

31 maggio 2023

# algoWatt

Euronext Growth Milan | GreenTech | Italy

## Sperimentazione VPP e CER a Formentera

Rating  
**BUY**

Target Price  
**€ 1,50**

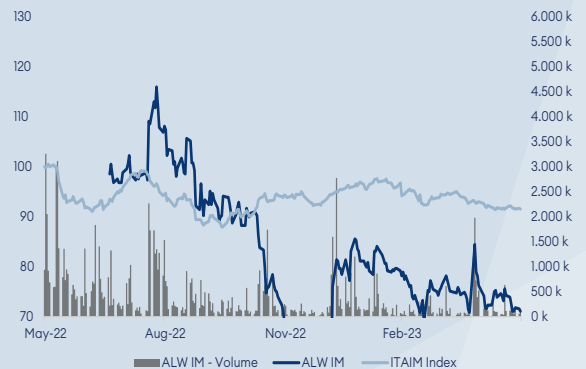
Risk  
  
Medium

ALW IM Price  
**€ 0,58**

### Stock Data

Price	€ 0,58
Target price	€ 1,50
Upside/(Downside) potential	158,6%
Ticker	ALW IM
Market Cap (€/mln)	€ 26,87
EV (€/mln)	€ 39,61
Free Float	55,66%
Share Outstanding	46.322.455
52-week high	€ 1,02
52-week low	€ 0,48
Average daily volumes (3 months)	196.099

### Stocks performance relative to FTSE Italia Growth



Mattia Petracca | [mattia.petracca@integraesim.it](mailto:mattia.petracca@integraesim.it)

Giuseppe Riviello | [giuseppe.riviello@integraesim.it](mailto:giuseppe.riviello@integraesim.it)

## Sperimentazione VPP e CER a Formentera

Nel comunicato stampa del 25 maggio 2023, algoWatt, Green Tech Company quotata sul mercato Euronext Milan (EXM), ha annunciato di avere ultimato con successo l'installazione di 20 contatori monofase e di 2 contatori trifase nell'isola di Formentera. L'installazione è parte di uno dei progetti pilota dell'iniziativa VPP4ISLANDS, volta alla sperimentazione delle CER (Comunità virtuali di Energia Rinnovabile) e delle VPP (*Virtual Power Plant*), ovvero delle centrali elettriche virtuali.

Le installazioni delle due tipologie di contatori sono state realizzate in *location* differenti: grazie alla campagna volta al coinvolgimento pro-attivo dei volontari nella fase esecutiva del progetto, i contatori monofase sono stati installati all'interno di abitazioni private, mentre quelli trifase sono stati collocati all'interno di istituzioni pubbliche, tra cui scuole e comuni situati sull'isola. I dati energetici raccolti sono stati registrati e misurati attraverso uno concetto di misurazione appropriatamente sviluppato, che consente anche la raccolta degli orari. In aggiunta, attraverso le *partnership* strategiche sviluppate con Schneider Electric e con il Comune di Formentera, la Società ha contribuito all'installazione dei VPP4IBox, strumenti appositamente congeniti per garantire il controllo pro-attivo degli asset energetici nel contesto della gestione delle VPP. Nello specifico algoWatt si è occupata dello sviluppo del Modbus TCP/IP, ovvero il modulo di integrazione con la VPP4IBox che opera come integratore della piattaforma VPP4Platform e per la configurazione dell'infrastruttura tecnica per volta alla raccolta dei dati dal campo pilota e l'invio di segnali di controllo.

Il risultato è certamente frutto dell'intensa campagna, predisposta da algoWatt, svoltasi inviando *in loco* risorse altamente specializzate con lo scopo di trasmettere agli abitanti dell'isola i punti cardine dell'etica del progetto. Allo stesso tempo la divisione R&I ha condotto una campagna di comunicazione *social* attraverso la radio locale, sensibilizzando la popolazione locale, incuriosendola e avvicinandola all'iniziativa.

La combinazione delle iniziative aziendali per il coinvolgimento e del passaparola sui risultati del progetto ha innescato un circolo virtuoso che si è tradotto nel rapido coinvolgimento di un consistente numero di volontari in questo primo stadio dell'attività di integrazione sul territorio. VPP4ISLANDS prevede di contribuire all'adozione di energia pulita e *green* nel territorio delle isole, alla riduzione delle emissioni dei costi dell'elettricità e alla creazione di nuove opportunità nelle isole, che sarà possibile proprio attraverso l'introduzione di tecniche di stoccaggio energetico virtuale, di *digital twin* e di registri distribuiti.

Al termine del progetto di Formentera, algoWatt sarà in grado di sfruttare le nuove competenze apprese da questa esperienza in iniziative volte al raggiungimento dell'autosufficienza energetica delle isole italiane.

Considerando il successo della fase iniziale del progetto, algoWatt considera i risultati come un consistente passo avanti per quanto concerne l'educazione al risparmio energetico per la popolazione locale. Il progetto ha riscosso l'interesse del programma di ricerca e innovazione Horizon 2020, promosso dall'Unione Europea nell'ambito del Grant Agreement N. 957852, ottenendo così un finanziamento.

Gli sviluppi futuri di VPP4ISLANDS e l'integrazione con il *pilot* di Formentera, consentiranno ad algoWatt di operare un ulteriore affinamento delle funzionalità avanzate delle CER incluse nella LIBRA CE, già integrata con l'architettura di *metering* del progetto e pilastro del componente VPP4INode di interfaccia tra il campo (VPP4IBox) e la gestione delle VPP (VPP4IPlatforms). La realizzazione di una campagna analogica è prevista per il prossimo futuro, nell'isola di Gokceada, in Turchia, altro principale polo del progetto pilota di VPP4ISLANDS.

Tenendo in considerazione il comunicato, confermiamo la nostra raccomandazione, **target price € 1,50 rating BUY e risk MEDIUM.**

# Economics & Financials

TABLE 1 – ECONOMICS & FINANCIALS

INCOME STATEMENT (€/mln)	FY21A	FY22A	FY23E	FY24E	FY25E
Revenues	16,49	16,58	23,00	28,90	30,75
Other Revenues	2,78	6,37	10,00	2,40	2,50
<b>Value of Production</b>	<b>19,27</b>	<b>22,95</b>	<b>33,00</b>	<b>31,30</b>	<b>33,25</b>
COGS	0,40	0,51	0,50	0,65	0,70
Services	5,67	5,97	6,80	7,85	8,25
Employees	13,08	12,54	13,00	16,25	17,25
Other Operating Expenses	0,97	0,60	0,70	0,75	0,80
<b>EBITDA</b>	<b>(0,86)</b>	<b>3,32</b>	<b>12,00</b>	<b>5,80</b>	<b>6,25</b>
<i>EBITDA Margin</i>	-4,5%	14,5%	36,4%	18,5%	18,8%
D&A	1,98	7,07	3,65	3,75	3,80
<b>EBIT</b>	<b>(2,84)</b>	<b>(3,75)</b>	<b>8,35</b>	<b>2,05</b>	<b>2,45</b>
<i>EBIT Margin</i>	-14,7%	-16,4%	25,3%	6,5%	7,4%
Financial Management	(2,54)	12,34	(0,50)	(0,50)	(0,50)
<b>EBT</b>	<b>(5,38)</b>	<b>8,59</b>	<b>7,85</b>	<b>1,55</b>	<b>1,95</b>
Taxes	0,23	0,11	2,00	0,50	0,60
Discontinued Operations	(0,41)	(1,91)	0,00	0,00	0,00
<b>Net Income</b>	<b>(6,03)</b>	<b>6,57</b>	<b>5,85</b>	<b>1,05</b>	<b>1,35</b>
Minorities Net Income	(0,03)	(0,04)	0,00	0,00	0,00
<b>BALANCE SHEET (€/mln)</b>	<b>FY21A</b>	<b>FY22A</b>	<b>FY23E</b>	<b>FY24E</b>	<b>FY25E</b>
<b>Fixed Asset</b>	<b>47,35</b>	<b>42,32</b>	<b>41,00</b>	<b>39,80</b>	<b>38,80</b>
Account receivable	19,61	22,98	23,00	29,00	30,00
Inventories	6,79	7,99	10,00	11,20	11,50
Account payable	26,52	29,88	24,00	36,00	37,00
<b>Operating Working Capital</b>	<b>(0,12)</b>	<b>1,09</b>	<b>9,00</b>	<b>4,20</b>	<b>4,50</b>
Other Receivable	58,54	10,28	11,20	11,80	12,10
Other Payable	56,60	23,44	25,00	26,00	27,00
<b>Net Working Capital</b>	<b>1,83</b>	<b>(12,08)</b>	<b>(4,80)</b>	<b>(10,00)</b>	<b>(10,40)</b>
Severance Indemnities & Provision	5,33	5,39	6,00	6,20	6,40
<b>NET INVESTED CAPITAL</b>	<b>43,84</b>	<b>24,86</b>	<b>30,20</b>	<b>23,60</b>	<b>22,00</b>
Share Capital	12,28	12,28	12,28	12,28	12,28
Reserves and Retained Profits	(27,91)	(5,92)	0,69	6,54	7,59
Net Profit	(6,01)	6,61	5,85	1,05	1,35
<b>Equity</b>	<b>(21,64)</b>	<b>12,97</b>	<b>18,82</b>	<b>19,87</b>	<b>21,22</b>
Minorities Equity	(0,03)	(0,86)	(1,00)	(1,00)	(1,00)
Cash and Cash Equivalent	1,97	2,62	1,72	8,47	10,02
Short-Term Financial debt	66,75	3,02	2,60	2,20	1,80
ML Term Financial Debt	<b>0,72</b>	<b>12,34</b>	<b>11,50</b>	<b>11,00</b>	<b>10,00</b>
<b>Net Financial Position</b>	<b>65,51</b>	<b>12,75</b>	<b>12,38</b>	<b>4,73</b>	<b>1,78</b>
<b>TOTAL SOURCES</b>	<b>43,84</b>	<b>24,86</b>	<b>30,20</b>	<b>23,60</b>	<b>22,00</b>

CASH FLOW (€/mln)	FY21A	FY22A	FY23E	FY24E	FY25E
EBIT	(2,84)	(3,75)	8,35	2,05	2,45
Discontinued Operations	(0,41)	(1,91)	0,00	0,00	0,00
Taxes	0,23	0,11	2,00	0,50	0,60
<b>NOPAT</b>	<b>(3,49)</b>	<b>(5,77)</b>	<b>6,35</b>	<b>1,55</b>	<b>1,85</b>
D&A	1,98	7,07	3,65	3,75	3,80
Change in receivable	(0,93)	(3,37)	(0,02)	(6,00)	(1,00)
Change in Inventories	0,51	(1,20)	(2,01)	(1,20)	(0,30)
Change in payable	(1,15)	3,36	(5,88)	12,00	1,00
Other Changes	(1,75)	15,11	0,63	0,40	0,70
Change in NWC	(3,33)	13,91	(7,28)	5,20	0,40
Change in Provision	(0,62)	0,05	0,61	0,20	0,20
<b>OPERATING CASH FLOW</b>	<b>(5,45)</b>	<b>15,26</b>	<b>3,33</b>	<b>10,70</b>	<b>6,25</b>
Investments	1,6	(2,1)	(2,3)	(2,6)	(2,8)
<b>FREE CASH FLOW</b>	<b>(3,85)</b>	<b>13,21</b>	<b>1,01</b>	<b>8,15</b>	<b>3,45</b>
Financial Management	(2,54)	12,34	(0,50)	(0,50)	(0,50)
Change in Payable to Banks	1,11	(52,10)	(1,27)	(0,90)	(1,40)
Change in Equity	4,07	27,21	(0,14)	0,00	0,00
<b>FREE CASH FLOW TO EQUITY (FCFE)</b>	<b>(1,22)</b>	<b>0,66</b>	<b>(0,90)</b>	<b>6,75</b>	<b>1,55</b>

*Stime come da ultimo documento di Equity Research dell' 8/08/2022*

*Source: algoWatt and Integrae SIM estimates*

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20/07/2022	0,86	Buy	1,40	Medium	Breaking News
09/08/2022	0,80	Buy	1,50	Medium	Update
20/01/2023	0,63	Buy	1,50	Medium	Breaking News
06/02/2023	0,64	Buy	1,50	Medium	Breaking News
08/02/2023	0,67	Buy	1,50	Medium	Breaking News
10/02/2023	0,69	Buy	1,50	Medium	Breaking News
10/05/2023	0,60	Buy	1,50	Medium	Breaking News

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#### Equity Total Return (ETR) for different risk categories

Rating	Low Risk	Medium Risk	High Risk
BUY	ETR $\geq$ 7.5%	ETR $\geq$ 10%	ETR $\geq$ 15%
HOLD	-5% < ETR < 7.5%	-5% < ETR < 10%	0% < ETR < 15%
SELL	ETR $\leq$ -5%	ETR $\leq$ -5%	ETR $\leq$ 0%
U.R.	Rating e/o target price Under Review		
N.R.	Stock Not Rated		

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