Progressive EQUITY RESEARCH

IDOX SOFTWARE & COMPUTER SERVICES

16 March 2022

IDOX.L

63.4p

Market Cap: £282.4m



Source: LSE Data (priced as at prior close)

KEY DATA	
Net (Debt)/Cash	£(8.1)m <i>(at 31/10/21)</i>
Enterprise value	£290.5m
Index/market	AIM
Next news	Update, May 2022
Shares in Issue (m)	445.4
Chairman	Chris Stone
Chief Executive	David Meaden
Chief Financial Officer	Anoop Kang

COMPANY DESCRIPTION

Idox is a software business selling to UK Public Sector and global Engineering clients.

www.idoxplc.com

IDOX IS A RESEARCH CLIENT OF PROGRESSIVE

ANALYSTS

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Flying above the turbulence

Today's AGM trading update for the period 1 November 2021 to date confirms that Idox is trading in line with expectations, with the integration of recent acquisitions running to plan. At present, the geo-political situation and industry-wide recruitment issues are on the radar but not causing significant impacts.

- Today's AGM trading update confirms that Idox continues to perform in line with management's expectations, both operationally and financially. The resilience of the business and its markets is showing through. Furthermore, the order book visibility remains good, giving management confidence – and allowing us to retain our revenue and profit forecasts.
- The update states that Idox continues to win new contracts and extend existing ones in both the Public Sector Software and Engineering Information Management businesses.
- Aligned Assets, thinkWhere and exegesis, the three acquisitions made in 2021, are integrating well and running to plan. The statement also confirms that there is 'good line of sight over an attractive M&A pipeline', which gives us encouragement that Idox will continue to execute on this part of its 'fly' phase.
- The statement also makes reference, following the announcement on 21 February, to the fact that Anoop Kang is joining the board in the role of CFO, with Rob Grubb, the previous incumbent, moving to a more strategic, M&A focused role. Anoop has significant listed PLC level experience, with a particular track record in investor relations and financial reporting, and control across diverse organisations experience that clearly complements Rob Grubb's new role.
- The statement notes current geo-political uncertainties and that there are challenges to recruiting within the industry – although it does not suggest that either are causing significant issues at present. A further trading update is to be issued after the close of the half year ending 30 April 2022.

This update provides us with further evidence of the resilience of the business and the logic of its strategy. Idox, and its management, continues to deliver on its four pillars strategy: revenue expansion, gross margin improvement, simplicity and communication – the value of the latter two being particularly appreciated at this time.

FYE OCT (£M)	2020	2021	2022E	2023E	2024E
Revenue	68.0	62.2	70.2	74.0	77.7
Adj EBITDA	19.6	19.5	22.8	25.0	26.5
Fully Adj PBT	10.5	12.4	14.6	16.5	17.8
Fully Adj EPS (p)	1.8	2.4	2.6	2.8	3.0
EV/Sales (x)	4.3x	4.7x	4.1x	3.9x	3.7x
EV/EBITDA (x)	14.8x	14.9x	12.7x	11.6x	11.0x
PER (x)	35.5x	26.7x	24.2x	22.5x	20.9x

Source: Company Information and Progressive Equity Research estimates.

This publication should not be seen as an inducement under MiFID II regulations. Please refer to important disclosures at the end of the document.



Financial Summary: Idox

Year end: October (£m unless shown)

Revenue 68.0 62.2 70.2 74.0 77.7 Adj EBITDA 19.6 19.5 22.8 25.0 26.5 Adj EBIT 12.7 12.7 15.6 17.4 18.7 Reported PBT 2.7 7.3 9.1 10.9 11.7 Fully Adj PBT 10.3 10.3 12.7 13.4 14.4 Reported PS (p) 0.1 1.3 1.6 1.9 2.1 Fully Adj PS (p) 0.3 0.4 0.5 0.6 0.7 CASH FLOW & BALANCE SHEET 2020 2021 2022E 2023E 2024E Operating cash flow 2.6 (1.0) 2.9 3.2 3.0 Acquisitions (0.6) (10.57 1.0 0.0 0.0 Shere cash flow 10.3 (1.13) 9.5 11.0 9.5 Outgrafts / borrowings/bonds (6.6.9) (26.4) (26.4) (26.4) (26.4) Cash & equivalents 30.8 18.3 2	PROFIT & LOSS	2020	2021	2022E	2023E	2024E
Adj EBIT 12.7 12.7 15.6 17.4 18.7 Reported PBT 2.7 7.3 9.1 10.9 11.7 NOPAT 10.3 10.3 12.7 13.4 14.4 Reported PST 0.1 1.3 1.6 1.9 2.1 Fully Adj EPS (p) 1.8 2.4 2.6 2.8 3.0 Dividend per share (p) 0.3 0.4 0.5 0.6 0.7 CASH FLOW & BALANCE SHEET 2020 2021 2022E 2023E 2024E Operating cash flow 11.5 (4.4) 12.9 14.2 13.4 FCF per share (p) 2.6 (1.0) 2.9 3.2 3.0 Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.3) 10.7 1.0 0.0 0.0 Shet cash flow 10.3 (11.1) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) (26.4) Cash & equivalents 30.8 18.3 <td>Revenue</td> <td>68.0</td> <td>62.2</td> <td>70.2</td> <td>74.0</td> <td>77.7</td>	Revenue	68.0	62.2	70.2	74.0	77.7
Reported PBT 2.7 7.3 9.1 10.9 11.7 Fully Adj PBT 10.5 12.4 14.6 16.5 17.8 NOPAT 10.3 10.3 12.7 13.4 14.4 Reported FPS (p) 0.1 1.3 1.6 1.9 2.1 Fully Adj EPS (p) 0.3 0.4 0.5 0.6 0.7 CASH FLOW & BALANCE SHEET 2020 2021 2022E 2023E 2024E Operating cash flow 11.5 (4.4) 12.9 3.2 3.0 Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.3) 10.7 1.0 0.0 0.8 Shares issued (0.1) 1.0 8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) (26.4) NAV AND RETURNS 2020 2021 2	Adj EBITDA	19.6	19.5	22.8	25.0	26.5
Fully Adj PBT 10.5 12.4 14.6 16.5 17.8 NOPAT 10.3 10.3 12.7 13.4 14.4 Reported EPS (p) 0.1 1.3 1.6 1.9 2.1 Fully Adj EPS (p) 1.8 2.4 2.6 2.8 3.0 Dividend per share (p) 0.3 0.4 0.5 0.6 0.7 CASH FLOW & BALANCE SHEET 2020 2021 2022E 2023E 2024E Operating cash flow 11.5 (4.4) 12.9 14.2 13.4 FCE per share (p) 2.6 (1.0) 2.9 3.2 3.0 Acquisitions (0.6) (10.5) (3.2) (1.5) [1.5) Disposals (0.3) 10.7 1.0 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) (26.4) (26.4) (26.4) (26.4) (26.4) (26.4) (26.4) (20.0) 5.2 NAV AND RET	Adj EBIT	12.7	12.7	15.6	17.4	18.7
NOPAT 10.3 10.3 12.7 13.4 14.4 Reported EPS (p) 0.1 1.3 1.6 1.9 2.1 Fully Adj EPS (p) 1.8 2.4 2.6 2.8 3.0 Dividend per share (p) 0.3 0.4 0.5 0.6 0.7 CASH FLOW & BALANCE SHEET 2020 2021 2022E 2023E 2024E Operating cash flow 2.0 10.0 23.8 25.6 24.8 Free Cash flow 11.5 (4.4) 12.9 14.2 13.4 Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.3) 10.7 1.0 0.0 0.0 Shares issued (0.1) 0.1 0.8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowing/bonds (46.9) (26.4) (26.4) (26.4) (26.4) Overdrafts / borrowings/bonds 16.5 <t< td=""><td>Reported PBT</td><td>2.7</td><td>7.3</td><td>9.1</td><td>10.9</td><td>11.7</td></t<>	Reported PBT	2.7	7.3	9.1	10.9	11.7
Reported EPS (p) 0.1 1.3 1.6 1.9 2.1 Fully Adj EPS (p) 0.3 0.4 0.5 0.6 0.7 CASH FLOW & BALANCE SHEET 2020 2021 2022E 2023E 2024E Operating cash flow 11.5 (4.4) 12.9 14.2 13.4 FCF per share (p) 2.6 (1.0) 2.9 3.2 3.0 Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.3) 10.7 1.0 0.0 0.0 Shere is issued (0.1) 0.1 0.8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 1.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) (26.4) Cash & equivalents 30.8 18.3 27.8 38.8 48.3 Net (Dett)/Cash 16.6 13.6 16.6 18.0 19.4 NAV AND RETURNS 2020 <t< td=""><td>Fully Adj PBT</td><td>10.5</td><td>12.4</td><td>14.6</td><td>16.5</td><td>17.8</td></t<>	Fully Adj PBT	10.5	12.4	14.6	16.5	17.8
Fully Adj EPS (p) 1.8 2.4 2.6 2.8 3.0 Dividend per share (p) 0.3 0.4 0.5 0.6 0.7 CASH FLOW & BALANCE SHEET 2020 2021 2022E 2023E 2023E Operating cash flow 11.5 (4.4) 12.9 14.2 13.4 FCF per share (p) 2.6 (1.0) 2.9 3.2 3.0 Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.3) 10.7 1.0 0.0 0.0 Shares issued (0.1) 0.1 0.8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) (26.4) Cash & equivalents 30.8 18.3 27.8 38.8 48.3 Net doetby/Cash (16.1) (8.1) 1.4 12.4 21.9 NAV AND RETURNS 2020	NOPAT	10.3	10.3	12.7	13.4	14.4
Dividend per share (p) 0.3 0.4 0.5 0.6 0.7 CASH FLOW & BALANCE SHEET 2020 2021 2022E 2023E 2024E Operating cash flow 11.5 (4.4) 12.9 14.2 13.4 FCF per share (p) 2.6 (1.0) 2.9 3.2 3.0 Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.1) 0.1 0.8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) (26.4) Cash & equivalents 30.8 18.3 27.8 38.8 48.3 Net (Debt)/Cash 10.6 13.6 16.6 18.0 19.4 Net asset value 47.0 60.8 74.1 80.6 86.6 NAV AND RETURNS 2020 2021 2022E 2023E 2024E Net asset value 47.0<	Reported EPS (p)	0.1	1.3	1.6	1.9	2.1
CASH FLOW & BALANCE SHEET 2020 2021 2022E 2023E 2024E Operating cash flow 11.5 (4.4) 12.9 14.2 13.4 FCF per share (p) 2.6 (1.0) 2.9 3.2 3.0 Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.3) 10.7 1.0 0.0 0.0 Share sisued (0.1) 0.1 0.8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) (26.4) Cash & equivalents 30.8 18.3 27.8 38.8 48.3 Net (Debt)/Cash (16.1) (8.1) 1.4 12.4 21.9 NAV AND RETURNS 2020 2021 2022E 2023E 2024E Net asset value 47.0 60.8 74.1 80.6 86.6 NAV/share (p) 10.6	Fully Adj EPS (p)	1.8	2.4	2.6	2.8	3.0
Operating cash flow 22.0 10.0 23.8 25.6 24.8 Free Cash flow 11.5 (4.4) 12.9 14.2 13.4 FCF per share (p) 2.6 (1.0) 2.9 3.2 3.0 Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.3) 10.7 1.0 0.0 0.0 Shares issued (0.1) 0.1 0.8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) (26.4) Cash & equivalents 30.8 18.3 27.8 38.8 48.3 Net Operatifs / borrowings/bonds (16.1) (8.1) 1.4 12.4 21.9 NAV AND RETURNS 2020 2021 2023E 2023E 2024E Net asset value 47.0 60.8 74.1 80.6 86.6 NAV/share (p) 7.6	Dividend per share (p)	0.3	0.4	0.5	0.6	0.7
Free Cash flow11.5 (4.4) 12.914.213.4FCF per share (p)2.6 (1.0) 2.93.23.0Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.3) 10.7 1.0 0.0 0.0 Shares issued (0.1) 0.1 0.8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) Cash & equivalents 30.8 18.3 27.8 38.8 48.3 Net (Debt)/Cash (16.1) (8.1) 1.4 12.4 21.9 NAV AND RETURNS 202020212022E2023E2024E Net asset value 47.0 60.8 74.1 80.6 86.6 NAV/share (p) 10.6 13.6 16.6 18.0 19.4 Net Tangible Asset Value (34.7) (31.2) (9.3) (2.0) 5.2 NTAV/share (p) (7.8) (7.0) (2.1) (0.5) 1.2 Average equity 45.8 53.9 63.7 70.0 76.4 Post-tax ROE (%) 23.0% 22.9% 22.9% 23.6% 23.3% METRICS 202020212022E2023E2024E Revenue growth N/A (8.6%) 12.9% 5.4% 7.9% Adj BBT growth 0.2% 22.9% 11.3% 7.5% <td>CASH FLOW & BALANCE SHEET</td> <td>2020</td> <td>2021</td> <td>2022E</td> <td>2023E</td> <td>2024E</td>	CASH FLOW & BALANCE SHEET	2020	2021	2022E	2023E	2024E
Free Cash flow11.5 (4.4) 12.914.213.4FCF per share (p)2.6 (1.0) 2.93.23.0Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.3) 10.7 1.0 0.0 0.0 Shares issued (0.1) 0.1 0.8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) Cash & equivalents 30.8 18.3 27.8 38.8 48.3 Net (Debt)/Cash (16.1) (8.1) 1.4 12.4 21.9 NAV AND RETURNS 202020212022E2023E2024E Net asset value 47.0 60.8 74.1 80.6 86.6 NAV/share (p) 10.6 13.6 16.6 18.0 19.4 Net Tangible Asset Value (34.7) (31.2) (9.3) (2.0) 5.2 NTAV/share (p) 23.0% 22.9% 23.6% 23.3% METRICS 202020212022E2023E2024E Revenue growthN/A (8.6%) 12.9% 5.4% 5.0% Adj EBITDA growth 0.3% 17.4% 18.3% 12.8% 7.9% Adj EBT growth 17.4% 18.3% 21.2% 7.9% Adj PBT growth 17.4% 83.3% 22.2% 23.5% 24.1% D	Operating cash flow	22.0	10.0	23.8	25.6	24.8
FCF per share (p) 2.6 (1.0) 2.9 3.2 3.0 Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.3) 10.7 1.0 0.0 0.0 Shares issued (0.1) 0.1 0.8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) (26.4) Cash & equivalents 30.8 18.3 27.8 38.8 48.3 Net (Debt)/Cash (16.1) (8.1) 1.4 12.4 21.9 NAV AND RETURNS 2020 2021 2022E 203E 2024E Net asset value 47.0 60.8 74.1 80.6 86.6 NAV/share (p) 10.6 13.6 16.6 18.0 19.4 Net asset value (37.7) (7.0) (2.1) (0.5) 1.2 Average equity 45.8 53.9 63.7 70.0 76.4 Post-tax ROE (%) 23.0%		11.5	(4.4)			13.4
Acquisitions (0.6) (10.5) (3.2) (1.5) (1.5) Disposals (0.3) 10.7 1.0 0.0 0.0 Shares issued (0.1) 0.1 0.8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4)	FCF per share (p)	2.6		2.9	3.2	3.0
Disposals (0.3) 10.7 1.0 0.0 0.0 Shares issued (0.1) 0.1 0.8 0.8 0.8 Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (26.4) (26.4) (26.4) Cash & equivalents 30.8 18.3 27.8 38.8 48.3 Net (Debt)/Cash (16.1) (8.1) 1.4 12.4 21.9 NAV AND RETURNS 2020 2021 2022E 2023E 2024E Net asset value 47.0 60.8 74.1 80.6 86.6 NAV/share (p) 10.6 13.6 16.6 18.0 19.4 Net Tangible Asset Value (34.7) (31.2) (9.3) (2.0) 5.2 NTAV/share (p) (7.8) (7.0) (2.1) (0.5) 1.2 Average equity 45.8 53.9 63.7 70.0 76.4 Post-tax ROE (%) 23.0%		(0.6)		(3.2)	(1.5)	(1.5)
Net cash flow 10.3 (11.3) 9.5 11.0 9.5 Overdrafts / borrowings/bonds (46.9) (26.4) (21.4) (21.9) NAV AND RETURNS 2020 2021 2022E 2023E 2024E Net saset value 47.0 60.8 74.1 80.6 86.6 NAV/share (p) 10.6 13.6 16.6 18.0 19.4 Net rangible Asset Value (34.7) (31.2) (9.3) (2.0) 5.2 NTAV/share (p) (7.8) (7.0) (2.1) (0.5) 1.2 Average equity 45.8 53.9 63.7 70.0 76.4 Post-tax ROE (%) 23.0% 22.	-					
Overdrafts / borrowings/bonds (46.9) (26.4) (21.9) (21.9) (21.9) (21.9) (21.9) (21.9) (21.7) (10.5) 1.2 NTAV/share (p) (7.8) (7.0) (2.1) (0.5) 1.2 (20.9) 23.3% (23.3% 23.3% 23.3% 23.3% 23.3% 23.3% 23.3% 23.3% 23.3% 23.3% 2	Shares issued	(0.1)	0.1	0.8	0.8	0.8
Cash & equivalents 30.8 18.3 27.8 38.8 48.3 Net (Debt)/Cash (16.1) (8.1) 1.4 12.4 21.9 NAV AND RETURNS 2020 2021 2022E 2023E 2024E Net asset value 47.0 60.8 74.1 80.6 86.6 NAV/share (p) 10.6 13.6 16.6 18.0 19.4 Net Tangible Asset Value (34.7) (31.2) (9.3) (2.0) 5.2 NTAV/share (p) (7.8) (7.0) (2.1) (0.5) 1.2 Average equity 45.8 53.9 63.7 70.0 76.4 Post-tax ROE (%) 23.0% 22.9% 23.6% 23.3% METRICS 2020 2021 2022E 2023E 2024E Revenue growth N/A (8.6%) 12.9% 5.4% 5.0% Adj EBITDA growth 0.2% 22.9% 11.3% 7.5% Adj EBT growth 0.2% 22.9% 11.3% 7.5% Adj EBT margins 18.7% 20.5% 23.5% 24.1	Net cash flow	10.3	(11.3)	9.5	11.0	9.5
Net (Debt)/Cash (16.1) (8.1) 1.4 12.4 21.9 NAV AND RETURNS 2020 2021 2022E 2023E 2024E Net asset value 47.0 60.8 74.1 80.6 86.6 NAV/share (p) 10.6 13.6 16.6 18.0 19.4 Net Tangible Asset Value (34.7) (31.2) (9.3) (2.0) 5.2 NTAV/share (p) (7.8) (7.0) (2.1) (0.5) 1.2 Average equity 45.8 53.9 63.7 70.0 76.4 Post-tax ROE (%) 23.0% 22.9% 22.9% 23.6% 23.3% METRICS 2020 2021 2022E 2023E 2024E Revenue growth N/A (8.6%) 12.9% 5.4% 5.0% Adj EBIT growth 0.2% 22.9% 11.3% 7.5% Adj EBIT growth 33.3% 23.8% 21.2% 16.7% Adj EBIT margins 18.7% 20.5% 22.3%	Overdrafts / borrowings/bonds	(46.9)	(26.4)	(26.4)	(26.4)	(26.4)
NAV AND RETURNS 2020 2021 2022E 2023E 2024E Net asset value 47.0 60.8 74.1 80.6 86.6 NAV/share (p) 10.6 13.6 16.6 18.0 19.4 Net Tangible Asset Value (34.7) (31.2) (9.3) (2.0) 5.2 NTAV/share (p) (7.8) (7.0) (2.1) (0.5) 1.2 Average equity 45.8 53.9 63.7 70.0 76.4 Post-tax ROE (%) 23.0% 22.9% 22.9% 23.6% 23.3% METRICS 2020 2021 2022E 2023E 2024E Revenue growth N/A (8.6%) 12.9% 5.4% 5.0% Adj EBIT growth 0.2% 22.9% 11.3% 7.5% Adj EBIT growth 33.3% 23.8% 21.2% 7.9% Dividend growth N/A 33.3% 23.8% 21.2% 16.7% Adj EBIT margins 18.7% 20.5% 22.3%	Cash & equivalents	30.8	18.3	27.8	38.8	48.3
Net asset value 47.0 60.8 74.1 80.6 86.6 NAV/share (p) 10.6 13.6 16.6 18.0 19.4 Net Tangible Asset Value (34.7) (31.2) (9.3) (2.0) 5.2 NTAV/share (p) (7.8) (7.0) (2.1) (0.5) 1.2 Average equity 45.8 53.9 63.7 70.0 76.4 Post-tax ROE (%) 23.0% 22.9% 22.9% 23.6% 23.3% METRICS 2020 2021 2022E 2023E 2024E Revenue growth N/A (8.6%) 12.9% 5.4% 5.0% Adj EBITDA growth 0.2% 22.9% 11.3% 7.5% Adj EBT growth 0.2% 22.9% 11.3% 7.5% Adj EBT growth 33.3% 23.8% 21.2% 7.9% Dividend growth N/A 33.3% 23.8% 21.2% 16.7% Adj EBIT margins 18.7% 20.5% 22.3% 22.3%	Net (Debt)/Cash	(16.1)	(8.1)	1.4	12.4	21.9
NAV/share (p) 10.6 13.6 16.6 18.0 19.4 Net Tangible Asset Value (34.7) (31.2) (9.3) (2.0) 5.2 NTAV/share (p) (7.8) (7.0) (2.1) (0.5) 1.2 Average equity 45.8 53.9 63.7 70.0 76.4 Post-tax ROE (%) 23.0% 22.9% 22.9% 23.6% 23.3% METRICS 2020 2021 2022E 2023E 2024E Revenue growth N/A (8.6%) 12.9% 5.4% 5.0% Adj EBITDA growth (0.3%) 16.8% 9.6% 6.0% Adj EBIT growth 0.2% 22.9% 11.3% 7.5% Adj PBT growth 17.4% 18.3% 12.8% 7.9% Dividend growth N/A 33.3% 23.8% 21.2% 16.7% Adj EBIT margins 18.7% 20.5% 22.3% 23.5% 24.1% VALUATION 2020 2021 2022E 2023E	NAV AND RETURNS	2020	2021	2022E	2023E	2024E
Net Tangible Asset Value (34.7) (31.2) (9.3) (2.0) 5.2 NTAV/share (p) (7.8) (7.0) (2.1) (0.5) 1.2 Average equity 45.8 53.9 63.7 70.0 76.4 Post-tax ROE (%) 23.0% 22.9% 22.9% 23.6% 23.3% METRICS 2020 2021 2022E 2023E 2024E Revenue growth N/A (8.6%) 12.9% 5.4% 5.0% Adj EBITDA growth 0.2% 22.9% 11.3% 7.5% Adj EBIT growth 0.2% 22.9% 11.3% 7.5% Adj PBT growth 17.4% 18.3% 12.8% 7.9% Adj EBIT margins 18.7% 22.9% 10.4% 7.2% 7.9% Dividend growth N/A 33.3% 23.8% 21.2% 16.7% Adj EBIT margins 18.7% 20.5% 22.3% 20.35% 24.1% VALUATION 2020 2021 2022E 2023E	Net asset value	47.0	60.8	74.1	80.6	86.6
NTAV/share (p) (7.8) (7.0) (2.1) (0.5) 1.2 Average equity 45.8 53.9 63.7 70.0 76.4 Post-tax ROE (%) 23.0% 22.9% 22.9% 23.6% 23.3% METRICS 2020 2021 2022E 2023E 2024E Revenue growth N/A (8.6%) 12.9% 5.4% 5.0% Adj EBITDA growth 0.3%) 16.8% 9.6% 6.0% Adj EBIT growth 0.2% 22.9% 11.3% 7.5% Adj PBT growth 17.4% 18.3% 12.8% 7.9% Adj EPS growth 32.9% 10.4% 7.2% 7.9% Dividend growth N/A 33.3% 23.8% 21.2% 16.7% Adj EBIT margins 18.7% 20.5% 22.3% 23.5% 241.1% VALUATION 2020 2021 2022E 2023E 2024E EV/Sales (x) 4.3 4.7 4.1 3.9 3.7	NAV/share (p)	10.6	13.6	16.6	18.0	19.4
Average equity45.853.963.770.076.4Post-tax ROE (%)23.0%22.9%22.9%23.6%23.3%METRICS202020212022E2023E2024ERevenue growthN/A(8.6%)12.9%5.4%5.0%Adj EBITDA growth(0.3%)16.8%9.6%6.0%Adj EBIT growth0.2%22.9%11.3%7.5%Adj EBIT growth0.2%22.9%11.3%7.5%Adj EPS growth32.9%10.4%7.2%7.9%Dividend growthN/A33.3%23.8%21.2%16.7%Adj EBIT margins18.7%20.5%22.3%23.5%24.1%VALUATION202020212022E2023E2024EEV/Sales (x)4.34.74.13.93.7EV/EBITDA (x)14.814.912.711.611.0EV/NOPAT (x)28.228.222.921.720.2PER (x)0.5%0.6%0.8%0.9%1.1%	Net Tangible Asset Value	(34.7)	(31.2)	(9.3)	(2.0)	5.2
Post-tax ROE (%) 23.0% 22.9% 22.9% 23.6% 23.3% METRICS 2020 2021 2022E 2023E 2024E Revenue growth N/A (8.6%) 12.9% 5.4% 5.0% Adj EBITDA growth (0.3%) 16.8% 9.6% 6.0% Adj EBIT growth 0.2% 22.9% 11.3% 7.5% Adj PBT growth 17.4% 18.3% 12.8% 7.9% Adj EPS growth 32.9% 10.4% 7.2% 7.9% Dividend growth N/A 33.3% 23.8% 21.2% 16.7% Adj EBIT margins 18.7% 20.5% 22.3% 23.5% 24.1% VALUATION EV/Sales (x) 4.3 4.7 4.1 3.9 3.7 EV/Sales (x) 14.8 14.9 12.7 11.6 11.0 EV/NOPAT (x) 28.2 28.2 22.9 21.7 20.2 PER (x) 35.5 26.7 24.2 22.5 20.9 Dividend yield 0.5% 0.6% 0.8%	NTAV/share (p)	(7.8)	(7.0)	(2.1)	(0.5)	1.2
METRICS 2020 2021 2022E 2023E 2024E Revenue growth N/A (8.6%) 12.9% 5.4% 5.0% Adj EBITDA growth (0.3%) 16.8% 9.6% 6.0% Adj EBIT growth 0.2% 22.9% 11.3% 7.5% Adj EBT growth 17.4% 18.3% 12.8% 7.9% Adj EPS growth 32.9% 10.4% 7.2% 7.9% Dividend growth 18.7% 20.5% 22.3% 23.5% 24.1% VALUATION 2020 2021 2022E 2023E 2024E EV/Sales (x) 4.3 4.7 4.1 3.9 3.7 EV/RBITDA (x) 14.8 14.9 12.7 11.6 11.0 EV/NOPAT (x) 28.2 28.2 22.9 21.7 20.2 PER (x) 35.5 26.7 24.2 22.5 20.9 Dividend yield 0.5% 0.6% 0.8% 0.9% 1.1%	Average equity	45.8	53.9	63.7	70.0	76.4
Revenue growth Adj EBITDA growth N/A (8.6%) (0.3%) 12.9% 16.8% 5.4% 9.6% 5.0% 6.0% Adj EBIT growth Adj PBT growth 0.2% 22.9% 11.3% 7.5% Adj PBT growth Adj EPS growth 17.4% 18.3% 12.8% 7.9% Adj EPS growth 32.9% 10.4% 7.2% 7.9% Dividend growth Adj EBIT margins N/A 33.3% 23.8% 21.2% 16.7% VALUATION 2020 2021 2022E 2023E 2024E EV/Sales (x) 4.3 4.7 4.1 3.9 3.7 EV/EBITDA (x) 14.8 14.9 12.7 11.6 11.0 EV/NOPAT (x) 28.2 28.2 22.9 21.7 20.2 PER (x) 35.5 26.7 24.2 22.5 20.9 Dividend yield 0.5% 0.6% 0.8% 0.9% 1.1%	Post-tax ROE (%)	23.0%	22.9%	22.9%	23.6%	23.3%
Adj EBITDA growth (0.3%) 16.8% 9.6% 6.0% Adj EBIT growth 0.2% 22.9% 11.3% 7.5% Adj PBT growth 17.4% 18.3% 12.8% 7.9% Adj EPS growth 32.9% 10.4% 7.2% 7.9% Dividend growth N/A 33.3% 23.8% 21.2% 16.7% Adj EBIT margins 18.7% 20.5% 22.3% 23.5% 24.1% VALUATION EV/Sales (x) 4.3 4.7 4.1 3.9 3.7 EV/EBITDA (x) 14.8 14.9 12.7 11.6 11.0 EV/NOPAT (x) 28.2 28.2 22.9 21.7 20.2 PER (x) 35.5 26.7 24.2 22.5 20.9 Dividend yield 0.5% 0.6% 0.8% 0.9% 1.1%	METRICS	2020	2021	2022E	2023E	2024E
Adj EBIT growth 0.2% 22.9% 11.3% 7.5% Adj PBT growth 17.4% 18.3% 12.8% 7.9% Adj EPS growth 32.9% 10.4% 7.2% 7.9% Dividend growth N/A 33.3% 23.8% 21.2% 16.7% Adj EBIT margins 18.7% 20.5% 22.3% 23.5% 24.1% VALUATION 2020 2021 2022E 2023E 2024E EV/Sales (x) 4.3 4.7 4.1 3.9 3.7 EV/EBITDA (x) 14.8 14.9 12.7 11.6 11.0 EV/NOPAT (x) 28.2 28.2 22.9 21.7 20.2 PER (x) 35.5 26.7 24.2 22.5 20.9 Dividend yield 0.5% 0.6% 0.8% 0.9% 1.1%	Revenue growth	N/A	(8.6%)	12.9%	5.4%	5.0%
Adj PBT growth17.4%18.3%12.8%7.9%Adj EPS growth32.9%10.4%7.2%7.9%Dividend growthN/A33.3%23.8%21.2%16.7%Adj EBIT margins18.7%20.5%22.3%23.5%24.1%VALUATIONEV/Sales (x)4.34.74.13.93.7EV/EBITDA (x)14.814.912.711.611.0EV/NOPAT (x)28.228.222.921.720.2PER (x)35.526.724.222.520.9Dividend yield0.5%0.6%0.8%0.9%1.1%	Adj EBITDA growth		(0.3%)	16.8%	9.6%	6.0%
Adj EPS growth 32.9% 10.4% 7.2% 7.9% Dividend growth N/A 33.3% 23.8% 21.2% 16.7% Adj EBIT margins 18.7% 20.5% 22.3% 23.5% 24.1% VALUATION 2020 2021 2022E 2023E 2024E EV/Sales (x) 4.3 4.7 4.1 3.9 3.7 EV/EBITDA (x) 14.8 14.9 12.7 11.6 11.0 EV/NOPAT (x) 28.2 28.2 22.9 21.7 20.2 PER (x) 35.5 26.7 24.2 22.5 20.9 Dividend yield 0.5% 0.6% 0.8% 0.9% 1.1%	Adj EBIT growth		0.2%	22.9%	11.3%	7.5%
Dividend growth N/A 33.3% 23.8% 21.2% 16.7% Adj EBIT margins 18.7% 20.5% 22.3% 23.5% 24.1% VALUATION 2020 2021 2022E 2023E 2024E EV/Sales (x) 4.3 4.7 4.1 3.9 3.7 EV/EBITDA (x) 14.8 14.9 12.7 11.6 11.0 EV/NOPAT (x) 28.2 28.2 22.9 21.7 20.2 PER (x) 35.5 26.7 24.2 22.5 20.9 Dividend yield 0.5% 0.6% 0.8% 0.9% 1.1%	Adj PBT growth		17.4%	18.3%	12.8%	7.9%
Adj EBIT margins18.7%20.5%22.3%23.5%24.1%VALUATION202020212022E2023E2024EEV/Sales (x)4.34.74.13.93.7EV/EBITDA (x)14.814.912.711.611.0EV/NOPAT (x)28.228.222.921.720.2PER (x)35.526.724.222.520.9Dividend yield0.5%0.6%0.8%0.9%1.1%	Adj EPS growth		32.9%	10.4%	7.2%	7.9%
VALUATION202020212022E2023E2024EEV/Sales (x)4.34.74.13.93.7EV/EBITDA (x)14.814.912.711.611.0EV/NOPAT (x)28.228.222.921.720.2PER (x)35.526.724.222.520.9Dividend yield0.5%0.6%0.8%0.9%1.1%	Dividend growth	N/A	33.3%	23.8%	21.2%	16.7%
EV/Sales (x)4.34.74.13.93.7EV/EBITDA (x)14.814.912.711.611.0EV/NOPAT (x)28.228.222.921.720.2PER (x)35.526.724.222.520.9Dividend yield0.5%0.6%0.8%0.9%1.1%	Adj EBIT margins	18.7%	20.5%	22.3%	23.5%	24.1%
EV/EBITDA (x)14.814.912.711.611.0EV/NOPAT (x)28.228.222.921.720.2PER (x)35.526.724.222.520.9Dividend yield0.5%0.6%0.8%0.9%1.1%	VALUATION	2020	2021	2022E	2023E	2024E
EV/EBITDA (x)14.814.912.711.611.0EV/NOPAT (x)28.228.222.921.720.2PER (x)35.526.724.222.520.9Dividend yield0.5%0.6%0.8%0.9%1.1%	EV/Sales (x)	4.3	4.7	4.1	3.9	3.7
EV/NOPAT (x)28.228.222.921.720.2PER (x)35.526.724.222.520.9Dividend yield0.5%0.6%0.8%0.9%1.1%						
PER (x) 35.5 26.7 24.2 22.5 20.9 Dividend yield 0.5% 0.6% 0.8% 0.9% 1.1%	EV/NOPAT (x)					
Dividend yield 0.5% 0.6% 0.8% 0.9% 1.1%	PER (x)	35.5	26.7	24.2	22.5	20.9
FCF vield 4.1% (1.6%) 4.6% 5.1% 4.8%		0.5%	0.6%	0.8%	0.9%	1.1%
	FCF yield	4.1%	(1.6%)	4.6%	5.1%	4.8%

Source: Company information and Progressive Equity Research estimates



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