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SmartSpace Software; SMRT; Technology; £39m; 139p; Hold/Buy

SmartSpace offers some helpful solutions for office managers adapting to new ways of working. Its software manages desk occupancy, site visitors, and meeting room bookings. Covid-19 functionality such as visitor contact information, room cleaning requests, and distanced desk positioning has been promptly added. The company is now concentrated on its smaller and mid-market subscription SaaS offerings aimed at clients with up to 1,500 employees. The disposal of the enterprise software division last year removed a distraction and raised £5m cash, producing a year-end cash balance of £2m.

The SwipedOn software product is sold online and typically bought by the reception desk, facilities management team or the IT department. Once in a larger organisation there is scope to expand across its estate. It is an inexpensive product (though sales and implementation costs are negligible) with monthly arpu rising to NZ\$92 last year and the aim being to move above the NZ\$100 mark. The Space Connect software product is bundled into Evoko's new display panel which started shipping in December. This is its partners first new offering in five years and the first to have software incorporated. SmartSpace is also seeing early interest from its Softcat reseller relationship and the aim is to find a couple more distributor deals. With profits expected in the January '23 year the shares are a buy on weakness.