

POWERSOFT

Sector: Consumers

BUY (unchanged)

Target: €21.1 (from €23.0)

Short-Term Headwinds, Medium-Term Potential Intact

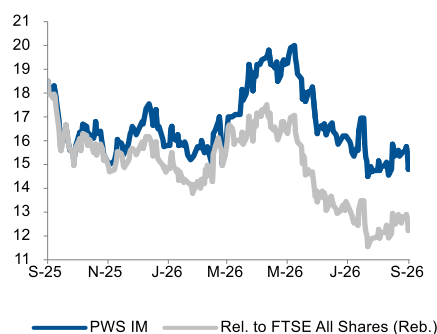
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Change (%)	2026E	2027E	2028E
Eps Adj.	-19.9%	-12.9%	-7.6%

Key Data	September 25, 2026
Price (€)	15.3
Upside/(Downside)	37.9%
Sector	Consumers
Reuters Code	PWS.MI
Bloomberg Code	PWS IM

Performance (%)	1M	3M	12M
Absolute	1.0%	-7.6%	-17.3%
Relative	2.6%	-7.6%	-32.0%
12M (H/L)		20.00/14.50	
3M Average Volume (th):		1.89	



Shareholder data

Total no. of Shares (mn):	13
Mkt Cap (€ mn):	197
Mkt Float (€ mn):	47
Mkt Float (in %):	23.9%
Main Shareholder:	
EVOLVE S.r.l.	73.8%

Balance Sheet Data

Book Value (€ mn)	47
BVPS (€)	3.63
P/BV	4.2
Net Financial Position (€ mn)	-35
Enterprise Value (€ mn)	235

Despite a softer-than-expected market environment, Powersoft continues to demonstrate the strength of its business model through resilient profitability and solid cash generation. The company maintains EBITDA margins above 27%, supported by its premium positioning, innovation-driven strategy and favourable product mix. At the same time, the integration of K-array is opening meaningful cross-selling opportunities and further strengthens Powersoft's positioning as a provider of complete audio solutions. We continue to see the combination of best-in-class profitability, strong cash generation and medium-term synergy potential as the key pillars supporting the investment case.

- **1H26 results: resilient performance despite a challenging environment.** Net revenues reached €44.2mn (+8.8% YoY), broadly in line with our estimate of €44.6mn (-0.9% vs. est.), benefiting from the consolidation of K-array for the full period. On a like-for-like basis, we estimate revenues were broadly stable compared to last year, reflecting a still challenging demand environment. Adj. EBITDA came in at €12.1mn (+5.2% YoY), in line with our forecast (€12.0mn), with a 27.4% margin, slightly above expectations. Net profit amounted to €4.6mn (+8.6% YoY), below our €5.1mn estimate due to higher financial charges. Net debt stood at €41.9mn, fully in line with expectations and a solid result considering the €10.0mn dividend distribution completed in 1H.
- **Management remains cautiously constructive on the outlook.** The company expects business trends in 2H26 to remain broadly consistent with those seen in 1H26, but is more optimistic on 2027 prospects. Management highlighted the US market remains soft, where uncertainty is delaying customers' investment decisions, while China is proving weaker than expected as local authorities increasingly favour domestic suppliers. On the positive side, profitability continues to benefit from a favourable product mix driven by the successful ramp-up of the Unica platform. The integration of K-array is progressing, even if slightly slower than anticipated, with the launch of 3 jointly-developed products, growing commercial cooperation and the progressive integration of distribution networks. Management continues to see significant cross-selling potential given that loudspeaker systems typically carry a contract value several times higher than amplifier sales. Finally, no meaningful raw-material cost inflation is being experienced, although lead times for electronic components are increasing, prompting the company to secure supplies well in advance.
- **Estimates revised to reflect a softer near-term backdrop.** Following the 1H26 results and management's comments, we have revised our estimates to reflect a more challenging market environment than previously expected, especially in the US and China, as well as a more gradual extraction of synergies from the integration of K-array. As a result, we are lowering our 2026 EBITDA estimate by 13.8% to €24.9mn, while the impact on 2027-28 is more limited (-9.0% and -5.4% respectively), as we continue to expect benefits from the K-array integration, new product launches and the ramp-up of selected strategic projects. Despite the lower earnings profile, our cash generation assumptions remain broadly unchanged, with FCF expected to remain at attractive levels throughout the forecast period, confirming the resilience and cash-generative nature of Powersoft's business model.

Key Figures & Ratios	2024A	2025A	2026E	2027E	2028E
Sales (€ mn)	71	92	93	108	118
EBITDA Adj (€ mn)	20	27	25	29	33
Net Profit Adj (€ mn)	13	13	12	15	18
EPS New Adj (€)	1.052	1.000	0.936	1.160	1.379
EPS Old Adj (€)	1.052	1.000	1.168	1.331	1.492
DPS (€)	0.820	0.780	0.620	0.717	0.860
EV/EBITDA Adj	8.6	9.6	9.4	7.9	6.8
EV/EBIT Adj	10.3	11.6	11.8	9.7	8.2
P/E Adj	13.8	17.0	16.4	13.2	11.1
Div. Yield	5.4%	5.1%	4.1%	4.7%	5.6%
Net Debt/EBITDA Adj	-0.5	1.4	1.4	1.0	0.7

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POWERSOFT - Key Figures

Profit & Loss (€ mn)	2023A	2024A	2025A	2026E	2027E	2028E
Sales	69	71	92	93	108	118
EBITDA	20	20	24	25	29	33
EBIT	17	17	18	19	23	26
Financial Income (charges)	-0	1	-4	-3	-3	-3
Associates & Others	0	0	0	0	0	0
Pre-tax Profit	17	17	14	16	20	24
Taxes	-5	-5	-4	-4	-6	-7
Tax rate	27.5%	27.7%	30.1%	28.0%	28.0%	28.0%
Minorities & Discontinued Operations	0	0	0	0	0	0
Net Profit	12	12	10	11	14	17
EBITDA Adj	20	20	27	25	29	33
EBIT Adj	17	17	22	20	24	27
Net Profit Adj	12	13	13	12	15	18
Per Share Data (€)	2023A	2024A	2025A	2026E	2027E	2028E
Total Shares Outstanding (mn) - Average	12	13	13	13	13	13
Total Shares Outstanding (mn) - Year End	12	13	13	13	13	13
EPS f.d	1.022	1.035	0.782	0.874	1.103	1.323
EPS Adj f.d	1.022	1.052	1.000	0.936	1.160	1.379
BVPS f.d	2.914	3.235	3.360	3.634	4.077	4.596
Dividend per Share ORD	0.850	0.820	0.780	0.620	0.717	0.860
Dividend per Share SAV	0.000	0.000	0.000	0.000	0.000	0.000
Dividend Payout Ratio (%)	84.4%	81.9%	78.9%	66.3%	61.9%	62.4%
Cash Flow (€ mn)	2023A	2024A	2025A	2026E	2027E	2028E
Gross Cash Flow	16	16	19	17	21	24
Change in NWC	-9	-12	2	0	-4	-3
Capital Expenditure	-4	-3	-4	-4	-5	-5
Other Cash Items	0	0	0	0	0	0
Free Cash Flow (FCF)	4	1	16	13	13	15
Acquisitions, Divestments & Other Items	-1	-1	-55	0	0	0
Dividends	-10	-10	-10	-10	-8	-9
Equity Financing/Buy-back	1	2	0	0	0	0
Change in Net Financial Position	-6	-8	-48	3	5	6
Balance Sheet (€ mn)	2023A	2024A	2025A	2026E	2027E	2028E
Total Fixed Assets	5	5	57	55	54	52
Net Working Capital	13	25	29	29	32	36
Long term Liabilities	-1	-1	-5	-3	-4	-5
Net Capital Employed	17	28	81	82	83	83
Net Cash (Debt)	18	10	-38	-35	-30	-24
Group Equity	34	39	43	47	52	59
Minorities	0	0	0	0	0	0
Net Equity	34	39	43	47	52	59
Enterprise Value (€ mn)	2023A	2024A	2025A	2026E	2027E	2028E
Average Mkt Cap	81	181	219	197	197	197
Adjustments (Associate & Minorities)	-2	-2	-3	-3	-3	-3
Net Cash (Debt)	18	10	-38	-35	-30	-24
Enterprise Value	66	174	260	235	230	224
Ratios (%)	2023A	2024A	2025A	2026E	2027E	2028E
EBITDA Adj Margin	28.5%	28.3%	29.2%	26.8%	27.1%	28.0%
EBIT Adj Margin	24.0%	23.6%	24.3%	21.3%	22.1%	23.3%
Gearing - Debt/Equity	-51.7%	-26.3%	89.8%	74.6%	57.8%	40.9%
Interest Cover on EBIT	1512.8	nm	4.3	5.8	7.4	9.2
Net Debt/EBITDA Adj	-0.9	-0.5	1.4	1.4	1.0	0.7
ROACE*	141.7%	73.6%	33.8%	23.2%	27.7%	31.9%
ROE*	36.8%	34.4%	31.3%	26.9%	30.1%	31.8%
EV/CE	5.6	7.7	4.8	2.9	2.8	2.7
EV/Sales	1.0	2.4	2.8	2.5	2.1	1.9
EV/EBITDA Adj	3.3	8.6	9.6	9.4	7.9	6.8
EV/EBIT Adj	4.0	10.3	11.6	11.8	9.7	8.2
Free Cash Flow Yield	1.8%	0.5%	8.4%	6.9%	6.4%	7.8%
Growth Rates (%)	2023A	2024A	2025A	2026E	2027E	2028E
Sales	43.7%	3.1%	29.3%	1.2%	15.1%	9.9%
EBITDA Adj	59.7%	2.6%	33.5%	-7.3%	16.5%	13.4%
EBIT Adj	68.1%	1.2%	33.1%	-11.1%	19.2%	15.6%
Net Profit Adj	90.0%	4.0%	1.2%	-5.3%	23.9%	18.9%
EPS Adj	88.3%	2.9%	-4.9%	-6.5%	23.9%	18.9%
DPS	3.7%	-3.5%	-4.9%	-20.5%	15.6%	19.9%

*Excluding extraordinary items Source: Intermonte SIM Estimates

1H26 Results

PWS: 1H26 results vs estimates

(Eu mn)	2024A	1H25A	2H25A	2025A	1H26A	1H26E	A vs E
Net Revenues	71.4	40.7	51.7	92.3	44.2	44.6	-0.9%
YoY growth	3.1%	11.5%	48.0%	29.3%	8.8%	9.8%	
COGS	(37.3)	(20.0)	(25.2)	(45.1)	(21.1)	(21.2)	
% on net sales	-52.2%	-49.1%	-48.7%	-48.9%	-47.6%	-47.5%	
YoY growth	0.1%	3.8%	39.7%	21.2%	5.4%	6.1%	
GROSS PROFIT	35.1	21.1	28.1	49.2	25.2	23.7	
% on net sales	49.2%	51.9%	54.4%	53.3%	57.0%	53.2%	
YoY growth	6.1%	19.5%	61.3%	40.2%	19.5%	12.4%	
EBITDA Adj.	20.2	11.5	15.5	27.0	12.1	12.0	0.6%
Ebitda margin	28.3%	28.3%	30.0%	29.2%	27.4%	27.0%	
EBITDA	20.0	10.2	13.9	24.1	12.0	12.0	-0.2%
Ebitda margin	27.9%	25.1%	26.9%	26.1%	27.2%	27.0%	
D&A/Provisions	(3.4)	(2.4)	(3.2)	(5.6)	(3.0)		
EBIT	16.6	7.8	10.7	18.5	9.0	8.7	3.5%
Ebit margin	23.2%	19.1%	20.7%	20.0%	20.4%	19.6%	
YoY growth	-0.5%	-8.3%	32.0%	11.4%	16.5%	12.6%	
Net financials	0.5	(1.5)	(2.8)	(4.3)	(2.0)	(1.5)	
Pre tax profit	17.1	6.3	7.9	14.2	7.1	7.2	-2.4%
Taxes	(4.7)	(2.0)	(2.2)	(4.3)	(2.5)	(2.2)	
Tax Rate	-27.7%	-32.5%	-28.1%	-30.1%	-35.1%	-30.0%	
Minorities	0.0	0.0	0.0	0.0	0.0	0.0%	
Net Income	12.3	4.2	5.7	9.9	4.6	5.1	-9.4%
YoY growth	2.4%	-32.8%	-6.0%	-19.6%	8.7%	20.0%	

Source: Company data & Intermonte SIM Estimates

PWS: 2H implied into Intermonte estimates

(Eu mn)	2024A	1H25A	2H25A	2025A	1H26A	2H26E	2026 E
Net Revenues	71.4	40.7	51.7	92.3	44.2	49.2	93.4
YoY growth	3.1%	11.5%	48.0%	29.3%	8.8%	-4.9%	1.2%
COGS	(37.3)	(20.0)	(25.2)	(45.1)	(21.1)	(23.4)	(44.5)
% on net sales	-52.2%	-49.1%	-48.7%	-48.9%	-47.6%	-47.6%	-47.6%
YoY growth	0.1%	3.8%	39.7%	21.2%	5.4%	-7.0%	-1.5%
GROSS PROFIT	35.1	21.1	28.1	49.2	25.2	25.8	51.0
% on net sales	49.2%	51.9%	54.4%	53.3%	57.0%	52.4%	54.6%
YoY growth	6.1%	19.5%	61.3%	40.2%	19.5%	-8.4%	3.5%
EBITDA Adj.	20.2	11.5	15.5	27.0	12.1	12.9	25.0
Ebitda margin	28.3%	28.3%	30.0%	29.2%	27.4%	26.3%	26.8%
EBITDA	20.0	10.2	13.9	24.1	12.0	12.9	24.9
Ebitda margin	27.9%	25.1%	26.9%	26.1%	27.2%	26.3%	26.7%
D&A/Provisions	(3.4)	(2.4)	(3.2)	(5.6)	(3.0)	(3.1)	(6.1)
EBIT	16.6	7.8	10.7	18.5	9.0	9.8	18.8
Ebit margin	23.2%	19.1%	20.7%	20.0%	20.4%	19.9%	20.2%
YoY growth	-0.5%	-8.3%	32.0%	11.4%	16.5%	-8.4%	2.0%
Net financials	0.5	(1.5)	(2.8)	(4.3)	(2.0)	(1.3)	(3.2)
Pre tax profit	17.1	6.3	7.9	14.2	7.1	8.5	15.6
Taxes	(4.7)	(2.0)	(2.2)	(4.3)	(2.5)	(1.9)	(4.4)
Tax Rate	-27.7%	-32.5%	-28.1%	-30.1%	-35.1%	-22.1%	-28.0%
Minorities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net Income	12.3	4.2	5.7	9.9	4.6	6.6	11.2
YoY growth	2.4%	-32.8%	-6.0%	-19.6%	8.7%	16.4%	13.1%

Source: Company data & Intermonte SIM Estimates

Estimates

PWS: P&L

(Eu mn)	2018A	2019A	2020A	2021A	2022A	2023A	2024A	2025A	2026 E	2027 E	2028 E
Net Revenues	33.5	36.9	29.6	33.3	48.2	69.3	71.4	92.3	93.4	107.5	118.1
YoY growth	9.7%	10.4%	-20.0%	12.8%	44.6%	43.7%	3.1%	29.3%	1.2%	15.1%	9.9%
o/w Organic	9.7%	10.4%	-20.0%	12.8%	44.6%	43.7%	3.1%	1.7%	-5.4%	15.1%	9.9%
o/w Scope	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	27.6%	6.6%	0.0%	0.0%
Other Revenues	1.8	1.3	1.1	0.4	0.6	1.1	0.9	2.0	2.0	2.0	2.0
YoY growth	-8.7%	-26.1%	-20.2%	-64.8%	56.7%	81.8%	-10.5%	112.5%	0.0%	0.0%	0.0%
COGS	(19.3)	(19.8)	(15.7)	(18.6)	(24.9)	(37.2)	(37.3)	(45.1)	(44.5)	(50.5)	(54.9)
% on net sales	-57.8%	-53.5%	-53.0%	-55.8%	-51.6%	-53.7%	-52.2%	-48.9%	-47.6%	-47.0%	-46.5%
YoY growth	3.6%	2.2%	-20.7%	18.8%	33.7%	49.6%	0.1%	21.2%	-1.5%	13.6%	8.7%
GROSS PROFIT	15.9	18.5	14.9	15.1	23.9	33.1	35.1	49.2	51.0	59.0	65.2
% on net sales	47.6%	50.1%	50.6%	45.3%	49.6%	47.8%	49.2%	53.3%	54.6%	54.9%	55.2%
YoY growth	15.4%	16.2%	-19.3%	1.0%	58.4%	38.5%	6.1%	40.2%	3.5%	15.8%	10.5%
EBITDA Adj.	5.4	6.4	4.5	5.0	12.4	19.7	20.2	27.0	25.0	29.2	33.1
Ebitda margin	16.0%	17.3%	15.4%	15.0%	25.6%	28.5%	28.3%	29.2%	26.8%	27.1%	28.0%
YoY growth	11.8%	19.6%	-29.0%	10.4%	146.3%	59.7%	2.6%	33.5%	-7.3%	16.5%	13.4%
EBITDA	5.4	6.4	4.5	5.0	12.4	19.7	20.0	24.1	24.9	29.2	33.1
Ebitda margin	16.0%	17.3%	15.4%	15.0%	25.6%	28.5%	27.9%	26.1%	26.7%	27.1%	28.0%
YoY growth	11.8%	19.6%	-29.0%	10.4%	146.3%	59.7%	1.2%	20.7%	3.5%	17.0%	13.4%
D&A	(1.5)	(1.9)	(2.0)	(2.0)	(2.0)	(2.5)	(3.1)	(5.4)	(5.9)	(6.2)	(6.4)
% on net sales	-4.3%	-5.3%	-6.7%	-5.9%	-4.2%	-3.6%	-4.3%	-5.8%	-6.3%	-5.8%	-5.4%
Provisions	(0.5)	(0.5)	(0.5)	(0.5)	(0.4)	(0.6)	(0.3)	(0.3)	(0.2)	(0.2)	(0.2)
% on net sales	-1.5%	-1.3%	-1.8%	-1.4%	-0.9%	-0.8%	-0.4%	-0.3%	-0.2%	-0.2%	-0.2%
EBIT Adj.	3.4	4.0	2.0	2.6	9.9	16.6	16.8	22.4	19.9	23.8	27.5
Ebit margin	10.1%	10.8%	6.9%	7.7%	20.5%	24.0%	23.6%	24.3%	21.3%	22.1%	23.3%
YoY growth	3.3%	17.7%	-49.0%	27.2%	283.7%	68.1%	1.2%	33.1%	-11.1%	19.2%	15.6%
EBIT	3.4	4.0	2.0	2.6	9.9	16.6	16.6	18.5	18.8	22.8	26.5
Ebit margin	10.1%	10.8%	6.9%	7.7%	20.5%	24.0%	23.2%	20.0%	20.2%	21.2%	22.4%
YoY growth	3.3%	17.7%	-49.0%	27.2%	283.7%	68.1%	-0.5%	11.4%	2.0%	20.9%	16.2%
Net financials	0.1	0.0	(0.6)	0.4	(1.0)	(0.0)	0.5	(4.3)	(3.2)	(3.1)	(2.9)
Pre tax profit	3.5	4.0	1.4	3.0	8.9	16.6	17.1	14.2	15.6	19.7	23.6
Taxes	(1.0)	(1.0)	0.3	(0.7)	(2.5)	(4.6)	(4.7)	(4.3)	(4.4)	(5.5)	(6.6)
Tax Rate	-28.1%	-24.9%	23.1%	-23.6%	-28.4%	-27.5%	-27.7%	-30.1%	-28.0%	-28.0%	-28.0%
Minorities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net Income	2.5	3.0	1.7	2.3	6.3	12.1	12.3	9.9	11.2	14.2	17.0
YoY growth	20.5%	19.6%	-42.3%	30.0%	180.6%	90.0%	2.4%	-19.6%	13.1%	26.3%	19.9%
Adjustments	0.0	0.0	0.0	0.0	0.0	0.0	0.3	4.0	1.1	1.0	1.0
Net Income Adjusted	2.5	3.0	1.7	2.3	6.3	12.1	12.5	12.7	12.0	14.9	17.7
YoY growth	20.5%	19.6%	-42.3%	30.0%	180.6%	90.0%	4.0%	1.2%	-5.3%	23.9%	18.9%

Source: Company data & Intermonte SIM Estimates

PWS: Balance Sheet

(Eu mn)	2018A	2019A	2020A	2021A	2022A	2023A	2024A	2025A	2026 E	2027 E	2028 E
Fixed Assets	2.4	4.0	3.4	2.7	3.2	4.8	4.9	57.2	55.5	53.8	52.1
Inventories	8.0	7.7	8.9	6.3	9.7	17.5	20.2	23.3	25.2	28.0	30.7
Trade Receivables	5.5	4.9	4.8	2.6	6.5	10.9	11.2	15.7	15.9	18.3	20.1
Trade Payables	(7.7)	(6.2)	(5.6)	(5.3)	(9.0)	(16.6)	(6.6)	(9.2)	(11.6)	(13.2)	(14.2)
Others	(0.2)	(1.5)	1.4	(0.0)	(2.6)	1.2	0.2	(0.7)	(0.7)	(0.7)	(0.7)
Trade NWC	5.6	4.8	9.5	3.6	4.6	13.1	25.0	29.2	28.9	32.4	35.9
on sales	16.8%	13.1%	32.1%	10.8%	9.5%	18.9%	34.9%	31.6%	30.9%	30.1%	30.4%
Other Curr. Assets/ Liabilities	(0.9)	(0.8)	(1.1)	(1.3)	(0.9)	(1.3)	(1.5)	(5.4)	(2.8)	(3.5)	(4.8)
Net Capital Employed	7.1	8.0	11.8	5.1	6.9	16.6	28.4	80.9	81.5	82.7	83.2
Net Cash/(Debt)	8.3	11.0	9.1	20.0	24.3	17.8	10.2	(38.3)	(34.8)	(30.3)	(24.1)
Total Equity	15.4	19.0	20.9	25.1	31.1	34.4	38.6	42.6	46.7	52.4	59.0

Source: Company data & Intermonte SIM Estimates

PWS: Cash Flow

(Eu mn)	2018A	2019A	2020A	2021A	2022A	2023A	2024A	2025A	2026 E	2027 E	2028 E
Net Income	2.5	3.0	1.7	2.3	6.3	12.1	12.3	9.9	11.2	14.2	17.0
D&A & provisions	2.0	2.4	2.5	2.4	2.5	3.1	3.4	5.6	6.1	6.4	6.6
Change in Trade NWC	(1.4)	0.8	(4.6)	5.9	(1.0)	(8.5)	(11.8)	1.5	0.3	(3.5)	(3.5)
Delta funds	(0.4)	(0.4)	(0.5)	(0.4)	(0.3)	0.9	0.5	0.8	0.0	0.0	0.0
Other non-cash items	0.1	0.1	0.1	(0.4)	0.0	0.0	0.0	2.9	0.0	0.0	0.0
Operating Cash Flow	2.8	5.9	(0.8)	9.8	7.5	7.5	4.4	20.8	17.6	17.1	20.1
Capex	(1.5)	(1.5)	(1.5)	(1.5)	(2.5)	(3.9)	(3.3)	(4.4)	(4.1)	(4.5)	(4.7)
Free Cash Flow	1.4	4.4	(2.3)	8.4	4.9	3.6	1.1	16.4	13.5	12.5	15.4
Disposals	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-50.0	0.0	0.0	0.0
Capital Increase/Buyback	3.4	0.4	0.0	1.8	1.1	0.6	2.3	0.0	0.0	0.0	0.0
Dividends	(7.0)	0.0	0.0	0.0	(1.8)	(9.6)	(10.2)	(10.3)	(10.0)	(8.0)	(9.2)
Dividends to minorities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.4	(2.1)	0.3	0.8	(0.0)	(1.1)	(0.8)	(4.6)	0.0	0.0	0.0
Net Cash Flow	(1.8)	2.7	(1.9)	10.9	4.3	(6.5)	(7.6)	(48.5)	3.5	4.5	6.1
Initial Net Financial Position	10.1	8.3	11.0	9.1	20.0	24.3	17.8	10.2	(38.3)	(34.8)	(30.3)
Net Cash Flow	(1.8)	2.7	(1.9)	10.9	4.3	(6.5)	(7.6)	(48.5)	3.5	4.5	6.1
Final Net Financial Position	8.3	11.0	9.1	20.0	24.3	17.8	10.2	(38.3)	(34.8)	(30.3)	(24.1)

Source: Company data & Intermonte SIM Estimates

Change in Estimates

PWS: Change to Estimates

(Eu mn)	2026 E New	2027 E New	2028 E New	2026 E Old	2027 E Old	2028 E Old	2026 E Δ %	2027 E Δ %	2028 E Δ %
Net Revenues	93.4	107.5	118.1	104.0	113.8	123.9	-10.1%	-5.5%	-4.7%
<i>YoY growth</i>	<i>1.2%</i>	<i>15.1%</i>	<i>9.9%</i>	<i>12.6%</i>	<i>9.5%</i>	<i>8.9%</i>			
EBITDA	24.9	29.2	33.1	28.9	32.0	35.0	-13.8%	-9.0%	-5.4%
<i>Ebitda margin</i>	<i>26.7%</i>	<i>27.1%</i>	<i>28.0%</i>	<i>27.8%</i>	<i>28.1%</i>	<i>28.2%</i>			
D&A	(5.9)	(6.2)	(6.4)	(6.1)	(6.4)	(6.6)			
Provisions	(0.2)	(0.2)	(0.2)	(0.5)	(0.5)	(0.5)			
EBIT	18.8	22.8	26.5	22.3	25.1	27.9	-15.7%	-9.4%	-5.0%
<i>Ebit margin</i>	<i>20.2%</i>	<i>21.2%</i>	<i>22.4%</i>	<i>21.5%</i>	<i>22.1%</i>	<i>22.5%</i>			
Net financials	(3.2)	(3.1)	(2.9)	(2.6)	(2.5)	(2.3)			
Pre tax profit	15.6	19.7	23.6	19.7	22.7	25.5	-21.0%	-13.1%	-7.5%
Taxes	(4.4)	(5.5)	(6.6)	(5.5)	(6.3)	(7.1)			
<i>Tax Rate</i>	<i>-28.0%</i>	<i>-28.0%</i>	<i>-28.0%</i>	<i>-28.0%</i>	<i>-28.0%</i>	<i>-28.0%</i>			
Minorities	0.0	0.0	0.0	0.0	0.0	0.0			
Net Income	11.2	14.2	17.0	14.2	16.3	18.4	-21.0%	-13.1%	-7.5%
<i>YoY growth</i>	<i>13.1%</i>	<i>26.3%</i>	<i>19.9%</i>	<i>43.2%</i>	<i>14.8%</i>	<i>12.6%</i>			
Adjustments	1.1	1.0	1.0	1.1	1.1	1.1			
Net Income Adjusted	12.0	14.9	17.7	15.0	17.1	19.2	-19.9%	-12.9%	-7.6%
<i>YoY growth</i>	<i>-5.3%</i>	<i>23.9%</i>	<i>18.9%</i>	<i>17.9%</i>	<i>14.0%</i>	<i>12.0%</i>			
Free Cash Flow	13.5	12.5	15.4	15.2	15.6	17.6			
Net Cash/(Debt)	(34.8)	(30.3)	(24.1)	(33.2)	(27.6)	(20.6)	5.1%	9.7%	17.3%

Source: Company data & Intermonte SIM Estimates

Valuation

We reduce our TP to €21.1 from €23.0 following the estimates' revision. Our TP comes from the simple average of a DCF model and an EV/ROACE analysis. At our target price, PWS would trade at 12.3/10.4x EV/EBITDA and 22.4/18.1x P/E based on our FY26E/27 estimates, still granting a >5% FCF yield on average.

PWS: Valuation Summary

Method		Weight
DCF (WACC 7.8%, TG 2%)	24.2 Eu ps	50%
EV/ROACE	17.9 Eu ps	50%
Target Price	21.1 Eu ps	
Current price	15.3 Eu ps	
Upside	38%	

Source: Intermonte SIM

PWS: Multiples @ current price

	2025 A	2026 E	2027 E	2028 E
EV/SALES	2.6 x	2.5 x	2.1 x	1.9 x
EV/EBITDA Adj.	8.8 x	9.3 x	7.9 x	6.7 x
EV/EBIT Adj.	10.6 x	11.7 x	9.6 x	8.1 x
PE Adj.	15.4 x	16.3 x	13.1 x	11.0 x
FCF yield	8.4%	6.9%	6.4%	7.9%

Source: Intermonte SIM

PWS: Multiples @ target price

	2025 A	2026 E	2027 E	2028 E
EV/SALES	3.4 x	3.3 x	2.8 x	2.5 x
EV/EBITDA Adj.	11.5 x	12.3 x	10.4 x	9.0 x
EV/EBIT Adj.	13.9 x	15.4 x	12.7 x	10.8 x
PE Adj.	21.2 x	22.4 x	18.1 x	15.2 x
FCF yield	6.1%	5.0%	4.7%	5.7%

Source: Intermonte SIM

DCF Model

The basic assumptions in our DCF model are as follows:

- a risk-free rate of 4.0%,
- a 5.5% equity risk premium,
- unlevered beta of 0.8,
- cost of debt at 4.0%.
- These assumptions provide a weighted average cost of capital (WACC) of 7.8%.

We also assume a **terminal growth rate of 2.0%**. Based on these assumptions, we estimate an enterprise value (EV) of €352mn. We then subtract the net financial debt as at YE25 (which already includes an €8.6mn discounted deferred price for the acquisition of 51% of K-array, a €7.2mn discounted earn-out and €17.4mn discounted debt for the put & call option to purchase the remaining 49% of K-array), other liabilities and the minorities (€3.5mn), culminating in an **equity value of c.€310mn, corresponding to €24.2ps**.

PWS: DCF

(Eu mn)	2025 A	2026 E	2027 E	2028 E	2029 E	2030 E	2031 E	2032 E	TV
EBIT	18.5	18.8	22.8	26.5	29.5	30.7	31.6	32.5	32.5
% margin	20.0%	20.2%	21.2%	22.4%	24.0%	24.0%	24.0%	24.0%	23.5%
Taxes	-5.5	-5.3	-6.4	-7.4	-8.3	-8.6	-8.8	-9.1	-9.1
tax rate	-30%	-28%	-28%	-28%	-28%	-28%	-28%	-28%	-28%
NOPAT	12.9	13.6	16.4	19.1	21.2	22.1	22.7	23.4	23.4
D&A	5.6	6.1	6.4	6.6	5.5	5.7	5.9	6.1	6.2
Change in WC	1.5	0.3	-3.5	-3.5	-1.4	-1.5	-1.1	-1.2	-0.8
Capex	-4.4	-4.1	-4.5	-4.7	-5.5	-5.7	-5.9	-6.1	-6.2
Capex/Sales	-4.7%	-4.4%	-4.2%	-4.0%	-4.5%	-4.5%	-4.5%	-4.5%	-4.5%
FCF	15.7	15.8	14.7	17.4	19.8	20.6	21.6	22.2	22.6
Discounting factor	1.00	1.00	0.93	0.86	0.80	0.74	0.69	0.64	0.64
Discounted Free cash flow	15.7	15.8	13.7	15.0	15.8	15.2	14.8	14.2	247.1
Discounted FCF 26-32	104.6								
Terminal value	247.1								
Total EV (with DCF)	351.7								
NFP (YE25)	-38.3								
Employee benefits/Provisions	-3.5								
Total EQUITY	309.9								
N. of shares (mn)	12.8								
TARGET PRICE (Eu)	24.2								
WACC	7.8%								
Terminal growth	2.0%								

Source: Intermonte SIM

The sensitivity analysis below gives the equity values at different WACC and terminal growth rates.

PWS: DCF Sensitivity Analysis

		Terminal Growth				
		1.0%	1.5%	2.0%	2.5%	3.0%
W	6.8%	24.4	26.2	28.3	30.9	34.3
A	7.3%	22.9	24.4	26.1	28.2	30.8
C	7.8%	21.5	22.8	24.2	26.0	28.1
C	8.3%	20.4	21.5	22.7	24.2	25.9
C	8.8%	19.4	20.3	21.4	22.6	24.1

Source: Intermonte SIM

EV/ROACE

We complement our valuation framework with an **EV/ROACE model**, which yields an average **equity value per share of €17.9 over the next three years**.

We use this methodology as we believe it is particularly well suited to capturing the value creation profile of Powersoft, whose business is characterised by **high returns on capital, strong margins, and a capital-light structure**. Unlike traditional approaches based on multiples, the EV/ROACE framework explicitly links valuation to the company's ability to **generate returns above its cost of capital**, providing a more structurally grounded assessment of value, especially in a context where direct listed comparables are limited.

PWS: EV/ROACE

	2026 E	2027 E	2028 E
EBIT Adj.	19.9	23.8	27.5
Tax rate %	28.0%	28.0%	28.0%
NOPAT	14	17	20
Invested capital (ex. Goodwill)	55	56	56
ROIC	26.3%	30.7%	35.1%
WACC	7.8%	7.8%	7.8%
TG	2.0%	2.0%	2.0%
Fair EV/EBIT multiple	11.4x	11.6x	11.7x
Enterprise value (EV)	228	275	321
Net debt/(cash)	-35	-30	-24
Adjustments	-3	-3	-3
Equity (E)	190	242	293
NOSH	12.8	12.8	12.8
Equity ps	14.9	18.9	23.0
Discount factor	1.00	0.96	0.89
Discounted Equity ps	14.9	18.2	20.5
Average 3Y discounted Equity ps		17.9	
Current share price		15	
Upside/(Downside)		19%	

Source: Intermonte SIM

The sensitivity analysis below gives the equity values at different WACC and terminal growth rates.

PWS: EV/ROACE Sensitivity Analysis

		TGR				
		1.0%	1.5%	2.0%	2.5%	3.0%
W A C C	6.8%	18.7	20.3	22.3	24.7	27.7
	7.3%	17.0	18.3	19.9	21.8	24.1
	7.8%	15.5	16.6	17.9	19.4	21.3
	8.3%	14.2	15.1	16.2	17.5	19.0
	8.8%	13.1	13.9	14.8	15.8	17.1

Source: Intermonte SIM

Powersoft in Brief

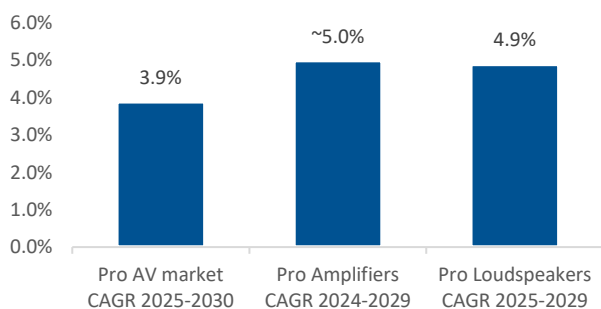
Company description

Powersoft is a leading technology group offering professional audio solutions. Founded in 1995, the Group pioneered the use of high-efficiency Class-D amplification in professional audio and has since established itself as one of the global reference players in energy-efficient, high-performance amplification platforms. The Group's offering spans high-end rack amplifiers, embedded amplification modules, advanced transducers and premium loudspeaker systems.

Strengths/Opportunities

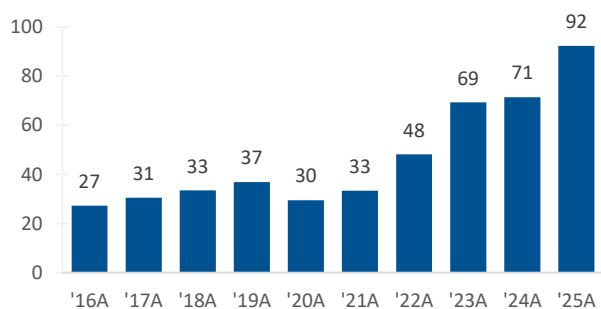
- Global leadership and established brand
- Technological excellence and intellectual property
- Highly experienced management
- Solid financial position & robust cash generation
- Synergies from K-array acquisition
- Launch of new innovative products

Reference Markets Expected Growth



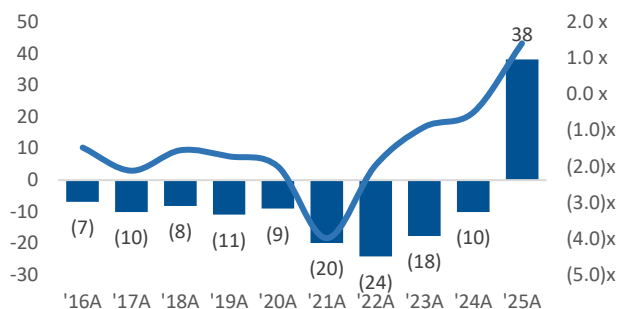
Source: Intermonte SIM on Futursource and Axiva

Net Revenues (€ mn)



Source: Intermonte SIM and Company data

Net Debt/(Cash) evolution (€ mn)



Source: Intermonte SIM and Company data

Management

Chairman: Carlo Lastrucci
CEO: Luca Lastrucci
CFO: Massimo Ghedini

Next BoD renewal: 2027

BoD independent members: 1/7

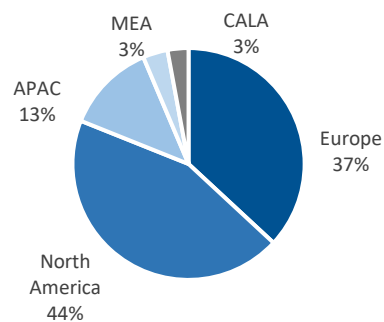
Shareholders

Evolve S.r.l.	73.80%
Lorenzo Lepri	3.03%
HP Sound Equipment	2.34%
Market	20.83%

Weaknesses/Threats

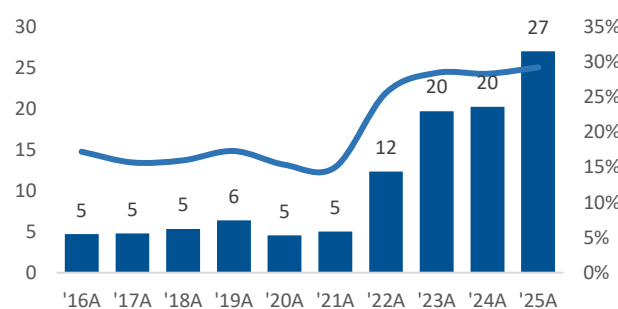
- Limited stock liquidity
- Dependence on key personnel
- Dependence on key suppliers
- Failure to innovate
- Macro deterioration

Revenue Breakdown by Geography (2025)



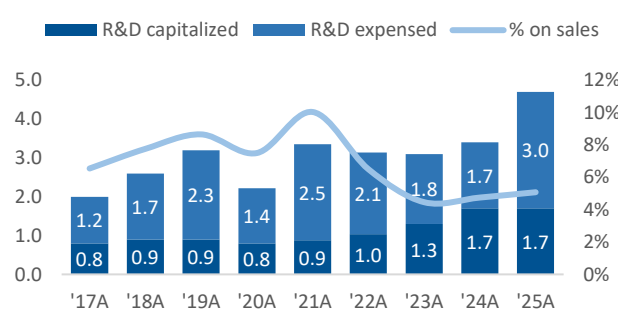
Source: Company data

Adjusted EBITDA (€ mn) and Margin (%)



Source: Intermonte SIM and Company data

R&D investments (€ mn)



Source: Company data

DETAILS ON STOCK RECOMMENDATION			
Stock NAME	POWERSOFT		
Current Recomm:	BUY	Previous Recomm:	BUY
Current Target (€):	21.10	Previous Target (€):	23.00
Current Price (€):	15.30	Previous Price (€):	17.10
Date of report:	27/09/2026	Date of last report:	07/04/2026

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GUIDE TO FUNDAMENTAL RESEARCH

The main methods used to evaluate financial instruments and set a target price for 12 months after the investment recommendation are as follows:

- Discounted cash flow (DCF) model or similar methods such as a dividend discount model (DDM)
- Comparison with market peers, using the most appropriate methods for the individual company analysed: among the main ratios used for industrial sectors are price/ earnings (P/E), EV/EBITDA, EV/EBIT, price /sales
- Return on capital and multiples of adjusted net book value are the main methods used for banking sector stocks, while for insurance sector stocks return on allocated capital and multiples on net book value and embedded portfolio value are used
- For the utilities sector comparisons are made between expected returns and the return on the regulatory asset base (RAB)

Some of the parameters used in evaluations, such as the risk-free rate and risk premium, are the same for all companies covered, and are updated to reflect market conditions. Currently a risk-free rate of 4.0% and a risk premium between 5.5% - 6.0% are being used.

Frequency of research: quarterly.

Reports on all companies listed on the FTSEMIIB40 Index, most of those on the MIBEX Index and the main small caps (regular coverage) are published at least once per quarter to comment on results and important newswell.

A draft copy of each report may be sent to the subject company for its information (without target price and/or recommendations), but unless expressly stated in the text of the report, no changes are made before it is published.

Explanation of our ratings system:

BUY: stock expected to outperform the market by over 25% over a 12 month period;

OUTPERFORM: stock expected to outperform the market by between 10% and 25% over a 12 month period;

NEUTRAL: stock performance expected at between +10% and - 10% compared to the market over a 12 month period;

UNDERPERFORM: stock expected to underperform the market by between -10% and -25% over a 12 month period;

SELL: stock expected to underperform the market by over 25% over a 12 month period.

Prices: The prices reported in the research refer to the price at the close of the previous day of trading

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Intermonte SIM is authorised by CONSOB to provide investment services and is listed at n° 246 in the register of brokerage firms.

As at 28 September 2026 Intermonte's Research Department covered 138 companies. Intermonte's distribution of stock ratings is as follows:

BUY:	28.26%
OUTPERFORM:	42.03%
NEUTRAL:	28.99%
UNDERPERFORM:	00.72%
SELL:	00.00%

The distribution of stock ratings for companies which have received corporate finance services from Intermonte in the last 12 months (81 in total) is as follows:

BUY:	49.38%
OUTPERFORM:	29.63%
NEUTRAL:	18.52%
UNDERPERFORM:	02.47%
SELL:	00.00%

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Intermonte SIM S.p.A. operates or has operated in the last 12 months as the person in charge of carrying out the share buyback plan approved by the shareholders' meeting of AZIMUT, ECOSUNTEK, ELEN., ELICA, FILA, FINCANTIERI, GIOCAMONDO STUDY, INTERCOS, INTRED, PHARMANUTRA, SALVATORE FERRAGAMO, SESA, SG COMPANY, STAR7, SYS-DAT, TMP GROUP, UNIDATA, VALSOIA, WEBUILD

Intermonte SIM S.p.A. provides or has provided corporate brokerage services to AATECH, ABC COMPANY, AEROPORTO GUGLIELMO MARCONI DI BOLOGNA, ALLCORE, ALMAWAVE, AVIO, CASTA DIVA GROUP, CUBE LABS, CY4GATE, DOMINION HOSTING HOLDING, ELICA, ESPRINET, EVISIO, EXECUS, FINE FOODS & PHARMACEUTICALS NTM, GPI, HIGH QUALITY FOOD, IGD, IKONISYS SA, ISCC HINTECH, LEMON SISTEMI, LUVÉ, MAPS, MARE ENGINEERING GROUP, NEODECORTECH, NOTORIOUS PICTURES, PREATONI GROUP, REDELI, REDFISH LONGTERM CAPITAL, REVO INSURANCE, REWAY GROUP, SERI INDUSTRIAL, SPINDOX, STAR7, TECNO, ULISSE BIOMED, WIIT, XENIA HOTELLERIE SOLUTION, Zest Group SpA in the last 12 months

Intermonte SIM S.p.A. operates or has operated in the last 12 months as Financial Content Provider on the company AATECH, ALLCORE, ALMAWAVE, B&C SPEAKERS, BANCA SISTEMA, BIFIRE, CASTA DIVA GROUP, COFLE, COM.TEL, CUBE LABS, CY4GATE, DOMINION HOSTING HOLDING, ECOSUNTEK, ELES, ELICA, ENERGY, EVISIO, EXECUS, FIERA MILANO, FILA, FOPE, G.M. LEATHER, GREEN OLEO, HIGH QUALITY FOOD, IGD, IKONISYS SA, INTERCOS, ISCC FINTECH, LEMON SISTEMI, MAPS, MARE ENGINEERING GROUP, MASI AGRICOLA, MATICA FINTEC, MISITANO & STRACUZZI SPA, NEODECORTECH, NOTORIOUS PICTURES, OLIDATA, PREATONI GROUP, RACING FORCE, REDELI, REDFISH LONGTERM CAPITAL, SG COMPANY, SIMONE, SPINDOX, TAMBURI, TECNO, TMP GROUP, ULISSE BIOMED, XENIA HOTELLERIE SOLUTION, Zest Group SpA

Intermonte SIM S.p.A. performs or has performed in the last 12 months the role of intermediary appointed in the public purchase and/or exchange offer transaction of ANTARES VISION, BANCA SISTEMA, MARE ENGINEERING GROUP, POSTE ITALIANE

Intermonte SIM S.p.A. operates or has operated in the last 12 months as liquidity provider of BANCA SISTEMA, Zest Group SpA

Intermonte SIM is acting as advisor to Webuild in the voluntary public tender offer promoted on Trevi-Finanziaria Industriale.

Intermonte SIM is acting as advisor to Poste Italiane S.p.A. in the context of the voluntary public purchase and exchange offer promoted on TIM S.p.A. in relation to stock market aspects and institutional investors relationships, as well as intermediary responsible for the coordination of the collection of the offer acceptances.

Intermonte SIM has acted as counterparty to WIIT Fin S.r.l. in connection with call and put options having WIIT S.p.A. shares and dividends as reference underlying.

Intermonte SIM S.p.A. performs or has performed in the last 12 months the role of financial advisor for BANCA GENERALI, BANCO BPM, MARE ENGINEERING GROUP, POSTE ITALIANE, TELECOM ITALIA, WEBUILD

Intermonte SIM S.p.A. operates or has operated in the last 12 months as market maker on financial instruments with underlying shares issued by AZA, AMPLIFON, AZIMUT, BANCA GENERALI, BANCA IFIS, BANCA MEDIOLANUM, BANCO BPM, BCA MPS, BFF BANK, Bper Banca, BREMBO, BUZZI, CAMPARI, DANIELI & C, DIASORIN, ENEL, ENI, ERG, FERRARI, FINCOBANK, INDUSTRIE DE NORA, INTERPUMP GROUP, INTESA SANPAOLO, INWIT, IREN, ITALGAS, LEONARDO, LOTTOMATICA GROUP, MFE B, MONCLER, MONDADORI EDIT., NEXI, OVS, PIRELLI & C, POSTE ITALIANE, PRYSMIAN, SAPEM, SESA, SNAM S.p.A., STELLANTIS, STMICROELECTRONICS, TECHNOGYM, TECHNOPROBE, TELECOM ITALIA, TELECOM ITALIA R, TENARIS, TERNA, UNICREDIT, UNIPOL, WEBUILD

Intermonte Sim S.p.A. has or had in the last 12 months a marketing contract on instruments issued by BARCLAYS, BNP PARIBAS, GOLDMAN SACHS GROUP INC, LEONTEQ, MAREX FINANCIAL, MEDIOBANCA, MORGAN STANLEY, NATIXIS, SOCIETE GENERALE, UNICREDIT, VONTOBEL N

Intermonte SIM S.p.A. performs or has performed in the last 12 months the role of specialist on financial instruments issued by ABITARE IN, AQUAFIL, BANCA IFIS, BANCA SISTEMA, COFLE, COM.TEL, DIGITOUCH, ECOSUNTEK, ELEN., EMAK, ENERGY, FNM, GEFRAN, GREEN OLEO, INTRED, MATICA FINTEC, MISITANO & STRACUZZI SPA, MONDADORI EDIT., OLIDATA, OMER, PHARMANUTRA, POWERSOFT, QF ALPHA IMM, REPLY, SESA, SG COMPANY, SOMEK, STAR7, SYS-DAT, TAMBURI, TESMEC, TINEXTA, TMP GROUP, TXT E-SOLUTIONS, UNIDATA with the obligation to disseminate studies

Intermonte SIM S.p.A. plays or has played in the last 12 months the role of sponsor for UNIDATA S.p.A.

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