

# Think Smart SA THK ★★★<sup>Q</sup> 20 Sep 2019 02:00 UTC

**Last Close**  
20 Sep 2019  
1.50

**Fair Value<sup>Q</sup>**  
20 Sep 2019 02:00 UTC  
1.77

**Market Cap**  
20 Sep 2019  
— K

**Sector**  
Technology

**Industry**  
Software - Application

**Country of Domicile**  
ESP Spain

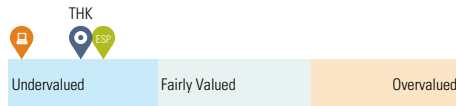
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## Company Profile

Think Smart SA creates a system that improves the performance of the individuals and groups involved in the sales process: manufacturers, sales people, distributors and end customers. Its artificial intelligence platform provides data dashboards with projections, sales recommendations, recommendations based on geolocation and sales scenario predictions. The company offers a range of services in North America, Europe and Latin America.

## Quantitative Scores

		Scores		
		All	Rel Sector	Rel Country
Quantitative Moat	Narrow	83	86	79
Valuation	Undervalued	49	49	70
Quantitative Uncertainty	Extreme	25	19	19
Financial Health	Strong	87	72	61



Source: Morningstar Equity Research

## Valuation

	Current	5-Yr Avg	Sector Median	Country Median
Price/Quant Fair Value	0.85	0.87	0.77	0.87
Price/Earnings	—	—	21.4	15.0
Forward P/E	—	—	15.9	12.5
Price/Cash Flow	—	—	15.6	8.8
Price/Free Cash Flow	—	—	23.0	15.2
Trailing Dividend Yield %	—	—	1.89	3.93
Price/Book	—	—	2.3	1.9
Price/Sales	0.5	—	1.7	1.4

## Profitability

	Current	5-Yr Avg	Sector Median	Country Median
Return on Equity %	—	-362.6	12.5	12.9
Return on Assets %	-22.3	-7.1	6.4	3.3
Revenue/Employee (K)	300.6	—	442.6	240.3

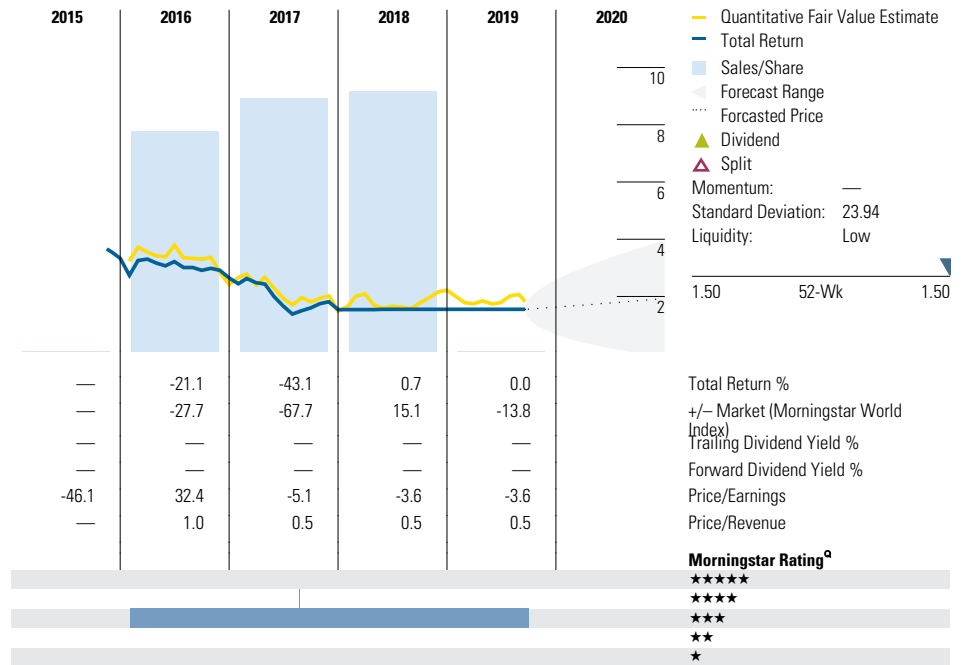
## Financial Health

	Current	5-Yr Avg	Sector Median	Country Median
Distance to Default	0.7	0.6	0.6	0.7
Solvency Score	—	—	449.9	556.5
Assets/Equity	-10.0	2.3	1.6	2.7
Long-Term Debt/Equity	-1.0	0.2	0.1	0.4

## Growth Per Share

	1-Year	3-Year	5-Year	10-Year
Revenue %	4.0	13.2	14.4	—
Operating Income %	—	—	—	—
Earnings %	—	—	—	—
Dividends %	—	—	—	—
Book Value %	-76.4	—	—	—
Stock Total Return %	0.0	-20.9	—	—

## Price vs. Quantitative Fair Value

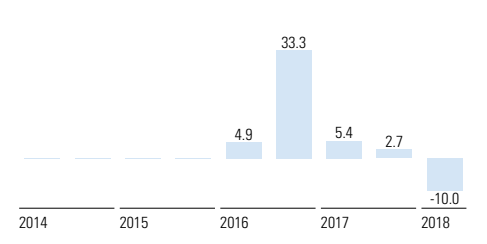


	2013	2014	2015	2016	2017	TTM	Financials (Fiscal Year in K)
Revenue	8,941	12,482	13,363	15,785	16,417	15,630	Revenue
% Change	6.8	39.6	7.1	18.1	4.0	-4.8	% Change
Operating Income	-1,010	1	541	-1,229	-1,843	-2,111	Operating Income
% Change	-901.1	—	90,857.6	-327.1	—	—	% Change
Net Income	-1,103	-326	343	-1,595	-2,267	-2,518	Net Income
Operating Cash Flow	260	-770	261	-1,562	-1,455	2,522	Operating Cash Flow
Capital Spending	-603	-269	-752	-46	-1,004	-992	Capital Spending
Free Cash Flow	-343	-1,038	-491	-1,608	-2,458	1,530	Free Cash Flow
% Sales	-3.8	-8.3	-3.7	-10.2	-15.0	9.8	% Sales
EPS	—	-0.07	0.06	-0.29	-0.41	-0.46	EPS
% Change	—	—	—	-572.7	—	—	% Change
Free Cash Flow/Share	—	—	-0.40	0.13	-0.39	-0.45	Free Cash Flow/Share
Dividends/Share	—	—	—	—	—	—	Dividends/Share
Book Value/Share	—	—	0.16	1.17	0.09	-0.22	Book Value/Share
Shares Outstanding (K)	—	5,647	5,552	5,508	5,530	5,530	Shares Outstanding (K)
Return on Equity %	-59.1	-21.6	8.3	-40.2	-1,724.2	—	Profitability
Return on Assets %	-10.9	-2.9	2.2	-9.8	-17.3	-22.3	Return on Assets %
Net Margin %	-12.3	-2.6	2.6	-10.1	-13.8	-16.1	Net Margin %
Asset Turnover	0.88	1.10	0.86	0.97	1.25	1.39	Asset Turnover
Financial Leverage	8.4	6.9	2.9	9.4	—	—	Financial Leverage
Gross Margin %	49.4	39.7	33.5	38.5	28.5	25.3	Gross Margin %
Operating Margin %	-11.3	0.0	4.1	-7.8	-11.2	-13.5	Operating Margin %
Long-Term Debt	1,593	1,315	667	1,127	1,208	1,208	Long-Term Debt
Total Equity	1,231	1,788	6,446	1,496	-1,233	-2,491	Total Equity
Fixed Asset Turns	47.0	68.9	95.3	133.5	148.4	150.5	Fixed Asset Turns

## Semi-Annual Revenue & EPS

Revenue (K)	Mar	Jun	Sep	Dec	Total
2018	—	7,114.3	—	—	—
2017	—	7,900.9	—	8,516.2	16,417.0
2016	—	7,496.0	—	8,289.2	15,785.2
2015	—	7,143.0	—	6,220.0	13,363.0
Earnings Per Share (€)					
2018	—	-0.22	—	—	—
2017	—	-0.17	—	-0.24	-0.41
2016	—	0.00	—	-0.29	-0.29
2015	—	-0.09	—	0.15	0.06

## Revenue Growth Year On Year %



# Quantitative Equity Reports Overview

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Morningstar's quantitative equity ratings consist of: (i) Quantitative Fair Value Estimate, (ii) Quantitative Star Rating, (iii) Quantitative Uncertainty, (iv) Quantitative Economic Moat, and (v) Quantitative Financial Health (collectively the "Quantitative Ratings").

The Quantitative Ratings are calculated daily and derived from the analyst-driven ratings of a company's peers as determined by statistical algorithms. Morningstar, Inc. ("Morningstar", "we", "our") calculates Quantitative Ratings for companies whether or not it already provides analyst ratings and qualitative coverage. In some cases, the Quantitative Ratings may differ from the analyst ratings because a company's analyst-driven ratings can significantly differ from other companies in its peer group.

i. **Quantitative Fair Value Estimate:** Intended to represent Morningstar's estimate of the per share dollar amount that a company's equity is worth today. Morningstar calculates the Quantitative Fair Value Estimate using a statistical model derived from the Fair Value Estimate Morningstar's equity analysts assign to companies. Please go to <http://global.morningstar.com/equitydisclosures> for information about Fair Value Estimate Morningstar's equity analysts assign to companies.

ii. **Quantitative Economic Moat:** Intended to describe the strength of a firm's competitive position. It is calculated using an algorithm designed to predict the Economic Moat rating a Morningstar analyst would assign to the stock. The rating is expressed as Narrow, Wide, or None.

**Narrow** – assigned when the probability of a stock receiving a "Wide Moat" rating by an analyst is greater than 70% but less than 99%.

**Wide** – assigned when the probability of a stock receiving a "Wide Moat" rating by an analyst is greater than 99%.

**None** – assigned when the probability of an analyst receiving a "Wide Moat" rating by an analyst is less than 70%.

iii. **Quantitative Star Rating:** Intended to be the summary rating based on the combination of our Quantitative Fair Value Estimate, current market price, and the Quantitative Uncertainty Rating. The rating is expressed as One-Star, Two-Star, Three-Star, Four-Star, and Five-Star.

**One-Star** – the stock is overvalued with a reasonable margin of safety.

*Log (Quant FVE/Price) < -1\*Quantitative Uncertainty*

**Two-Star** - the stock is somewhat overvalued.

*Log (Quant FVE/Price) between (-1\*Quantitative Uncertainty, -0.5\*Quantitative Uncertainty)*

**Three-Star** – the stock is approximately fairly valued.

*Log (Quant FVE/Price) between (-0.5\*Quantitative Uncertainty, 0.5\*Quantitative Uncertainty)*

**Four-Star** – the stock is somewhat undervalued.

*Log (Quant FVE/Price) between (0.5\*Quantitative Uncertainty, 1\*Quantitative Uncertainty)*

**Five-Star** – the stock is undervalued with a reasonable margin of safety.

*Log (Quant FVE/Price) > 1\*Quantitative Uncertainty*

iv. **Quantitative Uncertainty:** Intended to represent Morningstar's level of uncertainty about the accuracy of the Quantitative Fair Value Estimate. Generally, the lower the Quantitative Uncertainty, the narrower the potential range of outcomes for that particular company. The rating is expressed as Low, Medium, High, Very High, and Extreme.

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**Medium** – the interquartile range for possible fair values is less than 15% but greater than 10%

**High** – the interquartile range for possible fair values is less than 35% but greater than 15%

**Very High** – the interquartile range for possible fair values is less than 80% but greater than 35%

**Extreme** – the interquartile range for possible fair values is greater than 80%

v. **Quantitative Financial Health:** Intended to reflect the probability that a firm will face financial distress in the near future. The calculation uses a predictive model designed to anticipate when a company may default on its financial obligations. The rating is expressed as Weak, Moderate, and Strong.

**Weak** – assigned when Quantitative Financial Health < 0.2

**Moderate** – assigned when Quantitative Financial Health is between 0.2 and 0.7

**Strong** – assigned when Quantitative Financial Health > 0.7

## Other Definitions

i. **Last Close** – Price of the stock as of the close of the market of the last trading day before date of the report.

ii. **Quantitative Valuation** – Using the below terms, intended to denote the relationship between the security's **Last Price** and Morningstar's quantitative fair value estimate for that security.

**Undervalued – Last Price** is below Morningstar's quantitative fair value estimate.

**Fairly Valued – Last Price** is in line with Morningstar's quantitative fair value estimate.

**Overvalued – Last Price** is above Morningstar's quantitative fair value estimate.

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