



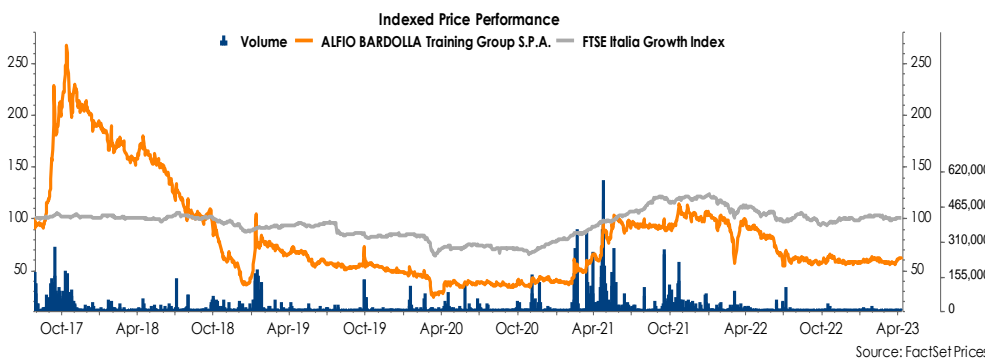
Great results from March's "Wake-Up Call" event, the second in hybrid mode

Sector: Commercial Services

FY22 sales at Euro 15.0 m, consistently in line with expectations. Alfio Bardolla Training Group, Italian leader in financial and business training, posted a positive set of FY22 results largely in line with our estimates. Total revenues amounted to Euro 15.8 m vs. Euro 14.1 m registered in previous year; the Group is continuing with the process of structuring itself to a gradual evolution of organizing events in hybrid mode, after the "Wake-Up Call" in October 2022 and the last in March 2023 that have been disbursed for the first time in both livestream and presence mode. Generally speaking, for the parent company it is planned, in particular, to return to physical events, while also maintaining the online ones, to move to the new headquarters, capable of accommodating the growing number of resources as well as having a dedicated course venue, and to conduct the "Wake-Up Call" in hybrid mode. Revenues of the Parent Company and ABTG Espana accounted for over 80% of the Group's revenues and amounted to Euro 12.8 m, up 9% YoY, while revenues of the subsidiary AGL, exceeding Euro 2.2 m and accounting for 14% of the total, grew by 4.5% compared to 2021. Particular noteworthy is the significant growth from the subsidiary SBL, with revenues of approximately Euro 1 m, up more than 600% compared to 2021 (Euro 0.137 m). Consolidated EBITDA amounted to Euro 2.5 m and expressed a margin of 16%, recording a decrease of Euro 1.3 m compared to the end of 2021, due to the increase in costs required to develop the business and the change in accounting for lead generation expenses. It should also be noted that, compared to 2021, the subsidiary SBL was fully consolidated, as its acquisition took place in June 2021. EBIT is negative for approximately Euro 0.5 m, compared to Euro 1.4 m as of 31 December 2021, mainly as a result of depreciation and amortization of Euro 2.4 m, up 20% YoY with respect to 2021, and related to the Parent Company and the Spanish subsidiary. As already mentioned, the year just ended was also characterized by the corporate reorganisation necessary to cope with the Group's growth in size and volume of business as well as to consolidate the new organisational structure. On the balance sheet side, we see a slightly increase in Net Financial Position that it is quantified in Euro 0.8 m (cash positive) vs. Euro 0.1 m at the end of 2021; Net working capital, which due to the business' nature is negative, stood at Euro -1.2 m whereas Net Equity was of Euro 4.1 m (vs. Euro 4.8 m in FY21).

Positive outlook despite international turmoil. On 31 January 2023, the Company's Board of Directors approved the 2023 budget, which envisages consolidated revenue of Euro 18.7 m and EBITDA of Euro 3.7 m, with an EBITDA margin of around 20%. The development strategy during 2023 includes growth across all Group companies, with further strengthening and consolidation of the digital strategy; for the Spanish subsidiary, ABTG Espana, the opening of the operational office in Valencia, the recruitment of a local figure in Valencia to move the commercial activity and the launch of training for entrepreneurs are planned. In addition, the free tour in Spanish cities and the return to the Wake Up Call in physical and online form are expected. For AGL, an increase in revenues is expected with the strengthening of the core business, related to affiliations and monthly fees, and the launch of new services with further digital developments and greater integration and remuneration of affiliates. Finally, for SBL, once the re-organisation phase after the acquisition is over, significant growth is expected in 2023, with the start of synergies with the parent company and IT developments.

Estimate revision and valuation. Given the above we finetuned our revenue forecast now assuming Euro 18.7 m in FY23 (previously Euro 18.3 m) and slightly decrease our EBITDA margin (now 20% in FY23 and 21% in FY24 vs 26% and 28% previously). Based on peers' multiple re-rating (c. +5% since our last report), we updated our target price to Euro 8.35 p.s. (8.27 pr.) providing for an upside on current stock price of +294%. The stock is currently trading at FY23E/24E EV/EBITDA multiples of 2.68x and 2.39x at an average discount of 20% to peers. At our target price the stock would be trading at 11.2x and 10.0x respectively.



Target Price 8.35 (8.27 pr.)

Price (€ m) **2.1**
Market Cap (€ m) **10.8**
EV (€ m) **10.0**

As of April 19th, 2023

Share Data

Market	Euronext Growth Milan
Reuters/Bloomberg	ABTG.MI/ABTG:IM
ISIN	IT0005244030
N. of Shares	5,095,554
Free Float	52.5%
CEO	Alfio Bardolla

Financials

	2022A	2023E	2024E	2025E
Sales	15.0	18.0	19.8	21.4
YoY %	+12%	+20%	+10%	+9%
EBITDA	2.5	3.7	4.3	4.6
EBITDA %	16%	20%	21%	21%
EBIT	(0.6)	1.8	2.1	2.2
EBIT %	(3%)	10%	10%	9%
Net Income	(0.6)	1.1	1.4	1.4
Net Debt	(0.8)	(2.0)	(3.5)	(5.3)

Performance

	1M	3M	6M
Absolute %	3.4	1.0	-6.6
Relative (FTSE Italia Growth)	2.5	3.8	-10.0
52-week High/Low (Eu)	3.5	/	1.9

Sustainability

ESG Profile available

Research Department of

IRTOP CONSULTING

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KEY FINANCIALS

Profit&Loss Statement	2021A	2022A	2023E	2024E	2025E
Revenues (VoP)	14.2	15.8	18.7	20.4	22.0
EBITDA	3.8	2.5	3.7	4.2	4.6
EBIT	0.0	(0.5)	1.8	2.1	2.2
Financial Income (charges)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)
Extraordinary items	0.0	0.0	0.0	0.0	0.0
Pre-tax profit (loss)	1.4	(0.6)	1.7	2.1	2.1
Taxes	(0.6)	(0.0)	(0.6)	(0.7)	(0.7)
Minorities	(0.6)	0.6	(1.2)	(1.4)	(1.4)
Net profit (loss)	0.8	(0.6)	1.1	1.3	1.4

Balance Sheet					
Net working capital (NWC)	(1.0)	(1.1)	(0.8)	(0.6)	(0.1)
Net fixed assets	6.6	5.4	5.5	5.3	4.7
M/L Funds	(0.7)	(0.9)	(0.7)	(0.6)	(0.4)
Net Capital Employed	5.0	3.4	4.0	4.2	4.2
Net Debt	(0.1)	(0.8)	(2.0)	(3.2)	(5.7)
Minorities	0.3	0.1	0.0	0.0	0.0
Equity	5.1	4.2	5.9	7.3	9.9

Cash Flow					
Net Profit	0.8	(0.6)	1.1	1.3	1.4
Non cash items	2.7	3.2	1.7	2.0	2.2
Change in Working Capital	(1.1)	0.2	(0.3)	(0.3)	(0.4)
Cash Flow from Operations	2.5	2.8	2.5	3.1	3.2
Capex	(2.1)	(1.8)	(2.0)	(1.9)	(1.8)
Operating Free Cash Flow	0.4	1.0	0.5	1.1	1.4
Acquisitions	0.0	0.0	0.0	1.0	1.0
Dividend	0.0	(0.0)	0.0	0.0	0.0
Other (equity)	(0.0)	(0.0)	0.0	0.0	0.0
Free Cash Flow	0.4	1.0	0.5	2.1	2.4

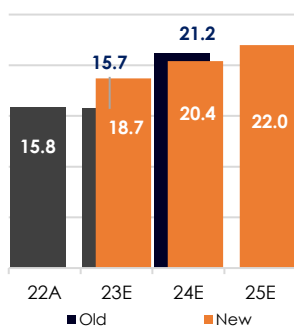
Per Share Data						
Current Price		2.12				
Total shares out (mn)		5095.55				
EPS		0.0	(0.0)	0.0	0.0	0.0
FCF		0.0	0.0	0.0	0.0	0.0
Pay out ratio		0%	0%	0%	100%	100%

Ratios					
EBITDA margin	26.6%	15.6%	20.0%	20.5%	21.0%
EBIT margin	0.0%	n.s.	9.7%	10.3%	9.9%
Net Debt/Equity	-2.3%	-18.8%	-33.2%	-43.0%	-57.6%
Net Debt/(Net Debt + Equity)	-2.3%	-23.2%	-49.7%	-75.4%	-135.8%
Net Debt/EBITDA	-0.03	-0.32	-0.53	-0.75	-1.23
Interest cover EBIT	0.19	n.s.	22.66	52.54	54.08
ROE	16.1%	-14.9%	18.9%	18.3%	14.0%
ROCE	11.8%	-15.4%	60.9%	67.6%	69.4%
Free Cash Flow Yield	0.0%	0.0%	0.0%	0.0%	0.0%

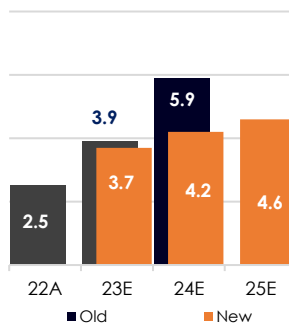
Growth Rates					
Revenues (VoP)	46%	12%	18%	9%	8%
EBITDA	57%	-34%	51%	12%	10%
EBIT	17%	-38809%	430%	16%	3%
Net Profit	16%	-175%	282%	19%	3%

Source: Group Consolidated Data & PMI Capital Research Estimates

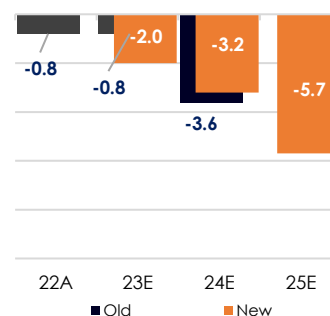
Revenues Revision – Euro m



EBITDA Revision – Euro m



Net Debt Revision – Euro m



Source: Group data

Key Financials – Euro m

Income Statement	22A	21A	Δ %	Balance Sheet	22A	21A	Δ %
Revenues (VoP)	15.8	14.2	+12%	Net Working Capital	(1.1)	(1)	+17%
yoy	+12%	+46%	-	Fixed Net Assets	5.4	6.6	-18%
Operating EBITDA*	2.5	3.8	-34%	Funds	(0.9)	(0.6)	+34%
yoy	-34%	+57%	-	Net Capital Employed	3.4	5.0	-32%
EBIT	(0.5)	1.4	-142%	Net Debt (Cash)	(0.8)	(0.1)	-74%
margin	n.m.	10%	-%	Equity	4.2	5.1	+3%
Net Profit	(0.6)	0.8	-175%	Sources	3.4	5.0	+10%

Source: Group Data

* The OPERATING EBITDA is an indicator of the Group's performance that is an expression of the business trend and has been disclosed to show the operating result in continuity with previous years and is calculated not considering lead generation expenses that were capitalised in the years. For more information, please refer to the sections of the notes to the financial statements on intangible assets.

Estimates Revision – Euro m

Income Statement	22A	23E Old	23E New	24E Old	24E New	2025E
Revenues (VoP)	15.8	15.7	18.7	21.2	20.4	22.0
yoy	+12%	+15%	+18%	+16%	+9%	+8%
Operating EBITDA*	2.5	3.9	3.7	5.9	4.2	4.6
margin	16%	25%	20%	28%	21%	21%
EBIT	(0.5)	1.7	1.8	3.6	2.1	2.2
margin	n.m.	11%	10%	17%	10%	10%
Net Profit	(0.6)	1.2	1.1	2.6	1.3	1.4

Balance Sheet	22A	23E Old	23E New	24E Old	24E New	2025E
Net Working Capital (NWC)	(1.1)	(0.9)	(0.8)	(1.24)	(0.6)	(0.1)
Fixed net assets	5.4	6.6	5.5	6.2	5.3	4.7
Funds	(0.9)	(0.6)	(0.7)	(0.7)	(0.6)	(0.4)
Net Capital Employed	3.4	5.00	3.9	4.33	4.2	4.2
Net Debt (Cash)	(0.8)	(0.8)	(2.0)	(3.6)	(3.2)	(5.7)
Equity	4.2	5.8	5.9	7.9	7.3	9.9
Sources	3.4	5.00	3.9	4.33	4.2	4.2

Source: PMI Capital Research Estimates

INDUSTRY COMPARISON

ABTG Spa (ABTG-IT): IR Top estimates and Factset Data

EGM Sector: average data for listed on Euronext Growth Milan included in the Consumer Services sub sector: Acquazzurra (ACQ-IT), ALA (ALA-IT), Casaold (CASA-IT), CleanBnB (CBB-IT), DBA Group (DBA-IT), Destination Italia (DIT-IT), EdiliziAcrobatica (EDAC-IT), Fabilia (FHR-IT), Farmaè (FAR-IT), G Rent (GSR-IT), Igeamed, (MED-IT), Iscc Fintech (ISC-IT), Lindbergh (LDB-IT), Portale Sardegna (PSA-IT), Promotica (PMT-IT), Sebino (SEB-IT), Sirio (SIO-IT), Soluzione Tasse (STG-IT), SosTravel.com (SOS-IT), Star7 (STAR7-IT), TPS (TPS-IT), TraWell Co (TWL-IT), TrenDevice (TD-IT) and others.

Industry Peers: average data for a selected group of listed peers (see tables above for more details)

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

	ABTG-IT Alfio Bardolla Training Group	Consumer Services EGM Sector	Peers Avg	XS0072 FTSE Italia Growth
Key Financials				
Revenues	15.8	28.4	1,242	38.9
EBITDA	2.5	13.1	255	6.2
EBITDA %	15.8%	46.0%	20.6%	16.0%
EBIT	-0.6	2.6	133	2.9
EBIT %	-3.8%	9.1%	10.7%	7.3%
Earnings	-0.6	1.4	123	1.8
Earnings %	-3.8%	4.8%	9.9%	4.7%
Net Debt	-0.8	11.9	126	3.7
ND/EBITDA	-0.3	0.9	0.5	0.6
<i>FY21-23 Revenues CAGR</i>	15%	15%	8%	38%
<i>FY22-24 Revenues CAGR</i>	14%	20%	2%	14%
<i>FY21-23 Earnings CAGR</i>	17%	21%	61%	78%
<i>FY22-24 Earnings CAGR</i>	223%	52%	8%	30%
Market Data				
Market Cap	10.8	16.6	2,011	56.6
EV	10.0	23.9	3,315	59.4
Free Float	52.5%	31.6%	n.a.	36.9%
ADTT YTD (Eu k)	7	16	8,686	78
Market Multiples				
EV/Sales 2022	0.6	4.1	92.5	1.4
EV/Sales 2023	0.5	1.9	2.1	1.2
EV/Sales 2024	0.5	1.4	1.9	1.2
EV/EBITDA 2022	4.0	19.5	11.7	12.1
EV/EBITDA 2023	2.7	7.5	10.0	11.3
EV/EBITDA 2024	2.4	10.9	8.9	7.0
EV/EBIT 2022	n.m.	14.4	87.7	25.5
EV/EBIT 2023	5.6	35.9	36.4	14.3
EV/EBIT 2024	4.8	7.9	21.0	21.7
P/E 2022	n.m.	38.3	19.7	34.5
P/E 2023	9.8	14.8	18.9	19.4
P/E 2024	8.3	12.7	15.4	19.2
Earnings Yield	n.a.	2.6%	5.1%	2.9%
Stock Performance				
1D	1.9%	-0.6%	0%	-0.5%
1W	-4.5%	-0.2%	1%	-1.3%
1M	3.4%	2.9%	1%	0.9%
3M	1.0%	1.1%	1%	-2.7%
6M	-6.6%	5.9%	2%	3.8%
YTD	1.9%	4.2%	1%	0.2%
1Y	-35.8%	-11.1%	-7%	-10.8%

Source: Factset data as of April 19th, 2023, and PMI Capital Research

ALFIO BARDOLLA – ESG PROFILE in partnership with  IRTOP CONSULTING

MATERIAL ESG ISSUES

Environmental

HIGHLIGHTS

ABTG is committed to:

- limit the use of plastic;
- differentiate waste;
- Use the card responsibly.

Governance

- Fight corruption

In addition to the traditional structure with the Board and Shareholders' Meeting, the presence of the Related Parties Committee and the Remuneration and Appointments Committee is expected.

Also in 2021, the Company had no sanctions and no personal data breaches were recorded. The Company has appointed a DPO (Data Protection Officer) for the planning and management of all operations concerning the processing of personal data.

Social & People

- Financial education
- The management of human resources

The Group's objective is to make the services available to a wider audience, at moderate costs and with customized delivery methods.

Wake Up Call (WUP): three-day online course attended by 5000 people from 22 countries. During 2021, 8100 online courses were held.

In 2021, there were no accidents at work, no illness and no discrimination against employees. 92 human resources are employed, of which 37% are women.

VALUATION UPDATE

Valuation Summary

Method	Weight	Price (Eu p.s.)	Equity Value (Eu m)
Multiple analysis EV/EBITDA, EV/SALES 23/25 and International Peers	50%	5.93	29.12
DCF (WACC 9.6% and g 1.0%)	50%	10.77	59.96
TARGET PRICE	100%	8.35	44.54

Source: PMI Capital Research Estimates

Multiples Comparison

Financials	Ticker	Market Cap	Price	Sales 2023E	EBITDA% 2023E	NI % 2023E
M2i SA	ALMII-FR	19.4	3.8	60.5	9.4%	4.0%
Strategic Education, Inc.	STRA-US	2,059.8	83.8	1,014.8	15.7%	6.3%
Franklin Covey Co.	FC-US	481.8	34.8	259.2	16.0%	5.6%
Stride, Inc.	LRN-US	1,506.3	34.9	1,638.0	15.6%	5.9%
Chegg, Inc	CHGG-US	2,036.0	16.1	687.4	32.4%	22.9%
Pearson PLC	PSON-GB	6,821.2	9.5	4,305.1	21.2%	10.6%
Learning Technologies Group Plc	LTG-GB	1,153.7	1.5	709.5	20.9%	12.4%
Average		2,011		1,239	19%	10%
ABTG	ABTG-IT	10.8	2.1	18.0	20%	6%

Source: FactSet data as of April 19th, 2023, and PMI Capital Research Estimates for ABTG

Trading multiples	EV/Sales				EV/EBITDA			
	22A	23E	24E	25E	22A	23E	24E	25E
M2i SA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Strategic Education, Inc.	1.8	2.0	1.9	n.a.	11.6	12.7	10.8	n.a.
Franklin Covey Co.	2.5	1.8	1.6	n.a.	15.6	11.3	9.3	7.7
Stride, Inc.	1.1	1.0	1.0	0.9	7.0	6.7	6.0	4.9
Chegg, Inc	5.1	3.7	3.5	3.2	15.5	11.4	10.4	9.4
Pearson PLC	2.0	1.8	1.8	1.7	10.8	8.6	8.3	7.8
Learning Technologies Group Plc	1.9	1.9	1.9	1.8	9.6	9.2	8.6	n.a.
Average	2.4	2.1	1.9	1.9	11.7	10.0	8.9	7.4
ABTG	0.6	0.5	0.5	0.5	4.0	2.7	2.4	2.4
Premium/Discount to Peers	-73.7%	-73.9%	-74.6%	-76.0%	-65.4%	-73.2%	-73.2%	-67.9%

Source: FactSet data as of April 19th, 2023, and PMI Capital Research Estimates for ABTG

ALFIO BARDOLLA TRAINING GROUP IN BRIEF

Group Description

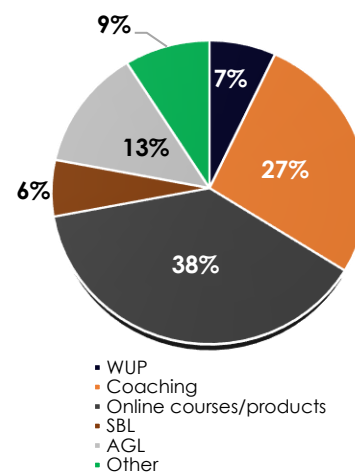
Alfio Bardolla Training Group S.P.A. (ABTG), Innovative SME since 2017 is Italian leader in digital financial and business training. With its two subsidiaries (ABTG Spain and Aste Giudiziarie Lombardia) the Group creates, develops and markets highly specialized on-and offline training courses in the personal finance and wealth creation fields. The Group was founded in 2012 by Alfio Bardolla, entrepreneur and best-selling author of six books (over 300,000 copies sold) including "I soldi fanno la felicità".

ABTG, headquartered in Milan, was listed on Euronext Growth Milan on July 2017, and has to date sold its training courses to over 43,000 clients through audio programs, videos, live courses and personalized coaching. The Group can rely on staff of 17 employees (as of December 31st, 2020) and external consultants including a sales force paid on commission. In FY20 ABTG recorded revenues of Euro 9.7 m, posting an EBITDA margin of 25%.

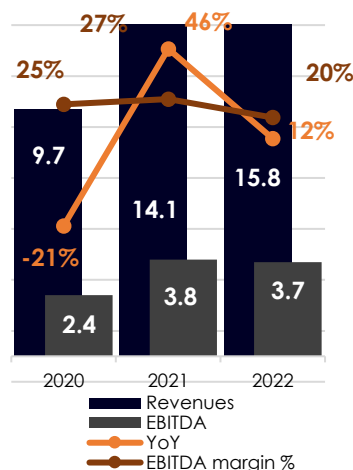
Key Managers

- **Alfio Bardolla** – Chairman & CEO
- **Federica Parigi** – Non-executive Director
- **Robert Allen** – Non-executive Director
- **Nicola De Biase** – Non-executive Director

Revenues breakdown by segment



Revenues & EBITDA evolution



Strategy

- Consolidation of the Group's position in the Italian market and international expansion, by increasing brand awareness through marketing and commercial activities, exploiting cross-selling opportunities and decline the current courses offer in Spanish and English-speaking countries
- Further development of online business model and M&A
- Customers' database capitalization in order to product additional revenues streams with activities such as advertisement
- Commercial Partnerships created by leveraging on the proprietary database

Main Risks

- Dependence on key figures including founder Alfio Bardolla who still plays an important role in ABTG's marketing strategy and brand awareness, although less so than at the time of the IPO
- Services quality highly dependent on qualified coaches and trainers, whose departure from the Group could affect its competitive positioning
- Possible data breaches could impact the Group's reputation, due to its high reliance on its database
- Risks related to the international expansion strategy due to lower brand awareness and possible regulatory differences

ALFIO BARDOLLA TRAINING GROUP ON EGM

IPO

Trading Market: Euronext Growth Milan
Date: July 28th, 2017
Price: 4.14 Euro
Capital raised: Eu 3.1 m through capital increase
Capitalisation: Eu 10.6 m

SHARES (as of April 19th, 2023)

Code: ABTG
Bloomberg: ABTG IM
Reuters: ABTG.MI
ISIN ordinary shares: IT0005244030
Shares: 5,095,554
Price: 2.12 Eu
Performance from IPO: -49%
Capitalisation: Euro 10.8 m
Free Float: 52.5%
EGA: Integrae SIM S.p.a.
Specialist: Integrae SIM S.p.a.

OWNERSHIP

Shareholder	%
Jaguar Holding S.r.l.	46.4%
Free Float	52.5%
Other	1.07%
Total	100%

Source: Company Data

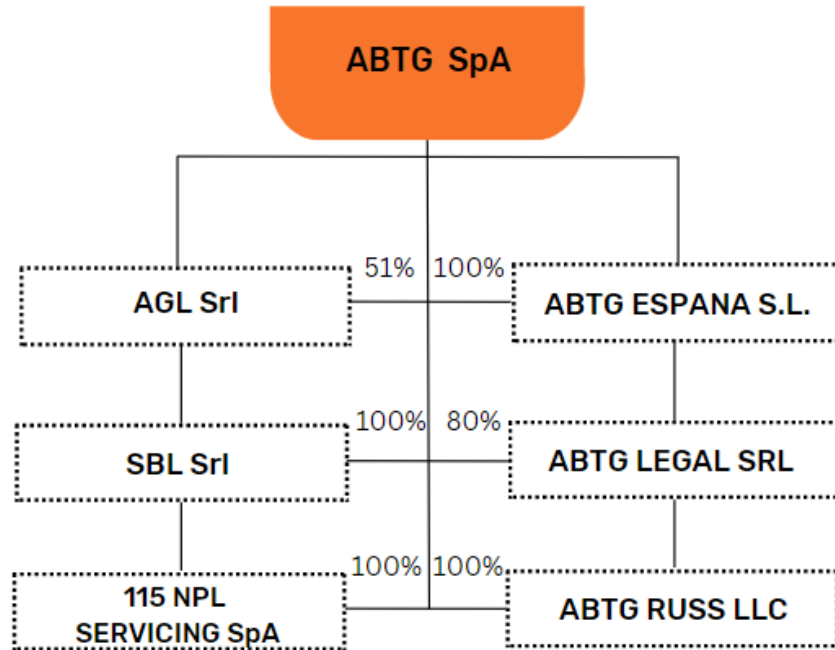
WARRANT

Alphanumeric code: WABTG
ISIN: IT0005245607
Issued warrants: 5,479,210
Exercise ratio: 1 new instrument every 1 warrants held

Period	from	To	Strike Price (Euro)	Converted (n. of Warrant)
First	07/16/18	07/27/18	4.14	100
Second	12/10/18	12/21/18	4.14	-
Third	07/15/19	07/26/19	4.14	730
Fourth	12/09/19	12/20/19	4.14	-
Fifth	07/20/20	07/31/20	3.00	-
Sixth	12/07/20	12/18/20	3.00	-
Seventh	07/19/21	07/30/21	3.50	-
Eighth	12/13/21	12/24/21	3.50	363
Ninth	07/18/22	07/29/22	4.00	-
Tenth	12/12/22	12/23/22	4.00	-
Eleventh	07/17/23	07/28/23	4.50	-
Twelfth	12/11/23	12/22/23	4.50	-
Thirteenth	07/15/24	07/26/24	5.00	-
Fourteenth	12/09/24	12/20/24	5.00	-
Fifteenth	07/14/25	07/25/25	5.50	-
Sixteenth	12/08/25	12/19/25	5.50	-
Seventeenth	07/20/26	07/31/26	6.00	-
Eighteenth	12/07/26	12/18/26	6.00	-
Nineteenth	07/19/27	07/30/27	6.50	-

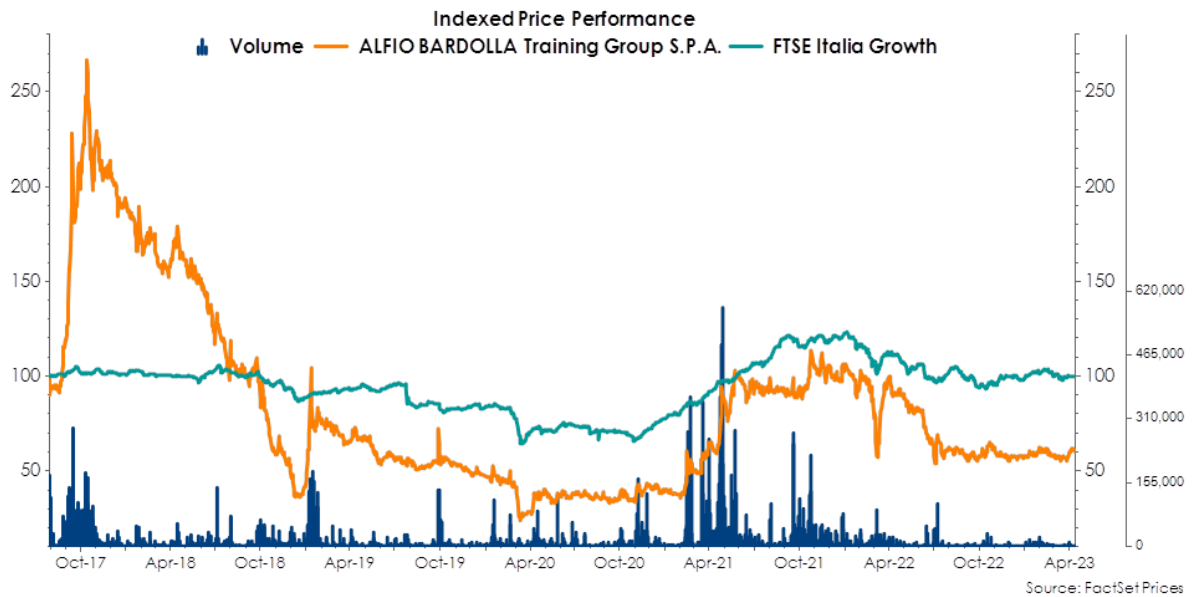
Number of outstanding Warrant: 5,477,187.

GROUP STRUCTURE



Source: Group Presentation

STOCK PERFORMANCE



DISCLAIMER

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Date	Target Price	Market Price	Validity Time
April 19 th , 2023	8.35	2.12	12 months
October 11 th , 2022	8.27	2.13	12 months
April 19 th , 2022	8.45	3.30	12 months
October 11 th , 2021	7.41	3.31	12 months
April 23 rd , 2021	5.23	2.90	12 months
November 16 th , 2020	3.76	1.35	12 months

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 EGM", 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:

Edoardo Fumagalli (Analyst)

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