


Guidance quite decent

Etteplan's net sales in Q4 amounted to EUR 91.0m, below our estimates and below consensus (EUR 99.0m/98.0m Evli/cons.). EBIT amounted to EUR 8.4m, below our estimates and below consensus (EUR 8.9m/9.0m Evli/cons.). Dividend proposal: Etteplan proposes a dividend of EUR 0.36 per share (EUR 0.32/0.34 Evli/Cons.).

- Net sales in Q4 were EUR 91.0m (EUR 85.3m in Q4/21), below our and consensus estimates (EUR 99.0m/98.0m Evli/Cons.). Growth in Q4 amounted to 7% y/y, of which 1% organic growth.
- EBIT in Q4 amounted to EUR 8.4m (EUR 7.8m in Q4/21), below our and consensus estimates (EUR 8.9m/9.0m Evli/cons.), at a margin of 9.2%.
- EPS in Q4 amounted to EUR 0.30 (EUR 0.25 in Q4/21), above our estimates and consensus estimates (EUR 0.21/0.27 Evli/cons.).
- Net sales in Engineering Solutions in Q4 were EUR 48.9m vs. EUR 50.6m Evli. EBITA in Q4 amounted to EUR 5.3m vs. EUR 5.3m Evli.
- Net sales in Software and Embedded Solutions in Q4 were EUR 24.3m vs. EUR 28.8m Evli. EBITA in Q4 amounted to EUR 2.8m vs. EUR 3.1m Evli.
- Net sales in Technical Documentation Solutions in Q4 were EUR 17.7m vs. EUR 19.4m Evli. EBITA in Q4 amounted to EUR 1.4m vs. EUR 2.0m Evli.
- **Dividend proposal:** Etteplan proposes a dividend of EUR 0.36 per share (EUR 0.32/0.34 Evli/Cons.).
- **Guidance for 2023:** Revenue is estimated to be EUR 360-390m (Evli EUR 375.8m) and the operating profit is estimated to be EUR 28-33m (Evli EUR 31.4m)

Rating

 HOLD

Q4/22	Actual	Evli	Cons.	Q4/21
Net sales	91.0	99.0	98.0	85.3
EBIT	8.4	8.9	9.0	7.8
EPS	0.30	0.21	0.27	0.25
DPS	0.36	0.32	0.34	0.40
Deviation	Actual	Evli	Cons.	Q4/21
Net sales		-8 %	-7 %	7 %
EBIT		-5 %	-6 %	8 %
EPS		43 %	11 %	20 %
DPS		13 %	6 %	-10 %

*Consensus by Factset

Share price, EUR (Last trading day's closing price) 15.30

Target price, EUR 15.0

Latest change in recommendation 01-Nov-22

Latest report on company 15-Feb-23

Research paid by issuer: YES

No. of shares outstanding, '000's 25,042

No. of shares fully diluted, '000's 25,042

Market cap, EURm 383

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 17-Feb-23

Web site etteplan.com/investors

Analyst Jerker Salokivi

E-mail jerker.salokivi@evli.com

Telephone +358 9 4766 9149

 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
2020	259.7	22.4	8.6%	11.1	0.68	18.9	1.4	16.2	3.4	0.34
2021	300.1	25.8	8.6%	8.1	0.80	21.1	1.6	18.3	1.9	0.40
2022E	358.1	29.1	8.1%	-0.6	0.64	18.5	1.2	15.2	-0.2	0.32
2023E	375.8	31.4	8.4%	26.0	0.96	15.9	1.1	13.5	6.8	0.48
2024E	392.7	35.5	9.0%	28.2	1.10	14.0	1.0	11.5	7.4	0.55
Market cap, EURm		383	BV per share 2022E, EUR		56.0	CAGR EPS 2021-24, %				11.0
Net debt 2022E, EURm		59	Price/book 2022E		3.7	CAGR sales 2021-24, %				9.4
Enterprise value, EURm		442	Dividend yield 2022E, %		2.1	ROE 2022E, %				15.7
Total assets 2022E, EURm		286	Tax rate 2022E, %		20.7	ROCE 2022E, %				15.5
Goodwill 2022E, EURm		107	Equity ratio 2022E, %		36.7	PEG, P/E 22/CAGR				1.6

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

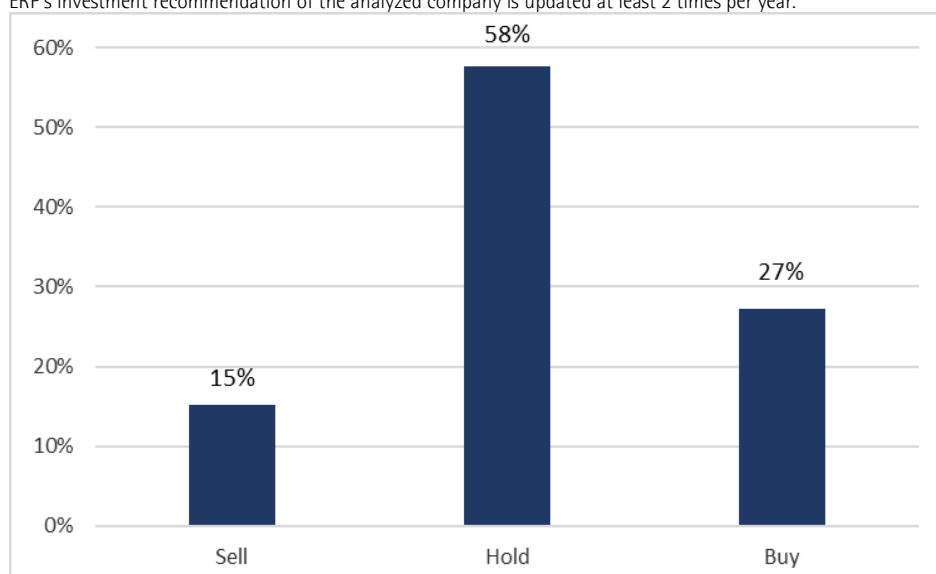
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Investment recommendations are defined as follows:

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

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

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Contact information

SALES, TRADING AND RESEARCH

Equity, ETF and Derivatives Sales

Joachim Dannberg +358 9 4766 9123
Ari Laine +358 9 4766 9115
Kimmo Lilja +358 9 4766 9130

Trading

Lauri Vehkaluoto (Head) +358 9 4766 9120
Pasi Väisänen +358 9 4766 9120
Antti Kässi +358 9 4766 9120
Miika Ronkanen +358 9 4766 9120

Structured Investments

Heikki Savijoki +358 9 4766 9726
Aki Lakkisto +358 9 4766 9123

Equity Research

Arttu Heikura +358 40 082 8098
Joonas Ilvonen +358 44 430 9071
Jerker Salokivi +358 9 4766 9149

Evli Investment Solutions

Johannes Asuja +358 9 4766 9205



EVLI PLC
Aleksanterinkatu 19 A
P.O. Box 1081
FIN-00101 Helsinki, FINLAND
Phone +358 9 476 690
Internet www.evli.com
E-mail firstname.lastname@evli.com

**EVLI PLC,
STOCKHOLMSFILIAL**
Regeringsgatan 67 P.O. Box 16354
SE-103 26 Stockholm
Sverige
stockholm@evli.com
Tel +46 (0)8 407 8000