

EQUITY RESEARCH

August 10, 2022

MAGNET FORENSICS INC.

Solid Results As Clients Prioritize Cybersecurity

Our Conclusion

Magnet Forensics posted strong Q2 results, beating consensus expectations on both the top and bottom line and delivering 41% Y/Y revenue growth. Magnet continues to benefit from strong secular tailwinds as cybersecurity increasingly becomes a C-suite focus and public safety organizations continue to spend on digital evidence tools. We see Magnet as well positioned to outperform despite an uncertain macro-economic environment, with results this quarter demonstrating the resiliency of the business. We retain our Outperformer rating and have increased our price target to \$27 (prior \$25).

Key Points

Solid Q2/22 Results: Magnet reported revenue of \$23.1MM, 7% above consensus and CIBCe (\$21.6MM/\$21.5MM). Adjusted EBITDA of \$3.5MM was above consensus (\$2.6MM), but just shy of our estimate (\$3.8MM). The EBITDA margin of 15.0% was 300 bps above consensus at 12.0% and 290 bps below our expectation of 17.9%.

Cyber Spending Remains Robust: The demand environment remains resilient in both public and private end markets, despite continued macrouncertainty. ARR growth was 49% Y/Y this quarter, driven by the company's land and expand strategy. Public sector customers continue to make up over 60% of ARR but we expect this to evolve as Magnet accelerates new logo growth in private enterprises through recently launched products like Magnet Ignite and investments in its sales channel.

Balancing Growth Versus Profitability: Magnet has been investing for growth, with an initial target of adding 130 to 140 new employees in 2022. We expect Magnet to continue to invest to capture market share, but in the current environment expect the company to focus more closely on investments with the most positive unit economics. We believe we could see a more cautious approach to headcount additions, potentially deferring some hiring until there is more certainty in the market. Adjusted EBITDA margins were 15% in the quarter, up 260 bps sequentially but down from 27% in the year-ago quarter. We expect adjusted EBITDA to progressively improve from here as new hires become productive.

M&A An Upside: We see Magnet well positioned to execute on M&A with \$116MM in net cash. We expect the company to primarily target tuck-in acquisitions, but management seems open to larger, transformative deals in this environment as private market valuations have started to show compression.

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Earnings Update

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Outperformer

MAGT-TSX,	Sector: Information	Technology
Cumpant	$D_{mine} (0/40/00)$	00075

6923.75	Current Price $(0/10/22)$.
↑ C\$27.00	Price Target (12-18 mos.):
C\$25.00	Previous:

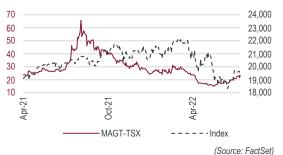
CIBC Estimates and Valuation

(Dec. 31)	2020	2021	2022	2023
Revenue(mln)	51.23A	70.29A	94.19E	122.02E
Prior			93.13E	120.23E
Adj. EPS	0.32A	0.18A	0.02E	0.23E
Prior			0.11E	
Adj. EBITDA(mln)	15.4A	18.6A	15.4E	27.3E
Prior			14.7E	20.6E
Revenue(mIn)	Q1	Q2	Q3	Q4
2021	14.66A	16.46A	17.77A	21.39A
2022	19.79A	23.15A	23.30E	27.95E
Prior		21.51E	23.68E	28.16E
Adj. EPS	Q1	Q2	Q3	Q4
2021	0.08A	0.04A	0.05A	0.01A
2022	(0.02)A	(0.02)A	0.02E	0.04E
Prior		0.04E	0.04E	0.05E
Adj. EBITDA(mln)	Q1	Q2	Q3	Q4
2021	4.8A	4.4A	4.7A	4.7A
2022	2.5A	3.5A	4.5E	5.6E
Prior		3.8E	4.1E	4.7E
Valuation	2020	2021	2022	2023
P/Sales	15.6x	11.4x	8.5x	6.5x
P/E	58.2x	NM	NM	80.5x
EV/EBITDA	23.6x	19.5x	23.6x	13.3x
FCF Yield		2.0%	1.3%	1.8%

Stock Performance and Key Indicators

Enterprise Value:	C\$464M	Shares O/S:	42.9M
Market Cap.:	C\$1,018M	Float:	34.9M
52-wk Range:	C\$15.31 - C\$64.90	Div. / Yield:	C\$0.00/0.00%

TSX Composite Index vs. MAGT-TSX



All figures in US dollars unless otherwise stated (C\$1.276:US\$1.00).

Please see "Price Target Calculation and Key Risks to Price Target" information on page 4. For required regulatory disclosures please refer to "Important Disclosures" beginning on page 5.

Magnet Forensics Inc. (MAGT-TSX) — Outperformer

Price (8/10/22) C\$23.75 12-18 mo. Price Target C\$27.00 Sector: Information Technology Stephanie Price, CFA +1 416-594-7047 Stephanie.Price@cibc.com

Peer Comparison	2020	2021	2022E	2023E
EV/Sales - Canadian Software Pee	-	5.8x	4.2x	3.4x
EV/Sales - Magnet	-	7.9x	6.0x	4.6x
Key Financial Metrics	2020	2021	2022E	2023E
Net Debt	(11)	(109)	(121)	(136)
Total Debt	10	9	8	8
Net Debt/EBITDA	(0.7x)	(5.9x)	(7.4x)	(7.4x)
Free Cash Flow	21	17	12	14
Sales Growth	32.5%	37.2%	34.0%	29.5%
Per Share Data	2020	2021	2022E	2023E
FCFPS	-	0.38	0.25	0.34
Adj. EPS Dil.	0.32	0.18	0.02	0.23
Wgt Avg # of Shares	0.0	38.1	40.4	40.4
FD Number of Shares	0.0	39.8	42.6	42.6
Income Statement	2020	2021	2022E	2023E
Revenue	51	70	94	122
Cost of Goods Sold	3	5	7	9
Gross Profit	49	66	87	113
Gross Margin %	94.90%	93.46%	92.65%	93.00%
Tot Operating Exp	36	54	85	98
Adj. EBITDA	15	19	15	27
Adj EBITDA Margin	30.0%	26.5%	16.3%	22.4%
D&A	2	2	3	3
Interest Expense	0	0	0	1
Pretax profit	13	11	1	14
Tax Expense	2	4	0	5
Adjusted Net Income	11	7	1	10
Adjusted Net Margin	20.7%	10.4%	0.8%	8.1%
Cash Flow Statement	2020	2021	2022E	2023E
Net CFO	23	18	14	16
Capex	(2)	(1)	(2)	(2)
Free Cash Flow	21	17	12	14
Balance Sheet	2020	2021	2022E	2023E
Cash & ST Investment	21	118	129	144
Goodwill	1	6	7	7
Total Assets	45	162	183	208
LT Int-Bearing Debt	8	7	6	6
Total Liabilities	55	73	81	97
Shareholders' Equity	(10)	89	99	109

Source: FactSet, Company Reports & CIBC World Markets Inc.

Company Profile

Magnet is a developer of data analytics software used for digital forensics investigations. Magnet AXIOM is used to preserve, identify, extract, analyze and document digital forensic artifacts.

Investment Thesis

Leading global digital forensics investigation solutions provider
Well positioned in growing public and private end markets 3)
Unified product platform a competitive advantage.

Price Target (Base Case): C\$27.00

Our price target is based on 6x EV/2023E sales, in line with peers. The peer set includes similar growth Rule-of-40 peers, digital forensics peers, end-point security providers and Canadian SaaS peers.

Upside Scenario: C\$38.00

Our upside scenario is calculated using 40% growth in 2023E and a 8x EV/sales multiple. We assume 10% revenue growth from M&A and an EV/sales multiple in line with similar growth Rule of 40 peers.

Downside Scenario: C\$13.00

Our downside scenario is calculated using 20% growth in 2023E and a 2.5x EV/sales multiple. We assume no revenue growth from M&A and a multiple in line with slower growth digital forensics peers.



Financial Summary

Segmented Results: Term license revenue of \$6.3MM grew 71% Y/Y, up from \$3.7MM in Q2/F21. Perpetual license revenue of \$1.0MM was up from \$0.9MM in the year-ago period, a slight increase as the company continues to transition to a term license model. Maintenance & support revenue of \$13.6MM was up 42% Y/Y. Professional services revenue was \$2.2MM, up 14% Y/Y.

		Q2/22					
	Actual	CIBCe	Cons.	Q2/21	Y/Y%	Q1/22	Q/Q%
Consolidated							
Net Revenue (\$MM)	23.1	21.5	21.6	16.5	40.6%	19.8	17.0%
License Revenue	1.0	1.1	0.9	1.2	-22.1%	0.4	121.5%
Term License	6.3	4.8	5.4	3.7	71.7%	4.7	35.5%
Maintenance & Support	13.6	13.3	13.0	9.6	42.1%	12.6	7.9%
Professional Services	2.2	2.3	2.2	2.0	14.0%	2.1	8.7%
Adjusted EBITDA	3.5	3.8	2.6	4.4	-21.7%	2.5	41.2%
EBITDA Margin	15.0%	17.9%	12.0%	26.9%	-44.3%	12.4%	20.7%
Adjusted EPS	-0.02	0.04	0.04	0.04	-1.60	-0.02	0.20
CFO	(0.2)	0.7	9.7	6.3	-103.8%	1.6	-115.1%

Exhibit 1: MAGT – Financial Summary, Q2/22

Source: Company reports, FactSet and CIBC World Markets Inc.

Slight Guidance Increase: Magnet provided updated guidance, with revenue now expected to be in the range of \$92.5MM-\$94.5MM (prior \$91.5MM-\$93.5MM) and adjusted EBITDA margins in the range of 15%-17% (prior \$14%-16%).

Changes To Our Model: We have updated our model to reflect Q2 results and the current outlook. We have also changed our price target to \$27, based on a 6x sales multiple. The 6x multiple is in line with Rule-of-40 peers, digital forensics peers, end-point security providers, and Canadian SaaS peers.

	Revenues (\$MM)	Gross Profit (\$MM)	EBITDA (\$MM)	CFO (\$MM)
2021A	70.3	65.7	18.6	17.7
2022E				
CIBC est. – new	94.2	87.3	15.4	13.5
CIBC est. – prior	93.1	86.1	14.7	19.6
Consensus	92.5	85.7	14.0	19.0
2023E				
CIBC est. – new	122.0	113.5	27.3	16.4
CIBC est. – prior	120.2	111.6	20.6	16.8
Consensus	119.0	111.1	20.2	17.0

Exhibit 2: MAGT – Changes To Our Model, F21A - F23E

Source: Company reports, FactSet and CIBC World Markets Inc.

Price Target Calculation

We derive our price target of \$27 by applying a 6x EV/Sales multiple to our 2023 Sales estimate based on the current capital structure. The 6x multiple is in line with rule-of-40 peers, digital forensics peers, end-point security providers and Canadian SaaS peers.

Key Risks To Price Target

The primary risks to our price target include the following: 1) competitive threats erode market share; 2) data/security concerns relating to data breach or privacy violation; 3) potential regulation on use of digital forensics tools; 4) acquisitions lead to margin pressure; 5) valuation environment worsen as interest rate outlook changes.

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Sector Detings	Abbroviation	Description

Sector Ratings	Abbreviation	Description		
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CIBC World Markets Inc. Price Chart

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