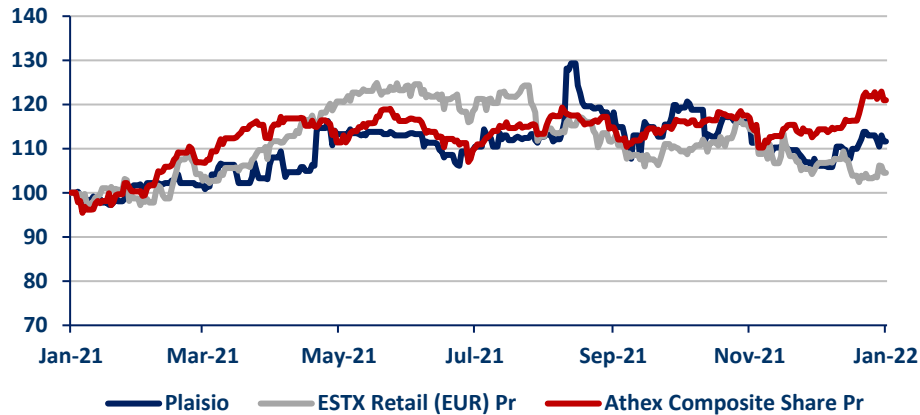


Plaisio (Not rated, valuation range €4.9-6.0)

Share Price Performance



Source: Bloomberg

Estimates

EUR mn	2019	2020	2021e	2022e	2023e
Revenues	317.1	354.6	425.1	442.7	459.4
EBITDA adj.	13.6	13.3	15.1	16.1	18.2
Net Income adj.	1.9	3.1	3.8	4.7	6.4
EPS adj. (EUR)	0.09	0.14	0.17	0.21	0.29
DPS (EUR)	0.02	0.05	0.23	0.07	0.09

Valuation

	2019	2020	2021e	2022e	2023e
P/E	39.4x	25.9x	23.3x	18.8x	13.9x
EV/EBITDA adj.	7.5x	7.3x	7.5x	7.3x	6.2x
EBIT/Interest	2.1x	2.9x	3.5x	3.8x	5.3x
Dividend Yield	0.6%	1.4%	5.7%	1.7%	2.3%
ROE	2.1%	3.3%	3.9%	4.8%	6.3%

Source: Eurobank Equities Research.

- **Strong 9-month top line execution leads us upgrade our FY'21e revenues to the tune of +9-10% ...**
 - ✓ Following the ongoing demand for PC-digital, and telecom products, as well as the rising share in the white appliances sector in the 9 months, we have raised our sales forecasts for FY21e to €425m (+20% yoy).
 - ✓ Performance has remained strong, with the e-commerce channel accounting for >10% of sales (vs c7% pre covid) after store re-opening
- **... but we have put through a milder (+3%) upgrade in our FY'21e EBITDA, penciling in gross margin erosion**
 - ✓ With estimate FY21 EBITDA to settle at €15m (+13% yoy), on a respective margin of 3.6% (-20 bps yoy), as the sales boost gets somewhat diluted by gross margin erosion.
- **Limited changes to FY22-23e due to cost inflation; mid-term prospects remain healthy**
 - ✓ We have not made material changes to our FY22-23e, as the upgrade to our revenue numbers is offset by the assumption of higher costs. We conservatively assume Plaisio delivers just €1m higher EBITDA on c€18m higher sales.
 - ✓ Mid-term prospects remain intact with operating leverage expected to gradually build on a margin turnaround as the macro backdrop improves. Our numbers envisage operating profit CAGR in the high-single digits in the 2024-28 period.
- **Attractive Valuation**
 - ✓ Current price level discounts a flat earnings profile in the long-term (namely post 2025), which seems quite a conservative scenario.
 - ✓ The shares have recouped their COVID-induced losses, quite natural given the proven resilience of the business model and mkt share gains. Our model points to an intrinsic value near €5.4 (range €4.9-6.0).