

# Tecnotree

## Company report

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This report is a summary translation of the report "Paisuvat saamiset varjostavat kasvutarinaa" published on 08/05/2022 at 07:50 am.

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# Growth story overshadowed by expanding receivables

Tecnotree's Q2 figures fell short of our expectations, both in terms of revenue and earnings. The company also issued a guidance for the first time in a long time, but it was cautious compared to our forecasts. The report again drew attention to the strong growth in trade receivables, which in our view is already a factor that raises the company's risk profile. Based on the report, we have made significant cuts to our revenue and earnings estimates for the coming years. In spite of the increased risk profile, we feel that the valuation of the share is moderate (2023e P/E 12x and EV/EBIT 8x). We lower our target price for Tecnotree to EUR 0.80 (was EUR 1.10) and our recommendation to Accumulate (was Buy).

## Q2 figures fell short of our expectations, order backlog continues to grow strongly

Tecnotree's Q4 revenue grew by 9.5% to EUR 18.3 million, missing our EUR 19.8 million estimate. Growth was generated through revenues from goods and services (+19%), while maintenance revenues (-7%) fell year-on-year. We estimate that growth was partly constrained by under-resourcing in software deliveries and currency effects. The lower-than-expected revenue was also reflected in EBIT, which was EUR 5.1 million, below our forecast of EUR 7.2 million. Profitability was also under pressure from, among other things, the company's additional investments in its own delivery capacity and cost inflation in general. The order backlog continued to grow strongly, reaching EUR 72.8 million (Q2'21: 55.0 MEUR) at the end of Q2, which indicates a good demand situation for Tecnotree's solutions.

## Trade receivables continued to grow and money went in the wrong direction

Despite the clearly positive result, Tecnotree's cash flow from operating activities in Q2 was EUR -0.9 million and cash flow after investments EUR -2.1 million. Cash flow was again burdened by working capital commitments and especially by an increase in trade and other receivables. In our view, the significant growth in receivables (Q2'22: 62.9 MEUR) has increased the company's risk profile, although the company itself sees the increase in working capital as a necessary investment to win new customers by offering long payment terms. As the company's solutions are business-critical to its customers, large Tier 1 operators should have every incentive to eventually pay their obligations to the company. However, we advise investors to monitor the evolution of receivables closely, as in a weak scenario they are subject to downside risk.

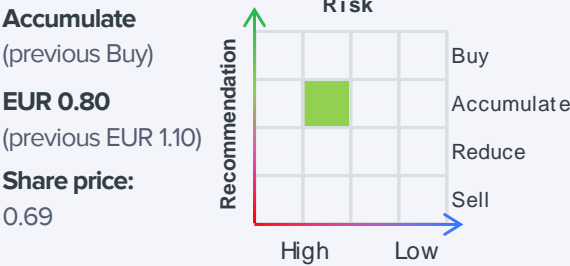
## The long-awaited guidance was more cautious than we expected

For the first time in several years, Tecnotree issued a guidance which expects revenue to be 5-10% higher and EBIT lower than in 2021. The guidance clearly improves visibility into the company's short-term business development. However, its content was disappointing, especially in terms of growth, given the company's strong order backlog and good H1 growth (+13.6%). Due to the guidance, weaker-than-expected Q2 figures, a generally challenging market environment and supply challenges, we have made significant cuts to our revenue and earnings estimates for the coming years. We now expect the company's revenue to grow by around 8% this year and EBIT to decline to EUR 17.4 MEUR (2021: 23.7 MEUR). This would mean an EBIT margin of ca. 25 % (2021: 37%).

## Despite the increased risk profile, we feel that the valuation is moderate

Based on our lowered estimates, Tecnotree's adjusted P/E ratios for 2022-2023 are 16x and 12x and EV/EBIT ratios 11x and 8x. In our opinion, the levels are rather moderate in relation to Tecnotree's longer-term growth and profitability profile. Our DCF model also indicates that the valuation is low. At the same time, however, the risks associated with the repatriation of cash flow weigh on an acceptable valuation. However, despite the elevated risk profile, we see the stock's risk/return ratio at current valuation as sufficiently attractive.

## Recommendation



## Key figures

	2021	2022e	2023e	2024e
Revenue	64.2	69.3	80.0	89.1
growth-%	22%	8%	15%	11%
EBIT adj.	23.7	17.4	23.0	27.6
EBIT-% adj.	36.9 %	25.2 %	28.8 %	30.9 %
Net Income	18.4	13.2	17.7	21.3
EPS (adj.)	0.06	0.04	0.06	0.07

P/E (adj.)	25.0	16.0	11.8	9.9
P/B	6.8	2.6	2.1	1.8
P/FCF	neg.	neg.	13.9	9.8
EV/EBIT (adj.)	18.7	11.3	7.9	5.8
EV/EBITDA	17.5	9.3	6.7	4.9
EV/S	6.9	2.8	2.3	1.8

Source: Inderes

## Guidance (New guidance)

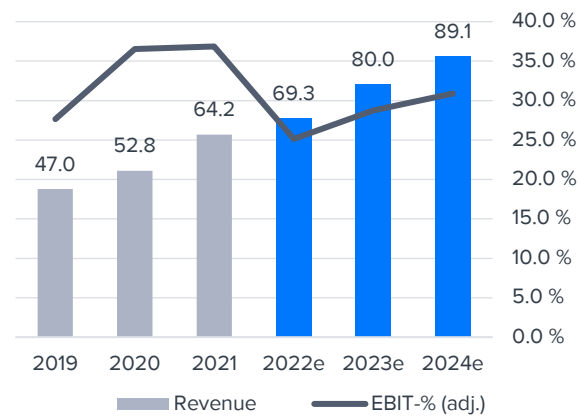
The full year revenue in 2022 is expected to be 5-10% higher and the full year EBIT in 2022 is expected to be lower compared to 2021.

### Share price



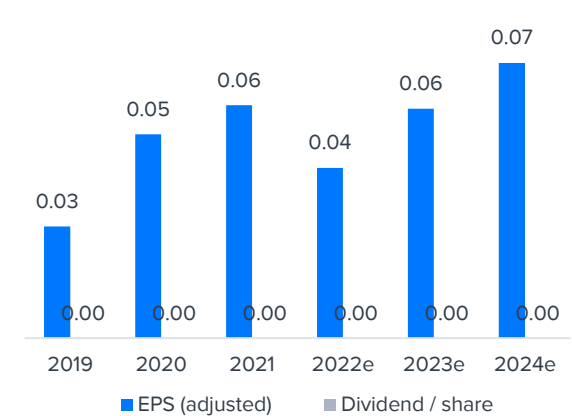
Source: Millistream Market Data AB

### Revenue and EBIT %



Source: Inderes

### EPS and dividend



Source: Inderes



### Value drivers

- Industry's organic drivers are strong and longer-term growth outlook is good
- The company's business model is scalable and cost efficient
- Increasing recurring income flow
- Product portfolio technologically competent



### Risk factors

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

Valuation	2022e	2023e	2024e
Share price	0.69	0.69	0.69
Number of shares, millions	306.1	306.1	306.1
Market cap	210	210	210
EV	196	181	160
P/E (adj.)	16.0	11.8	9.9
P/E	16.0	11.8	9.9
P/FCF	neg.	13.9	9.8
P/B	2.6	2.1	1.8
P/S	3.0	2.6	2.4
EV/Sales	2.8	2.3	1.8
EV/EBITDA	9.3	6.7	4.9
EV/EBIT (adj.)	11.3	7.9	5.8
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

# Estimates and estimate revisions

Estimates	Q2'21	Q2'22	Q2'22e	Q2'22e	Consensus		Difference (%)	2022e
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Inderes
Revenue	16.7	18.3	19.8				-8%	69.3
EBIT (adj.)	7.6	5.1	7.2				-29%	17.4
EPS (reported)	0.02	0.01	0.02				-28%	0.04
Revenue growth-%	17.6 %	9.6 %	18.8 %				-9.2 pp	8.0 %
EBIT-% (adj.)	45.2 %	27.9 %	36.0 %				-8.1 pp	25.2 %

Source: Inderes

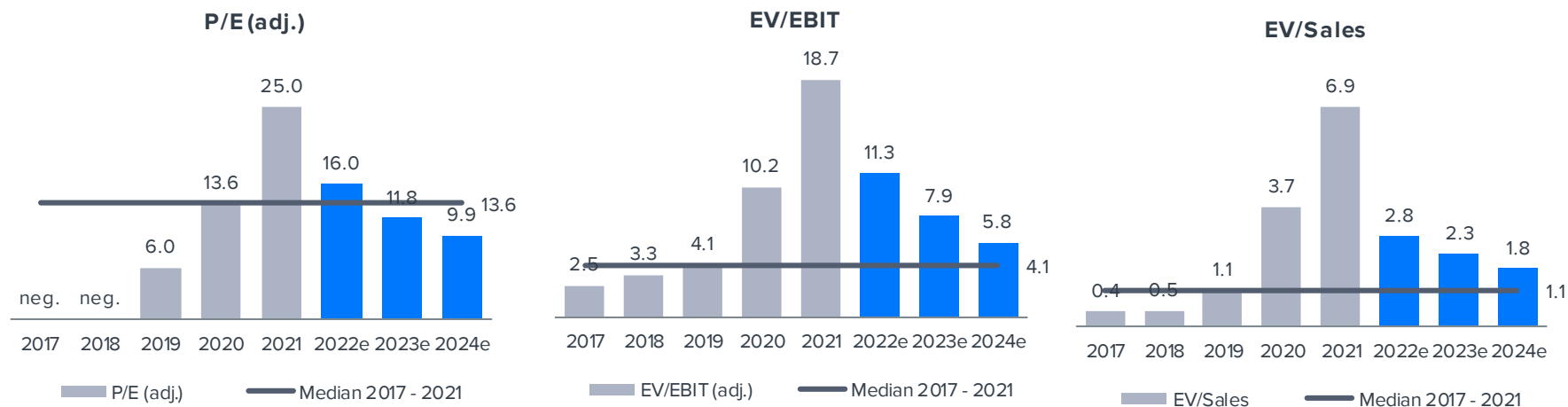
Estimate revisions	2022e	2022e	Change	2023e	2023e	Change	2024e	2024e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	76.3	69.3	-9%	89.3	80.0	-10%	100	89.1	-11%
EBITDA	27.9	21.2	-24%	36.5	27.2	-25%	42.6	32.4	-24%
EBIT (exc. NRIs)	24.3	17.4	-28%	32.0	23.0	-28%	37.2	27.6	-26%
EBIT	24.3	17.4	-28%	32.0	23.0	-28%	37.2	27.6	-26%
PTP	24.1	17.6	-27%	31.7	22.7	-28%	36.9	27.3	-26%
EPS (excl. NRIs)	0.06	0.04	-28%	0.08	0.06	-27%	0.09	0.07	-25%
DPS	0.00	0.00		0.00	0.00		0.00	0.00	

Source: Inderes

# Valuation table

Valuation	2017	2018	2019	2020	2021	2022e	2023e	2024e	2025e
Share price	0.07	0.05	0.17	0.70	1.47	0.69	0.69	0.69	0.69
Number of shares, millions	122.6	136.6	235.3	274.6	313.2	306.1	306.1	306.1	306.1
Market cap	8.6	6.8	40	192	460	210	210	210	210
EV	24	19	53	198	443	196	181	160	138
P/E (adj.)	neg.	neg.	6.0	13.6	25.0	16.0	11.8	9.9	8.5
P/E	neg.	neg.	5.2	14.2	25.0	16.0	11.8	9.9	8.5
P/FCF	1.8	3.9	16.5	33.3	neg.	neg.	13.9	9.8	9.3
P/B	neg.	neg.	11.7	9.7	6.8	2.6	2.1	1.8	1.5
P/S	0.2	0.2	0.9	3.6	7.2	3.0	2.6	2.4	2.2
EV/Sales	0.4	0.5	1.1	3.7	6.9	2.8	2.3	1.8	1.4
EV/EBITDA	2.6	3.3	3.4	9.7	17.5	9.3	6.7	4.9	3.7
EV/EBIT (adj.)	2.5	3.3	4.1	10.2	18.7	11.3	7.9	5.8	4.3
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 %

Source: Inderes



# Peer group valuation

Peer group valuation	Market cap	EV	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
Company	MEUR	MEUR	2022e	2023e	2022e	2023e	2022e	2023e	2022e	2023e	2022e	2023e	2022e
Amdocs Ltd	10394	10222	12.9	12.0	10.4	9.9	2.3	2.1	16.2	14.6	1.8	1.9	2.9
CSG Systems International Inc	2105	2306	13.6	12.9	10.4	9.7	2.3	2.1	18.3	17.2			
Comarch SA	389	317	8.2	7.8	5.4	5.3	0.8	0.8	11.6	11.0	2.0	2.2	1.2
Sterlite Technologies Ltd	729	1102	20.6	16.2	11.9	9.8	1.5	1.2	33.0	21.3	1.7	1.5	2.6
<b>Tecnotree (Inderes)</b>	<b>210</b>	<b>196</b>	<b>11.3</b>	<b>7.9</b>	<b>9.3</b>	<b>6.7</b>	<b>2.8</b>	<b>2.3</b>	<b>16.0</b>	<b>11.8</b>	<b>0.0</b>	<b>0.0</b>	<b>2.6</b>
<b>Average</b>			<b>13.8</b>	<b>12.2</b>	<b>9.5</b>	<b>8.7</b>	<b>1.7</b>	<b>1.6</b>	<b>19.8</b>	<b>16.0</b>	<b>1.8</b>	<b>1.9</b>	<b>2.2</b>
<b>Median</b>			<b>13.3</b>	<b>12.5</b>	<b>10.4</b>	<b>9.8</b>	<b>1.9</b>	<b>1.7</b>	<b>17.3</b>	<b>15.9</b>	<b>1.8</b>	<b>1.9</b>	<b>2.6</b>
<b>Diff-% to median</b>			<b>-15%</b>	<b>-37%</b>	<b>-11%</b>	<b>-32%</b>	<b>50%</b>	<b>37%</b>	<b>-8%</b>	<b>-26%</b>	<b>-100%</b>	<b>-100%</b>	<b>-1%</b>

Source: Refinitiv / Inderes

# Income statement

Income statement	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22	Q2'22	Q3'22e	Q4'22e	2022e	2023e	2024e	2025e
<b>Revenue</b>	<b>52.8</b>	<b>11.2</b>	<b>16.7</b>	<b>18.2</b>	<b>18.1</b>	<b>64.2</b>	<b>13.3</b>	<b>18.3</b>	<b>19.3</b>	<b>18.4</b>	<b>69.3</b>	<b>80.0</b>	<b>89.1</b>	<b>97.0</b>
Group	52.8	11.2	16.7	18.2	18.1	64.2	13.3	18.3	19.3	18.4	69.3	80.0	89.1	97.0
<b>EBITDA</b>	<b>20.3</b>	<b>3.4</b>	<b>7.9</b>	<b>7.6</b>	<b>6.4</b>	<b>25.3</b>	<b>3.0</b>	<b>6.0</b>	<b>6.8</b>	<b>5.4</b>	<b>21.2</b>	<b>27.2</b>	<b>32.4</b>	<b>37.0</b>
Depreciation	-1.7	-0.3	-0.3	-0.5	-0.5	-1.6	-1.0	-0.9	-0.9	-0.9	-3.8	-4.2	-4.8	-5.1
<b>EBIT (excl. NRI)</b>	<b>19.3</b>	<b>3.1</b>	<b>7.6</b>	<b>7.1</b>	<b>5.9</b>	<b>23.7</b>	<b>2.0</b>	<b>5.1</b>	<b>5.9</b>	<b>4.4</b>	<b>17.4</b>	<b>23.0</b>	<b>27.6</b>	<b>31.9</b>
<b>EBIT</b>	<b>18.6</b>	<b>3.1</b>	<b>7.6</b>	<b>7.1</b>	<b>5.9</b>	<b>23.7</b>	<b>2.0</b>	<b>5.1</b>	<b>5.9</b>	<b>4.4</b>	<b>17.4</b>	<b>23.0</b>	<b>27.6</b>	<b>31.9</b>
Group	18.6	3.1	7.6	7.1	5.9	23.7	2.0	5.1	5.9	4.4	17.4	23.0	27.6	31.9
Net financial items	-2.7	-0.2	-1.3	-0.7	0.0	-2.2	-0.4	0.7	-0.1	-0.1	0.2	-0.3	-0.3	-0.3
<b>PTP</b>	<b>15.9</b>	<b>2.9</b>	<b>6.2</b>	<b>6.4</b>	<b>5.9</b>	<b>21.5</b>	<b>1.6</b>	<b>5.9</b>	<b>5.8</b>	<b>4.3</b>	<b>17.6</b>	<b>22.7</b>	<b>27.3</b>	<b>31.6</b>
Taxes	-2.3	-0.5	-0.9	-1.1	-0.7	-3.1	-0.6	-1.9	-1.2	-0.9	-4.5	-5.0	-6.0	-7.0
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
<b>Net earnings</b>	<b>13.6</b>	<b>2.4</b>	<b>5.3</b>	<b>5.4</b>	<b>5.3</b>	<b>18.4</b>	<b>1.0</b>	<b>4.0</b>	<b>4.6</b>	<b>3.5</b>	<b>13.2</b>	<b>17.7</b>	<b>21.3</b>	<b>24.7</b>
<b>EPS (adj.)</b>	<b>0.05</b>	<b>0.01</b>	<b>0.02</b>	<b>0.02</b>	<b>0.02</b>	<b>0.06</b>	<b>0.00</b>	<b>0.01</b>	<b>0.02</b>	<b>0.01</b>	<b>0.04</b>	<b>0.06</b>	<b>0.07</b>	<b>0.08</b>
<b>EPS (rep.)</b>	<b>0.05</b>	<b>0.01</b>	<b>0.02</b>	<b>0.02</b>	<b>0.02</b>	<b>0.06</b>	<b>0.00</b>	<b>0.01</b>	<b>0.02</b>	<b>0.01</b>	<b>0.04</b>	<b>0.06</b>	<b>0.07</b>	<b>0.08</b>

Key figures	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22	Q2'22	Q3'22e	Q4'22e	2022e	2023e	2024e	2025e
<b>Revenue growth-%</b>	12.3 %	14.3 %	17.6 %	24.7 %	27.5 %	21.6 %	18.8 %	9.6 %	6.1 %	1.7 %	8.0 %	15.5 %	11.4 %	8.9 %
<b>Adjusted EBIT growth-%</b>	48.5 %	34.8 %	30.2 %	2.9 %	37.8 %	22.7 %	-34.2 %	-32.4 %	-17.1 %	-25.6 %	-26.3 %	32.0 %	19.7 %	15.9 %
<b>EBITDA-%</b>	38.5 %	30.4 %	47.1 %	41.8 %	35.5 %	39.4 %	22.5 %	32.9 %	35.4 %	29.1 %	30.6 %	34.0 %	36.4 %	38.2 %
<b>Adjusted EBIT-%</b>	36.6 %	27.7 %	45.2 %	39.0 %	32.7 %	36.9 %	15.3 %	27.9 %	30.5 %	24.0 %	25.2 %	28.8 %	30.9 %	32.9 %
<b>Net earnings-%</b>	25.7 %	21.4 %	31.9 %	29.6 %	29.1 %	28.7 %	7.8 %	21.9 %	24.1 %	18.8 %	19.0 %	22.1 %	23.9 %	25.4 %

Source: Inderes

# Balance sheet

Assets	2020	2021	2022e	2023e	2024e
<b>Non-current assets</b>	<b>7.3</b>	<b>13.1</b>	<b>16.0</b>	<b>18.5</b>	<b>20.4</b>
Goodwill	0.0	0.0	0.0	0.0	0.0
Intangible assets	5.3	9.9	12.7	15.2	17.0
Tangible assets	0.5	0.4	0.5	0.6	0.6
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	1.0	2.2	2.2	2.2	2.2
Deferred tax assets	0.5	0.6	0.6	0.6	0.6
<b>Current assets</b>	<b>43.3</b>	<b>66.2</b>	<b>77.3</b>	<b>94.0</b>	<b>116</b>
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	35.3	48.6	63.8	65.6	66.0
Cash and equivalents	8.0	17.6	13.5	28.4	49.6
<b>Balance sheet total</b>	<b>50.6</b>	<b>79.3</b>	<b>93.3</b>	<b>113</b>	<b>136</b>

Source: Inderes

Liabilities & equity	2020	2021	2022e	2023e	2024e
<b>Equity</b>	<b>19.9</b>	<b>67.7</b>	<b>80.9</b>	<b>98.6</b>	<b>120</b>
Share capital	1.3	1.3	1.3	1.3	1.3
Retained earnings	18.7	37.1	50.3	68.0	89.2
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	-0.2	29.3	29.3	29.3	29.3
Minorities	0.0	0.0	0.0	0.0	0.0
<b>Non-current liabilities</b>	<b>18.8</b>	<b>2.7</b>	<b>2.7</b>	<b>2.7</b>	<b>2.7</b>
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	12.4	0.0	0.0	0.0	0.0
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	6.4	2.7	2.7	2.7	2.7
<b>Current liabilities</b>	<b>12.0</b>	<b>8.9</b>	<b>9.7</b>	<b>11.2</b>	<b>13.4</b>
Short term debt	1.0	0.1	0.0	0.0	0.0
Payables	11.0	8.9	9.7	11.2	13.4
Other current liabilities	0.0	0.0	0.0	0.0	0.0
<b>Balance sheet total</b>	<b>50.6</b>	<b>79.3</b>	<b>93.3</b>	<b>113</b>	<b>136</b>



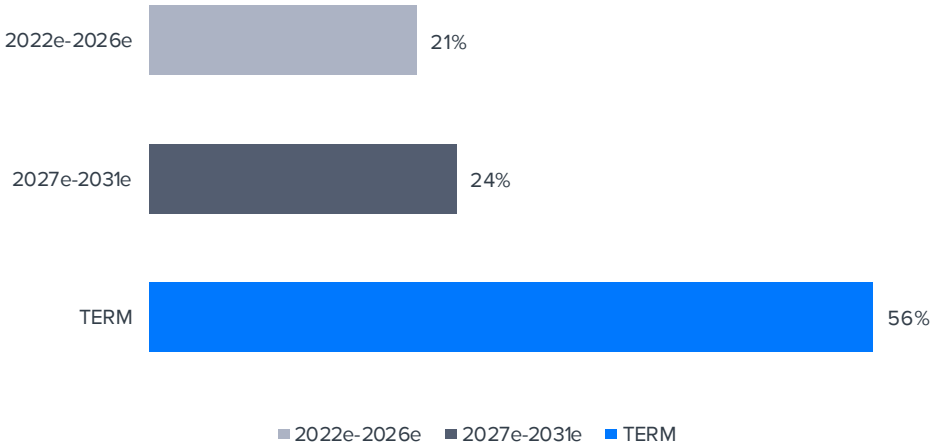
# DCF calculation

DCF model	2021	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	TERM
<b>EBIT (operating profit)</b>	<b>23.7</b>	<b>17.4</b>	<b>23.0</b>	<b>27.6</b>	<b>31.9</b>	<b>34.3</b>	<b>35.9</b>	<b>37.3</b>	<b>37.3</b>	<b>36.1</b>	<b>36.8</b>	
+ Depreciation	1.6	3.8	4.2	4.8	5.1	5.5	5.8	6.2	6.5	6.7	6.8	
- Paid taxes	-3.2	-4.5	-5.0	-6.0	-7.0	-7.5	-7.8	-8.1	-8.1	-7.9	-8.1	
- Tax, financial expenses	-0.3	0.0	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	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	-15.5	-14.3	-0.4	1.8	-0.8	-1.1	-2.5	-1.2	-0.6	-1.8	-1.2	
<b>Operating cash flow</b>	<b>6.3</b>	<b>2.5</b>	<b>21.8</b>	<b>28.2</b>	<b>29.2</b>	<b>31.2</b>	<b>31.3</b>	<b>34.1</b>	<b>34.9</b>	<b>33.1</b>	<b>34.3</b>	
+ Change in other long-term liabilities	-3.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-7.3	-6.7	-6.7	-6.7	-6.7	-7.2	-7.2	-7.2	-7.2	-7.2	-7.2	
<b>Free operating cash flow</b>	<b>-4.7</b>	<b>-4.2</b>	<b>15.1</b>	<b>21.5</b>	<b>22.5</b>	<b>24.0</b>	<b>24.1</b>	<b>26.9</b>	<b>27.7</b>	<b>25.9</b>	<b>27.1</b>	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	-4.7	-4.2	15.1	21.5	22.5	24.0	24.1	26.9	27.7	25.9	27.1	374
<b>Discounted FCFF</b>		<b>-4.1</b>	<b>13.3</b>	<b>17.3</b>	<b>16.6</b>	<b>16.1</b>	<b>14.9</b>	<b>15.1</b>	<b>14.3</b>	<b>12.2</b>	<b>11.6</b>	<b>161</b>
Sum of FCFF present value		288	292	279	261	245	229	214	199	184	172	161
<b>Enterprise value DCF</b>		<b>288</b>										
- Interesting bearing debt		-0.1										
+ Cash and cash equivalents		17.6										
-Minorities		0.0										
-Dividend/capital return		0.0										
<b>Equity value DCF</b>		<b>305</b>										
<b>Equity value DCF per share</b>		<b>1.00</b>										

<b>Wacc</b>	
Tax-% (WACC)	25.0 %
Target debt ratio (D/(D+E))	0.0 %
Cost of debt	3.0 %
Equity Beta	1.00
Market risk premium	4.75%
Liquidity premium	2.65%
Risk free interest rate	2.0 %
<b>Cost of equity</b>	<b>9.4 %</b>
<b>Weighted average cost of capital (WACC)</b>	<b>9.4 %</b>

Source: Inderes

Cash flow distribution



# Summary

Income statement	2019	2020	2021	2022e	2023e	Per share data	2019	2020	2021	2022e	2023e
Revenue	47.0	52.8	64.2	69.3	80.0	EPS (reported)	0.03	0.05	0.06	0.04	0.06
EBITDA	15.4	20.3	25.3	21.2	27.2	EPS (adj.)	0.03	0.05	0.06	0.04	0.06
EBIT	14.4	18.6	23.7	17.4	23.0	OCF / share	0.02	0.05	0.02	0.01	0.07
PTP	11.8	15.9	21.5	17.6	22.7	FCF / share	0.01	0.02	-0.01	-0.01	0.05
Net Income	7.7	13.6	18.4	13.2	17.7	Book value / share	0.01	0.07	0.22	0.26	0.32
Extraordinary items	1.4	-0.7	0.0	0.0	0.0	Dividend / share	0.00	0.00	0.00	0.00	0.00
Balance sheet	2019	2020	2021	2022e	2023e	Growth and profitability	2019	2020	2021	2022e	2023e
Balance sheet total	36.8	50.6	79.3	93.3	112.5	Revenue growth-%	12%	12%	22%	8%	15%
Equity capital	3.6	19.9	67.7	80.9	98.6	EBITDA growth-%	161%	32%	24%	-16%	28%
Goodwill	0.0	0.0	0.0	0.0	0.0	EBIT (adj.) growth-%	120%	48%	23%	-26%	32%
Net debt	10.6	5.4	-17.6	-13.5	-28.4	EPS (adj.) growth-%	-3598%	82%	14%	-27%	35%
Cash flow	2019	2020	2021	2022e	2023e	EBITDA-%	32.8 %	38.5 %	39.4 %	30.6 %	34.0 %
EBITDA	15.4	20.3	25.3	21.2	27.2	EBIT (adj.)-%	27.7 %	36.6 %	36.9 %	25.2 %	28.8 %
Change in working capital	-6.6	-8.1	-15.5	-14.3	-0.4	EBIT-%	30.6 %	35.2 %	36.9 %	25.2 %	28.8 %
Operating cash flow	3.9	12.9	6.3	2.5	21.8	ROE-%	-472.4 %	116.2 %	42.0 %	17.7 %	19.7 %
CAPEX	-4.8	-3.6	-7.3	-6.7	-6.7	ROI-%	102.3 %	73.1 %	46.8 %	23.5 %	25.7 %
Free cash flow	2.4	5.8	-4.7	-4.2	15.1	Equity ratio	9.9 %	39.3 %	85.4 %	86.7 %	87.6 %
						Gearing	292.2 %	27.1 %	-25.9 %	-16.7 %	-28.8 %
Valuation multiples	2019	2020	2021	2022e	2023e						
EV/S	1.1	3.7	6.9	2.8	2.3						
EV/EBITDA (adj.)	3.4	9.7	17.5	9.3	6.7						
EV/EBIT (adj.)	4.1	10.2	18.7	11.3	7.9						
P/E (adj.)	6.0	13.6	25.0	16.0	11.8						
P/B	11.7	9.7	6.8	2.6	2.1						
Dividend-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %						

Source: Inderes

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## Recommendation history (>12 mo)

Date	Recommendation	Target price	Share price
3/30/2021	Buy	0.68 €	0.56 €
4/30/2021	Buy	0.92 €	0.77 €
5/31/2021	Buy	1.00 €	0.86 €
8/13/2021	Accumulate	1.54 €	1.39 €
10/12/2021	Buy	1.54 €	1.14 €
11/1/2021	Accumulate	1.70 €	1.52 €
12/3/2021	Buy	1.70 €	1.29 €
2/28/2022	Buy	1.50 €	1.21 €
5/2/2022	Buy	1.10 €	0.92 €
<i>Analyst changed</i>			
8/5/2022	Accumulate	0.80 €	0.69 €



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