

UPDATE

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# Innovative-RFK

Euronext Access Paris | Investments | Italy

Production 08/04/2024, h. 18:30

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Rating  
**BUY**

unchanged

Target Price  
**€ 3,50**

prev. € 3,39

Risk

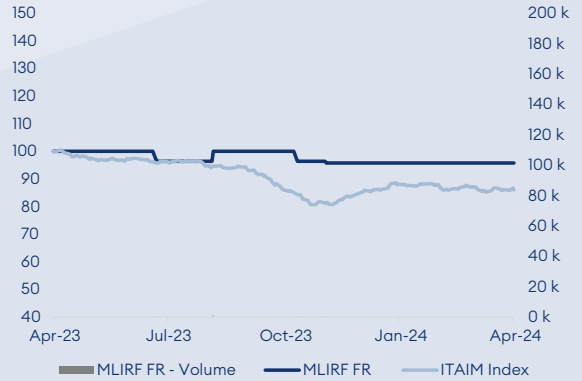


Medium

Upside potential  
**121,5%**

Key Financials (€/mln)	FY22A	FY23E	FY24E	FY25E
Revenues	0,12	12,85	15,10	16,60
EBITDA	(1,68)	2,20	3,30	3,80
EBIT	(1,74)	1,70	1,65	2,15
Net Income	1,93	0,90	0,60	1,00
NFP	(5,76)	6,58	5,28	4,28
EBITDA margin	n.m.	16,9%	21,6%	22,6%
EBIT margin	n.m.	13,0%	10,8%	12,8%
Net Profit margin	n.m.	6,9%	3,9%	6,0%

## Stocks performance relative to FTSE Italia Growth



## Stock Data

Price	€ 1,58
Target price	€ 3,50
Upside/(Downside) potential	121,5%
Ticker	MLIRF IM
Market Cap (€/mln)	€ 20,57
EV (€/mln)	€ 14,81
Free Float	62,00%
Share Outstanding	13.020.091
52-week high	€ 1,70
52-week low	€ 1,00
Average daily volumes (3 months)	n/a

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Stock performance	1M	3M	6M	1Y
Absolute	0,0%	0,0%	-4,2%	-4,2%
to FTSE Italia Growth	1,1%	2,3%	-4,4%	9,7%
to Euronext STAR Milan	-3,1%	-1,9%	-19,2%	-1,9%
to FTSE All-Share	-2,7%	-11,4%	-27,8%	-28,9%
to EUROSTOXX	-2,5%	-12,4%	-26,6%	-20,9%
to MSCI World Index	-2,2%	-9,9%	-24,5%	-27,8%

## Operation highlights

In a press release dated 12 October 2023, the Company announced that it had finalised the acquisition of 100% of the capital of Abbrevia SpA, through the vehicle Bidco AML SpA, controlled by DigitalInfo Srl. The transaction is in line with the strategy of the holding company, which intends to invest in innovative SMEs with high profitability and in the consolidation phase, with the aim of increasing their value through internationalisation and market expansion, new product development and M&A transactions.

## Estimates Update

Taking into account the acquisition of Abbrevia SpA on 12 October 2023, we adjust our estimates for both the current year and the coming years. Specifically, we estimate FY23E production value of € 13.05 mln and an EBITDA of € 2.20 mln, corresponding to a margin of 16.9%. For the following years, we expect value of production to increase to € 16.80 mln (CAGR 23E-25E: 13.5%) in FY25E, with EBITDA of € 3.80 mln (corresponding to a margin of 22.6%), up from € -1.68 mln in FY22A. At the balance sheet level, we estimate a debt NFP of € 4.28 mln in FY25E. Please note that the FY23E-FY25E estimates derive from the consolidation of the majorities, acquired during 2023, of the companies Abbrevia and Audio Technologies.

## Valuation Update

We conducted the valuation of the equity value of i-RFK on the basis of the “sum-of-parts” method, through the valuation and aggregation of the investee companies according to the method of market multiples, Book Value or Market Value. Taking into account the extraordinary acquisition of 100.0% of the capital of Abbrevia SpA, this results in an average equity value of approximately € 42.21 mln. The target price is € 3.50, BUY rating and risk MEDIUM.

# Economics & Financials

TABLE 1 – ECONOMICS & FINANCIALS

CONSOLIDATED INCOME STATEMENT (€/mln)	FY21A	FY22A	FY23E	FY24E	FY25E
Revenues	0,05	0,12	12,85	15,10	16,60
Other Revenues	0,01	0,00	0,20	0,20	0,20
<b>Value of Production</b>	<b>0,06</b>	<b>0,12</b>	<b>13,05</b>	<b>15,30</b>	<b>16,80</b>
COGS	0,00	0,00	4,60	5,10	5,65
Services	0,43	1,72	3,10	3,40	3,60
Assets owned by others	0,00	0,00	0,35	0,35	0,35
Employees	0,01	0,01	2,60	2,95	3,20
Other Operating Expenses	0,01	0,07	0,20	0,20	0,20
<b>EBITDA</b>	<b>(0,39)</b>	<b>(1,68)</b>	<b>2,20</b>	<b>3,30</b>	<b>3,80</b>
<i>EBITDA Margin</i>	<i>n.m.</i>	<i>n.m.</i>	<i>16,9%</i>	<i>21,6%</i>	<i>22,6%</i>
D&A	0,01	0,06	0,50	1,65	1,65
<b>EBIT</b>	<b>(0,40)</b>	<b>(1,74)</b>	<b>1,70</b>	<b>1,65</b>	<b>2,15</b>
<i>EBIT Margin</i>	<i>n.m.</i>	<i>n.m.</i>	<i>13,0%</i>	<i>10,8%</i>	<i>12,8%</i>
Financial Management	0,05	3,67	(0,20)	(0,30)	(0,15)
<b>EBT</b>	<b>(0,34)</b>	<b>1,93</b>	<b>1,50</b>	<b>1,35</b>	<b>2,00</b>
Taxes	0,00	0,00	0,60	0,75	1,00
<b>Net Income</b>	<b>(0,34)</b>	<b>1,93</b>	<b>0,90</b>	<b>0,60</b>	<b>1,00</b>
Minorities	0,00	0,00	0,65	0,40	0,60
Group Net Income	(0,34)	1,93	0,25	0,20	0,40

CONSOLIDATED BALANCE SHEET (€/mln)	FY21A	FY22A	FY23E	FY24E	FY25E
<b>Fixed Assets</b>	<b>10,28</b>	<b>9,34</b>	<b>29,15</b>	<b>28,10</b>	<b>28,30</b>
Account receivable	0,04	0,02	4,00	3,40	3,40
Inventories	0,00	0,00	0,50	0,55	0,60
Account payable	0,11	0,08	1,25	1,55	1,70
<b>Operating Working Capital</b>	<b>(0,07)</b>	<b>(0,06)</b>	<b>3,25</b>	<b>2,40</b>	<b>2,30</b>
Other receivable	0,35	0,58	1,00	0,70	0,75
Other payable	0,02	0,01	1,60	0,00	0,00
<b>Net Working Capital</b>	<b>0,27</b>	<b>0,51</b>	<b>2,65</b>	<b>3,10</b>	<b>3,05</b>
Severance Indemnities & Other Provisions	0,00	0,00	1,05	1,20	1,35
<b>NET INVESTED CAPITAL</b>	<b>10,55</b>	<b>9,86</b>	<b>30,75</b>	<b>30,00</b>	<b>30,00</b>

Share Capital	10,00	12,77	13,02	13,02	13,02
Reserves	0,66	0,91	3,55	3,75	3,85
Net Income	(0,34)	1,93	0,25	0,20	0,40
<b>Equity</b>	<b>10,31</b>	<b>15,62</b>	<b>16,82</b>	<b>16,97</b>	<b>17,27</b>
<b>Minorities Equity</b>	<b>0,00</b>	<b>0,00</b>	<b>7,35</b>	<b>7,75</b>	<b>8,45</b>
Cash & Cash Equivalent	1,60	7,60	1,52	1,47	1,07
Financial Debt	1,85	1,85	8,10	6,75	5,35
<b>Net Financial Position</b>	<b>0,24</b>	<b>(5,76)</b>	<b>6,58</b>	<b>5,28</b>	<b>4,28</b>
<b>SOURCES</b>	<b>10,55</b>	<b>9,86</b>	<b>30,75</b>	<b>30,00</b>	<b>30,00</b>

CONSOLIDATED CASH FLOW (€/mln)	FY22A	FY23E	FY24E	FY25E
EBIT	(1,74)	1,70	1,65	2,15
Taxes	0,00	0,60	0,75	1,00
<b>NOPAT</b>	<b>(1,74)</b>	<b>1,10</b>	<b>0,90</b>	<b>1,15</b>
D&A	0,06	0,50	1,65	1,65
Change in receivable	0,02	(3,98)	0,60	0,00
Change in inventories	0,00	(0,50)	(0,05)	(0,05)
Change in payable	(0,03)	1,17	0,30	0,15
Change in others	(0,23)	1,17	(1,30)	(0,05)
Change in NWC	(0,24)	(2,14)	(0,45)	0,05
Change in provisions	0,00	1,05	0,15	0,15
<b>OPERATING CASH FLOW</b>	<b>(1,93)</b>	<b>0,51</b>	<b>2,25</b>	<b>3,00</b>
Capex	0,88	(20,31)	(0,60)	(1,85)
<b>FREE CASH FLOW</b>	<b>(1,05)</b>	<b>(19,79)</b>	<b>1,65</b>	<b>1,15</b>
Financial Management	3,67	(0,20)	(0,30)	(0,15)
Change in Debt to Bank	0,00	6,25	(1,35)	(1,40)
Change in Equity	3,38	7,65	(0,05)	0,00
<b>FREE CASH FLOW TO EQUITY</b>	<b>6,00</b>	<b>(6,08)</b>	<b>(0,05)</b>	<b>(0,40)</b>

Source: i-RFK and Integrae SIM estimates

## Company Overview

i-RFK is an investment holding company founded in 2017. The company invests and holds investments in multiple sectors, with the aim of increasing the value of the investee companies in the medium to long term (on average between 5 and 8 years). The establishment of the company was inspired by the market opportunity provided by the technological innovation gap and the need for skills and managerial expertise present in Italian SMEs. In this context, i-RFK's services and capital support aim to create long-term value for the companies in which i-RFK invests.

## Operation highlights

In a press release dated 12 October 2023, the Company announced that it had finalised the acquisition of 100% of the capital of Abbrevia SpA, through the vehicle Bidco AML SpA, controlled by DigitalInfo Srl. The transaction is in line with the strategy of the holding company, which intends to invest in innovative SMEs with high profitability and in the consolidation phase, with the aim of increasing their value through internationalisation and market expansion, new product development and M&A transactions.

Abbrevia SpA is an Italian company founded in 2006, active in the field of business information and credit management investigations. The company is under the leadership of co-founding partners Cosimo Cordaro and Stefano Mion, who reinvested 20% in the share capital of the parent company DigitalInfo Srl, and will remain at the head of the company with the support of i-RFK. Abbrevia SpA is divided into two historical business units, dealing with business information and credit investigations. In addition, a third business unit was recently launched that deals with research and development, with the aim of responding to and anticipating market needs through proprietary products and technologies, including AbbreviaX, a Sales & Marketing Intelligence product aimed at SMEs.

With regard to the financial results of Abbrevia SpA, it is expected that in 2023 the company will register a turnover of approximately € 9.20 mln, up from the previous year, and with an EBITDA Margin of around 18.0%.

With this transaction, the Company confirms its intention to continue its growth path, which will be further pursued in two directions:

- **Internally:** the Company intends to complete its portfolio of services by integrating high-tech solutions and expanding its sales network;
- **Externally:** through the acquisition of scoring and data intelligence technologies and realities with a specific focus on vertical information on different markets;

Cosimo Cordaro, Abbrevia's CEO, commented on the transaction: *"With this transaction a new era begins for Abbrevia. In order to achieve increasingly ambitious results, we felt the need to find partners who believed in our potential. The entry into Innovative - RFK's capital represents an injection of skills and resources that will allow us to gain a leading position in the business information sector, expanding the quality of our offer and our reference markets".*

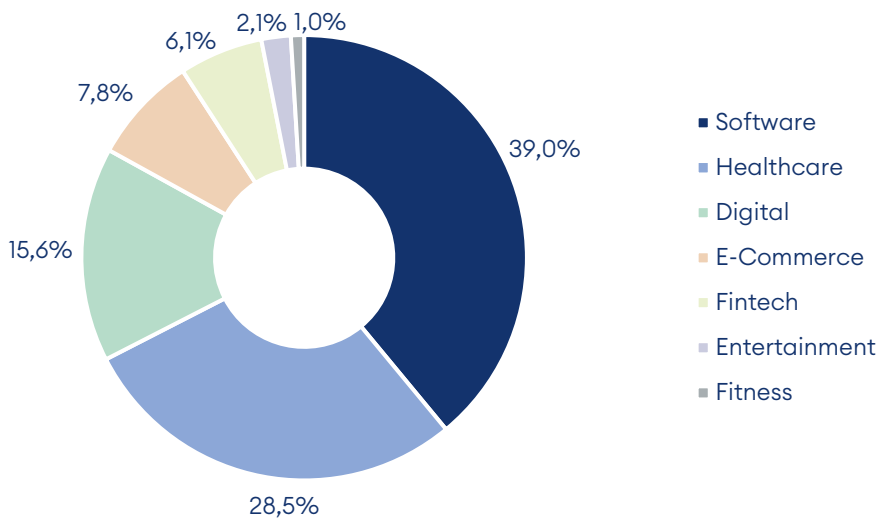
Antonello Carlucci, CEO of the company, also showed his satisfaction with the transaction, stating: *"The immediate understanding with the management and the common vision on future prospects are the basis of our investment. The know-how of Innovative - RFK combined with Abbrevia's solid industrial expertise will enable the company to further improve the portfolio of solutions available to Italian SMEs, focusing on data-driven technologies and products."*

In addition to the acquisition of Abbrevia S.p.A., in the first half of 2023 the company acquired 100% of the share capital of Audio Technologies S.r.l. through the vehicle Biomed S.r.l., a 51.8% subsidiary through an equity investment of approximately € 3.2 mln. The transaction allowed the company to enter a strategic sector such as bio-materials, where Audio Technologies S.r.l. boasts an excellent competitive advantage thanks to high-tech products and a sector characterised by high barriers to entry.

Audio Technologies S.r.l. is an Italian company that develops bio-materials, animal-derived matrices, prostheses and new technologies for ENT surgery (ENT). The business activity is divided into two main areas: 1) the sale of ENT devices to ensure the health of the ear, nose and throat, and 2) the sale of collagen products and reconstructive bio-materials for senology, neurosurgery, maxillofacial surgery, dentistry and orthopaedics under the new brand Biosynth Lifesciences. The transaction that led Innovative-RFK SpA to acquire a majority stake in the company was finalised in May 2023.

i-RFK, through its activities, aims to create value for its investees by leveraging the introduction of managerial skills in its team, supporting organic growth and through acquisitions. Following the investment in the Companies, Abbrevia and Audio Technologies, i-RFK has currently invested in eleven companies operating in the Software (39.0%), Healthcare (28.5%), Digital (15.6%), E-Commerce (7.8%), Fintech (6.1%), Entertainment (2.1%) and Fitness (1.0%).

CHART 1 – COMPANY’S PORTFOLIO



Source: Integrae SIM

## FY23E – FY25E Estimates

TABLE 2 – ESTIMATES UPDATES FY23E-25E

€/mln	FY23E	FY24E	FY25E
<b>VoP</b>			
New	13,05	15,30	16,80
Old	3,90	5,30	6,80
Change	234,6%	188,7%	147,1%
<b>EBITDA</b>			
New	2,20	3,30	3,80
Old	0,70	1,70	2,95
Change	214,3%	94,1%	28,8%
<b>EBITDA %</b>			
New	16,9%	21,6%	22,6%
Old	17,9%	32,1%	43,4%
Change	-1,1%	-10,5%	-20,8%
<b>EBIT</b>			
New	1,70	1,65	2,15
Old	0,00	1,00	2,25
Change	n.m.	65,0%	-4,4%
<b>Net Income</b>			
New	0,90	0,60	1,00
Old	(0,45)	0,15	1,10
Change	n.m.	300,0%	-9,1%
<b>NFP</b>			
New	6,58	5,28	4,28
Old	(1,87)	(2,57)	(4,17)
Change	n/a	n/a	n/a

Source: Integrae SIM

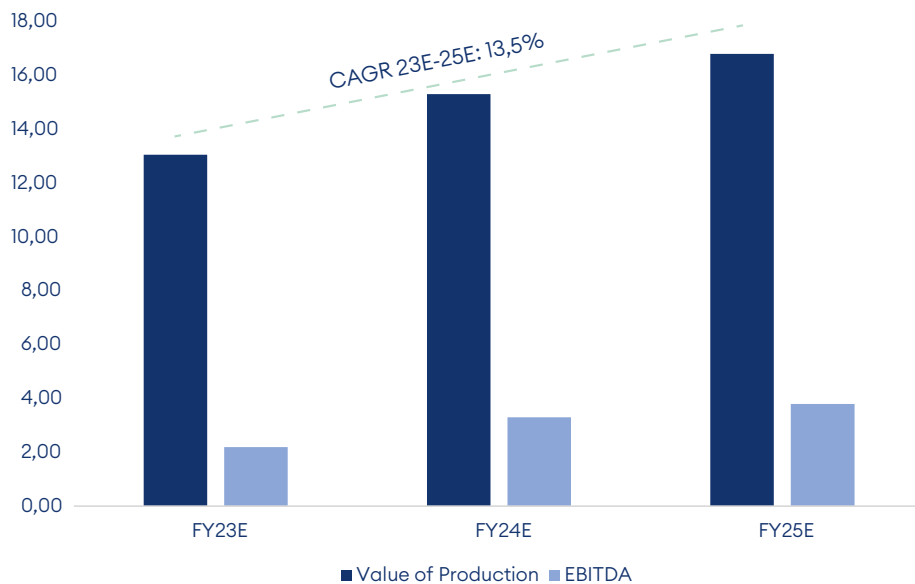
Taking into account the acquisition of Abbrevia SpA on 12 October 2023, we adjust our estimates for both the current year and the coming years.

Specifically, we estimate FY23E production value of € 13.05 mln and an EBITDA of € 2.20 mln, corresponding to a margin of 16.9%. For the following years, we expect value of production to increase to € 16.80 mln (CAGR 23E-25E: 13.5%) in FY25E, with EBITDA of € 3.80 mln (corresponding to a marginality of 22.6%), up from € -1.68 mln in FY22A.

At the balance sheet level, we estimate a debt NFP of € 4.28 mln in FY25E.

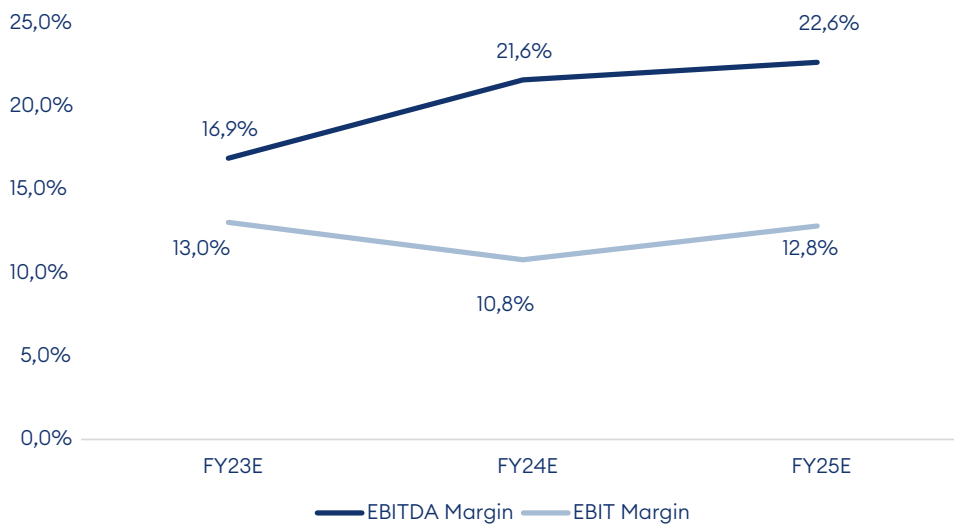
Please note that FY23E-FY25E estimates are derived from the consolidation of the majorities, acquired in 2023, of Abbrevia and Audio Technologies.

CHART 2 - VOP AND EBITDA FY23E-25E



Source: Integrae SIM

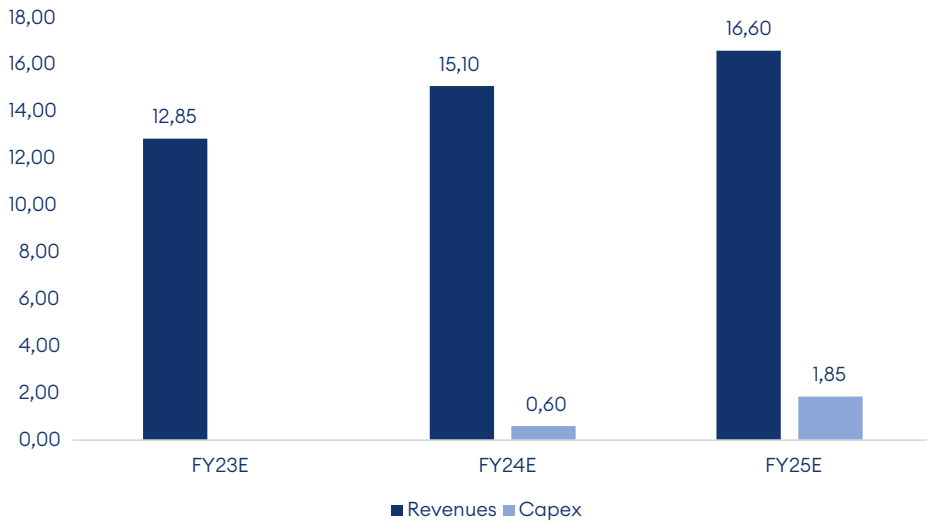
CHART 3 - MARGIN FY23E-25E



Source: Integrae SIM

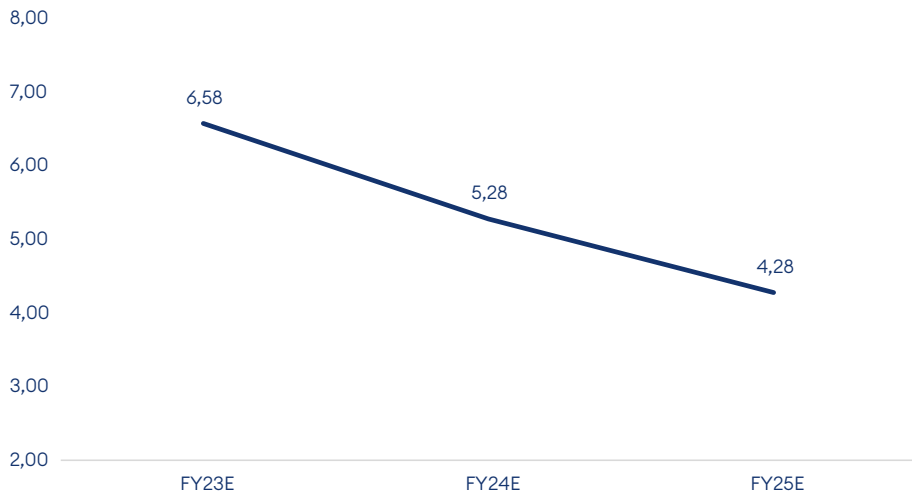


CHART 4 – CAPEX FY23E-25E



Source: Integrae SIM

CHART 5 – NFP FY23E-25E



Source: Integrae SIM

# Valuation

We conducted the valuation of the equity value of i-RFK on the basis of the Sum-of-the-Parts methodology, obtained as the aggregate value of the stakes held in the investees, the values of which were calculated with the multiples method, with the book value or at market value. It can be seen, in fact, that for holding companies, such as i-RFK, the income produced by the holding company is of little relevance for valuation purposes, whereas the stakes in the portfolio are much more relevant. The Price/Sales, EV/EBITDA and Price/ Book multiples, used for the valuation of the investee companies, refer to the European sector multiples of [www.damodaran.com](http://www.damodaran.com) updated on 5 January 2024. For conservative purposes, a discount of 25.0% was applied to the EV/EBITDA multiples for the software, advertising and retail sectors. Below is the valuation of the individual investees.

## Easy4Cloud S.p.A.

Easy4Cloud Easy4Cloud is the company that owns EasyCall, a cloud-based CRM application for call and contact centres, and EasySocial, a Social CRM application. The company has consolidated its competitive advantage and started a path of growth on the Italian and international markets by opening an office in London and the USA, as well as a new commercial branch in Malaga.

In 2023, the company developed Corem, a personnel management software that simplifies business processes for small and medium-sized enterprises. The software provides an all-in-one platform that integrates all useful functionalities for employees and ensures the security of sensitive data.

TABLE 3 – FINANCIALS EASY4CLOUD

Key Financials (€/mln)	FY21A	FY22A	FY23E	FY24E
Value of Production	1,72	1,97	1,95	2,29
EBITDA Adj.	0,52	0,64	0,40	0,60
NFP	0,71	0,39	0,73	0,73
<i>EBITDA Margin</i>	30,3%	32,4%	20,5%	26,2%

Source: Aida e elaborazione Integrae SIM

For Easy4Cloud, the EV/EBITDA multiple for software companies was considered, which, net of the 25.0% discount, is 20.65x. The average equity value obtained by applying this multiple is € 9.60 mln.

TABLE 4 – EASY4CLOUD VALUE

(€/mln)	FY23E	FY24E
EBITDA	0,40	0,60
Enterprise Value	8,26	12,39
NFP	0,73	0,73
Equity Value	7,53	11,66
<b>Average Equity Value</b>	<b>9,60</b>	

Source: Aida, elaborazione Integrae SIM

## Magillaguerrilla S.r.l.

Magilla is a digital marketing agency able to offer all-round solutions to companies, helping them to achieve their goals in the era of digital transformation. To date, Magilla's two areas of greatest expertise are the Communication/Marketing part, offering digital advertising, social media management and website development services, and the e-commerce part, helping companies in the creation and management of their online shop and marketplaces.

The company managed to double its turnover in three years and saw an important growth of the e-commerce business unit.

TABLE 5 – FINANCIALS MAGILLAGUERRILLA

Key Financials (€/mln)	FY21A	FY22A	FY23E	FY24E
Value of Production	2,50	2,60	2,82	3,11
EBITDA Adj.	0,57	0,40	0,38	0,40
NFP	(0,51)	(0,51)	(0,20)	(0,47)
<i>EBITDA Margin</i>	<i>22,8%</i>	<i>15,4%</i>	<i>13,5%</i>	<i>12,9%</i>

Source: Aida e elaborazione Integrae SIM

For Magillaguerrilla, the EV/EBITDA multiple for companies active in the advertising sector of 8.19x was considered. The average equity value obtained by applying this multiple is € 3.53 mln.

TABLE 6 – MAGILLAGUERRILLA VALUE

(€/mln)	FY23E	FY24E
EBITDA	0,38	0,40
Enterprise Value	3,11	3,28
NFP	(0,20)	(0,47)
Equity Value	3,31	3,74
<b>Average Equity Value</b>	<b>3,53</b>	

Source: Aida, elaborazione Integrae SIM

## Keisdata S.r.l.

Keisdata offers solutions to address the management of regulatory compliance and business risks of enterprises, focusing on the development of software in Governance Risk Compliance (GRC), for enterprise risk management, compliance and knowledge engineering. The company has developed an innovative proprietary IT platform called KRC® - Enterprise Class Solution, certified by Certiquality for compliance with ISO standards.

During 2023, Keisdata finalized additional distribution partnerships, streamlined its internal structure, and implemented the new “Whistleblowing” module, which has been mandatory since March 2023 for issues related to corporate wrongdoing reporting.

TABLE 7 – FINANCIALS KEISDATA

Key Financials (€/mln)	FY21A	FY22A	FY23E	FY24E
Value of Production	1,50	1,00	1,11	1,69
EBITDA Adj.	0,34	0,30	0,45	0,54
NFP	0,00	0,00	0,26	0,26
<i>EBITDA Margin</i>	<i>22,8%</i>	<i>30,0%</i>	<i>40,3%</i>	<i>31,7%</i>

Source: Aida e elaborazione Integrae SIM

For Keisdata, the EV/EBITDA multiple related to software manufacturing companies discounted by 25.0%, or 20.65x, was considered. The average equity value that is obtained by applying this multiple is € 9.89 mln.

TABLE 8 – KEISDATA VALUE

(€/mln)	FY23E	FY24E
EBITDA	0,45	0,54
Enterprise Value	9,23	11,08
NFP	0,26	0,26
Equity Value	8,97	10,82
<b>Average Equity Value</b>	<b>9,89</b>	

Source: Aida, elaborazione Integrae SIM

## Microcredito di Impresa S.p.A.

Microcredito di Impresa (MDI) is a company active in the microcredit sector. The initiative is based on Bank of Italy regulations that provided for the qualification of financial operators specializing in Microcredit (art. 111 of the TUB), opening up a prospectively high-yielding market that to date has low competition.

Microcredito has been recognized as the first microcredit provider in Italy, with more than 1,000 microcredits disbursed, and has signed an agreement with Credipass and Premia Fi-

nance to promote microcredit nationwide.

TABLE 9 – FINANCIALS MDI

Key Financials (€/mln)	FY21A	FY22A	FY23E	FY24E
Intermediation Margin	0,92	1,50	1,61	2,67
Earnings	0,15	0,32	(0,04)	0,19
Equity	5,36	5,95	6,01	6,16

Source: Aida e elaborazione Integrae SIM

For MDI, the P/BV multiple related to software companies of 1.02x was considered. The value obtained by applying this multiple is € 6.14 mln.

TABLE 10 – MDI VALUE

(€/mln)	FY23E
Equity	6,01
P/BV Multiple	1,02
<b>Valuation</b>	<b>6,14</b>

Source: Aida, elaborazione Integrae SIM

## Websolute S.p.A.

Websolute is a digital company active in enterprise digitization projects, the head of a group that includes 7 other companies active in the field: Moca Interactive, DNA Family Network, XPlace, Ws Commerce, Ws Techlab, Shinteck, and Ws More. With the entry of i-RFK in 2018, Websolute has shown cross-market growth across all target markets partly due to the finalization of finalized acquisitions. In September 2019, Websolute Group was listed on the AIM Italy market.

During 2023, the company continued in its growth process, improving and expanding the services offered to its customers.

TABLE 11 – FINANCIALS WEBSOLUTE

Key Financials (€/mln)	FY21A	FY22A	FY23E	FY24E
Value of Production	19,89	22,79	23,00	25,10
EBITDA Adj.	2,79	2,61	4,00	4,80
NFP	2,41	3,24	2,03	(0,07)
<i>EBITDA Margin</i>	<i>14,0%</i>	<i>11,5%</i>	<i>18,6%</i>	<i>20,3%</i>

Source: Integrae SIM Update 02/10/23

The target price referring to the latest available research produced by Integrae SIM

was used for Websolute. The latter was multiplied by the number of shares in the Group, amounting to 10,226,825, resulting in an Equity Target Value of € 48.07 mln.

TABLE 12 – WEBSOLUTE VALUE

Target Price	4,70
N° of Shares	10.226.825
<b>Equity Target Value (€/mln)</b>	<b>48,07</b>

Source: Elaborazione Integrae SIM

## Reaxing S.r.l.

Reaxing develops, manufactures and markets innovative products and accessories in the field of professional, amateur and sports rehabilitation training. Reaxing's main customers include fitness clubs, corporate clubs and pro-sport clubs. The company has developed an innovative and unique indoor training methodology that engages the sensory system and shifts the focus to the nervous system.

During 2023, the company approved a capital increase in favor of a number of strategic partners. The interest of these investors arose as a result of the adoption of Reaxing technology, in performance improvement and injury prevention and recovery by champions of all disciplines and in particular soccer clubs such as Paris Saint-Germain, Milan, Juventus, Ajax, and Liverpool.

TABLE 13 – FINANCIALS REAXING

Key Financials (€/mln)	FY21A	FY22A	FY23E	FY24E
Value of Production	4,73	6,40	5,47	7,73
EBITDA Adj.	0,56	0,37	(0,17)	0,72
NFP	4,57	4,57	4,64	4,59
<i>EBITDA Margin</i>	<i>11,8%</i>	<i>5,7%</i>	<i>-3,0%</i>	<i>9,3%</i>

Source: Aida e elaborazione Integrae SIM

For Reaxing, the Price/Sales multiple related to companies active in the Recreation sector, equal to 1.71x, was considered. The average equity value obtained by applying this multiple is € 11.27 mln.

TABLE 14 – REAXING VALUE

(€/mln)	FY23E	FY24E
Value of Production	5,47	7,73
Equity Value	9,34	13,20
<b>Average Equity Value</b>	<b>11,27</b>	

Source: Aida, elaborazione Integrae SIM

## Web Al Chilo S.r.l.

Web al Chilo offers advanced Amazon sales channel management, analysis, and development services, enabling businesses to increase visibility and optimize sales and advertising strategy. As an Amazon SPN1 partner and with many years of experience in developing sales strategies, Web al Chilo enables its clients to place their products at the top of search rankings on Amazon and major international marketplaces. The company has tripled revenue and EBITDA in 3 years.

During 2023, Web al Chilo developed WAC Accademy, an academy to solve the problem of training and lack of specialized profiles, forging a partnership with Brescia's Its Machina Lonati. In addition, the company has seen considerable success since the launch of its proprietary "Alligator" software, an intuitive SaaS tool that allows it to optimize Amazon channel management and analysis procedures, improving sales and marginality.

TABLE 15 – FINANCIALS WEB AL CHILO

Key Financials (€/mln)	FY21A	FY22A	FY23E	FY24E
Value of Production	3,84	5,20	8,18	8,42
EBITDA Adj.	0,33	0,65	0,95	1,80
NFP	(0,27)	(0,27)	(0,81)	(1,32)
<i>EBITDA Margin</i>	8,5%	12,5%	11,6%	21,4%

Source: Aida e elaborazione Integrae SIM

For Web Al Chilo, the EV/EBITDA multiple related to companies active in Online Retail discounted by 25.0% was considered, equal to 7.23x. The average equity value obtained by applying this multiple is € 10.98 mln.

TABLE 16 – WEB AL CHILO VALUE

(€/mln)	FY23E	FY24E
EBITDA	0,95	1,80
Enterprise Value	6,84	13,00
NFP	(0,81)	(1,32)
Equity Value	7,65	14,32
<b>Average Equity Value</b>	<b>10,98</b>	

Source: Aida, elaborazione Integrae SIM

## Hyntelo S.r.l.

Hyntelo (formerly Sixth Sense) is a spin-off of Sant'Anna University of Pisa that develops software and algorithms for process optimization and prediction of emerging market trends, supporting decision makers in answering key questions. Hyntelo's team explores cutting-edge data analytics skills ranging from the field of AI to hardware and software system design for Big Data solutions, deep machine learning, algorithms, and predictive technologies.

During 2023, the company was included by the Financial Times in the prestigious list of fastest-growing companies and won the "CRM/Sales and marketing solutions winner" award at the Digital 360 Awards with its Lyriko Content Auto-Tagging project, a solution that uses AI to automatically assign semantic tags to promotional materials.

TABLE 17 – FINANCIALS HYNTELO

Key Financials (€/mln)	FY21A	FY22A	FY23E	FY24E
Value of Production	6,44	6,30	8,31	10,13
EBITDA Adj.	2,15	1,68	2,30	3,00
NFP	(2,62)	(2,62)	(4,30)	(4,20)
<i>EBITDA Margin</i>	<i>33,3%</i>	<i>26,7%</i>	<i>27,7%</i>	<i>29,6%</i>

Source: Aida e elaborazione Integrae SIM

For Hyntelo, the EV/EBITDA multiple related to software companies discounted by 25.0 percent, or 20.65x, was considered. The average equity value obtained by applying this multiple is € 58.97 mln.

TABLE 18 – HYNTELO VALUE

(€/mln)	FY23E	FY24E
EBITDA	2,30	3,00
Enterprise Value	47,49	61,95
NFP	(4,30)	(4,20)
Equity Value	51,79	66,15
<b>Average Equity Value</b>	<b>58,97</b>	

Source: Aida, elaborazione Integrae SIM

## Red Raion S.r.l.

Red Raion develops CGI (Computer Generated Imagery) content for attractions found in amusement parks, museums, FECs (Family Entertainment Centers) and shopping malls. In addition to this, the company is also involved in in-house production of animated films, both contract and licensed.



During 2023, Red Raion concluded several projects, consolidated new partnerships and opened up new avenues to realize the company’s goals, as well as strengthening the international sales network.

TABLE 19 – FINANCIALS RED RAION

Key Financials (€/mln)	FY21A	FY22A	FY23E	FY24E
Value of Production	1,69	2,24	1,90	2,30
EBITDA Adj.	0,21	0,40	0,20	0,40
NFP	(0,18)	(0,18)	0,00	0,00
<i>EBITDA Margin</i>	<i>12,3%</i>	<i>17,9%</i>	<i>10,5%</i>	<i>17,4%</i>

Source: Aida e elaborazione Integrae SIM

For Red Raion, the 25.0% discounted EV/EBITDA multiple related to Entertainment software companies of 15.01x was considered. The average equity value obtained by applying this multiple is € 4.50 mln.

TABLE 20 – RED RAION VALUE

(€/mln)	FY23E	FY24E
EBITDA	0,20	0,40
Enterprise Value	3,00	6,00
NFP	0,00	0,00
Equity Value	3,00	6,00
<b>Average Equity Value</b>	<b>4,50</b>	

Source: Aida, elaborazione Integrae SIM

### Biomed S.r.l. (Audio Technologies)

Biomed S.r.l. is a company active in the world of biomaterials that holds 100 percent of the share capital of Audio Technologies, a company that develops devices for otolaryngology (ENT) for ear, nose, and throat health as well as a range of collagen products and reconstructive biomaterials for senology, neurosurgery, maxillofacial surgery, dentistry, and orthopedics under the new brand Biosynth Lifesciences. The products are distinguished by being in the largest medical device market, with a high barrier to entry due to strict European regulation on medical devices (EU Reg. 745/2017). The company’s products and technologies in the ENT segment aim at customer loyalty driven by a pull chain logic involving professional/post-graduate surgical training of partner medical customers.

During 2023, Audio Technologies consolidated the Biosynth Lifesciences brand related to the development of the collagen and bio reconstructive materials product range.

TABLE 21 – FINANCIALS AUDIO TECHNOLOGIES

Key Financials (€/mln)	FY21A	FY22A	FY23E	FY24E
Value of Production	3,39	3,73	3,76	3,74
EBITDA Adj.	1,24	1,23	1,40	1,50
NFP	(1,03)	(0,54)	2,98	2,42
<b>EBITDA Margin</b>	<b>36,7%</b>	<b>33,1%</b>	<b>37,2%</b>	<b>40,1%</b>

Source: Aida e elaborazione Integrae SIM

For Audio Technologies the EV/EBITDA multiple related to manufacturing companies in the Healthcare sector was considered, which is 17.85x. The average equity value obtained by applying this multiple is € 23.19 mln.

TABLE 22 – AUDIO TECHNOLOGIES VALUE

(€/mln)	FY23E	FY24E
EBITDA	1,40	1,50
Enterprise Value	24,99	26,78
NFP	2,98	2,42
Equity Value	22,02	24,36
<b>Average Equity Value</b>	<b>23,19</b>	

Source: Aida, elaborazione Integrae SIM

### Digitalinfo S.r.l. (Abbrevia)

DigitalInfo S.r.l. is a company active in the marketing and development of innovative software in the field of Business Information that owns 100% of Abbrevia S.p.A., an Italian company active in the field of business information and investigations (the company owns an investigative license, held by the CEO). Abbrevia was founded in Trento, Italy, in 2006 as a company specializing in debt collection, but its excellent investigative skills and performance results led the company, in 2014, to sell the business unit related to debt collection to specialize in credit investigations. Today, Abbrevia is mainly engaged in collecting, processing and reselling information (commercial and economic asset) on business partners and debtors, assisting its clients in the management of credit information.

TABLE 23 – FINANCIALS ABBREVIA

Key Financials (€/mln)	FY21A	FY22A	FY23E	FY24E
Value of Production	6,66	7,91	9,18	11,40
EBITDA Adj.	1,32	1,49	1,65	2,29
NFP	(0,89)	(0,89)	2,50	1,80
<b>EBITDA Margin</b>	<b>19,9%</b>	<b>18,8%</b>	<b>18,0%</b>	<b>20,0%</b>

Source: Aida e elaborazione Integrae SIM

For Abbrevia, the EV/EBITDA multiple related to manufacturing companies in the Information Services sector was considered, which is 8.78x. The average equity value obtained by applying this multiple is € 15.12 mln.

TABLE 24 – ABBREVIA VALUE

(€/mln)	FY23E	FY24E
EBITDA	1,65	2,29
Enterprise Value	14,48	20,06
NFP	2,50	1,80
Equity Value	11,98	18,26
<b>Average Equity Value</b>	<b>15,12</b>	

Source: Aida, elaborazione Integrae SIM

## Equity Value

TABLE 25 – FINANCIALS

Company Name	Sector	Turnover FY23E (€/mln)	EBITDA Adj. FY23E (€/mln)
Easy4Cloud Srl	Software	1,95	0,40
Magillaguerrilla Srl	Digital	2,82	0,38
Keisdata Srl	Software	1,11	0,45
MDI Spa	Fintech	-	-
Websolute Spa	Digital	21,50	4,00
Reaxing Spa	Fitness	5,47	(0,17)
Web al Chilo Srl	E-Commerce	8,18	0,95
Hyntelo Srl	Software	8,31	2,30
RedRaion Srl	Entertainment	1,90	0,20
Biomed Srl	Healthcare	3,76	1,40
Digitalinfo Srl	Software	9,18	1,65
<b>Total Value</b>		<b>64,18</b>	<b>11,56</b>

Source: Integrae SIM

TABLE 26 – EQUITY VALUE

Company Name	Investment Date	Investment Value	EV (€/mln)	Valuation Method	Stake (%)	Stake Value (€/mln)	% on NAV
Easy4Cloud Srl	November 2017	1,44	9,60	Multiples	26,8%	2,57	6,1%
Magillaguerrilla Srl	June 2022	0,25	3,53	Multiples	20,0%	0,71	1,7%
Keisdata Srl	November 2017	1,40	9,89	Multiples	29,6%	2,93	6,9%
MDI Spa	December 2017	2,41	6,14	Multiples	41,8%	2,57	6,1%
Websolute Spa	May 2018	1,35	48,07	Market Value	12,2%	5,86	13,9%
Reaxing Spa	July 2020	0,29	11,27	Multiples	3,6%	0,40	1,0%
Web al Chilo Srl	December 2020	0,78	10,98	Multiples	30,0%	3,30	7,8%
Hyntelo Srl	June 2021	0,75	58,97	Multiples	5,0%	2,95	7,0%
RedRaion Srl	June 2021	0,70	4,50	Multiples	20,0%	0,90	2,1%
Biomed Srl	May 2023	3,17	23,19	Multiples	51,8%	12,01	28,5%
Digitalinfo Srl	October 2023	3,16	15,12	Multiples	53,0%	8,01	19,0%
<b>Total Value</b>		<b>15,69</b>				<b>42,21</b>	

Source: Integrae SIM

The Enterprise Value of i-RFK was calculated by aggregating the Equity Values of the investee companies pertaining to it (Sum-of-the-Parts), resulting in a value of € 42.21 mln. Net of cash and cash equivalents as of 12/31/23 amounting to € 0.66 mln and considering financial debts of approximately € 1.82 mln, an Equity Value of € 41.05 mln is obtained. The Target Price, calculated by dividing the Equity Value by the number of shares net of treasury shares equal to 1,288,250 shares, is therefore € 3.50 (prev. € 3.39), BUY rating and Risk Medium.

# Disclosure Pursuant to Delegated Regulation UE n. 2016/958

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#### Equity Total Return (ETR) for different risk categories

Rating	Low Risk	Medium Risk	High Risk
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HOLD	-5% < ETR < 7.5%	-5% < ETR < 10%	0% < ETR < 15%
SELL	ETR $\leq$ -5%	ETR $\leq$ -5%	ETR $\leq$ 0%
U.R.	Rating e/o target price Under Review		
N.R.	Stock Not Rated		

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