ERREDUE

Capital Goods

Gigafactory go-live shifted to 1Q26E

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RDUE – player in on-site gas generation & purification customized solutions, including H_2 electrolysers for green energy transition – is listed on EGM since Dec '22 and is investing most of IPO proceeds to boost its output capacity. ErreDue is a "small" public company, with 22 employees cumulatively holding 70% of the Company.

FAIR VALUE (€)	**12.0**
MARKET PRICE (€)	**7.2**
MARKET CAP (€mn)	**44.7**

1H25 results well below expectations

ErreDue reported its **1H25 figures**, which fell **short of our projections**. Key points include:

- **VoP €9.0mn**, flat YoY (vs. €9.1mn in 1H24), hit by -64% in traditional markets (metals/metallurgy, metalworking, automotive, textiles) and US tariff uncertainty. Growth drivers were energy transition (+118% YoY, EU-led), after-sales (+11.4% YoY) and rentals (+5.4% YoY). **Recurring revenues rose to 44%** of total (vs. 37% in 1H24);
- **EBITDA €1.8mn** (-8% YoY, margin ~25%, -150bps), stuck by higher development and labour costs, adverse mix towards R&D-heavy energy-transition units, and inventory build-up to sustain backlog;
- **Net Cash weakened to €14.6mn** (from €17.3mn at Dec-24), after €1.0mn dividend distribution (DPS €0.16) and €3.5mn capex, o/w >70% was related to Gigafactory construction outlays.

Also, order **backlog reached €26.0mn at end-Aug 25** (36% in FY25E and 64% in FY26E, vs. €22.5mn at end-Dec 24), comprising €14.8mn energy transition, €2.2mn traditional business and €8.8mn recurring revenues (an extra €1.8mn was invoiced over July–August).

Major Downgrade, With Growth Rebound Post-Gigafactory

Weak 1H25 performance drives a major reset of **our estimates with Top Line reduced by ~25%, EBITDA by ~30% and EBIT by 40–50% on 2025E–26E,** and with 2027E now included. The revision stems from a deeper slowdown in traditional businesses and the one-year postponement of the Gigafactory, minimally offset by stronger rentals. FCF is projected at breakeven in 2026E as final capex are absorbed, with potential upside from ~€1.5mn MASE grants and €1.0/1.2mn asset disposals, neither of which are included in estimates. Thus, by 2027E, we expect VoP to reach ~€41.2mn (+29% $CAGR_{FY24-27E}$), with margins recovering (EBITDA 29%, EBIT 21%, on VoP) and Net Cash at ~€14.1mn.

Fair Value p/s downwards at €12.0 (from €13.8)

We revise RDUE's **Fair Equity Value to €12.0 p/s** (>60% upside, from €13.8 p/s in our end-March update), relying on the avg. of a Relative Valuation (peer multiples applied to a SOTP model separating the two BUs, with traditional peers steady and electrolysers ones re-rated) and a lower DCF outcome following the downward revision of estimates. At FV, the stock would trade at **3-6x-2.5x EV/Sales, 12.4x-7.8x EV/EBITDA and 38.6x-17.8x P/E Adj. on FY25E-26E.**

KEY FINANCIALS	FY24	FY25E	FY26E
VALUE OF PRODUCTION	19.1	19.9	28.5
EBITDA	5.1	5.0	8.1
EBIT	3.0	2.2	5.0
NET PROFIT	2.7	1.9	4.2
GROUP NET EQUITY	32.2	33.1	36.3
NET DEBT (-) / NET CASH (+)	17.3	13.2	12.5
EPS ADJ.	0.43	0.31	0.67
DPS	0.16	0.16	0.16

Source: ErreDue (historical figures), Value Track (estimates)

RATIOS AND MULTIPLES	FY24	FY25E	FY26E
EBITDA MARGIN (% on VoP)	26.7	25.0	28.3
EBIT MARGIN (% on VoP)	15.8	11.2	17.7
NET DEBT / EBITDA (x)	nm	nm	nm
NET DEBT / NET EQUITY (x)	0.0	0.0	0.0
ROE (%)	8.4	5.9	11.6
EV / SALES (x)	2.4	1.8	1.3
EV / EBITDA (x)	7.5	6.3	4.0
EV / EBIT (x)	12.6	14.1	6.4
P / E ADJ. (x)	20.4	23.0	10.6

Source: ErreDue (historical figures), Value Track (estimates)

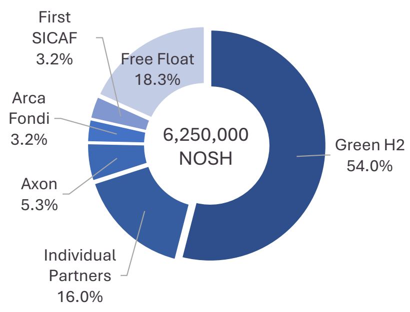
STOCK DATA	
MARKET PRICE (€)	7.2
NOSH (mn)	6.3
MARKET CAP (€mn)	44.7
ENTERPRISE VALUE (€mn)	31.5
FREE FLOAT (%)	18.3
AVG L30D VOLUME ('000)	4,500
RIC / BBG	RDUE.MI / RDUE IM
52 WK MAX - MIN (€)	9.30 – 6.20

Source: Stock Market Data

Description

ErreDue is a well-known Italian player in R&D, production, and commercialization of an extensive array of on-site gas generation and purification customized solutions, ranging from H_2 electrolysers, oxygen generators, gas purifiers and mixers, hydrogen refuelling stations, and N_2 generators. ErreDue has emerged as a central player across various sectors, i.e., industrial, laboratory and more recently solutions for green energy transition, such as power-to-gas technologies, hydrogen fuelled mobility and industrial decarbonization. ErreDue is investing ca. €13mn over 2023-2026E to boost its electrolysers output capacity from 8MW to 60MW. ErreDue is a "small" public company, with 22 employees holding 70% of the Company.

SHAREHOLDER STRUCTURE



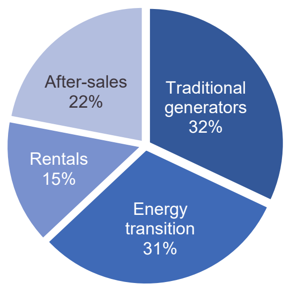
Source: ErreDue

Financial Highlights

KEY FINANCIALS (IT GAAP, €mn)	FY24	FY25E	FY26E	FY27E
Value of Production	**19.1**	**19.9**	**28.5**	**41.2**
y/y (%)	*-1.2%*	*4.3%*	*43.0%*	*44.9%*
EBITDA	**5.1**	**5.0**	**8.1**	**12.0**
EBITDA Margin (% on VoP)	*26.7%*	*25.0%*	*28.3%*	*29.2%*
EBIT	**3.0**	**2.2**	**5.0**	**8.6**
EBIT Margin (% on VoP)	*15.8%*	*11.2%*	*17.7%*	*21.0%*
Net Profit	**2.7**	**1.9**	**4.2**	**6.8**
y/y (%)	*-20.4%*	*-28.2%*	*116.8%*	*61.6%*
Adj. Net Profit	**2.7**	**1.9**	**4.2**	**6.8**
y/y (%)	*-20.4%*	*-28.2%*	*nm*	*61.6%*
Net Fin. Position [Net Debt (-) / Cash(+)]	**17.3**	**13.2**	**12.5**	**14.1**
Net. Fin. Pos. / EBITDA (x)	*nm*	*nm*	*nm*	*nm*
Capex	-2.8	-7.6	-5.5	-3.1
OpFCF b.t.	**2.8**	**-2.8**	**1.2**	**4.4**
OpFCF b.t. / EBITDA (%)	*55.0%*	*-57.1%*	*14.7%*	*36.2%*

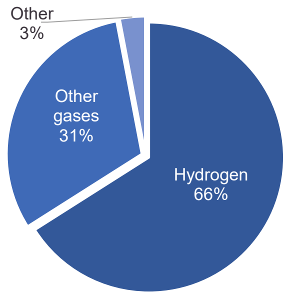
Source: ErreDue, Value Track Analysis

SALES BY CATEGORY



Source: ErreDue, FY24

REVENUE FROM SALES BY PRODUCTS



Source: ErreDue, FY24

Investment Case

Strengths / Opportunities

- In-depth expertise in alkaline technology and R&D, focus on after sales
- Fully vertically integrated business model, with recurring revenues
- Increasing demand for electrolysers, due to switch to on-site production and applications for green energy transition
- Profitable business (>30% EBITDA margin) and solid B/S (net cash).

Weaknesses / Risks

- Competitive threat from Chinese and potentially Indian markets
- Uncertain outlook for demand/supply balance of electrolyzes

STOCK MULTIPLES @ FV	FY25E	FY26E
EV / SALES (x)	3.6	2.5
EV / EBITDA (x)	12.4	7.8
EV / EBIT (x)	27.7	12.4
EV / CAP. EMPLOYED	3.1	2.6
OpFCF Yield (%)	6.4	9.4
P / E (x)	38.6	17.8
P / BV (x)	2.3	2.1
Dividend Yield (%)	1.3	1.3

Source: Value Track Analysis

1H25's Financials

On 25th September, ErreDue released its **1H25 interim results** coming in well below expectations. Particularly, we flag:

- **VoP broadly stable at €9.0mn** (vs. €9.1mn in 1H24), weighed by -64% YoY in traditional end-markets (metals/metallurgy, metalworking, automotive, textiles) and policy uncertainty around US tariffs. Offsets came from: (i) an acceleration in energy-transition (+118% YoY), with EU ramp-up; (ii) after-sales services +11.4% YoY; and (iii) generator rentals +5.4% YoY. Notably, recurring revenues improved to 44% of total in 1H25, vs. 37% in 1H24.
- **EBITDA at €1.8mn** (-8% YoY), with EBITDA Margin down 150bps YoY to ca. 25% of Sales, mainly reflecting higher development and labour costs, the mix shift towards energy-transition units with heavier R&D content, and the build-up of inventories to support backlog execution;
- **Net Cash downwards to €14.6mn** from €17.3 (Dec 2024), reflecting the €1.0mn dividend (DPS €0.16) and €3.5mn capex, o/w >70% linked to Gigafactory construction-related investment outlays;
- **Backlog at €26.0mn as of end-Aug** (36% for delivery in FY25 and 64% in FY26, vs. €22.5mn as of end-Dec 24), o/w €14.8mn energy transition, €2.2mn traditional business and €8.8mn recurring revenues. Also, a further €1.8mn was invoiced in July-August.

ErreDue: Key Financials 1H22 to 1H25

(€mn)	1H22	1H23	1H24	1H25	*y/y*
Value of Production	**6.0**	**9.1**	**9.1**	**9.0**	***-1.5%***
EBITDA	**1.7**	**2.8**	**2.0**	**1.8**	***-8.5%***
EBITDA Margin (% on VoP)	*27.6%*	*31.0%*	*21.7%*	*20.2%*	*-153bps*
EBIT	**0.9**	**1.9**	**1.1**	**0.9**	***-20.8%***
EBIT Margin (% on VoP)	*15.5%*	*21.0%*	*12.1%*	*9.7%*	*-236bps*
Net Profit	**0.7**	**1.5**	**1.0**	**1.0**	***-6.0%***
OpFCF b.t.	**0.6**	**-2.2** (*)	**1.6**	**-1.8**	***nm***
NFP [i.e. Net Debt (-) Cash (+)]	**2.6**	**14.8 (*)**	**17.3**	**14.6**	***-2.7***

Source: ErreDue, Value Track Analysis, (*) Adjusted for ca.€13.8mn capital injections (net of IPO costs) in 2H22

However, key takeaways can be summarised as:

- **VoP stable YoY, supported by growth in energy-transition and recurring revenues;**
- **EBITDA affected by mix, R&D and increase in number of employees and in labour cost (also due to inefficiencies in the Megawatt production process, as the new line was not ready);**
- **OpFCF reflecting adverse NWC and capex dynamics, amid EBITDA contraction.**

VoP stable YoY, supported by growth in energy-transition and recurring revenues

1H25 Revenues from Sales came in at €7.7mn, declining -6.0% y/y (vs. €7.7mn), while Value of Production was down by ca. -1.5% y/y. Going more in details:

- Revenues from hydrolysers softened, with total sales -15.0% y/y. Within this, H_2 systems were -5.4%, while technical gases declined -37.9%. Management nonetheless reports early signs of recovery for the Saturn line — 5/6 new orders — which we estimate to be a top-tier EBITDA contributor;
- The "traditional business" related to on-site gas production across various industrial activities was heavily affected by the sharp decline in capital goods demand, with generator sales down -64% y/y.

In terms of outlook, order acquisition in on-site gas generation remains penalised by weak traditional end-markets (metals/metallurgy, metalworking, automotive, textiles) and the limited effectiveness of Industry 5.0 incentives. At national level, the downturn in automotive and textiles appears increasingly structural, with only a modest 2025 recovery driven by NRRP-related investments; absent such stimulus, the economy would likely remain in recession. That said, 2H25 is showing an initial rebound in traditional orders, signalling potential consolidation. The Gigafactory, already partially operational, is expected to be fully ready by late Feb-2025, with the Megawatt line contributing from early spring to support backlog execution. On the commercial side, EU revenues grew ca +122% y/y, confirming stronger foreign market readiness in pilot plant deployment, underpinned by government policies and renewable transition strategies.

ErreDue: Revenues Breakdown by Products / Services Offered 1H22-1H23-1H24-1H25

(€mn)	1H22	1H23	1H24	1H25	*y/y*
Generators and other products	**3.4**	**5.2**	**4.8**	**4.1**	***-15.0%***
As a % of Revenues	*62.7%*	*66.4%*	*62.2%*	*56.2%*	*//*
o/w H2	//	2.7	3.4	3.2	*-5.4%*
Other gases	//	2.5	1.4	0.9	*-37.9%*
Service and spare parts	**1.0**	**1.5**	**1.7**	**1.9**	***11.4%***
As a % of Revenues	*18.6%*	*19.7%*	*22.3%*	*26.4%*	*//*
Rental of generators	**1.0**	**1.1**	**1.2**	**1.3**	***5.4%***
As a % of Revenues	*18.8%*	*13.9%*	*15.4%*	*17.3%*	*//*
Revenues from Sales	**5.4**	**7.9**	**7.7**	**7.2**	***-6.0%***

Source: ErreDue, Value Track Analysis

ErreDue: Revenues Breakdown by Gas 1H22-1H23-1H24-1H25

(€mn)	1H22	1H23	1H24	1H25	*y/y*
Hydrogen	**1.8**	**3.4**	**4.8**	**4.8**	***-0.4%***
As a % of Revenues	*32.5%*	*43.3%*	*62.1%*	*65.8%*	*//*
Other gases	**2.8**	**3.3**	**2.6**	**2.3**	***-13.1%***
As a % of Revenues	*50.7%*	*42.6%*	*34.1%*	*31.5%*	*//*
Other products	**0.9**	**1.1**	**0.3**	**0.2**	***-33.9%***
As a % of Revenues	*16.8%*	*14.1%*	*3.8%*	*2.7%*	*//*
Revenues from Sales	**5.4**	**7.9**	**7.7**	**7.2**	***-6.0%***

Source: ErreDue, Value Track Analysis

ErreDue: Revenues Breakdown by Region 1H22-1H23-1H24-1H25

(€mn)	1H22	1H23	1H24	1H25	*y/y*
Italy	**4.0**	**5.1**	**4.5**	**4.1**	***-8.8%***
As a % of Revenues	*72.6%*	*65.4%*	*59.1%*	*57.3%*	*//*
UE	**0.6**	**1.0**	**0.9**	**2.1**	***121.5%***
As a % of Revenues	*11.9%*	*12.4%*	*12.1%*	*28.4%*	*//*
RoW	**0.8**	**1.7**	**2.2**	**1.0**	***-53.4%***
As a % of Revenues	*15.4%*	*22.2%*	*28.9%*	*14.3%*	*//*
Revenues from Sales	**5.4**	**7.9**	**7.7**	**7.2**	***-6.0%***

Source: ErreDue, Value Track Analysis

As for the other components of VoP the Company posted i) €160k related to Other Revenues, ii) €872k to change in inventories (including WIP) and iv) €697k due to the capitalization of costs for internally manufactured fixed assets (i.e., generators for rental).

ErreDue: Value of Production breakdown from 1H22 to 1H24

(€mn)	1H22	1H23	1H24	1H25	*y/y*
Revenues from Sales	**5.4**	**7.9**	**7.7**	**7.2**	***-6.0%***
Δ Inventory (WIP)	0.2	0.3	1.0	0.9	*-9.0%*
Δ Fixed Assets	0.3	0.7	0.3	0.7	*115.1%*
Other Revenues	0.1	0.2	0.1	0.2	*27.0%*
Value of Production	**6.0**	**9.1**	**9.1**	**9.0**	***-1.5%***

Source: ErreDue, Value Track Analysis

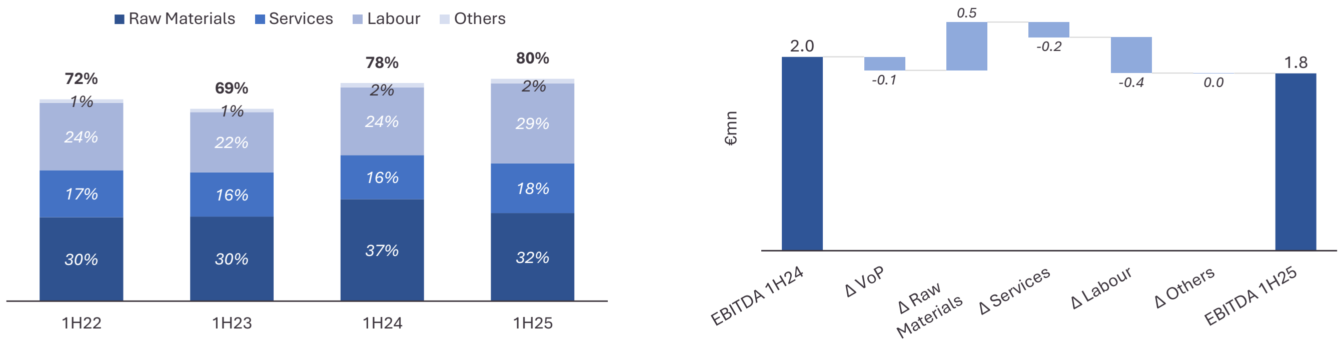
EBITDA affected by mix, R&D and much higher labour cost

EBITDA was down 9% y/y at €1.8m (vs. €2.0mn in 1H24) and EBITDA Margin (on VoP) was down by ca. 150bps to 20.2% (vs. 21.7% in 1H24) after Total Opex at €7.1mn (+3.9% y/y). Margins were pressured by:

- Intensified development costs on larger-format generators;
- Adverse mix shift toward energy-transition units whose heavier R&D content at the moment yields lower margins than legacy models;
- Further build-up of WIP and finished goods (non-margin-bearing) to sustain the backlog;
- Higher labour costs (Δ=€365k YoY) from new production hires currently in training ahead of the expected scale-up (avg. # of employees increased from 83, 93 and 96 in FY23, 1H24 and FY24, respectively, to 103 in 1H25);

Margin was temporarily diluted by deferred revenue recognition. Multiple completed machines are slated for 2H25 delivery, consistent with last year's phasing, which should support a second-half margin rebound.

ErreDue: Costs Structure and EBITDA Bridge 1H25



Source: ErreDue, Value Track Analysis

Below EBITDA, the increase of D&A charges by ca. €60k (ca. +7% y/y) reduced **EBIT at €870k (-20.8%)**. Thanks to a) the positive financial income generated by the IPO proceeds (ca. €420k), temporarily invested in liquid securities such as BTPs, bonds, funds, and deposit accounts, pending Gigafactory, and b) a ~24% tax rate, 1H25 **Net Profit** stood at **€1.0mn** (flattish YoY) with Net Margin still at a healthy 10.9%.

ErreDue: P&L 1H22 to 1H25

(€mn)	1H22	1H23	1H24	1H25	y/y
Value of Production	**6.0**	**9.1**	**9.1**	**9.0**	***-1.5%***
Raw Materials Costs	-2.7	-4.3	-3.3	-3.8	*14.0%*
Δ Inventory (Raw Materials)	0.8	1.6	0.0	1.0	*nm*
Gross Profit	**4.2**	**6.3**	**5.8**	**6.1**	***6.1%***
Gross Margin (%)	*69.9%*	*69.7%*	*63.4%*	*68.4%*	*494bps*
Costs of Services	-1.0	-1.4	-1.4	-1.6	*10.7%*
Costs of Rent & Others	-0.1	-0.1	-0.1	-0.1	*1.4%*
Labour Costs	-1.5	-2.0	-2.2	-2.6	*16.5%*
EBITDA	**1.7**	**2.8**	**2.0**	**1.8**	***-8.5%***
EBITDA Margin (%)	*27.6%*	*31.0%*	*21.7%*	*20.2%*	*-153bps*
D&A	-0.7	-0.9	-0.9	-0.9	*6.9%*
EBIT	**0.9**	**1.9**	**1.1**	**0.9**	***-20.8%***
EBIT Margin (%)	*15.5%*	*21.0%*	*12.1%*	*9.7%*	*-236bps*
Interest Expenses / Other Non-Op. Items	0.0	0.1	0.3	0.4	*29.6%*
Pre-Tax Profit	**0.9**	**2.1**	**1.4**	**1.3**	*-9.3%*
Taxes	-0.2	-0.5	-0.4	-0.3	*-18.4%*
Net Profit	**0.7**	**1.5**	**1.0**	**1.0**	***-6.0%***

Source: ErreDue, Value Track Analysis

Negative OpFCF reflecting adverse NWC and capex dynamics, amid EBITDA contraction

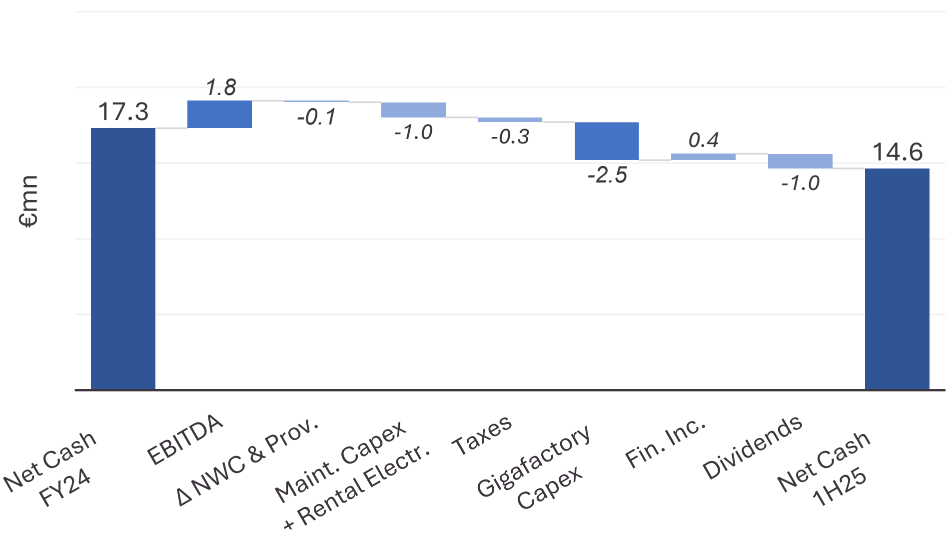
As for the Balance Sheet / Cash Flow Statement, we note:

- Net Fixed Assets were ~€14.6mn, up by almost €2.6mn vs. FY24 (€12.0mn); particularly, all investments were entirely tangible, with >70% tied to Gigafactory construction outlays and the remainder to electrolysers rental assets;
- Net Working Capital were at roughly €4.4mn (+~€170k vs. FY24), driven by higher inventories (€9.0m vs €7.2m in FY24) to support the larger backlog, partly offset by lower trade receivables (€3.6m vs €4.7m) and an increase in other liabilities and accrued expenses and deferred income and down payments (€5.4mn to €6.1mn)-

As a result, **OpFCF b.t. (and before development Capex) stood at ca. 40% of the EBITDA**, still stressing the strong cash generation abilities of the ErreDue. That said, 1H25 FCF came in at -€2.7m, reflecting ca. €2.5m of Gigafactory development capex, €1.0m in dividends, and a ~€170k working-capital outflow, and an underwhelming EBITDA performance.

As a consequence, the **Net Cash Position** has **decayed to €14.6mn** (vs. €17.3mn in FY24 and 1H24).

ErreDue: Cash Flow 1H25



Source:ErreDue, Value Track Analysis

ErreDue: Balance Sheet from FY22 to 1H25

(€mn)	FY22	1H23	FY23	1H24	FY24	1H25
Inventories	*3.6*	*5.5*	*5.6*	*6.6*	*7.2*	*9.0*
Trade Receivables	*3.2*	*3.2*	*3.7*	*3.3*	*4.7*	*3.6*
Other Current Assets	*0.9*	*1.0*	*1.0*	*0.9*	*1.4*	*1.4*
Trade Payables	*2.4*	*2.5*	*2.6*	*2.5*	*3.7*	*3.6*
Other Payables	*2.7*	*3.3*	*3.4*	*4.2*	*5.4*	*6.1*
Net Working Capital	**1.3**	**1.2**	**1.0**	**1.4**	**3.9**	**4.1**
Tangibles & Intangibles	8.4	11.3	11.3	10.3	12.0	14.6
Financial Assets	0.0	0.0	0.0	0.0	0.0	0.0
Net Fixed Assets	**8.4**	**11.3**	**11.3**	**10.4**	**12.0**	**14.6**
Provisions	0.9	0.9	1.0	1.1	1.3	1.4
Total Capital Employed	**10.2**	**14.3**	**14.6**	**13.3**	**14.9**	**17.5**
Group Net Equity	**27.5**	**29.1**	**30.9**	**30.6**	**32.2**	**32.2**
NFP [i.e. Net Debt (-) Cash (+)]	**17.4**	**14.8**	**16.3**	**17.3**	**17.3**	**14.6**

Source: ErreDue, Value Track Analysis

Worthy to note, ErreDue holds a total of approx. **€24.1mn in liquidity**, consisting of €3.3mn in available cash and €20.7mn in financial assets, an amount **equal to >50% of the current Market Cap** and its **Net Cash position** (€4.6mn) is **equal to one third of market cap**.

ErreDue: Net Financial Position Structure from FY22 to 1H25

(€mn)	FY22	1H23	FY23	1H24	FY24	1H25
Cash and Deposits (+)	19.0	3.9	4.7	3.2	13.6	3.3
Debt to Banks within 12 months (-)	-0.7	-0.7	-0.5	-0.5	-0.6	-0.9
Current Net Financial Position	**18.3**	**3.2**	**4.1**	**2.8**	**13.0**	**2.4**
Long term financial credits, i.e., BTP	0.0	14.3	14.3	17.9	13.5	20.7
Debt to Banks over 12 months (-)	-0.1	-1.9	-1.8	-1.6	-7.5	-6.9
Debt to Parent Co. / SIMEST	-0.8	-0.8	-0.4	-1.8	-1.7	-1.6
Non-Current Financial Position	**-0.9**	**11.6**	**12.2**	**14.5**	**4.3**	**12.2**
Net Fin. Position [Net debt (-) / Cash	**17.4**	**14.8**	**16.3**	**17.3**	**17.3**	**14.6**

Source: ErreDue, Value Track Analysis

Material Revision Downwards from 2025E

As seen, 1H25 results came in below our expectations. As a result, we lower our 2025E–2026E estimates, while adding 2027E projections, with key revisions as follows:

- Top-line revised downward (~25% p.a.), reflecting:
  a) Traditional businesses (generator sales and rentals) show early signs of recovery, yet the slowdown has proved deeper than initially expected. A more visible rebound is now projected only beyond 2027E, when activity is expected to return to FY24 levels, supported by order backlog and by a growing focus on the energy transition;
  b) Energy Transition remains the key growth driver, but the postponement of the Gigafactory full opening to end-1Q26E, combined with many delays on the clients' side, effectively shifts related revenue contribution by roughly one year, pushing the bulk of growth into 2026E;
  c) On the other hand, the rental segment has been revised upwards, with a stronger-than-expected rebound supporting recurring revenues and adding momentum to the top line;
  d) Also, despite higher negotiation activity, uncertainty from the industrial crisis and delays in 5.0 incentives curbed order conversion, with incentives failing to provide a pull effect, Yet, a normalized regulatory framework and easing rates are expected to unlock investment recovery in capital goods from 2H;
- EBITDA and EBIT estimates revised downward (~30% and ~40/50% p.a., respectively), driven by: i) startup inefficiencies in the energy transition segment, which remains in a ramp-up phase, and due to the re-organization of the production facilities; ii) higher personnel costs, with staff hired nine months in advance of the Gigafactory becoming partially operational only from Oct-25 and fully operational from 1Q26E; iii) lower contribution from traditional businesses than originally expected (including some highly profitable model for hyper pure gas production);
- FCF is projected to reach breakeven in 2026E, as final Gigafactory capex are absorbed, partly mitigated by ca. €1.5mn MASE grants and the planned disposal of part of the old facility for €1.0–1.2mn (not factored into forecasts). Net debt as of December 2025E is seen to benefit from the delay in the Gigafactory building, as the related capex is partially postponed to FY26E.

ErreDue: New vs. Old estimates

New vs Old	FY25E			FY26E		
	Old	New	Change	Old	New	Change
Traditional generators and other	*5.3*	*3.4*	*-36.2%*	*6.1*	*4.1*	*-33.4%*
After-sales services	*4.2*	*4.0*	*-4.7%*	*5.0*	*4.1*	*-18.2%*
Rentals of generators	*2.4*	*2.6*	*9.9%*	*2.1*	*2.3*	*8.0%*
Energy transition	*12.2*	*7.2*	*-40.6%*	*22.5*	*14.7*	*-34.6%*
Revenues from Sales	**24.0**	**17.2**	***-28.4%***	**35.7**	**25.1**	***-29.6%***
Other Revenues	0.4	0.3	*-1.8%*	0.4	0.4	*-1.8%*
Δ Inventory (Finished Goods) and WIP	1.1	1.1	*-5.6%*	1.5	1.4	*-12.6%*
Δ Internally Generated Fixed Assets	0.9	1.3	*44.4%*	1.5	1.6	*6.7%*
Value of Production	**26.4**	**19.9**	***-24.6%***	**39.1**	**28.5**	***-27.3%***
EBITDA	**7.4**	**5.0**	***-32.4%***	**11.2**	**8.1**	***-28.1%***
EBITDA Margin (% on VoP)	*27.9%*	*25.0%*	*-290bps*	*28.6%*	*28.3%*	*-30bps*
EBITDA Margin (% on Revenues)	*30.7%*	*29.0%*	*-172bps*	*31.4%*	*32.1%*	*70bps*
D&A	-2.8	-2.7	*-3.3%*	-3.0	-3.0	*-1.2%*
EBIT	**4.5**	**2.2**	***-50.7%***	**8.1**	**5.0**	***-38.1%***
EBIT Margin (% on VoP)	*17.1%*	*11.2%*	*-593bps*	*20.8%*	*17.7%*	*-309bps*
Net profit	**3.7**	**1.9**	***-47.5%***	**6.4**	**4.2**	***-33.8%***
Net Fin. Pos. [Net Debt (-) Cash (+)]	**11.5**	**13.2**	***1.7***	**15.3**	**12.5**	***-2.8***
OpFCF a.t. (before dev. Capex)	3.1	2.1	*-31.1%*	5.1	3.1	*-40.6%*
Capex	-9.7	-7.6	*-21.6%*	-2.5	-5.5	*120.0%*

Source: Value Track Analysis

Here's a snapshot of our **2025E–2027E forecasts**:

- **Top Line growth accelerating**, with VoP expected to rise from €19.1mn in FY24 to ca. €41.2mn by 2027E — reflecting a robust ~+29% CAGR over the FY24A-27E, driven by Energy Transition demand and supported by the increased production capacity (Gigafactory);
- **Operating profitability recovering**, with EBITDA and EBIT Margins projected to expand at 29.2% and 21.0% of VoP;
- **Solid cash generation**, albeit negative NWC dynamics, i.e., OpFCF before development capex is expected to average around 50% of EBITDA across FY25E–27E;
- **Net Cash unchanged if we exclude dividend pay-out**, reaching approx. €14.1mn by end-2027 – despite weighty funds in the Gigafactory, with cum. EBITDA more than doubling residual dev. capex.

ErreDue: 2024A-27E P&L Forecasts

(€mn)	FY24	FY25E	FY26E	FY27E	$CAGR_{24-27E}$
Value of Production	**19.1**	**19.9**	**28.5**	**41.2**	***29%***
Raw Materials Costs, Δ Inventory	-6.3	-6.4	-9.5	-13.7	*29%*
Costs of Services	-2.8	-3.2	-4.2	-6.0	*29%*
Costs of Rent & Others	-0.4	-0.4	-0.5	-0.7	*27%*
Labour Costs	-4.5	-5.0	-6.3	-8.7	*25%*
EBITDA	**5.1**	**5.0**	**8.1**	**12.0**	***33%***
EBITDA Margin (% on VoP)	*26.7%*	*25.0%*	*28.3%*	*29.2%*	*253bps*
D&A	-2.1	-2.7	-3.0	-3.4	*18%*
EBIT	**3.0**	**2.2**	**5.0**	**8.6**	***42%***
EBIT Margin (% on VoP)	*15.8%*	*11.2%*	*17.7%*	*21.0%*	*518bps*
Interest Expenses / Other Non-Op. Items	0.7	0.3	0.5	0.3	*-22%*
Pre-Tax Profit	**3.7**	**2.6**	**5.5**	**9.0**	***35%***
Taxes	-1.0	-0.6	-1.3	-2.1	*30%*
Net Profit	**2.7**	**1.9**	**4.2**	**6.8**	***36%***

Source: ErreDue, Value Track Analysis

ErreDue: 2024A-27E Balance Sheet

(€mn)	FY24	FY25E	FY26E	FY27E
Net Fixed Assets	12.0	16.9	19.4	19.1
Net Working Capital	4.2	4.5	6.0	10.7
Provisions	1.3	1.4	1.6	1.7
Total Capital Employed	**14.9**	**19.9**	**23.8**	**28.1**
Group Net Equity	**32.2**	**33.1**	**36.3**	**42.1**
NFP [i.e. Net Debt (-) Cash (+)]	**17.3**	**13.2**	**12.5**	**14.1**

Source: ErreDue, Value Track Analysis

ErreDue: 2024A-27E Cash Flow Statement

(€mn)	FY24	FY25E	FY26E	FY27E
EBITDA	5.1	5.0	8.1	12.0
Δ NWC / Δ Provisions	0.5	-0.2	-1.4	-4.6
Maintenance Capex	-0.5	-0.7	-0.7	-0.8
Electrolyzers for Rentals	-0.9	-1.3	-1.6	-1.8
OpFCF b.t. (before dev. Capex)	**4.2**	**2.8**	**4.4**	**4.9**
As a % of EBITDA	*81.6%*	*55.4%*	*54.5%*	*40.4%*
Cash Taxes	-1.0	-0.6	-1.3	-2.1
OpFCF a.t. (before dev. Capex)	**3.2**	**2.1**	**3.1**	**2.7**
Development Capex	-0.7	-5.6	-3.2	-0.5
Other (incl. Financial Inv. + R&D Costs)	-0.8	0.0	0.0	0.0
Net Financial Charges	0.7	0.3	0.5	0.3
Dividends Paid	-1.4	-1.0	-1.0	-1.0
Δ Net Financial Position	**1.0**	**-4.1**	**-0.6**	**1.5**

Source: ErreDue, Value Track Analysis

Valuation

Fair Equity Value cut to €12.0 p/s

We revise ErreDue's **Fair Equity Value to €12.0 p/s** (>60% upside, vs. €13.8 p/s of end-March update), based on the average outcome of the following methodologies:

- **Relative Valuation**, applying peer multiples to a Sum-of-the-Parts (SOTP) model valuing separately the traditional gas generators and the Energy Transition segment. This approach yields a fair value range of €11.1-€13.3 p/s, with an average of **€12.2 p/s**, and highlights the different contribution of each segment to overall equity value;
- **Discounted Cash Flow**, applied at Group level and incorporating alternative capital structure scenarios. The resulting valuation range is €11.4–€12.2 p/s, with an average of **€11.8 p/s.**

At FV, the stock would trade at **3-6x-2.5x EV/Sales, 12.4x-7.8x EV/EBITDA and 38.6x-17.8x P/E Adj. on FY25E-26E**, broadly in line with electrolyser peers on sales multiples, while still showing a discount on EBITDA and earnings relative to global industrial gas suppliers.

The table below shows the sensitivity of key trading multiples at different fair value levels.

ErreDue: Multiples Sensitivity at Various Stock Price Levels

Fair Equity Value p/s (€)	EV/Sales (x)		EV/EBITDA (x)		EV/EBIT (x)		P/E Adj. (x)	
	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
10.00	2.9	2.0	9.9	6.2	22.1	9.9	32.2	14.8
10.50	3.1	2.1	10.5	6.6	23.5	10.5	33.8	15.6
11.00	3.2	2.2	11.2	7.0	24.9	11.2	35.4	16.3
11.50	3.4	2.4	11.8	7.4	26.3	11.8	37.0	17.1
12.00	**3.6**	**2.5**	**12.4**	**7.8**	**27.7**	**12.4**	**38.6**	**17.8**
12.50	3.8	2.6	13.1	8.1	29.1	13.0	40.2	18.6
13.00	4.0	2.7	13.7	8.5	30.5	13.6	41.8	19.3
13.50	4.1	2.9	14.3	8.9	31.9	14.3	43.5	20.0
14.00	4.3	3.0	14.9	9.3	33.3	14.9	45.1	20.8

Source: Value Track Analysis

1# Relative Valuation

Our valuation is based on a **SOTP framework**, applying **peer multiple analysis with FY25E–FY26E** as reference years, in order to capture the initial scale-up of the Energy Transition business, which is set to become an increasingly material contributor to Group results.

For the traditional segment, we apply EV/EBITDA multiples from a relevant peer universe. By contrast, as most electrolyser manufacturers are not yet profitable, the valuation of the green hydrogen business is primarily anchored to EV/Sales multiples, in line with market practice for high-growth, early-stage sectors.

It should be highlighted that **FY25E–26E are transition years** for the Company. The traditional core is set to face a downturn, constrained by weak capital goods demand against a backdrop of persistent macro / trade uncertainty. At the same time, these years will be defined by the investment and scale-up of the Gigafactory, with partial operations starting in Oct-2025 and full commissioning now expected by 1Q26E.

In this phase, FY25E valuation multiples may temporarily understate the Group's potential, as results are weighed down by transitional inefficiencies and front-loaded costs. By contrast, FY26E should begin to capture a more normalised run-rate, supported by a gradual rebound in industrial investments and the first deliveries of green hydrogen systems as the Gigafactory ramps up.

Stock Market Multiples Benchmark

All clusters currently trade at demanding valuation levels (*the full peer set and detailed multiples used in our analysis are provided in the Appendix)*. Going more in details:

- **Industrial Gas Suppliers** combine exceptional operating profitability (FY1 EBIT margin >20%) with robust trading multiples, at a median of 5.0x EV/Sales, **13.9x EV/EBITDA**, 21.9x EV/EBIT and 27.0x P/E on 2025E;
- **Electrolyser Manufacturers** and **Fuel Cell producers**, supported by the strong potential of hydrogen in the global energy transition and their high expected growth profile, command demanding **EV/Sales** multiples despite the fact that most are still loss-making at the operating level. Within these clusters, only De Nora shows meaningful EV/EBITDA, EV/EBIT and P/E multiples.

That said, **ErreDue looks very cheap vs. all clusters (50%-70% discounts** on 2025E EV/Sales and EV/EBITDA, respectively). While on the one hand the discount is justified vs. industrial gas global leaders or large players such as De Nora and Thyssenkrupp, we believe the stock deserves some rerating.

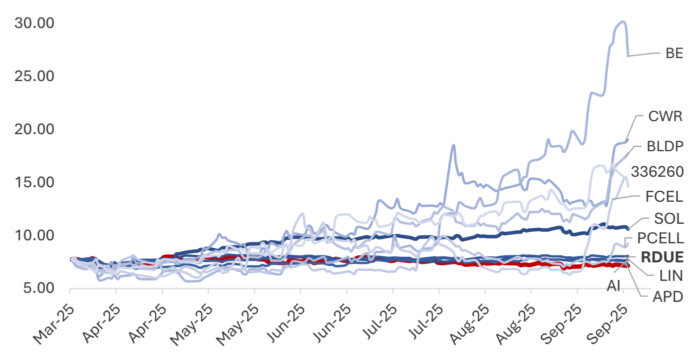
ErreDue: Peers Trading Multiples

Peers	EV/Sales (x)		EV/EBITDA (x)		EV/EBIT (x)		P/E Adj. (x)	
	2025E	2026E	2025E	2026E	2025E	2026E	2025E	2026E
Industrial Gas Suppliers								
Average	5.0	4.8	14.3	13.4	22.0	20.2	26.3	24.0
Median	5.0	4.9	13.9	12.9	21.9	20.2	27.0	24.3
Electrolysers Manufacturers								
Average	3.3	2.3	8.0	8.5	10.6	11.7	18.6	19.8
Median	2.6	2.2	8.0	8.5	10.6	11.7	18.6	19.8
Other Hydrogen Players								
Average	3.8	3.4	nm	nm	nm	nm	nm	nm
Median	4.1	3.7	nm	nm	nm	nm	nm	nm
Total Average	**3.8**	**3.2**	**13.1**	**12.4**	**19.7**	**18.5**	**24.7**	**23.2**
Total Median	**4.1**	**3.5**	**13.5**	**12.5**	**19.7**	**17.9**	**26.8**	**24.1**
ErreDue	**1.8**	**1.3**	**6.3**	**4.0**	**14.1**	**6.4**	**23.0**	**10.6**
Discount vs. Total Average. (%)	*-52%*	*-61%*	*-52%*	*-68%*	*-28%*	*-66%*	*-7%*	*-54%*
Discount vs. Total Median. (%)	*-55%*	*-63%*	*-53%*	*-68%*	*-28%*	*-64%*	*-14%*	*-56%*

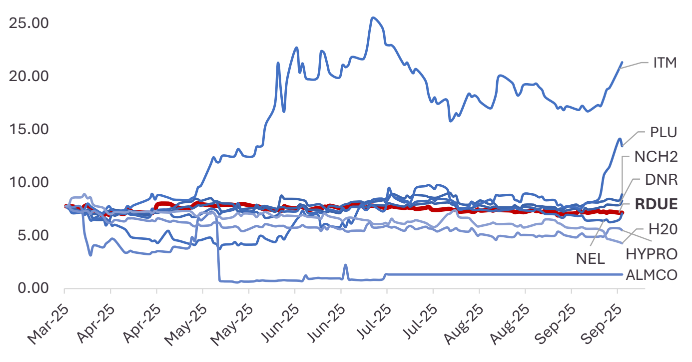
Source: FactSet, Value Track Analysis

Peers: 6M Price Performance (%), rebased to ErreDue stock

Industrial Gas Suppliers & Other H Players (Fuel Cells)



Electrolysers Manufacturers



Source: FactSet, Value Track Analysis

Sum of The Parts

Through a simplified SOTP model, we separately value: (i) the traditional and consolidated business, focused on industrial and laboratory applications; and (ii) the "Energy Transition" segment, dedicated to large-scale hydrogen generators for decarbonisation use cases.

While the approach remains anchored to peer multiples, it provides flexibility in applying differentiated metrics and valuation discounts to reflect the distinct risk–return profiles of each business line. Hence:

- **Traditional business** is valued using EV/EBITDA multiples for FY25E–26E, based on the median of industrial gas suppliers, with a 25% discount applied to account for differences in size, liquidity, and competitive positioning;
- "**Energy Transition" segment** is valued using EV/Sales multiples (FY25E–26E median) of electrolyser manufacturers. In this case, no discount is applied, as the cluster is much more fragmented and most of larger peers remain comparable in scale and often present weaker financial fundamentals than RDUE.

The table below summarizes the outcome of this exercise, which provides a range of value of €11.1-€13.3 p/s and a mid-point of **€12.2 p/s**.

Our SOTP analysis highlights the shifting weight between RDUE's two core business lines, a trend that has already started to emerge in FY24, with the **energy transition segment gaining ground on the traditionally dominant on-site gas generation business** for industrial and laboratory applications.

Based on FY25E estimates, the traditional segment still accounts for the majority of value — ca. 60% of total equity — while the Megawatt line contributes the remaining 40%. On the other hand, by FY26E, the contribution is expected to invert to 47% (traditional) and 53% (Megawatt).

On average, we estimate that the **traditional business represents around 53% of the Group's equity value, vs. 47% for the Megawatt line, i.e., €6.4 p/s and €5.8 p/s**, respectively.

ErreDue: Sum of the Parts Valuation (based on peers' multiples)

Sum of the Parts Valuation	Traditional Business		Energy Transition		ErreDue Group	
	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Fair EV/Sales (x)			2.6	2.2		
Fair EV/EBITDA (x) – *Discount 25%*	10.4	9.7				
Enterprise Value (€mn)	**33.4**	**33.0**	**23.0**	**37.6**	**56.3**	**70.6**
As a % of Total	*59%*	*47%*	*41%*	*53%*	*100%*	*100%*
Net Financial Position (€mn)					13.2	12.5
Fair Equity Value (€mn)					**69.5**	**83.2**
NOSH (mn)					6.3	
Fair Equity Value p/s (€)					**11.1**	**13.3**
Average Fair Equity Value p/s (€)					**12.2**	

Source: FactSet, Value Track Analysis

2# Discounted Cash Flow

Our **DCF is carried out at Group level**, aggregating Traditional and Energy Transition into a single FCF profile. This approach reflects the Group's increasingly integrated trajectory, as the Megawatt line continues to scale and align with the core business in terms of both operations and financial outlook.

The DCF is run under two capital structure scenarios: the current unlevered (cash-positive) position and a target structure with moderate leverage. The resulting **fair equity value stands at €11.8 p/s**, within a €11.4–€12.2 range, depending on the capital structure applied.

WACC Assumptions

Our DCF model is based on a **Rolling WACC of 11.3%**, derived using a Capital Asset Pricing Model (CAPM) approach and assuming the current unlevered capital structure. Under a **target capital structure,** with Net Debt accounting for 20% of Capital Employed, the resulting **WACC stands at 10.6%.**

The model includes explicit financial forecasts from 2025E through 2030E, with Terminal Value calculated as of 2030E using a 1.0% perpetuity growth rate. Key assumptions include a 2.0% risk-free rate, consistent with the ECB's medium-term inflation target, and an unlevered beta of 1.08x, in line with European Machinery peers (source: *Damodaran*). The Italian ERP is set at 5.37%, while a 3.5% company-specific risk premium accounts for the Company's small-cap size and limited liquidity. We also assume a pre-tax cost of debt of 4.5% and a corporate tax rate of 24%.

Group DCF model

Yet, the results of our DCF analysis are summarized in the tables below. Based on the current unlevered capital structure, which incorporates an unlevered beta and a Rolling WACC, the implied fair equity value stands at **€11.4 p/s**. Under a target capital structure with moderate leverage, the fair value increases to **€12.2 p/s**.

ErreDue: DCF Model with Rolling WACC and @ Target Capital Structure

(€mn, g=1.0%)	Rolling WACC	Target WACC
PV of Future Cash-Flows 2025E-2030E	10.3	10.7
PV of Terminal Value 2030E	43.5	48.4
Fair Enterprise Value	**53.8**	**59.1**
Net Fin. Position 2024A	17.3	
EV Adjustments	0.0	
Fair Equity Value	**71.1**	**76.4**
Number of Shares (mn)	6.3	
Fair Equity Value p/s (€)	**11.4**	**12.2**
Average Fair Equity Value p/s (€)	**11.8**	

Source: Value Track Analysis

ErreDue: Sensitivity of Group DCF Model @ Target Capital Structure

Fair Equity Value p/s (€)		Perpetuity Growth (%)				
		0.50%	0.75%	1.00%	1.25%	1.50%
WACC (%)	9.6%	13.2	13.4	13.7	14.0	14.3
	10.1%	12.4	12.7	12.9	**13.2**	13.5
	10.6%	11.8	12.0	**12.2**	12.4	12.7
	11.1%	11.2	**11.4**	11.6	11.8	12.0
	11.6%	10.7	10.9	11.0	11.2	11.4

Source: Value Track Analysis

Appendix 1: Peers' Profile

Peers: Industrial Gas Suppliers

Sol (SOL) – Italian multinational active in the production, applied research and sale of technical, pure and medical gases and homecare services, with operations in Europe, Brazil, Morocco, India and Turkey.

Air Liquide (AI) – French multinational supplying industrial gases and services to various industries including medical, chemical and electronic manufacturers. Second-largest supplier of industrial gases with operations in >80 countries.

Linde (LIN) – Global multinational chemical company founded in Germany and, since 2018, domiciled in Ireland and headquartered in the United Kingdom. Linde is the world's largest industrial gas company by market share and revenue.

Air Products & Chemicals (APD) – American international corporation whose principal business is selling essential industrial gases and chemicals to customers in dozens of industries.

Source: FactSet, Value Track Analysis

Peers: Electrolysers Manufacturers

Industrie De Nora (DNR) – Largest global supplier of high-performing coatings and electrodes & electrochemical services. It should also materially benefit from the uptick in green hydrogen via its newly set energy transition segment.

Thyssenkrupp Nucera (NCH2) – Multinational company that designs industrial scale, high current density electrolysers for the chlor-alkali and hydrogen sectors. De Nora and Thyssenkrupp as strategic investors.

Nel Hydrogen (NEL) – Norwegian but global company providing solutions for the production (electrolysers), storage and distribution of hydrogen from renewable energy sources.

Plug Power (PLUG) – American company offering end-to-end green hydrogen ecosystem, from production (electrolysers), storage, and delivery to energy generation (fuel cells).

ITM Power (ITM) – Energy storage and clean fuel UK company that designs, manufactures, and integrates electrolysers based on proton exchange membrane technology to produce green hydrogen using renewable electricity and tap water.

McPhy Energy (MCPHY) – French company that specializes in manufacturing and marketing hydrogen production and storage equipment from water electrolysis. The group also provides electrolysers and storage containers.

HydrogenPro (HYPRO) – Norwegian technology company and an OEM for high-pressure alkaline electrolyser systems for large-scale green H2 plants.

Enapter (H2O) – German-based company developing plug-and-play Anion Exchange Membrane (AEM) electrolysers to be manufactured at scale, enabling solutions in refueling, energy storage, industry, power-to-x, and research.

Source: FactSet, Value Track Analysis

Peers: Other Hydrogen Players

Ceres Power (CWR) – United Kingdom-based developer of clean energy technology, electrolysis for the creation of green hydrogen, and fuel cells for power generation.

Bloom Energy (BE) – American company manufacturing and marketing solid oxide fuel cells for the distributed generation of electricity on-site.

Ballard Power Systems (BLDP) – Canadian company that develops and manufactures proton exchange membrane fuel cell products for markets such as heavy-duty motive, portable power, material handling as well as engineering services.

Powercell Sweden (PCELL) – Swedish company that specializes in the development and production of hydrogen electric fuel cell stacks and systems for aviation, marine, power generation, off & on road industries.

FuelCell Energy (FCEL) – US-based company, global leader in designing, manufacturing, operating and servicing direct fuel cell power plants.

Doosan FC (336260) – South Korean company that develops environment-friendly fuel cell with high efficiency for power generation facilities.

Source: FactSet, Value Track Analysis

Appendix 2: Peer's Multiples

ErreDue: Peers Trading Multiples

Peers	Mkt Cap. (€mn)	EV/Sales (x)		EV/EBITDA (x)		EV/EBIT (x)		P/E Adj. (x)	
		2025E	2026E	2025E	2026E	2025E	2026E	2025E	2026E
Industrial Gas Suppliers									
SOL-IT	4,608	2.9	2.7	11.5	10.5	19.2	17.6	26.8	24.5
AI-FR	101,614	4.1	3.9	13.5	12.5	19.7	17.9	27.1	24.1
LIN-US	191,463	7.2	6.9	18.2	17.4	24.1	22.5	28.9	26.8
APD-US	50,893	6.0	5.8	14.2	13.3	25.0	23.0	22.2	20.6
Average	**87,144**	**5.0**	**4.8**	**14.3**	**13.4**	**22.0**	**20.2**	**26.3**	**24.0**
Median	**76,253**	**5.0**	**4.9**	**13.9**	**12.9**	**21.9**	**20.2**	**27.0**	**24.3**
Electrolysers Manufacturers									
DNR-IT	1,492	1.4	1.4	8.0	8.5	10.6	11.7	18.6	19.8
NCH2-DE	1,339	0.8	1.0	>30	>30	>40	>40	>50	>50
NEL-NO	345	2.8	2.4	<0	<0	<0	<0	<0	<0
PLUG-US	2,686	4.9	4.1	<0	<0	<0	<0	<0	<0
ITM-GB	527	6.7	4.6	<0	<0	<0	<0	<0	<0
ALMCP-FR	4	2.3	2.0	<0	<0	<0	<0	<0	<0
HYPRO-NO	26	2.2	0.6	<0	<0	<0	<0	<0	<0
H2O-DE	52	4.9	2.6	<0	<0	<0	<0	<0	<0
Average	**809**	**3.3**	**2.3**	**8.0**	**8.5**	**10.6**	**11.7**	**18.6**	**19.8**
Median	**436**	**2.6**	**2.2**	**8.0**	**8.5**	**10.6**	**11.7**	**18.6**	**19.8**
Other Hydrogen Players									
CWR-GB	312	4.5	3.7	<0	<0	<0	<0	<0	<0
BE-US	19,933	>10	>10	>30	>30	>40	>40	>50	>50
BLDP-CA	731	4.1	3.9	<0	<0	<0	<0	<0	<0
PCELL-SE	166	4.0	3.5	>30	>30	>40	>40	<0	>50
FCEL-US	224	2.3	2.4	<0	<0	<0	<0	<0	<0
336260-KR	1,164	4.1	3.8	>30	>30	<0	>40	<0	>50
Average	**3,755**	**3.8**	**3.4**	**nm**	**nm**	**nm**	**nm**	**nm**	**nm**
Median	**521**	**4.1**	**3.7**	**nm**	**nm**	**nm**	**nm**	**nm**	**nm**
Total Average	**20,977**	**3.8**	**3.2**	**13.1**	**12.4**	**19.7**	**18.5**	**24.7**	**23.2**
Total Median	**948**	**4.1**	**3.5**	**13.5**	**12.5**	**19.7**	**17.9**	**26.8**	**24.1**
ErreDue	**44.7**	**1.8**	**1.3**	**6.3**	**4.0**	**14.1**	**6.4**	**23.0**	**10.6**
Discount vs. ToT Average. (%)	*//*	*-52%*	*-61%*	*-52%*	*-68%*	*-28%*	*-66%*	*-7%*	*-54%*
Discount vs. ToT Median. (%)	*//*	*-55%*	*-63%*	*-53%*	*-68%*	*-28%*	*-64%*	*-14%*	*-56%*

Source: FactSet, Value Track Analysis

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