

## Even stronger than expected

Consti's net sales in Q4 amounted to EUR 93.3m, above our and consensus estimates (EUR 85.1m/86.0m Evli/cons.), with growth of 12.9% y/y. EBIT amounted to EUR 4.8m, also above our and consensus estimates (EUR 3.7m/3.4m Evli/cons.). Guidance for FY 2023: operating result for 2023 will be in the range of EUR 9.5–13.5 million.

- Net sales in Q4 were EUR 93.3m (EUR 82.6m in Q4/21), above our and consensus estimates (EUR 85.1m/86.0m Evli/cons.). Sales growth was impressive at 12.9% y/y.
- Adj. operating profit in Q4 amounted to EUR 4.8m (EUR 3.0m in Q4/21), above our and consensus estimates (EUR 3.7m/3.4m Evli/cons.) at a margin of 5.2% (3.6%).
- EPS in Q4 amounted to EUR 0.49 (EUR 0.30 in Q4/21), above our and consensus estimates (EUR 0.36/0.33 Evli/cons.).
- The order backlog in Q4 was EUR 246.7m (EUR 218.6m in Q4/21), up by 12.8% y/y. Order intake was EUR 109.1m in Q4 (Q4/21: EUR 66.9m).
- Free cash flow amounted to EUR 10.4m (Q4/21: EUR 6.1m).
- The company's order intake was impressive as it won multiple significant orders during Q4 such as Oulunkylä elementary school and kindergarten and Jorvi Hospital
- The profitability continues to be strong despite the cost inflation having a negative effect, the projects progressed as planned during the quarter and Consti did not experience such problems with projects as it did during Q4 2021
- **Guidance for 2023:** Operating result for 2023 will be in the range of EUR 9.5–13.5 million

**Rating** 🇺🇸 BUY

Q4/22	Actual	Evli	Consensus	Year ago	Q3/22
Net sales	93.3	85.1	86.0	82.6	79.0
EBIT	4.8	3.7	3.4	3.0	3.3
EPS	0.49	0.36	0.33	0.30	0.32

Deviation	Actual	Evli	Consensus	Year ago	Q3/22
Net sales		10 %	8 %	13 %	18 %
EBIT		29 %	41 %	60 %	45 %
EPS		35 %	48 %	63 %	54 %

*Consensus by FactSet*

 Share price, EUR (Last trading day's closing price) 11.85

 Target price, EUR 13.0

 Latest change in recommendation 26-Jul-21

 Latest report on company 30-Jan-23

 Research paid by issuer: YES

 No. of shares outstanding, '000's 7,735

 No. of shares fully diluted, '000's 7,735

 Market cap, EURm 92

 Free float, % 45.9

 Exchange rate EUR 1.000

 Reuters code CONSTI.HE

 Bloomberg code CONSTI FH

 Average daily volume, EURm 0.1

 Next interim report 03-Feb-23

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🇺🇸 BUY 🟡 HOLD 🔴 SELL

### PRE-REPORT KEY FIGURES

	Sales EURm	EBIT EURm	EBIT %	FCF EURm	EPS EUR	P/E (x)	EV/Sales (x)	EV/EBIT (x)	FCF yield %	DPS EUR
2020	274.6	8.2	3.0%	15.1	0.71	14.2	0.3	10.6	19.2	0.40
2021	288.8	5.7	2.0%	-3.1	0.47	25.9	0.4	19.1	-3.3	0.45
2022E	297.0	10.3	3.5%	8.2	0.98	12.1	0.3	9.8	9.0	0.49
2023E	303.8	11.6	3.8%	9.1	1.12	10.5	0.3	8.2	9.9	0.56
2024E	311.8	12.5	4.0%	9.7	1.23	9.7	0.3	7.3	10.6	0.61
Market cap, EURm			92	BV per share 2022E, EUR		26.3	CAGR EPS 2021-24, %			38.1
Net debt 2022E, EURm			9	Price/book 2022E		2.5	CAGR sales 2021-24, %			2.6
Enterprise value, EURm			101	Dividend yield 2022E, %		4.1	ROE 2022E, %			22.2
Total assets 2022E, EURm			120	Tax rate 2022E, %		20.0	ROCE 2022E, %			16.2
Goodwill 2022E, EURm			50	Equity ratio 2022E, %		29.9	PEG, P/E 22/CAGR			1.3

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

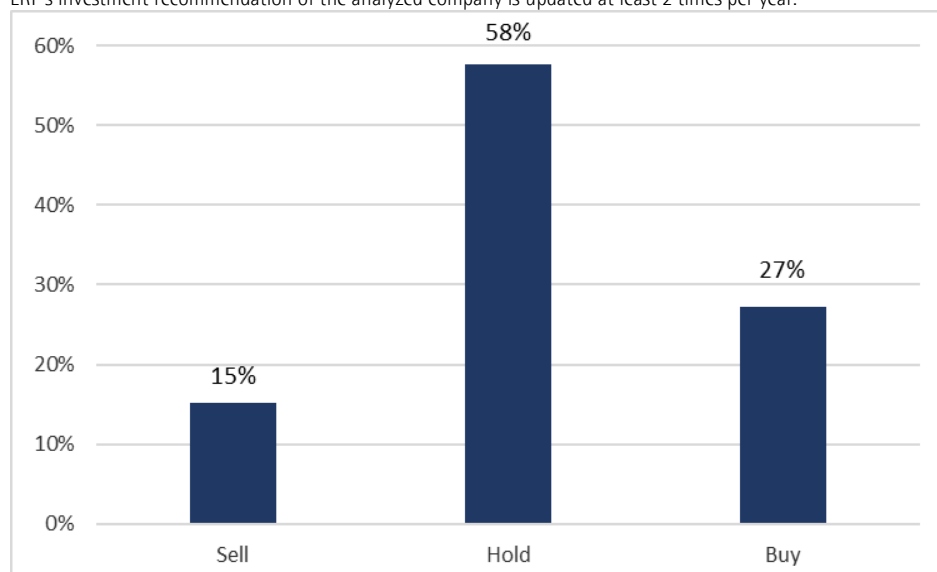
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Target price compared to share price	Recommendation
< -10 %	SELL
-10 – (+10) %	HOLD
> 10 %	BUY

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Name(s) of the analyst(s): Salokivi, Jortikka

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