with higher flexibility, customization and better pricing allowed ATON to be chosen as preferred supplier by large Italian and international multiutilities. In 2021, ATON has launched a new business line (general contracting on turn-key domestic energy efficiency projects)</p>
Positioning	<p>We estimate a market share around 15% in the residential storage system market in Italy. ATON competes with the two global pioneers in RBESS: the German Sonnen (100% owned by Shell group from 2019) and Tesla. In addition, other national and international groups active in the production of batteries and inverters are developing all-in-one storage systems. ATON’s products are competitive in terms of quality and functionalities, but we believe that the real advantage in the Italian market is represented by: 1) flexibility/customization, which has favored the business with multiutilities. ATON sells white label products to ENEL X under specifications defined by the utility; 2) value proposition with installation companies: quality “made in Italy” products with strong references with national and international utilities; 3) local presence and network, which allows the anticipation of local regulatory changes</p>
Growth	<p>ATON’s top line was down by 30% in FY23 versus FY22, as a result of the phasing out of the fiscal incentives in Italy (“Bonus 110” and “Sconto in Fattura”). We expect that the ambitious targets set by the EU agenda (net-zero greenhouse gas emissions by 2050, and 600GWp of Solar PV Capacity in 2030 from 158GWp in 2021) and in Italy (small-scale solar PV to reach 22GWp in 2030 vs ca. 10GWp in 2021) should stimulate further growth in the years to come. As a matter of fact, according to SolarPower Europe, Italian RBESS capacity should grow to 5.6 GWh in 2026 (from 0.6 GWh in 2021). After a transitional year in 2024, growth should restart as of 2025 (expected 16% Net revenues CAGR over FY24-26). We expect EBITDA margin to start again to grow in FY25 and then expand to 11.5% in FY26, with EBITDA conservatively at Eu2.9mn in 2026 (Eu8.2mn in 2023).</p>
Strategy	<p>ATON aims to consolidate its leadership in domestic energy storage systems in Italy, continuing to invest in R&D and enlarging its installed base. Energy storage system should contribute to the bulk of revenues expansion over FY23-26E period with the other two business lines (Industrial and B2C Energy Efficiency) shrinking vs 2023. We expect R&D efforts to continue and further accelerate over the coming years, as the company is planning to improve its product offering, addressing large scale-residential users to catch the opportunities offered by the so called “energy communities”. ATON is also actively working on new products development which should be launched over the coming years. Finally, we believe that ATON could be able to exploit the data collected from its growing installed base of BESS to improve its algorithms and potentially offer value added services (to both B2B and B2C clients).</p>

Strengths

Pioneer in the Italian market of all-in-one RBESS
 Strong references with national and multinational utilities
 Quality "made in Italy" value proposition with installation companies

Weaknesses

Low scale compared to international leaders
 Relatively high concentration of clients and suppliers
 High net working capital requirements

Opportunities

Development of a B2C energy efficiency offer
 Development of products and services dedicated to energy communities
 Enlargement of the product portfolio (charger stations and Plug&Play PV systems)

Threats

Stronger competition in Italy from large international players
 Disruption of the supply chain and price pressure from large clients
 Uncertain regulatory framework might hamper short-term business evolution

Key shareholders

Vasco Energia S.r.l. 51.34%
 Fondo H 15.33%
 Free Float 33.33%

Management

Ettore Uguzzoni - Chairman and CEO
 Mauro Nervosi - Executive Director & CTO

Next events

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1H24 Results

ATON – 1H24 Results

The drop in turnover prevented coverage of fixed costs, turning EBITDA negative

Eu mn	1H23A	1H24A	YoY %	2H23A	Old 2H24E	YoY %	FY23A	Old FY24E	YoY %
VoP	19.2	10.2	-46.8%	20.3	28.8	42.1%	39.5	39.1	-1.2%
<i>on sales %</i>	100.0%	100.0%		100.0%	100.0%		100.0%	100.0%	
EBITDA	4.0	(0.2)	nm	4.1	8.0	94.3%	8.2	7.8	-4.5%
<i>Ebitda Margin %</i>	21.1%	-2.2%		20.4%	27.9%		20.7%	20.0%	
EBIT	3.3	(0.9)	nm	3.4	7.1	111.9%	6.7	6.3	-6.6%
<i>Ebit Margin %</i>	17.4%	-8.4%		16.6%	24.7%		17.0%	16.1%	
Pretax Profit	2.9	(2.5)	nm	2.3	8.1	252.6%	5.2	5.6	7.3%
<i>Pretax Margin %</i>	15.0%	-24.7%		11.3%	28.0%		13.1%	14.2%	
Net Profit	2.1	(2.0)	nm	1.7	5.9	256.3%	3.8	4.0	5.9%
<i>Net Profit Margin %</i>	10.9%	-19.1%		8.2%	20.6%		9.6%	10.2%	
NFP at YE (debt)/cash	(11.7)	(21.1)		(13.5)	(6.2)		(13.5)	(6.2)	

Source: Company data and Alantra estimates

Net versus Old estimates

Downwards revision in estimates reflects the current still uncertain regulatory framework, 2024 is set to be a transitional year. Growth should come back in 2025

(Eu mn)	NEW estimates			Difference			OLD estimates		
	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Total Revenues / Value of Production	15.9	20.0	24.9	-59.4%	-56.3%	-55.3%	39.1	45.8	55.7
EBITDA Reported	0.6	1.6	2.9	-92.8%	-82.5%	-75.6%	7.8	9.4	11.7
EBIT Reported	(0.8)	0.4	1.6	-112.4%	-94.7%	-83.8%	6.3	7.8	10.0
Pretax Profit	(1.5)	(0.3)	0.9	-127.0%	-104.4%	-90.3%	5.6	7.1	9.2
Net profit	(1.1)	(0.2)	0.6	-127.0%	-104.4%	-90.3%	4.0	5.1	6.6
EPS	(0.1)	(0.0)	0.1	nm	nm	nm	0.6	0.7	0.9
Net financial position	(16.4)	(14.9)	(10.6)	10.2	11.4	11.0	(6.2)	(3.5)	0.4

Source: Company data and Alantra estimates

Financials – ATON versus selected peers

Higher profitability than Italian peers

Company	Country	Mkt Cap (Eu mn)	FY24E - FY26E average margins					CAGR FY23A - FY26E			
			EBITDA Margin	EBIT Margin	Net Income Margin	Capex / Sales	Dividend Payout	Sales	EBITDA	EBIT	Net Profit
ATON	ITALY	32	7.8%	1.2%	-1.8%	10.1%	0.0%	-14.3%	-29.6%	-38.5%	-44.5%
Carel Industries SpA	ITALY	2,084	19.5%	13.9%	9.9%	4.6%	31.8%	3.7%	2.1%	0.9%	0.9%
Comal S.p.A.	ITALY	51	9.2%	7.7%	4.0%	2.8%	na	56.8%	32.4%	33.4%	na
Seri Industrial S.p.A.	ITALY	179	13.6%	4.4%	1.3%	62.1%	0.0%	na	na	nm	nm
Energy SpA	ITALY	61	17.5%	15.9%	10.4%	15.3%	0.0%	-10.9%	-20.0%	-21.7%	22.4%
LU-VE SpA	ITALY	591	13.9%	8.9%	6.0%	5.5%	24.8%	3.4%	6.9%	8.6%	8.5%
Zignago Vetro SpA	ITALY	956	25.7%	15.3%	11.1%	10.9%	68.1%	-0.4%	-5.8%	-9.9%	-13.0%
Italian Peers	Average		14.7%	10.1%	6.3%	18.1%	14.2%	13.2%	5.3%	5.3%	10.6%
	Median		13.9%	8.9%	6.0%	5.5%	12.4%	3.5%	4.5%	4.7%	8.5%
Ferroamp AB	SWEDEN	18	-3.4%	-9.6%	-10.0%	na	0.0%	na	nm	nm	nm
Eguana Technologies Inc	CANADA	1	na	na	na	na	na	na	na	na	na
Contemporary Amperex Technology Co., Ltd. Class A	CHINA	110,792	20.9%	15.8%	13.2%	6.9%	29.8%	10.2%	18.0%	16.7%	17.4%
Invinity Energy Systems PLC	UNITED KINGDOM	49	-35.6%	-38.5%	-38.4%	3.5%	0.0%	65.6%	nm	nm	nm
Storage Systems Producers	Average		-6.0%	-10.7%	-11.7%	5.2%	9.9%	37.9%	18.0%	16.7%	17.4%
	Median		-3.4%	-9.6%	-10.0%	5.2%	0.0%	37.9%	18.0%	16.7%	17.4%
Sungrow Power Supply Co., Ltd. Class A	CHINA	15,354	15.1%	14.5%	12.1%	1.9%	15.4%	20.8%	15.2%	15.6%	16.3%
Pylon Technologies Co., Ltd. Class A	CHINA	1,096	23.2%	12.3%	10.6%	15.6%	45.2%	7.9%	16.7%	3.4%	3.5%
LG Chem Ltd.	SOUTH KOREA	17,598	16.0%	7.2%	3.6%	19.9%	22.8%	8.1%	26.6%	41.5%	35.1%
EVE Energy Co. Ltd. Class A	CHINA	7,961	12.7%	9.8%	9.0%	6.6%	19.8%	18.2%	16.9%	17.9%	21.0%
BYD Company Limited Class H	HONG KONG	69,208	12.3%	6.4%	5.1%	10.5%	26.7%	21.3%	19.6%	22.8%	23.9%
Goodwe Technologies Co., Ltd. Class A	CHINA	870	10.6%	8.4%	7.1%	2.4%	24.8%	22.0%	14.5%	7.7%	9.6%
SMA Solar Technology AG	GERMANY	610	8.5%	5.0%	3.7%	6.5%	1.2%	-2.9%	-17.3%	-24.8%	-24.7%
Enphase Energy, Inc.	UNITED STATES	14,171	35.3%	19.4%	18.7%	3.2%	0.0%	1.0%	6.7%	14.0%	8.7%
SolarEdge Technologies, Inc.	UNITED STATES	1,092	-8.4%	-15.0%	-18.3%	6.3%	0.0%	-8.3%	-13.8%	-37.5%	-12.0%
Varta AG	GERMANY	62	9.4%	-1.3%	-4.4%	7.5%	0.0%	na	79.9%	na	na
Batteries and Inverters Producers	Average		13.5%	6.7%	4.7%	8.1%	15.6%	9.8%	16.5%	6.7%	9.0%
	Median		12.5%	7.8%	6.1%	6.6%	17.6%	8.1%	16.0%	14.0%	9.6%

Source: Factset

Trading multiples

Strong valuation discount

Company	Country	Mkt Cap (Eu mn)	EV/Sales			EV/EBITDA			EV/EBIT			PE		
			FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
ATON	ITALY	32	3.1 x	2.4 x	1.8 x	88.1 x	29.0 x	15.3 x	-63.3 x	#####	27.0 x	-45.2 x	#####	66.7 x
Premium (discount) to Peers' Median			79%	79%	33%	717%	196%	118%	-333%	571%	175%	-288%	-468%	284%
PEERS	Average		1.7 x	1.3 x	1.3 x	10.8 x	9.8 x	7.0 x	27.2 x	17.4 x	9.8 x	24.1 x	57.9 x	17.4 x
	Median		0.9 x	0.7 x	0.7 x	7.6 x	6.4 x	5.5 x	12.8 x	10.9 x	8.4 x	17.7 x	14.4 x	11.8 x
Carel Industries SpA	ITALY	2,084	3.6 x	3.1 x	2.8 x	19.7 x	15.7 x	13.9 x	28.3 x	20.7 x	18.0 x	36.3 x	28.3 x	24.8 x
Comal S.p.A.	ITALY	51	0.5 x	0.6 x	0.4 x	7.4 x	5.3 x	4.2 x	8.9 x	6.4 x	4.9 x	na	na	na
Seri Industrial S.p.A.	ITALY	179	0.9 x	0.7 x	na	7.7 x	4.8 x	na	45.3 x	10.9 x	na	na	17.7 x	na
Energy SpA	ITALY	61	1.1 x	0.9 x	0.6 x	6.5 x	5.2 x	3.5 x	7.3 x	5.8 x	3.8 x	11.2 x	8.3 x	6.8 x
LU-VE SpA	ITALY	591	na	na	na	na	na	na	na	na	na	17.2 x	14.8 x	13.3 x
Zignago Vetro SpA	ITALY	956	1.8 x	1.7 x	1.7 x	7.2 x	6.6 x	6.4 x	12.4 x	11.0 x	10.5 x	14.2 x	12.3 x	11.8 x
Italian Peers	Average		1.6 x	1.4 x	1.4 x	9.7 x	7.5 x	7.0 x	20.4 x	10.9 x	9.3 x	19.7 x	16.3 x	14.2 x
	Median		1.1 x	0.9 x	1.2 x	7.4 x	5.3 x	5.3 x	12.4 x	10.9 x	7.7 x	15.7 x	14.8 x	12.5 x
Ferroamp AB	SWEDEN	18	0.5 x	0.5 x	na	na	8.4 x	na	na	92.4 x	na	na	653.0 x	na
Eguana Technologies Inc	CANADA	1	na	na	na	na	na	na	na	na	na	na	na	na
Contemporary Amperex Technology Co., Ltd. Class A	CHINA	110,792	2.2 x	1.9 x	1.6 x	10.4 x	8.9 x	7.6 x	14.0 x	11.7 x	9.9 x	17.7 x	14.8 x	12.5 x
Invinity Energy Systems PLC	UNITED KINGDOM	49	0.6 x	0.2 x	0.1 x	na	na	13.2 x	na	na	na	na	na	93.2 x
Storage Systems Producers	Average		1.1 x	0.8 x	0.9 x	10.4 x	8.7 x	10.4 x	14.0 x	52.0 x	9.9 x	17.7 x	333.9 x	52.8 x
	Median		0.6 x	0.5 x	0.9 x	10.4 x	8.7 x	10.4 x	14.0 x	52.0 x	9.9 x	17.7 x	333.9 x	52.8 x
Sungrow Power Supply Co., Ltd. Class A	CHINA	15,354	1.6 x	1.3 x	1.1 x	10.3 x	8.8 x	7.5 x	10.8 x	9.3 x	7.7 x	14.2 x	12.3 x	10.8 x
Pylon Technologies Co., Ltd. Class A	CHINA	1,096	na	na	na	na	na	na	na	na	na	55.1 x	20.9 x	15.3 x
LG Chem Ltd.	SOUTH KOREA	17,598	0.9 x	0.8 x	0.7 x	6.8 x	5.2 x	3.7 x	21.6 x	11.5 x	6.7 x	31.5 x	12.2 x	7.6 x
EVE Energy Co. Ltd. Class A	CHINA	7,961	1.5 x	1.2 x	0.9 x	11.1 x	9.3 x	7.2 x	14.8 x	12.1 x	9.1 x	14.5 x	11.7 x	9.5 x
BYD Company Limited Class H	HONG KONG	69,208	0.8 x	0.6 x	0.5 x	6.5 x	5.0 x	3.7 x	12.8 x	9.7 x	7.0 x	18.1 x	14.4 x	11.9 x
Goodwe Technologies Co., Ltd. Class A	CHINA	870	0.5 x	0.2 x	nm	6.1 x	2.2 x	nm	8.1 x	2.7 x	nm	24.5 x	13.1 x	9.2 x
SMA Solar Technology AG	GERMANY	610	0.3 x	0.3 x	0.2 x	4.6 x	4.1 x	2.4 x	9.0 x	7.3 x	3.6 x	13.4 x	10.7 x	6.2 x
Enphase Energy, Inc.	UNITED STATES	14,171	10.8 x	7.4 x	6.1 x	36.3 x	20.0 x	15.8 x	160.0 x	31.8 x	21.9 x	45.0 x	23.9 x	20.3 x
SolarEdge Technologies, Inc.	UNITED STATES	1,092	1.2 x	0.6 x	0.4 x	na	41.5 x	4.6 x	na	na	14.5 x	na	na	7.6 x
Varta AG	GERMANY	62	0.8 x	0.7 x	na	10.4 x	6.3 x	4.3 x	na	na	na	na	na	na
Batteries and Inverters Producers	Average		2.1 x	1.5 x	1.4 x	11.5 x	11.4 x	6.2 x	33.9 x	12.0 x	10.1 x	27.0 x	14.9 x	10.9 x
	Median		0.9 x	0.7 x	0.7 x	8.5 x	6.3 x	4.5 x	12.8 x	9.7 x	7.7 x	21.3 x	12.7 x	9.5 x

Source: Factset

Market performances

ATON has outperformed its peers over the last 3/6 months

Company	Country	Mkt Cap (Eu mn)	Performance					
			1M	3M	6M	1YR	3YR	5YR
ATON	ITALY	32	-3.4%	-1.7%	-13.3%	-9.2%	-10.6%	na
PEERS		Average	-8.5%	-18.0%	-26.1%	-33.5%	-48.9%	126.8%
		Median	-4.2%	-15.6%	-20.2%	-29.5%	-54.5%	26.1%
Carel Industries SpA	ITALY	2,084	4.8%	5.2%	-6.7%	-13.7%	-24.9%	45.6%
Comal S.p.A.	ITALY	51	5.2%	10.7%	6.8%	17.3%	36.1%	na
Seri Industrial S.p.A.	ITALY	179	-14.7%	-18.2%	19.4%	-9.6%	-55.7%	91.1%
Energy SpA	ITALY	61	-6.7%	-22.8%	-38.6%	-46.2%	na	na
LU-VE SpA	ITALY	591	0.4%	1.5%	11.8%	22.0%	11.8%	163.4%
Zignago Vetro SpA	ITALY	956	-1.1%	-11.1%	-17.4%	-23.9%	-40.3%	6.6%
Ferroamp AB	SWEDEN	18	-23.1%	-43.6%	-46.2%	-42.4%	-86.5%	-68.5%
Eguana Technologies Inc	CANADA	1	-37.5%	-37.5%	-66.7%	-90.9%	-98.2%	-95.8%
Contemporary Amperex Technology Co., Ltd. Class A	CHINA	110,792	8.6%	5.6%	5.9%	-6.4%	-28.9%	388.8%
Invinity Energy Systems PLC	UNITED KINGDOM	49	-57.0%	-53.8%	-60.5%	-78.7%	-91.8%	-82.3%
Sungrow Power Supply Co., Ltd. Class A	CHINA	15,354	11.9%	12.7%	3.7%	25.4%	-24.0%	798.6%
Pylon Technologies Co., Ltd. Class A	CHINA	1,096	-3.2%	-13.0%	-45.7%	-62.1%	-75.9%	na
LG Chem Ltd.	SOUTH KOREA	17,598	9.8%	-2.8%	-23.0%	-33.1%	-54.5%	5.8%
EVE Energy Co. Ltd. Class A	CHINA	7,961	4.1%	-19.4%	-16.4%	-26.0%	-62.2%	101.4%
BYD Company Limited Class H	HONG KONG	69,208	10.0%	4.7%	16.3%	0.2%	2.4%	513.6%
Goodwe Technologies Co., Ltd. Class A	CHINA	870	-8.3%	-27.3%	-42.1%	-52.7%	-68.0%	na
SMA Solar Technology AG	GERMANY	610	-17.0%	-38.1%	-68.0%	-71.4%	-53.5%	-32.2%
Enphase Energy, Inc.	UNITED STATES	14,171	-5.1%	8.0%	1.8%	-2.7%	-24.1%	366.4%
SolarEdge Technologies, Inc.	UNITED STATES	1,092	-26.1%	-36.1%	-67.2%	-84.2%	-92.3%	-75.5%
Varta AG	GERMANY	62	-24.6%	-84.2%	-89.6%	-91.8%	-98.8%	-98.3%

Source: Factset

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