

POWERSOFT

Sector: Technology

Solid 2H beat, execution underpins momentum

PWS delivered a strong set of FY25 results, with a 2H rebound driven by K-Array contribution and a solid recovery in organic trends (+9% YoY), particularly in the US. Margins remained robust (28.6% adj. EBITDA in FY25), above our estimates, supported by a favourable product/price mix, with significant improvement in net debt, driven by Eu13mn in FCF, ahead of expectations. We believe the focus now shifts to execution, with initial K-Array synergies expected to support growth, especially in the US and China. Our new estimates reflect higher top-line momentum and sustained high profitability, while also incorporating higher financial expenses related to acquisition-linked items, weighing on net profit. We now expect FY28E sales at Eu128mn (11.6% CAGR25-28E) and EBITDA at Eu37mn/29% margin, supported by K-Array synergies exploitation. We continue to see PWS well positioned to deliver attractive growth, profitability and cash generation (>50% EBITDA conversion in the forecasted period). BUY reiterated and TP of Eu21.0/share confirmed.

- Strong 2H organic rebound across geographies.** PWS reported 2H25 revenues of Eu51.7mn, +48% YoY and 11% above our estimates, supported by the consolidation of K-Array (Eu13.5mn contribution in 2H). Organic trends improved remarkably, improving from -5.5% YoY in 1H to +9.3% YoY in 2H. NAM was the key growth driver, up 55% YoY to Eu23.6mn (46% of sales), also supported by pricing actions implemented from September to mitigate US tariffs. EMEA grew +38.5% YoY to Eu18.3mn (35% of sales), rebounding from -11% in 1H, which had been impacted by inventory overhang. APAC also delivered solid performance (+40% YoY), while MEA more than doubled YoY, albeit remaining marginal at Eu2mn. On a FY basis, PWS reached Eu92.3mn revenues (+29% YoY; +2% organic and +5% at constant FX), 6% above our estimates. The BoD proposed a Eu0.78/sh dividend (vs. Eu0.82 last year), implying a 5% yield.
- Adj. EBITDA beat with margins holding >29%.** Gross profit reached Eu26.5mn in 2H, with margin expanding to 50.2% (vs. 49.2% in 2H24), mainly driven by a favourable product mix with the UNICA platform. Adj. EBITDA (net of Eu2.6mn one-offs and PPA) came in at Eu15.5mn (+51% YoY and vs. our Eu11.9mn), with margin at 29.2% (broadly flat YoY). On a FY basis, adj. EBITDA stood at Eu27mn (28.6% margin), +34% YoY and 16% above our estimates. K-Array contributed for 9 months with Eu6.8mn EBITDA at a robust 35% margin. Adj. EBIT reached Eu13mn (24.4% margin, +100bp YoY). Restated net profit came in at Eu7.2mn (vs. Eu6.2mn), impacted by higher financial expenses related to the put/call option, FX headwinds and a higher tax rate. Cash generation remained very solid, with Eu13.1mn FCF supported by positive WC dynamics (+Eu4.8mn). Net debt declined to Eu38.3mn (vs. Eu51.4mn in 1H25), well below our Eu45.9mn.
- Synergies and strategic repositioning underpin FY26 outlook.** After the strategic integration of K-Array in 2025, the focus now shifts to execution, with synergies across technology, R&D and commercial channels expected to gradually materialize from FY26. Key growth drivers remain the US and China, supported by joint go-to-market initiatives and distribution overlap. During the ccall the mgmt. maintained a constructive outlook, highlighting further US penetration driven by expanding partnerships, alongside efforts to strengthen the group's presence in APAC, while closely monitoring geopolitical risks in the Middle East (3.5% of FY25 sales).
- 5% increase in FY26 EBITDA; higher financial expenses.** We slightly increase our FY26 sales by 3.5%, supported by a solid exit rate and initial synergies with K-Array, while lifting the EBITDA margin to 27.9% (from 27.6%). We reduce net profit by 10% on average, reflecting structurally higher financial expenses related to acquisition-linked items already recorded in FY25 (put/call options, earn-outs and dividends to minorities). We introduce FY28E sales of Eu128.4mn (CAGR 25-28E of 11.6%; 9% organic) and an EBITDA margin of 28.8%. FCF generation is expected to remain solid, with cumulative FCF of Eu52mn over the forecast period (>50% EBITDA conversion), supporting deleveraging to 0.5x net debt/EBITDA by FY28.
- BUY and TP of Eu21.0 share reiterated.** We maintain our BUY rating and TP of Eu21/sh. PWS is trading at an undemanding level in our view, given its positive momentum, organic growth, attractive profitability and FCF generation. We believe that stronger synergies from the K-Array integration in the coming years could offer tangible upside potential to our estimates.

BUY

Unchanged

TP 21.0

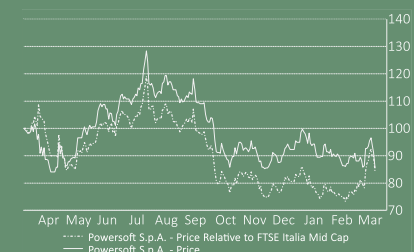
Unchanged

Target price upside 27%

Change in EPS est.	FY26E	FY27E
	-9.5%	-11.9%

Ticker (BBG, Reut)	PWS IM	PWS MI
Share price Ord. (Eu)		16.6
N. of Ord. shares (mn)		13.0
Total N. of shares (mn)		13.0
Market cap (Eu mn)		216
Total Market Cap (EU mn)		216
Free Float Ord. (%)		23%
Free Float Ord. (Eu mn)		50
Daily AVG liquidity Ord. (Eu k)		84

	1M	3M	12M
Absolute Perf.	4.6%	-3.3%	-7.8%
Rel. to FTSEMidCap	17.1%	7.9%	-8.6%
52 weeks range		14.8	22.6



	FY25A	FY26E	FY27E
Sales	94	105	116
EBITDA adj.	27.0	29.2	32.8
Net profit adj.	12.7	14.6	16.9
EPS adj.	0.997	1.130	1.283
DPS - Ord.	0.850	0.768	0.768
EV/EBITDA adj.	9.7x	8.7x	7.7x
P/E adj.	17.3x	14.8x	13.0x
Dividend yield	5.0%	4.6%	4.6%
FCF yield	8.0%	7.0%	8.0%
Net debt/(Net cash)	38.3	33.2	27.9
Net debt/EBITDA	1.4x	1.1x	0.8x

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Summary Financials (IFRS)

P&L account (Eu mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	71.4	92.3	104.2	115.2	128.4
Value of Production	72.4	94.4	104.7	115.7	128.9
EBITDA reported	20.0	24.1	29.0	32.8	37.1
D&A	(3.1)	(5.4)	(6.0)	(6.5)	(6.9)
EBIT reported	16.6	18.5	21.9	25.1	28.8
Net financial charges	0.5	(4.3)	(2.8)	(2.7)	(2.6)
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	17.1	14.2	19.1	22.4	26.2
Taxes	(4.7)	(4.3)	(5.3)	(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	12.3	9.9	13.8	16.1	18.9
EBITDA adjusted	20.2	27.0	29.2	32.8	37.1
EBIT adjusted	16.8	22.4	23.1	26.1	29.8
Net profit adjusted	12.5	12.7	14.6	16.9	19.6

Margins (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Gross margin	na	na	na	na	na
EBITDA margin (adj)	27.9%	28.6%	27.9%	28.4%	28.8%
EBIT margin (adj)	23.2%	23.7%	22.0%	22.6%	23.1%
Pre-tax margin	23.6%	15.0%	18.2%	19.3%	20.3%
Net profit margin (adj)	17.3%	13.4%	14.0%	14.6%	15.2%

Growth rates (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Sales	48.2%	30.4%	11.0%	10.4%	11.5%
EBITDA	61.9%	20.5%	20.4%	13.2%	13.0%
EBITDA adjusted	63.6%	33.7%	8.2%	12.5%	13.0%
EBIT	67.3%	11.4%	18.6%	14.6%	14.8%
EBIT adjusted	69.3%	33.4%	3.2%	13.0%	14.3%
Pre-tax	92.7%	-16.9%	34.3%	17.3%	17.1%
Net profit	94.5%	-19.6%	38.6%	17.3%	17.1%
Net profit adjusted	96.8%	1.3%	15.6%	15.3%	16.4%

Per share data	FY24A	FY25A	FY26E	FY27E	FY28E
Shares	12.530	12.845	13.045	13.245	13.245
N. of shares AVG	12.129	12.688	12.945	13.145	13.245
N. of shares diluted AVG	12.318	12.976	13.197	13.197	13.197
EPS	1.018	0.782	1.063	1.228	1.427
EPS adjusted	1.030	0.997	1.130	1.283	1.482
DPS - Ord.	0.850	0.850	0.768	0.768	0.780
DPS - Sav.	0.000	0.000	0.000	0.000	0.000
BVPS	3.181	3.361	3.582	3.831	4.498

Enterprise value (Eu mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Share price Ord. (Eu)	14.5	17.0	16.6	16.6	16.6
Market cap Diluted	181.1	218.4	215.9	219.2	219.2
Net debt/(Net cash)	(10.2)	38.3	33.2	27.9	18.3
Adjustments	1.5	5.4	5.4	5.9	6.5
Enterprise value	172.4	262.2	254.5	253.0	244.0

Share price performance

PWS share price is down by c.5% YTD



Cash flow (Eu mn)	FY24A	FY25A	FY26E	FY27E	FY28E
EBITDA reported	20.0	24.1	29.0	32.8	37.1
Net financial charges	(0.0)	(0.5)	(2.8)	(2.7)	(2.6)
Cash taxes	(1.0)	(7.4)	(5.3)	(6.2)	(7.3)
Ch. in Working Capital	(15.8)	2.6	(1.2)	(2.2)	(3.7)
Other operating items	0.4	1.9	(1.2)	(0.8)	(0.8)
Operating cash flow	3.6	20.7	18.5	20.9	22.7
Capex	(3.0)	(3.2)	(3.4)	(3.5)	(3.5)
FCF	0.6	17.5	15.1	17.5	19.3
Disposals/Acquisitions	0.0	(5.3)	0.0	0.0	0.0
Changes in Equity	2.3	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0
Dividends	(10.7)	(10.9)	(10.0)	(10.2)	(10.3)
Ch. in NFP	(7.7)	1.4	5.1	7.3	8.9

Ratios (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Capex/VoP	4.2%	3.4%	3.2%	3.0%	2.7%
Capex/D&A	1.0x	0.6x	0.6x	0.5x	0.5x
FCF/EBITDA	3.2%	72.8%	52.2%	53.2%	51.9%
FCF/Net profit	5.2%	176.8%	110.1%	108.3%	102.0%
Dividend pay-out	88.4%	88.4%	88.4%	60.0%	70.0%

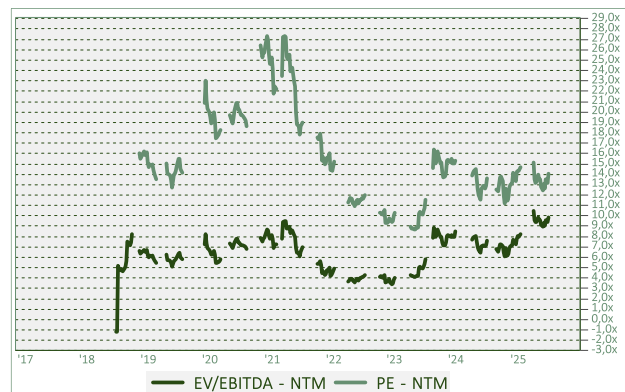
Balance sheet (Eu mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Working capital	25.0	29.2	30.3	32.5	36.3
Fixed assets	4.9	57.2	54.6	51.6	48.1
Provisions & others	(1.5)	(5.4)	(5.4)	(5.9)	(6.5)
Net capital employed	28.4	80.9	79.5	78.2	77.8
Net debt/(Net cash)	(10.2)	38.3	33.2	27.9	18.3
Equity	38.6	42.6	46.4	50.4	59.6
o/w Minority interests	0.0	0.0	0.0	0.0	0.0

Ratios (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Working capital/VoP	34.5%	30.9%	29.0%	28.1%	28.1%
Net debt/Equity	nm	89.8%	71.5%	55.3%	30.7%
Net debt/EBITDA	nm	1.4x	1.1x	0.8x	0.5x

Valuation	FY24A	FY25A	FY26E	FY27E	FY28E
EV/CE	5.8x	3.0x	3.0x	3.0x	2.9x
P/BV	4.7x	5.1x	4.7x	4.4x	3.7x
EV/Sales	2.4x	2.8x	2.4x	2.2x	1.9x
EV/EBITDA	8.6x	10.9x	8.8x	7.7x	6.6x
EV/EBITDA adjusted	8.5x	9.7x	8.7x	7.7x	6.6x
EV/EBIT	10.4x	14.2x	11.6x	10.1x	8.5x
EV/EBIT adjusted	10.3x	11.7x	11.0x	9.7x	8.2x
P/E	14.7x	25.9x	18.1x	15.3x	12.6x
P/E adjusted	14.5x	17.3x	14.8x	13.0x	11.2x
ROCE pre-tax	88.9%	38.5%	26.9%	30.9%	35.4%
ROE	32.4%	29.7%	31.5%	33.5%	32.9%
EV/FCF	269.9x	14.9x	16.8x	14.5x	12.7x
FCF yield	0.4%	8.0%	7.0%	8.0%	8.8%
Dividend yield	5.9%	5.0%	4.6%	4.6%	4.7%

Valuation

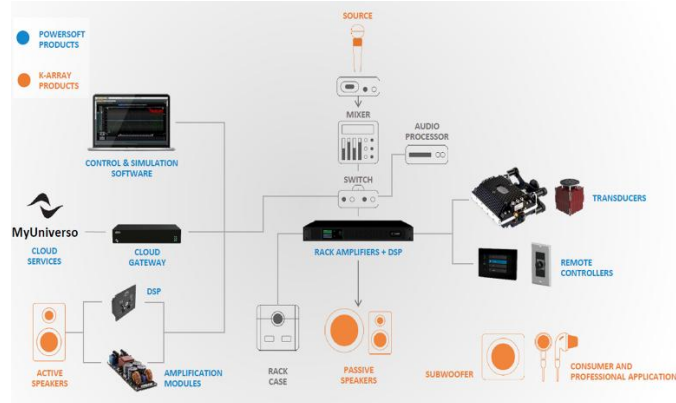
Multiples are well below the peak reached in 2021



Key Charts

Powersoft – A comprehensive solution provider

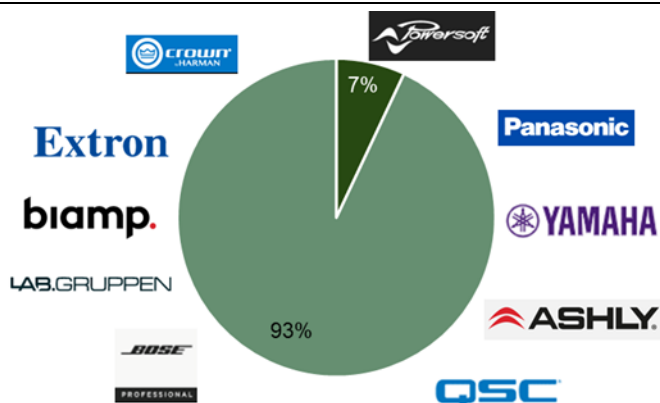
With the K-Array acquisition, PWS has enlarged its offer of pro-audio systems



Source: Powersoft

Powersoft's estimated market share in rack amplifiers

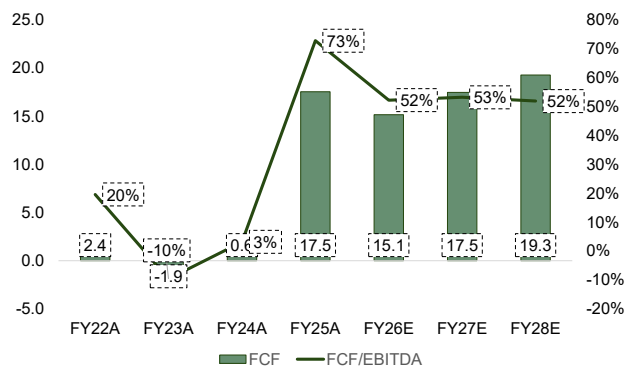
We estimate a market share of 7% in professional rack amplifiers (the core business of PWS)



Source: Alantra estimates

Powersoft – High FCF generation

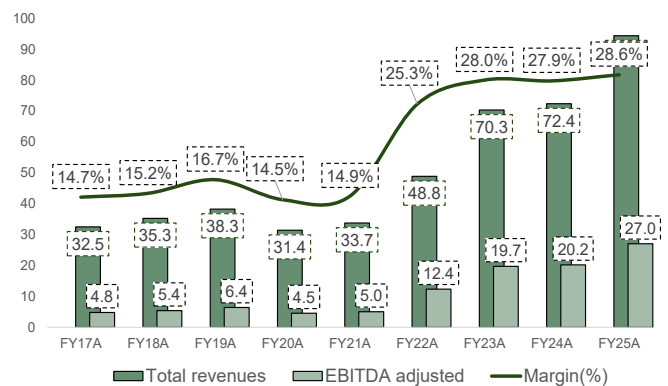
PWS is expected to maintain an attractive FCF generation



Source: Powersoft, Alantra estimates

Powersoft – Historical financials (FY17-25A)

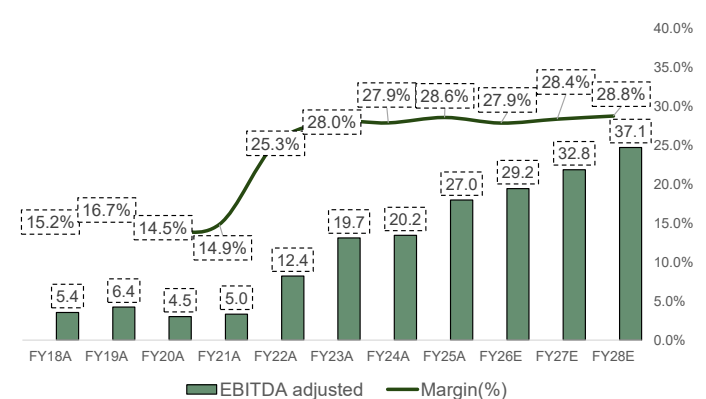
+12% top line CAGR in 2016-25 with EBITDA margin reaching 28.6% in 2025



Source: Powersoft financial reports

Powersoft - Adj. EBITDA and margin (FY18A-28E)

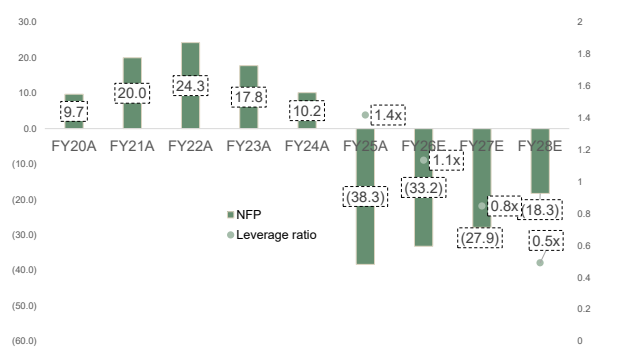
EBITDA margin should reach c.29% in FY28E



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 16-25 period (+12% 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 11.6% CAGR FY25-28 (9% 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 reach c.29% by 2028 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

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

Opportunities

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

Weaknesses

Many competitors are part of larger and more diversified groups
Lower than average market share in US and China

Threats

Technological obsolescence
Potential disruptions in the supply chain of key components
Change in consumer habits with reduction of live events

Key shareholders

Evolve S.r.l. 73.80%
Lorenzo Lepri 3.03%
HP Sound Equipment SpA 2.34%
Free Float 20.83%

Management

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

Next events

AGM: 23/04/26
1H26 results: 24/09/26

2H/FY25 Results

Solid set of results

Strong rebound in organic sales in 2H, mainly driven by US, with profitability and NFP ahead expectations.

Eu mn	Alantra						Alantra			
	2H24A	2H25A	YoY%	2H25E	AvE	FY24A	FY25A	YoY%	FY25E	AvE
Net sales	34.9	51.7	48%	46.4	11%	71.4	92.3	29%	87.1	6%
Total Revenues	35.5	53.3	50%	47.0	13%	72.4	94.4	30%	88.0	7%
EBITDA adjusted	10.3	15.5	51%	11.9	30%	20.2	27.0	34%	23.4	16%
<i>Ebitda Margin %</i>	29.0%	29.2%		25.4%		27.9%	28.6%		26.5%	
EBIT adjusted	8.3	13.0	57%	9.2	42%	16.8	22.4	33%	18.5	21%
<i>Ebit Margin %</i>	23.4%	24.4%		19.5%		23.2%	23.7%		21.0%	
Restated Net Profit	6.2	7.2	16%	7.2	0%	12.5	12.7	1%	12.7	0%
<i>Net Profit Margin %</i>	17.5%	13.5%		15.3%		17.3%	13.4%		14.4%	
NFP end of the period	10.2	(38.3)		(45.9)		10.2	(38.3)		(45.9)	

Source: Company data and Alantra estimates

FY25 financial expenses increase driven by non-recurring and acquisition-related items

Financial expenses weighed on FY25 net profit, with an increase to Eu5.0mn (vs Eu0.4mn in FY24). The increase is largely attributable to non-recurring and acquisition-related items, including Eu1.1mn FX losses, Eu0.3mn interest on acquisition financing, Eu1.4mn related to discounting of deferred payments and options, and Eu1.1mn dividends to minorities. Excluding these elements, underlying financial costs remain limited, suggesting that reported financial charges are primarily driven by accounting and transaction-related effects rather than core leverage.

Acquisition-related financial expenses and FX impacts weighed on net profit

Financial expenses materially increase YoY, reflecting K-Array transaction effects, FX headwinds and non-recurring items.

(thousands of Euro)	31/12/2025	31/12/2024	Change	% change
Interest income and other financial income	319	372	(54)	-14%
Foreign exchange gain	447	593	(146)	-25%
Total financial income	766	966	(199)	-21%
Interest expense and other financial charge	(795)	(236)	(559)	237%
Foreign exchange losses	(1,121)	(209)	(911)	436%
Extraordinary operation	(3,116)	-	(3,116)	
Total financial expense	(5,032)	(445)	(4,587)	1,030%
Total financial income and expense	(4,266)	520	(4,786)	-920%
Effects from K-Array acquisition				
Dividends to minority stake (consolidated at 100%)	1,078	-	1,078	
Interest expense on acquisition loans	318	-	318	
FV Adjustments of financial liabilities and discounted interest	1,442	-	1,442	
Expense/income from K-Array US stake	279	-	279	
Adjusted Total financial income and expense	(1,149)	520	(1,670)	-321%

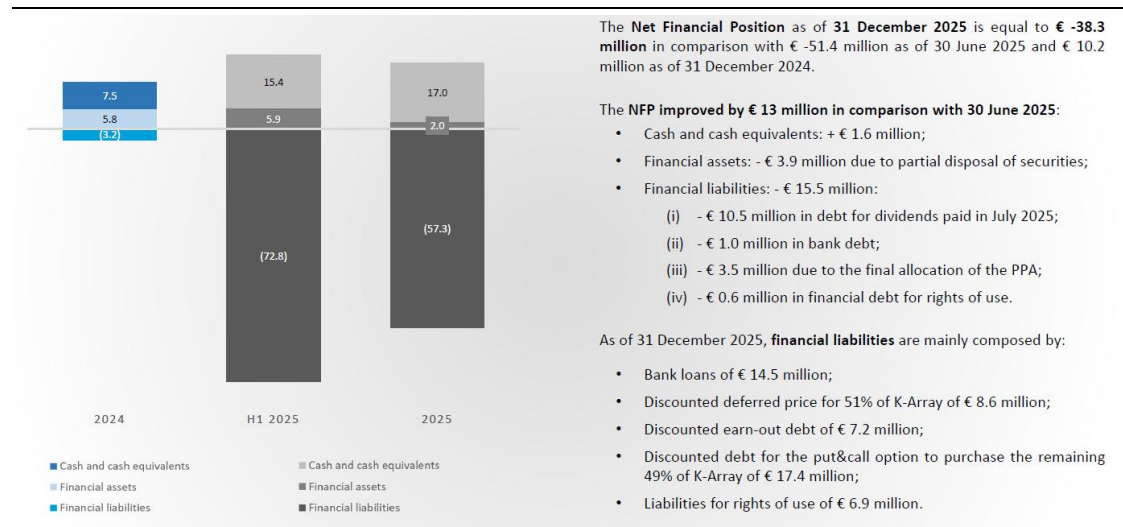
Source: Company presentation

FY25 debt structure reshaped by K-Array acquisition

PWS debt structure in FY25 reflects a major change, following the acquisition of K-Array, with net debt moving to Eu38.3mn from a net cash of Eu10.2mn in FY24. Total financial liabilities of Eu57mn are primarily driven by acquisition-related components rather than traditional leverage. Beyond Eu14.5mn of bank debt, the bulk consists of structured liabilities linked to the transaction, including: 1) deferred consideration (Eu8.6mn); 2) earn-outs (Eu7.2mn); and 3) put/call options on the remaining stake (Eu17.4mn), alongside c. Eu7mn of lease liabilities.

FY25 NFP breakdown

FY25 leverage driven by acquisition-related liabilities.



Source: Company presentation

Change in estimates

Change in estimates

We increased FY26 sales/EBITDA by 3.5%/4.7%, respectively; FY27E figures confirmed. We expect organic growth in sales at low teens in FY28, thanks to K-Array synergies

(Eu mn)	NEW estimates			Change			OLD estimates		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Total Revenues / Value of Production	104.7	115.7	128.9	3.5%	1.3%	na	101.2	114.2	na
EBITDA adjusted	29.2	32.8	37.1	4.7%	1.7%	na	27.9	32.3	na
EBIT Adjusted	23.1	26.1	29.8	2.6%	-1.9%	na	22.5	26.6	na
Restated Net profit	14.6	16.9	19.6	-9.2%	-11.7%	na	16.1	19.1	na
EPS	1.104	1.273	1.482	-9.5%	-11.9%	na	1.220	1.446	na
Net financial position	(33.2)	(27.9)	(18.3)	(8.2)	(8.5)	na	(41.4)	(36.4)	na

Source: Company data and Alantra estimates

Peers

Trading multiples

At current market price, the stock trading at discount vs electronic peers on EV/EBITDA FY26E.

Company	Country	Mkt Cap (Eu mn)	EV/Sales			EV/EBITDA			EV/EBIT			PE		
			FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
POWERSOFT	ITALY	206	2.4 x	2.2 x	1.9 x	8.8 x	7.7 x	6.6 x	11.6 x	10.1 x	8.5 x	18.1 x	15.3 x	12.6 x
Premium (discount) to Peers' Median			45%	48%	53%	-1%	11%	10%	14%	-3%	7%	34%	3%	15%
PEERS	Average		2.0 x	1.9 x	1.9 x	9.7 x	7.2 x	6.6 x	11.7 x	15.3 x	8.8 x	14.0 x	32.7 x	15.6 x
	Median		1.7 x	1.5 x	1.2 x	8.9 x	6.9 x	6.0 x	10.2 x	10.4 x	7.9 x	13.5 x	14.9 x	10.9 x
B&C Speakers S.p.A.	ITALY	131	1.7 x	1.5 x	1.4 x	7.9 x	6.9 x	6.2 x	9.1 x	7.9 x	7.0 x	13.5 x	11.5 x	10.5 x
Focusrite PLC	UNITED KINGDOM	136	0.7 x	0.7 x	0.6 x	4.5 x	4.0 x	3.6 x	7.2 x	6.0 x	5.3 x	9.5 x	8.1 x	6.9 x
Sound Peers	Average		1.2 x	1.1 x	1.0 x	6.2 x	5.5 x	4.9 x	8.1 x	7.0 x	6.1 x	11.5 x	9.8 x	8.7 x
	Median		1.2 x	1.1 x	1.0 x	6.2 x	5.5 x	4.9 x	8.1 x	7.0 x	6.1 x	11.5 x	9.8 x	8.7 x
Cirrus Logic, Inc.	UNITED STATES	6,058	3.2 x	3.1 x	na	9.4 x	8.0 x	na	11.9 x	11.9 x	na	14.9 x	15.0 x	na
SECO S.p.A.	ITALY	326	1.7 x	1.5 x	na	7.8 x	6.6 x	na	13.9 x	10.9 x	na	19.4 x	14.7 x	na
Acuity Inc.	UNITED STATES	7,132	1.9 x	1.8 x	1.7 x	10.1 x	9.4 x	8.6 x	10.6 x	9.8 x	9.2 x	13.4 x	12.2 x	11.3 x
Electronics Peers	Average		1.9 x	1.8 x	1.2 x	11.8 x	8.3 x	6.9 x	12.1 x	18.6 x	9.0 x	15.9 x	26.2 x	10.6 x
	Median		1.8 x	1.7 x	1.2 x	9.7 x	8.6 x	6.9 x	11.9 x	11.4 x	9.0 x	14.9 x	14.9 x	10.6 x
Live Nation Entertainment, Inc.	UNITED STATES	31,119	1.3 x	1.2 x	1.1 x	13.6 x	11.8 x	10.4 x	23.8 x	19.3 x	15.6 x	nm	57.9 x	40.4 x
CTS Eventim AG & Co. KGaA	GERMANY	6,245	1.7 x	1.5 x	1.2 x	8.4 x	7.0 x	5.8 x	9.8 x	8.2 x	6.8 x	17.3 x	15.8 x	14.5 x
Madison Square Garden Sports Corp. Class A	UNITED STATES	5,312	7.7 x	7.3 x	6.9 x	nm	nm	nm	nm	nm	nm	nm	nm	nm
GL events SA	FRANCE	947	0.7 x	0.7 x	na	4.7 x	3.9 x	na	7.2 x	6.6 x	na	9.9 x	9.2 x	na
Live Events Companies	Average		2.5 x	2.3 x	3.1 x	9.5 x	7.1 x	8.1 x	13.6 x	16.1 x	11.2 x	13.6 x	50.8 x	27.5 x
	Median		1.3 x	1.2 x	1.2 x	9.8 x	6.3 x	8.1 x	9.8 x	13.8 x	11.2 x	13.6 x	36.9 x	27.5 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)	FY26E - FY28E average margins					CAGR FY25A - FY28E			
			EBITDA Margin	EBIT Margin	Net Income Margin	Capex / Sales	Dividend Payout	Sales	EBITDA	EBIT	Net Profit
POWERSOFT	ITALY	206	28.3%	21.6%	13.9%	3.0%	72.8%	11.0%	11.2%	10.1%	24.0%
B&C Speakers S.p.A.	ITALY	131	20.7%	17.6%	12.7%	2.0%	64.2%	3.1%	5.7%	6.3%	13.4%
Focusrite PLC	UNITED KINGDOM	136	16.5%	10.9%	6.9%	7.7%	35.8%	2.7%	9.5%	14.0%	15.7%
Sound Peers	Average		18.6%	14.3%	9.8%	4.8%	50.0%	2.9%	7.6%	10.2%	14.5%
	Median		18.6%	14.3%	9.8%	4.8%	50.0%	2.9%	7.6%	10.2%	14.5%
Cirrus Logic, Inc.	UNITED STATES	6,058	36.2%	26.5%	23.5%	1.5%	na	na	na	na	na
SECO S.p.A.	ITALY	326	22.7%	13.1%	7.0%	9.2%	0.0%	na	na	na	na
Acuity Inc.	UNITED STATES	7,132	19.2%	18.2%	11.3%	1.8%	3.1%	6.4%	7.8%	8.1%	15.4%
Italian Electronics companies	Average		20.1%	13.5%	9.6%	4.2%	1.0%	9.5%	7.8%	8.1%	15.4%
	Median		20.9%	15.6%	9.2%	2.9%	0.0%	9.5%	7.8%	8.1%	15.4%
Live Nation Entertainment, Inc.	UNITED STATES	31,119	9.9%	8.4%	6.9%	5.5%	6.1%	4.9%	3.4%	1.9%	2.3%
CTS Eventim AG & Co. KGaA	GERMANY	6,245	20.9%	19.6%	18.2%	17.0%	17.7%	15.4%	13.1%	10.9%	11.5%
Madison Square Garden Sports Corp. Class A	UNITED STATES	5,312	2.6%	2.6%	1.9%	1.1%	1.6%	0.8%	0.0%	-0.9%	0.2%
GL events SA	FRANCE	947	17.1%	17.7%	11.5%	2.8%	49.7%	6.2%	10.2%	10.7%	12.2%
Live events companies	Average		12.1%	12.1%	7.2%	5.3%	15.0%	5.9%	4.6%	4.3%	5.0%
	Median		10.1%	12.2%	6.9%	2.8%	6.1%	4.9%	3.4%	1.9%	2.3%

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	206	4.6%	-3.3%	-16.4%	-7.8%	218.6%	322.2%
PEERS	Average		-7.1%	-7.3%	-7.5%	13.4%	18.9%	42.7%
	Median		-6.8%	-9.1%	-7.4%	17.2%	12.3%	21.4%
B&C Speakers S.p.A.	ITALY	131	-13.8%	-21.7%	-29.2%	-23.2%	-9.8%	5.8%
Focusrite PLC	UNITED KINGDOM	136	-17.7%	-9.2%	-6.0%	14.5%	-69.6%	-82.2%
Carel Industries SpA	ITALY	2,261	-6.9%	-18.3%	-12.0%	4.7%	-14.5%	24.6%
Acuity Inc.	UNITED STATES	7,132	-14.2%	-26.2%	-20.5%	0.3%	47.0%	96.3%
SECO S.p.A.	ITALY	326	2.7%	-16.8%	-22.8%	20.1%	-49.2%	na
Live Nation Entertainment, Inc.	UNITED STATES	31,119	-2.1%	9.3%	-5.8%	25.7%	132.4%	82.1%
CTS Eventim AG & Co. KGaA	GERMANY	6,245	-0.6%	-16.2%	-21.6%	-35.3%	12.2%	20.5%
Madison Square Garden Sports Corp.	UNITED STATES	5,312	-4.7%	27.0%	46.5%	60.8%	70.6%	63.2%

Source: Alantra estimates and FactSet

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