

Persistent market conditions limit growth

Administer announced yesterday that it will lower its revenue guidance to EUR 74-76m, while narrowing its EBITDA-margin range upwards to 7-9%. We have made slight changes in our estimates but retain our target price of EUR 3.0 and BUY-rating.

Lowered revenue and refined profitability guidance

Administer lowered its revenue guidance for 2024 on Tuesday to EUR 74-76m (prev. EUR 76-81m), representing a 0-2% decrease compared to 2023 revenue. The primary reason for the revised guidance appears to be the generally poor economic conditions in Finland, which have already negatively impacted the company during the first half of the year, particularly in personnel leasing. Given that revenue declined by 2.2% in H1, the updated guidance is not a major surprise. The company also refined its EBITDA-margin guidance to 7-9% (prev. 6-9%), as the cost savings program has progressed according to plan, evidenced by a significant improvement in profitability, exceeding the guidance range in H1.

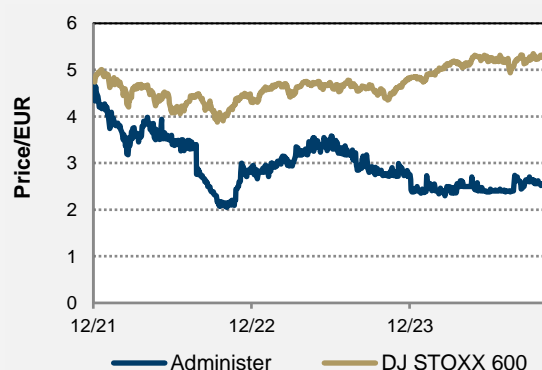
Slightly revised estimates for the near term

In line with the updated guidance, we have made minor changes in our estimates for the near term. We had previously projected slight revenue growth for 2024 at the lower end of the prior guidance range (EUR 76.2m). However, due to the lowered guidance and a slower-than-expected recovery in the personnel leasing business, we have revised our revenue estimate for 2024 to EUR 75.2m. The lower revenue guidance also applies slight downward pressure on our profitability estimates. Consequently, we have slightly adjusted our EBITDA-margin estimate to 8.1%, down from the prior 8.5%.

BUY with a target price of EUR 3.0

We have made slight downward adjustments to our revenue and profitability estimates but are keeping our target price of EUR 3.0 and our BUY-rating. While the lowered revenue guidance is not ideal, we remain cautiously optimistic due to the expected continuation of the profitability turnaround.

Rating + BUY



Share price, EUR (Last trading day's closing price) 2.58

Target price, EUR 3.0

Latest change in 03-Dec-21

Latest report on company 12-Sep-24

Research paid by issuer: YES

No. of shares outstanding, 14,375

No. of shares fully diluted, 14,375

Market cap, EURm 37

Free float, % -

Exchange rate 0.000

Reuters code ADMIN.HE

Bloomberg code ADMIN FH

Average daily volume, EURm 0.0

Next interim report 06-Nov-24

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+ BUY + HOLD - SELL

KEY FIGURES

	Sales EURm	EBIT EURm	EBIT %	FCF EURm	EPS EUR	P/E (x)	EV/Sales (x)	EV/EBIT (x)	FCF yield %	DPS EUR		
2022	52.8	0.1	0.2%	-20.1	-0.05	-52.9	1.0	473.3	-52.7	0.05		
2023	75.9	-3.0	-3.9%	0.9	-0.27	-8.9	0.6	-15.6	2.5	0.00		
2024E	75.2	0.2	0.3%	3.1	-0.06	-43.0	0.6	238.0	8.4	0.06		
2025E	77.5	1.2	1.6%	3.8	-0.01	-266.3	0.6	35.3	10.4	0.09		
2026E	82.1	2.3	2.8%	4.9	0.06	43.6	0.5	16.8	13.1	0.11		
Market cap, EURm	37			Gearing 2024E, %			31.4			CAGR EPS 2023-26, %		0.0
Net debt 2024E, EURm	8			Price/book 2024E			1.4			CAGR sales 2023-26, %		2.7
Enterprise value, EURm	46			Dividend yield 2024E, %			2.5			ROE 2024E, %		-3.2
Total assets 2024E, EURm	58			Tax rate 2024E, %			9.6			ROCE 2024E, %		0.0
Goodwill 2024E, EURm	35			Equity ratio 2024E, %			45.7			PEG, P/E 24/CAGR		0.0

All the important disclosures can be found on the last pages of this report

Administer	H2/22	2022	Q1/'23	Q2/'23	H2/'23	2023	Q1/'24	Q2/'24	Q3/'24E	Q4/'24E	2024E	2025E	2026E
Net sales	28.9	52.8	19.6	19.6	36.6	75.8	19.0	19.3	17.5	19.4	75.2	77.5	82.1
<i>sales growth %</i>	30.8%	25.9%			27.0%	43.7%	-3.1%	-1.3%	-	-	-0.8%	3.0%	6.0%
EBITDA	2.7	3.8	1.1	0.4	1.3	2.8	1.7	1.9	1.1	1.4	6.1	7.0	8.2
<i>EBITDA-margin</i>	9.5%	7.1%	5.7%	2.3%	3.5%	3.7%	9.1%	9.6%	6.4%	7.3%	8.1%	9.1%	9.9%
Depreciation	-0.6	-1.1	-0.4	-0.4	-1.0	-1.8	-0.4	-0.5	-0.5	-0.5	-1.8	-1.8	-1.8
EBITA	2.1	2.7	0.7	0.0	0.3	1.0	1.3	1.4	0.7	1.0	4.3	5.2	6.3
<i>EBITA-margin</i>	7.3%	5.1%	3.6%	-0.1%	0.8%	1.3%	6.6%	7.1%	3.8%	5.0%	5.7%	6.7%	7.7%
Goodwill amortization	-1.5	-2.5	-1.0	-1.0	-2.0	-4.0	-1.1	-1.0	-1.0	-1.0	-4.1	-4.0	-4.0
EBIT	0.6	0.1	-0.3	-1.0	-1.7	-3.0	0.2	0.4	-0.3	0.0	0.2	1.2	2.3
<i>EBIT-margin</i>	2.2%	0.2%	-1.5%	-5.1%	-4.6%	-4.0%	1.3%	1.9%	-1.9%	-0.2%	0.3%	1.6%	2.8%

Source: Administer, Evli Research estimates

VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	
Current share price	2.58 PV of Free Cash Flow	40 Long-term growth, %	1.5 Risk-free interest rate, %	2.50
DCF share value	5.77 PV of Horizon value	54 WACC, %	8.0 Market risk premium, %	5.8
Share price potential, %	123.5 Unconsolidated equity	0 Spread, %	0.5 Debt risk premium, %	2.5
Maximum value	6.3 Marketable securities	3 Minimum WACC, %	7.5 Equity beta coefficient	1.00
Minimum value	5.3 Debt - dividend	-15 Maximum WACC, %	8.5 Target debt ratio, %	30
Horizon value, %	57.6 Value of stock	83 Nr of shares, Mn	14.4 Effective tax rate, %	20

DCF valuation, EURm	2023	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	Horizon
Net sales	76	75	77	82	86	91	95	100	105	110	112	113
<i>Sales growth, %</i>	43.8	-0.9	3.0	6.0	5.0	5.0	5.0	5.0	5.0	5.0	1.5	1.5
Operating income (EBIT)	-3	0	1	2	6	7	8	8	8	9	9	9
<i>Operating income margin, %</i>	-3.9	0.3	1.6	2.8	7.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0
+ Depreciation+amort.	6	6	6	6	4	2	2	2	2	2	3	
EBITDA	3	6	7	8	10	9	10	10	11	11	12	
- Paid taxes	0	0	-1	-1	-2	-1	-2	-2	-2	-2	-2	
- Change in NWC	3	0	0	0	0	0	0	0	0	0	0	
<i>NWC / Sales, %</i>	-9.5	-9.5	-9.5	-9.5	-9.5	-9.5	-9.5	-9.5	-9.5	-9.5	-9.5	
+ Change in other liabs	0	0	0	0	0	0	0	0	0	0	0	
- Operative CAPEX	-4	-2	-2	-2	-2	-2	-3	-3	-3	-3	-3	
<i>opCAPEX / Sales, %</i>	4.9	2.5	2.6	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.5	
- Acquisitions	-1	0	0	0	0	0	0	0	0	0	0	
+ Divestments	0	0	0	0	0	0	0	0	0	0	0	
- Other items	0	0	0	0	0	0	0	0	0	0	0	
= FCFF	2	4	4	5	6	6	6	6	7	7	7	111
= Discounted FCFF		4	4	4	5	4	4	4	4	4	4	54
= DFCF min WACC		4	4	4	5	4	4	4	4	4	4	62
= DFCF max WACC		4	4	4	5	4	4	4	4	4	3	48

INTERIM FIGURES

EVLI ESTIMATES, EURm	2023Q1	2023Q2	2023Q3	2023Q4	2023	2024Q1	2024Q2	2024Q3E	2024Q4E	2024E	2025E	2026E
Net sales	0.0	39.2	0.0	36.6	75.9	19.0	19.3	17.5	19.4	75.2	77.5	82.1
EBITDA	0.0	1.6	0.0	1.3	2.8	1.7	1.8	1.1	1.4	6.1	7.0	8.2
EBITDA margin (%)	0.0	4.0	0.0	3.5	3.8	9.1	9.4	6.4	7.3	8.1	9.1	9.9
EBIT	0.0	-1.3	0.0	-1.7	-3.0	0.2	0.4	-0.3	0.0	0.2	1.2	2.3
EBIT margin (%)	0.0	-3.3	0.0	-4.6	-3.9	1.1	1.8	-1.9	-0.2	0.3	1.6	2.8
Net financial items	0.0	-0.3	0.0	-0.7	-1.0	-0.3	0.1	-0.2	-0.2	-0.7	-0.4	-0.3
Pre-tax profit	0.0	-1.6	0.0	-2.3	-3.9	-0.1	0.5	-0.6	-0.3	-0.5	0.8	2.1
Tax	0.0	-0.2	0.0	0.3	0.1	-0.1	0.0	-0.1	-0.1	-0.4	-1.0	-1.2
Tax rate (%)	0.0	49.5	0.0	74.3	-488.2	9.1	-0.3	20.0	20.0	9.6	20.0	20.0
Net profit	0.0	-1.8	0.0	-2.1	-3.9	-0.2	0.5	-0.7	-0.4	-0.9	-0.1	0.9
EPS	0.00	-0.13	0.00	-0.14	-0.27	-0.01	0.03	-0.05	-0.03	-0.06	-0.01	0.06
EPS adjusted (diluted no. of shares)	0.00	-0.13	0.00	-0.14	-0.27	-0.01	0.03	-0.05	-0.03	-0.06	-0.01	0.06
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.06	0.09	0.11
SALES, EURm												
Administer	0.0	39.2	0.0	36.6	75.9	19.0	19.3	17.5	19.4	75.2	77.5	82.1
Total	0.0	39.2	0.0	36.6	75.9	19.0	19.3	17.5	19.4	75.2	77.5	82.1
SALES GROWTH, Y/Y %												
Administer	0.0	64.2	0.0	27.0	43.8	-	-	-	-	-0.9	3.0	6.0
Total	0.0	64.2	0.0	27.0	43.8	-	-	-	-	-0.9	3.0	6.0
EBIT, EURm												
Administer	0.0	-1.3	0.0	-1.7	-3.0	0.2	0.4	-0.3	0.0	0.2	1.2	2.3
Total	0.0	-1.3	0.0	-1.7	-3.0	0.2	0.4	-0.3	0.0	0.2	1.2	2.3
EBIT margin, %												
Administer	0.0	-3.3	0.0	-4.6	-3.9	1.1	1.8	-1.9	-0.2	0.3	1.6	2.8
Total	0.0	-3.3	0.0	-4.6	-3.9	1.1	1.8	-1.9	-0.2	0.3	1.6	2.8

INCOME STATEMENT, EURm	2019	2020	2021	2022	2023	2024E	2025E	2026E
Sales	45.3	43.7	41.9	52.8	75.9	75.2	77.5	82.1
<i>Sales growth (%)</i>	22.5	-3.5	-4.0	25.9	43.8	-0.9	3.0	6.0
EBITDA	3.0	4.4	2.3	3.7	2.8	6.1	7.0	8.2
<i>EBITDA margin (%)</i>	6.5	10.2	5.4	7.1	3.8	8.1	9.1	9.9
Depreciation	-1.1	-0.6	-0.7	-1.1	-1.8	-1.9	-1.8	-1.8
EBITA	1.9	3.8	1.5	2.7	1.0	4.2	5.2	6.3
Goodwill amortization / writedown	-1.0	-1.0	-1.5	-2.5	-4.0	-4.0	-4.0	-4.0
EBIT	0.9	2.9	0.1	0.1	-3.0	0.2	1.2	2.3
<i>EBIT margin (%)</i>	1.9	6.6	0.1	0.2	-3.9	0.3	1.6	2.8
Reported EBIT	0.9	2.9	0.1	0.1	-3.0	0.2	1.2	2.3
<i>EBIT margin (reported) (%)</i>	1.9	6.6	0.1	0.2	-3.9	0.3	1.6	2.8
Net financials	-0.3	-0.3	-1.8	-0.4	-1.0	-0.7	-0.4	-0.3
Pre-tax profit	0.6	2.6	-1.7	-0.3	-3.9	-0.5	0.8	2.1
Taxes	-0.1	-0.6	0.0	-0.4	0.1	-0.4	-1.0	-1.2
Minority shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit	0.4	2.0	-1.8	-0.7	-3.9	-0.9	-0.1	0.9
Cash NRIs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-cash NRIs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
BALANCE SHEET, EURm								
Assets								
Fixed assets	3	3	4	6	7	7	7	8
Goodwill	15	14	23	42	39	35	31	27
Right of use assets	0	0	0	0	0	0	0	0
Inventory	0	0	0	0	0	0	0	0
Receivables	8	7	7	13	13	13	13	14
Liquid funds	1	1	13	5	3	3	3	4
Total assets	26	25	47	66	63	58	55	52
Liabilities								
Shareholder's equity	7	9	32	32	28	27	26	25
Minority interest	0	0	0	0	0	0	0	0
Convertibles	0	0	0	0	0	0	0	0
Lease liabilities	0	0	0	0	0	0	0	0
Deferred taxes	0	0	0	0	0	0	0	0
Interest bearing debt	8	6	4	18	15	12	9	5
Non-interest bearing current liabilities	10	9	11	15	20	20	21	22
Other interest-free debt	0	0	0	0	0	0	0	0
Total liabilities	26	25	47	66	63	58	55	52
CASH FLOW, EURm								
+ EBITDA	3	4	2	4	3	6	7	8
- Net financial items	0	0	-2	0	-1	-1	0	0
- Taxes	0	-1	0	0	0	0	-1	-1
- Increase in Net Working Capital	1	0	2	-1	3	0	0	0
+/- Other	0	0	0	0	0	0	0	0
= Cash flow from operations	4	4	2	2	5	5	6	7
- Capex	-4	-1	-2	-3	-4	-2	-2	-2
- Acquisitions	0	0	0	-20	-1	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Free cash flow	0	2	0	-20	1	3	4	5
+/- New issues/buybacks	0	0	25	1	0	0	0	0
- Paid dividend	0	0	0	0	-1	0	-1	-1
+/- Other	-1	-2	-13	11	-1	-3	-3	-3
Change in cash	-1	0	12	-9	-1	0	0	0

KEY FIGURES	2020	2021	2022	2023	2024E	2025E	2026E
M-cap	0	60	38	35	37	37	37
Net debt (excl. convertibles)	6	-9	14	11	8	5	2
Enterprise value	6	51	52	46	46	43	39
Sales	44	42	53	76	75	77	82
EBITDA	4	2	4	3	6	7	8
EBIT	3	0	0	-3	0	1	2
Pre-tax	3	-2	0	-4	0	1	2
Earnings	2	-2	-1	-4	-1	0	1
Equity book value (excl. minorities)	9	32	32	28	27	26	25
Valuation multiples							
EV/sales	0.1	1.2	1.0	0.6	0.6	0.6	0.5
EV/EBITDA	1.2	22.6	13.9	16.2	7.5	6.1	4.8
EV/EBITA	1.4	33.8	19.6	46.0	10.8	8.2	6.2
EV/EBIT	1.9	959.9	473.3	-15.6	238.0	35.3	16.8
EV/OCF	1.6	25.9	22.1	8.5	9.2	7.3	5.5
EV/FCFF	2.2	24.2	-2.6	26.5	12.2	10.3	7.7
P/FCFE	0.0	150.7	-1.9	39.6	11.9	9.6	7.6
P/E	0.0	-33.2	-52.9	-8.9	-43.0	-266.3	43.6
P/B	0.0	1.8	1.2	1.3	1.4	1.5	1.5
Target EV/EBITDA	0.0	0.0	0.0	0.0	8.5	6.9	5.5
Target EV/EBIT	0.0	0.0	0.0	0.0	268.5	40.1	19.3
Target EV/FCF	0.0	0.0	0.0	0.0	16.6	12.6	9.2
Target P/B	0.0	0.0	0.0	0.0	1.6	1.7	1.7
Target P/E	0.0	0.0	0.0	0.0	-50.0	-309.7	50.7
Per share measures							
Number of shares	9,620	14,194	14,329	14,329	14,375	14,375	14,375
Number of shares (diluted)	9,620	14,194	14,329	14,329	14,375	14,375	14,375
EPS	0.20	-0.13	-0.05	-0.27	-0.06	-0.01	0.06
Operating cash flow per share	0.37	0.14	0.16	0.38	0.35	0.41	0.49
Free cash flow per share	0.23	0.03	-1.40	0.06	0.22	0.27	0.34
Book value per share	0.99	2.28	2.24	1.92	1.85	1.78	1.75
Dividend per share	0.00	0.00	0.05	0.00	0.06	0.09	0.11
Dividend payout ratio, %	0.0	0.0	-99.4	-0.1	-107.8	-883.8	183.0
Dividend yield, %	0.0	0.0	1.9	0.0	2.5	3.3	4.2
FCF yield, %	0.0	0.7	-52.7	2.5	8.4	10.4	13.1
Efficiency measures							
ROE	23.1	-8.6	-2.2	-13.1	-3.2	-0.5	3.4
ROCE	18.2	0.2	0.3	-6.4	0.0	3.3	7.2
Financial ratios							
Inventories as % of sales	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Receivables as % of sales	15.3	15.9	24.9	17.2	17.2	17.2	17.2
Non-interest bearing liabilities as % of sales	20.0	25.1	29.2	26.7	26.7	26.7	26.7
NWC/sales, %	-4.8	-9.2	-4.2	-9.5	-9.5	-9.5	-9.5
Operative CAPEX/sales, %	3.1	3.7	4.8	4.9	2.5	2.6	2.7
CAPEX/sales (incl. acquisitions), %	3.1	3.7	-33.0	3.7	2.5	2.6	2.7
FCFF/EBITDA	0.6	0.9	-5.3	0.6	0.6	0.6	0.6
Net debt/EBITDA, book-weighted	1.2	-3.9	3.7	4.0	1.4	0.8	0.2
Debt/equity, market-weighted	0.0	0.1	0.5	0.4	0.3	0.2	0.1
Equity ratio, book-weighted	38.4	68.5	48.7	44.0	45.7	46.5	48.0
Gearing, %	58.3	-27.2	43.3	41.7	31.4	21.4	7.3

COMPANY DESCRIPTION: Administer Group is a multi-talent in payroll and financial management services, software services, consulting, personnel and international services. The company is the largest salary outsourcing partner in Finland and the leading expert in the fight against the grey economy. Administer's services are used by more than 5,000 customers, from SMEs to large companies, as well as municipalities and other public sector actors. Founded in 1985, the company is listed on the First North list of Nasdaq Helsinki. Administer Group consists of payroll management service company Silta Oy, accounting firm Administer, business service and employment expert Econia Oy and software company EmCe Solution Partner Oy, as well as other subsidiaries and associated companies.

INVESTMENT CASE: Administer seeks to achieve revenue of EUR 100m and an EBITDA-margin of 15% by 2026. The company has grown impressively in recent years driven by acquisitions, while organic growth has been modest. Near-term macroeconomic conditions have, however, proven to be a challenge, affecting both the company's growth and profitability. Cost savings measures taken in 2023 will slightly aid profitability, but larger improvement relies upon synergies from acquisitions as well as internal operational efficiency, further to be improved by pick-up in growth.

OWNERSHIP STRUCTURE	SHARES	EURm	%
Aho Peter	6,830,980	17.624	47.5%
Ilmarinen Mutual Pension Insurance Company	1,250,000	3.225	8.7%
Sijoitus Oy MC Invest Ab	1,205,508	3.110	8.4%
Oy Fincorp Ab	455,802	1.176	3.2%
Varma Mutual Pension Insurance Company	337,093	0.870	2.3%
Elo Mutual Pension Insurance Company	306,817	0.792	2.1%
Salmivala Maria-Elina	283,221	0.731	2.0%
Rantalainen-Yhtiöt Oy	266,623	0.688	1.9%
Herranen Kimmo	234,292	0.604	1.6%
Oy Talcom Ab	191,500	0.494	1.3%
Ten largest	11,361,836	29.314	79%
Residual	3,012,969	7.773	21%
Total	14,374,805	37.087	100%

EARNINGS CALENDAR

November 06, 2024

Q3 report

OTHER EVENTS**COMPANY MISCELLANEOUS**

CEO: Kimmo Herranen

Konepajankuja 3, FIN-00510 Helsinki

CFO: Kalle Lehtonen

Tel:

IR:

DEFINITIONS

P/E	$\frac{\text{Price per share}}{\text{Earnings per share}}$	EPS	$\frac{\text{Profit before extraord. items and taxes} - \text{income taxes} + \text{minority interest}}{\text{Number of shares}}$
P/BV	$\frac{\text{Price per share}}{\text{Shareholders' equity} + \text{taxed provisions per share}}$	DPS	Dividend for the financial period per share
Market cap	Price per share * Number of shares	OCF (Operating cash flow)	EBITDA – Net financial items – Taxes – Increase in working capital – Cash NRIs ± Other adjustments
EV (Enterprise value)	Market cap + net debt + minority interest at market value – share of associated companies at market value	FCF (Free cash flow)	Operating cash flow – operative CAPEX – acquisitions + divestments
EV/Sales	$\frac{\text{Enterprise value}}{\text{Sales}}$	FCF yield, %	$\frac{\text{Free cash flow}}{\text{Market cap}}$
EV/EBITDA	$\frac{\text{Enterprise value}}{\text{Earnings before interest, tax, depreciation and amortization}}$	Operative CAPEX/sales	$\frac{\text{Capital expenditure} - \text{divestments} - \text{acquisitions}}{\text{Sales}}$
EV/EBIT	$\frac{\text{Enterprise value}}{\text{Operating profit}}$	Net working capital	Current assets – current liabilities
Net debt	Interest bearing debt – financial assets	Capital employed/Share	$\frac{\text{Total assets} - \text{non-interest bearing debt}}{\text{Number of shares}}$
Total assets	Balance sheet total	Gearing	$\frac{\text{Net debt}}{\text{Equity}}$
Div yield, %	$\frac{\text{Dividend per share}}{\text{Price per share}}$	Debt/Equity, %	$\frac{\text{Interest bearing debt}}{\text{Shareholders' equity} + \text{minority interest} + \text{taxed provisions}}$
Payout ratio, %	$\frac{\text{Total dividends}}{\text{Earnings before extraordinary items and taxes} - \text{income taxes} + \text{minority interest}}$	Equity ratio, %	$\frac{\text{Shareholders' equity} + \text{minority interest} + \text{taxed provisions}}{\text{Total assets} - \text{interest-free loans}}$
ROCE, %	$\frac{\text{Profit before extraordinary items} + \text{interest expenses} + \text{other financial costs}}{\text{Balance sheet total} - \text{non-interest bearing debt (average)}}$	CAGR, %	Cumulative annual growth rate = Average growth per year
ROE, %	$\frac{\text{Profit before extraordinary items and taxes} - \text{income taxes}}{\text{Shareholder's equity} + \text{minority interest} + \text{taxed provisions (average)}}$		

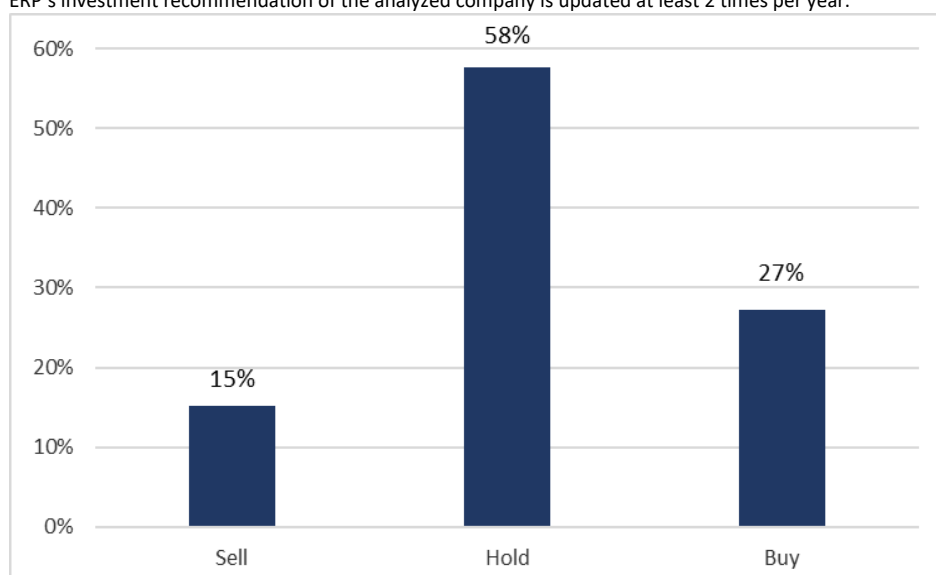
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Investment recommendations are defined as follows:

Target price compared to share price	Recommendation
< -10 %	SELL
-10 – (+10) %	HOLD
> 10 %	BUY

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Name(s) of the analyst(s): Salokivi, Pitkäljärvi

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