

EQUITY RESEARCH

UPDATE

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Redelfi

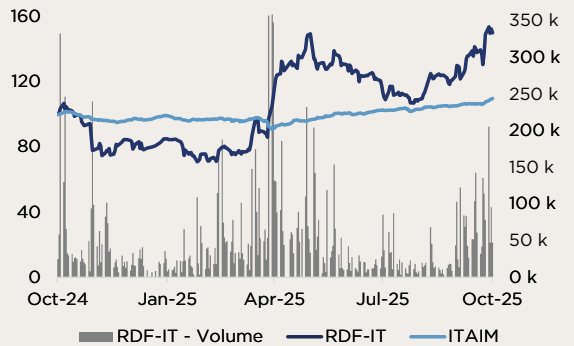
Euronext Growth Milan | Energy & Renewables | Italy

<p>Rating</p> <p>BUY</p> <p>unchanged</p>	<p>Target Price</p> <p>€ 13,85</p> <p>prev. € 12,00</p>
--------------------------------------------------	----------------------------------------------------------------

Key Multiples	FY24A	FY25E	FY26E	FY27E
EV/Sales	6,4x	4,6x	3,5x	2,7x
EV/EBITDA	13,1x	7,8x	5,0x	3,9x
EV/EBIT	15,9x	8,7x	5,4x	4,2x
P/E	31,3x	12,6x	7,2x	5,5x
NFP/EBITDA	2,1x	0,8x	0,0x	n/a

Key Financials (€/mln)	FY24A	FY25E	FY26E	FY27E
Value of Production	19,82	27,00	36,00	45,50
EBITDA Adj.	9,39	15,90	24,70	31,30
EBIT	7,77	14,25	23,00	29,55
Net Income	3,32	8,25	14,40	19,00
Net Financial Position	19,46	13,08	0,13	(27,87)
EBITDA Adj. margin	48,8%	59,8%	69,6%	69,6%
EBIT margin	39,2%	52,8%	63,9%	64,9%
Net income margin	17,3%	31,0%	40,6%	42,2%

Stocks performance relative to FTSE Italia Growth



Stock Data

Risk	Medium
Price	€ 8,66
Target price	€ 13,85
Upside/(Downside) potential	59,9%
Ticker - Bloomberg Code	RDF IM
Market Cap (€/mln)	€ 103,96
EV (€/mln)	€ 123,42
Free Float (% on ordinary shares)	37,4%
Shares Outstanding	12.004.922
52-week high	€ 9,17
52-week low	€ 3,97
Average Daily Volumes (3 months)	41.180

Stock performance	1M	3M	6M	1Y
Absolute	15,4%	32,4%	28,0%	50,2%
to FTSE Italia Growth	11,1%	25,6%	7,9%	40,4%
to Euronext STAR Milan	10,7%	26,8%	-0,5%	41,9%
to FTSE All-Share	13,4%	27,5%	-2,8%	24,1%
to EUROSTOXX	10,5%	28,9%	6,1%	37,1%
to MSCI World Index	12,0%	24,9%	3,7%	34,2%

Source: FactSet

Main Ratios	FY24A	FY25E	FY26E	FY27E
ROI	17,4%	23,6%	37,2%	56,0%
ROE	13,2%	17,5%	23,3%	23,6%
ROA	10,3%	16,2%	22,6%	24,3%
Current Ratio	2,31	6,79	7,42	8,01

Source: FactSet

1H25A Results

In the first half of 2025, the consolidated value of production rose to €15.94 million (+53.8%), driven by the Green division (€15.06 million, 94.5% of the total), while the Innovation Technology division contributed €0.72 million. The growth reflects the Group's focus on the BESS business and the spin-off of non-core activities (Enginius Srl and RT&L). The development pipeline is also expanding significantly: "Bright Storage" (3.3 GW) is in an advanced authorization stage with €21.50 million in work progress, while "Redelfi 1" (1 GW) and "Redelfi 2" (2 GW) are progressing with mature projects and new development agreements. In 1H25A, EBITDA for the period almost doubled to €10.43 million from €5.71 million, marking an 82.8% increase, while the EBITDA margin reached 66.0%. On the balance sheet side, NFP stood at €15.88 million of debt, improving from €19.46 million of debt as of December 31, 2024.

Estimates and Valuation Update

In light of the results published in the 1H25A half-year report, which outperform the guidelines set out in the Company's Business Plan presented to the financial community, we have slightly revised our estimates for the coming years, bringing forward the expected timing for the recognition of recurring revenues from the development of the BESS pipelines. Specifically, we expect a 2025 value of production of €27.00 million and EBITDA of €15.90 million, corresponding to a margin of 59.8%. For the following years, we expect the value of production to grow to €45.50 million in FY27E (CAGR 2024-2027: 31.9%) and EBITDA to reach €31.30 million, corresponding to a margin of 69.6%. We conducted the valuation of Redelfi's equity value using both the DCF method and the multiples of a sample of comparable companies. The DCF (which, in the WACC calculation, prudently includes a specific risk of 2.5%) yields an equity value of €174.4 million. The equity value of Redelfi based on market multiples amounts to €158.0 million. This results in an average equity value of approximately €166.2 million. **The target price is €13.85, with a BUY rating and MEDIUM risk.**

Economics & Financials

TABLE 1 - ECONOMICS & FINANCIALS

CONSOLIDATED INCOME STATEMENT (€/mln)	FY23A	FY24A	FY25E	FY26E	FY27E
Revenues	10,74	19,24	26,60	35,50	45,00
Other revenues	0,16	0,58	0,40	0,50	0,50
Value of Production	10,91	19,82	27,00	36,00	45,50
COGS & Services	3,84	7,53	7,00	6,80	9,50
Use of asset owned by others	0,21	0,31	0,30	0,35	0,40
Employees	1,45	2,30	3,50	3,80	3,90
Other operating costs	0,35	0,29	0,30	0,35	0,40
EBITDA	5,06	9,39	15,90	24,70	31,30
<i>EBITDA Margin</i>	<i>47,0%</i>	<i>48,8%</i>	<i>59,8%</i>	<i>69,6%</i>	<i>69,6%</i>
D&A	0,49	1,62	1,65	1,70	1,75
EBIT	4,57	7,77	14,25	23,00	29,55
<i>EBIT Margin</i>	<i>41,9%</i>	<i>39,2%</i>	<i>52,8%</i>	<i>63,9%</i>	<i>64,9%</i>
Financial management	(0,24)	(1,80)	(2,50)	(2,50)	(2,50)
EBT	4,33	5,97	11,75	20,50	27,05
Taxes	1,30	2,65	3,50	6,10	8,05
Net Income	3,03	3,32	8,25	14,40	19,00
Minorities	0,79	0,42	3,40	5,00	7,00
CONSOLIDATED BALANCE SHEET (€/mln)	FY23A	FY24A	FY25E	FY26E	FY27E
Fixed Assets	12,41	25,66	25,50	25,50	25,60
Account receivable	0,46	0,50	0,55	0,60	0,70
Work in Progress	7,29	22,84	40,00	44,00	39,00
Account payable	0,88	1,62	1,50	1,80	2,00
Operating Working Capital	6,87	21,72	39,05	42,80	37,70
Other receivable	0,65	2,44	4,00	5,00	5,50
Other payable	1,08	2,15	2,70	4,50	7,00
Net Working Capital	6,44	22,01	40,35	43,30	36,20
Severance & other provisions	1,35	3,00	5,50	7,00	9,00
NET INVESTED CAPITAL	17,50	44,67	60,35	61,80	52,80
Share capital	0,42	0,48	0,58	0,58	0,58
Reserves	9,25	21,42	38,44	46,69	61,09
Net Income	3,03	3,32	8,25	14,40	19,00
Equity	12,70	25,22	47,27	61,67	80,67
Cash & cash equivalents	5,00	23,95	17,92	26,87	50,87
Short term financial debt	3,06	17,79	5,00	4,00	3,00
M/L term financial debt	6,73	25,62	26,00	23,00	20,00
Net Financial Position	4,80	19,46	13,08	0,13	(27,87)
SOURCES	17,50	44,67	60,35	61,80	52,80

CONSOLIDATED CASH FLOW (€/mln)	FY23A	FY24A	FY25E	FY26E	FY27E
EBIT	4,57	7,77	14,25	23,00	29,55
Taxes	1,30	2,65	3,50	6,10	8,05
NOPAT	3,27	5,12	10,75	16,90	21,50
D&A	0,49	1,62	1,65	1,70	1,75
Change in NWC	(4,40)	(15,57)	(18,34)	(2,95)	7,10
<i>Change in receivable</i>	<i>2,00</i>	<i>(0,05)</i>	<i>(0,05)</i>	<i>(0,05)</i>	<i>(0,10)</i>
<i>Change in work in progress</i>	<i>(7,29)</i>	<i>(15,55)</i>	<i>(17,16)</i>	<i>(4,00)</i>	<i>5,00</i>
<i>Change in payable</i>	<i>0,40</i>	<i>0,74</i>	<i>(0,12)</i>	<i>0,30</i>	<i>0,20</i>
<i>Change in others</i>	<i>0,49</i>	<i>(0,71)</i>	<i>(1,01)</i>	<i>0,80</i>	<i>2,00</i>
Change in provisions	1,04	1,65	2,50	1,50	2,00
Operating Cash Flow	0,39	(7,18)	(3,44)	17,15	32,35
Capex	(4,8)	(14,9)	(1,5)	(1,7)	(1,9)
FREE CASH FLOW	(4,38)	(22,06)	(4,93)	15,45	30,50
Financial Management	(0,24)	(1,80)	(2,50)	(2,50)	(2,50)
Change in financial debt	7,19	33,61	(12,40)	(4,00)	(4,00)
Change in equity	0,45	9,20	13,81	0,00	0,00
FREE CASH FLOW TO EQUITY	3,02	18,95	(6,02)	8,95	24,00

Source: Redelfi Historical Data and Integrae SIM estimates

Company Overview

Redelfi SpA, parent company of the namesake industrial Group, is a company engaged in the development of innovative and sustainable infrastructure to support the energy transition. It was founded in Genoa in 2008 by Davide Sommariva, current Chairman, and Raffaele Palomba. Through its various subsidiaries in Switzerland and the United States, the Redelfi Group operates in the fields of innovation and energy transition, with a core business focused on renewable energy, particularly the development of Battery Energy Storage System (BESS) parks in Italy and the US, mainly through joint ventures with strategic partners.

1H25A Results

TABLE 2 - 1H25A VS 1H24A

€/mln	VoP	EBITDA	EBITDA %	EBIT	Net Income	NFP
1H25A	15,94	10,43	66,0%	9,62	5,97	15,88
1H24A	10,36	5,71	55,8%	5,46	3,55	19,46*
<i>Change</i>	<i>53,8%</i>	<i>82,8%</i>	<i>10,2%</i>	<i>76,1%</i>	<i>68,3%</i>	<i>n/a</i>

Source: Integrae SIM *FY24A data

During the first half of 2025, consolidated production value amounted to € 15.94 million, up 53.8% compared to the first half of 2024, when it totalled € 10.36 million. Almost the entire result is attributable to the Green business line, which represents the Group's core business: revenues for the period came to € 15.06 million (94.5% of the total, +64.7% compared to € 9.14 million in 1H24A), while the Innovation Technology line contributed € 0.72 million. This concentration reflects the strategic decision to allocate resources and investments to the development of BESS, as confirmed by the Board of Directors' approval of the spin-off of the non-core company Enginius S.r.l. (in addition to RT&L, already no longer part of the consolidation scope). The transaction, currently being finalised, will make it possible to separate technological consulting and digital services activities from the Group's scope, aligning the organisation with the BESS-focused core business.

The first half of the year also saw an expansion of development activities, particularly in the Italian market. In detail:

- **Bright Storage - 3,3 GW:** the joint venture between Redelfi (51.0%) and Flash (49.0%), part of the WRM Group, is in an advanced stage of the authorisation process, with filing expected by year-end. As at 30 June, the progress of the pipeline amounts to approximately € 21.50 million. It should be noted that the same partner, Flash S.p.A., had already secured a pre-emption right on 1 GW of projects;
- **Redelfi 1 - 1 GW:** this sales contract originated from the acquisition, in 2023, of the subsidiary GPA Solutions. It currently includes five projects at an advanced stage of development;
- **Redelfi 2 - 2 GW:** initially conceived as a "backup", it now includes projects at a solid stage of development and shows a very low attrition rate. In the coming months, this pipeline will be the subject of additional Development Service Agreements, with the aim of replicating a model capable of generating recurring revenues already in the pre-filing phase.

Overall, the domestic pipelines represented in 2024 the main industrial driver and revenue generator for the Green business line, thanks to a scalable, high-margin model that enables the valorisation of projects already in the intermediate stages of development. Diversification between co-developed and wholly-owned pipelines ensures flexibility in managing exits and access to multiple financing option. In the U.S. market, Redelfi has been operating since 2022 in partnership with Elio Energy Group and Altea Green Power. The U.S. pipeline amounts to approximately 3 GW, with Lund Storage (500 MW) as the flagship project; the sale process for this project, launched in the second half of 2024, is expected to completed between late 2025 and early 2026.

The increase in production value, combined with operating costs that remain broadly in line with the previous half-year, led to a significant improvement in profitability. EBITDA for the period nearly doubled, reaching € 10.43 million compared with € 5.71 million (+82.8%), while the EBITDA margin rose to 66.0%, ten percentage points higher than in the first half of 2024. EBIT, after depreciation and amortization totaling € 0.81 million—which includes the amortization of the earn-out related to the GPA transaction—stood at € 9.62 million, with an EBIT margin of 60.3%, while Net Income reached € 5.97 million, reflecting a slight increase in financial expenses due to the subscription of new debt (notably the € 15.00 million facility with Anthilia).

The Group's share of profit amounted to € 3.55 million, while minority interests—mainly related to BESS joint ventures and, in particular, to partner Flash within the Bright Storage pipeline—more than tripled to € 2.42 million, highlighting the growing weight of corporate partnerships in the business model.

The statement of financial position also recorded significant changes. On the working-capital side, the progress in project development led to a marked increase in work in progress (contract work in progress), while shareholders' equity rose sharply to € 41.36 million (vs € 24.49 million), mainly due to the € 7.99 million capital increase and the contribution from minority shareholders in the joint ventures, which raised the portion of non-controlling interests. These two transactions also contributed to greater market visibility, strengthening investors' perception of the Group's financial soundness.

In summary, the results confirm an expanding and more robust financial structure: the increase in working capital is the natural consequence of BESS project progress and entails a capital absorption currently financed through the capital increase and the early collection of DSA fees; equity is reinforced by new capital and growing earnings, while net financial position improves thanks to strong cash generation, which is expected to strengthen further in the coming periods.

FY25E - FY27E Estimates

TABLE 3 - ESTIMATES UPDATES FY25E-27E

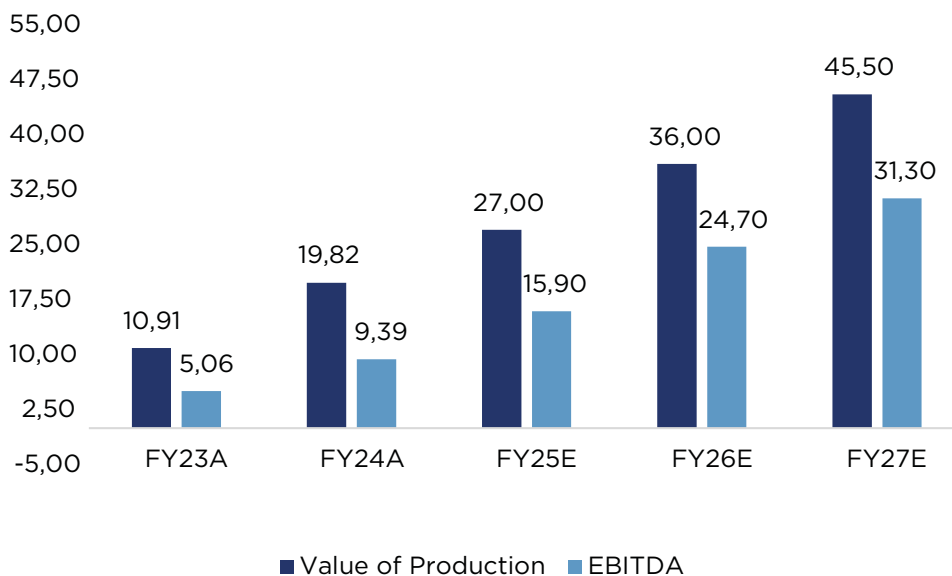
€/mln	FY25E	FY26E	FY27E
Value of production			
New	27,0	36,0	45,5
Old	26,8	34,9	42,5
<i>Change</i>	0,9%	3,3%	7,1%
EBITDA			
New	15,9	24,7	31,3
Old	14,6	24,2	29,3
<i>Change</i>	9,3%	2,3%	7,0%
EBITDA margin			
New	59,8%	69,6%	69,6%
Old	54,7%	69,6%	69,6%
<i>Change</i>	5,1%	0,0%	0,0%
EBIT			
New	14,3	23,0	29,6
Old	12,9	22,4	27,4
<i>Change</i>	10,5%	2,7%	7,8%
Net Income			
New	8,3	14,4	19,0
Old	7,6	14,4	17,6
<i>Change</i>	8,6%	0,0%	8,0%
NFP			
New	13,1	0,1	(27,9)
Old	16,7	4,5	(18,3)
<i>Change</i>	n/a	n/a	n/a

Source: Integrae SIM

In light of the results published in the Half-Year Report – which outperform the guidelines set out in the Company’s Business Plan presented to the financial community – we have slightly revised our estimates for the coming years, bringing forward the expected timing for the recognition of recurring revenues from the development of the BESS pipelines.

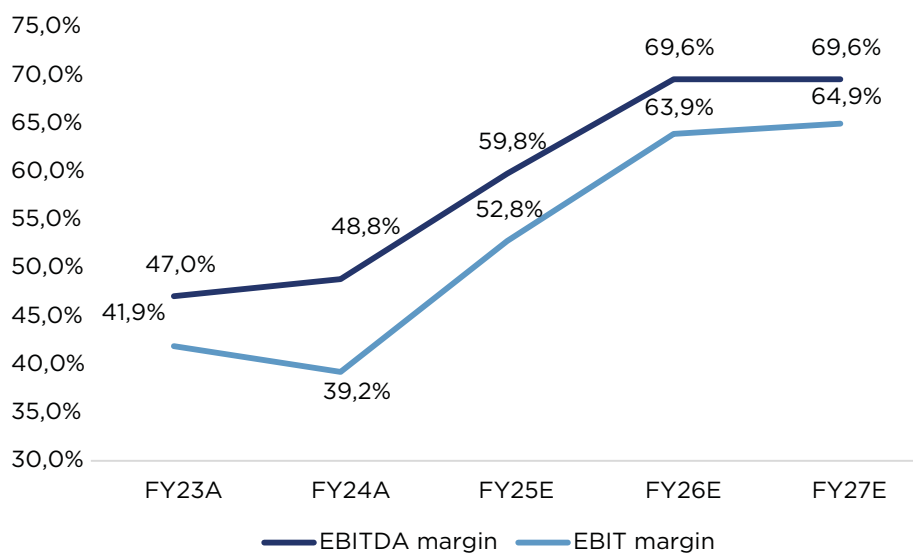
Specifically, we now expect 2025 production value of € 27.00 million, with EBITDA of € 15.90 million, corresponding to a margin of 59.8%. For the following years, we forecast a steady increase in production value, reaching € 45.50 million in FY27E (2024–2027 CAGR: 31.9%) and EBITDA of € 31.30 million, equivalent to a margin of 69.6%.

CHART 1 - VOP AND EBITDA FY23A - FY27E (€/MLN)



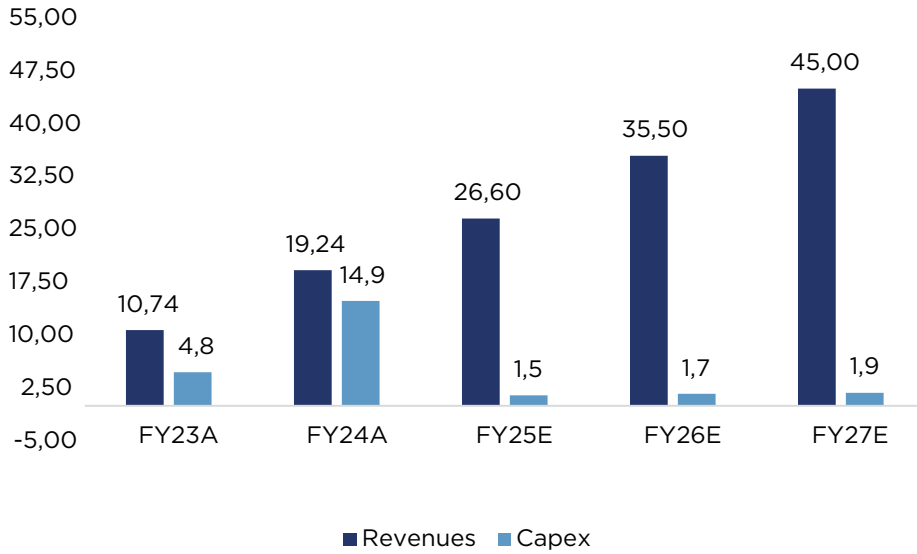
Source: Integrae SIM

CHART 2 - MARGIN % FY23A- FY27E



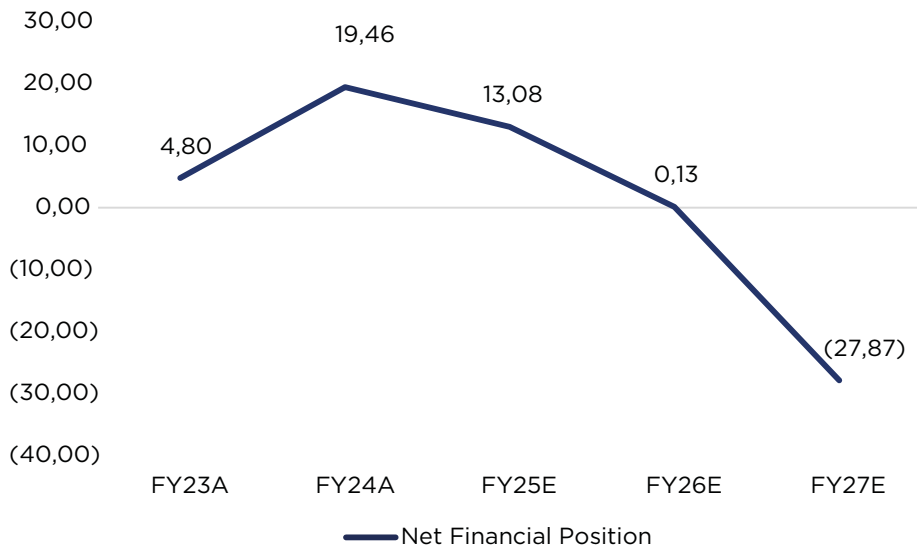
Source: Integrae SIM

CHART 3 - CAPEX FY23A - FY27E (€/MLN)



Source: Integrae SIM

CHART 4 - NFP FY23A - FY27E (€/MLN)



Source: Integrae SIM

Valuation

We conducted the valuation of Redelfi's equity value based on the DCF methodology and the multiples of a sample of comparable companies.

DCF Method

TABLE 4 - WACC

WACC			10,0%
D/E 81,8%	Risk Free Rate 2,5%	β Adjusted 1,3	α (specific risk) 2,5%
Kd 5,5%	Market premium 7,5%	β Relevered 1,5	Ke 14,9%

Source: Integrae SIM

Considerando un rischio specifico del 2,5%, ne risulta un WACC di 10,0%.

TABLE 5 - DCF VALUATION

DCF	% of EV	
FCFO Actualized	70,31	34,3%
TV Actualized DCF	134,94	65,7%
Enterprise Value	205,26	100,0%
NFP (FY24A)	19,46	
Minorities	11,40	
Equity Value	174,40	

Source: Integrae SIM

Based on the above data and taking our estimates and assumptions as a reference, the resulting equity value is €174.40 million.

TABLE 6 - EQUITY VALUE SENSITIVITY ANALYSIS

€/mln	WACC							
	8,5%	9,0%	9,5%	10,0%	10,5%	11,0%	11,5%	
Growth Rate (g)	3,0%	263,6	240,1	220,2	203,4	188,9	176,3	165,3
	2,5%	244,9	224,6	207,3	192,4	179,5	168,2	158,3
	2,0%	229,0	211,3	196,1	182,9	171,3	161,1	152,0
	1,5%	215,4	199,8	186,3	174,4	163,9	154,7	146,4
	1,0%	203,7	189,8	177,6	166,9	157,4	148,9	141,3
	0,5%	193,4	180,9	169,9	160,2	151,5	143,7	136,6
	0,0%	184,3	173,0	163,0	154,1	146,1	138,9	132,4

Source: Integrae SIM

Market Multiples

Our panel consists of companies operating in the same sector as Redelfi; these are the same companies used for the calculation of the Beta in the DCF method. The panel includes:

TABLE 7 - MARKET MULTIPLES ENERGY

Company Name	EV/EBITDA		EV/EBIT		P/E	
	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Enlight Renewable Energy Ltd	20,6x	15,6x	31,2x	24,5x	42,6x	119,0x
Iniziativa Bresciane SpA	8,5x	7,4x	18,4x	14,3x	15,6x	10,3x
Ameresco Inc	16,4x	14,0x	31,8x	25,4x	48,7x	34,9x
Terna SpA	11,3x	10,5x	17,6x	16,7x	16,3x	16,2x
Altea Green Power SpA	8,0x	3,8x	8,1x	3,9x	10,9x	5,1x
Median	11,3x	10,5x	18,4x	16,7x	16,3x	16,2x

Source: Integrae SIM

TABLE 8 - MARKET MULTIPLES VALUATION

€/mln	FY25E	FY26E
Enterprise Value		
EV/EBITDA	179,67	259,35
EV/EBIT	262,20	384,36
P/E	134,39	232,99
Enterprise Value post 25,0% discount		
EV/EBITDA	134,75	194,51
EV/EBIT	196,65	288,27
P/E	100,79	174,74
Equity Value		
EV/EBITDA	121,68	194,39
EV/EBIT	183,57	288,15
P/E	87,72	174,62
Average	130,99	219,05

Source: Integrae SIM

The equity value of Redelfi, calculated using the market multiples EV/EBITDA, EV/EBIT, and P/E, and applying a 25.0% discount, amounts to €158.0 million.

Equity Value

TABLE 9 - EQUITY VALUE

Equity Value (€/mln)	166,2
Equity Value DCF (€/mln)	174,4
Equity Value Multiples (€/mln)	158,0
Target Price (€)	13,85

Source: Integrae SIM

This results in an average equity value of approximately €166.2 million. **The target price is therefore €13.85. We confirm our BUY rating and MEDIUM risk.**

TABLE 10 - TARGET PRICE IMPLIED VALUATION MULTIPLES

Multiples	FY24A	FY25E	FY26E	FY27E
EV/EBITDA	19,8x	11,7x	7,5x	5,9x
EV/EBIT	23,9x	13,0x	8,1x	6,3x
P/E	50,1x	20,1x	11,5x	8,7x

Source: Integrae SIM

TABLE 11 - CURRENT PRICE IMPLIED VALUATION MULTIPLES

Multiples	FY24A	FY25E	FY26E	FY27E
EV/EBITDA	13,1x	7,8x	5,0x	3,9x
EV/EBIT	15,9x	8,7x	5,4x	4,2x
P/E	31,3x	12,6x	7,2x	5,5x

Source: Integrae SIM

Disclosure Pursuant to Delegated Regulation UE n. 2016/958

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The table below, shows INTEGRAE SIM's recommendation, target price and risk issued during the last 12 months:

Date	Price	Recommendation	Target Price	Risk	Comment
22/04/2025	7,46	Buy	12,00	Medium	Update
24/07/2025	6,57	Buy	12,00	Medium	Breaking News

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Upside Potential (for different risk categories)

Rating	Low Risk	Medium Risk	High Risk
BUY	Upside >= 7.5%	Upside >= 10%	Upside >= 15%
HOLD	-5% < Upside < 7.5%	-5% < Upside < 10%	0% < Upside < 15%
SELL	Upside <= -5%	Upside <= -5%	Upside <= 0%
U.R.	Under Review		
N.R.	Not Rated		

Valuation methodologies (long term horizon: 12 months)

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