

Tecnotree

Company report

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✓ Inderes corporate customer

This report is a summary translation of the report "Mittarit oikeissa asennoissa" published on 11/01/2021 at 7:15 am

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Indicators pointing in the right direction

On Friday, Tecnotree published its Q3 report that was well in line with our expectations. The company's longer-term earnings growth outlook is good and relative to this the share price is not too high. However, the recent share price increase has been quicker than our estimate hikes, which has resulted in a drop in the return expectation. Thus, we revise our recommendation to Accumulate (previously Buy) and raise our target price to EUR 1.70 (previously EUR 1.54).

Nice performance

Tecnotree's Q3 net sales grew by 25% to EUR 18.2 million, which is slightly higher than the sales accumulation we anticipated. Growth remained strong in the strategically important MEA & APAC region, but delivery streams continued developing well in Europe and America as well. In Q3, the company's operating profit was EUR 7.1 million. Despite targeted growth investment and somewhat normalized cost levels, profitability remained strong at 39%. We believe that this is yet another good indication of the key strengths of the company's cost-conscious approach and culture. The lower lines of the income statement were slightly below our estimates, so EPS exceeded our estimate more than operational result lines. Just like in the previous quarter, the high point of the report was excellent growth in orders received and the order book worth EUR 59 million, which is record high for the current form of Tecnotree. Favorably developed new orders are essential for the growth of coming quarters and, we believe that in the big picture they also provide positive signals concerning the company's technological competitiveness and solution expertise.

Next few years are interesting

This year, we estimate Tecnotree's net sales will grow by 23% to EUR 65 million. In our view, the key growth drivers are the income from previously closed deals and well developing new sales as a result of the company's own technical strengths. We estimate that operating profit increases to EUR 25.1 million driven by increased net sales, high gross margins and high cost-consciousness. In 2022-2023, we estimate that Tecnotree continues its good profitable growth, reflecting the progressing operating model revolution among operators, the cloud transformation of BSS solutions, own investments, and the scalability of the business model. Among the company's recent news flow, especially Tecnotree Moments' first ever presumably larger opening is a very interesting growth start for the longer term. It is also a strategic milestone, as with it the company takes its first steps in verticals outside telecommunications that will lower the overall risk level over time.

Ownership is justified

Based on our estimates, Tecnotree's adjusted P/E ratios for 2021 and 2022 are 26x and 18x while the corresponding EV/EBIT ratios are 18x and 13x. Over the past year, the low initial level of the company's valuation has increased, which has dissolved the clearest undervaluation of the share. However, we do not consider the current price to be too demanding considering the strategic leeway created by the exit from the restructuring program and the already good long-term value creation potential. We believe that the annual return expectation consisting of expected earnings growth and the overall neutral valuation is higher than the ROE requirement. Thus, the return/risk ratio of the share is good and justified when considering ownership.

Recommendation

Accumulate

(previous Buy)

EUR 1.70

(previous EUR 1.54)

Share price:

1.52



Key figures

	2020	2021e	2022e	2023e
Revenue	52.8	64.8	76.0	86.6
growth-%	12%	23%	17%	14%
EBIT adj.	19.3	25.1	32.8	38.4
EBIT-% adj.	36.6 %	38.7 %	43.1 %	44.3 %
Net Income	13.6	18.5	26.0	30.4
EPS (adj.)	0.05	0.06	0.08	0.10

P/E (adj.)	13.6	25.8	18.3	15.6
P/B	9.7	7.9	5.5	4.1
P/FCF	33.3	28.4	26.5	20.9
EV/EBIT (adj.)	10.2	17.7	13.0	10.5
EV/EBITDA	9.7	16.6	12.2	10.0
EV/S	3.7	6.9	5.6	4.7

Source: Inderes

Guidance

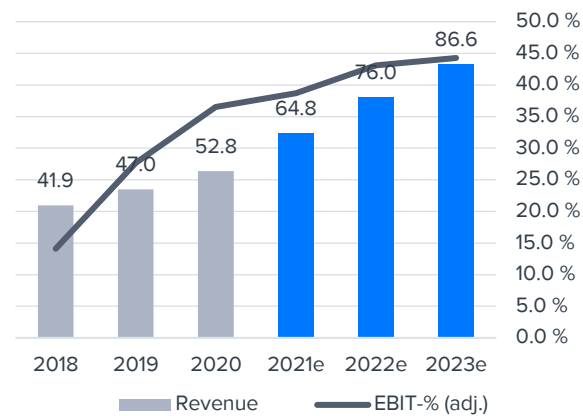
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Tecnotree refrains from giving any guidance for the time being.

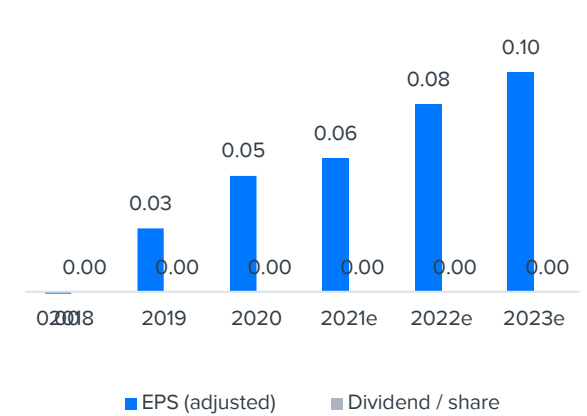
Share price



Revenue and EBIT %



EPS and dividend



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

- Customer portfolio's structure is 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
- Repatriating cash flow

Valuation	2021e	2022e	2023e
Share price	152	152	152
Number of shares, millions	313.2	313.2	313.2
Market cap	476	476	476
EV	444	427	404
P/E (adj.)	25.8	18.3	15.6
P/E	25.8	18.3	15.6
P/FCF	28.4	26.5	20.9
P/B	7.9	5.5	4.1
P/S	7.4	6.3	5.5
EV/Sales	6.9	5.6	4.7
EV/EBITDA	16.6	12.2	10.0
EV/EBIT (adj.)	17.7	13.0	10.5
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

Estimates

Estimates	Q3'20	Q3'21	Q3'21e	Q3'21e	Consensus		Difference (%)	2021e
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Inderes
Revenue	14.6	18.2	17.3				5%	64.8
EBIT (adj.)	6.9	7.1	7.0				1%	25.1
EBIT	6.9	7.1	7.0				1%	25.1
EPS (adj.)	0.02	0.02	0.02				6%	0.06
Revenue growth-%	17.7 %	24.7 %	18.2 %				6.5 pp	22.7 %
EBIT-% (adj.)	47.3 %	39.0 %	40.7 %				-1.6 pp	38.7 %

Source: Inderes

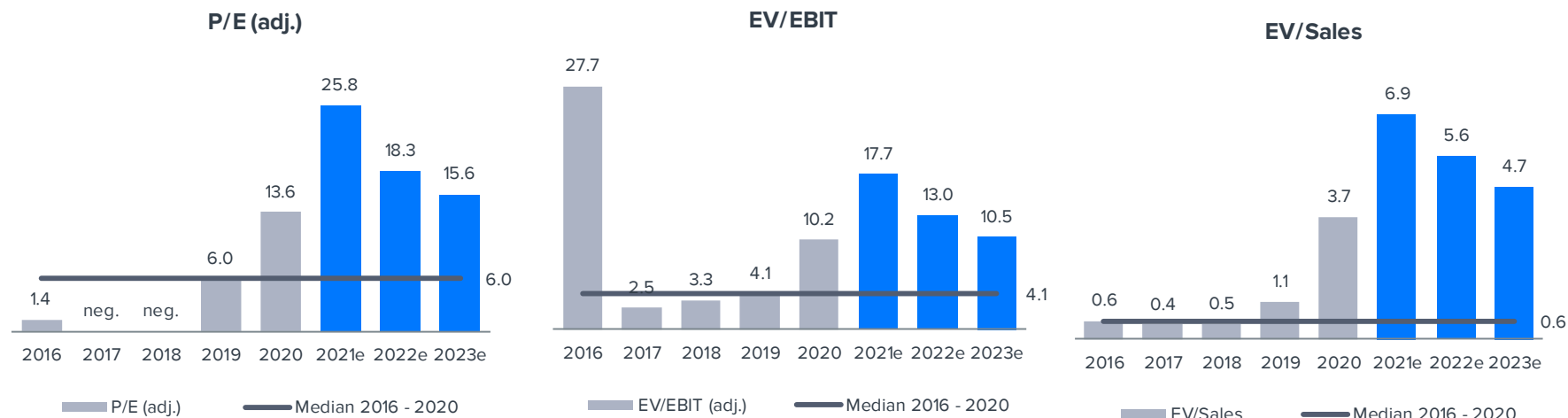
Estimate revisions	2021e	2021e	Change	2022e	2022e	Change	2023e	2023e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	62.6	64.8	3%	71.9	76.0	6%	82.2	86.6	5%
EBITDA	26.5	26.8	1%	32.1	34.9	9%	38.0	40.5	7%
EBIT (exc. NRIs)	24.8	25.1	1%	30.0	32.8	9%	35.8	38.4	7%
EBIT	24.8	25.1	1%	30.0	32.8	9%	35.8	38.4	7%
PTP	22.9	22.7	-1%	29.7	32.5	9%	35.5	38.1	7%
EPS (excl. NRIs)	0.06	0.06	2%	0.08	0.08	9%	0.09	0.10	7%
DPS	0.00	0.00		0.00	0.00		0.00	0.00	

Source: Inderes

Valuation table

Valuation	2016	2017	2018	2019	2020	2021e	2022e	2023e	2024e
Share price	0.10	0.07	0.05	0.17	0.70	1.52	1.52	1.52	1.52
Number of shares, millions	122.6	122.6	136.6	235.3	274.6	313.2	313.2	313.2	313.2
Market cap	12	8.6	6.8	40	192	476	476	476	476
EV	33	24	19	53	198	444	427	404	377
P/E (adj.)	1.4	neg.	neg.	6.0	13.6	25.8	18.3	15.6	13.9
P/E	neg.	neg.	neg.	5.2	14.2	25.8	18.3	15.6	13.9
P/FCF	neg.	1.8	3.9	16.5	33.3	28.4	26.5	20.9	17.4
P/B	1.2	neg.	neg.	11.7	9.7	7.9	5.5	4.1	3.1
P/S	0.2	0.2	0.2	0.9	3.6	7.4	6.3	5.5	5.0
EV/Sales	0.6	0.4	0.5	1.1	3.7	6.9	5.6	4.7	4.0
EV/EBITDA	neg.	2.6	3.3	3.4	9.7	16.6	12.2	10.0	8.3
EV/EBIT (adj.)	27.7	2.5	3.3	4.1	10.2	17.7	13.0	10.5	8.7
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	Share price	Market cap	EV	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
Company		MEUR	MEUR	2021e	2022e	2021e	2022e	2021e	2022e	2021e	2022e	2021e	2022e	2021e
Amdocs Ltd	77.84	8828	8516	12.5	11.5	9.9	8.8	2.2	2.0	16.1	14.9	1.8	1.9	2.7
CSG Systems International Inc	50.05	1417	1534							15.2	14.9			
Comarch SA	224.00	398	334	11.3	9.2	8.0	6.2	1.2	0.9	17.2	15.7	1.6	1.9	1.6
Sterlite Technologies Ltd	273.85	1258	1603	18.9	16.0	11.9	11.6	2.0	2.1	40.3	23.3	0.7	1.3	5.5
Tecnotree (Inderes)	1.52	476	444	17.7	13.0	16.6	12.2	6.9	5.6	25.8	18.3	0.0	0.0	7.9
Average				14.2	12.3	9.9	8.9	1.8	1.7	18.9	16.2	1.4	1.7	3.2
Median				12.5	11.5	9.9	8.8	2.0	2.0	16.1	14.9	1.6	1.9	2.7
Diff-% to median				42%	13%	68%	39%	235%	176%	60%	23%	-100%	-100%	191%

Source: Thomson Reuters / Inderes. NB: The market cap Inderes uses does not consider own shares held by the company.

Income statement

Income statement	2019	Q1'20	Q2'20	Q3'20	Q4'20	2020	Q1'21	Q2'21	Q3'21	Q4'21e	2021e	2022e	2023e	2024e
Revenue	47.0	9.8	14.2	14.6	14.2	52.8	11.2	16.7	18.2	18.7	64.8	76.0	86.6	95.3
Group	47.0	9.8	14.2	14.6	14.2	52.8	11.2	16.7	18.2	18.7	64.8	76.0	86.6	95.3
EBITDA	15.4	1.5	6.8	7.4	4.6	20.3	3.4	7.9	7.6	7.8	26.8	34.9	40.5	45.4
Depreciation	-1.0	-0.4	-0.5	-0.5	-0.3	-1.7	-0.3	-0.3	-0.5	-0.5	-1.7	-2.1	-2.2	-2.3
EBIT (excl. NRI)	13.0	2.3	5.8	6.9	4.3	19.3	3.1	7.6	7.1	7.3	25.1	32.8	38.4	43.1
EBIT	14.4	1.1	6.3	6.9	4.3	18.6	3.1	7.6	7.1	7.3	25.1	32.8	38.4	43.1
Group	14.4	1.1	6.3	6.9	4.3	18.6	3.1	7.6	7.1	7.3	25.1	32.8	38.4	43.1
Net financial items	-2.6	-0.2	-0.9	-1.6	-0.2	-2.7	-0.2	-1.3	-0.7	-0.2	-2.4	-0.3	-0.3	-0.3
PTP	11.8	1.0	5.5	5.3	4.2	15.9	2.9	6.2	6.4	7.1	22.7	32.5	38.1	42.8
Taxes	-4.1	-0.4	-1.2	-0.9	0.1	-2.3	-0.5	-0.9	-1.1	-1.8	-4.2	-6.5	-7.6	-8.6
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	7.7	0.6	4.3	4.5	4.3	13.6	2.4	5.3	5.4	5.3	18.5	26.0	30.4	34.3
EPS (adj.)	0.03	0.01	0.01	0.02	0.02	0.05	0.01	0.02	0.02	0.02	0.06	0.08	0.10	0.11
EPS (rep.)	0.03	0.00	0.02	0.02	0.02	0.05	0.01	0.02	0.02	0.02	0.06	0.08	0.10	0.11

Key figures	2019	Q1'20	Q2'20	Q3'20	Q4'20	2020	Q1'21	Q2'21	Q3'21	Q4'21e	2021e	2022e	2023e	2024e
Revenue growth-%	12.2 %	3.2 %	29.1 %	17.7 %	0.7 %	12.3 %	14.3 %	17.6 %	24.7 %	31.4 %	22.7 %	17.4 %	13.9 %	10.0 %
Adjusted EBIT growth-%	120.3 %	130.0 %	61.1 %	60.5 %	4.9 %	48.5 %	34.8 %	30.2 %	2.9 %	70.2 %	29.9 %	30.7 %	17.0 %	12.5 %
EBITDA-%	32.8 %	15.3 %	47.9 %	50.7 %	32.4 %	38.4 %	30.5 %	47.2 %	41.9 %	42.0 %	41.3 %	45.9 %	46.8 %	47.6 %
Adjusted EBIT-%	27.7 %	23.5 %	40.8 %	47.3 %	30.3 %	36.6 %	27.7 %	45.2 %	39.0 %	39.2 %	38.7 %	43.1 %	44.3 %	45.3 %
Net earnings-%	16.5 %	5.6 %	29.9 %	30.8 %	30.1 %	25.7 %	21.4 %	31.9 %	29.6 %	28.6 %	28.5 %	34.2 %	35.2 %	36.0 %

Source: Inderes

Balance sheet

Assets	2019	2020	2021e	2022e	2023e
Non-current assets	6.8	7.3	11.3	15.4	19.4
Goodwill	0.0	0.0	0.0	0.0	0.0
Intangible assets	3.0	5.3	9.7	13.6	17.4
Tangible assets	2.4	0.5	0.6	0.8	1.0
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	0.8	1.0	1.0	1.0	1.0
Deferred tax assets	0.6	0.5	0.0	0.0	0.0
Current assets	30.1	43.3	70.5	95.0	124
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	26.7	35.3	38.9	45.6	52.0
Cash and equivalents	3.4	8.0	31.7	49.4	71.9
Balance sheet total	36.8	50.6	81.9	110	143

Source: Inderes

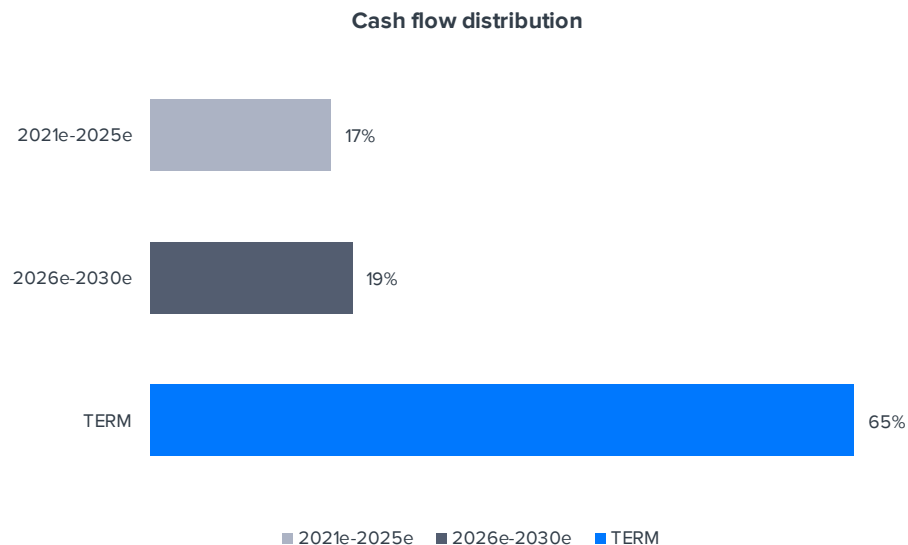
Liabilities & equity	2019	2020	2021e	2022e	2023e
Equity	3.6	19.9	60.6	86.5	117
Share capital	1.3	1.3	1.3	1.3	1.3
Retained earnings	5.2	18.7	37.2	63.2	93.6
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	-3.1	-0.2	22.0	22.0	22.0
Minorities	0.2	0.0	0.0	0.0	0.0
Non-current liabilities	21.8	18.8	6.4	6.4	6.4
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	13.5	12.4	0.0	0.0	0.0
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	8.3	6.4	6.4	6.4	6.4
Current liabilities	11.5	12.0	14.9	17.5	19.9
Short term debt	0.5	1.0	0.0	0.0	0.0
Payables	9.4	11.0	14.9	17.5	19.9
Other current liabilities	1.5	0.0	0.0	0.0	0.0
Balance sheet total	36.8	50.6	81.9	110	143

DCF calculation

[illegible]

Wacc	
Tax-% (WACC)	25.0 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	3.0 %
Equity Beta	1.00
Market risk premium	4.75%
Liquidity premium	2.65%
Risk free interest rate	2.0 %
Cost of equity	9.4 %
Weighted average cost of capital (WACC)	8.7 %

Source: Inderes



Summary

Income statement	2018	2019	2020	2021e	2022e	Per share data	2018	2019	2020	2021e	2022e
Revenue	41.9	47.0	52.8	64.8	76.0	EPS (reported)	0.00	0.03	0.05	0.06	0.08
EBITDA	5.9	15.4	20.3	26.8	34.9	EPS (adj.)	0.00	0.03	0.05	0.06	0.08
EBIT	5.3	14.4	18.6	25.1	32.8	OCF / share	0.04	0.02	0.05	0.07	0.08
PTP	4.4	11.8	15.9	22.7	32.5	FCF / share	0.01	0.01	0.02	0.05	0.06
Net Income	-0.5	7.7	13.6	18.5	26.0	Book value / share	-0.05	0.01	0.07	0.19	0.28
Extraordinary items	-0.6	1.4	-0.7	0.0	0.0	Dividend / share	0.00	0.00	0.00	0.00	0.00
Balance sheet	2018	2019	2020	2021e	2022e	Growth and profitability	2018	2019	2020	2021e	2022e
Balance sheet total	28.6	36.8	50.6	81.9	110.4	Revenue growth-%	-24%	12%	12%	23%	17%
Equity capital	-6.5	3.6	19.9	60.6	86.5	EBITDA growth-%	-37%	161%	32%	32%	30%
Goodwill	0.0	0.0	0.0	0.0	0.0	EBIT (adj.) growth-%	-40%	120%	48%	30%	31%
Net debt	12.9	10.6	5.4	-31.7	-49.4	EPS (adj.) growth-%	-97%	-3598%	82%	15%	41%
Cash flow	2018	2019	2020	2021e	2022e	EBITDA-%	14.1 %	32.8 %	38.4 %	41.3 %	45.9 %
EBITDA	5.9	15.4	20.3	26.8	34.9	EBIT (adj.)-%	14.1 %	27.7 %	36.6 %	38.7 %	43.1 %
Change in working capital	4.3	-6.6	-8.1	0.4	-4.2	EBIT-%	12.6 %	30.6 %	35.2 %	38.7 %	43.1 %
Operating cash flow	5.1	3.9	12.9	22.9	24.2	ROE-%	7.7 %	-472.4 %	116.2 %	45.9 %	35.3 %
CAPEX	0.0	-4.8	-3.6	-6.2	-6.2	ROI-%	46.9 %	102.3 %	73.1 %	53.4 %	44.6 %
Free cash flow	1.7	2.4	5.8	16.8	18.0	Equity ratio	-22.8 %	9.9 %	39.3 %	74.0 %	78.4 %
Valuation multiples	2018	2019	2020	2021e	2022e	Gearing	-197.8 %	292.2 %	27.1 %	-52.3 %	-57.1 %
EV/S	0.5	1.1	3.7	6.9	5.6						
EV/EBITDA (adj.)	3.3	3.4	9.7	16.6	12.2						
EV/EBIT (adj.)	3.3	4.1	10.2	17.7	13.0						
P/E (adj.)	neg.	6.0	13.6	25.8	18.3						
P/B	neg.	11.7	9.7	7.9	5.5						
Dividend-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %						

Source: Inderes

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Buy	The 12-month risk-adjusted expected shareholder return of the share is very attractive
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 price	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 €



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