

Figures above estimates

Pihlajalinna's Q1 revenue came in 4% above estimates and helped profitability land some EUR 3m higher than was expected.

- Q1 revenue grew by 16.6% y/y to EUR 163.1m, compared to the EUR 156.6m/156.7m Evli/consensus estimates. Corporate customer revenue was EUR 49.3m vs the EUR 44.6m/44.6m Evli/consensus estimates, while private customers amounted to EUR 22.8m vs the EUR 22.6m/24.1m Evli/consensus estimates. Public sector customers were EUR 109.2m, compared to the EUR 107.8m/105.2m Evli/consensus estimates. Inorganic growth contributed EUR 15.9m while organic growth was EUR 7.3m, or 5.2%.
- Covid-19 services revenue amounted to EUR 8.1m.
- Adjusted EBITDA was EUR 16.5m vs the EUR 13.1m/12.1m Evli/consensus estimates, while adjusted EBIT landed at EUR 5.9m, compared to the EUR 3.3m/3.5m Evli/consensus estimates.
- Pihlajalinna guides revenue to increase substantially and adjusted EBITA to remain flat (unchanged).

Rating + BUY				
Q1'22	Actual	Evli	Year ago	Q4'21
Revenue	163.1	156.6	139.9	154.7
Adj. EBITDA	16.5	13.1	15.2	14.9
Adj. EBIT	5.9	3.3	6.7	6.0
Deviation	Actual	Evli	Year ago	Q4'21
Revenue		4 %	17 %	5 %
Adj. EBITDA		26 %	9 %	11 %
Adj. EBIT		79 %	-12 %	-2 %
Share price, EUR (Last trading day's closing price)				11.04
Target price, EUR				14.0
Latest change in				19-Feb-21
Latest report on company				03-May-22
Research paid by issuer:				YES
No. of shares outstanding,				22,584
No. of shares fully diluted,				22,584
Market cap, EURm				249
Free float, %				80.1
Exchange rate				-
Reuters code				PIHLIS.HE
Bloomberg code				PIHLIS FH
Average daily volume, EURm				0.2
Next interim report				05-May-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
2020	508.7	20.9	4.1%	0.6	0.51	18.4	0.8	20.0	0.3	0.20
2021	577.8	30.3	5.2%	35.8	0.99	12.7	0.9	16.3	12.5	0.30
2022E	665.3	28.1	4.2%	-13.1	0.86	12.8	0.7	16.9	-5.3	0.30
2023E	690.2	40.2	5.8%	26.6	1.23	9.0	0.7	11.3	10.7	0.43
2024E	713.1	42.0	5.9%	33.3	1.32	8.4	0.6	10.2	13.3	0.46
Market cap, EURm	249		BV per share 2022E, EUR		158.6		CAGR EPS 2021-24, %		10.0	
Net debt 2022E, EURm	215		Price/book 2022E		1.9		CAGR sales 2021-24, %		7.3	
Enterprise value, EURm	474		Dividend yield 2022E, %		2.7		ROE 2022E, %		15.7	
Total assets 2022E, EURm	493		Tax rate 2022E, %		20.0		ROCE 2022E, %		8.0	
Goodwill 2022E, EURm	189		Equity ratio 2022E, %		27.4		PEG, P/E 22/CAGR		0.7	

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

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