

**EQUITY - SPAIN**  
 Sector: Software

 Closing price: EUR 4.16 (11 Apr 2024)  
 Report date: 12 Apr 2024 (9:00h)

**12m Results 2023**  
 Independent Equity Research

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Agile Content (AGIL), is a technology group with operations in the audio and video streaming industry offering video creation, processing, distribution and management related hardware and software for the provision of pay-TV services. AGIL has traded on BME Growth since 2015.

## 2023 earnings: slowdown in revenue growth, but marked improvement in recurring EBITDA

**Market Data**

Market Cap (Mn EUR and USD)	96.5	103.4
EV (Mn EUR and USD) <sup>(2)</sup>	120.5	129.0
Shares Outstanding (Mn)	23.2	
-12m (Max/Med/Mín EUR)	4.45 / 3.70 / 3.10	
Daily Avg volume (-12m Mn EUR)	0.03	
Rotation <sup>(3)</sup>	8.3	
Factset / Bloomberg	AGIL-ES / AGIL SM	
Close fiscal year	31-Dec	

**Shareholders Structure (%)<sup>(7)</sup>**

Hernan Scapusio Vinent	9.8
Inveready	9.7
Onchena S.L	6.9
TV Azteca SAB de CV	6.9
Free Float	54.3

**Financials (Mn EUR)**

	2023	2024e	2025e	2026e
Adj. nº shares (Mn)	23.2	23.2	23.2	23.2
Total Revenues	102.6	104.5	106.4	111.8
Rec. EBITDA	6.5	7.3	7.9	8.8
% growth	52.8	12.0	8.0	12.1
% Rec. EBITDA/Rev.	6.4	7.0	7.4	7.9
% Inc. EBITDA sector <sup>(4)</sup>	17.8	12.9	20.6	12.2
Net Profit	0.0	0.5	-0.2	-0.5
EPS (EUR)	0.00	0.02	-0.01	-0.02
% growth	101.1	n.a.	-138.5	-127.2
Ord. EPS (EUR)	-0.02	0.02	-0.01	-0.02
% growth	84.6	243.6	-138.5	-127.2
Rec. Free Cash Flow <sup>(5)</sup>	0.0	1.2	2.5	3.6
Pay-out (%)	0.0	0.0	0.0	0.0
DPS (EUR)	0.00	0.00	0.00	0.00
Net financial debt	19.9	18.7	16.3	12.7
ND/Rec. EBITDA (x)	3.1	2.6	2.1	1.4
ROE (%)	0.1	1.2	n.a.	n.a.
ROCE (%) <sup>(5)</sup>	4.2	5.1	3.9	3.4

**Ratios & Multiples (x)<sup>(6)</sup>**

	2023	2024e	2025e	2026e
P/E	n.a.	n.a.	n.a.	n.a.
Ord. P/E	n.a.	n.a.	n.a.	n.a.
P/BV	2.2	2.2	2.2	2.2
Dividend Yield (%)	0.0	0.0	0.0	0.0
EV/Sales	1.18	1.15	1.13	1.08
EV/Rec. EBITDA	18.5	16.5	15.3	13.6
EV/EBIT	38.7	28.0	36.9	43.9
FCF Yield (%) <sup>(5)</sup>	0.0	1.2	2.6	3.7

**REVENUE SHORT OF EXPECTATIONS...** AGIL reported EUR 102.6Mn of revenue in 2023 (vs EUR 101.5Mn in 2022), below both our estimates and the company's guidance. By business line, revenue was EUR 39.0Mn for TV Technologies (-4.1% vs 2022) and EUR 63.6Mn for TV Platform (+4.5% vs 2022). We will be cutting our estimates as a result.

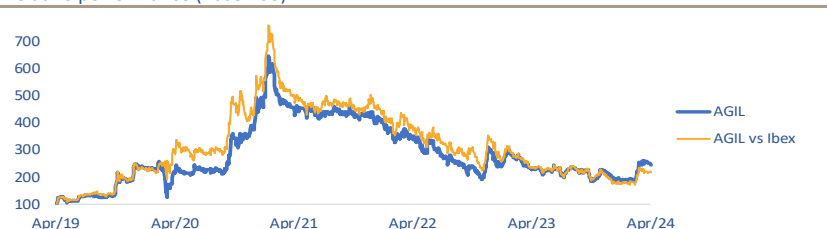
**...BUT IMPROVEMENT IN RECURRING EBITDA TO EUR 6.5MN (POST-ACCOUNTING CHANGE).** Gross margin contracted by 2.3p.p. to 39.8% (due to the change in business mix and efforts on content offering), recurring EBITDA for 2023 (IFRS) amounted to EUR 6.5Mn (vs EUR 4.3Mn in 2022 IFRS). This was achieved by: (i) extracting synergies among business lines and (ii) optimising overhead (with a combined 9.5% decrease in personnel and other operating expenses). Recurring EBITDA (pre-accounting change) would have been EUR 4.8Mn (in line with our estimates; vs EUR 3.5Mn in 2022).

**NET DEBT 2023: EUR 19.9MN (VS. EUR 20.3MN IN 2022; EXCL. IMPACT OF IFRS 16).**

Implying a net debt/recurring EBITDA multiple of 3x. Net finance expense for the year was EUR 1.8Mn (vs EUR 1.4Mn in 2022), undermining the bottom line and leaving the company at breakeven.

**WE ARE CUTTING OUR ESTIMATES.** After lower-than-expected growth in 2023, not to mention stiff competition in the sector and the shift towards a business model with a higher weight of software subscription solutions (and lower weight of hardware), we are now estimating revenue in 2024e of EUR 104.5Mn (-12.8% vs our previous estimate). Our new recurring EBITDA estimate is EUR 5.6Mn (-13.1%; excluding the impact of the accounting change for IFRS 16, which increases EBITDA Rec. 2024e to EUR 7.3Mn).

**IN SHORT, SLOWDOWN IN GROWTH, BUT IMPROVEMENT IN REC. EBITDA.** 2024e-2026e will be crucial to gauge AGIL's real ability to achieve sustained improvement in profitability in a scenario of low organic growth (CAGR 2024e-2026e: 3.5%) now that there is limited scope to generate synergies and optimise overhead. Growth will be hard to come by in a fiercely competitive industry (with a trend towards concentration). Our 2024e estimates put the shares trading at an EV/revenue multiple of 1.2x, above the sector average.

**Relative performance (Base 100)**


Stock performance (%)	-1m	-3m	-12m	YTD	-3Y	-5Y
Absolute	-2.8	30.8	6.7	26.1	-46.7	143.9
vs Ibex 35	-5.8	22.9	-7.5	19.6	-57.1	116.3
vs Ibex Small Cap Index	-7.7	26.3	2.9	21.1	-43.1	96.5
vs Eurostoxx 50	-3.5	17.0	-6.9	14.8	-57.3	68.7
vs Sector benchmark <sup>(4)</sup>	-2.4	12.6	-14.8	12.6	-56.2	33.8

(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) Sector: Stoxx Europe 600 Technology.

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

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

(7) Others: Mónica Rayo Moragón 6.3%, José Eulalio Poza Sanz 5.2%, Autocartera 0.9%

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

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## Agile Content (AGIL) is a BME Growth company.

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BME Growth is the segment of BME MTF Equity aimed at small and medium sized companies, directed and managed by the Spanish stock market and is subject to the CNMV supervision. BME MTF Equity is not a Regulated Market but instead falls within the classification of a Multilateral Trading Facility (MTF) as defined under the Markets in Financial Instruments Directive (MiFID). In July 2020, BME Growth obtained the status of SME Growth Market, a new category of EU regulations, which in Spain is called Mercado de Pymes en Expansión.

BME Growth is the Spanish equity market for companies of reduced capitalization which aim to grow, with a special set of regulations, designed specifically for them, and with costs and process tailored to their particular features. Operations in BME Growth (former MAB) started in July 2009. There are currently c.140 companies listed on it. Companies listed on the MAB can choose to present their financial statements under IFRS or the General Accounting Plan (PGC) and Royal Decree 1159/2010 (NOFCAC).

**12m Results 2023**
**Table 1. Results 2023**

EUR Mn	12m23	12m23 Real	
	Real	12m22	vs 12m22
<b>Total Revenues</b>	<b>102.6</b>	<b>101.5</b>	<b>1.0%</b>
Agile TV Platform	63.6	60.8	4.5%
Agile TV Technologies	39.0	40.7	-4.1%
<b>Recurrent EBITDA</b>	<b>6.5</b>	<b>4.3</b>	<b>52.8%</b>
<i>Rec. EBITDA/Revenues</i>	6.4%	4.2%	2.2 p.p.
<b>EBITDA</b>	<b>6.9</b>	<b>4.8</b>	<b>43.8%</b>
<i>EBITDA/Revenues</i>	6.8%	4.8%	2.0 p.p.
<b>EBIT</b>	<b>3.1</b>	<b>0.9</b>	<b>259.3%</b>
<b>NP</b>	<b>0.0</b>	<b>-2.0</b>	<b>101.1%</b>
Net Debt	19.9	20.3	-2%
ND /Rec. EBITDA	3.1 x	4.8 x	-1.7 x

Note 1: EBITDA and Rec. EBITDA adjusted to exclude the impact of capitalised expenses (EUR 6.7Mn in 2022 and EUR 7.1Mn in 2023). Net debt excludes the impact of IFRS 16 (EUR 3.3Mn in 2022 and EUR 3.1Mn in 2023).

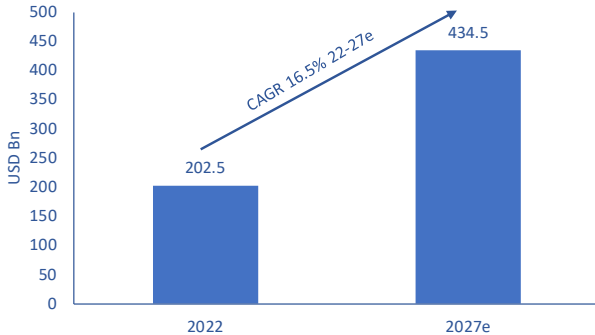
**Table 2. Estimates downgrade**

EUR Mn	2024e (New)	Review (%)	2025e (New)	Review (%)	2026e (New)
<b>Total Revenues</b>	<b>104.5</b>	<b>-12.8%</b>	<b>106.4</b>	<b>-18.1%</b>	<b>111.8</b>
<b>Recurrent EBITDA</b>	<b>5.6</b>	<b>-13.1%</b>	<b>6.2</b>	<b>-28.5%</b>	<b>7.1</b>
<i>Rec. EBITDA/Revenues</i>	5.4%	0 p.p.	5.8%	-1 p.p.	6.4%
<i>ND /Rec. EBITDA</i>	3.3 x	1.2 x	2.6 x	1.6 x	1.8 x

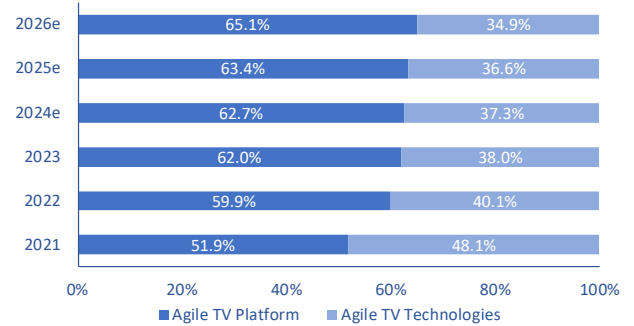
Note: In the revision of the estimates, we have included in EBITDA rec. the impact of IFRS 16 (EUR 1.7Mn per year) in order to homogenize the comparison with the previous estimates (pre-IFRS).

The company in 8 charts

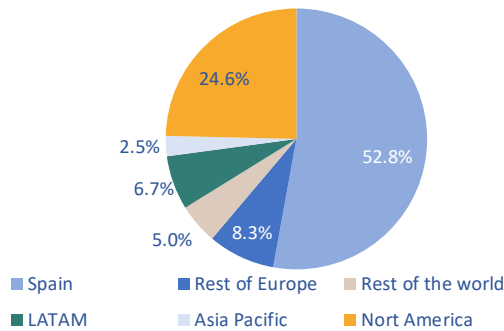
The global over-the-top video market is forecast to grow at a CAGR of 16.5% in 22-27e



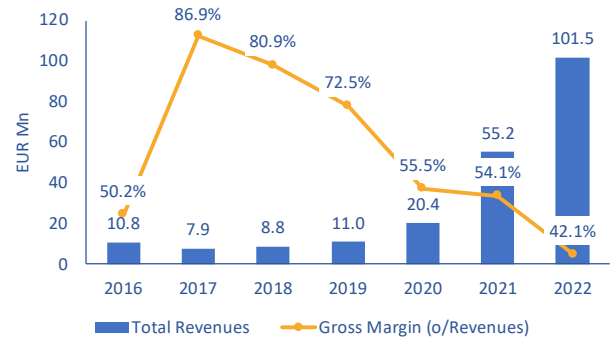
AGIL: a business positioned all along its users' value chain with high recurring revenue (through its two business lines) ...



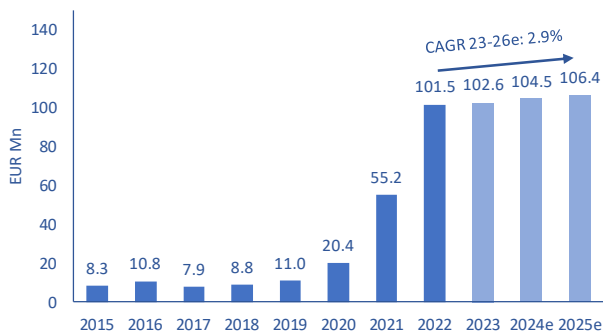
...with good geographic diversification. In 2023, net sales outside Spain accounted for 47%



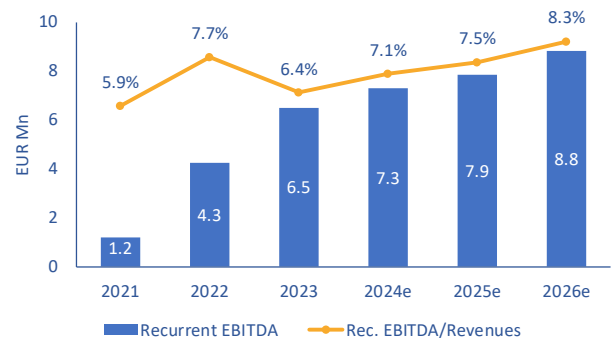
M&A activity was very intense in 2020-2021, delivering a very significant jump in scale ...



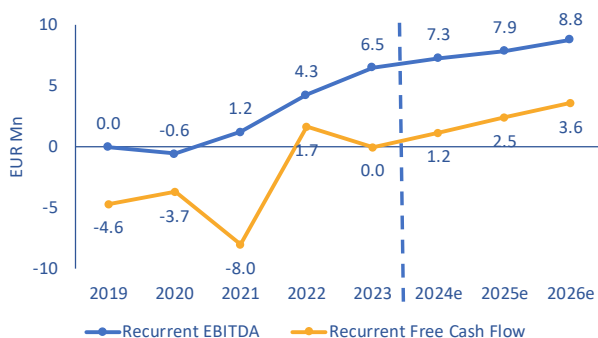
... laying the foundations for organic growth in the coming years (CAGR 23-26e: 2.9%)



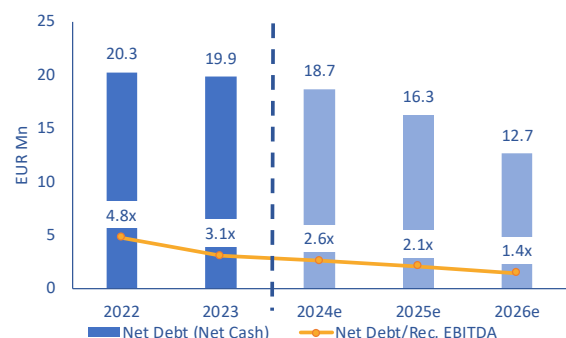
Theoretically paving the way for gradual operational gearing during the projection horizon ...



... lifting recurring free cash flow generation to EUR 3.6Mn in 2026e (vs EUR 1.2Mn in 2024e)



Which would leave AGIL prudently leveraged in 2026e (ND: EUR 12.7Mn; ND/rec. EBITDA: 1.4x)



## Valuation inputs

### Inputs for the DCF Valuation Approach

	2024e	2025e	2026e	Terminal Value <sup>(1)</sup>		
Free Cash Flow "To the Firm"	2.9	4.2	5.1	64.6		
Market Cap	96.5	At the date of this report				
Net financial debt	19.9	Debt net of Cash (12m Results 2022)				
					Best Case	Worst Case
Cost of Debt	6.6%	Net debt cost			6.4%	6.9%
Tax rate (T)	20.0%	T (Normalised tax rate)			=	=
Net debt cost	5.3%	Kd = Cost of Net Debt * (1-T)			5.1%	5.5%
Risk free rate (rf)	3.3%	Rf (10y Spanish bond yield)			=	=
Equity risk premium	6.0%	R (own estimate)			5.5%	6.5%
Beta (B)	1.3	B (own estimate)			1.2	1.4
Cost of Equity	11.1%	Ke = Rf + (R * B)			9.9%	12.4%
Equity / (Equity + Net Debt)	82.9%	E (Market Cap as equity value)			=	=
Net Debt / (Equity + Net Debt)	17.1%	D			=	=
WACC	10.1%	WACC = Kd * D + Ke * E			9.1%	11.2%
G "Fair"	2.0%				2.0%	1.5%

(1) The terminal value reflects the NAV of FCF beyond the period estimated with the WACC and G of the central scenario.

### Inputs for the Multiples Valuation Approach

Company	Ticker Factset	Mkt. Cap	P/E 24e	EPS 24e-26e	EV/EBITDA 24e	EBITDA 24e-26e	EV/Sales 24e	Revenues 24e-26e	EBITDA/Sales 24e	FCF Yield 24e	FCF 24e-26e
Brightcove	BCOV-US	72.7	n.a.	n.a.	5.4	n.a.	0.4	n.a.	7.6%	n.a.	n.a.
Kudelski	KUD-CH	91.9	n.a.	n.a.	10.7	33.3%	0.5	6.1%	5.1%	20.4%	n.a.
TV Technologies			n.a.	n.a.	8.1	33.3%	0.5	6.1%	6.4%	20.4%	n.a.
Netgem	ALNTG-FR	33.4	12.0	n.a.	2.9	n.a.	0.7	n.a.	24.4%	9.6%	n.a.
Kaltura	KLTR-US	176.6	n.a.	-30.8%	n.a.	n.a.	1.0	3.5%	0.4%	n.a.	n.a.
TV Platform			12.0	-30.8%	2.9	n.a.	0.8	3.5%	12.4%	9.6%	n.a.
AGIL	AGIL-ES	96.5	n.a.	-69.6%	16.5	10.1%	1.2	3.5%	7.0%	1.2%	76.1%

### Free Cash Flow sensitivity analysis (2025e)

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

Scenario	EBITDA/Sales 25e	EBITDA 25e	EV/EBITDA 25e
Max	8.1%	8.6	14.0x
Central	7.4%	7.9	15.3x
Min	6.7%	7.1	16.9x

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

Rec. FCF EUR Mn	CAPEX/Sales 25e				Rec. FCF/Yield 25e		
EBITDA 25e	1.3%	1.4%	1.5%	Scenario			
8.6	3.3	3.2	3.1	Max	3.4%	3.3%	3.2%
7.9	2.6	2.5	2.4	Central	2.7%	2.6%	2.4%
7.1	1.8	1.7	1.6	Min	1.9%	1.8%	1.7%

## Appendix 1. Financial Projections<sup>(1)</sup>

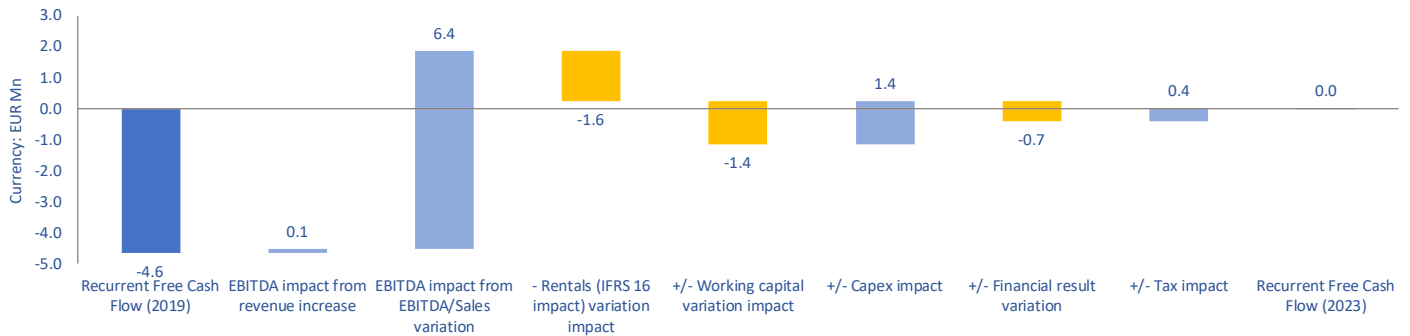
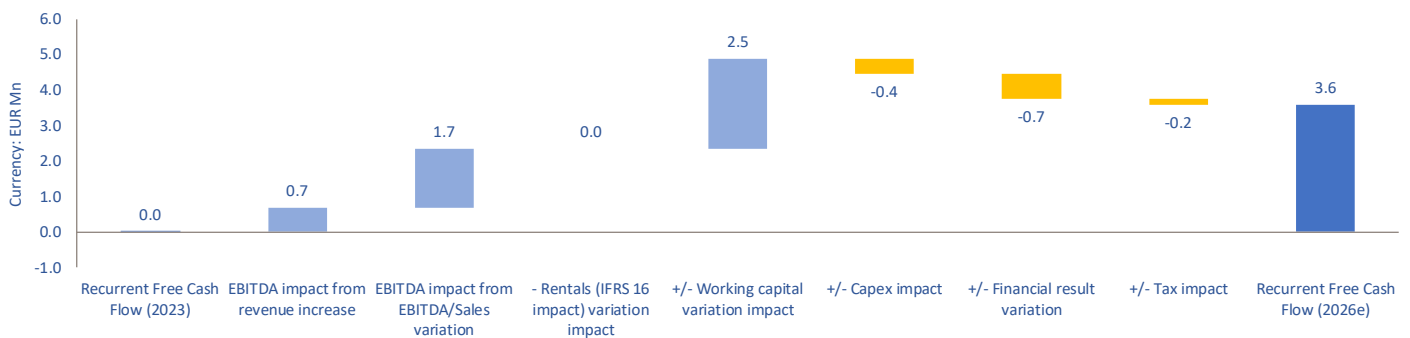
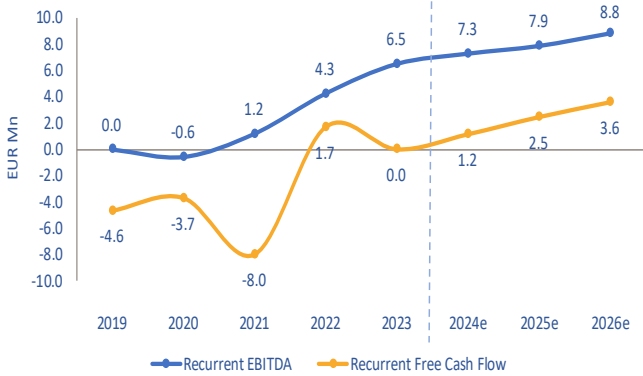
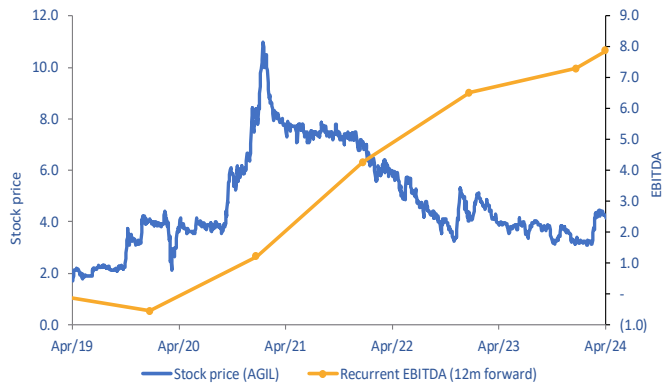
Balance Sheet (EUR Mn)	2019	2020	2021	2022	2023	2024e	2025e	2026e	CAGR	
Intangible assets	10.5	19.4	37.2	39.0	35.8	34.7	32.3	28.6		
Fixed assets	0.1	0.8	0.6	0.6	0.7	1.8	2.8	3.7		
Other Non Current Assets	0.0	0.0	0.6	0.6	0.5	0.5	0.5	0.5		
Financial Investments	1.4	6.3	1.0	3.5	3.7	3.7	3.7	3.7		
Goodwill & Other Intangibles	1.2	9.9	39.9	39.9	39.9	39.9	39.9	39.9		
Current assets	7.6	15.4	27.5	27.4	34.1	35.5	36.6	38.1		
<b>Total assets</b>	<b>20.8</b>	<b>51.9</b>	<b>106.8</b>	<b>111.0</b>	<b>114.7</b>	<b>116.1</b>	<b>115.7</b>	<b>114.5</b>		
Equity	13.4	27.7	44.4	44.3	43.1	43.7	43.4	43.0		
Minority Interests	-	-	2.1	6.4	7.5	8.6	9.7	10.9		
Provisions & Other L/T Liabilities	0.1	0.1	0.3	0.3	0.3	0.3	0.3	0.3		
Other Non Current Liabilities	-	-	-	3.3	3.1	3.1	3.1	3.1		
Net financial debt	0.6	6.2	28.7	20.3	19.9	18.7	16.3	12.7		
Current Liabilities	6.6	18.0	31.4	36.5	40.8	41.7	42.8	44.5		
<b>Equity &amp; Total Liabilities</b>	<b>20.8</b>	<b>51.9</b>	<b>106.8</b>	<b>111.0</b>	<b>114.7</b>	<b>116.1</b>	<b>115.7</b>	<b>114.5</b>		
P&L (EUR Mn)	2019	2020	2021	2022	2023	2024e	2025e	2026e	19-23	23-26e
<b>Total Revenues</b>	<b>11.0</b>	<b>20.4</b>	<b>55.2</b>	<b>101.5</b>	<b>102.6</b>	<b>104.5</b>	<b>106.4</b>	<b>111.8</b>	<b>74.8%</b>	<b>2.9%</b>
Total Revenues growth	24.5%	86.0%	170.3%	83.9%	1.0%	1.9%	1.9%	5.1%		
COGS	(3.0)	(9.1)	(25.4)	(58.8)	(61.8)	(62.5)	(63.4)	(66.5)		
<b>Gross Margin</b>	<b>8.0</b>	<b>11.3</b>	<b>29.9</b>	<b>42.8</b>	<b>40.8</b>	<b>42.0</b>	<b>43.0</b>	<b>45.3</b>	<b>50.5%</b>	<b>3.5%</b>
Gross Margin/Revenues	72.5%	55.5%	54.1%	42.1%	39.8%	40.2%	40.4%	40.5%		
Personnel Expenses	(5.6)	(7.5)	(17.1)	(18.9)	(18.5)	(18.7)	(19.0)	(19.7)		
Other Operating Expenses	(2.4)	(4.3)	(11.6)	(19.6)	(15.8)	(16.0)	(16.1)	(16.7)		
<b>Recurrent EBITDA</b>	<b>0.0</b>	<b>(0.6)</b>	<b>1.2</b>	<b>4.3</b>	<b>6.5</b>	<b>7.3</b>	<b>7.9</b>	<b>8.8</b>	<i>n.a.</i>	<b>10.7%</b>
Recurrent EBITDA growth	100.7%	n.a.	318.5%	251.9%	52.8%	12.0%	8.0%	12.1%		
Rec. EBITDA/Revenues	0.1%	n.a.	2.2%	4.2%	6.4%	7.0%	7.4%	7.9%		
Restructuring Expense & Other non-rec.	0.0	(1.2)	(2.4)	0.6	0.4	-	-	-		
<b>EBITDA</b>	<b>0.0</b>	<b>(1.8)</b>	<b>(1.2)</b>	<b>4.8</b>	<b>6.9</b>	<b>7.3</b>	<b>7.9</b>	<b>8.8</b>	<i>n.a.</i>	<b>8.3%</b>
Depreciation & Provisions	(2.4)	(3.2)	(8.7)	(9.5)	(9.3)	(9.0)	(10.7)	(12.6)		
Capitalized Expense	2.5	3.8	6.2	6.7	7.1	7.6	7.8	8.2		
Rentals (IFRS 16 impact)	-	-	-	(1.2)	(1.6)	(1.6)	(1.6)	(1.6)		
<b>EBIT</b>	<b>0.1</b>	<b>(1.2)</b>	<b>(3.6)</b>	<b>0.9</b>	<b>3.1</b>	<b>4.3</b>	<b>3.3</b>	<b>2.7</b>	<i>n.a.</i>	<b>-4.1%</b>
EBIT growth	115.5%	-993.9%	-202.2%	123.9%	259.3%	38.2%	-24.1%	-16.0%		
EBIT/Revenues	1.2%	n.a.	n.a.	0.9%	3.0%	4.1%	3.1%	2.5%		
Impact of Goodwill & Others	-	-	-	-	-	-	-	-		
Net Financial Result	0.4	(1.4)	(2.1)	(1.4)	(1.8)	(2.2)	(2.1)	(1.9)		
Income by the Equity Method	-	-	-	-	-	-	-	-		
<b>Ordinary Profit</b>	<b>0.5</b>	<b>(2.6)</b>	<b>(5.7)</b>	<b>(0.5)</b>	<b>1.3</b>	<b>2.1</b>	<b>1.2</b>	<b>0.8</b>	<b>23.4%</b>	<b>-13.4%</b>
Ordinary Profit Growth	137.7%	-576.1%	-120.0%	91.0%	346.1%	62.9%	-44.4%	-28.2%		
Extraordinary Results	-	-	-	-	-	-	-	-		
<b>Profit Before Tax</b>	<b>0.5</b>	<b>(2.6)</b>	<b>(5.7)</b>	<b>(0.5)</b>	<b>1.3</b>	<b>2.1</b>	<b>1.2</b>	<b>0.8</b>	<b>23.4%</b>	<b>-13.4%</b>
Tax Expense	(0.4)	(0.2)	(0.0)	(0.2)	(0.1)	(0.4)	(0.2)	(0.2)		
Effective Tax Rate	77.5%	n.a.	n.a.	n.a.	9.7%	20.0%	20.0%	20.0%		
Minority Interests	-	-	-	(1.3)	(1.1)	(1.1)	(1.1)	(1.1)		
Discontinued Activities	-	-	-	-	-	-	-	-		
<b>Net Profit</b>	<b>0.1</b>	<b>(2.8)</b>	<b>(5.8)</b>	<b>(2.0)</b>	<b>0.0</b>	<b>0.5</b>	<b>(0.2)</b>	<b>(0.5)</b>	<b>-34.8%</b>	<i>n.a.</i>
Net Profit growth	109.3%	n.a.	-102.5%	64.9%	101.1%	n.a.	-138.5%	-127.2%		
<b>Ordinary Net Profit</b>	<b>0.4</b>	<b>(1.4)</b>	<b>(3.3)</b>	<b>(2.4)</b>	<b>(0.4)</b>	<b>0.5</b>	<b>(0.2)</b>	<b>(0.5)</b>	<b>-31.5%</b>	<b>-7.9%</b>
Ordinary Net Profit growth	124.7%	-480.3%	-136.8%	28.7%	84.5%	243.6%	-138.5%	-127.2%		
Cash Flow (EUR Mn)	2019	2020	2021	2022	2023	2024e	2025e	2026e	19-23	23-26e
<b>Recurrent EBITDA</b>						<b>7.3</b>	<b>7.9</b>	<b>8.8</b>	<i>n.a.</i>	<b>10.7%</b>
Rentals (IFRS 16 impact)						(1.6)	(1.6)	(1.6)		
Working Capital Increase						(0.5)	0.1	0.2		
<b>Recurrent Operating Cash Flow</b>						<b>5.2</b>	<b>6.3</b>	<b>7.4</b>	<b>45.5%</b>	<b>43.5%</b>
CAPEX						(1.4)	(1.5)	(1.7)		
Net Financial Result affecting the Cash Flow						(2.2)	(2.1)	(1.9)		
Tax Expense						(0.4)	(0.2)	(0.2)		
<b>Recurrent Free Cash Flow</b>						<b>1.2</b>	<b>2.5</b>	<b>3.6</b>	<b>19.0%</b>	<i>n.a.</i>
Restructuring Expense & Other non-rec.						-	-	-		
- Acquisitions / + Divestures of assets						-	-	-		
Extraordinary Inc./Exp. Affecting Cash Flow						-	-	-		
<b>Free Cash Flow</b>						<b>1.2</b>	<b>2.5</b>	<b>3.6</b>	<b>20.5%</b>	<b>97.3%</b>
Capital Increase						-	-	-		
Dividends						-	-	-		
<b>Net Debt Variation</b>						<b>(1.2)</b>	<b>(2.5)</b>	<b>(3.6)</b>		

Note 1: Historical data for 2022 and 2023 include the accounting change to IFRS (as well as financial projections). The rest of the historical years follow the General Accounting Plan.

## Appendix 2. Free Cash Flow<sup>(1)</sup>

A) Cash Flow Analysis (EUR Mn)	2020	2021	2022	2023	2024e	2025e	2026e	CAGR	
								20-23	23-26e
<b>Recurrent EBITDA</b>	<b>(0.6)</b>	<b>1.2</b>	<b>4.3</b>	<b>6.5</b>	<b>7.3</b>	<b>7.9</b>	<b>8.8</b>	<i>n.a.</i>	<b>10.7%</b>
<i>Recurrent EBITDA growth</i>	<i>n.a.</i>	<i>318.5%</i>	<i>251.9%</i>	<i>52.8%</i>	<i>12.0%</i>	<i>8.0%</i>	<i>12.1%</i>		
<i>Rec. EBITDA/Revenues</i>	<i>n.a.</i>	<i>2.2%</i>	<i>4.2%</i>	<i>6.4%</i>	<i>7.0%</i>	<i>7.4%</i>	<i>7.9%</i>		
- Rentals (IFRS 16 impact)	-	-	(1.2)	(1.6)	(1.6)	(1.6)	(1.6)		
+/- Working Capital increase	3.5	1.3	5.2	(2.4)	(0.5)	0.1	0.2		
<b>= Recurrent Operating Cash Flow</b>	<b>2.9</b>	<b>2.6</b>	<b>8.3</b>	<b>2.5</b>	<b>5.2</b>	<b>6.3</b>	<b>7.4</b>	<b>-4.9%</b>	<b>43.5%</b>
<i>Rec. Operating Cash Flow growth</i>	<i>388.1%</i>	<i>-11.9%</i>	<i>225.6%</i>	<i>-70.0%</i>	<i>107.6%</i>	<i>22.0%</i>	<i>16.7%</i>		
<i>Rec. Operating Cash Flow / Sales</i>	<i>14.2%</i>	<i>4.6%</i>	<i>8.2%</i>	<i>2.4%</i>	<i>4.9%</i>	<i>5.9%</i>	<i>6.6%</i>		
- CAPEX	(5.1)	(8.7)	(5.0)	(1.3)	(1.4)	(1.5)	(1.7)		
- Net Financial Result affecting Cash Flow	(1.2)	(1.8)	(1.4)	(1.2)	(2.2)	(2.1)	(1.9)		
- Taxes	(0.2)	(0.0)	(0.2)	-	(0.4)	(0.2)	(0.2)		
<b>= Recurrent Free Cash Flow</b>	<b>(3.7)</b>	<b>(8.0)</b>	<b>1.7</b>	<b>0.0</b>	<b>1.2</b>	<b>2.5</b>	<b>3.6</b>	<b>26.1%</b>	<i>n.a.</i>
<i>Rec. Free Cash Flow growth</i>	<i>20.7%</i>	<i>-116.5%</i>	<i>121.5%</i>	<i>-99.0%</i>	<i>n.a.</i>	<i>112.9%</i>	<i>45.7%</i>		
<i>Rec. Free Cash Flow / Revenues</i>	<i>n.a.</i>	<i>n.a.</i>	<i>1.7%</i>	<i>0.0%</i>	<i>1.1%</i>	<i>2.3%</i>	<i>3.2%</i>		
- Restructuring expenses & others	(1.2)	(1.0)	0.6	-	-	-	-		
- Acquisitions / + Divestments	(28.0)	(33.7)	0.3	0.5	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow	-	-	2.4	-	-	-	-		
<b>= Free Cash Flow</b>	<b>(32.9)</b>	<b>(42.7)</b>	<b>5.0</b>	<b>0.5</b>	<b>1.2</b>	<b>2.5</b>	<b>3.6</b>	<b>26.3%</b>	<b>97.3%</b>
<i>Free Cash Flow growth</i>	<i>-666.5%</i>	<i>-29.9%</i>	<i>111.7%</i>	<i>-90.6%</i>	<i>147.4%</i>	<i>112.9%</i>	<i>45.7%</i>		
<i>Recurrent Free Cash Flow - Yield (s/Mkt Cap)</i>	<i>n.a.</i>	<i>n.a.</i>	<i>1.8%</i>	<i>0.0%</i>	<i>1.2%</i>	<i>2.6%</i>	<i>3.7%</i>		
<i>Free Cash Flow Yield (s/Mkt Cap)</i>	<i>n.a.</i>	<i>n.a.</i>	<i>5.2%</i>	<i>0.5%</i>	<i>1.2%</i>	<i>2.6%</i>	<i>3.7%</i>		
<b>B) Analytical Review of Annual Recurrent Free Cash Flow Performance (Eur Mn)</b>									
	2020	2021	2022	2023	2024e	2025e	2026e	CAGR	
<b>Recurrent FCF(FY - 1)</b>	<b>(4.6)</b>	<b>(3.7)</b>	<b>(8.0)</b>	<b>1.7</b>	<b>0.0</b>	<b>1.2</b>	<b>2.5</b>		
EBITDA impact from revenue increase	0.0	(0.9)	1.0	0.0	0.1	0.1	0.4		
EBITDA impact from EBITDA/Sales variation	(0.6)	2.7	2.0	2.2	0.7	0.4	0.6		
<b>= Recurrent EBITDA variation</b>	<b>(0.6)</b>	<b>1.8</b>	<b>3.1</b>	<b>2.3</b>	<b>0.8</b>	<b>0.6</b>	<b>1.0</b>		
- Rentals (IFRS 16 impact) variation impact	-	-	(1.2)	(0.5)	-	-	-		
+/- Working capital variation impact	4.5	(2.1)	3.9	(7.6)	1.9	0.5	0.1		
<b>= Recurrent Operating Cash Flow variation</b>	<b>3.9</b>	<b>(0.3)</b>	<b>5.8</b>	<b>(5.8)</b>	<b>2.7</b>	<b>1.1</b>	<b>1.1</b>		
+/- CAPEX impact	(2.5)	(3.6)	3.7	3.7	(0.1)	(0.1)	(0.2)		
+/- Financial result variation	(0.6)	(0.6)	0.4	0.2	(1.0)	0.1	0.2		
+/- Tax impact	0.2	0.2	(0.2)	0.2	(0.4)	0.2	0.1		
<b>= Recurrent Free Cash Flow variation</b>	<b>1.0</b>	<b>(4.3)</b>	<b>9.7</b>	<b>(1.7)</b>	<b>1.1</b>	<b>1.3</b>	<b>1.1</b>		
<b>Recurrent Free Cash Flow</b>	<b>(3.7)</b>	<b>(8.0)</b>	<b>1.7</b>	<b>0.0</b>	<b>1.2</b>	<b>2.5</b>	<b>3.6</b>		
<b>C) "FCF to the Firm" (pre debt service) (EUR Mn)</b>									
	2020	2021	2022	2023	2024e	2025e	2026e	CAGR	
<b>EBIT</b>	<b>(1.2)</b>	<b>(3.6)</b>	<b>0.9</b>	<b>3.1</b>	<b>4.3</b>	<b>3.3</b>	<b>2.7</b>	<b>66.3%</b>	<b>-4.1%</b>
* Theoretical Tax rate	0.0%	0.0%	0.0%	9.7%	20.0%	20.0%	20.0%		
= Taxes (pre- Net Financial Result)	-	-	-	(0.3)	(0.9)	(0.7)	(0.5)		
<b>Recurrent EBITDA</b>	<b>(0.6)</b>	<b>1.2</b>	<b>4.3</b>	<b>6.5</b>	<b>7.3</b>	<b>7.9</b>	<b>8.8</b>	<i>n.a.</i>	<b>10.7%</b>
- Rentals (IFRS 16 impact)	-	-	(1.2)	(1.6)	(1.6)	(1.6)	(1.6)		
+/- Working Capital increase	3.5	1.3	5.2	(2.4)	(0.5)	0.1	0.2		
<b>= Recurrent Operating Cash Flow</b>	<b>2.9</b>	<b>2.6</b>	<b>8.3</b>	<b>2.5</b>	<b>5.2</b>	<b>6.3</b>	<b>7.4</b>	<b>-4.9%</b>	<b>43.5%</b>
- CAPEX	(5.1)	(8.7)	(5.0)	(1.3)	(1.4)	(1.5)	(1.7)		
- Taxes (pre- Financial Result)	-	-	-	(0.3)	(0.9)	(0.7)	(0.5)		
<b>= Recurrent Free Cash Flow (To the Firm)</b>	<b>(2.2)</b>	<b>(6.2)</b>	<b>3.3</b>	<b>0.9</b>	<b>2.9</b>	<b>4.2</b>	<b>5.1</b>	<b>34.1%</b>	<b>77.1%</b>
<i>Rec. Free Cash Flow (To the Firm) growth</i>	<i>39.3%</i>	<i>-174.3%</i>	<i>153.6%</i>	<i>-72.0%</i>	<i>219.5%</i>	<i>41.1%</i>	<i>23.3%</i>		
<i>Rec. Free Cash Flow (To the Firm) / Revenues</i>	<i>n.a.</i>	<i>n.a.</i>	<i>3.3%</i>	<i>0.9%</i>	<i>2.8%</i>	<i>3.9%</i>	<i>4.6%</i>		
- Acquisitions / + Divestments	(28.0)	(33.7)	0.3	0.5	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow	-	-	2.4	-	-	-	-		
<b>= Free Cash Flow "To the Firm"</b>	<b>(30.2)</b>	<b>(39.9)</b>	<b>6.0</b>	<b>1.4</b>	<b>2.9</b>	<b>4.2</b>	<b>5.1</b>	<b>26.9%</b>	<b>55.1%</b>
<i>Free Cash Flow (To the Firm) growth</i>	<i>-798.1%</i>	<i>-32.0%</i>	<i>115.0%</i>	<i>-77.1%</i>	<i>114.6%</i>	<i>41.1%</i>	<i>23.3%</i>		
<i>Rec. Free Cash Flow To the Firm Yield (o/EV)</i>	<i>n.a.</i>	<i>n.a.</i>	<i>2.7%</i>	<i>0.8%</i>	<i>2.4%</i>	<i>3.5%</i>	<i>4.3%</i>		
<i>Free Cash Flow "To the Firm" - Yield (o/EV)</i>	<i>n.a.</i>	<i>n.a.</i>	<i>5.0%</i>	<i>1.1%</i>	<i>2.4%</i>	<i>3.5%</i>	<i>4.3%</i>		

Note 1: Historical data for 2022 and 2023 include the accounting change to IFRS (as well as financial projections). The rest of the historical years follow the General Accounting Plan.

**Recurrent Free Cash Flow accumulated variation analysis (2019 - 2023)**

**Recurrent Free Cash Flow accumulated variation analysis (2023 - 2026e)**

**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	96.5	
+ Minority Interests	7.5	12m Results 2022
+ Provisions & Other L/T Liabilities	0.3	12m Results 2022
+ Net financial debt	19.9	12m Results 2022
- Financial Investments	3.7	12m Results 2022
+/- Others		
<b>Enterprise Value (EV)</b>	<b>120.5</b>	



## Appendix 4. Main peers 2024e

		TV Technologies			TV Platform			
EUR Mn		Brightcove	Kudelski	Average	Netgem	Kaltura	Average	AGIL
Market data	Ticker (Factset)	BCOV-US	KUD-CH		ALNTG-FR	KLTR-US		AGIL-ES
	Country	USA	Switzerland		France	USA		Spain
	Market cap	72.7	91.9		33.4	176.6		96.5
	Enterprise value (EV)	75.7	355.9		25.5	159.9		120.5
Basic financial information	Total Revenues	184.1	651.0		35.7	163.6		104.5
	Total Revenues growth	-2.1%	-5.9%	-4.0%	0.1%	0.0%	0.1%	1.9%
	2y CAGR (2024e - 2026e)	n.a.	6.1%	6.1%	n.a.	3.5%	3.5%	3.5%
	EBITDA	14.0	33.2		8.7	0.6		7.3
	EBITDA growth	412.6%	100.0%	256.3%	n.a.	102.1%	102.1%	5.0%
	2y CAGR (2024e - 2026e)	n.a.	33.3%	33.3%	n.a.	n.a.	n.a.	10.1%
	EBITDA/Revenues	7.6%	5.1%	6.4%	24.4%	0.4%	12.4%	7.0%
	EBIT	(2.1)	6.8		3.1	(2.9)		4.3
	EBIT growth	89.3%	157.8%	123.5%	675.0%	91.2%	383.1%	38.2%
	2y CAGR (2024e - 2026e)	n.a.	n.a.	n.a.	n.a.	-87.2%	-87.2%	-20.2%
	EBIT/Revenues	n.a.	1.0%	1.0%	8.7%	n.a.	8.7%	4.1%
	Net Profit	(3.2)	(5.5)		2.8	(39.1)		0.5
	Net Profit growth	84.8%	79.8%	82.3%	292.9%	9.7%	151.3%	n.a.
	2y CAGR (2024e - 2026e)	n.a.	n.a.	n.a.	n.a.	2.3%	2.3%	-69.6%
	CAPEX/Sales %	n.a.	1.1%	1.1%	11.1%	1.5%	6.3%	1.3%
Free Cash Flow	n.a.	18.8		3.2	(1.7)		1.2	
Net financial debt	n.a.	234.8		(5.1)	(22.9)		18.7	
ND/EBITDA (x)	n.a.	7.1	7.1	n.a.	n.a.	n.a.	2.6	
Pay-out	n.a.	0.0%	0.0%	n.a.	0.0%	0.0%	0.0%	
Multiples and Ratios	P/E (x)	n.a.	n.a.	n.a.	12.0	n.a.	12.0	n.a.
	P/BV (x)	n.a.	0.3	0.3	1.2	11.3	6.2	2.2
	EV/Revenues (x)	0.4	0.5	0.5	0.7	1.0	0.8	1.2
	EV/EBITDA (x)	5.4	10.7	8.1	2.9	n.a.	2.9	16.5
	EV/EBIT (x)	n.a.	n.a.	n.a.	8.2	n.a.	8.2	28.0
	ROE	n.a.	n.a.	n.a.	10.0	n.a.	10.0	1.2
	FCF Yield (%)	n.a.	20.4	20.4	9.6	n.a.	9.6	1.2
	DPS	n.a.	0.00	0.00	0.05	0.00	0.03	0.00
	Dvd Yield	n.a.	0.0%	0.0%	5.2%	0.0%	2.6%	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).

# LIGHTHOUSE

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#### Notes and Reports History

Date of report	Recommendation	Price (EUR)	Target price (EUR)	Period of validity	Reason for report	Analyst
12-Apr-2024	n.a.	4.16	n.a.	n.a.	12m Results 2023	Enrique Andrés Abad, CFA
25-Jul-2023	n.a.	3.66	n.a.	n.a.	6m 2023 Preliminary results	Enrique Andrés Abad, CFA
12-Jun-2023	n.a.	3.80	n.a.	n.a.	Small & Micro Caps (Spain)	David López Sánchez
22-May-2023	n.a.	3.79	n.a.	n.a.	Initiation of Coverage	Enrique Andrés Abad, CFA

