



PUBLICATIONS

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AUDIOVALLEY

2021 Revenue (+)

(Company)

Another successful quarter

Audiovalley is ending the year on a high note, reporting another quarter of very strong growth. Q4 revenues were up 42% to €8.5 million, supported as expected by the tremendous momentum of Targetspot (+47% to €7.9m). For the whole year, this brings the group's revenues to €28.3m, up by 45% (+48% at constant exchange rates), including €26.1m for Targetspot, which is up by 51% (+54% at constant exchange rates). Jamendo's activity was almost stable at €2.2m.

In 2022, Audiovalley is expected to maintain its strong growth, with Targetspot remaining the main driver, while waiting for Bridger and Winamp to gradually emerge as new growth levers in the music sector.

Audiovalley has once again confirmed its incredible traction, driven by the growth of advertising spending in Digital Audio. Newsflow should remain buoyant through 2022 and finally provide the catalysts for a strong revaluation of the stock. We maintain our Buy opinion and our TP of €6.2.

Buy, TP of 6,2 € - Jean-Pierre Tabart : +33 1 78 95 71 60

Market Data	
Industry	Media Technology
Share Price (€)	3,2
Market Cap (€M)	42,3
Market Segment	Euronext Growth
Bloomberg	ALAVY FP

Ownership structure	
Founder/Managers	43,1%
Free float	56,7%
Treasury shares	0,2%

€M (31/12)	2020	2021e	2022e	2023e
Sales (€M)	19,6	28,3	38,1	47,8
Growth	-10,8%	44,6%	34,6%	25,4%
EBIT	-3,4	-2,3	-0,3	1,9
Op. Margin(%)	-17,1%	-8,2%	-0,8%	4,0%
Net income	-4,8	-3,4	-1,5	0,7
EPS diluted €	-0,39	-0,21	-0,07	0,08
EPS growth	ns	ns	ns	ns
Dividend	0,00	0,00	0,00	0,00
Yield (%)	0,0%	0,0%	0,0%	0,0%
FCF	-0,3	0,7	2,4	4,6
ROCE	ns	ns	ns	7,5%
EV/Sales (x)		1,7	1,2	0,8
VE/EBIT (x)		ns	ns	21,0
PE (x)		ns	ns	ns
Net Debt	14,5	5,2	2,8	-1,9
Gearing	98%	26%	15%	-10%

Midcap Partners estimates

Upcoming event : NR 2021 - 21/04/2022

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- 2.Comparable method: application of market valuation multiples or those observed in recent transactions. These multiples can be used as references and applied to the company's financial aggregates to deduce its valuation. The sample is selected by the analyst based on the characteristics of the company (size, growth, profitability, etc.). The analyst may also apply a premium/discount depending on his perception of the company's characteristics.
- 3.Assets and liabilities method: estimate of the value of equity capital based on revalued assets adjusted for the value of the debt.
- 4.Discounted dividend method: discounting of estimated future dividend flows. The discount rate used is generally the cost of capital.
- 5.Sum of the parts: this method consists of estimating the various activities of a company using the most appropriate valuation method for each of them, then realizing the sum of the parts.

Conflict of Interests

Company	Conflict Type
AUBAY	G
AUDIOVALLEY	E,G
ELIOR	Nil
GROUPE BERKEM	D,F
GROUPE CRIT	Nil
INFOTEL	Nil
INVIBES ADVERTISING	D,F,G
MAISONS DU MONDE	Nil
SIDETRADE	D,F,G
SOLUTIONS 30	G
U10	D,F,G
XILAM	D,G

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