

IndigoVision Group (IND LN)

Company Update

CORPORATE

IT Hardware

Current price*: 127p

Mkt cap (£m): 10

9 January 2018

Pedro Simoes confirmed as new Chief Executive

N+1 Singer view

The prompt appointment of Pedro Simoes as Chief Executive is a positive decision, in our opinion, given his strong cv within the big players of the industry and his knowledge of the critical North American market. It should be noted that he has only been with the Group for 4 months, but we look forward to hearing his initial thoughts at the time of the final results in March.

Appointment of Chief Executive

IndigoVision has announced that Pedro Simoes has been confirmed as Chief Executive Officer of the Company and has joined the Board as an executive director with immediate effect. This follows the 24th November announcement of Marcus Kneen's resignation and Pedro's appointment as Interim Chief Executive.

Pedro, who was initially appointed as the Company's Senior Vice President – Global Sales in October 2017, is an experienced global sales leader in the security industry, with over 13 years experience in the sector, and prior to joining the Group he spent nearly six years with Avigilon Corporation (TSX: AVO) where he was ultimately responsible for leading its Global salesforce and driving revenue worldwide.

Impact on earnings & valuation

No change to forecasts.

Financials and valuations**

Year end Dec	2013	2014	2015	2016	2017E
Revenue (\$m)	50.1	82.5	47.1	45.9	42.0
EBITDA (adj.) (\$m)	3.8	5.6	0.4	1.3	-1.6
PBT (adj.) (\$m)	3.3	4.3	-0.8	0.4	-2.5
EPS (Adj., FD) (¢)	36.3	60.5	0.0	9.0	-26.9
Consensus EPS (¢)	-	-	11.2	9.9	-25.8
DPS (¢)	11.0	17.0	2.5	3.0	0.0
Net cash/(debt) (\$m)	1.3	2.6	2.8	6.2	2.7
EV/EBITDA (x)	3.1	1.9	27.1	5.4	n/m
P/E (x)	4.8	2.8	13,891.1	19.2	n/m
Dividend yield (%)	6.4	9.9	1.5	1.7	0.0

* Price as at COB 05/01/2018. ** Sources: N+1 Singer, Company accounts, FactSet

For further details contact: Jon Lienard

+44 (0) 19 1500 8879,

Jon.Lienard@N1Singer.com