

THRUVISION TECHNOLOGY

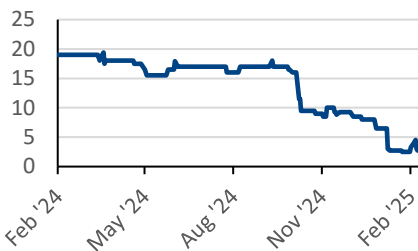
17 February 2025

THRU.L

2.75p

Market Cap: £4.4m

SHARE PRICE (p)



12m high/low

19.4p/2.5p

Source: LSE Data (priced as at prior close)

KEY DATA

Net (debt)/cash	£1.8m (at 30/09/24)
Enterprise value	£2.6m
Index/market	AIM
Next news	Prelims, June
Shares in issue (m)	161.1
Executive Chair	Tom Black
CEO/CFO	Victoria Balchin

COMPANY DESCRIPTION

Thruvision is the leading developer, manufacturer and supplier of walk-through security technology.

www.thruvision.com

THRUVISION IS A RESEARCH CLIENT OF
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Strategic Review continues

Thruvision, the international provider of walk-through security technology, has provided a short update on trading for the year ending 31 March 2025. The group's diversified business model, with a broad customer base in a number of international markets, is continuing to bear fruit, with several significant opportunities totalling a potential contract value of £15m. However, orders, particularly in the Customs division, are inherently lumpy and while some of these material opportunities were expected to come through in Q4 FY25, discussions with associated customers suggest they will be predominantly in FY26. While the material order backlog remains intact, we reduce FY25E estimates to reflect the timing of these opportunities.

- Reducing estimates.** Thruvision has several significant opportunities, with a potential contract value of £15m. However, these are expected in FY26, with minimal impact on the current financial year. We downgrade revenue to £5.5m from £9m for FY25E and increase our EBITDA loss to £3.5m from £1.7m. We forecast year-end cash of £500k.
- Cashflow and balance sheet.** Management anticipates that the cash resources will last until approximately the end of May 2025. Thruvision received a significant investor endorsement at the end of 2023 as part of a placing to raise £3.2m. This included a £2.7m strategic investment from Pentland Capital, which owns leading sports brands, as well as being the majority shareholder in JD Sports.
- Strategic Review.** Since the announcement of the Strategic Review on 14 January, discussions have been held, and are continuing, with a number of interested parties. It is hoped that one or more offers to either acquire the group or provide additional strategic investment will come forwards. However, management cautions that there can be no certainty that such offers will materialise.
- Revenue diversification.** The group has been working hard with its customers in the US and with other international customs agencies. Entrance Security has seen a bounce-back in demand. Retail Distribution has continued to win clients, gaining traction with a growing number of leading retailers and global logistics providers. Management has noted there are a number of significant near-term opportunities, with the potential for £15m of orders that are likely to come through in FY26. However, in order to satisfy those orders, it is likely Thruvision will need additional cash or the backing of a larger, well-capitalised organisation.

FYE MAR (£M)	2022	2023	2024	2025E
Revenue	8.4	12.4	7.8	5.5
Adj EBITDA	-1.7	-0.2	-2.5	-3.5
Fully Adj PBT	-2.3	-0.8	-3.0	-4.0
Fully Adj EPS (p)	-1.1	-0.5	-1.9	-2.4
EV/Sales (x)	0.3x	0.2x	0.3x	0.5x
EV/EBITDA (x)	-1.5x	-12.0x	-1.0x	-0.8x
PER (x)	N/A	N/A	N/A	N/A

Source: Company Information and Progressive Equity Research estimates.

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Please refer to important disclosures at the end of the document.

Estimate changes

We revise our forecasts to reflect the update, as summarised in the following table.

Thruvision – Estimates table			
£m unless stated	FY25E		
	Old	New	Change (%)
Revenue	9.0	5.5	-39%
Adj EBITDA	-1.7	-3.5	-106%
Fully adj PBT	-2.2	-4.0	-82%
Fully adj EPS (p)	-1.3	-2.4	-87%
Net Debt/ Cash	2.5	0.5	-80%

Source: Progressive Equity Research estimates

Financial Summary: Thruvision

Year end: March (£m unless shown)

	2022	2023	2024	2025E
PROFIT & LOSS				
Revenue	8.4	12.4	7.8	5.5
Adj EBITDA	(1.7)	(0.2)	(2.5)	(3.5)
Adj EBIT	(2.3)	(0.9)	(3.0)	(4.0)
Reported PBT	(1.7)	(0.8)	(2.8)	(3.9)
Fully Adj PBT	(2.3)	(0.8)	(3.0)	(4.0)
NOPAT	(2.0)	(0.7)	(2.9)	(3.9)
Reported EPS (p)	(1.1)	(0.5)	(1.9)	(2.4)
Fully Adj EPS (p)	(1.1)	(0.5)	(1.9)	(2.4)
Dividend per share (p)	0.0	0.0	0.0	0.0
CASH FLOW & BALANCE SHEET				
Operating cash flow	(1.6)	(2.5)	(0.8)	(3.0)
Free Cash flow	(1.8)	(2.6)	(1.4)	(3.6)
FCF per share (p)	(1.2)	(1.8)	(0.9)	(2.2)
Acquisitions	0.0	0.0	0.0	0.0
Disposals	0.0	0.0	0.0	0.0
Shares issued	0.2	0.1	3.1	0.0
Net cash flow	(1.8)	(2.7)	1.3	(3.6)
Overdrafts / borrowings	0.0	0.0	0.0	0.0
Cash & equivalents	5.4	2.8	4.1	0.5
Net (Debt)/Cash	5.4	2.8	4.1	0.5
NAV AND RETURNS				
Net asset value	9.4	9.4	8.8	8.8
NAV/share (p)	6.5	6.5	6.0	5.7
Net Tangible Asset Value	1.2	1.2	1.2	1.4
NTAV/share (p)	0.8	0.8	0.8	0.9
Average equity	10.4	10.4	9.1	8.8
Post-tax ROE (%)	(16.0%)	(7.8%)	(31.2%)	(44.6%)
METRICS				
Revenue growth	24.8%	48.5%	(37.1%)	(29.6%)
Adj EBITDA growth	9.5%	(87.1%)	1050.7%	38.9%
Adj EBIT growth	9.2%	(60.4%)	240.7%	32.9%
Adj PBT growth	(5.9%)	(62.4%)	254.1%	34.0%
Adj EPS growth	(33.3%)	(52.0%)	238.6%	31.3%
Dividend growth				
Adj EBIT margins	(27.0%)	(7.2%)	(39.0%)	(73.6%)
VALUATION				
EV/Sales (x)	0.3	0.2	0.3	0.5
EV/EBITDA (x)	-1.5	-12.0	-1.0	-0.8
EV/NOPAT (x)	-1.3	-3.7	-0.9	-0.7
PER (x)	N/A	N/A	N/A	N/A
Dividend yield	N/A	N/A	N/A	N/A
FCF yield	(44.9%)	(64.5%)	(32.1%)	(81.1%)

Source: Company information and Progressive Equity Research estimates

Disclaimers and Disclosures

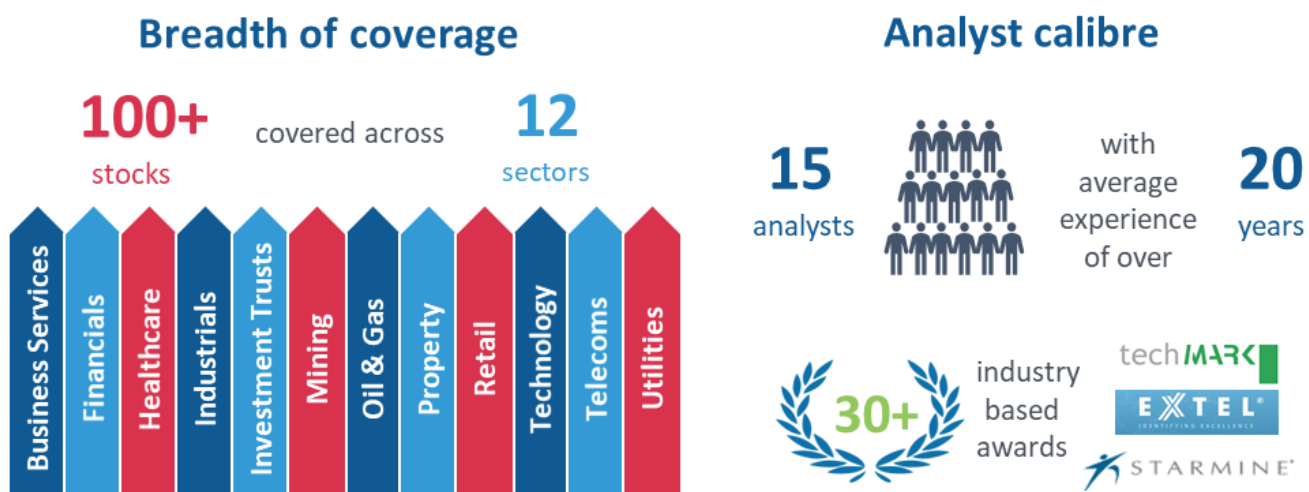
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