# Finishing off a year of good progress

Solteq will report Q4 results on February 27<sup>th</sup>. Solteq will report exceptionally good results, aided by gains from the sale of its SAP ERP business to Enfo. We expect the operating profitability to have improved slightly from previous year levels. The divestment should further improve debt ratios sufficiently for Solteq to reinitiate dividend distribution and we expect a dividend proposal of EUR 0.03 per share. We retain our HOLD-rating and target price of EUR 1.50 intact ahead of the Q4 results.

### Expect healthy profitability in Q4

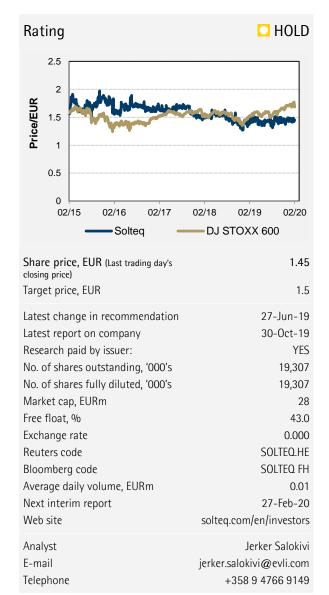
We expect Solteq's Q4 revenue to amount to EUR 15.7m and the adj. EBIT to EUR 1.5m. Solteq sold its SAP ERP business to Enfo Oyj during the quarter and is expected to book an approx. EUR 2.3m profit in Q4, which will clearly boost earnings. The sales of the SAP ERP business in 2019 is expected to be EUR 4m. With the sale of the business Solteq will focus more on the development of its own software products and services. We expect the sale to sufficiently improve debt ratios for Solteq to reinitiate dividend distribution, which have been on hold for two years due to bond covenants and expect a dividend proposal of EUR 0.03 per share.

#### SAP ERP business sale to affect growth

With the divestment of the SAP ERP business we have lowered our coming year estimates to account for the decrease in sales. With Solteq on a transformation journey towards becoming more focused on its own software products and related services we have not anticipated major growth in the near-term and with the divestment now expect a minor sales decline in 2020. We continue to expect for Solteq to remain on a margin improvement trajectory. 2020 guidance should in our view likely reflect growth in adj. operating profit compared to 2019.

### HOLD with a target price of EUR 1.5

Apart from adjustments made based on the divestment of the ERP SAP business, our estimates remain unchanged. We retain our HOLD-rating and TP of EUR 1.5.



■ BUY □ HOLD ■ SELL

KEY FIGU	KEY FIGURES											
	Sales EURm	EBIT EURm	EBIT %	FCF EURm	EPS EUR	P/E (x)	EV/Sales (x)	EV/EBIT (x)	FCF yield %	DPS EUR		
2017	50.7	0.3	0.6%	-3.1	-0.08	-18.3	1.0	168.7	-11.4	0.00		
2018	56.9	2.5	4.3%	4.7	0.02	69.9	1.0	22.0	18.8	0.00		
2019E	58.3	6.2	10.6%	0.9	0.18	17.8	1.0	9.1	3.2	0.03		
2020E	58.0	4.6	7.9%	0.1	0.11	13.0	1.0	12.4	0.2	0.03		
2021E	60.0	4.9	8.1%	2.3	0.12	11.6	0.9	11.3	8.3	0.04		
Market cap	, EURm		28 G	earing 2019E,	0/0		1, %	88.6				
Net debt 20	019E, EURm		28 P	rice/book 2019	)E		1.1 CAGR	sales 2018-	21, %	1.8		
Enterprise	value, EURm		56 D	ividend yield 2	2019E, %		2.1 ROE 2	019E, %		14.5		
Total assets	s 2019E, EURn	n	77 Ta	77 Tax rate 2019E, %			19.3 ROCE 2019E, %					
Goodwill 2	019E, EURm		40 E	quity ratio 201	19E, %		32.9 PEG, F	/E 19/CAGR		0.9		

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

Solteq	2017	Q1/'18	Q2/'18	Q3/'18	Q4/'18	2018	Q1/'19	Q2/'19	Q3/'19	Q4/'19E	2019E	2020E	2021E
Net sales	50.7	14.9	14.2	12.8	14.9	56.9	14.9	14.7	13.0	15.7	58.3	58.0	60.0
sales growth %	-19.6%	13.8%	5.7%	10.3%	19.2%	12.1%	0.2%	3.0%	1.2%	5.2%	2.4%	-0.5%	3.5%
Other income	0.1	0.0	0.0	0.0	0.5	0.5	0.0	0.0	0.0	2.3	2.3	0.0	0.0
Materials and services	-6.3	-2.1	-1.7	-1.2	-1.1	-6.1	-0.9	-1.4	-1.4	-1.3	-5.0	-4.5	-4.5
Personnel expenses	-32.9	-8.8	-9.8	-8.6	-8.3	-35.6	-9.3	-9.4	-8.1	-9.5	-36.3	-36.0	-37.3
Other expenses	-9.2	-2.0	-2.0	-2.0	-4.9	-10.9	-2.2	-2.3	-2.2	-2.4	-9.1	-8.8	-9.1
EBITDA	2.4	1.9	0.6	1.1	1.1	4.8	2.5	1.5	1.3	4.8	10.1	8.7	9.2
D&A	-2.1	-0.6	-0.6	-0.6	-0.5	-2.3	-0.9	-1.0	-1.0	-1.0	-4.0	-4.1	-4.3
EBIT	0.3	1.3	0.0	0.5	0.6	2.5	1.5	0.6	0.3	3.8	6.2	4.6	4.9
EBIT margin	0.6 %	8.8 %	0.2 %	3.8 %	4.3 %	4.3 %	10.2 %	3.9 %	2.2 %	24.1 %	10.6 %	7.9 %	8.1 %
Adjustment items	1.8	0.0	0.1	0.1	0.5	0.7	0.0	0.1	0.0	-2.3	-2.2	0.0	0.0
Adjusted EBIT	2.1	1.3	0.2	0.6	1.1	3.1	1.5	0.6	0.3	1.5	3.9	4.6	4.9
Adj. EBIT margin	4.1%	8.7%	1.1%	4.3%	7.5%	5.5%	10.3%	4.3%	2.2%	9.5%	6.8%	7.9%	8.1%

	MCAP		EV/EBITDA			EV/EBIT			P/E	
SOLTEQ PEER GROUP	MEUR	19E	20E	21E	19E	20E	21E	19E	20E	21E
TietoEVRY	3089	8.8x	6.6x	6.1x	12.1x	8.7x	8.1x	14.9x	11.9x	11.0x
Atea	1209	11.9x	8.5x	7.5x	21.6x	14.7x	12.2x	22.8x	18.4x	15.0x
Knowit	335	10.6x	8.2x	7.6x	13.2x	10.0x	9.2x	14.8x	13.4x	12.2x
HiQ International	260	10.9x	9.9x	9.4x	13.6x	11.9x	11.2x	16.2x	15.5x	14.6x
Bouvet	444	13.8x	13.5x	12.6x	17.3x	16.7x	15.1x	23.9x	20.4x	19.3x
Enea	326	11.3x	10.8x	9.9x	15.6x	14.6x	13.7x	19.1x	16.6x	16.2x
Gofore	109							19.7x	16.4x	14.2x
Digia	123	8.1x	7.9x	7.5x	12.7x	11.6x	10.5x	17.1x	13.6x	12.3x
Siili Solutions	63	8.4x	6.7x		14.8x	10.2x		19.2x	12.9x	
Vincit	54	13.4x	9.7x	8.0x	16.5x	11.7x	9.4x	20.8x	16.6x	13.1x
Innofactor	31	8.3x	8.3x	7.8x	22.5x	18.0x	12.7x	19.7x	17.3x	11.3x
Peer Group Average	549	10.6x	9.0x	8.5x	16.0x	12.8x	11.3x	18.9x	15.7x	13.9x
Peer Group Median	260	10.7x	8.4x	7.8x	15.2x	11.8x	11.2x	19.2x	16.4x	13.6x
Solteq (Evli est.)	28	5.6x	6.3x	5.7x	9.1x	12.4x	11.3x	25.1x	13.0x	11.6x
Solteq prem./disc. to peer media.	n	-48%	-25%	-27%	-40%	5%	1%	31%	-21%	-15%

Solteg prem./disc. to peer median

Source FactSet, Evli Research

### INTERIM FIGURES

EVLI ESTIMATES, EURm	2018Q1	2018Q2	2018Q3	2018Q4	2018	2019Q1	2019Q2	2019Q3	2019Q4E	2019E	2020E	2021E
Net sales	14.9	14.2	12.8	14.9	56.9	14.9	14.7	13.0	15.7	58.3	58.0	60.0
EBITDA	1.9	0.6	1.1	1.1	4.8	2.5	1.6	1.3	4.8	10.1	9.0	9.7
EBITDA margin (%)	12.9	4.4	8.3	7.7	8.4	16.4	10.7	10.0	30.6	17.4	15.6	16.1
EBIT	1.3	0.0	0.5	0.6	2.5	1.5	0.6	0.3	3.8	6.2	4.6	4.9
EBIT margin (%)	8.8	0.2	3.8	4.3	4.3	10.2	3.9	2.2	24.1	10.6	7.9	8.1
Net financial items	-0.4	-0.4	-0.4	-0.6	-1.8	-0.5	-0.5	-0.5	-0.5	-1.9	-1.9	-1.9
Pre-tax profit	0.9	-0.3	0.1	0.0	0.6	1.1	0.1	-0.2	3.3	4.2	2.7	3.0
Tax	-0.2	0.0	-0.2	0.1	-0.3	-0.3	0.1	0.0	-0.7	-0.8	-0.5	-0.6
Tax rate (%)	26.6	9.5	312.0	-233.3	44.5	23.7	-106.3	16.1	20.0	19.3	20.0	20.0
Net profit	0.7	-0.3	-0.1	0.1	0.4	0.8	0.1	-0.2	2.7	3.4	2.2	2.4
EPS	0.03	-0.02	-0.01	0.01	0.02	0.04	0.01	-0.01	0.14	0.18	0.11	0.12
EPS adjusted (diluted no. of shares)	0.03	-0.02	-0.01	0.01	0.02	0.04	0.01	-0.01	0.04	0.08	0.11	0.12
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.03	0.04
SALES, EURm												
Solteq	14.9	14.2	12.8	14.9	56.9	14.9	14.7	13.0	15.7	58.3	58.0	60.0
Total	14.9	14.2	12.8	14.9	56.9	14.9	14.7	13.0	15.7	58.3	58.0	60.0
SALES GROWTH, Y/Y %												
Solteq	13.6	5.7	10.3	19.2	12.1	0.4	3.0	1.2	5.2	2.5	-0.5	3.5
Total	13.6	5.7	10.3	19.2	12.1	0.4	3.0	1.2	5.2	2.5	-0.5	3.5
EBIT, EURm												
Solteq	1.3	0.0	0.5	0.6	2.5	1.5	0.6	0.3	3.8	6.2	4.6	4.9
Total	1.3	0.0	0.5	0.6	2.5	1.5	0.6	0.3	3.8	6.2	4.6	4.9
EBIT margin, %										·	·	
Solteq	8.8	0.2	3.8	4.3	4.3	10.2	3.9	2.2	24.1	10.6	7.9	8.1
Total	8.8	0.2	3.8	4.3	4.3	10.2	3.9	2.2	24.1	10.6	7.9	8.1

**SOLTEQ** 

INCOME STATEMENT, EURm	2014	2015	2016	2017	2018	2019E	2020E	2021E
Sales	40.9	54.2	63.0	50.7	56.9	58.3	58.0	60.0
Sales growth (%)	0.0	32.6	16.3	-19.6	12.1	2.5	-0.5	3.5
EBITDA	3.8	3.1	8.4	2.4	4.8	10.1	9.0	9.7
EBITDA margin (%)	9.3	5.7	13.3	4.7	8.4	17.4	15.6	16.1
Depreciation	-1.3	-1.8	-1.9	-2.1	-2.3	-4.0	-4.4	-4.8
EBITA	2.5	1.3	6.5	0.3	2.5	6.2	4.6	4.9
Goodwill amortization / writedown	0.0	0.0	-0.1	0.0	0.0	0.0	0.0	0.0
EBIT	2.5	1.3	6.4	0.3	2.5	6.2	4.6	4.9
EBIT margin (%)	6.1	2.4	10.2	0.6	4.3	10.6	7.9	8.1
Reported EBIT	2.5	1.3	6.4	0.3	2.5	6.2	4.6	4.9
EBIT margin (reported) (%)	6.1	2.4	10.2	0.6	4.3	10.6	7.9	8.1
Net financials	-0.2	-1.0	-1.7	-1.8	-1.8	-1.9	-1.9	-1.9
Pre-tax profit	2.3	0.3	4.7	-1.5	0.6	4.2	2.7	3.0
Taxes	-0.4	-0.2	-0.1	-0.1	-0.3	-0.8	-0.5	-0.6
Minority shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit	1.9	0.1	4.6	-1.5	0.4	3.4	2.2	2.4
Cash NRIs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-cash NRIs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
BALANCE SHEET, EURm								
Assets								
Fixed assets	4	8	7	8	10	13	15	15
Goodwill	13	35	34	37	40	40	40	40
Right of use assets	0	0	0	0	6	6	6	7
Inventory	0	0	0	0	0	0	0	0
Receivables	5	18	12	15	12	12	12	13
Liquid funds	3	3	8	2	5	5	5	5
Total assets	25	64	61	61	74	77	79	79
Liabilities								
Shareholder's equity	12	15	20	20	22	25	27	29
Minority interest	0	0	0	0	0	0	0	0
Convertibles	0	0	0	0	0	0	0	0
Lease liabilities	0	0	0	0	6	6	6	7
Deferred taxes	1	1	1	1	1	1	1	1
Interest bearing debt	4	28	26	26	28	27	27	25
Non-interest bearing current liabilities	8	18	14	14	17	17	17	18
Other interest-free debt	0	0	0	0	0	0	0	0
Total liabilities	25	64	61	61	74	77	79	79
CASH FLOW, EURm								-
+ EBITDA	4	3	8	2	5	10	9	10
- Net financial items	0	-1	-2	-2	-2	-2	-2	-2
- Taxes	0	0	0	0	0	-1	-1	-1
- Increase in Net Working Capital	3	-3	3	-1	6	0	0	0
+/- Other	0	0	-5	-2	0	0	0	0
= Cash flow from operations	7	-1	4	-2	8	7	7	7
- Capex	-18	-28	-1	-1	-3	-7	-7	-5
- Acquisitions	0	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Free cash flow	-12	-29	3	-3	5	1	0	2
+/- New issues/buybacks	10	4	0	3	1	0	0	0
- Paid dividend	0	0	0	-1	0	0	-1	-1
+/- Other	4	25	3	-5	-2	-2	0	-2
Change in cash	3	0	6	-7	4	-1	0	0
change in cash	3	U	U	,	7	'	U	J

**SOLTEQ** 

M-rap	KEY FIGURES	2015	2016	2017	2018	2019E	2020E	2021E
Enterprise value	M-cap	30	28	28	25	28	28	28
Siles         54         63         61         57         58         88         0           EBITA         1         6         0         2         6         5         5           EBIT         1         6         0         2         6         5         5           Earning         0         5         -1         1         4         3         2         2           Earning         0         5         -2         0         4         3         2         <	Net debt (excl. convertibles)	26	17	24	29	28	29	27
BRTP	Enterprise value	56	45	52	54	56	57	55
FBIT	Sales	54	63	51	57	58	58	60
Pe-lax   D	EBITDA	3	8	2	5	10	9	10
Per- lax	EBIT	1	6	0	2	6	5	5
Earnings	Pre-tax	0	5	-1	1	4	3	
Family Notive View Profession Williams		0		-2	0	3		
Valuation multiples	5	15	20		22	25	27	29
EVISEID   10				-				
NUMBER   18.2   5.4   21.8   11.4   5.6   6.3   5.7     NUMERITA   43.4   7.0   168.7   22.0   9.1   12.4   11.3     NUMER   43.4   7.1   168.7   25.1   168.8   7.5   8.7   7.5     NUMER   7.5   1.1   9.3   8.8   5.3   31.5   45.5   17.4   9.6     NUMER   7.5   1.1   9.3   8.8   5.3   31.5   45.5   12.1     NUMER   1.1   1.1   1.0   1.0   1.0     NUMER   1.1   1.1   1.0   1.0   1.0     NUMBER   1.1   1.1   1.0   1.0     NUMBER   1.1   1.1   1.0   1.0     NUMBER   1.1   1.0   1.0   1.0     N		10	0.7	1.0	1.0	1.0	1.0	0.9
No								
EV/EBIT         43.4         7.1         16.67         22.0         9.1         12.4         11.3           EV/ICCF         -94.8         11.6         -25.1         6.8         7.5         8.7         7.5           EV/ICCF         -9.1         4.2         -14.0         10.10         13.5         17.4         9.5           P/ICCF         -1.1         9.3         -8.8         5.3         31.5         45.52         12.1           P/IE         298.5         6.1         1-18.3         9.9         17.8         10.0         11.6           P/IE         20         1.4         1.4         1.1         1.1         1.0         1.0           Argert EV/EBIT         0.0         0.0         0.0         0.0         5.7         6.4         4.8           Argert EV/EG         0.0         0.0         0.0         0.0         6.4         94.1         1.1         1.1         1.0         1.0           Argert EV/EG         0.0         0.0         0.0         0.0         0.0         6.0         94.5         94.2         24.2           Argert EV/EG         0.0         0.0         0.0         0.0         18.4         13.4								
EV/DCF         -948         11.6         -25.1         6.8         7.5         8.7         7.5           EV/FCFF         -2.1         4.2         -14.0         14.0         13.5         17.4         9.6           P/ECF         -1.1         4.9         -8.8         6.3         31.5         456.2         12.1           P/E         298.5         6.1         -1.83         89.9         17.8         13.0         11.6           P/B         20         1.4         4.4         4.1         1.1         1.1         0.0         1.0           Arget EV/EB/TDA         0.0         0.0         0.0         0.0         0.0         6.6         94.5         2.2           Arget EV/EB/TDA         0.0         0.0         0.0         0.0         0.0         6.6         94.5         2.2           Arget EV/EB/TDA         0.0         0.0         0.0         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Arget EV/EB/TDA         0.0         0.0         0.0         0.0         0.0         0.0         1.1         1.1         1.1         1.1         1.1         1.1         1.1         1.1         1.1<								
EV/FCFF         -2.1         4.2         -14.0         14.0         13.5         17.4         9.6           P/FCFF         -1.1         9.3         -8.8         5.3         31.5         455.2         12.1           P/E         298.5         6.1         -18.3         60.9         17.8         13.0         11.6           P/B         20.0         1.4         1.1         1.1         1.0         1.0           Target EV/EBIT         0.0         0.0         0.0         0.0         0.0         9.3         12.6         17.5           Target EV/FCF         0.0         0.0         0.0         0.0         0.0         9.3         12.6         17.5         17.6         24.2           Target EV/FCF         0.0         0.0         0.0         0.0         0.0         9.3         12.6         11.5         17.6         24.2           Target EV/FCF         0.0         0.0         0.0         0.0         0.0         0.0         94.5         94.5         24.2           Target EV/FCF         0.0         0.0         0.0         0.0         0.0         0.0         94.5         15.2         24.2           Target EV/FCF         0.0<								
F/FCFE         -1.1         9.3         -8.8         5.3         31.5         455.2         72.1           P/E         298.5         6.1         -13.3         69.9         17.8         13.0         11.6           P/B         2.0         1.4         1.4         1.1         1.1         1.0         1.0           Arget EV/ERIDA         2.0         0.0         0.0         0.0         0.0         2.0         5.7         6.4         5.8           Arget EV/ERT         0.0         0.0         0.0         0.0         0.0         9.0         94.6         94.5         2.42           Arget EV/ER         0.0         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Arget EV/ER         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Arget EV/ER         0.0         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Arget EV/ER         0.0         0.0         0.0         0.0         0.0         1.1         1.1         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0	·							
P/E         298.5         6.1         -18.3         69.9         17.8         13.0         11.6           P/B         2.0         1.4         1.4         1.1         1.1         1.0         1.0           Target EV/EBITDA         0.0         0.0         0.0         0.0         0.0         9.3         12.6         11.5           Target EV/FCF         0.0         0.0         0.0         0.0         0.0         9.3         12.6         11.5           Target EV/FCF         0.0         0.0         0.0         0.0         1.1         1.7         1.0           Target EV/FCF         0.0         0.0         0.0         0.0         1.1         1.7         1.7           Target EV/FCF         0.0         0.0         0.0         0.0         1.1         1.7         1.2           Target EV/FCF         0.0         0.0         0.0         0.0         0.0         1.1	•							
P/B caper EV/EBITDA         2.0         1.4         1.4         1.1         1.1         1.0         1.0           Target EV/EBITDA         0.0         0.0         0.0         0.0         0.0         0.0         3.7         6.4         5.8           Target EV/FCF         0.0         0.0         0.0         0.0         0.0         0.0         1.1         1.7         1.0           Target P/P         0.0         0.0         0.0         0.0         0.0         0.0         1.1         1.7         1.0           Target P/F         0.0         0.0         0.0         0.0         0.0         0.0         18.4         1.34         1.2           Per share         16,937         17,639         18,197         19,202         19,307         19,307         19,307           PS         0.01         16,937         17,639         18,197         19,202         19,307         19,307         19,307           EPS         0.01         16,937         17,639         18,197         19,202         19,307         19,307         19,307         19,307         19,307         19,307         19,307         19,307         19,307         19,307         19,307         19,307								
Target EV/EBITDA         0.0         0.0         0.0         0.0         0.0         9.3         1.26         1.15           Target EV/EGIT         0.0         0.0         0.0         0.0         0.0         9.3         1.26         1.15           Target EV/EGT         0.0         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Target EV/B         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Target EV/B         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Target EV/B         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Target EV/B         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Target EV/B         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Target EV/B         0.0         0.0         0.0         0.0         1.9         1.0         1.0         2.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>								
Target EV/EBIT         0.0         0.0         0.0         0.0         9.3         12.6         11.5           Target EV/FCF         0.0         0.0         0.0         0.0         0.0         4.6         94.5         24.2           Target P/E         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Per share measures         1.0         1.7         1.7         1.9         1.8         1.9         1.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         1.1         1.3         1.1         1.4         1.3 <td>·</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	·							
Parget EV/FCF   0.0								
Target P/B         0.0         0.0         0.0         0.0         0.0         1.1         1.1         1.0           Target P/E         0.0         0.0         0.0         0.0         18.4         13.4         12.0           Per share measures         16,937         17,639         18,197         19,202         19,307         19,307         19,307           Number of shares (diluted)         16,937         17,639         18,197         19,202         19,307         19,307         19,307           EPS         0.01         0.26         -0.08         0.02         0.18         0.11         0.12           Operating cash flow per share         -0.03         0.22         -0.11         0.42         0.39         0.34         0.38           Free cash flow per share         0.91         1.15         1.13         1.14         1.31         1.13         1.48           Dividend per share         0.91         1.15         1.13         1.14         1.31         1.31         1.48           Dividend per share         0.90         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
Part   PF   PF   Part   Par								
Per share measures         Number of shares         16,937         17,639         18,197         19,202         19,307         19,307         19,307           Number of shares (diluted)         16,937         17,639         18,197         19,202         19,307         19,307         19,307           EPS         0.01         0.26         -0.08         0.02         0.18         0.11         0.12           Operating cash flow per share         -0.03         0.22         -0.11         0.42         0.39         0.34         0.38           Free cash flow per share         -1.69         0.17         -0.17         0.24         0.05         0.00         0.12           Book value per share         0.91         1.15         1.13         1.14         1.31         1.39         1.48           Dividend per share         0.00         0.05         0.00         0.00         0.00         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.03         0.00         0.00         0.00         0.00         0.00         17.0         30.0         30.0         0.00         17.0         30.0         30.0         30.0         0.00         17.0	3 .							
Number of shares   16,937   17,639   18,197   19,202   19,307   10,307		0.0	0.0	0.0	0.0	10.4	13.4	12.0
Number of shares (diluted)         16,937         17,639         18,197         19,202         19,307         19,307         19,307           EPS         0.01         0.26         -0.08         0.02         0.18         0.11         0.12           Operating cash flow per share         -0.03         0.22         -0.11         0.42         0.09         0.03         0.21           Book value per share         0.91         1.15         1.13         1.14         1.31         1.39         1.48           Dividend per share         0.00         0.05         0.00         0.03         0.03         0.04           Dividend payout ratio, %         0.0         19.1         0.0         0.0         17.0         30.0         30.0           Dividend pyield, %         0.0         3.1         0.0         0.0         2.1         2.3         2.6           FCF yield, %         -95.0         10.8         -11.4         18.8         3.2         0.2         2.8           Efficiency measures         2.0         2.5         -7.4         1.7         14.5         8.3         8.7           ROE         0.7         2.5         -7.4         1.7         14.5         8.3         8.7 <td></td> <td>10.027</td> <td>17.020</td> <td>10 107</td> <td>10.202</td> <td>10.207</td> <td>10.207</td> <td>10.207</td>		10.027	17.020	10 107	10.202	10.207	10.207	10.207
EPS         0.01         0.26         -0.08         0.02         0.18         0.11         0.12           Operating cash flow per share         -0.03         0.22         -0.11         0.42         0.39         0.34         0.38           Free cash flow per share         -1.69         0.17         -0.17         0.24         0.05         0.00         0.12           Book value per share         0.00         0.05         0.00         0.00         0.03         0.03         0.04           Dividend per share         0.00         0.05         0.00         0.00         0.03         0.03         0.00           Dividend payout ratio, %         0.0         19.1         0.0         0.0         17.0         30.0         30.0           Dividend yield, %         0.0         3.1         0.0         0.0         2.1         2.3         2.6           ECF yield, %         -9.5         10.8         -7.4         1.8         3.2         0.2         2.8           ROE         4.3         14.3         0.7         4.8         1.0         7.8         8.1           ROE         4.3         14.3         0.7         4.8         1.0         9.2         0.2								
Operating cash flow per share         -0.03         0.22         -0.11         0.42         0.39         0.34         0.38           Free cash flow per share         -1.69         0.17         -0.17         0.24         0.05         0.00         0.12           Book value per share         0.91         1.15         1.13         1.14         1.31         1.39         1.48           Dividend per share         0.00         0.05         0.00         0.00         0.03         0.03         0.04           Dividend payout ratio, %         0.0         19.1         0.0         0.0         17.0         30.0         30.0           Dividend yield, %         0.0         3.1         0.0         0.0         2.1         2.3         2.6           FCF yield, %         -95.0         10.8         -11.4         18.8         3.2         0.2         8.3           Efficiency measures								
Free cash flow per share         -1.69         0.17         -0.17         0.24         0.05         0.00         0.12           Book value per share         0.91         1.15         1.13         1.14         1.31         1.39         1.48           Dividend per share         0.00         0.05         0.00         0.00         0.03         0.03         0.04           Dividend payout ratio, %         0.0         19.1         0.0         0.0         17.0         30.0         30.0           EfCF yield, %         -95.0         10.8         -11.4         18.8         3.2         0.2         8.3           Efficiency measures         -95.0         10.8         -11.4         18.8         3.2         0.2         8.3           ROE         0.7         25.8         -7.4         1.7         14.5         8.3         8.7           R								
Book value per share         0.91         1.15         1.13         1.14         1.31         1.39         1.48           Dividend per share         0.00         0.05         0.00         0.00         0.03         0.03         0.04           Dividend payout ratio, %         0.0         19.1         0.0         0.0         17.0         30.0         30.0           Dividend yield, %         -95.0         10.8         -11.4         18.8         3.2         0.2         8.3           EFF yield, %         -95.0         10.8         -11.4         18.8         3.2         0.2         8.3           EFficiency measures         8.0         0.7         25.8         -7.4         1.7         14.5         8.3         8.7           ROCE         4.3         14.3         0.7         4.8         10.8         7.8         8.1           Financial ratios         1         0.0         0.1         0.3         0.2         0.2         0.2         0.2           Inventories as % of sales         33.6         18.9         28.9         21.1         21.1         21.1         21.1         21.1         21.1         21.1         21.1         21.1         21.1         21.1								
Dividend per share   0.00   0.05   0.00   0.00   0.03   0.03   0.03   0.04	·							
Dividend payout ratio, %         0.0         19.1         0.0         0.0         17.0         30.0         30.0           Dividend yield, %         0.0         3.1         0.0         0.0         2.1         2.3         2.6           EFC yield, %         -95.0         10.8         -11.4         18.8         3.2         0.2         8.3           Efficiency measures           ROE         0.7         25.8         -7.4         1.7         14.5         8.3         8.7           ROCE         4.3         14.3         0.7         4.8         10.8         7.8         8.1           Financial ratios           Inventories as % of sales         0.0         0.1         0.3         0.2         0.2         0.2         0.2         0.2           Receivables as % of sales         33.6         18.9         28.9         21.1								
Dividend yield, %         0.0         3.1         0.0         0.0         2.1         2.3         2.6           FCF yield, %         -95.0         10.8         -11.4         18.8         3.2         0.2         8.3           Efficiency measures           ROE         0.7         25.8         -7.4         1.7         14.5         8.3         8.7           ROCE         4.3         14.3         0.7         4.8         10.8         7.8         8.1           Financial ratios         5         5         5         7.4         1.7         14.5         8.3         8.7           Receivables as % of sales         0.0         0.1         0.3         0.2         0.2         0.2         0.2           Receivables as % of sales         33.6         18.9         28.9         21.1								
FCF yield, %         -95.0         10.8         -11.4         18.8         3.2         0.2         8.3           Efficiency measures         B         0.7         25.8         -7.4         1.7         14.5         8.3         8.7           ROCE         4.3         14.3         0.7         4.8         10.8         7.8         8.1           Financial ratios           Inventories as % of sales         0.0         0.1         0.3         0.2         0.2         0.2         0.2           Receivables as % of sales         33.6         18.9         28.9         21.1 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>								
Efficiency measures           ROE         0.7         25.8         -7.4         1.7         14.5         8.3         8.7           ROCE         4.3         14.3         0.7         4.8         10.8         7.8         8.1           Financial ratios           Inventories as % of sales         0.0         0.1         0.3         0.2         0.2         0.2         0.2           Receivables as % of sales         33.6         18.9         28.9         21.1         22.1         29.2         29.2         29.2         29.2         29.2         29.2         29.2         29.2         29.2         29.2         29.2								
ROE         0.7         25.8         -7.4         1.7         14.5         8.3         8.7           ROCE         4.3         14.3         0.7         4.8         10.8         7.8         8.1           Financial ratios           Inventories as % of sales         0.0         0.1         0.3         0.2         0.2         0.2         0.2           Receivables as % of sales         33.6         18.9         28.9         21.1 </td <td>,</td> <td>-95.0</td> <td>10.8</td> <td>-11.4</td> <td>18.8</td> <td>3.2</td> <td>0.2</td> <td>8.3</td>	,	-95.0	10.8	-11.4	18.8	3.2	0.2	8.3
ROCE         4.3         14.3         0.7         4.8         10.8         7.8         8.1           Financial ratios           Inventories as % of sales         0.0         0.1         0.3         0.2         0.2         0.2         0.2           Receivables as % of sales         33.6         18.9         28.9         21.1 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>								
Inventories as % of sales   0.0   0.1   0.3   0.2								
Inventories as % of sales   0.0		4.3	14.3	0.7	4.8	10.8	7.8	8.1
Receivables as % of sales         33.6         18.9         28.9         21.1         21.2         29.3         11.2         8.4           CAPEX/sales (incl. acquisitions), %         51.7         1.4         2.1         0.8         0.8 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>								
Non-interest bearing liabilities as % of sales         33.7         21.5         27.0         29.2         29.9         29.3         29.3         11.3         11.2         8.4         2.4         20.1         11.2         11.3         11.2         8.4         2.1         20.2         12.3         13.3         11.2         8.4         2.1         20.2         20.8         3.2         2.8         3.2         2.8         2.2         2.8         2.2         2.8         2.2         2.8         2.2         2.8         <								
NWC/sales, %         -0.1         -2.5         2.2         -7.9         -7.9         -7.9         -7.9           Operative CAPEX/sales, %         51.7         1.4         2.1         5.8         11.3         11.2         8.4           CAPEX/sales (incl. acquisitions), %         51.7         1.4         2.1         5.8         11.3         11.2         8.4           FCFF/EBITDA         -8.7         1.3         -1.6         0.8         0.4         0.4         0.6           Net debt/EBITDA, book-weighted         8.4         2.1         10.2         6.2         2.8         3.2         2.8           Debt/equity, market-weighted         0.9         0.9         0.9         1.1         1.0         1.0         0.9           Equity ratio, book-weighted         24.0         33.2         33.3         29.3         32.9         34.1         36.0								
Operative CAPEX/sales, %         51.7         1.4         2.1         5.8         11.3         11.2         8.4           CAPEX/sales (incl. acquisitions), %         51.7         1.4         2.1         5.8         11.3         11.2         8.4           FCFF/EBITDA         -8.7         1.3         -1.6         0.8         0.4         0.4         0.6           Net debt/EBITDA, book-weighted         8.4         2.1         10.2         6.2         2.8         3.2         2.8           Debt/equity, market-weighted         0.9         0.9         0.9         1.1         1.0         1.0         0.9           Equity ratio, book-weighted         24.0         33.2         33.3         29.3         32.9         34.1         36.0	3							
CAPEX/sales (incl. acquisitions), %         51.7         1.4         2.1         5.8         11.3         11.2         8.4           FCFF/EBITDA         -8.7         1.3         -1.6         0.8         0.4         0.4         0.6           Net debt/EBITDA, book-weighted         8.4         2.1         10.2         6.2         2.8         3.2         2.8           Debt/equity, market-weighted         0.9         0.9         0.9         1.1         1.0         1.0         0.9           Equity ratio, book-weighted         24.0         33.2         33.3         29.3         32.9         34.1         36.0								
FCFF/EBITDA         -8.7         1.3         -1.6         0.8         0.4         0.4         0.6           Net debt/EBITDA, book-weighted         8.4         2.1         10.2         6.2         2.8         3.2         2.8           Debt/equity, market-weighted         0.9         0.9         0.9         1.1         1.0         1.0         0.9           Equity ratio, book-weighted         24.0         33.2         33.3         29.3         32.9         34.1         36.0	•							
Net debt/EBITDA, book-weighted         8.4         2.1         10.2         6.2         2.8         3.2         2.8           Debt/equity, market-weighted         0.9         0.9         0.9         1.1         1.0         1.0         0.9           Equity ratio, book-weighted         24.0         33.2         33.3         29.3         32.9         34.1         36.0			1.4					8.4
Debt/equity, market-weighted         0.9         0.9         0.9         1.1         1.0         1.0         0.9           Equity ratio, book-weighted         24.0         33.2         33.3         29.3         32.9         34.1         36.0	•							
Equity ratio, book-weighted 24.0 33.2 33.3 29.3 32.9 34.1 36.0			2.1	10.2	6.2	2.8	3.2	2.8
	Debt/equity, market-weighted	0.9	0.9	0.9	1.1	1.0	1.0	0.9
Gearing, % 167.5 85.0 118.7 134.5 112.7 108.0 95.5	Equity ratio, book-weighted	24.0	33.2	33.3	29.3	32.9	34.1	36.0
	Gearing, %	167.5	85.0	118.7	134.5	112.7	108.0	95.5

COMPANY DESCRIPTION: Solteq is a Nordic software and IT-services provider specializing in digital business solutions. Solteq's strength has been in commerce related solutions with a focus on selected sectors, namely the retail and wholesale, industry, energy, and services sectors. Recent product development investments have focused on autonomous service robotics.

INVESTMENT CASE: Solteg's investment case revolves around the success of executing its strategy of shifting from its IT-services oriented past towards becoming a software house. Implied margin upside potential is considerable, with segment targets putting margins clearly in the double digits. Growth will need to be sought from abroad, as domestic growth potential is more restricted.

OWNERSHIP STRUCTURE	SHARES	EURm	0/0
Sentica Buyout III Ky	4,621,244	6.701	23.9%
Profiz Business Solution Oyj	2,051,997	2.975	10.6%
Elo Mutual Pension Insurance Company	2,000,000	2.900	10.4%
Saadetdin Ali	1,403,165	2.035	7.3%
Varma Mutual Pension Insurance Company	1,245,597	1.806	6.5%
Aalto Seppo Tapio	700,000	1.015	3.6%
Roininen Matti Juhani	450,000	0.653	2.3%
Väätäinen Olli Pekka	400,000	0.580	2.1%
Lamy Oy	225,000	0.326	1.2%
Sentica Buyout III Co-Investment Ky	180,049	0.261	0.9%
Ten largest	13,277,052	19.252	69%
Residual	6,029,475	8.743	31%
Total	19,306,527	27.994	100%

EARNINGS CALENDAR		
February 27, 2020	FY 2019 Results	
April 30, 2020	Q1 report	
August 13, 2020	Q2 report	
October 29, 2020	Q3 report	
OTHER EVENTS		
April 01, 2020	AGM	

COMPANY I	MISCELLANEOUS
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CEO: Olli Väätainen Karhumäentie 3, FI-01350

CFO: Kari Lehtosalo Tel:

# **SOLTEQ**

# IT Services/Finland, February 25, 2020 Preview

### **DEFINITIONS**

P/E	EPS
Price per share Earnings per share	Profit before extraord. items and taxes– income taxes + minority interest  Number of shares
P/BV	DPS
Price per share "Shareholders' equity + taxed provisions per share	Dividend for the financial period per share
Market cap	OCF (Operating cash flow)
Price per share * Number of shares	EBITDA – Net financial items – Taxes – Increase in working capital – Cash NRIs ± Other adjustments
EV (Enterprise value)	FCF (Free cash flow)
Market cap + net debt + minority interest at market value – share of associated companies at market value	Operating cash flow – operative CAPEX – acquisitions + divestments
EV/Sales	FCF yield, %
Enterprise value Sales	Free cash flow Market cap
EV/EBITDA	Operative CAPEX/sales
Enterprise value  Earnings before interest, tax, depreciation and amortization	Capital expenditure – divestments – acquisitions Sales
EV/EBIT	Net working capital
Enterprise value Operating profit	Current assets – current liabilities
Net debt	Capital employed/Share
Interest bearing debt – financial assets	Total assets – non-interest bearing debt  Number of shares
Total assets	Gearing
Balance sheet total	<u>Net debt</u> Equity
Div yield, %	Debt/Equity, %
Dividend per share Price per share	Interest bearing debt Shareholders' equity + minority interest + taxed provisions
Payout ratio, %	Equity ratio, %
Total dividends  Earnings before extraordinary items and taxes – income taxes + minority interest	<u>Shareholders' equity + minority interest + taxed provisions</u> Total assets – interest-free loans
ROCE, %	CAGR, %
Profit before extraordinary items + interest expenses+ other financial costs  Balance sheet total – non-interest bearing debt (average)	Cumulative annual growth rate = Average growth per year
ROE, %	
Profit before extraordinary items and taxes – income taxes  Shareholder's equity + minority interest + taxed provisions (average)	

#### Important Disclosures

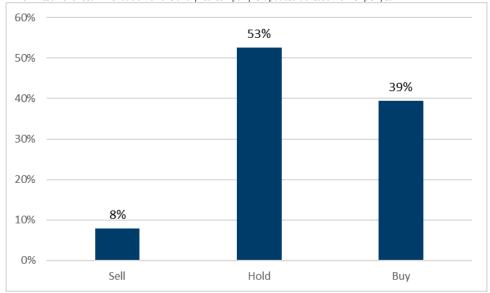
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# Contact information SALES, TRADING AND RESEARCH

Equity Sales		Trading		ETFs and Derivatives	
Ari Laine Lauri Ahokanto Niclas Henelius	auri Ahokanto +358 9 4766 9117		+358 9 4766 9120 +358 9 4766 9120 +358 9 4766 9120 +358 9 4766 9120	Joachim Dannberg Kimmo Lilja	+358 9 4766 9123 +358 9 4766 9130
Structured Investments		Equity Research			
Heikki Savijoki Aki Lakkisto	+358 9 4766 9726 +358 9 4766 9123	Jonas Forslund Joonas Ilvonen Jerker Salokivi Anna-Liisa Rissanen	+358 9 4766 9314 +358 44 430 9071 +358 9 4766 9149 +358 40 157 9919		
Evli Investment Solutions					
Johannes Asuja Markku Reinikainen	+358 9 4766 9205 +358 9 4766 9669				



EVLI BANK PLC
Aleksanterinkatu 19 A
P.O. Box 1081
FIN-00101 Helsinki, FINLAND
Phone +358 9 476 690
Fax +358 9 634 382
Internet www.evli.com
E-mail firstname.lastname@evli.com

EVLI BANK PLC, STOCKHOLMSFILIAL Regeringsgatan 67 P.O. Box 16354 SE-103 26 Stockholm Sverige stockholm@evli.com Tel +46 (0)8 407 8000 Fax +46 (0)8 407 8001