

## ATON GREEN STORAGE

Sector: Industrial

### FY24 slump, pipeline could turn tide in 2025

*FY24 results confirmed a sharp revenue decline, still impacted by the phase-out of the Superbonus, delayed rollout of new incentives (Industry 5.0, RECs), and subdued utility demand amid ongoing regulatory uncertainty. Revenues dropped to Eu13.6mn, well below FY23 levels and our expectations, while profitability turned negative due to cost inflation and volume deleverage. Although visibility remains limited, Aton is pivoting towards exports, B2B channels, and REC-linked growth. We have revised our estimates downward; our new TP of Eu2.7/share implies over 60% upside. Rating upgraded to BUY. Notably, should a few key contracts currently under negotiation materialize in FY25, none of which are fully reflected in our forecasts, a solid stock rerating would be justified.*

- FY24 revenue still hit by post-bonus slump** - As already reported in the first half of 2024, the group's performance in 2H24 reflected a sector-wide deceleration, still triggered by the phase-out of the Superbonus 110% incentive, delays in the deployment of new subsidies (Industry 5.0 and Renewable Energy Communities), and muted purchasing activity by multi-utilities due to still regulatory uncertainty in Italy. Aton closed FY24 with net revenues of Eu13.6mn, marking a sharp decline from Eu41.9mn in FY23 and falling short of our Eu15.5mn estimate. The core Storage segment remained the primary revenue contributor in FY24 (89% of total), but turnover dropped sharply to Eu12.2mn (-65% YoY), reflecting the weak residential demand environment. Industrial revenues were broadly stable at Eu1.1mn (-29% YoY), while Energy Efficiency collapsed to Eu0.4mn (-93% YoY), following the end of incentive-driven demand.
- Cost inflation and weak volumes drive FY24 loss** - The cost structure deteriorated sharply. The incidence of raw material costs on the value of production surged from 50% in FY23 to 68% in FY24, driven by inventory build-up tied to overestimated sales expectations and sourcing of new components for recently launched products. Despite an 8% YoY reduction in personnel costs to Eu2.3mn thanks to headcount optimization, the overall cost containment was insufficient to offset volume deleverage. EBITDA swung to Eu2.7mn loss in FY24 (Eu8.2mn positive in FY23), vs. our Eu0.6mn positive projection. EBIT loss reached Eu4.2mn vs a Eu6.7mn profit in FY23, reflecting both top-line erosion and higher cost base. FY24 net loss widened to Eu6.0mn (Eu3.8mn positive in FY23), further pressured by higher financial charges. NFP increased to Eu20.5mn (Eu13.5mn at FY23 and our Eu16.4mn estimate), mainly due to cash burn from operating losses, Eu5.0mn capex, and WC absorption, particularly in inventories.
- Recent developments, new B2B solutions to possibly reignite growth path** - FY24 results fell short due to adverse regulatory and macro headwinds. Aton is repositioning toward exports, new products, and upcoming policy tailwinds like CER incentives and Conto Termico 3.0, which may boost demand from 2H25. Two key launches in FY24—Share Power, a modular storage system (9.6–110 kWh), and Battery Rent, a leasing model with bundled services—support the shift to export and B2B markets. These innovations address affordability and scale, positioning Aton to capture decentralized energy demand and benefit from incoming incentives.
- Muted demand makes FY25 pivotal** - Execution in FY25 remains critical to stabilizing a cost base pressured by declining volumes and rising input costs, and to potentially reigniting both growth and profitability, supported by recent product launches. The core market has largely vanished, weighing on 1H25 performance and making revenue targets challenging. Despite a solid proposition and scalable products, private demand remains muted. Aton appears to be working to finalize a few key contracts, not fully reflected in our estimates, which could help restore confidence and accelerate its growth trajectory. To reflect this scenario, we revised our 2025E–26E estimates, carving Sales and EBITDA by 4% and 9% on average, and introduced 2027E.
- Upgraded to BUY, new TP of Eu2.7/s (4.3)** - Following the estimate trim, we have revised our TP to Eu2.7/share (from Eu4.3). ATON remains a leading player in Italy, supported by its flexible and scalable storage systems, while RBESS is well positioned to play a pivotal role in the country's energy transition. The share price has declined by over 60% since our last publication in Sep24, a correction that now leaves the stock at appealing levels relative to its fundamentals. We see upside potential and scope for a price rerating should any significant contract materialize in 2025. Rating upgraded to BUY (from Hold).

## BUY

From HOLD

## TP 2.7

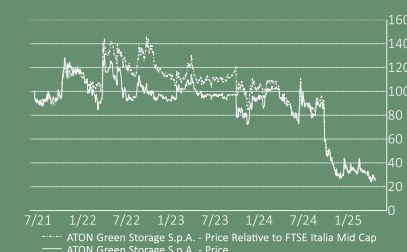
From 4.3

Target price upside 67%

Change in EPS est. FY25E FY26E  
nm -79.0%

Ticker (BBG, Reut)	ATON IM	ATON MI
Share price Ord. (Eu)		1.6
N. of Ord. shares (mn)		7.5
Total N. of shares (mn)		7.5
Market cap (Eu mn)		12
Total Market Cap (EU mn)		12
Free Float Ord. (%)		33%
Free Float Ord. (Eu mn)		4
Daily AVG liquidity Ord. (Eu k)		73

	1M	3M	12M
Absolute Perf.	-18.6%	-27.0%	-71.8%
Rel.to FTSEMIDCap	-14.2%	-26.2%	-75.9%
52 weeks range		1.5	6.9



	FY24A	FY25E	FY26E
Sales	16	19	24
EBITDA adj.	(2.7)	1.5	2.6
Net profit adj.	(5.7)	(0.7)	0.1
EPS adj.	(0.764)	(0.098)	0.018
DPS - Ord.	nm	0.000	0.000
EV/EBITDA adj.	-21.2x	21.5x	11.3x
P/E adj.	-10.0x	-42.8x	nm
Dividend yield	0.0%	0.0%	0.0%
FCF yield	-21.3%	9.2%	20.9%
Net debt/(Net cash)	20.5	19.4	16.8
Net debt/EBITDA	nm	12.9x	6.4x

### Head of Research

Luca Arena

luca.arena@alantra.com

+39 02 63 671 620

Andrea Zampaloni

andrea.zampaloni@alantra.com

+39 02 63 671 621

## Summary Financials

P&L account (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Value of Production	39.5	16.1	19.3	23.9	30.1
Gross margin	na	na	na	na	na
EBITDA reported	8.2	(2.7)	1.5	2.6	4.2
D&A	(1.5)	(1.4)	(1.2)	(1.1)	(1.2)
EBIT reported	6.7	(4.2)	0.3	1.5	3.0
Net financial charges	(1.5)	(1.8)	(1.3)	(1.3)	(1.3)
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	5.2	(6.0)	(1.0)	0.2	1.7
Taxes	(1.4)	0.0	0.0	(0.1)	(0.5)
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	3.8	(6.0)	(1.0)	0.1	1.2
<b>EBITDA adjusted</b>	<b>8.2</b>	<b>(2.7)</b>	<b>1.5</b>	<b>2.6</b>	<b>4.2</b>
<b>EBIT adjusted</b>	<b>7.0</b>	<b>(3.9)</b>	<b>0.6</b>	<b>1.5</b>	<b>3.0</b>
<b>Net profit adjusted</b>	<b>3.9</b>	<b>(5.7)</b>	<b>(0.7)</b>	<b>0.1</b>	<b>1.2</b>

Margins (%)	FY23A	FY24A	FY25E	FY26E	FY27E
Gross margin	na	na	na	na	na
EBITDA margin (adj)	20.7%	-17.0%	7.8%	11.0%	13.9%
EBIT margin (adj)	17.6%	-24.4%	2.9%	6.2%	10.0%
Pre-tax margin	13.1%	-37.3%	-5.1%	0.8%	5.6%
Net profit margin (adj)	10.0%	-35.6%	-3.8%	0.6%	4.1%

Growth rates (%)	FY23A	FY24A	FY25E	FY26E	FY27E
Value of Production	-29.1%	-59.3%	19.7%	23.9%	25.9%
EBITDA	nm	nm	nm	74.9%	59.6%
EBITDA adjusted	nm	nm	nm	74.9%	59.6%
EBIT	nm	nm	nm	371.2%	101.2%
EBIT adjusted	nm	nm	nm	167.7%	101.2%
Pre-tax	nm	nm	nm	nm	800.8%
Net profit	nm	nm	nm	nm	800.8%
Net profit adjusted	nm	nm	nm	nm	800.8%

Per share data	FY23A	FY24A	FY25E	FY26E	FY27E
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>0.503</b>	<b>(0.796)</b>	<b>(0.130)</b>	<b>0.018</b>	<b>0.163</b>
<b>EPS adjusted</b>	<b>0.527</b>	<b>(0.764)</b>	<b>(0.098)</b>	<b>0.018</b>	<b>0.163</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	3.359	2.561	2.380	2.399	2.561

Enterprise value (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Share price Ord. (Eu)	6.1	4.9	2.1	2.1	2.1
Market cap	45.6	37.1	12.2	12.2	12.2
Net debt/(Net cash)	13.5	20.5	19.4	16.8	14.2
Adjustments	0.6	0.6	0.7	0.7	0.8
Enterprise value	59.6	58.2	32.2	29.7	27.1

Source: Company data

### Share price performance

Weak FY24 results may trigger market volatility as expectations shift



Cash flow (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
EBITDA reported	8.2	(2.7)	1.5	2.6	4.2
Net financial charges	(1.7)	(1.9)	(1.3)	(1.3)	(1.3)
Cash taxes	(3.2)	0.0	0.0	(0.1)	(0.5)
Ch. in Working Capital	(3.2)	(0.8)	2.2	3.3	2.5
Other operating items	(1.5)	2.6	0.1	0.0	0.0
<b>Operating cash flow</b>	<b>(1.4)</b>	<b>(2.9)</b>	<b>2.5</b>	<b>4.6</b>	<b>4.9</b>
Capex	(10.0)	(5.0)	(1.4)	(2.1)	(2.3)
<b>FCF</b>	<b>(11.3)</b>	<b>(7.9)</b>	<b>1.1</b>	<b>2.5</b>	<b>2.7</b>
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	10.2	0.0	0.0	0.0	0.0
Dividends	0.0	0.0	0.0	0.0	0.0
<b>Ch. in NFP</b>	<b>(1.1)</b>	<b>(7.9)</b>	<b>1.1</b>	<b>2.5</b>	<b>2.7</b>

Ratios (%)	FY23A	FY24A	FY25E	FY26E	FY27E
<b>Capex/VoP</b>	<b>25.2%</b>	<b>31.2%</b>	<b>7.3%</b>	<b>8.8%</b>	<b>7.5%</b>
Capex/D&A	6.8x	3.5x	1.2x	1.9x	1.9x
FCF/EBITDA	-138.3%	288.5%	74.6%	97.1%	64.0%
FCF/Net profit	-300.0%	132.5%	-114.6%	1879.9%	219.7%
<b>Dividend pay-out</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>

Balance sheet (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Working capital	34.8	35.6	33.3	30.0	27.5
Fixed assets	4.4	4.8	4.6	5.6	6.6
Provisions & others	(0.6)	(0.6)	(0.7)	(0.7)	(0.8)
<b>Net capital employed</b>	<b>38.6</b>	<b>39.7</b>	<b>37.2</b>	<b>34.8</b>	<b>33.4</b>
<b>Net debt/(Net cash)</b>	<b>13.5</b>	<b>20.5</b>	<b>19.4</b>	<b>16.8</b>	<b>14.2</b>
Equity	25.2	19.2	17.9	18.0	19.2
Minority interests	0.0	0.0	0.0	0.0	0.0

Ratios (%)	FY23A	FY24A	FY25E	FY26E	FY27E
<b>Working capital/VoP</b>	<b>88.0%</b>	<b>221.0%</b>	<b>172.9%</b>	<b>125.5%</b>	<b>91.5%</b>
<b>Net debt/Equity</b>	<b>53.4%</b>	<b>106.7%</b>	<b>108.6%</b>	<b>93.6%</b>	<b>73.7%</b>
<b>Net debt/EBITDA</b>	<b>1.6x</b>	<b>nm</b>	<b>12.9x</b>	<b>6.4x</b>	<b>3.4x</b>

Valuation	FY23A	FY24A	FY25E	FY26E	FY27E
<b>EV/CE</b>	<b>1.5x</b>	<b>1.4x</b>	<b>0.8x</b>	<b>0.8x</b>	<b>0.8x</b>
P/BV	1.8x	1.9x	0.7x	0.7x	0.6x
EV/Sales	1.5x	3.6x	1.7x	1.2x	0.9x
EV/EBITDA	7.3x	-21.2x	21.5x	11.3x	6.5x
<b>EV/EBITDA adjusted</b>	<b>7.3x</b>	<b>-21.2x</b>	<b>21.5x</b>	<b>11.3x</b>	<b>6.5x</b>
EV/EBIT	8.9x	-14.0x	102.0x	20.0x	9.0x
<b>EV/EBIT adjusted</b>	<b>8.6x</b>	<b>-14.8x</b>	<b>58.0x</b>	<b>20.0x</b>	<b>9.0x</b>
P/E	15.6x	-9.6x	-32.4x	214.2x	21.6x
<b>P/E adjusted</b>	<b>15.0x</b>	<b>-10.0x</b>	<b>-42.8x</b>	<b>nm</b>	<b>21.6x</b>
ROCE pre-tax	18.9%	-9.9%	1.4%	4.1%	8.6%
<b>ROE</b>	<b>15.7%</b>	<b>-29.8%</b>	<b>-4.1%</b>	<b>0.8%</b>	<b>6.3%</b>
EV/FCF	-5.3x	-7.4x	28.8x	11.7x	10.1x
<b>FCF yield</b>	<b>-24.8%</b>	<b>-21.3%</b>	<b>9.2%</b>	<b>20.9%</b>	<b>22.0%</b>
<b>Dividend yield</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>

### Valuation

The estimates downgrade makes the stock appealing on long term



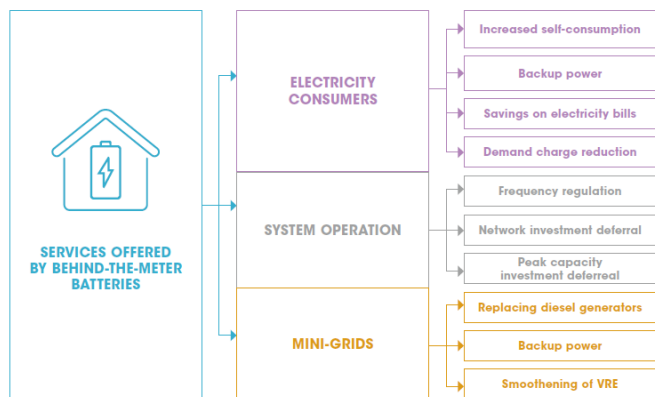
# ALANTRA

Italian Equity Research

## Key Charts

### Benefits of Residential Battery Energy Storage Systems

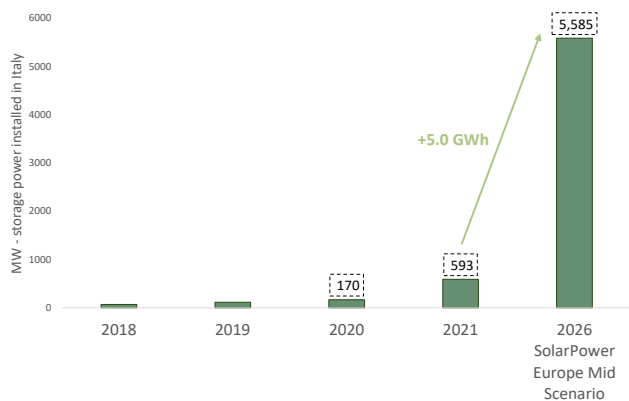
RBEES provide different benefits to consumers and system operations



Source: Alantra

### Evolution of RBEES capacity in Italy

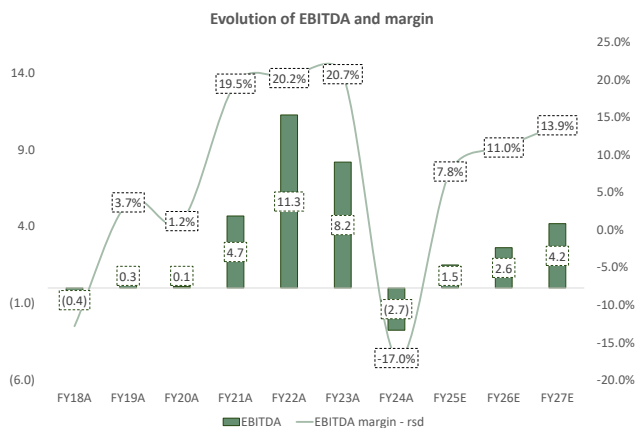
The reference market should experience a strong growth



Source: SolarPower Europe

### Evolution of EBITDA and margin

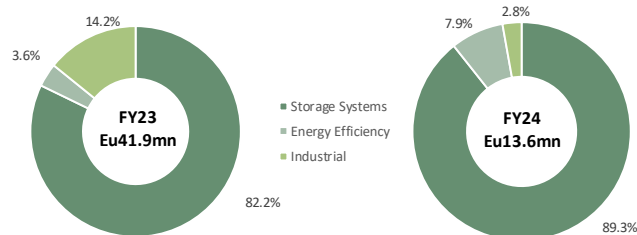
Margin improvement as of FY25



Source: Alantra estimate

### Business mix

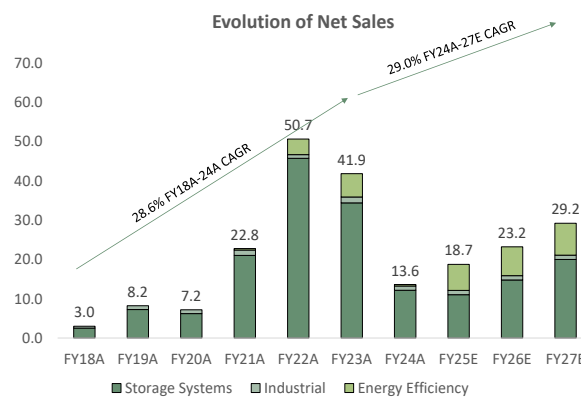
>80% of net sales were generated from the Storage Systems division in 2024



Source: Company

### Evolution of net consolidated sales

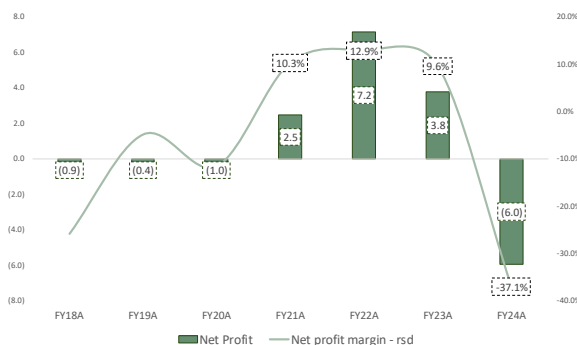
Strong historical and expected top line growth as of 2025



Source: Alantra estimate

### 18-24 bottom line evolution

Growth should be led by RBEES



Source: Alantra estimate

## Profile

<b>Background</b>	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 3% of 2024 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)
<b>Positioning</b>	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
<b>Growth</b>	ATON’s top line was down by 59% in FY24 versus FY23, 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 23% Net revenues CAGR over FY24-27). We expect EBITDA margin to start again to grow in FY25 and then expand to 13.9% in FY27, with EBITDA at Eu4.2mn in 2027 (Eu8.2mn in 2023).
<b>Strategy</b>	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 FY24-27E period with the other two business lines (Industrial and B2C Energy Efficiency) shrinking vs 2024. 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).

### 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 - 29 April 2025  
1H25 - 24 September 2025

## 2H/FY24 Results

### ATON – 2H/FY24 Results

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

Eu mn	2H23A	2H24A	YoY %	Alantra 2H24E	A vs E	FY23A	FY24A	YoY %	Alantra FY24E	A vs E
VoP	20.3	5.9	-71.1%	5.6	-4.0%	39.5	16.1	-59.3%	15.9	-1.5%
	on sales %	100.0%	100.0%	100.0%		100.0%	100.0%		100.0%	
EBITDA	4.1	(2.5)	nm	0.8	nm	8.2	(2.7)	nm	0.6	nm
	Ebitda Margin %	20.4%	-42.2%	14.0%		20.7%	-16.8%		3.5%	
EBIT	3.4	(3.3)	nm	0.1	nm	6.7	(4.2)	nm	(0.8)	nm
	Ebit Margin %	16.6%	-56.9%	1.4%		17.0%	-26.1%		-4.9%	
Pretax Profit	2.3	(3.5)	nm	1.0	nm	5.2	(6.0)	nm	(1.5)	nm
	Pretax Margin %	11.3%	-59.2%	18.2%		13.1%	-37.3%		-9.5%	
Net Profit	1.7	(4.0)	nm	0.9	nm	3.8	(6.0)	nm	(1.1)	nm
	Net Profit Margin %	8.2%	-68.5%	15.4%		9.6%	-37.1%		-6.8%	
NFP at YE (debt)/cash	(13.5)	(20.5)		(16.4)		(13.5)	(20.5)		(16.4)	

Source: Company data and Alantra estimates

### Net versus Old estimates

Downwards revision in estimates reflects the current still uncertain regulatory framework, 2025 is set to be a transitional year

(Eu mn)	NEW estimates			Difference			OLD estimates		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Total Revenues / Value of Production	19.3	23.9	30.1	-3.7%	-4.0%	-	20.0	24.9	-
EBITDA Reported	1.5	2.6	4.2	-9.2%	-8.3%	-	1.6	2.9	-
EBIT Reported	0.3	1.5	3.0	-23.2%	-7.9%	-	0.4	1.6	-
Pretax Profit	(1.0)	0.2	1.7	nm	-79.0%	-	(0.3)	0.9	-
Net profit	(1.0)	0.1	1.2	nm	-79.0%	-	(0.2)	0.6	-
EPS	(0.1)	0.0	0.2	nm	-79.0%	-	(0.0)	0.1	-
Net financial position	(19.4)	(16.8)	(14.2)	4.5	6.2	-	(14.9)	(10.6)	-

Source: Company data and Alantra estimates

## Financials – ATON versus selected peers

Higher top line growth trajectory than Italian peers

Company	Country	Mkt Cap (Eu mn)	FY25E - FY27E average margins					CAGR FY24A - FY27E			
			EBITDA Margin	EBIT Margin	Net Income Margin	Capex / Sales	Dividend Payout	Sales	EBITDA	EBIT	Net Profit
ATON	ITALY	12	10.9%	5.9%	-0.1%	7.8%	0.0%	23.1%	-215.1%	-191.3%	-158.9%
Carel Industries SpA	ITALY	1,915	20.0%	15.4%	10.3%	4.9%	27.9%	8.9%	13.1%	16.7%	16.0%
Seri Industrial S.p.A.	ITALY	112	na	na	na	na	na	na	na	nm	nm
Energy SpA	ITALY	39	6.8%	3.6%	2.9%	8.6%	0.0%	-6.3%	-25.2%	-31.0%	na
LU-VE S.p.A.	ITALY	621	14.4%	9.6%	6.4%	4.6%	23.2%	na	na	na	na
Zignago Vetro SpA	ITALY	766	25.2%	14.4%	10.2%	9.7%	70.2%	3.0%	9.0%	16.0%	12.9%
Italian Peers	Average		13.7%	9.5%	6.6%	6.0%	17.0%	1.3%	-6.0%	-7.2%	16.0%
	Median		14.4%	9.6%	6.4%	4.9%	23.2%	1.3%	-6.0%	-7.2%	16.0%
Ferroamp AB	SWEDEN	11	na	na	na	na	na	na	nm	nm	nm
Eguana Technologies Inc	CANADA	2	na	na	na	na	na	na	na	na	na
Contemporary Amperex Technology Co., Limited Class A	CHINA	124,079	22.6%	18.1%	15.1%	6.2%	47.3%	19.6%	20.2%	20.7%	22.9%
Invinity Energy Systems PLC	UNITED KINGDOM	63	-15.8%	-20.7%	-18.7%	20.1%	0.0%	208.1%	nm	nm	nm
Storage Systems Producers	Average		3.4%	-1.3%	-1.8%	13.1%	23.6%	113.8%	20.2%	20.7%	22.9%
	Median		3.4%	-1.3%	-1.8%	13.1%	23.6%	113.8%	20.2%	20.7%	22.9%
Sungrow Power Supply Co., Ltd. Class A	CHINA	11,111	15.3%	14.3%	11.5%	1.7%	13.5%	12.9%	na	na	na
Pylon Technologies Co., Ltd. Class A	CHINA	1,134	19.8%	13.1%	11.3%	8.1%	60.4%	39.2%	na	137.2%	149.8%
LG Chem Ltd.	SOUTH KOREA	10,330	17.3%	7.4%	3.3%	17.1%	14.6%	10.1%	29.4%	91.9%	-250.7%
EVE Energy Co. Ltd. Class A	CHINA	9,020	15.1%	10.1%	8.9%	6.8%	25.0%	20.1%	20.7%	24.4%	25.1%
BYD Company Limited Class H	HONG KONG	106,644	13.2%	7.1%	5.8%	8.3%	28.3%	19.3%	13.9%	23.7%	23.5%
Goodwe Technologies Co., Ltd. Class A	CHINA	786	7.2%	5.7%	4.9%	8.8%	na	na	na	na	na
SMA Solar Technology AG	GERMANY	519	7.7%	3.6%	2.7%	4.6%	0.0%	2.8%	-309.9%	-196.7%	-179.2%
Enphase Energy, Inc.	UNITED STATES	5,210	30.6%	13.4%	12.8%	3.7%	0.0%	11.4%	14.3%	69.4%	19.0%
SolarEdge Technologies, Inc.	UNITED STATES	620	-1.7%	-10.7%	-11.3%	4.7%	0.0%	22.7%	-148.1%	-93.1%	-143.0%
Batteries and Inverters Producers	Average		13.8%	7.1%	5.5%	7.1%	17.7%	17.3%	-63.3%	8.1%	-50.8%
	Median		15.1%	7.4%	5.8%	6.8%	14.0%	16.1%	14.1%	24.4%	19.0%

Source: Factset

## Trading multiples

Company	Country	Mkt Cap (Eu mn)	EV/Sales			EV/EBITDA			EV/EBIT			PE		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
ATON	ITALY	12	1.7 x	1.2 x	0.9 x	21.5 x	11.3 x	6.5 x	102.0 x	20.0 x	9.0 x	-32.4 x	214.2 x	21.6 x
Premium (discount) to Peers' Median			14%	-1%	-20%	64%	53%	9%	415%	66%	0%	-262%	1194%	95%
PEERS			Average	1.5 x	1.3 x	1.1 x	13.2 x	7.4 x	5.9 x	19.8 x	12.0 x	9.0 x	20.0 x	16.6 x
			Median	1.1 x	1.0 x	1.1 x	8.5 x	7.4 x	5.5 x	15.6 x	11.0 x	9.0 x	18.1 x	13.7 x
Carel Industries SpA	ITALY	1,915	3.1 x	2.7 x	2.5 x	16.0 x	13.5 x	12.2 x	21.6 x	18.5 x	15.5 x	29.2 x	24.2 x	21.6 x
Seri Industrial S.p.A.	ITALY	112	na	na	na	na	na	na	na	na	na	na	na	na
Energy SpA	ITALY	39	0.6 x	0.5 x	0.3 x	55.3 x	7.1 x	2.5 x	na	13.6 x	3.3 x	na	26.1 x	na
LU-VE S.p.A.	ITALY	621	1.2 x	1.1 x	1.1 x	8.5 x	7.7 x	7.3 x	13.0 x	11.7 x	10.5 x	15.9 x	14.2 x	12.6 x
Zignago Vetro SpA	ITALY	766	1.5 x	1.5 x	1.4 x	6.4 x	5.8 x	5.5 x	11.9 x	9.9 x	9.3 x	13.1 x	11.2 x	10.2 x
Italian Peers			Average	1.6 x	1.4 x	1.3 x	21.5 x	8.5 x	6.9 x	15.5 x	13.4 x	9.6 x	19.4 x	18.9 x
			Median	1.4 x	1.3 x	1.3 x	12.2 x	7.4 x	6.4 x	13.0 x	12.7 x	9.9 x	15.9 x	19.2 x
Ferroamp AB	SWEDEN	11	na	na	na	na	na	na	na	na	na	na	na	na
Eguana Technologies Inc	CANADA	2	na	na	na	na	na	na	na	na	na	na	na	na
Contemporary Amperex Technology Co., Limited Class A	CHINA	124,079	2.2 x	1.8 x	1.5 x	9.6 x	7.9 x	6.7 x	11.9 x	9.9 x	8.4 x	16.0 x	13.2 x	11.1 x
Invinity Energy Systems PLC	UNITED KINGDOM	63	nm	nm	nm	na	nm	nm	na	na	nm	na	na	4.1 x
Storage Systems Producers			Average	2.2 x	1.8 x	1.5 x	9.6 x	7.9 x	6.7 x	11.9 x	9.9 x	8.4 x	16.0 x	13.2 x
			Median	2.2 x	1.8 x	1.5 x	9.6 x	7.9 x	6.7 x	11.9 x	9.9 x	8.4 x	16.0 x	13.2 x
Sungrow Power Supply Co., Ltd. Class A	CHINA	11,111	1.0 x	0.9 x	na	6.6 x	5.7 x	na	7.1 x	6.1 x	na	9.5 x	8.6 x	na
Pylon Technologies Co., Ltd. Class A	CHINA	1,134	na	na	na	na	na	na	na	na	na	30.3 x	20.6 x	14.4 x
LG Chem Ltd.	SOUTH KOREA	10,330	0.8 x	0.7 x	0.6 x	5.2 x	3.8 x	3.3 x	19.0 x	8.3 x	6.1 x	26.0 x	7.5 x	7.0 x
EVE Energy Co. Ltd. Class A	CHINA	9,020	1.6 x	1.2 x	1.2 x	11.0 x	8.1 x	7.7 x	16.9 x	12.3 x	11.0 x	16.3 x	12.3 x	10.5 x
BYD Company Limited Class H	HONG KONG	106,644	1.0 x	0.8 x	0.6 x	7.3 x	5.9 x	4.8 x	14.3 x	11.0 x	8.7 x	20.2 x	16.4 x	14.0 x
Goodwe Technologies Co., Ltd. Class A	CHINA	786	na	na	na	na	na	na	na	na	na	17.8 x	12.9 x	na
SMA Solar Technology AG	GERMANY	519	0.3 x	0.3 x	0.2 x	4.7 x	3.2 x	2.5 x	17.6 x	6.2 x	4.5 x	27.4 x	10.1 x	8.9 x
Enphase Energy, Inc.	UNITED STATES	5,210	3.9 x	3.4 x	2.6 x	14.1 x	10.6 x	8.2 x	64.9 x	24.6 x	12.9 x	18.4 x	14.2 x	11.6 x
SolarEdge Technologies, Inc.	UNITED STATES	620	0.5 x	0.3 x	0.3 x	na	9.8 x	4.3 x	na	na	na	na	40.3 x	6.6 x
Batteries and Inverters Producers			Average	1.3 x	1.1 x	0.9 x	8.2 x	6.7 x	5.1 x	23.3 x	11.4 x	8.6 x	20.7 x	15.9 x
			Median	1.0 x	0.8 x	0.6 x	7.0 x	5.9 x	4.5 x	17.2 x	9.7 x	8.7 x	19.3 x	12.9 x

Source: Factset

## Market performances

*ATON has heavily underperformed its peers across the board*

Company	Country	Mkt Cap (Eu mn)	Performance					
			1M	3M	6M	1YR	3YR	5YR
ATON	ITALY	12	-18.6%	-27.0%	-39.1%	-71.8%	-78.9%	na
PEERS			-11.8%	-11.9%	-17.4%	-25.2%	-41.7%	100.3%
Average			-12.3%	-10.8%	-20.1%	-35.2%	-53.9%	-26.3%
Median								
Carel Industries SpA	ITALY	1,915	-8.2%	-11.0%	-10.4%	-8.3%	-24.1%	38.0%
Seri Industrial S.p.A.	ITALY	112	18.0%	-13.5%	-25.6%	-41.9%	-72.7%	-39.5%
Energy SpA	ITALY	39	-21.7%	-26.6%	-6.2%	-51.7%	na	na
LU-VE S.p.A.	ITALY	621	-2.4%	-4.0%	1.5%	29.7%	29.4%	154.1%
Zignago Vetro SpA	ITALY	766	-6.9%	-10.5%	-24.1%	-30.6%	-27.2%	-26.3%
Ferroamp AB	SWEDEN	11	-18.4%	-49.2%	-64.0%	-85.4%	-96.6%	-95.2%
Eguana Technologies Inc	CANADA	2	-46.7%	-46.7%	-20.0%	-20.0%	-97.7%	-85.5%
Contemporary Amperex Technology Co., Limited Class A	CHINA	124,079	-8.8%	-9.4%	-6.4%	22.9%	1.1%	223.3%
Invinity Energy Systems PLC	UNITED KINGDOM	63	36.1%	-14.0%	6.5%	-50.3%	-87.1%	-68.9%
Sungrow Power Supply Co., Ltd. Class A	CHINA	11,111	-13.9%	-21.4%	-40.8%	-16.0%	25.1%	741.2%
Pylon Technologies Co., Ltd. Class A	CHINA	1,134	-7.8%	0.1%	-21.7%	-27.6%	-62.8%	na
LG Chem Ltd.	SOUTH KOREA	10,330	-14.3%	-6.9%	-31.0%	-39.8%	-53.9%	-38.0%
EVE Energy Co. Ltd. Class A	CHINA	9,020	-20.7%	-5.4%	-14.6%	15.5%	-35.0%	21.9%
BYD Company Limited Class H	HONG KONG	106,644	-0.3%	44.3%	35.0%	97.7%	68.6%	802.7%
Goodwe Technologies Co., Ltd. Class A	CHINA	786	-10.8%	0.2%	-28.9%	-39.8%	-46.2%	na
SMA Solar Technology AG	GERMANY	519	-28.6%	2.0%	0.3%	-69.3%	-63.3%	-50.1%
Enphase Energy, Inc.	UNITED STATES	5,210	-26.8%	-29.9%	-42.6%	-60.3%	-70.7%	14.2%
SolarEdge Technologies, Inc.	UNITED STATES	620	-30.0%	-12.2%	-20.2%	-79.0%	-95.3%	-88.2%

Source: Factset



## Disclaimer

**Explanation of Ratings:** Alantra Capital Markets Sociedad de Valores SAU (Italian Branch) ("Alantra CM (Italian Branch)") Research Department provides six core ratings: BUY, HOLD, SELL, NOT RATED, UNDER REVIEW and SUSPENDED, based on the expected performance over the next 12 months.

**BUY:** The stock is expected to generate returns of over 10% during the next 12 months.

**HOLD:** The stock is expected to generate returns of 0-10% during the next 12 months.

**SELL:** The stock is expected to generate negative returns during the next 12 months.

**NOT RATED:** The stock is not covered.

**UNDER REVIEW:** An event occurred with an expected significant impact on our target price and we cannot issue a recommendation before having processed that new information and/or without a new share price reference.

**SUSPENDED:** Alantra CM (Italian Branch) is precluded from providing an investment rating or price target for compliance reasons.

Due to share price volatility, ratings and target prices may occasionally and temporarily be inconsistent with the above definition.

This report has been prepared by Alantra CM (Italian Branch), which is pertaining to the Alantra Group, a financial Spanish group that provides investment banking, asset management, equities brokerage, capital markets and financial advisory services.

### Analyst Certification

Each authoring analyst of Alantra CM (Italian Branch) whose name appears on the front page of this research hereby certifies that (i) the recommendations and opinions expressed in this research accurately reflect the authoring analyst's personal, independent and objective views about any and all of the designated investments or relevant issuers discussed herein that are within such authoring analyst's coverage universe and (ii) no part of the authoring analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed by the authoring analyst in the research.

This report is solely for the information of clients of Alantra CM (Italian Branch) and for distribution only under such circumstances as may be permitted by applicable law. Alantra CM (Italian Branch) specifically prohibits the redistribution of this material in whole or in part without the prior written permission of Alantra CM (Italian Branch) and therefore Alantra CM (Italian Branch) accepts no liability whatsoever for the actions or third parties in this respect.

Nothing in this report constitutes a representation that any investment strategy or recommendation contained herein is suitable or appropriate to a recipient's individual circumstances or otherwise constitutes a personal recommendation. This report is published solely for information purposes, it does not constitute an advertisement and is not to be construed as a solicitation or an offer to buy or sell any securities or related financial instruments in any jurisdiction. The information contained in this research has been compiled by Alantra CM (Italian Branch) from sources believed to be reliable, but no representation or warranty, either expressed or implied, is provided in relation to the fairness, accuracy, completeness or correctness of the information contained herein, nor it is intended to be a complete statement or summary of the securities or markets referred to in this report. Alantra CM (Italian Branch) nor any of its affiliates has not independently verified the facts, assumptions, and estimates contained herein. All estimates, opinions and other information contained in this research constitute Alantra CM (Italian Branch)'s judgement as of the date of this research, are subject to change without notice and are provided in good faith but without legal responsibility or liability. Alantra CM (Italian Branch) its affiliated companies or any other person does not undertake that investors will obtain profits nor accept any liability for any investment losses arising from any use of this report or its contents. This report should not be regarded by recipients as a substitute for the exercise of their own judgement. Any opinions expressed in this report are subject to change without notice and may differ or be contrary to opinions expressed by other business areas of the Alantra Group as a result of using different assumptions and criteria. Research will be initiated, updated and coverage ceased solely at the discretion of Alantra CM (Italian Branch). The analysis contained herein is based on numerous assumptions. Different assumptions could result in materially different results. Alantra CM (Italian Branch) is under no obligation to keep current the information contained in this report.

From time to time, Alantra CM (Italian Branch) salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients and our principal trading desk that reflect opinions that are contrary to the opinions expressed in this research. Alantra CM (Italian Branch)'s affiliates, principal trading desk, and investing businesses also from time to time may make investment decisions that are inconsistent with the recommendations or views expressed in this research.

Investments involve risks and investors should exercise prudence in making their investment decisions. The securities described herein may not be eligible for sale in all jurisdictions or to certain categories of investors. Stocks bear significantly risk that typically cannot be valued by normal fundamental criteria. Investments in the stock may result in a material loss. Options, derivative products and futures are not suitable for all investors, and trading in these instruments is considered risky. Past performance is not necessarily indicative of future results. Foreign currency rates of exchange may adversely affect the value, price or income of any security or related instrument mentioned in this report.

Any prices stated in this report are for information purposes only and do not represent valuations for individual securities or other instruments. There is no representation that any transaction can or could have been realized at those prices.

Neither Alantra CM (Italian Branch) nor any of the companies pertaining to the Alantra Group nor any of their shareholders, directors, employees or agents accepts any liability for any loss or damage arising out of the use of all or any part of this report.

Except as otherwise specified herein, this material is exclusively communicated by Alantra CM (Italian Branch) to persons who are eligible counterparties or professional clients and is only available to such persons. The information contained herein does not apply to retail clients.

The analysts responsible for the preparation of this report may interact with trading desk personnel, sales personnel and investment managers. Alantra CM (Italian Branch), any other company pertaining to the Alantra Group, and any of their shareholders, directors, employees may, to the extent permitted by law, have a position or otherwise be interested in any transactions, in any investments directly or indirectly the subject of this publication. The Alantra Group relies on information barriers to control the flow of information contained in one or more areas within the Alantra Group, into other areas, units, groups or affiliates of the Alantra Group. The Alantra Group may do and seek to do business with companies covered in its research reports. As a result, investors should be aware that the Alantra Group may have a conflict of interests. Information regarding transactions in which the Alantra Group has acted as an advisor, or provided professional services, is available on Alantra Group's website (<http://www.alantra.com>). The Alantra Group has established, implemented and maintains an effective conflicts of interest policy appropriate to its size and organization and to the nature, scale and complexity of its business. Investors should consider this report as only a single factor in making their investment decisions.

### Conflict of interest

In order to disclose its possible conflicts of interest Alantra states that:

- Alantra is Corporate Broker of the following Companies: Eurotech, ICF, Tecma Solutions, Planetel, Powersoft, ATON Green Storage, Almaxwave, Bifire, Indel B, Solid World Group, Comer Industries, Edil San Felice, Fae Technology, Kruso Kapital, B&C Speakers, Trevi, Next Geosolutions Europe, ICOP, Cyberoo, DEA

### Research Distribution Policy

Alantra CM (Italian Branch) research will be available simultaneously for all of Alantra CM (Italian Branch)'s customers who are entitled to receive the firm's research. Research may be distributed by the firm's sales and trading personnel via email, instant message or other electronic means. Customers entitled to receive research may also receive it via third party vendors. Until such time as research is made available to Alantra CM (Italian Branch)'s customers as described above, Authoring Analysts will not discuss the contents of their research with Sales and Trading or Investment Banking employees without prior compliance consent.

For further information about the proprietary model(s) associated with the covered issuer(s) in this research report, clients should contact their local sales representative.

The disclosures contained in research reports produced by Alantra CM (Italian Branch) shall be governed by and construed in accordance with Spanish and Italian laws.

The receipt of this report implies full acceptance by its recipients of the contents of this disclaimer.

Alantra Capital Markets Sociedad de Valores SAU is the Spanish investment firm located in Madrid, Calle de José Ortega y Gasset 29, registered at the Comisión Nacional del Mercado de Valores (CNMV) with number 258. Alantra CM (Italian Branch) is located in Milano (Italy), Via Borgonuovo 16 with number 155.