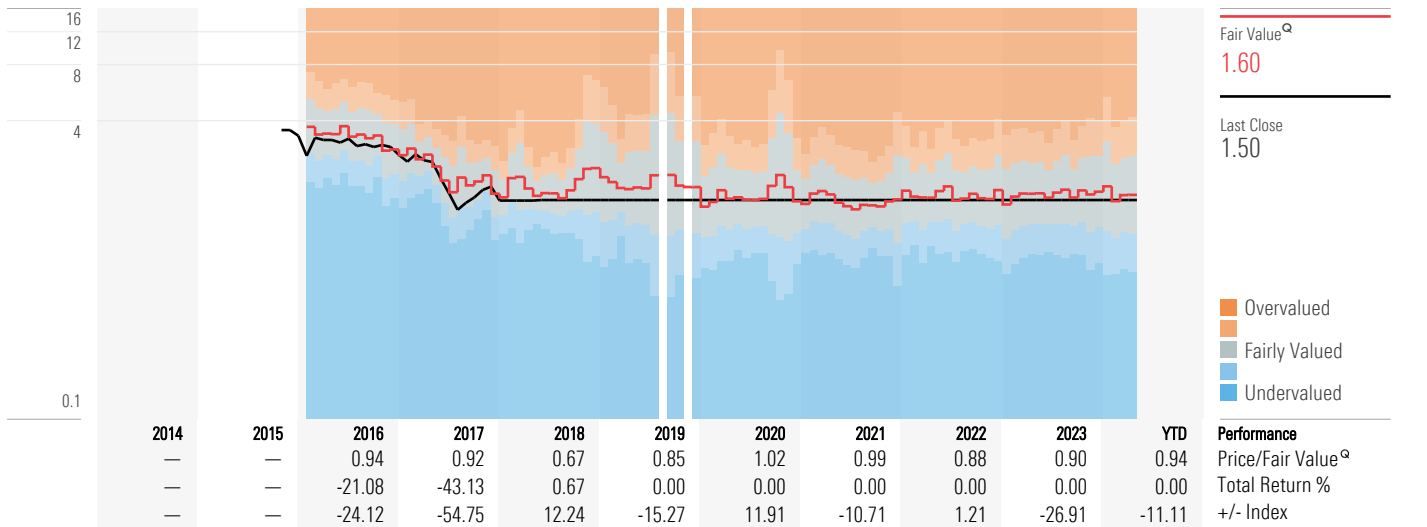


# Think Smart SA THK ★★★ Q 23 Apr 2024, 22:39 UTC

<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	0.9	—	—	8.2953 Mil	Small Value	Technology	Software - Application



As of 23 Apr 2024 | Index: Morningstar Spain GR EUR. Fair Value data as of 23 Apr 2024, 22:39 UTC.

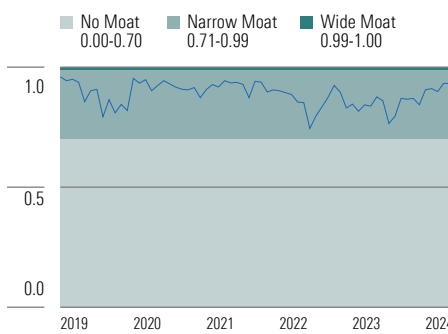
<sup>1</sup>The ESG Risk Rating Assessment is a representation of Sustainalytics' ESG Risk Rating. Lee Davidson, Chief Analytics Officer for Morningstar, Inc, oversees the methodology that supports Quantitative Fair Value Estimates and Quantitative Star Ratings. Mr. Davidson is guided by the Morningstar, 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 22 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 (%)*	3.3	59.0
Revenue(Mil)*	32.1	26.0
Market Value (Mil)	118.4	41.0
Enterprise Value (Mil)	123.6	41.0
EVMV Ratio	1.0	63.0
Volatility TTM (%)	0.0	2.0
Drawdown TTM (%)	0.0	2.0
Volume	0.0	1.0

\*22 Apr 2024

## Economic Moat <sup>Q</sup> History as of 23 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 23 Apr 2024

Morningstar affirms a 3-star quantitative rating for Think Smart. We calculate this outcome using the company's underlying model-driven valuation and uncertainty scores.

The stock's last closing price was 1.50, a premium of 7.31% to its Quantitative Fair Value estimate of 1.40. 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 price to fair value ratio is at the 95th percentile in our global equity coverage universe for this methodology and at the 93rd percentile relative to its peers in the technology sector.

Think Smart furthermore holds a Extreme quantitative uncertainty rating.

The company's quantitative star rating remains unchanged over the past year. The firm's uncertainty rating changed from Very High to Extreme after 04/03/2024.

We examine the financials and market statistics for Think Smart to determine these ratings. Its earnings yield is -27.45% and its trailing 12-month maximum drawdown is 0.00%. These fall at the 15th and 5th percentiles in the equity universe and at the 15th and 5th in the technology sector, respectively.

## Economic Moat <sup>Q</sup> as of 23 Apr 2024

Quantitatively, we believe Think Smart has a Narrow economic moat. Its moat score of 0.9 corresponds to the 86th percentile in the technology sector. Furthermore, this rating last differed from its previous rating of None on 12/26/2023, when the company's moat score fell from its maximum of 0.95 (score of 1 indicates greatest economic moat). The company also maintains a quantitative financial health rating of Strong. Its score sits at the 87th percentile overall and the 91st percentile in the sector.

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 23 Apr 2024

The data is not available to drive this analysis

## Contact

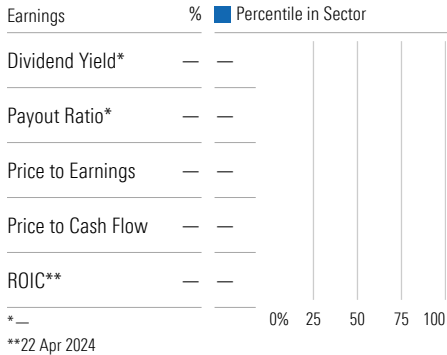
Paseo de la Castellana, 77, Madrid, — 28046  
+34 912724000

<https://www.thinksmartone.com>

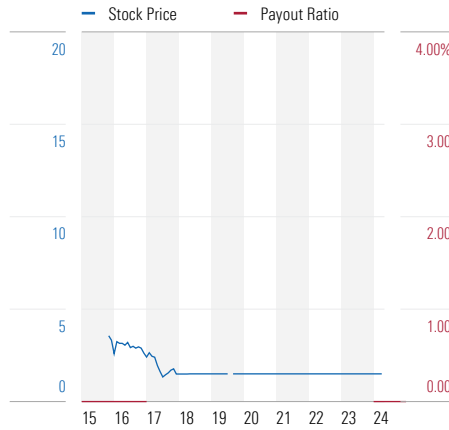
# Think Smart SA THK ★★★ Q 23 Apr 2024, 22:39 UTC

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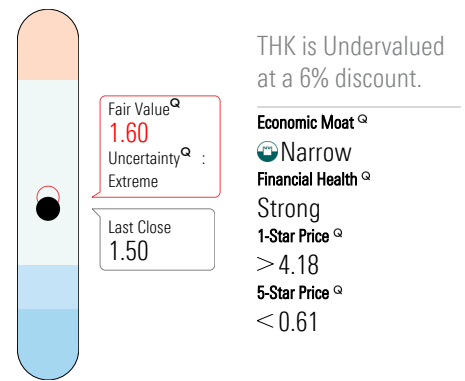
## Earnings as of 22 Apr 2024



## Dividends as of 23 Apr 2024



## Valuation <sup>Q</sup> as of 23 Apr 2024



## Financials as of 23 Apr 2024 (Fiscal Year End 31 Dec 2018)

2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	YTD	Fiscal
11.32	14.16	15.79	16.42	—	—	—	—	—	—	7.11	Revenue (Mil)
389	-485	-1,389	-1,843	—	—	—	—	—	—	-1,133	Operating Income (K)
3.44	-3.43	-8.8	-11.23	—	—	—	—	—	—	-15.93	Operating Margin (%)
147	-856	-1,755	-2,267	—	—	—	—	—	—	-1,218	Net Income (K)
0.03	-0.15	-0.32	-0.41	—	—	—	—	—	—	-0.22	Diluted Earnings/Share
-742	-1,692	-679	-1,455	—	—	—	—	—	—	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)

## Valuation as of 23 Apr 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	0.94	Price/Fair Value <sup>Q</sup>
—	—	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 31 Dec 2018)

2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Q3	Fiscal (%)
-2.87	2.22	-9.77	-17.25	—	—	—	—	—	—	—	Return on Assets
-21.57	8.34	-40.18	-1724	—	—	—	—	—	—	—	Return on Equity
-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
—	—	—	—	—	—	—	—	—	—	—	Trailing Dividend Yield
—	—	—	—	—	—	—	—	—	—	0.99	Buyback Yield

# Appendix

**Economic Moat** <sup>®</sup>History as of 23 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	0.93	—	—	—	—	—	—	—	—
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

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.

**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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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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