

| Electricité | Obj. cours 12m relevé | France | @ Go to SG website

Engie EPS

L'offre V2G : une nouvelle étape dans le développement d'Engie EPS

Achat

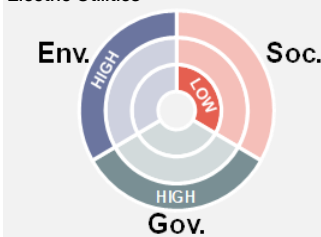
Cours 14/09/20 **10.8 €**
Obj. cours 12m **14.0 €**
Pot. de hausse **29.6%**
Prév. 12m div. **0.00 €**
Rentabilité 12m **29.6%**

Chgt depuis dernière publication

Objectif (€) **↑ 14.0** (10.00)
BNPA 20e (€) -0.736 nc
BNPA 21e (€) -0.392 nc
BNPA 22e (€) 0.157 nc
nouveau vs (ancien) nc : inchangé

Sector ESG materiality meter (@link)

Electric Utilities



Sector exposure to E & S factors



Performance boursière



VE 20 (M€) 154
Capi. bours. (M€) 138

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Moins connues que ses activités de microgrids et de stockage électrique, les compétences d'Engie EPS dans le domaine de la mobilité électrique se trouvent confirmées par l'inauguration du projet pilote V2G aux côtés de FCA et Terna. Nous n'intégrons pas à ce stade de CA additionnel dans nos estimations 2020-2022, mais à échéance trois ou quatre ans - i.e. en liaison avec le développement de flottes de véhicules électriques. Cette offre pourrait constituer une source substantielle de revenus. Objectif de cours fondé sur les DCF revu en hausse de 10 € à 14 €.

En quoi consiste la nouvelle offre V2G (Vehicule-to-Grid) ? FCA, Terna et Engie EPS ont présenté le 14/09 le projet pilote V2G de mobilité électrique dans l'usine FCA de Mirafiori, à Turin. Ce projet est le résultat du travail conjoint des trois entreprises qui, grâce à l'utilisation d'une technologie innovante, commencent à expérimenter une solution de recharge bidirectionnelle permettant à la fois de recharger sa voiture et de renvoyer de l'électricité au réseau. Engie EPS intervient comme réalisateur technique de l'installation, qui permet de transformer ce qui n'est généralement qu'un coût (le stationnement du véhicule) en un bénéfice qui pourrait être exploité par les entreprises gérant une flotte de véhicules. Le nombre potentiellement élevé de véhicules stationnés au même endroit représente en effet une opportunité de fournir au réseau électrique des services « agrégés ».

Quels développements futurs pour le V2G ? La première phase de construction prévoit l'installation de 32 bornes V2G sur le site de Mirafiori, capables d'alimenter 64 véhicules, dans le but d'expérimenter la technologie et la gestion logistique du parking. Dans une seconde phase, i.e. d'ici fin 2021, le site sera étendu pour permettre l'interconnexion de 700 véhicules électriques, ce qui en fera la plus grande infrastructure de ce type au monde. La gestion de cette seconde phase sera dictée par une logique économique, l'objectif étant de fournir des services au réseau de Terna et de garantir un résultat économique positif pour FCA et Engie EPS.

Quelle est la situation à Guam et Hawaï ? Ces deux grands projets devraient représenter plus de 100 M€ de CA en cumulé. A Guam, une décision finale des autorités locales devrait intervenir très prochainement à la suite de la procédure d'appel initiée par un concurrent, et à Hawaï le groupe Engie est actuellement en négociations avec Hawaiian Electric afin de définir les termes du PPA (Power Purchase Agreement).

Notre objectif de cours est relevé de 10 € à 14 € du fait du roll-over d'un an de notre modèle basé sur les DCF. Les principales hypothèses de ce modèle demeurent inchangées : WACC 9%, marge d'EBITDA normative 16.0%, croissance 2023-2031 +15%/an, croissance à l'infini +3.0%/an.

Données financières	12/19	12/20e	12/21e	12/22e	Ratios	12/19	12/20e	12/21e	12/22e
Chiffre d'affaires (M€)	20.2	13.0	40.0	80.0	PER (x)	NM	NM	NM	68.9
Croiss. du CA (%)	28.7	-35.6	NM	100.0	Rend. du CA (VE) (%)	-5.0	-2.9	-3.7	0.0
Marge d'EBIT (%)	NM	NM	NM	3.8	Rendement (%)	0.0	0.0	0.0	0.0
Rés. net publié (M€)	-14.6	-9.40	-5.00	2.00	Cours/actif net (x)	49.3	NM	NM	NM
BNPA retraité (€)	-1.02	-0.74	-0.39	0.16	VE/CA (x)	6.08	11.9	4.04	2.05
Croiss. du BNPA (%)	-75.7	27.7	46.8	140.0	VE/EBIT (x)	NM	NM	NM	54.6
Dividende/action (€)	0.00	0.00	0.00	0.00	VE/IC (x)	7.5	11.9	10.1	8.2
Croiss. dividende (%)	NA	NA	NA	NA	ROIC/WACC (x)	-7.3	-4.9	-2.3	-0.5
Payout (%)	0	0	0	0	Dettes nettes/EBITDA (x)	NM	NM	NM	3.64

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DCF

Hypothèses DCF

Valorisation (M€)		Coût moyen pondéré du capital (%)	
Valeur d'entreprise	199	Taux sans risque (10 ans)	-0.20
<i>dont estimations (%)</i>	28%	Prime de risque marché	6.30
<i>dont valeur terminale (%)</i>	72%	Bêta	1.53
		Coût du capital	9.44
Dette nette (-)/cash (+)	-16	Coût de la dette après impôts	2.25
Minoritaires	0	WACC	9.0
Sociétés mises en équivalence	0	Croissance normalisée du CA (%)	15.00
Valeurs mobilières de placement	0	Marge d'EBIT normalisée (%)	10.00
Autres ajustements	-4	Taux de conversion en cash normalisé (%)	90.90
Valeur estimée des FP	178		
DCF SG : FP/action (€)	14.0		

Source : SG Cross Asset Research/Equity

DCF : calcul des cash flows disponibles

(M€)	Estimations (5 ans)					Estimations normalisées (6 ans)					
	12/21	12/22	12/23	12/24	12/25	12/26	12/27	12/28	12/29	12/30	12/31
Chiffre d'affaires (Md€)	40.0	80.0	92.0	105.8	121.7	139.9	160.9	185.0	212.8	244.7	281.4
EBIT (Md€)	-4.0	3.0	9.2	10.6	12.2	14.0	16.1	18.5	21.3	24.5	28.1
Amortissements	3.0	4.0	5.5	6.3	7.3	8.4	9.7	11.1	12.8	14.7	16.9
Impôts	0.0	0.0	-1.4	-1.6	-1.8	-2.1	-2.4	-2.8	-3.2	-3.7	-4.2
Invest. industriels	-4.0	-6.0	-5.5	-6.3	-7.3	-8.3	-9.6	-11.0	-12.7	-14.6	-16.8
Variation du BFR	-1.0	-1.0	-0.9	-1.0	-1.2	-1.3	-1.5	-1.8	-2.0	-2.3	-2.7
Autres mouvements cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash flows	-6.0	0.0	7.0	8.0	9.2	10.6	12.2	14.0	16.2	18.6	21.4
Discount factor	0.92	0.84	0.77	0.71	0.65	0.60	0.55	0.50	0.46	0.42	0.39
Discounted Free Cash flow	-5.5	0.0	5.4	5.7	6.0	6.3	6.7	7.1	7.5	7.9	8.3

Source : SG Cross Asset Research/Equity

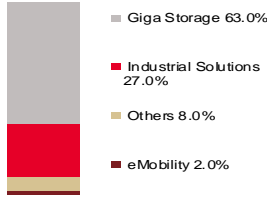
Analyse de sensibilité

WACC	7.5%	8.0%	8.5%	9.0%	9.5%	10.0%	10.5%
1.5%	16.1	14.3	12.8	11.5	10.4	9.5	8.6
2.0%	17.3	15.3	13.7	12.2	11.0	9.9	9.0
2.5%	18.8	16.5	14.6	13.0	11.6	10.5	9.5
Croissance à l'infini (%)	3.0%	17.9	15.7	14.0	12.4	11.1	10.0
3.5%	23.0	19.7	17.1	15.0	13.3	11.8	10.6
4.0%	25.9	21.9	18.8	16.3	14.3	12.6	11.3
4.5%	29.8	24.7	20.9	17.9	15.6	13.6	12.1

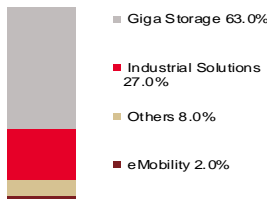
Source : SG Cross Asset Research/Equity

Engie EPS

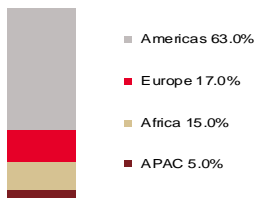
CA/division 19



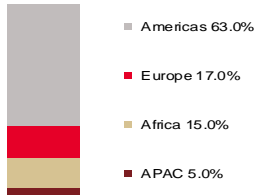
EBIT/division 19



CA/zone géo. 19



EBIT/Region 19



Principaux actionnaires (%)

Engie	60.5
Free Float	39.5

Performance boursière

Perf. (%)	1m	3m	12m	ytd
Action	3.8	44.4	69.8	20.0
Rel. indice*	3.7	37.7	67.4	24.9
Rel. secteur**	6.3	47.5	84.9	34.5

* MSCI World (\$)

** MSCI World Utilities (\$)

	12/15	12/16	12/17	12/18	12/19	12/20e	12/21e	12/22e
Valorisation (M€)								
Nombre d'actions courant	7.88	8.03	8.44	12.8	12.8	12.8	12.8	12.8
Cours moyen (hist.) ou actuel	6.47	5.30	8.58	11.6	8.88	10.8	10.8	10.8
Capitalisation moyenne (retraitee SG) (1)	51	43	72	148	113	138	138	138
Dette nette(-)/cash(+) (2)	9	-1	-12	7	-9	-16	-24	-26
Minoritaires (3)	0	0	0	0	0	0	0	0
Actifs financiers (4)	0	0	0	0	0	0	0	0
Autres ajustements (5)	0	0	0	0	0	0	0	1
VE = (1) - (2) + (3) - (4) + (5)	42	44	85	141	123	154	162	164
PER (x)	NM	NM	NM	NM	NM	NM	NM	68.9
Cours/cash flow (x)	NM	NM	NM	101.8	NM	NM	NM	27.6
Cours/cash flow disponible (x)	NM	NM	NM	NM	NM	NM	NM	NM
Cours/actif net (x)	4.12	7.67	50.4	7.06	49.3	NM	NM	NM
VE/CA (x)	70.7	5.97	8.47	8.98	6.08	11.9	4.04	2.05
VE/EBITDA (x)	NM	NM	NM	NM	NM	NM	NM	23.4
Rendement (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Données par action (€)								
BNPA SG (retraité)	-0.98	-1.08	-0.40	-0.58	-1.02	-0.74	-0.39	0.16
Cash flow	-1.10	-0.41	-1.30	0.11	-0.51	-0.33	-0.23	0.39
Actif net	1.57	0.69	0.17	1.64	0.18	-0.55	-0.94	-0.78
Dividende	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Compte de résultats (M€)								
Chiffre d'affaires	0.60	7.30	10.0	15.7	20.2	13.0	40.0	80.0
Marge brute	0.50	3.20	4.00	4.70	5.30	3.30	11.0	22.0
EBITDA	-3.10	-4.00	-1.70	-4.60	-5.70	-5.70	-1.00	7.00
Dépréciation et amortissement	-4.60	-4.50	-1.70	-1.90	-7.80	-3.00	-3.00	-4.00
EBIT	-7.70	-8.50	-3.40	-6.50	-13.5	-8.70	-4.00	3.00
Pertes pour dépréciation d'actifs	0.00	0.00	0.00	-2.70	0.00	0.00	0.00	0.00
Résultat financier	0.00	-0.10	-3.80	3.10	-0.30	-0.70	-1.00	-1.00
Eléments exceptionnels et hors exploitation	-2.90	0.00	-2.60	-2.60	-1.60	0.00	0.00	0.00
Impôts	0.00	0.00	0.80	0.00	0.80	0.00	0.00	0.00
Intérêts minoritaires	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Résultat net publié	-10.6	-8.60	-9.00	-8.70	-14.6	-9.40	-5.00	2.00
Résultat net retraité SG	-7.70	-8.60	-3.30	-6.10	-13.0	-9.40	-5.00	2.00
Tableau de financement (M€)								
EBITDA	-3.10	-4.00	-1.70	-4.60	-5.70	-5.70	-1.00	7.00
Var. du BFR	-2.50	0.80	-6.00	2.70	-1.30	2.20	-1.00	-1.00
Autres variations de trésorerie (opérationnel)	-3.10	-0.10	-3.00	3.10	0.50	-0.70	-1.00	-1.00
Cash flow opérationnel	-8.70	-3.30	-10.7	1.20	-6.50	-4.20	-3.00	5.00
Investissements industriels nets	-1.40	-5.20	-2.70	-3.90	0.10	-1.00	-4.00	-6.00
Cash flow disponible	-10.1	-8.50	-13.4	-2.70	-6.40	-5.20	-7.00	-1.00
CF issu des opérations d'invest. (hors capex)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CF issu des opérations de financement	18.7	0.00	1.50	30.3	0.00	0.00	0.00	0.00
Var. nette de trésorerie (issue des CF)	8.60	-8.50	-11.9	27.6	-6.40	-5.20	-7.00	-1.00
Bilan (M€)								
Total actifs immobilisés	1.60	5.70	7.00	9.40	10.2	9.10	11.1	14.5
dont immobilisations incorporelles	0.80	4.80	6.30	8.00	7.00	6.00	7.00	9.00
BFR	2.40	1.60	7.60	4.90	6.20	4.00	5.00	6.00
Oblig. aux titres des avantages du personnel	0.00	0.00	0.70	4.20	4.80	4.00	4.50	5.00
Fonds propres	12.4	5.50	1.40	17.3	2.30	-7.00	-12.0	-10.0
Intérêts minoritaires	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Provisions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dette nette (-)/cash (+)	8.70	-0.90	-12.3	7.20	-9.30	-16.1	-23.6	-25.5
Ratios								
ROIC (%)	-284.9	-113.3	-23.1	-33.4	-65.5	-43.9	-20.4	-4.3
ROE (%)	-164.3	-96.1	-260.9	-93.0	-149.0	NM	NM	NM
Marge brute/CA (%)	83.3	43.8	40.0	29.9	26.2	25.4	27.5	27.5
Marge d'EBITDA (%)	-516.7	-54.8	-17.0	-29.3	-28.2	-43.8	-2.5	8.8
Marge d'EBIT (%)	NM	NM	NM	NM	NM	NM	NM	3.8
Croiss. du CA (%)	-62.5	NM	37.0	57.0	28.7	-35.6	NM	100.0
Croiss. organique du CA (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Croiss. de l'EBITDA (%)	-93.8	-29.0	57.5	NM	-23.9	0.0	82.5	NM
Croiss. de l'EBIT (%)	NM	-10.4	60.0	-91.2	NM	35.6	54.0	NM
Croiss. du BNPA (%)	-197.3	-10.7	62.9	-44.6	-75.7	27.7	46.8	140.0
Croiss. du dividende (%)	NA	NA	NA	NA	NA	NA	NA	NA
Conversion en cash (%)	131.2	98.8	nm	89.2	51.1	51.7	150.0	0.0
Dette nette/FP (%)	NM	16	NM	NM	404	NM	NM	NM
MBA/dette nette (%)	35.6	NM	NM	20.8	NM	NM	NM	23.5
Dividende versé/CF disponible (%)	NM	NM	NM	NM	NM	NM	NM	NM

Source: SG Cross Asset Research/Equity

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APPENDIX

SUBJECT COMPANIES

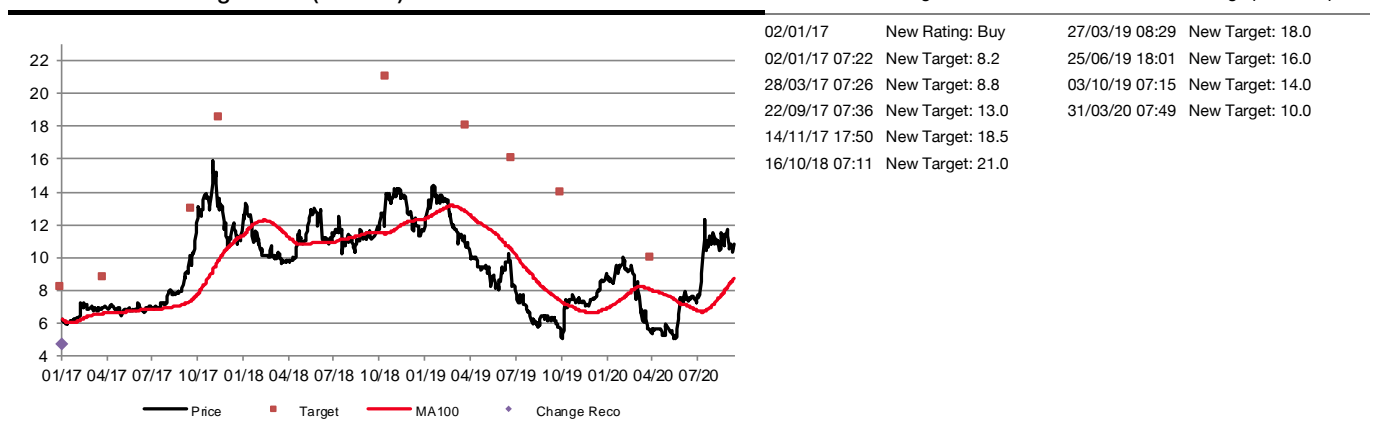
Engie EPS (EPS.PA, Buy)

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Historical Price: Engie EPS (EPS.PA)



Source: SG Cross Asset Research/Equity

VALUATION METHODOLOGY AND RISKS TO RATING, RECOMMENDATION AND PRICE TARGET

Valuation Methodology **Engie EPS**

Our target price is derived from a DCF, with a WACC of 9.0%, a normalised EBITDA margin of 16%, a 2023-2031 growth rate of 15% and a perpetuity growth rate of 3.0%.

Risks

1) Length of the sales cycle (usually spans between one and two years) is reflected through the use of a rather high 9.0% WACC; 2) Development of Hydrogen-based electricity storage, thanks to large incentives from Governments, might jeopardize Lithium-Ion battery storage going forward; 3) Execution risks. Engie EPS has won/is currently winning large contracts in remote islands (Guam, Hawaii, Comoros, etc) where meteorological conditions can be challenging (tropical storms, typhoons, floods, etc.).

SG EQUITY RESEARCH RATINGS on a 12 month period

BUY: absolute total shareholder return forecast of 15% or more over a 12 month period.

HOLD: absolute total shareholder return forecast between 0% and +15% over a 12 month period.

SELL: absolute total shareholder return forecast below 0% over a 12 month period.

Total shareholder return means forecast share price appreciation plus all forecast cash dividend income, including income from special dividends, paid during the 12 month period. Ratings are determined by the ranges described above at the time of the initiation of coverage or a change in rating (subject to limited management discretion). At other times, ratings may fall outside of these ranges because of market price movements and/or other short term volatility or trading patterns. Such interim deviations from specified ranges will be permitted but will become subject to review by research management.

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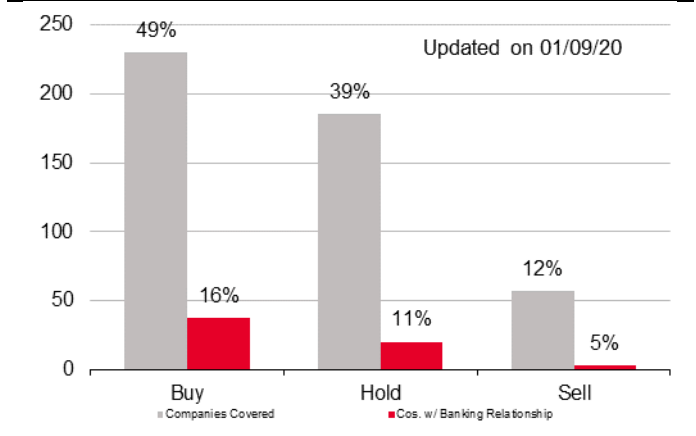
OVERWEIGHT: sector expected to outperform the relevant broad market benchmark over the next 12 months.

NEUTRAL: sector expected to perform in-line with the relevant broad market benchmark over the next 12 months.

UNDERWEIGHT: sector expected to underperform the relevant broad market benchmark over the next 12 months.

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Equity rating and dispersion relationship



Source: SG Cross Asset Research/Equity

All pricing information included in this report is as of market close, unless otherwise stated.

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