

Quite as expected, good guidance

Etteplan's net sales in Q4 amounted to EUR 85.3m (EUR 82.9m/82.9m Evli/cons.) and operating profit to EUR 7.8m (EUR 7.9m/8.1m Evli/cons.). Dividend proposal: EUR 0.40 per share (EUR 0.40/0.40 Evli/Cons.). 2022 guidance: revenue EUR 340-370m and operating profit EUR 28-32m.

- Net sales in Q4 were EUR 85.3m (EUR 70.3m in Q4/20), slightly above our estimates and consensus estimates (EUR 82.9m/82.9m Evli/Cons.). Growth in Q4 amounted to 21% y/y, of which 15.2% organic growth.
- Operating profit in Q4 amounted to EUR 7.8m (EUR 7.1m in Q4/20), in line with our estimates and slightly below consensus (EUR 7.9m/8.1m Evli/cons.), at a margin of 9.2%. EBITA amounted to EUR 9.0m vs. our estimate of EUR 8.9m.
- EPS in Q4 amounted to EUR 0.26 (EUR 0.23 in Q4/20), above our estimates and consensus estimates (EUR 0.24/0.24 Evli/cons.).
- Engineering Solutions net sales in Q4 were EUR 47.1m vs. EUR 47.6m Evli. EBITA in Q4 amounted to EUR 5.0m vs. EUR 4.9m Evli.
- Software and Embedded Solutions net sales in Q4 were EUR 23.4m vs. EUR 21.5m Evli. EBITA in Q4 amounted to EUR 2.4m vs. EUR 2.8m Evli.
- Technical Documentation Solutions net sales in Q4 were EUR 14.3m vs. EUR 13.6m Evli. EBITA in Q4 amounted to EUR 1.7m vs. EUR 1.5m Evli.
- Dividend proposal: Etteplan's BoD proposes a dividend of EUR 0.40 per share (EUR 0.40/0.40 Evli/Cons.).
- **Guidance for 2022:** Revenue is estimated to be EUR 340-370m (EUR 338.3m/326.9m Evli/cons.) and the operating profit is estimated to be EUR 28-32m (EUR 29.6m/29.6m Evli/cons.).

Rating 🟡 HOLD

Q4/21	Actual	Evli	Cons.	Q4/20
Net sales	85.3	82.9	82.9	70.3
EBIT	7.8	7.9	8.1	7.1
EPS	0.26	0.24	0.24	0.23
Deviation	Actual	Evli	Cons.	Q4/20
Net sales		3 %	3 %	21 %
EBIT		-1 %	-4 %	10 %
EPS		7 %	8 %	13 %

*Consensus by Factset

 Share price, EUR (Last trading day's closing price) 17.40

 Target price, EUR 17.0

 Latest change in recommendation 05-May-21

 Latest report on company 08-Feb-21

 Research paid by issuer: YES

 No. of shares outstanding, '000's 25,083

 No. of shares fully diluted, '000's 25,083

 Market cap, EURm 436

 Free float, % 16.0

 Exchange rate 0.000

 Reuters code ETTE.HE

 Bloomberg code ETTE FH

 Average daily volume, EURm 0.07

 Next interim report 10-Feb-22

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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	262.7	22.8	8.7%	-1.0	0.70	15.6	1.1	12.9	-0.4	0.35
2020	259.7	22.4	8.6%	11.1	0.68	18.9	1.4	16.2	3.4	0.34
2021E	297.7	25.9	8.7%	6.2	0.79	22.0	1.6	18.5	1.4	0.40
2022E	338.3	29.6	8.8%	13.9	0.91	19.1	1.4	16.1	3.2	0.45
2023E	353.4	31.1	8.8%	28.2	0.96	18.1	1.3	14.7	6.5	0.48
Market cap, EURm		436	BV per share 2021E, EUR		43.6	CAGR EPS 2020-23, %				12.0
Net debt 2021E, EURm		43	Price/book 2021E		4.4	CAGR sales 2020-23, %				10.8
Enterprise value, EURm		479	Dividend yield 2021E, %		2.3	ROE 2021E, %				21.4
Total assets 2021E, EURm		244	Tax rate 2021E, %		20.0	ROCE 2021E, %				16.1
Goodwill 2021E, EURm		92	Equity ratio 2021E, %		40.4	PEG, P/E 21/CAGR				2.5

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

Etteplan Q4/21	Actual	Evli	vs. Evli	Consensus	vs. cons	Q4/20	vs. Q4/20
Net sales	85.3	82.9	2.9%	82.9	2.9%	70.3	21.3%
-Engineering Solutions	47.1	47.6	-1.0%			40.6	16.0%
-Software and Embedded Solutions	23.4	21.5	8.7%			17.7	32.0%
-Technical Documentation Solutions	14.3	13.6	5.4%			11.9	20.5%
EBIT	7.8	7.9	-1.3%	8.1	-3.7%	7.1	9.9%
EBITA	9.0	8.9	1.1%			8.1	11.1%
-Engineering Solutions	5.0	4.9	1.7%			4.2	18.6%
-Software and Embedded Solutions	2.4	2.8	-13.6%			2.4	0.8%
-Technical Documentation Solutions	1.7	1.5	13.3%			1.3	30.8%
EPS	0.26	0.24	7.0%	0.24	8.3%	0.23	13.0%
DPS	0.40	0.40	0.0%	0.40	0.0%	0.34	17.6%

Consensus by Factset

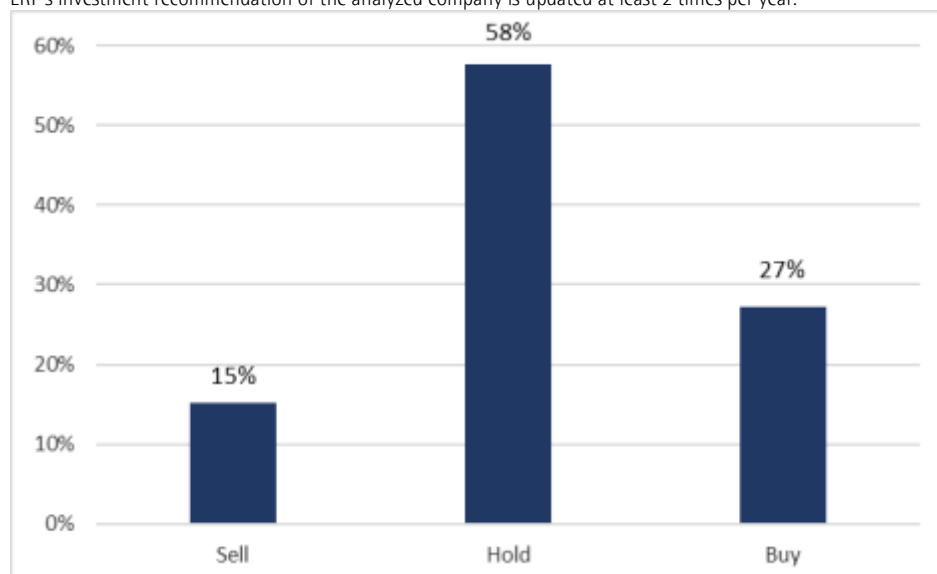
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Target price compared to share price	Recommendation
< -10 %	SELL
-10 – (+10) %	HOLD
> 10 %	BUY

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February 10, 2022

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