

INTRED

Sector: Telecoms

BUY

Price: Eu9.58 - Target: Eu16.00

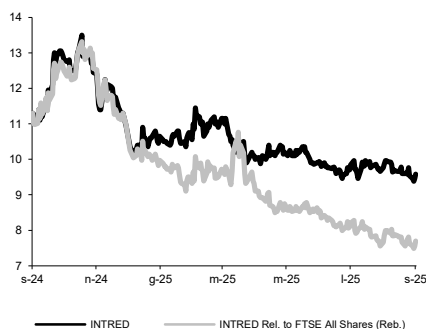
Record Margins Support Scalability and Financial Flexibility

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Stock Rating			
Rating:	Unchanged		
Target Price (Eu):	Unchanged		
	2025E	2026E	2027E
Chg in Adj EPS	0.0%	0.0%	0.0%

Next Event
9M25 Results Out 5 November

INTRED - 12M Performance



Stock Data			
Reuters code:	INTD.MI		
Bloomberg code:	ITD IM		
Performance	1M	3M	12M
Absolute	-1.8%	-3.6%	-15.2%
Relative	0.4%	-11.0%	-39.8%
12M (H/L)	13.50/9.38		
3M Average Volume (th):	5.17		

Shareholder Data	
No. of Ord shares (mn):	16
Total no. of shares (mn):	16
Mkt Cap Ord (Eu mn):	152
Total Mkt Cap (Eu mn):	152
Mkt Float - Ord (Eu mn):	46
Mkt Float (in %):	30.2%
Main Shareholder:	
DM Holding S.r.l.	60.3%

Balance Sheet Data	
Book Value (Eu mn):	65
BVPS (Eu):	4.09
P/BV:	2.3
Net Financial Position (Eu mn):	-36
Enterprise Value (Eu mn):	189

1H preliminary sales (released on 1 August) had already confirmed high single-digit organic growth and a recurring revenue share above 92%. The rest of the P&L came in marginally above our estimates, with record profitability both in absolute and percentage terms (~45%), underlining the company's operating strength and its ability to sustain major investments while maintaining a balanced financial structure. We confirm our FY estimates, which point to sustainable revenue and margin growth in the second half of the year based on current visibility.

■ **1H25 results:** net sales (€27.8mn, +7.8% organic) were already reported on 1 August (see our [note](#)). Adj. EBITDA came to €12.5mn (+1% vs. our exp), a record margin of 44.9% (+1.3pp YoY). While reported sales rose 7% (+€1.87mn YoY), the increase in OpEx was slower (4% YoY, +€0.44mn), resulting in efficiency gains and supporting margin expansion. Services rose 8.1% YoY (+€0.35mn), mainly linked to business expansion, while the use of third-party assets increased 11.8% (+€0.54mn), reflecting higher network leasing and infrastructure-related expenses. Personnel costs were up 2.6% YoY (+€0.11mn) but declined as a percentage of sales (16.1% vs. 16.7%), highlighting productivity gains. Conversely, purchases fell 40.2% YoY (-€0.28mn) and inventory changes turned slightly negative (-€0.25mn), partly offsetting the rise in other cost items. The merger of Connecting Italia S.r.l. into Intred S.p.A. will further enhance synergies from business integration and streamlining of costs, supporting margin expansion and improved profitability. Net debt rose to €38.5mn (€1mn below our exp), as the €9.8mn of FCFO (our exp. €8.0mn) was entirely absorbed by CapEx of c.€12.6mn and a €1.6mn dividend.

■ **Short-term outlook:** growth prospects for the remainder of 2025 remain positive, supported by ultrafast broadband services and the ongoing network expansion across Lombardy. The company expects results to accelerate in 2H, driven by School Tenders, steady customer growth, and strong visibility on recurring revenues.

■ **No change in estimates:** our FY estimates point at sustainable revenue and margin growth in the second half of the year based on current visibility.

■ **BUY confirmed; target still €16.0.** After a solid 1H, 2H prospects are closely linked to the brand repositioning effort launched in FY24, the phasing out of the top line contribution from School Tenders, and the company's ability to rapidly unlock cost synergies from Connecting Italia, aligning its margins with Group levels. In the meantime, we believe the company is well placed to seize differentiation opportunities in adjacent sectors. The DC opportunity stands out, as it requires no significant CapEx, is perfectly synergistic with existing operations, and offers high, long-term visibility on revenues, strong profitability once capacity saturation is reached, and an IRR in the low 20s. Further upside could come from M&A, as the company holds valuable assets, such as a proprietary network and a well-established, loyal customer base, positioning it advantageously in a market consolidation scenario. The stock is currently trading at c.7x EV/EBITDA'25 (Unidata c.4x, EU Telco Sector c.6x).

Key Figures & Ratios	2023A	2024A	2025E	2026E	2027E
Sales (Eu mn)	51	56	57	61	65
EBITDA Adj (Eu mn)	23	24	26	29	32
Net Profit Adj (Eu mn)	8	7	8	9	12
EPS New Adj (Eu)	0.516	0.434	0.477	0.594	0.725
EPS Old Adj (Eu)	0.516	0.434	0.477	0.594	0.725
DPS (Eu)	0.100	0.100	0.119	0.131	0.145
EV/EBITDA Adj	9.4	8.4	7.3	6.3	5.2
EV/EBIT Adj	16.6	17.2	15.1	12.1	9.3
P/E Adj	18.6	22.1	20.1	16.1	13.2
Div. Yield	1.0%	1.0%	1.2%	1.4%	1.5%
Net Debt/EBITDA Adj	0.9	1.4	1.4	1.1	0.5

INTRED – Key Figures

Profit & Loss (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Sales	46	51	56	57	61	65
EBITDA	20	23	24	26	29	32
EBIT	12	13	12	12	15	18
Financial Income (charges)	0	-1	-2	-2	-2	-2
Associates & Others	0	0	0	0	0	0
Pre-tax Profit	12	12	10	11	13	16
Taxes	-4	-3	-3	-3	-4	-5
Tax rate	28.8%	28.9%	32.1%	29.0%	29.0%	30.0%
Minorities & Discontinued Operations	0	0	0	0	0	0
Net Profit	9	8	7	8	9	12
EBITDA Adj	20	23	24	26	29	32
EBIT Adj	12	13	12	12	15	18
Net Profit Adj	9	8	7	8	9	12
Per Share Data (Eu)	2022A	2023A	2024A	2025E	2026E	2027E
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	0.546	0.516	0.434	0.477	0.594	0.725
EPS Adj f.d	0.546	0.516	0.434	0.477	0.594	0.725
BVPS f.d	3.022	3.463	3.760	4.094	4.518	5.112
Dividend per Share ORD	0.070	0.100	0.100	0.119	0.131	0.145
Dividend per Share SAV	0.000	0.000	0.000	0.000	0.000	0.000
Dividend Payout Ratio (%)	12.8%	19.4%	23.1%	25.0%	22.0%	20.0%
Cash Flow (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Gross Cash Flow	16	18	19	21	23	26
Change in NWC	6	4	3	4	3	3
Capital Expenditure	-39	-31	-32	-26	-19	-12
Other Cash Items	0	0	0	0	0	0
Free Cash Flow (FCF)	-16	-9	-10	-1	8	18
Acquisitions, Divestments & Other Items	0	0	0	0	0	0
Dividends	-1	-1	-2	-2	-2	-2
Equity Financing/Buy-back	0	0	0	0	0	0
Change in Net Financial Position	-6	-9	-12	-3	6	16
Balance Sheet (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Total Fixed Assets	89	109	133	146	150	148
Net Working Capital	-27	-32	-38	-42	-45	-48
Long term Liabilities	-2	-2	-2	-2	-2	-2
Net Capital Employed	60	76	93	101	103	97
Net Cash (Debt)	-12	-21	-33	-36	-31	-16
Group Equity	48	55	60	65	72	81
Minorities	0	0	0	0	0	0
Net Equity	48	55	60	65	72	81
Enterprise Value (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Average Mkt Cap	234	190	169	152	152	152
Adjustments (Associate & Minorities)	0	0	0	0	0	0
Net Cash (Debt)	-12	-21	-33	-36	-31	-16
Enterprise Value	246	211	202	189	183	168
Ratios (%)	2022A	2023A	2024A	2025E	2026E	2027E
EBITDA Adj Margin	43.1%	44.6%	43.0%	45.5%	47.5%	50.1%
EBIT Adj Margin	26.4%	25.1%	21.0%	22.1%	24.8%	27.8%
Gearing - Debt/Equity	24.0%	38.0%	55.0%	56.0%	43.5%	19.3%
Interest Cover on EBIT	nm	11.0	7.3	6.9	8.0	11.5
Net Debt/EBITDA Adj	0.6	0.9	1.4	1.4	1.1	0.5
ROACE*	25.8%	18.7%	14.0%	12.9%	14.9%	18.0%
ROE*	19.7%	15.9%	12.0%	12.2%	13.8%	15.1%
EV/CE	5.2	3.1	2.4	1.9	1.8	1.7
EV/Sales	5.3	4.2	3.6	3.3	3.0	2.6
EV/EBITDA Adj	12.4	9.4	8.4	7.3	6.3	5.2
EV/EBIT Adj	20.2	16.6	17.2	15.1	12.1	9.3
Free Cash Flow Yield	-10.6%	-5.6%	-6.7%	-0.8%	5.2%	11.6%

*Excluding extraordinary items

Source: Intermonte SIM estimates

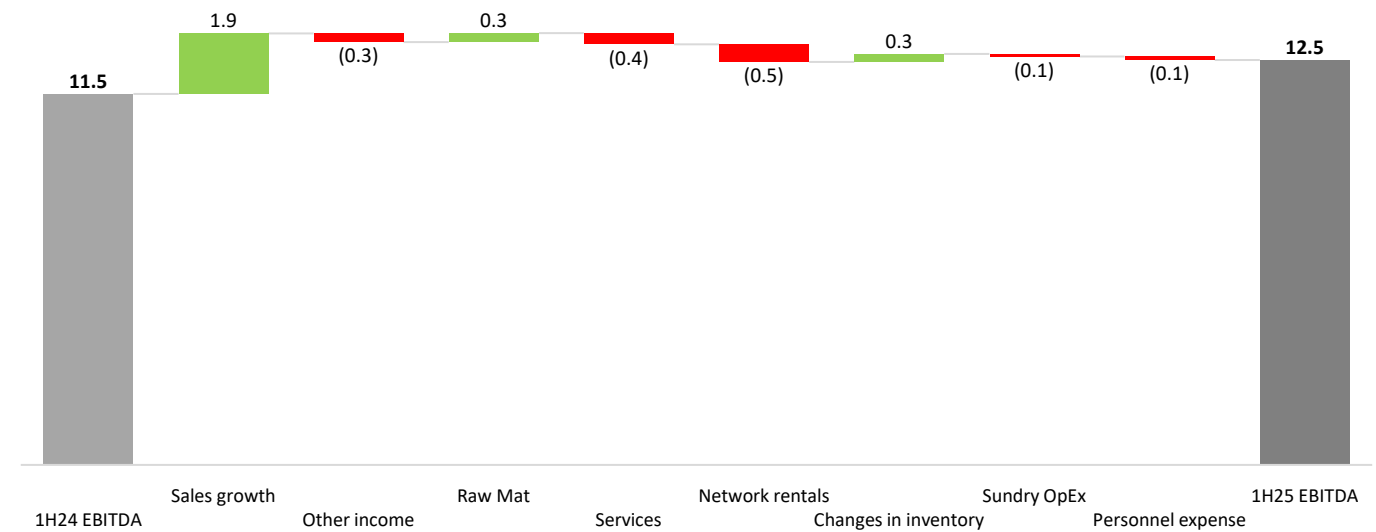
1H25 Results

INTRED – 1H25 Results: P&L and FCF

P&L (Eu mn)	1H23A	2H23A	FY23A	1H24A	2H24A	FY24A	1H25A	2H25E	FY25E	1H25E	A/E
Net revenues	24.5	25.5	50.1	25.9	27.7	55.2	27.8	28.2	56.0	27.8	0%
YoY growth	6.9%	13.2%	10.0%	5.6%	8.5%	10.3%	7.2%	1.6%	1.3%	0.9%	
Other income	0.2	0.3	0.4	0.4	0.3	0.7	0.1	0.5	0.7	0.2	
Value of Production	24.7	25.8	50.5	26.3	29.6	55.9	27.9	28.7	56.6	28.0	0%
YoY growth	5.8%	13.6%	9.6%	6.4%	14.6%	10.6%	6.1%	-3.0%	1.3%	6.3%	
EBITDA	10.7	11.8	22.5	11.5	12.6	24.0	12.5	13.2	25.8	12.4	1%
YoY growth	12.1%	14.8%	13.5%	6.7%	6.7%	6.7%	9.1%	5.4%	7.2%	8.0%	
as % of VoP	43.5%	45.6%	44.6%	43.6%	42.5%	43.0%	44.9%	46.1%	45.5%	44.3%	
Adj. EBITDA	10.7	11.8	22.5	11.5	12.6	24.0	12.5	13.2	25.8	12.4	1%
YoY growth	12.1%	14.8%	13.5%	6.7%	6.7%	6.7%	9.1%	5.4%	7.2%	8.0%	
as % of VoP	43.5%	45.6%	44.6%	43.6%	42.5%	43.0%	44.9%	46.1%	45.5%	44.3%	
D&A	(4.8)	(5.1)	(9.9)	(5.6)	(6.7)	(12.3)	(6.5)	(6.8)	(13.3)	(6.4)	
as % of VoP	19.4%	19.6%	19.5%	21.4%	22.5%	22.0%	23.3%	23.6%	23.5%	23.0%	
EBIT	6.0	6.7	12.7	5.8	5.9	11.8	6.0	6.5	12.5	6.0	1%
YoY growth	-1.4%	9.6%	4.2%	-1.8%	-11.9%	-7.2%	3.0%	9.3%	6.1%	1.9%	
as % of VoP	24.1%	26.0%	25.1%	22.2%	20.0%	21.0%	21.6%	22.5%	22.1%	21.3%	
Adj. EBIT	6.0	6.7	12.7	5.8	5.9	11.8	6.0	6.5	12.5	6.0	1%
YoY growth	-1.4%	9.6%	4.2%	-1.8%	-11.9%	-7.2%	3.0%	9.3%	6.1%	1.9%	
as % of VoP	24.1%	26.0%	25.1%	22.2%	20.0%	21.0%	21.6%	22.5%	22.1%	21.3%	
Net Financial Expenses	(0.4)	(0.7)	(1.2)	(0.7)	(0.9)	(1.6)	(0.7)	(1.1)	(1.8)	(0.9)	
PBT	5.5	6.0	11.5	5.1	5.0	10.1	5.3	5.4	10.7	5.1	4%
taxes	(1.6)	(1.7)	(3.3)	(1.6)	(1.7)	(3.3)	(1.7)	(1.4)	(3.1)	(1.5)	
tax rate	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	
Net profit/(loss)	3.9	4.3	8.2	3.5	3.3	6.9	3.6	4.0	7.6	3.5	2%
YoY growth	-8.6%	-2.6%	-5.6%	-9.2%	-22.0%	-15.9%	1.6%	18.9%	10.0%	-0.2%	
as % of VoP	15.8%	16.6%	16.2%	13.5%	11.3%	12.3%	12.9%	13.9%	13.4%	12.6%	
Adj. Net profit	3.9	4.3	8.2	3.5	3.3	6.9	3.6	4.0	7.6	3.5	2%
YoY growth	-8.6%	-2.6%	-5.6%	-9.2%	-22.0%	-15.9%	1.6%	18.9%	10.0%	-0.2%	
as % of VoP	15.8%	16.6%	16.2%	13.5%	11.3%	12.3%	12.9%	13.9%	13.4%	12.6%	
FCF (Eu mn)	1H23A	2H23A	FY23A	1H24A	2H24A	FY24A	1H25A	2H25E	FY25E	1H25E	A-E
Net income	3.9	4.3	8.2	3.5	3.3	6.9	3.6	4.0	7.6	3.5	0.1
D&A	4.8	5.1	9.9	5.6	6.7	12.3	6.5	6.8	13.3	6.4	0.1
NWC & Other	0.9	3.6	4.4	8.3	(5.8)	2.5	(0.3)	3.9	3.6	(2.0)	1.7
FCFO	9.6	12.9	22.5	17.5	4.2	21.7	9.8	14.7	24.5	8.0	1.8
Capex (net of disposals)	(16.4)	(14.7)	(31.1)	(18.7)	(13.1)	(31.8)	(12.6)	(13.1)	(25.7)	(11.9)	(0.7)
EFCF	(6.8)	(1.8)	(8.6)	(1.3)	(8.9)	(10.1)	(2.9)	1.6	(1.3)	(4.0)	1.1
Rights issue /IPO	-	-	-	-	-	-	-	-	-	-	-
Dividend cashed-in	-	-	-	-	-	-	-	-	-	-	-
Dividends paid	(1.1)	-	(1.1)	(1.6)	-	(1.6)	(1.6)	-	(1.6)	(1.6)	(0.0)
M&A	-	-	-	-	-	-	-	-	-	-	-
Buyback	(0.0)	-	(0.0)	-	(0.2)	(0.2)	(0.1)	(0.6)	(0.7)	(0.0)	(0.0)
Other	0.2	0.2	0.4	(3.6)	3.6	(0.0)	-	-	-	-	-
Net Debt change (- incr/+ decr)	(7.8)	(1.6)	(9.4)	(6.5)	(5.5)	(12.0)	(4.5)	1.0	(3.5)	(5.6)	1.1
Opening Net Debt /(Cash)	11.5	19.3	11.5	20.9	27.4	20.9	32.9	37.4	32.9	32.9	-
Change	7.8	1.6	9.4	6.5	5.5	12.0	4.5	(1.0)	3.5	5.6	(1.1)
Closing Net Debt /(Cash)	19.3	20.9	20.9	27.4	32.9	32.9	37.4	36.4	36.4	38.5	(1.1)

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

INTRED – 1H EBITDA bridge (Eu mn)



Source: Intermonte SIM

INTRED – 1H25 Results: Simplified Balance Sheet

Balance Sheet (Eu mn)	1H23A	2H23A	FY23A	1H24A	2H24A	FY24A	1H25A	2H25E	FY25E
CURRENT ASSETS	14.5	15.7	15.7	16.0	13.0	13.0	13.6	13.3	13.3
CURRENT LIABILITIES	(42.7)	(47.4)	(47.4)	(55.8)	(51.3)	(51.3)	(51.3)	(55.2)	(55.2)
NET WORKING CAPITAL	(28.2)	(31.7)	(31.7)	(39.9)	(38.2)	(38.2)	(37.7)	(41.8)	(41.8)
Intangible fixed assets	30.4	30.8	30.8	34.0	37.2	37.2	37.2	34.4	34.4
Property, plant and equipment	69.6	78.7	78.7	88.6	95.9	95.9	102.1	111.1	111.1
Financial fixed assets	0.0	0.0	0.0	3.6	0.0	0.0	0.0	0.0	0.0
TOTAL FIXED ASSETS	100.0	109.5	109.5	126.3	133.1	133.1	139.3	145.6	145.6
Post-employment benefits	(1.7)	(1.5)	(1.5)	(1.6)	(1.6)	(1.6)	(1.7)	(1.6)	(1.6)
Provisions for risks and charges	(0.0)	(0.3)	(0.3)	(0.5)	(0.7)	(0.7)	(0.8)	(0.7)	(0.7)
NET CAPITAL EMPLOYED	70.1	75.9	75.9	84.3	92.6	92.6	99.0	101.4	101.4
Share capital	10.0	10.0	10.0	10.0	10.0	10.0	10.1	10.0	10.0
Reserves	36.9	36.9	36.9	43.5	43.1	43.1	48.4	48.4	48.4
Profit (loss) for the year	3.9	8.2	8.2	3.5	6.9	6.9	3.6	7.6	7.6
Negative reserve for shares in portfolio	(0.1)	(0.1)	(0.1)	(0.1)	(0.3)	(0.3)	(0.4)	(1.0)	(1.0)
EQUITY	50.7	55.0	55.0	57.0	59.7	59.7	61.6	65.0	65.0
NET DEBT	19.3	20.9	20.9	27.4	32.9	32.9	37.4	36.4	36.4
TOTAL SOURCES	70.1	75.9	75.9	84.3	92.6	92.6	99.0	101.4	101.4

Source: Company Data (A)

No Change in Estimates

Our FY estimates point at sustainable revenue and margin growth in the second half of the year based on current visibility.

INTRED - Changes to FY25-27 Estimates: P&L

Eu mn	Actuals				New Estimates			Old Estimates			New vs Old (%)		
	'21A	'22A	'23A	'24A	'25E	'26E	'27E	'25E	'26E	'27E	'25E	'26E	'27E
Net Revenues	40.5	45.5	50.1	55.2	56.0	60.5	64.0	56.0	60.5	64.0	0.0%	0.0%	0.0%
YoY growth	14.1%	12.5%	10.0%	10.3%	1.3%	8.1%	5.8%	1.3%	8.1%	5.8%			
VoP	41.2	46.1	50.5	55.9	56.6	61.2	64.8	56.6	61.2	64.8	0.0%	0.0%	0.0%
YoY growth	13.3%	11.7%	9.6%	10.6%	1.3%	8.1%	5.8%	1.3%	8.1%	5.8%			
Adj. EBITDA	17.6	19.9	22.5	24.0	25.8	29.1	32.4	25.8	29.1	32.4	0.0%	0.0%	0.0%
YoY growth	26.1%	12.6%	13.5%	6.7%	7.2%	12.9%	11.6%	7.2%	12.9%	11.6%			
as % of VoP	42.8%	43.1%	44.6%	43.0%	45.5%	47.5%	50.1%	45.5%	47.5%	50.1%			
EBITDA	17.6	19.9	22.5	24.0	25.8	29.1	32.4	25.8	29.1	32.4	0.0%	0.0%	0.0%
D&A	(5.8)	(7.7)	(9.9)	(12.3)	(13.3)	(13.9)	(14.4)	(13.3)	(13.9)	(14.4)			
EBIT	11.8	12.2	12.7	11.8	12.5	15.2	18.0	12.5	15.2	18.0	0.0%	0.0%	0.0%
as % of VoP	28.6%	26.4%	25.1%	21.0%	22.1%	24.8%	27.8%	22.1%	24.8%	27.8%			
net fin.exp.	0.2	0.0	(1.2)	(1.6)	(1.8)	(1.9)	(1.6)	(1.8)	(1.9)	(1.6)			
PBT	11.9	12.2	11.5	10.1	10.7	13.3	16.4	10.7	13.3	16.4	0.0%	0.0%	0.0%
as % of VoP	29.0%	26.4%	22.8%	18.1%	18.9%	21.7%	25.4%	18.9%	21.7%	25.4%			
Net income	8.6	8.7	8.2	6.9	7.6	9.4	11.5	7.6	9.4	11.5	0.0%	0.0%	0.0%
as % of VoP	20.9%	18.8%	16.2%	12.3%	13.4%	15.4%	17.8%	13.4%	15.4%	17.8%			
Adj. Net income	8.6	8.7	8.2	6.9	7.6	9.4	11.5	7.6	9.4	11.5	0.0%	0.0%	0.0%
NOSH (mn)	15.9	15.9	15.9	15.9	15.9	15.9	15.9	15.9	15.9	15.9			
Adj. EPS (€)	€ 0.54	€ 0.55	€ 0.52	€ 0.43	€ 0.48	€ 0.59	€ 0.72	€ 0.48	€ 0.59	€ 0.72	0.0%	0.0%	0.0%
EPS (€)	€ 0.54	€ 0.55	€ 0.52	€ 0.43	€ 0.48	€ 0.59	€ 0.72	€ 0.48	€ 0.59	€ 0.72	0.0%	0.0%	0.0%
DPS (€)	€ 0.06	€ 0.07	€ 0.10	€ 0.10	€ 0.12	€ 0.13	€ 0.14	€ 0.12	€ 0.13	€ 0.14	0.0%	0.0%	0.0%
payout	11%	13%	19%	23%	25%	22%	20%	25%	22%	20%			
Capex	(20.5)	(39.3)	(31.1)	(31.8)	(25.7)	(18.8)	(11.5)	(25.7)	(18.8)	(11.5)	0.0%	0.0%	0.0%
as % of VoP	49.7%	85.3%	61.5%	56.9%	45.5%	30.6%	17.8%	45.5%	30.6%	17.8%			
Net Debt/(cash)	(5.4)	11.5	20.9	32.9	36.4	31.2	15.6	36.4	31.2	15.6	0.0	0.0	0.0
ND/EBITDA	-0.3x	0.6x	0.9x	1.4x	1.4x	1.1x	0.5x	1.4x	1.1x	0.5x			

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

INTRED - Changes to FY25-27 Estimates: P&L

Eu mn	Actuals				New Estimates			Old Estimates			New vs Old (abs)		
	'21A	'22A	'23A	'24A	'25E	'26E	'27E	'25E	'26E	'27E	'25E	'26E	'27E
Net income	8.6	8.7	8.2	6.9	7.6	9.4	11.5	7.6	9.4	11.5	-	-	-
D&A	5.8	7.7	9.9	12.3	13.3	13.9	14.4	13.3	13.9	14.4	-	-	-
NWC & Other	11.6	6.5	4.4	2.5	3.6	3.3	3.3	3.6	3.3	3.3	-	-	-
FCFO	26.1	22.9	22.5	21.7	24.5	26.6	29.2	24.5	26.6	29.2	-	-	-
Capex (net of disposals)	(19.8)	(39.0)	(31.1)	(31.8)	(25.7)	(18.8)	(11.5)	(25.7)	(18.8)	(11.5)	-	-	-
EFCE	6.3	(16.1)	(8.6)	(10.1)	(1.3)	7.9	17.7	(1.3)	7.9	17.7	-	-	-
Rights issue /IPO	-	-	-	-	-	-	-	-	-	-	-	-	-
Dividend cashed-in	-	-	-	-	-	-	-	-	-	-	-	-	-
Dividends paid	(0.6)	(1.0)	(1.1)	(1.6)	(1.6)	(1.9)	(2.1)	(1.6)	(1.9)	(2.1)	-	-	-
M&A	-	-	-	-	-	-	-	-	-	-	-	-	-
Buyback	-	-	(0.0)	(0.2)	(0.7)	(0.8)	-	(0.7)	(0.8)	-	-	-	-
Other	(11.5)	11.0	0.4	(0.0)	-	-	-	-	-	-	-	-	-
Net Cash Flow	(5.8)	(6.1)	(9.4)	(12.0)	(3.5)	5.2	15.6	(3.5)	5.2	15.6	-	-	-
Opening ND /(Cash)	(0.4)	5.4	11.5	20.9	32.9	36.4	31.2	32.9	36.4	31.2	-	-	-
Change	5.8	6.1	9.4	12.0	3.5	(5.2)	(15.6)	3.5	(5.2)	(15.6)	-	-	-
Closing Net Debt /(Cash)	5.4	11.5	20.9	32.9	36.4	31.2	15.6	36.4	31.2	15.6	-	-	-

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

2027 Company targets and our estimates

Our new FY27 estimates for revenue and EBITDA conservatively sit 3–5% below Group targets.

INTRED: 2027E Company Targets and our estimates

Eu mn	'24A	'25E	'26E	'27E	2027 tgt		CAGR'24-27 / cum.	
					min	max	tgt	Est.
VoP	55.9	56.6	61.2	64.8	67	73	high 1-digit	5.0%
EBITDA	24.0	25.8	29.1	32.4	34	36	2-digit	10.5%
margin	43.0%	45.5%	47.5%	50.1%	~ 50%	~ 50%		
Capex	31.8	25.7	18.8	18.8			80	87.8
as % of sales	56.9%	45.5%	30.6%	29.0%				

Source: Company targets, Intermonte Estimates (E)

2025-27 Estimates

INTRED - 2025-27 Estimates: Revenue Split by Client, and P&L

Revenue split by Client (Eu mn)	FY20A	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Business	23.3	24.4	25.1	26.4	27.9	31.2	33.9	35.7
YoY growth	0.0%	4.8%	3.0%	5.0%	5.0%	2.0%	8.4%	5.4%
as % of sales	65.8%	60.3%	55.2%	52.7%	50.5%	55.9%	56.0%	55.8%
Wholesale	3.1	3.6	3.8	3.9	4.2	4.5	4.9	5.3
YoY growth	0.0%	13.4%	7.4%	2.2%	7.5%	8.0%	9.0%	7.5%
as % of sales	8.8%	8.8%	8.4%	7.8%	7.6%	8.1%	8.2%	8.3%
Residential	7.6	8.8	9.1	9.2	9.7	10.2	10.9	11.5
YoY growth	0.0%	16.6%	2.7%	1.7%	4.7%	6.0%	7.0%	5.0%
as % of sales	21.3%	21.8%	19.9%	18.4%	17.5%	18.3%	18.1%	18.0%
PA	1.5	3.7	7.5	10.6	10.7	9.9	10.7	11.5
YoY growth	0.0%	152.4%	104.0%	41.3%	1.2%	-7.5%	8.0%	7.0%
as % of sales	4.1%	9.1%	16.5%	21.2%	19.4%	17.8%	17.7%	17.9%
Connecting Italia					2.8	-	-	-
Net revenues	35.4	40.5	45.5	50.1	55.2	56.0	60.5	64.0
YoY growth	70.2%	14.1%	12.5%	10.0%	10.3%	1.3%	8.1%	5.8%
P&L (Eu mn)	FY20A	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Net revenues	35.4	40.5	45.5	50.1	55.2	56.0	60.5	64.0
YoY growth	70.2%	14.1%	12.5%	10.0%	10.3%	1.3%	8.1%	5.8%
Other income	0.9	0.8	0.6	0.4	0.7	0.7	0.7	0.8
Value of Production	36.4	41.2	46.1	50.5	55.9	56.6	61.2	64.8
YoY growth	71.7%	13.3%	11.7%	9.6%	10.6%	1.3%	8.1%	5.8%
Raw Mat	(0.3)	(2.1)	(0.9)	(2.3)	(1.5)	(2.8)	(3.1)	(3.2)
as % of VoP	0.8%	5.0%	1.9%	4.6%	2.7%	5.0%	5.0%	5.0%
Services	(5.5)	(5.5)	(6.7)	(8.0)	(9.7)	(9.9)	(11.0)	(11.7)
as % of VoP	15.2%	13.4%	14.5%	15.9%	17.4%	17.5%	18.0%	18.0%
Network rentals	(9.3)	(9.1)	(9.2)	(9.2)	(10.5)	(9.5)	(9.0)	(8.2)
as % of VoP	25.7%	22.2%	20.0%	18.2%	18.7%	16.7%	14.7%	12.7%
Changes in inventory	-	1.2	(0.8)	(0.5)	(0.5)	(1.7)	(1.8)	(1.9)
as % of VoP	0.0%	-2.9%	1.7%	1.0%	0.8%	3.0%	3.0%	3.0%
Sundry OpEx	(0.8)	(1.0)	(0.7)	0.2	(0.8)	2.0	1.9	1.9
as % of VoP	2.1%	2.5%	1.6%	-0.3%	1.4%	-3.6%	-3.0%	-3.0%
Personnel expense	(6.5)	(7.0)	(7.9)	(8.1)	(8.9)	(9.0)	(9.1)	(9.2)
as % of VoP	17.8%	17.0%	17.2%	16.0%	15.9%	15.9%	14.8%	14.1%
EBITDA	14.0	17.6	19.9	22.5	24.0	25.8	29.1	32.4
YoY growth	60.6%	26.1%	12.6%	13.5%	6.7%	7.2%	12.9%	11.6%
as % of VoP	39.5%	43.6%	43.1%	44.6%	43.0%	45.5%	47.5%	50.1%
Adj. EBITDA	14.0	17.6	19.9	22.5	24.0	25.8	29.1	32.4
YoY growth	60.6%	26.1%	12.6%	13.5%	6.7%	7.2%	12.9%	11.6%
as % of VoP	38.4%	42.8%	43.1%	44.6%	43.0%	45.5%	47.5%	50.1%
D&A	(5.9)	(5.8)	(7.7)	(9.9)	(12.3)	(13.3)	(13.9)	(14.4)
as % of VoP	16.1%	14.2%	16.7%	19.5%	22.0%	23.5%	22.7%	22.3%
EBIT	8.1	11.8	12.2	12.7	11.8	12.5	15.2	18.0
YoY growth	41.1%	45.1%	3.1%	4.2%	-7.2%	6.1%	21.6%	18.6%
as % of VoP	22.3%	28.6%	26.4%	25.1%	21.0%	22.1%	24.8%	27.8%
Adj. EBIT	8.1	11.8	12.2	12.7	11.8	12.5	15.2	18.0
YoY growth	41.1%	45.1%	3.1%	4.2%	-7.2%	6.1%	21.6%	18.6%
as % of VoP	22.3%	28.6%	26.4%	25.1%	21.0%	22.1%	24.8%	27.8%
Net Financial Expenses	0.1	0.2	0.0	(1.2)	(1.6)	(1.8)	(1.9)	(1.6)
PBT	8.2	11.9	12.2	11.5	10.1	10.7	13.3	16.4
Current/deferred tax/assets	(2.1)	(3.3)	(3.5)	(3.3)	(3.3)	(3.1)	(3.9)	(4.9)
tax rate	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Net profit/(loss)	6.1	8.6	8.7	8.2	6.9	7.6	9.4	11.5
YoY growth	41.3%	41.1%	0.6%	-5.6%	-15.9%	10.0%	24.5%	22.0%
as % of VoP	16.8%	20.9%	18.8%	16.2%	12.3%	13.4%	15.4%	17.8%
Adj. Net profit	6.1	8.6	8.7	8.2	6.9	7.6	9.4	11.5
YoY growth	41.3%	41.1%	0.6%	-5.6%	-15.9%	10.0%	24.5%	22.0%
as % of VoP	16.8%	20.9%	18.8%	16.2%	12.3%	13.4%	15.4%	17.8%

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

INTRED - 2025-27 Estimates: CapEx, FCF and Balance Sheet

CapEx (Eu mn)	FY20A	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
IRU (intangible)	2.9	4.9	11.0	3.5	6.2	3.9	2.8	1.7
as % of net sales	8.2%	12.1%	24.2%	7.1%	11.2%	6.9%	4.7%	2.7%
Proprietary Network (tangible)	7.3	14.9	28.0	27.5	25.7	16.9	15.9	9.8
Capex (Eu mn)	10.2	19.8	39.0	31.1	31.8	25.7	18.8	11.5
as % of net sales	28.8%	48.9%	85.7%	62.1%	57.6%	46.0%	31.0%	18.0%

FCF (Eu mn)	FY20A	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
Net income	6.1	8.6	8.7	8.2	6.9	7.6	9.4	11.5
D&A	5.9	5.8	7.7	9.9	12.3	13.3	13.9	14.4
NWC & Other	3.0	11.6	6.5	4.4	2.5	3.6	3.3	3.3
FCFO	15.0	26.1	22.9	22.5	21.7	24.5	26.6	29.2
Capex (net of disposals)	(10.2)	(19.8)	(39.0)	(31.1)	(31.8)	(25.7)	(18.8)	(11.5)
EFCF	4.8	6.3	(16.1)	(8.6)	(10.1)	(1.3)	7.9	17.7
Rights issue /IPO	-	-	-	-	-	-	-	-
Dividend cashed-in	-	-	-	-	-	-	-	-
Dividends paid	(0.5)	(0.6)	(1.0)	(1.1)	(1.6)	(1.6)	(1.9)	(2.1)
M&A	(10.2)	-	-	-	-	-	-	-
Buyback	-	-	-	(0.0)	(0.2)	(0.7)	(0.8)	-
Other	(1.8)	(11.5)	11.0	0.4	(0.0)	-	-	-
Net Debt change (- incr/+ decr)	(7.7)	(5.8)	(6.1)	(9.4)	(12.0)	(3.5)	5.2	15.6
Opening Net Debt /(Cash)	(8.1)	(0.4)	5.4	11.5	20.9	32.9	36.4	31.2
Change	7.7	5.8	6.1	9.4	12.0	3.5	(5.2)	(15.6)
Closing Net Debt /(Cash)	(0.4)	5.4	11.5	20.9	32.9	36.4	31.2	15.6

Balance Sheet (Eu mn)	FY20A	FY21A	FY22A	FY23A	FY24A	FY25E	FY26E	FY27E
CURRENT ASSETS	7.9	11.5	17.3	15.7	13.0	13.3	13.0	10.9
CURRENT LIABILITIES	(17.2)	(32.5)	(44.6)	(47.4)	(51.3)	(55.2)	(58.1)	(59.3)
NET WORKING CAPITAL	(9.3)	(21.0)	(27.2)	(31.7)	(38.2)	(41.8)	(45.1)	(48.4)
Intangible fixed assets	17.9	21.6	30.1	30.8	37.2	34.4	30.3	24.8
- goodwill	9.2	8.5	7.9	7.9	7.9	7.9	7.9	7.9
- other intangible assets	8.7	13.0	22.2	22.9	29.3	26.5	22.4	16.9
Property, plant and equipment	24.7	35.7	58.4	78.7	95.9	111.1	120.1	122.7
Financial fixed assets	0.1	0.2	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	145.6	150.4	147.5
Post-employment benefits	(1.6)	(1.6)	(1.8)	(1.5)	(1.6)	(1.6)	(1.6)	(1.6)
Provisions for risks and charges	(0.0)	(0.0)	(0.0)	(0.3)	(0.7)	(0.7)	(0.7)	(0.7)
NET CAPITAL EMPLOYED	31.9	34.9	59.5	75.9	92.6	101.4	103.0	96.8
Share capital	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
Reserves	16.2	21.7	29.3	36.9	43.1	48.4	54.1	61.5
Profit (loss) for the year	6.1	8.6	8.7	8.2	6.9	7.6	9.4	11.5
Negative reserve for shares in portfolio	-	-	(0.0)	(0.1)	(0.3)	(1.0)	(1.8)	(1.8)
EQUITY	32.3	40.3	48.0	55.0	59.7	65.0	71.8	81.2
NET DEBT	(0.4)	(5.4)	11.5	20.9	32.9	36.4	31.2	15.6
TOTAL SOURCES	31.9	34.9	59.5	75.9	92.6	101.4	103.0	96.8

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

DCF Valuation

Based on our new estimates, we confirm our TP at €16.0 (>65% upside). The stock is currently trading at c.7x EV/EBITDA'25 (Unidata c.4x, EU Telco Sector c.6x).

INTRED – DCF model (WACC still at 8.8%, g still 1.5%)

(Eu mn)	'25E	'26E	'27E	'28E	'29E	'30E	'31E	'32E	'33E	'34E	'35E	TV
VoP	56.6	61.2	64.8	67.2	69.7	72.1	74.6	76.7	78.8	80.3	81.6	82.9
<i>YoY growth</i>	1.3%	8.1%	5.8%	3.8%	3.6%	3.5%	3.4%	2.8%	2.7%	2.0%	1.6%	1.5%
Adj. EBITDA	25.8	29.1	32.4	33.7	35.0	36.2	37.5	38.6	39.7	40.5	41.2	41.9
as % of VoP	45.5%	47.5%	50.1%	50.2%	50.2%	50.3%	50.3%	50.4%	50.4%	50.5%	50.5%	50.5%
D&A	(13.3)	(13.9)	(14.4)	(14.8)	(15.3)	(15.8)	(16.3)	(16.7)	(17.1)	(17.4)	(17.7)	(7.0)
EBIT	12.5	15.2	18.0	18.9	19.7	20.4	21.2	21.9	22.6	23.1	23.5	34.8
as % of VoP	22.1%	24.8%	27.8%	28.2%	28.3%	28.4%	28.5%	28.6%	28.7%	28.8%	28.9%	42.1%
Taxes	(3.0)	(3.6)	(4.3)	(4.5)	(4.7)	(4.9)	(5.1)	(5.3)	(5.4)	(5.5)	(5.7)	(8.4)
<i>tax rate</i>	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%
Change in WC	3.6	3.3	3.3	1.0	1.0	1.0	1.0	0.8	0.8	0.6	0.4	-
Capex	(25.7)	(18.8)	(11.5)	(10.0)	(10.3)	(9.1)	(8.5)	(7.8)	(7.0)	(7.1)	(7.3)	(7.0)
as % of VoP	45.5%	30.6%	17.8%	14.8%	14.8%	12.6%	11.4%	10.1%	8.9%	8.9%	8.9%	8.5%
Unlevered FCF	0.6	10.0	19.9	20.2	20.9	23.2	24.9	26.4	28.1	28.4	28.7	26.5
TV												363
year	1	2	3	4	5	6	7	8	9	10	11	11
Disc. Factor	0.92	0.84	0.78	0.71	0.65	0.60	0.55	0.51	0.47	0.43	1.00	0.39
Disc. Flows		8.4	15.4	14.4	13.7	14.0	13.8	13.4	13.1	12.2	28.7	143.2

Sum of FCF'26-35E	147.1
Terminal value	143.2
Total EV	290.3
Net Cash (Debt) at YE25	(36.4)
Minorities	0.0
treasury shares	0.0
Equity Value	253.9
current NOSH (mn)	15.9
Target Price (Eu)	16.0
current price (Eu)	9.6
<i>upside vs current price</i>	66%

Source: Intermonte SIM

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

		g											
		1.0%	1.1%	1.2%	1.3%	1.4%	1.5%	1.6%	1.7%	1.8%	1.9%	2.0%	
WACC	7.8%	18.1	18.2	18.4	18.6	18.8	19.0	19.2	19.4	19.6	19.8	20.0	
	8.0%	17.5	17.6	17.8	17.9	18.1	18.3	18.5	18.7	18.9	19.1	19.3	
	8.2%	16.9	17.0	17.2	17.3	17.5	17.7	17.8	18.0	18.2	18.4	18.6	
	8.4%	16.4	16.5	16.6	16.8	16.9	17.1	17.2	17.4	17.6	17.7	17.9	
	8.6%	15.8	16.0	16.1	16.2	16.4	16.5	16.7	16.8	17.0	17.1	17.3	
	8.8%	15.4	15.5	15.6	15.7	15.9	16.0	16.1	16.3	16.4	16.5	16.7	
	9.0%	14.9	15.0	15.1	15.2	15.4	15.5	15.6	15.7	15.9	16.0	16.1	
	9.2%	14.5	14.6	14.7	14.8	14.9	15.0	15.1	15.2	15.4	15.5	15.6	
	9.4%	14.1	14.2	14.3	14.4	14.5	14.6	14.7	14.8	14.9	15.0	15.1	
	9.6%	13.7	13.8	13.9	13.9	14.0	14.1	14.2	14.3	14.5	14.6	14.7	
	9.8%	13.3	13.4	13.5	13.6	13.6	13.7	13.8	13.9	14.0	14.1	14.2	

Source: Intermonte SIM

Peer multiples

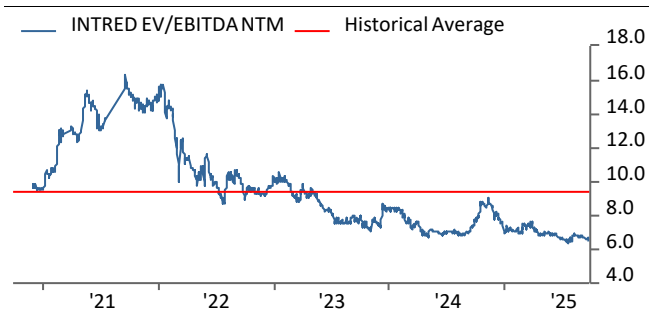
We use peer multiples to offer a sanity check on our DCF model, purely for information purposes. Indeed, we believe the company is more similar to an emerging firm, considering its high growth potential and ongoing network expansion, whereas the telecom sector is typically characterised by well-established 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	'25E	'26E	'27E	'25E	'26E	'27E	'25E	'26E	'27E	'25E	'26E	'27E	'25E	'26E
Intred SpA (@mkt price, our est.)	EUR	9.5	151	-2%	-4%	-15%	-7%	3.3	3.0	2.6	7.3	6.3	5.1	15.0	12.0	9.2	19.9	16.0	13.1	1.3%	1.4%
Intred SpA (@mkt price, cons.)	EUR	9.5	151	-2%	-4%	-15%	-7%	3.2	2.9	2.5	7.1	6.1	5.2	15.4	12.6	10.3	20.2	16.8	14.2	1.2%	1.3%
Unidata (@mkt price, our est.)	EUR	2.69	83	-5%	-7%	-6%	-9%	1.2	1.0	0.9	4.2	3.7	3.3	7.6	6.2	5.3	8.7	7.0	5.9	0.4%	0.4%
Planetel S.p.A.	EUR	4.02	27	-3%	9%	0%	-14%	0.6	0.6	0.5	2.6	2.3	2.1	7.6	6.4	5.3	16.1	12.4	9.4	0.0%	0.0%
Convergenze SpA Societa Benefit	EUR	2.08	16	8%	9%	27%	21%	0.7	0.6	0.5	3.5	3.0	2.4	6.0	4.9	4.0	8.2	7.2	6.3	0.0%	0.0%
Italian Regional FTTH players - Median								0.7	0.6	0.5	3.5	3.0	2.4	7.6	6.2	5.3	8.7	7.2	6.3	0.0%	0.0%
United Internet AG	EUR	26.34	5,057	-1%	11%	53%	83%	1.4	1.4	1.2	6.6	6.2	5.2	13.5	11.6	9.2	17.9	13.6	11.8	1.9%	2.2%
Chorus Limited	NZD	9.50	2,044	0%	10%	19%	7%	7.1	7.1	7.0	10.2	10.1	9.9	31.2	24.9	21.4	1,030.1	63.9	44.1	6.1%	6.3%
WideOpenWest, Inc.	USD	5.17	377	1%	23%	1%	4%	2.6	2.9	3.0	5.3	5.6	5.5	25.4	23.2	22.7	n.m.	n.m.	n.m.	0.0%	0.0%
Bredband2 i Skandinavien AB	SEK	3.07	266	-7%	27%	47%	54%	1.6	1.5	1.5	10.0	8.6	8.5	18.5	14.7	14.2	20.2	16.9	16.2	3.9%	4.6%
Intl. Regional FTTH players - Median								2.1	2.2	2.2	8.3	7.4	7.0	22.0	19.0	17.8	20.2	16.9	16.2	2.9%	3.4%
Average Selected Peers								1.4	1.4	1.4	5.9	5.2	4.7	14.8	12.6	11.5	14.5	12.0	11.3	1.4%	1.7%

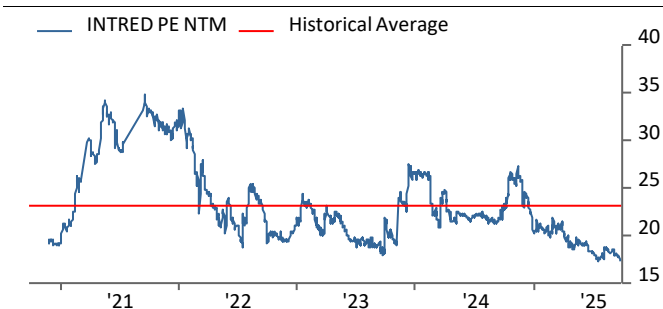
Source: Intermonte SIM for INTRED and Unidata, FactSet Consensus

INTRED - EV/EBITDA NTM Evolution



Source: FactSet Consensus

INTRED - PE NTM Evolution



Source: FactSet Consensus

INTRED in Brief

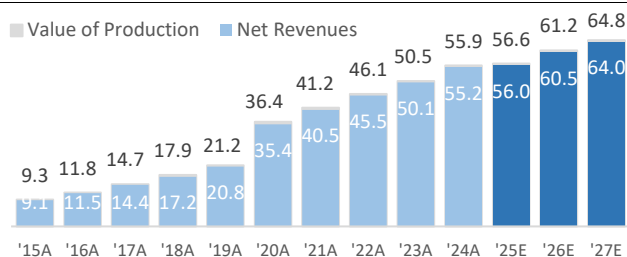
Company description

Based in Brescia and founded in 1996, **INTRED** offers UBB connectivity to businesses and residential clients, leveraging on its proprietary cutting-edge network (>14,250km) in the extremely vibrant Lombardy region (1/5 of Italy's GDP). By providing its services to SMEs (55% of FY24 sales), residential (18%), wholesale (8%) and public sector clients (19%), INTRED makes full use of its network. The Group has been listed on EGM since July 2018 (IPO price €2.27) and currently employs c.180 skilled personnel. INTRED 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).

Strengths/Opportunities

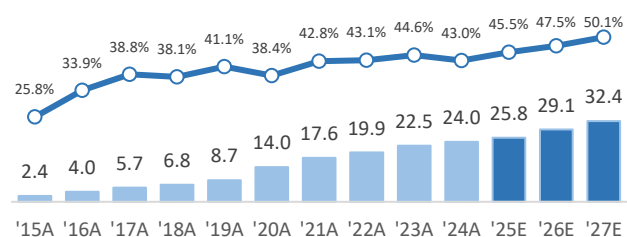
- Upside from School Tender renewals and datacentre project
- Proprietary fibre network with a focus on future-proof FTTH technology
- Strategic location in an affluent and thriving area: significant market share in areas of Brescia (>15%) and Bergamo (>7%) and great presence in Lombardy with a large addressable market
- A highly fragmented (>52.5k customers as of FY24) and loyal customer base (churn rate c.4%)
- High profitability (c.43% EBITDA margin in FY24) and high entry barriers (investment, reputation, know-how)

INTRED – Value of Production (Eu mn)



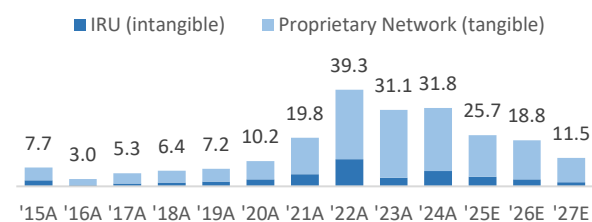
Source: Intermonte SIM (E), Company actual (A)

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



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

INTRED – CapEx Trend (Eu mn)



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

Management

CEO and Chairman: Daniele Peli
GM: Egon Zanagnolo
CFO: Filippo Leone
Network Development: R. Boron
Next BoD renewal: Spring, 2027
BoD independent members: /7
BoD women: 3/7

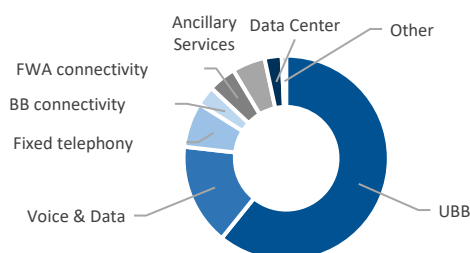
Shareholders

DM Holding S.r.l.	60.3%
o/w Daniele Peli	67%
o/w Marisa Prati	33%
Value First Sicav	9.4%
Market	30.3%

Weaknesses/Threats

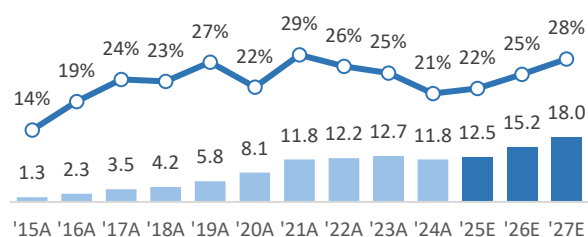
- A medium-sized company contending with telecom giants in a fiercely competitive and dynamic market
- SMEs typically more heavily penalised in the event of an economic downturn than large corporates
- Limited footprint with regional exposure to Lombardy
- Keeping up with the rate of business growth 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 – FY24 Revenue Breakdown by Activity (%)



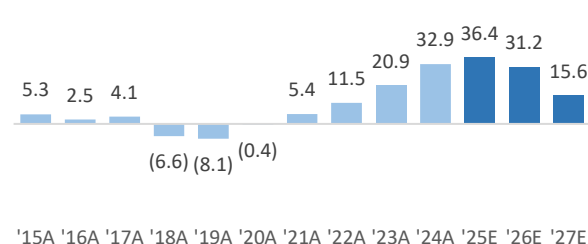
Source: Intermonte SIM (E), Company actual (A)

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



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

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):	9.58	Previous Price (Eu):	9.46
Date of report:	26/09/2025	Date of last report:	04/08/2025

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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 FTSEIMIB40 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

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

As at 26 September 2025 Intermonte's Research Department covered 132 companies. Intermonte's distribution of stock ratings is as follows:

BUY:	30.30%
OUTPERFORM:	38.64%
NEUTRAL:	31.06%
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 (77 in total) is as follows:

BUY:	49.35%
OUTPERFORM:	32.47%
NEUTRAL:	18.18%
UNDERPERFORM:	00.00%
SELL:	00.00%

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