EuroLand Corporate

STIF

Buy

Market Cap (€M)	380,0	Ticker	ALSTI-FR	Industrial
Target Price	86,2€ (vs 61,7€)	Number of shares (in million)	5,14	Flash
07/23/2025 Price	74,0 €	Average volune 12m (securities)	16 327	07/24/2025
Upside	*16,5%*	Extreme 12m (€)	15,65€/83,00€	

Solid H1 2025, driven by BESS and Explosion Industry

Highlights

- H1 revenue came in at €35.9 million, up +30% year-on-year.
- 2025 organic growth target confirmed, w/ additional upside expected from integration of StuvEx
- We revise our 2025 revenue forecast upwards to €83.4 million, representing annual growth of +36.2%.

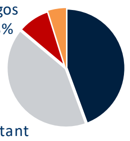
Financial summary (€m)

au 31/12	2024	2025e	2026e	2027e
Sales	61,2	83,4	105,4	119,2
YoY chg (%)	*72,7%*	*36,2%*	*26,4%*	*13,0%*
EBITDA	15,7	21,6	27,5	31,3
% of sales	*25,7%*	*25,9%*	*26,1%*	*26,3%*
EBIT	13,2	18,4	23,6	26,9
% of sales	*21,6%*	*22,0%*	*22,3%*	*22,6%*
Net profit, group sh	9,7	12,7	16,6	19,2
% of sales	*15,8%*	*15,2%*	*15,8%*	*16,1%*
EPS (reported)	1,91	2,47	3,24	3,74
ROCE (%)	51,4%	32,5%	37,0%	39,2%
ROE (%)	43,0%	39,6%	36,7%	31,4%
Gearing (%)	-22,4%	22,8%	-2,2%	-21,6%
Net debt	-5,7	7,2	-1,5	-14,3
Div/share (€)	-1,0	-3,1	-3,3	-3,5
Yield (%)	2,0%	0,8%	0,9%	0,6%

Valuation metrics (x)

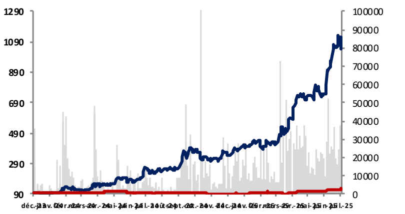
	2024	2025e	2026e	2027e
EV/sales (x)	2,4	4,7	3,6	3,1
EV/EBITDA (x)	9,5	18,1	13,9	11,8
EV/EBIT (x)	11,3	21,2	16,2	13,8
P/E (x)	15,8	30,0	22,9	19,8

Shareholders



Share performance

Performances (%)	Ytd	1m	3m	12m
Absolute perf.	201,1%	48,9%	92,0%	332,1%



H1 2025 Revenue Release

STIF reported first-half revenue of €35.9 million, up +30% year-on-year, exceeding our expectations. This strong performance was driven primarily by the excellent momentum in the BESS segment, which grew by +58.9% y/y, and was further supported by a strong showing from the Explosion Industry segment, which posted a +33.5% increase to €7.3 million. The latter benefited from the successful commercial launch of the new Vigiflam Vi solution, which contributed significantly to growth.

The group remains confident in its ability to achieve annual organic revenue growth above 20%.

Growth drivers remain well oriented

In H1, BESS-related activity generated €17.4 million in revenue, compared with €11.0 million the previous year, representing a +58.9% increase. BESS now accounts for nearly 50% of the total revenue mix, versus 40% a year earlier. This acceleration was largely driven by strong volumes in Asia (€11.3 million, up 5x y/y), particularly with Fluence and Sungrow. In Europe, sales also increased sharply to €9.6 million (+33.7% y/y), supported by business with Nidec, CEN and Siemens. Conversely, North America experienced a decline to €9.3 million, from €12.0 million in H1 2024, mainly due to destocking at Tesla following a surge in orders at the end of 2024. In addition, although hedged, the group incurred a ~€1 million negative impact from the recent depreciation of the US dollar on its Tesla-related revenue.

The Explosion Industry division delivered robust growth of +33.5%, reaching €7.3 million. The group emphasized the strong contribution of the new flameless explosion vent panel Vigiflam Vi, launched commercially in the first half.

Legacy activities remained stable, with revenue of €11.2 million, in line with H1 2024.

2025 outlook and upward revision of our estimates

Following this solid first half, STIF reiterated its guidance for annual organic revenue growth above 20%. The integration of StuvEx, recently acquired, is expected to act as an additional

Renan Kerourio - Analyst - 01 44 70 20 96 - rkerourio@elcorp.com

growth lever in H2. Management plans to unveil a new strategic roadmap during the release of H1 results in October.

In light of this strong performance, we revise our 2025 revenue forecast upwards to €83.4 million (vs. €81.2 million previously), representing annual growth of +36.2%. This adjustment reflects the accelerating BESS momentum, driven by 1) the ramp-up of contracts in China, particularly with Fluence and Sungrow, and 2) a gradual normalization of deliveries in the US, after a temporary slowdown earlier this year that weighed on commercial activity. The Explosion Industry segment is also expected to benefit in H2 from 1) a favorable base effect following an excellent H1 and continued momentum, and 2) the expected contribution from StuvEx, whose offering complements that of STIF.

As a result, we are raising our 2025 profitability forecasts, factoring in both the revenue uplift and the dilutive margin impact of the acquisition. We now forecast EBITDA of €21.6 million (vs. €20.4 million previously), implying a margin of 25.9%, and a net profit (group share) of €12.7 million (vs. €11.8 million), corresponding to a net margin of 15.2%.

Recommendation

Following this publication and the update of our model, we reiterate our Buy recommendation and raise our target price to €86.2 (vs. €61.7 previously), implying an upside potential of +16.5%.

Company profile

Historically positioned in bulk handling equipment, STIF has entered a new and ambitious phase of its development in recent years. Building on its recognized expertise, and under the impetus of CEO José Burgos, the group is pursuing a growth strategy in a new market: battery energy storage systems (BESS).
Backed by two business segments, 1/ bulk handling equipment and 2/ passive explosion protection equipment, STIF is well placed to ensure profitable growth over the coming years.

Investment case

Identified Growth Drivers. STIF is expected to experience a trajectory of strong business growth over the next four years, with a 2023–2027e revenue CAGR of approximately 25%. This growth will translate into increased profitability for the group. The products anticipated to drive this significant growth are equipment designed for explosion protection, which boasts a much higher gross margin (around 60–65%) compared to the group's legacy equipment (around 50–55%). Consequently, the group's profitability and cash generation (FCF) are expected to accelerate, benefiting from a strong operational leverage inherent in its structure.

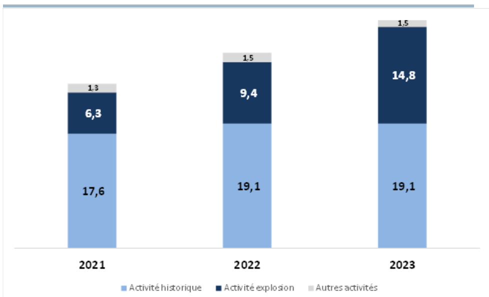
A Strategy of Value Chain Integration. STIF develops, designs, produces, and markets its equipment, thereby controlling the entire value chain. This vertical integration provides optimal control over its operations. The group operates across various industries, offering both bulk material handling equipment and passive explosion protection solutions. This presence in niche markets enables the company to expand its customer base while reducing dependence on any single industry. Furthermore, STIF benefits from international reach, with nearly 75% of its 2022 revenue generated outside France.

BESS: A High-Potential Market. Battery Energy Storage Systems (BESS) enables the storage of electricity generated by renewable energy sources (solar and wind). The group enjoys a first-mover advantage, attracting significant international players such as Tesla, with orders reaching substantial amounts (e.g., a €13 million volume contract). This market positions STIF for a drastic shift in its growth trajectory.

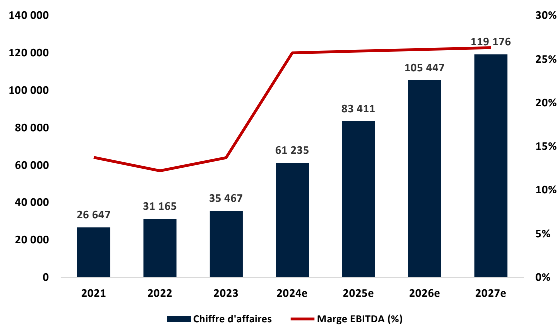
Comparable valuation multiples

				EV/sales			EV/EBITDA			EV/EBIT			P/E		
Société	**Capitalisation (€M)**	**Dette nette**	**VE**	**2025e**	**2026e**	**2027e**	**2025e**	**2026e**	**2027e**	**2025e**	**2026e**	**2027e**	**2025e**	**2026e**	**2027e**
Prodways Group SA	30	5	35	0,8x	0,8x	0,7x	7,8x	6,4x	5,6x	17,8x	12,3x	10,0x	28,6x	18,2x	14,4x
Alfen NV	265	33	299	0,6x	0,5x	0,5x	10,1x	7,1x	5,9x	70,9x	17,6x	11,6x		25,9x	15,8x
Entech Smart Energies	120	17	137	1,6x	1,0x	0,7x	35,3x	10,4x	4,6x	69,6x	14,0x	6,0x		17,6x	8,0x
Nabaltec AG	133	11	145	0,6x	0,6x	0,6x	4,1x	3,7x	3,5x	7,2x	6,3x	5,7x	11,6x	9,5x	8,4x
R. STAHL AG	126	56	182	0,5x	0,5x	0,5x	4,8x	4,1x	3,6x	9,2x	6,9x	5,6x	13,6x	9,3x	7,1x
Moyenne	**134,8**	**24,5**	**159,3**	**0,8x**	**0,7x**	**0,6x**	**12,4x**	**6,3x**	**4,6x**	**34,9x**	**11,4x**	**7,8x**	**18,0x**	**16,1x**	**10,8x**
Médiane	**125,6**	**17,0**	**144,7**	**0,6x**	**0,6x**	**0,6x**	**7,8x**	**6,4x**	**4,6x**	**17,8x**	**12,3x**	**6,0x**	**13,6x**	**17,6x**	**8,4x**

Change in sales (€m)



Change in sales (€m) and EBITDA margin (%)



P&L (€m)	2021	2022	2023	2024e	2025e	2026e	2027e
Sales	26,6	31,2	35,5	61,2	83,4	105,4	119,2
EBITDA	3,4	3,5	4,7	15,7	21,6	27,5	31,3
EBIT	**2,4**	**2,6**	**3,2**	**13,2**	**18,4**	**23,6**	**26,9**
Operating income	2,4	2,6	3,2	13,4	18,4	23,6	26,9
Net financial income (loss)	-0,1	0,0	-0,3	-0,2	-1,1	-1,0	-1,0
Tax	-0,4	-0,3	-0,4	-3,1	-4,0	-5,1	-5,8
Affiliates	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Minorities	0,4	0,6	0,4	0,5	0,6	0,8	0,9
Net income, group share	**1,5**	**1,7**	**2,0**	**9,7**	**12,7**	**16,6**	**19,2**
Balance sheet (€m)	**2021**	**2022**	**2023**	**2024e**	**2025e**	**2026e**	**2027e**
Non current assets	5,4	7,6	10,2	16,7	34,0	35,4	35,7
Working capital	2,7	3,2	4,4	2,6	8,3	12,4	15,8
Cash and cash equivalents	**1,9**	**1,9**	**7,8**	**16,7**	**16,8**	**23,7**	**36,5**
Equity	4,7	6,0	15,2	23,4	33,6	47,7	64,3
Borrowings and financial debt	4,8	6,1	6,4	11,4	24,4	22,6	22,6
Total balance sheet	**14,4**	**17,3**	**29,2**	**51,3**	**78,1**	**95,8**	**115,5**
Cash flow statement (€m)	**2021**	**2022**	**2023**	**2024e**	**2025e**	**2026e**	**2027e**
Cash flow from operations	2,9	3,3	3,6	12,0	16,5	21,4	24,5
Change in working capital	-0,5	-0,6	-1,3	1,7	-5,7	-4,1	-3,5
Cash flow from operating activities	**2,4**	**2,6**	**2,3**	**13,7**	**10,9**	**17,3**	**21,0**
CAPEX, net	-1,3	-3,2	-3,2	-5,1	-5,6	-5,3	-4,8
FCF	**1,2**	**-0,6**	**-1,0**	**8,5**	**5,3**	**12,0**	**16,3**
Capital increase	0,0	0,0	8,1	0,0	0,0	0,0	0,0
Change in financial debt	-0,3	1,3	-0,4	5,1	13,0	-1,8	0,0
Dividends paid	-0,6	-0,7	-0,8	-1,0	-3,1	-3,3	-3,5
Cash flow from financing activities	**-1,0**	**0,6**	**6,9**	**4,1**	**9,9**	**-5,1**	**-3,5**
Change in cash and cash equivalents	0,3	0,0	5,9	8,8	0,1	6,9	12,8
Ratios	**2021**	**2022**	**2023**	**2024e**	**2025e**	**2026e**	**2027e**
Sales growth (%)		17,0%	13,8%	72,7%	36,2%	26,4%	13,0%
EBITDA margin (%)	12,8%	11,2%	13,3%	25,7%	25,9%	26,1%	26,3%
EBIT margin (%)	**9,1%**	**8,2%**	**8,9%**	**21,6%**	**22,0%**	**22,3%**	**22,6%**
Operating profit margin (%)	9,1%	8,2%	8,9%	21,9%	22,0%	22,3%	22,6%
Net margin (%)	5,8%	5,5%	5,6%	15,8%	15,2%	15,8%	16,1%
CAPEX (% sales)	4,8%	10,3%	9,1%	8,4%	6,7%	5,0%	4,0%
Working capital (% sales)	10,2%	10,2%	12,3%	4,3%	9,9%	11,7%	13,3%
ROCE (%)	22,4%	17,8%	16,2%	51,4%	32,5%	37,0%	39,2%
ROCE ex GW (%)	**22,4%**	**17,8%**	**16,4%**	**60,5%**	**56,4%**	**59,3%**	**60,0%**
ROE (%)	42,2%	37,7%	14,6%	43,0%	39,6%	36,7%	31,4%
Payout (%)	0,0%	0,0%	48,3%	31,0%	25,0%	20,0%	12,0%
Dividend yield (%)		0,0%	2,7%	2,0%	0,8%	0,9%	0,6%
Leverage ratios	**2021**	**2022**	**2023**	**2024e**	**2025e**	**2026e**	**2027e**
Gearing (%)	**61,3%**	**70,2%**	**-9,3%**	**-22,4%**	**22,8%**	**-2,2%**	**-21,6%**
Net debt/EBITDA (x)	0,8	1,1	-0,3	-0,3	0,4	0,0	-0,4
Interest coverage (x)	29,9	69,6	15,2	36,1	19,5	26,8	30,6
Valuation	**2021**	**2022**	**2023**	**2024e**	**2025e**	**2026e**	**2027e**
Nb of shares (millions)	5,1	5,1	5,1	5,1	5,1	5,1	5,1
Average nb of shares (millions)	5,1	5,1	5,1	5,1	5,1	5,1	5,1
Price (annual average, €)	0,0	8,8	7,1	30,1	74,0	74,0	74,0
Average market capitalization (€m)	0,0	44,7	36,2	152,8	380,0	380,0	380,0
(2) Net debt (+)/ Net cash (-)	2,9	4,2	-2,1	-5,7	7,2	-1,5	-14,3
(3) Value of minorities	1,1	1,5	1,6	0,9	1,5	2,3	3,3
(4) Value of financial assets	0,4	0,2	0,7	1,6	1,6	1,6	1,6
EV = (1)+(2)+(3)-(4)	4,3	50,6	36,3	149,6	390,3	382,4	370,5
EV/sales	**0,2**	**1,6**	**1,0**	**2,4**	**4,7**	**3,6**	**3,1**
EV/EBITDA	1,3	14,5	7,7	9,5	18,1	13,9	11,8
EV/EBIT	**1,8**	**19,8**	**11,5**	**11,3**	**21,2**	**16,2**	**13,8**
P/E	0,0	26,1	18,1	15,8	30,0	22,9	19,8
P/B	0,0	7,4	2,4	6,5	11,3	8,0	5,9
P/CF	0,0	17,0	15,9	11,2	35,0	22,0	18,1
FCF yield (%)	**26,7%**	**-1,1%**	**-2,6%**	**5,7%**	**1,3%**	**3,1%**	**4,4%**
Per share data (€)	**2021**	**2022**	**2023**	**2024**	**2025**	**2026**	**2027**
EPS (reported)	0,30	0,34	0,39	1,91	2,47	3,24	3,74
Book value	**0,9**	**1,2**	**3,0**	**4,6**	**6,5**	**9,3**	**12,5**
Dividend	0,0	0,0	0,2	0,6	0,6	0,6	0,4

Renan Kerourio - Analyst - 01 44 70 20 96 - rkerourio@elcorp.com

Euroland Corporate company ratings :

EuroLand Corporate's recommendations cover the next twelve months and are defined as follows:

Buy: upside potential greater than 15% in absolute terms relative to the current share price, with good fundamentals.
Hold : upside potential between 0% and 15% in absolute terms relative to the current share price.
Neutral: share price potential between -5% and +5% absolute vs. current price.
Underweight : downside potential of between 0% and 15% in absolute terms relative to the current share price.
Sell : downside potential greater than 15% absolute relative to current share price, excessive valuation.
Under review : the recommendation is under review due to a capital transaction (takeover bid / public exchange offer / capital increase, etc.), a change of analyst or a temporary conflict of interest between Euroland Corporate and the issuer.

Recommendation history :
Buy : Since 15/04/2024
Hold : (-)
Neutral : (-)
Underweight : (-)
Sell : (-)
Under review : (-)

Valuation methods :
This research note may refer to valuation methods whose definitions are summarized below:

1/ Comparables method : the valuation multiples of the company under review are compared with those of a sample of companies in the same business sector, or with a similar financial profile. The average of the sample establishes a valuation benchmark, to which the analyst adds any discounts or premiums resulting from his or her perception of the specific characteristics of the company being valued (legal status, growth prospects, level of profitability, etc.).

2/ NAV method : Net Asset Value approach is an assessment of the market value of a company's balance sheet assets, using the method that appears most relevant to the analyst.

3/ **Sum of the parts method** : the sum of the parts consists in valuing a company's activities separately, using methods appropriate to each of these activities, and then adding them together.

4/ DCF method : the discounted cash flow method consists in determining the present value of the cash a company will generate in the future. Cash flow projections are established by the analyst on the basis of his or her assumptions and modeling. The discount rate used is the weighted average cost of capital, which represents the cost of the company's debt and the theoretical cost of equity estimated by the analyst, weighted by the weight of each of these two components in the company's financing.

5/ Transactions multiples method : the method consists of applying the multiples observed in previous transactions involving comparable companies to the company being valued.

6/ Dividend discounting method : the method consists of establishing the present value of the dividends that will be received by a company's shareholder, based on a dividend projection made by the analyst and a discount rate deemed relevant (generally the theoretical cost of equity).

7/ EVA method : the "Economic Value Added" method involves determining the annual increase in profitability generated by a company's assets in relation to its cost of capital (also known as "value creation"). This additional profitability is then discounted for future years at a rate corresponding to the weighted average cost of capital, and the result obtained is added to the company's net book value.

DETECTION OF POTENTIAL CONFLICTS OF INTEREST

Corporate Finance	Intérêt personnel de l'analyste	Détention d'actifs de l'émetteur	Communication préalable à l'émetteur	Contrat de liquidité	Contrat Eurovalue*
Non	Non	Non	Oui	Non	Oui

Renan Kerourio - Analyst - 01 44 70 20 96 - rkerourio@elcorp.com

"Disclaimer / Avertissement"

This study has been prepared by EuroLand Corporate independently of STIF (the "Company") and is provided for information purposes only.

This study does not constitute or form part of any offer to sell or subscribe for securities or any invitation to an offer to buy or subscribe for securities. Neither this study, nor any part of it, constitutes the basis of any contract or commitment whatsoever, nor should it be used in support of such a contract or commitment or as an inducement to enter into such a contract or commitment.

Any opinions, forecasts, projections and/or estimates expressed in this document are entirely those of EuroLand Corporate and are given in the context of its usual research activities and must not be considered as having been authorized or approved by any other person.

Any opinions, forecasts, projections and/or estimates contained herein reflect EuroLand Corporate's judgment as of the date of publication, and there can be no guarantee that future results or events will be in line with such opinions, forecasts, projections and/or estimates. Such opinions, forecasts, projections and/or estimates are subject to change without notice, their accuracy is not guaranteed and they may be incomplete or summarized. This document may therefore not contain all information relating to the Company.

EuroLand Corporate draws the reader's attention to the fact that, in compliance with current regulations, its directors or employees may personally own securities or financial instruments that may give access to securities issued by the Company, without this fact calling into question EuroLand Corporate's independence in the preparation of this study.

Investors must make their own judgement as to the suitability of investing in any securities issued by the Company, taking into account the merits and risks associated therewith, their own investment strategy and their own legal, tax and financial situation.

EuroLand Corporate has not independently verified the information provided in this study. As such, no representation or warranty, express or implied, is given as to the sincerity, accuracy, completeness or veracity of the information, opinions, forecasts, projections and/or estimates contained in this study. Neither EuroLand Corporate, nor any of its members, officers, employees or advisors, nor any other person accepts any liability whatsoever (whether in negligence or otherwise) for any loss of any nature whatsoever arising out of or in any way connected with the use of this study, its contents, its accuracy, any omissions therefrom.

This study may not be reproduced, communicated or disseminated, directly or indirectly, in whole or in part, in any manner whatsoever, without the consent of EuroLand Corporate.

This document may not be distributed to persons subject to certain restrictions. In particular, in the United Kingdom, this document is directed only at persons who (i) are investment professionals within the meaning of Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as currently in force, hereinafter the "Financial Promotion Order"), (ii) are within the meaning of Article 49(2) (a) to (d) ("high net worth companies, unincorporated associations etc.") of the Financial Promotion Order, (iii) are not members of a professional association within the meaning of Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as currently in force, hereinafter the "Financial Promotion Order"), (iv) are not members of a professional association within the meaning of Article 49(2) (a) to (d) ("high net worth companies, unincorporated associations etc. "of the Financial Promotion Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activities (within the meaning of section 21 of the Financial Services and Markets Act 2000) in connection with the issue or disposal of any securities may lawfully be communicated, directly or indirectly (all such persons together being referred to as "Relevant Persons"). This document is intended for Authorized Persons only and may not be used by anyone other than an Authorized Person. All persons other than Authorized Persons must refrain from using or relying on this document and the information it contains. Neither this document nor any copy of it may be transmitted to or distributed in the United States of America, or be distributed, directly or indirectly, in the United States of America. Failure to comply with this restriction may constitute a violation of U.S. stock exchange regulations.

Neither this document nor any copy of it may be transmitted or distributed in Canada, Australia or Japan. The distribution of this document in other jurisdictions may constitute a violation of applicable laws and regulations. Persons into whose possession this document comes must inform themselves of and comply with such laws and regulations. By agreeing to receive this research note, you agree to be bound by the restrictions referred to above."

Euroland Corporate
17 avenue George V
75008 Paris
+33 1 44 70 20 80