



Electrical Equipment/Finland, April 26, 2019 Spot comment

Slow start for the year

Scanfil's Q1 EBIT, at EUR 6.8m, came in below our EUR 8.0m estimate, while the EUR 130m sales topped our EUR 125m estimate. Scanfil did warn Q1 would be slow due to a few major customers and still expects clear pick-up in activity in Q2. We leave our growth and margin estimates unchanged, retaining our TP of EUR 4.75 and BUY rating.

The 7% y/y revenue decline was due to two segments

Scanfil reorganized its segments in the beginning of 2019. The new structure includes Communication (previously Networks & Communications; 14% of Q1 sales), Consumer Applications (parts of Urban Applications and Other Industries; 18% of Q1 sales), Energy & Automation (some contracts added from other segments; 20% of Q1 sales), Industrial (parts of Urban Applications and Other Industries; 28% of Q1 sales), and Medtec & Life Science (21% of Q1 sales) segments. The Q1 revenue decline was attributable to the Consumer Applications (35% y/y decrease) and Communication (20% y/y decrease) segments. The other three segments' revenues were either flat or increasing. Scanfil also expects Consumer Applications' top line to grow in 2019 despite the plan to halt the production of a single major product where demand has been low since Q3'18.

Q1 EBIT margin low due to volumes and product mix

Scanfil managed a meagre 5.3% operating margin in Q1 (7.4% a year ago) owing to both low sales volumes and a suboptimal product mix. Although Scanfil has now posted substandard margins for two consecutive quarters (Q4 EBIT was similarly low due to product mix), we continue to expect 6-7% operating margins going forward. Scanfil targets 7% operating margin.

Our target price remains unchanged at EUR 4.75 per share

Scanfil's peer group valuation multiples have stayed largely flat since the previous earnings report. Scanfil currently trades at 6.1x EV/EBITDA '19e and 7.8x EV/EBIT '19e, a valuation level in line with the peer group. Moreover, as we see no changes to Scanfil's longer term outlook, we retain our target price of EUR 4.75 per share and leave our rating BUY.



■ BUY □ HOLD ■ SELL

KEY FIGU	RES									
	Sales EURm	EBIT EURm	EBIT %	Ptx profit EURm	EPS EUR	P/E (x)	EV/Sales (x)	P/CF (x)	EV/EBIT (x)	DPS EUR
2017	530	31	5.9%	33	0.40	10.5	0.6	12.8	10.0	0.11
2018	563	38	6.7%	36	0.44	10.1	0.5	8.4	8.1	0.13
2019E	589	37	6.2%	35	0.43	9.8	0.5	7.7	7.8	0.14
2020E	607	39	6.5%	39	0.46	9.1	0.4	7.2	6.9	0.15
2021E	622	40	6.5%	40	0.47	8.8	0.4	6.9	6.3	0.16
Market cap	o, EURm		268 E	3V per share 201	19E, EUR		2.6 CAGR I	EPS 2018-2	1, %	3.0
Net debt 2	019E, EURm		20 F	rice/book 2019l	E		1.6 CAGR s	sales 2018-	21, %	3.4
Enterprise	value, EURm		288 [Dividend yield 20	D19E, %		3.4 ROE 20)19E, %		17.3
Total asset	s 2019E, EURn	n	327 T	ax rate 2019E, o	//o		22.6 ROCE 2	2019E, %		17.7
Goodwill 2	019E, EURm		10 E	quity ratio 2019	9E, %		51.2 PEG, P/	/E 19/CAGR		2.1

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

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	MCAP		EV/EBITDA			EV/EBIT			EBIT-%	
SCANFIL PEER GROUP	MEUR	19	20	21	19	20	21	19	20	21
Kitron	163	7.6x	6.5x	6.2x	10.0x	8.5x	8.2x	6.5 %	7.0 %	6.8 %
Celestica	883	4.9x	4.1x	4.0x	8.0x	6.1x	5.4x	2.8 %	3.6 %	3.9 %
Sanmina	1846	5.6x			7.6x			4.0 %		
Plexus	1608	9.8x	8.8x		13.2x	11.7x		4.6 %	4.8 %	
Lacroix	83	4.0x	3.7x		6.4x	5.7x		3.7 %	4.0 %	
Peer Group Average	917	6.4x	5.8x	5.1x	9.0x	8.0x	6.8x	4.3 %	4.8 %	5.3 %
Peer Group Median	883	5.6x	5.3x	5.1x	8.0x	7.3x	6.8x	4.0 %	4.4 %	5.3 %
Scanfil (Evli est.)	268	6.1x	5.4x	5.0x	7.8x	6.9x	6.3x	6.2 %	6.5 %	6.5 %
Scanfil prem./disc. to peer median		8 %	2 %	-2 %	-2 %	-6 %	-7%	<i>57</i> %	49 %	22 %

Scanfil prem./disc. to peer median

Source FactSet, Evli Research

Valuation approach	Implied equity value per share
Peer EV/EBITDA ('19-21e median)	4.2
Peer EV/EBIT ('19-21e median)	4.3
DCF	5.7
Target price (EUR)	4.75

Source: FactSet, Evli Research

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VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	
Current share price	4.20 PV of Free Cash Flow	180 Long-term growth, %	1.5 Risk-free interest rate, %	2.25
DCF share value	5.72 PV of Horizon value	209 WACC, %	8.5 Market risk premium, %	5.8
Share price potential, %	36.2 Unconsolidated equity	0 Spread, %	0.5 Debt risk premium, %	2.8
Maximum value	6.2 Marketable securities	28 Minimum WACC, %	8.0 Equity beta coefficient	1.10
Minimum value	5.3 Debt - dividend	-52 Maximum WACC, %	9.0 Target debt ratio, %	20
Horizon value, %	53.8 Value of stock	365 Nr of shares, Mn	63.9 Effective tax rate, %	20

DCF valuation, EURm	2018	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	Horizon
Net sales	563	589	607	622	637	653	666	680	690	700	711	721
Sales growth, %	6.2	4.6	3.0	2.5	2.5	2.5	2.0	2.0	1.5	1.5	1.5	1.5
Operating income (EBIT)	38	37	39	40	41	42	43	44	45	46	46	47
EBIT margin, %	6.7	6.2	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5
+ Depreciation+amort.	9	11	11	11	11	11	11	11	11	12	12	
- Income taxes	-9	-8	-9	-10	-10	-10	-10	-11	-11	-11	-11	
- Change in NWC	-5	-5	-3	-3	-3	-3	-2	-2	-2	-2	-2	
NWC / Sales, %	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5	
+ Change in other liabs	0	0	0	0	0	0	0	0	0	0	0	
- Capital Expenditure	-11	-21	-11	-11	-12	-12	-12	-13	-13	-13	-14	-14
Investments / Sales, %	2.0	3.6	1.8	1.8	1.8	1.8	1.8	1.9	1.9	1.9	1.9	1.9
- Other items	0	0	0	0	0	0	0	0	0	0	0	
= Unlevered Free CF (FCF)	22	14	26	27	28	28	29	30	31	31	32	460
= Discounted FCF (DFCF)		13	23	22	21	19	18	17	16	15	14	209
= DFCF min WACC		13	23	22	21	20	19	18	17	16	15	236
= DFCF max WACC		13	23	22	20	19	18	17	16	15	14	187

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INTERIM FIGURES

EVLI ESTIMATES, EURm	2018Q1	2018Q2	2018Q3	2018Q4	2018	2019Q1	2019Q2E	2019Q3E	2019Q4E	2019E	2020E	2021E
Net sales	140	152	132	140	563	130	150	175	134	589	607	622
EBITDA	12	14	11	10	47	10	13	14	12	48	50	51
EBITDA margin (%)	8.9	9.0	8.6	7.0	8.4	7.7	8.3	7.7	8.6	8.1	8.2	8.2
EBIT	10	11	9	8	38	7	10	11	9	37	39	40
EBIT margin (%)	7.4	7.4	6.7	5.3	6.7	5.2	6.7	6.3	6.7	6.2	6.5	6.5
Net financial items	-1	-1	1	0	-2	-1	0	0	0	-2	-1	0
Pre-tax profit	9	10	9	7	36	6	10	11	9	35	39	40
Tax	-2	-2	-2	-2	-8	-1	-2	-2	-2	-8	-9	-10
Tax rate (%)	18.3	20.0	26.6	28.4	23.0	20.0	23.1	20.9	25.7	22.6	24.0	24.0
Net profit	8	8	7	5	28	5	8	9	7	27	29	30
EPS	0.12	0.13	0.11	0.08	0.44	0.08	0.12	0.13	0.10	0.43	0.46	0.47
EPS adjusted (diluted no. of shares)	0.12	0.13	0.11	0.08	0.44	0.08	0.12	0.13	0.10	0.43	0.46	0.47
Dividend per share	0.00	0.00	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.14	0.15	0.16
SALES, EURm												
Group	140	152	132	140	563	130	150	175	134	589	607	622
Total	140	152	132	140	563	130	150	175	134	589	607	622
SALES GROWTH, Y/Y %												
Group	14.2	14.5	0.5	-2.9	6.2	-6.9	-1.1	33.1	-4.4	4.6	3.0	2.5
Total	14.2	14.5	0.5	-2.9	6.2	-6.9	-1.1	33.1	-4.4	4.6	3.0	2.5
EBIT, EURm												
Group	10	11	9	8	38	7	10	11	9	37	39	40
Total	10	11	9	8	38	7	10	11	9	37	39	40
EBIT margin, %												
Group	7.4	7.4	6.7	5.3	6.7	5.2	6.7	6.3	6.7	6.2	6.5	6.5
Total	7.4	7.4	6.7	5.3	6.7	5.2	6.7	6.3	6.7	6.2	6.5	6.5

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INCOME STATEMENT, EURm	2014	2015	2016	2017	2018	2019E	2020E	2021E
Sales	215	377	508	530	563	589	607	622
Sales growth (%)	13.8	<i>75.9</i>	34.6	4.3	6.2	4.6	3.0	2.5
Costs	-194	-347	-475	-490	-516	-541	-557	-571
Reported EBITDA	21	30	33	40	47	48	50	51
Extraordinary items in EBITDA	0	0	0	0	0	0	0	0
EBITDA margin (%)	9.7	8.1	6.5	7.5	8.4	8.1	8.2	8.2
Depreciation	-5	-11	-11	-9	-9	-11	-11	-11
EBITA	16	20	22	31	38	37	39	40
Goodwill amortization / writedown	0	0	0	0	0	0	0	0
Reported EBIT	16	20	22	31	38	37	39	40
EBIT margin (%)	7.6	5.2	4.4	5.9	6.7	6.2	6.5	6.5
Net financials	0	0	-1	1	-2	-2	-1	0
Pre-tax profit	16	19	21	33	36	35	39	40
Extraordinary items	0	-6	-15	0	0	0	0	0
Taxes	-4	-5	-6	-7	-8	-8	-9	-10
Minority shares	0	0	0	0	0	0	0	0
Net profit	12	8	0	26	28	27	29	30
BALANCE SHEET, EURm	12	0		20	20	21	23	30
Assets								
Fixed assets	32	68	57	62	64	75	75	76
% of sales	15	18	11	12	11	13	12	12
Goodwill	6	11	11	10	10	10	10	10
% of sales	3	3	2	2	2	2	2	2
	36		2 85	101	96	100	103	
Inventory		91						106
% of sales Receivables	17	24	<i>17</i>	19	17	17	<i>17</i>	17
	41	107	92	108	104	108	112	114
% of sales	19	28	18	20	18	18	18	18
Liquid funds	19	22	20	21	28	29	30	31
% of sales	9	6	4	4	5	5	5	5
Total assets	134	302	267	307	306	327	335	341
Liabilities								
Equity	95	100	108	125	148	167	188	208
% of sales	44	27	21	24	26	28	31	34
Deferred taxes	0	3	3	5	5	5	5	5
% of sales	0	1	1	1	1	1	1	1
Interest bearing debt	9	88	60	61	52	49	33	17
% of sales	4	23	12	12	9	8	5	3
Non-interest bearing current liabilities	29	105	88	113	99	103	106	109
% of sales	13	28	17	21	18	18	18	18
Other interest free debt	1	4	1	2	2	2	2	2
% of sales	0	1	0	0	0	0	0	0
Total liabilities	134	302	267	307	306	327	335	341
CASH FLOW, EURm								
+ EBITDA	21	30	33	40	47	48	50	51
- Net financial items	0	0	-1	1	-2	-2	-1	0
- Taxes	-3	-4	-5	-8	-8	-8	-9	-10
- Increase in Net Working Capital	-5	-8	-6	-6	-5	-5	-3	-3
+/- Other	-1	-6	-4	-7	0	0	0	0
= Cash flow from operations	11	13	16	21	32	33	37	38
- Capex	-8	-52	-5	-21	-11	-21	-11	-11
- Acquisitions	0	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Net cash flow	3	-39	11	1	21	12	26	27
+/- Change in interest-bearing debt	-9	79	-28	1	-9	-3	-16	-17
+/- New issues/buybacks	5	1	13	-4	3	0	0	0
- Paid dividend	-3	-4	-5	-6	-7	-8	-9	-10
+/- Change in loan receivables	0	1	2	10	0	0	0	0
Change in cash	-4	38	-7	2	8	1	1	1
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KEY FIGURES	2015	2016	2017	2018	2019E	2020E	2021E
M-cap	220	223	272	281	268	268	268
Net debt	66	40	41	24	20	3	-14
Enterprise value	286	263	312	305	288	271	254
Sales	377	508	530	563	589	607	622
EBITDA	30	33	40	47	48	50	51
EBIT	20	22	31	38	37	39	40
Pre-tax	19	21	33	36	35	39	40
Earnings	14	15	26	28	27	29	30
Book value	100	108	125	148	167	188	208
Valuation multiples							
EV/sales	0.8	0.5	0.6	0.5	0.5	0.4	0.4
EV/EBITDA	9.4	7.9	7.8	6.5	6.1	5.4	5.0
EV/EBITA	14.6	11.8	10.0	8.1	7.8	6.9	6.3
EV/EBIT	14.6	11.8	10.0	8.1	7.8	6.9	6.3
EV/operating cash flow	22.4	16.0	14.7	9.1	8.3	7.2	6.6
EV/cash earnings	11.1	9.9	9.2	8.2	7.6	6.8	6.2
P/E	15.8	14.7	10.5	10.1	9.8	9.1	8.8
P/E excl. goodwill	15.8	14.7	10.5	10.1	9.8	9.1	8.8
P/B	2.2	2.1	2.2	1.9	1.6	1.4	1.3
P/sales	0.6	0.4	0.5	0.5	0.5	0.4	0.4
P/CF	17.2	13.5	12.8	8.4	7.7	7.2	6.9
Target EV/EBIT	0.0	0.0	0.0	0.0	8.8	7.8	7.2
Target P/E	0.0	0.0	13.2	10.5	11.1	10.3	10.0
Target P/B	0.0	0.0	0.0	0.0	1.8	1.6	1.5
Per share measures	0.0	0.0	0.0	0.0	1.0	7.0	1.5
Number of shares	57,730	63,670	63,895	63,895	63,895	63,895	63,895
Number of shares (diluted)	57,730	63,670	63,895	63,895	63,895	63,895	63,895
EPS	0.24	0.24	0.40	0.44	0.43	0.46	03,033
EPS excl. goodwill	0.24	0.24	0.40	0.44	0.43	0.46	0.47
Cash EPS	0.45	0.42	0.53	0.58	0.43	0.63	0.47
Operating cash flow per share	0.43	0.42	0.33	0.53	0.54	0.59	0.61
Capital employed per share	2.87	2.33	2.59	2.70	2.93	2.98	3.04
Book value per share	1.74	1.70	1.95	2.70	2.62	2.94	3.26
Book value excl. goodwill	1.55	1.53	1.79	2.32	2.46	2.78	3.20
Dividend per share	0.08	0.09	0.11	0.13	0.14	0.15	0.16
Dividend payout ratio, %	33.1	37.9	27.2	29.9	33.0	33.0	33.0
Dividend yield, %	2.1	2.6	2.6	3.1	3.4	3.6	3.7
	2.1	2.0	2.0	3.1	5.4	3.0	3.7
ROE	14.3	14.5	22.2	20.4	17.3	16.5	15.3
ROCE							
-	13.4	12.5	17.7	19.6	17.7	18.0	18.1
Financial ratios	10.7	1.0	2.0		2.0	1.0	1.0
Capex/sales, %	13.7	1.0	3.9	2.0	3.6	1.8	1.8
Capex/depreciation excl. goodwill,%	431.1	49.6	240.1	120.3	196.4	104.6	106.9
Net debt/EBITDA, book-weighted	2.2	1.2	1.0	0.5	0.4	0.1	-0.3
Debt/equity, market-weighted	0.4	0.3	0.2	0.2	0.2	0.1	0.1
Equity ratio, book-weighted	33.2	40.6	40.6	48.4	51.2	56.1	61.0
Gearing	0.65	0.37	0.33	0.16	0.12	0.02	-0.07
Number of employees, average	2,641	3,483	3,254	3,414	3,414	3,414	3,414
Sales per employee, EUR	142,862	145,843	162,846	164,909	172,496	177,670	182,112
EBIT per employee, EUR	7,421	6,403	9,619	11,072	10,779	11,549	11,837

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COMPANY DESCRIPTION:			
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INVESTMENT CASE:

OWNERSHIP STRUCTURE	SHARES	EURm	0/0
Takanen Harri	9,776,664	41.062	15.3%
Takanen Jarkko	8,511,169	35.747	13.3%
Varikot Oy	7,606,442	31.947	11.9%
Takanen Jorma	6,079,305	25.533	9.5%
Tolonen Jonna	3,351,950	14.078	5.2%
Pöllä Reijo	3,328,745	13.981	5.2%
Laakkonen Mikko	2,531,187	10.631	4.0%
Takanen Martti	1,947,018	8.177	3.0%
Foundation of Riitta and Jorma J.Takanen	1,900,000	7.980	3.0%
Sijoitusrahasto Aktia Capital	1,528,000	6.418	2.4%
Ten largest	46,560,480	195.554	73%
Residual	17,334,959	72.807	27%
Total	63,895,439	268.361	100%

EARNINGS CALENDAR	
August 09, 2019	Q2 report
October 25, 2019	Q3 report
OTHER EVENTS	

COMPANY	MISCELLANEOLIS

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DEFINITIONS

D/F	: FDC		
P/E Price per share	Profit before extraordinary items and taxes		
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Earnings per share	- income taxes + minority interest		
	Number of shares		
P/Sales	DPS		
Market cap	Dividend for the financial period per share		
Sales	Situation of the interior period periodic		
Suics			
P/BV	CEPS		
Price per share	Gross cash flow from operations		
Shareholders' equity + taxed provisionsper share	Number of shares		
Nor	DUG		
P/CF	EV/Share		
Price per share	Enterprise value		
Operating cash flow per share	Number of shares		
EV (Enterprise value)	Sales/Share		
Market cap + net debt + minority interest at market value	Sales		
 – share of associated companies at market value 	Number of shares		
γ			
Net debt	EBITDA/Share		
Interest bearing debt – financial assets	Earnings before interest, tax, depreciation and amortisation		
	Number of shares		
EV/Sales	EBIT/Share		
Enterprise value	Operating profit		
Sales	Number of shares		
Suics	Humber of Shares		
EV/EBITDA	EAFI/Share		
Enterprise value	Pretax profit		
Earnings before interest, tax, depreciation and amortisation	Number of shares		
D. U.D. IT			
EV/EBIT	Capital employed/Share Total assets – non interest bearing debt		
Enterprise value Operating profit	Number of shares		
Operating profit	ואנוווטכו טו אוומוכא		
Div yield, %	Total assets		
Dividend per share	Balance sheet total		
Priceper share			
Payout ratio, %	Interest coverage (x)		
Total dividends	Operating profit		
Earningsbeforeextraordinaryitemsandtaxes-incometaxes+minority interest	Financial items		
Net cash/Share	Asset turnover (x)		
Financial assets – interest bearing debt	Asset turnover (x) Turnover		
Number of shares	Balance sheet total (average)		
Number of Shares	balance sheet total (average)		
ROA, %	Debt/Equity, %		
Operating profit + financial income + extraordinary items	Interest bearing debt		
Balance sheet total — interest free short term debt	Shareholders' equity + minority interest + taxed provisions		
 long term advances received and accounts payable (average) 			
DOCE OF			
ROCE, %	Equity ratio, %		
Profit before extraordinary items + interest expenses + other financial costs	Shareholders' equity + minority interest + taxed provisions		
Balance sheet total — noninterest bearing debt(average)	Total assets – interest free loans		
ROE, %	CAGR, %		
Profit before extraordinary items and taxes – income taxes	Cumulativeannual growthrate = Average growthper year		
Shareholders' equity + minority interest + taxed provisions (average)	The state of the s		
Shareholdes equity i lillionity interest taxed provisions (average)			

Important Disclosures

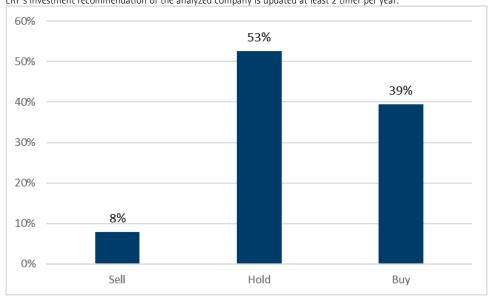
Evli Research Partners Plc ("ERP") uses 12-month target prices. Target prices are defined by utilizing analytical techniques based on financial theory including (but not limited to) discounted cash flow analysis and comparative valuation. The selection of valuation methods depends on different circumstances. Target prices may be altered on the basis of new information coming to light in the underlying company or changes in interest rates, changes in foreign exchange rates, other securities prices or market indices or outlook for the aforementioned factors or other factors that may change the conditions of financial markets. Recommendations and changes by analysts are available at https://research.evli.com/JasperAllModels.action?authParam=key;461EtauthParam=x:G3rNagWrtf7KEtauthType=3

Investment recommendations are defined as follows:

Target price compared to share price Recommendation

< -10 % SELL -10 - (+10) % HOLD > 10 % BUY

ERP's investment recommendation of the analyzed company is updated at least 2 timer per year.



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