INTRED

BUY

Sector: Telecoms

Price: Eu9.70 - **Target: Eu16.00**

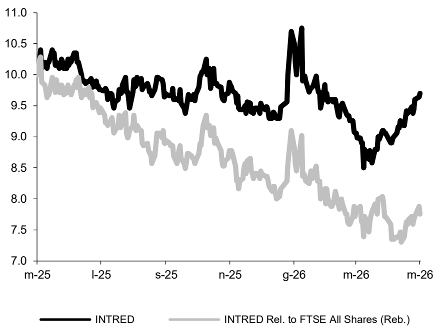
Good Start to the Year, Organic Momentum On Track

Giorgio Tavolini +39-02-77115.279
giorgio.tavolini@intermonte.it
Andrea Randone: +39-02-77115.364
andrea.randone@intermonte.it

Stock Rating			
Rating:			Unchanged
Target Price (Eu):			Unchanged
	2026E	**2027E**	**2028E**
Chg in Adj EPS	0.0%	1.4%	0.0%

Next Event
1H26 Sales: 30 July, 1H26 Results: 24 September

INTRED - 12M Performance



Stock Data			
Reuters code:			INTD.MI
Bloomberg code:			ITD IM
Performance	**1M**	**3M**	**12M**
Absolute	7.1%	0.0%	-3.0%
Relative	0.7%	-5.0%	-27.9%
12M (H/L)			10.75/8.50
3M Average Volume (th):			10.39

Shareholder Data	
No. of Ord shares (mn):	16
Total no. of shares (mn):	16
Mkt Cap Ord (Eu mn):	154
Total Mkt Cap (Eu mn):	154
Mkt Float - Ord (Eu mn):	47
Mkt Float (in %):	30.2%
Main Shareholder:	
DM Holding S.r.l.	60.4%

Balance Sheet Data	
Book Value (Eu mn):	74
BVPS (Eu):	4.64
P/BV:	2.1
Net Financial Position (Eu mn):	-35
Enterprise Value (Eu mn):	189

1Q confirmed a pattern of sustainable organic growth underpinned by strengthening operational fundamentals: the progressive shift of the revenue mix towards recurring components, a customer base increasingly oriented towards high connectivity services, and growing geographical diversification all point to a resilient and scalable business model. During the quarter, the company also initiated the uplisting process to the Euronext Milan STAR segment and approved a new share buyback programme.

- **Revenue mix and segment performance.** 1Q reported revenues came in 2% above our estimate at €14.2mn (our exp. €13.9mn), up 2.0% YoY, with organic growth of +6.8% YoY excluding one-off school-related contracts (c.€1.5mn, 10.3% of the total). Recurring services accounted for 93.8% of total revenues, underpinned by €6.8mn of ultrafast broadband connectivity sales (+11.3% YoY). By customer segment, Professional revenues stood at €8.0mn (+4.0% YoY), followed by Private at €2.6mn (+5.5% YoY), Wholesale at €1.2mn (+13.3% YoY), and Public Administration at €0.8mn (+36.5% YoY). Geographically, Brescia remains the dominant province, at 57.9% of core revenues, with Bergamo (13.2%) and Milan (12.0%) gaining share; the fastest growth came in Mantua, Lodi, Sondrio, Varese and Cremona, confirming the effectiveness of the territorial expansion strategy.
- **Solid delivery on KPIs.** The proprietary fibre network expanded to over 15,000km (from >14,000km in 1Q25), covering every municipality in the Lombardy Region with at least one school; 1,055 schools were activated under "Tender 2" (73.8% of the total, cumulative contract value €15.8mn), bringing connected state schools in Lombardy to c.4,900 and generating combined school tender revenues of €1.5mn in 1Q (10.3% of the total). Churn remained best-in-class at 4.4%, reflecting strong customer retention.
- **Corporate actions.** In 1Q the company initiated the process to transfer its listing to the Euronext Milan regulated market (potentially the STAR segment). The Board also approved a new share buyback programme (effective 5 May 2026) for up to 100,000 shares (c.0.6% of the share capital) and a maximum consideration of €1.5mn, to be executed within 18 months; Intred currently holds 82,021 treasury shares (0.51% of the share capital).
- **Change in estimates.** We are leaving our revenue and margin estimates unchanged, while revising CapEx phasing assumptions to reflect a back-end loaded build-out of the data centre infrastructure, with spend now mostly allocated to 2027-28.
- **BUY confirmed; target still €16.0.** 1Q results confirmed good visibility on the business trajectory and margin profile. We expect data centre revenues (currently >3% of the total) to accelerate further, supported by growing demand for dedicated infrastructure solutions, and see additional upside from M&A optionality and expansion into adjacent segments. Finally, the proprietary network and loyal customer base remain valuable strategic assets, enhancing INTRED's positioning in a potential market-consolidation phase. The stock is currently trading at c.6.7x EV/EBITDA'26, broadly in line with the European TLC sector.

Key Figures & Ratios	2024A	2025A	2026E	2027E	2028E
Sales (Eu mn)	55	56	60	64	67
EBITDA Adj (Eu mn)	24	26	28	30	31
Net Profit Adj (Eu mn)	7	8	9	10	11
EPS New Adj (Eu)	0.434	0.523	0.544	0.618	0.679
EPS Old Adj (Eu)	0.434	0.523	0.544	0.610	0.679
DPS (Eu)	0.100	0.120	0.120	0.124	0.136
EV/EBITDA Adj	8.4	7.9	6.8	6.7	6.1
EV/EBIT Adj	17.2	16.2	13.3	12.8	11.4
P/E Adj	22.4	18.6	17.8	15.7	14.3
Div. Yield	1.0%	1.2%	1.2%	1.3%	1.4%
Net Debt/EBITDA Adj	1.4	1.6	1.3	1.5	1.2

INTRED – Key Figures						
Profit & Loss (Eu mn)	**2023A**	**2024A**	**2025A**	**2026E**	**2027E**	**2028E**
Sales	50	55	56	60	64	67
EBITDA	23	24	26	28	30	31
EBIT	13	12	12	14	16	17
Financial Income (charges)	-1	-2	-2	-2	-2	-2
Associates & Others	0	0	0	0	0	0
Pre-tax Profit	12	10	11	12	14	15
Taxes	-3	-3	-3	-4	-4	-4
Tax rate	28.9%	32.1%	23.3%	29.0%	29.0%	29.0%
Minorities & Discontinued Operations	0	0	0	0	0	0
Net Profit	8	7	8	9	10	11
EBITDA Adj	23	24	26	28	30	31
EBIT Adj	13	12	12	14	16	17
Net Profit Adj	8	7	8	9	10	11
Per Share Data (Eu)	**2023A**	**2024A**	**2025A**	**2026E**	**2027E**	**2028E**
Total Shares Outstanding (mn) - Average	16	16	16	16	16	16
Total Shares Outstanding (mn) - Year End	16	16	16	16	16	16
EPS f.d	0.516	0.434	0.523	0.544	0.618	0.679
EPS Adj f.d	0.516	0.434	0.523	0.544	0.618	0.679
BVPS f.d	3.463	3.760	4.275	4.642	5.141	5.696
Dividend per Share ORD	0.100	0.100	0.120	0.120	0.124	0.136
Dividend per Share SAV	0.000	0.000	0.000	0.000	0.000	0.000
Dividend Payout Ratio (%)	19.4%	23.1%	23.0%	22.0%	20.0%	20.0%
Cash Flow (Eu mn)	**2023A**	**2024A**	**2025A**	**2026E**	**2027E**	**2028E**
Gross Cash Flow	18	19	21	22	24	25
Change in NWC	4	3	-4	2	1	1
Capital Expenditure	-31	-32	-22	-15	-32	-17
Other Cash Items	0	0	0	0	0	0
Free Cash Flow (FCF)	-9	-10	-5	10	-7	9
Acquisitions, Divestments & Other Items	0	0	0	0	0	0
Dividends	-1	-2	-2	-2	-2	-2
Equity Financing/Buy-back	0	0	0	0	0	0
Change in Net Financial Position	-9	-12	-9	8	-9	7
Balance Sheet (Eu mn)	**2023A**	**2024A**	**2025A**	**2026E**	**2027E**	**2028E**
Total Fixed Assets	109	133	146	147	164	167
Net Working Capital	-32	-38	-17	-19	-20	-20
Long term Liabilities	-2	-2	-19	-19	-19	-19
Net Capital Employed	76	93	110	109	126	128
Net Cash (Debt)	-21	-33	-42	-35	-45	-37
Group Equity	55	60	68	74	82	90
Minorities	0	0	0	0	0	0
Net Equity	55	60	68	74	82	90
Enterprise Value (Eu mn)	**2023A**	**2024A**	**2025A**	**2026E**	**2027E**	**2028E**
Average Mkt Cap	190	169	160	154	154	154
Adjustments (Associate & Minorities)	0	0	0	0	0	0
Net Cash (Debt)	-21	-33	-42	-35	-45	-37
Enterprise Value	211	202	202	189	199	191
Ratios (%)	**2023A**	**2024A**	**2025A**	**2026E**	**2027E**	**2028E**
EBITDA Adj Margin	45.0%	43.5%	45.8%	46.4%	46.7%	46.9%
EBIT Adj Margin	25.3%	21.3%	22.3%	23.5%	24.3%	25.0%
Gearing - Debt/Equity	38.0%	55.0%	62.0%	47.8%	54.6%	41.2%
Interest Cover on EBIT	11.0	7.3	7.0	7.0	9.2	10.5
Net Debt/EBITDA Adj	0.9	1.4	1.6	1.3	1.5	1.2
ROACE*	18.7%	14.0%	12.3%	13.0%	13.2%	13.2%
ROE*	15.9%	12.0%	13.0%	12.2%	12.6%	12.5%
EV/CE	3.1	2.4	2.0	1.7	1.7	1.5
EV/Sales	4.2	3.7	3.6	3.1	3.1	2.9
EV/EBITDA Adj	9.4	8.4	7.9	6.8	6.7	6.1
EV/EBIT Adj	16.6	17.2	16.2	13.3	12.8	11.4
Free Cash Flow Yield	-5.6%	-6.6%	-3.1%	6.3%	-4.8%	6.0%
Growth Rates (%)	**2023A**	**2024A**	**2025A**	**2026E**	**2027E**	**2028E**
Sales	10.0%	10.3%	1.1%	8.1%	5.8%	5.0%
EBITDA Adj	13.5%	6.7%	6.3%	9.6%	6.5%	5.5%
EBIT Adj	4.2%	-7.2%	5.8%	14.0%	9.4%	8.1%
Net Profit Adj	-5.6%	-15.9%	20.5%	4.0%	13.7%	9.8%
EPS Adj	-5.6%	-15.9%	20.5%	4.0%	13.7%	9.8%
DPS	42.9%	0.0%	20.0%	-0.3%	3.4%	9.8%

*Excluding extraordinary items Source: Intermonte SIM estimates

1Q26 Sales

- **Revenue mix and segment performance.** 1Q reported revenues came in 2% above our estimate at €14.2mn (our exp. €13.9mn), up 2.0% YoY, with organic growth of +6.8% YoY excluding one-off school-related contracts (c.€1.5mn, 10.3% of the total). Recurring services accounted for 93.8% of total revenues, underpinned by €6.8mn of ultrafast broadband connectivity sales (+11.3% YoY). By customer segment, Professional revenues stood at €8.0mn (+4.0% YoY), followed by Private at €2.6mn (+5.5% YoY), Wholesale at €1.2mn (+13.3% YoY), and Public Administration at €0.8mn (+36.5% YoY). Geographically, Brescia remains the dominant province, at 57.9% of core revenues, with Bergamo (13.2%) and Milan (12.0%) gaining share; the fastest growth came in Mantua, Lodi, Sondrio, Varese and Cremona, confirming the effectiveness of the territorial expansion strategy.
- **Solid delivery on KPIs.** The proprietary fibre network expanded to over 15,000km (from >14,000km in 1Q25), covering every municipality in the Lombardy Region with at least one school; 1,055 schools were activated under "Tender 2" (73.8% of the total, cumulative contract value €15.8mn), bringing connected state schools in Lombardy to c.4,900 and generating combined school tender revenues of €1.5mn in 1Q (10.3% of the total). Churn remained best-in-class at 4.4%, reflecting strong customer retention.

INTRED – 1Q26 sales

Eu mn	FY24A	1Q25A	2Q25A	1H25A	3Q25A	9M25A	4Q25A	FY25A	1Q26A	1Q26E	A/E
Business	**30.6**	**7.7**	**7.9**	**15.6**	**7.8**	**23.4**	**7.9**	**31.3**	**8.0**	**8.0**	**0%**
YoY growth	16.1%	0.3%	3.3%	1.8%	5.0%	2.8%	-1.1%	2.3%	4.0%	4.0%	
as % of sales	*55.5%*	*55.3%*	*57.1%*	*56.2%*	*59.7%*	*57.3%*	*52.7%*	*56.1%*	*56.4%*	*57.4%*	
Wholesale	**4.2**	**1.1**	**1.2**	**2.2**	**1.1**	**3.3**	**1.7**	**5.0**	**1.2**	**1.2**	**4%**
YoY growth	9.1%	11.8%	7.8%	7.8%	4.2%	6.6%	47.9%	17.7%	13.3%	5.5%	
as % of sales	*7.7%*	*7.6%*	*8.6%*	*8.1%*	*8.0%*	*8.1%*	*11.2%*	*8.9%*	*8.5%*	*8.3%*	
Residential	**9.6**	**2.5**	**2.6**	**5.0**	**2.5**	**7.5**	**2.6**	**10.1**	**2.6**	**2.5**	**2%**
YoY growth	4.4%	5.7%	7.2%	5.9%	4.8%	5.5%	5.4%	5.5%	5.5%	5.0%	
as % of sales	*17.4%*	*17.7%*	*18.6%*	*18.1%*	*18.7%*	*18.3%*	*17.7%*	*18.2%*	*18.3%*	*18.2%*	
PA (incl. School tenders)	**10.7**	**2.7**	**2.2**	**4.9**	**1.7**	**6.6**	**2.8**	**9.4**	**2.4**	**2.2**	**7%**
YoY growth	1%	-9%	-14%	-8%	-26%	-14%	-11%	-13%	-11.3%	-7%	
YoY organic growth		35.4%	30.6%	33.1%	30.5%	32.3%	42.0%	35.1%	36.5%	21.5%	
as % of sales	*19.4%*	*19.4%*	*15.8%*	*17.6%*	*13.1%*	*16.1%*	*18.4%*	*16.8%*	*16.8%*	*16.0%*	
GROUP Revenues	**55.2**	**13.9**	**13.8**	**27.8**	**13.1**	**40.9**	**15.0**	**55.8**	**14.2**	**13.9**	**2%**
YoY growth	10.3%	0.7%	1.2%	1.0%	-0.5%	0.5%	1.7%	1.1%	2.0%	2.4%	
one off & perimeter	11.5	2.0	2.7	4.7	1.4	6.1	2.3	8.4	1.5	1.3	
Organic Core revenues*	**43.8**	**11.9**	**11.2**	**23.1**	**11.7**	**34.8**	**12.7**	**47.4**	**12.7**	**12.6**	**0%**
YoY organic growth*		8.1%	3.6%	7.8%	6.9%	7.5%	9.6%	8.4%	6.8%	5.5%	

**ORGANIC REVENUES exclude the one-off effects of school tenders and the integration of Connecting Italia*

Source: Intermonte SIM (E), Company data (A)

Change in Estimates

We are leaving our revenue and margin estimates unchanged, while revising CapEx phasing assumptions to reflect a back-end loaded build-out of the data centre infrastructure, with spend now mostly allocated to 2027-28.

INTRED - Changes to FY26-28 Estimates: P&L

	Actuals					New Estimates			Old Estimates			New vs Old (%)		
accounting view	ITA GAAP			IAS/IFRS		IAS/IFRS			IAS/IFRS			IAS/IFRS		
Eu mn	'22A	'23A	'24A	'24A	'25A	'26E	'27E	'28E	'26E	'27E	'28E	'26E	'27E	'28E
Net Revenues	**45.5**	**50.1**	**55.2**	**55.2**	**55.8**	**60.4**	**63.9**	**67.1**	**60.4**	**63.9**	**67.1**	**0.0%**	**0.0%**	**0.0%**
YoY growth	12.5%	10.0%	10.3%		1.1%	8.1%	5.8%	5.0%	8.1%	5.8%	5.0%			
Adj. EBITDA	**19.9**	**22.5**	**24.0**	**24.5**	**25.5**	**28.0**	**29.8**	**31.5**	**28.0**	**29.8**	**31.5**	**0.0%**	**0.0%**	**0.0%**
YoY growth	12.6%	13.5%	6.7%		4.1%	9.6%	6.5%	5.5%	9.6%	6.5%	5.5%			
as % of net sales	43.6%	45.0%	43.5%	44.4%	45.8%	46.4%	46.7%	46.9%	46.4%	46.7%	46.9%			
EBITDA	**19.9**	**22.5**	**24.0**	**24.5**	**25.5**	**28.0**	**29.8**	**31.5**	**28.0**	**29.8**	**31.5**	**0.0%**	**0.0%**	**0.0%**
D&A	(7.7)	(9.9)	(12.3)	(11.9)	(13.1)	(13.8)	(14.3)	(14.7)	(13.8)	(14.3)	(14.7)			
EBIT	**12.2**	**12.7**	**11.8**	**12.6**	**12.4**	**14.2**	**15.5**	**16.8**	**14.2**	**15.5**	**16.8**	**0.0%**	**0.0%**	**0.0%**
as % of net sales	26.7%	25.3%	21.3%	22.8%	22.3%	23.5%	24.3%	25.0%	23.5%	24.3%	25.0%			
net fin.exp.	0.0	(1.2)	(1.6)	(1.8)	(1.6)	(2.0)	(1.7)	(1.6)	(2.0)	(1.9)	(1.6)			
PBT	**12.2**	**11.5**	**10.1**	**10.9**	**10.8**	**12.2**	**13.8**	**15.2**	**12.2**	**13.6**	**15.2**	**0.0%**	**1.5%**	**0.0%**
as % of net sales	26.8%	23.0%	18.4%	19.6%	19.4%	20.2%	21.7%	22.6%	20.2%	21.3%	22.6%			
taxes	(3.5)	(3.3)	(3.3)	(2.9)	(2.5)	(3.5)	(4.0)	(4.4)	(3.5)	(4.0)	(4.4)			
tax rate (%)	28.8%	28.9%	32.1%	26.6%	23.3%	29.0%	29.0%	29.0%	29.0%	29.0%	29.0%			
Net income	**8.7**	**8.2**	**6.9**	**8.0**	**8.3**	**8.6**	**9.8**	**10.8**	**8.6**	**9.7**	**10.8**	**0.0%**	**1.4%**	**0.0%**
as % of net sales	19.1%	16.4%	12.5%	14.4%	14.9%	14.3%	15.4%	16.1%	14.3%	15.2%	16.1%			
Adj. Net income	**8.7**	**8.2**	**6.9**	**8.0**	**8.3**	**8.6**	**9.8**	**10.8**	**8.6**	**9.7**	**10.8**	**0.0%**	**1.4%**	**0.0%**
NOSH (mn)	15.9	15.9	15.9	15.9	15.9	15.9	15.9	15.9	15.9	15.9	15.9			
Adj. EPS (€)	**€ 0.55**	**€ 0.52**	**€ 0.43**	**€ 0.50**	**€ 0.52**	**€ 0.54**	**€ 0.62**	**€ 0.68**	**€ 0.54**	**€ 0.61**	**€ 0.68**	**0.0%**	**1.4%**	**0.0%**
EPS (€)	€ 0.55	€ 0.52	€ 0.43	€ 0.50	€ 0.52	€ 0.54	€ 0.62	€ 0.68	€ 0.54	€ 0.61	€ 0.68	0.0%	1.5%	0.0%
DPS (€)	€ 0.07	€ 0.10	€ 0.10	€ 0.10	€ 0.12	€ 0.12	€ 0.12	€ 0.14	€ 0.12	€ 0.12	€ 0.14	0.0%	1.5%	0.0%
payout	13%	19%	23%	20%	23%	22%	20%	20%	22%	20%	20%			
IRU	(11.3)	(3.5)	(6.2)	(6.2)	(3.4)	(2.5)	(2.4)	(2.4)	(2.1)	(2.0)	(2.0)	(0.4)	(0.4)	(0.4)
Proprietary Network	(28.0)	(27.5)	(25.7)	(25.7)	(16.7)	(10.0)	(9.7)	(9.4)	(8.6)	(8.2)	(7.9)	(1.4)	(1.5)	(1.5)
Ordinary Capex	**(39.3)**	**(31.1)**	**(31.8)**	**(31.8)**	**(20.1)**	**(12.6)**	**(12.1)**	**(11.8)**	**(10.7)**	**(10.2)**	**(9.9)**	**(1.8)**	**(1.9)**	**(1.9)**
as % of net sales	86%	62%	58%	58%	36%	21%	19%	18%	18%	16%	15%			
Datacenter /extraordinary	-	-	-	-	(2.0)	(2.0)	(20.0)	(5.0)	(8.0)	(15.0)	-	6.0	(5.0)	(5.0)
Total Capex (Eu mn)	**(39.3)**	**(31.1)**	**(31.8)**	**(31.8)**	**(22.1)**	**(14.6)**	**(32.1)**	**(16.8)**	**(18.7)**	**(25.2)**	**(9.9)**	**4.2**	**(6.9)**	**(6.9)**
as % of net sales	86%	62%	58%	58%	40%	24%	50%	25%	31%	39%	15%			
Net Debt/(cash)	**11.5**	**20.9**	**32.9**	**35.7**	**42.1**	**35.3**	**44.6**	**37.3**	**39.5**	**42.0**	**27.8**	**(4.2)**	**2.6**	**9.5**
ND/EBITDA	0.6x	0.9x	1.4x	1.5x	1.6x	1.3x	1.5x	1.2x	1.4x	1.4x	0.9x			
IFRS16 impact					6.4	2.6	2.6	2.6	2.6	2.6	2.6			
Net Debt/(cash) ex IFRS16	**11.5**	**20.9**	**32.9**	**35.7**	**35.7**	**32.6**	**41.9**	**34.6**	**36.8**	**39.4**	**25.1**	**(4.2)**	**2.6**	**9.5**

Source: Intermonte SIM (E), Company Data (A)

INTRED - Changes to FY26-28 Estimates: FCF and Net debt

	Actuals					New Estimate			Old Estimates			New vs Old (Abs)		
accounting view	ITA GAAP			IAS/IFRS		IAS/IFRS			IAS/IFRS			IAS/IFRS		
Eu mn	'22A	'23A	'24A	'24A	'25A	'26E	'27E	'28E	'26E	'27E	'28E	'26E	'27E	'28E
Net income	**8.7**	**8.2**	**6.9**	**8.0**	**8.3**	**8.6**	**9.8**	**10.8**	**8.6**	**9.7**	**10.8**	**-**	**0.1**	**-**
D&A	7.7	9.9	12.3	11.9	13.1	13.8	14.3	14.7	13.8	14.3	14.7	-	-	-
NWC & Other	6.5	4.4	2.5	1.8	(4.1)	1.7	0.6	0.6	1.7	0.6	0.6	-	-	-
FCFO	**22.9**	**22.5**	**21.7**	**21.7**	**17.3**	**24.2**	**24.7**	**26.0**	**24.2**	**24.6**	**26.0**	**-**	**0.1**	**-**
Capex (net of disposals)	(39.3)	(31.1)	(31.8)	(31.8)	(22.1)	(14.6)	(32.1)	(16.8)	(18.7)	(25.2)	(9.9)	4.2	(6.9)	(6.9)
EFCF	**(16.4)**	**(8.6)**	**(10.1)**	**(10.1)**	**(4.8)**	**9.6**	**(7.4)**	**9.3**	**5.4**	**(0.6)**	**16.2**	**4.2**	**(6.8)**	**(6.9)**
Rights issue /IPO	-	-	-		-	-	-	-	-	-	-	-	-	-
Dividend cashed-in	-	-	-		-	-	-	-	-	-	-	-	-	-
Dividends paid	(1.0)	(1.1)	(1.6)	(1.6)	(1.6)	(1.9)	(1.9)	(2.0)	(1.9)	(1.9)	(1.9)	-	-	(0.0)
M&A	-	-	-		-	-	-	-	-	-	-	-	-	-
Buyback	-	(0.0)	(0.2)	(0.2)	(0.3)	(0.9)	-	-	(0.9)	-	-	-	-	-
Other (inc. IFRS16)	11.3	0.4	(0.0)	(2.9)	(2.6)	-	-	-	-	-	-	-	-	-
Net Cash Flow	**(6.1)**	**(9.4)**	**(12.0)**	**(14.8)**	**(9.2)**	**6.8**	**(9.3)**	**7.3**	**2.6**	**(2.5)**	**14.2**	**4.2**	**(6.8)**	**(6.9)**
Opening ND /(Cash)	5.4	11.5	20.9	20.9	32.9	42.1	35.3	44.6	42.1	39.5	42.0	-	(4.2)	2.6
Change	6.1	9.4	12.0	14.8	9.2	(6.8)	9.3	(7.3)	(2.6)	2.5	(14.2)	(4.2)	6.8	6.9
Closing Net Debt /(Cash)	**11.5**	**20.9**	**32.9**	**35.7**	**42.1**	**35.3**	**44.6**	**37.3**	**39.5**	**42.0**	**27.8**	**(4.2)**	**2.6**	**9.5**

Source: Intermonte SIM (E), Company Data (A)

2026-28 Estimates

INTRED - 2026-28 Estimates: Revenue Split by Client, and P&L

Revenue split by Client (Eu mn)	FY20A	FY21A	FY22A	FY23A	FY24A	FY25A	FY26E	FY27E	FY28E
Business	**23.3**	**24.4**	**25.1**	**26.4**	**27.9**	**31.2**	**33.9**	**35.7**	**37.1**
YoY growth	0.0%	4.8%	3.0%	5.0%	5.0%	2.0%	8.4%	5.4%	4.0%
as % of sales	65.8%	60.3%	55.2%	52.7%	50.5%	56.0%	56.1%	55.9%	55.4%
Wholesale	**3.1**	**3.6**	**3.8**	**3.9**	**4.2**	**5.0**	**5.4**	**5.8**	**6.2**
YoY growth	0.0%	13.4%	7.4%	2.2%	8.5%	17.7%	9.0%	7.5%	6.5%
as % of sales	8.8%	8.8%	8.4%	7.8%	7.7%	8.9%	9.0%	9.2%	9.3%
Residential	**7.6**	**8.8**	**9.1**	**9.2**	**9.6**	**10.1**	**10.9**	**11.4**	**11.9**
YoY growth	0.0%	16.6%	2.7%	1.7%	4.4%	5.5%	7.0%	5.0%	4.5%
as % of sales	21.3%	21.8%	19.9%	18.4%	17.4%	18.2%	18.0%	17.8%	17.8%
PA (incl. School tenders)	**1.5**	**3.7**	**7.5**	**10.6**	**10.7**	**9.4**	**10.1**	**10.8**	**11.4**
YoY growth	0.0%	152.4%	104.0%	41.3%	1.2%	-12.9%	8.0%	7.0%	5.0%
as % of sales	4.1%	9.1%	16.5%	21.2%	19.4%	16.8%	16.7%	16.9%	16.9%
Connecting Italia					**2.8**	-	-	-	-
Net revenues	**35.4**	**40.5**	**45.5**	**50.1**	**55.2**	**55.8**	**60.4**	**63.9**	**67.1**
YoY growth	70.2%	14.1%	12.5%	10.0%	10.3%	1.1%	8.1%	5.8%	5.0%

P&L (Eu mn)	FY20A	FY21A	FY22A	FY23A	FY24A	FY25A	FY26E	FY27E	FY28E
	ITA GAAP	ITA GAAP	ITA GAAP	ITA GAAP	ITA GAAP	IAS/IFRS	IAS/IFRS	IAS/IFRS	IAS/IFRS
Net revenues	**35.4**	**40.5**	**45.5**	**50.1**	**55.2**	**55.8**	**60.4**	**63.9**	**67.1**
YoY growth	70.2%	14.1%	12.5%	10.0%	10.3%	1.1%	8.1%	5.8%	5.0%
EBITDA	**14.0**	**17.6**	**19.9**	**22.5**	**24.0**	**25.5**	**28.0**	**29.8**	**31.5**
YoY growth	60.6%	26.1%	12.6%	13.5%	6.7%	6.3%	9.6%	6.5%	5.5%
as % of VoP	39.5%	43.6%	43.1%	44.6%	43.0%	45.8%	46.0%	46.3%	46.5%
Adj. EBITDA	**14.0**	**17.6**	**19.9**	**22.5**	**24.0**	**25.5**	**28.0**	**29.8**	**31.5**
YoY growth	60.6%	26.1%	12.6%	13.5%	6.7%	6.3%	9.6%	6.5%	5.5%
as % of VoP	38.4%	42.8%	43.1%	44.6%	43.0%	45.4%	46.0%	46.3%	46.5%
D&A	(5.9)	(5.8)	(7.7)	(9.9)	(12.3)	(13.1)	(13.8)	(14.3)	(14.7)
as % of VoP	16.1%	14.2%	16.7%	19.5%	22.0%	23.3%	22.7%	22.2%	21.7%
EBIT	**8.1**	**11.8**	**12.2**	**12.7**	**11.8**	**12.4**	**14.2**	**15.5**	**16.8**
YoY growth	41.1%	45.1%	3.1%	4.2%	-7.2%	5.8%	14.0%	9.4%	8.1%
as % of VoP	22.3%	28.6%	26.4%	25.1%	21.0%	22.1%	23.3%	24.1%	24.8%
Adj. EBIT	**8.1**	**11.8**	**12.2**	**12.7**	**11.8**	**12.4**	**14.2**	**15.5**	**16.8**
YoY growth	41.1%	45.1%	3.1%	4.2%	-7.2%	5.8%	14.0%	9.4%	8.1%
as % of VoP	22.3%	28.6%	26.4%	25.1%	21.0%	22.1%	23.3%	24.1%	24.8%
Net Financial Expenses	0.1	0.2	0.0	(1.2)	(1.6)	(1.8)	(2.0)	(1.7)	(1.6)
PBT	**8.2**	**11.9**	**12.2**	**11.5**	**10.1**	**10.8**	**12.2**	**13.8**	**15.2**
Current/deferred tax/assets	(2.1)	(3.3)	(3.5)	(3.3)	(3.3)	(2.5)	(3.5)	(4.0)	(4.4)
tax rate	0.3	0.3	0.3	0.3	0.3	0.2	0.3	0.3	0.3
Net profit/(loss)	**6.1**	**8.6**	**8.7**	**8.2**	**6.9**	**8.3**	**8.6**	**9.8**	**10.8**
YoY growth	41.3%	41.1%	0.6%	-5.6%	-15.9%	20.5%	4.0%	13.7%	9.8%
as % of VoP	16.8%	20.9%	18.8%	16.2%	12.3%	14.7%	14.2%	15.2%	15.9%
Adj. Net profit	**6.1**	**8.6**	**8.7**	**8.2**	**6.9**	**8.3**	**8.6**	**9.8**	**10.8**
YoY growth	41.3%	41.1%	0.6%	-5.6%	-15.9%	20.5%	4.0%	13.7%	9.8%
as % of VoP	16.8%	20.9%	18.8%	16.2%	12.3%	14.7%	14.2%	15.2%	15.9%

CapEx (Eu mn)	FY20A	FY21A	FY22A	FY23A	FY24A	FY25A	FY26E	FY27E	FY28E
IRU (intangible, 20%)	2.9	4.9	11.3	3.5	6.2	3.4	2.5	2.4	2.4
Proprietary Network (tangible)	7.3	14.9	28.0	27.5	25.7	16.7	10.0	9.7	9.4
Ordinary Capex	**10.2**	**19.8**	**39.3**	**31.1**	**31.8**	**20.1**	**12.6**	**12.1**	**11.8**
as % of net sales	28.8%	48.9%	86.3%	62.1%	57.6%	36.0%	20.8%	19.0%	17.5%
Datacenter /extraordinary	-	-	-	-	-	2.0	2.0	20.0	5.0
Total Capex (Eu mn)	10.2	19.8	39.3	31.1	31.8	22.1	14.6	32.1	16.8
Total Capex (Eu mn)	**10.2**	**19.8**	**39.3**	**31.1**	**31.8**	**22.1**	**14.6**	**32.1**	**16.8**
as % of net sales	28.8%	48.9%	86.3%	62.1%	57.6%	39.6%	24.1%	50.3%	25.0%

Source: Intermonte SIM (E), Company actual (A)

INTRED - 2026-28 Estimates: CapEx, FCF and Balance Sheet

FCF (Eu mn)	FY20A	FY21A	FY22A	FY23A	FY24A	FY25A	FY26E	FY27E	FY28E
Net income	6.1	8.6	8.7	8.2	6.9	8.3	8.6	9.8	10.8
D&A	5.9	5.8	7.7	9.9	12.3	13.1	13.8	14.3	14.7
NWC & Other	3.0	11.6	6.5	4.4	2.5	(4.1)	1.7	0.6	0.6
FCFO	**15.0**	**26.1**	**22.9**	**22.5**	**21.7**	**17.3**	**24.2**	**24.7**	**26.0**
Capex (net of disposals)	(10.2)	(19.8)	(39.3)	(31.1)	(31.8)	(22.1)	(14.6)	(32.1)	(16.8)
EFCF	**4.8**	**6.3**	**(16.4)**	**(8.6)**	**(10.1)**	**(4.8)**	**9.6**	**(7.4)**	**9.3**
Rights issue /IPO	-	-	-	-	-	-	-	-	-
Dividend cashed-in	-	-	-	-	-	-	-	-	-
Dividends paid	(0.5)	(0.6)	(1.0)	(1.1)	(1.6)	(1.6)	(1.9)	(1.9)	(2.0)
M&A	(10.2)	-	-	-	-	-	-	-	-
Buyback	-	-	-	(0.0)	(0.2)	(0.3)	(0.9)	-	-
Other (inc. IFRS16)	(1.8)	(11.5)	11.3	0.4	(0.0)	(2.6)	-	-	-
Net Debt change (- incr/+ decr)	**(7.7)**	**(5.8)**	**(6.1)**	**(9.4)**	**(12.0)**	**(9.2)**	**6.8**	**(9.3)**	**7.3**
Opening Net Debt /(Cash)	(8.1)	(0.4)	5.4	11.5	20.9	32.9	42.1	35.3	44.6
Change	7.7	5.8	6.1	9.4	12.0	9.2	(6.8)	9.3	(7.3)
Closing Net Debt /(Cash)	**(0.4)**	**5.4**	**11.5**	**20.9**	**32.9**	**42.1**	**35.3**	**44.6**	**37.3**

Balance Sheet (Eu mn)	FY20A	FY21A	FY22A	FY23A	FY24A	FY25A	FY26E	FY27E	FY28E
CURRENT ASSETS	7.9	11.5	17.3	15.7	13.0	11.0	12.7	13.3	13.9
CURRENT LIABILITIES	(17.2)	(32.5)	(44.6)	(47.4)	(51.3)	(28.2)	(31.7)	(32.9)	(34.0)
NET WORKING CAPITAL	**(9.3)**	**(21.0)**	**(27.2)**	**(31.7)**	**(38.2)**	**(17.2)**	**(19.0)**	**(19.6)**	**(20.1)**
Intangible fixed assets	17.9	21.6	30.1	30.8	37.2	41.6	41.4	40.9	40.4
- goodwill	9.2	8.5	7.9	7.9	7.9	10.5	10.5	10.5	10.5
- other intangible assets	8.7	13.0	22.2	22.9	29.3	28.6	30.9	30.4	29.8
Property, plant and equipment	24.7	35.7	58.4	78.7	95.9	104.3	105.2	123.5	126.2
Financial fixed assets	0.1	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0
TOTAL FIXED ASSETS	**42.8**	**57.4**	**88.6**	**109.5**	**133.1**	**145.9**	**146.6**	**164.5**	**166.5**
Post-employment benefits	(1.6)	(1.6)	(1.8)	(1.5)	(1.6)	(1.6)	(1.6)	(1.6)	(1.6)
Provisions for risks and charges	(0.0)	(0.0)	(0.0)	(0.3)	(0.7)	(17.1)	(17.1)	(17.1)	(17.1)
NET CAPITAL EMPLOYED	**31.9**	**34.9**	**59.5**	**75.9**	**92.6**	**110.0**	**109.0**	**126.2**	**127.7**
Share capital	10.0	10.0	10.0	10.0	10.0	10.1	10.1	10.1	10.1
Reserves	16.2	21.7	29.3	36.9	43.1	50.2	56.6	63.3	71.2
Profit (loss) for the year	6.1	8.6	8.7	8.2	6.9	8.3	8.6	9.8	10.8
Negative reserve for shares in portfolio	-	-	(0.0)	(0.1)	(0.3)	(0.6)	(1.5)	(1.5)	(1.5)
EQUITY	**32.3**	**40.3**	**48.0**	**55.0**	**59.7**	**67.9**	**73.7**	**81.6**	**90.5**
NET DEBT	**(0.4)**	**(5.4)**	**11.5**	**20.9**	**32.9**	**42.1**	**35.3**	**44.6**	**37.3**
TOTAL SOURCES	**31.9**	**34.9**	**59.5**	**75.9**	**92.6**	**110.0**	**109.0**	**126.2**	**127.7**

Source: Intermonte SIM (E), Company actual (A)

DCF Valuation

Based on our new estimates, we confirm our TP at €16.0 (c.70% upside). The stock is currently trading at c.6.7x EV/EBITDA'26, broadly in line with the European TLC sector.

INTRED – DCF Model (WACC still 8.5%, g 1.0%)

(Eu mn)	'26E	'27E	'28E	'29E	'30E	'31E	'32E	'33E	'34E	'35E	'36E	TV
VoP	**60.9**	**64.4**	**67.7**	**70.4**	**72.7**	**74.8**	**76.6**	**78.4**	**80.0**	**81.5**	**82.9**	**83.8**
YoY growth	8.1%	5.8%	5.0%	4.1%	3.2%	2.8%	2.5%	2.3%	2.1%	1.9%	1.7%	1.0%
Adj. EBITDA	**28.0**	**29.8**	**31.5**	**33.0**	**34.5**	**35.8**	**37.2**	**38.4**	**39.7**	**40.9**	**42.0**	**42.3**
as % of VoP	46.0%	46.3%	46.5%	46.9%	47.4%	48.0%	48.5%	49.1%	49.6%	50.2%	50.7%	50.5%
D&A	(13.8)	(14.3)	(14.7)	(15.2)	(15.6)	(15.9)	(16.2)	(16.4)	(16.6)	(16.8)	(17.0)	(6.7)
EBIT	**14.2**	**15.5**	**16.8**	**17.8**	**18.9**	**20.0**	**21.0**	**22.0**	**23.0**	**24.1**	**25.0**	**35.6**
as % of VoP	23.3%	24.1%	24.8%	25.3%	26.0%	26.7%	27.4%	28.1%	28.8%	29.5%	30.2%	42.5%
Taxes	(3.4)	(3.7)	(4.0)	(4.3)	(4.5)	(4.8)	(5.0)	(5.3)	(5.5)	(5.8)	(6.0)	(8.5)
tax rate	*24%*	*24%*	*24%*	*24%*	*24%*	*24%*	*24%*	*24%*	*24%*	*24%*	*24%*	*24%*
Change in WC	1.7	0.6	0.6	0.4	0.1	0.0	(0.0)	(0.0)	(0.1)	(0.1)	(0.2)	-
Capex	(14.6)	(32.1)	(16.8)	(9.4)	(6.8)	(6.1)	(6.1)	(6.2)	(6.3)	(6.5)	(6.6)	(6.7)
as % of VoP	23.9%	49.9%	24.8%	13.4%	9.4%	8.2%	7.9%	7.9%	7.9%	7.9%	7.9%	8.0%
Unlevered FCF	**11.8**	**(5.4)**	**11.3**	**19.7**	**23.2**	**25.0**	**26.0**	**26.9**	**27.7**	**28.5**	**29.3**	**27.1**
TV												365
year	0.0	1.0	2.0	3.0	4.0	5.0	6.0	7.0	8.0	9.0	10.0	10
Disc. Factor	1.00	0.92	0.85	0.78	0.72	0.67	0.61	0.57	0.52	0.48	0.44	0.44
Disc. Flows		**(5.0)**	**9.6**	**15.4**	**16.8**	**16.7**	**16.0**	**15.2**	**14.5**	**13.7**	**13.0**	**162.2**

Sum of FCF'27-36E	125.9
Terminal value	162.2
Total EV	**288.1**
Net Cash (Debt) at YE26	(35.3)
Minorities	0.0
treasury shares	0.8
Equity Value	**253.6**
current NOSH (mn)	15.9
Target Price (Eu)	**16.0**
current price (Eu)	9.7
upside vs current price	65%

Source: Intermonte SIM

INTRED - DCF Sensitivity to WACC (%) and g (%)

WACC \ g	0.5%	0.6%	0.7%	0.8%	0.9%	1.0%	1.1%	1.2%	1.3%	1.4%	1.5%
7.5%	18.2	18.4	18.6	18.8	19.0	**19.2**	19.4	19.6	19.9	20.1	20.3
7.7%	17.5	17.7	17.9	18.1	18.3	**18.5**	18.7	18.9	19.1	19.3	19.5
7.9%	16.9	17.1	17.3	17.4	17.6	**17.8**	18.0	18.2	18.4	18.6	18.8
8.1%	16.3	16.5	16.7	16.8	17.0	**17.1**	17.3	17.5	17.7	17.9	18.1
8.3%	15.8	15.9	16.1	16.2	16.4	**16.5**	16.7	16.9	17.0	17.2	17.4
8.5%	**15.3**	**15.4**	**15.5**	**15.7**	**15.8**	**16.0**	**16.1**	**16.3**	**16.4**	**16.6**	**16.8**
8.7%	14.8	14.9	15.0	15.2	15.3	**15.4**	15.6	15.7	15.9	16.0	16.2
8.9%	14.3	14.4	14.5	14.7	14.8	**14.9**	15.1	15.2	15.3	15.5	15.6
9.1%	13.9	14.0	14.1	14.2	14.3	**14.4**	14.6	14.7	14.8	14.9	15.1
9.3%	13.4	13.5	13.6	13.8	13.9	**14.0**	14.1	14.2	14.3	14.4	14.6
9.5%	13.0	13.1	13.2	13.3	13.4	**13.5**	13.6	13.7	13.9	14.0	14.1

Source: Intermonte SIM

Peer multiples

We use peer multiples to offer a sanity check on our DCF model, purely for information purposes. Indeed, we believe the company is more similar to an emerging firm, considering its high growth potential and ongoing network expansion, whereas the telecom sector is typically characterised by well-established companies operating in a mature business.

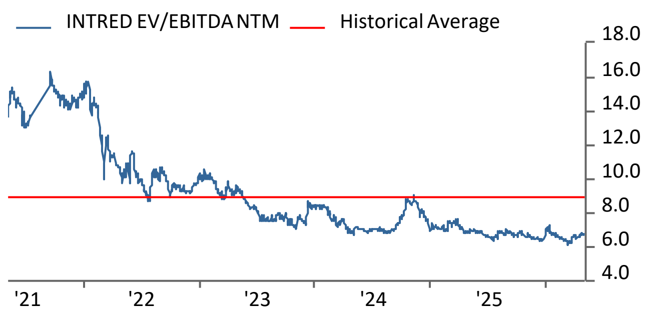
INTRED - Peer Valuation Multiples

Company	Currency	Price	Mkt. Cap (Eu mn)	Abs. Perf. (%)				EV/Sales (x)			EV/EBITDA (x)			EV/EBIT (x)			Adj. PE (x)			Div. Yield (%)		
				1m	3m	6m	Ytd	'26E	'27E	'28E	'26E	'27E	'28E	'26E	'27E	'28E	'26E	'27E	'28E	'26E	'27E	'28E
Intred SpA (@mkt price, our est.)	**EUR**	**9.70**	**155**	**6%**	**0%**	**-2%**	**-4%**	**3.1**	**3.1**	**2.9**	**6.8**	**6.7**	**6.1**	**13.4**	**12.8**	**11.4**	**17.9**	**15.7**	**14.3**	**1.2%**	**1.3%**	**1.4%**
Intred SpA (@mkt price, cons.)	**EUR**	**9.70**	**155**	**6%**	**0%**	**-2%**	**-4%**	**3.2**	**3.1**	**2.8**	**7.0**	**6.5**	**5.9**	**14.0**	**12.9**	**11.3**	**18.1**	**16.3**	**14.6**	**1.2%**	**1.3%**	**1.4%**
Intred SpA (@TP, our est..)	**EUR**	**16.0**	**155**	**6%**	**0%**	**-2%**	**-4%**	**4.8**	**4.7**	**4.4**	**11.6**	**10.4**	**10.0**	**20.5**	**19.3**	**17.4**	**30.7**	**29.5**	**26.0**	**0.7%**	**0.8%**	**0.8%**
Unidata (@mkt price, our est.)	EUR	2.88	89	2%	-14%	-2%	0%	1.1	1.0	0.9	4.3	4.1	3.7	7.8	7.1	6.2	8.7	7.9	6.9	0.3%	0.3%	0.3%
Planetel S.p.A.	EUR	3.98	27	3%	0%	-3%	-5%	1.0	0.9	0.7	4.6	3.7	2.8	15.8	10.3	6.6	30.1	14.2	8.7	3.0%	3.0%	3.0%
Convergenze SpA Societa Benefit	EUR	1.68	13	2%	-3%	-12%	-2%	0.6	0.5	0.4	3.3	2.6	2.0	6.0	4.5	3.2	8.3	6.5	5.2	0.0%	0.0%	0.0%
Italian Regional FTTH players - Median								**1.1**	**1.0**	**0.9**	**4.6**	**4.1**	**3.7**	**14.0**	**10.3**	**6.6**	**18.1**	**14.2**	**8.7**	**0.7%**	**0.8%**	**0.8%**
United Internet AG	EUR	26.24	5,038	-5%	-5%	-2%	-5%	1.6	1.4	1.3	7.0	5.7	5.3	14.0	10.9	9.6	14.3	12.6	11.0	2.5%	2.9%	3.7%
Chorus Limited	NZD	10.03	2,218	7%	5%	7%	8%	7.4	7.3	7.0	10.5	10.2	9.6	25.8	21.5	19.3	84.3	45.3	35.7	6.0%	6.2%	6.4%
Intl. Regional FTTH players - Median								**4.5**	**4.3**	**4.2**	**8.8**	**7.9**	**7.4**	**19.9**	**16.2**	**14.5**	**49.3**	**29.0**	**23.4**	**4.2%**	**4.6%**	**5.1%**
Average Selected Peers								**2.8**	**2.7**	**2.5**	**6.7**	**6.0**	**5.6**	**16.9**	**13.3**	**10.6**	**33.7**	**21.6**	**16.0**	**2.5%**	**2.7%**	**3.0%**

		1m	3m	6m	Ytd
FTSE Italia Mid Cap	58,031	5.0%	-4.2%	0.8%	-2.2%
FTSE Italia Star	47,331	6.1%	-5.4%	-3.3%	-5.9%
FTSE MIB	48,558	4.1%	1.8%	9.7%	5.6%
FTSE Italia Growth Index	8,871	5.7%	1.6%	2.8%	2.9%
FTSE Italia All-Share	51,019	4.1%	1.1%	8.9%	4.8%

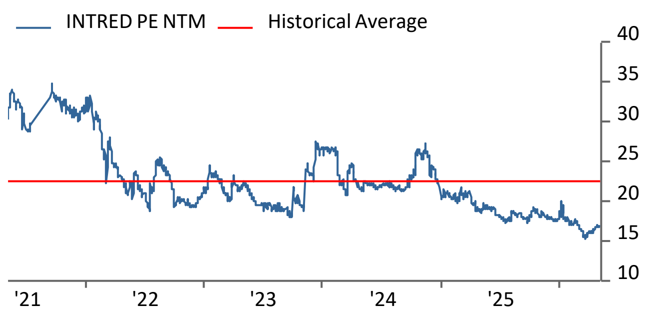
Source: Intermonte SIM for INTRED and Unidata, FactSet Consensus

INTRED - EV/EBITDA NTM Evolution



Source: FactSet Consensus

INTRED – PE NTM Evolution



Source: FactSet Consensus

INTRED in Brief

Company Description

INTRED is a telecommunications and internet operator founded in 1996 by Daniele Peli, offering broadband, ultrafast broadband, FWA, voice, and hosting services through its proprietary fibre network. With a strong presence in Lombardy, INTRED serves a highly fragmented customer base and maintains a very low churn rate of less than 5%. More than 90% of its revenues are recurring, ensuring strong visibility. The Group has been listed on the EGM since July 2018 (IPO price €2.27) and currently employs c.180 skilled personnel. INTRED has secured further expansion thanks to the acquisitions of QCOM (Feb’20, €10mn cashout, 4.3k business clients) and Connecting Italia (Jan’24, €4mn cashout, 2k business clients).

Management

CEO and Chairman: Daniele Peli
GM: Egon Zanagnolo
CFO: Filippo Leone
Network Development: R. Boron

Next BoD renewal: Spring, 2027
Independent directors: 2/7
Female directors: 3/7

Shareholders

DM Holding S.r.l.	60.4%
o/w Daniele Peli	*67%*
o/w Marisa Prati	*33%*
Value First Sicav	9.4%
Treasury Shares	0.5%
Market incl. onw	29.7%

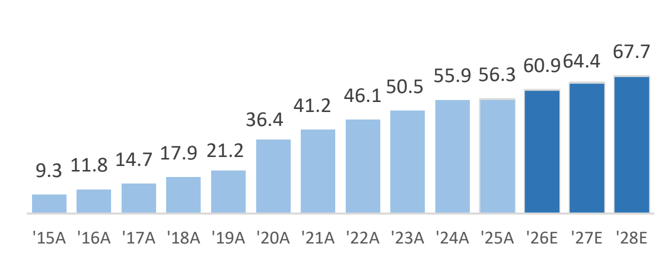
Strengths/Opportunities

- Upside from School Tender renewals and datacentre project
- Proprietary fibre network with a focus on future-proof FTTH technology
- Strategic location in an affluent and thriving area: significant market share in areas of Brescia (>15%) and Bergamo (>7%) and great presence in Lombardy with a large addressable market
- A loyal customer base (churn rate c.4%)
- High profitability (c.46% EBITDA margin in FY25) and high entry barriers (investment, reputation, know-how)
- Short-term catalyst for the equity story from STAR move

Weaknesses/Threats

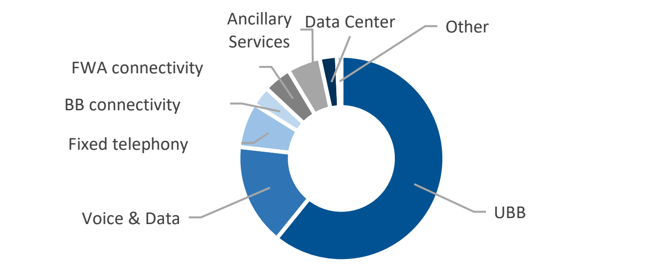
- A medium-sized company contending with telecom giants in a fiercely competitive and dynamic market
- SMEs typically more heavily penalised than large corporates in the event of an economic downturn
- Limited footprint with regional exposure skewed to Lombardy
- Keeping pace with the rate of business growth and innovation may require additional investment
- Failure to efficiently deploy capital or increase commercial take-up on proprietary infrastructure
- Risks associated with dependence on the services and infrastructure of other operators (TIM a major supplier)

INTRED – Net Sales (Eu mn)



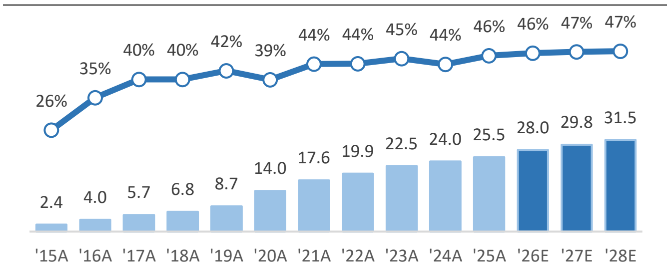
Source: Intermonte SIM (E), Company actual (A)

INTRED – FY25 Revenue Breakdown by Business (%)



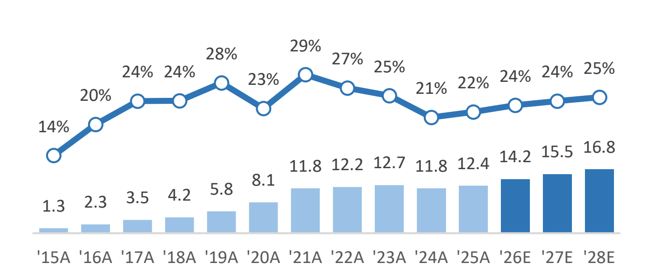
Source: Intermonte SIM (E), Company actual (A)

INTRED – EBITDA (Eu mn) and Margin on Net Sales (%)



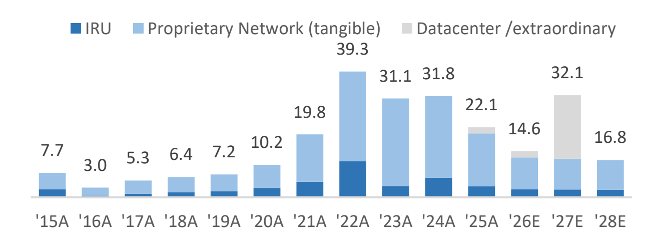
Source: Intermonte SIM (E), Company actual (A)

INTRED – EBIT (Eu mn) and Margin on Sales (%)



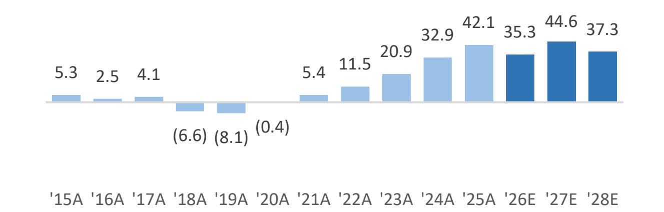
Source: Company Data (A), Intermonte Estimates (E)

INTRED – CapEx Trend (Eu mn)



Source: Intermonte SIM (E), Company actual (A)

INTRED – Net Debt/(Cash) Evolution (Eu mn)



Source: Company Data (A), Intermonte Estimates (E)

DETAILS ON STOCKS RECOMMENDATION			
Stock NAME	**INTRED**		
Current Recomm:	BUY	Previous Recomm:	BUY
Current Target (Eu):	16.00	Previous Target (Eu):	16.00
Current Price (Eu):	9.70	Previous Price (Eu):	9.10
Date of report:	06/05/2026	Date of last report:	31/03/2026

IMPORTANT DISCLOSURES

The reproduction of the information, recommendations and research produced by Intermonte SIM contained herein and of any its parts is strictly prohibited. None of the contents of this document may be shared with third parties without authorisation from Intermonte.

This report is directed exclusively at market professional and other institutional investors (Institutions) and is not for distribution to person other than "Institution" ("Non-Institution"), who should not rely on this material. Moreover, any investment or service to which this report may relate will not be made available to Non-Institution.

The information and data in this report have been obtained from sources which we believe to be reliable, although the accuracy of these cannot be guaranteed by Intermonte. In the event that there be any doubt as to their reliability, this will be clearly indicated. The main purpose of the report is to offer up-to-date and accurate information in accordance with regulations in force covering "recommendations" and is not intended nor should it be construed as a solicitation to buy or sell securities.

This disclaimer is constantly updated on Intermonte's website www.intermonte.it under LEGAL NOTICES. Valuations and recommendations can be found in the text of the most recent research and/or reports on the companies in question. For a list of all recommendations made by Intermonte on any financial instrument or issuer in the last twelve months consult the web page CUSTOMER AREA.

Intermonte distributes research and engages in other approved activities with respect to Major U.S. Institutional Investors ("Majors") and other Qualified Institutional Buyers ("QIBs"), in the United States, via Plural Securities LLC under SEC 15a-6 guidelines. Intermonte is not registered as a broker dealer in the United States under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), and is not a member of the Securities Investor Protection Corporation ("SIPC"). Plural Securities LLC is registered as a broker-dealer under the Exchange Act and is a member of SIPC.

ANALYST CERTIFICATION

For each company mentioned in this report the respective research analyst hereby certifies that all of the views expressed in this research report accurately reflect the analyst's personal views about any or all of the subject issuer (s) or securities. The analyst (s) also certify that no part of their compensation was, is or will be directly or indirectly related to the specific recommendation or view in this report.

The analyst (s) responsible for preparing this research report receive(s) compensation that is based upon various factors, including Intermonte's total profits, a portion of which is generated by Intermonte's corporate finance activities, although this is minimal in comparison to that generated by brokerage activities. Intermonte's internal procedures and codes of conduct are aimed to ensure the impartiality of its financial analysts. The exchange of information between the Corporate Finance sector and the Research Department is prohibited, as is the exchange of information between the latter and the proprietary equity desk in order to prevent conflicts of interest when recommendations are made.

The analyst responsible for the report is not a) a resident of US; b) an associated person of a U.S. broker-dealer; c) supervised by a supervisory principal of a U.S. broker-dealer. This Research Report is distributed in the U.S. through Plural Securities LLC, 950 3rd Avenue, Suite 1702, NY 10022, USA.

GUIDE TO FUNDAMENTAL RESEARCH

The main methods used to evaluate financial instruments and set a target price for 12 months after the investment recommendation are as follows:

- Discounted cash flow (**DCF**) model or similar methods such as a dividend discount model (**DDM**)
- Comparison with market peers, using the most appropriate methods for the individual company analysed: among the main ratios used for industrial sectors are price/ earnings (P/E), EV/EBITDA, EV/EBIT, price /sales
- Return on capital and multiples of adjusted net book value are the main methods used for banking sector stocks, while for insurance sector stocks return on allocated capital and multiples on net book value and embedded portfolio value are used
- For the utilities sector comparisons are made between expected returns and the return on the regulatory asset base (RAB)

Some of the parameters used in evaluations, such as the risk-free rate and risk premium, are the same for all companies covered, and are updated to reflect market conditions. Currently a risk-free rate of 4.0% and a risk premium between 5.5% - 6.0% are being used.

Frequency of research: quarterly.

Reports on all companies listed on the FTSEMIB40 Index, most of those on the MIDEX Index and the main small caps (regular coverage) are published at least once per quarter to comment on results and important newsflow.

A draft copy of each report may be sent to the subject company for its information (without target price and/or recommendations), but unless expressly stated in the text of the report, no changes are made before it is published.

Explanation of our ratings system:

BUY: stock expected to outperform the market by over 25% over a 12 month period;

OUTPERFORM: stock expected to outperform the market by between 10% and 25% over a 12 month period;

NEUTRAL: stock performance expected at between +10% and - 10% compared to the market over a 12 month period;

UNDERPERFORM: stock expected to underperform the market by between -10% and -25% over a 12 month period;

SELL: stock expected to underperform the market by over 25% over a 12 month period.

Prices: The prices reported in the research refer to the price at the close of the previous day of trading

CURRENT INVESTMENT RESEARCH RATING DISTRIBUTIONS

Intermonte SIM is authorised by CONSOB to provide investment services and is listed at n° 246 in the register of brokerage firms.

As at 6 May 2026 Intermonte's Research Department covered 136 companies. Intermonte's distribution of stock ratings is as follows:

BUY:	32.35%
OUTPERFORM:	38.24%
NEUTRAL:	29.41%
UNDERPERFORM:	00.00%
SELL:	00.00%

The distribution of stock ratings for companies which have received corporate finance services from Intermonte in the last 12 months (80 in total) is as follows:

BUY:	53.75%
OUTPERFORM:	30.00%
NEUTRAL:	15.00%
UNDERPERFORM:	01.25%
SELL:	00.00%

CONFLICT OF INTEREST

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

Intermonte SIM S.p.A. operates or has operated in the last 12 months as the person in charge of carrying out the share buyback plan approved by the shareholders' meeting of AZIMUT, EL.EN., ELICA, FILA, INTERCOS, INTRED, PHARMANUTRA, SESA, STAR7, SYS-DAT, TMP GROUP, UNIDATA, VALSOIA, WEBUILD

Intermonte SIM S.p.A. provides or has provided corporate brokerage services to ABC COMPANY, AEROPORTO GUGLIELMO MARCONI DI BOLOGNA, ALLCORE, ALMAWAVE, ANTARES VISION, AVIO, CASTA DIVA GROUP, CUBE LABS, CY4GATE, DOMINION HOSTING HOLDING, ELICA, ESPRINET, EVISO, EXECUS, FINE FOODS & PHARMACEUTICALS NTM, FRANCHI UMBERTO MARMI, GPI, GREEN OLEO, HIGH QUALITY FOOD, IGD, IKONISYS SA, INTRED, ISCC FINTECH, LEMON SISTEMI, LUVE, MAPS, MARE ENGINEERING GROUP, NEODECORTECH, NOTORIOUS PICTURES, PREATONI GROUP, REDELFI, REDFISH LONGTERM CAPITAL, REVO INSURANCE, REWAY GROUP, SERI INDUSTRIAL, SPINDOX, STAR7, TECNO, ULISSE BIOMED, WIIT, XENIA HOTELLERIE SOLUTION, Zest Group SpA **in the last 12 months**

Intermonte SIM S.p.A. operates or has operated in the last 12 months as Financial Content Provider on the company ALLCORE, ALMAWAVE, B&C SPEAKERS, BANCA SISTEMA, BIFIRE, CASTA DIVA GROUP, COFLE, COM.TEL, CUBE LABS, CY4GATE, DIGITOUCH, DOMINION HOSTING HOLDING, ECOSUNTEK, ELES, ELICA, ENERGY, EVISO, EXECUS, FIERA MILANO, FILA, FOPE, G.M. LEATHER, GREEN OLEO, HIGH QUALITY FOOD, IGD, IKONISYS SA, INTERCOS, INTRED, ISCC FINTECH, LEMON SISTEMI, MAPS, MARE ENGINEERING GROUP, MASI AGRICOLA, MATICA FINTEC, MISITANO & STRACUZZI SPA, NEODECORTECH, NOTORIOUS PICTURES, OLIDATA, PREATONI GROUP, RACING FORCE, REDELFI, REDFISH LONGTERM CAPITAL, SG COMPANY, SIMONE, SPINDOX, TAMBURI, TECNO, TMP GROUP, ULISSE BIOMED, XENIA HOTELLERIE SOLUTION, Zest Group SpA

Intermonte SIM S.p.A. performs or has performed in the last 12 months the role of intermediary appointed in the public purchase and/or exchange offer transaction of ANTARES VISION, MARE ENGINEERING GROUP, TINEXTA

Intermonte SIM S.p.A. operates or has operated in the last 12 months as liquidity provider of BANCA SISTEMA, Zest Group SpA

Intermonte SIM has acted as counterparty to WIIT Fin S.r.l. in connection with call and put options having WIIT S.p.A. shares and dividends as reference underlying.

Intermonte SIM is acting as financial advisor to Banca CF+ in the context of the public tender offer promoted on Banca Sistema.

Intermonte SIM is acting as financial advisor to TIM in relation to the company's saving shares conversion.

Intermonte SIM S.p.A. performs or has performed in the last 12 months the role of financial advisor for BANCA GENERALI, BANCO BPM, MARE ENGINEERING GROUP, TELECOM ITALIA, TINEXTA

Intermonte SIM S.p.A. operates or has operated in the last 12 months as market maker on financial instruments with underlying shares issued by A2A, AMPLIFON, AZIMUT, BANCA GENERALI, BANCA IFIS, BANCA MEDIOLANUM, BANCO BPM, BCA MPS, BCA POP SONDRIO, BFF BANK, Bper Banca, BREMBO, BUZZI, CAMPARI, DANIELI & C, DIASORIN, ENEL, ENI, ERG, FERRARI, FINECOBANK, INDUSTRIE DE NORA, INTERPUMP GROUP, INTESA SANPAOLO, INWIT, IREN, ITALGAS, IVECO GROUP, LEONARDO, LOTTOMATICA GROUP, MEDIOBANCA, MFE B, MONCLER, MONDADORI EDIT., NEXI, OVS, PIRELLI & C, POSTE ITALIANE, PRYSMIAN, SAIPEM, SESA, SNAM S.p.A., STELLANTIS, STMICROELECTRONICS, TECHNOGYM, TECHNOPROBE, TELECOM ITALIA, TELECOM ITALIA R, TENARIS, TERNA, UNICREDIT, UNIPOL, WEBUILD

Intermonte Sim S.p.A. has or had in the last 12 months a marketing contract on instruments issued by BARCLAYS, BNP PARIBAS, GOLDMAN SACHS GROUP INC, LEONTEQ, MAREX FINANCIAL, MEDIOBANCA, MORGAN STANLEY, NATIXIS, SOCIETE GENERALE, UNICREDIT, VONTOBEL N

Intermonte SIM S.p.A. performs or has performed in the last 12 months the role of specialist on financial instruments issued by ABITARE IN, AQUAFIL, BANCA IFIS, BANCA SISTEMA, COFLE, COM.TEL, DIGITOUCH, ECOSUNTEK, EL.EN., EMAK, ENERGY, FNM, GEFRAN, GREEN OLEO, INTRED, MATICA FINTEC, MISITANO & STRACUZZI SPA, MONDADORI EDIT., OLIDATA, OMER, PHARMANUTRA, POWERSOFT, QF ALPHA IMM, REPLY, SESA, SG COMPANY, SOMEC, STAR7, SYS-DAT, TAMBURI, TESMEC, THE ITALIAN SEA GROUP, TINEXTA, TMP GROUP, TXT E-SOLUTIONS, UNIDATA **with the obligation to disseminate studies**

Intermonte SIM S.p.A. plays or has played in the last 12 months the role of sponsor for UNIDATA S.p.A.

INTERMONTE SIM is MIFID compliant - for our Best Execution Policy please check our Website https://www.intermonte.it/it/avvertenze-legali/mifid-ii.html

Further information is available.