## **Tecnotree**

## **Company report**

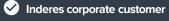
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## Risk/return ratio has improved with share price drop

Tecnotree's share has been declining heavily since the company's financial statements report, which has resulted in the share's valuation falling to a low level. Low visibility into future cash flows keeps the company's risk profile high, and the threats arising in the macro economy also raise certain concerns about the company's demand outlook. However, with the lower valuation (2024e P/FCF 11x), we feel the share's risk/return ratio has turned attractive again. The risks do, however, stop us from taking a strong positive view on the company. Thus, we raise our recommendation to Accumulate (previous Reduce) and lower our target price to EUR 0.54 (previous EUR 0.58).

#### Focus on cash flow development

Tecnotree's strong growth in recent years has highlighted the structural weaknesses in its business model and geographical positioning, which has been reflected in receivables growing in the balance sheet through customers' long payment periods (2022: 91% of net sales). Another problem is that the share of trade receivables overdue by more than one year increased to 20% last year (2021: 6%). The company has said that it will try to improve cash flow repatriation through, e.g., interest on overdue payments. In general, the company's cash flow development has been clearly weaker than earnings development due to working capital commitment and abundant capitalization of product development costs. As the quality of earnings is quite weak, we monitor the development of the company's cash flows in particular. These are, of course, clearly more volatile than earnings, which contributes to uncertainty in estimates and valuation. However, working capital challenges will always be present when operating in emerging markets. Our long-term free cash flow estimate is, therefore, clearly below the earnings estimates.

#### Estimates unchanged – growth seems to tie up more working capital in the balance sheet in 2023

We have not changed our estimates with the report. We estimate that Tecnotre's net sales will grow by 12% to EUR 80.2 million this year, which is slightly above the middle of the company's guidance range (7-15%). We expect Tecnotre's EBIT to increase to EUR 21.0 million (2022: 18.3 MEUR). This would mean EBIT growth of about 15% from the previous year, which is in the middle of the company's guidance (10-20% EBIT growth). Tecnotree expects cash collections for 2023 to increase by 12-18% from the previous year, which we believe means that growth will continue to tie up working capital. With changes in working capital and the company's extensive investments, we expect free cash flow to be about EUR 5 million this year.

#### Valuation starts to look attractive despite the high risk profile

Tecnotree's share is cheap already with 2023 earnings multiples (P/E 8.5x and EV/EBIT 5.9x). However, as the quality of earnings is weak, we mainly examine the valuation with free cash flow-based multiples. The cash flow multiple for the current year is high (P/FCF 26x). Next year, the multiple already drops to a rather moderate level (P/FCF 11x). In our longer-term projections for 2025 and 2026, cash flow is starting to normalize and the company is already generating quite good cash flow. At that time, the multiples fall to 9.4x and 8x, which are already attractive. The share has significant upside to the value indicated by our DCF model but relying on this is challenging due to the weakness related to the visibility of longer-term cash flows. The cash flow model highlights the potential of the share if the cash flow profile turns sustainably better. We note that the risk profile of the share remains high, but with the share price decrease, the share's risk/return ratio has improved considerably.

#### Recommendation

Accumulate

(previous Reduce)

**EUR 0.54** 

(previous EUR 0.58)

Share price:

0.44



## **Key figures**

|                | 2022   | <b>2023</b> e | <b>2024</b> e | <b>2025</b> e |
|----------------|--------|---------------|---------------|---------------|
| Revenue        | 71.6   | 80.2          | 86.7          | 94.1          |
| growth-%       | 12%    | 12%           | 8%            | 9%            |
| EBIT adj.      | 18.3   | 21.0          | 25.5          | 27.2          |
| EBIT-% adj.    | 25.6 % | 26.2 %        | 29.4 %        | 28.9 %        |
| Net Income     | 11.6   | 16.0          | 19.7          | 21.1          |
| EPS (adj.)     | 0.04   | 0.05          | 0.06          | 0.07          |
|                |        |               |               |               |
| P/E (adj.)     | 17.0   | 8.5           | 6.9           | 6.5           |
| P/B            | 2.4    | 1.4           | 1.2           | 1.0           |
| P/FCF          | neg.   | 26.1          | 11.0          | 9.4           |
| EV/EBIT (adj.) | 10.3   | 5.9           | 4.4           | 3.6           |
| EV/EBITDA      | 9.5    | 4.8           | 3.6           | 2.9           |
| EV/S           | 2.6    | 1.6           | 1.3           | 1.1           |

Source: Inderes

#### Guidance

(Unchanged)

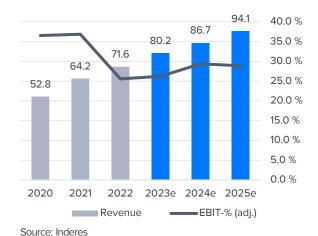
In 2023, Tecnotree expects revenue to be higher by 7-15% and operating profit (EBIT) by 10-20% compared to 2022.

### Share price



#### Source: Millistream Market Data AB

#### **Revenue and EBIT %**



#### **EPS** and dividend



Source: Inderes

## M

## Value drivers

- Industry's organic drivers are strong and longer-term growth outlook is good
- Increasing recurring income flow
- Technologically competent product portfolio

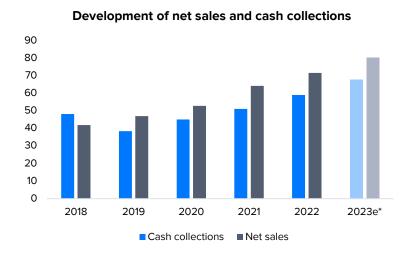


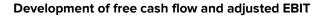
## **Risk factors**

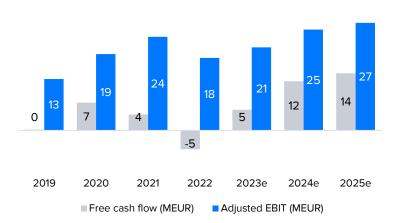
- Risks related to receivables and cash flow repatriation
- Customer portfolio structure concentrated at top level
- Failure in product development work and reading the industry
- Weakening of a cost-efficient operating model
- Some cyclicality in operators' investments
- Political and legislative threats in emerging countries

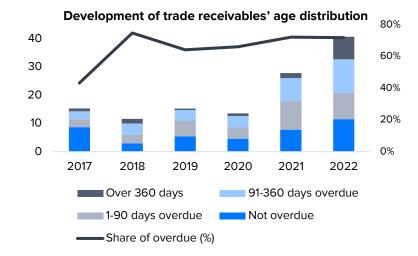
| Valuation                  | <b>2023</b> e | 2024e | <b>2025</b> e |
|----------------------------|---------------|-------|---------------|
| Share price                | 0.44          | 0.44  | 0.44          |
| Number of shares, millions | 311.0         | 311.0 | 311.0         |
| Market cap                 | 136           | 136   | 136           |
| EV                         | 124           | 113   | 99            |
| P/E (adj.)                 | 8.5           | 6.9   | 6.5           |
| P/E                        | 8.5           | 6.9   | 6.5           |
| P/FCF                      | 26.1          | 11.0  | 9.4           |
| P/B                        | 1.4           | 1.2   | 1.0           |
| P/S                        | 1.7           | 1.6   | 1.4           |
| EV/Sales                   | 1.6           | 1.3   | 1.1           |
| EV/EBITDA                  | 4.8           | 3.6   | 2.9           |
| EV/EBIT (adj.)             | 5.9           | 4.4   | 3.6           |
| Payout ratio (%)           | 0.0 %         | 0.0 % | 0.0 %         |
| Dividend yield-%           | 0.0 %         | 0.0 % | 0.0 %         |
|                            |               |       |               |

## **Development of key figures**

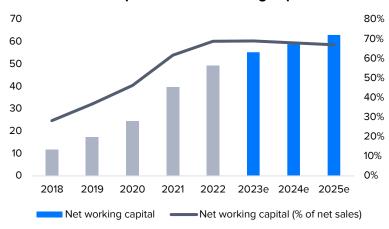








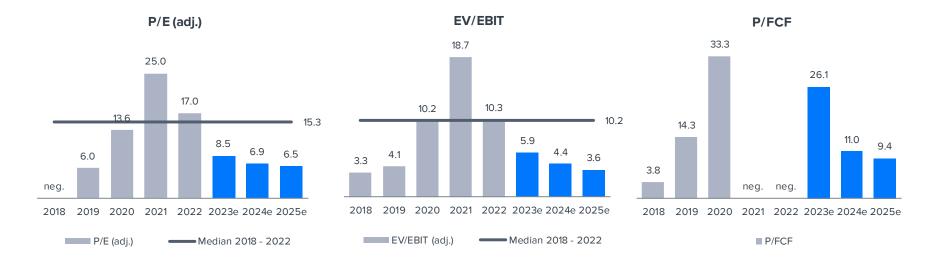
#### **Development of net working capital**



<sup>\*</sup> In 2023, cash collections are at the core of the company's 12-18% growth guidance.

## Valuation table

| Valuation                  | 2018  | 2019  | 2020  | 2021  | 2022  | <b>2023</b> e | 2024e | <b>2025</b> e | <b>2026</b> e |
|----------------------------|-------|-------|-------|-------|-------|---------------|-------|---------------|---------------|
| Share price                | 0.05  | 0.17  | 0.70  | 1.47  | 0.63  | 0.44          | 0.44  | 0.44          | 0.44          |
| Number of shares, millions | 136.6 | 235.3 | 274.6 | 313.2 | 311.0 | 311.0         | 311.0 | 311.0         | 311.0         |
| Market cap                 | 6.8   | 40    | 192   | 460   | 196   | 136           | 136   | 136           | 136           |
| EV                         | 19    | 53    | 198   | 443   | 189   | 124           | 113   | 99            | 82            |
| P/E (adj.)                 | neg.  | 6.0   | 13.6  | 25.0  | 17.0  | 8.5           | 6.9   | 6.5           | 6.3           |
| P/E                        | neg.  | 5.2   | 14.2  | 25.0  | 17.0  | 8.5           | 6.9   | 6.5           | 6.3           |
| P/FCF                      | 3.8   | 14.3  | 33.3  | neg.  | neg.  | 26.1          | 11.0  | 9.4           | 7.9           |
| P/B                        | neg.  | 11.7  | 9.7   | 6.8   | 2.4   | 1.4           | 1.2   | 1.0           | 0.9           |
| P/S                        | 0.2   | 0.9   | 3.6   | 7.2   | 2.7   | 1.7           | 1.6   | 1.4           | 1.4           |
| EV/Sales                   | 0.5   | 1.1   | 3.7   | 6.9   | 2.6   | 1.6           | 1.3   | 1.1           | 0.8           |
| EV/EBITDA                  | 3.3   | 3.4   | 9.7   | 17.5  | 9.5   | 4.8           | 3.6   | 2.9           | 2.3           |
| EV/EBIT (adj.)             | 3.3   | 4.1   | 10.2  | 18.7  | 10.3  | 5.9           | 4.4   | 3.6           | 3.0           |
| Payout ratio (%)           | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 %         | 0.0 % | 0.0 %         | 0.0 %         |
| Dividend yield-%           | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 %         | 0.0 % | 0.0 %         | 0.0 %         |



## Peer group valuation

| Peer group valuation          | Market cap | EV    | EV/   | EBIT  | EV/EI | BITDA | EV           | <b>//S</b> | P            | /E           | Dividen | d yield-% | P/B   |
|-------------------------------|------------|-------|-------|-------|-------|-------|--------------|------------|--------------|--------------|---------|-----------|-------|
| Company                       | MEUR       | MEUR  | 2023e | 2024e | 2023e | 2024e | 2023e        | 2024e      | 2023e        | 2024e        | 2023e   | 2024e     | 2023e |
| Amdocs Ltd                    | 10552      | 10512 | 13.1  | 12.2  | 10.5  | 10.0  | 2.3          | 2.2        | 16.0         | 14.4         | 1.8     | 1.9       | 3.1   |
| CSG Systems International Inc | 1508       | 1752  | 10.5  | 10.3  | 8.0   | 7.5   | 1.8          | 1.7        | 14.7         | 13.3         | 2.2     | 2.3       |       |
| Comarch SA                    | 280        | 230   | 7.1   | 6.1   | 4.3   | 4.2   | 0.5          | 0.5        | 10.6         | 10.3         | 3.4     | 4.1       | 0.8   |
| Sterlite Technologies Ltd     | 683        | 1060  | 16.6  | 10.1  | 10.6  | 7.5   | 1.3          | 1.1        | 38.6         | 12.3         | 0.7     | 2.7       | 2.9   |
| Cerillion PLC                 | 345        | 327   | 21.7  | 18.3  | 18.4  | 15.9  | 7.5          | 6.6        | 27.3         | 23.9         | 1.0     | 1.2       | 8.7   |
| Tecnotree (Inderes)           | 136        | 124   | 5.9   | 4.4   | 4.8   | 3.6   | 1.6          | 1.3        | 8.5          | 6.9          | 0.0     | 0.0       | 1.4   |
| Average                       |            |       | 13.8  | 11.4  | 10.4  | 9.0   | 2.7          | 2.4        | 21.4         | 14.8         | 1.8     | 2.4       | 3.9   |
| Median                        |            |       | 13.1  | 10.3  | 10.5  | 7.5   | 1.8          | 1.7        | 16.0         | 13.3         | 1.8     | 2.3       | 3.0   |
| Diff-% to median              |            |       | -55%  | -57%  | -55%  | -52%  | <b>-12</b> % | -21%       | <b>-47</b> % | <b>-48</b> % | -100%   | -100%     | -53%  |

Source: Refinitiv / Inderes

## **Income statement**

| Income statement       | 2021   | Q1'22   | Q2'22   | Q3'22   | Q4'22  | 2022    | Q1'23e | Q2'23e | Q3'23e | Q4'23e | <b>2023</b> e | <b>2024</b> e | <b>2025</b> e | <b>2026</b> e |
|------------------------|--------|---------|---------|---------|--------|---------|--------|--------|--------|--------|---------------|---------------|---------------|---------------|
| Revenue                | 64.2   | 13.3    | 18.3    | 19.9    | 20.1   | 71.6    | 14.9   | 20.3   | 21.7   | 23.3   | 80.2          | 86.7          | 94.1          | 98.8          |
| EBITDA                 | 25.3   | 3.0     | 6.0     | 4.2     | 6.6    | 19.8    | 3.1    | 6.5    | 8.0    | 8.4    | 26.0          | 31.4          | 34.2          | 35.4          |
| Depreciation           | -1.6   | -1.0    | -0.9    | 0.9     | -0.5   | -1.5    | -1.2   | -1.2   | -1.2   | -1.2   | -5.0          | -5.9          | -7.0          | -7.8          |
| EBIT (excl. NRI)       | 23.7   | 2.0     | 5.1     | 5.0     | 6.1    | 18.3    | 1.8    | 5.2    | 6.7    | 7.2    | 21.0          | 25.5          | 27.2          | 27.7          |
| EBIT                   | 23.7   | 2.0     | 5.1     | 5.0     | 6.1    | 18.3    | 1.8    | 5.2    | 6.7    | 7.2    | 21.0          | 25.5          | 27.2          | 27.7          |
| Group                  | 23.7   | 2.0     | 5.1     | 5.0     | 6.1    | 18.3    | 1.8    | 5.2    | 6.7    | 7.2    | 21.0          | 25.5          | 27.2          | 27.7          |
| Net financial items    | -2.2   | -0.4    | 0.7     | 0.0     | -1.4   | -1.1    | -0.3   | -0.3   | -0.3   | -0.3   | -1.0          | -0.9          | -0.8          | -0.8          |
| PTP                    | 21.5   | 1.6     | 5.9     | 5.1     | 4.7    | 17.2    | 1.6    | 5.0    | 6.5    | 7.0    | 20.0          | 24.6          | 26.4          | 26.9          |
| Taxes                  | -3.1   | -0.6    | -1.9    | -1.7    | -1.5   | -5.7    | -0.3   | -1.0   | -1.3   | -1.4   | -4.0          | -4.9          | -5.3          | -5.4          |
| Minority interest      | 0.0    | 0.0     | 0.0     | 0.0     | 0.0    | 0.0     | 0.0    | 0.0    | 0.0    | 0.0    | 0.0           | 0.0           | 0.0           | 0.0           |
| Net earnings           | 18.4   | 1.0     | 4.0     | 3.4     | 3.2    | 11.6    | 1.3    | 4.0    | 5.2    | 5.6    | 16.0          | 19.7          | 21.1          | 21.5          |
| EPS (adj.)             | 0.06   | 0.00    | 0.01    | 0.01    | 0.01   | 0.04    | 0.00   | 0.01   | 0.02   | 0.02   | 0.05          | 0.06          | 0.07          | 0.07          |
| EPS (rep.)             | 0.06   | 0.00    | 0.01    | 0.01    | 0.01   | 0.04    | 0.00   | 0.01   | 0.02   | 0.02   | 0.05          | 0.06          | 0.07          | 0.07          |
|                        |        |         |         |         |        |         |        |        |        |        |               |               |               |               |
| Key figures            | 2021   | Q1'22   | Q2'22   | Q3'22   | Q4'22  | 2022    | Q1'23e | Q2'23e | Q3'23e | Q4'23e | <b>2023</b> e | <b>2024</b> e | <b>2025</b> e | <b>2026</b> e |
| Revenue growth-%       | 21.6 % | 18.8 %  | 9.6 %   | 9.3 %   | 11.0 % | 11.5 %  | 12.1 % | 11.1 % | 9.1 %  | 15.7 % | 12.0 %        | 8.1 %         | 8.5 %         | 5.0 %         |
| Adjusted EBIT growth-% | 22.7 % | -34.2 % | -32.4 % | -28.9 % | 3.2 %  | -22.7 % | -9.4 % | 2.4 %  | 33.5 % | 17.7 % | 14.8 %        | 21.2 %        | 6.8 %         | 1.7 %         |
| EBITDA-%               | 39.4 % | 22.5 %  | 32.9 %  | 20.9 %  | 33.0 % | 27.7 %  | 20.8 % | 31.9 % | 36.8 % | 36.3 % | 32.4 %        | 36.2 %        | 36.3 %        | 35.9 %        |
| Adjusted EBIT-%        | 36.9 % | 15.3 %  | 27.9 %  | 25.4 %  | 30.4 % | 25.6 %  | 12.4 % | 25.7 % | 31.1 % | 31.0 % | 26.2 %        | 29.4 %        | 28.9 %        | 28.0 %        |
| Net earnings-%         | 28.7 % | 7.8 %   | 21.9 %  | 16.8 %  | 15.7 % | 16.1 %  | 8.6 %  | 19.6 % | 23.9 % | 23.9 % | 20.0 %        | 22.7 %        | 22.4 %        | 21.8 %        |

## **Balance sheet**

| Assets                   | 2021 | 2022 | 2023e | 2024e | <b>2025</b> e |
|--------------------------|------|------|-------|-------|---------------|
| Non-current assets       | 13.1 | 26.4 | 31.6  | 35.9  | 39.2          |
| Goodwill                 | 0.0  | 5.7  | 5.7   | 5.7   | 5.7           |
| Intangible assets        | 9.9  | 17.9 | 22.9  | 27.2  | 30.4          |
| Tangible assets          | 0.4  | 0.4  | 0.6   | 0.7   | 0.7           |
| Associated companies     | 0.0  | 0.0  | 0.0   | 0.0   | 0.0           |
| Other investments        | 0.0  | 0.0  | 0.0   | 0.0   | 0.0           |
| Other non-current assets | 2.2  | 1.8  | 1.8   | 1.8   | 1.8           |
| Deferred tax assets      | 0.6  | 0.6  | 0.6   | 0.6   | 0.6           |
| Current assets           | 66.2 | 77.4 | 86.6  | 98.2  | 115           |
| Inventories              | 0.0  | 0.0  | 0.0   | 0.0   | 0.0           |
| Other current assets     | 0.0  | 0.0  | 0.0   | 0.0   | 0.0           |
| Receivables              | 48.6 | 65.1 | 72.2  | 74.6  | 78.1          |
| Cash and equivalents     | 17.6 | 12.3 | 14.4  | 23.6  | 37.4          |
| Balance sheet total      | 79.3 | 104  | 118   | 134   | 155           |

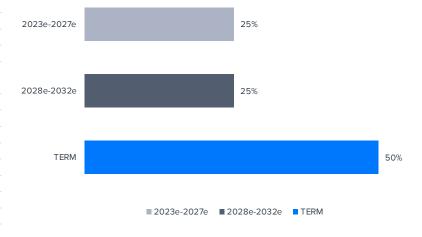
| Liabilities & equity        | 2021 | 2022 | <b>2023</b> e | 2024e | <b>2025</b> e |
|-----------------------------|------|------|---------------|-------|---------------|
| Equity                      | 67.7 | 80.1 | 96.1          | 116   | 137           |
| Share capital               | 1.3  | 1.3  | 1.3           | 1.3   | 1.3           |
| Retained earnings           | 37.1 | 49.5 | 65.5          | 85.1  | 106           |
| Hybrid bonds                | 0.0  | 0.0  | 0.0           | 0.0   | 0.0           |
| Revaluation reserve         | 0.0  | 0.0  | 0.0           | 0.0   | 0.0           |
| Other equity                | 29.3 | 29.3 | 29.3          | 29.3  | 29.3          |
| Minorities                  | 0.0  | 0.0  | 0.0           | 0.0   | 0.0           |
| Non-current liabilities     | 2.7  | 5.5  | 2.7           | 2.7   | 2.7           |
| Deferred tax liabilities    | 0.0  | 0.0  | 0.0           | 0.0   | 0.0           |
| Provisions                  | 0.0  | 0.0  | 0.0           | 0.0   | 0.0           |
| Long term debt              | 0.0  | 2.4  | 0.0           | 0.0   | 0.0           |
| Convertibles                | 0.0  | 0.0  | 0.0           | 0.0   | 0.0           |
| Other long term liabilities | 2.7  | 3.1  | 2.7           | 2.7   | 2.7           |
| Current liabilities         | 8.9  | 18.2 | 19.4          | 15.6  | 15.1          |
| Short term debt             | 0.1  | 2.5  | 2.6           | 0.0   | 0.0           |
| Payables                    | 8.9  | 15.8 | 16.8          | 15.6  | 15.1          |
| Other current liabilities   | 0.0  | 0.0  | 0.0           | 0.0   | 0.0           |
| Balance sheet total         | 79.3 | 104  | 118           | 134   | 155           |

## **DCF** calculation

| DCF model                               | 2022   | <b>2023</b> e | 2024e  | 2025e  | 2026e  | <b>2027</b> e | <b>2028</b> e | 2029e  | <b>2030</b> e | 2031e  | 2032e  | TERM   |
|---|--------|---------------|--------|--------|--------|---------------|---------------|--------|---------------|--------|--------|--------|
| Revenue growth-%                        | 11.5 % | 12.0 %        | 8.1%   | 8.5 %  | 5.0 %  | 4.5 %         | 4.0 %         | 3.0 %  | 3.0 %         | 3.0 %  | 2.0 %  | 2.0 %  |
| EBIT-%                                  | 25.6 % | 26.2 %        | 29.4 % | 28.9 % | 28.0 % | 28.5 %        | 28.0 %        | 27.5 % | 27.0 %        | 27.0 % | 27.0 % | 27.0 % |
| EBIT (operating profit)                 | 18.3   | 21.0          | 25.5   | 27.2   | 27.7   | 29.4          | 30.1          | 30.4   | 30.8          | 31.7   | 32.3   |        |
| + Depreciation                          | 1.5    | 5.0           | 5.9    | 7.0    | 7.8    | 8.4           | 9.0           | 9.4    | 9.7           | 10.0   | 10.2   |        |
| - Paid taxes                            | -5.7   | -4.0          | -4.9   | -5.3   | -5.4   | -5.7          | -5.9          | -5.9   | -6.0          | -6.2   | -6.5   |        |
| - Tax, financial expenses               | -0.2   | -0.2          | -0.2   | -0.2   | -0.2   | -0.2          | -0.2          | -0.2   | -0.2          | -0.2   | 0.0    |        |
| + Tax, financial income                 | 0.0    | 0.0           | 0.0    | 0.0    | 0.0    | 0.0           | 0.0           | 0.0    | 0.0           | 0.0    | 0.0    |        |
| Change in working capital               | -9.6   | -6.0          | -3.6   | -4.1   | -2.2   | -0.9          | -1.6          | -0.9   | -1.5          | -1.5   | -1.4   |        |
| Operating cash flow                     | 4.4    | 15.8          | 22.6   | 24.6   | 27.7   | 31.1          | 31.5          | 32.8   | 32.8          | 33.8   | 34.6   |        |
| + Change in other long-term liabilities | 0.4    | -0.4          | 0.0    | 0.0    | 0.0    | 0.0           | 0.0           | 0.0    | 0.0           | 0.0    | 0.0    |        |
| - Gross CAPEX                           | -14.8  | -10.2         | -10.2  | -10.2  | -10.4  | -10.6         | -10.7         | -10.7  | -10.7         | -10.7  | -10.7  |        |
| Free operating cash flow                | -10.0  | 5.2           | 12.4   | 14.4   | 17.3   | 20.5          | 20.8          | 22.1   | 22.1          | 23.1   | 23.9   |        |
| +/- Other                               | 5.1    | 0.0           | 0.0    | 0.0    | 0.0    | 0.0           | 0.0           | 0.0    | 0.0           | 0.0    | 0.0    |        |
| FCFF                                    | -4.9   | 5.2           | 12.4   | 14.4   | 17.3   | 20.5          | 20.8          | 22.1   | 22.1          | 23.1   | 23.9   | 272    |
| Discounted FCFF                         |        | 4.8           | 10.3   | 10.8   | 11.7   | 12.5          | 11.4          | 11.0   | 9.9           | 9.3    | 8.7    | 98.9   |
| Sum of FCFF present value               |        | 199           | 195    | 184    | 173    | 162           | 149           | 138    | 127           | 117    | 108    | 98.9   |
| Enterprise value DCF                    |        | 199           |        |        |        |               |               |        |               |        |        |        |

| Equity value DCF per share  | 0.66 |
|-----------------------------|------|
| Equity value DCF            | 207  |
| -Dividend/capital return    | 0.0  |
| -Minorities                 | 0.0  |
| + Cash and cash equivalents | 12.3 |
| - Interesting bearing debt  | -4.9 |
| Enterprise value DCF        | 199  |
| Suill of FCFF present value | 199  |





#### WACC

Tax-% (WACC) 20.0 % Target debt ratio (D/(D+E) 0.0 % Cost of debt 3.0 % **Equity Beta** 1.25 Market risk premium 4.75% 2.50% Liquidity premium Risk free interest rate 2.5 % 10.9 % Cost of equity Weighted average cost of capital (WACC) 10.9 %

## **Summary**

| Income statement          | 2020 | 2021  | 2022  | <b>2023</b> e | <b>2024</b> e | Per share data           | 2020    | 2021    | 2022   | <b>2023</b> e | <b>2024</b> e |
|---------------------------|------|-------|-------|---------------|---------------|--------------------------|---------|---------|--------|---------------|---------------|
| Revenue                   | 52.8 | 64.2  | 71.6  | 80.2          | 86.7          | EPS (reported)           | 0.05    | 0.06    | 0.04   | 0.05          | 0.06          |
| EBITDA                    | 20.3 | 25.3  | 19.8  | 26.0          | 31.4          | EPS (adj.)               | 0.05    | 0.06    | 0.04   | 0.05          | 0.06          |
| EBIT                      | 18.6 | 23.7  | 18.3  | 21.0          | 25.5          | OCF / share              | 0.05    | 0.02    | 0.01   | 0.05          | 0.07          |
| PTP                       | 15.9 | 21.5  | 17.2  | 20.0          | 24.6          | FCF / share              | 0.02    | -0.01   | -0.02  | 0.02          | 0.04          |
| Net Income                | 13.6 | 18.4  | 11.6  | 16.0          | 19.7          | Book value / share       | 0.07    | 0.22    | 0.26   | 0.31          | 0.37          |
| Extraordinary items       | -0.7 | 0.0   | 0.0   | 0.0           | 0.0           | Dividend / share         | 0.00    | 0.00    | 0.00   | 0.00          | 0.00          |
| Balance sheet             | 2020 | 2021  | 2022  | <b>2023</b> e | 2024e         | Growth and profitability | 2020    | 2021    | 2022   | <b>2023</b> e | <b>2024</b> e |
| Balance sheet total       | 50.6 | 79.3  | 103.8 | 118.2         | 134.1         | Revenue growth-%         | 12%     | 22%     | 12%    | 12%           | 8%            |
| Equity capital            | 19.9 | 67.7  | 80.1  | 96.1          | 115.8         | EBITDA growth-%          | 32%     | 24%     | -22%   | 31%           | 21%           |
| Goodwill                  | 0.0  | 0.0   | 5.7   | 5.7           | 5.7           | EBIT (adj.) growth-%     | 48%     | 23%     | -23%   | 15%           | 21%           |
| Net debt                  | 5.4  | -17.6 | -7.5  | -11.9         | -23.6         | EPS (adj.) growth-%      | 82%     | 14%     | -37%   | 39%           | 23%           |
|                           |      |       |       |               |               | EBITDA-%                 | 38.5 %  | 39.4 %  | 27.7 % | 32.4 %        | 36.2 %        |
| Cash flow                 | 2020 | 2021  | 2022  | <b>2023</b> e | <b>2024</b> e | EBIT (adj.)-%            | 36.6 %  | 36.9 %  | 25.6 % | 26.2 %        | 29.4 %        |
| EBITDA                    | 20.3 | 25.3  | 19.8  | 26.0          | 31.4          | EBIT-%                   | 35.2 %  | 36.9 %  | 25.6 % | 26.2 %        | 29.4 %        |
| Change in working capital | -8.1 | -15.5 | -9.6  | -6.0          | -3.6          | ROE-%                    | 116.2 % | 42.0 %  | 15.6 % | 18.2 %        | 18.6 %        |
| Operating cash flow       | 12.9 | 6.3   | 4.4   | 15.8          | 22.6          | ROI-%                    | 73.1 %  | 46.8 %  | 24.0 % | 22.9 %        | 23.8 %        |
| CAPEX                     | -3.6 | -7.3  | -14.8 | -10.2         | -10.2         | Equity ratio             | 39.3 %  | 85.4 %  | 77.1 % | 81.3 %        | 86.3 %        |
| Free cash flow            | 5.8  | -4.7  | -4.9  | 5.2           | 12.4          | Gearing                  | 27.1 %  | -25.9 % | -9.3 % | -12.4 %       | -20.4 %       |
| Valuation multiples       | 2020 | 2021  | 2022  | <b>2023</b> e | 2024e         |                          |         |         |        |               |               |
| EV/S                      | 3.7  | 6.9   | 2.6   | 1.6           | 1.3           |                          |         |         |        |               |               |

**Dividend-%**Source: Inderes

EV/EBITDA (adj.)

EV/EBIT (adj.)

P/E (adj.)

P/B

9.7

10.2

13.6

9.7

0.0 %

17.5

18.7

25.0

6.8

0.0 %

9.5

10.3

17.0

2.4

0.0 %

4.8

5.9

8.5

1.4

0.0 %

3.6

4.4

6.9

1.2

0.0 %

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Accumulate The 12-month risk-adjusted expected shareholder return of the share is attractive

Reduce The 12-month risk-adjusted expected shareholder return of the share is weak

Sell The 12-month risk-adjusted expected shareholder return of the share is very weak

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#### Recommendation history (>12 mo)

| Date     | Recommendation | Target | Share price |
|----------|----------------|--------|-------------|
| 30-03-21 | Buy            | 0.68 € | 0.56 €      |
| 30-04-21 | Buy            | 0.92 € | 0.77 €      |
| 31-05-21 | Buy            | 1.00 € | 0.86€       |
| 13-08-21 | Accumulate     | 1.54 € | 1.39 €      |
| 12-10-21 | Buy            | 1.54 € | 1.14 €      |
| 01-11-21 | Accumulate     | 1.70 € | 1.52 €      |
| 03-12-21 | Buy            | 1.70 € | 1.29 €      |
| 28-02-22 | Buy            | 1.50 € | 1.21 €      |
| 02-05-22 | Buy            | 1.10 € | 0.92 €      |
|          | Analyst chang  | ed     |             |
| 05-08-22 | Accumulate     | 0.80€  | 0.69€       |
| 15-09-22 | Accumulate     | 0.65€  | 0.54 €      |
| 24-10-22 | Accumulate     | 0.65€  | 0.54 €      |
| 15-12-22 | Accumulate     | 0.70 € | 0.63 €      |
| 27-02-23 | Reduce         | 0.58 € | 0.54 €      |
| 28-03-23 | Accumulate     | 0.54 € | 0.44 €      |

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