

Guidance in line with expectations

Consti's net sales in Q4 amounted to EUR 82.6m, below our and consensus estimates (EUR 86.9m/86.4m Evli/cons.), with growth of 5.8% y/y. EBIT amounted to EUR 3.0m, below our and consensus estimates (EUR 3.7m/3.4m Evli/cons.). The BoD proposes a dividend of EUR 0.45 per share (EUR 0.35/0.41 Evli/cons.). Operating result in 2022 is expected to be EUR 9–13m.

- Net sales in Q4 were EUR 82.6m (EUR 78.1m in Q4/20), below our and consensus estimates (EUR 86.9m/86.4m Evli/Cons.). Sales grew 5.8% y/y.
- Operating profit in Q4 amounted to EUR 3.0m (EUR 3.0m in Q4/20), below our and consensus estimates (EUR 3.7m/3.4m Evli/cons.), at a margin of 3.6%. During Q4 the increase in construction costs had a somewhat greater impact than in the beginning of the year.
- EPS in Q4 amounted to EUR 0.3 (EUR 0.27 in Q4/20), below our consensus estimates (EUR 0.35/0.32 Evli/cons.).
- The order backlog in Q4 was EUR 218.6m (EUR 177.9m in Q4/20), up by 22.9%. Order intake was EUR 66.9m in Q4 (Q4/20: EUR 54.3m).
- Free cash flow amounted to EUR 6.1m (Q4/20: EUR 3.6m).
- Consti's BoD proposes a dividend of EUR 0.45 per share (EUR 0.35/0.41 Evli/cons.).
- **Guidance for 2022:** Operating profit is expected to be between EUR 9–13m. The guidance is well in line with our estimate of EUR 11.0m and EUR 11.5m consensus estimates.

Rating + BUY

Q4/21	Actual	Evli	Consensus	Year ago	Q3/21
Net sales	82.6	86.9	86.4	78.1	76.0
EBIT	3.0	3.7	3.4	3.0	3.1
EPS	0.30	0.35	0.32	0.26	0.30
DPS 2021	0.45	0.35	0.41	0.40	

Deviation	Actual	Evli	Consensus	Year ago	Q3/21
Net sales		-5 %	-4 %	6 %	9 %
EBIT		-18 %	-12 %	2 %	-4 %
EPS		-14 %	-6 %	15 %	-1 %
DPS 2021		29 %	10 %	13 %	

Consensus by FactSet

Share price, EUR (Last trading day's closing price) 12.30

Target price, EUR 14.5

Latest change in recommendation	23-Jul-21
Latest report on company	02-Feb-22
Research paid by issuer:	YES
No. of shares outstanding, '000's	7,858
No. of shares fully diluted, '000's	7,858
Market cap, EURm	97
Free float, %	62.0
Exchange rate EUR	1.000
Reuters code	CONSTI.HE
Bloomberg code	CONSTI FH
Average daily volume, EURm	0.1
Next interim report	04-Feb-22
Web site	investor.consti.fi

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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
2019	314.8	4.6	1.5%	0.1	0.32	20.3	0.2	15.6	0.2	0.16
2020	274.6	8.2	3.0%	15.1	0.71	14.2	0.3	10.6	19.2	0.40
2021E	293.1	6.3	2.2%	1.3	0.54	22.8	0.4	16.8	1.4	0.35
2022E	314.3	11.0	3.5%	9.4	1.03	12.0	0.3	9.1	9.7	0.51
2023E	324.8	12.0	3.7%	9.3	1.15	10.7	0.3	7.9	9.6	0.57
Market cap, EURm		97	BV per share 2021E, EUR		31.0	CAGR EPS 2020-23, %		17.3		
Net debt 2021E, EURm		10	Price/book 2021E		3.1	CAGR sales 2020-23, %		5.8		
Enterprise value, EURm		106	Dividend yield 2021E, %		2.8	ROE 2021E, %		13.7		
Total assets 2021E, EURm		133	Tax rate 2021E, %		19.5	ROCE 2021E, %		10.2		
Goodwill 2021E, EURm		49	Equity ratio 2021E, %		23.6	PEG, P/E 21/CAGR		0.7		

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

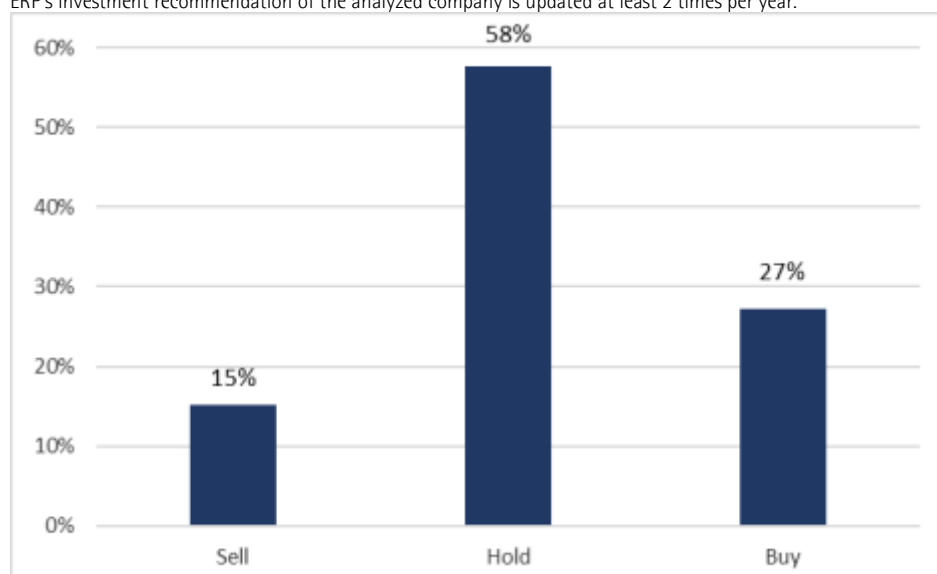
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Target price compared to share price	Recommendation
< -10 %	SELL
-10 – (+10) %	HOLD
> 10 %	BUY

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

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