

PERFORMANCE (%)	1M	3M	1Y
Absolute	-11.5	-1.5	27.2
Rel to FTSE Italia All-Share	-12.0	-7.4	6.5

MAIN METRICS	2023	2024E	2025E
SALES Adj	130	160	179
EBITDA Adj	50.8	57.0	64.8
EBIT Adj	28.0	29.6	35.6
NET INCOME Adj	15.1	15.8	20.2
EPS Adj - €c	57.4	60.8	77.7
DPS Ord - €c	30.0	30.0	30.0

MULTIPLES	2023	2024E	2025E
P/E ord Adj	34.0x	33.5x	26.2x
EV/EBITDA Adj	14.4x	13.3x	11.5x
EV/EBIT Adj	26.0x	25.7x	21.0x

REMUNERATION	2023	2024E	2025E
Div. Yield ord (A)	1.6%	1.5%	1.5%
FCF Yield Adj	1.6%	2.1%	4.4%

INDEBTEDNESS	2023	2024E	2025E
NFP Adj	-202	-212	-197
D/Ebitda Adj	4.0x	3.7x	3.0x

PERF LAST 365 DAYS



WIIT

HOLD | Risk: H | Target: € 26.00 | Close: € 20.4

| Mkt Cap (mn): € 530

3Q stronger than expected, thanks to organic growth, M&A and synergies. We raise 2024 EBITDA/Adj. EPS by 3%/4% on 2024 and c1% on 2025.

WIIT 3Q results were definitively better than expected, thanks to stronger organic growth, higher M&A contribution and faster integration of recent acquisitions. In detail:

- **3Q sales € 42.4mn vs. € 40.1mn exp.** (+33% vs. +25% exp.), with the beat **due to M&A** contribution (€ 7.8mn vs. € 6.4mn exp.) and **better organic performance** (€ 0.8mn higher), with acceleration in 3Q (9M +6.1% vs. +5.2% in 1H), with **3Q implied at around +8%** driven by Germany (+7.6% in 9M vs. +5.2% in 1H), while Italy remained around +5%
- Higher sales translated into **higher EBITDA** (+19% to € 15.9mn vs. +3% exp.), also thanks to good cost control in a seasonally favourable quarter. EBITDA margin was 37.5% from 34.9% in 2Q despite 3 month dilutive contribution of Econis .
- On a **like-for-like basis 9M EBITDA margin would have been 41.6% +370bps YoY**. In Italy EBITDA margin stood at 46.1% in 9M24 from 45.9% in 9M23. In Germany EBITDA margin reached 35.4% in 9M24 from 33.8% in 9M23, or 41% excluding M&A and Gecko consulting business (from 36.4% in 9M23).
- **EBIT and NI** (both reported and adjusted) **were higher than expected** on better sales/EBITDA.
- **Net Debt was € 215mn**, in line with expectations, with € 5mn improvement vs. June.

From the call:

- **2025 top-line growth drivers:** 2 large contracts with new clients in the pipeline, final phase of negotiation for the renewal with 2 large clients (1 in Italy, 1 in Germany)
- **M&A:** management is focused on consolidating Germany (one small deal with € 3.5-4.0mn sales targeted), and strengthening Switzerland with a mid-size acquisition
- **CAPEX** to drop from € 27mn in 2024 to € 22-23mn in 2025, as expected
- **Econis** (Swiss acquisition): EBITDA break-even already achieved in 3Q24 (€ 0.3mn) vs. 4Q24 target. EBIT break-even now targeted for 2Q25.

We are slightly upgrading our estimates in light of the strong 3Q, supportive messages from the call and consolidation of M&G already from 4Q24. In detail:

- **For 2024**, we raise sales by 3% to € 160mn, EBITDA by +3% to € 57mn and Adj. NI by 4% to € 15.8mn, partly due to M&A (+16.1% vs. +14.1%, also thanks to M&G contribution already in 4Q) and partly on stronger organic top-line (+6.7% vs. prev. +5.1%);
- **For 2025**, we increase sales +2% to € 179mn, EBITDA by +1% to € 65mn and Adj NI by 1% to € 20.2mn.

We now project a **2023-26 CAGR of +13% for sales, 13% for EBITDA and 20% for Adj NI**.

We confirm our target of € 26PS, calculated as average between market multiples (13x EV/EBITDA 2025) and DCF. **The stock is trading at 11-10x EV/EBITDA 2025-26** vs. historical average in 2018-24 of 15x, supported by **high visibility on revenues** (86.5% recurring sales based on multi-year contracts and very low churn), **high margin** (36% EBITDA margin; 19% Adj. EBIT margin in 2024, with relevant synergies from recent acquisitions to be extracted in 2025-26) and **strong M&A track record**.

WIIT - 3Q 24 - Results

	Q3-23	EXPECTED		REPORTED	
		Q3-24E	YoY gr. %	Q3-24E	YoY gr. %
Revenues	32.0	40.1	25.2%	42.4	33%
Adjusted EBITDA	13.4	13.7	3%	15.9	19%
Margin	41.7%	34.2%	-	37.5%	-
Adj. EBIT	7.6	6.6	-13%	8.6	13%
Margin	23.8%	16.5%	-	20.3%	-
Adj. net income	4.9	3.4	-31%	4.9	-2%
Margin	15.4%	8.5%	-	11.4%	-
Net income	3.0	2.4	-18%	3.7	24%
Margin	9.2%	6.1%	-	8.6%	-
NFP	-200	-215.0	8%	-215.3	8%

Source: Equita SIM estimates and Company data

Domenico Ghilotti +39 02 6204.249