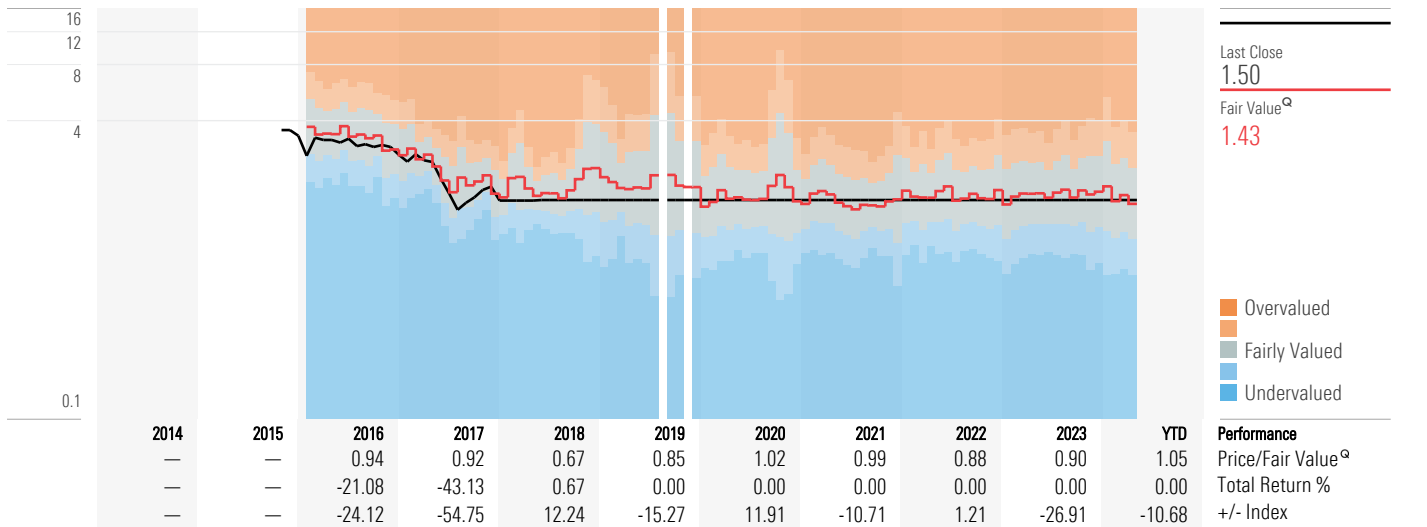


# Think Smart SA THK ★★★ Q 24 Apr 2024, 22:37 UTC

Economic Moat <sup>Q</sup>	Uncertainty <sup>Q</sup>	Price/Fair Value <sup>Q</sup>	ESG Risk Rating Assessment <sup>1</sup>	Trailing Dividend Yield %	Market Cap	Investment Style	Sector	Industry
Narrow	Extreme	1.0	—	—	8.2953 Mil	Small Value	Technology	Software - Application



As of 24 Apr 2024 | Index: Morningstar Spain GR EUR. Fair Value data as of 24 Apr 2024, 22:37 UTC.

<sup>1</sup>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 18 Apr 2024

Metrics	Value	Percentile in Sector
Earnings Yield (%)	-27.5	15.0
Sales Yield (%)	198.7	84.0
Book Value Yield (%)	-14.9	4.0
Return on Assets (%)*	3.0	57.0
Revenue(Mil)*	32.0	26.0
Market Value (Mil)	44.0	26.0
Enterprise Value (Mil)	58.4	30.0
EV/MV Ratio	1.3	84.0
Volatility TTM (%)	0.0	2.0
Drawdown TTM (%)	0.0	2.0
Volume	0.0	1.0

\*18 Apr 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 <sup>Q</sup> as of 24 Apr 2024

Morningstar maintains a 3-star quantitative star rating for Think Smart, derived from the firm's valuation and uncertainty scores.

The company's shares last closed at 1.50, below our quantitative fair value estimate of 1.60. These shares have traded between a 24.14% discount and 8.3% premium to their fair value estimate over the past year. In Morningstar's equity coverage universe for this methodology, the company's valuation rating lands at the 84th percentile; in the technology sector, the firm's score lies at the 81st percentile (meaning the shares are more undervalued than 81% of stocks in the sector). Furthermore, Think Smart maintains a quantitative valuation uncertainty rating of Extreme.

The company has held this star rating over the past year. The uncertainty rating for Think Smart has remained Extreme since the previous rating of Very High, which was last assigned on 04/03/2024.

The key factors behind these ratings are the company's sales yield and drawdown. The sales yield is 198.72%, and its maximum trailing 12-month maximum drawdown is 0.00%. The sales yield falls at the 84th percentile in the technology sector while the drawdown is at the 5th percentile. Over the past year, the company's sales yield has been between 198.72% and 198.72%; its drawdown has

ranged between 0.00% and 0.00%.

## Economic Moat <sup>Q</sup> as of 24 Apr 2024

Morningstar maintains a Narrow quantitative moat rating on the company. The firm's quantitative moat score of 0.93 sits at the 88th percentile in the technology sector. This is a decrease from 0.95, the maximum of its moat scores over the past year. The quantitative financial health rating for Think Smart is Strong. Its financial health score, termed Distance to Default, sits at the 81st percentile in the universe and 82nd percentile in the sector. The significant drivers of these ratings are the company's book value yield and annualized trailing 12-month volatility. The book value yield for Think Smart is -14.86%, and its annualized trailing 12-month volatility is 0.00%. They both sit below the 5th percentile in the global equity universe.

## Fundamentals as of 24 Apr 2024

The data is not available to drive this analysis

## Contact

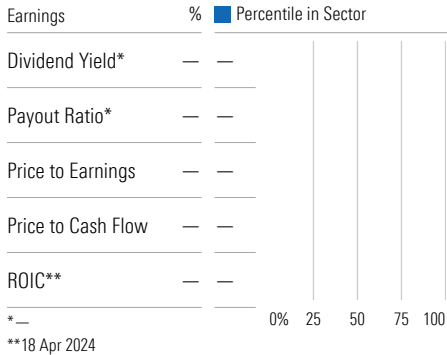
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<https://www.thinksmartone.com>

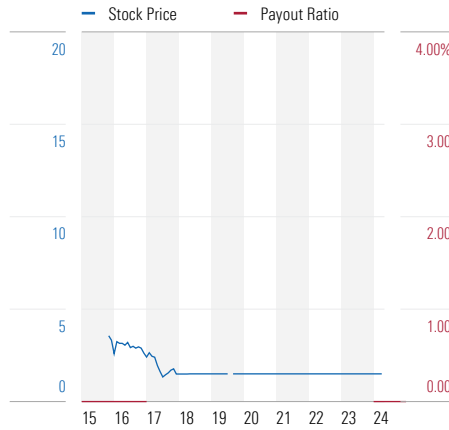
# Think Smart SA THK ★★★ Q 24 Apr 2024, 22:37 UTC

<b>Economic Moat</b> <sup>Q</sup>	<b>Uncertainty</b> <sup>Q</sup>	<b>Price/Fair Value</b> <sup>Q</sup>	<b>ESG Risk Rating Assessment</b> <sup>1</sup>	<b>Trailing Dividend Yield %</b>	<b>Market Cap</b>	<b>Investment Style</b>	<b>Sector</b>	<b>Industry</b>
Narrow	Extreme	1.0	—	—	8.2953 Mil	Small Value	Technology	Software - Application

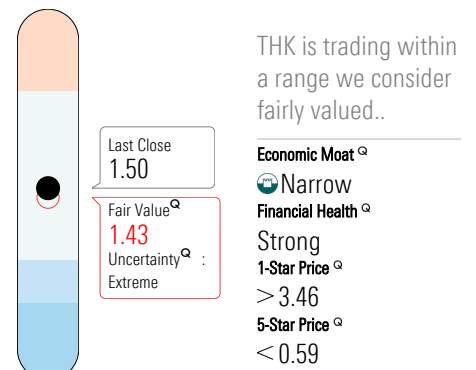
## Earnings as of 18 Apr 2024



## Dividends as of 24 Apr 2024



## Valuation <sup>Q</sup> as of 24 Apr 2024



## Financials as of 24 Apr 2024 (Fiscal Year End 31 Dec 2018)

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	YTD	Fiscal
Revenue (Mil)	11.32	14.16	15.79	16.42	—	—	—	—	—	—	7.11	Revenue (Mil)
Operating Income (K)	389	-485	-1,389	-1,843	—	—	—	—	—	—	-1,133	Operating Income (K)
Operating Margin (%)	3.44	-3.43	-8.8	-11.23	—	—	—	—	—	—	-15.93	Operating Margin (%)
Net Income (K)	147	-856	-1,755	-2,267	—	—	—	—	—	—	-1,218	Net Income (K)
Diluted Earnings/Share	0.03	-0.15	-0.32	-0.41	—	—	—	—	—	—	-0.22	Diluted Earnings/Share
Operating Cash Flow (K)	-742	-1,692	-679	-1,455	—	—	—	—	—	—	2,827	Operating Cash Flow (K)
Capital Spending (K)	-269	-62	-929	-1,004	—	—	—	—	—	—	-28	Capital Spending (K)
Free Cash Flow (K)	-1,011	-1,754	-1,608	-2,458	—	—	—	—	—	—	2,800	Free Cash Flow (K)
Avg Shares Outstand(K)	4,518	5,647	5,552	5,508	—	—	—	—	—	—	5,530	Avg Shares Outstand(K)

## Valuation as of 24 Apr 2024

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Current	Calendar
Price/Fair Value <sup>Q</sup>	—	—	0.94	0.92	0.67	0.85	1.02	0.99	0.88	0.90	1.05	Price/Fair Value <sup>Q</sup>
Price/Sales	—	—	1.04	0.51	—	—	—	—	—	—	0.50	Price/Sales
Price/Earnings	—	—	32.34	—	—	—	—	—	—	—	—	Price/Earnings
Price/Cash Flow	—	—	9.23	—	—	—	—	—	—	—	—	Price/Cash Flow
Price/Book	—	21.13	2.25	17.52	—	—	—	—	—	—	17.71	Price/Book

## Operating Performance as of — (Fiscal Year End 31 Dec 2018)

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Q3	Fiscal (%)
Return on Assets	-2.87	2.22	-9.77	-17.25	—	—	—	—	—	—	—	Return on Assets
Return on Equity	-21.57	8.34	-40.18	-17.24	—	—	—	—	—	—	—	Return on Equity
Rtn on Invested Capital	-5.79	7.66	-16.35	-36.53	—	—	—	—	—	—	—	Rtn on Invested Capital

## Dividends as of —

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

# Appendix

**Economic Moat** <sup>®</sup>History as of 24 Apr 2024 (No Moat: 0.00-0.70, Narrow 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	0.91	—	—	—	—	—	—	—	—
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

# Quantitative Equity Report Overview

The quantitative report on equities consists of data, statistics and quantitative equity ratings on equity securities. Morningstar, Inc.'s quantitative equity ratings are forward looking and are generated by a statistical model that is based on Morningstar Inc.'s analyst-driven equity ratings and quantitative statistics. Given the nature of the quantitative report and the quantitative ratings, there is no one analyst in which a given report is attributed to; however, Mr. Lee Davidson, Head of Quantitative Research for Morningstar, Inc., is responsible for overseeing the methodology that supports the quantitative equity ratings used in this report. As an employee of Morningstar, Inc., Mr. Davidson is guided by Morningstar, Inc.'s Code of Ethics and Personal Securities Trading Policy in carrying out his responsibilities.

## Quantitative Equity Ratings

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, 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*

★★ – 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)*

★★★ – 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)*

★★★★ – 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%

**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

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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.

**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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Sustainalytics analyzes over 1,300 data points to assess a company's exposure to and management of ESG risks. In other words, ESG Risk Ratings measures a company's unmanaged ESG Risks represented as a quantitative score. Unmanaged Risk is measured on an open-ended scale starting at zero (no risk) with lower scores representing less unmanaged risk and, for 95% of cases, the unmanaged ESG Risk score is below 50.

Based on their quantitative scores, companies are grouped into one of five Risk Categories (negligible, low, medium, high, severe). These risk categories are absolute, meaning that a 'high risk' assessment reflects a comparable degree

of unmanaged ESG risk across all subindustries covered.

The ESG Risk Rating Assessment is a visual representation of Sustainalytics ESG Risk Categories on a 1 to 5 scale. Companies with Negligible Risk = 5 Globes, Low Risk = 4, Medium Risk = 3 Globes, High Risk = 2 Globes, Severe Risk = 1 Globe. For more information, please visit [sustainalytics.com/esg-ratings/](https://sustainalytics.com/esg-ratings/)

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