POWERSOFT

Sector: Technology

Setting the stage for strategic execution in 2025

PWS reported resilient FY24 results, with revenues up 3% YoY to Eu71.4mn, underpinned by strong momentum in North America (+54% YoY), which offset weakness in APAC (–23% YoY) EBITDA reached an all-time high of Eu20.2mn (27.9% margin). The group completed the strategic acquisition of a 51% stake in K-array, reinforcing its positioning in premium audio solutions. The management is now focused on unlocking integration synergies, expanding in new verticals and deepening key partnerships. We raise our inventory projections following signals of a slower destocking trend, while leaving other figures broadly unchanged. BUY and TP of Eu21.0/share confirmed, implying a potential upside of 35% on current share price.

- **Resilient FY24 sales with EBITDA at record levels.** PWS reported a sound financial performance in 2024, with sales up 3% YoY to Eu71.4mn. Growth was mainly driven in 1H (+12.1% YoY), while 2H sales decreased by 4.9% YoY, primarily impacted by challenges in APAC. APAC sales fell by 22.5% YoY to Eu9.8mn (14% of sales), more than offset by the outperformance of NAM, which rose by 53.9% YoY to Eu27mn (38% of sales). Europe declined by 13.7% to Eu30.9mn (43%). Total revenues came in at Eu72.4mn, up 3% YoY and slightly below our Eu74.4mn estimate. FY24 EBITDA was in line with our forecast at Eu20.2mn, with a margin of 27.9%, confirming profitability at historically high levels. Further down the P&L, EBIT remained stable YoY at Eu16.8mn, 5% above our expectations, while net profit reached Eu12.5mn, up 4% YoY and 7% ahead of our estimate. Net cash stood at Eu10.2mn, notably below our Eu15.2mn forecast, mainly due to higher cash absorption from NWC (-Eu15.8mn) driven by elevated inventory levels. PWS proposed a dividend distribution of Eu0.82/sh, in line with our estimate, implying a 5% yield and an 85% payout ratio.
- **K-array acquisition successfully closed.** On April 1st, 2025, PWS announced the closing of the 51% acquisition of K-array for Eu22.3mn, based on an EV of Eu50mn and net debt at closing of Eu6.3mn. The payment includes: 1) Eu8.4mn in cash at closing, financed by a bank loan; 2) Eu5mn via the issuance of 300k new PWS shares to K-array shareholders, who have committed to reinvest them with an 18-month lock-up; and 3) Eu8.9mn in four annual instalments. PWS retains a call option to acquire the remaining 49% stake after FY30 results, with the equity value anchored to the initial 51% stake acquisition. The deal also includes potential earn-outs of Eu4mn (2027) and Eu8mn (2030), contingent on predefined targets for both companies.
- **Several growth initiatives in 2025.** While the group provided limited qualitative guidance on 2025, PWS is expected to strengthen its positioning through multiple strategic initiatives, including synergies from the transformational K-array acquisition, the Ferrari partnership, and other key collaborations. The focus remains on near-term synergy capture from the K-array integration (e.g., full transition to PWS as exclusive supplier, joint development of new projects, new market verticals, etc.). In addition, we expect the group to strengthen its market positioning, also propelled by the recent major contract with Cohesion (Clair Global Group). These initiatives should broaden market reach, enhance the product portfolio, and improve long-term competitive positioning, with M&A synergies as the main catalyst.
- **We factor-in higher inventory levels.** Recent NWC dynamics suggest a more gradual destocking path. As such, we raise our working capital assumptions, primarily on inventories. Other estimates remain broadly unchanged, factoring in 9M of K-array consolidation and early synergies. Overall, we confirm low-to-mid teens growth for both companies. We expect PWS to reach Eu98.5mn in FY25E net sales, with adj. EBITDA of Eu27.5mn and a 27.6% margin. Potential US tariffs on audio equipment could represent a downside risk to near-term margins. We reiterate our view on the solid financial profile of the combined entity, with strong cash generation expected to support growth and dividends (5.5% average yield in FY25E–27E).
- **BUY and TP of Eu21.0 reiterated.** We confirm our BUY rating and TP of Eu21.0/share. While the K-array deal is expected to be a significant growth driver, the execution and synergies exploitation are key catalysts for a story that offers attractive growth, profitability and cash generation.

BUY

Unchanged

TP 21.0

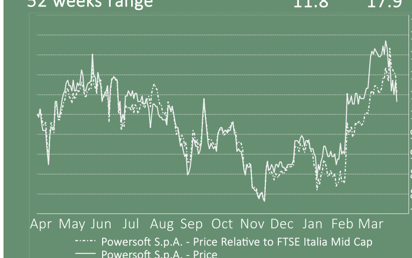
Unchanged

Target price upside 35%

Change in EPS est.	FY25E	FY26E
	-1.1%	-2.8%

Ticker (BBG, Reut)	PWS IM	PWS MI
Share price Ord. (Eu)		15.6
N. of Ord. shares (mn)		12.8
Total N. of shares (mn)		12.8
Market cap (Eu mn)		200
Total Market Cap (EU mn)		200
Free Float Ord. (%)		21%
Free Float Ord. (Eu mn)		43
Daily AVG liquidity Ord. (Eu k)		59

	1M	3M	12M
Absolute Perf.	4.1%	16.0%	4.1%
Rel.to FTSEMidCap	11.1%	18.1%	6.4%
52 weeks range		11.8	17.9



	FY24A	FY25E	FY26E
Sales	72	99	117
EBITDA adj.	20.2	27.5	32.6
Net profit adj.	12.5	16.0	19.0
EPS adj.	1.025	1.264	1.458
DPS - Ord.	0.850	0.818	0.838
EV/EBITDA adj.	8.5x	7.6x	6.5x
P/E adj.	14.5x	12.5x	10.9x
Dividend yield	5.9%	5.2%	5.4%
FCF yield	0.4%	5.6%	7.4%
Net debt/(Net cash)	(10.2)	5.9	1.7
Net debt/EBITDA	nm	0.2x	0.1x

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ALANTRA
Italian Equity Research

Summary Financials (IFRS)

P&L account (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Net Sales	69.3	71.4	98.5	115.8	129.8
Value of Production	70.3	72.4	99.5	116.8	130.8
EBITDA reported	19.7	20.0	27.2	32.6	37.0
D&A	(2.5)	(3.1)	(3.8)	(4.4)	(4.1)
EBIT reported	16.6	16.6	22.3	26.9	31.4
Net financial charges	(0.0)	0.5	(0.2)	(0.2)	(0.2)
Associates	0.0	0.0	0.0	0.0	0.0
Extraordinary items	0.0	0.0	0.0	0.0	0.0
Pre-tax profit	16.6	17.1	22.1	26.7	31.3
Taxes	(4.6)	(4.7)	(6.1)	(7.4)	(8.7)
Minorities	0.0	0.0	(0.2)	(0.3)	(0.4)
Discontinued activities	0.0	0.0	0.0	0.0	0.0
Net profit reported	12.1	12.3	15.8	19.0	22.2
EBITDA adjusted	**19.7**	**20.2**	**27.5**	**32.6**	**37.0**
EBIT adjusted	**16.6**	**16.8**	**22.6**	**26.9**	**31.4**
Net profit adjusted	**12.1**	**12.5**	**16.0**	**19.0**	**22.2**

Margins (%)	FY23A	FY24A	FY25E	FY26E	FY27E
Gross margin	na	na	na	na	na
EBITDA margin (adj)	28.0%	27.9%	27.6%	27.9%	28.3%
EBIT margin (adj)	23.7%	23.2%	22.7%	23.0%	24.0%
Pre-tax margin	23.6%	23.6%	22.3%	22.9%	23.9%
Net profit margin (adj)	17.1%	17.3%	16.1%	16.3%	17.0%

Growth rates (%)	FY23A	FY24A	FY25E	FY26E	FY27E
Sales	44.0%	2.9%	37.5%	17.4%	12.0%
EBITDA	59.5%	1.5%	35.8%	20.0%	13.6%
EBITDA adjusted	59.5%	2.5%	35.9%	18.6%	13.6%
EBIT	68.1%	-0.5%	34.6%	20.6%	16.9%
EBIT adjusted	68.1%	0.7%	34.7%	19.0%	16.9%
Pre-tax	87.6%	2.7%	29.6%	20.8%	17.0%
Net profit	90.0%	2.4%	28.0%	20.1%	16.9%
Net profit adjusted	90.0%	3.5%	28.3%	18.5%	16.9%

Per share data	FY23A	FY24A	FY25E	FY26E	FY27E
Shares	11.838	12.530	12.835	13.207	13.207
Shares diluted	11.838	12.907	13.207	13.207	13.207
N. of shares AVG	11.783	12.184	12.683	13.021	13.207
N. of shares diluted AVG	11.783	12.373	13.120	13.120	13.120
EPS	**1.024**	**1.013**	**1.246**	**1.458**	**1.681**
EPS adjusted	**1.024**	**1.025**	**1.264**	**1.458**	**1.681**
DPS - Ord.	**0.817**	**0.850**	**0.818**	**0.838**	**1.006**
DPS - Sav.	0.000	0.000	0.000	0.000	0.000
BVPS	2.918	3.167	3.802	4.311	4.925

Enterprise value (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Share price Ord. (Eu)	6.9	14.5	15.6	15.6	15.6
Market cap Diluted	81.4	181.1	200.2	206.0	206.0
Net debt/(Net cash)	(17.8)	(10.2)	5.9	1.7	(4.8)
Adjustments	1.3	1.5	2.1	3.1	3.9
Enterprise value	64.9	172.4	208.2	210.8	205.1

Cash flow (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
EBITDA reported	19.7	20.0	27.2	32.6	37.0
Net financial charges	(0.0)	(0.0)	(0.2)	(0.2)	(0.2)
Cash taxes	(4.6)	(1.0)	(6.1)	(7.4)	(8.7)
Ch. in Working Capital	(13.4)	(15.8)	(4.9)	(4.0)	(2.9)
Other operating items	(0.8)	0.4	(0.8)	(1.3)	(1.6)
Operating cash flow	**0.8**	**3.6**	**15.1**	**19.7**	**23.7**
Capex	(2.7)	(3.0)	(3.8)	(4.4)	(3.9)
FCF	**(1.9)**	**0.6**	**11.3**	**15.3**	**19.8**
Disposals/Acquisitions	0.0	0.0	(12.7)	(2.1)	(2.1)
Changes in Equity	0.6	2.3	4.4	0.0	0.0
Others	0.0	0.0	(8.5)	2.1	2.1
Dividends	(9.7)	(10.7)	(10.5)	(11.1)	(13.3)
Ch. in NFP	**(10.9)**	**(7.7)**	**(16.0)**	**4.2**	**6.5**

Ratios (%)	FY23A	FY24A	FY25E	FY26E	FY27E
Capex/VoP	**3.9%**	**4.2%**	**3.9%**	**3.8%**	**3.0%**
Capex/D&A	1.1x	1.0x	1.0x	1.0x	0.9x
FCF/EBITDA	nm	3.2%	41.5%	46.8%	53.4%
FCF/Net profit	nm	5.2%	71.4%	80.3%	89.1%
Dividend pay-out	**88.3%**	**85.0%**	**70.0%**	**70.0%**	**70.0%**

Balance sheet (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Working capital	13.1	25.0	29.9	33.9	36.8
Fixed assets	4.8	4.9	26.1	26.2	26.0
Provisions & others	(1.3)	(1.5)	(1.9)	(2.2)	(2.5)
Net capital employed	**16.6**	**28.4**	**54.1**	**57.8**	**60.3**
Net debt/(Net cash)	**(17.8)**	**(10.2)**	**5.9**	**1.7**	**(4.8)**
Equity	34.4	38.6	48.2	56.1	65.0
o/w Minority interests	0.0	0.0	0.2	0.5	0.9

Ratios (%)	FY23A	FY24A	FY25E	FY26E	FY27E
Working capital/VoP	**18.6%**	**34.5%**	**30.0%**	**29.0%**	**28.1%**
Net debt/Equity	**nm**	**nm**	**12.2%**	**3.0%**	**nm**
Net debt/EBITDA	**nm**	**nm**	**0.2x**	**0.1x**	**nm**

Valuation	FY23A	FY24A	FY25E	FY26E	FY27E
EV/CE	**3.6x**	**5.8x**	**3.7x**	**3.5x**	**3.3x**
P/BV	2.4x	4.7x	4.2x	3.7x	3.2x
EV/Sales	0.9x	2.4x	2.1x	1.8x	1.6x
EV/EBITDA	3.3x	8.6x	7.7x	6.5x	5.5x
EV/EBITDA adjusted	**3.3x**	**8.5x**	**7.6x**	**6.5x**	**5.5x**
EV/EBIT	3.9x	10.4x	9.3x	7.8x	6.5x
EV/EBIT adjusted	**3.9x**	**10.3x**	**9.2x**	**7.8x**	**6.5x**
P/E	6.7x	13.8x	13.0x	10.9x	9.1x
P/E adjusted	**6.7x**	**14.5x**	**12.5x**	**10.9x**	**9.3x**
ROCE pre-tax	129.5%	70.2%	52.6%	46.3%	51.2%
ROE	**35.1%**	**32.4%**	**33.2%**	**33.8%**	**34.1%**
EV/FCF	-34.3x	269.9x	18.5x	13.8x	10.4x
FCF yield	**-2.3%**	**0.4%**	**5.6%**	**7.4%**	**9.6%**
Dividend yield	**11.9%**	**5.9%**	**5.2%**	**5.4%**	**6.5%**

Share price performance

PWS share price is up by c. 11% YTD

Valuation

Multiples are well below the peak reached in 2021 despite recent re-rating

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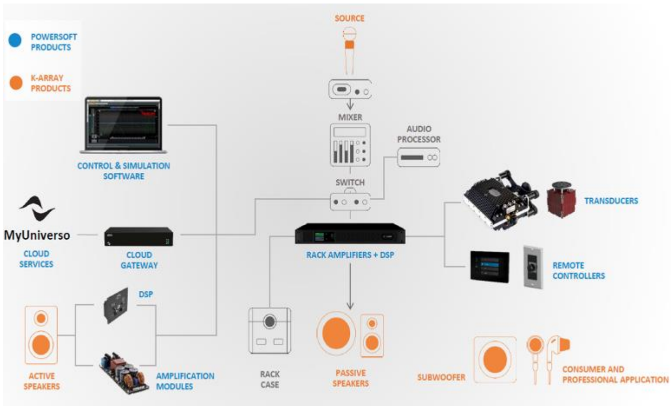
Key Charts

Powersoft – A comprehensive solution provider

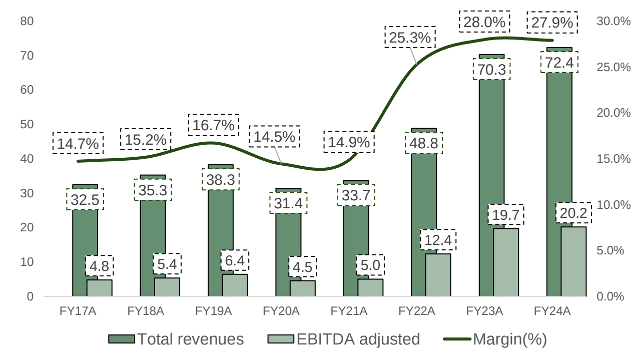
With the K-Array acquisition, PWS has enlarged its offer of pro-audio systems



Source: Powersoft

Powersoft – Historical financials (FY17-24A)

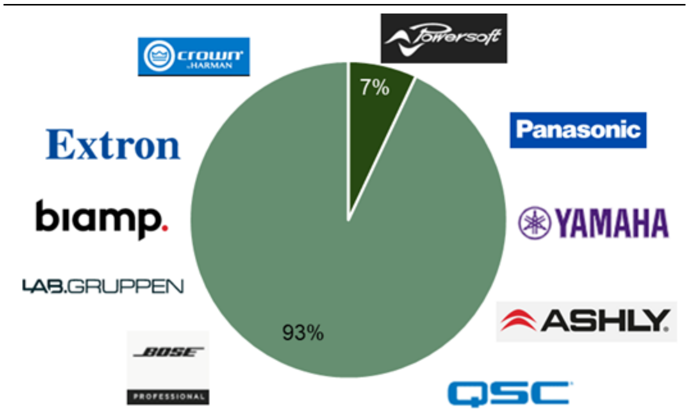
+13% top line CAGR in 2017-24 with EBITDA margin reaching 28% in 2024



Source: Powersoft financial reports

Powersoft's estimated market share in rack amplifiers

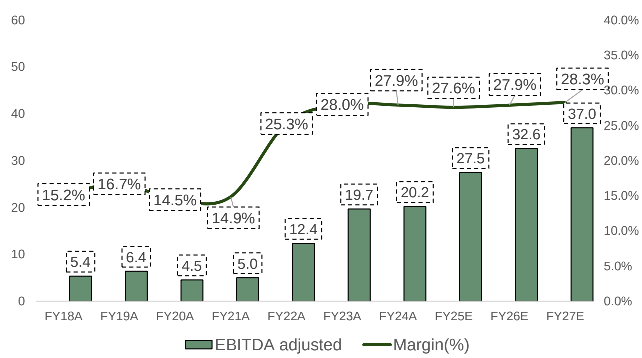
We estimate a market share of 7% in professional rack amplifiers (the core business of Powersoft)



Source: Alantra estimates

Powersoft – Adj. EBITDA and margin (FY18A-27E)

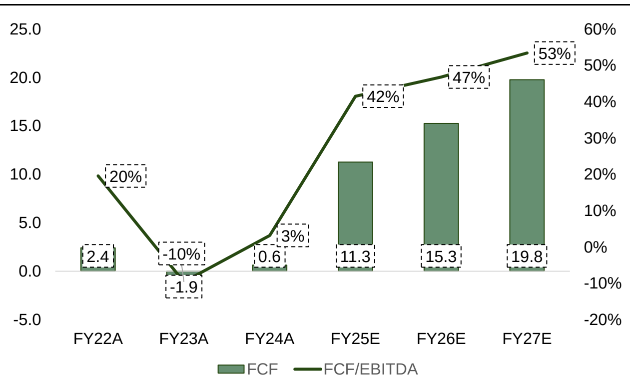
EBITDA margin should stabilize to c. 28% in FY24-27E



Source: Powersoft, Alantra estimates

Powersoft – High FCF generation

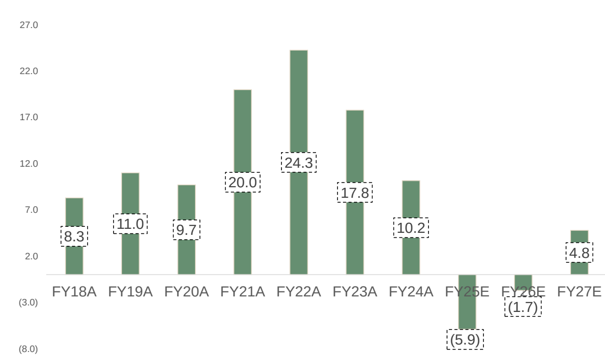
PWS is expected to maintain an attractive FCF generation



Source: Powersoft, Alantra estimates

Powersoft – Cash position

A solid balance sheet despite attractive dividends and the recent sizeable M&A



Source: Powersoft, Alantra estimates

Profile

Background Powersoft is a global leader in the design and manufacturing of high-end patented technologies and solutions for the professional audio sector. The group is specialized in the production of pro-audio power amplifiers, which represent a key part of an audio system (the electronic circuits that increase the power of the electric signal that drives loudspeakers). With the 51% acquisition of K-array, Powersoft key products include active/passive compact speakers and subwoofer, on top of their flagship rack amplifiers (systems) - for both touring and fixed installations - and amplification modules (components, to be assembled into OEM's active loudspeakers). Other products like safety multimedia devices, sound controllers and transducers complement the product offering.

Positioning We believe that the group is a leading global player with estimated market share of 7% in the core business of rack amplifiers. We struggle to find independent product specialists with a similar positioning. The German group IcePower and the Danish player Pascal are mainly producers of professional module amplifiers. Other competitive brands are part of larger multi-brand conglomerates, including the Swedish Lab.Gruppen (acquired in 2015 by the Philippian group Music Tribe) and Crown (part of the US group Harman, acquired by Samsung in 2016). Other competitors are large mono-brand integrated groups, including Bose Professional, Panasonic, Yamaha, Ashly and QSC.

Powersoft's technologies are protected by trademarks. In addition, the group significantly invests in innovation (R&D on sales at 7-8% on average over the last 5 years; 30% of the workforce in R&D). The group has established strong reputation, links and relationships with top clients (Pioneer, Bose, Panasonic, RCF and others) and distributors. Powersoft also supplies module amplifiers to the top loudspeaker brands (L'Acoustics and d&b Audiotechnik).

Growth Powersoft has grown much faster than its reference market over the 16-24 period (+13% vs +9%) powered by continuous R&D investments in product innovation and product offering expansion and by the strengthening of the global distribution network. Powersoft should continue to outperform the reference market in the coming years. Looking forward, PWS's revenues are expected to grow, also thanks to synergies from the K-array integration, at a 22% CAGR FY24-27 (c. 10% organic) with Americas and APAC being the best performers. Regain of production volumes and costs efficiencies should translate into EBITDA growing faster than revenues with EBITDA margin should surpass the 28% threshold by 2027 from 14.5% in 2020.

Strategy The group is bearing fruits from a new strategic chapter started in 2021: (i) shift from supplier to partner in sound technology, and (ii) from large installations requiring high power amplifiers to the large addressable market of small commercial installations around the globe.

Over the last few years, the company has been significantly investing to reinforce its distribution network in US and China, the two largest addressable markets expected to account for over 40% of the total Professional Amplifier market by 2025.

In April 2025, Powersoft announced the closing of its first acquisition, acquiring K-Array, a leading manufacturer of compact audio systems. This move expands its product offering and accelerates its transition from a product company to a solutions provider. As a frontrunner in innovation in the professional audio industry, R&D efforts of the company will be deployed in the development of new products and new solutions for this market. On top the company is now working on different projects to enlarge its product offering and penetrate new markets (e.g. partnership with Ferrari).

Strengths	Weaknesses
Pioneer in the development of cutting-edge professional amplifiers	Many competitors are part of larger and more diversified groups
R&D driven business model	Lower than average market share in US and China
A complete offer of pro-audio systems: frm amplifiers to transducers	

Opportunities	Threats
Expansion of the product portfolio and addressed market segments	Technological obsolescence
Market share gain in US and China	Potential disruptions in the supply chain of key components
Selective M&A to increase market share in amplifiers and/or expand in other products	Change in consumer habits with reduction of live events

Key shareholders	Management	Next events
Evolve S.r.l. 75.62%	Carlo Lastrucci - Chairman	AGM: 16/04/25
Lorenzo Lepri 3.11%	Luca Lastrucci - CEO	1H25 results: 25/09/25
Free Float 21.27%	Massimo Ghedini - CFO and IR	
	Claudio Lastrucci - R&D	
	Antonio Peruch - Production Engineering	
	Luca Giorgi - Sales and Business Development	
	Gianmaria Guarini – Operation	
	Akira Mochimaru - Global Marketing	

2H/FY24 Results

Resilient set of results

Resilient FY24 results, with revenues up 3% YoY to Eu71.4mn, underpinned by strong momentum in North America (+54% YoY), which offset weakness in APAC (–23% YoY)

Eu mn	1H23A	1H24A	YoY%	2H23A	2H24E	YoY%	FY23A	FY24E	YoY%
Net sales	32.5	36.5	12%	36.7	38.3	4%	69.3	74.8	8%
Total Revenues	33.1	36.9	12%	37.3	39.0	5%	70.3	75.9	8%
EBITDA adjusted	8.6	9.9	15%	11.1	10.1	-8%	19.7	20.0	2%
Ebitda Margin %	26.1%	26.8%		30.1%	26.4%		28.0%	26.4%	
EBIT adjusted	7.3	8.5	17%	9.4	7.5	-20%	16.6	16.0	-4%
Ebit Margin %	22.0%	22.9%		25.5%	19.6%		23.7%	21.1%	
Restated Net Profit	5.2	6.3	20%	6.8	5.4	-21%	12.1	11.7	-3%
Net Profit Margin %	15.8%	17.0%		18.6%	14.0%		17.1%	15.4%	
NFP end of the period	15.0	5.4		17.8	14.9		17.8	14.9	

Source: Company data and Alantra estimates

Change in estimates

Change in estimates

We raise our inventory level assumptions to reflect a slower destocking path. Other estimates were broadly confirmed

	NEW estimates			Change			OLD estimates		
(Eu mn)	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Total Revenues / Value of Production	99.5	116.8	130.8	-1.6%	-1.5%	na	101.0	118.5	na
EBITDA Reported	27.2	32.6	37.0	-1.6%	-1.5%	na	27.6	33.1	na
EBIT Reported	22.3	26.9	31.4	-2.1%	-2.5%	na	22.8	27.6	na
Pretax Profit	22.1	26.7	31.3	-2.1%	-2.5%	na	22.6	27.4	na
Net profit	15.8	19.0	22.2	-2.4%	-2.8%	na	16.2	19.5	na
EPS	1.213	1.438	1.681	-1.1%	-2.8%	na	1.227	1.480	na
Net financial position	(5.9)	(1.7)	4.8	6.9	6.8	na	1.0	5.1	na

Source: Company data and Alantra estimates

Peers

Trading multiples

At current market price, the stock trading at 3% discount on EV/EBITDA 2025E

Company	Country	Mkt Cap (Eu mn)	EV/Sales FY25E	EV/Sales FY26E	EV/Sales FY27E	EV/EBITDA FY25E	EV/EBITDA FY26E	EV/EBITDA FY27E	EV/EBIT FY25E	EV/EBIT FY26E	EV/EBIT FY27E	PE FY25E	PE FY26E	PE FY27E
POWERSOFT	ITALY	205	2.1 x	1.8 x	1.6 x	7.7 x	6.5 x	5.5 x	9.3 x	7.8 x	6.5 x	13.0 x	10.9 x	9.1 x
Premium (discount) to Peers' Median			36%	31%	25%	-3%	-3%	-16%	-10%	-24%	-30%	5%	-10%	-25%
PEERS	Average		1.6 x	1.5 x	1.5 x	9.7 x	6.7 x	6.8 x	11.9 x	13.0 x	10.1 x	15.2 x	90.5 x	16.1 x
	Median		1.5 x	1.4 x	1.3 x	7.9 x	6.6 x	6.6 x	10.3 x	10.3 x	9.3 x	12.4 x	12.2 x	12.2 x
B&C Speakers S.p.A.	ITALY	163	1.7 x	1.6 x	1.5 x	7.5 x	7.0 x	6.5 x	8.6 x	7.9 x	7.3 x	11.0 x	10.1 x	9.4 x
Focusrite PLC	UNITED KINGDOM	101	0.7 x	0.7 x	0.6 x	4.5 x	4.4 x	3.9 x	7.1 x	6.8 x	6.1 x	9.0 x	8.6 x	7.1 x
Sound Peers	Average		1.2 x	1.1 x	1.1 x	6.0 x	5.7 x	5.2 x	7.8 x	7.3 x	6.7 x	10.0 x	9.3 x	8.25
	Median		1.2 x	1.1 x	1.1 x	6.0 x	5.7 x	5.2 x	7.8 x	7.3 x	6.7 x	10.0 x	9.3 x	8.2 x
Cirrus Logic, Inc.	UNITED STATES	4,033	2.3 x	2.2 x	na	6.9 x	5.4 x	na	9.3 x	8.8 x	na	12.4 x	11.3 x	na
SECO S.p.A.	ITALY	248	1.5 x	1.4 x	1.3 x	8.3 x	6.3 x	5.7 x	17.4 x	11.5 x	9.2 x	26.8 x	16.9 x	12.2 x
Acuity Inc.	UNITED STATES	6,463	1.9 x	1.7 x	1.6 x	10.7 x	9.6 x	9.0 x	11.4 x	10.3 x	9.4 x	13.8 x	12.2 x	11.6 x
Eurotech S.p.A.	ITALY	25	0.7 x	0.6 x	0.6 x	28.1 x	8.2 x	6.7 x	na	36.3 x	18.6 x	na	686.0 x	15.2 x
Electronics Peers	Average		1.6 x	1.5 x	1.1 x	13.5 x	7.4 x	7.1 x	12.7 x	16.7 x	12.4 x	17.7 x	181.6 x	13.0 x
	Median		1.7 x	1.5 x	1.3 x	9.5 x	7.3 x	6.7 x	11.4 x	10.9 x	9.4 x	13.8 x	14.5 x	12.2 x
Live Nation Entertainment, Inc.	UNITED STATES	26,713	1.1 x	1.0 x	0.9 x	12.1 x	10.8 x	9.7 x	18.9 x	16.2 x	13.6 x	nm	39.2 x	35.5 x
CTS Eventim AG & Co. KGaA	GERMANY	8,952	2.7 x	2.4 x	2.2 x	13.6 x	11.7 x	10.1 x	16.4 x	14.0 x	12.0 x	26.5 x	23.8 x	21.7 x
Madison Square Garden Sports Corp. Class A	UNITED STATES	3,275	4.8 x	4.4 x	4.2 x	nm	nm	nm	nm	nm	nm	nm	nm	nm
GL Events SA	FRANCE	562	0.6 x	0.6 x	0.5 x	3.5 x	3.3 x	2.8 x	6.0 x	5.6 x	4.8 x	7.1 x	6.8 x	na
Eventbrite, Inc. Class A	UNITED STATES	144	0.1 x	0.0 x	nm	1.6 x	0.5 x	nm	na	na	na	na	na	nm
Live Events Companies	Average		1.9 x	1.7 x	2.0 x	7.7 x	6.6 x	7.5 x	13.8 x	11.9 x	10.1 x	16.8 x	23.3 x	28.6 x
	Median		1.1 x	1.0 x	1.5 x	7.8 x	7.0 x	9.7 x	16.4 x	14.0 x	12.0 x	16.8 x	23.8 x	28.6 x

Source: Alantra estimates and Factset

Financials

PWS is expected to post much higher profitability vs direct peers and boasting higher growth potential

Company	Country	Mkt Cap (Eu mn)	FY25E - FY27E average margins: EBITDA Margin	EBIT Margin	Net Income Margin	Capex / Sales	Dividend Payout	CAGR FY24A - FY27E: Sales	EBITDA	EBIT	Net Profit
POWERSOFT	ITALY	205	27.8%	23.2%	16.4%	3.6%	70.0%	21.8%	22.4%	23.3%	21.6%
B&C Speakers S.p.A.	ITALY	163	22.5%	19.8%	14.8%	1.8%	74.8%	5.0%	6.3%	7.3%	9.5%
Focusrite PLC	UNITED KINGDOM	101	15.5%	9.9%	3.8%	7.3%	39.5%	3.0%	4.0%	2.7%	5.8%
Sound Peers	Average		19.0%	14.9%	9.3%	4.6%	57.2%	4.0%	5.2%	5.0%	7.7%
	Median		19.0%	14.9%	9.3%	4.6%	57.2%	4.0%	5.2%	5.0%	7.7%
Cirrus Logic, Inc.	UNITED STATES	4,033	36.6%	24.6%	20.0%	1.8%	na	na	na	na	na
SECO S.p.A.	ITALY	248	20.9%	11.5%	5.0%	9.0%	0.0%	10.9%	25.4%	71.3%	-193.2%
Eurotech S.p.A.	ITALY	25	5.5%	-0.8%	-1.1%	4.1%	0.0%	12.6%	nm	nm	nm
Italian Electronics companies	Average		20.2%	13.0%	8.5%	4.2%	1.2%	11.1%	17.5%	41.1%	-92.7%
	Median		19.3%	14.2%	7.6%	3.0%	0.0%	10.9%	17.5%	41.1%	-92.7%
Live Nation Entertainment, Inc.	UNITED STATES	26,713	na	na	na	na	na	na	na	na	na
CTS Eventim AG & Co. KGaA	GERMANY	8,952	6.1%	0.2%	-1.1%	4.1%	0.0%	na	na	na	na
Madison Square Garden Sports Corp. Class A	UNITED STATES	3,275	9.4%	6.3%	3.1%	3.2%	0.0%	10.3%	11.3%	36.9%	17.6%
GL Events SA	FRANCE	562	20.7%	17.3%	12.0%	3.2%	49.7%	6.5%	10.3%	11.3%	9.8%
Eventbrite, Inc. Class A	UNITED STATES	144	6.8%	6.0%	2.7%	0.1%	0.0%	1.9%	-20.6%	na	na
Live events companies	Average		10.7%	7.4%	4.2%	2.7%	12.4%	6.2%	0.3%	24.1%	13.7%
	Median		8.1%	6.2%	2.9%	3.2%	0.0%	6.5%	10.3%	24.1%	13.7%

Source: Alantra estimates and Factset

Performance

The stock has outperformed peers

Company	Country	Mkt Cap (Eu mn)	Performance 1M	3M	6M	1YR	3YR	5YR
POWERSOFT	ITALY	205	4.1%	16.0%	19.3%	4.1%	251.1%	313.6%
PEERS	Average		-7.7%	-8.7%	-9.3%	-17.3%	-19.2%	45.6%
	Median		-6.6%	-8.3%	-9.6%	-14.9%	-16.8%	8.9%
B&C Speakers S.p.A.	ITALY	163	-6.0%	-7.8%	-3.9%	-14.5%	8.4%	65.5%
Focusrite PLC	UNITED KINGDOM	101	-19.2%	-34.7%	-40.4%	-56.3%	-88.5%	-74.8%
Carel Industries SpA	ITALY	1,726	-22.1%	-14.8%	-20.1%	-22.7%	-27.2%	49.0%
Eurotech S.p.A.	ITALY	25	-9.7%	-26.3%	-25.2%	-57.9%	-80.4%	-88.9%
SECO S.p.A.	ITALY	248	3.4%	6.1%	5.1%	-44.0%	-68.3%	na
Live Nation Entertainment, Inc.	UNITED STATES	26,713	5.2%	0.6%	14.7%	27.4%	19.8%	237.7%
CTS Eventim AG & Co. KGaA	GERMANY	8,952	-8.8%	7.4%	-3.2%	10.9%	43.7%	124.7%
Madison Square Garden Sports Corp.	UNITED STATES	3,275	-1.0%	-11.4%	-11.8%	2.3%	9.1%	8.9%
Eventbrite, Inc. Class A	UNITED STATES	144	-11.7%	-38.2%	-24.7%	-63.9%	-85.0%	-75.9%

Source: Alantra estimates and Factset

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