

Italy E

Table of Contents

EON.....	1
Ecosuntek - renewables Central Italy	2
Ediliziaacrobatica	3

EON

I have looked at these European utilities a few times already in the last decade and I don't know what to think about it. On one hand, it looks like an essential business, but then on the other it didn't do much over 3 decades except for the dividend.

Market Summary > E.ON SE Common Stock

11,14 EUR

+ Follow

-1.06 (-8.73%) ↓ all time

23 Mar, 17:35 CET • Disclaimer

1D | 5D | 1M | 6M | YTD | 1Y | 5Y | Max



Open	11,05	Mkt cap	29,24B	52-wk high	11,14
High	11,14	P/E ratio	15,87	52-wk low	7,28
Low	10,99	Div yield	4,58%		

As I am not interested in catching 50% up when a mediocre business is cheap, I will skip these large utilities, let's look for better businesses.

Ecosuntek - renewables Central Italy

Market Summary > Ecosuntek SpA

19,00 EUR[+ Follow](#)**+1.44 (8.20%) ↑ all time**

23 Mar, 17:26 CET • Disclaimer

1D | 5D | 1M | 6M | YTD | 1Y | 5Y | Max

Open	19,20	Mkt cap	32,55M	52-wk high	21,90
High	19,20	P/E ratio	11,21	52-wk low	8,80
Low	18,50	Div yield	-		

What is the competitive advantage here? Plus, on 32 million market cap, a lot can be going on. Too hard pile for investors.

Edilziacrobatica

That is a name for a company: Acrobatic Contractors! And the stock did great over the last 5 years.

Market Summary > Edilziacrobatica SpA

17,18 EUR

+13.78 (405.29%) ↑ all time

23 Mar, 17:35 CET • Disclaimer

+ Follow

1D | 5D | 1M | 6M | YTD | 1Y | 5Y | Max



Open	17,32	Mkt cap	141,49M	52-wk high	18,20
High	17,52	P/E ratio	7,03	52-wk low	13,50
Low	17,06	Div yield	4,66%		

They climb buildings and do small repairs:

AVERAGE ORDER SIZE 2022:
€ 6.100

BUILDINGS WITH MORE THAN 3 FLOORS

Securing and Prompt intervention

- ✓ Removal of rickety objects of the building: façade, ledge, balcony, tiles removal
- ✓ Prompt intervention includes all the services that are provided urgently

Renovation

- ✓ Restructuring and maintenance of façades, balconies and ledges
- ✓ Maintenance and replacement of gutters and downspouts: cleaning services and repair and replacement services.

Installation

- ✓ Execution of hydraulic system
- ✓ Installation of bird net installation
- ✓ Installation and maintenance of life lines
- ✓ Installation of advertising billboards and various installations

Building cleaning

- ✓ Cleaning of walls and façades (glazing and/or cladding panels)
- ✓ Cleaning of roofs
- ✓ Cleaning of solar panels and windmills
- ✓ Cleaning of gutters and downpipes

Monuments

- ✓ Restructuring of monuments and historical buildings

Proofing

- ✓ Removal of localized infiltrations or the complete rebuilding of the waterproofing system that may concern balconies, roofs, ledge and hedges

Maintenance

- ✓ Ordinary maintenance of hedges as well as the rebuilding

Rebuilding

- ✓ Removal or encapsulation of slate and asbestos slabs (carried out by qualified employees subcontracted to specialized and authorized companies in the industry).

Sanitization and Multiservices

- ✓ Cleaning and disinfection cycle with sanitising detergents using mechanical nebulisers for large surfaces and small nebulisers for small surfaces, to achieve an optimum result and preserve the condition of the treated surfaces.

Energy Efficiency

- ✓ energy efficiency, anti-seismic interventions, installation of photovoltaic systems

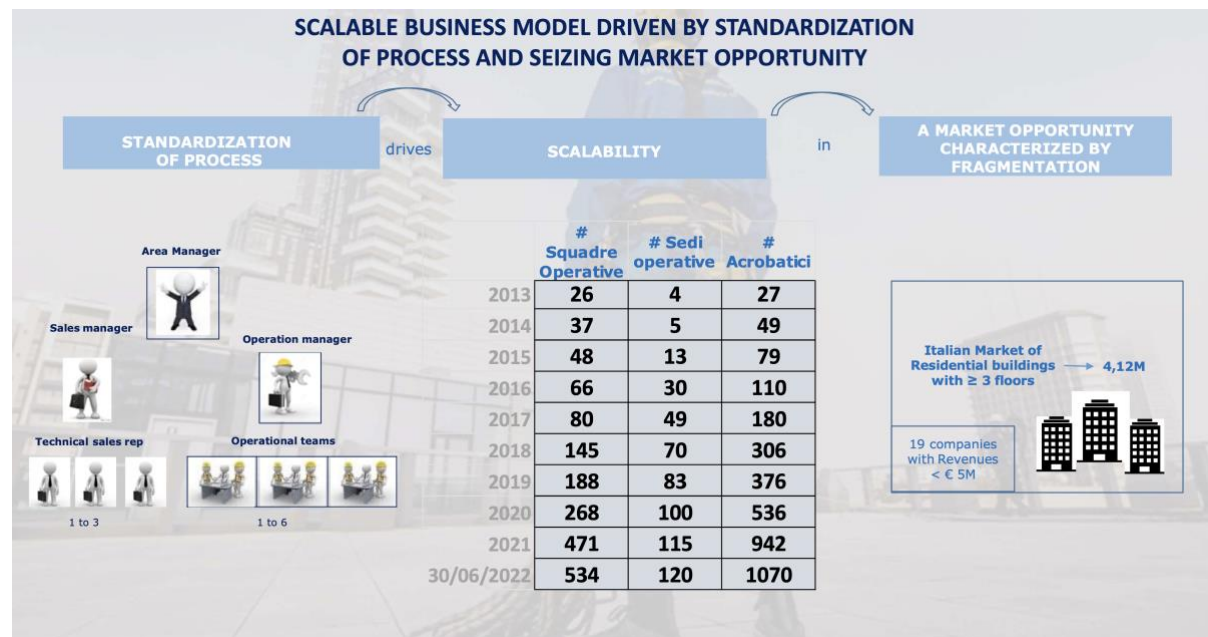
Their plan is to expand across Europe:



They are just expanding into france:



That is certainly a niche, buildings taller than 2 floors, that is the whole of Europe.



Very interesting niche and the scaling is working, they are growing extremely fast.

	INCOME STATEMENT		BALANCE SHEET		CASH FLOW STATEMENT		RATIOS	
Income Statement TIKR.com	31/12/15	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	LTM
Revenues	9.21	11.45	16.28	25.04	41.31	45.49	87.07	117.91
Other Revenues	0.06	0.41	0.39	0.13	0.37	0.39	0.40	0.49
Total Revenues	9.26	11.86	16.67	25.17	41.68	45.89	87.47	118.41
% Change YoY		28.0%	40.5%	51.0%	65.5%	10.1%	90.6%	
Cost of Goods Sold	(3.06)	(3.81)	(6.19)	(9.13)	(13.77)	(15.85)	(30.19)	(37.88)
Gross Profit 	6.20	8.05	10.48	16.04	27.91	30.04	57.28	80.53
% Change YoY		29.8%	30.2%	53.0%	74.0%	7.7%	90.7%	
% Gross Margins		66.9%	67.9%	62.9%	63.7%	67.0%	65.5%	68.0%
Selling General & Admin Expenses	(3.82)	(5.41)	(8.32)	(12.25)	(22.62)	(24.26)	(35.28)	(44.23)
Provision for Bad Debts			(0.14)	(0.28)	(0.22)	(0.73)	(0.65)	(0.45)
Depreciation & Amortization	(0.06)	(0.07)	(0.08)	(0.12)	(0.25)	(0.20)	(0.37)	(0.38)
Amortization of Goodwill and Intangible Assets	(0.10)	(0.18)	(0.30)	(0.31)	(1.43)	(0.92)	(1.93)	(1.57)
Other Operating Expenses	(0.29)	0.12	0.31	0.56	(1.07)	(0.78)	(0.72)	(0.21)
Total Operating Expenses	(4.26)	(5.54)	(8.53)	(12.39)	(25.58)	(26.89)	(38.95)	(46.85)
Operating Income 	1.94	2.51	1.95	3.66	2.32	3.15	18.33	33.68
% Change YoY		29.2%	(22.1%)	87.2%	(36.5%)	35.6%	482.7%	
% Operating Margins		20.9%	21.1%	11.7%	14.5%	5.6%	21.0%	28.4%
Interest Expense	(0.02)	(0.03)	(0.10)	(0.31)	(0.39)	(0.43)	(1.79)	(3.41)
Interest And Investment Income	0.00		0.00	0.01	0.02	0.04	0.25	0.25
Currency Exchange Gains (Loss)		0.00		(0.00)				(0.32)
Other Non Operating Income (Expenses)		0.00			0.00		0.00	0.00
EBT Excl. Unusual Items	1.92	2.48	1.85	3.35	1.96	2.75	16.79	30.20
Gain (Loss) On Sale Of Investments				0.03	0.09	0.09	0.30	(0.19)
Asset Writedown				(0.00)				
EBT Incl. Unusual Items	1.92	2.48	1.85	3.38	2.04	2.84	17.09	30.02
Income Tax Expense	(0.76)	(0.75)	(0.77)	(1.11)	(0.94)	(1.09)	(5.99)	(9.87)
Earnings From Continuing Operations	1.16	1.73	1.08	2.26	1.10	1.76	11.10	20.15
Net Income to Company	1.16	1.73	1.08	2.26	1.10	1.76	11.10	20.15

On average a team does 220 thousand in revenue per year, in total 117 million on 534 teams.

Actually the business is very interesting, extremely niche, and working on scaling that ahead. They made 20 million in profits, that is a PE ratio of just 7, for a growth company?? If they double again in the next 5 years, then again for year 10, even if that can happen faster, then if they get to a valuation of 15 - that is 80 million in profits times 15 - 1.2 billion market cap - that is a 10x from now almost, plus dividends...

There is no real competition with somebody that tries to scale this niche:

Comportamento della concorrenza

Sul mercato italiano ed a livello Europeo il Gruppo ricopre un ruolo indiscusso di leader: i competitor individuati sono di piccole dimensioni, in termini di giro d'affari e di aree geografiche di attività, ed effettuano interventi su fune talvolta come servizi aggiuntivi all'edilizia tradizionale, o, in taluni casi nell'ambito di segmenti di nicchia (bonifiche, interventi ambientali, etc.).

Anche nel 2022 non si registrano nuovi competitor su scala nazionale e rimane invariata la tendenza di piccoli competitori su scala locale, ovvero all'interno delle città senza un vero e proprio piano di espansione.

Il Gruppo conferma anche nel 2022 il forte spirito di internazionalizzazione che lo ha portato alla

costituzione di una nuova società nel Principato di Monaco denominata EdiliziAcrobatica Monaco S.A.M., in partnership con altri gruppi, quali la monegasca Engeco S.A.M., storica società di costruzioni e sviluppo immobiliare attiva nel mercato locale del Principato e con la holding di investimento e partecipazioni italiana G.B.Par S.r.l..

In particolare, la costituzione della NewCo monegasca, che eseguirà lavori edili acrobatici in doppia fune di sicurezza nel dinamico mercato monegasco, si inserisce nel più ampio progetto di crescita internazionale già avviato dal Gruppo a partire dal 2019 con la prima acquisizione in Francia e proseguito nel 2021 con l'apertura della società spagnola.

Another founder owned business:

Struttura dell'azionariato alla data del 30 giugno 2022:

- Arim Holding Sarl 74,70%
- Azioni proprie 0,33%
- Mercato 24,97%

The plan is to go international:

Internazionalizzazione: È evidente che il Gruppo vuole crescere e non può trascurare l'obbligo della crescita fuori dai confini nazionali, dove esiste un mercato vastissimo e dove la competizione è realmente globale.

Il Gruppo in questa direzione sta lavorando fortemente per espandere e consolidare le proprie posizioni all'estero, focalizzandosi su nuovi mercati. È ben chiaro, dunque come la via dell'internazionalizzazione sia totalmente imprescindibile rispetto alla vision del Gruppo.

They have some debt, but not even that much debt, the rest is contributions which maybe they paused paying due to the pandemic. Leveraged a bit, but not that much, the key cost is workers.

INCOME STATEMENT

BALANCE SHEET

CASH FLOW STATEMENT

RATIOS

Balance Sheet TIKR.com	31/12/15	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	LTM
Net Property Plant And Equipment	0.13	0.09	0.35	0.78	1.23	1.30	1.19	1.16
Long-term Investments	0.15	0.21	0.05			0.03	0.01	0.14
Goodwill					0.24	0.24	0.60	0.58
Other Intangibles	0.20	0.18	0.56	0.73	0.96	1.40	1.72	2.13
Deferred Charges Long-Term	0.07	0.24	0.19	1.01	2.72	2.79	1.58	1.28
Other Long-Term Assets	0.01	0.02	0.05	0.07	0.12	0.68	1.08	2.62
Total Assets	5.68	8.63	16.83	29.77	36.78	53.50	105.27	128.55
Accounts Payable	0.94	1.09	2.28	4.03	5.38	5.27	6.89	11.10
Accrued Expenses	0.14	0.56	0.55	0.93	3.11	3.98	15.88	16.50
Current Portion of Long-Term Debt	1.04	1.63	2.17		7.26	3.95	6.63	9.89
Current Portion of Capital Lease Obligations							0.08	0.07
Current Income Taxes Payable	0.67	1.50	1.56	1.46	1.38	2.27	5.87	10.34
Other Current Liabilities	0.50	1.54	1.75		1.68	2.19	25.45	30.28
Total Current Liabilities	3.30	6.32	8.31	6.42	18.81	17.65	60.79	78.17
Long-Term Debt	0.40	0.19	5.93	10.36	5.23	21.28	19.73	16.71
Unearned Revenue Non Current							0.10	
Deferred Tax Liability Non Current			0.01					
Other Non Current Liabilities	0.15	0.16	0.50	2.92	1.20	1.70	2.51	3.10
Total Liabilities	3.85	6.66	14.74	19.70	25.24	40.63	83.13	97.99
Common Stock	0.01	0.51	0.60	0.77	0.79	0.80	0.82	0.82
Additional Paid In Capital				5.55	6.26	6.68	7.21	7.21
Retained Earnings	1.81	1.37	1.40	3.63	4.44	5.40	13.86	22.03
Treasury Stock							(0.65)	(0.45)
Comprehensive Income and Other		0.09	0.00		0.00	(0.02)	0.87	0.97
Total Common Equity	1.83	1.97	2.00	9.95	11.49	12.86	22.10	30.57
Minority Interest			0.08	0.12	0.05		0.04	(0.01)
Total Equity	1.83	1.97	2.09	10.07	11.53	12.86	22.14	30.56
Total Liabilities And Equity	5.68	8.63	16.83	29.77	36.78	53.50	105.27	128.55

CONTO ECONOMICO CONSOLIDATO RICLASSIFICATO	30.06.2022	30.06.2021
(Valori in Euro)		
Valore della produzione	67.893.314	36.781.010
Costi della produzione al netto di ammortamenti e svalutazioni	46.125.903	29.820.598
EBITDA	21.767.411	6.960.413
Ammortamenti e svalutazioni	886.563	1.431.652
EBIT	20.880.848	5.528.761
Proventi e oneri finanziari	(4.691.969)	(2.752.152)
Rettifiche di attività finanziarie	(305.642)	178.324
Risultato ante imposte	15.883.237	2.954.934
Imposte sul reddito	5.233.448	1.354.212
Risultato Netto	10.649.789	1.600.721
Utile (perdita) esercizio di terzi	(15.745)	0
Utile (perdita) di Gruppo	10.665.534	1.600.721
EBITDA %	32,06%	18,92%
EBIT %	30,76%	15,03%
Risultato ante imposte %	23,39%	8,03%
Risultato Netto %	15,69%	4,35%

COSTI DELLA PRODUZIONE	30.06.2022	Inc. %	30.06.2021	Inc. %
(Valori in Euro)				
Costi per Materie prime	4.861.041	10,54%	3.978.707	13,34%
Costi per Servizi	15.907.802	34,49%	8.118.624	27,22%
Costi per Godimento di beni di terzi	3.271.737	7,09%	2.039.902	6,84%
Costi per il Personale	21.939.651	47,56%	14.852.970	49,81%
Variazione delle rimanenze	-387.229	-0,84%	-63.536	-0,21%
Altri Oneri	532.901	1,16%	893.930	3,00%
TOTALE COSTI DELLA PRODUZIONE	46.125.903	100,00%	29.820.598	100,00%

Very interesting, a potential 10x if they continue with the execution. There is even a dividend. Risks are always a recession, but maybe people will do repairs more compared to complete renovations, so who knows...