

Elsa Solutions

Industrial Goods

Aliant Keeps Growing in a Transition Year

Elsa Solutions is a B2B industrial company specialized in motion control (commercialization of equipment, systems and components and power electronics, since 1982) and in special purpose batteries (lithium technology, since 2009). 54% owned by the Dal Pozzo family and managed by its 2nd generation, Elsa landed on EGM in Oct 2023.

Aliant Offsets E-Motion, Margins Under Pressure, NFP Better

ELSA closed 1H26 in a still challenging industrial backdrop, with revenues broadly stable at €8.5mn (-2.9% y/y), as the growth of Aliant (+6.6% y/y) largely offset the slowdown in E-Motion (-12.8% y/y). Profitability came under pressure, with EBITDA at €0.6mn and margin on VoP down to 7.1% (from 9.2% in 1H25), as higher purchasing, energy and transport costs were almost entirely absorbed. Conversely, tighter working capital management, supported by longer supplier payment terms, drove net debt further down to €1.5mn (from €1.9mn at FY25), despite higher capex. Backlog rose to €6.4mn, providing good 2H26 coverage, although management remains cautious on the second half of the year, given the still fragile macro and geopolitical backdrop.

Estimates Trimmed, FY26E a Transition Year

Following 1H26 results and our discussion with management, we revise our estimates to reflect the weaker E-Motion trend and the still limited visibility on 2H26. With operating performance slightly below our expectations, especially at EBITDA level, we see a prudent adjustment as warranted. We therefore trim VoP by 6-8% and EBITDA by 6-9% over FY26-28E, and earnings by 8-26%, while lowering our net debt estimates by €0.2-0.4mn.

Our forecasts now embed an EBITDA margin of 8.1% in FY26E (from 11.5% in FY25), before a recovery to 10.4% in FY27E: we see FY26 as the operational bottom, with Aliant growth, price pass-through and more stable input costs supporting the rebound. We now see a FY25-28E CAGR of 11% in VoP and 8% in EBITDA, with net debt broadly stable at €1.7-1.8mn in the forecast horizon.

Fair Value Raised to €3.3/share

Our updated valuation points to a Fair Value of €3.3 per share (from €3.2), as the average of our DCF (€3.4) and peer-based (€3.2) valuations, the latter now rolled forward to FY27E. At Fair Value, ELSA would trade at a slight premium to the peer cluster (6.7x FY27E EV/EBITDA vs. 6.3x peer average).

We continue to see ELSA's current valuation as undemanding relative to its medium-term potential, despite a near-term environment that remains highly volatile.

FAIR VALUE (€) **3.30**

MARKET PRICE (€) **2.28**

MARKET CAP (€mn) **8.4**

KEY FINANCIALS	FY25	FY26E	FY27E
VALUE OF PRODUCTION	18.1	17.8	19.8
EBITDA	2.1	1.4	2.1
EBIT	1.4	0.7	1.3
NET PROFIT	0.9	0.4	0.9
GROUP NET EQUITY	11.4	11.8	12.7
NET DEBT (-) / NET CASH (+)	-1.9	-1.8	-1.7
EPS ADJ.	0.25	0.11	0.23
DPS	0.00	0.00	0.00

Source: Elsa Solutions (historical figures), Value Track (estimates)

RATIOS AND MULTIPLES	FY25	FY26E	FY27E
EBITDA MARGIN (%)	11.5	8.1	10.4
EBIT MARGIN (%)	8.0	4.2	6.8
NET MARGIN (%)	5.0	2.3	4.3
NET DEBT / EBITDA (x)	0.9	1.3	0.8
NET DEBT / EQUITY (x)	0.2	0.2	0.1
EV / SALES (x)	0.6	0.6	0.5
EV / EBITDA (x)	5.0	7.1	4.9
EV / EBIT (x)	7.2	13.7	7.5
P/E ADJ. (x)	9.3	20.7	9.8

Source: Elsa Solutions (historical figures), Value Track (estimates)

STOCK DATA	
MARKET PRICE (€)	2.28
NOSH (mn)	3.68
MARKET CAP (€mn)	8.4
ENTERPRISE VALUE FY26E (€mn)	10.2
FREE FLOAT (%) ⁽¹⁾	45.5
AVG L30D VOLUME	3,071
RIC / BBG	ELSA.MI / ELSA.IM
52WK MAX - MIN (€)	2.94-1.63

Source: Stock Market Data, (1) Including A. Previtali and 4AIM Stakes

EQUITY RESEARCH PRODUCED ON BEHALF OF MIT SIM ACTING AS SPECIALIST ON ELSA SOLUTIONS SHARES

Description

Elsa Solutions (ELSA) is a B2B industrial company operating in the field of motion control and special purpose batteries. Established in 1982 as an early pioneer in the field of motion control, Elsa Solutions has continually evolved and expanded its offerings. In 2009, ELSA launched its second line of business, Aliant, an original equipment manufacturer (OEM) and original design manufacturer (ODM) specializing in special purpose batteries, with focus on lithium (LFP) and more recently hydrogen technologies.

Financial Highlights

KEY FINANCIALS (OIC, €mn)	FY25	FY26E	FY27E	FY28E
Value of Production	18.1	17.8	19.8	24.7
y/y (%)	-18.7%	-1.8%	11.0%	25.2%
EBITDA	2.1	1.4	2.1	2.6
EBITDA Margin (%)	11.5%	8.1%	10.4%	10.7%
EBIT	1.4	0.7	1.3	1.9
EBIT Margin (%)	8.0%	4.2%	6.8%	7.7%
Net Profit	0.9	0.4	0.9	1.3
y/y (%)	-11.5%	-55.1%	110.2%	49.0%
Adj. Net Profit	0.9	0.4	0.9	1.3
y/y (%)	-11.5%	-55.1%	110.2%	49.0%
Net Fin. Position [Net Debt (-) / Cash(+)]	-1.9	-1.8	-1.7	-1.7
Net. Fin. Pos. / EBITDA (x)	0.9	1.3	0.8	0.6
Capex	-0.5	-0.6	-0.2	-0.2
OpFCF b.t.	3.0	0.5	0.6	0.7
OpFCF b.t. / EBITDA (%)	144.8%	32.6%	28.7%	26.5%

Source: Elsa Solutions, Value Track Analysis

Investment Case

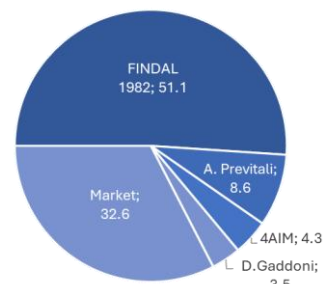
Strengths / Opportunities

- Excellent growth profile prospects in the medium term, supported by rising number of new electrification projects awarded and a substantial capacity expansion just finished;
- Diversified client base operating in many end-sectors;
- Exposure to energy transition / growing adoption of circular industrial practices, including attractive ventures in hydrogen and solid-state cells.

Weaknesses / Risks

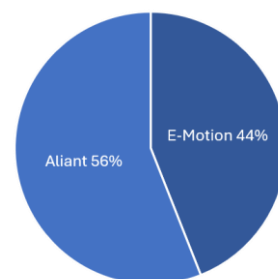
- Capital Goods industry vulnerable to the sluggish market outlook;
- Order backlog, although improving, remains relatively thin (ca. 4 months of sales), limiting visibility beyond 2H26;
- Long OEMs contract time to market.

SHAREHOLDERS' STRUCTURE



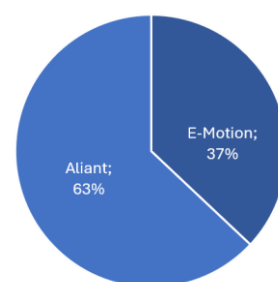
Source: Elsa Solutions

REVENUES BY BUSINESS LINE 1H26



Source: Elsa Solutions

BACKLOG BY BUSINESS LINE 1H26



Source: Elsa Solutions

STOCK MULTIPLES @ FV	FY26E	FY27E
EV / SALES (x)	0.8	0.7
EV / EBITDA (x)	9.7	6.7
EV / EBIT (x)	18.7	10.3
EV / CAP. EMPLOYED	1.0	1.0
OpFCFYield (%)	3.4	4.3
P / E (x)	29.9	14.2
P / BV (x)	1.0	1.0
Dividend Yield (%)	0.0	0.0

Source: Value Track Analysis

1H26 Results

ELSA closed 1H26 in a still challenging industrial backdrop, with revenues broadly stable y/y as the growth of Aliant largely offset the slowdown in E-Motion. Profitability, however, came under pressure, as higher input costs were almost entirely absorbed, while tighter WC management – supported by longer payment terms from key suppliers – drove a further improvement in net debt despite higher capex. Backlog rose to €6.4mn, although management remains cautious given the fragile macro/geopolitical backdrop.

Profit & Loss

- Revenues stood at €8.5mn** (-2.9% y/y), with diverging trends across the two BUs: (i) Aliant at €4.8mn (+6.6% y/y), confirming its resilience and raising its weight on sales to 56.1% (from 51.1%); and (ii) E-Motion at €3.7mn (-12.8% y/y), penalised by the slowdown in the manufacturing cycle. Other revenues were broadly stable at €0.2mn, taking VoP to €8.7mn (-2.8% y/y).

Revenues Breakdown

(OIC, €mn)	1H25	1H26	Δ y/y (%)
E-Motion	4.3	3.7	-12.8%
Aliant	4.5	4.8	6.6%
Total Revenues	8.8	8.5	-2.9%
Other Revenues	0.15	0.15	2.0%
Value of Production	8.9	8.7	-2.8%

Source: Elsa Solutions, Value Track Analysis

- EBITDA was €0.6mn** with a 7.1% margin (vs. €0.8mn and 9.2% in 1H25), showing a less favourable cost dynamic than the top line. The key drag came from raw materials, whose incidence on VoP rose to 65.5% (+1.3p.p. y/y). Cost of services also increased to €0.9mn (+6.9% y/y), on higher directors' fees and cyber insurance costs, while labour costs were broadly stable at €1.3mn, with average headcount at 51 (vs. 52). Management cites higher lithium-cell, energy and transport costs; as price pass-through lags by a year, margins should recover from FY27, though 2H26 may stay under pressure.
- Net Profit stood at €0.1mn** (€0.4mn in 1H25), with margin down to 1.5% from 4.1%. On top of lower EBITDA, the decrease reflected higher D&A at €0.3mn (+10.4% y/y), following the investments, and higher net financial charges at €0.1mn (vs. less than €0.1mn in 1H25), partly offset by lower taxes at €0.1mn.

Profit and Loss 1H25-1H26

(OIC, €mn)	1H25	1H26	Δ y/y (%)
Value of Production	8.9	8.7	-2.8%
COGS	-5.7	-5.7	-0.9%
Gross Profit	3.2	3.0	-6.3%
Gross Margin (%)	35.8%	34.5%	-128bps
Costs of Services	-0.8	-0.9	6.9%
Costs of Rent	-0.1	-0.1	-21.1%
G&A	-0.1	-0.1	-25.4%
Labour Costs	-1.4	-1.3	-0.9%
EBITDA	0.8	0.6	-25.2%
EBITDA Margin (%)	9.2%	7.1%	-212bps
D&A	-0.3	-0.3	10.4%
EBIT	0.5	0.3	-44.4%
Interest Expenses	-0.0	-0.1	297.0%
Pre-Tax Profit	0.5	0.2	-61.1%
Taxes	-0.1	-0.1	-54.9%
Net Profit	0.4	0.1	-63.6%

Source: Elsa Solutions, Value Track Analysis

Net Debt: Further Improvement, Supported by Longer Supplier Payment Terms

Net Debt stood at €1.5mn (vs. €1.9mn at FY25 and €4.7mn at 1H25), a further €0.4mn improvement over the semester, despite a step-up in capex. NWC declined to €6.5mn from €6.9mn at December 2025 (and €9.1mn at June 2025), as the 28.2% increase in trade payables – reflecting stock building to support 2H26 production needs and longer payment terms negotiated with key suppliers – more than offset higher inventories (+5.0%) and trade receivables (+5.4%). Capex absorption rose to c.€0.4mn (vs. €0.2mn in 1H25), mainly related to the new robotic production line, the extraordinary refurbishment of the via Einaudi property and the purchase of land adjacent to the headquarters. Overall, 1H26 delivered a positive OpFCF b.t. of €0.6mn (vs. -€0.1mn in 1H25), although part of the NWC benefit stems from supplier payment terms and may not prove structural. Looking ahead, with the main projects of the recent investment cycle now completed, we expect lower capex requirements to support cash generation from FY27, with net debt broadly stable at ca. €1.8mn at year-end in our estimates.

Balance Sheet 1H25-1H26

(OIC, €mn)	1H25	FY25	1H26
Net Fixed Assets	7.1	7.1	7.3
Net Working Capital	9.1	6.9	6.5
Provisions	0.6	0.6	0.6
Total Capital Employed	15.5	13.4	13.1
Group Net Equity	10.8	11.4	11.6
Net debt (-) / Cash (+)	-4.7	-1.9	-1.5

Source: Elsa Solutions, Value Track Analysis

Cash Flow 1H25-1H26

(OIC, €mn)	1H25	1H26
EBITDA	0.8	0.6
Δ NWC	-0.8	0.4
Capex (excl. Financial Inv.)	-0.2	-0.4
Δ Provisions	0.1	0.0
OpFCF b.t.	-0.1	0.6
<i>As a % of EBITDA</i>	<i>-10.9%</i>	<i>98.3%</i>
Cash Taxes	-0.1	-0.1
OpFCF a.t.	-0.2	0.5
Capital Injections	0.0	0.0
Others (incl. Financial Inv.)	-0.0	-0.0
Net Financial Charges	-0.0	-0.1
Dividends Paid	0.0	0.0
Δ Net Financial Position	-0.3	0.4

Source: Elsa Solutions, Value Track Analysis

Backlog

At June-end, 2026 **backlog stood at €6.4mn**, with Aliant accounting for 63% of the total and E-Motion for the remaining 37%. This compares with €5.1mn at December 2025 and €6.0mn at June 2025. These data suggest that:

- the backlog provides good coverage for 2H26, and is expected to convert into revenues within FY26;
- the mix remains skewed to Aliant, consistent with the business model, although the weight of E-Motion increased versus December 2025 (37% vs. 30%), signalling some stabilisation in its order intake;
- timing remains uncertain, as a minor part of the current backlog could slip into FY27 depending on customer schedules and delivery timing. It is also worth noting that backlog only partially captures E-Motion, whose replacement sales typically have short lead times.

Project Intake (Aliant)

The pace of new project acquisitions slowed in 1H26, as Aliant secured **18 new electrification prototypes**, equal to c.41% of the 44 acquired in the whole of FY25 and c.51% of FY26E commercial target of 35 projects. In our view, this still confirms the division's commercial traction in a weak capital goods environment, although the half-year run-rate points to a more cautious approach by customers in launching new electrification projects. At the same time, it remains important to consider that

- new project wins typically translate into revenues with an 18-24 month delay, hence the strong FY25 intake should mainly support the top line from FY27 onwards;
- conversion may remain slower than usual in the current environment, as customer decision-making and procurement timing are still affected by a weak capital goods backdrop;
- should the slower intake be confirmed in 2H26, it could moderate the medium-term growth optionality of Aliant, although the exact timing of revenue conversion remains uncertain.

Key Outcomes

The main messages provided by 1H26 results and management commentary were the following:

- **Aliant is confirming its role as the group's growth engine**, largely offsetting a still weak E-Motion and taking batteries to over half of sales;
- **The issue is margins rather than demand**: input-cost inflation was almost entirely absorbed and, given the lag in price pass-through, a recovery looks more likely from FY27 than in 2H26;
- **The balance sheet remains sound**, with further deleveraging despite the investment peak, although part of the working-capital benefit may reverse;
- **Commercial momentum is supportive**: a higher backlog underpins 2H26 visibility, while Aliant's prototype pipeline keeps feeding medium-term growth, albeit at a slower pace than in FY25;
- **Management remains cautious on 2H26**, given the weak Italian and European manufacturing backdrop, but considers the bottom to have been reached, with a recovery to be driven by Aliant growth, more stable input costs and price pass-through;
- **Many strategic initiatives** – the lower-cost Elsa Technology range, high-end battery solutions for rail and marine applications, the solid-state patent and potential external growth in electronics – add medium-term optionality, although they are unlikely to contribute materially before 2028.

Estimates Review

Following 1H26 results and our discussion with management, we revise our estimates to reflect the continued uncertainty surrounding the near-term outlook, particularly for E-Motion. With operating performance coming in slightly below our expectations, especially at EBITDA level, we believe a modest downward revision is warranted. We therefore **trim revenues and EBITDA by ca. 7% over the forecast period and earnings by ca. 15%**, while **improving our net financial position estimates by ca. €0.3mn**. Overall, we view these changes as a prudent adjustment, consistent with limited macroeconomic visibility and the cautious market backdrop highlighted by management.

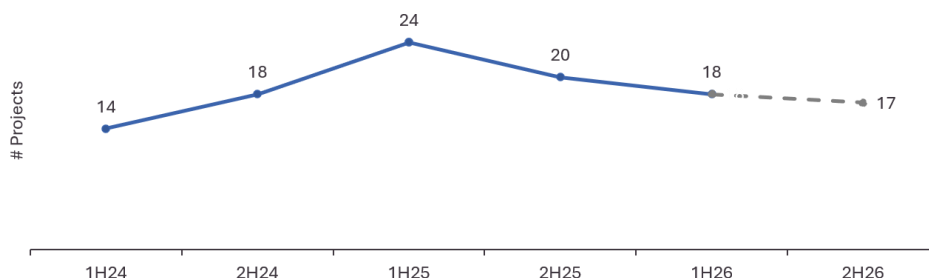
For FY26E we now expect VoP at €17.8mn (-1.8% y/y), with E-Motion revenues down 11% y/y to €7.4mn and Aliant up 6% to €9.9mn, and EBITDA at €1.4mn (8.1% margin). Over FY25-28E we see a CAGR of 11% in VoP and 8% in EBITDA, with net debt broadly stable at ca. €1.7mn at December 2028E.

Old vs. New Estimates FY26E-FY28E

(OIC, €mn)	2026E			2027E			2028E		
	Old	New	Chg. %	Old	New	Chg. %	Old	New	Chg. %
Value of Production	18.8	17.8	-5.6%	21.5	19.8	-8.0%	26.5	24.7	-6.5%
EBITDA	1.6	1.4	-9.3%	2.2	2.1	-6.2%	2.8	2.6	-5.7%
EBITDA Margin (%)	8.4%	8.1%	-33 bps	10.2%	10.4%	20 bps	10.6%	10.7%	10 bps
EBIT	0.9	0.7	-18.8%	1.5	1.3	-12.0%	2.1	1.9	-9.8%
EBIT Margin (%)	4.9%	4.2%	-68 bps	7.1%	6.8%	-31 bps	8.0%	7.7%	-28 bps
Net Profit	0.6	0.4	-26.2%	1.0	0.9	-11.1%	1.4	1.3	-7.6%
Net Financial Position	-2.2	-1.8	0.4	-1.9	-1.7	0.2	-1.9	-1.7	0.2

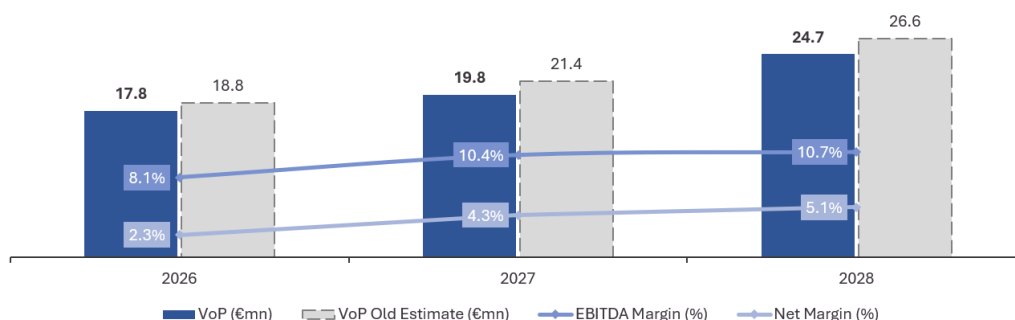
Source: Elsa Solutions, Value Track Analysis

Aliant: number of acquired projects per semester (vs. estimate)



Source: Value Track Analysis

New Estimates: Value of Production (€mn), EBITDA Margin (%), Net Margin (%) Evolution (E)



Source: Value Track Analysis

Profit and Loss FY25-FY28E

(OIC, €mn)	FY25	FY26E	FY27E	FY28E
Value of Production	18.1	17.8	19.8	24.7
Raw Materials, Δ Inventory	-11.5	-11.7	-13.0	-16.8
Gross Profit	6.7	6.1	6.7	8.0
Gross Margin (%)	36.7%	34.3%	34.0%	32.2%
Costs of Services	-1.7	-1.7	-1.5	-1.8
Costs of Rent	-0.2	-0.1	-0.1	-0.1
G&A	-0.1	-0.1	-0.1	-0.1
Labour Costs	-2.6	-2.7	-2.9	-3.3
EBITDA	2.1	1.4	2.1	2.6
EBITDA Margin (%)	11.5%	8.1%	10.4%	10.7%
D&A	-0.6	-0.7	-0.7	-0.7
Provisions	0.0	0.0	0.0	0.0
EBIT	1.4	0.7	1.3	1.9
Interest Expenses	-0.2	-0.2	-0.1	-0.1
Pre-Tax Profit	1.3	0.6	1.2	1.8
Taxes	-0.4	-0.2	-0.4	-0.5
Net Profit	0.9	0.4	0.9	1.3
Net Profit Margin (%)	5.0%	2.3%	4.3%	5.1%

Source: Elsa Solutions, Value Track Analysis

Balance Sheet FY25-FY28E

(OIC, €mn)	FY25	FY26E	FY27E	FY28E
Net Fixed Assets	7.1	7.0	6.4	5.9
Net Working Capital	6.9	7.3	8.8	10.7
Provisions	0.6	0.7	0.8	1.0
Total Capital Employed	13.4	13.6	14.4	15.6
Group Net Equity	11.4	11.8	12.7	13.9
Net Financial Position	-1.9	-1.8	-1.7	-1.7

Source: Elsa Solutions, Value Track Analysis

Cash Flow FY25-FY28E

(OIC, €mn)	FY25	FY26E	FY27E	FY28E
EBITDA	2.1	1.4	2.1	2.6
Δ NWC	1.4	-0.5	-1.5	-1.9
Capex (excl. Financial Inv.)	-0.5	-0.6	-0.2	-0.2
Δ Provisions	0.0	0.0	0.1	0.2
OpFCF b.t.	3.0	0.5	0.6	0.7
<i>As a % of EBITDA</i>	<i>144.8%</i>	<i>32.6%</i>	<i>28.7%</i>	<i>26.5%</i>
Cash Taxes	-0.4	-0.2	-0.4	-0.5
OpFCF a.t.	2.6	0.3	0.2	0.2
Capital Injections	0.0	0.0	0.0	0.0
Others (incl. Financial Inv.)	0.0	0.0	0.0	0.0
Net Financial Charges	-0.2	-0.2	-0.1	-0.1
Dividends Paid	0.0	0.0	0.0	0.0
Δ Net Financial Position	2.5	0.1	0.1	0.1

Source: Elsa Solutions, Value Track Analysis

Valuation

Fair Value is revised upward at €3.30 per share (from €3.20 per share previously), as the simple average of our DCF (€3.42/share) and our peer-based valuation (€3.17/share), the latter now rolled forward to FY27E. At our Fair Value, ELSA trades at a slight premium to the peer cluster, implying **0.7x EV/Sales, 6.7x EV/EBITDA and 14.2x P/E on FY27E**. This premium should be seen in the context of still conservative estimates on ELSA, particularly at profitability level, as well as of peer multiples that remain of limited significance, as consensus forecasts across much of the cluster still appear either stale or likely to require further downward revisions.

i) DCF Valuation

Our DCF, run at group level, now implies a **fair equity value of €3.42/share (from €3.37)**, as rolling the valuation date forward to December 2026E and extending the explicit forecast horizon to 2032E more than offset our lower estimates and a more prudent perpetuity growth rate. In more detail:

- ◆ reference date Dec 2026E, with 2027E-32E as explicit forecast horizon;
- ◆ 1% Perpetuity Growth Rate (“g”), lowered from 2%, as the longer explicit forecast horizon captures most of Aliant’s ramp-up, leaving a TV based on a more mature business mix;
- ◆ TV calculated with perpetual growth model, which implies exit multiples at discount to current FY27E market multiples, i.e. between 4.4x and 4.9x EV/EBITDA (vs. 4.0x and 4.5x EV/EBITDA in the last update);
- ◆ 2.0% risk-free rate in line with medium/long-term ECB inflation target;
- ◆ 1.07 unlevered beta, i.e. the average of estimates for Electric components & Machinery (Source: Damodaran, unchanged);
- ◆ 4.95% implied Italian equity risk premium (Source: Damodaran, unchanged);
- ◆ 2.75% Elsa Solutions specific small-size / execution risk premium (unchanged);
- ◆ 3.8% pre-tax and 2.9% after-tax cost of debt (unchanged).

On a rolling capital structure, Elsa Solutions WACC starts from 9.5% in 2027E (11.9% Net Debt/Total Capital Employed) and lands at 10.0% in 2032E (net cash position). At target 30% leverage structure, Elsa Solutions WACC is fixed at 9.1% for the whole period.

DCF Model Outcomes

€mn	Rolling Capital Structure	Target Capital Structure
PV of future cash flows (2027-2032)	1.9	2.0
PV of Terminal Value	11.5	13.5
Fair EV	13.3	15.5
NFP 2026E	-1.8	-1.8
Equity Value	11.5	13.7
Equity Value p.s.	3.13	3.71
Equity Value p.s. (avg.)	3.42	

Source: Value Track Analysis

Sensitivity of DCF model @ Target Capital Structure (€/sh)

WACC / g		0.5%	0.8%	1.0%	1.3%	1.5%
WACC (%)	8.6%	3.8	3.9	4.1	4.2	4.4
	8.8%	3.6	3.8	3.9	4.0	4.2
	9.1%	3.5	3.6	3.7	3.8	4.0
	9.3%	3.3	3.4	3.5	3.7	3.8
	9.6%	3.2	3.3	3.4	3.5	3.6

Source: Value Track Analysis

ii) Peers Analysis

We update our model using a peer-based relative valuation framework, segmented by business line (Motion Control vs Batteries) to reflect their different rating profiles and growth outlook. With this update we roll our peer-based valuation forward to 2027: we no longer consider FY26E and focus exclusively on FY27E EV/EBITDA multiples and FY27E estimates, which in our view better capture ELSA's earnings power once the current transition year is behind us. As shown in the table below, we apply the relevant peer set multiples (6.6x for Aliant and 6.1x for E-Motion) to our FY27E EBITDA for Aliant and E-Motion, respectively, and deduct FY27E net debt. This approach implies an equity value of €3.17 per share (from €3.03).

Elsa Solutions: Equity Value based on Peers' multiples

€mn	2027E	
	Aliant	E-Motion
EBITDA	1.83	0.23
EV/EBITDA of Peers	6.6	6.1
EV Business Line	12.0	1.4
EV Elsa Solutions (Aliant + E-Motion)	13.4	
Net Debt	-1.7	
Equity Value (€mn)	11.7	
Equity Value p.s.	3.17	

Source: Value Track Analysis

Since our last update in April, average peer EV/EBITDA multiples (FY26E-27E) have moved ca. 6% higher, as a ca. 12% positive price effect was only partly offset by estimates revision. Performance remained highly dispersed across the group, with the price effect concentrated in LU-VE (market cap +50%), Lion E-Mobility (+69%) and Cembre (+15%), while Tenax (-54%) and SIT (-14%) moved lower. Against this backdrop, on FY27E the multiples we apply rise to 6.6x for Aliant peers (from 5.9x) and 6.1x for E-Motion peers (from 5.6x), although ongoing estimate cuts and still-stale forecasts across part of the cluster continue to make current peer multiples less meaningful than usual. As for the cluster composition, Cembre is included again among Aliant peers, while we exclude Energy, whose FY27E multiples are not meaningful.

Elsa Solutions: Peers' Trading Multiples FY27E

	EV/Sales (x)	EV/EBITDA (x)	P/E (x)
Peers	2027E	2027E	2027E
Aliant Peers			
Seri Industrial	0.5	2.7	8.3
Cembre	4.6	13.9	22.6
Tenax Intl.	0.7	5.2	2.4
Lion E-Mobility	1.2	7.3	9.1
Microvast	0.8	4.1	8.3
Aliant Peers - Average	1.6	6.6	10.2
Aliant Peers - Median	0.8	5.2	8.3
E-Motion Peers			
Esautomotion	0.8	3.3	10.4
LU-VE Spa	2.0	12.3	22.8
Marzocchi Pompe	0.5	3.9	9.3
Comer Industries	1.1	7.0	13.0
SIT	0.5	3.8	5.2
E-Motion Peers - Average	1.0	6.1	12.1
E-Motion Peers - Median	0.8	3.9	10.4
Total Average	1.3	6.3	11.1
Total Median	0.8	4.7	9.2

Source: Value Track Analysis

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