

REDELFI

Sector: *Industrials*
BUY

Price: Eu10.86 - Target: Eu14.60

Leveraging Licensing Expertise Across Key Infrastructure

Paolo Citi +39-02-77115.430

paolo.citi@intermonte.it

Chiara Pampurini +39-02-77115.633

chiara.pampurini@intermonte.it

Stock Rating

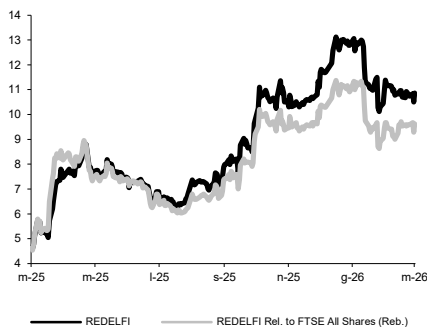
Rating: BUY (New Coverage)

Target Price (Eu): 14.60 (New Coverage)

Next Event

FY25 Results Out 30th March

REDELFI - 12M Performance



Stock Data

Reuters code: RDF.MI

Bloomberg code: RDF IM

Performance	1M	3M	12M
Absolute	-4.6%	-7.2%	134.8%
Relative	-0.3%	-6.9%	122.3%
12M (H/L)	13.12/4.59		
3M Average Volume (th):	42.10		

Shareholder Data

No. of Ord shares (mn):	12
Total no. of shares (mn):	12
Mkt Cap Ord (Eu mn):	128
Total Mkt Cap (Eu mn):	128
Mkt Float - Ord (Eu mn):	48
Mkt Float (in %):	37.4%
Main Shareholder:	
Marinetta S.r.l.	27.9%

Balance Sheet Data

Book Value (Eu mn):	62
BVPS (Eu):	5.24
P/BV:	2.1
Net Financial Position (Eu mn):	-29
Enterprise Value (Eu mn):	197

■ A leading licensing company in strategic infrastructure, with a focus on BESS.

Redelfi is a licensing company specialised in development and permitting for energy infrastructure, with a focus on stand-alone battery energy storage systems (BESS). With over 15 years of management experience in the green energy and technology transition sectors, the Group operates mainly in Italy and the US and is planning to expand into data centre development. Listed on the EGM since 2022, Redelfi's main shareholder is Chairman and founder Davide Sommariva through Marinetta S.r.l.

■ 7GW pipeline, of which 3GW under a risk-mitigation revenue model.

The Group is a specialised permitting developer for BESS projects, managing activities from site scouting to feasibility, environmental analysis and grid-connection applications, through a five-gate process lasting 18 to 36 months. The Group generates revenues mainly from selling ready-to-build authorised projects, while Development Service Agreements (DSAs) provide milestone payments that stabilise cash flow and share development risk with financial partners. Redelfi manages a total 6GW pipeline in Italy, with additional capacity in the US through joint ventures (1GW consolidated).

■ Exposure to strategic markets.

BESS are a critical asset for power-grid stability as renewable penetration accelerates. In Italy BESS capacity is projected to more than quadruple by 2030, supported by long-term auction-based revenue schemes. As an early mover with c. 4 GW already in permitting, Redelfi positioned itself in 2025 as one of the leading players in BESS authorisation development in Italy. At the same time, data centre demand is rising, with energy consumption set to increase significantly over the next decade. Italy is emerging as a new European hub, and Redelfi can leverage its grid-development expertise to enter this segment, with a term sheet for its first data centre pipeline already signed.

■ Outlook supported by pipeline execution while awaiting a new Business Plan.

Redelfi set out its strategy in the 2023-26 Business Plan; performance has exceeded those targets, driven by a sharper focus on BESS. A new Plan is expected in coming months, incorporating the updated corporate structure and next milestones. For 2025, we expect results toward the top end of Plan target ranges, with revenues of Eu26.5mn (+34% YoY) and EBITDA of Eu14.7mn (55.5% margin). While 2026 should remain a development year, we expect the first project sales to materialise in 2027.

■ We initiate coverage with a BUY recommendation and TP of Eu14.6.

We appreciate Redelfi's exposure to the Italian BESS market, a key segment given its strategic role in grid stability. The Group positions itself as one of Italy's leading developers with a 6 GW pipeline, over 4 GW of which are at an advanced authorisation stage. Its proven permitting expertise provides a competitive edge that can be replicated in adjacent strategic infrastructure segments such as data centres. Short-term catalysts include the publication of the new Business Plan, the first ready-to-build BESS project sales (expected from 2027), and further disclosure on the newly launched data centre development line. In terms of valuation, we set a target price of Eu14.6ps, based on blended DCF and multiples valuations.

Key Figures & Ratios	2023A	2024A	2025E	2026E	2027E
Sales (Eu mn)	11	20	27	34	36
EBITDA Adj (Eu mn)	5	9	15	25	28
Net Profit Adj (Eu mn)	2	3	4	8	12
EPS New Adj (Eu)	0.265	0.311	0.338	0.677	0.981
EPS Old Adj (Eu)					
DPS (Eu)	0.000	0.000	0.000	0.000	0.000
EV/EBITDA Adj	4.3	7.8	8.3	7.9	6.3
EV/EBIT Adj	4.8	9.7	9.4	8.5	6.7
P/E Adj	40.9	35.0	32.2	16.0	11.1
Div. Yield	0.0%	0.0%	0.0%	0.0%	0.0%
Net Debt/EBITDA Adj	1.0	2.1	0.8	1.2	-0.1

REDELFI – Key Figures						
Profit & Loss (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Sales	5	11	20	27	34	36
EBITDA	2	5	9	15	25	28
EBIT	1	5	8	13	23	26
Financial Income (charges)	-1	-0	-1	-2	-2	-2
Associates & Others	0	0	0	0	0	0
Pre-tax Profit	0	4	6	11	21	25
Taxes	-0	-1	-3	-3	-0	-7
Tax rate	14.3%	30.2%	43.7%	30.9%	0.9%	29.0%
Minorities & Discontinued Operations	-0	-1	-0	-4	-7	-6
Net Profit	0	2	3	4	14	12
EBITDA Adj	2	5	9	15	25	28
EBIT Adj	1	5	8	13	23	26
Net Profit Adj	0	2	3	4	8	12
Per Share Data (Eu)	2022A	2023A	2024A	2025E	2026E	2027E
Total Shares Outstanding (mn) - Average	8	8	9	12	12	12
Total Shares Outstanding (mn) - Year End	8	8	9	12	12	12
EPS f.d	0.035	0.267	0.328	0.338	1.187	0.981
EPS Adj f.d	0.036	0.265	0.311	0.338	0.677	0.981
BVPS f.d	1.067	1.334	2.032	4.049	5.236	6.216
Dividend per Share ORD	0.000	0.000	0.000	0.000	0.000	0.000
Dividend per Share SAV	0.000	0.000	0.000	0.000	0.000	0.000
Dividend Payout Ratio (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Cash Flow (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Gross Cash Flow	1	4	5	9	23	19
Change in NWC	-2	-3	-14	-27	-33	8
Capital Expenditure	-2	0	-3	-1	-11	-1
Other Cash Items	0	0	0	0	0	0
Free Cash Flow (FCF)	-3	0	-12	-18	-21	27
Acquisitions, Divestments & Other Items	2	-5	-2	25	5	5
Dividends	0	0	0	0	0	0
Equity Financing/Buy-back	0	0	0	0	0	0
Change in Net Financial Position	-1	-5	-14	7	-17	32
Balance Sheet (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Total Fixed Assets	8	12	26	24	33	32
Net Working Capital	2	7	22	48	82	73
Long term Liabilities	-0	-2	-3	-3	-3	-3
Net Capital Employed	10	18	45	70	112	102
Net Cash (Debt)	-1	-5	-20	-12	-29	3
Group Equity	9	12	25	57	83	105
Minorities	0	1	6	10	21	32
Net Equity	9	11	19	48	62	73
Enterprise Value (Eu mn)	2022A	2023A	2024A	2025E	2026E	2027E
Average Mkt Cap	9	22	54	87	128	128
Adjustments (Associate & Minorities)	4	5	-0	-22	-40	-52
Net Cash (Debt)	-1	-5	-20	-12	-29	3
Enterprise Value	6	22	74	122	197	177
Ratios (%)	2022A	2023A	2024A	2025E	2026E	2027E
Gearing - Debt/Equity	6.9%	43.1%	78.1%	21.5%	34.9%	-2.8%
Interest Cover on EBIT	1.5	15.3	5.4	6.2	12.1	17.5
Net Debt/EBITDA Adj	0.4	1.0	2.1	0.8	1.2	-0.1
ROACE*	14.3%	33.6%	24.4%	22.6%	25.4%	24.6%
ROE*	4.3%	22.1%	19.3%	11.9%	14.6%	17.1%
EV/CE	0.8	1.6	2.4	2.1	2.2	1.6
EV/EBITDA Adj	3.5	4.3	7.8	8.3	7.9	6.3
EV/EBIT Adj	5.4	4.8	9.7	9.4	8.5	6.7
Free Cash Flow Yield	-2.1%	0.0%	-9.3%	-12.0%	-12.7%	15.0%
Growth Rates (%)	2022A	2023A	2024A	2025E	2026E	2027E
Sales	400.0%	142.2%	81.7%	33.8%	28.3%	7.0%
EBITDA Adj	nm	200.0%	84.3%	56.4%	69.3%	13.1%
EBIT Adj	nm	318.2%	64.8%	69.9%	79.0%	14.1%
Net Profit Adj	-91.4%	633.3%	31.8%	36.9%	100.5%	44.8%
EPS Adj		633.3%	17.1%	8.7%	100.5%	44.8%
DPS						

*Excluding extraordinary items

Source: Intermonte SIM estimates

Contents

Executive Summary	4
Redelfi in Brief.....	7
Company description.....	8
History	8
Shareholding Structure & Management Team	9
Redelfi's Business Model	10
Current Redelfi Pipelines	12
BESS: Business description and market trends	14
Core Market.....	15
The Italian scenario for BESS	16
BESS development and financials.....	19
Main players along the value chain.....	21
Data Centres: growing demand expected.....	22
2023-26 Strategic Plan and Next Steps	24
2023-26 Strategic Plan.....	24
Next Steps.....	25
Strategic entry in data centre leveraging infrastructure expertise	25
Financial Performance	26
2021-2024 Results	26
1H25 results.....	29
2025-2029 Financial Forecasts	30
Valuation	33
DCF model	33
Market multiples valuation	34
Cross-check valuation based on BESS pipeline.....	35
Financials	36
Share Price Performance and Multiples Comparison	37
Appendix I: Regulatory Framework.....	38
MACSE: Long-term auction framework designed to support large BESS projects.....	38
Capacity Market	39
Next regulated opportunity.....	40
Appendix II: Main players along the value chain.....	41

Executive Summary

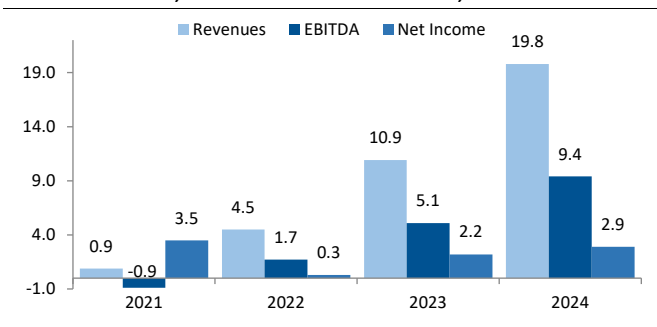
- **A leading licensing company in strategic infrastructure, with a focus on BESS.** Redelfi is an industrial player with over 15 years' management experience in the green energy and technology transition sectors. The Group operates as a licensing company in Italy and the United States, focusing on the permitting and authorisation development of energy infrastructure, particularly stand-alone battery energy storage systems (BESS); its intention is to expand into data centre development. Listed on Euronext Growth Milan since June 2022, the main shareholder is the Chairman and founder Davide Sommariva, with co-founder Raffaele Palomba and key investors such as Alkemia SGR and Algebris Investment also holding significant stakes. The increasing focus on BESS since listing has led to sharp increases in revenues and EBITDA, which reached Eu19.8mn and Eu9.4mn in 2024 respectively.

Stand-alone BESS



Source: Company website.

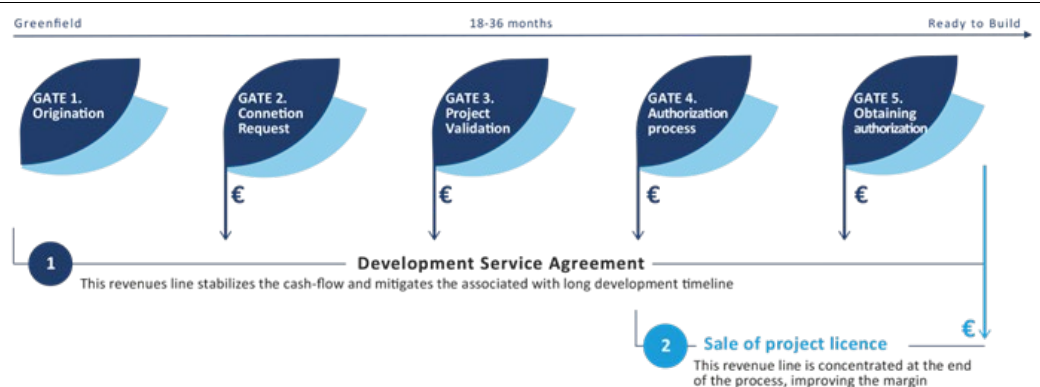
Redelfi - Revenues, EBITDA and Net Income trends, 2021-24



Source: Company data.

- **A permitting developer with a risk-mitigation revenue model.** Redelfi plays a key role in the BESS value chain by handling the authorisation process and managing all early development phases required before construction, including site selection, feasibility studies, and environmental and grid connection assessments. Leveraging its in-house expertise, Redelfi independently oversees the entire development cycle, which typically lasts 18 to 36 months and is divided into five gates. Most of the revenue comes from selling ready-to-build project to clients when authorisation has been obtained. However, the duration of the permitting process exposes Redelfi to execution risk and cash flow challenges. To address this, Redelfi has introduced Development Service Agreements (DSAs), a second revenue line which foresees milestone payments, ensuring steadier cash flow and risk sharing with financial partners.

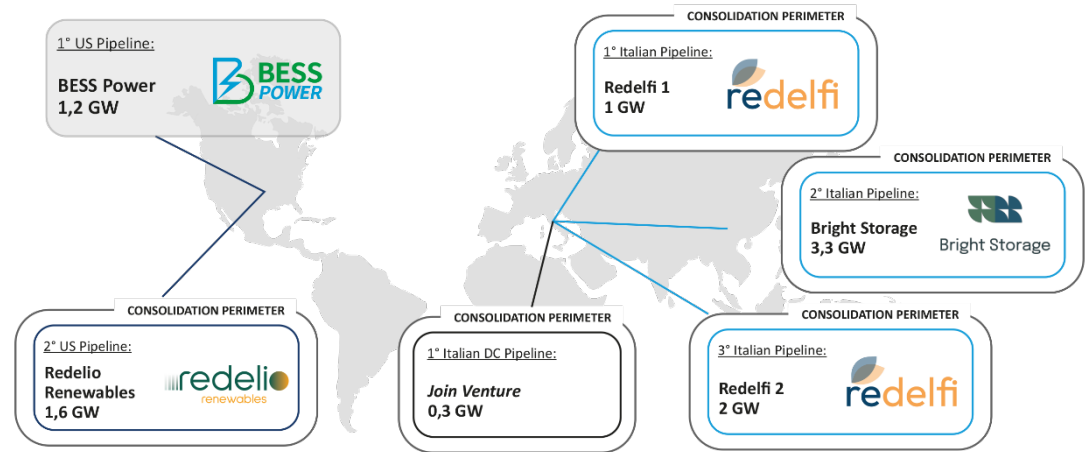
Redelfi business model



Source: Intermonte SIM on Company presentation.

- **Five international pipelines for a total of 7 GW consolidated power capacity.** Redelfi's project pipeline is mainly concentrated in Italy with around 6GW under development. Here, Redelfi is developing three stand-alone BESS pipelines: Redelfi 1 (0.8GW), fully owned and at an advanced stage, already covered by a preliminary sale agreement with a major international investor; Bright Storage (3.3GW), a five-year pipeline developed through a JV with WRM investment fund, with projects well along the permitting process and under Development Service Agreements; and Redelfi 2 (2GW), an early-stage pipeline. In the US, where Redelfi has been active since 2022, the pipeline totals around 3GW and has been developed through two JVs with local partner Elio Energy Group: BESS Power (1.2GW, not consolidated) and Redelio Renewables (1.6GW). Given the current uncertainties in the US market in relation to the energy transition, Redelfi is evaluating the divestment of its subsidiaries when not providing a positive contribution to the Group's EBITDA. The Italian pipeline will be complemented by four data centre projects, the term sheet for which was signed in January 2026.

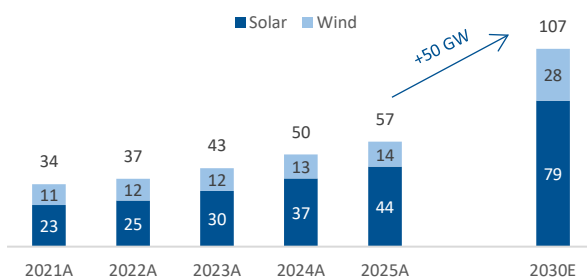
Redelfi - BESS Pipelines



Source: Intermonte SIM, Company presentation

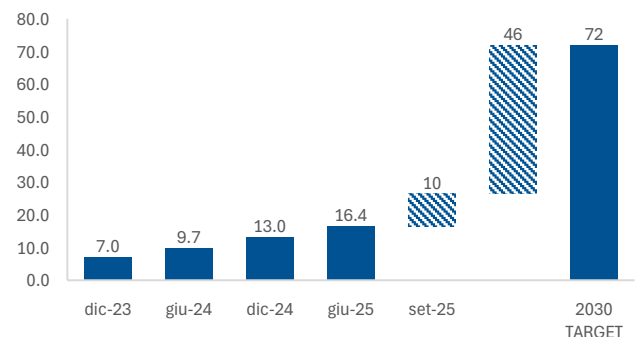
- **A leading position in a critical market for grid stability.** Battery Energy Storage Systems are stationary electrochemical assets that store electricity and release it back to the grid when needed. They are essential for stabilising power systems as the energy mix shifts increasingly toward renewables, with renewable power capacity expected to double over the next five years according to the IEA. Terna, the Italian national transmission system operator, recognises the crucial role of BESS in effectively integrating renewable energy, especially given the target of satisfying 63% of electricity consumption from renewable sources by 2030 (up from the current 41%). The policy scenario forecasts 72 GWh of installed BESS capacity by 2030, compared with 16.4GWh as of June 2025, supported by regulated auction mechanisms (such as the capacity market, MACSE) providing long-term fixed revenues, often employed alongside more flexible solutions. Redelfi stands out as an early mover in the Italian BESS market: with a 4GW project pipeline already in the authorisation phase, the Group positioned itself in 2025 as one of the leading players in BESS authorisation development in Italy.

Italy: Wind and Solar capacity expected evolution (GW)



Source: Intermonte SIM. National Energy and Climate Plan on RSE, GSE, Terna.

Italy: BESS capacity evolution and 2030 target (GWh)



Source: Intermonte SIM on Terna, NECP.

- **Exploring the data centre opportunity.** Demand for data centres is rising rapidly amid increasing digitalization and provision of AI services. Globally, energy use by data centres is projected to quadruple by 2035, amounting to ca. 4% of world electricity demand. Italy is emerging as a new European hotspot with installed data centre capacity that could reach 4.6 GW by 2035 in a full potential scenario. Through its extensive experience in BESS development and the deep expertise gained from mapping Italy's electrical grid, Redelfi has leveraged a knowledge transfer approach to launch its data centre development business. The term sheet for a first pipeline was signed in January. The business model for data centres will replicate the one for BESS, with site validation and grid connection requests enabling operational efficiencies and a cross-selling approach.
- **Outlook supported by pipeline execution while waiting a new Business Plan.** Redelfi set out its strategy in its 2023–26 Business Plan focused on completing the BESS development pipeline. The Group has exceeded its original targets, supported by a sharper focus on BESS. A new Business Plan is expected to be released in coming months, reflecting the corporate structure and outlining key milestones, including the sale of the ready-to-build BESS projects and entry to the data centre development business. For 2025, we expect Redelfi to deliver results at the upper end of the Business Plan range, with revenues of Eu26.5mn (+34% YoY) and EBITDA of Eu14.7mn, implying a 55.5% margin (vs. 47.5% in FY24). In the following years, our growth forecasts are primarily driven by the evolution and monetisation of the BESS development pipeline.

We expect 2026 to remain a development year, with revenues mainly reflecting work-in-progress. From 2027 onward, we anticipate the first sales of ready-to-build projects. Our projections point to revenues of Eu40.5mn in 2029 and an EBITDA margin of 79.7%. This trajectory is expected to be reflected in the balance sheet. Net working capital should increase as inventories grow through ongoing permitting activities, resulting in net debt of Eu28.9mn in 2026. Through the sale of projects, we expect the Group to return to a cash-positive net financial position from 2027.

- **We initiate coverage with a BUY recommendation and set a target price of Eu14.6.** We appreciate Redelfi's exposure to the Italian BESS market, a market subject to intense regulatory focus due to its crucial role in grid stability. In the value chain, Redelfi specialises in identifying suitable land and manages the entire permitting process for BESS projects, bringing them to ready-to-build status. The Group is one of the leading players in permitting development, with a 6 GW development pipeline, of which more than 4 GW are at the final stage of authorisation. The expertise and technical capabilities gained in BESS development can be leveraged in other strategic infrastructure segments, such as data centres, a market expected to grow significantly in the coming years and highly synergistic with BESS. Short-term catalysts include the release of the new Business Plan, which will outline Redelfi's updated strategic trajectory and targets. Other key milestones will be the sale of BESS projects that have reached ready-to-build stage, expected to begin in 2027, the creation of a new JV to develop the Redelfi 2 pipeline, currently at an early stage, and the disclosure of further details regarding the new data centre business line.

Redelfi in Brief

Company description

Redelfi is an industrial player with over 15 years' management experience in the green energy and technology transition sectors. The Group operates as a licensing company, focusing on permitting and authorisation development for the development of standalone BESS. Redelfi has a 6.3GW BESS pipeline under development in Italy and 2.8GW in the US. Recently the Group announced its entry into data centre permitting development to exploit its knowledge in strategic infrastructure development. In FY24 the Group reported Eu19.8mn revenues and Eu9.4mn EBITDA.

Strengths/Opportunities

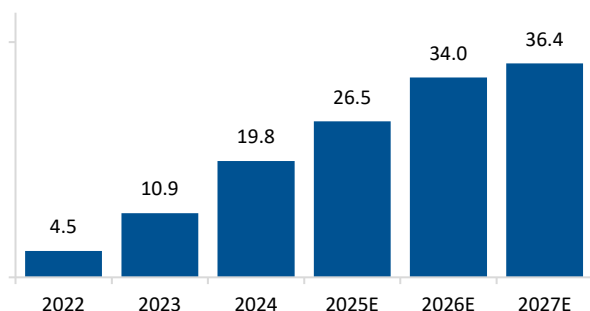
- Management expertise in energy infrastructure
- Development Service Agreements (DSA) stabilise cash flows ensuring steady, recurring income during project development
- Growing focus on BESS, key to grid stability and effective integration of renewables into the system
- Expansion in the data centre market can unlock operational efficiencies and synergies through BESS integration

Redelfi – Stock price evolution (Eu)



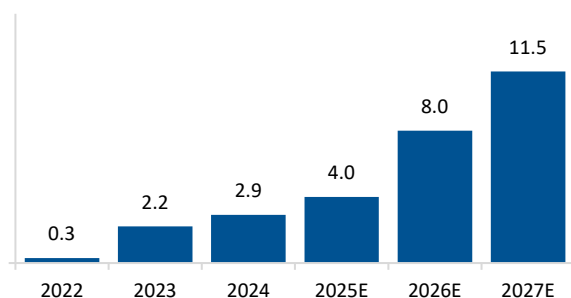
Source: Intermonte SIM on FactSet.

Redelfi - Revenues evolution (Eu mn)



Source: Intermonte SIM (E) and Company data.

Redelfi – Adj. net income evolution (Eu mn)



Source: Intermonte SIM (E) and Company data.

Management

Chairman: Davide Sommariva

CEO: Sabina Pinto

CFO: Emanuele Cardone

Next BoD renewal: Spring 2028

BoD independent members: 2/8

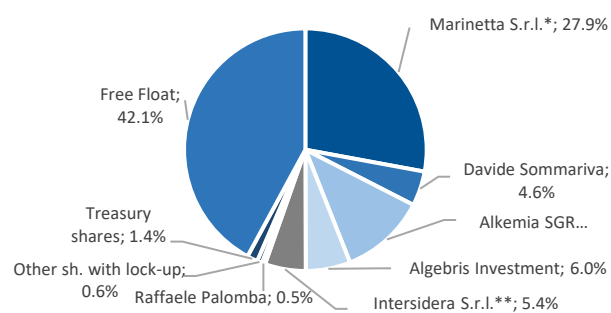
Shareholders

Marinetta S.r.l.	27.9%
Davide Sommariva	4.62%
Alkemia SGR	11.5%
Algebris Investment	5.95%
Intersidera S.r.l.	5.44%
Raffaele Palomba	0.46%
Lock-up & Treasury	2.06%
Free Float	42.1%

Weaknesses/Threats

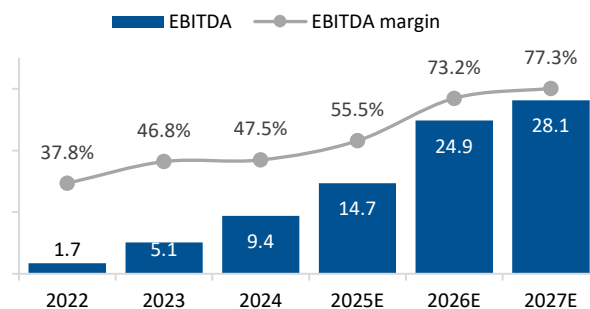
- High dependence of cash inflows on timing of authorisation and sale of Ready-to-Build projects, partly offset by the presence of DSA
- Regulatory and permitting risks, minimised by the geographical diversification
- Projects execution and delays

Redelfi – Shareholders (as of March 2026)



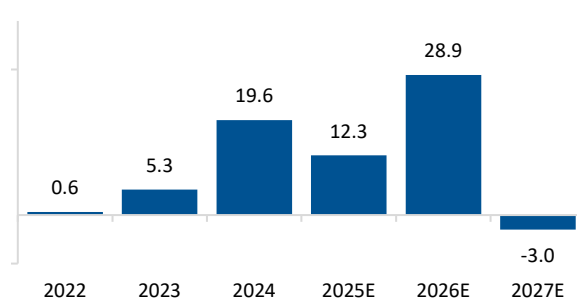
Source: Intermonte SIM on Company data.

Redelfi – EBITDA (Eu mn) and EBITDA margin (%) evolution



Source: Intermonte SIM (E) and Company data.

Redelfi – Net debt evolution (Eu mn)



Source: Intermonte SIM (E) and Company data.

Company description

Redelfi is an industrial player with over 15 years' management experience in the green energy and technology transition sectors. Listed on Euronext Growth Milan since 8 June 2022, the Group operates as a licensing company across Italy and the United States, focusing on permitting and authorisation development for energy infrastructure, especially standalone BESS projects, with an intention to expand into data centre development.

History

2008-2021

Pre-listing

Since its founding in 2008 as an investment vehicle in Renenergetica, Redelfi has positioned itself in the renewable energy sector. In 2019, Redelfi entered the mini-hydroelectric market by acquiring a stake in Rh Hydro, completing full ownership by 2021. From 2020 onward, the Group pursued an active growth strategy, raising Eu1mn through crowdfunding supported by employees and management. Key acquisitions in 2021 included the US-based photovoltaic company SPV SR26 LLC and the Italian ICT and software development firm Enginius. In the same year, the Group exited Renenergetica, generating proceeds of around Eu5mn.

2022

Listing on the EGM / Entry to the BESS market in the US

Redelfi officially listed on Euronext Growth Milan on 8 June 2022. In the same year, the Group entered the BESS market in the United States through the establishment of BESS Power Corp, a joint venture with a local developer focused on developing stand-alone BESS parks.

2023

US expansion / Entry to BESS market in Italy

BESS Power Corp. acquired the US special-purpose vehicle Lund Storage Centre 1 LLC, which had a project to develop a 400 MW battery storage facility in Texas. This acquisition further expanded Redelfi's in-house project pipeline in the US. On the other hand, the Group officially entered the Italian BESS market. Via the acquisition of GPA Solution S.r.l. on 30 October 2023, Redelfi acquired a substantial portfolio of early-stage projects totalling circa 1.2GW.

2024

Expansion of the Italian BESS pipeline / New General Manager joins the Group

In February 2024, Redelfi closed an agreement for a second Italian BESS pipeline of 2.8GW, leading to the creation of Bright Storage S.p.A., where Redelfi holds 51% and Flash S.p.A. (affiliated with the WRM investment fund) holds 49%. The development target was then increased to 3.3GW. In the same year, the Group secured a Eu15mn financing agreement with Anthilia Capital Partners SRG to support the development of BESS projects in Italy. Following the expansion of activities in the energy market, Sabina Pinto joined Redelfi as General Manager; a professional engineer, she offers experience and knowledge of infrastructure and the energy industry.

2025

New shareholding structure / Spin-off of subsidiaries to focus on BESS

On 3 April, Redelfi approved a capital increase of Eu8mn. The execution enabled Alkemia SGR and Algebris Investment to exceed the 5% ownership threshold, becoming the Group's second and third largest shareholders respectively. In line with the strategic guidelines, on 7 April Redelfi approved the spin-off of its subsidiary RT&L S.r.l. (partial ownership of 26% via GPA Solutions). On 3 December, RT&L was successfully listed on the Euronext Growth Milan market.

2026

Entry to the data centre market / Focus on Italian projects

In the early months of 2026, the Group defined its new strategic structure, shifting the focus to Italian infrastructure with the divestment of US operations. In Italy, the Group will continue to advance its BESS pipeline and will enter into the permitting and authorisation development of data centres, leveraging synergies with BESS and targeting a market with strong growth prospects.

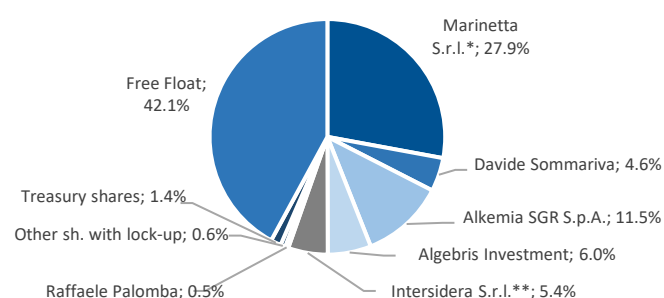
Shareholding Structure & Management Team

Redelfi was listed on Euronext Growth Milan on 8 June 2022 at a price of Eu1.25 per share, raising Eu3mn.

As of today, the majority of Redelfi's share capital is controlled by Chairman and founder Davide Sommariva, who holds 32.5%, including a direct 4.6% stake and an indirect 27.9% through his holding company Marinetta S.r.l. Co-founder Raffaele Palomba owns 5.9% via Intersidera S.r.l. Other key shareholders include Alkemia SGR with 11.5% and Algebris Investment at 6.0%. The free float accounts for 42.1% of the shares.

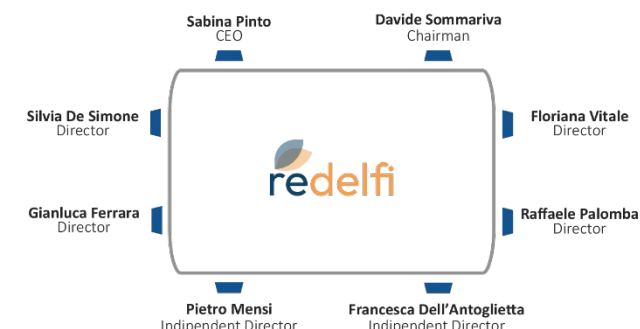
The Redelfi board comprises 8 directors: 25% are independent (as defined by the TUF) and 50% are female. The current board was appointed in April 2025 and will remain in office until the approval of the 2027 financial statements. The directors have long experience in the renewable energy sector as well as in capital markets.

Redelfi - Shareholding structure



Source: Intermonte SIM on Company website. * Marinetta S.r.l. is attributable 92.05% to the Chairman Davide Sommariva. ** Intersidera S.r.l. is attributable 50% to Director Raffaele Palomba.

Redelfi - Board of Directors



Source: Intermonte SIM on Company Website.

■ Davide Sommariva | Chairman and Founder

Davide Sommariva holds a degree in economics and a master's in finance. Following experience in investment banking, he has spent more than 14 years in the renewable energy sector. He founded Redelfi and then Renenergetica S.p.A. and successfully led its listing on the EGM market in 2018. He has served as Chairman of Renenergetica S.p.A., board member and CFO of Renenergetica USA Corp., and board member of RSM Chile S.p.A.

■ Sabina Pinto | CEO and General Manager

Sabina Pinto holds a degree in engineering from the Politecnico di Torino, a project management professional certificate from the Project Management Institute of Pennsylvania, and an executive MBA from SDA Bocconi (2023). A state-registered professional engineer, Pinto has gained significant experience first in the infrastructure sector and later in the energy industry. Her career in the energy sector at Engie Italia, Solar Konzept Italia S.r.l., and Enfinity Global has consistently involved senior roles across development, construction, and operations, with a strong focus on efficiency, sustainability, and the energy transition.

■ Raffaele Palomba | Director and Co-Founder

Sole Director of RH Hydro S.r.l. He has experience creating and managing a nationwide sales network in the retail sector. For over 14 years, he has worked in renewable energy, focusing on business development in Italy and internationally, particularly the North and South American markets. He co-founded Redelfi in 2008. He has served as CEO of Renenergetica and as Chairman of RSM Chile S.p.A.

■ Emanuele Cardone | CFO

Emanuele Cardone joined Redelfi in July 2025 to strengthen the management team. After earning a degree in administration, finance, and control from the University of Genoa, Cardone spent ten years as a senior manager at EY, a leading consulting firm. He specialised in audit, accounting compliance, and strategic financial consulting, with expertise in OIC, IAS/IFRS, and CFO services. His client base in multi-utility companies provided solid industry experience. He is registered as a statutory auditor and chartered accountant.

Redelfi's Business Model

Redelfi, active in the energy and technology transition, operates as a **licensing company focused on the development of stand-alone BESS** in Italy and in the US.

Redelfi in the BESS value chain

BESS plant owners are required to secure authorisation before construction and operation. Within this framework, Redelfi plays a critical role, managing all the permitting process from site identification to the obtainment of the authorisation, necessary to advance projects to ready-to-build status, ensuring full regulatory compliance and technical viability.

Leveraging in-house expertise in project authorisation and development, Redelfi independently manages the entire development cycle, which typically lasts between 18 and 36 months. Redelfi structures its BESS development model into five distinct Gates. As projects progress through the development stages, the value of the authorisation increases, while project mortality progressively decreases.

Gate 1

Origination. The BESS development process begins with the selection of a suitable plot of land and substation (i.e., the facility that transforms voltage levels and manages power flows, enabling the connection of BESS). The technical team selects sites for the future BESS using specialised software and with support from the commercial network. This phase is handled by subsidiaries REC (in Northern Italy) and RCF (Central/Southern Italy). Following site identification, the land contract is signed as private agreement.

Gate 2

Connection request. The connection request is submitted: specialised technical staff prepare the grid connection applications, while coordinating environmental impact assessments and construction permits. The connection solution (STMG, *Soluzione Tecnica Minima Generale*) is validated by Terna. At the end of Gate 2, project mortality drastically decreases.

Gate 3

Project validation. At this stage, the legal and operational soundness of the project is validated. It involves verification of the legal status of the plot of land over the previous 20 years. The STMG is transferred to the Special Purpose Vehicle (SPV) responsible for project execution. Finally, the preliminary contract for the land is signed. At this stage, Redelfi starts to actively look for equity investors or industrial clients with whom share the risk of the project and sign development service agreement.

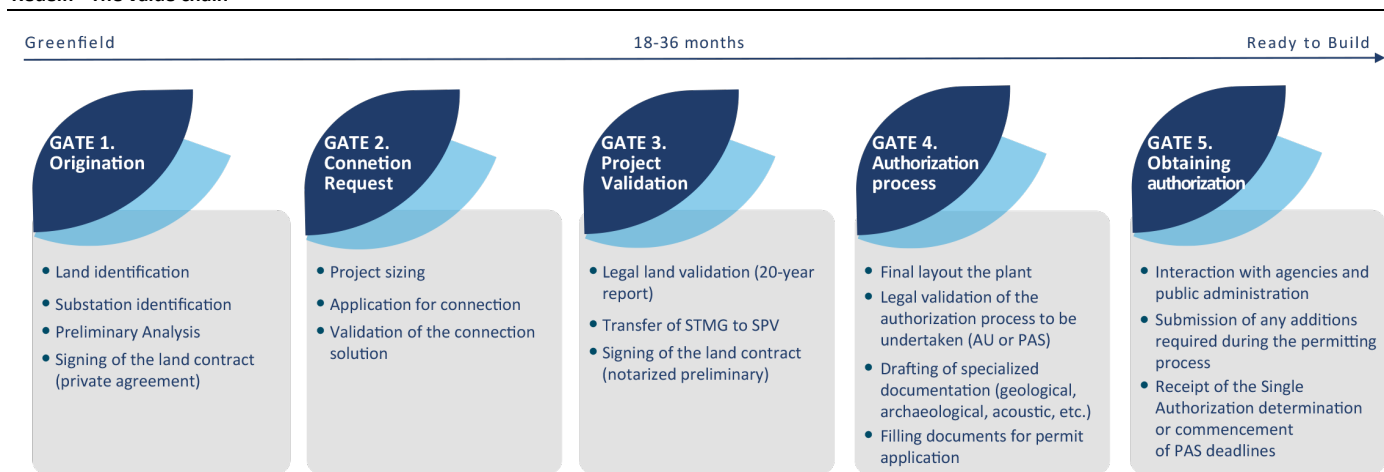
Gate 4

Authorisation process. Verification of the legal compliance of the authorisation process, which can be either a Single Authorisation (*Autorizzazione Unica*, AU) or a Simplified Authorisation Procedure (PAS). The in-house team, with support from technical advisors, prepares and submits the documents for the application.

Gate 5

Obtaining authorisation. During the final stage, the technical team submits all the additional documents requested during the permitting process after Gate 4. Then, the Single Authorisation determination is received, officially granting the necessary permits to begin construction of the project. After the receipt of the authorisation, the BESS authorisation is formally sold to the final client.

Redelfi - The value chain



Source: Intermonte SIM on Company presentation.

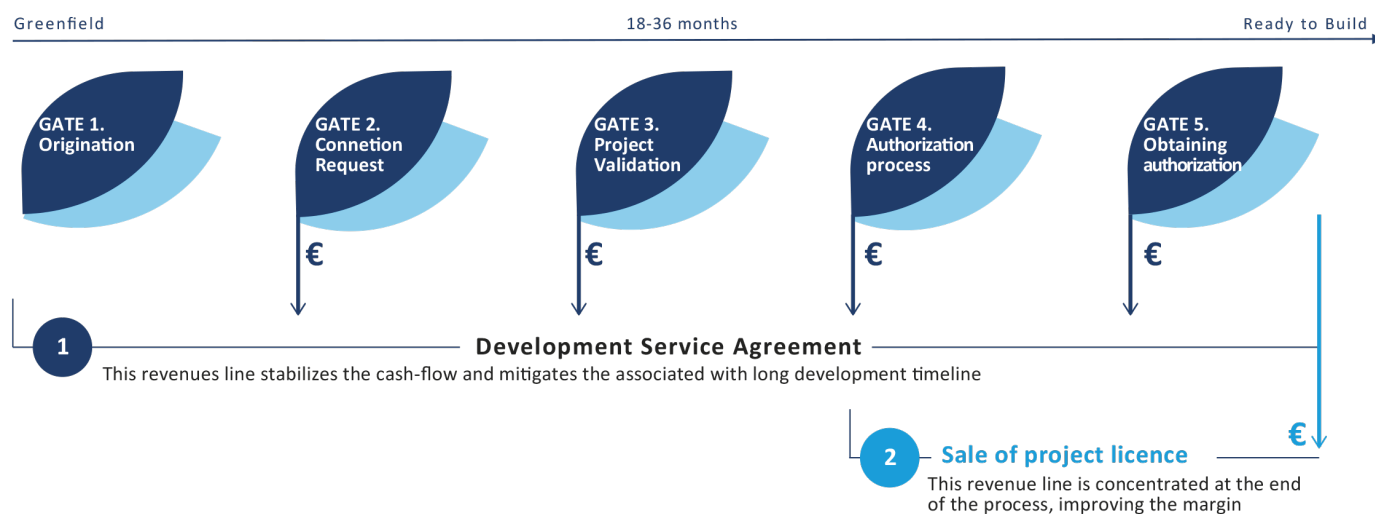
Business model: two revenue lines for steadier cash flows

The **primary revenue for developers comes from the sale of fully authorised projects**, when the facility is ready for building and operation. However, the development process takes 18 to 36 months, thus exposing the licensing company to execution risk and financial instability.

Redelfi has introduced **Development Service Agreements (DSAs)** to reduce the inherent risks of the long development timeline. DSAs provide progressive payments at the completion of each of the five

development stages, ensuring steadier and more predictable cash flow. Thanks to DSA, Redelfi shares development risks and related costs with financial entities through corporate and commercial partnerships. This revenue line stabilises the cash flow and mitigates dependence on the final project sale, thereby lowering risk and increasing financial reliability during the development process.

Redelfi - Revenue lines



Source: Intermonte SIM on Company presentation.

Redelfi's clients for the development of BESS parks include utilities and investment funds specialised in renewable energy or looking to diversify their investment portfolios.

BESS operators can choose to operate under a low-risk, fixed revenues scheme, such as through a regulated capacity auction (capacity market, MACSE, tolling through a fixed fee), or opt for a higher-risk approach with variable revenues by entering into direct PPAs with end users. Regulated, fixed-revenue solutions can also be combined with market-based options like tolling agreements, which offer limited risk and the potential for double-digit IRRs. The Redelfi development fee also depends on the return on the BESS project.

BESS operators - Revenues lines

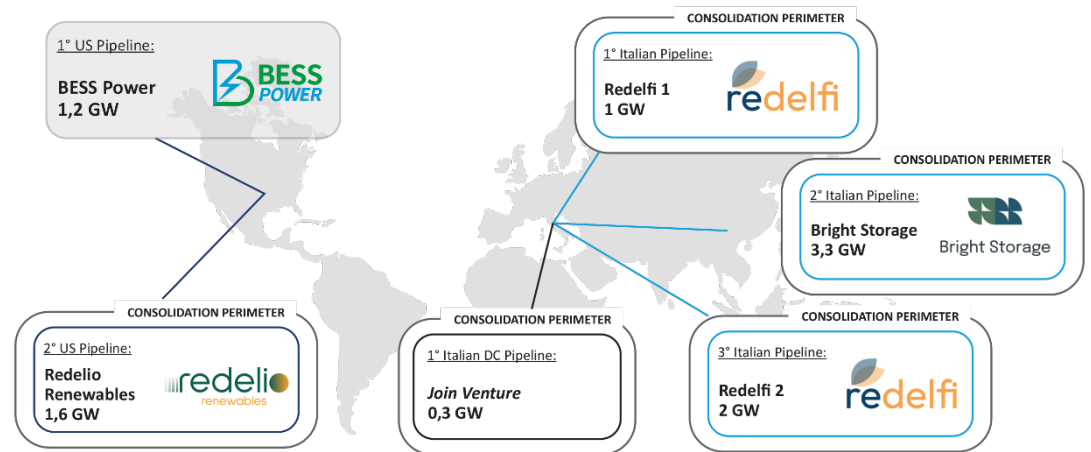


Source: Intermonte SIM on Company presentation.

Current Redelfi Pipelines

The Redelfi pipeline was initially developed in the US but is now primarily focused on Italy, where it is more advanced. The pipeline includes four consolidated projects totalling approximately 7GW, as well as a non-consolidated 1.2GW project. These pipelines are complemented by data centre projects, with a term sheet signed at the end of January 2026.

Redelfi - BESS Pipelines



Source: Intermonte SIM, Company presentation

Italy

The Italian market is where Redelfi generates most of its revenue. Here, Redelfi is actively developing three stand-alone BESS project pipelines.

■ Redelfi 1 | 0.8GW

The pipeline is 100% owned by Redelfi and includes 5 projects totalling 771 MW at an advanced stage of development. It is already subject to a preliminary sales agreement with a major foreign financial investor.

■ Bright Storage | 3.3GW

A 3.3GW portfolio is planned for development over 5 years through a joint venture between Redelfi's subsidiary Bright Storage S.p.A. (51%) and Flash (49%, linked to the WRM investment fund). The pipeline is well advanced in the authorisation process, with most projects having submitted applications. As of 30 June 2025, progress amounted to Eu21.5 million. Notably, Flash holds a pre-emption right on 1GW of projects within the portfolio. Bright Storage is also the first pipeline to implement a DSA.

■ Redelfi 2 | 2.0GW

Initially conceived as a backup pipeline for Bright Storage, Redelfi 2 now includes projects at a more embryonic stage of development. This project could be negotiated with financial and/or industrial partners in order to proceed with a risk-sharing strategy compatible with the DSA.

USA

Redelfi has been active in the US since 2022 through its subsidiary Redelfi Corp. The portfolio totals c. 3GW, composed of two pipelines in partnership with local developer Elio Energy Group:

■ BESS Power | 1.2GW (not included in the consolidation perimeter)

BESS Power is a 50/50 joint venture between Elio Energy Group and RAL Green Energy Corp., jointly owned by Redelfi and Altea Green Power. With total power capacity of 1.2GW, its flagship project is Lund Storage, located in Texas, while smaller projects are located in Tennessee and Utah.

■ Redelio Renewables | 1.6GW

Redelio Renewables is jointly held with American partner Elio Energy Group, each owning 50%. The pipeline has a power capacity of 1.6GW.

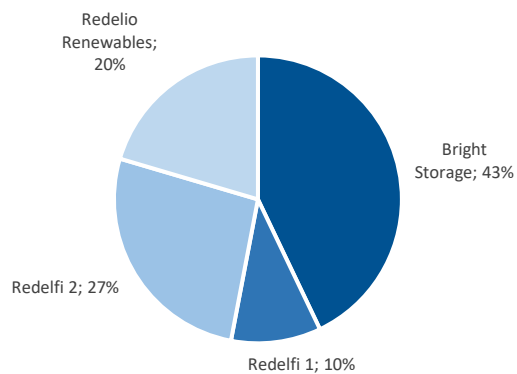
Redelfi recently announced that it is evaluating the divestment of its US subsidiaries, which currently do not make a positive contribution to the Group's EBITDA. This reflects a market environment where visibility on renewables remains limited.

Redelfi - BESS Pipeline

	Redelfi 1	Bright Storage	Redelfi 2	BESS Power	Redelio Renewables
Power capacity	771MW	3.3GW	2GW	1.2GW	1.6GW
Country	Italy	Italy	Italy	USA	USA
Ownership	Redelfi 100%	Redelfi 51%, Flash 49%	Redelfi 100%	RAL 50%, Elio 50%	Redelfi 50%, Elio 50%
Development stage	advanced (Gate 5)	advanced (Gate 5)	early stages (Gate 3, 4)		early stages (Gate 3, 4)
DSA	no	yes	to be negotiated	no	no
Consolidated	yes	yes	yes	no	yes

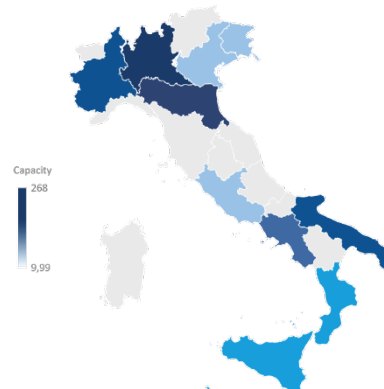
Source: Intermonte SIM, Company reports.

Redelfi - Consolidated BESS backlog



Source: Intermonte SIM, company data

Redelfi - Geographical distribution in Italy



Source: Company presentation.

BESS: Business description and market trends

What are BESS

Battery Energy Storage Systems (BESS) are stationary electrochemical assets that store electricity by converting it into chemical energy and then releasing it back to the grid when required. A BESS typically consists of battery modules, power conversion systems, and control software that enables the system to charge from the grid and discharge electricity on demand.

BESS can be classified into stand-alone systems and co-located or hybrid systems. Both configurations can be deployed at **utility scale or in smaller installations**, depending on grid constraints and objectives.

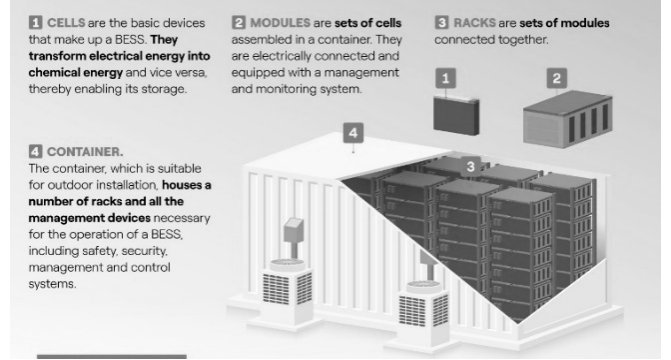
- **Stand-alone BESS** are independent storage assets connected directly to the grid and not physically tied to a specific generation plant. This configuration allows them to be strategically sited where grid flexibility and system services are most valuable and to participate across multiple revenue streams.
- **Co-located BESS**, on the other hand, are installed alongside renewable generation assets and are primarily used to optimise generation profiles and mitigate curtailment.

Stand-alone BESS



Source: Company website

BESS composition

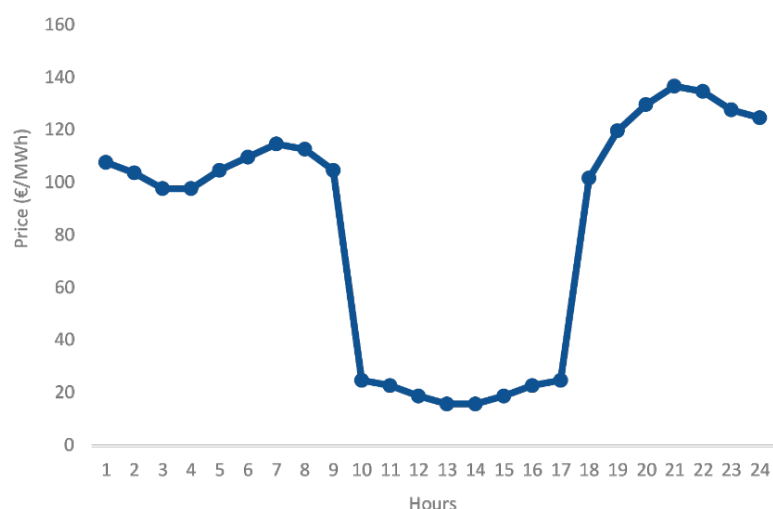


Source: Enel

Why do we need them

The strong development of wind and solar plants across the world in the last two decades has significantly increased electricity prices volatility. Energy markets with high proportions of solar and wind power show wide fluctuations of electricity supply (and thus, of prices) due to the variable nature of renewable generation: during periods of high renewable output (i.e., midday, when solar production peaks), there is a surplus of electricity, causing prices to drop significantly, sometimes even becoming negative. Conversely, during peak demand hours (i.e., early evening when solar production drops but consumption is high), the grid relies on fossil fuel power plants to meet demand, causing electricity prices to spike.

Example of "duck curve": how the electricity price varies during the day



Source: Intermonte SIM, Elemens.

Thanks to their ability to store and release electricity on demand, BESS play a fundamental role in ensuring the reliability and efficiency of the power system, especially as electricity demand rises and the share of renewable energy in the mix grows. Specifically, BESS do the following:

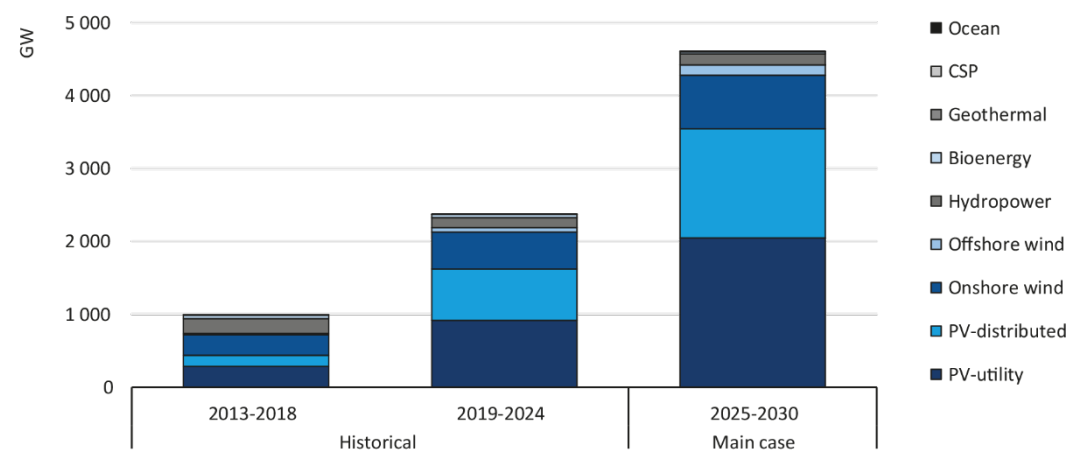
- **support grid reliability and adequacy.** BESS enable the integration of intermittent solar and wind generation by shifting energy over time, storing excess production and releasing it when supply is lower.
- **support grid efficiency.** Battery storage mitigates congestion across and within market zones and provides essential ancillary services, including balancing, reserve, and voltage regulation.
- **support market stability by reducing price volatility.** Power systems with a high share of renewables are characterised by high electricity price volatility. BESS stabilise market prices by absorbing surplus energy during low-price periods and then supplying electricity during peak demand hours, when prices are higher. This reduces curtailment, limits price spikes, lowers overall system costs, and supports a more stable market framework. Buying electricity cheaply and selling it at higher prices later, BESS operators generate revenue from the price difference.
- **support increasing demand for data centres.** The need to balance supply and demand while ensuring grid stability and flexibility extends to energy-intensive facilities like data centres. These assets are facing rapidly rising electricity consumption and require reliable, cost-effective energy solutions.

Core Market

Global BESS market to grow substantially to support power grid stability

Between 2025 and 2030, **global renewable power capacity is expected to increase by c. 4.6TW, doubling the deployment of the previous five years**, according to the International Energy Agency. Utility-scale and distributed solar photovoltaic growth will more than double, accounting for nearly 80% of global renewable capacity expansion, driven by lower module costs, streamlined permitting, and greater social acceptance. Onshore wind capacity is expected to grow by 45% during the same period, reaching 732GW, despite supply chain challenges, inflation, and lengthy permitting and grid connection delays.

Renewable electricity capacity growth by technology segment, 2013-2030

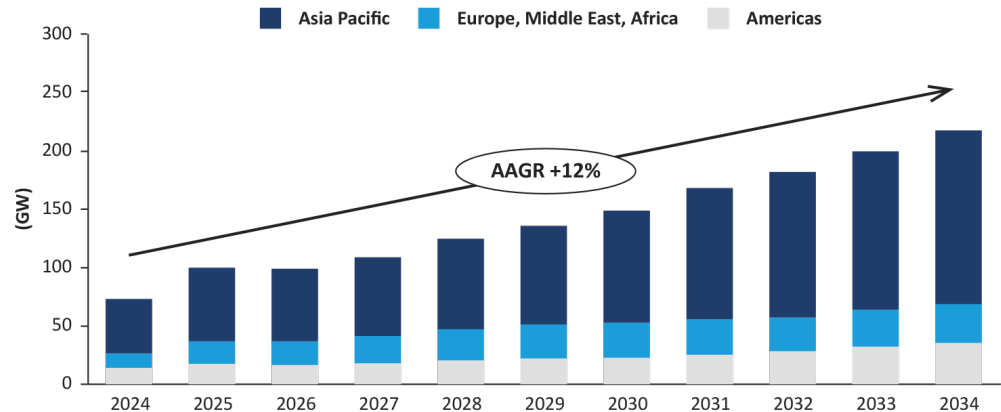


Source: Intermonte SIM on IEA "Renewables 2025" report.

To support the integration of the new renewable capacity (which, as said, should exceed 5.9TW by 2034), Wood Mackenzie estimates that the BESS market will have to expand significantly to maintain grid stability. Approximately US\$1.2tn in investments will be necessary, with total installed BESS capacity projected to reach 1.4TW in 2034 (from current c. 0.5TW) in order to close the capacity gap, an essential step for grid reliability.

Annual BESS installations have accelerated recently, with 75GW added in 2024 and 100GW estimated in 2025. Installations could reach 200GW annually by 2034. Falling battery prices, down 10% to 40% globally over the past year, and new technical standards in China and the US are boosting adoption.

Expected global annual BESS installations



Source: Wood Mackenzie Lens Storage

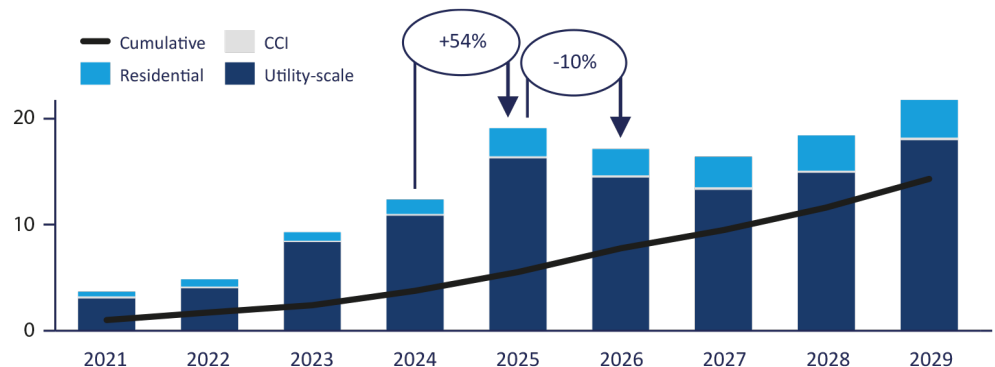
US: BESS market expansion expected in the next 5 years despite regulatory changes

The BESS market has expanded significantly in the US in recent years, supported by federal and state incentives, notably the **Inflation Reduction Act** of 2022 which provides substantial Investment Tax Credits (ITC) for storage projects. Key states like Texas and California lead, accounting for over 80% of utility-scale capacity installed in 3Q25. In the first nine months of 2025, the US installed 10.9GW of utility-scale storage, with full-year growth projected at 50% YoY, following 2024's record 12.3GW installation.

In 2025, Trump's **One Big Beautiful Bill Act** reshaped clean energy incentives. While solar and wind projects were heavily affected, facing earlier construction cut-off dates and reduced access to tax credits, BESS remained eligible for both the ITC and the Production Tax Credit (PTC) but with **new constraints on domestic content, labour standards, and limits on components sourced from foreign entities**.

As a result, the utility-scale storage market is entering a transitional phase. Near-term deployment is expected to slow as developers adapt to tariffs and stricter sourcing requirements. However, the **long-term outlook should remain resilient**, supported by expanding domestic manufacturing, strong state-level incentives, rising electricity demand, and growing need for grid flexibility.

US market: Annual and cumulative market outlook (GW)



Source: Wood Mackenzie, "4Q25 US Energy Storage Monitor".

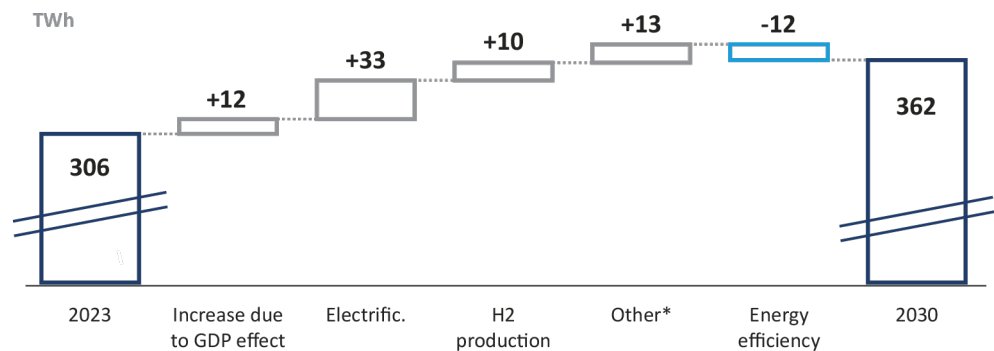
The Italian scenario for BESS

Italy energy market is subject to several challenges that affect the security and reliability of the grid:

- **High electricity prices.** Gas prices, as well as volatility, are well above pre-pandemic levels, following the war in Ukraine and the conflict in the Middle East. As a result, the PUN (National Single Price) is also higher than it was pre-pandemic, averaging just over Eu100/MWh in the last two years compared to Eu52/MWh recorded in 2019.
- **Security of energy supply at risk due to heavy reliance on fossil fuel imports.** A large share of Italy's energy demand is satisfied by imports from non-EU countries. 41% of Italy's energy demand in 2025 was covered by domestic resources (exclusively renewables), and the remainder by imports. The heavy reliance on imports exposes Italy to supply risks driven by geopolitical tensions and volatile global commodity prices.

- **Vulnerability of the electricity system.** Over the last few years, the fitness for purpose of the electricity system (i.e., the ability to meet demand) has been steadily deteriorating due to the progressive increase of renewables plants, the increase in extreme weather events, and availability of imports becoming more variable.
- **Electrification and data centres boost demand.** The 2030 energy scenario forecasts a 56TWh increase in total electricity demand, from 306TWh in 2023 to 362TWh in 2030. Electrification is seen as the main contributor (with c.33TWh), while data centres are also particularly significant (category “Other” in the graph below): their operation requires large amounts of energy, meaning new grid infrastructure or upgrades to existing infrastructure are needed to connect them to the grid.

Italy: Expected evolution of electricity demand (TWh)



Source: Terna Ten-year Network Development Plan. *Other includes data centres, green steel production and other energy uses

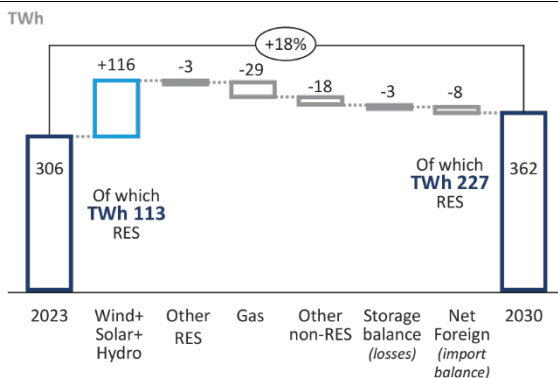
Many of these challenges, from energy independence to the ability to satisfy rising electricity demand, can be addressed through increased renewable energy generation.

The **National Energy and Climate Plan (NECP)** is the Italian energy transition plan, aligned with the EU’s Fit For 55 targets (calling for 2030 CO2 emissions to come down by 55% from the amount in 1990). The main NECP targets are:

- A 50% reduction in CO2 emissions by 2030 (GHG reduction vs. 1990)
- 63% of electricity consumption to come from renewable energy sources (41% in 2025)
- Installed photovoltaic and wind capacity to reach 107GW (vs. 57GW in 2025)

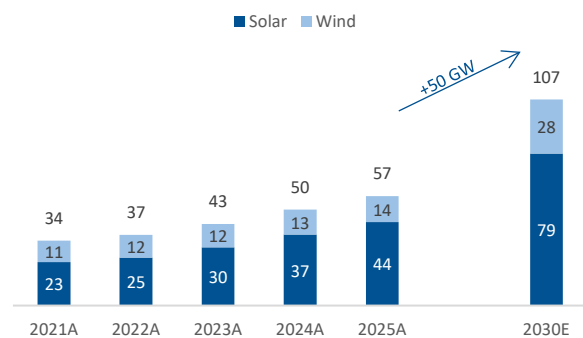
These objectives are only achievable via coordinated development of infrastructure, storage and plants.

Italy: Electricity demand coverage (TWh)



Source: Terna Ten-year Network Development Plan. RES stands for Renewable Energy Sources.

Italy: Renewable energy sources, evolution of capacity (GW)

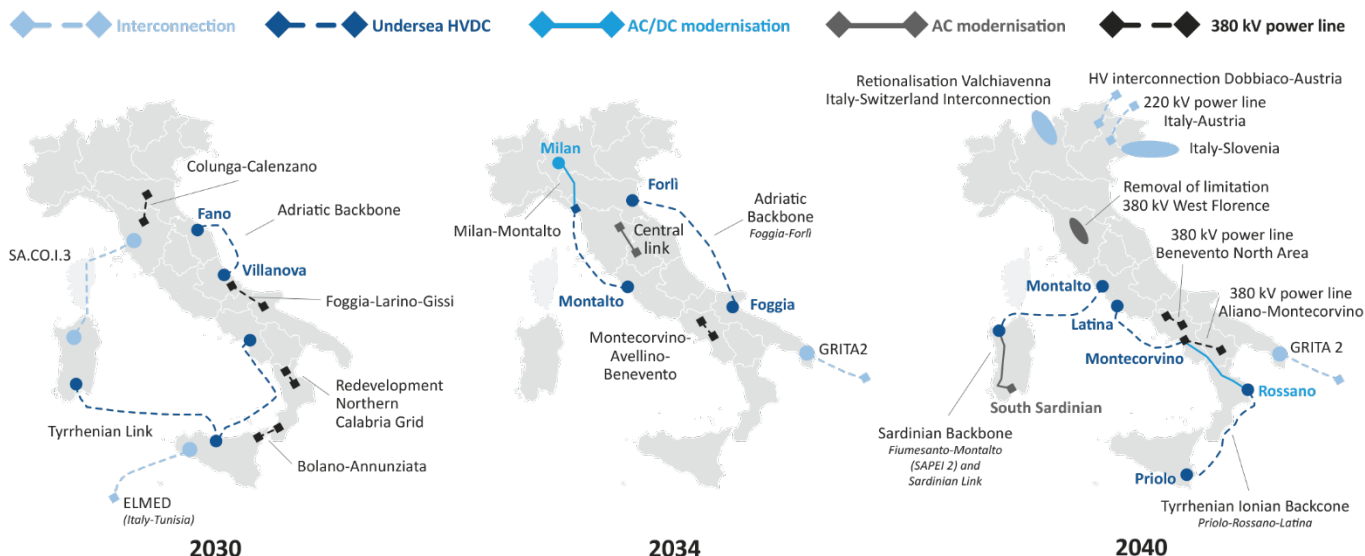


Source: Intermonte SIM. National Energy and Climate Plan on RSE, GSE, Terna.

In March 2025, Terna presented its **2025-2034 Ten-Year Network Development Plan**, which envisages over Eu23bn of investments over the next ten years (+10% compared to the previous Plan). The projects planned by Terna are intended to ensure grid efficiency and resilience, service sustainability, security and quality, as well as the integration of renewable sources through investment in strategic infrastructure.

The central project is the **Hypergrid**, already introduced in the 2023 development plan and updated to increase the integration of renewables through new interconnections to reduce curtailment and allow exchanges between market zones. Network development plays a crucial role in electricity market price clearance: a more interconnected grid allows greater energy exchanges between market zones, thereby narrowing price differentials across regions.

Italy: Evolution of grid architecture



Source: Terna Ten-year Network Development Plan

Storage capacity fundamental for the effective integration of renewables

The development plan underlines the considerable need for **increased storage capacity** over the next decade as an indispensable tool for the effective market integration of renewables, with 71.5GWh expected to be directly connected to the national grid. This development will also depend heavily on the MACSE (Mechanism for the Procurement of Electricity Storage Capacity), a new auction framework designed to support large-scale BESS.

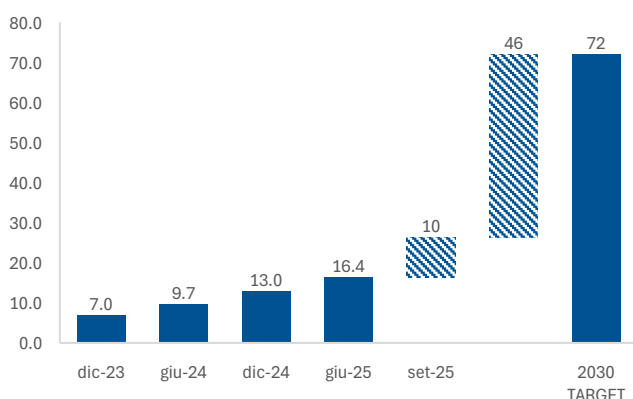
As of June 2025, Italy had installed 16.4GWh of battery storage capacity and 6.8GW of active power, predominantly small-scale systems under 20 kW. Large-scale projects have recently entered operation following capacity market auctions for 2024 and 2025. An additional 10GWh of utility-scale storage capacity was awarded through the first MACSE auction in September 2025, expected to be operational by 2028.

The NECP Policy scenario forecasts 122GWh of storage capacity in Italy by 2030. While 50GWh will consist of existing pumped storage, **72GWh will be BESS**, broken down as follows:

- roughly 14GWh of small-scale storage;
- around 8GWh of storage already awarded under multi-year contracts in capacity market auctions;
- 50GWh of utility-scale plants from MACSE auctions and/or private initiatives.

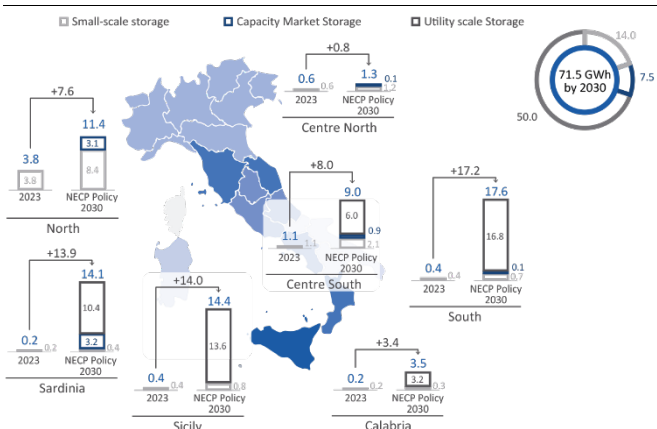
The scenarios foresee new storage systems being located mainly in southern Italy and on the islands, where concentration of new RES is expected to be higher.

BESS: Actual capacity and 2030 target (GWh)



Source: Intermonte SIM on Terna, NECP.

BESS: 2030 target (GWh), geographical breakdown



Source: Terna Ten-year Network Development Plan

BESS development and financials

The overall duration of a BESS project, from initial concept to construction and commissioning, is typically 3 to 5 years. The permitting and authorisation phase, which precedes construction, usually takes 18 to 36 months. In many cases, no single operator carries out the entire development process: projects may involve co-development or be acquired at Ready-to-Build (RtB) stage.

Authorisation procedures

The Consolidated Renewable Energy Sources Law (Legislative Decree No. 190/2024), in force since 30 December 2024, lays down the authorisation procedures for BESS projects in Italy.

The procedure depends primarily on the **location** and **installed capacity** of the system. Free building applies only to small projects under 10 MW, regardless of location, while the simplified permitting procedure is used for all projects located in industrial areas, no matter what size. For projects in non-industrial areas, regional single authorisation applies up to 200 MW, while national single authorisation is required for projects above 200 MW.

The simplified permitting procedure is the most widely used. The time it takes for a national single authorisation to get connected is lengthy and there is a long queue of initiatives at the Ministry. After the initial implementation phase, moving processing of applications to regions can prove more efficient, reducing the workload at ministerial offices and speeding up authorization processes.

Authorisation procedures				
	Free building	Simplified permitting procedure	Regional single authorisation	National single authorisation
Size	< 10 MW	all	≤ 200 MW*	> 200 MW*
Location	all	industrial areas	non-industrial areas	non-industrial areas

Source: Intermonte SIM on Elemens presentation. * Increased to 300 MW if co-located

The costs in BESS business plan

The main expenditure items considered by each business plan are for development (DevEx), capital (CapEx) and operations (OpEx).

According to the type of development, **DevEx** can be broken down into three categories:

- Projects sold at **ready-to-build** are considered the most expensive, costing up to 100kEu/MW
- **Co-development** projects cost around 40 kEu/MW on average, a figure that may vary according to the participants
- **In-house development** is the cheapest option, providing that the opportunity cost of selling the project is not internalised in the bid calculation.

Initial investment for the BESS asset itself may vary slightly according to the duration of the batteries at the installation and the type of parent company developing the project: players with a significant pipeline may achieve lower **CapEx** through economies of scale. The main components of total CapEx are:

- **Battery pack**: battery cells, racks, and internal system balance components, transformers
- **Grid connection**: power conversion system, civil works, cabling, substation
- **Engineering, Procurement, Construction (EPC)**
- **Development**
- **Land**

OpEx includes such key items as:

- **Operations and maintenance**: regular inspections, equipment checks, replacement of components
- **Insurance**: coverage for unexpected events
- **Trader fee**: needed for access to the energy and ancillary services markets

Revenues for BESS owners: regulated auctions ensure project bankability

In Italy, specific incentives for photovoltaic systems integrated with storage, combined with capacity auctions managed by Terna, offer valuable opportunities for utility-scale projects alongside electricity market trading. Regulated mechanisms ensure project bankability by providing fixed revenues over the medium to long term. Consequently, the pure merchant model remains an also-ran due to its high, unjustified risk and uncertain profitability.

Terna has established different **auction mechanisms** to procure the necessary capacity for the national grid.

- The **capacity market**, operational since 2019, is designed to ensure a sufficiently capacious and reliable electricity system. It procures capacity through long-term supply contracts awarded by competitive auction. Eligible participants include thermal power plants, hydroelectric facilities, photovoltaic and wind plants, as well as BESS. Operators receive capacity payments in exchange for guaranteed availability at a regulated price. The 2028 Capacity Market is expected to take place between 2Q and 3Q 2026
- More recently, the **Mechanism for the Procurement of Electricity Storage Capacity (MACSE)** was introduced specifically to support large-scale BESS projects. Managed by Terna, MACSE is Italy's first long-term auction framework for storage, targeting total capacity of 50GWh. Through competitive auctions, projects compete for fixed 15-year remuneration contracts, accelerating storage deployment critical for renewable integration and grid flexibility.

Fierce competition was a feature of the most recent capacity market auction in February 2025, in which BESS accounted for 95% of the awarded capacity. Similarly, the first MACSE auction held in September saw demand exceed available capacity by four times. This intense competition, combined with technological advances and reduced CapEx, drove prices lower than initially expected.

In 2025, the number of connection requests stabilised after two years of strong growth. This echoes the state of the market: the total number of connection requests exceeds the policy targets and the level that the market will be able to absorb in the coming years.

Beside auctions, the number of traders active on the flexibility side is growing, and the tolling market is gaining traction, sometimes combined with the capacity market framework. Under a **tolling agreement**, a BESS operator makes capacity available to an off-taker who pays a fixed or semi-fixed fee and assumes some or all of the market dispatch and price risks. While several tolling agreements are under negotiation, only two contracts have been officially announced to date, each with a different structure. Tolling agreements are customisable, enabling operators to tailor market risk exposure.

M&A

The Italian BESS M&A market is experiencing strong growth, with transaction volumes becoming increasingly meaningful. The most common acquisition structures are co-development agreements and ready-to-build transactions. The main investors in BESS are independent power producers (IPP) and integrated utilities, but also investment funds. The acceleration of authorisation releases seen before the MACSE procedure has resulted in more than 100 projects becoming eligible for the auction. Strong demand triggered an M&A rush, with prices peaking above Eu100k/MW before market saturation led to values normalising in the Eu50k–60k/MW range.

Main players along the value chain

The BESS value chain involves a range of key players active at different stages of the market. The providers of the underlying technology are battery producers, responsible for manufacturing the core components of energy storage systems. Further along the chain, co-developers focus on project development activities such as site selection, feasibility studies, and permitting; this category includes companies like Redelfi. Next, integrated players combine development with asset ownership or other integrated roles within the energy sector. IPPs primarily focus on owning and operating generation and storage assets, often incorporating BESS into their renewable portfolios. Finally, grid operators play a crucial role by managing the transmission and distribution networks, facilitating the integration of BESS into the power system.

Recent research shows that as of YE25, BESS projects in the permitting process have already surpassed the 2030 capacity target. Given the current level of market saturation, as well as the required expertise and capabilities, entry barriers are high, making it difficult for new operators to gain a foothold. In 2025, Redelfi was the Italian operator with the largest pipeline of BESS projects in the development phase for which the permitting process is underway, according to energy market advisory Elemens.

Main players along the value chain

Battery Producers	Developers	Developers/Integrated Players	IPP (Independent Power Producers)	Grid Operators
Energy (It) Saft (Fr) Leclanchè (Ch) Alfen (Ndl) Fluence (Ger/Us) Tesvolt (Ger) BMZ Group (Ger) Skeleton Technologies (Est)	Redelfi (It) Altea Green Power (It) Belenergia (It) Acca Power (It) Arise (Swed) Scatec (Nor) SSE Renewables (Uk) Lightsource BP (Uk) Gresham Houde (Uk) Aquila Capital (Ger) ABO Energy (Ger) RP Global (Aus) European Energy (Den) R. Power (Pol)	Voltalia (Fr) Elgin Energy (Uk) Windel Energy (Uk) BW ESS (Ger) Renalfa (Aus)	Enel Green power (It) Erg (It) Alerion (It) Orsted (Den) EDP Renovaveis (Pt) Acciona Energia (Sp) Solaria (Sp) Grenergy (Sp) PNE (Ger) Neoen (Fr) Encavis (Ger) Terna Energy (Gree) Greenvolt (Pt) Sonnedix (Uk)	Terna (It) National Grid (Uk) Redeia (Sp)

Source: Intermonte elaboration.

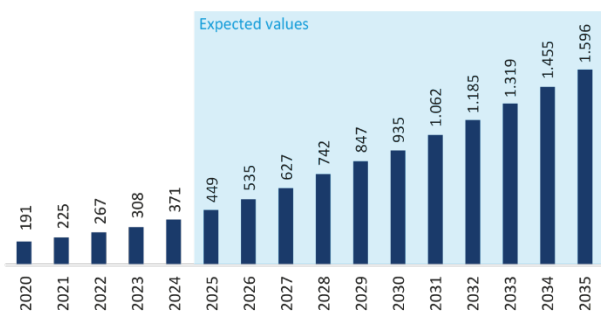
Data Centres: growing demand expected

A data centre is a specialized facility that houses critical IT infrastructure such as servers, storage systems, and networking equipment. Its purpose is to store, process, and manage large volumes of digital data while ensuring reliability, security, and continuous operation. Demand for data centres is rising rapidly amid increasing digitalisation and provision of AI services.

On a global scale...

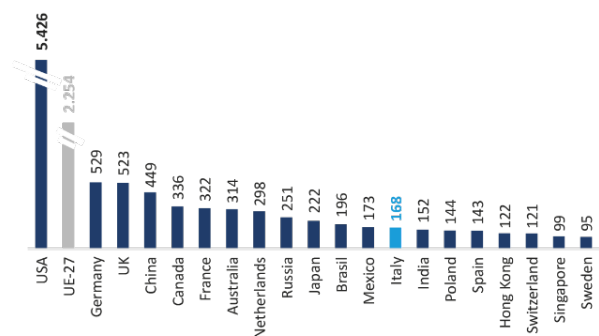
Globally, **energy use by data centres is projected to quadruple by 2035**, from 371 TWh (about 1% of total global consumption) to around 1,600 TWh, amounting to ca. 4% of world electricity demand (source: TEHA, A2A). BESS provide critical backup and flexibility services to help meet this growing demand as the energy mix evolves.

Global electricity consumption of data centres (TWh)



Source: TEHA Group elaboration on IEA data and BloombergNEF, 2025

Data centres per country (nr of data centres, 2024)



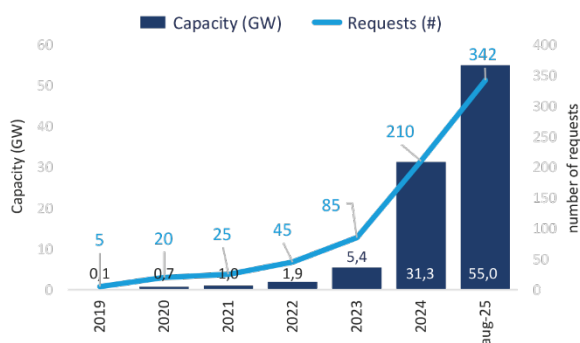
Source: Intermonte SIM

... but also in Europe and Italy.

While northern Europe's traditional data centre hubs face market saturation, **Italy is emerging as a new European hotspot**. Investments from hyperscalers, the national cloud programme, AI adoption, and enhanced connectivity through new submarine cables make Italy a strategic node for data traffic flows.

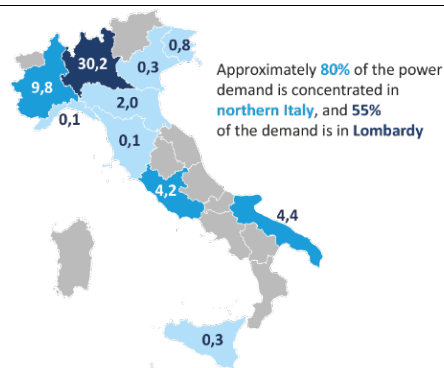
As of 2024, Italy hosted 168 co-location data centres with a combined nominal capacity of 513 MW, concentrated mainly in Lombardy and the Milan metropolitan area. The surge in demand is evident: between February and August 2025 alone, Terna received connection requests totalling over 15GW, 60% higher than the total requests from 2019 to 2023.

Italy: Data centre grid connection requests (GW, nr. of requests)



Source: elaborazione TEHA Group su dati Terna, 2025

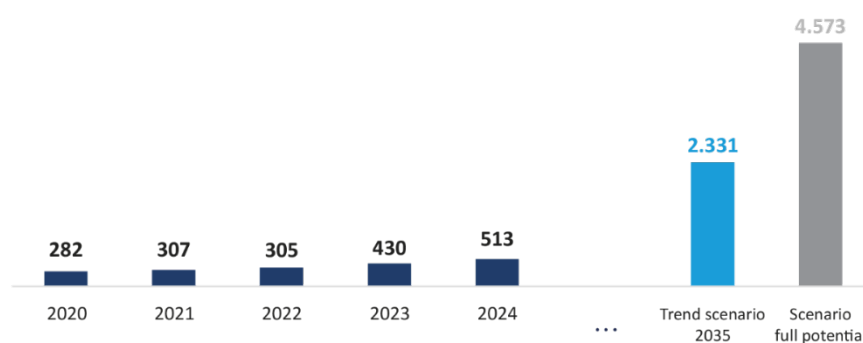
Italy: Data centre grid connection requests by region (GW), as of Aug-25



Source: elaborazione TEHA Group su dati Terna, 2025

According to market projections, **Italy's installed data centres capacity could reach 2.3GW by 2035** based on projects currently under construction or at advanced stages of planning, or even **4.6GW in a full potential scenario** (which takes into account the economic density and urban intensity of market areas), accounting for up to 13% of national electricity consumption.

Italy: Nominal power capacity of data centres, expected evolution (MW)



Source: TEHA Group elaboration on Osservatorio Data Centre Politecnico di Milano and Terna data, 2025.

2023-26 Strategic Plan and Next Steps

2023-26 Strategic Plan

In December 2023, Redelfi presented an update to its 2023–2026 Industrial Plan, confirming the Group’s strategic focus on the expansion of its Green business unit, with particular emphasis on the development of standalone Battery Energy Storage System (BESS) projects in both the United States and Italy.

The updated 2023-2026 Plan was built around five key drivers: (i) achieving a target capacity of 2.4GW at BESS Power Corporation; (ii) further strengthening Redelfi’s BESS presence; (iii) completing the first Italian pipeline with a total capacity of approximately 1GW; (iv) developing a second Italian pipeline with a total capacity of 2.8GW; and (v) the creation of Renewable Energy Communities (RECs) in Italy, an activity that was subsequently discontinued following the acceleration of growth opportunities in the BESS segment.

Compared with the previous 2022-2026 Industrial Plan presented in November 2022, the updated plan showed a significant improvement in the Group’s economic and financial outlook, with higher revenues and profitability already from 2023 and a sharp increase in EBITDA, which was expected to grow by more than 120% in 2024 compared with previous assumptions.

This upward revision was mainly driven by the strong expansion of the energy infrastructure business line, which had already become a central pillar of the Group’s industrial strategy in 2023 and was expected to deliver higher margins than the other business lines. Specifically, the energy business line was expected to account for approximately 93% of consolidated revenues in 2026, with a consolidated EBITDA margin of around 69%, more than 10 percentage points higher than envisaged in the 2022–2026 Plan.

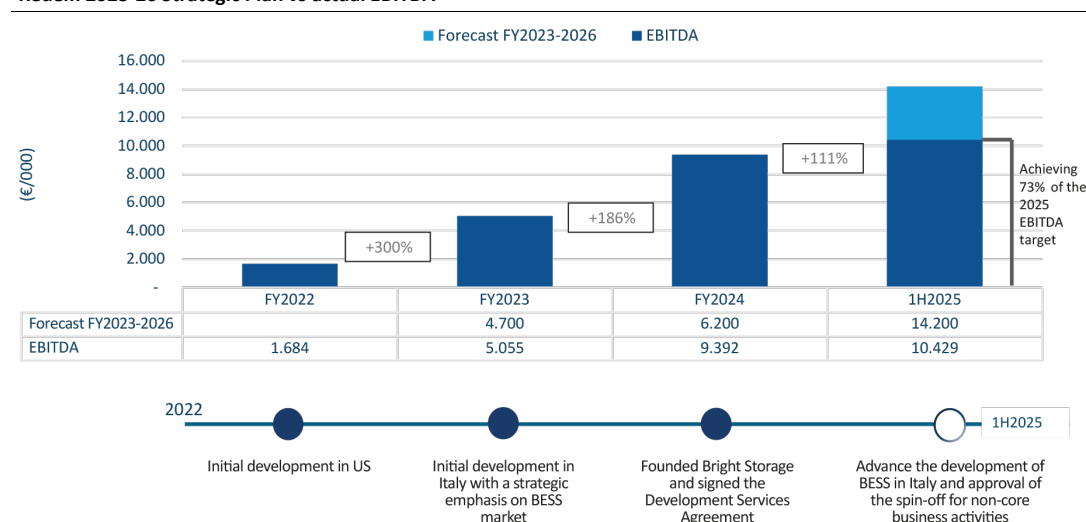
Redelfi - Updated 2023-26 Strategic Plan

	2023		2024		2025		2026	
	Min	Max	Min	Max	Min	Max	Min	Max
Total Revenues	10.3	10.5	18.0	18.4	26.0	27.0	34.0	35.2
EBITDA	4.7	4.9	6.4	6.8	14.2	15.0	23.3	24.3
EBITDA Margin	45.6%	46.7%	35.6%	37.0%	54.6%	55.6%	68.5%	69.0%
Net financial position	5.6	5.8	13.4	13.9	9.5	10.2	-16.5	-17.5

Source: Company data.

Redelfi has exceeded the targets set for both 2023 and 2024, demonstrating strong performance. This positive trend is continuing into 2025, with the company achieving 61% of its revenue target and 73% of EBITDA in the first half of the year. Meanwhile, the Group has intensified its focus on BESS, reflecting a strategic shift alongside these results.

Redelfi 2023-26 Strategic Plan vs actual EBITDA



Source: Company presentation.

Next Steps

As previously announced, the Group's Business Plan will be released to reflect the consistently strong performance delivered, incorporate a new organisational structure fully focused on BESS, and account for the recent signing of a new data centre agreement.

The Group has established key initiatives that will sustain Redelfi's growth in the coming months.

- **Creation of a new partnership for co-development of Redelfi 2 pipeline.** The Redelfi 2 pipeline, currently fully owned by Redelfi and at an early stage, will be developed through a new JV. This structure aims to introduce a DSA, enabling steady cash inflows upon reaching project milestones. Plans for the pipeline indicate it will reach a capacity of around 2GW.
- **Sale of ready-to-build BESS projects.** Projects that have reached the ready-to-build stage are targeted for sale. In Italy, the Bright Storage pipeline is in the final stages of development.
- **Update of the business plan.** Once the above points are finalised, the main objective will be to establish the updated business trajectory and targets, reflecting the current structure and the milestones achieved.
- **Put the US investment on hold.** Given the current uncertainties in the US market in relation to the energy transition, Redelfi is evaluating to put on hold the investment in the US subsidiaries, which currently do not make a positive contribution to the Group's EBITDA, to concentrate the resources on the Italian business.

Strategic entry in data centre leveraging infrastructure expertise

Data centre development can be seen as a natural evolution of the BESS authorisation development business, leveraging on Redelfi's deep expertise in land acquisition and grid connection.

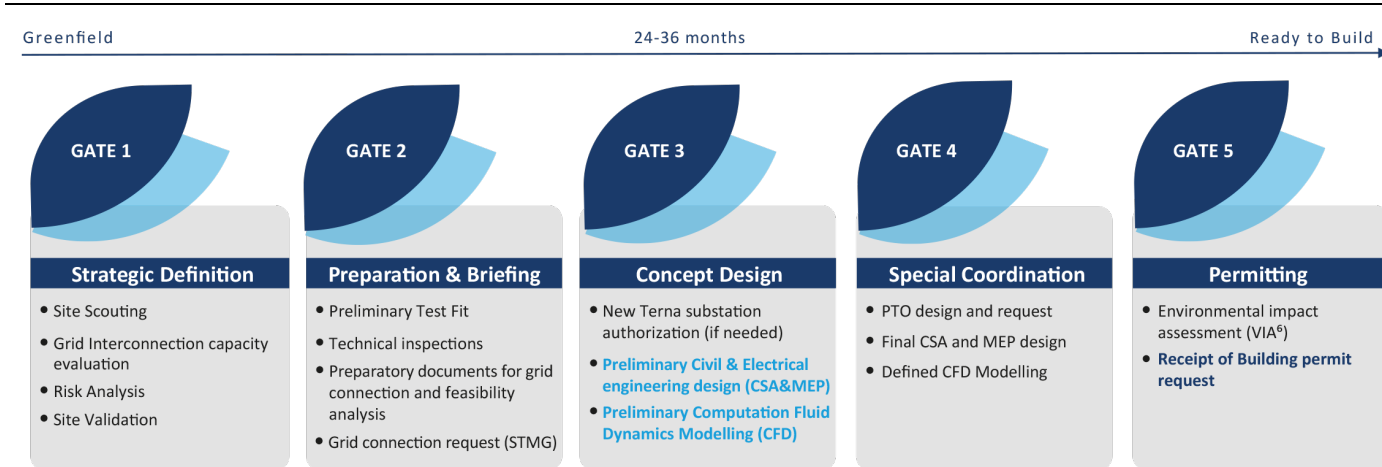
On January 29, 2026, Redelfi announced the signing of a term sheet with WRM Group for the entry into the data centre market. Leveraging its expertise in national grid connections, the company is able to access this market while creating industrial synergies with BESS development.

- The agreement involves establishing a **JV owned 51% by Redelfi (or its subsidiaries) and 49% by WRM Group**, with the aim of investing in the development of 4 data centres over the next two years.
- Redelfi will fully manage the technical and operational development under a **DSA** with a NewCo, receiving milestone-based payments for completed phases. The Company participates both as a shareholder and supplier of technical activities.
- **WRM Group**, an investment group based in London, is already a partner in the Bright Storage JV with Redelfi, which develops standalone BESS projects. Extensive experience in BESS development has enabled the extension of the partnership into the data centre sector.

Operational efficiency can be enhanced by optimising design and integration of BESS and data centre systems. In addition, the high energy consumption of data centres and their impact on the grid can be partially mitigated through the **co-location of BESS solutions**.

The business model for data centres will replicate the BESS model: 5 gates from site scouting to the receipt of building permit request. The first 2 gates, including site validation and grid connection request, mirror the BESS business line, enabling operational efficiencies and cross-selling. Then in the last gates development becomes more specialised, with customised, high-value activities that enable earlier client identification, before the development process is completed, to define the features of the project.

Redelfi - Data Centre business model



Source: Intermonte SIM

Financial Performance

2021-2024 Results

In this section we review Redelfi's 2021-2024 financial performance, with a focus on 2023 and 2024. These two years mark a turning point for the Group, as 2023 was the first full year post-listing, featuring the entry into the Italian BESS market following the acquisition of the Italian pipeline in October 2023. Over this period, Redelfi progressively shifted its strategic focus toward the development of BESS projects.

Redelfi - Financial Trends (2021-24)				
(Eu mn)	2021	2022	2023	2024
Revenues	0.9	4.5	10.9	19.8
EBITDA	-0.9	1.7	5.1	9.4
Adj. EBITDA	-0.9	1.7	5.1	9.4
% EBITDA Margin		37.8%	46.8%	47.5%
Net Income	3.5	0.3	2.2	3.1
Adj. Net Income	3.5	0.3	2.2	2.9
Net invested capital	5.5	9.9	17.5	44.7
Equity	5.3	8.8	11.1	19.0
Net financial position	0.1	-0.6	-5.3	-19.6
Total cover	5.5	9.9	17.5	44.7

Source: Company data.

At the beginning of the period under review, revenues were initially evenly split between the MarTech division, providing IT consulting services, and the Energy business line, focused on renewable energy and BESS. Through investments in the acquisition of BESS assets, the company progressively refocused its activities on battery storage systems.

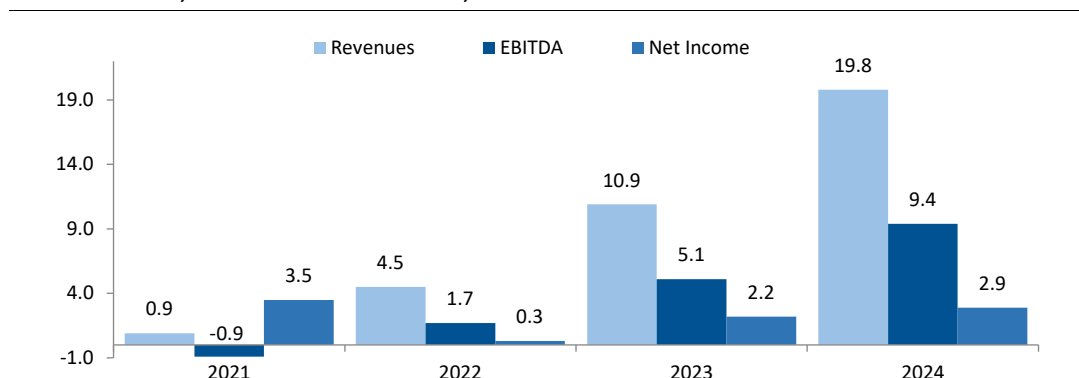
In 2021, Redelfi generated revenues of Eu0.9mn, mainly from MarTech (91.5% of value of production), focused on the development of software platforms. Despite a negative EBITDA of Eu-0.9mn, reflecting operating costs largely related to the set-up of the new Group structure following the disposal of Renergetica S.p.A., consolidated net income amounted to Eu3.5mn, entirely attributable to the Eu5mn capital gain from the disposal.

In 2022, the Group recorded a sharp increase in revenues to Eu4.5mn, driven by the energy business line, which contributed Eu2.0mn and represented the main source of EBITDA, which stood at Eu1.7mn. The year was also marked by Redelfi's listing on the Euronext Growth Milan market.

The value of production increased significantly in 2023, reaching Eu10.9mn, thanks to the Group's strategic repositioning toward the energy business line and the BESS segment.

In 2024 the value of production almost doubled, reaching Eu19.8mn. Following the entry into the Italian BESS market with the acquisition of GPA Solution, revenues from the BESS division were the main growth driver, increasing from Eu8.5mn in 2023 to Eu17.0mn in 2024. On the other hand, the MarTech business line remained stable, contributing Eu2.2mn in both 2023 and 2024.

Redelfi - Revenues, EBITDA and Net Income trends, 2021-24



Source: Company data.

The strong growth in BESS translated into a marked improvement in profitability, supported by a more favourable revenue mix: the energy business line boasted a gross margin of 53% in FY24, compared with only 3% in the MarTech division. EBITDA increased to Eu9.4mn in 2024 from Eu5.1mn in 2023, reaching a 47.4% margin. EBIT amounted to Eu7.8mn in 2024, up Eu3.0mn YoY, with a margin of 39.4% (vs. 42.2% in

2023). The slight margin contraction mainly reflected higher amortisation charges related to the recognition of the Eu11.2mn GPA earn-out, which increased goodwill and led to higher amortisation under Italian GAAP, weighing on EBIT. After higher financial charges related to third-party borrowings (mainly the Eu20mn financing granted by Anthilia), income taxes of Eu2.7mn, and minority interests, consolidated net income reached Eu3.3mn in 2024, compared with Eu2.2mn in 2023.

Below we give details of Redelfi's P&L, balance sheet and cash-flow evolution over the 2021-24 period.

Redelfi – Income statement				
(Eu mn)	2021	2022	2023	2024
Total Revenues	0.9	4.5	10.9	19.8
Total Operating Costs	-1.1	-1.8	-4.4	-8.1
Value Added	-0.2	2.7	6.5	11.7
Labor Cost	-0.7	-1.0	-1.4	-2.3
EBITDA	-0.9	1.7	5.1	9.4
Adj. EBITDA	-0.9	1.7	5.1	9.4
% Adj. EBITDA Margin		23.4%	46.8%	47.5%
Depr. Prov's, Write-downs	-0.3	-0.6	-0.5	-0.5
EBITA	-1.2	1.1	4.6	8.9
Goodwill amortization	0.0	0.0	0.0	-1.3
EBIT	-1.2	1.1	4.6	7.6
% EBIT Margin		24.4%	42.2%	38.3%
Net Financial Charges	0.0	-0.8	-0.3	-1.4
Other Charges and Income	4.7	0.0	0.0	0.0
Net Operating Margin	3.5	0.4	4.3	6.2
Taxes	0.0	-0.1	-1.3	-2.7
Adj. Tax Rate %	0.6%	14.3%	30.2%	36.0%
Net Income	3.5	0.3	3.0	3.5
Adj. Net Income	3.5	0.3	3.0	3.5
Results from discontinued op.	0	0	0	0
Minorities	0.0	0.0	0.8	0.4
Group Net Income	3.5	0.3	2.2	3.1
Adj. Group Net Income	3.5	0.3	2.2	2.9

Source: Company data.

Balance Sheet and Cash flows. Over the period, operating cash flows reflected the investment in the BESS pipeline. Working capital absorption reflected inventories for BESS projects under development: the division is capital intensive with a timing mismatch between development costs and project monetisation.

The net financial position, which was positive in 2021 and remained below 1x EBITDA through to the end of 2023, increased to Eu19.5mn in 2024 from Eu4.8mn at YE23. This rise was primarily driven by: (i) the recognition of an Eu11.2mn earn-out liability related to the GPA acquisition to be paid in 2028 and (ii) negative operating cash flow due to working capital absorption. Excluding this acquisition-related earn-out liability, adjusted net debt would have stood at Eu8.2mn (0.9x adj. net debt/EBITDA).

Redelfi - Balance Sheet				
(Eu mn)	2021	2022	2023	2024
Fixed assets	5.5	8.2	12.4	25.6
Net working capital	0.2	1.8	5.2	19.3
Gross inv. capital	5.6	10.0	17.6	44.9
Severance provision	-0.1	-0.1	-0.1	-0.2
Net invested capital	5.5	9.9	17.5	44.7
Group sharehold. equity	5.3	8.8	11.1	19.0
Minority interests	0.3	0.4	1.2	6.1
Net financial position	0.1	-0.6	-5.3	-19.6
Total cover	5.5	9.9	17.5	44.7

Source: Company data.

Redelfi - Cash Flow Statement

(Eu mn)	2021	2022	2023	2024
Net fin position beg of year	0.0	0.1	-0.6	-5.3
Net income	0.0	0.3	3.0	3.5
Depreciation	0.0	0.5	0.5	1.8
Cash flow from operations	0.0	0.8	3.5	5.3
Change in working capital	0.0	-1.6	-3.4	-14.0
Operating cash flow	0.0	-0.8	0.1	-8.7
Investments	0.0	-1.9	0.0	-3.2
Free cash flow	0.0	-2.7	0.1	-11.9
Dividends	0.0	0.0	0.0	0.0
Other movements	0.0	2.0	-4.7	-2.4
Cash flow	0.0	-0.7	-4.6	-14.3
Net fin position end of year	0.1	-0.6	-5.3	-19.6

Source: Company data.

1H25 results

Redelfi reported strong 1H25 results, with the value of production reaching Eu15.9mn (+54% YoY) and EBITDA Eu10.4mn (+83% YoY), implying a margin of 65.4% (vs. 54.8% in 1H24). Performance was driven by the strong focus on BESS development, with the energy business line accounting for 94% of the total value of production, supported by geographical diversification and risk/cost sharing through DSA-based partnerships. Consolidated net income amounted to Eu6.0mn (Eu3.5mn attributable to the Group), up by more than Eu2.4mn YoY and entirely generated by the Energy business line.

We highlight that from an accounting point of view, revenues from BESS development are reported according to their nature: i) In the presence of a DSA contract (Bright pipeline), revenues are recognised within value of production reflecting the progress of the permitting and development activities of the pipeline and captures the effects of project advancement recognised by financial partners under the DSA contract. As of 30 June 2025, this item accounted for 92% of the value of production; ii) Upon the sale of a ready-to-build pipeline, revenues are recognised under “revenues from sales.” At balance sheet level, inventories relating to work in progress on order represent the valuation of multi-year BESS project development contracts in Italy on which Redelfi and the Group’s investee companies operate. As at 30 June 2025, more than half of the progress recognised was attributable to the DSA mechanism and, as a result, had already been partially collected.

Moving to the balance sheet, net debt stood at Eu15.9mn, a Eu3.5mn improvement from YE24, thanks to the Eu8.0mn capital raise executed in April and the DSA mechanism. On 3 April 2025, Redelfi resolved to increase its share capital with the exclusion of pre-emptive rights pursuant to Article 2441, paragraph 5 of the Italian Civil Code, for a total amount of Eu8.0mn, including share premium, through the issuance of 1,758,240 new ordinary shares. Execution of this capital raise enabled Alkemia SGR S.p.A. and Algebris Investment Limited (Ireland) to exceed the 5% relevant threshold of the share capital, becoming the second and third largest shareholders respectively.

Redelfi – 1H25 results

(Eu mn)	1H24A	1H25A	Chg YoY	2H24A	2H25E	Chg YoY	2024A	2025E	Chg YoY
Revenues	10.4	15.9	53%	9.4	10.6	12%	19.8	26.5	34%
Operating costs	-3.6	-4.0	11%	-4.5	-3.8	-16%	-8.1	-7.8	-4%
EBITDA	5.7	10.4	83%	3.7	4.3	15%	9.4	14.7	56%
Adj. EBITDA	5.7	10.4	83%	3.7	4.3	15%	9.4	14.7	56%
Adj. EBITDA margin	54.8%	65.4%		39.4%	40.4%		47.5%	55.5%	
Depr., prov., write-downs	-0.2	-0.8	231%	-1.6	-1.0	-36%	-1.8	-1.8	0%
EBIT	5.5	9.6	76%	2.1	3.3	54%	7.6	12.9	70%
Adj. EBIT	5.5	9.6	76%	2.1	3.3	54%	7.6	12.9	70%
Margin (%)	52%	60%		23%	31%		38%	49%	
Net Financial Charges	-0.6	-1.3		-0.9	-0.7		-1.4	-2.1	
Other Charges/Income	0.0	0.0		0.0	0.0		0.0	0.0	
Net Operating Margin	4.9	8.3	69%	1.3	2.5	NM	6.2	10.8	75%
Taxes	-1.4	-2.3		-1.3	-1.0		-2.7	-3.3	
Tax Rate (%)	28%	28%		105%	41%		44%	31%	
Net Income	3.5	6.0	68%	-0.1	1.5	NM	3.5	7.5	115%
Adj. Net Income	3.5	6.0	68%	-0.1	1.5	NM	3.5	7.5	115%
Minorities	0.7	2.4		-0.3	1.1		0.4	3.5	
Group Net Income	2.9	3.5	24%	0.2	0.4	NM	3.1	4.0	30%
Adj. Group Net Income	2.9	3.5	24%	0.0	0.4	1151%	2.9	4.0	37%
Equity	17.1	42.1	146%	25.1	57.2	128%	25.1	57.2	128%
Net Debt	8.6	15.9		19.6	12.3	-37%	19.6	12.3	-37%
CE	25.7	58.0	126%	44.7	69.5	56%	44.7	69.5	56%
D/E Ratio	0.5	0.4		0.8	0.2		0.8	0.2	

Source: Company data, Intermonte SIM estimates.

2025-2029 Financial Forecasts

2025-29 projections. For 2025, we envisage revenues of Eu26.5mn and EBITDA of Eu14.7mn. Both these figures are in line with the upper range of the 2023-26 business plan targets, set at Eu26.0-27.0mn and Eu14.2-15.0mn respectively. On the bottom line, we project Group net income of Eu4.0mn after minorities of Eu3.5mn. For 2026 and the following years, we project substantial revenue growth, reflecting the contribution of the new BESS pipelines. The 2026 top line is foreseen growing by around 28% YoY to reach Eu34.0mn, in line with the Eu34.0-35.2mn plan targets. We forecast 6% CAGR in the next three years, reaching Eu40.5mn in 2029. EBITDA is forecast to reach Eu24.9mn in 2026 (vs. the Eu23.3-24.3mn plan target) with a 73.2% margin, then further increase to Eu28.1mn in 2027, Eu29.3mn in 2028 and Eu32.3mn in 2029, with margin expected to reach 79.7% in 2029.

On the balance sheet, we expect Redelfi to close 2025 with net debt of Eu12.3mn, down from Eu19.5mn as at YE24. In 2026, we anticipate an increase in debt driven by higher inventories related to the development of the BESS pipeline. From 2027 onward, as sales of ready-to-build projects begin, we expect the company to shift to a net cash position, reaching Eu3.0mn in 2027, Eu33.8mn in 2028 and Eu60.8mn in 2029.

Redelfi - Financial Trends (2025-29E)

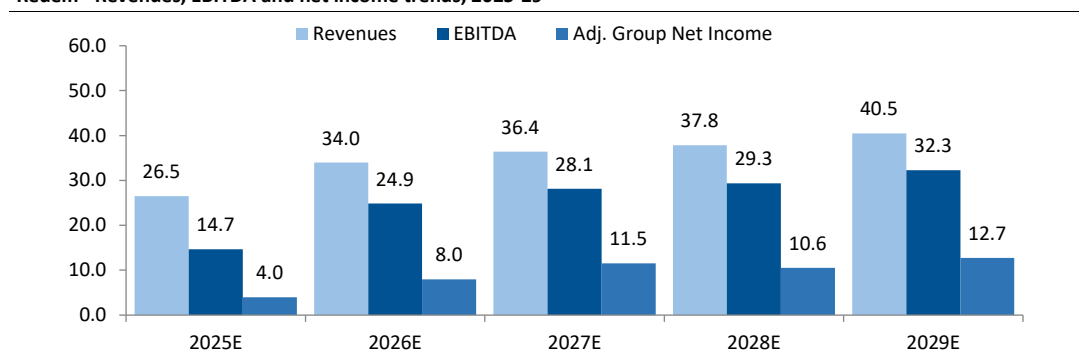
(Eu mn)	2025E	2026E	2027E	2028E	2029E
Revenues	26.5	34.0	36.4	37.8	40.5
EBITDA	14.7	24.9	28.1	29.3	32.3
Adj. EBITDA	14.7	24.9	28.1	29.3	32.3
% EBITDA Margin	55.5%	73.2%	77.3%	77.6%	79.7%
Group Net Income	4.0	14.0	11.5	4.6	12.7
Adj. Group Net Income	4.0	8.0	11.5	10.6	12.7
Net invested capital	69.5	111.8	102.4	81.6	85.4
Equity	47.6	61.6	73.1	77.6	90.4
Net financial position	-12.3	-28.9	3.0	33.8	60.8
Total cover	69.5	111.8	102.4	81.6	85.4

Source: Company data & Intermonte SIM estimates

Group revenues and EBITDA projections. Our 2025-29 revenue growth estimates are based on the expected evolution of BESS pipeline development and sales. As a reminder, how revenues from BESS development are reported depends on their nature: for a DSA contract, they are included in the value of production, where the line item “change in work in progress on long-term contracts” reflects progress on the pipeline’s permitting and development activities and captures the effects of project milestones recognised by financial partners under the DSA agreement; upon the sale of a ready-to-build pipeline, revenues are instead recorded under “sales revenues.” In forecasting margin trends, we assume a significant improvement in profitability in 2025 and 2026 thanks to the focus on the BESS business, with further increase in the next years as Redelfi completes the development of the projects, with 79.7% margin in 2029.

Adj. net income projections. Moving down the P&L, we assume D&A to remain broadly stable at around Eu1.8mn per year over the period. We forecast declining net financial charges, although we factor in higher interest expenses in 2028 related to the performance fees on Anthilia’s financing of Bright Storage. As for taxes, our estimates reflect a concentration of tax charges toward the end of the period, driven by a shift in the revenue mix that determines the taxable base. We therefore introduce adj. net profit as a metric that, in our view, better captures the Group’s underlying growth trend. We estimate adjusted Group net income at Eu4.0mn in 2025, up 30% YoY, after minorities of Eu3.5mn. We then see an increasing trend, with Eu12.7mn in 2029.

Redelfi - Revenues, EBITDA and net income trends, 2025-29



Source: Company data & Intermonte SIM estimates

Details of Redelfi's P&L evolution over the 2025-29 period:

Redelfi - Income Statement

(Eu mn)	2025E	2026E	2027E	2028E	2029E
Total Revenues	26.5	34.0	36.4	37.8	40.5
Total Operating Costs	-7.8	-5.0	-4.0	-4.2	-3.8
Value Added	18.7	29.0	32.4	33.7	36.7
Labor Cost	-4.0	-4.1	-4.2	-4.3	-4.4
EBITDA	14.7	24.9	28.1	29.3	32.3
Adj. EBITDA	14.7	24.9	28.1	29.3	32.3
% Adj. EBITDA Margin	55.5%	73.2%	77.3%	77.6%	79.7%
Depr. Prov's. and Write-downs	-0.5	-0.5	-0.5	-0.5	-0.5
EBITA	14.2	24.4	27.6	28.8	31.8
Goodwill amortization	-1.3	-1.3	-1.3	-1.3	-1.3
EBIT	12.9	23.1	26.3	27.5	30.5
% EBIT Margin	48.6%	67.8%	72.3%	72.8%	75.3%
Net Financial Charges	-2.1	-1.9	-1.5	-7.5	0.0
Other Charges and Income	0.0	0.0	0.0	0.0	0.0
Net Operating Margin	10.8	21.2	24.8	20.0	30.5
Taxes	-3.3	-0.2	-7.2	-12.0	-8.7
Adj. Tax Rate %	27.5%	0.9%	27.5%	56.1%	27.5%
Net Income	7.5	21.0	17.6	8.1	21.7
Adj. Net Income	7.5	21.0	17.6	8.1	21.7
Results from discontinued op.	0	0	0	0	0
Minorities	3.5	7.0	6.1	3.5	9.0
Group Net Income	4.0	14.0	11.5	4.6	12.7
Adj. Group Net Income	4.0	8.0	11.5	10.6	12.7

Source: Company data & Intermonte SIM estimates

Balance sheet. On the balance sheet, looking at the evolution of gross invested capital, we note that inventories in net working capital fully relate to work in progress on long-term contracts, representing the valuation of the Group's multi-year projects. Group shareholder equity is expected to close 2025 at Eu47.6mn after the Eu8mn capital increase, and minorities at Eu9.6mn. Going forward, we expect Group shareholder equity to reach Eu90.4mn in 2029 and minorities Eu55.9mn. Looking at the net financial position, we expect Redelfi to close 2025 with net debt of Eu12.3mn, down from Eu19.5mn as at YE24. In 2026 we expect a temporary worsening to Eu28.9mn due to higher inventories from pipeline development; however, after the sale of the first ready-to-build projects, we expect the group to move to a net cash position in 2027, reaching Eu60.8mn in 2029.

Redelfi - Balance Sheet

(Eu mn)	2025E	2026E	2027E	2028E	2029E
Fixed assets	24.1	33.2	32.4	31.6	30.8
Net working capital	45.9	79.1	70.7	50.8	55.6
Gross inv. capital	70.0	112.4	103.1	82.4	86.3
Severance provision	-0.5	-0.6	-0.7	-0.8	-0.9
Net invested capital	69.5	111.8	102.4	81.6	85.4
Group sharehold. equity	47.6	61.6	73.1	77.6	90.4
Minority interests	9.6	21.3	32.3	37.8	55.9
Net financial position	-12.3	-28.9	3.0	33.8	60.8
Total cover	69.5	111.8	102.4	81.6	85.4

Source: Company data & Intermonte SIM estimates

Cashflow. We estimate Eu85mn cumulative cash flow from operations in 2025-29. After working capital absorption in 2025 and 2026 to reflect the development phase, we expect negative operating cash flow at Eu-17.1mn and Eu-10.3mn respectively, then turning positive from 2027. In terms of CapEx, we assume Eu15mn cumulative in 2025-29, with Eu11mn from the US pipeline. We do not forecast any dividend distribution during the period. Under "Other movements," we include shareholder loans provided by Flash to support the Bright Storage pipeline. As stated, the net financial position is expected to move from net debt of Eu12.3mn as at YE25 to a net cash position of Eu60.8mn in 2029.

Redelfi - Cash Flow Statement

(Eu mn)	2025E	2026E	2027E	2028E	2029E
Net fin position beg of year	-19.6	-12.3	-28.9	3.0	33.8
Net income	7.5	21.0	17.6	8.1	21.7
Depreciation	1.8	1.8	1.8	1.8	1.8
Cash flow from operations	9.3	22.8	19.4	9.9	23.5
Change in working capital	-26.3	-33.1	8.5	20.0	-4.7
Operating cash flow	-17.1	-10.3	28.0	29.9	18.9
Investments	-1.0	-11.0	-1.0	-1.0	-1.0
Free cash flow	-18.1	-21.3	27.0	28.9	17.9
Dividends	0.0	0.0	0.0	0.0	0.0
Other movements	25.4	4.7	4.9	2.0	9.1
Cash flow	7.3	-16.6	31.9	30.9	27.0
Net fin position end of year	-12.3	-28.9	3.0	33.8	60.8

Source: Source: Company data & Intermonte SIM estimates

Valuation

We have set a target price for Redelfi of Eu14.6ps, based on a mix of DCF (Eu14.9ps) and a peer comparison on market multiples (Eu14.2ps). In this section we provide details of our two valuation methodologies.

DCF model

The basic assumptions included in our DCF model are as follows: a) a risk-free rate of 3.5%, b) a 5.5% equity premium, c) beta of 1.10, d) cost of debt at 7.0%, and e) 9.5% cost of equity. These assumptions provide a weighted average cost of capital (WACC) of 9.1%.

Redelfi: Wacc

WACC after tax	9.10
Risk-free rate (10-year bond)	3.50
Risk Premium	5.50
Beta	1.10
Cost of equity	9.53
Risk-free rate (10-year bond)	3.50
Spread	3.50
Pre-tax cost	7.00
Post-tax cost	4.69
Debt weighting	8.8

Source: Intermonte SIM estimates

We also assume a terminal growth rate of 1.5%. Based on these assumptions, we estimate an enterprise valuation (EV) of Eu252.8mn. We then subtract the net financial debt as at YE25E (that already includes the Eu11.2mn GPA earn-out cash out), other liabilities and the minorities (11.1x 2027E P/E), and add financial assets (Eu5.4mn), obtaining an equity valuation of Eu175.6mn, corresponding to Eu14.9ps.

Redelfi: DCF Model

(Eu mn)	2026E	2027E	2028E	2029E	2030E	2031E
EBIT	23.1	26.3	27.5	30.5	31.6	32.1
Taxes on EBIT	-6.3	-7.2	-7.6	-8.4	-8.7	-8.8
Depreciation/amortisation	1.8	1.8	1.8	1.8	1.8	1.8
Capex - acquisitions	-11.0	-1.0	-1.0	-1.0	-1.0	-1.0
Operating cash flow	7.5	19.9	20.8	22.9	23.8	24.1
NOPAT	16.7	19.1	20.0	22.1	22.9	23.3
NPV 2026-30	71.2					NOPAT 2031
TV 2031	181.7					23.3
EV	252.8					
Net debt	-12.3	YE25E				
Financial assets	5.4	YE25E				
Other liabilities	-2.8	risks and charges provisions				
Minorities	-67.6	11.1x 2027E P/E				
Equity Value	175.6					
Equity Value per share	14.93					

Source: Intermonte SIM estimates.

Below the sensitivity analysis giving the equity values at different values of WACC and g rates.

Redelfi: DCF Sensitivity

Growth rate	1.00%				1.50%	2.00%			
Wacc	8.60%	9.10%	9.60%	8.60%	9.10%	9.60%	8.60%	9.10%	9.60%
NPV 2026-30	72.2	71.2	70.1	72.2	71.2	70.1	72.2	71.2	70.1
TV 2031	186.7	170.4	156.2	199.9	181.7	165.8	215.0	194.4	176.7
EV	259.0	241.6	226.3	272.1	252.8	236.0	287.3	265.6	246.9
Net debt	-12.3	-12.3	-12.3	-12.3	-12.3	-12.3	-12.3	-12.3	-12.3
Financials	5.4	5.4	5.4	5.4	5.4	5.4	5.4	5.4	5.4
Other liabilities	-2.8	-2.8	-2.8	-2.8	-2.8	-2.8	-2.8	-2.8	-2.8
Minorities	-67.6	-67.6	-67.6	-67.6	-67.6	-67.6	-67.6	-67.6	-67.6
Equity Value	181.7	164.4	149.1	194.9	175.6	158.7	210.0	188.4	169.6
per share	15.45	13.98	12.68	16.57	14.93	13.50	17.86	16.02	14.43

Source: Intermonte SIM estimates.

Market multiples valuation

The limitations of this valuation approach mainly lie in the difficulty of selecting an appropriate peer group, as only Altea Green Power and the Swedish developer Arise (recently delisted at a price of Eu44.6ps) match Redelfi's business profile. We then considered an enlarged peer group, supplementing the Developers group with Developers/Integrated Players/IPP, formed by companies that to a different extent develop and own/manage renewable assets. Clearly, multiples of the panel of peers vary significantly from company to company, reflecting differences in business mix, asset strategies and stage of growth.

Redelfi: Peer Group - Market Multiples at Current Prices

Company		Price	Mkt. cap		EV/EBITDA				P/E		
			(Eu mn)	2025E	2026E	2027E	2028E	2025E	2026E	2027E	2028E
Developers											
Arise	Swe	44.60		12.1	6.2	4.6	3.5	58.0	12.5	7.5	6.5
Redelfi	It	10.86	126	8.3	8.0	6.3	5.2	21.9	16.0	11.1	12.1
Altea Green Power	It	6.60	117	7.1	3.8	2.9	2.3	10.5	5.4	5.0	4.5
Average			243	7.7	6.0	4.7	3.8	16.4	10.9	8.1	8.5
Developers/Integrated Players/IPP											
Orsted	Dn	144.00	26,531	10.7	8.3	7.9	6.1	58.8	17.1	16.5	14.0
EDP Renovaveis	Por	13.32	14,336	11.4	10.9	10.4	9.9	43.4	32.0	27.8	25.1
Acciona Energia	Sp	20.90	6,976	7.1	9.6	9.5	9.1	10.5	28.7	31.6	27.8
Solaria	Sp	22.11	2,748	16.3	14.3	12.3	10.1	22.8	18.8	15.2	11.6
Grenergy Renovables	Sp	110.00	3,149	21.1	18.3	15.6	12.2	35.5	28.2	21.0	16.9
Erg	It	22.22	3,253	9.6	9.4	9.3	9.0	21.0	18.5	19.2	19.3
Alerion Clean Power	It	18.58	1,023	8.2	7.4	6.1	6.0	31.5	22.5	14.2	14.2
Voltalia	Fr	6.77	868	15.1	14.2	11.0	9.7	NM	NM	85.9	39.6
PNE			625	29.2	16.2	13.6	10.4	NM	87.4	24.9	28.9
Average			59,509	11.4	10.1	9.5	8.1	42.5	23.4	22.4	19.2
Total weighted average				11.4	10.1	9.5	8.1	42.4	23.3	22.3	19.1

Source: Intermonte SIM estimates, Factset consensus.

For our market multiples valuation of Redelfi, we have taken the weighted average of multiples for the Developers group and the Developers/Integrated Players/IPP group. We then applied a 15% discount, to take into account the different mix (ownership and management of renewable assets) and Redelfi's lower liquidity. The peer comparison yields a mean valuation of Eu167.1mn, corresponding to Eu14.2ps.

Redelfi: Market multiples valuation

(Eu mn)	2026E	2027E	2028E	Avg. 26-28
EV/EBITDA multiple valuation				
Redelfi EBITDA	24.9	28.1	29.3	
EV/EBITDA peer group	8.6x	8.0x	6.9x	
fair EV based on multiples	213.6	226.0	202.1	
Net (debt) cash	-28.9	3.0	33.8	
Financials	5.4	5.4	5.4	
Other liabilities	-2.8	-2.8	-2.8	
Minorities	-67.6	-67.6	-67.6	
Fair Equity value on multiples	119.8	164.0	170.9	151.6
NOSH (mn)	11.8	11.8	11.8	
Fair share price	10.2	14.0	14.5	12.9
P/E multiple valuation				
Redelfi Adj. Net Profit	8.0	11.5	10.6	
P/E peer group	19.8x	19.0x	16.2x	
Fair Equity value on multiples	157.8	218.7	171.5	182.7
NOSH (mn)	11.8	11.8	11.8	
Fair share price	13.4	18.6	14.6	15.5
Mean result	138.8	191.4	171.2	167.1
Mean result per share	11.8	16.3	14.6	14.2

Source: Intermonte SIM estimates

Cross-check valuation based on BESS pipeline

Both DCF-based valuations and market multiple-based valuations can clearly lead to very different outcomes, depending on the one hand on the assumptions adopted for the discount rate and terminal growth, and on the other hand on the peer group selected and the reference year to which the multiple is applied.

For this reason, we have cross-checked our valuations based on Redelfi's BESS project pipeline and the values that the market currently assigns to development costs (DevEx).

Redelfi currently has a pipeline of more than 4GW of BESS projects in Italy at an advanced stage of development, with authorisation submitted and pending. According to the type of development, development costs (DevEx) can range from a minimum of Eu40k/MW for Co-development to a maximum of Eu100k/MW for projects sold at Ready-to-build state.

Applying an average development cost of Eu70k/MW to Redelfi's 4GW domestic pipeline yields an EV of Eu256.2mn, corresponding to an equity value of Eu178.9mn, or Eu15.2ps.

Redelfi: Valuation based on BESS Pipeline

(Eu mn)		
Pipeline (MW)	4,000	current BESS pipeline
Value (Euk/MW)	70	average Devex (Eu40-100k/MW range)
Development costs	-23.8	cumulated 2026-29 after taxes
EV	256.2	
Net debt	-12.3	YE25E
Financial assets	5.4	YE25E
Other liabilities	-2.8	risks and charges provisions
Minorities	-67.6	11.1x 2027E P/E
Equity Value	178.9	
Equity Value per share	15.2	

Source: Intermonte SIM estimates.

Financials

Redelfi – Income Statement

(Eu mn)	2022	2023	2024	2025E	2026E	2027E	2028E	2029E
Total Revenues	4.5	10.9	19.8	26.5	34.0	36.4	37.8	40.5
Total Operating Costs	-1.8	-4.4	-8.1	-7.8	-5.0	-4.0	-4.2	-3.8
Value Added	2.7	6.5	11.7	18.7	29.0	32.4	33.7	36.7
Labor Cost	-1.0	-1.4	-2.3	-4.0	-4.1	-4.2	-4.3	-4.4
EBITDA	1.7	5.1	9.4	14.7	24.9	28.1	29.3	32.3
Adj. EBITDA	1.7	5.1	9.4	14.7	24.9	28.1	29.3	32.3
% Adj. EBITDA Margin	23.4%	46.8%	47.5%	55.5%	73.2%	77.3%	77.6%	79.7%
Depr. Prov's. Write-downs	-0.6	-0.5	-0.5	-0.5	-0.5	-0.5	-0.5	-0.5
EBITA	1.1	4.6	8.9	14.2	24.4	27.6	28.8	31.8
Goodwill amortization	0.0	0.0	-1.3	-1.3	-1.3	-1.3	-1.3	-1.3
EBIT	1.1	4.6	7.6	12.9	23.1	26.3	27.5	30.5
% EBIT Margin	24.4%	42.2%	38.3%	48.6%	67.8%	72.3%	72.8%	75.3%
Net Financial Charges	-0.8	-0.3	-1.4	-2.1	-1.9	-1.5	-7.5	0.0
Other Charges and Income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net Operating Margin	0.4	4.3	6.2	10.8	21.2	24.8	20.0	30.5
Taxes	-0.1	-1.3	-2.7	-3.3	-0.2	-7.2	-12.0	-8.7
Tax Rate %	14.3%	30.2%	36.0%	27.5%	0.9%	27.5%	56.1%	27.5%
Net Income	0.3	3.0	3.5	7.5	21.0	17.6	8.1	21.7
Minorities	0.0	0.8	0.4	3.5	7.0	6.1	3.5	9.0
Group Net Income	0.3	2.2	3.1	4.0	14.0	11.5	4.6	12.7
Adj. Group Net Income	0.3	2.2	2.9	4.0	8.0	11.5	10.6	12.7

Source: Company data, Intermonte SIM estimates.

Redelfi – Balance Sheet

(Eu mn)	2022	2023	2024	2025E	2026E	2027E	2028E	2029E
Fixed assets	8.2	12.4	25.6	24.1	33.2	32.4	31.6	30.8
Net working capital	1.8	5.2	19.3	45.9	79.1	70.7	50.8	55.6
Gross inv. capital	10.0	17.6	44.9	70.0	112.4	103.1	82.4	86.3
Severance provision	-0.1	-0.1	-0.2	-0.5	-0.6	-0.7	-0.8	-0.9
Net invested capital	9.9	17.5	44.7	69.5	111.8	102.4	81.6	85.4
Group sharehold. equity	8.8	11.1	19.0	47.6	61.6	73.1	77.6	90.4
Minority interests	0.4	1.2	6.1	9.6	21.3	32.3	37.8	55.9
Net financial position	-0.6	-5.3	-19.6	-12.3	-28.9	3.0	33.8	60.8
Total cover	9.9	17.5	44.7	69.5	111.8	102.4	81.6	85.4

Source: Company data, Intermonte SIM estimates.

Redelfi – Cash Flow Statement

(Eu mn)	2022	2023	2024	2025E	2026E	2027E	2028E	2029E
Net fin position beg of year	0.1	-0.6	-5.3	-19.6	-12.3	-28.9	3.0	33.8
Net income	0.3	3.0	3.5	7.5	21.0	17.6	8.1	21.7
Depreciation	0.5	0.5	1.8	1.8	1.8	1.8	1.8	1.8
Cash flow from operations	0.8	3.5	5.3	9.3	22.8	19.4	9.9	23.5
Change in working capital	-1.6	-3.4	-14.0	-26.3	-33.1	8.5	20.0	-4.7
Operating cash flow	-0.8	0.1	-8.7	-17.1	-10.3	28.0	29.9	18.9
Investments	-1.9	0.0	-3.2	-1.0	-11.0	-1.0	-1.0	-1.0
Free cash flow	-2.7	0.1	-11.9	-18.1	-21.3	27.0	28.9	17.9
Dividends	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other movements	2.0	-4.7	-2.4	25.4	4.7	4.9	2.0	9.1
Cash flow	-0.7	-4.6	-14.3	7.3	-16.6	31.9	30.9	27.0
Net fin position end of year	-0.6	-5.3	-19.6	-12.3	-28.9	3.0	33.8	60.8

Source: Company data, Intermonte SIM estimates.

Share Price Performance and Multiples Comparison

RES/BESS Value chain: Market Multiples Comparison

Company	Price	Mkt. cap	Abs. Perf. (%)					P/E adj.			EV/EBITDA			Div. Yield (%)		
	(Eu mn)		-1m	-3m	-6m	-12m	-24m	2025E	2026E	2027E	2025E	2026E	2027E	2025E	2026E	2027E
RES/BESS Producers																
Vestas	157.60	21,468	1%	-7%	36%	43%	-16%	27.5	19.7	15.3	9.6	7.5	6.1	0.5%	0.9%	1.2%
Nordex	45.80	10,896	37%	59%	122%	172%	304%	39.9	25.4	19.8	14.7	10.6	8.4	0.0%	0.3%	0.7%
Energy	0.61	35.65	-14%	-23%	-29%	-33%	-67%	nm	15.4	4.6	nm	8.9	6.8	0.0%	0.0%	0.0%
Average		32,399	13%	16%	65%	87%	92%	31.6	21.6	16.8	11.3	8.5	6.9	0.3%	0.7%	1.1%
Developers																
Arise	44.60							58.0	12.5	7.5	12.1	6.2	4.6	0.6%	2.0%	2.3%
Redelfi	10.86	126	-5%	-5%	33%	131%	70%	21.9	16.0	11.1	8.3	8.0	6.3	0.0%	0.0%	0.0%
Altea Green Power	6.60	117	-12%	-2%	-4%	-2%	-17%	10.5	5.4	5.0	7.1	3.8	2.9	0.0%	0.0%	0.0%
Average		243	-8%	-4%	15%	67%	28%	16.4	10.9	8.1	7.7	6.0	4.7	0.0%	0.0%	0.0%
Developers/Integrated Players/IPP																
Orsted	144.00	26,531	-2%	11%	41%	-18%	-23%	58.8	17.1	16.5	10.7	8.3	7.9	0.0%	2.4%	2.6%
EDP Renovaveis	13.32	14,336	2%	17%	38%	61%	4%	43.4	32.0	27.8	11.4	10.9	10.4	0.7%	1.2%	1.4%
Acciona Energia	20.90	6,976	-1%	0%	-4%	19%	6%	10.5	28.7	31.6	7.1	9.6	9.5	2.2%	1.8%	1.6%
Solaria	22.11	2,748	16%	33%	92%	190%	119%	22.8	18.8	15.2	16.3	14.3	12.3	0.0%	0.0%	0.0%
Grenergy Renovables	110.00	3,149	3%	38%	62%	178%	343%	35.5	28.2	21.0	21.1	18.3	15.6	0.0%	0.0%	0.0%
Erg	22.22	3,253	-5%	0%	4%	22%	-10%	21.0	18.5	19.2	9.6	9.4	9.3	4.6%	4.8%	4.8%
Alerion Clean Power	18.58	1,023	1%	8%	-3%	24%	-1%	31.5	22.5	14.2	8.2	7.4	6.1	5.0%	5.7%	7.1%
Voltaia	6.77	868	-6%	-5%	4%	-8%	10%	NM	NM	85.9	15.1	14.2	11.0	0.0%	0.0%	0.0%
PNE	8.00	625	-10%	-17%	-41%	-42%	-41%	NM	87.4	24.9	29.2	16.2	13.6	0.7%	0.7%	0.7%
Average		59,509	0%	12%	34%	28%	14%	42.5	23.4	22.4	11.4	10.1	9.5	0.8%	1.9%	2.1%
Grid Operators																
National Grid	13.23	78,330	0%	21%	32%	36%	40%	17.4	15.2	14.0	13.1	12.1	11.4	3.5%	3.6%	3.7%
Terna	9.95	20,291	0%	14%	20%	26%	35%	18.5	18.4	17.8	12.4	12.5	12.2	3.9%	4.0%	4.0%
Redeia	15.07	8,268	-5%	1%	-7%	-13%	0%	15.4	16.2	15.8	10.5	10.7	10.6	5.2%	5.3%	5.4%
Average		106,889	0%	18%	26%	30%	36%	17.5	15.9	14.8	12.8	12.1	11.5	3.8%	3.8%	3.9%

Source: Intermonte SIM estimates, Factset consensus.

Appendix I: Regulatory Framework

In Italy, specific incentives for photovoltaic systems integrated with storage, along with capacity auctions managed by Terna, provide valuable opportunities for utility-scale projects alongside trading on the electricity market.

Regulated mechanisms ensure project bankability through fixed revenues over the medium to long term. Consequently, the pure merchant model is less used, as it involves a high level of unjustified risk and uncertain profitability.

By guaranteeing stable, long-term returns, these frameworks de-risk storage investments and provide the flexibility essential for integrating Italy's expanding renewable energy capacity.

MACSE: Long-term auction framework designed to support large BESS projects

The **Mechanism for the Procurement of Electricity Storage Capacity (MACSE)** is Italy's first long-term auction framework specifically designed to support large-scale battery energy storage projects. It aims to accelerate the deployment of storage capacity critical for integrating renewable energy sources and enhancing grid flexibility.

Terna, the Italian transmission system operator, organises competitive auctions at which battery projects bid to secure fixed annual remuneration contracts. Winners receive guaranteed income for 15 years, while also being able to earn additional revenues from grid services.

Through three auction rounds, MACSE aims to support **up to 50GWh of storage capacity**.

The first auction was held on **30 September 2025** for a maximum of 10GWh, auctioned nation-wide as stipulated by the Ministry of Environment and Energy Security (MASE).

Mechanism and expectations

The auction bidding cap was computed considering the Terna storage technology study and the limits imposed by the European Commission and was equal to the cost of new entry (CONE). CONE is the annual revenue needed during the delivery period to fully recover construction, financing and operating costs, as well as the return on investment. The **cap was set at Eu37k/MWh/Year** by ARERA.

Marginal premium expectations fell over time: starting from an ARERA cap set at Eu37,000/MWh/Y, expectations dropped sharply to less than Eu20k in the final days before the auction. The main factors leading to the drop in price expectations were as follow:

- **Significant increase in the number of BESS authorised:** among utility-scale standalone projects, 100 projects were eligible for auction in September, three times the number available at the beginning of the year.
- **Growing competitive pressure**
- **Particularly liquid M&A:** 36 ready-to-build projects sold or transferred for a total of 3.5GW
- **A sharp fall in CapEx:** MACSE sparked competition between technology providers, enabling the market to count on very low CapEx. In particular, larger players with a substantial pipeline of operational/advanced-stage projects were able to benefit from discounts on battery pack costs, making them more competitive than early entrants. CapEx estimates went from Eu110/130k/MWh in Spring to Eu70/90 k/MWh in September.

Auction outcome

The MACSE auction held on 30 September resulted in the **full allocation of the national quota of 10GWh**. Competition was extremely intense, with more than 140 projects submitted for total capacity of approximately 44GWh, over four times the available volume. In the end, **only 15 projects were successful**.

From a geographical point of view, the Southern Area reached the maximum zonal allocation of 7GWh. The islands, which saw less competitive bids than mainland areas, were allocated only the minimum quota of 0.5GWh.

Market concentration

Enel emerged as the dominant player, securing around 6.7GWh, or ca. 67% of capacity awarded, through a portfolio of projects. These dimensions enabled significant economies of scale and contributed to lower marginal bid levels. While Enel's strategy undoubtedly influenced clearing prices, the auction would likely have closed at similar levels even in its absence. Most operators appear to have converged toward comparable cost assumptions, highlighting broad market alignment with the regulated MACSE business model.

Pricing dynamics

The trend toward cost optimisation, even at the expense of reduced returns in exchange for stable, regulated revenues, allowed many participants to lower their bids. As a result of the intense competition, the weighted average clearing premium dropped to an **exceptionally low level of Eu12,959/MWh**. This outcome was partly determined by the economics of a small number of particularly large projects.

Project economics

The auction confirmed that **MACSE is a strongly CapEx-driven mechanism**, where cost optimisation is the main driver of competitiveness. The estimated IRR ranges between 5% and 9%, depending on project-specific technical characteristics and capital expenditure levels.

In this context, unbundled strategies and light EPC approaches adopted by some operators proved effective in enabling highly competitive bids. However, these approaches entail higher execution risk and are not suitable for all market participants. For some winners, securing a MACSE contract without having finalised the technology provider may still represent an opportunity to enhance returns by increasing competition among suppliers.

Implications for future auctions

Competitive pressure is expected to remain high. Between projects not awarded in this auction and new developments advancing through the BESS authorisation pipeline in southern Italy, competition is unlikely to ease even if the quota doubles in the next two MACSE rounds.

Operators that successfully bid below Eu19-20k/MWh will likely attempt to reverse engineer the business plans of the winning projects to further optimise costs and revenues. Conversely, those significantly above this range will need to reassess CapEx assumptions and target IRRs in order to be competitive in future auctions.

Capacity Market

The capacity market is a mechanism designed to ensure a sufficiently capacious and reliable electricity system. Managed by Terna, the market procures capacity through long-term supply contracts awarded via competitive auctions. Eligible participants include **thermal power plants, hydroelectric facilities, photovoltaic and wind plants**, as well as **BESS**.

The capacity market is based on two key criteria:

- It provides a competitively determined capacity payment to assets owners to ensure a **minimum level of remuneration** and support system adequacy.
- In return, operators must make the awarded **capacity available at all times** at a **regulated strike price** set to reflect the highest marginal generation cost, limiting excess profits.

Currently, thermal technologies dominate the existing capacity portfolio in the Italian capacity market. Nonetheless, BESS technologies have seen growing participation, representing a significant share of newly awarded capacity.

Capacity market auction 2027 (February 2025)

The latest **capacity market auction for the 2027** delivery year was held by Terna on 26 February 2025. In total, **594 MW of new capacity** was awarded, with BESS representing about 95% of this allocation. Four large BESS projects exceeding 100 MW were granted capacity, three located in Northern Italy and one with a 4-hour duration situated in the MACSE zones. Smaller BESS projects, ranging between 25 and 50 MW or below 10 MW, made up the remaining awarded capacity.

Most of the awarded assets are expected to be **owned by developers backed by investment funds**, although some capacity may also be held by utilities. The **concentration of capacity in the North** indicates that the capacity market is seen as a secondary support mechanism for projects in MACSE areas.

The auction cleared at a price of **Eu47,000/MW/year**, which applied equally to both new and existing capacity. This price matches the bidding cap for existing units and marks a significant decrease compared to the previous auction, where the cap for new capacity was Eu86,000/MW/Y. The **strong competitive pressure** in the auction contributed to lowering the premium and highlights the increasing role of storage technologies in the Italian capacity market.

Tolling model overview

A tolling agreement is a contractual arrangement under which a battery energy storage system operator makes capacity available to an off-taker, who in return pays a fixed or semi-fixed fee and assumes, in full or in part, the market dispatch and price risk. Tolling structures can be physical or financial and may apply to the entire asset or only to a portion of its capacity, depending on the risk allocation agreed between the parties.

Contracts announced to date

Several tolling agreements are currently under negotiation. To date, however, **only two contracts have been officially announced**, both in September 2025: one between Aer Soléir and EGO Energy, and another between Zelestra and BKW.

The two agreements differ significantly in structure.

- The Aer Soléir–EGO Energy contract is a **physical tolling agreement** covering the entire battery capacity of 250 MW.

- The off-taker and trader (EGO Energy) actively dispatches the asset across all markets and fully retains all spot revenues it will be able to capture.
- The asset owner (Aer Soléir) will receive in return a fixed premium for seven years, which will fully sterilise the market risk and guarantee the bankability of the project.
- The Zelestra–BKW agreement is a **financial tolling arrangement** that applies only to part of the asset, up to 2GWh.
 - The off-taker (BKW) only manages up to 2GWh of the BESS capacity across DAM market.
 - The asset owner (Zelestra) receives a fixed premium from the off-taker in exchange.
 - A third party (trader) should be identified by Zelestra. The trader guarantees the optimisation of the asset operations on the markets. The parts will probably sign a variable contract with profit-sharing.

Structure & risk allocation

The structural differences between these two contracts show that **tolling is not a standardised solution**. Instead, bespoke configurations are being developed to allow each operator to assume specific levels of market risk. This **flexibility** makes tolling an attractive option for some market participants, but also limits its scalability.

Even where tolling contracts extend for just over 10 years, operators remain exposed to market risk for roughly half of the asset's useful life. As a result, securing stable and regulated revenue streams, such as those provided by the capacity market, remains essential to ensure long-term financial sustainability.

Market outlook

In light of the results of the latest MACSE auction, although the two mechanisms do not perfectly overlap, the **tolling-plus capacity market model** is increasingly perceived by many operators as a viable alternative. Numerous negotiations are currently ongoing between off-takers and BESS developers. However, the most advanced discussions are limited in number and mainly relate to projects located in non-MACSE areas or assets already awarded capacity market contracts.

Next regulated opportunity

2026 is expected to be marked by a high number of competitive procedures within support mechanisms for energy storage assets. Terna and the Ministry of Environment and Energy Security aim to run one capacity auction in 2026.

Auction Capacity Market 2028 (2026)

The **capacity market** auction for the **2028 delivery period** is expected between **2Q and 3Q 2026**.

As of today, the only auction to have been formally approved is the one for the 2028 delivery period, but confirmation of the capacity market is expected for the years to come, at least until 2031.

MACSE

Only 20% of the 50GWh MACSE target set for 2030 was covered by the first auction in 2025. While satisfaction with the outcome of the first auction was high, at least 270 days must elapse from Terna's publication of the auction date, according to the regulation; bringing it forward to before summer 2026 therefore looks difficult. The long wait could further intensify competition, increasing the number of potentially eligible projects by integrating them with a large portion of those currently in permitting that could be authorised in the meantime.

The features of the first MACSE round are expected to repeat themselves in the next auctions as well.

Looking at future auctions, market analysts still expect sharp competition, with around 10GW potentially eligible for each auction, and more than 50GW in permitting that may receive authorisation before auction. Regulated mechanisms are expected to continue to sustain financial models, ensuring the bankability of projects thanks to fixed revenues in the medium to long term. While the capacity market may be coupled to a tolling contract to make projects bankable, the pure merchant model, featuring a high level of unjustified risk given the underlying profitability, is less used.

Appendix II: Main players along the value chain

Main players along the value chain

Battery Producers	Developers	Developers/Integrated Players	IPP (Independent Power Producers)	Grid Operators
Energy (It) Saft (Fr) Leclanché (Ch) Alfen (Ndl) Fluence (Ger/Us) Tesvolt (Ger) BMZ Group (Ger) Skeleton Technologies (Est)	Redelfi (It) Altea Green Power (It) Belenergia (It) Acca Power (It) Arise (Swed) Scatec (Nor) SSE Renewables (Uk) Lightsource BP (Uk) Gresham Houde (Uk) Aquila Capital (Ger) ABO Energy (Ger) RP Global (Aus) European Energy (Den) R. Power (Pol)	Voltalia (Fr) Elgin Energy (Uk) Windel Energy (Uk) BW ESS (Ger) Renalfa (Aus)	Enel Green power (It) Erg (It) Alerion (It) Orsted (Den) EDP Renovaveis (Pt) Acciona Energia (Sp) Salaria (Sp) Grenergy (Sp) PNE (Ger) Neoen (Fr) Encavis (Ger) Terna Energy (Gree) Greenvolt (Pt) Sonnedix (Uk)	Terna (It) National Grid (Uk) Redeia (Sp)

Source: Intermonte elaboration.

BESS Producers:

Energy (IT) – BESS & battery producer

Energy S.p.A., listed on Euronext Growth Milan since 2022, designs and manufactures energy storage systems, including batteries, inverters, and management software, serving residential, commercial, and industrial clients. The company produces key components in-house, including lithium batteries. In FY24 Energy reported revenues of Eu37mn and adj. EBITDA of Eu-6mn.

Saft (FR) – battery manufacturer

A subsidiary of TotalEnergies, Saft is a French battery manufacturer specialising in high-performance lithium-ion and nickel-based batteries for industrial, transportation, and utility applications. Saft focuses on long-duration energy storage solutions for grids and microgrids. The company operates globally across Europe, North America, and Asia. In 2024 the company reported turnover of Eu1.3bn.

Leclanché (CH) – BESS producer – assembler of modular Li-ION energy storage systems

Swiss company specialising in the development and assembly of modular lithium-ion energy storage systems for industrial, commercial, and utility-scale projects. Leclanché integrates high-energy-density battery cells sourced from external suppliers with proprietary battery management and control software. The company focuses on grid services, peak shaving, and hybrid renewable storage solutions, operating primarily in Europe with selected projects in North America. Leclanché reported Eu17mn in revenues and an operating loss.

Alfen (NL) –modular Li-ION storage designer

Dutch company providing smart grid equipment and EV charging infrastructure across Europe. Its BESS division (around 35% of group revenue in 2024) designs and delivers modular lithium-ion storage solutions for grid balancing, renewable integration, and peak shaving. In 2024, the group generated Eu488mn in revenue and adj. EBITDA of Eu28.5mn.

Fluence (US) - designer, assembler, and integrator of modular energy storage solutions

Fluence Energy Inc. is a leading global provider of utility-scale BESS, energy services, and optimisation software for renewables, grid operators, and data centres. Founded as a JV between AES Corporation and Siemens, the company designs, assembles, and integrates modular energy storage solutions and associated software and services. Fluence's BESS offerings are divided between solutions tailored for data centres and long-duration energy storage systems. In FY24, Fluence generated \$2.7bn (Eu2.5bn) in revenue with adj. EBITDA of \$78mn (Eu73mn).

Tesvolt (DE) - designer and assembler of modular lithium-ion storage solutions

Tesvolt GmbH is a German company specialising in commercial, industrial, and utility-scale BESS. The company **designs and assembles modular lithium-ion storage solutions**, sourcing battery cells from third-party suppliers while integrating proprietary system design, controls, and software. The company reported Eu91mn of revenues in FY23.

BMZ Group (DE) - designer and producer of battery modules and integrated systems

Leading developer and manufacturer of advanced battery systems and energy storage solutions. The company designs and produces battery modules and integrated systems, with manufacturing facilities across Europe, Asia, and the Americas. In 2024, BMZ Group reported estimated revenues exceeding Eu600mn.

Skeleton Technologies (EE) – manufacturer of supercapacitors and battery systems

Skeleton Technologies is a European deep-tech company developing and manufacturing high-power energy storage solutions, including graphene-based supercapacitors and SuperBattery systems for AI data centres, grid stability, automotive and industrial applications. The company produces cells, modules and integrated systems, leveraging its proprietary curved graphene technology.

Developers:**Altea Green Power (IT) – BESS co-development and EPC**

Independent renewable energy developer active in the co-development and delivery of utility-scale BESS, solar PV and wind projects. The group specialises in taking greenfield energy projects from initial land scouting through to the ready-to-build stage, with co-development activities accounting for 90% of revenues. Other activities encompass EPC (Engineering, Procurement and Construction) and energy efficiency consulting. FY24 revenues amounted to Eu35.4mn, with an EBITDA margin of 61.9%.

Belenergia (IT) – PV and biogas plant development, EPC, and O&M

Private, vertically-integrated renewable energy operator, combining development, EPC, and O&M (Operations & Maintenance), ensuring that a plant operates safely and efficiently, with a long-term asset ownership strategy. Its core business model is centred on generating stable cash flows through the direct ownership of solar PV and biogas plants across Italy, France, and Spain. Belenergia assumes full construction and operational risk and maintains in-house EPC capabilities to retain control over cost and timelines.

Acca Power (IT) – PV and BESS Development and EPC

Acca Power is an Italy-based integrated renewable energy operator specialising in utility-scale solar PV and battery energy storage systems (BESS), with an active pipeline of approximately 1GW in storage projects. The company combines project development with EPC execution and selectively engages in co-development partnerships.

Arise AB (SE) – Renewables plant, BESS and data centre production

Arise is one of Sweden's leading companies in the renewable energy sector. Arise manages the entire value chain from exploration and permitting to financing, construction, divestment and long-term management of renewable electricity production. Founded as an onshore independent wind power producer, Arise now works across a broad range of technologies including utility scale solar systems and BESS, with its portfolio also expanding to data centres. In FY24 the group reported around Eu40mn revenues and Eu20mn EBITDA. On 30 December 2025 the company was acquired by Aneo, a renewable power project developer, at approximately 8x EV/EBITDA.

Scatec (NO) – Development and operation of renewables plants and BESS

Scatec is a Norwegian renewable energy company that develops, builds, owns and operates utility-scale solar, wind, hydro and hybrid energy projects globally. The company also participates in BESS, integrating large-scale storage with renewable generation and acting as developer, EPC contractor, asset owner and service provider. In 9M25 Scatec had c.687MWh of BESS projects under construction in Africa, Asia and South America. In FY24 the Group reported revenues of NOK4.4bn (~Eu380mn) and EBITDA of NOK3.2bn (~Eu275mn).

SSE Renewables (UK) - Development and operation of renewables plants and BESS

SSE Renewables is a leading UK-based renewable energy company specialising in the development, construction, and operation of wind farms, hydroelectric power plants, and solar projects in the UK and Ireland. The company has been increasingly expanding its focus to BESS, developing both standalone storage projects and hybrid systems integrated with renewable generation assets. SSE manages the full lifecycle of BESS projects, including site selection, permitting, EPC, and ongoing operations and maintenance. SSE Renewables is a division of SSE plc, a major utility listed on the London Stock Exchange. Its Renewables segment contributed £833mn to Group EBIT in FY24.

Lightsource BP (UK) - Development and operation of PV and BESS

Lightsource BP is a global leader in utility-scale solar photovoltaic development, financing, construction, and operation. Formed as a JV between Lightsource and BP plc, the company manages a diversified

portfolio across Europe, the Americas, and Asia. The company is increasingly integrating BESS into its solar projects, developing both standalone and hybrid facilities. Its role in BESS development includes designing and engineering tailored storage solutions, financing and constructing BESS assets, often in partnership with utilities or investors, and providing ongoing operations and monitoring. In Italy, Lightsource BP is developing four battery storage projects in Puglia with a total capacity of 360MW.

Gresham House Energy Storage Fund (UK) – Investment company specialised in BESS

Gresham House Energy Storage Fund is the UK's largest fund investing in utility-scale BESS. It invests in a diversified portfolio of BESS projects across Great Britain and can also invest internationally. It holds over 1GW of operational storage capacity.

Aquila Capital (DE) – Investment company specialised in renewables and BESS

German investment and asset management company specialising in renewable energy and infrastructure projects, including solar, wind, and BESS, focusing on project financing, development support, and long-term asset management across Europe and globally. Aquila Capital currently holds 21 BESS assets in portfolio across EMEA and APAC.

ABO Energy (DE) – Development of renewables, BESS and hydrogen

ABO Energy is a German renewable energy company focused on the development and delivery of utility-scale wind and solar projects across the EU, with battery storage and hydrogen representing emerging growth areas. BESS accounts for c.10% of the group's development pipeline, including c.100 MW already realised and 4.6GW under development, spanning both stand-alone and PV-hybrid systems. ABO provides EPC solutions covering engineering, procurement and commissioning of plants, which are then sold to funds or energy companies. FY25 revenues are expected to reach Eu250mn.

RP Global (AT) - Development, financing, and permitting of renewables and BESS

RP Global is an Austrian renewable energy company specialising in the development, financing, and permitting of utility-scale wind, solar PV, and battery storage projects. The firm focuses on advancing projects through the full development cycle up to ready-to-build status, at which point assets are typically sold to investors, funds, or utilities. RP Global integrates BESS both as standalone and hybrid solutions. While the company may support construction and operational management through partnerships, it primarily acts as a co-developer delivering projects to the ready-to-build stage.

European Energy (DK) - Development, construction, and operation of renewables and BESS

European Energy is a Denmark-based renewable energy company specialising in the development, construction, and operation of utility-scale solar PV and wind projects. Since 2024 the group has entered the BESS market. The company manages projects throughout the full value chain, from site acquisition and permitting to engineering, procurement and construction (EPC), as well as asset management. In FY24 European Energy reported Eu380mn revenues.

R.Power (PL) – Development and production of renewable energy and BESS

R.Power is a renewable energy developer and producer headquartered in Poland, specialising in utility-scale solar, wind, and BESS. The company covers the entire value chain, including project development, EPC, operations and maintenance, and renewable energy production as an independent power producer. In the BESS segment, R.Power develops and advances both stand-alone and hybrid solar-plus-storage projects, with a portfolio exceeding 6GWh of energy storage capacity.

Windel Energy (UK) - Co-development of renewables, BESS and green hydrogen projects

Windel Energy is a UK-based renewable energy co-developer specialising in utility-scale solar, BESS, onshore wind, and green hydrogen projects. Operating under a "develop and sell" model, Windel develops projects from origination through ready-to-build stage, then sells or co-develops them with strategic partners, who finance construction and own/operate the assets on a long term basis. Windel has over 3GW of BESS sites with grid connection agreements that are being actively developed, ranging in size from 150MW to 440MW.

Co-Developers/Integrated Players:

Voltalia (FR)

Voltalia is a French renewable energy company operating across the full value chain. The company is active in solar, wind, hydro, and BESS, with operations spanning Europe, Latin America, and Africa. BESS currently represents 5% of its total capacity, c.1.8GW. Voltalia's hybrid model involves retaining ownership of part of its developed pipeline as assets while monetising the remainder through turnkey transfers or third-party services. The company assumes full lifecycle risk, benefiting from recurring revenues and international diversification. In FY24, Voltalia reported Eu547mn in revenues with a 39% EBITDA margin.

Elgin Energy (UK)

Elgin Energy is a utility-scale solar and battery storage developer operating in the UK, Ireland, Australia, and Italy. The company develops projects from origination through construction-ready stage across three technologies: solar-only, co-located (solar+BESS), and standalone BESS. Traditionally developing and selling ready-to-build projects to utilities and investors, it is now transitioning toward an Independent Power Producer model following the April 2024 acquisition of a majority stake by Copenhagen Infrastructure Partners for £250mn. The current breakdown includes 15+ GW, of which 3GW of BESS.

BW ESS (CH)

BW ESS, part of Singapore-based BW Group, operating as a pure-play IPP in the BESS sector. The company develops, builds, owns, and operates utility-scale BESS for the long term, partnering with local developers who retain equity stakes in projects. Active in the UK, Australia, Italy, Germany, Sweden, and Spain, the company has established a multi-market presence through strategic local partnerships. BW ESS has a pipeline of more than 540MWh of operating BESS projects, with ~5GWh either under construction or in pre-construction, and a development pipeline of about 9.3GW.

Renalfa Solarpro Group (AT)

Renalfa Solarpro Group GmbH is a Vienna-based, vertically integrated clean energy platform operating across the full renewable energy value chain, both in Central and Eastern Europe and throughout the world. The group combines asset development and ownership (IPP), construction and engineering (EPC), operations and maintenance (O&M), energy trading, and emerging technologies (green hydrogen, e-mobility) under a single integrated structure.

IPP (Independent Power Producers)

ERG (IT)

ERG is an Italian renewable energy company focused on producing electricity primarily from wind and solar sources, alongside hydroelectric power. The company operates mainly in Europe, especially Italy, and has recently expanded into the United States through partnerships. In 2024, ERG reported revenues of Eu738mn. The group has recently entered the battery storage segment: it commissioned its first BESS project in Sicily (12.5 MW) and is developing a pipeline of additional storage projects in Italy, UK and Spain.

Ørsted (DK)

Headquartered in Denmark, Ørsted is a global leader in renewable energy development, with a particular focus on offshore wind farms. It operates in major markets across Europe, North America, and APAC. In 2024, Ørsted generated revenues of Eu9.5bn (DKK71.0bn). Ørsted also participates in battery storage initiatives, investing in co-located BESS installations at wind and solar sites.

EDP Renovaveis (PT)

EDP Renováveis, based in Portugal, is an international renewable energy operator with a diversified portfolio of wind (onshore and offshore) and solar assets across Europe, the Americas, and the Asia-Pacific region. In 2024, EDP reported electricity sales revenues of about Eu2.32bn. EDP is actively expanding into energy storage: it has secured long-term contracts for significant BESS projects in Poland and the US.

Acciona Energía (ES)

Acciona Energía is a Spanish renewable energy company focused on clean generation technologies, including wind, solar, hydro, and storage. It has a global footprint with operations in Europe, the US, Canada, Australia, and India. In 2024, Acciona Energía contributed about Eu3.05bn to the Acciona Group's total revenues of Eu19.19bn. The company has been deploying BESS, including projects using second-life electric vehicle batteries and large-scale BESS facilities.

Solaria (ES)

Solaria is a Spanish renewable energy company primarily focused on the development, construction and operation of photovoltaic solar plants. It owns and manages a pipeline of solar generation projects across Spain, Italy, Portugal, Uruguay and Greece. Solaria is also investing in BESS to hybridise its solar assets and improve grid flexibility. In FY24 the group reported Eu239mn in revenues.

Grenergy Renovables (ES)

Grenergy Renewables is a Spanish independent renewable energy company headquartered in Madrid, engaged in the development, construction and operation of photovoltaic and storage projects. It operates across Europe, Latin America and the United States, focusing on utility-scale solar and hybrid solar-plus-storage plants. Grenergy reported revenues of approximately Eu643mn in 2024.

PNE AG (DE)

PNE AG is a German renewable energy developer specialising in the planning, development and operation of wind farms and photovoltaic projects as well as associated power generation services. The company also commits to invest in future technologies such as BESS. In 2024, PNE delivered total operating revenues of Eu343mn.

Neoen (FR)

Neoen is a French renewable energy producer that develops, finances, builds and operates solar power plants, onshore wind farms and large-scale energy storage solutions. It has a diversified global presence in Europe, Australia, the Americas and Central America, with a total capacity of about 8.2GW and a strong pipeline toward 2030. Storage assets represent a significant portion of its portfolio. In 2024, Neoen reported revenues of Eu533mn.

Encavis (DE)

Encavis AG is a German IPP that owns and operates solar parks and onshore wind farms across more than a dozen European countries. In FY24, Encavis reported revenues of Eu408mn. The company also engages with standalone BESS projects.

Terna Energy (GR)

Terna Energy is a Greek renewable energy company with operations in Greece and internationally. It develops, owns and operates wind and photovoltaic power plants, as well as pumped-storage hydroelectric facilities. In 2024, Terna Energy reported revenues of Eu3.5bn. While its primary focus is generation, the company's project pipeline includes storage-related investments.

Greenvolt (PT)

Greenvolt Group, through Greenvolt Power, is one of the leading developers of large-scale wind, solar and storage projects in Europe. The company has a total portfolio of 14.1GW across 19 countries, of which 4.7GW are BESS projects. Greenvolt Power was one of the main beneficiaries of Italy's storage capacity procurement mechanism (MACSE), from which it secured a 499MWh project.

Grid operators

Terna (IT)

Terna is Italy's electricity transmission system operator (TSO), responsible for the operation, maintenance and development of the national high-voltage grid. The group plays a central role in ensuring system reliability, security of supply and the integration of renewable energy. In the context of energy storage, Terna is a facilitator of BESS deployment, defining grid needs, launching capacity and ancillary services mechanisms, and initiating tenders.

Red Eléctrica (ES)

Red Eléctrica de España is Spain's electricity TSO, responsible for the operation, maintenance, and development of the national high-voltage transmission grid. The company plays a critical role in ensuring system reliability, security of supply, and integrating increasing shares of renewable energy into the grid. In the BESS sector, Red Eléctrica acts primarily as a system operator and planner.

National Grid (UK)

National Grid is a UK-based multinational electricity and gas TSO. The company owns and operates the high-voltage electricity transmission network in England and Wales and the gas transmission system across Great Britain. National Grid plays a critical role in ensuring energy security, system reliability, and the integration of renewable energy sources. In addition to transmission, the company is actively involved in developing and operating energy storage solutions, including BESS.

DETAILS ON STOCKS RECOMMENDATION			
Stock NAME	REDELF		
Current Recomm:	BUY	Previous Recomm:	
Current Target (Eu):	14.60	Previous Target (Eu):	
Current Price (Eu):	10.86	Previous Price (Eu):	
Date of report:	19/03/2026	Date of last report:	

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 FTSEMIIB40 Index, most of those on the MIBEX 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 19 March 2026 Intermonte's Research Department covered 131 companies. Intermonte's distribution of stock ratings is as follows:

BUY:	32.06%
OUTPERFORM:	38.17%
NEUTRAL:	29.77%
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:	53.25%
OUTPERFORM:	27.27%
NEUTRAL:	18.18%
UNDERPERFORM:	01.30%
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, ELEN., ELICA, 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 AEROPORTO GUGLIELMO MARCONI DI BOLOGNA, ALLCORE, ALMAWAVE, ANTARES VISION, AVIO, CASTA DIVA GROUP, CUBE LABS, CY4GATE, DOMINION HOSTING HOLDING, ELICA, ESPRINET, EVIDO, EXECUS, FINE FOODS & PHARMACEUTICALS NTM, FNM, FRANCHI UMBERTO MARM, GPI, GREEN OLEO, HIGH QUALITY FOOD, IGD, IKONISYS SA, INTRED, ISCC FINTECH, LEMON SISTEMI, LUVÉ, MAPS, MARE ENGINEERING GROUP, NEODECORTECH, NOTORIOUS PICTURES, PREATONI GROUP, REDELF, 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, EVIDO, 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, REDELF, REDFISH LONGTERM CAPITAL, SG COMPANY, SIMONE, SPINDOX, TAMBURI, TECNO, TMP GROUP, TPS, 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 AZA, 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, FINCOBANK, 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, ELEN., EMAK, ENERGY, GREEN OLEO, INTRED, MATICA FINTEC, MISITANO & STRACUZZI SPA, MONDADORI EDIT., OLIDATA, OMER, PHARMANUTRA, POWERSOFT, QF ALPHA IMM, REPLY, SESA, SG COMPANY, SOMEK, 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.

© Copyright 2026 by Intermonte SIM - All rights reserved

It is a violation of national and international copyright laws to reproduce all or part of this publication by email, xerography, facsimile or any other means. The Copyright laws impose heavy liability for such infringement. The Reports of Intermonte SIM are provided to its clients only. If you are not a client of Intermonte SIM and receive emailed, faxed or copied versions of the reports from a source other than Intermonte SIM you are violating the Copyright Laws. This document is not for attribution in any publication, and you should not disseminate, distribute or copy this e-mail without the explicit written consent of Intermonte SIM.

INTERMONTE will take legal action against anybody transmitting/publishing its Research products without its express authorization.

INTERMONTE Sim strongly believes its research product on Italian equities is a value added product and deserves to be adequately paid.

Intermonte Sim sales representatives can be contacted to discuss terms and conditions to be supplied the INTERMONTE research product.

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.