

Profitability trend remains good

Administer's net sales declined by 3.9% y/y, reflecting the challenging market conditions that have weighed on this year's sales development. This decline was anticipated, as the company revised its revenue guidance downward in October. Nevertheless, the turnaround in profitability continued as expected, marking the third consecutive quarter of positive profitability growth y/y.

- Net sales in Q3 amounted to EUR 17.6m (EUR 18.3m in Q3'23) vs. Evli EUR 17.5m, a decline of 3.9% y/y. The decline came as no surprise as the company posted a profit warning in October, stating that the overall weak Finnish economic condition has continued to impact demand negatively especially in staffing.
- EBITDA and EBITA in Q3 were EUR 1.0m (Q3'23: EUR 0.5m) and EUR 0.5m (Q3'23: EUR -0.0m) respectively, fairly in line with our estimates (Evli EUR 1.1m/0.7m). The EBITDA-margin improved to 5.8% compared with 2.5% in Q3'23.
- Operating profit in Q3 amounted to EUR -0.5m (Q3'23: EUR -1.0m) vs. Evli -0.3m.
- Net sales declined across all four brands, with Econia's 9.1% y/y decline being the most significant. Although the company doesn't disclose brand-level profitability, the overall increase in EBITDA indicates that Administer's cost savings have been effectively applied across brands to offset some of these sales declines.
- During Q3, Administer finalized the acquisition of a share majority in Kuntalaskenta, thus strengthening the company's position as a service provider for municipalities and other public sector actors.
- The profitability turnaround has progressed well and the positive trend reinforces our confidence in a sustainable recovery.
- **Guidance for 2024 (Updated on Oct 22nd):** Net sales is estimated to be EUR 74-76m and EBITDA-margin to be 7-9%.

Rating				++ Buy
Q3/24	Actual	Evli	Q3/23	
Net sales	17.6	17.5	18.0	
EBITDA	1.0	1.1	0.5	
EBITA	0.5	0.7	0.1	
Deviation		Actual	Evli	Q3/23
Net sales			1 %	-2 %
EBITDA			-11 %	>100%
EBIT			-25 %	>100%
Share price, EUR (Last trading day's closing price)				2.48
Target price, EUR				3.0
Latest change in recommendation				03-Dec-21
Latest report on company				06-Nov-24
Research paid by issuer:				YES
No. of shares outstanding, '000's				14 375
No. of shares fully diluted, '000's				14 375
Market cap, EURm				36
Free float, %				0.0 %
Exchange rate				0.0
Reuters code				ADMIN.HE
Bloomberg code				ADMIN FH
Average daily volume, EUR				0.0
Next interim report				06-Nov-24
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++ BUY ◻ HOLD -- SELL

PRE-REPORT 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	-41.3	0.6	230.5	8.7%	0.06
2025E	77.5	1.2	1.6%	3.8	-0.01	-256.0	0.5	34.1	10.8%	0.09
2026E	82.1	2.3	2.8%	4.9	0.06	41.9	0.5	16.2	13.7%	0.11
Market cap, EURm	36		Gearing 2024E, %		31.5 %		CAGR EPS 2023-26, %		0.0 %	
Net debt 2024E, EURm	8		Price/book 2024		1.3		CAGR Sales 2023-26, %		2.7 %	
Enterprise value, EURm	44		Dividend yield 2024E, %		2.6 %		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

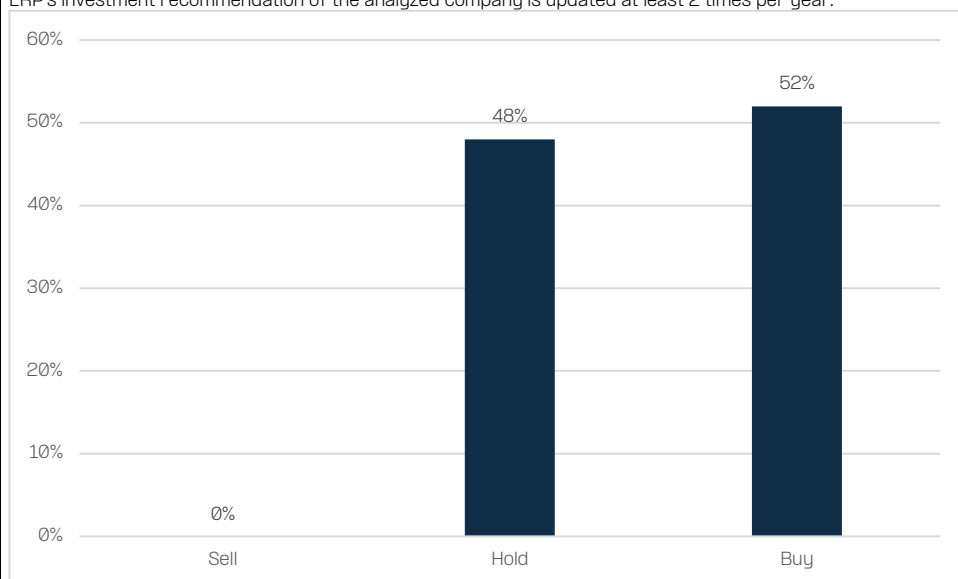
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Investment recommendations are defined as follows:

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

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