

6m Results 2021

Opinion ⁽¹⁾: In lineImpact ⁽¹⁾: We will maintain our estimates

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Cuatroochenta (4805), is a technology company specialised in designing, developing and implementing cloud software (SaaS model) and cybersecurity, with proprietary products aimed at optimising specific processes in the business context. Revenues from outside Spain account for c. 25% of the total (mainly Latam). The company has been listed on BME Growth since November 2020. Management controls c. 75% of capital.

1H21, in line: step-up in size (boosted by M&A), margins maintained

REVENUE LIFT-OFF, IN LINE WITH EXPECTATIONS... 4805 generated EUR 6.4Mn of revenue in 1H21 (EUR 6.9Mn in proforma terms; vs EUR 3.1Mn in 1H20). A step-up in size: (+108% y/y) that was boosted by the M&A activity carried out -12m: acquisition of Iris-Ekamat and Sofistic SAS (December 2020) and Fama Systems, a software company for the Facility Services sector (March 2021). All underpinned by organic growth of c. +8% y/y.

... WITHOUT COMPROMISING THE GROSS MARGIN. In percentage terms, the gross margin increased c. 1p.p. to 74.6% (vs 73.7% in 2020 proforma) with a gross margin in line with our estimates (c. 74% for the year as a whole).

EBITDA IN LINE (IN A YEAR THAT WILL IMPROVE AS IT PROGRESSES). 4805 generated Rec. EBITDA of EUR 0.5Mn (EUR 0.8Mn in proforma terms), mainly impacted by the large increase in the headcount (207 employees at 30 June; +44% y/y), that drove personnel costs to EUR 3.4Mn. The seasonality of the business typical of 2H (traditionally higher revenue), together with a stable cost structure, should result in a 2021e Rec. EBITDA gross margin of c. 13% (vs c. 7.5% in 1H21 and c. 11% in 1H21 proforma terms).

NON-ORGANIC GROWTH DROVE NET DEBT (EUR 7.2Mn; +47%). 4805 closed 1H21 with net debt of EUR 7.2Mn (+47% vs 2020; 2021e ND/EBITDA c. 3.2x) mainly due to the investment required to acquire Fama Systems in March 2021 (EUR 4.3Mn). In addition, in September 2021 Mensamatic was acquired for EUR 0.6Mn (underlining even more, if possible, 4805' commitment to non-organic growth).

THE EQUITY STORY REMAINS INTACT. Assuming the seasonality of the business in 2H and the consolidation of Fama Systems (not incorporated in 1Q21), 2021e points to revenue of c. EUR 15Mn and Rec. EBITDA of c. EUR 2Mn. Although perhaps the most interesting is to look ahead already to 2022e, when the acquisitions made -12m will have become established in the market; that should allow 4805 to accelerate its growth and achieve revenue of c. EUR 17Mn (2022e EV/sales <3x vs c. 6-8x for the European software sector).

Market Data

Market Cap (Mn EUR and USD)	36.8	42.5
EV (Mn EUR and USD) ⁽²⁾	45.5	52.6
Shares Outstanding (Mn)	2.2	
-12m (Max/Med/Min EUR)	28.20 / 20.72 / 13.30	
Daily Avg volume (-12m Mn EUR)	0.02	
Rotation ⁽³⁾	17.3	
Factset / Bloomberg	4805-ES / 4805 SM	
Close fiscal year	31-Dec	

Shareholders Structure (%) ⁽⁸⁾

Montesinos family	23.7
Sergio Aguado Gonzalez	21.8
Alfredo Cebrián Fuertes	20.8
Pavasal Group	6.0
Free Float	23.6

Financials (Mn EUR)

	2020	2021e	2022e	2023e
Adj. nº shares (Mn)	2.2	2.2	2.2	2.2
Total Revenues	11.8	15.1	17.2	19.7
Rec. EBITDA ⁽⁴⁾	1.5	2.0	2.3	2.9
% growth	31.2	32.8	16.5	24.7
% Rec. EBITDA/Rev.	12.7	13.2	13.5	14.7
% Inc. EBITDA sector ⁽⁵⁾	9.7	23.7	23.2	14.3
Net Profit	0.2	1.0	1.2	1.7
EPS (EUR)	0.11	0.44	0.54	0.74
% growth	861.1	309.1	21.9	37.2
Ord. EPS (EUR)	0.37	0.44	0.54	0.74
% growth	38.2	20.4	21.9	37.2
Rec. Free Cash Flow ⁽⁶⁾	1.7	1.1	1.3	1.7
Pay-out (%)	0.0	0.0	0.0	0.0
DPS (EUR)	0.00	0.00	0.00	0.00
Net financial debt	3.5	5.7	4.4	2.7
ND/Rec. EBITDA (x)	2.3	2.8	1.9	0.9
ROE (%)	6.8	16.5	16.6	19.0
ROCE (%) ⁽⁶⁾	9.1	9.7	9.8	13.0

Ratios & Multiples (x) ⁽⁷⁾

	2020	2021e	2022e	2023e
P/E	n.a.	36.9	30.3	22.1
Ord. P/E	44.4	36.9	30.3	22.1
P/BV	6.9	5.5	4.6	3.8
Dividend Yield (%)	0.0	0.0	0.0	0.0
EV/Sales	3.85	3.01	2.65	2.31
EV/Rec. EBITDA	30.3	22.8	19.6	15.7
EV/EBIT	n.a.	31.5	26.3	19.9
FCF Yield (%) ⁽⁶⁾	4.6	3.1	3.5	4.8

Relative performance (Base 100)



Stock performance (%)	-1m	-3m	-12m	YTD	-3Y	-5Y
Absolute	-3.5	-3.5	n.a.	-41.8	n.a.	n.a.
vs Ibex 35	-2.3	-2.6	n.a.	-46.5	n.a.	n.a.
vs Ibex Small Cap Index	1.5	5.6	n.a.	-41.6	n.a.	n.a.
vs Eurostoxx 50	2.1	-2.6	n.a.	-48.5	n.a.	n.a.
vs Sector benchmark ⁽⁵⁾	9.0	-4.6	n.a.	-52.2	n.a.	n.a.

(1) The opinion regarding the results is on reported EBITDA with respect to our estimate for the year (12m). The impact reflects whether, due to the results, we envisage a significant revision (>5% - 10%, depending on the sector) of our EBITDA estimate (for any of the estimated years).

(2) Please refer to Appendix 3.

(3) Rotation is the % of the capitalisation traded - 12m.

(4) Financial projections include IFRS 16 adjustments. FY 19 EBITDA is c. EUR 0.0Mn higher due to IFRS 16.

(5) Sector: Stoxx Europe 600 Technology.

(6) Please see Appendix 2 for the theoretical tax rate (ROCE) and rec. FCF calculation.

(7) Multiples and ratios calculated over prices at the date of this report.

(8) Others: Santiago Gimeno 4.1%

(*) Unless otherwise indicated, all the information contained in this report is based on: The Company, Factset and Lighthouse.

6m Results 2021

Table 1. 1H21 Results

EUR Mn	6m21 Real	6m20	6m21 Real vs 6m20	2021e	2021e vs 2020
Total Revenues	6.4	3.1	107.5%	15.1	27.8%
Recurrent EBITDA¹	0.5	0.4	12.2%	2.0	32.8%
<i>Rec. EBITDA/Revenues</i>	<i>7.5%</i>	<i>13.8%</i>	<i>-6.3 p.p.</i>	<i>13.2%</i>	<i>0.5 p.p.</i>
EBITDA	0.5	0.4	12.2%	2.0	66.6%
<i>EBITDA/Revenues</i>	<i>7.5%</i>	<i>13.8%</i>	<i>-6.3 p.p.</i>	<i>13.2%</i>	<i>3.1 p.p.</i>
EBIT	-0.2	0.1	-223.3%	1.4	123.4%
PBT	-0.2	0.1	-313.8%	1.3	n.a.
NP	-0.2	0.0	n.a.	1.0	309.1%
Net Debt	7.2	4.9	0.5 x	5.7	0.6 x
ND / EBITDA	n.a.	n.a.	n.a.	2.8 x	-0.1 x

Note 1: Rec. EBITDA adjusted to strip out the impact of "work carried out by the group on own assets" for EUR 0.2Mn in 1H21.

Valuation inputs

Inputs for the DCF Valuation Approach

	2021e	2022e	2023e	Terminal Value ⁽¹⁾			
Free Cash Flow "To the Firm"	(2.4)	1.4	1.9	n.a.			
Market Cap	36.8	At the date of this report					
Net financial debt	7.2	Debt net of Cash (6m Results 2021)					
					Best Case	Worst Case	
Cost of Debt	3.0%	Net debt cost			2.8%	3.3%	
Tax rate (T)	20.0%	T (Normalised tax rate)			=	=	
Net debt cost	2.4%	Kd = Cost of Net Debt * (1-T)			2.2%	2.6%	
Risk free rate (rf)	0.5%	Rf (10y Spanish bond yield)			=	=	
Equity risk premium	9.0%	R (own estimate)			8.5%	9.5%	
Beta (B)	1.2	B (own estimate)			1.1	1.3	
Cost of Equity	11.3%	Ke = Rf + (R * B)			9.8%	12.8%	
Equity / (Equity + Net Debt)	83.5%	E (Market Cap as equity value)			=	=	
Net Debt / (Equity + Net Debt)	16.5%	D			=	=	
WACC	9.8%	WACC = Kd * D + Ke * E			8.6%	11.1%	
G "Fair"	2.5%				3.0%	2.0%	

(1) The terminal value calculated beyond the last FCF estimate does not reflect the company's growth potential (positive/negative) at the date of publication of this report.

Inputs for the Multiples Valuation Approach

Company	Ticker	Mkt. Cap	P/E 21e	EPS 21e-23e	EV/EBITDA 21e	EBITDA 21e-23e	EV/Sales 21e	Revenues 21e-23e	EBITDA/Sales 21e	FCF Yield 21e	FCF 21e-23e
Qualtrics International	XM-US	4.363,2	n.a.	n.a.	n.a.	86,3%	n.a.	21,7%	4,1%	n.a.	63,9%
Descartes Systems	DSG-CA	5.734,3	79,8	16,4%	36,0	15,9%	15,5	14,9%	43,1%	2,3%	23,4%
Appfolio	APPF-US	2.087,1	n.a.	n.a.	n.a.	38,2%	12,2	18,1%	11,6%	1,0%	32,7%
QAD	QADA-US	1.589,6	64,5	n.a.	n.a.	n.a.	6,1	n.a.	10,9%	n.a.	n.a.
American Software	AMSWA-US	673,1	76,6	31,8%	n.a.	33,8%	5,9	7,9%	11,5%	1,7%	n.a.
Software			73,7	24,1%	36,0	43,6%	9,9	15,6%	16,2%	1,7%	40,0%
CrowdStrike	CRWD-US	44.260,9	n.a.	68,5%	n.a.	50,5%	n.a.	35,0%	13,9%	0,7%	41,6%
SecureWorks	SCWX-US	287,8	n.a.	61,0%	n.a.	n.a.	3,1	4,8%	0,2%	n.a.	n.a.
Absolute Software	ABST-CA	469,1	n.a.	27,0%	18,3	46,2%	3,4	37,5%	18,5%	8,3%	7,5%
Cybersecurity			n.a.	52,2%	18,3	48,4%	3,2	25,8%	10,9%	4,5%	24,6%
480S	480S-ES	36,8	36,9	29,3%	22,8	20,5%	3,0	14,1%	13,2%	3,1%	64,1%

Free Cash Flow sensitivity analysis (2022e)

A) Rec. EBITDA and EV/EBITDA sensitivity to changes in EBITDA/Sales

Scenario	EBITDA/Sales 22e	EBITDA 22e	EV/EBITDA 22e
Max	14.9%	2.6	17.7x
Central	13.5%	2.3	19.6x
Min	12.1%	2.1	21.8x

B) Rec. FCF and Rec. FCF - Yield sensitivity to changes in EBITDA and CAPEX/sales

Rec. FCF EUR Mn	CAPEX/Sales 22e				Rec. FCF/Yield 22e		
EBITDA 22e	0.5%	0.5%	0.5%	Scenario	Rec. FCF/Yield 22e		
2.6	1.5	1.5	1.5	Max	4.1%	4.1%	4.1%
2.3	1.3	1.3	1.3	Central	3.5%	3.5%	3.5%
2.1	1.0	1.0	1.0	Min	2.8%	2.8%	2.8%

Appendix 1. Financial Projections⁽¹⁾

Balance Sheet (EUR Mn)	2016	2017	2018	2019	2020	2021e	2022e	2023e	CAGR	
Intangible assets				2.4	3.9	3.4	2.9	2.3		
Fixed assets				0.1	0.2	0.3	0.3	0.3		
Other Non Current Assets				0.3	0.5	5.1	5.1	5.1		
Financial Investments				0.0	1.0	0.0	0.0	0.0		
Goodwill & Other Intangibles				1.8	5.1	5.1	5.1	5.1		
Current assets				1.6	2.8	3.5	4.0	4.6		
Total assets				6.2	13.6	17.4	17.5	17.5		
Equity				1.9	5.4	6.7	7.9	9.6		
Minority Interests				0.0	0.1	0.1	0.1	0.1		
Provisions & Other L/T Liabilities				1.1	1.4	1.4	1.4	1.4		
Other Non Current Liabilities				-	-	-	-	-		
Net financial debt				1.9	3.5	5.7	4.4	2.7		
Current Liabilities				1.2	3.3	3.6	3.7	3.8		
Equity & Total Liabilities				6.2	13.6	17.4	17.5	17.5		
P&L (EUR Mn)	2016	2017	2018	2019	2020	2021e	2022e	2023e	CAGR	
Total Revenues				5.9	11.8	15.1	17.2	19.7	<i>n.a.</i>	18.5%
<i>Total Revenues growth</i>				<i>n.a.</i>	<i>99.3%</i>	<i>27.8%</i>	<i>13.7%</i>	<i>14.5%</i>		
COGS				(1.4)	(3.1)	(4.0)	(4.5)	(5.2)		
Gross Margin				4.5	8.7	11.1	12.7	14.5	<i>n.a.</i>	18.5%
<i>Gross Margin/Revenues</i>				<i>76.2%</i>	<i>73.7%</i>	<i>73.6%</i>	<i>73.7%</i>	<i>73.6%</i>		
Personnel Expenses				(2.5)	(5.7)	(7.3)	(8.2)	(9.2)		
Other Operating Expenses				(0.8)	(1.5)	(1.8)	(2.2)	(2.4)		
Recurrent EBITDA				1.1	1.5	2.0	2.3	2.9	<i>n.a.</i>	24.5%
<i>Recurrent EBITDA growth</i>				<i>n.a.</i>	<i>31.2%</i>	<i>32.8%</i>	<i>16.5%</i>	<i>24.7%</i>		
<i>Rec. EBITDA/Revenues</i>				<i>19.3%</i>	<i>12.7%</i>	<i>13.2%</i>	<i>13.5%</i>	<i>14.7%</i>		
Restructuring Expense & Other non-rec.				-	(0.3)	-	-	-		
EBITDA				1.1	1.2	2.0	2.3	2.9	<i>n.a.</i>	34.3%
Depreciation & Provisions				(0.4)	(0.7)	(0.7)	(0.7)	(0.7)		
Capitalized Expense				-	0.1	0.1	0.1	0.1		
Rentals (IFRS 16 impact)				-	-	-	-	-		
EBIT				0.7	0.6	1.4	1.7	2.3	<i>n.a.</i>	52.3%
<i>EBIT growth</i>				<i>n.a.</i>	<i>-10.3%</i>	<i>123.4%</i>	<i>20.0%</i>	<i>31.8%</i>		
<i>EBIT/Revenues</i>				<i>12.1%</i>	<i>5.5%</i>	<i>9.5%</i>	<i>10.1%</i>	<i>11.6%</i>		
Impact of Goodwill & Others				-	-	-	-	-		
Net Financial Result				(0.0)	(0.1)	(0.2)	(0.2)	(0.1)		
Income by the Equity Method				-	-	-	-	-		
Ordinary Profit				0.7	0.5	1.3	1.6	2.1	<i>n.a.</i>	60.0%
<i>Ordinary Profit Growth</i>				<i>n.a.</i>	<i>-22.7%</i>	<i>144.6%</i>	<i>21.9%</i>	<i>37.2%</i>		
Extraordinary Results				(0.5)	(0.3)	-	-	-		
Profit Before Tax				0.1	0.2	1.3	1.6	2.1	<i>n.a.</i>	<i>n.a.</i>
Tax Expense				(0.2)	0.0	(0.3)	(0.3)	(0.5)		
<i>Effective Tax Rate</i>				<i>n.a.</i>	<i>n.a.</i>	<i>22.0%</i>	<i>22.0%</i>	<i>22.0%</i>		
Minority Interests				-	-	-	-	-		
Discontinued Activities				-	-	-	-	-		
Net Profit				(0.0)	0.2	1.0	1.2	1.7	<i>n.a.</i>	89.9%
<i>Net Profit growth</i>				<i>n.a.</i>	<i>n.a.</i>	<i>309.1%</i>	<i>21.9%</i>	<i>37.2%</i>		
Ordinary Net Profit				0.5	0.8	1.0	1.2	1.7	<i>n.a.</i>	26.3%
<i>Ordinary Net Profit growth</i>				<i>n.a.</i>	<i>75.1%</i>	<i>20.4%</i>	<i>21.9%</i>	<i>37.2%</i>		
Cash Flow (EUR Mn)	2016	2017	2018	2019	2020	2021e	2022e	2023e	CAGR	
Recurrent EBITDA						2.0	2.3	2.9	<i>n.a.</i>	24.5%
Rentals (IFRS 16 impact)						-	-	-		
Working Capital Increase						(0.3)	(0.4)	(0.4)		
Recurrent Operating Cash Flow						1.7	1.9	2.5	<i>n.a.</i>	2.9%
CAPEX						(0.1)	(0.1)	(0.1)		
Net Financial Result affecting the Cash Flow						(0.2)	(0.2)	(0.1)		
Tax Expense						(0.3)	(0.3)	(0.5)		
Recurrent Free Cash Flow						1.1	1.3	1.7	<i>n.a.</i>	1.3%
Restructuring Expense & Other non-rec.						-	-	-		
- Acquisitions / + Divestures of assets						(3.7)	-	-		
Extraordinary Inc./Exp. Affecting Cash Flow						-	-	-		
Free Cash Flow						(2.5)	1.3	1.7	<i>n.a.</i>	47.5%
Capital Increase						0.4	-	-		
Dividends						-	-	-		
Net Debt Variation						2.2	(1.3)	(1.7)		

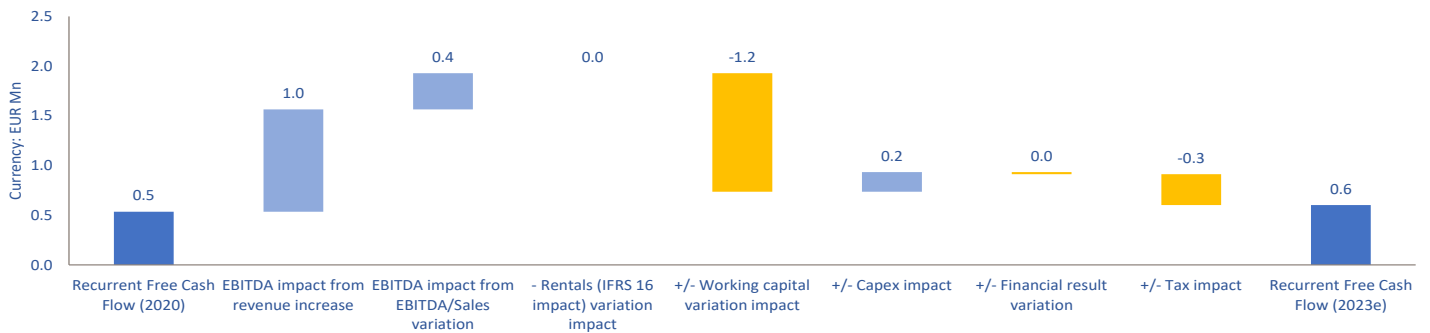
Note 1: Proforma figures for 2019 and 2020 to include the contributions of the companies acquired in 2019 and 2020 as if they had been acquired on Jan 1.

Appendix 2. Free Cash Flow⁽¹⁾

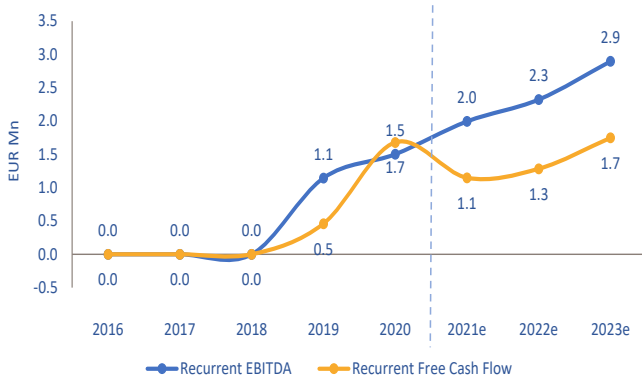
A) Cash Flow Analysis (EUR Mn)	2017	2018	2019	2020	2021e	2022e	2023e	CAGR	
								17-20	20-23e
Recurrent EBITDA			1.1	1.5	2.0	2.3	2.9	<i>n.a.</i>	24.5%
<i>Recurrent EBITDA growth</i>			<i>n.a.</i>	<i>31.2%</i>	<i>32.8%</i>	<i>16.5%</i>	<i>24.7%</i>		
<i>Rec. EBITDA/Revenues</i>			<i>19.3%</i>	<i>12.7%</i>	<i>13.2%</i>	<i>13.5%</i>	<i>14.7%</i>		
- Rentals (IFRS 16 impact)			-	-	-	-	-		
+/- Working Capital increase			(0.3)	0.8	(0.3)	(0.4)	(0.4)		
= Recurrent Operating Cash Flow			0.8	2.3	1.7	1.9	2.5	<i>n.a.</i>	2.9%
<i>Rec. Operating Cash Flow growth</i>			<i>n.a.</i>	<i>181.7%</i>	<i>-26.1%</i>	<i>13.0%</i>	<i>30.4%</i>		
<i>Rec. Operating Cash Flow / Sales</i>			<i>13.5%</i>	<i>19.1%</i>	<i>11.0%</i>	<i>11.0%</i>	<i>12.5%</i>		
- CAPEX			(0.1)	(0.3)	(0.1)	(0.1)	(0.1)		
- Net Financial Result affecting Cash Flow			(0.0)	(0.1)	(0.2)	(0.2)	(0.1)		
- Taxes			(0.2)	(0.2)	(0.3)	(0.3)	(0.5)		
= Recurrent Free Cash Flow			0.5	1.7	1.1	1.3	1.7	<i>n.a.</i>	1.3%
<i>Rec. Free Cash Flow growth</i>			<i>n.a.</i>	<i>265.2%</i>	<i>-31.7%</i>	<i>11.8%</i>	<i>36.1%</i>		
<i>Rec. Free Cash Flow / Revenues</i>			<i>7.8%</i>	<i>14.2%</i>	<i>7.6%</i>	<i>7.5%</i>	<i>8.9%</i>		
- Restructuring expenses & others			-	(0.3)	-	-	-		
- Acquisitions / + Divestments			(3.1)	(2.8)	(3.7)	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow			-	-	-	-	-		
= Free Cash Flow			(2.6)	(1.4)	(2.5)	1.3	1.7	<i>n.a.</i>	47.5%
<i>Free Cash Flow growth</i>			<i>n.a.</i>	<i>45.0%</i>	<i>-74.8%</i>	<i>150.9%</i>	<i>36.1%</i>		
<i>Recurrent Free Cash Flow - Yield (s/Mkt Cap)</i>			<i>1.3%</i>	<i>4.6%</i>	<i>3.1%</i>	<i>3.5%</i>	<i>4.8%</i>		
<i>Free Cash Flow Yield (s/Mkt Cap)</i>			<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>3.5%</i>	<i>4.8%</i>		
B) Analytical Review of Annual Recurrent Free Cash Flow Performance (Eur Mn)									
	2017	2018	2019	2020	2021e	2022e	2023e		
Recurrent FCF(FY - 1)			-	0.5	1.7	1.1	1.3		
EBITDA impact from revenue increase			<i>n.a.</i>	1.1	0.4	0.3	0.3		
EBITDA impact from EBITDA/Sales variation			<i>n.a.</i>	(0.8)	0.1	0.1	0.2		
= Recurrent EBITDA variation			<i>n.a.</i>	0.4	0.5	0.3	0.6		
- Rentals (IFRS 16 impact) variation impact			-	-	-	-	-		
+/- Working capital variation impact			(0.3)	1.1	(1.1)	(0.1)	0.0		
= Recurrent Operating Cash Flow variation			(0.3)	1.5	(0.6)	0.2	0.6		
+/- CAPEX impact			(0.1)	(0.2)	0.2	(0.0)	(0.0)		
+/- Financial result variation			(0.0)	(0.1)	(0.0)	(0.0)	0.0		
+/- Tax impact			(0.2)	0.1	(0.1)	(0.1)	(0.1)		
= Recurrent Free Cash Flow variation			(0.7)	1.2	(0.5)	0.1	0.5		
Recurrent Free Cash Flow			(0.7)	1.7	1.1	1.3	1.7		
C) "FCF to the Firm" (pre debt service) (EUR Mn)									
	2017	2018	2019	2020	2021e	2022e	2023e	CAGR	
EBIT			0.7	0.6	1.4	1.7	2.3	<i>n.a.</i>	52.3%
* <i>Theoretical Tax rate</i>			<i>30.0%</i>	<i>0.0%</i>	<i>22.0%</i>	<i>22.0%</i>	<i>22.0%</i>		
= Taxes (pre- Net Financial Result)			(0.2)	-	(0.3)	(0.4)	(0.5)		
Recurrent EBITDA			1.1	1.5	2.0	2.3	2.9	<i>n.a.</i>	24.5%
- Rentals (IFRS 16 impact)			-	-	-	-	-		
+/- Working Capital increase			(0.3)	0.8	(0.3)	(0.4)	(0.4)		
= Recurrent Operating Cash Flow			0.8	2.3	1.7	1.9	2.5	<i>n.a.</i>	2.9%
- CAPEX			(0.1)	(0.3)	(0.1)	(0.1)	(0.1)		
- Taxes (pre- Financial Result)			(0.2)	-	(0.3)	(0.4)	(0.5)		
= Recurrent Free Cash Flow (To the Firm)			0.5	2.0	1.3	1.4	1.9	<i>n.a.</i>	-1.8%
<i>Rec. Free Cash Flow (To the Firm) growth</i>			<i>n.a.</i>	<i>293.9%</i>	<i>-35.0%</i>	<i>11.2%</i>	<i>31.0%</i>		
<i>Rec. Free Cash Flow (To the Firm) / Revenues</i>			<i>8.4%</i>	<i>16.6%</i>	<i>8.5%</i>	<i>8.3%</i>	<i>9.5%</i>		
- Acquisitions / + Divestments			(3.1)	(2.8)	(3.7)	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow			-	-	-	-	-		
= Free Cash Flow "To the Firm"			(2.6)	(0.9)	(2.4)	1.4	1.9	<i>n.a.</i>	61.0%
<i>Free Cash Flow (To the Firm) growth</i>			<i>n.a.</i>	<i>66.9%</i>	<i>-180.0%</i>	<i>159.3%</i>	<i>31.0%</i>		
<i>Rec. Free Cash Flow To the Firm Yield (o/EV)</i>			<i>1.1%</i>	<i>4.3%</i>	<i>2.8%</i>	<i>3.1%</i>	<i>4.1%</i>		
<i>Free Cash Flow "To the Firm" - Yield (o/EV)</i>			<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>3.1%</i>	<i>4.1%</i>		

Note 1: Proforma figures for 2019 and 2020 to include the contributions of the companies acquired in 2019 and 2020 as if they had been acquired on Jan 1.

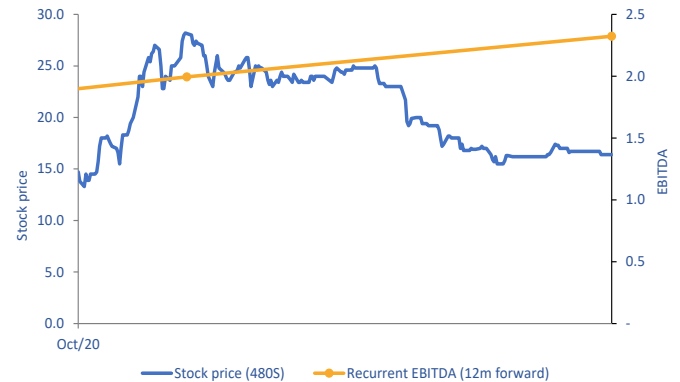
Recurrent Free Cash Flow accumulated variation analysis (2020 - 2023e)



Recurrent EBITDA vs Recurrent Free Cash Flow



Stock performance vs EBITDA 12m forward



Appendix 3. EV breakdown at the date of this report

	EUR Mn	Source
Market Cap	36.8	
+ Minority Interests	0.0	6m Results 2021
+ Provisions & Other L/T Liabilities	1.8	6m Results 2021
+ Net financial debt	7.2	6m Results 2021
- Financial Investments	0.3	6m Results 2021
+/- Others		
Enterprise Value (EV)	45.5	

Appendix 4. Historical performance ⁽¹⁾⁽²⁾

Historical performance (EUR Mn)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e	10-20	20-23e	CAGR
Total Revenues										5.9	11.8	15.1	17.2	19.7	n.a.	18.5%	
Total Revenues growth										n.a.	99.3%	27.8%	13.7%	14.5%			
EBITDA										1.1	1.2	2.0	2.3	2.9	n.a.	34.3%	
EBITDA growth										n.a.	4.5%	66.6%	16.5%	24.7%			
EBITDA/Sales										19.3%	10.1%	13.2%	13.5%	14.7%			
Net Profit										(0.0)	0.2	1.0	1.2	1.7	n.a.	89.9%	
Net Profit growth										n.a.	n.a.	309.1%	21.9%	37.2%			
Adjusted number shares (Mn)										1.8	2.2	2.2	2.2	2.2			
EPS (EUR)										-0.01	0.11	0.44	0.54	0.74	n.a.	89.9%	
EPS growth										n.a.	n.a.	n.a.	21.9%	37.2%			
Ord. EPS (EUR)										0.27	0.37	0.44	0.54	0.74	n.a.	26.3%	
Ord. EPS growth										n.a.	38.2%	20.4%	21.9%	37.2%			
CAPEX										(0.1)	(0.3)	(0.1)	(0.1)	(0.1)			
CAPEX/Sales %										1.5%	2.5%	0.5%	0.5%	0.5%			
Free Cash Flow										(2.6)	(1.4)	(2.5)	1.3	1.7	n.a.	47.5%	
ND/EBITDA (x) ⁽³⁾										1.7x	2.9x	2.8x	1.9x	0.9x			
P/E (x)										n.a.	n.a.	36.9x	30.3x	22.1x			
EV/Sales (x)										0.00x	5.64x	3.01x	2.65x	2.31x			
EV/EBITDA (x) ⁽³⁾										0.0x	n.a.	22.8x	19.6x	15.7x			
Absolute performance										n.a.	n.a.	-41.8%					
Relative performance vs Ibex 35										n.a.	n.a.	-46.5%					

Note 1: The multiples are historical, calculated based on the price and EV at the end of each year, except (if applicable) in the current year, when multiples would be given at current prices. The absolute and relative behavior corresponds to each exercise (1/1 to 31/12). The source, both historical multiples and the evolution of the price, is Factset.

Note 2: Financial projections include IFRS 16 adjustments. FY 19 EBITDA is c. EUR 0.0Mn higher due to IFRS 16.

Note 3: All ratios and multiples on EBITDA refer to total EBITDA (not to recurrent EBITDA).

Appendix 5. Main peers 2021e

	EUR Mn	Software					Average	Cybersecurity			Average	480S
		Qualtrics International	Descartes Systems	Appfolio	QAD	American Software		CrowdStrike	SecureWorks	Absolute Software		
Market data	Ticker (Factset)	XM-US	DSG-CA	APPF-US	QADA-US	AMSWA-US		CRWD-US	SCWX-US	ABST-CA		480S-ES
	Country	USA	Canada	USA	USA	USA		USA	USA	Canada		Spain
	Market cap	4.363,2	5.734,3	2.087,1	1.589,6	673,1		44.260,9	287,8	469,1		36,8
	Enterprise value (EV)	20.261,1	5.634,7	3.720,6	1.769,0	619,6		48.212,5	1.446,6	359,9		45,5
Basic financial information	Total Revenues	878,1	363,1	305,0	292,0	104,3		1.215,0	466,4	106,3		15,1
	Total Revenues growth	32,8%	13,4%	13,5%	9,5%	8,0%	15,5%	60,4%	-4,0%	10,3%	22,2%	27,8%
	2y CAGR (2021e - 2023e)	21,7%	14,9%	18,1%	n.a.	7,9%	15,6%	35,0%	4,8%	37,5%	25,8%	14,1%
	EBITDA	35,8	156,5	35,3	31,8	11,9		169,3	0,8	19,6		2,0
	EBITDA growth	123,1%	29,7%	-11,7%	44,6%	46,5%	46,4%	578,4%	-89,8%	-18,2%	156,8%	66,6%
	2y CAGR (2021e - 2023e)	86,3%	15,9%	38,2%	n.a.	33,8%	43,6%	50,5%	n.a.	46,2%	48,4%	20,5%
	EBITDA/Revenues	4,1%	43,1%	11,6%	10,9%	11,5%	16,2%	13,9%	0,2%	18,5%	10,9%	13,2%
	EBIT	7,7	91,6	(1,7)	27,6	7,1		127,6	(6,3)	5,0		1,4
	EBIT growth	103,5%	43,1%	-120,0%	150,9%	116,6%	58,8%	265,9%	77,7%	-55,8%	95,9%	123,4%
	2y CAGR (2021e - 2023e)	n.a.	n.a.	n.a.	n.a.	36,7%	36,7%	61,6%	66,3%	n.a.	64,0%	25,7%
	EBIT/Revenues	0,9%	25,2%	n.a.	9,5%	6,8%	10,6%	10,5%	n.a.	4,7%	7,6%	9,5%
	Net Profit	(773,1)	72,5	11,5	6,2	7,1		95,7	(6,3)	3,3		1,0
	Net Profit growth	-227,5%	51,5%	-91,6%	-35,1%	1,3%	-60,3%	219,3%	66,6%	-66,5%	73,2%	309,1%
	2y CAGR (2021e - 2023e)	32,8%	29,9%	70,5%	n.a.	37,1%	42,6%	73,8%	62,1%	n.a.	68,0%	29,3%
CAPEX/Sales %	4,6%	1,4%	8,7%	n.a.	0,8%	3,9%	8,1%	1,3%	2,3%	3,9%	0,5%	
Free Cash Flow	(64,7)	134,3	20,4	n.a.	11,6		307,4	(0,4)	38,7		(2,5)	
Net financial debt	(69,4)	(148,4)	(4,5)	n.a.	(94,2)		(1.031,4)	(182,3)	(109,3)		5,7	
ND/EBITDA (x)	(1,9)	(0,9)	(0,1)	n.a.	(7,9)	(2,7)	(6,1)	(233,9)	(5,6)	(81,9)	2,8	
Pay-out	0,0%	n.a.	n.a.	n.a.	n.a.	0,0%	0,0%	0,0%	315,0%	105,0%	0,0%	
Multiples and Ratios	P/E (x)	n.a.	79,8	n.a.	64,5	76,6	73,7	n.a.	n.a.	n.a.	n.a.	36,9
	P/BV (x)	n.a.	n.a.	14,3	n.a.	n.a.	14,3	n.a.	2,9	n.a.	2,9	5,5
	EV/Revenues (x)	n.a.	15,5	12,2	6,1	5,9	9,9	n.a.	3,1	3,4	3,2	3,0
	EV/EBITDA (x)	n.a.	36,0	n.a.	n.a.	n.a.	36,0	n.a.	n.a.	18,3	18,3	22,8
	EV/EBIT (x)	n.a.	n.a.	n.a.	n.a.	n.a.	#DIV/0!	n.a.	n.a.	n.a.	n.a.	31,5
	ROE	n.a.	n.a.	1,8	n.a.	n.a.	1,8	11,2	n.a.	n.a.	11,2	16,5
	FCF Yield (%)	n.a.	2,3	1,0	n.a.	1,7	1,7	0,7	n.a.	8,3	4,5	3,1
	DPS	0,00	n.a.	n.a.	n.a.	n.a.	0,00	0,00	0,00	0,22	0,07	0,00
	Dvd Yield	0,0%	n.a.	n.a.	n.a.	n.a.	0,0%	0,0%	0,0%	2,3%	0,8%	0,0%

Note 1: Financial data, multiples and ratios based on market consensus (Factset). In the case of the company analyzed, own estimates (Lighthouse).

Note 2: All ratios and multiples on EBITDA refer to total EBITDA (not to recurrent EBITDA).

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Date of report	Recommendation	Price (EUR)	Target price (EUR)	Period of validity	Reason for report	Analyst
07-Oct-2021	n.a.	16.40	n.a.	n.a.	6m Results 2021	David López Sánchez
22-Apr-2021	n.a.	24.80	n.a.	n.a.	Initiation of Coverage	David López Sánchez

