

CYBEROO

BUY

Price (Eu): 4.19

Target Price (Eu): 6.80

SECTOR: Industrials

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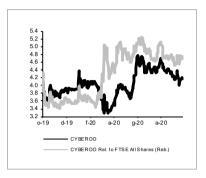
Satisfactory client acquisition in 1H20 Supports Our View on the Stock

- Top line grows despite impact of Covid-19. CYB reported 1H20 net sales of €2.81mn, with positive growth of +6.5% YoY, albeit 6% below our est, due to a slowdown in IT spending among Italian companies, mainly caused by Covid-19. Specifically, the CySec segment grew +31% to €0.67mn (vs our est. €0.86mn), beating low Italian growth in cybersecurity demand (+3% est. for 2020), while the Managed Service (MS) segment grew +5% to €2.01mn (vs our est. €1.96mn). We highlight that the lower top-line growth is also due to the aggressive commercial policy implemented by CYB, "Defense for Italy", which offers new clients 3 months free of charge (during which time no revenue is recognised) as part of a binding 15-month contract.
- Margins up despite fixed cost scale-up, aggressive R&D effort impacts FCF. EBITDA was up +18% YoY to €1.22mn (5% above our est.), a 43% margin on net sales (vs our est. 39%), notwithstanding growing staff costs (+47% YoY), partly due to higher-than-expected cost capitalisation and other revenues. Net income was €0.36mn, above our €0.21mn est., partly thanks to the low tax rate (20% vs 33% est.). FCF was slightly negative at €-0.19mn, below our €+0.19mn, due to higher CapEx (€1.81mn vs our est. €0.65mn) that primarily reflects an acceleration of R&D projects for new product launches and new, additional features. The NFP remained positive at €3.08mn (€3.29mn at YE19).
- Conference call highlights. CYB still aims to get its core MDR offering into the prestigious Gartner market guide, which would unlock substantial commercial visibility in Italy and abroad. CYB also confirmed that prospects in its main markets remained attractive in the mid-run and renewed its confidence in the quality of its core offering. New clients acquired during 1H20 were in line with plans (and our expectations) with new contracts for key offerings amounting to ca. +20 in CySec and ca. +30 in MS. A repeat of the 1H CapEx and tax rate is envisaged in 2H.
- Changes to estimates. We have revised our net sales estimates down to better reflect the implications of CYB's commercial policy, as seen in 1H. We have slightly upgraded our client net adds forecast for 20E, implying an initial client base broadly unchanged for 21E, a year for which we still expect material commercial growth (CySec/MS core offerings net adds forecast at +40/+60 for 20E, +150/+200 for 21E) to unlock substantial margin accretion through robust fixed-cost absorption. We factor in higher CapEx in '20E and future years, automatically resulting in higher D&A expenses. The -22%/-17% variation in our 20E/21E EPS estimates also reflects a lower tax rate for 20E.
- BUY rating maintained, TP to €6.8 (from €7.2). 1H20 showed the expected fixed cost scale-up and healthy growth despite Covid-19 and the implications of the commercial policy. Client net adds were in line with our forecasts, a trend that should be replicated in 2H20. We still expect high growth to materialise in 21E, as reflected in our estimates and valuation. We have slightly revised our DCF-based TP to €6.8, reflecting our new, higher CapEx estimates, partly offset by better factored-in WC evolution. Our new TP reflects a 20x EV/EBIT 21E multiple, in line with peers.

| Key Figures | 2018A | 2019A | 2020E | 2021E | 2022E |
|--------------------|-------|-------|-------|-------|-------|
| Sales (Eu mn) | 5 | 7 | 8 | 13 | 20 |
| Ebitda (Eu mn) | 2 | 2 | 3 | 5 | 10 |
| Net profit (Eu mn) | 0 | 1 | 1 | 2 | 5 |
| EPS - New Adj.(Eu) | 0.000 | 0.092 | 0.067 | 0.213 | 0.490 |
| EPS - Old Adj.(Eu) | 0.000 | 0.092 | 0.085 | 0.257 | 0.520 |
| DPS (Eu) | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| Ratios & Multiples | 2018A | 2019A | 2020E | 2021E | 2022E |
| P/E Adj. | nm | 45.3 | 62.7 | 19.7 | 8.5 |
| Div. Yield | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| EV/Ebitda Adj. | 23.2 | 14.9 | 12.3 | 6.3 | 3.1 |
| ROCE | 9.6% | 21.7% | 10.5% | 35.6% | 71.0% |

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CYBEROO - 12m Performance



RATING: Unchanged
TARGET PRICE (EU): from 7.20 to 6.80
Ch. in Adj.EPS est: 2020E 2021E
-21.8% -17.3%

STOCK DATA

| Performance | 1m | 3m | 12m |
|-----------------|----|----|--------|
| Bloomberg code: | | | CYB IM |
| Reuters code: | | | CYB.MI |

| Absolute | -2.8% | -3.5% | |
|----------------|-------|-------|---------|
| Relative | -0.4% | -2.6% | |
| 12 months H/L: | | 4.7 | 78/3.28 |
| | | | |

SHAREHOLDER DATA 10 No. of Ord. shares (mn): Total No. of shares (mn): 10 Mkt Cap Ord (Eu mn): 40 Total Mkt Cap (Eu mn): 40 Mkt Float - ord (Eu mn): 10 Mkt Float (in %): 26.3% Main shareholder: **Founders** 3.7%

| BALANCE SHEET DATA | 2020 |
|---------------------------------|------|
| Book value (Eu mn): | 14 |
| BVPS (Eu): | 1.36 |
| P/BV: | 3.1 |
| Net Financial Position (Eu mn): | 6 |
| Enterprise value (Eu mn): | 34 |
| | |

Please see important disclaimer on the last page of this report



| YBEROO - KEY FIGURES | | 2018A | 2019A | 2020E | 2021E | 2022E |
|----------------------------|---|-------------|-------------|-------------|-------------|-------------|
| | Fiscal year end | 31/12/2018 | 31/12/2019 | 31/12/2020 | 31/12/2021 | 31/12/2022 |
| PROFIT & LOSS (Eu mn) | Sales | 5 | 7 | 8 | 13 | 20 |
| | EBITDA | 2 | 2 | 3 | 5 | 10 |
| | EBIT | 0 | 1 | 1 | 3 | 3 |
| | Financial income (charges) Associates & Others | 0 | 0 | 0 | 0 | (|
| | Pre-tax profit (Loss) | 0 | 1 | 1 | 3 | } |
| | Taxes | (0) | (0) | (O) | (1) | (3 |
| | Tax rate (%) | -100.0% | -32.9% | -24.0% | -33.0% | -33.0% |
| | Minorities & discontinue activities | 0 | 0 | 0 | 0 | (|
| | Net profit | | 1 | 1 | 2 | |
| | Total extraordinary items | 0 | 0 | 0 | 0 | (|
| | Ebitda excl. extraordinary items | 2 | 2 | 3 | 5 | 10 |
| | Ebit excl. extraordinary items Net profit restated | 0 | 1 | 1 | 3 2 | 3 |
| | · · | 7 | • | | | |
| PER SHARE DATA (Eu) | Total shares out (mn) - average fd EPS stated fd | 0.000 | 10 0.092 | 10 0.067 | 10 0.213 | 10 0.490 |
| | EPS restated fd | 0.000 | 0.072 | 0.067 | 0.213 | 0.470 |
| | BVPS fd | 0.377 | 1.120 | 1.364 | 1.577 | 2.067 |
| | Dividend per share (ord) | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| | Dividend per share (sav) | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| | Dividend pay out ratio (%) | | 0.0% | 0.0% | 0.0% | 0.09 |
| CASH FLOW (Eu mn) | Gross cash flow | | 2 | 2 | 4 | ; |
| | Change in NWC | | (1) | 0 | (1) | (1 |
| | Capital expenditure | | (4) | (4) | (2) | (2 |
| | Other cash items | | 0 | 0 | 0 | |
| | Free cash flow (FCF) | | (3) | (1) O | 1 | |
| | Acquisitions, divestments & others Dividend | | (O) O | 0 | 0 | (|
| | Equity financing/Buy-back | | 8 | 3 | 0 | (|
| | Change in Net Financial Position | | 4 | 2 | 1 | 3 |
| BALANCE SHEET (Eu mn) | Total fixed assets | 4 | 7 | 8 | 9 | 9 |
| ` ' | Net working capital | 0 | 2 | 1 | 2 | 4 |
| | Long term liabilities | (1) | (1) | (1) | (1) | (1 |
| | Net capital employed | 3 | 7 | 9 | 10 | 12 |
| | Net financial position | (0) | 3 | 6 | 6 | 10 |
| | Group equity Minorities | 3 | 11 0 | 14 0 | 16 0 | 22 |
| | Net equity | 3 | 11 | 14 | 16 | 22 |
| NITEDDDICE VALUE (E., mam) | Average mkt cap - current | 40 | 40 | 40 | 40 | 40 |
| NTERPRISE VALUE (Eu mn) | Adjustments (associate & minorities) | 0 | 0 | 0 | 0 | (|
| | Net financial position | (0) | 3 | 6 | 6 | 10 |
| | Enterprise value | 40 | 37 | 34 | 33 | 30 |
| RATIOS(%) | EBITDA margin* | 33.1% | 36.5% | 33.3% | 39.9% | 48.1% |
| | EBIT margin* | 5.7% | 16.9% | 10.1% | 24.8% | 37.79 |
| | Gearing - Debt/equity | 18.3% | -30.9% | -38.8% | -39.4% | -45.99 |
| | Interest cover on EBIT | nm | nm | nm | nm | nn |
| | Debt/Ebitda | 0.28 | nm | nm | nm | nn |
| | ROCE* | 9.6% | 21.7% | 10.5% | 35.6% | 71.09 |
| | ROE* | 0.0% | 10.6% | 5.2% | 14.5% | 26.9% |
| | EV/CE EV/Sales | 12.9 7.7 | 7.0 5.4 | 4.3 4.1 | 3.6 2.5 | 2.8 1.3 |
| | EV/Ebit | nm | 32.1 | nm | 10.1 | 3.9 |
| | Free Cash Flow Yield | | -8.5% | -1.8% | 2.4% | 8.6% |
| GROWTH RATES (%) | Sales | | 28.3% | 24.2% | 59.0% | 51.8% |
| GROWIN KAIES (%) | EBITDA* | | 41.7% | 13.3% | 90.3% | 83.1% |
| | EBIT* | | 279.9% | -25.9% | 291.2% | 131.3% |
| | Net profit | | nm | -7.7% | 241.2% | 130.7% |
| | EPS restated | | | -27.7% | 218.1% | 130.7% |

^{*} Excluding extraordinary items

Source: Intermonte SIM estimates

1H20 results snapshot

1H20 results snapshot

| Net Sales | 1H19A | 2H19A | FY19A | 1H20A | 1H20E | AvE % | AvE €mn |
|---|--------|--------|--------|--------|--------|---------|---------|
| Cyber Security & Device Security | 512 | 756 | 1,268 | 669 | 864 | -22.6% | -195 |
| YoY | | | 46.6% | 30.7% | 68.7% | | |
| % Net Sales | 19% | 25% | 23% | 24% | 29% | | |
| Managed Services | 1,915 | 1,740 | 3,655 | 2,011 | 1,957 | 2.7% | 54 |
| YoY | | | 27.2% | 5.0% | 2.2% | | |
| % Net Sales | 73% | 58% | 65% | 72% | 65% | | |
| Digital Transformation | 207 | 493 | 700 | 125 | 176 | -28.8% | -51 |
| YoY | | | -16.4% | -39.5% | -15.0% | | |
| % Net Sales | 8% | 16% | 12% | 4% | 6% | | |
| Total Net Sales | 2,634 | 2,989 | 5,623 | 2,805 | 2,997 | -6.4% | -192 |
| YoY | | | 22.9% | 6.5% | 13.8% | | |
| % of production value | 87% | 81% | 84% | 71% | 87% | | |
| P&L | 1H19A | 2H19A | FY19A | 1H20A | 1H20E | AvE % | AvE €mn |
| Total Net Sales | 2,634 | 2,989 | 5,623 | 2,805 | 2,997 | -6.4% | -192 |
| YoY | | | 22.9% | 6.5% | 13.8% | | |
| Increase in Fixed Assets for internal works | 381 | 470 | 851 | 700 | 355 | 97.2% | 719 |
| Other rev enue | 18 | 232 | 250 | 451 | 100 | 351.4% | 70 |
| Production Value | 3,033 | 3,691 | 6,724 | 3,957 | 3,452 | 14.6% | 505 |
| YoY | | | 28.3% | 30.4% | 13.8% | | |
| ЕВІТОА | 1,030 | 1,425 | 2,455 | 1,217 | 1,159 | 5.0% | 58 |
| % Margin on net sales | 39.1% | 47.7% | 43.7% | 43.4% | 38.7% | | |
| % Margin on Prod. Value | 34.0% | 38.6% | 36.5% | 30.8% | 33.6% | | |
| YoY | | | 41.7% | 18.2% | 12.6% | | |
| ЕВІТ | 575 | 561 | 1,136 | 490 | 314 | 56.2% | 176 |
| % Margin on net sales | 21.8% | 18.8% | 20.2% | 17.5% | 10.5% | | |
| % Margin on Prod. Value | 19.0% | 15.2% | 16.9% | 12.4% | 9.1% | | |
| YoY | | | 279.9% | -14.8% | -45.4% | | |
| Net Income | 356 | 349 | 705 | 361 | 210 | 71.6% | 151 |
| YoY | 0% | 0% | NM | 1% | -41.0% | | |
| Cash Flow | 1H19A | 2H19A | FY19A | 1H20A | 1H20E | AvE % | AvE €mn |
| OpCF | 576 | -67 | 509 | 1,618 | 835 | 93.8% | 783 |
| Net Capex | -1,301 | -2,582 | -3,883 | -1,805 | -650 | 177.7% | -1,155 |
| FCF | -725 | -2,648 | -3,374 | -187 | 185 | -200.9% | -372 |
| Net Debt / (Cash) | 1,083 | -3,289 | -3,289 | -3,083 | -3,474 | -11.2% | 391 |

Source: Company data, Intermonte SIM estimate

Changes to estimates

Changes to estimates

| | Ne | w Estimates | ; | OI | d Estimates | ; | | Diff % | |
|--------------------------|--------|-------------|--------|--------|-------------|---------|-------|--------|-------|
| | FY20E | FY21E | FY22E | FY20E | FY21E | FY22E | FY20E | FY21E | FY22E |
| Total Net Sales | 6,254 | 11,382 | 18,265 | 7,274 | 11,897 | 18,364 | -14% | -4% | -1% |
| YoY | 11.2% | 82.0% | 60.5% | 29.4% | 63.6% | 54.3% | | | |
| Production Value | 8,354 | 13,282 | 20,165 | 8,274 | 13,097 | 19,564 | 1% | 1% | 3% |
| YoY | 24.2% | 59.0% | 51.8% | 23.0% | 58.3% | 49.4% | | | |
| ЕВІТОА | 2,782 | 5,294 | 9,692 | 2,918 | 5,491 | 9,674 | -5% | -4% | 0% |
| % Margin | 33.3% | 39.9% | 48.1% | 35.3% | 41.9% | 49.4% | | | |
| YoY | 13.3% | 90.3% | 83.1% | 18.8% | 88.2% | 76.2% | | | |
| ЕВІТ | 841 | 3,291 | 7,612 | 1,227 | 3,983 | 8,073 | -31% | -17% | -6% |
| % Margin | 10.1% | 24.8% | 37.7% | 14.8% | 30.4% | 41.3% | | | |
| YoY | -25.9% | 291.2% | 131.3% | 8.0% | 224.6% | 102.7% | | | |
| EPS | 0.07 | 0.21 | 0.49 | 0.09 | 0.26 | 0.52 | -22% | -17% | -6% |
| Сарех | -3,520 | -2,300 | -2,300 | -1,300 | -1,500 | -1,600 | 171% | 53% | 44% |
| FCF | -718 | 967 | 3,404 | 654 | 1,470 | 3,687 | -210% | -34% | -8% |
| Net Debt (Cash) | -5,527 | -6,494 | -9,898 | -6,898 | -8,369 | -12,056 | -20% | -22% | -18% |
| Net Debt (Cash) / EBITDA | -2.0x | -1.2x | -1.0x | -2.4x | -1.5x | -1.2x | | | |

Source: Intermonte SIM estimate





Intermonte Estimates

Net Sales Forecast

| Net Sales | FY18PF | FY19A | FY20E | FY21E | FY22E | FY23E |
|----------------------------------|--------|--------|--------|--------|--------|--------|
| Cyber Security & Device Security | 865 | 1,268 | 1,845 | 4,797 | 8,967 | 13,676 |
| YoY | | 46.6% | 45.5% | 160.1% | 86.9% | 52.5% |
| % Net Sales | 19% | 23% | 29% | 42% | 49% | 53% |
| Managed Services | 2,873 | 3,655 | 3,919 | 5,923 | 8,570 | 11,320 |
| YoY | | 27.2% | 7.2% | 51.1% | 44.7% | 32.1% |
| % Net Sales | 63% | 65% | 63% | 52% | 47% | 44% |
| Digital Transformation | 837 | 700 | 490 | 662 | 728 | 837 |
| YoY | | -16.4% | -30.0% | 35.0% | 10.0% | 15.0% |
| % Net Sales | 18% | 12% | 8% | 6% | 4% | 3% |
| Total Net Sales | 4,575 | 5,623 | 6,254 | 11,382 | 18,265 | 25,833 |
| YoY | - | 22.9% | 11.2% | 82.0% | 60.5% | 41.4% |
| % of production value | 87% | 84% | 75% | 86% | 91% | 93% |

Source: Company data, Intermonte SIM estimate

Income Statement Forecast

| | FY18PF | FY19A | FY20E | FY21E | FY22E | FY23E |
|---|-----------|-----------|-----------|------------|------------|------------|
| Total Net Sales | 4,575 | 5,623 | 6,254 | 11,382 | 18,265 | 25,833 |
| YoY | 0 | 22.9% | 11.2% | 82.0% | 60.5% | 41.4% |
| % of production value | 87% | 84% | 75% | 86% | 91% | 93% |
| Increase in Fixed Assets for internal works | 520 | 851 | 1,400 | 1,400 | 1,400 | 1,400 |
| Other revenue | 146 | 250 | 700 | 500 | 500 | 500 |
| Production Value | 5,241 | 6,724 | 8,354 | 13,282 | 20,165 | 27,733 |
| YoY | 0 | 28.3% | 24.2% | 59.0% | 51.8% | 37.5% |
| Raw materials | -1,245 | -2,168 | -2,251 | -3,642 | -5,480 | -7,233 |
| % Net sales | -27.2% | -38.6% | -36.0% | -32.0% | -30.0% | -28.0% |
| Gross Margin | 3,996 | 4,556 | 6,102 | 9,640 | 14,686 | 20,499 |
| % Margin | 76% | 68% | 73% | 73% | 73% | 74% |
| YoY | 0 | 14.0% | 33.9% | 58.0% | 52.3% | 39.6% |
| Costs to produce | -3,508 | -4,269 | -5,572 | -7,988 | -10,473 | -12,872 |
| % Net sales | -76.7% | -75.9% | -89.1% | -70.2% | -57.3% | -49.8% |
| ЕВІТОА | 1,733 | 2,455 | 2,782 | 5,294 | 9,692 | 14,861 |
| % Margin | 33.1% | 36.5% | 33.3% | 39.9% | 48.1% | 53.6% |
| YoY | 0 | 41.7% | 13.3% | 90.3% | 83.1% | 53.3% |
| D&A | -1,434 | -1,319 | -1,941 | -2,003 | -2,080 | -2,106 |
| % Net sales | -31% | -23% | -31% | -18% | -11% | -8% |
| ЕВП | 299 | 1,136 | 841 | 3,291 | 7,612 | 12,754 |
| % Margin | 5.7% | 16.9% | 10.1% | 24.8% | 37.7% | 46.0% |
| YoY | 0 | 279.9% | -25.9% | 291.2% | 131.3% | 67.6% |
| Net Financial costs | 37 | -87 | 15 | 21 | 29 | 44 |
| PBT | 336 | 1,050 | 856 | 3,312 | 7,640 | 12,798 |
| Tax | -336 | -345 | -205 | -1,093 | -2,521 | -4,223 |
| Tax rate % | -100% | -33% | -24% | -33% | -33% | -33% |
| Net Income | 0 | 705 | 650 | 2,219 | 5,119 | 8,575 |
| YoY | 0 | NM | -7.7% | 241.2% | 130.7% | 67.5% |
| NOSH av g | 7,000,000 | 7,625,000 | 9,735,281 | 10,441,125 | 10,441,125 | 10,441,125 |
| EPS | 0.00 | 0.09 | 0.07 | 0.21 | 0.49 | 0.82 |

Source: Company data, Intermonte SIM estimate

Balance Sheet Forecast

| | FY18PF | FY19A | FY20E | FY21E | FY22E | FY23E |
|---------------------------------|--------|--------|--------|--------|---------|---------|
| Intangible | 2,857 | 5,662 | 7,241 | 7,538 | 7,758 | 7,952 |
| PPE | 862 | 854 | 854 | 854 | 854 | 854 |
| Financial | 135 | 141 | 141 | 141 | 141 | 141 |
| Provisions | -206 | -215 | -215 | -215 | -215 | -215 |
| Other non-recurring liabilities | -895 | -776 | -776 | -776 | -776 | -776 |
| Net Fixed Assets | 2,753 | 5,666 | 7,245 | 7,542 | 7,762 | 7,956 |
| Inv entories | 3 | 362 | 392 | 592 | 857 | 1,132 |
| Receiv ables | 1,352 | 2,823 | 2,840 | 4,649 | 7,058 | 9,706 |
| Payables | -706 | -1,696 | -2,062 | -3,115 | -4,294 | -5,406 |
| Other current assets | 314 | 1,081 | 1,081 | 1,081 | 1,081 | 1,081 |
| Other current liabilities | -595 | -884 | -884 | -884 | -884 | -884 |
| Net Working Capital | 368 | 1,686 | 1,368 | 2,323 | 3,818 | 5,629 |
| Net Capital Employed | 3,121 | 7,352 | 8,613 | 9,865 | 11,580 | 13,585 |
| share capital | 116 | 950 | 950 | 950 | 950 | 950 |
| Reserves | 2,634 | 8.986 | 11,941 | 11.941 | 11.941 | 11,941 |
| Profit/loss carryforward | -111 | 0 | 705 | 1,355 | 3,574 | 8,693 |
| Profit/loss of the period | -1 | 705 | 650 | 2,219 | 5,119 | 8,575 |
| Equity | 2,639 | 10,641 | 14,246 | 16,466 | 21,585 | 30,159 |
| Cash & equivalents | -9 | -4,384 | -6,622 | -7,589 | -10,993 | -17,562 |
| Financial debts | 490 | 1,095 | 1,095 | 1,095 | 1,095 | 1,095 |
| NFP | 482 | -3,289 | -5,527 | -6,494 | -9,898 | -16,467 |
| Net Invested Capital | 3,121 | 7,352 | 8,720 | 9,972 | 11,687 | 13,692 |

Source: Company data, Intermonte SIM estimate

Cash Flow Forecast

| | FY19A | FY20E | FY21E | FY22E | FY23E |
|--------------------------|--------|--------|--------|--------|---------|
| Net Income | 705 | 650 | 2,219 | 5,119 | 8,575 |
| D&A | 1,319 | 1,941 | 2,003 | 2,080 | 2,106 |
| Change in WC | -1,318 | 318 | -955 | -1,495 | -1,811 |
| Other | -197 | -107 | 0 | 0 | 0 |
| CF from Operations | 509 | 2,802 | 3,267 | 5,704 | 8,870 |
| Net Capex | -3,883 | -3,520 | -2,300 | -2,300 | -2,300 |
| FCF | -3,374 | -718 | 967 | 3,404 | 6,570 |
| M&A and others | -491 | 0 | 0 | 0 | 0 |
| Capital Increase | 7,635 | 2,955 | 0 | 0 | 0 |
| Dividend Payment | 0 | 0 | 0 | 0 | 0 |
| Net Cash Flow | 3,770 | 2,238 | 967 | 3,404 | 6,570 |
| Net Debt (Cash) at BoP | 481 | -3,289 | -5,527 | -6,494 | -9,898 |
| Net Debt / (Cash) at EoP | -3,289 | -5,527 | -6,494 | -9,898 | -16,467 |
| Net Debt/EBITDA | -1.3 | -2.0 | -1.2 | -1.0 | -1.1 |

Source: Company data, Intermonte SIM estimate





Valuation summary

DCF Sensitivity Table

| | | | | WACC | | |
|----------|------|------|------|-------|-------|-------|
| | | 8.5% | 9.5% | 10.5% | 11.5% | 12.5% |
| | 0.0% | 8.1 | 7.1 | 6.3 | 5.7 | 5.1 |
| Terminal | 0.5% | 8.5 | 7.4 | 6.5 | 5.8 | 5.3 |
| Growth | 1.0% | 8.9 | 7.7 | 6.8 | 6.0 | 5.4 |
| CIOWIII | 1.5% | 9.4 | 8.1 | 7.1 | 6.3 | 5.6 |
| | 2.0% | 10.0 | 8.5 | 7.4 | 6.5 | 5.8 |

Source: Intermonte SIM estimate

Valuation Multiples Summary

| | | Mkt Cap | | EV/EBITD/ | 4 | | EV/EBIT | | | PE | |
|---------|-----------------------------------|----------|-------|-----------|---------|--------|---------|---------|--------|--------|---------|
| | | (Eu mn) | 2020 | 2021 | 2022 | 2020 | 2021 | 2022 | 2020 | 2021 | 2022 |
| Bucket | 1: International Cybersecurity | | | | | | | | | | |
| USA | Fortinet Inc | 16,154 | 25.9x | 21.3x | 17.3x | 29.1x | 24.1x | 19.3x | 39.6x | 35.3x | 31.1x |
| USA | Palo Alto Networks | 20,250 | 29.5x | 25.3x | 19.7x | 39.6x | 31.6x | 23.5x | 51.7x | 44.9x | 36.6x |
| ISR | Check Point Software Tech | 14,429 | 13.1x | 12.8x | 13.2x | 13.5x | 13.0x | 13.4x | 18.3x | 17.7x | 16.6x |
| JPN | Trend Micro | 7,312 | 14.0x | 13.1x | 12.2x | 19.2x | 17.2x | 15.7x | 30.2x | 29.0x | 27.5x |
| GBR | NCC Group | 528 | 12.0x | 9.5x | 8.2x | 17.7x | 12.8x | 11.5x | 24.9x | 18.2x | 17.4x |
| FIN | F-Secure | 538 | 16.7x | 16.5x | 14.0x | 30.0x | 30.2x | 22.7x | 48.9x | 44.2x | 32.6x |
| | Median | | 15.3x | 14.8x | 13.6x | 24.1x | 20.6x | 17.5x | 34.9x | 32.2x | 29.3x |
| | Average | | 18.5x | 16.4x | 14.1x | 24.8x | 21.5x | 17.7x | 35.6x | 31.6x | 26.9x |
| Bucket | 2: Italy IT Services & Consulting | | | | | | | | | | |
| ITA | Reply | 3,685 | 17.7x | 14.9x | 13.3x | 22.0x | 18.5x | 16.4x | 33.1x | 28.7x | 26.2x |
| ITA | WIIT | 465 | 30.3x | 20.0x | 16.9x | 56.7x | 34.4x | 26.7x | 59.2x | 44.5x | 33.6x |
| ITA | Expert System | 115 | 41.9x | - | - | - | - | - | - | - | - |
| | Median | | 30.3x | 17.4x | 15.1x | 39.3x | 26.5x | 21.6x | 46.1x | 36.6x | 29.9x |
| | Average | | 30.0x | 17.4x | 15.1x | 39.3x | 26.5x | 21.6x | 46.1x | 36.6x | 29.9x |
| | | | | EV/EBITD/ | 4 | | EV/EBIT | | | PE | |
| | | | 2020 | 2021 | 2022 | 2020 | 2021 | 2022 | 2020 | 2021 | 2022 |
| CYB @ T | P | € 6.80 | 23.6x | 12.2x | 6.3x | 78.1x | 19.7x | 8.1x | 101.8x | 32.0x | 13.9x |
| TOTAL F | PEER GROUP | Median | 17.7x | 15.7x | 13.6x | 25.5x | 21.3x | 17.8x | 36.3x | 32.1x | 29.2x |
| Premiu | m/(discount) vs peer group me | edian % | 33.2% | (22.2%) | (53.6%) | 205.8% | (7.5%) | (54.8%) | 180.4% | (0.5%) | (52.6%) |
| Bucket | 1: International Cybersecurity | Median | 15.3x | 14.8x | 13.6x | 24.1x | 20.6x | 17.5x | 34.8x | 32.1x | 29.2x |
| Bucket | 2: Italy IT Services & Consulting | g Median | 30.3x | 17.4x | 15.1x | 39.3x | 26.5x | 21.6x | 46.1x | 36.6x | 29.9x |
| | Mkt Px | € 4.19 | 13.8x | 7.1x | 3.5x | 45.7x | 11.4x | 4.5x | 62.7x | 19.7x | 8.5x |

Source: Factset, Intermonte SIM estimate

DETAILS ON STOCKS RECOMMENDATION

| Stock NAME | CYBEROO | | |
|----------------------|------------|-----------------------|------------|
| Current Recomm: | BUY | Previous Recomm: | BUY |
| Current Target (Eu): | 6.80 | Previous Target (Eu): | 7.20 |
| Current Price (Eu): | 4.19 | Previous Price (Eu): | 3.72 |
| Date of report: | 02/10/2020 | Date of last report: | 25/05/2020 |

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Discounted cash flow (DCF) model or similar methods such as a dividend discount model (DDM)

- Comparison with market peers, using the most appropriate methods for the individual company analysed: among the main ratios used for industrial sectors are price/ earnings (P/E), EV/EBITDA, EV/EBITD, price /sales
- Return on capital and multiples of adjusted net book value are the main methods used for banking sector stocks, while for insurance sector stocks return on allocated capital and multiples on net book value and embedded portfolio value

are used

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|--------------|---------|
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|--------------|---------|
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|-------------------|------|------------|
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| IKF | 0,57 | SHORT |
| LIFE CARE CAPITAL | 0,59 | LONG |
| OLIDATA | 0.74 | SHORT |

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