

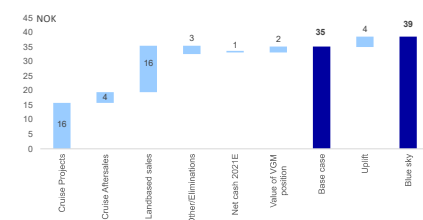
KEY DATA

Stock country	Norway
Bloomberg	VOW NO
Reuters	VOW.OL
Share price (close)	NOK 24.00
Free Float	36%
Market cap. (bn)	EUR 0.28/NOK 2.74
Website	www.vowasa.no
Next report date	25 Feb 2022

PERFORMANCE



VALUATION APPROACH



Source: Nordea estimates

ESTIMATE CHANGES

Year	2021E	2022E	2023E
Sales	-16%	-3%	0%
EBIT (adj)	-23%	-3%	0%

Source: Nordea estimates

Nordea Markets - Analysts

Sander Lie
AnalystHans-Erik Jacobsen
Senior Analyst

Transitory softness in Q3

Vow published its Q3 trading update yesterday (27 October), with overall numbers falling short of street expectations. Cruise activity has started to pick up again after the COVID-19 slump in H1, but longer lead times than expected are impacting Vow's earnings. Group revenue has remained stable y/y, albeit with deflated margins and EBITDA down 25% over the same period. The soft numbers in the quarter were mainly driven by the phasing of project delivery schedules; we expect a catch-up effect going into 2022 – but highlight that visibility is low on earnings for the rest of the year. We therefore take a more cautious approach on the recovery pace and lower our estimates. We still see scope for a sequential improvement in the underlying market going forward. Following the report, we revise our fair value range to NOK 35-39 (38-41) per share based on SOTP valuation.

Rebound in cruise activity but slower pace than expected

Revenues remained stable on a YTD basis, but the company fell a bit short on EBITDA compared to our expectations, with the company realising an EBITDA of NOK 8.1m (8.2% margin) in the quarter. The Landbased segment is still in an investment phase and hence contributed NOK -4.6m to EBITDA in the quarter. The order backlog is now at NOK 1,284m, however, up from NOK 952m at the beginning of the year, and several milestone contracts have been signed in the recent months, which will underpin growth.

Revising estimates and fair value estimate range

Following the Q3 trading update, we lower our estimates for 2021-22. Aftermarket sales and cruise activity are starting to pick up – we see scope for a recovery in 2022 and hence higher activity levels for Q4. Landbased has a solid order backlog of agreements and partnerships with industrial pioneers such as ArcelorMittal and Repsol, which bodes well for further growth. Overall, we argue the long-term equity story for Vow is still attractive, but we lower our fair value range to NOK 35-39 (38-41) per share based on SOTP.

SUMMARY TABLE - KEY FIGURES

NOKm	2017	2018	2019	2020	2021E	2022E	2023E
Total revenue	247	330	381	460	453	882	1,127
EBITDA (adj)	26	39	46	47	52	134	209
EBIT (adj)	23	36	35	25	32	114	188
EBIT (adj) margin	9.4%	10.8%	9.2%	5.4%	7.2%	12.9%	16.7%
EPS (adj, NOK)	0.12	0.30	0.15	0.12	0.15	0.75	1.32
EPS (adj) growth	294.0%	154.6%	-50.9%	-16.5%	18.5%	408.1%	75.9%
DPS (ord, NOK)	0.00	0.20	0.00	0.00	0.00	0.00	0.00
EV/Sales	1.7	1.3	8.2	9.3	5.9	3.1	2.3
EV/EBIT (adj)	18.3	12.3	89.8	171.7	82.5	23.7	14.1
P/E (adj)	35.6	15.1	n.m.	n.m.	n.m.	32.0	18.2
P/BV	7.1	4.7	13.1	12.9	4.8	4.2	3.4
Dividend yield (ord)	0.0%	4.4%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF Yield bef A&D, lease	1.3%	4.5%	-0.6%	-1.8%	-0.6%	-0.7%	2.0%
Net debt	16	-4	133	138	-65	-40	-96
Net debt/EBITDA	0.7	-0.1	5.0	3.6	-1.4	-0.3	-0.5
ROIC after tax	28.8%	36.5%	13.5%	5.4%	6.0%	18.1%	25.1%

Source: Company data and Nordea estimates

Detailed estimates

ESTIMATE REVISIONS (NOKm; EPS IN NOK)

NOKm	New estimates			Old estimates			Difference		
	2021E	2022E	2023E	2021E	2022E	2023E	2021E	2022E	2023E
Total revenues	453	882	1,127	536	914	1,129	-16 %	-3 %	0 %
Growth	-1.6%	95.0%	27.8%	16.6%	70.6%	23.5%	-18.1pp	24.4pp	4.2pp
Gross profit	162	309	395	191	320	395	-15 %	-3 %	0 %
Margin	35.8%	35.0%	35.0%	35.7%	35.0%	35.0%	0.1pp	0.0pp	0.0pp
EBITDA recurring	51.7	134.0	208.8	61.3	139.6	210.6	-16 %	-4 %	-1 %
Margin	11.4%	15.2%	18.5%	11.4%	15.3%	18.7%	0.0pp	-0.1pp	-0.1pp
EBIT	28.4	113.9	188.3	37.9	117.5	188.1	-25 %	-3 %	0 %
Pre-tax profit	18	106	180	27	110	180	-35 %	-3 %	0 %
Net income to shareholders	13.7	85.7	150.7	20.9	88.5	150.5	-35 %	-3 %	0 %
EPS recurring	0.15	0.75	1.32	0.21	0.77	1.32	-30 %	-3 %	0 %

Source: Company data and Nordea estimates

GROUP P&L, ANNUAL

NOKm	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
Total revenues	146	200	172	247	330	381	460	453	882	1,127
Growth	-14.3%	37.5%	-14.3%	43.9%	33.4%	15.5%	20.8%	-1.6%	95.0%	27.8%
Cost of goods sold	-99	-136	-124	-171	-230	-259	-296	-291	-574	-733
Gross profit	46	64	48	76	100	121	164	162	309	395
Margin	31.8%	31.9%	28.0%	30.7%	30.3%	31.9%	35.7%	35.8%	35.0%	35.0%
Employee expense	-23	-28	-28	-29	-37	-48	-80	-81	-129	-137
Other operating expenses	-19	-24	-23	-20	-23	-28	-37	-29	-46	-49
EBITDA recurring	4	11	-3	26	39	46	47	52	134	209
Margin	3.0%	5.6%	-1.5%	10.7%	11.9%	12.0%	10.2%	11.4%	15.2%	18.5%
EBIT	1	9	-6	22	36	16	17	28	114	188
Margin	0.6%	4.3%	-3.4%	8.8%	10.8%	4.1%	3.6%	6.3%	12.9%	16.7%
Net financial items	-13	-2	1	-4	-2	-25	11	-11	-8	-8
Pre-tax profit	-13	7	-5	18	34	-9	28	18	106	180
Income tax	3	-3	0	-5	-7	-6	-1	-4	-23	-40
Income from associated companies	0	0	0	0	0	0	0	0	3	10
Net income to shareholders	-9	4	-5	13	27	-15	27	14	86	151
EPS recurring	0.02	0.10	-0.06	0.12	0.30	0.15	0.12	0.15	0.75	1.32
DPS	0.00	0.00	0.00	0.00	0.20	0.00	0.00	0.00	0.00	0.00

Source: Company data and Nordea estimates

SEGMENT SUMMARY, ANNUAL

NOKm	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
Revenues										
Cruise Projects	107	62	43	165	230	236	309	322	443	497
Cruise Aftersales	49	49	55	90	106	130	53	51	139	171
Landbased sales	0	0	0	0	0	19	97	80	300	459
EBITDA										
Cruise Projects	-1	3	-5	24	35	39	71	78	111	130
Cruise Aftersales	1	6	6	12	16	21	0	1	17	31
Landbased sales	0	0	0	0	0	-2	-10	-12	23	64
Other and Eliminations	4	2	-3	-10	-11	-12	-14	-15	-16	-16
EBITDA margin										
Cruise Projects	-0.9%	5.3%	-12.5%	14.5%	15.1%	16.3%	22.9%	24.4%	25.0%	26.1%
Cruise Aftersales	2.6%	11.9%	10.8%	13.3%	14.9%	15.8%	-0.4%	1.0%	12.0%	18.0%
Landbased sales	n.a	n.a	n.a	n.a	n.a	-7.9%	-10.5%	-15.0%	7.5%	14.0%

Source: Company data and Nordea estimates

GROUP P&L, SEMI-ANNUAL

NOKm	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020	H2 2020	H1 2021	H2 2021E
Total revenues	85	87	117	131	147	183	181	199	248	212	201	251
Growth y/y	-11.6%	-16.9%	38.2%	50.6%	25.0%	40.1%	23.8%	8.9%	36.7%	6.3%	-18.7%	18.5%
Cost of goods sold	-59	-65	-83	-89	-101	-129	-128	-131	-167	-129	-127	-163
Gross profit	26	22	35	42	45	55	53	68	81	83	74	88
Margin	31.0%	24.9%	29.4%	32.1%	30.9%	29.8%	29.2%	34.3%	32.8%	39.2%	36.7%	35.0%
Employee expense	-14	-14	-13	-16	-18	-20	-19	-29	-39	-41	-40	-42
Other operating expenses	-11	-11	-11	-10	-11	-12	-12	-16	-17	-20	-14	-15
EBITDA recurring	1	-3	10	16	16	23	23	23	25	22	20	31
Margin	0.7%	-3.6%	8.9%	11.9%	11.1%	12.6%	12.5%	11.6%	9.9%	10.5%	10.1%	12.5%
EBIT	-1	-5	9	14	15	21	19	-3	14	3	7	22
Margin	-0.6%	-6.0%	7.8%	10.5%	10.2%	11.3%	10.2%	-1.4%	5.7%	1.2%	3.3%	8.7%
Net financial items	1	0	-1	-2	1	-3	2	-26	21	-9	-7	-4
Pre-tax profit	0	-5	8	12	16	18	20	-29	35	-7	0	18
Income tax	0	0	-2	-3	-4	-3	-5	-1	-8	6	0	-4
Income from associated compan	0	0	0	0	0	0	0	0	0	0	0	0
Net income to shareholders	0	-5	6	9	12	14	15	-30	27	0	0	14
EPS	0.00	-0.05	0.06	0.09	0.13	0.15	0.16	-0.29	0.25	0.00	0.00	0.12
EPS recurring	0.01	-0.07	0.07	0.15	0.11	0.19	0.15	0.00	0.13	0.00	0.02	0.12

Source: Company data and Nordea estimates

SEGMENT SUMMARY, SEMI-ANNUAL

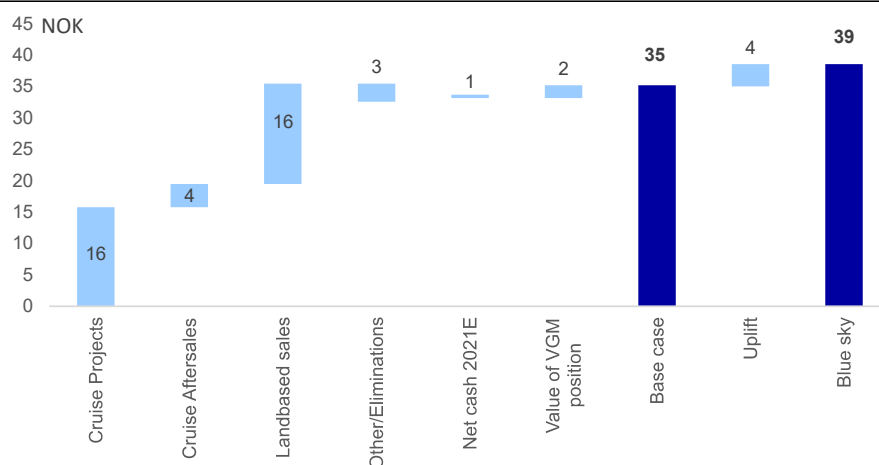
NOKm	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020	H2 2020	H1 2021	H2 2021E
Revenues												
Cruise Projects	47	-4	78	88	99	131	122	114	160	149	149	172
Cruise Aftersales	49	5	44	46	51	55	64	66	40	14	18	33
Landbased sales	0	0	0	0	0	0	0	19	48	49	34	46
EBITDA												
Cruise Projects	0	-5	11	13	13	22	18	21	35	36	38	40
Cruise Aftersales	4	2	5	7	8	7	10	10	5	-5	-1	1
Landbased sales	0	0	0	0	0	0	0	-2	-7	-3	-9	-3
Other and Eliminations	-3	0	-5	-5	-5	-6	-6	-6	-8	-6	-11	-7
EBITDA margin												
Cruise Projects	0.0%	126.2%	13.9%	15.1%	13.1%	16.5%	14.6%	18.2%	21.8%	24.1%	25.7%	23.3%
Cruise Aftersales	7.5%	42.3%	10.3%	16.0%	16.3%	13.6%	16.1%	15.6%	12.1%	-36.8%	-3.3%	3.4%
Landbased sales	n.a	n.a	n.a	n.a	n.a	n.a	n.a	-7.9%	-14.8%	-6.3%	-26.9%	-6.3%
Green Metals	n.a	n.a	n.a	n.a	n.a	n.a	n.a	n.a	n.a	n.a	n.a	n.a

Source: Company data and Nordea estimates

Valuation

We estimate a fair value range of NOK 35-39 per share based on our SOTP valuation. Our base case includes 2025 estimates for Cruise Projects, Aftersales and Landbased sales, which we discount back to 2022 for our one-year-forward fair value range. Our blue sky scenario factors in an additional EBITDA increase of NOK 30m for Landbased sales, discounted back to 2022. We use EV/EBITDA and factor in a WACC of 7%.

SOTP PER SHARE



Our blue sky scenario factors in an additional EBITDA contribution of NOK 30m for 2025 from Landbased sales, yielding an upper value of NOK 35 per share

Source: Company data and Nordea estimates

EQUITY VALUE DERIVATION

NOKm	EBITDA 2025E	Multiple	EV	Per share
Cruise Projects	151.4	15x	2,257	20
Cruise Aftersales	35.5	15x	532	5
Landbased sales	135.0	17x	2,295	20
EV			5,083	44
PV of EV			4,050	35
Other/Eliminations	-16.0	17x	-272	-2
Net cash 2021E			65	1
Equity value			3,843	34
Market value of VGM position (31%)			236	2
Total equity value			4,079	36
Landbased blue sky EBITDA lift	30.0	17x	510	4
Total equity value blue sky				39

Source: Company data and Nordea estimates

Reported numbers and forecasts

INCOME STATEMENT

NOKm	2013	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
Total revenue	170	146	200	172	247	330	381	460	453	882	1,127
Revenue growth	n.a.	-14.3%	37.5%	-14.3%	43.9%	33.4%	15.5%	20.8%	-1.6%	95.0%	27.8%
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	21	2	11	-3	25	39	27	39	48	134	209
Depreciation and impairments PPE	-1	-1	-1	-1	-2	-1	-6	-21	-19	-20	-21
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
EBITA	20	1	10	-5	23	39	21	18	28	114	188
Amortisation and impairments	0	0	-2	-1	-2	-3	-5	-1	0	0	0
EBIT	20	1	9	-6	22	36	16	17	28	114	188
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	-13	-13	-2	1	-4	-2	-25	11	-11	-8	-8
of which lease interest	0	0	0	0	0	0	0	0	0	0	0
Changes in value, net	0	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	7	-13	7	-5	18	34	-9	28	18	106	180
Reported taxes	-2	3	-3	0	-5	-7	-6	-1	-4	-23	-40
Net profit from continued operations	5	-9	4	-5	13	27	-15	27	14	83	141
Discontinued operations	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Minority interests	0	0	0	0	0	0	0	0	0	3	10
Net profit to equity	5	-9	4	-5	13	27	-15	27	14	86	151
EPS, NOK	0.05	-0.10	0.05	-0.05	0.13	0.28	-0.15	0.25	0.12	0.75	1.32
DPS, NOK	n.a.	n.a.	n.a.	n.a.	n.a.	0.20	0.00	0.00	0.00	0.00	0.00
of which ordinary	n.a.	n.a.	n.a.	n.a.	n.a.	0.20	0.00	0.00	0.00	0.00	0.00
of which extraordinary	n.a.	n.a.	n.a.	n.a.	n.a.	0.00	0.00	0.00	0.00	0.00	0.00

Profit margin in percent

EBITDA	12.3%	1.4%	5.6%	-2.0%	10.1%	11.9%	7.0%	8.4%	10.5%	15.2%	18.5%
EBITA	11.7%	0.9%	5.1%	-2.6%	9.5%	11.7%	5.5%	3.8%	6.3%	12.9%	16.7%
EBIT	11.7%	0.6%	4.3%	-3.4%	8.8%	10.8%	4.1%	3.6%	6.3%	12.9%	16.7%

Adjusted earnings

EBITDA (adj)	21	4	11	-3	26	39	46	47	52	134	209
EBITA (adj)	20	4	10	-4	25	39	40	26	32	114	188
EBIT (adj)	20	3	9	-5	23	36	35	25	32	114	188
EPS (adj, NOK)	0.05	0.02	0.10	-0.06	0.12	0.30	0.15	0.12	0.15	0.75	1.32

Adjusted profit margins in percent

EBITDA (adj)	12.3%	3.0%	5.6%	-1.5%	10.7%	11.9%	12.0%	10.2%	11.4%	15.2%	18.5%
EBITA (adj)	11.7%	2.5%	5.1%	-2.2%	10.0%	11.7%	10.5%	5.6%	7.2%	12.9%	16.7%
EBIT (adj)	11.7%	2.2%	4.3%	-2.9%	9.4%	10.8%	9.2%	5.4%	7.2%	12.9%	16.7%

Performance metrics

CAGR last 5 years											
Net revenue	n.a.	n.a.	n.a.	n.a.	n.a.	14.2%	21.2%	18.1%	21.4%	29.0%	27.9%
EBITDA	n.m.	n.m.	n.m.	n.m.	n.m.	13.3%	67.0%	27.8%	n.m.	39.9%	39.7%
EBIT	n.a.	n.a.	n.a.	n.a.	n.a.	12.4%	78.5%	14.1%	n.m.	39.2%	39.4%
EPS	n.a.	n.a.	n.a.	n.a.	n.a.	38.7%	n.m.	39.8%	n.m.	41.9%	36.7%
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	n.a.	n.a.	n.a.	n.a.	4.9%	5.6%	5.7%	5.3%	6.3%	8.4%	11.0%
Average EBITDA margin	n.a.	n.a.	n.a.	n.a.	6.0%	6.8%	7.4%	7.9%	9.5%	11.4%	13.8%

VALUATION RATIOS - ADJUSTED EARNINGS

NOKm	2013	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
P/E (adj)	n.a.	68.3	10.1	n.m.	35.6	15.1	n.m.	n.m.	n.m.	32.0	18.2
EV/EBITDA (adj)	n.a.	41.5	9.6	n.m.	16.1	11.2	68.4	91.4	51.8	20.2	12.7
EV/EBITA (adj)	n.a.	50.4	10.8	n.m.	17.1	11.4	78.1	165.7	82.5	23.7	14.1
EV/EBIT (adj)	n.a.	56.6	12.6	n.m.	18.3	12.3	89.8	171.7	82.5	23.7	14.1

VALUATION RATIOS - REPORTED EARNINGS

NOKm	2013	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
P/E	n.a.	n.m.	22.6	n.m.	32.6	16.6	n.m.	n.m.	n.m.	32.0	18.2
EV/Sales	n.a.	1.26	0.54	0.66	1.72	1.33	8.22	9.29	5.92	3.06	2.35
EV/EBITDA	n.a.	89.4	9.6	n.m.	17.0	11.2	117.8	110.8	56.3	20.2	12.7
EV/EBITA	n.a.	144.7	10.8	n.m.	18.2	11.4	150.0	243.0	94.4	23.7	14.1
EV/EBIT	n.a.	211.2	12.6	n.m.	19.5	12.3	199.7	256.1	94.4	23.7	14.1
Dividend yield (ord.)	n.a.	0.0%	0.0%	0.0%	0.0%	4.4%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield	n.a.	-34.1%	15.3%	-14.4%	1.3%	4.5%	-3.4%	-1.8%	-0.6%	-0.7%	2.0%
FCF Yield bef A&D, lease adj	n.a.	-34.1%	15.3%	-14.4%	1.3%	4.5%	-0.6%	-1.8%	-0.6%	-0.7%	2.0%
Payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	72.5%	0.0%	0.0%	0.0%	0.0%	0.0%

Source: Company data and Nordea estimates

BALANCE SHEET

NOKm	2013	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
Intangible assets	13	19	24	29	31	38	237	311	351	392	433
of which R&D	13	19	24	29	31	38	98	172	212	253	295
of which other intangibles	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0
of which goodwill	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	139	139	139	139	139
Tangible assets	2	2	3	4	2	3	42	37	58	79	100
of which leased assets	0	0	0	0	0	0	21	21	21	21	21
Shares associates	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0
Interest bearing assets	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Deferred tax assets	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Other non-IB non-current assets	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0
Other non-current assets	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Total non-current assets	14	21	28	33	34	42	278	348	409	470	533
Inventory	5	6	6	4	4	4	18	10	10	19	25
Accounts receivable	24	33	61	58	59	63	134	149	146	285	364
Short-term leased assets	0	0	0	0	0	0	0	0	0	0	0
Other current assets	57	80	55	28	53	78	85	176	163	230	279
Cash and bank	1	4	19	4	6	7	86	27	363	338	394
Total current assets	87	122	141	93	122	152	322	362	681	873	1,062
Assets held for sale	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Total assets	101	143	168	126	155	194	600	710	1,090	1,343	1,595
Shareholders equity	-21	45	50	45	58	93	229	320	568	653	804
Of which preferred stocks	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0
Of which equity part of hybrid debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0
Minority interest	0	0	0	0	0	0	1	1	1	1	1
Total Equity	-21	45	50	45	58	93	230	321	569	654	805
Deferred tax	7	2	4	3	7	14	26	32	35	46	60
Long term interest bearing debt	20	0	1	1	1	1	86	104	237	237	237
Pension provisions	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Other long-term provisions	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Other long-term liabilities	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Non-current lease debt	0	0	0	0	0	0	21	21	21	21	21
Convertible debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0
Shareholder debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0
Hybrid debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0
Total non-current liabilities	27	2	4	4	8	15	133	157	293	304	318
Short-term provisions	1	0	1	1	1	0	2	0	0	0	0
Accounts payable	53	52	64	40	58	70	104	164	161	317	404
Current lease debt	0	0	0	0	0	0	0	0	0	0	0
Other current liabilities	11	17	22	12	9	14	21	28	28	28	28
Short term interest bearing debt	31	28	27	24	21	2	111	40	40	40	40
Total current liabilities	96	96	114	76	89	86	237	232	229	384	472
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	101	143	168	126	155	194	600	710	1,090	1,343	1,595
Balance sheet and debt metrics											
Net debt	50	24	9	22	16	-4	133	138	-65	-40	-96
of which lease debt	0	0	0	0	0	0	21	21	21	21	21
Working capital	22	50	35	38	49	62	112	143	130	190	236
Invested capital	36	71	63	70	83	103	390	491	539	661	769
Capital employed	30	73	78	71	80	96	448	486	867	952	1,103
ROE	n.a.	-78.1%	9.4%	-10.2%	24.3%	35.2%	-9.1%	9.8%	3.1%	14.0%	20.7%
ROIC	n.m.	5.7%	12.3%	-7.2%	28.8%	36.5%	13.5%	5.4%	6.0%	18.1%	25.1%
ROCE	n.m.	25.1%	19.9%	-4.3%	39.0%	45.3%	14.0%	5.9%	4.8%	12.5%	18.3%
Net debt/EBITDA	2.4	11.7	0.8	n.m.	0.7	-0.1	5.0	3.6	-1.4	-0.3	-0.5
Interest coverage	n.m.	0.8	n.m.	-0.5	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Equity ratio	-21.1%	31.5%	29.6%	36.1%	37.3%	48.1%	38.1%	45.1%	52.1%	48.6%	50.4%
Net gearing	-235.0%	52.9%	17.1%	47.6%	28.2%	-4.3%	57.7%	43.1%	-11.4%	-6.1%	-11.9%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

NOKm	2013	2014	2015	2016	2017	2018	2019	2020	2021E	2022E	2023E
EBITDA (adj) for associates	21	2	11	-3	25	39	27	39	48	134	209
Paid taxes	-2	-1	0	-1	-1	-1	0	-2	-2	-12	-26
Net financials	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	11	-11	-8	-8
Change in provisions	1	-1	1	0	1	-1	2	-2	0	0	0
Change in other LT non-IB	0	0	0	0	0	0	0	0	0	0	0
Cash flow to/from associates	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Dividends paid to minorities	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Other adj to reconcile to cash flow	-17	-12	-4	-10	-4	0	14	-23	15	8	8
Funds from operations (FFO)	3	-11	8	-14	21	37	43	23	50	122	183
Change in NWC	1	-33	17	8	-11	-6	-50	-32	14	-61	-46
Cash flow from operations (CFO)	4	-44	25	-6	10	31	-7	-9	64	62	137
Capital expenditure	-4	-10	-9	-7	-5	-11	-10	-64	-80	-82	-83
Free cash flow before A&D	1	-54	15	-13	5	20	-17	-73	-16	-20	54
Proceeds from sale of assets	0	0	0	0	0	0	0	0	0	0	0
Acquisitions	0	0	0	0	0	0	-85	0	0	0	0
Free cash flow	1	-54	15	-13	5	20	-103	-73	-16	-20	54
Free cash flow bef A&D, lease adj	1	-54	15	-13	5	20	-17	-73	-16	-20	54
Dividends paid	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	-10	0	0	0	0
Equity issues / buybacks	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	111	0	230	0	0
Net change in debt	-2	-17	1	-2	-2	-18	86	29	133	0	0
Other financing adjustments	0	0	-1	-1	-1	-1	-6	-14	0	3	10
Other non-cash adjustments	3	0	0	0	0	0	0	-1	-11	-8	-8
Change in cash	1	3	16	-16	2	1	79	-59	336	-25	56
Cash flow metrics											
Capex/D&A	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	91.7%	n.m.	n.m.	n.m.	n.m.
Capex/Sales	2.2%	6.8%	4.7%	4.3%	1.9%	3.4%	2.6%	14.0%	17.7%	9.2%	7.4%
Key information											
Share price year end (/current)	n.a.	2	1	1	4	5	30	38	24	24	24
Market cap.	n.a.	159	100	92	409	442	2,997	4,133	2,742	2,742	2,742
Enterprise value	n.a.	183	109	113	425	438	3,131	4,272	2,678	2,703	2,647
Diluted no. of shares, year-end (m)	95.5	96.4	96.5	96.5	96.2	96.4	99.9	108.9	114.3	114.3	114.3

Source: Company data and Nordea estimates

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