

## Figures in line, guidance specified

Etteplan's net sales in Q2 amounted to EUR 75.0m, in line with our and consensus estimates (EUR 73.7m/73.6m Evli/cons.). EBIT was also quite in line with our estimates and slightly below consensus, at EUR 6.7m (EUR 6.5m/7.3m Evli/cons.). Guidance specified: Etteplan expects revenue to amount to EUR 295-315m (prev. EUR 285-305m) and operating profit (EBIT) to amount to EUR 25-28m.

- Net sales in Q2 were EUR 75.0m (EUR 62.9m in Q2/20), in line with our estimates and consensus estimates (EUR 73.7m/73.6m Evli/Cons.). Growth in Q2 amounted to 19% y/y, organic growth 12.4%.
- EBIT in Q2 amounted to EUR 6.7m (EUR 5.4m in Q2/20), in line with our estimates and slightly below consensus estimates (EUR 6.5m/7.3m Evli/cons.).
- Compared to our expectations, the Technical Documentation Solutions and Software and Embedded Solutions service areas exceeded expectations on growth and relative profitability.
- EPS in Q2 amounted to EUR 0.20 (EUR 0.16 in Q2/20), in line with our estimates and consensus estimates (EUR 0.20/0.20 Evli/cons.).
- Engineering Solutions net sales in Q2 were EUR 42.0m vs. EUR 42.5m Evli. EBITA in Q2 amounted to EUR 4.2m vs. EUR 4.3m Evli.
- Software and Embedded Solutions net sales in Q2 were EUR 19.9m vs. EUR 18.6m Evli. EBITA in Q2 amounted to EUR 2.2m vs. EUR 2.0m Evli.
- Technical Documentation Solutions net sales in Q2 were EUR 13.0m vs. EUR 12.4m Evli. EBITA in Q2 amounted to EUR 1.6m vs. EUR 1.3m Evli.
- **Guidance specified:** Etteplan expects revenue to amount to EUR 295-315m (prev. EUR 285-305m) and operating profit (EBIT) to amount to EUR 25-28m.

 Rating 🟡 HOLD

Q2/21	Actual	Evli	Cons.	Q2/20
Net sales	75.0	73.7	73.6	62.9
EBIT	6.7	6.5	7.3	5.4
EPS	0.20	0.20	0.20	0.16
Deviation	Actual	Evli	Cons.	Q2/20
Net sales		2 %	2 %	19 %
EBIT		3 %	-8 %	24 %
EPS		0 %	0 %	25 %

\*Consensus by Factset

Share price, EUR (Last trading day's closing price)	18.05
Target price, EUR	17.5
Latest change in recommendation	06-May-21
Latest report on company	09-Aug-21
Research paid by issuer:	YES
No. of shares outstanding, '000's	24,963
No. of shares fully diluted, '000's	24,963
Market cap, EURm	451
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	11-Aug-21
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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	294.9	26.3	8.9%	15.3	0.82	22.0	1.6	18.4	3.4	0.41
2022E	321.9	28.2	8.8%	15.8	0.89	20.4	1.5	17.0	3.5	0.44
2023E	336.1	30.7	9.1%	28.4	0.97	18.6	1.4	15.0	6.3	0.49
Market cap, EURm		451	BV per share 2021E, EUR		34.0	CAGR EPS 2020-23, %		12.3		
Net debt 2021E, EURm		34	Price/book 2021E		4.5	CAGR sales 2020-23, %		9.0		
Enterprise value, EURm		484	Dividend yield 2021E, %		2.3	ROE 2021E, %		22.0		
Total assets 2021E, EURm		234	Tax rate 2021E, %		18.7	ROCE 2021E, %		16.8		
Goodwill 2021E, EURm		84	Equity ratio 2021E, %		42.3	PEG, P/E 21/CAGR		3.4		

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

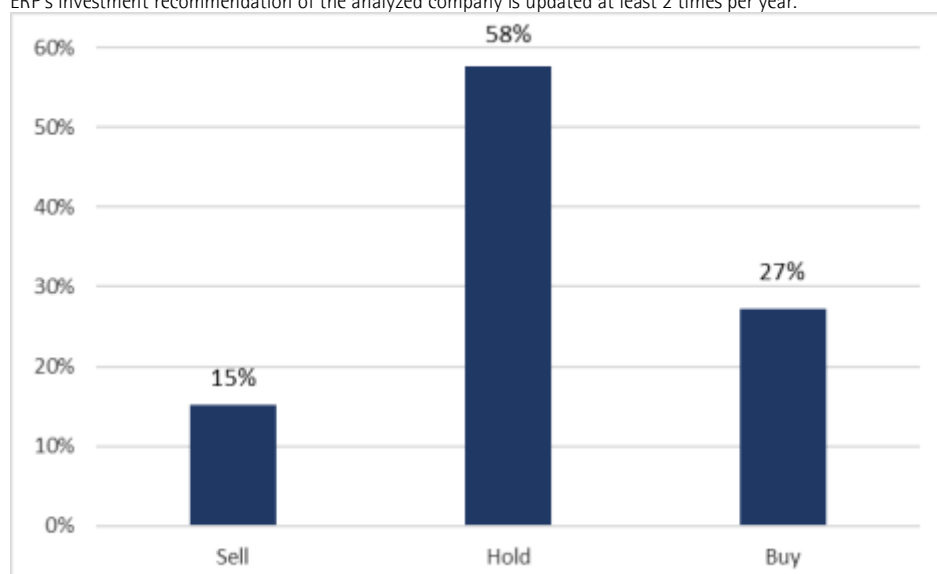
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Target price compared to share price	Recommendation
< -10 %	SELL
-10 – (+10) %	HOLD
> 10 %	BUY

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

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