

## SPONSORED RESEARCH / COMPANY SNAPSHOT

23 January 2022

**DRONE VOLT**

Aerosp. &amp; Defence Equipt. / France

ALPHAVALUE  
CORPORATE SERVICES

## Contract execution for a potentially record year

### Pros

- R&D effort to develop and commercialise in-house drone solutions and AI applications which will allow the company to improve its pricing power and profitability
- Training is a key part of the strategy, where the development of a comprehensive regulatory framework should unleash demand for both drone and training
- New sources of profitable growth through royalty-based partnerships, providing both USA-made drone stamps of approval and credibility in power line inspection

### Cons

- Nascent market, displaying high potential growth, but little visibility on contract timings and overall adoption of this technology
- Very fragmented market, with a myriad of competitors, inevitable need for market concentration (via acquisitions or bankruptcies)
- Supplier risk for distribution segment, heavily exposed to Chinese DJI with a risk of dependency and limited pricing power

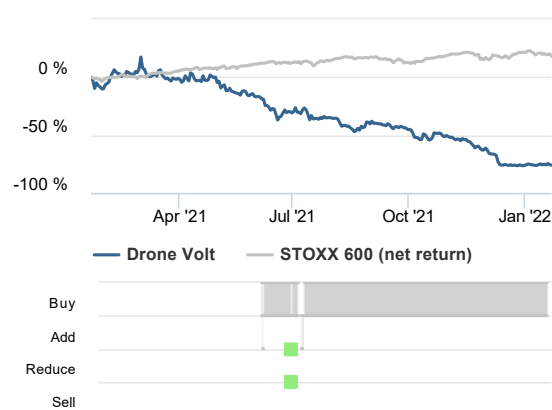
Key Figures	12/19A	12/20A	12/21E	12/22E	12/23E
Adjusted P/E (x)	-3.44	-3.14	-29.3	-41.9	14.9
Dividend yield (%)	0.00	0.00	0.00	0.00	0.00
EV/EBITDA(R) (x)	-9.98	-12.1	-78.5	-9.93	-1.90
Adjusted EPS (€)	-0.05	-0.05	-0.01	0.00	0.00
Growth in EPS (%)	n/a	n/a	n/a	n/a	n/a
Dividend (€)	0.00	0.00	0.00	0.00	0.00
Sales (€th)	7,108	5,836	9,972	13,654	18,931
Other margin (%)	34.3	29.3	37.4	42.5	50.4
Attributable net profit (€th)	-2,570	-6,393	4,655	-553	1,565
ROE (after tax) (%)	-29.6	-47.6	16.6	-1.47	4.13
Gearing (%)	41.1	8.95	-31.5	-58.8	-57.8

## Buy

Upside : 134%

Price (€)	0.06
Target Price (€)	0.15
Momentum	—
Market Cap (€M)	23.4
Enterprise Value (€th)	-10,085
High/Low (12M)	€ 0.06/0.31
BBG : ALDRV FP	RIC : ALDRV.PA
Credit Risk & outlook	CC <span style="color: green;">↗</span>
Fundamental Strength	0 /10
Sustainability score	3.9 /10

### Price relative to index & historical opinion



Performances (%)	1m	3m	12m
Absolute	1.44%	-53.9%	-76.1%

### Analyst :

Romain Pierredon  
+33 (0) 1 70 61 10 50  
aerospacedefence@alphavalue.eu



### Conflicts of interest

Corporate broking	No
Trading in corporate shares	No
Analyst ownership	No
Advice to corporate	No
Research paid for by corporate	Yes
Corporate access	No
Brokerage activity at AlphaValue	No
Client of AlphaValue Research	No