

## EQUITY RESEARCH

### ALTEA GREEN POWER FEEDBACK CONFERENCE

**BUY**

**TP 12.0€ (vs 11.5€)**  
Up/Downside: 71%

### FY 2024 Conf Call Feedback

**AGP continua a portare avanti le autorizzazioni sia per i 1,6 GW di progetti BESS già contrattualizzati, inclusi nel backlog, sia per i progetti ancora non contrattualizzati, che rappresentano circa 3,5 GW e circa il 40% dei ricavi previsti nella Guidance 2025. Il 2025 dovrebbe segnare un punto di svolta nella conversione dell'EBITDA in cassa, con il completamento dei primi grandi progetti avviati nel 2022/2023.**

- **Backlog:** L'azienda annuncia che, alla fine del 2024, aveva registrato un backlog di €152,2m (+ potenziale bonus), corrispondente a tutti i progetti contrattualizzati, con circa €100m ancora da incassare. Questo portafoglio offre una buona visibilità per i prossimi tre anni. Inoltre, la società indica di aver avviato le procedure di richiesta di autorizzazione per 3,5 GW di progetti (principalmente BESS), non ancora contrattualizzati con i clienti, al fine di accelerare il processo.
- **Posizione Finanziaria Netta:** Livelli più elevati nel 2024 sono stati necessari per gestire progressivamente lo sviluppo dei progetti in corso, che hanno assorbito una parte significativa della cassa. Inoltre, l'indebitamento netto è stato ulteriormente influenzato dal rinvio di alcuni pagamenti previsti per la fine del 2024, incassati all'inizio del 2025, riducendo già significativamente il livello di indebitamento netto.
- **Guidance 2025 e Cash Conversion:** I target 2025 si basano su ricavi, il 60% dei quali proverrà da contratti già firmati, principalmente legati a progetti BESS (con un margine di circa il 60%). Nel corso del 2025 è previsto l'incasso dei pagamenti finali per i progetti avviati tra il 2022 e il 2024, consentendo finalmente un miglioramento nella conversione della cassa.
- **IPP:** L'azienda dichiara di aver quasi individuato siti per una capacità compresa tra 120 e 150 MW, selezionando però solo quelli per i quali è possibile ottenere le autorizzazioni più rapidamente. L'obiettivo è avere 90 MW operativi entro il 2028 e 150 MW negli anni successivi. Per accelerare il processo, la società sta valutando l'acquisizione di impianti già completati.
- **Nuove Tecnologie:** Il CEO dell'azienda annuncia che AGP sta progredendo nello sviluppo di progetti ibridi che combinano BESS, fotovoltaico e idrogeno, esprimendo anche interesse per il settore dei data center.

Dopo aver integrato i risultati FY2024 nel modello, **alziamo il nostro TP a €12**, dato che la società è in grado di raggiungere i target fissati al 2028.

TP ICAP Midcap Estimates	12/23	12/24e	12/25e	12/26e	Valuation Ratio	12/24e	12/25e	12/26e
Sales (m €)	17.3	35.4	53.9	62.0	EV/Sales	3.8	2.4	1.6
Current Op Inc (m €)	7.1	22.2	30.8	36.5	EV/EBITDA	6.0	4.1	2.7
Current op. Margin (%)	41.0	62.8	57.0	58.8	EV/EBIT	6.0	4.2	2.7
EPS (€)	0.27	0.91	1.18	1.43	PE	7.7	5.9	4.9
DPS (€)	0.00	0.00	0.00	0.00	Source: TPICAP Midcap			
Yield (%)	0.0	0.0	0.0	0.0				
FCF (m €)	-3.9	-4.5	3.7	30.5				

#### Key data

Price (€)	7.0
Industry	Energy
Ticker	AGP-IT
Shares Out (m)	18.236
Market Cap (m €)	127.6
Average trading volumes (k shares / day)	57.919
Next event	20/02/2025 - FY24
Source:	FactSet

#### Ownership (%)

Dxor Investments Srl	52.2
Dxor Investments 1 Srl	9.5
Free float	38.3
Source:	TPICAP Midcap estimates

EPS (€)	12/24e	12/25e	12/26e
Estimates	0.91	1.18	1.43
Change vs previous estimates (%)	0.49	7.81	10.58
Source:	TPICAP Midcap estimates		

Performance (%)	1D	1M	YTD
Price Perf	7.4	15.5	9.0
Rel FTSE Italy	6.9	8.4	-3.1



Source: FactSet

Consensus FactSet - Analysts:3	12/24e	12/25e	12/26e
Sales	32.7	47.5	55.3
EBIT	19.8	27.5	32.9
Net income	14.3	19.3	23.0

Analyst

Alessio Olmi  
alessio.olmi@tpicap.com  
+33149241801



## FINANCIAL DATA

<b>Income Statement</b>	<b>12/21</b>	<b>12/22</b>	<b>12/23</b>	<b>12/24e</b>	<b>12/25e</b>	<b>12/26e</b>
Sales	6.2	16.8	17.3	35.4	53.9	62.0
Changes (%)	4.5	169.9	3.3	104.3	52.4	15.0
Gross profit	6.1	16.0	16.8	34.7	52.9	60.8
% of Sales	97.7	95.2	97.2	98.0	98.0	98.0
<b>EBITDA</b>	<b>2.1</b>	<b>6.2</b>	<b>7.2</b>	<b>22.4</b>	<b>31.0</b>	<b>36.8</b>
% of Sales	34.5	36.8	41.8	63.2	57.5	59.2
<b>Current operating profit</b>	<b>2.1</b>	<b>6.1</b>	<b>7.1</b>	<b>22.2</b>	<b>30.8</b>	<b>36.5</b>
% of Sales	34.3	36.3	41.0	62.8	57.0	58.8
Non-recurring items	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	2.1	6.1	7.1	22.2	30.8	36.5
Net financial result	-0.4	-0.1	-0.2	-0.5	-0.8	-0.4
Income Tax	-0.6	-1.8	-2.0	-5.1	-8.3	-10.1
Tax rate (%)	-32.6	-30.6	-28.4	-23.7	-27.9	-27.9
<b>Net profit, group share</b>	<b>1.2</b>	<b>4.2</b>	<b>4.9</b>	<b>16.5</b>	<b>21.6</b>	<b>26.0</b>
EPS	0.07	0.23	0.27	0.91	1.18	1.43
<b>Financial Statement</b>	<b>12/21</b>	<b>12/22</b>	<b>12/23</b>	<b>12/24e</b>	<b>12/25e</b>	<b>12/26e</b>
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Tangible and intangible assets	0.0	0.1	0.3	0.7	0.8	6.7
Right of Use	0.0	0.7	0.8	0.2	0.5	2.0
Financial assets	0.2	0.0	1.5	1.5	1.5	1.5
Working capital	3.0	11.3	19.9	35.2	52.7	40.8
Other Assets	0.0	0.2	0.1	0.1	0.1	0.1
<b>Assets</b>	<b>3.3</b>	<b>12.2</b>	<b>22.6</b>	<b>37.7</b>	<b>55.6</b>	<b>51.2</b>
Shareholders equity group	2.0	11.6	17.4	34.9	56.5	82.5
Minorities	0.0	0.0	0.0	0.0	0.0	0.0
LT & ST provisions and others	0.1	0.0	0.1	0.1	0.1	0.1
Net debt	1.2	-0.1	4.4	6.3	0.6	-29.8
Other liabilities	0.1	0.8	0.7	0.7	0.7	0.7
<b>Liabilities</b>	<b>3.3</b>	<b>12.2</b>	<b>22.6</b>	<b>42.0</b>	<b>57.9</b>	<b>53.5</b>
Net debt excl. IFRS 16	1.2	-0.8	3.6	5.5	-0.2	-30.6
Gearing net	0.6	-0.0	0.2	0.2	0.0	-0.4
Leverage	0.6	-0.0	0.6	0.3	0.0	-0.8
<b>Cash flow statement</b>	<b>12/21</b>	<b>12/22</b>	<b>12/23</b>	<b>12/24e</b>	<b>12/25e</b>	<b>12/26e</b>
CF after elimination of net borrowing costs and taxes	1.9	6.1	5.1	11.2	21.8	26.3
$\Delta$ WCR	-3.0	-9.0	-8.8	-15.4	-17.5	11.9
Operating cash flow	-1.2	-2.9	-3.7	-4.2	4.3	38.2
Net capex	-0.1	-0.8	-0.2	-0.3	-0.6	-7.7
FCF	-1.2	-3.7	-3.9	-4.5	3.7	30.5
Acquisitions/Disposals of subsidiaries	0.0	-0.0	0.0	0.0	0.0	0.0
Other investments	0.0	0.0	0.0	0.0	0.0	0.0
Change in borrowings	0.8	-0.3	3.2	4.5	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Repayment of leasing debt	0.0	0.0	0.0	0.0	0.0	0.0
Equity Transaction	0.1	5.6	1.0	1.4	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0
Change in net cash over the year	-0.1	1.7	-1.2	1.4	3.7	30.5
ROA (%)	36.1%	34.0%	21.8%	39.4%	38.8%	50.9%
ROE (%)	60.1%	36.1%	28.2%	47.4%	38.2%	31.5%
ROCE (%)	60.1%	36.1%	28.2%	47.4%	38.2%	31.5%

## DISCLAIMER

### Analyst certifications

This research report (the "Report") has been approved by Midcap, a business division of TP ICAP (Europe) SA ("Midcap"), an Investment Services Provider authorised and regulated by the Autorité de Contrôle Prudentiel et de Résolution ("ACPR"). By issuing this Report, each Midcap analyst and associate whose name appears within this Report hereby certifies that (i) the recommendations and opinions expressed in the Report accurately reflect the research analyst's and associate's personal views about any and all of the subject securities or issuers discussed herein and (ii) no part of the research analyst's or associate's compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed by the research analyst or associate in the Report.

### Methodology

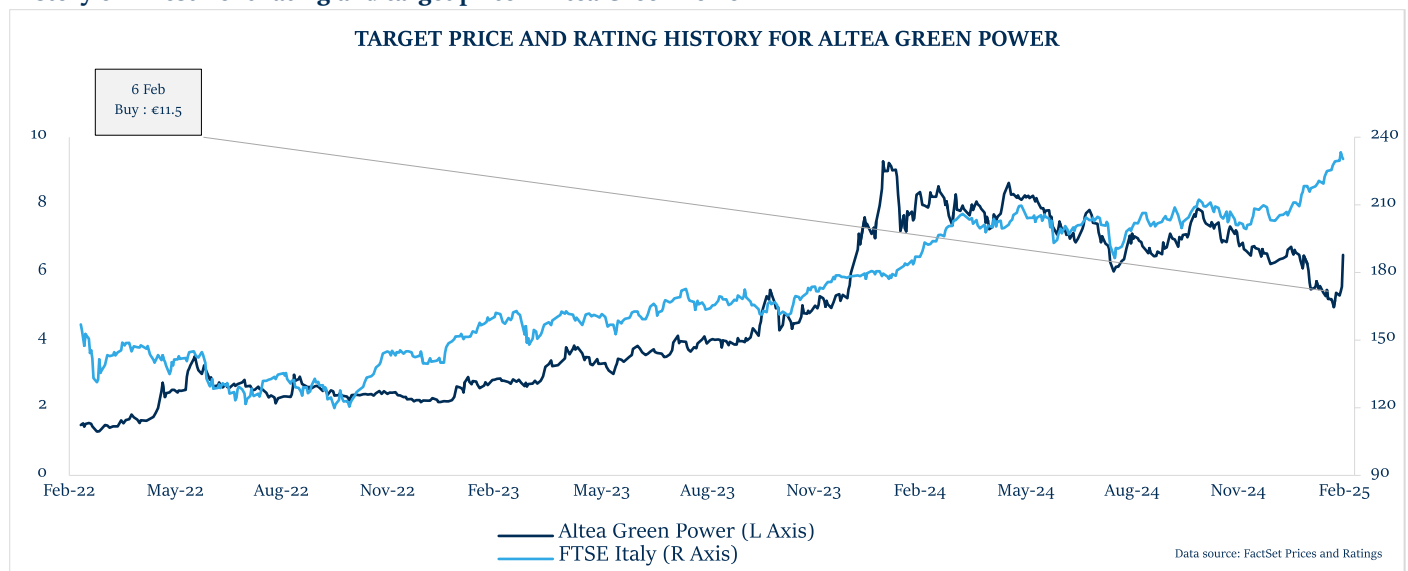
This Report may mention evaluation methods defined as follows:

1. DCF method: discounting of future cash flows generated by the company's operations. Cash flows are determined by the analyst's financial forecasts and models. The discount rate used corresponds to the weighted average cost of capital, which is defined as the weighted average cost of the company's debt and the theoretical cost of its equity as estimated by the analyst.
2. Comparable method: application of market valuation multiples or those observed in recent transactions. These multiples can be used as references and applied to the company's financial aggregates to deduce its valuation. The sample is selected by the analyst based on the characteristics of the company (size, growth, profitability, etc.). The analyst may also apply a premium/discount depending on his perception of the company's characteristics.
3. Assets and liabilities method: estimate of the value of equity capital based on revalued assets adjusted for the value of the debt.
4. Discounted dividend method: discounting of estimated future dividend flows. The discount rate used is generally the cost of capital.
5. Sum of the parts: this method consists of estimating the various activities of a company using the most appropriate valuation method for each of them, then realizing the sum of the parts.

### Conflict of Interests between TP ICAP Midcap and the Issuer

G. Midcap and the Issuer have agreed to the provision by the former to the latter of a service for the production and distribution of the investment recommendation on the said Issuer: Altea Green Power

### History of investment rating and target price - Altea Green Power



### Historical recommendations and target price (-1Y)

Date	Analyst	Old Target Price	New Target Price	Closing Price	Old Recommendation	New Recommendation
21 Feb 25 - 08:11:44	Alessio Olmi	€ 11,50	€ 11,50	€ 6,52	Achat	Buy
06 Feb 25 - 09:26:27	Alessio Olmi	NA	€ 11,50	€ 5,30	NA	Buy
06 Feb 25 - 08:14:34	Alessio Olmi	NA	€ 11,50	€ 5,30	NA	Buy

## Distribution of Investment Ratings

Rating	Recommendation Universe*	Portion of these provided with investment banking services**
Buy	80%	60%
Hold	15%	72%
Sell	3%	20%
Under review	2%	100%

Midcap employs a rating system based on the following:

Buy: Expected to outperform the markets by 10% or more over a 6 to 12 months horizon.

Hold: expected performance between -10% and +10% compared to the market over a 6 to 12 months horizon.

Sell: Stock is expected underperform the markets by 10% or more over a 6 to 12 months horizon.

The history of ratings and target prices for the Issuers covered in this report are available on request at <https://researchtpicap.midcapp.com/en/disclaimer>.

## General Disclaimer

This Report is confidential and is for the benefit and internal use of the selected recipients only. No part of it may be reproduced, distributed, or transmitted without the prior written consent of Midcap

This Report is published for information purposes only and does not constitute a solicitation or an offer to buy or sell any of the securities mentioned herein. The information contained in this Report has been obtained from sources believed to be reliable and public, Midcap makes no representation as to its accuracy or completeness. The reference prices used in this Report are closing prices of the day before the publication unless otherwise stated. All opinions expressed in this Report reflect our judgement at the date of the documents and are subject to change without notice. The securities discussed in this Report may not be suitable for all investors and are not intended to recommend specific securities, financial instruments, or strategies to particular clients. Investors should make their own investment decisions based on their financial situation and investment objectives. The value of the income from your investment may vary due to changes in interest rates, changes in the financial and operating conditions of companies and other factors. Investors should be aware that the market price of the securities discussed in this Report may be volatile. Due to the risk and volatility of the industry, the company, and the market in general, at the current price of the securities, our investment rating may not correspond to the stated price target. Additional information regarding the securities mentioned in this Report is available on request.

This Report is not intended for distribution or use by any entity who is a citizen or resident of, or an entity located in any locality, territory, state, country, or other jurisdiction where such distribution, publication, availability, or use would be contrary to or limited by law or regulation. Entity or entities in possession of this Report must inform themselves about and comply with any such restrictions, including MIFID II. This Report is only intended for persons who are Eligible Counterparties or Professional Clients within the meaning of MIFID II regulation. It is not intended to be distributed or passed on, directly or indirectly, to any other class of persons. The Report is subject to restricted circulation. The research was conducted in accordance with the provisions of the Charter of good practices for sponsored research. Midcap has adopted effective administrative and organizational arrangements, including "information barriers", to prevent and avoid conflicts of interest regarding investment recommendations. The remuneration of financial analysts who participate in the preparation of the recommendation is not linked to the corporate finance activity.