

POWERSOFT

Sector: Technology

Robust margins confirmed despite market challenges

PWS delivered a solid set of 1H25 results, with growth supported by K-Array contribution and strong traction in the US. Margins came in at a high-level (28% EBITDA), even with some tariff absorption effect. FCF of Eu4mn remained robust, despite inventory buildup. Looking ahead, higher pricing in North America may cause some near-term margin digestion in 2H25, while sales momentum should hold, backed by substantial investments in the region. Our new estimates incorporate a more accurate impact of US tariffs, still implying a robust EBITDA margin of 26.5% this year, with a gradual margin expansion in 2026. We see PWS continuing to deliver strong growth, profitability, and FCF, despite near-term headwinds. BUY reiterated and TP of Eu21.0/share confirmed, after shifting our valuation method to 100% mark-to-market DCF

- Revenues supported by K-Array contribution.** PWS posted 1H25 revenues of Eu41.1mn, up 11% YoY, boosted by the 3-month K-Array consolidation (Eu6.2mn sales), with organic trend slightly down YoY, but aligned with market trend. NAM was the standout performer, advancing 48% YoY to Eu17.2mn (42% of sales), supported by competitive pricing and the decision to absorb US tariffs, a strategic choice aimed at strengthening PWS's position. EMEA contracted by 11% YoY to Eu15.8mn (39%), reflecting persistent inventory overhang and a more cautious stance from EU distributors due to tariff-related uncertainty. APAC remained broadly stable, while MEA posted a 21% YoY increase. The geographical mix, with NAM now the largest contributor, highlighting the success of management's commercial strategy by penetrating the region through aggressive pricing and then consolidating its presence with higher-pricing model.
- Solid EBITDA margin at 28% driven by GM expansion.** GM rose to Eu22.5mn, with margin improving to 55% from 47% in 1H24, mainly thanks to a better product mix and the K-Array lower cost base. Adj. EBITDA (ex Eu0.3mn M&A costs) reached Eu11.5mn (+15.6% YoY), with margin at 27.9% (vs. 26.8% in 1H24), boosted by K-Array's Eu2.0mn EBITDA/30% margin. Adj. EBIT increased to Eu9.4mn (+10.5% YoY), with margin at 22.8% (in line YoY). Restated net profit came in at Eu5.5mn from Eu6.3mn, mainly due to FX headwinds and a higher tax rate (31.3% vs 27.6% in 1H24). PWS confirmed its solid cash generation profile with Eu4mn FCF, despite Eu7mn inventory buildup, reiterating PWS's ability to fund growth internally. Net debt stood at Eu51.4mn (vs. Eu10.2mn net cash at YE24), mainly due to Eu10.5mn dividends and the K-Array acquisition, including put/call option for Eu25mn and Eu12mn of earn-outs.
- Constructive outlook for sustained growth ahead.** PWS remains positive on FY25, with NAM expected to sustain growth momentum, also backed by the group's investments in the region, and K-Array delivering an accretive contribution as integration progresses. The group is working to capture synergies and strengthen its position as a full-solution provider, supported by expansion into new OEM verticals, extending its commercial footprint. From 2H25, PWS plans to gradually pass through tariffs, protecting margins with visible effects starting in 1H26.
- Change in estimates.** We revised our FY25E sales to Eu88mn (-11.5% vs prior E) to better capture the impact of US tariffs highlighted in our previous note, while confirming the mid-term sales trend. FY25E figures consider only 9M K-array consolidation, implying pro-forma sales of Eu94mn. We fine-tuned FY25 EBITDA margin (-80bp to 26.5%), reflecting the delay in tariff pass-through, with gains from 2026 as higher pricing kicks in. Our FY25E net debt of Eu45.9mn (2.0x leverage ratio) assumes full K-array consolidation with option exercise and earn-outs. Overall, we see PWS sales CAGR FY24-27E of 17.1%, avg. EBITDA margin 27.5%, and strong deleveraging to Eu36.4mn FY27E net debt (1.1x), despite Eu20mn dividends.
- Change in valuation method; BUY and TP reiterated.** We maintain our BUY rating and TP of Eu21/share, entirely driven by a change in valuation methodology (now 100% mark-to-market DCF vs. 70% previously), given the lack of reliable peer consensus estimates. We believe this methodological shift, partially offset by estimate revisions, better reflects PWS's strong FCF generation profile.

BUY

Unchanged

TP 21.0

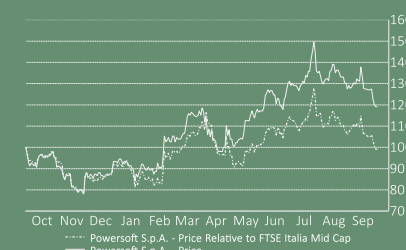
Unchanged

Target price upside 17%

Change in EPS est.	FY25E	FY26E
	-21.0%	-15.1%

Ticker (BBG, Reut)	PWS IM	PWS MI
Share price Ord. (Eu)		18.0
N. of Ord. shares (mn)		12.8
Total N. of shares (mn)		12.8
Market cap (Eu mn)		231
Total Market Cap (EU mn)		231
Free Float Ord. (%)		23%
Free Float Ord. (Eu mn)		54
Daily AVG liquidity Ord. (Eu k)		75

	1M	3M	12M
Absolute Perf.	-6.5%	-6.7%	14.6%
Rel. to FTSEMidCap	-6.4%	-11.8%	-4.5%
52 weeks range		11.8	22.6



	FY24A	FY25E	FY26E
Sales	72	88	101
EBITDA adj.	20.2	23.4	27.9
Net profit adj.	12.5	12.7	16.1
EPS adj.	1.025	0.998	1.237
DPS - Ord.	0.850	0.817	0.660
EV/EBITDA adj.	8.5x	11.9x	10.1x
P/E adj.	14.5x	18.3x	14.7x
Dividend yield	5.9%	4.5%	3.7%
FCF yield	0.4%	4.9%	5.6%
Net debt/(Net cash)	(10.2)	45.9	41.4
Net debt/EBITDA	nm	2.0x	1.5x

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Summary Financials (IFRS)

P&L account (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Net Sales	69.3	71.4	87.1	100.2	113.2
Value of Production	70.3	72.4	88.0	101.2	114.2
EBITDA reported	19.7	20.0	23.1	27.9	32.3
D&A	(2.5)	(3.1)	(3.9)	(4.4)	(4.5)
EBIT reported	16.6	16.6	18.2	22.5	26.6
Net financial charges	(0.0)	0.5	(1.0)	(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	17.2	22.3	26.4
Taxes	(4.6)	(4.7)	(4.8)	(6.2)	(7.3)
Minorities	0.0	0.0	0.0	0.0	0.0
Discontinued activities	0.0	0.0	0.0	0.0	0.0
Net profit reported	12.1	12.3	12.4	16.1	19.1
EBITDA adjusted	19.7	20.2	23.4	27.9	32.3
EBIT adjusted	16.6	16.8	18.5	22.5	26.6
Net profit adjusted	12.1	12.5	12.7	16.1	19.1

Margins (%)	FY23A	FY24A	FY25E	FY26E	FY27E
Gross margin	na	na	na	na	na
EBITDA margin (adj)	28.0%	27.9%	26.5%	27.6%	28.3%
EBIT margin (adj)	23.7%	23.2%	21.0%	22.2%	23.3%
Pre-tax margin	23.6%	23.6%	19.6%	22.0%	23.2%
Net profit margin (adj)	17.1%	17.3%	14.4%	15.9%	16.7%

Growth rates (%)	FY23A	FY24A	FY25E	FY26E	FY27E
Sales	44.0%	2.9%	21.7%	14.9%	12.9%
EBITDA	59.5%	1.5%	15.3%	21.0%	15.7%
EBITDA adjusted	59.5%	2.5%	15.7%	19.5%	15.7%
EBIT	68.1%	-0.5%	10.0%	23.2%	18.4%
EBIT adjusted	68.1%	0.7%	10.5%	21.2%	18.4%
Pre-tax	87.6%	2.7%	0.8%	29.5%	18.5%
Net profit	90.0%	2.4%	0.8%	29.5%	18.5%
Net profit adjusted	90.0%	3.5%	1.4%	27.3%	18.5%

Per share data	FY23A	FY24A	FY25E	FY26E	FY27E
Shares	11.838	12.530	12.845	13.207	13.207
N. of shares AVG	11.783	12.184	12.688	13.026	13.207
N. of shares diluted AVG	11.783	12.373	13.134	13.134	13.134
EPS	1.024	1.013	0.981	1.237	1.446
EPS adjusted	1.024	1.025	0.998	1.237	1.446
DPS - Ord.	0.817	0.850	0.817	0.660	0.854
DPS - Sav.	0.000	0.000	0.000	0.000	0.000
BVPS	2.918	3.167	3.587	4.062	4.598

Enterprise value (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Share price Ord. (Eu)	6.9	14.5	18.0	18.0	18.0
Market cap Diluted	81.4	181.1	231.2	237.7	237.7
Net debt/(Net cash)	(17.8)	(10.2)	45.9	41.4	36.4
Adjustments	1.3	1.5	1.7	1.9	2.1
Enterprise value	64.9	172.4	278.9	281.1	276.2

Share price performance

PWS share price is up by c.30% YTD



Cash flow (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
EBITDA reported	19.7	20.0	23.1	27.9	32.3
Net financial charges	(0.0)	(0.0)	(1.0)	(0.2)	(0.2)
Cash taxes	(4.6)	(1.0)	(4.8)	(6.2)	(7.3)
Ch. in Working Capital	(13.4)	(15.8)	(1.3)	(3.0)	(2.8)
Other operating items	(0.8)	0.4	(0.7)	(0.9)	(1.0)
Operating cash flow	0.8	3.6	15.3	17.7	21.0
Capex	(2.7)	(3.0)	(3.8)	(4.4)	(4.6)
FCF	(1.9)	0.6	11.4	13.2	16.4
Disposals/Acquisitions	0.0	0.0	(5.3)	0.0	0.0
Changes in Equity	0.6	2.3	5.0	0.0	0.0
Others	0.0	0.0	(56.7)	0.0	0.0
Dividends	(9.7)	(10.7)	(10.5)	(8.7)	(11.3)
Ch. in NFP	(10.9)	(7.7)	(56.1)	4.5	5.1

Ratios (%)	FY23A	FY24A	FY25E	FY26E	FY27E
Capex/VoP	3.9%	4.2%	4.4%	4.4%	4.1%
Capex/D&A	1.1x	1.0x	1.0x	1.0x	1.0x
FCF/EBITDA	nm	3.2%	49.6%	47.4%	50.6%
FCF/Net profit	nm	5.2%	91.8%	82.1%	85.6%
Dividend pay-out	88.3%	85.0%	70.0%	70.0%	70.0%

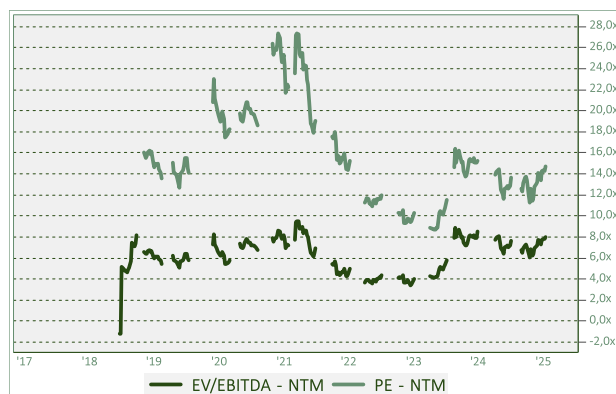
Balance sheet (Eu mn)	FY23A	FY24A	FY25E	FY26E	FY27E
Working capital	13.1	25.0	26.3	29.3	32.1
Fixed assets	4.8	4.9	66.9	67.0	67.1
Provisions & others	(1.3)	(1.5)	(1.7)	(1.9)	(2.1)
Net capital employed	16.6	28.4	91.4	94.3	97.1
Net debt/(Net cash)	(17.8)	(10.2)	45.9	41.4	36.4
Equity	34.4	38.6	45.5	52.9	60.7
o/w Minority interests	0.0	0.0	0.0	0.0	0.0

Ratios (%)	FY23A	FY24A	FY25E	FY26E	FY27E
Working capital/VoP	18.6%	34.5%	29.8%	28.9%	28.1%
Net debt/Equity	nm	nm	100.9%	78.3%	59.9%
Net debt/EBITDA	nm	nm	2.0x	1.5x	1.1x

Valuation	FY23A	FY24A	FY25E	FY26E	FY27E
EV/CE	3.6x	5.8x	3.0x	2.9x	2.8x
P/BV	2.4x	4.7x	5.1x	4.5x	3.9x
EV/Sales	0.9x	2.4x	3.2x	2.8x	2.4x
EV/EBITDA	3.3x	8.6x	12.1x	10.1x	8.5x
EV/EBITDA adjusted	3.3x	8.5x	11.9x	10.1x	8.5x
EV/EBIT	3.9x	10.4x	15.3x	12.5x	10.4x
EV/EBIT adjusted	3.9x	10.3x	15.1x	12.5x	10.4x
P/E	6.7x	13.8x	22.3x	17.3x	14.3x
P/E adjusted	6.7x	14.5x	18.3x	14.7x	12.4x
ROCE pre-tax	129.5%	70.2%	30.1%	23.7%	27.2%
ROE	35.1%	32.4%	27.8%	30.5%	31.5%
EV/FCF	-34.3x	269.9x	24.4x	21.3x	16.9x
FCF yield	-2.3%	0.4%	4.9%	5.6%	6.9%
Dividend yield	11.9%	5.9%	4.5%	3.7%	4.7%

Valuation

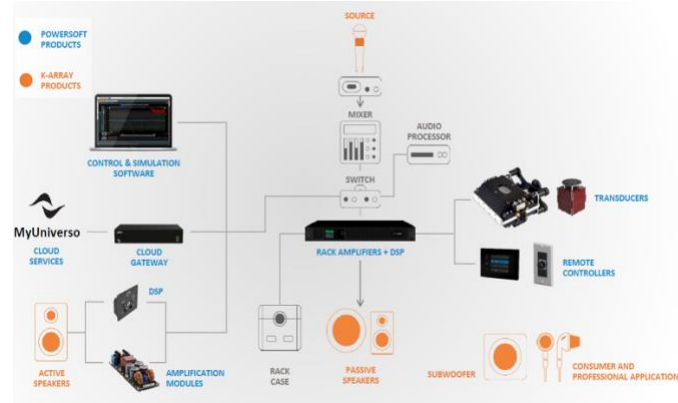
Multiples are well below the peak reached in 2021 despite recent re-rating



Key Charts

Powersoft – A comprehensive solution provider

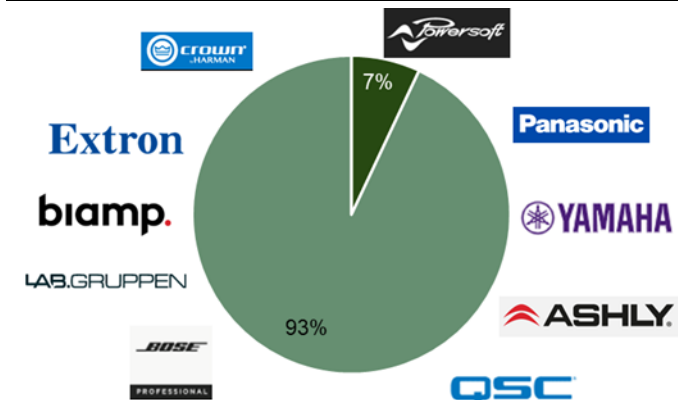
With the K-Array acquisition, PWS has enlarged its offer of pro-audio systems



Source: Powersoft

Powersoft's estimated market share in rack amplifiers

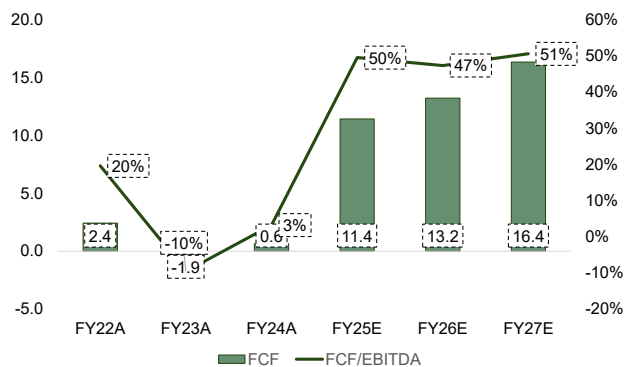
We estimate a market share of 7% in professional rack amplifiers (the core business of Powersoft)



Source: Alantra estimates

Powersoft – High FCF generation

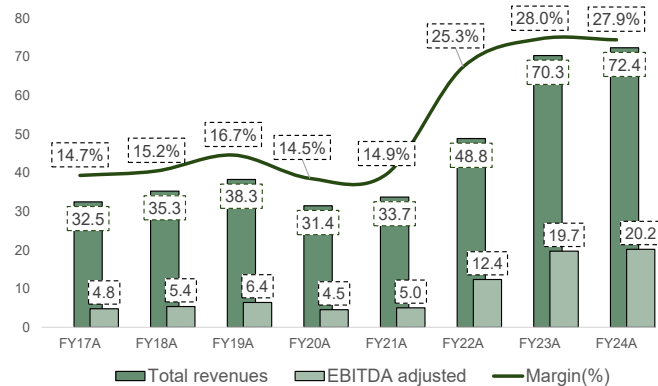
PWS is expected to maintain an attractive FCF generation



Source: Powersoft, Alantra estimates

Powersoft – Historical financials (FY17-24A)

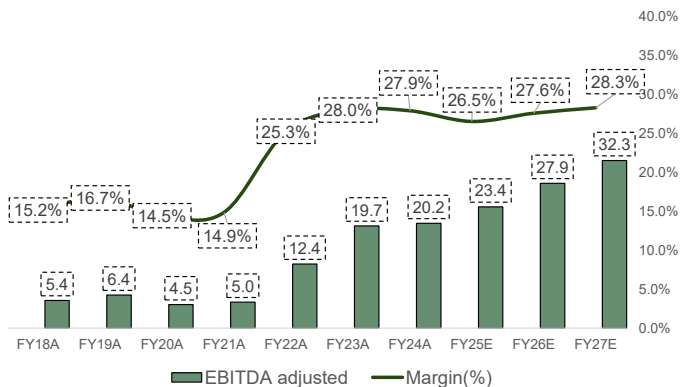
+13% top line CAGR in 2017-24 with EBITDA margin reaching 28% in 2024



Source: Powersoft financial reports

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

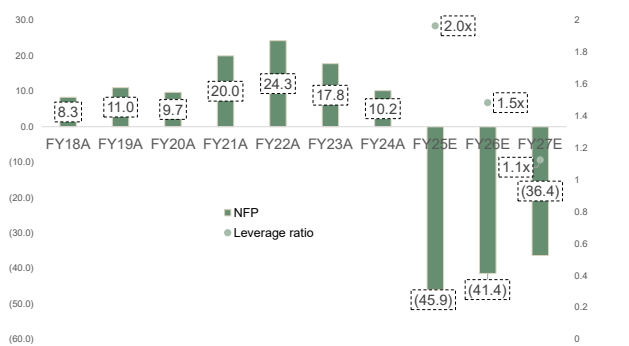
EBITDA margin should reach c.28% in FY27E



Source: Powersoft, Alantra estimates

Powersoft – Cash position

A solid leverage 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 17% CAGR FY24-27 (8% 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).

<p style="text-align: center;">Strengths</p> <ul style="list-style-type: none"> Pioneer in the development of cutting-edge professional amplifiers R&D driven business model A complete offer of pro-audio systems: frm amplifiers to transducers 	<p style="text-align: center;">Weaknesses</p> <ul style="list-style-type: none"> Many competitors are part of larger and more diversified groups Lower than average market share in US and China 	
<p style="text-align: center;">Opportunities</p> <ul style="list-style-type: none"> Expansion of the product portfolio and addressed market segments Market share gain in US and China Selective M&A to increase market share in amplifiers and/or expand in other products 	<p style="text-align: center;">Threats</p> <ul style="list-style-type: none"> Technological obsolescence Potential disruptions in the supply chain of key components Change in consumer habits with reduction of live events 	
<p style="text-align: center;">Key shareholders</p> <ul style="list-style-type: none"> Evolve S.r.l. 73.80% Lorenzo Lepri 3.03% Free Float 23.17% 	<p style="text-align: center;">Management</p> <ul style="list-style-type: none"> Carlo Lastrucci - Chairman Luca Lastrucci - CEO 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 	<p style="text-align: center;">Next events</p>

1H25 Results

Solid set of results

Strong NAM push in sales partially offset by EU headwinds. M&A driven growth with solid EBITDA margin at 28% despite challenges.

Eu mn	1H24A	1H25A	YoY%	2H24A	2H25E	YoY%	FY24A	FY25E	YoY%
Net sales	36.5	40.7	11.5%	34.9	46.4	32.9%	71.4	87.1	22.0%
Total Revenues	36.9	41.1	11.3%	35.5	47.0	32.5%	72.4	88.0	21.7%
EBITDA adjusted	9.9	11.5	15.6%	10.3	11.9	15.8%	20.2	23.4	15.7%
<i>Ebitda Margin %</i>	26.8%	27.9%		29.0%	25.4%		27.9%	26.5%	
EBIT adjusted	8.5	9.4	10.5%	8.3	9.2	10.5%	16.8	18.5	10.5%
<i>Ebit Margin %</i>	22.9%	22.8%		23.4%	19.5%		23.2%	21.0%	
Restated Net Profit	6.3	5.5	-12.8%	6.2	7.2	15.8%	12.5	12.7	1.4%
<i>Net Profit Margin %</i>	17.0%	13.3%		17.5%	15.3%		17.3%	14.4%	
NFP end of the period	5.4	(51.4)		10.2	(45.9)		10.2	(45.9)	

Source: Company data and Alantra estimates

Change in estimates

Change in estimates

We cut our FY25 sales by 11.5%, confirming mid-term growth. 2H EBITDA margin should face tariffs headwinds (we est. 25.4%) with pricing benefits becoming visible in 26.

(Eu mn)	NEW estimates			Change			OLD estimates		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Total Revenues / Value of Production	88.0	101.2	114.2	-11.5%	-13.4%	-12.7%	99.5	116.8	130.8
EBITDA Reported	23.1	27.9	32.3	-15.1%	-14.3%	-12.7%	27.2	32.6	37.0
EBIT Reported	18.2	22.5	26.6	-18.2%	-16.5%	-15.4%	22.3	26.9	31.4
Pretax Profit	17.2	22.3	26.4	-22.2%	-16.6%	-15.5%	22.1	26.7	31.3
Net profit	12.4	16.1	19.1	-21.3%	-15.1%	-13.9%	15.8	19.0	22.2
EPS	0.959	1.220	1.446	-21.0%	-15.1%	-13.9%	1.213	1.438	1.681
Net financial position	(45.9)	(41.4)	(36.4)	40.0	39.7	41.1	(5.9)	(1.7)	4.8

Source: Company data and Alantra estimates

Peers

Trading multiples

At current market price, the stock trading in line with sound peers on EV/EBITDA FY26E.

Company	Country	Mkt Cap (Eu mn)	EV/Sales			EV/EBITDA			EV/EBIT			PE		
			FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
POWERSOFT	ITALY	231	3.2 x	2.8 x	2.4 x	12.1 x	10.1 x	8.5 x	15.3 x	12.5 x	10.4 x	22.3 x	17.3 x	14.3 x
Premium (discount) to Peers' Median			85%	51%	47%	21%	1%	0%	8%	-2%	-20%	28%	2%	-17%
PEERS		Average	2.0 x	2.1 x	2.0 x	9.3 x	10.1 x	8.4 x	14.9 x	13.0 x	15.8 x	20.2 x	21.6 x	23.9 x
		Median	1.7 x	1.8 x	1.6 x	10.0 x	9.9 x	8.6 x	14.1 x	12.8 x	13.0 x	17.3 x	16.9 x	17.4 x
B&C Speakers S.p.A.	ITALY	180	1.7 x	1.5 x	1.4 x	7.8 x	6.8 x	6.1 x	9.0 x	7.9 x	6.9 x	13.4 x	11.4 x	10.4 x
Focusrite PLC	UNITED KINGDOM	147	0.8 x	0.9 x	0.9 x	5.0 x	6.1 x	5.4 x	7.8 x	9.3 x	8.6 x	12.7 x	12.2 x	10.1 x
Sound Peers		Average	1.2 x	1.2 x	1.1 x	6.4 x	6.5 x	5.8 x	8.4 x	8.6 x	7.8 x	13.0 x	11.8 x	10.3 x
		Median	1.2 x	1.2 x	1.1 x	6.4 x	6.5 x	5.8 x	8.4 x	8.6 x	7.8 x	13.0 x	11.8 x	10.3 x
Cirrus Logic, Inc.	UNITED STATES	5,428	3.3 x	3.1 x	3.2 x	10.0 x	9.5 x	na	13.6 x	12.6 x	14.7 x	17.3 x	16.4 x	17.4 x
SECO S.p.A.	ITALY	411	2.4 x	2.2 x	2.0 x	12.3 x	9.9 x	8.2 x	23.2 x	18.3 x	13.4 x	43.0 x	29.7 x	20.8 x
Acuity Inc.	UNITED STATES	8,859	2.5 x	2.4 x	2.3 x	14.1 x	13.3 x	12.5 x	14.7 x	14.1 x	13.0 x	19.2 x	17.5 x	16.0 x
Electronics Peers		Average	2.3 x	2.1 x	2.1 x	12.1 x	12.3 x	10.4 x	17.1 x	15.0 x	22.7 x	26.5 x	21.2 x	30.5 x
		Median	2.5 x	2.3 x	2.1 x	12.3 x	11.6 x	10.3 x	14.7 x	14.1 x	14.1 x	19.2 x	17.5 x	19.1 x
Live Nation Entertainment, Inc.	UNITED STATES	32,501	1.5 x	1.4 x	1.2 x	16.0 x	14.0 x	12.3 x	27.2 x	21.9 x	18.6 x	nm	54.4 x	44.4 x
CTS Eventim AG & Co. KGaA	GERMANY	7,925	2.5 x	2.2 x	1.9 x	12.9 x	10.7 x	8.9 x	15.6 x	12.9 x	10.6 x	25.3 x	22.3 x	20.1 x
Madison Square Garden Sports Corp. Class A	UNITED STATES	3,822	5.4 x	5.6 x	5.3 x	nm	nm	nm	nm	nm	nm	nm	nm	nm
GL events SA	FRANCE	914	0.8 x	0.7 x	0.6 x	4.5 x	3.9 x	3.5 x	7.8 x	6.7 x	6.0 x	10.6 x	9.1 x	8.5 x
Eventbrite, Inc. Class A	UNITED STATES	186	0.1 x	nm	nm	1.4 x	nm	nm	na	na	na	na	na	nm
Live Events Companies		Average	2.1 x	2.5 x	2.3 x	8.7 x	9.5 x	8.2 x	16.9 x	13.8 x	11.7 x	17.9 x	28.6 x	24.3 x
		Median	1.5 x	1.8 x	1.6 x	8.7 x	10.7 x	8.9 x	15.6 x	12.9 x	10.6 x	17.9 x	22.3 x	20.1 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					CAGR FY24A - FY27E			
			EBITDA Margin	EBIT Margin	Net Income Margin	Capex / Sales	Dividend Payout	Sales	EBITDA	EBIT	Net Profit
POWERSOFT	ITALY	231	27.4%	22.1%	15.6%	4.3%	70.0%	16.4%	17.0%	16.6%	15.7%
B&C Speakers S.p.A.	ITALY	180	22.3%	19.5%	14.0%	1.6%	60.7%	4.8%	6.2%	6.7%	2.7%
Focusrite PLC	UNITED KINGDOM	147	15.5%	9.9%	6.7%	7.9%	38.1%	3.0%	4.0%	2.4%	5.6%
Sound Peers		Average	18.9%	14.7%	10.4%	4.8%	49.4%	3.9%	5.1%	4.6%	4.2%
		Median	18.9%	14.7%	10.4%	4.8%	49.4%	3.9%	5.1%	4.6%	4.2%
Cirrus Logic, Inc.	UNITED STATES	5,428	32.9%	23.6%	20.2%	1.3%	na	0.0%	na	-6.1%	-3.6%
SECO S.p.A.	ITALY	411	21.8%	12.3%	4.9%	9.1%	0.0%	11.2%	28.5%	-375.7%	-195.0%
Acuity Inc.	UNITED STATES	8,859	18.1%	17.2%	10.4%	1.6%	3.4%	9.3%	9.8%	11.1%	9.8%
Italian Electronics companies		Average	18.8%	12.4%	8.0%	4.0%	1.1%	8.3%	19.2%	-123.6%	-62.9%
		Median	19.9%	14.8%	7.7%	2.9%	0.0%	10.3%	19.2%	-6.1%	-3.6%
Live Nation Entertainment, Inc.	UNITED STATES	32,501	9.7%	7.7%	6.3%	5.1%	6.1%	5.2%	3.3%	2.0%	2.1%
CTS Eventim AG & Co. KGaA	GERMANY	7,925	20.4%	19.2%	17.6%	16.3%	17.0%	15.5%	13.3%	11.0%	11.2%
Madison Square Garden Sports Corp. Class A	UNITED STATES	3,822	2.5%	6.0%	5.7%	5.4%	0.7%	2.2%	1.3%	1.0%	-1.1%
GL events SA	FRANCE	914	18.2%	17.0%	11.2%	3.7%	49.5%	6.1%	9.7%	11.0%	7.7%
Eventbrite, Inc. Class A	UNITED STATES	186	8.4%	9.0%	0.0%	-8.1%	-6.5%	-4.9%	-3.6%	-2.7%	-0.7%
Live events companies		Average	11.8%	11.8%	8.2%	4.5%	13.4%	4.8%	4.8%	4.5%	3.9%
		Median	9.7%	9.0%	6.3%	5.1%	6.1%	5.2%	3.3%	2.0%	2.1%

Source: Alantra estimates and FactSet

Performance

The stock has underperformed peers in the last 6M

Company	Country	Mkt Cap (Eu mn)	Performance					
			1M	3M	6M	1YR	3YR	5YR
POWERSOFT	ITALY	231	-6.5%	-6.7%	1.7%	14.6%	334.4%	420.3%
PEERS	Average		4.9%	8.9%	26.0%	20.5%	56.0%	112.9%
	Median		2.2%	10.1%	27.0%	15.3%	37.3%	50.9%
B&C Speakers S.p.A.	ITALY	180	-15.1%	3.2%	2.2%	7.9%	44.7%	80.1%
Focusrite PLC	UNITED KINGDOM	147	33.8%	27.9%	35.9%	-20.9%	-68.9%	-74.4%
Carel Industries SpA	ITALY	2,543	-3.0%	-4.8%	30.8%	15.8%	29.7%	33.6%
Acuity Inc.	UNITED STATES	8,859	3.9%	11.8%	29.4%	25.6%	119.9%	235.8%
SECO S.p.A.	ITALY	411	6.9%	32.3%	54.5%	47.5%	-23.3%	na
Live Nation Entertainment, Inc.	UNITED STATES	32,501	-1.3%	9.6%	31.5%	51.1%	118.4%	208.4%
CTS Eventim AG & Co. KGaA	GERMANY	7,925	3.1%	-20.9%	-13.5%	-10.7%	102.1%	99.7%
Madison Square Garden Sports Corp.	UNITED STATES	3,822	16.3%	10.3%	18.0%	10.6%	66.9%	50.9%
Eventbrite, Inc. Class A	UNITED STATES	186	1.9%	0.0%	23.9%	-3.9%	-55.6%	-75.5%

Source: Alantra estimates and FactSet

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