

# ATON GREEN STORAGE

Sector: Industrial

## Navigating market challenges for energy transition

2023 was characterised by a rather difficult market context, as a result of a still uncertain regulatory framework in Italy, which affected the investment capacity of end customers and installers. In this scenario, ATON delivered lower-than-anticipated results, mainly due to lower business volumes, but it was able to maintain unchanged margins, evidence of an effective costs management and appropriate operating structure. Momentum is not particularly favourable. However, in the medium-long term, also sustained by the recently regulated Energy Renewable Communities, RBESS are projected to play a pivotal role in energy transition and ATON has gained a leading position in the Italian market with its all-in-one custom-made storage systems. Due to revised estimates, offset in part by the roll-over of valuation to 25E, the new price target, based on FY25 EV/EBITDA (6.3x) of selected Italian peers, is now set at Eu7.4/s (Eu7.7). Buy.

- **Top line worse, still impacted by uncertain regulatory framework** - FY23 turnover dropped by 17% YoY to Eu41.9mn from Eu50.7mn in FY22, compared to our forecast of Eu45.5mn. Similar to the first half of the year, the decline in turnover can be entirely attributed to the uncertain regulatory framework in Italy, particularly concerning the cessation of credit transfers related to tax incentives. This situation significantly impacted the investment capacity of end customers and installers. The Storage division generated Eu34.4mn, down from Eu45.7mn in FY22, representing 82% of the consolidated top line. Geographically, revenues from the EU surged to Eu3.2mn from Eu0.3mn in FY22, aligning with the company's objective to substantially increase revenue from international markets. Domestic revenues amounted to Eu37.9mn, a decrease from Eu49.0mn in FY22. Value of Production fell by 29% to Eu39.5mn from Eu55.7mn in 2022.
- **Solid EBITDA margin, showing cost structure resilience** - EBITDA declined by 27% to Eu8.2mn from Eu11.3mn in 2022, resulting in a margin of 20.6% on VoP compared to 20.2% in 2022. This figure contrasts with our expectation of Eu10.0mn, mainly due to the decrease in the VoP. The stability of group profitability demonstrates effective management of key cost items and a distinctive cost structure where variable inputs constitute more than 90% of the total. In 2023, Raw Materials on VoP accounted for 50%, down from 65% in 2022, owing to a production reorganisation and new more competitive agreements with key suppliers.
- **Renewable Energy Community (REC): a potential medium-term boost** - A REC entails an association among citizens, businesses, and local public administrations who decide to pool their resources with the aim of producing, exchanging, and consuming energy from renewable sources. In Italy, there are currently 85 RECs: according to Politecnico di Milano, this figure is expected to exceed 200 units with ongoing initiatives. In addition, leveraging incentives and funding from the NRRP, it's projected that around Eu2.2bn will be available for installing some 5GW of renewable energy capacity by 2026 and 7GW by 2030, covering almost 10% of the Italian energy transition goals. ATON is well positioned to offer its all-in-one custom-made storage systems, including software and management control devices.
- **2024 is perceived as a transitional year, with growth expected to resume from 2025** – With a weak first part of the year, 2024 is anticipated to be transitional: the recent regulation of RECs, should entail a certain acceleration of the business in the last part of the year, with a more tangible impact as of 2025. In this context, we trimmed our FY24-25E top line assumptions (ca. -30% on average), leaving profitability in terms of margin broadly unchanged: our new EBITDA assumptions are 30% lower on average vs. our previous 2024-25 projections.
- **BUY confirmed with PT to Eu7.4/s from Eu7.7.** As a consequence of the estimates revision, partially counterbalanced by the roll-over of the valuation to 25E and peers re-rating, new PT based on FY25 EV/EBITDA (6.3x) of the selected Italian peers stands at Eu7.4 from Eu7.7. RBESS are set to be crucial for Italy's energy transition, supported by Energy Renewable Communities regulation. ATON leads in the Italian market with its adaptable storage systems.

**BUY**

Unchanged

**TP 7.4**

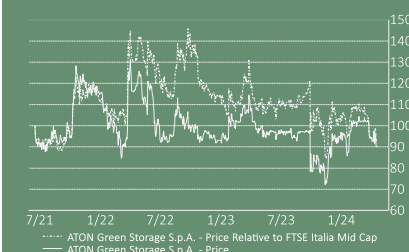
From 7.7

Change in estimates FY24E FY25E  
-38.3% -31.3%

Target price upside 29%

Ticker (BBG, Reut)	ATON IM	ATON MI
Share price Ord. (Eu)		5.8
N. of Ord. shares (mn)		7.5
Total N. of shares (mn)		7.5
Market cap (Eu mn)		43
Total Market Cap (EU mn)		43
Free Float Ord. (%)		33%
Free Float Ord. (Eu mn)		14
Daily AVG liquidity Ord. (Eu k)		63

	1M	3M	12M
Absolute Perf.	-11.5%	4.9%	-9.3%
Rel. to FTSEMidCap	-10.0%	0.0%	-14.6%
52 weeks range		4.6	6.7



	FY23A	FY24E	FY25E
Sales	40	39	46
EBITDA adj.	8.2	7.8	9.4
Net profit adj.	3.9	4.2	5.3
EPS adj.	0.527	0.556	0.703
DPS - Ord.	nm	0.000	0.000
EV/EBITDA adj.	7.3x	6.4x	5.0x
P/E adj.	15.0x	11.8x	8.8x
Dividend yield	0.0%	0.0%	0.0%
FCF yield	-24.8%	16.8%	6.3%
Net debt/(Net cash)	13.5	6.2	3.5
Net debt/EBITDA	1.6x	0.8x	0.4x

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## Summary Financials

P&L account (Eu mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Value of Production	55.7	39.5	39.1	45.8	55.7
Gross margin	na	na	na	na	na
EBITDA reported	11.3	8.2	7.8	9.4	11.7
D&A	(1.2)	(1.5)	(1.5)	(1.6)	(1.7)
EBIT reported	10.0	6.7	6.3	7.8	10.0
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	5.6	7.1	9.2
Taxes	(2.4)	(1.4)	(1.6)	(2.0)	(2.6)
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	4.0	5.1	6.6
<b>EBITDA adjusted</b>	<b>11.3</b>	<b>8.2</b>	<b>7.8</b>	<b>9.4</b>	<b>11.7</b>
<b>EBIT adjusted</b>	<b>10.3</b>	<b>7.0</b>	<b>6.5</b>	<b>8.0</b>	<b>10.0</b>
<b>Net profit adjusted</b>	<b>7.3</b>	<b>3.9</b>	<b>4.2</b>	<b>5.3</b>	<b>6.6</b>

Margins (%)	FY22A	FY23A	FY24E	FY25E	FY26E
Gross margin	na	na	na	na	na
EBITDA margin (adj)	20.2%	20.7%	20.0%	20.5%	21.0%
EBIT margin (adj)	18.4%	17.6%	16.7%	17.5%	17.9%
Pre-tax margin	17.1%	13.1%	14.2%	15.5%	16.6%
Net profit margin (adj)	13.2%	10.0%	10.7%	11.5%	11.9%

Growth rates (%)	FY22A	FY23A	FY24E	FY25E	FY26E
Value of Production	131.3%	-29.1%	-1.2%	17.4%	21.5%
EBITDA	nm	-27.2%	-4.5%	20.3%	24.4%
EBITDA adjusted	nm	-27.2%	-4.5%	20.3%	24.4%
EBIT	nm	-33.0%	-6.6%	24.4%	27.5%
EBIT adjusted	nm	-32.2%	-6.4%	23.5%	23.7%
Pre-tax	nm	-45.8%	7.3%	27.6%	30.3%
Net profit	nm	-47.3%	5.9%	27.6%	30.3%
Net profit adjusted	nm	-46.2%	5.6%	26.5%	26.1%

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
<b>EPS</b>	<b>0.955</b>	<b>0.503</b>	<b>0.533</b>	<b>0.680</b>	<b>0.886</b>
<b>EPS adjusted</b>	<b>0.979</b>	<b>0.527</b>	<b>0.556</b>	<b>0.703</b>	<b>0.886</b>
<b>DPS - Ord.</b>	<b>0.000</b>	<b>0.000</b>	<b>0.000</b>	<b>0.000</b>	<b>0.000</b>
DPS - Sav.	0.000	0.000	0.000	0.000	0.000
BVPS	2.881	3.359	3.892	4.572	5.458

Enterprise value (Eu mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Share price Ord. (Eu)	6.5	6.1	6.2	6.2	6.2
Market cap	49.0	45.6	43.1	43.1	43.1
Net debt/(Net cash)	12.3	13.5	6.2	3.5	(0.4)
Adjustments	0.5	0.6	0.4	0.5	0.6
Enterprise value	61.9	59.6	49.8	47.1	43.4

Source: Company data

### Share price performance

Apart recent volatility, market price predominantly stable since year beginning



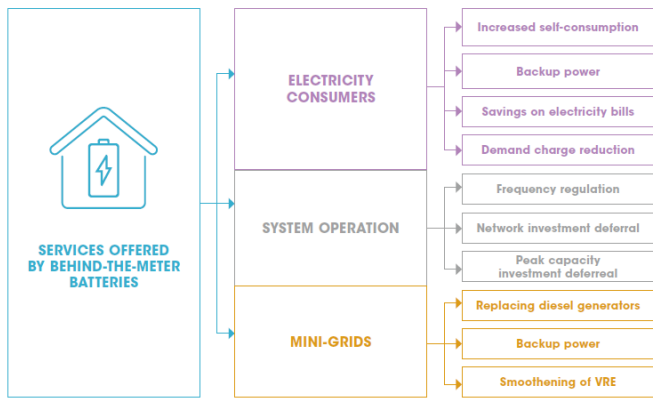
### Valuation

Market multiples at historic lows



### Benefits of Residential Battery Energy Storage Systems

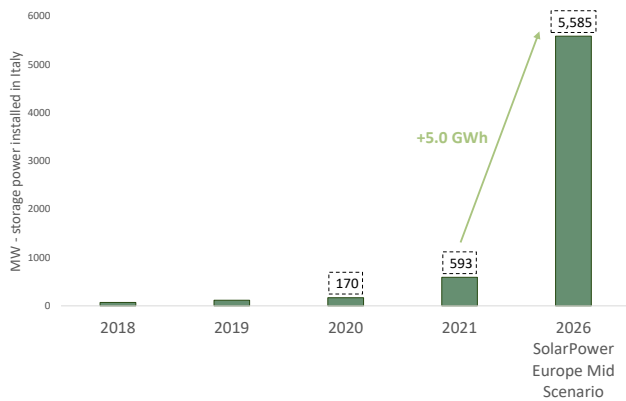
RBESS provide different benefits to consumers and system operations



Source: Alantra

### Evolution of RBESS capacity in Italy

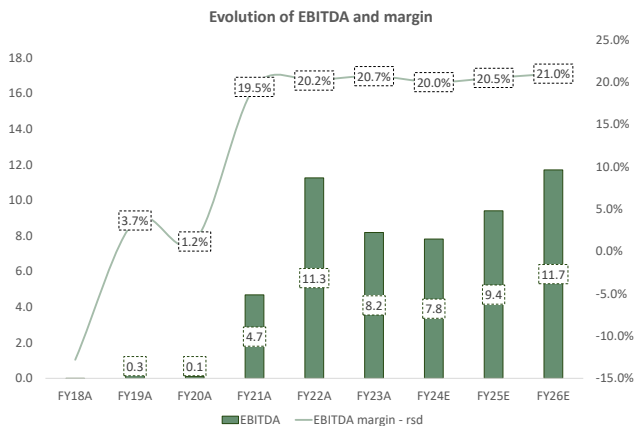
The reference market should experience a strong growth



Source: SolarPower Europe

### Evolution of EBITDA and margin

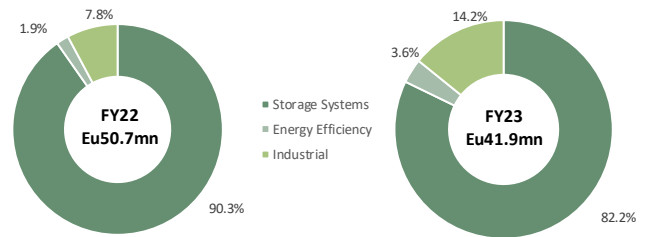
Margin normalization in FY23 with subsequent moderate expansion



Source: Alantra estimate

### Business mix

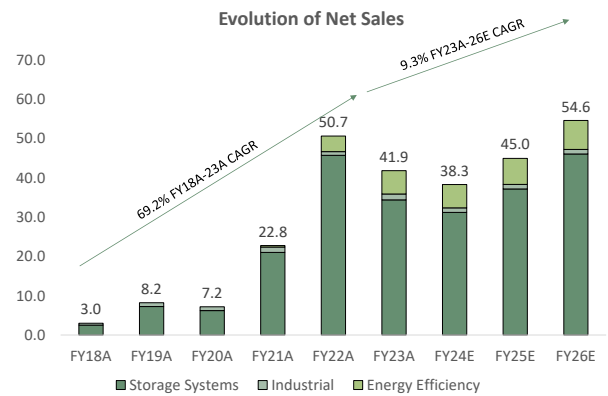
>80% of net sales were generated from the Storage Systems division in 2023



Source: Company

### Evolution of net consolidated sales

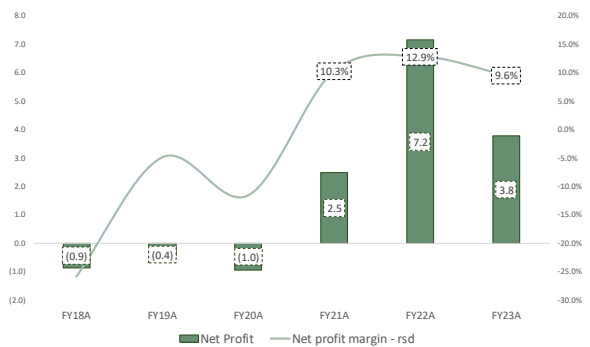
Strong historical and expected top line growth



Source: Alantra estimate

### 18-23 bottom line evolution

Growth should be led by RBESS



Source: Alantra estimate

## Profile

<b>Background</b>	<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>
<b>Positioning</b>	<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>
<b>Growth</b>	<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). Growth should therefore continue as of 2025 (expected 12% Net revenues CAGR over FY23-26). We expect EBITDA margin to normalise in FY24 (20.7% in FY23) and then expand to 20.1% in FY26, with EBITDA at Eu11.7mn in 2026 (Eu8.2mn in 2023).</p>
<b>Strategy</b>	<p>ATON aims to consolidate its leadership in domestic energy storage systems in Italy, continuing to invest in R&amp;D and enlarging its installed base. Energy storage system should contribute to 100% of revenues expansion over FY23-26E period with the other two business lines (Industrial and B2C Energy Efficiency) shrinking vs 2023. We expect R&amp;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

AGM - 22 April 2024  
 1H24 - 24 September 2024

## FY23 Results

### ATON – FY23 Results

*Decline in turnover but EBITDA margins holding steady*

Eu mn	Alantra					Alantra				
	2H22A	2H23A	YoY %	2H23E	A vs E	FY22A	FY23A	YoY %	FY23E	A vs E
Net Revenues	25.6	20.2	-21.0%	23.8	-15.3%	50.7	41.9	-17.4%	45.5	-8.0%
VoP	27.5	20.3	-26.1%	31.5	-35.6%	55.7	39.5	-29.1%	50.7	-22.1%
	<i>on sales %</i>	100.0%	105.5%			100.0%	100.0%		100.0%	
EBITDA	5.2	4.1	-21.0%	5.9	-30.9%	11.3	8.2	-27.5%	10.0	-18.4%
	<i>Ebitda Margin %</i>	18.9%	21.4%	25.0%		20.2%	20.6%		19.7%	
EBIT	4.6	3.3	-27.7%	5.0	-33.3%	10.0	6.7	-33.3%	8.3	-20.0%
	<i>Ebit Margin %</i>	16.8%	17.3%	21.0%		18.0%	16.9%		16.5%	
Pretax Profit	4.3	2.3	-47.6%	5.0	-54.7%	9.5	5.1	-46.1%	7.9	-34.7%
	<i>Pretax Margin %</i>	15.7%	11.8%	21.0%		17.1%	13.0%		15.5%	
Net Profit	3.4	1.6	-52.1%	3.6	-54.1%	7.2	3.7	-47.7%	5.7	-34.0%
	<i>Net Profit Margin %</i>	12.5%	8.5%	15.0%		12.9%	9.5%		11.2%	
NFP at YE (debt)/cash	(12.3)	(13.4)	8.7%	(11.2)	19.3%	(12.3)	(13.4)	8.7%	(11.2)	19.3%

Source: Company data and Alantra estimates

### Net versus Old estimates

*Downwards revision in estimates reflects the current 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	39.1	45.8	55.7	-33.2%	-30.4%	-	58.5	65.8	-
EBITDA Reported	7.8	9.4	11.7	-33.2%	-29.7%	-	11.7	13.4	-
EBIT Reported	6.3	7.8	10.0	-34.8%	-28.4%	-	9.6	10.9	-
Pretax Profit	5.6	7.1	9.2	-39.3%	-32.1%	-	9.1	10.4	-
Net profit	4.0	5.1	6.6	-39.3%	-32.1%	-	6.6	7.5	-
EPS	0.6	0.7	0.9	-38.3%	-31.3%	-	0.9	1.0	-
Net financial position	(6.2)	(3.5)	0.4	(4.6)	(5.8)	-	(10.9)	(9.3)	-

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
<b>ATON</b>	<b>ITALY</b>	<b>43</b>	<b>20.5%</b>	<b>17.0%</b>	<b>11.1%</b>	<b>5.8%</b>	<b>0.0%</b>	<b>12.1%</b>	<b>12.6%</b>	<b>12.7%</b>	<b>20.8%</b>
Carel Industries SpA	ITALY	2,081	21.1%	16.3%	11.3%	4.3%	28.8%	8.8%	8.9%	9.1%	9.8%
Comal S.p.A.	ITALY	40	11.2%	9.8%	6.3%	2.0%	na	na	na	na	na
Seri Industrial S.p.A.	ITALY	187	14.8%	6.1%	2.8%	46.1%	0.0%	21.3%	38.5%	nm	nm
Energy SpA	ITALY	74	18.1%	17.1%	11.6%	11.8%	0.0%	-8.9%	-17.4%	-18.2%	26.0%
LU-VE SpA	ITALY	469	13.2%	8.8%	5.4%	5.8%	24.8%	5.6%	6.9%	8.1%	7.4%
Zignago Vetro SpA	ITALY	1,156	27.8%	17.3%	12.9%	7.4%	66.8%	-0.6%	-3.6%	-6.6%	-9.0%
<b>Italian Peers</b>	<b>Average</b>		<b>15.7%</b>	<b>11.6%</b>	<b>7.5%</b>	<b>14.0%</b>	<b>13.4%</b>	<b>6.7%</b>	<b>9.2%</b>	<b>-0.3%</b>	<b>14.4%</b>
	<b>Median</b>		<b>14.8%</b>	<b>9.8%</b>	<b>6.3%</b>	<b>5.8%</b>	<b>12.4%</b>	<b>7.2%</b>	<b>7.9%</b>	<b>8.1%</b>	<b>9.8%</b>
Ferroamp AB	SWEDEN	36	4.2%	-1.0%	-1.5%	1.4%	0.0%	12.2%	nm	nm	nm
Eguana Technologies Inc	CANADA	6	na	na	na	na	na	na	na	na	na
Contemporary Amperex Technology Co., Ltd. Class A	CHINA	112,032	19.5%	13.8%	11.6%	7.6%	29.1%	12.6%	16.6%	14.4%	15.0%
Invinity Energy Systems PLC	UNITED KINGDOM	53	-8.1%	-10.3%	-12.5%	2.5%	0.0%	112.2%	nm	nm	nm
<b>Storage Systems Producers</b>	<b>Average</b>		<b>5.2%</b>	<b>0.8%</b>	<b>-0.8%</b>	<b>3.8%</b>	<b>9.7%</b>	<b>45.7%</b>	<b>16.6%</b>	<b>14.4%</b>	<b>15.0%</b>
	<b>Median</b>		<b>4.2%</b>	<b>-1.0%</b>	<b>-1.5%</b>	<b>2.5%</b>	<b>0.0%</b>	<b>12.6%</b>	<b>16.6%</b>	<b>14.4%</b>	<b>15.0%</b>
Sungrow Power Supply Co., Ltd. Class A	CHINA	14,531	13.8%	13.6%	11.7%	1.9%	10.0%	na	na	na	na
Pylon Technologies Co., Ltd. Class A	CHINA	1,807	22.2%	13.7%	12.1%	12.1%	62.3%	21.4%	26.9%	13.6%	13.7%
LG Chem Ltd.	SOUTH KOREA	19,228	15.5%	8.5%	4.8%	17.1%	15.3%	15.6%	30.8%	53.4%	51.1%
EVE Energy Co. Ltd. Class A	CHINA	8,770	12.1%	9.1%	8.6%	7.3%	10.1%	na	na	na	na
BYD Company Limited Class H	HONG KONG	59,102	11.4%	6.1%	4.9%	10.1%	24.2%	20.4%	16.2%	19.9%	21.2%
Goodwe Technologies Co., Ltd. Class A	CHINA	1,526	11.7%	10.3%	10.0%	4.8%	31.3%	na	na	na	na
SMA Solar Technology AG	GERMANY	1,660	11.7%	9.3%	7.3%	4.4%	0.0%	7.7%	-3.4%	-5.6%	-8.9%
Enphase Energy, Inc.	UNITED STATES	14,302	36.2%	22.6%	21.4%	3.9%	0.0%	7.0%	10.9%	21.5%	15.6%
SolarEdge Technologies, Inc.	UNITED STATES	3,208	6.2%	-0.7%	-0.9%	6.0%	0.0%	-1.5%	6.9%	0.8%	10.7%
Varta AG	GERMANY	324	9.8%	-1.4%	-3.4%	7.7%	0.0%	na	84.5%	na	na
<b>Batteries and Inverters Producers</b>	<b>Average</b>		<b>15.1%</b>	<b>9.1%</b>	<b>7.7%</b>	<b>7.5%</b>	<b>15.3%</b>	<b>11.8%</b>	<b>24.7%</b>	<b>17.3%</b>	<b>17.2%</b>
	<b>Median</b>		<b>11.9%</b>	<b>9.2%</b>	<b>7.9%</b>	<b>6.7%</b>	<b>10.1%</b>	<b>11.7%</b>	<b>16.2%</b>	<b>16.8%</b>	<b>14.7%</b>

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
<b>ATON</b>	<b>ITALY</b>	<b>43</b>	<b>1.3 x</b>	<b>1.0 x</b>	<b>0.8 x</b>	<b>6.4 x</b>	<b>5.0 x</b>	<b>3.7 x</b>	<b>7.9 x</b>	<b>6.0 x</b>	<b>4.4 x</b>	<b>12.3 x</b>	<b>9.1 x</b>	<b>6.4 x</b>
<b>Premium (discount) to Peers' Median</b>			<b>-27%</b>	<b>-23%</b>	<b>-38%</b>	<b>-37%</b>	<b>-39%</b>	<b>-41%</b>	<b>-59%</b>	<b>-44%</b>	<b>-53%</b>	<b>-32%</b>	<b>-33%</b>	<b>-46%</b>
<b>PEERS</b>	<b>Average</b>		<b>1.7 x</b>	<b>1.3 x</b>	<b>1.3 x</b>	<b>10.1 x</b>	<b>8.3 x</b>	<b>6.3 x</b>	<b>19.6 x</b>	<b>10.8 x</b>	<b>9.2 x</b>	<b>18.1 x</b>	<b>13.6 x</b>	<b>11.9 x</b>
	<b>Median</b>		<b>1.1 x</b>	<b>1.0 x</b>	<b>0.8 x</b>	<b>9.3 x</b>	<b>7.7 x</b>	<b>5.9 x</b>	<b>12.8 x</b>	<b>9.7 x</b>	<b>9.4 x</b>	<b>15.7 x</b>	<b>12.5 x</b>	<b>10.7 x</b>
Carel Industries SpA	ITALY	2,081	3.0 x	2.6 x	2.4 x	14.4 x	12.5 x	11.1 x	18.8 x	16.2 x	14.2 x	25.8 x	22.7 x	19.7 x
Comal S.p.A.	ITALY	40	0.6 x	0.4 x	na	5.4 x	4.0 x	na	6.3 x	4.6 x	na	na	na	na
Seri Industrial S.p.A.	ITALY	187	1.1 x	0.9 x	0.9 x	9.3 x	5.9 x	5.1 x	60.2 x	12.5 x	9.4 x	na	15.2 x	10.1 x
Energy SpA	ITALY	74	1.0 x	0.8 x	0.8 x	5.7 x	4.7 x	4.0 x	6.1 x	4.9 x	4.2 x	9.1 x	7.2 x	6.8 x
LU-VE SpA	ITALY	469	0.9 x	0.9 x	0.8 x	7.2 x	6.6 x	6.1 x	11.0 x	9.8 x	9.1 x	13.0 x	11.7 x	10.8 x
Zignago Vetro SpA	ITALY	1,156	2.0 x	2.0 x	2.0 x	7.5 x	7.1 x	6.9 x	12.3 x	11.4 x	10.9 x	13.5 x	12.4 x	12.5 x
<b>Italian Peers</b>	<b>Average</b>		<b>1.5 x</b>	<b>1.3 x</b>	<b>1.4 x</b>	<b>8.3 x</b>	<b>6.8 x</b>	<b>6.6 x</b>	<b>19.1 x</b>	<b>9.9 x</b>	<b>9.6 x</b>	<b>15.3 x</b>	<b>13.8 x</b>	<b>12.0 x</b>
	<b>Median</b>		<b>1.1 x</b>	<b>0.9 x</b>	<b>0.9 x</b>	<b>7.3 x</b>	<b>6.3 x</b>	<b>6.1 x</b>	<b>11.7 x</b>	<b>10.6 x</b>	<b>9.4 x</b>	<b>13.2 x</b>	<b>12.4 x</b>	<b>10.8 x</b>
Ferroamp AB	SWEDEN	36	1.0 x	1.0 x	0.8 x	na	21.1 x	9.8 x	na	na	17.9 x	na	na	19.3 x
Eguana Technologies Inc	CANADA	6	na	na	na	na	na	na	na	na	na	na	na	na
Contemporary Amperex Technology Co., Ltd. Class A	CHINA	112,032	1.9 x	1.6 x	1.4 x	9.9 x	8.3 x	7.4 x	14.2 x	11.9 x	10.0 x	18.0 x	15.2 x	12.9 x
Invinity Energy Systems PLC	UNITED KINGDOM	53	0.6 x	0.2 x	0.1 x	na	1.5 x	0.7 x	na	1.6 x	0.8 x	na	4.6 x	2.5 x
<b>Storage Systems Producers</b>	<b>Average</b>		<b>1.2 x</b>	<b>0.9 x</b>	<b>0.8 x</b>	<b>9.9 x</b>	<b>10.3 x</b>	<b>6.0 x</b>	<b>14.2 x</b>	<b>6.8 x</b>	<b>9.6 x</b>	<b>18.0 x</b>	<b>9.9 x</b>	<b>11.6 x</b>
	<b>Median</b>		<b>1.0 x</b>	<b>1.0 x</b>	<b>0.8 x</b>	<b>9.9 x</b>	<b>8.3 x</b>	<b>7.4 x</b>	<b>14.2 x</b>	<b>6.8 x</b>	<b>10.0 x</b>	<b>18.0 x</b>	<b>9.9 x</b>	<b>12.9 x</b>
Sungrow Power Supply Co., Ltd. Class A	CHINA	14,531	1.5 x	1.2 x	na	10.5 x	9.0 x	na	10.8 x	9.1 x	na	13.7 x	12.0 x	na
Pylon Technologies Co., Ltd. Class A	CHINA	1,807	na	na	na	na	na	na	na	na	na	30.4 x	23.3 x	18.1 x
LG Chem Ltd.	SOUTH KOREA	19,228	0.8 x	0.7 x	0.6 x	5.9 x	4.4 x	3.4 x	14.7 x	7.5 x	5.4 x	15.7 x	7.7 x	5.9 x
EVE Energy Co. Ltd. Class A	CHINA	8,770	1.5 x	1.2 x	na	12.3 x	10.1 x	na	16.7 x	12.9 x	na	15.6 x	12.0 x	na
BYD Company Limited Class H	HONG KONG	59,102	0.6 x	0.5 x	0.4 x	5.7 x	4.5 x	3.1 x	10.7 x	8.3 x	5.9 x	15.7 x	12.5 x	10.4 x
Goodwe Technologies Co., Ltd. Class A	CHINA	1,526	1.4 x	1.0 x	na	11.4 x	8.6 x	na	13.3 x	9.6 x	na	18.7 x	15.1 x	na
SMA Solar Technology AG	GERMANY	1,660	0.7 x	0.6 x	0.5 x	6.0 x	5.1 x	4.3 x	7.6 x	6.5 x	5.3 x	11.7 x	10.6 x	9.7 x
Enphase Energy, Inc.	UNITED STATES	14,302	9.3 x	6.2 x	4.7 x	28.3 x	16.1 x	12.8 x	71.1 x	23.6 x	16.5 x	34.6 x	20.6 x	16.5 x
SolarEdge Technologies, Inc.	UNITED STATES	3,208	2.2 x	1.3 x	1.0 x	na	10.4 x	7.0 x	na	22.4 x	10.1 x	na	15.2 x	10.7 x
Varta AG	GERMANY	324	1.0 x	1.0 x	na	11.7 x	8.9 x	5.8 x	na	na	na	na	na	na
<b>Batteries and Inverters Producers</b>	<b>Average</b>		<b>2.1 x</b>	<b>1.5 x</b>	<b>1.4 x</b>	<b>11.5 x</b>	<b>8.6 x</b>	<b>6.1 x</b>	<b>20.7 x</b>	<b>12.5 x</b>	<b>8.6 x</b>	<b>19.5 x</b>	<b>14.3 x</b>	<b>11.9 x</b>
	<b>Median</b>		<b>1.4 x</b>	<b>1.0 x</b>	<b>0.6 x</b>	<b>11.0 x</b>	<b>8.9 x</b>	<b>5.0 x</b>	<b>13.3 x</b>	<b>9.4 x</b>	<b>5.9 x</b>	<b>15.7 x</b>	<b>12.5 x</b>	<b>10.5 x</b>

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	43	-11.5%	4.9%	10.2%	-9.3%	na	na
PEERS		Average	-3.6%	-6.3%	-16.1%	-43.9%	-29.2%	157.7%
		Median	-3.0%	-6.4%	-14.3%	-47.4%	-26.0%	59.9%
Carel Industries SpA	ITALY	2,081	-5.4%	-17.8%	-13.2%	-22.2%	-1.8%	83.5%
Comal S.p.A.	ITALY	40	-2.8%	1.5%	9.1%	0.9%	14.4%	na
Seri Industrial S.p.A.	ITALY	187	52.2%	20.1%	10.3%	-35.4%	-42.7%	34.0%
Energy SpA	ITALY	74	-27.2%	-35.9%	-9.6%	-60.2%	na	na
LU-VE SpA	ITALY	469	-0.5%	-7.7%	2.9%	-32.0%	30.7%	81.1%
Zignago Vetro SpA	ITALY	1,156	-1.7%	-3.3%	2.1%	-29.3%	-26.0%	29.4%
Ferroamp AB	SWEDEN	36	22.7%	33.1%	31.6%	-65.0%	-79.4%	-36.6%
Eguana Technologies Inc	CANADA	6	0.0%	-20.0%	-60.0%	-91.1%	-95.6%	-88.2%
Contemporary Amperex Technology Co., Ltd. Class A	CHINA	112,032	8.3%	28.7%	5.7%	-13.5%	5.7%	309.7%
Invinity Energy Systems PLC	UNITED KINGDOM	53	-1.0%	-24.6%	-44.1%	-42.8%	-82.4%	-72.9%
Sungrow Power Supply Co., Ltd. Class A	CHINA	14,531	-4.5%	14.5%	17.3%	-3.5%	50.0%	658.5%
Pylon Technologies Co., Ltd. Class A	CHINA	1,807	-16.8%	-25.4%	-35.8%	-69.2%	-47.3%	na
LG Chem Ltd.	SOUTH KOREA	19,228	-12.9%	-8.1%	-27.2%	-53.4%	-58.1%	1.2%
EVE Energy Co. Ltd. Class A	CHINA	8,770	-11.1%	-5.2%	-18.1%	-47.1%	-49.0%	135.3%
BYD Company Limited Class H	HONG KONG	59,102	-3.0%	4.4%	-15.4%	-12.1%	15.7%	241.4%
Goodwe Technologies Co., Ltd. Class A	CHINA	1,526	-13.3%	-21.7%	-24.6%	-47.7%	7.6%	na
SMA Solar Technology AG	GERMANY	1,660	-12.4%	4.9%	-27.7%	-53.5%	-0.3%	138.0%
Enphase Energy, Inc.	UNITED STATES	14,302	4.0%	6.2%	-13.3%	-50.2%	-25.3%	1051.6%
SolarEdge Technologies, Inc.	UNITED STATES	3,208	-3.0%	-12.4%	-53.2%	-81.0%	-76.9%	38.7%
Varta AG	GERMANY	324	-44.7%	-57.6%	-58.9%	-70.0%	-93.8%	-80.7%

Source: Factset



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