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Toll-Free: 866-928-0928 ♦ www.DawsonJames.com ♦ 101 North Federal Highway - Suite 600 ♦ Boca Raton, FL 33432

## Smith Micro Software, Inc. (NASDAQ: SMSI)

November 9, 2023

### Buy: Q3 Results

**James McIlree, CFA**

561-237-2709

jmcilree@dawsonjames.com

*Q3 revenue and EBITDA exceeded our estimates, with results driven by the initial launch of SafePath at AT&T and cost-cutting after the loss of Verizon earlier this year. The company is close to announcing a European customer which could have a meaningful impact on 2024 and 2025 results.*

Q3 revenue of \$11.0 million exceeded our \$10.8 million estimate. Gross margin was 150 basis points higher than forecast demonstrating the leverage in the business model and the impact of the company's cost-cutting efforts. EBITDA also exceeded our estimate due to the higher revenue and gross profit cited above.

Q4 will be impacted by the cessation of Verizon, about 1 month earlier than we forecast. This is the largest contributor to our change in Q4 estimates. Q4 is also typically seasonally weak for SafePath as carriers devote greater marketing efforts to subscriber additions than incremental services. ViewSpot is also weaker as the company was informed by one customer that it is terminating the service immediately.

Gross margin in Q4 will be hurt by the loss of Verizon, as costs associated with that account will continue for a short period of time past the cessation of revenues. Those costs, and costs associated with the development and launch of AT&T's platform will be eliminated in the coming months and deployed to other areas such as SafePath Global and SafePath Premium (see below). We expect gross margin to improve as those costs are eliminated and the business scales.

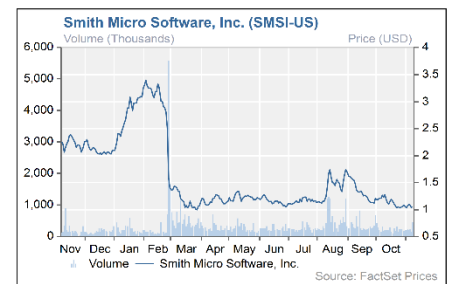
Next year's top-line growth will be driven by the expansion of AT&T Secure Family service, potentially T-Mobile later in the year and the addition of a new carrier in Europe. If the new customer is signed early enough there could be some impact on results next year but we think it is more likely to contribute to results in 2025. The company is also introducing a new platform SafePath Global to target smaller carriers that do not have the resources to develop a customized SafePath implementation, and is also developing a SafePath Premium service targeted to families seeking even greater control of their digital lives.

Smith estimates the number of multi-line accounts served by each of the three major domestic wireless carriers at between 15 and 20 million and the number of accounts that could be served by Smith at between 3 and 5 million per carrier. This equals 9 to 15 million accounts each paying on average \$8 to \$10 per month, or a revenue contribution to the carriers of between \$0.9 and \$1.8 billion annually. Smith's contract terms with its carrier customers are proprietary but we estimate Smith takes between 25% and 50% of the total revenue. At 25%, this is a revenue opportunity of \$216 million to \$450 million annually. For the company's two carrier customers, this is a potential market of \$144 million to \$300 million annually.

**Valuation:** Our price target of \$3.50 is based on an EV/Sales multiple of 5x on our Q4 2024 run rate revenue estimate of \$50 million. Our target multiple is a premium to the group median EV/Sales multiple of 4.2x, but far below the multiples of high-margin comps.

**Risks:** Risks to achieving our price target include declines in the CommSuite product line, scaling the business with its two major domestic customers, customer concentration, and expanding its customer base in Europe.

Current Price	\$1.06		
Price Target	\$3.50		
<b>Estimates</b>	<b>F2022A</b>	<b>F2023E</b>	<b>F2024E</b>
Revenues (\$M's)	\$ 48.5	\$ 41.1 E	\$ 40.4
1Q March	\$ 12.7	\$ 10.9 A	\$ 7.5
2Q June	\$ 12.7	\$ 10.3 A	\$ 9.3
3Q September	\$ 11.7	\$ 11.0 A	\$ 11.0
4Q December	\$ 11.4	\$ 8.8 E	\$ 12.5
<b>EBITDA (\$M's)</b>	<b>F2022A</b>	<b>F2023E</b>	<b>F2024E</b>
EBITDA (\$M's)	\$ (16.4)	\$ (4.6)E	\$ 0.4
1Q March	\$ (3.9)	\$ (3.6)A	\$ (2.1)
2Q June	\$ (4.2)	\$ (0.5)A	\$ (0.4)
3Q September	\$ (4.9)	\$ 0.7 A	\$ 1.0
4Q December	\$ (3.6)	\$ (1.2)E	\$ 1.9
EV/Sales	1.5 x	1.8 x	1.8 x
EV/EBITDA	NM	NM	169.6 x
<b>Stock Data</b>			
52-Week Range	\$0.95	-	\$3.47
Shares Outstanding (mil.)	70.4		
Market Capitalization (mil.)	\$75		
Enterprise Value (mil.)	\$73		
Debt to Capital	8%		
Cash (mil.)	\$8		
Cash/Share	\$0.11		
Average Three Months Trading Volume (K)	345		
Insider Ownership	11.1%		
Institutional Ownership	13.8%		
Short interest (mil.)	3.1%		



**Q3 Results**

<b>Q3 23</b>			
<b>\$ in 000's except per share</b>	<b>Actual</b>	<b>Estimates</b>	<b>Delta</b>
Revenue	\$ 11,001	\$ 10,825	2%
COGS	2,528	2,652	
Gross Profit	8,473	8,173	4%
SG&A	2,449	2,536	
R&D	3,704	3,575	
G&A	2,934	2,934	
Amort. of Intangible asset	1,567	1,620	
Opex	10,654	10,665	0%
Operating Income	\$ (2,181)	\$ (2,492)	12%
Interest Income	0	0	
Other Income (Expense)	(1,568)	(811)	
Pretax Income	(5,119)	(3,416)	
Taxes	14	25	
Net Income	(5,133)	(3,441)	
Diluted Shares	67,354	70,181	
Diluted EPS	\$ (0.08)	\$ (0.05)	
Operating Income	(2,181)	(2,492)	
Depreciation & Amortization	1,580	1,880	
Stock Comp	1,341	1,030	
Other	0	0	
EBITDA	\$ 740	\$ 418	77%
Margin	6.7%	3.9%	

*Source: Smith Micro Software, Inc. and Dawson James Securities estimates*

**Outlook**

Revenue is expected to decline Q/Q in Q4 this year and Q1 of 2024. The Verizon account is scheduled to cease at the end of November. This is over \$4 million in quarterly revenues and accounts for ~\$1.3 million in sales decline in Q4 and an additional almost \$2.5 million decline in Q1 of 2024. However, we expect this to be offset somewhat in Q1 by the ramping of marketing efforts at AT&T.

EBITDA and margins should follow revenue growth. Gross margin is modeled to improve through 2024 as revenue scales and is estimated to achieve 80% by the second half of 2024. EBITDA and EBITDA margin should grow as revenue scales, and we expect EBITDA margin to exceed 15% by the end of 2024.

Past the loss of Verizon, Smith will benefit from a resumption of revenue growth. With all development and migration work complete we expect Smith and its carrier customers to begin actively marketing the family safety services to its customer base. This is a large opportunity for Smith and the carriers.

Revenue can grow rapidly when carriers market the product. For instance, revenues from Sprint increased from \$3.3 million to \$18 million in 12 months and increased again to \$28 million in the following 12 months before its acquisition by T-Mobile. It is reasonable to expect a similar trajectory with AT&T and T-Mobile assuming similar marketing support. But the two existing carrier customers have a postpaid subscriber base five times larger than Sprint when it was Smith's customer.

At quarter end, the company had \$8.0 million in cash and the scale and pace of the cost-cutting puts the company in a solid position to meet its cash needs internally.

### Valuation

Our price target of \$3.50 is based on an EV/Sales multiple of 5x on our Q4 2024 run rate revenue estimate of \$50 million. Our target multiple is a premium to the group median EV/Sales multiple of 4.2x, but far below the multiples of high-margin comps.

		Price	FTM EPS	P/E	TEV (in M's)	FTM Sales (in M's)	EV/ Sales	FTM EBITDA (in M's)	EV/ EBITDA
ADBE	Adobe Incorporated	\$ 585.31	\$ 17.87	32.7	\$ 263,021.6	\$ 21,621.9	12.2x	\$ 10,558.1	24.9 x
ASAN	Asana, Inc. Class A	19.91	(0.28)	NM	4,180.6	715.0	5.8x	(47.4)	NM
TEAM	Atlassian Corp Class A	174.48	2.59	67.4	45,247.5	4,476.7	10.1x	957.7	47.2 x
DOCU	DocuSign, Inc.	41.13	2.72	15.1	7,782.5	2,873.5	2.7x	739.2	10.5 x
DBX	Dropbox, Inc. Class A	26.13	2.04	12.8	9,708.1	2,564.3	3.8x	1,024.2	9.5 x
HUBS	HubSpot, Inc.	442.15	6.28	70.4	21,172.0	2,492.8	8.5x	449.2	47.1 x
NTNX	Nutanix, Inc. Class A	38.08	0.93	40.7	9,135.1	2,193.6	4.2x	342.0	26.7 x
ONTF	ON24, Inc.	6.74	0.05	134.8	49.7	149.0	0.3x	(0.4)	NM
RNG	RingCentral, Inc. Class A	27.62	3.46	8.0	4,333.3	2,379.5	1.8x	568.5	7.6 x
SMAR	Smartsheet, Inc. Class A	40.28	0.73	55.1	4,992.1	1,100.3	4.5x	115.1	43.4 x
TWLO	Twilio, Inc. Class A	55.81	2.10	26.5	7,563.3	4,379.3	1.7x	750.7	10.1 x
WDAY	Workday, Inc. Class A	222.60	6.34	35.1	54,619.5	8,169.0	6.7x	2,245.8	24.3 x
ZM	Zoom Video Communications, Inc. Class A	61.83	4.58	13.5	12,912.3	4,630.3	2.8x	1,846.9	7.0 x
	Median			33.9			4.2x		24.3 x
SMSI	Smith Micro Software, Inc.	\$ 1.06	\$ (0.14)	NM	\$ 73.7	\$ 40.5	1.8x	\$ (0.3)	NM

Source: FactSet and Dawson James Securities estimates.

### Risk Analysis

Risks to achieving our price target include declines in the CommSuite product line, scaling the business with its two major domestic customers, customer concentration, and expanding its customer base in Europe.

**Exhibit 1. Income Statement**

\$ in 000's	2020	2021	2022	Q1 23 A	Q2 23 A	Q3 23 A	Q4 23 E	2023 E	2024 E
Revenue	\$ 51,300	\$ 58,422	\$ 48,513	\$ 10,930	\$ 10,338	\$ 11,001	\$ 8,805	\$ 41,074	\$ 40,380
COGS	5,190	12,698	14,210	3,282	2,589	2,528	2,421	10,820	8,849
Gross Profit	46,110	45,724	34,303	7,648	7,749	8,473	6,384	30,254	31,531
	89.9%	78.3%	70.7%	70.0%	75.0%	77.0%	72.5%	73.7%	78.1%
SG&A	9,090	11,581	12,887	3,554	2,628	2,449	2,481	11,112	10,111
R&D	17,759	26,197	29,870	5,868	3,705	3,704	3,755	17,032	15,302
G&A	12,801	17,920	16,161	3,475	3,040	2,934	2,967	12,416	12,090
Amort. of Intangible asset	2,920	8,100	6,312	1,686	1,620	1,567	1,567	6,440	5,874
Restructuring/Other	19	12,864	0	0	0	0	0	0	0
Opex	42,589	76,662	65,230	14,583	10,993	10,654	10,770	47,000	43,377
Operating Income	\$ 3,521	\$ (30,938)	\$ (30,927)	\$ (6,935)	\$ (3,244)	\$ (2,181)	\$ (4,387)	\$ (16,747)	\$ (11,846)
Interest Income	96	34	0	0	0	0	0	0	0
Interest Expense	0	(2)	(2,680)	(2,260)	(2,037)	(1,443)	(38)	(5,778)	(563)
Change in Warrant Liability	0	0	4,669	2,984	429	73	0	3,486	0
Other Income (Expense)	708	78	(115)	(667)	(811)	(1,568)	(1,200)	(4,246)	100
Pretax Income	4,325	(30,828)	(29,053)	(6,878)	(5,663)	(5,119)	(5,624)	(23,284)	(12,308)
Taxes	160	215	226	9	2	14	25	50	100
Net Income	4,165	(31,043)	(29,279)	(6,887)	(5,665)	(5,133)	(5,649)	(23,334)	(12,408)
Diluted Shares	42,764	51,232	55,422	61,646	62,453	67,354	73,530	69,257	78,013
Diluted EPS	\$ 0.10	\$ (0.61)	\$ (0.53)	\$ (0.11)	\$ (0.09)	\$ (0.08)	\$ (0.08)	\$ (0.34)	\$ (0.16)
Stock Comp	3,063	4,848	4,370	945	1,030	1,339	1,341	4,657	5,364
Amortization	2,920	8,100	6,312	1,700	1,633	1,579	1,567	6,440	5,874
Other	918	15,852	(201)	633	2,368	2,853	1,200	7,054	1,200
Non-GAAP Net Income	11,066	(2,243)	(18,798)	(3,609)	(634)	638	(1,541)	(5,183)	30
Non-GAAP EPS	\$ 0.26	\$ (0.04)	\$ (0.34)	\$ (0.06)	\$ (0.01)	\$ 0.01	\$ (0.02)	\$ (0.07)	\$ 0.00
Operating Income	3,521	(30,938)	(30,927)	(6,935)	(3,244)	(2,181)	(4,387)	(16,747)	(11,846)
Depreciation & Amort.	3,582	9,338	7,556	1,700	1,633	1,580	1,827	6,740	6,914
Stock Comp	3,064	4,848	4,948	945	1,030	1,341	1,341	4,657	5,364
Other	927	15,447	2,015	690	84	0	0	774	0
EBITDA	\$ 11,094	\$ (1,305)	\$ (16,408)	\$ (3,600)	\$ (497)	\$ 740	\$ (1,219)	\$ (4,576)	\$ 432
Margin	21.6%	-2.2%	-33.8%	-32.9%	-4.8%	6.7%	-13.8%	-11.1%	1.1%

Source: Smith Micro Software, Inc. and Dawson James Securities estimates

**Exhibit 2. Balance Sheet and Cash Flow Statement**

(\$ in 000's)	2020	2021	2022	2023 E	2024 E
Cash	25,754	16,078	14,026	9,814	7,606
A/R	12,347	10,590	10,501	6,755	9,581
Prepaid Expenses & Other	1,189	1,988	1,983	2,000	2,837
<b>Current Assets</b>	<b>\$ 39,290</b>	<b>\$ 28,656</b>	<b>\$ 26,510</b>	<b>\$ 18,569</b>	<b>\$ 20,024</b>
Equipment & Improvements	2,170	2,698	1,498	988	948
Right-of-use asset	5,785	5,710	3,722	2,686	2,686
Other	694	620	490	475	475
Intangible Assets	12,698	42,631	36,320	30,334	24,460
Goodwill	12,266	35,041	35,041	35,041	35,041
<b>Total Assets</b>	<b>\$ 72,903</b>	<b>\$ 115,356</b>	<b>\$ 103,581</b>	<b>\$ 88,093</b>	<b>\$ 83,634</b>
A/P	2,282	3,301	3,236	2,423	3,437
Accrued Payroll & Benefits	2,867	4,055	3,883	2,003	2,841
Operating Lease	1,433	1,400	1,441	1,434	1,434
Other Accrued Liab.	216	436	1,589	1,372	1,946
Deferred Revenue	1,572	176	0	0	0
Convertible Note payable	0	0	9,007	0	0
Derivative liabilities	0	0	1,575	0	0
<b>Current Liabilities</b>	<b>\$ 8,370</b>	<b>\$ 9,368</b>	<b>\$ 20,731</b>	<b>\$ 7,231</b>	<b>\$ 9,657</b>
Warrant Liability	0	0	3,317	0	0
Lease Liabilities	4,805	4,467	2,976	1,787	1,787
Other LT Liabilities	125	117	178	142	202
<b>Equity</b>	<b>\$ 58,716</b>	<b>\$ 100,560</b>	<b>\$ 76,379</b>	<b>\$ 78,932</b>	<b>\$ 71,988</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$ 72,903</b>	<b>\$ 115,356</b>	<b>\$ 103,581</b>	<b>\$ 88,093</b>	<b>\$ 83,634</b>

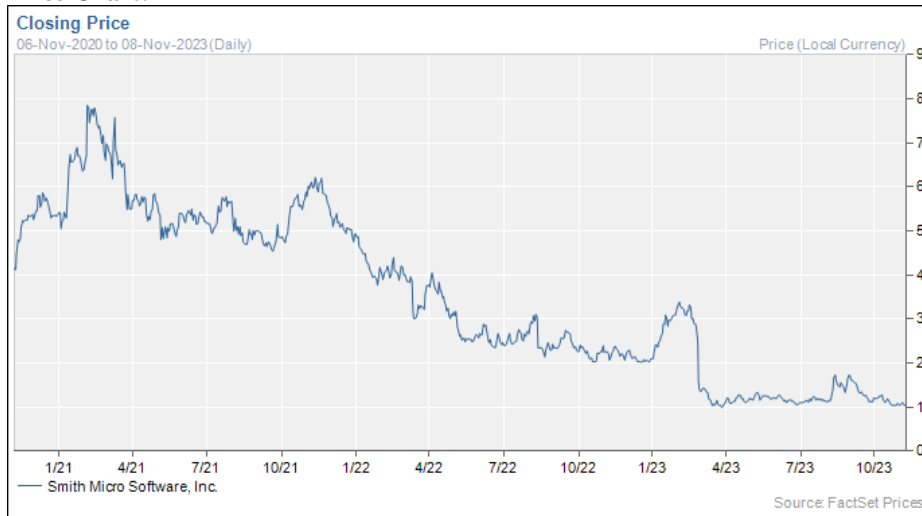
  

	2020	2021	2022	2023 E	2024 E
Net Income	4,165	(31,043)	(29,279)	(23,334)	(12,408)
Depreciation & Amortization	3,582	9,338	7,556	6,739	6,914
Stock Comp	3,064	4,848	4,948	4,657	5,364
Working Capital & Other	(2,887)	3,941	(2,486)	6,501	(1,178)
<b>Operating CF</b>	<b>\$ 7,924</b>	<b>\$ (12,916)</b>	<b>\$ (19,261)</b>	<b>\$ (5,437)</b>	<b>\$ (1,308)</b>
Capx	(1,323)	(830)	(49)	(255)	(1,000)
Acquisitions	(13,500)	(56,865)	0	0	0
Other	142	192	164	71	0
<b>Investing Activities</b>	<b>\$ (14,681)</b>	<b>\$ (57,503)</b>	<b>\$ 115</b>	<b>\$ (184)</b>	<b>\$ (1,000)</b>
Equity	4,214	60,743	3,000	25	100
Debt	0	0	14,036	1,384	0
Other	29	0	58	0	0
<b>Financing</b>	<b>\$ 4,243</b>	<b>\$ 60,743</b>	<b>\$ 17,094</b>	<b>\$ 1,409</b>	<b>\$ 100</b>
<b>Change in Cash</b>	<b>\$ (2,514)</b>	<b>\$ (9,676)</b>	<b>\$ (2,052)</b>	<b>\$ (4,212)</b>	<b>\$ (2,208)</b>

Source: Smith Micro Software, Inc. and Dawson James Securities estimates

**Important Disclosures:**

**Price Chart:**



**Price target and ratings changes over the past three years:**

- Initiated – Buy – May 4, 2021 – Price Target \$11.10
- Price Target Change – Buy – May 6, 2021 – Price Target changed from \$11.10 to \$11.40
- Update – Buy – July 21, 2021 – Price Target \$11.40
- Update – Buy – August 5, 2021 – Price Target \$11.40
- Update – Buy – November 11, 2021 – Price Target \$11.40
- Price Target Change – Buy – March 11, 2022 – Price Target changed from \$11.40 to \$8.30
- Update – Buy – April 4, 2022 – Price Target \$8.30
- Update – Buy – May 5, 2022 – Price Target \$8.30
- Update – Buy – August 12, 2022 – Price Target \$8.30
- Update – Buy – October 10, 2022 – Price Target \$8.30
- Update – Buy – November 7, 2022 – Price Target \$8.30
- Update – Buy – November 10, 2022 – Price Target \$8.30
- Update – Buy – January 18, 2023 – Price Target \$8.30
- Price Target Change – Buy – February 28, 2023 – Price Target changed from \$8.30 to \$3.50
- Update – Buy – March 10, 2023 – Price Target \$3.50
- Update – Buy – May 12, 2023 – Price Target \$3.50
- Update – Buy – August 10, 2023 – Price Target \$3.50
- Update – Buy – August 31, 2023 – Price Target \$3.50
- Update – Buy – November 9, 2023 – Price Target \$3.50

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**Information about valuation methods and risks can be found in the "Valuation" and "Risk Analysis" sections of this report.**

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- 1) **Buy:** The analyst believes the price of the stock will appreciate and produce a total return of at least 20% over the next 12-18 months;
- 2) **Neutral:** The analyst believes the price of the stock is fairly valued for the next 12-18 months;
- 3) **Sell:** The analyst believes the price of the stock will decline by at least 20% over the next 12-18 months and should be sold.

The following chart reflects the range of current research report ratings for all companies, followed by the analysts of the Firm. The chart also reflects the research report ratings relating to those companies for which the Firm has performed investment banking services.

Current as of 3-Nov-23

	<b>Company Coverage</b>		<b>Investment Banking</b>	
<b>Ratings Distribution</b>	# of Companies	% of Total	# of Companies	% of Totals
Market Outperform (Buy)	22	64.70%	3	8.80%
Market Perform (Neutral)	12	35.30%	2	5.90%
Market Underperform (Sell)	0	0%	0	0.00%
<b>Total</b>	<b>34</b>	<b>100%</b>	<b>5</b>	<b>14.70%</b>

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