November 18, 2021

Information Analysis

Analyst

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Fair Value

BUY

€86.00

(previous: Buy)

(previous: €86.00)



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Sector

IT-Services

75 20/48 90

6M

16%

DAX-Subsector IT-Services

1M

4%

69.00

12M

39%

2020/21 in line with expectations - sales leap in 2021/22 through acquisitions and organic growth

The preliminary figures of the All for One Group [revenue: €372.9 mln (+5%); EBIT €20.6 mln (+7%)] were in line with the guidance raised in August 2021 and met our expectations. The company also provided an outlook for 2021/2022 for the first time, which takes into account the acquisitions of **SNP Poland** and **ASC Group** (Switzerland) that took place on Oct 1st, 2021. 2021/22 revenue is expected to be between €430 mln and €450 mln, driven by inorganic and organic growth. EBIT is expected to be in the range of €24 mln to €26 mln, which would contribute to margin expansion. In view of the upcoming migration wave to SAP S/4HANA, the All for One Group is excellently positioned with the Conversion/4 offering. The share continues to be attractively valued with a 2021/22 EV/EBIT of 13.1.

- The acquisitions of SNP Poland (51%) and ASC Group (100%) took place with effect from Oct 1st, 2021 (start of financial year 21/22). The parties have agreed not to disclose the purchase prices, which will be paid entirely from existing cash and cash equivalents. We assume that the target companies were valued in terms of EV/sales with multiples that do not exceed the multiple of All for One Group (currently 0.9). In the 2021/22 investment cash flow, we have taken into account both transactions (in the case of SNP Poland, only 51% were initially acquired) with a total of €16 mln.
- The growth driver in the past financial year was "Cloud Services and Support", which achieved a turnover of €85.7 mln (+11%). Due to a 10% decline in the license business, the segment "Software Licenses and Support" stagnated at €134.5 mln. "Consulting and Services" revenues could be expanded by 6% to €152.7 mln. The share of recurring revenues, which represents a strategic KPI, reached 53% (previous year: 52%) of total revenues.
- Despite the decline in licensing revenues, EBIT margin expanded due to the continued growth of well-scalable recurring revenues, the higher share of remote consulting and lower travel costs.

Company Outlook: For the current financial year 2021/22, All for One Group expects **revenue** of between €430 mln and €450 mln, with **EBIT** in the range of €24 mln to €26 mln. With regard to the potential arising from future Conversion/4 transformation projects, **new medium-term targets** are currently being developed.

Key Data / Earnings

-	Sales	EBITDA	adj.EBIT	EBT	adj. net a	dj. EPS	DPS	EBIT-	Net-
Year	(mIn €)	(mln €)	(mIn €)	(mln €)	(mIn €)	(€)	(€)	Margin	Margin
2018/19	359.2	25.6	19.8	12.1	14.2	2.85	1.20	5.5%	4.0%
2019/20	355.4	41.3	19.3	17.9	12.7	2.55	1.20	5.4%	3.6%
2020/21e*	372.9	42.1	20.6	19.4	13.4	2.68	1.30	5.5%	3.6%
2021/22e	440.0	49.9	25.5	24.3	16.8	3.38	1.32	5.8%	3.8%
2022/23e	475.2	54.3	29.9	28.8	20.0	4.01	1.39	6.3%	4.2%
Source: All fo	r One Gro	up SE. Ba	nkM Rese	arch (e): '	Turnover, E	EBITDA. E	BIT and	EPS for 20	020/21

Source: All for One Group SE, BankM Research (e); *Turnover, EBITDA, EBIT and EPS for 2020/21 were reported preliminarily.

Sector IT-Services				
WKN	511000			
ISIN	DE0005110001			
Bloomberg/Reuters	A	10S GY/A	10S.DE	
Accounting standard			IFRS	
Financial year			Sep 30	
FY 2020/21	C	ecember	15, 2021	
Market segment		Regulate	d Market	
Transparency standard		Prime	Standard	
Financial ratios	20/21e	21/22e	21/22e	
EV/Sales	0,90	0,76	0,70	
EV/EBITDA	7,9	6,7	6,2	
EV/EBIT	16,2	13,1	11,2	
P/E adj.	25,7	20,4	17,2	
Price/Bookvalue	3,6	3,2	2,9	
Price/FCF	12,62	10,68	9,96	
ROE (in %)	14,8	16,9	17,8	
Dividend yield (in %)	1,89	1,91	2,02	
Number of shares outs. (in min)		4,982	
MarketCap / EV (in € mln) 344/335				
Free float (in %)			50	
Ø daily trading vol. (3M, in €)	trading vol. (3M, in €)			



All for One Group (XETRA; red), Performance 1y vs. DAXsubsector IT-Services (blue)

Source: Bloomberg

12M high / low (in €; XETRA-close)

Performance

absolute (in %)

relative (in %)

Benchmark index

Price November 17, 2021 (in €; XETRA-close)

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Growth and margin improvements in both segments

Both segments contributed to the growth. The **"CORE" segment** (ERP and collaboration solutions) achieved a turnover of €311.7 mln (+4%), while EBIT grew disproportionately to €15.6 mln (+6%). EBIT (€5 mln; +11%) also grew faster than revenue (€76.8 mln; +5%) in the **"LOB" segment** (line of business), underlining the scalability of the business model.

Majority takeover of SNP Poland: Well equipped for SAP S/4HANA conversions In a first step, All for One Group acquired 51% of the shares in **SNP Poland** on Oct 1st, 2021 for an undisclosed purchase price from SNP. The full acquisition is planned by the end of 2023, and both companies hold corresponding call and put options. With over 400 employees, SNP Poland is one of the leading SAP service providers in Poland. In the first half of 2021, the unit had generated revenue of €13 mln - around half of which came from **recurring cloud and software maintenance services revenue**. EBIT in H1 2021 was around €1.0 mln. The acquisition serves to strengthen the growth path, especially against the setting of the upcoming SAP S/4HANA transformation wave and the continuing shortage of consultants. The particular expertise of SNP Poland lies in the technical SAP S/4HANA conversion. As project-related cooperation with SNP Poland has already taken place in the past, the risks of the takeover are limited.

ASC Group takeover: service offering in Switzerland expanded Also on Oct 1st, 2021, All for One Group expanded its range of services in Switzerland through the 100% takeover of the SAP business and IT consulting specialist ASC. With around 50 consultants, ASC generated sales of CHF12 mln (equivalent to around €11 mln) in 2020. ASC focuses on group consolidation, controlling and the related fields of corporate planning, BI and analytics. The unit ideally complements the Swiss subsidiary Process Partner AG, which is roughly the same size as ASC. Together, the two companies with their 100 consultants cover the entire consulting spectrum in the SAP environment.



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Tables

Profit and Loss Account (in € m)	2018/19	2019/20	2020/21e	2021/22e	2022/23e
Sales revenues	359.215	355.393	372.914	440.038	475.241
Change in finished goods and work in progress	0.000	0.000	0.000	0.000	0.000
Other own cost capitalized	0.000	0.000	0.000	0.000	0.000
Other operating income	3.172	4.203	4.410	5.204	5.620
Total performance	362.387	359.596	377.324	445.242	480.862
Cost of material	-127.025	-133.237	-140.387	-162.516	-172.333
Gross profit	235.362	226.359	236.937	282.727	308.529
Personnel expenses	-154.160	-156.449	-171.189	-203.935	-222.093
Other operating expenses	-55.598	-28.619	-23.609	-28.848	-32.139
EBITDA	25.604	41.291	42.139	49.943	54.297
Depreciation and amortisation	-12.972	-22.004	-21.536	-24.422	-24.356
EBIT	12.632	19.287	20.603	25.522	29.940
Adjusted EBIT	19.832	19.287	20.603	25.522	29.940
Financial result	-0.535	-1.383	-1.174	-1.173	-1.171
Non operating result before taxes	0.000	0.000	0.000	0.000	0.000
Pre tax result	12.097	17.904	19.429	24.349	28.769
Non operating result after taxes	0.000	0.000	0.000	0.000	0.000
Taxes	-1.862	-4.828	-5.706	-7.150	-8.448
Minority interest	-0.039	-0.354	-0.354	-0.354	-0.354
Net result	10.196	12.722	13.370	16.845	19.967
Adjustments	4.000	0.000	0.000	0.000	0.000
Adjusted net result	14.196	12.722	13.370	16.845	19.967
Average number of shares	4.98	4.98	4.98	4.98	4.98
EPS	2.05	2.55	2.68	3.38	4.01
Adjusted EPS	2.85	2.55	2.68	3.38	4.01
DPS	1.20	1.20	1.30	1.32	1.39

Source: All for One Group SE, BankM Research (e) *Turnover, **EBITDA**, EBIT **and EPS** for 2020/21 were reported preliminarily

Cash Flow Statement (in €m)	2018/19	2019/20	2020/21e	2021/22e	2022/23e
Net cash provided by operating activites	20.001	41.367	35.538	38.430	43.556
Net cash used in investing activities	-17.872	-7.196	-9.852	-25.265	-10.006
Net cash provided by financing activities	-10.121	6.515	-8.778	-21.484	-10.053
Change in cash and securities	-7.833	40.591	16.907	-8.319	23.497
Cash and securities at the end of the period	28.498	69.089	85.996	77.677	101.174

Source: All for One Group SE, BankM Research (e)



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Balance of Accounts (in €m)	2018/19	2019/20	2020/21e	2021/22e	2022/23e
Long term assets	97.557	120.862	109.178	110.022	95.672
Intangible assets	67.510	63.683	53.902	58.008	46.592
Tangible assets	23.417	15.473	13.476	12.733	11.648
Right-of-use assets	0.000	35.032	35.126	32.606	30.757
Financial assets	6.630	6.674	6.674	6.674	6.674
Current assets	86.082	116.192	135.421	135.999	164.162
Inventories	0.000	0.000	0.000	0.000	0.000
Trade receivables	49.556	38.087	39.965	47.158	50.931
Cash and securities	28.498	69.089	85.996	77.677	101.174
Other assets	15.863	13.650	13.650	13.650	13.650
Total assets	199.502	250.704	258.250	259.671	273.483
Equity	82.291	88.784	96.529	107.243	121.012
Reserves	82.575	88.743	96.134	106.494	119.909
Minorities	-0.284	0.041	0.395	0.749	1.103
Provisions	5.953	5.814	5.997	6.188	6.389
Liabilities	55.831	102.642	102.260	92.775	92.618
Liabilities to financial institutions	30.004	48.353	47.605	37.125	36.974
Lease Liabilities	0.000	35.678	35.126	32.606	30.757
Trade payables	24.421	16.784	17.611	20.782	22.444
Non interest bearing liabilities	1.406	1.827	1.917	2.262	2.443
Other liabilities	55.427	53.464	53.464	53.464	53.464
Total equity and liabilities	199.502	250.704	258.250	259.671	273.483

Source: All for One Group SE, BankM Research (e)

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Key ratios	2018/19	2019/20	2020/21e	2021/22e	2022/23e
Valuation ratios					
EV/Sales	0.70	0.66	0.90	0.76	0.70
EV/EBITDA	9.82	5.67	7.94	6.70	6.17
EV/EBIT	19.90	12.14	16.25	13.12	11.18
P/E reported	24.13	16.94	25.71	20.41	17.22
P/E clean	17.34	16.94	25.71	20.41	17.22
PCPS	10.60	6.25	9.80	8.29	7.72
Price/Book Value	2.98	2.43	3.58	3.23	2.87
Profitability ratios					
Gross Margin	65.5%	63.7%	63.5%	64.3%	64.9%
EBITDA margin	7.1%	11.6%	11.3%	11.3%	11.4%
EBIT margin	3.5%	5.4%	5.5%	5.8%	6.3%
Pre tax margin	3.4%	5.0%	5.2%	5.5%	6.1%
Net margin	2.8%	3.6%	3.6%	3.8%	4.2%
ROE	12.8%	15.3%	14.8%	16.9%	17.8%
ROCE	8.9%	11.8%	12.3%	15.1%	17.7%
Productivity ratios					
Sales/employees (in € `000)	195	193	200	190	194
Net result/employees (in € `000)	6	7	7	7	8
Number of employees	1846	1841	1866	2314	2453
Financial ratios					
Equity ratio	41.2%	35.4%	37.4%	41.3%	44.2%
Gearing	142.4%	182.4%	167.5%	142.1%	126.0%
Dividend yield	2.4%	2.8%	1.9%	1.9%	2.0%
Cash flow ratios					
Cash earnings per share	4.65	6.97	7.01	8.28	8.90
Operating cash flow per share	4.66	6.92	7.04	8.32	8.94
Free-cash-flow per share	2.65	5.42	5.47	6.46	6.93
Other ratios					
Depreciation/sales	4%	6%	6%	6%	5%
Capex/sales	3%	2%	2%	2%	2%
Working capital/sales	9%	8%	8%	8%	8%
Tax rate	15%	27%	29%	29%	29%



Source: All for One Group SE, BankM Research (e) *Turnover, **EBITDA**, EBIT **and EPS** for 2020/21 were reported preliminarily

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Author: Daniel Grossjohann, analyst.

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Analyst	Date	Evaluation Result	Fair Value
Daniel Großjohann	18.08.2020	Buy	€ 68.30
Daniel Großjohann	27.11.2020	Buy	€ 67.60
Daniel Großjohann	14.01.2021	Buy	€ 74.20
Daniel Großjohann	09.02.2021	Buy	€ 77.50
Daniel Großjohann	17.05.2021	Buy	€ 75.00
Daniel Großjohann	13.08.2021	Buy	€ 86.00

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3. Date of first publication of this document:

November 18, 2021, 12:00 am CET

4. Date and time of prices of the instruments quoted in this document:

Closing prices of November 17, 2021, 5:30 pm CET

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