

PUBLICATIONS

18 October 2021

AUDIOVALLEY

H1 Results + Q3 Revenue (+)

(Company)

Growth remains at outstanding levels

Audiovalley reported its half-year results and Q3 sales this morning.

We note above all that the group is maintaining its exceptional growth momentum. After a 50% increase in H1 2021 sales at constant exchange rates (+42.1% as reported), Q3 sales rose by a further 51% at constant exchange rates (+49% as reported), to €7.5m (vs. €5m in Q3 2020).

As expected, the dynamic remains driven by Targetspot (93% of sales), whose growth in Q3 reached +57% at constant exchange rates, still driven by the US (+80% at constant exchange rates). Growth in Europe remained more limited (+16% after +28% in H1). Over the first nine months, sales rose by 47% to €19.9 million, compared with €13.5m a year earlier. With the outlook for Q4 still as solid as ever, our forecasts for the whole year are fully confirmed. Thanks to Targetspot, Audiovalley should deliver a historic level of growth in 2021. For Jamendo, the figures remain relatively modest (9-month sales of €1.7m vs. €1.6m for the same period in 2020), but 2021 is a year of investment to provide Audiovalley with a second growth engine (alongside Targetspot) for the coming years.

Regarding the half-year results, we note: 1/ an improvement in gross margin (47.2% vs. 46.6%), 2/ an EBITDA of -€0.4m vs. -€0.2m in H1 2020 (which had benefited from the exceptional partial activity measures linked to covid for €1.2 million). EBITDA is also impacted by the investments (recruitments) made to launch the new services on the Jamendo division. Ebitda is slightly positive for Targetspot and close to break-even for Jamendo. 3/ The current operating loss is stable at -€2.5m, taking into account depreciation and amortization of €2.1m (half of which is related to the amortization of technological assets recognized as part of the purchase price allocation of Targetspot). The net loss is also stable (-€3.3m).

The group will detail its results and outlook at 11:30 am. This communication confirms once again that the company has perfectly resumed its hyper-growth trajectory (sales had almost doubled between 2017 and 2019). Audiovalley is perfectly positioned on two booming markets (monetization of digital audio with Targetspot and artist services with Jamendo), with extremely favorable growth prospects that are still not reflected in its valuation. We maintain our Buy opinion and our TP of €6.2.

Buy, TP of 6,2 € - Jean-Pierre Tabart : +33 1 55 35 69 41

Market Data	
Industry	Media Technology
Share Price (€)	3.7
Market Cap (€M)	48.3
Market Segment	Euronext Growth
Bloomberg	ALAVY FP

Ownership structure	
Founders/Management	43.1%
Free float	56.7%
Treasury shares	0.2%

€M (31/12)	2020	2021e	2022e	2023e
Sales (€M)	19.6	28.0	37.6	47.2
Growth	-10.8%	42.7%	34.5%	25.5%
EBIT	-3.4	-2.4	-0.4	1.9
Op. Margin(%)	-17.1%	-8.4%	-1.0%	3.9%
Net income	-4.8	-3.5	-1.5	0.7
EPS diluted €	-0.39	-0.22	-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	0.4	2.3	4.5
ROCE	ns	ns	ns	7.1%
EV/Sales (x)		1.9	1.4	1.0
EV/EBIT (x)		ns	ns	25.4
PE (x)		ns	ns	ns
Net Debt	14.5	5.5	3.2	-1.3
Gearing	98%	28%	18%	-7%

Midcap Partners estimates

Upcoming event : Sales Q4 - 27/01/2022

Disclaimer

Analyst certifications

This research report (the "Report") has been approved by Midcap, a business division of TP ICAP (Europe) SA ("Midcap"), an Investment Services Provider authorised and regulated by the Autorité de Contrôle Prudentiel et de Résolution ("ACPR"). By issuing this Report, each Midcap analyst and associate whose name appears within this Report hereby certifies that (i) the recommendations and opinions expressed in the Report accurately reflect the research analyst's and associate's personal views about any and all of the subject securities or issuers discussed herein and (ii) no part of the research analyst's or associate's compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed by the research analyst or associate in the Report.

Methodology

This Report may mention evaluation methods defined as follows:

- 1.DCF method: discounting of future cash flows generated by the company's operations. Cash flows are determined by the analyst's financial forecasts and models. The discount rate used corresponds to the weighted average cost of capital, which is defined as the weighted average cost of the company's debt and the theoretical cost of its equity as estimated by the analyst.
- 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
AUDIOVALLEY	E,G
DELTA PLUS	D,G

- A.Midcap or any related legal entity holds more than 5% of the total issued capital of the Issuer;
- B.The Issuer holds more than 5% of the total issued share capital of Midcap or any related legal entity;
- C.Midcap, alone or together with other legal entities, is linked to the Issuer by other significant financial interests;
- D.Midcap or any related legal entity is a market maker or liquidity provider with whom a liquidity agreement has been entered into in respect of the Issuer's financial instruments;
- E.Midcap or any related legal entity has acted, over the last twelve months, as lead or co-lead in a public offer for financial instruments of the Issuer;
- F.Midcap or any legal entity related to it is party to any other agreement with the Issuer relating to the provision of investment services in connection with the corporate activity;
- G.Midcap and the Issuer have agreed to the provision by the former to the latter of a service for the production and distribution of the investment recommendation on the said Issuer;

Distribution of Investment Ratings

Midcap employs a rating system based on the following:

- Buy: Expected to outperform the markets by 15% or more over a 6 to 12 months horizon.
Hold: expected performance between -10% and +10% compared to the market over a 6 to 12 months horizon.
Sell: Stock is expected underperform the markets by 15% or more over a 6 to 12 months horizon.

The history of ratings and target prices for the Issuers covered in this report are available on request at marketing@midcapp.com.

General Disclaimer

This Report is published for information purposes only and does not constitute a solicitation or an offer to buy or sell any of the securities mentioned herein. The information contained in this Report has been obtained from sources believed to be reliable, Midcap makes no representation as to its accuracy or completeness. The reference prices used in this Report are closing prices. All opinions expressed in this Report reflect our judgement at the date of the documents and are subject to change without notice. The securities discussed in this Report may not be suitable for all investors and are not intended to recommend specific securities, financial instruments, or strategies to particular clients. Investors should make their own investment decisions based on their financial situation and investment objectives. The value of the income from your investment may vary due to changes in interest rates, changes in the financial and operating conditions of companies and other factors. Investors should be aware that the market price of the securities discussed in this Report may be volatile. Due to the risk and volatility of the industry, the company, and the market in general, at the current price of the securities, our investment rating may not correspond to the stated price target. Additional information regarding the securities mentioned in this Report is available on request.

This Report is not intended for distribution or use by any entity who is a citizen or resident of, or an entity located in any locality, territory, state, country, or other jurisdiction where such distribution, publication, availability, or use would be contrary to or limited by law or regulation. Entity or entities in possession of this Report must inform themselves about and comply with any such restrictions, including MIFID II. Midcap has adopted effective administrative and organizational arrangements, including "information barriers", to prevent and avoid conflicts of interest regarding investment recommendations. The remuneration of financial analysts who participate in the preparation of the recommendation is not linked to the corporate finance activity.

Notice to US Investors:

This Report was prepared, approved, published, and distributed by Midcap, a business division of TP ICAP (Europe) SA ("Midcap"), a company located outside of the United States. This Report is intended for distribution only to major U.S. institutional investors (as defined in Rule 15a-6 under the U.S. Securities Exchange Act of 1934 (the "Exchange Act")) pursuant to the exemption in Rule 15a-6 and any transaction effected by a U.S. customer in the securities described in this Report must be effected through Louis Capital Markets, LLC ("LCM") and not with or through Midcap. Midcap is not registered as a broker-dealer under the Exchange Act. Midcap is not a member of the Financial Industry Regulatory Authority, Inc. ("FINRA"), SIPC, or any other U.S. self-regulatory organization.

Midcap is the employer of the research analyst(s) responsible for this Report. The research analysts preparing this Report are residents outside the United States and are not associated with LCM or any US regulated broker-dealer. The analyst(s) is/are not subject to supervision by a US broker-dealer and are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with US rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

Analyst Certification. Each of the analysts identified in this Report certifies, with respect to the companies or securities that the individual analyses, that (1) the views expressed in this Report reflect his or her entity's views about all of the subject companies and securities and such recommendations were elaborated independently; and (2) no part of his or her compensation was, is or will be directly or indirectly dependent on the specific recommendations or views expressed in this Report. This material was produced solely for information purposes and for the use of the recipient. This Report does not constitute an offer of, or an invitation to buy or sell any security.

The information contained herein has been obtained from published information and other sources which are considered to be reliable. The companies noted herein accept no

The information contained herein has been obtained from published information and other sources which are considered to be reliable. The companies noted herein accept no liability or responsibility whatsoever for the accuracy or completeness of any such information. All estimates, expressions of opinion and other subjective judgments contained herein are made as of the date of this document. Midcap, or its affiliates, has not managed or co-managed a public offering of securities for the subject company in the past 12 months, has not received compensation for investment banking services from the subject company in the past 12 months, does not expect to receive and does not intend to seek compensation for investment banking services from the subject company in the next 3 months. Midcap, or its affiliates, do not beneficially own 1% or more of the subject securities and there are not any other actual, material conflicts of interest noted at the time of the publication of this research report. As of the publication of this Report, Midcap does not make a market in the subject securities. Midcap will refrain from initiating follow-up contacts with any recipient of this Report that does not qualify as a Major Institutional Investor or seek to otherwise induce or attempt to induce the purchase or sale of any security addressed in this Report by such recipient.