

NattoPharma

Food, Beverages and Ingredients
Norway

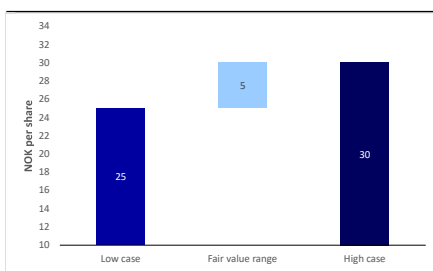
KEY DATA

Stock country	Norway
Bloomberg	NATTO NO
Reuters	NATTO.OL
Share price (close)	NOK 35.20
Free Float	54%
Market cap. (bn)	EUR 0.07/NOK 0.70
Website	www.nattoharma.com
Next report date	21 Apr 2021

PERFORMANCE



VALUATION APPROACH



ESTIMATE CHANGES

Year	2021E	2022E	2023E
Sales	12%	10%	8%
EBIT (adj)	55%	41%	35%

Source: Nordea estimates

Nordea Markets - Analysts

Hans-Erik Jacobsen
Senior AnalystSander Lie
Analyst

Continued strong performance

NattoPharma's 2020 results exceeded our expectations and the outlook for 2021 onwards with regards to sales growth and operating margins is better than we previously anticipated. Hence, we increase our EPS estimates for 2021-22 by 39% and 26% to NOK 1.23 and NOK 1.60, respectively. For 2023, we forecast EPS of NOK 2.04. On the back of improved profitability, we increase our fair value range to NOK 25-30 (NOK 22-26), implying 2021E EV/EBITDA of 10.3-12.4x. According to a press release dated 2 March 2021, Lesaffre has offered to acquire NattoPharma at a price of NOK 35 per share given a 66.67% acceptance level. This condition is expected to be satisfied. Nordea is acting as receiving agent in the offer.

Q4 beat our expectations

NattoPharma posted a strong Q4 report on 17 February. The fourth quarter is generally the strongest quarter in the fiscal year for the company. However, both sales and adjusted EBITDA were much higher than we estimated. We expected NOK ~56m in sales, but actual sales were 11% higher, at NOK ~63m (+61.8% y/y). Further, the company reported adjusted EBITDA of NOK 37.3m and hence a margin of 23.1%, beating our estimate by 8.2 pp. The strong growth in revenue in 2020 was mainly driven by volume growth, but the company was also positively impacted by FX effects. Throughout 2020, the company also maintained strong cost control discipline and total adjusted opex as a percentage of revenue improved to 25.2% from 33.6% in 2019.

Strong outlook moving forward

Following the revised guidance from NattoPharma and expectations of increased demand for vitamin K during the next five years, we increase our estimates. For 2021, we expect sales growth of ~20% y/y, an EBITDA margin of ~18% and EPS of NOK 1.23. For 2022 and 2023, we expect top-line growth of 15% and 16.5% and EBITDA margins of ~19% and ~20%, respectively. We also increase our EPS estimates to NOK 1.60 and NOK 2.04 for these two years. On the back of this, we raise our DCF-based fair value range to NOK 25-30 per share.

SUMMARY TABLE - KEY FIGURES

NOKth	2017	2018	2019	2020	2021E	2022E	2023E
Total revenue	66,606	107,241	131,151	217,968	258,157	300,461	345,212
EBITDA (adj)	5,269	6,652	11,003	37,284	45,653	55,539	67,263
EBIT (adj)	-2,095	-625	2,971	25,909	31,053	40,209	51,166
EBIT (adj) margin	-3.1%	-0.6%	2.3%	11.9%	12.0%	13.4%	14.8%
EPS (adj, NOK)	1.34	0.11	0.27	1.15	1.23	1.60	2.04
EPS (adj) growth	270.2%	-91.8%	148.2%	320.7%	6.7%	30.0%	27.6%
DPS (ord, NOK)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EV/Sales	2.3	1.3	1.0	1.6	2.5	2.0	1.7
EV/EBIT (adj)	n.m.	n.m.	44.3	13.3	20.5	15.2	11.4
P/E (adj)	6.8	73.5	27.4	15.8	28.7	22.1	17.3
P/BV	1.5	1.4	1.3	2.1	3.6	3.2	2.7
Dividend yield (ord)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF Yield bef A&D, lease	-7.1%	1.5%	-5.7%	4.7%	7.0%	3.8%	4.8%
Net debt	-13,558	-18,655	-15,620	-27,759	-73,408	-96,989	-127,325
Net debt/EBITDA	-4.9	-3.7	-1.5	-0.8	-1.6	-1.7	-1.9
ROIC after tax	-1.6%	-0.4%	2.0%	14.1%	15.1%	20.9%	25.5%

Source: Company data and Nordea estimates

Estimates, deviation and revisions

NattoPharma beat our expectations for Q4

NATTOPHARMA: DEVIATION TABLE

NOKth	Actual	NDA est.	Deviation	
	Q4 2020	Q4 2020	vs. actual	
Sales	62,282	55,950	6,332	11%
Growth y/y	61.8%	45.4%	█	16.4pp
Gross profit	27,634	24,338	3,296	14%
Gross margin (% of sales)	44.4%	43.5%	█	0.9pp
Adjusted EBITDA	14,407	8,333	6,074	73%
Adj. EBITDA margin	23.1%	14.9%		8.2pp
One-offs	-948	0	-948	
EBITDA	13,459	8,333	5,126	62%
Adj. EBIT	10,770	4,667	6,103	131%
Adj. EBIT margin	17.3%	8.3%	█	9.0pp
EPS diluted	0.43	0.20	0.23	115%

Source: Company data and Nordea estimates

NATTOPHARMA: ESTIMATE REVISIONS

NOKth	New estimates			Old estimates			Difference %		
	2020	2021E	2022E	2020	2021E	2022E	2020	2021E	2022E
Sales (ex other)	214,468	258,157	300,461	208,136	230,979	273,994	3%	12%	10%
Gross profit adj	91,341	109,948	127,965	88,045	97,708	115,905	4%	13%	10%
Adj. gross margin	42.6%	42.6%	42.6%	42.3%	42.3%	42.3%	0.3pp	0.3pp	0.3pp
EBITDA adj	37,284	45,653	55,539	31,210	34,635	43,825	19%	32%	27%
Adj. EBITDA margin	17.4%	17.7%	18.5%	15.0%	15.0%	16.0%	2.4pp	2.7pp	2.5pp
Adj. EBIT	25,909	31,053	40,209	19,806	20,035	28,495	31%	55%	41%
Adj. EBIT margin	12.1%	12.0%	13.4%	9.5%	8.7%	10.4%	2.6pp	3.4pp	3.0pp
Adj. EPS (NOK)	1.15	1.23	1.60	0.89	0.88	1.27	29%	39%	26%

Source: Company data and Nordea estimates

GROUP P&L

NOKth	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
Sales	31,687	51,830	66,418	101,722	127,120	214,468	258,157	300,461	345,212
Growth y/y	24.2%	63.6%	28.1%	53.2%	25.0%	68.7%	20.4%	16.4%	14.9%
Other	0	1,512	188	5,519	4,031	3,500	0	0	0
Total revenue	31,687	53,342	66,606	107,241	131,151	217,968	258,157	300,461	345,212
Growth y/y	24.2%	68.3%	24.9%	61.0%	22.3%	66.2%	18.4%	16.4%	14.9%
COGS	-22,567	-28,923	-35,013	-57,978	-73,532	-123,127	-148,209	-172,496	-198,188
Gross profit adj	9,120	22,907	31,405	43,744	53,588	91,341	109,948	127,965	147,024
Gross margin adj	28.8%	44.2%	47.3%	43.0%	42.2%	42.6%	42.6%	42.6%	42.6%
Gross profit	9,120	24,419	31,593	49,263	57,619	94,841	109,948	127,965	147,024
Gross margin (% of revenue)	28.8%	45.8%	47.4%	45.9%	43.9%	43.5%	42.6%	42.6%	42.6%
Salaries	-14,018	-13,323	-18,534	-28,433	-30,943	-39,275	-42,644	-45,125	-46,668
Other opex	-24,577	-12,560	-10,301	-15,760	-16,405	-22,644	-21,650	-27,301	-33,094
Opex/sales	-121.8%	-48.5%	-43.3%	-41.2%	-36.1%	-28.4%	-24.9%	-24.1%	-23.1%
Non-recurring items	0	-1,948	-2,511	-1,583	-731	-4,362	0	0	0
EBITDA adjusted	-29,475	484	5,269	6,652	11,003	37,284	45,653	55,539	67,263
Margin (% of sales)	-93.0%	0.9%	7.9%	6.5%	8.7%	17.4%	17.7%	18.5%	19.5%
EBITDA	-29,475	-1,464	2,758	5,069	10,272	32,922	45,653	55,539	67,263
Margin (% of revenue)	-93.0%	-2.7%	4.1%	4.7%	7.8%	15.1%	17.7%	18.5%	19.5%
D&A	-5,829	-6,897	-7,364	-7,277	-8,032	-11,375	-14,600	-15,330	-16,097
EBIT adjusted	-35,304	-6,413	-2,095	-625	2,971	25,909	31,053	40,209	51,166
Margin (% of sales)	-111.4%	-12.4%	-3.2%	-0.6%	2.3%	12.1%	12.0%	13.4%	14.8%
EBIT	-35,304	-8,361	-4,606	-2,208	2,240	21,547	31,053	40,209	51,166
Margin (% of revenue)	-111.4%	-15.7%	-6.9%	-2.1%	1.7%	9.9%	12.0%	13.4%	14.8%
Interest income	165	159	100	2,837	2,688	1,370	0	0	0
Interest expense	-106	-834	-22	-201	-771	-655	-612	-624	-637
Other finance	4,720	0	-95	-133	0	575	0	0	0
Revaluations	0	-2,123	-135	754	-15,588	21,217	0	0	0
Net financials	4,779	-2,798	-152	3,256	-13,671	22,506	-612	-624	-637
PTP	-30,525	-11,159	-4,758	1,048	-11,431	44,053	30,441	39,584	50,529
Tax	675	656	678	708	701	24,538	-6,088	-7,917	-10,106
Tax rate (%)	2.2%	5.9%	14.2%	-67.6%	6.1%	-55.7%	20.0%	20.0%	20.0%
Net profit from cont. op.	-29,850	-10,503	-4,080	1,756	-10,730	68,591	24,353	31,667	40,423
Discontinued operations	0	-6,835	27,071	0	0	0	0	0	0
Net profit to equity	-29,850	-17,338	22,991	1,756	-10,730	69,975	24,353	31,667	40,423
Net profit to equity adjusted	-29,850	-13,851	24,884	2,111	5,370	22,826	24,353	31,667	40,423
Wavg diluted no of shares (m)	15,822	17,569	18,594	19,161	19,638	19,843	19,843	19,843	19,843
EPS adj (NOK)	-1.89	-0.79	1.34	0.11	0.27	1.15	1.23	1.60	2.04
DPS (NOK)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Source: Company data and Nordea estimates

Valuation

We raise our estimates following a strong Q4 report and ambitious guidance for the coming years. With our higher estimates, we now find support for a fair value range of NOK 25-30 per share, implying 2021E EV/EBITDA (adjusted) of 10.3-12.4x.

DCF valuation

Below, we present our DCF valuation output and calculation inputs. Our DCF-derived range assumes a +/-1 pp EBIT margin and +/-1 pp sales growth versus our base-case assumptions. We set ROIC equal to WACC in the terminal period.

WACC COMPONENTS

Risk-free interest rate	3.0%
Market risk premium	4.5%
Forward looking asset beta	2.3
Beta debt	0.20
Forward looking equity beta	2.44
Cost of equity	14.0%
Cost of debt	6.0%
Tax-rate used in WACC	30.0%
Equity weight	100.0%
WACC	14.0%

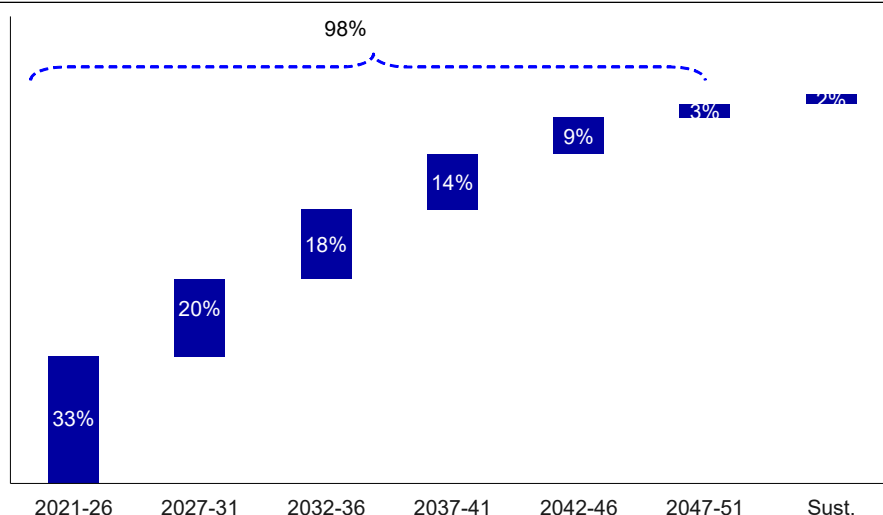
Source: Nordea estimates

LONG-TERM FCFF ASSUMPTIONS

Averages and assumptions	2021-26	2027-31	2032-36	2037-41	2042-46
Sales growth, CAGR	14.1%	11.5%	8.5%	4.5%	2.0%
EBIT-margin, excluding associates	14.7%	15.9%	16.0%	16.0%	16.0%
Capex/depreciation, x	1.02	1.24	1.24	1.24	1.24
Capex/sales	4.6%	4.6%	4.6%	4.6%	4.6%
NWC/sales	13.4%	13.4%	13.4%	13.4%	13.4%

Source: Nordea estimates

DCF VALUE DISTRIBUTION OVER TIME



Source: Nordea estimates

DCF VALUE PER SHARE SENSITIVITY (NOK): SALES GROWTH AND EBIT MARGIN CHANGE

		Sales growth change			
		-2.0pp	-1.0pp	+1.0pp	+2.0pp
EBIT margin change	+2.0pp	28	29	30	32
	+1.0pp	26	28	29	30
	-1.0pp	24	25	26	27
	-2.0pp	23	24	25	26

Source: Nordea estimates

DCF VALUE PER SHARE SENSITIVITY (NOK): SALES GROWTH AND WACC CHANGE

		WACC				
		12.0%	13.0%	14.0%	15.0%	16.0%
Sales gr. change	+2.0pp	38	34	30	27	25
	+1.0pp	36	32	29	26	24
		34	30	27	25	23
	-1.0pp	32	29	26	24	22
	-2.0pp	31	28	25	23	21

Source: Nordea estimates

DCF VALUE PER SHARE SENSITIVITY (NOK): EBIT MARGIN AND WACC CHANGE

		WACC				
		12.0%	13.0%	14.0%	15.0%	16.0%
EBIT marg. change	+2.0pp	43	34	30	27	25
	+1.0pp	36	32	29	26	24
		34	30	27	25	23
	-1.0pp	32	29	26	24	22
	-2.0pp	30	27	25	23	21

Source: Nordea estimates

Reported numbers and forecasts

INCOME STATEMENT

NOKth	2013	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
Total revenue	27,452	25,509	31,687	53,342	66,606	107,241	131,151	217,968	258,157	300,461	345,212
Revenue growth	147.5%	-7.1%	24.2%	68.3%	24.9%	61.0%	22.3%	66.2%	18.4%	16.4%	14.9%
of which organic	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
of which FX	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
EBITDA	-10,002	-18,500	-29,475	-1,464	2,758	5,069	10,272	32,922	45,653	55,539	67,263
Depreciation and impairments PPE	-172	-1,096	-1,166	-1,379	-1,473	-1,455	-1,606	-2,275	-1,460	-1,533	-1,610
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
EBITA	-10,174	-19,596	-30,641	-2,844	1,285	3,614	8,666	30,647	44,193	54,006	65,653
Amortisation and impairments	-689	-4,386	-4,663	-5,518	-5,891	-5,822	-6,426	-9,100	-13,140	-13,797	-14,487
EBIT	-10,863	-23,982	-35,304	-8,361	-4,606	-2,208	2,240	21,547	31,053	40,209	51,166
of which associates	0	0	0	0	0	0	0	0	0	0	0
Associates excluded from EBIT	0	0	0	0	0	0	0	0	0	0	0
Net financials	11,250	2,131	4,779	-675	-17	2,502	1,917	1,289	-612	-624	-637
of which lease interest	0	0	0	0	0	0	0	0	0	0	0
Changes in value, net	0	0	0	-2,123	-135	754	-15,588	21,217	0	0	0
Pre-tax profit	387	-21,851	-30,525	-11,159	-4,758	1,048	-11,431	44,053	30,441	39,584	50,529
Reported taxes	53	630	675	656	678	708	701	24,538	-6,088	-7,917	-10,106
Net profit from continued operations	440	-21,221	-29,850	-10,503	-4,080	1,756	-10,730	68,591	24,353	31,667	40,423
Discontinued operations	0	0	0	-6,835	27,071	0	0	0	0	0	0
Minority interests	0	0	0	0	0	0	0	1,384	0	0	0
Net profit to equity	440	-21,221	-29,850	-17,338	22,991	1,756	-10,730	69,975	24,353	31,667	40,423
EPS, NOK	0.05	-1.67	-1.89	-0.98	1.24	0.09	-0.55	3.53	1.23	1.60	2.04
DPS, NOK	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
of which ordinary	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
of which extraordinary	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Profit margin in percent

EBITDA	-36.4%	-72.5%	-93.0%	-2.7%	4.1%	4.7%	7.8%	15.1%	17.7%	18.5%	19.5%
EBITA	-37.1%	-76.8%	-96.7%	-5.3%	1.9%	3.4%	6.6%	14.1%	17.1%	18.0%	19.0%
EBIT	-39.6%	-94.0%	-111.4%	-15.7%	-6.9%	-2.1%	1.7%	9.9%	12.0%	13.4%	14.8%

Adjusted earnings

EBITDA (adj)	-10,002	-18,500	-29,475	484	5,269	6,652	11,003	37,284	45,653	55,539	67,263
EBITA (adj)	-10,174	-19,596	-30,641	-895	3,796	5,197	9,397	35,009	44,193	54,006	65,653
EBIT (adj)	-10,863	-23,982	-35,304	-6,413	-2,095	-625	2,971	25,909	31,053	40,209	51,166
EPS (adj, NOK)	0.05	-1.67	-1.89	-0.79	1.34	0.11	0.27	1.15	1.23	1.60	2.04

Adjusted profit margins in percent

EBITDA (adj)	-36.4%	-72.5%	-93.0%	0.9%	7.9%	6.2%	8.4%	17.1%	17.7%	18.5%	19.5%
EBITA (adj)	-37.1%	-76.8%	-96.7%	-1.7%	5.7%	4.8%	7.2%	16.1%	17.1%	18.0%	19.0%
EBIT (adj)	-39.6%	-94.0%	-111.4%	-12.0%	-3.1%	-0.6%	2.3%	11.9%	12.0%	13.4%	14.8%

Performance metrics

CAGR last 5 years											
Net revenue	6.8%	2.0%	8.5%	44.3%	43.1%	31.3%	38.7%	47.1%	37.1%	35.2%	26.3%
EBITDA	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	82.3%	67.7%
EBIT	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
EPS	n.m.	n.m.	n.m.	n.m.	n.m.	12.6%	n.m.	n.m.	n.m.	5.2%	85.9%
DPS	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Average last 5 years											
Average EBIT margin	-70.9%	-79.1%	-95.0%	-62.2%	-40.6%	-26.2%	-12.4%	1.5%	6.1%	9.1%	11.7%
Average EBITDA margin	-66.0%	-69.5%	-81.7%	-48.8%	-27.7%	-14.6%	-3.3%	8.6%	12.4%	14.7%	16.9%

VALUATION RATIOS - ADJUSTED EARNINGS

NOKth	2013	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
P/E (adj)	n.m.	n.m.	n.m.	n.m.	6.8	73.5	27.4	15.8	28.7	22.1	17.3
EV/EBITDA (adj)	n.m.	n.m.	n.m.	289.7	29.5	20.5	12.0	9.2	13.9	11.0	8.7
EV/EBITA (adj)	n.m.	n.m.	n.m.	n.m.	41.0	26.3	14.0	9.8	14.4	11.3	8.9
EV/EBIT (adj)	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	44.3	13.3	20.5	15.2	11.4

VALUATION RATIOS - REPORTED EARNINGS

NOKth	2013	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
P/E	n.m.	n.m.	n.m.	n.m.	7.4	88.4	n.m.	5.2	28.7	22.1	17.3
EV/Sales	3.83	4.34	3.19	2.63	2.34	1.27	1.00	1.58	2.46	2.04	1.69
EV/EBITDA	n.m.	n.m.	n.m.	n.m.	56.4	26.9	12.8	10.5	13.9	11.0	8.7
EV/EBITA	n.m.	n.m.	n.m.	n.m.	121.1	37.8	15.2	11.2	14.4	11.3	8.9
EV/EBIT	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	58.8	16.0	20.5	15.2	11.4
Dividend yield (ord.)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield	-13.6%	-20.8%	-22.5%	-4.0%	-7.1%	1.8%	-5.7%	4.3%	7.0%	3.8%	4.8%
FCF Yield bef A&D, lease adj	-14.0%	-20.8%	-22.5%	-4.0%	-7.1%	1.5%	-5.7%	4.7%	7.0%	3.8%	4.8%
Payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Source: Company data and Nordea estimates

BALANCE SHEET

NOKth	2013	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
Intangible assets	57,962	56,482	53,858	46,244	44,185	42,080	49,115	94,266	91,969	89,289	87,575
of which R&D	0	0	0	0	0	0	0	0	0	0	0
of which other intangibles	51,636	49,663	46,599	39,387	36,759	34,573	41,671	86,365	84,068	81,388	79,674
of which goodwill	6,326	6,819	7,259	6,857	7,426	7,507	7,444	7,901	7,901	7,901	7,901
Tangible assets	659	9	3,195	2,410	1,715	601	2,269	7,098	7,703	8,574	9,726
of which leased assets	0	0	0	0	0	0	1,750	6,455	6,455	6,455	6,455
Shares associates	0	0	0	0	57,501	40,275	19,880	0	0	0	0
Interest bearing assets	0	0	0	0	0	0	0	0	0	0	0
Deferred tax assets	0	0	0	0	0	0	0	28,820	0	0	0
Other non-IB non-current assets	0	0	0	0	0	0	0	0	0	0	0
Other non-current assets	0	0	0	0	168	0	0	0	0	0	0
Total non-current assets	58,621	56,491	57,053	48,654	103,569	82,956	71,264	130,184	99,672	97,863	97,301
Inventory	619	5,085	6,327	3,767	12,953	11,565	33,667	49,353	58,453	68,031	78,164
Accounts receivable	6,924	13,552	18,546	22,610	26,474	21,943	14,370	26,252	32,383	39,192	46,755
Short-term leased assets	0	0	0	0	0	0	0	0	0	0	0
Other current assets	1,047	524	2,032	1,498	639	12,217	14,573	7,413	8,780	10,219	11,741
Cash and bank	21,918	13,101	24,761	19,818	13,558	18,655	23,819	42,488	88,137	111,718	142,054
Total current assets	30,508	32,262	51,666	47,693	53,624	64,380	86,429	125,506	187,752	229,161	278,714
Assets held for sale	0	0	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Total assets	89,129	88,753	108,719	96,347	157,193	147,336	157,693	255,690	287,424	327,023	376,015
Shareholders equity	76,440	75,719	92,802	76,207	111,004	109,753	113,396	171,146	192,418	221,005	258,347
Of which preferred stocks	0	0	0	0	0	0	0	0	0	0	0
Of which equity part of hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Minority interest	0	0	0	0	0	0	0	10,769	10,769	10,769	10,769
Total Equity	76,440	75,719	92,802	76,207	111,004	109,753	113,396	181,915	203,187	231,774	269,116
Deferred tax	6,273	6,081	5,747	4,787	4,393	3,691	2,915	2,305	2,305	2,305	2,305
Long term interest bearing debt	59	29	0	0	0	0	0	0	0	0	0
Pension provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term liabilities	0	0	0	0	22,003	12,027	0	0	0	0	0
Non-current lease debt	0	0	0	0	0	0	788	5,086	5,086	5,086	5,086
Convertible debt	0	0	0	0	0	0	0	0	0	0	0
Shareholder debt	0	0	0	0	0	0	0	0	0	0	0
Hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Total non-current liabilities	6,332	6,110	5,747	4,787	26,396	15,718	3,703	7,391	7,391	7,391	7,391
Short-term provisions	0	0	0	0	0	0	0	0	0	0	0
Accounts payable	3,342	5,394	3,509	10,178	14,526	18,579	29,185	40,786	48,306	56,222	64,596
Current lease debt	0	0	0	0	0	0	1,053	1,469	1,469	1,469	1,469
Other current liabilities	1,548	1,530	6,661	5,175	5,267	3,285	3,998	15,955	18,897	21,993	25,269
Short term interest bearing debt	1,467	0	0	0	0	0	6,358	8,174	8,174	8,174	8,174
Total current liabilities	6,357	6,924	10,170	15,353	19,793	21,865	40,594	66,384	76,846	87,859	99,508
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	89,129	88,753	108,719	96,347	157,193	147,336	157,693	255,690	287,424	327,023	376,015
Balance sheet and debt metrics											
Net debt	-20,392	-13,072	-24,761	-19,818	-13,558	-18,655	-15,620	-27,759	-73,408	-96,989	-127,325
of which lease debt	0	0	0	0	0	0	1,841	6,555	6,555	6,555	6,555
Working capital	3,700	12,237	16,735	12,522	20,273	23,860	29,427	26,277	32,413	39,227	46,795
Invested capital	62,321	68,728	73,788	61,176	123,842	106,816	100,691	156,461	132,085	137,089	144,096
Capital employed	77,966	75,748	92,802	76,207	111,004	109,753	121,595	196,644	217,916	246,503	283,845
ROE	0.9%	-27.9%	-35.4%	-20.5%	24.6%	1.6%	-9.6%	49.2%	13.4%	15.3%	16.9%
ROIC	-25.6%	-25.6%	-34.7%	-6.7%	-1.6%	-0.4%	2.0%	14.1%	15.1%	20.9%	25.5%
ROCE	-22.0%	-31.0%	-41.7%	-7.4%	-2.1%	2.0%	4.9%	17.1%	15.0%	17.3%	19.3%
Net debt/EBITDA	n.m.	n.m.	n.m.	n.m.	-4.9	-3.7	-1.5	-0.8	-1.6	-1.7	-1.9
Interest coverage	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Equity ratio	85.8%	85.3%	85.4%	79.1%	70.6%	74.5%	71.9%	66.9%	66.9%	67.6%	68.7%
Net gearing	-26.7%	-17.3%	-26.7%	-26.0%	-12.2%	-17.0%	-13.8%	-15.3%	-36.1%	-41.8%	-47.3%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

NOKth	2013	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
EBITDA (adj) for associates	-10,002	-18,500	-29,475	-1,464	2,758	5,069	10,272	32,922	45,653	55,539	67,263
Paid taxes	0	0	0	0	0	389	701	24,538	-6,088	-7,917	-10,106
Net financials	0	0	0	0	0	2,574	1,917	1,289	-612	-624	-637
Change in provisions	0	0	0	0	0	0	0	0	0	0	0
Change in other LT non-IB	0	0	0	0	21,835	-9,808	-12,027	-28,820	28,820	0	0
Cash flow to/from associates	0	0	0	0	0	0	0	0	0	0	0
Dividends paid to minorities	0	0	0	0	0	0	0	0	0	0	0
Other adj to reconcile to cash flow	-2,461	-3,851	9,969	-7,876	-27,905	11,683	12,441	4,791	0	0	0
Funds from operations (FFO)	-12,463	-22,351	-19,506	-9,340	-3,312	9,907	13,304	34,719	67,773	46,997	56,520
Change in NWC	-5,073	-2,620	-5,228	4,403	-7,917	-3,419	-7,630	-9,399	-6,136	-6,814	-7,568
Cash flow from operations (CFO)	-17,536	-24,971	-24,734	-4,937	-11,229	6,488	5,674	25,320	61,637	40,184	48,952
Capital expenditure	0	-776	-3,618	-1,477	-864	-4,146	-14,140	-8,336	-12,908	-13,521	-15,535
Free cash flow before A&D	-17,536	-25,747	-28,352	-6,414	-12,093	2,342	-8,466	16,984	48,730	26,663	33,417
Proceeds from sale of assets	0	0	0	0	0	489	0	-1,386	0	0	0
Acquisitions	413	0	0	0	0	0	0	0	0	0	0
Free cash flow	-17,123	-25,747	-28,352	-6,414	-12,093	2,831	-8,466	15,598	48,730	26,663	33,417
Free cash flow bef A&D, lease adj	-17,536	-25,747	-28,352	-6,414	-12,093	2,342	-8,466	16,984	48,730	26,663	33,417
Dividends paid	0	0	0	0	0	0	0	0	0	0	0
Equity issues / buybacks	21,890	17,376	45,225	1,109	6,939	429	14,048	13,266	0	0	0
Net change in debt	0	0	0	0	0	0	696	2,084	0	0	0
Other financing adjustments	0	0	0	0	0	-379	0	0	0	0	0
Other non-cash adjustments	-5,063	-446	-5,213	362	-1,106	2,216	-1,114	-12,279	-3,081	-3,081	-3,081
Change in cash	-296	-8,817	11,660	-4,943	-6,260	5,097	5,164	18,669	45,649	23,582	30,336
Cash flow metrics											
Capex/D&A	0.0%	14.2%	62.1%	21.4%	11.7%	57.0%	n.m.	73.3%	88.4%	88.2%	96.5%
Capex/Sales	0.0%	3.0%	11.4%	2.8%	1.3%	3.9%	10.8%	3.8%	5.0%	4.5%	4.5%
Key information											
Share price year end (/current)	14	10	8	9	9	8	8	18	35	35	35
Market cap.	125,465	123,838	125,785	160,102	169,205	155,204	147,287	361,143	698,474	698,474	698,474
Enterprise value	105,073	110,766	101,024	140,284	155,647	136,549	131,667	344,153	635,835	612,253	581,917
Diluted no. of shares, year-end (th)	8,693.4	12,677.0	15,822.0	17,613.0	18,594.0	19,160.9	19,638.2	19,843.0	19,843.0	19,843.0	19,843.0

Source: Company data and Nordea estimates

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