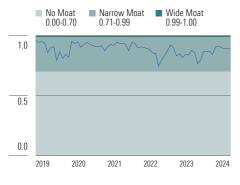
Think Smart SA THK ★★★ Q 3 May 2024, 22:48 UTC



'The ESG Risk Rating Assessment is a representation of Sustainalytics' ESG Risk Rating. Lee Davidson, Chief Analytics Officer for Morningstar, Inc, oversees the methodology that supports Quantitative Fair Value Estimates and Quantitative Star Ratings. Mr. Davidson is guided by the Morningstar, Inc. Code of Ethics in carrying out his responsibilities. For information regarding Conflicts of Interests, visit http://global.morningstar.com/equitydisclosures.

Key Metrics as of 1 Ma	y 2024								
Metrics	Percentile in Sector								
Earnings Yield (%)	-27.5	15.0							
Sales Yield (%)	198.7	84.0							
Book Value Yield (%)	-14.9	5.0							
Return on Assets (%)*	3.3	59.0							
Revenue(Mil)*	32.2	26.0							
Market Value (Mil)	123.7	41.0							
Enterprise Value (Mil)	137.7	42.0							
EVMV Ratio	1.1	71.0							
Volatility TTM (%)	0.0	2.0	I.						
Drawdown TTM (%)	0.0	2.0							
Volume	0.0	1.0	1						
*1 May 2024			0%	25	50	75	100		

Economic Moat ^QHistory as of 3 May 2024



Business Description

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.

Valuation ^Qas of 3 May 2024

Think Smart achieves a 3-star quantitative star rating based on Morningstar's equity model. This reflects the company's valuation and uncertainty scores under this assessment system.

The Quantitative Fair Value estimate is 1.40, below the previous closing price of 1.50. The stock has been trading between a 24.14% discount and 8.3% premium to its quantitative fair value over the past year. The stock's current valuation rating sits at the 95th percentile in the coverage universe and 93rd percentile in the technology sector (higher percentile indicates more undervalued).

The quantitative uncertainty rating for Think Smart is Extreme.

Our quantitative star rating remains unchanged over the past year; the uncertainty rating last differed on 04/03/2024, when it was Very High. The main drivers of the company's valuation and uncertainty are its earnings yield and drawdown. The earnings yield of -27.45% falls at the 15th percentile in the equity universe and the 15th percentile in its sector. The trailing 12-month maximum drawdown of 0.00% corresponds to the 5th percentile overall and the 5th percentile in the industry.

Economic Moat[®] as of 3 May 2024

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Quantitatively, we believe Think Smart has a Narrow economic moat. Its moat score of 0.91 corresponds to the 88th percentile in the technology sector. Furthermore, this rating last differed from its previous rating of None on 12/26/2023, although the company's moat score is in-line with its maxim-

moat). The company also maintains a quantitative financial health rating of Strong. Its score sits at the 85th percentile overall and the 88th percentile in the sector.

um of 0.95 (score of 1 indicates greatest economic

Examining the company's financials and market statistics, we find these ratings are principally driven by its book value yield and annualized trailing 12-month volatility. The book value yield is - 14.86%, sitting below the 5th percentile in the technology sector. The company's annualized trailing 12-month volatility is 0.00%, corresponding to below the 5th percentile in both the equity coverage universe and sector.

Fundamentals as of 3 May 2024

The data is not available to drive this analysis

Contact

Paseo de la Castellana, 77, Madrid, — 28046 +34 912724000

https://www.thinksmartone.com

Think Smart SA THK ★★★ ♀ 3 May 2024, 22:48 UTC

Economic Moat [©] Narrow	Uncertainty ∝ Extreme	Price/Fair Value ° 1.0	ESG Risk Rating Assessment ¹	Trailing Dividend Yield % —	Market Cap 8.2953 Mil	Investment Style Small Value	Sector Technology	Industry Software - Application
Earnings as of 1 M	ay 2024		Dividends as of 3	May 2024		Valuation ^Q as	of 3 May 2024	
Earnings	% 📃 Pe	ercentile in Sector	- Stock	Price – Payout Rat	io			
Dividend Yield* Payout Ratio* Price to Earnings Price to Cash Flow		-	20		4.00%	Example 1	ir Value ^Q 54 ncertainty ^Q : treme st Close 50	THK is trading withir a range we consider fairly valued Economic Moat [∞] [™] Narrow Financial Health [∞] Strong
ROIC**		0% 25 50 75	100 5		100		.00	1-Star Price $^{\circ}$ > 3.95 5-Star Price $^{\circ}$
 **1 May 2024			100 5 V~~	<u>~</u>	1.00			-5-star Price @ < 0.60
			0 15 16	17 18 19 20 21 22	0.00			

2014 2015 2016 2017 2018 11.32 14.16 15.79 16.42 — 389 -485 -1,389 -1,843 — 3.44 -3.43 -8.8 -11.23 — 147 -856 -1,755 -2,267 — 0.03 -0.15 -0.32 -0.41 — -742 -1,692 -679 -1,455 —	2019 — — — —	2020 — — —	2021 — — —	2022 — — —	2023 — —	YTD 7.11 -1,133 -15.93	Fiscal Revenue (Mil) Operating Income (K)
389 -485 -1,389 -1,843 3.44 -3.43 -8.8 -11.23 147 -856 -1,755 -2,267 0.03 -0.15 -0.32 -0.41 -742 -1,692 -679 -1,455	 			_	_	-1,133	Operating Income (K)
3.44 -3.43 -8.8 -11.23 - 147 -856 -1,755 -2,267 - 0.03 -0.15 -0.32 -0.41 - -742 -1,692 -679 -1,455 -	 	_ _ _	_	_	_		• • · ·
147 -856 -1,755 -2,267 - 0.03 -0.15 -0.32 -0.41 - -742 -1,692 -679 -1,455 -		_	_	_	_	-15.03	
0.03 -0.15 -0.32 -0.41 -742 -1,692 -679 -1,455	_	—	_			-10.00	Operating Margin (%)
-742 -1,692 -679 -1,455 —	-			—	_	-1,218	Net Income (K)
		_	-	_	_	-0.22	Diluted Earnings/Share
	_	-	_	_	_	2,827	Operating Cash Flow (K)
-269 -62 -929 -1,004 —	—	—	_	—	_	-28	Capital Spending (K)
-1,011 -1,754 -1,608 -2,458 —	_	_	-	_	_	2,800	Free Cash Flow (K)
4,518 5,647 5,552 5,508 —	_	-	_	_	_	5,530	Avg Shares Outstand(K)
/aluation as of 3 May 2024							
2014 2015 2016 2017 2018	2019	2020	2021	2022	2023	Current	Calendar
0.94 0.92 0.67	0.85	1.02	0.99	0.88	0.90	0.97	Price/Fair Value Q
— — 1.04 0.51 —	_	_	_	_	_	0.50	Price/Sales
— — 32.34 — —	_	_	_	_	_	_	Price/Earnings
9.23	_	-	_	_	_	_	Price/Cash Flow
— 21.13 2.25 17.52 —	_	_	_	_	_	17.71	Price/Book
Operating Performance as of — (Fiscal Year End 3	31 Dec 201	18)					
	2019	2020	2021	2022	2023	03	Fiscal (%)
2014 2015 2016 2017 2018	2010						
		-	-	_	_	-	Return on Assets
2014 2015 2016 2017 2018		_	_	_	_	_	Return on Assets Return on Equity

Dividends as of —											
2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Current	Calendar (%)
-	_	_	_	_	_	_	_	_	-	_	Dividend Per Share
_	_	_	_	_	_	_	_	_	_	_	Trailing Dividend Yield
-	_	_	_	_	-	_	_	_	_	0.99	Buyback Yield



Appendix

Economic Moat	t [©] History as of 3 Ma	y 2024 (No Moa	t: 0.00-0.70, Narr	ow Moat: 0.70-0.	99, Wide Moat:	0.99-1.00)						
Year	January	February	March	April	May	June	July	August	September	October	November	December
2024	0.91	0.91	0.90	0.89	0.89	_	_	_	_	_	_	_
2023	0.85	0.82	0.84	0.84	0.88	0.86	0.77	0.80	0.87	0.87	0.87	0.84
2022	0.90	0.89	0.89	0.85	0.85	0.74	0.80	0.83	0.87	0.92	0.90	0.83
2021	0.91	0.93	0.92	0.94	0.93	0.94	0.93	0.87	0.94	0.94	0.90	0.91
2020	0.95	0.93	0.95	0.90	0.92	0.94	0.93	0.92	0.91	0.91	0.92	0.87
2019	0.96	0.94	0.95	0.94	0.86	0.90	0.91	0.79	0.86	0.81	0.84	0.82



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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 analystdriven 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, Quantitative Uncertainty Rating, and momentum. The rating is expressed as One-Star, Two-Star, Three-Star, Four-Star, and Five-Star.

- ★ the stock is overvalued with a reasonable margin of safety. Log (Quant FVE/Price) < -1*Quantitative Uncertainty Micro-Caps: Log (Quant FVE/Price) < -1.5*Quantitative Uncertainty</p>
- ★★ the stock is somewhat overvalued.

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

Micro-Caps: Log (Quant FVE/Price) between (-1.5*Quantitative Uncertainty, - 0.75*Quantitative Uncertainty)

 $\star \star \star$ – the stock is approximately fairly valued.

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

Micro-Caps: Log (Quant FVE/Price) between (-0.75*Quantitative Uncertainty, 0.75*Quantitative Uncertainty)

 $\star \star \star \star$ – the stock is somewhat undervalued.

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

Uncertainty)

Micro-Caps: Log (Quant FVE/Price) between (0.75*Quantitative Uncertainty, 1.5*Quantitative Uncertainty)

★★★★★ - the stock is undervalued with a reasonable margin of safety. Log (Quant FVE/Price) > 1*Quantitative Uncertainty Micro-Caps: Log (Quant FVE/Price) > 1.5*Quantitative Uncertainty

After the initial calculation for the star rating, there is a final filtering step based on the momentum of the company. We rank the companies based on their 12-1 month momentum, then restrict those below the 30th percentile to a maximum of 3 stars.

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.

Low – the interquartile range for possible fair values is less than 10% 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%

 $\ensuremath{\textit{Extreme}}\xspace -$ 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

Strong - assigned when Quantitative Financial Health > 0.7

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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.

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

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

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of unmanaged ESG risk across all subindustries covered.

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