

NEOSPERIENCE

1H24: organic sales growth +7% YoY, significant R&D investments.

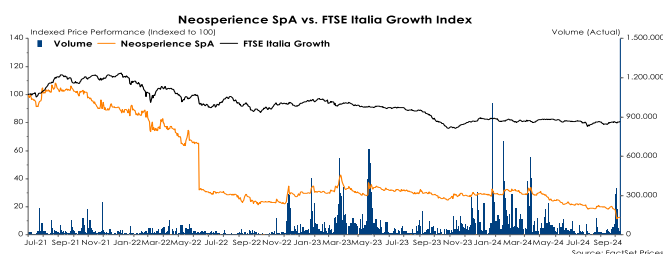
Sector: Technology Services

1H24 sales and EBITDA somewhat above our FY24 expectations, increase in Net Debt reflecting investments in developing new AI solutions. Neosperience, a leading Italian Tech Company specializing in Artificial Intelligence & Machine Learning, recently released 1H24 results with sales reaching Euro 13.0 m, +7% YoY (Euro 12.2 m in 1H23) driven entirely by organic growth. VoP came in at Euro 17.8 m vs. Euro 14.6 m in 1H23 (+22% YoY), the increase was primarily due to a higher change in WIP (Euro 4.3 m vs. Euro 2.3 in 1H23), following important investments in the development of the platforms to accelerate the development and go-to-market of new vertical applications, primarily in Health and LegalTech. EBITDA stood at Euro 3.8 m, reflecting a slight 5% decline compared to 1H23, while maintaining a stable margin of 29% on sales. Amortization increased to Euro 2.9 m in 1H24 (Euro 2.5 m in 1H23), driven by investments in new technological solutions, which also led to an increase in net intangible assets, rising from Euro 39.5 m in FY23 to Euro 42.2 m. This negatively affected EBIT, which decreased by 38%, from Euro 1.5 m to Euro 0.94 m, and the group's net profit dropped to Euro 0.1 m vs. Euro 0.8 m in 1H23. On the balance sheet, net debt stood at Euro 18.1 m, up from Euro 14.4 m in FY23 reflecting investments in the period of Euro 5.5 m. Group's Equity stood at Euro 29.8 m, down from Euro 32.9 m in FY23, following the correction of accounting errors related to invoices to be received, identified by the audit firm in the 2023 financial year report, resulting in a total adjustment of Euro 3.2 m.

New financial plan to monitor monthly cash flow. Before approving 1H24 results, the Board approved a 12-month financial forecast plan to assess the Company's ability to continue as a going concern and highlight improvements in monthly cash flow generation beginning in Q324. The plan which will be regularly updated, aims to monitor the Group's ability to generate sufficient cash to meet financial needs, even under conservative assumptions. More in detail, the plan focuses on optimizing operational costs (approx. Euro 2.1 m, of these Euro 0.7 m saved in 2024) and organizational structure, as well as refocusing its efforts on core business areas such as e-commerce, CRM, process automation, and Health-Tech. Furthermore, the plan anticipates the recovery of significant receivables, expected to materialize upon the successful completion of related projects. In terms of investments and strategies, the Group advanced its leadership with the Neosperience Cloud suite in 1H24, emphasizing "empathetic AI" to enhance technological efficiency and customer experience personalization through innovations like the "digital twin". The strategic focus is on developing proprietary solutions that generate recurring revenues and enhance profitability in a dynamic market. Key initiatives include the Health Tech project, which involves a total investment of approximately Euro 6.1 m to optimize healthcare processes, as well as the launch of Neosperience Pulse, designed to create digital twins of production processes. Furthermore, Value China has become the first certified European partner of Xiaohongshu, strengthening Neosperience's presence in the Asian market.

Regardless of the above, the auditing firm stated it was unable to express an audit opinion on the half-yearly report's compliance with the OIC 30 accounting standard, citing a lack of concrete evidence supporting management's assumptions regarding business continuity.

Increased risk profile amid auditors' disclaimer of opinion. On the back of the above, we have incorporated the increased risk profile of the Company in our valuation model (additional risk premium reflected in WACC and discount to peers). We also made some changes to our FY24-26 estimates, lowering our sales growth (23A-26E CAGR of 15% vs. 17% previously) which in our opinion should be financially sustainable. Overall we cut our sales, EBITDA, and EPS forecast by 2%, 4%, and 105% respectively. Based on the new estimates and risk-adjusted market data our model throws back a target price of Euro 1.46 p.s. (Euro 2.53 p.s. pr.), providing for a potential upside of 89%. At our target price, the stock would be trading at FY24E-25E EV/EBITDA multiples of 7.6x and 6.2x, respectively. We however stress that our valuation strongly depends on the successful implementation of the financial plan and that the Company can respect its obligations and finance its growth in the short term. We will therefore carefully monitor the monthly results that the Company will announce to keep the market informed on the business performance.



Target Price (€) **1.46 (2.53 pr.)**

Price (€) **0.77**

Market Cap (€ m) **16.09**

EV (€ m) **34.19**

As of October 9th, 2024

Share Data

Market	Euronext Growth Milan
Reuters/Bloomberg	NSP.MI/NSP:IM
ISIN	IT0005497018
N. of Shares	20,783,322
Free Float	57.00%
Founder & President	Dario Melpignano

Financials

	2023A	2024E	2025E	2026E
Sales	21.15	24.11	27.73	31.89
yoy %	0.6%	14.0%	15.0%	15.0%
EBITDA	4.55	6.35	7.77	9.27
EBITDA %	21.5%	26.4%	28.0%	29.1%
EBIT	1.44	0.36	1.21	2.15
EBIT %	6.8%	1.5%	4.4%	6.7%
Net Profit	0.20	(0.44)	0.34	1.06
Net Debt	14.38	16.92	15.69	13.15

Performance

	1M	3M	6M
Absolute %	(37.6%)	(41.6%)	(61.5%)
Relative (FTSE Italia Growth)	(38.7%)	(41.4%)	(61.1%)
52-week High/Low (Eu)	2.24	/	0.66

Research Department of



Luca Previtali

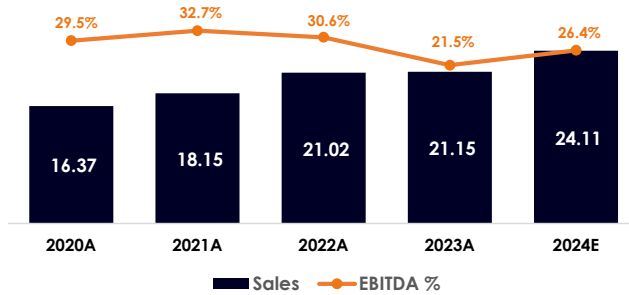
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KEY FINANCIALS

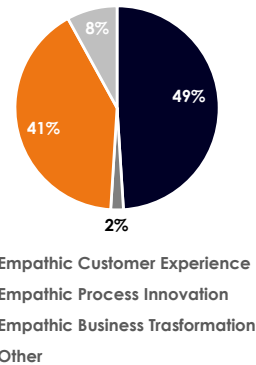
	2020A	2021A	2022A	2023A	2024E	2025E	2026E
Profit&Loss Statement							
Sales	16.37	18.15	21.02	21.15	24.11	27.73	31.89
Revenues (VoP)	19.55	20.71	25.24	26.07	29.01	31.82	35.10
EBITDA	4.83	5.94	6.43	4.55	6.35	7.77	9.27
EBIT	0.81	1.48	1.51	1.44	0.36	1.21	2.15
Financial Income (charges)	(0.10)	(0.38)	(0.38)	(0.61)	(0.80)	(0.75)	(0.70)
Adjustments to financial assets	0.21	-	(0.00)	(0.20)	-	-	-
Pre-tax profit (loss)	0.92	1.10	1.13	0.63	(0.44)	0.46	1.45
Taxes	(0.51)	(0.32)	(0.24)	(0.43)	-	(0.12)	(0.39)
Net profit (loss)	0.41	0.78	0.89	0.20	(0.44)	0.34	1.06
Group's Net profit (loss)	0.26	0.60	0.68	0.16	(0.35)	0.26	0.81
Balance Sheet							
Net working capital	3.90	5.38	6.89	7.31	7.39	8.54	9.65
Fixed assets	19.33	26.19	39.02	43.75	45.76	43.71	41.09
M/L Funds	(1.11)	(1.32)	(1.82)	(2.06)	(2.04)	(2.03)	(2.01)
Net Capital Employed	22.13	30.25	44.09	49.01	51.10	50.21	48.72
Net Debt/(Cash)	5.39	6.98	11.60	14.38	16.92	15.69	13.15
Minorities	0.70	0.63	4.07	1.77	1.68	1.75	2.00
Group's Equity	16.04	22.65	28.41	32.86	32.51	32.77	33.58
Cash Flow							
Net Profit	0.41	0.78	0.89	0.20	(0.44)	0.34	1.06
Non-cash items	4.53	4.68	5.42	3.35	5.98	6.54	7.10
Change in Working Capital	(0.84)	(1.48)	(1.51)	(0.43)	(0.08)	(1.15)	(1.12)
Cash Flow from Operations	4.11	3.98	4.80	3.12	5.46	5.73	7.05
Capex	(10.11)	(11.33)	(17.75)	(7.84)	(8.00)	(4.50)	(4.50)
Operating Free Cash Flow	(6.00)	(7.35)	(12.95)	(4.72)	(2.54)	1.23	2.55
Other (equity)	1.82	5.76	8.32	1.94	(0.00)	0.00	0.00
Free Cash Flow	(4.17)	(1.59)	(4.62)	(2.78)	(2.54)	1.23	2.55
Per Share Data							
Current Price (Euro)	0.77						
Total shares out fully diluted (m)	20.78						
EPS	0.02	0.04	0.04	0.01	(0.02)	0.02	0.05
FCF	(0.20)	(0.08)	(0.22)	(0.13)	(0.12)	0.06	0.12
Ratios							
EBITDA margin	29.5%	32.7%	30.6%	21.5%	26.4%	28.0%	29.1%
EBIT margin	5.0%	8.1%	7.2%	6.8%	1.5%	4.4%	6.7%
Net Debt/Equity	32.2%	30.0%	35.7%	41.5%	49.5%	45.5%	36.9%
Net Debt/(Net Debt + Equity)	24.3%	23.1%	26.3%	29.4%	33.1%	31.2%	27.0%
Net Debt/EBITDA	1.12	1.17	1.80	3.16	2.66	2.02	1.42
Interest cover EBIT	7.78	3.90	3.97	2.35	0.45	1.61	3.07
ROE	2.4%	3.3%	2.7%	0.6%	(1.3%)	1.0%	3.0%
ROCE	6.0%	5.9%	4.0%	3.8%	0.7%	2.7%	5.2%
Growth Rates							
Sales	17.3%	10.9%	15.8%	0.6%	14.0%	15.0%	15.0%
Revenues (VoP)	11.7%	5.9%	21.9%	3.3%	11.3%	9.7%	10.3%
EBITDA	35.2%	23.1%	8.2%	(29.3%)	39.8%	22.2%	19.3%
EBIT	(27.4%)	81.7%	2.0%	(4.5%)	(74.9%)	234.5%	77.6%
Net Profit	(56.8%)	90.5%	13.7%	(77.8%)	(322.4%)	176.7%	215.0%

Source: Group Consolidated Data & PMI Capital Research Estimates

FY20A-24E Sales and EBITDA margin – Euro m



1H24 Sales breakdown by business area



Source: Group Consolidated Data

Key Financials – Euro m

Income Statement	1H24A	1H23A	1H22A	FY23A	FY22A	FY21A
Sales	13.04	12.20	11.72	21.15	21.02	18.15
yoy	6.8%	4.2%	33.6%	0.6%	15.8%	10.9%
Revenues (VoP)	17.79	14.60	13.66	26.07	25.24	20.71
yoy	21.9%	6.8%	32.4%	3.3%	21.9%	5.9%
EBITDA	3.83	4.04	4.11	4.55	6.43	5.94
% on sales	29.4%	33.1%	35.1%	21.5%	30.6%	32.7%
EBIT	0.94	1.53	1.24	1.44	1.51	1.48
% on sales	7.2%	12.6%	10.6%	6.8%	7.2%	8.1%
Net Profit	0.10	0.91	0.53	0.20	0.89	0.78

Balance Sheet	1H24A	1H23A	1H22A	FY23A	FY22A	FY21A
Fixed Assets	46.38	42.86	32.20	43.75	39.02	26.19
Net Working Capital	5.50	6.02	3.81	7.31	6.89	5.38
Funds	(2.20)	(1.83)	(1.57)	(2.06)	(1.82)	(1.32)
NET INVESTED CAPITAL	49.68	47.05	34.45	49.01	44.09	30.25
Net Debt/(Cash)	18.10	13.09	8.79	14.38	11.60	6.98
Equity	31.58	33.96	25.66	34.62	32.48	23.27
SOURCES	49.68	47.05	34.45	49.01	44.09	30.25

Source: Group Consolidated Data

Estimate revision – Euro m

Income Statement	2023A	2024E Old	2024E New	2025E Old	2025E New	2026E Old	2026E New
Sales	21.15	24.11	24.11	27.97	27.73	33.56	31.89
yoy	0.6%	14.0%	14.0%	16.0%	15.0%	20.0%	15.0%
Revenues (VoP)	26.07	27.85	29.01	31.72	31.82	37.32	35.10
yoy	3.3%	6.8%	11.3%	13.9%	9.7%	17.7%	10.3%
EBITDA	4.55	6.38	6.35	8.06	7.77	10.23	9.27
% on sales	21.5%	26.5%	26.4%	28.8%	28.0%	30.5%	29.1%
EBIT	1.44	1.78	0.36	3.46	1.21	5.53	2.15
% on sales	6.8%	7.4%	1.5%	12.4%	4.4%	16.5%	6.7%
Net Profit	0.20	0.71	(0.44)	1.94	0.34	3.48	1.06
% on sales	0.9%	2.9%	(1.8%)	6.9%	1.2%	10.4%	3.3%
EPS	0.01	0.03	(0.02)	0.09	0.02	0.17	0.05

Balance Sheet	2023A	2024E Old	2024E New	2025E Old	2025E New	2026E Old	2026E New
Fixed Assets	43.75	42.50	45.76	41.80	43.71	41.01	41.09
Net Working Capital	7.31	6.47	7.39	6.57	8.54	7.63	9.65
Funds	(2.06)	(2.07)	(2.04)	(2.07)	(2.03)	(2.07)	(2.01)
NET INVESTED CAPITAL	49.01	46.89	51.10	46.30	50.21	46.56	48.72
Net Debt/(Cash)	14.38	11.56	16.92	9.03	15.69	5.81	13.15
Equity	34.62	35.33	34.18	37.27	34.52	40.75	35.58
SOURCES	49.01	46.89	51.10	46.30	50.21	46.56	48.72

Source: Group Consolidated Data for 2023 and PMI Capital Research estimates for 2024-2026

VALUATION UPDATE

This valuation is based on the assumption that the Company's risk profile has changed, and we have incorporated the increased risk profile of the Company in our valuation model (additional risk premium reflected in WACC and increased discount to peers). Based on the new estimates and risk-adjusted market data our model throws back a target price of Euro 1.46 p.s. (Euro 2.53 p.s. pr.), providing for a potential upside of 89%. At our target price, the stock would be trading at FY24E-25E EV/EBITDA multiples of 7.6x and 6.2x, respectively. Our valuation was obtained by weighing the DCF and multiple comparison analysis equally.

Valuation Summary

Method	Weight	Price (Eu p.s.)	Equity Value (Eu m)
Multiple Comparison (FY24-26 EV/ EBITDA, P/E; @50% discount)	50%	1.88	38.98
DCF (WACC 10.9% and g 1.0%)	50%	1.05	21.78
Target Price	100%	1.46	30.38

Source: PMI Capital Research Estimates

DCF model

For the Discounted Cash Flow analysis, we discounted free cash flows from 2024 to 2027, using a WACC of 10.9% integrated with an additional risk premium of 2.0%, and a perpetual growth rate (g) of 1%.

DCF Valuation		
Euro m		
WACC (additional risk premium 2%)		10.9%
g		1.0%
Sum of PV 2024-27 FCFs	6.15	14.7%
Discounted terminal value	35.55	85.3%
Enterprise Value	41.69	
Net Debt (1H24)	18.10	
Minorities (1H24)	1.82	
Equity Value	21.78	
N. of outstanding shares (excl. treasury shares) (m)	20.77	
Fair Value p.s. (Euro)	1.05	

Source: PMI Capital Research estimates.

Multiples Comparison

For the multiples analysis, we applied a 50% discount (previously 20%) to the 2024E–2026E EV/EBITDA and P/E market multiples of the selected peers, both international and Italian. It is also noted that the peer company Sikri Holding AS has changed its name to Spir Group ASA (SPIR-NO).

Companies	Country	Market Cap	Price	Sales	Sales	EBITDA	2023A-2025E CAGR	
				2023	YoY 23/22	% 2023	Sales	EBITDA
Adobe Inc.	USA	198,660.95	451.30	17,958.26	8.9%	39.0%	10.0%	23.5%
Salesforce, Inc.	USA	251,417.18	262.99	32,210.72	7.6%	34.1%	8.1%	18.9%
Gartner, Inc.	USA	36,649.02	475.59	5,463.76	4.9%	22.7%	6.2%	10.3%
HubSpot, Inc.	USA	25,377.53	494.22	2,007.40	21.9%	(1.4%)	16.7%	n.a.
Reply S.p.A.	ITA	5,076.73	135.70	2,117.98	12.0%	15.5%	8.3%	11.0%
ENTERSOFT S.A.	GRC	240.00	8.00	37.84	27.9%	32.4%	n.a.	n.a.
Appier Group, Inc.	JPN	1,070.63	10.48	173.78	23.7%	9.5%	25.5%	72.9%
SideTrade SA	FRA	324.41	221.00	43.74	19.0%	10.1%	23.5%	50.6%
GeneDx Holdings Corp. Class A	USA	1,349.26	50.09	187.37	(16.1%)	(63.1%)	21.1%	n.a.
Spir Group ASA	NOR	91.00	0.69	91.41	0.8%	11.1%	4.6%	43.0%
Average		52,025.67	211.01	6,029.23	11.0%	11.0%	14.9%	31.2%
Neosperience SpA	ITA	16.09	0.77	21.15	0.6%	21.5%	14.5%	30.7%

Source: FactSet data as of October 9th, 2024, and PMI Capital Research Estimates for Neosperience

Companies	EV/EBITDA			P/E		
	2024	2025	2026	2024	2025	2026
Adobe Inc.	20.9x	19.0x	17.2x	27.1x	24.1x	21.1x
Salesforce, Inc.	18.3x	16.6x	15.2x	28.5x	25.8x	22.6x
Gartner, Inc.	28.3x	26.0x	23.1x	44.7x	40.0x	34.1x
HubSpot, Inc.	50.9x	42.4x	32.0x	70.1x	60.5x	48.4x
Reply S.p.A.	13.0x	11.9x	10.9x	23.9x	21.6x	19.5x
ENTERSOFT S.A.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Appier Group, Inc.	35.1x	20.7x	14.3x	82.6x	36.7x	24.2x
SideTrade SA	n.a.	n.a.	n.a.	45.5x	36.7x	32.0x
GeneDx Holdings Corp. Class A	n.m.	81.2x	31.9x	n.m.	n.m.	70.2x
Spir Group ASA	8.5x	6.7x	6.0x	30.7x	13.7x	11.0x
Average	25.0x	28.1x	18.8x	44.1x	32.4x	31.5x
Neosperience SpA	5.4x	4.4x	3.7x	n.m.	47.9x	15.2x
Premium/Discount to Peers	(78%)	(84%)	(80%)	n.a.	48%	(52%)

Source: FactSet data as of October 9th, 2024, and PMI Capital Research Estimates for Neosperience

INDUSTRY COMPARISON

Neosperience Spa (NSP-IT): PMI Capital Research estimates and Factset Data

EGM Sector: average data for listed on EGM included in the Technology Services sub-sector: Adventure (ADV-IT), Almaxwave (AIW-IT), Circle (CIRC-IT), Clouadia Research (AGAIN-IT), Creatives Group (CREG-IT), Cyberoo (CYB-IT), Datrix (DATA-IT), Defence Tech Holding (DTH-IT), DHH (DHH-IT), DigiTouch (DGT-IT), Doxee (DOX-IT), E-novia (E9IA-IT), Expert.ai (EXAI-IT), Fae Technology (FAE-IT), Finanza.Tech (FTC-IT), FOS (FOS-IT), Franchetti (FCH-IT), Growens (GROW-IT), IDNTT (IDNTT-IT), Litix (LTX-IT), MAPS (MAPS-IT), Mare Engineering Group (MARE-IT), Matica Fintec (MFT-IT), MeglioQuesto (MQSPA-IT), Neurosoft (NRST-IT), Prismi (PRM-IT), Redelfi (RDF-IT), Relatech (RLT-IT), Reti (RETI-IT), SIAV (SIAV-IT), Solid World Group (S3D-IT), Spindox (SPN-IT), Tecma Solutions (TCM-IT), TMP Group (TMP-IT), TPS (TPS-IT), UCapital24 (U24-IT), Valica (VLC-IT), Vantea Smart (VNT-IT), Websolute (WBS-IT).

Industry Peers: Adobe Inc. (ADBE-US), Salesforce, Inc. (CRM-US), Gartner, Inc. (IT-US), HubSpot, Inc. (HUBS-US), Reply S.p.A. (REY-IT), Entersoft S.A. (ENTER-GR), Appier Group, Inc. (4180-JP), Sidetrade SA (ALBFR-FR), GeneDx Holdings Corp. Class A (WGS-US), Spir Group ASA (SPIR-NO).

Euronext Growth Milan: average financial and market data for all the companies listed on EGM, reported price performance data are related to the FTSE Italia Growth Index.

	NSP-IT Neosperience	Technology Services EGM Sector	Peers Avg	XS0072 FTSE Italia Growth
Key Financials 2023				
Sales	21.15	32.24	6,029.23	58.59
EBITDA	4.55	4.75	1,944.93	7.74
EBITDA %	21.5%	14.7%	32.3%	13.2%
EBIT	1.44	1.58	1,956.74	4.48
EBIT %	6.8%	4.9%	32.5%	7.6%
Earnings	0.20	1.23	1,535.08	(0.45)
Earnings %	0.9%	3.8%	25.5%	(0.8%)
Net Debt	14.38	3.64	(938.53)	8.48
ND/EBITDA	3.2x	0.8x	(0.5)x	1.1x
<i>FY21-23 Sales CAGR</i>	7.9%	12.9%	24.4%	12.3%
<i>FY23-26 Sales CAGR</i>	14.7%	11.8%	13.2%	10.0%
<i>FY21-23 Ebitda CAGR</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>
<i>FY23-26 Ebitda CAGR</i>	26.8%	26.3%	22.0%	16.6%
<i>FY21-23 Earnings CAGR</i>	(49.7%)	29.9%	70.1%	<i>n.m.</i>
<i>FY23-26 Earnings CAGR</i>	75.1%	56.4%	17.9%	<i>n.m.</i>
Market Data				
Market Cap	16.09	45.30	52,025.67	41.05
EV	34.19	48.29	52,197.10	47.78
Free Float	57.0%	37.6%	98.4%	33.8%
ADTT YTD (Eu k)	145.51	87.81	519,245.31	49.98
Market Multiples				
EV/Sales 2023	1.6x	2.0x	6.2x	1.9x
EV/Sales 2024	1.4x	1.6x	6.1x	1.2x
EV/Sales 2025	1.2x	1.3x	5.4x	1.0x
EV/Sales 2026	1.1x	1.2x	4.8x	0.9x
EV/EBITDA 2023	7.5x	12.3x	31.4x	10.3x
EV/EBITDA 2024	5.4x	8.0x	25.0x	7.8x
EV/EBITDA 2025	4.4x	5.9x	28.1x	5.4x
EV/EBITDA 2026	3.7x	5.0x	18.8x	4.1x
P/E 2023	81.7x	30.4x	145.5x	59.5x
P/E 2024	<i>n.m.</i>	26.3x	44.1x	20.1x
P/E 2025	47.9x	16.3x	32.4x	17.1x
P/E 2026	15.2x	16.6x	31.5x	11.1x
Earnings Yield	1.2%	2.7%	3.0%	(1.1%)
Stock Performance				
1D	(0.3%)	1.3%	0.6%	0.2%
1W	(31.8%)	0.5%	2.5%	(0.1%)
1M	(37.6%)	3.2%	10.6%	1.8%
3M	(41.6%)	(1.9%)	15.4%	(0.2%)
6M	(61.5%)	(0.8%)	43.7%	(1.1%)
YTD	(57.5%)	21.3%	100.1%	1.0%
1Y	(52.7%)	0.7%	177.8%	0.2%

Source: FactSet and PMI Capital data as of October 9th, 2024, Group data and PMI Capital Research estimates for Neosperience

NEOSPERIENCE IN BRIEF

Group Description

Neosperience is a leading Italian Tech Company specializing in Artificial Intelligence & Machine Learning applied to Customer Analytics, to assist and improve decision-making. The Company was founded in Brescia in 2006 by Dario Melpignano and Luigi Linotto, who currently hold the positions of Chairman & CEO and Executive Vice President respectively.

Neosperience aims to establish itself as a global leader in the customer experience and process innovation market, leveraging the advent of AI and seeking to seize the opportunities offered by this new scenario.

One of Neosperience's main strengths is the modular and scalable architecture of its proprietary application platform 'Neosperience Cloud'. It is a tailor-made solution for corporate customers that adapts to the needs of different industries, overcoming the limitations of traditional software platforms. Furthermore, Neosperience offers a complete service, ranging from data collection and analysis to the creation of customized digital products for its clients.

Innovation

- **Neosperience Cloud** is powered by artificial intelligence algorithms, which allow business processes to be optimized, ranging from the generation of new business opportunities to marketing and operations. The composable platform consists of modular components that can be dynamically combined and reorganized to create customized solutions to improve the customer experience and operational processes.

From Neosperience Cloud have derived all the technological and business initiatives both started and in the pipeline for the different industries: Neosperience Health Cloud, LegalTech Cloud (Elibra), Empathic Commerce Cloud, Tourism Cloud, Enterprise Cloud, Security, Safety & People Services.

- Neosperience has set up an Emphatic Approach to the business along three distinct business areas, each made up of several business units:
 1. **Empathic Customer Experience**, improving the interaction between the brand and its customers through the creation of personalized and empathic digital experiences.
 2. **Empathic Process Innovation**, evolving customers' corporate culture and operations with new tools, processes, and ways of working, with more efficient involvement of collaborators and partners.
 3. **Empathic Business Transformation**, supporting customers in defining their digital transformation strategies and creating new business models.

Strategy

- **Consolidation of the group's competitive positioning in the reference market.**
- **International expansion.**
- **M&A opportunities.**
- **Establishment of vertical sector spin-offs, and collaboration with technology and market partners.**
- **Acquisition of new customers.**

Management & Group Structure

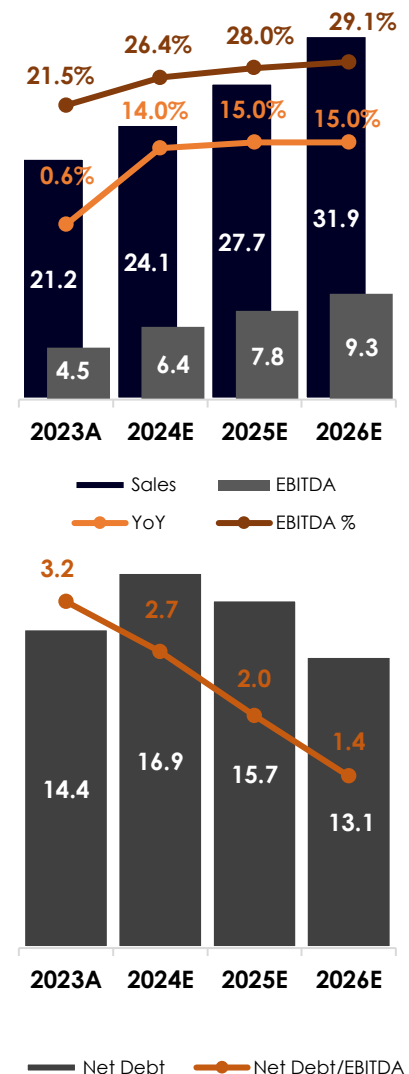
The board of Directors is composed of 6 members, one of whom is an independent director:

- **Dario Melpignano** – Founder and President
- **Luigi Linotto** – Founder and Executive Vice President
- **Graziano Greco** – CEO
- **Lorenzo Scaravelli** – Investor Relations and Corporate Development
- **Matteo Linotto** – Director
- **Michele Patella** – Independent Director

Awards

In 2023, Neosperience was recognized by UNHCR for its dedication to promoting refugee employment integration through collaborative initiatives with Powercoders. Neosperience and Yonder Labs' research on Digital Twin implementation in manufacturing won the Best Paper Award at the I3M conference, demonstrating the scientific validity and tangible impact of the approach underlying our solution.

Key Financials – Euro m



NEOSPERIENCE ON EURONEXT GROWTH MILAN

IPO

Trading Market: Euronext Growth Milan
Date: February 20th, 2019
Price: Euro 3.42
Capital raised: Euro 4.13 m
Capitalisation: Euro 22.11 m

SHARES (as of October 9th, 2024)

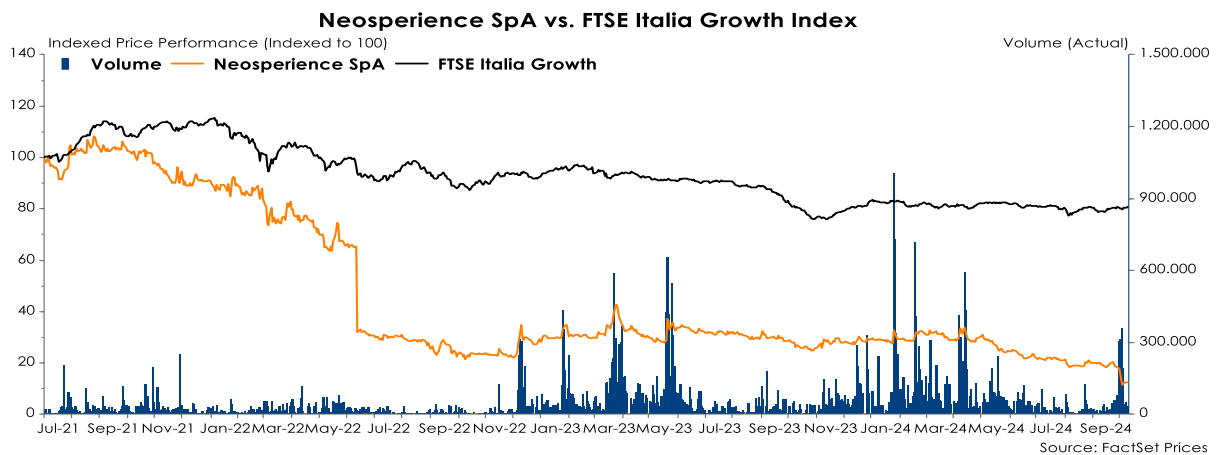
Code: NSP
Bloomberg: NSP:IM
Reuters: NSP.MI
ISIN: IT0005497018
Shares: 20,783,322
Price: Euro 0.77
Capitalisation: Euro 16.09 m
Free Float: 57.0%
EGA: CFO Sim SpA
Specialist: Banca Finnat Euramerica SpA
Auditing firm: BDO Italia SpA

Ownership

Shareholder	N. Shares	%
Neos S.r.l.*	6,671,680	32.1%
RH Tech Consulting S.r.l.	2,266,000	10.9%
Free Float	11,845,642	57.0%
Total	20,783,322	100.0%

*Company 50% owned by Dario Melpignano, 24.81% by Luigi Linotto and 25.19% by Matteo Linotto.
Source: Group website

STOCK PERFORMANCE



DISCLAIMER

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Date	Target Price	Market Price	Validity Time
10 October 2024	1.46	0.77	12 months
22 April 2024	2.53	1.77	12 months
23 October 2023	3.20	1.63	12 months
08 May 2023	3.35	1.75	12 months
10 October 2022	4.30	1.36	12 months
11 April 2022	5.88*	4.70	12 months
24 January 2022	5.83*	5.40	12 months

* Target Prices before June 2022 were reparametrized according to the stock split

VALUATION METHODOLOGY (HORIZON: 12M): IR Top obtained a fair value using different valuation methodologies including Discounted Cash Flow method and Multiple-based models. Moreover, IR Top used a proprietary model, "EGM Positioning rating", which incorporates a number of variables selected by IR Top based on research of "Osservatorio ECM Euronext Growth Milan", managed by IR Top and focused on research about performance of Companies listed on Euronext Growth Milan. Detailed information about the valuation or methodology and the underlying assumptions and information about the proprietary model used is accessible at IR Top premises.

RESEARCH TEAM:

Luca Previtali (Analyst)

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