

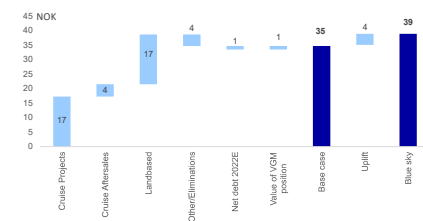
KEY DATA

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 Aug 2022

PERFORMANCE



VALUATION APPROACH



Source: Nordea estimates

ESTIMATE CHANGES

Year	2022E	2023E	2024E
Sales	0%	0%	0%
EBIT (adj)	-1%	0%	0%

Source: Nordea estimates

Nordea Markets - Analysts

Elliott Jones
Senior AnalystMartine Kverne
Analyst

Record-high revenue, profit and backlog

Vow reported strong headline figures across the board for H1. Cruise activity is picking up speed, while Landbased continues its strong performance, beating our expectations and growing more than 4x y/y. We consider the report yet another step in the right direction for the company, which currently trades at a large discount to cleantech peers – despite its positive EBITDA contributions across the board. We keep our SOTP-based fair value range of NOK 35-39 unchanged, arguing the company is significantly undervalued at current levels.

All-time high revenue, profit and order backlog

Revenue in H1 reached NOK 400m (up 99% y/y), the highest ever and 7% above our estimate (4% above company-collected consensus). Adjusted EBITDA was NOK 53m, 7% above our estimate and consensus. The main beat was Landbased, now the highest revenue generator, which delivered margins well above estimates (4 pp). Recurring net income came in at NOK 17m (versus our estimate of NOK 28m), mainly owing to a large negative item in net financials and slightly higher-than-expected depreciation. The order backlog reached a new all-time-high of NOK 2.2bn, up 32% y/y.

Solid Landbased development, while cruise activity is picking up

We saw a particularly strong development in the Landbased segment in H1. Revenues increased 4x y/y, representing a 12% beat versus consensus. Operational momentum is strong, with the order backlog close to doubling on last year. The number of cruise ships in operation has also doubled and is now near pre-COVID-19 levels. This, alongside a backlog of NOK 888m for Projects Cruise, paints an attractive growth outlook for Vow.

A unique play on cleantech

Following the report, we keep 2022E-24E revenue and EBITDA steady. We tweak our short-term EPS estimates, mainly due to the large item in net financials and slightly lower estimates for profit from associates going forward. Overall, we view the report as another step in the right direction for Vow, further de-risking full-year growth expectations. We maintain our SOTP-based fair value range of NOK 35-39. Vow currently trades at a 46% discount on 2024E EV/sales versus our broad basket of Nordic cleantech peers; given Vow's tangible revenues, solid margins and revenue visibility, we argue that the share is significantly underpriced at current levels.

SUMMARY TABLE - KEY FIGURES

NOKm	2018	2019	2020	2021	2022E	2023E	2024E
Total revenue	330	381	460	454	879	1,102	1,260
EBITDA (adj)	39	46	47	44	133	199	252
EBIT (adj)	36	35	25	19	109	179	231
EBIT (adj) margin	10.8%	9.2%	5.4%	4.3%	12.5%	16.2%	18.3%
EPS (adj, NOK)	0.30	0.15	0.12	-0.01	0.49	1.13	1.52
EPS (adj) growth	154.6%	-50.9%	-16.5%	-107.2%	5,586.8%	131.1%	34.1%
DPS (ord, NOK)	0.20	0.00	0.00	0.00	0.00	0.00	0.00
EV/Sales	1.3	8.2	9.3	6.3	3.3	2.6	2.2
EV/EBIT (adj)	12.3	89.8	171.7	147.6	26.4	15.9	12.0
P/E (adj)	15.1	n.m.	n.m.	n.m.	49.0	21.2	15.8
P/BV	4.7	13.1	12.9	5.1	4.4	3.6	3.0
Dividend yield (ord)	4.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF Yield bef A&D, lease	4.5%	-0.6%	-1.8%	-9.0%	1.5%	2.1%	2.5%
Net debt	-4	133	138	166	145	75	5
Net debt/EBITDA	-0.1	5.0	3.6	4.9	1.1	0.4	0.0
ROIC after tax	36.5%	13.5%	5.4%	3.0%	13.6%	19.7%	23.0%

Source: Company data and Nordea estimates

Detailed estimates

DEVIATION TABLE: GROUP

NOKm	Actual	NDA est.	Deviation		Consensus	Deviation		Actual	
	H1 2022	H1 2022	vs. actual		H1 2022	vs. actual		H1 2021	y/y
Total revenues	400	374	26	7%	386	14	4%	201	99%
y/y	98.5%	85.5%		13.0pp	91.7%		6.9pp	-18.7%	117.2pp
Gross profit	151	131	20	15%	n.a			74	104%
Margin	37.7%	35.0%		2.7pp	n.a			36.7%	1.0pp
Opex	-98	-81	-17	21%	n.a			-54	
EBITDA recurring	53	50	3	7%	50	3	7%	20	163%
Margin	13.3%	13.4%		-0.1pp	13.0%		0.4pp	10.1%	3.3pp
y/y	162.6%			162.6pp	146.3 %		16.3pp		
EBIT	37	40	-3	-8%	40		-8%	7	458%
Net financials	-21	-6	-16	n.m	-5		n.m	-7	n.m
Pre-tax profit	16	35	-19	-55%	35		-56%	0	n.m
Recurring net income	17	28	-11	-40%	25		-32%	3	511%
EPS recurring	0.15	0.25	-0.10	-40%	0.22		-32%	0.02	511%

Source: Bloomberg, Company data and Nordea estimates

DEVIATION TABLE: SEGMENTS

Segments	Actual	NDA est.	Deviation		Consensus	Deviation		Actual	
	H1 2022	H1 2022	vs. actual		H1 2022	vs. actual		H1 2021	y/y
Revenue	400	374	26	7%	385	15	4%	201	99%
Cruise Projects	167	180	-13	-7%	173	-6	-3%	149	12%
Cruise Aftersales	49	50	-1	-2%	48	1	3%	18	169%
Landbased	184	144	40	28%	164	20	12%	34	443%
EBITDA	53	50	3	7%	50	3	7%	29	86%
Cruise Projects	40	41	-1	-3%	40	0	1%	38	5%
Cruise Aftersales	4	4	0	10%	4	0	10%	-1	-833%
Landbased	25	14	11	82%	18	7	38%	-9	-373%
Other and Eliminations	-16	-9	-7	n.m	-12			-11	46%
EBITDA margins	13.3 %	13.6 %		-0.3pp	13.6 %		-0.3pp		
Cruise Projects	24.1 %	23.0 %		1.1pp	23.1 %		1.0pp	25.7 %	-1.5pp
Cruise Aftersales	8.9 %	8.0 %		0.9pp	8.3 %		0.6pp	-3.3 %	12.2pp
Landbased	13.5 %	9.5 %		4.0pp	11.0 %		2.5pp	-26.9 %	40.4pp

Source: Bloomberg, Company data and Nordea estimates

ESTIMATE REVISIONS

NOKm	New estimates			Old estimates			Difference		
	2022E	2023E	2024E	2022E	2023E	2024E	2022E	2023E	2024E
Total revenues	879	1,102	1,260	881	1,102	1,260	0%	0%	0%
Growth	93.7%	25.4%	14.3%	94.1%	25.1%	14.3%	-0.4pp	0.3pp	0.0pp
Gross profit	319	386	441	308	386	441	3%	0%	0%
Margin	36.2%	35.0%	35.0%	35.0%	35.0%	35.0%	1.2pp	0.0pp	0.0pp
EBITDA recurring	133.2	199.0	251.9	130.7	198.2	252.9	2%	0%	0%
Margin	15.1%	18.1%	20.0%	14.8%	18.0%	20.1%	0.3pp	0.1pp	-0.1pp
EBIT	106.6	178.5	231.0	110.6	177.7	231.9	-4%	0%	0%
Pre-tax profit	65	166	222	100	167	221	-34%	-1%	1%
Net income to shareholders	53.2	129.2	173.3	80.7	140.0	172.3	-34%	-8%	1%
EPS	0.49	1.13	1.52	0.71	1.23	1.51	-31%	-8%	1%

Source: Nordea estimates

GROUP P&L, ANNUAL

NOKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Total revenues	146	200	172	247	330	381	460	454	879	1,102	1,260
Growth	-14.3%	37.5%	-14.3%	43.9%	33.4%	15.5%	20.8%	-1.3%	93.7%	25.4%	14.3%
Cost of goods sold	-99	-136	-124	-171	-230	-259	-296	-283	-561	-716	-819
Gross profit	46	64	48	76	100	121	164	171	319	386	441
Margin	31.8%	31.9%	28.0%	30.7%	30.3%	31.9%	35.7%	37.8%	36.2%	35.0%	35.0%
Employee expense	-23	-28	-28	-29	-37	-48	-80	-88	-111	-112	-114
Other operating expenses	-19	-24	-23	-20	-23	-28	-37	-40	-74	-75	-76
EBITDA recurring	4	11	-3	26	39	46	47	44	133	199	252
Margin	3.0%	5.6%	-1.5%	10.7%	11.9%	12.0%	10.2%	9.6%	15.1%	18.1%	20.0%
EBIT	1	9	-6	22	36	16	17	9	107	179	231
Margin	0.6%	4.3%	-3.4%	8.8%	10.8%	4.1%	3.6%	2.1%	12.1%	16.2%	18.3%
Net financial items	-13	-2	-28	-6	0	-22	11	323	-41	-13	-9
Pre-tax profit	-13	7	-34	16	36	-7	28	332	65	166	222
Income tax	3	-3	0	-5	-7	-6	-1	1	-12	-36	-49
Net income to shareholders	-9	4	-34	11	29	-12	27	333	53	129	173
EPS recurring	0.02	0.10	-0.36	0.10	0.33	0.17	0.12	-0.01	0.49	1.13	1.52

Source: Company data and Nordea estimates

SEGMENT SUMMARY, ANNUAL

NOKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Revenues											
Cruise Projects	107	62	43	165	230	236	309	294	440	497	533
Cruise Aftersales	49	49	55	90	106	130	53	52	121	173	187
Landbased	0	0	0	0	0	19	97	108	318	432	540
EBITDA											
Cruise Projects	-1	3	-5	24	35	39	71	69	109	130	143
Cruise Aftersales	1	6	6	12	16	21	0	0	10	28	35
Landbased	0	0	0	0	0	-2	-10	-7	41	67	100
Other and Eliminations	4	2	-3	-10	-11	-12	-14	-19	-27	-26	-26
EBITDA margin											
Cruise Projects	-0.9%	5.3%	-12.5%	14.5%	15.1%	16.3%	22.9%	23.6%	24.7%	26.2%	26.8%
Cruise Aftersales	2.6%	11.9%	10.8%	13.3%	14.9%	15.8%	-0.4%	0.8%	8.5%	16.0%	18.5%
Landbased	n.a	n.a	n.a	n.a	n.a	-7.9%	-10.5%	-6.6%	13.0%	15.5%	18.5%

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 2021	H1 2022	H2 2022E
Total revenues	85	87	117	131	147	183	181	199	248	212	201	253	400	480
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%	19.2%	98.5%	89.8%
Cost of goods sold	-59	-65	-83	-89	-101	-129	-128	-131	-167	-129	-127	-155	-249	-312
Gross profit	26	22	35	42	45	55	53	68	81	83	74	97	151	168
Margin	31.0%	24.9%	29.4%	32.1%	30.9%	29.8%	29.2%	34.3%	32.8%	39.2%	36.7%	38.6%	37.7%	35.0%
Employee expense	-14	-14	-13	-16	-18	-20	-19	-29	-39	-41	-40	-49	-59	-53
Other operating expenses	-11	-11	-11	-10	-11	-12	-12	-16	-17	-20	-14	-25	-39	-35
EBITDA recurring	1	-3	10	16	16	23	23	23	25	22	20	23	53	80
Margin	0.7%	-3.6%	8.9%	11.9%	11.1%	12.6%	12.5%	11.6%	9.9%	10.5%	10.1%	9.2%	13.3%	16.7%
EBIT	-1	-5	9	14	15	21	19	-3	14	3	7	3	37	70
Margin	-0.6%	-6.0%	7.8%	10.5%	10.2%	11.3%	10.2%	-1.4%	5.7%	1.2%	3.3%	1.1%	9.2%	14.6%
Net financial items	1	0	-1	-2	1	-3	2	-26	21	-9	-7	329	-21	-20
Pre-tax profit	0	-5	8	12	16	18	20	-29	35	-7	0	332	16	50
Income tax	0	0	-2	-3	-4	-3	-5	-1	-8	6	0	2	-1	-11
Net income to shareholders	0	-5	6	9	12	14	15	-30	27	0	0	334	14	39
EPS	0.00	-0.05	0.06	0.09	0.13	0.15	0.16	-0.29	0.25	0.00	0.00	2.92	0.13	0.34
EPS recurring	0.01	-0.07	0.07	0.15	0.11	0.19	0.15	0.00	0.13	0.00	0.02	-0.03	0.15	0.34

Source: Company data and Nordea estimates

DIVISIONAL 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 2021	H1 2022	H2 2022E
Revenues														
Cruise Projects	47	-4	78	88	99	131	122	114	160	149	149	145	167	273
Cruise Aftersales	49	5	44	46	51	55	64	66	40	14	18	34	49	72
Landbased	0	0	0	0	0	0	0	19	48	49	34	74	184	135
EBITDA														
Cruise Projects	0	-5	11	13	13	22	18	21	35	36	38	31	40	68
Cruise Aftersales	4	2	5	7	8	7	10	10	5	-5	-1	1	4	6
Landbased	0	0	0	0	0	0	0	-2	-7	-3	-9	2	25	17
Other and Eliminations	-3	0	-5	-5	-5	-6	-6	-6	-8	-6	-11	-11	-16	-11
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%	21.5%	24.1%	25.1%
Cruise Aftersales	7.5%	42.3%	10.3%	16.0%	16.3%	13.6%	16.1%	15.6%	12.1%	-36.8%	-3.3%	3.0%	8.9%	8.2%
Landbased	n.a	n.a	n.a	n.a	n.a	n.a	n.a	-7.9%	-14.8%	-6.3%	-26.9%	2.7%	13.5%	12.3%

Source: Company data and Nordea estimates

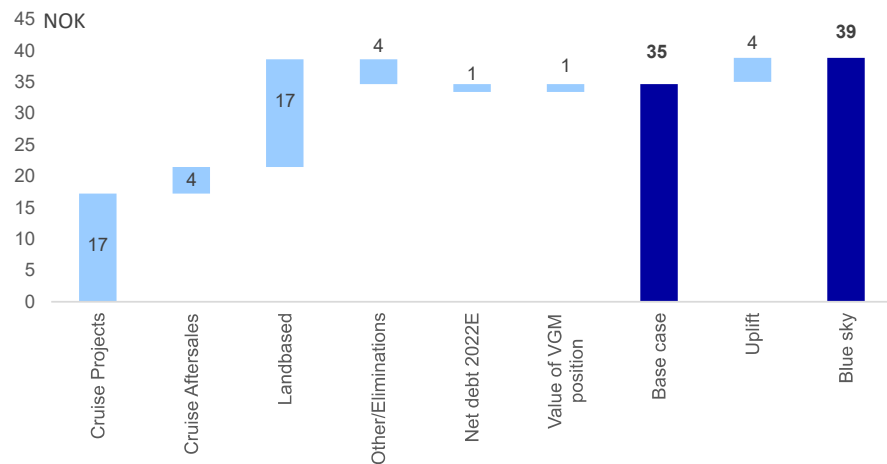
Valuation

We derive a fair value range of NOK 35-39 per share for Vow

We estimate a fair value range of NOK 35-39 per share for Vow, based on a multiples-based SOTP valuation. Our base case includes 2025 estimates for Cruise Projects, Aftersales and Landbased, which we discount back to 2023 (one-year forward fair value). The high end of our range and blue-sky scenario factors in an additional EBITDA contribution of NOK 30m from the Landbased segment. We use EV/EBITDA and factor in a WACC of 8%.

Our blue-sky scenario factors in an additional EBITDA contribution of NOK 30m for 2025 from the Landbased segment, yielding a high-end value of NOK 39 per share

SOTP SUMMARY



Source: Nordea estimates

EQUITY VALUE DERIVATION

NOKm	EBITDA 2025E	Multiple	EV	Per share
Cruise Projects	154.3	15x	2,361	21
Cruise Aftersales	37.8	15x	578	5
Landbased	135.0	17x	2,349	21
EV			5,288	46
PV of EV			4,412	39
Other/Eliminations	-25.9	17x	-451	-4
Net debt 2022E			-145	-1
Equity value			3,816	33
Market value of VGM position (31%)			145	1
Total equity value			3,962	35
Landbased blue sky EBITDA lift	30.0	17x	525	4
Total equity value blue sky				39

Source: Nordea estimates

Reported numbers and forecasts

INCOME STATEMENT

NOKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Total revenue	146	200	172	247	330	381	460	454	879	1,102	1,260
Revenue growth	-14.3%	37.5%	-14.3%	43.9%	33.4%	15.5%	20.8%	-1.3%	93.7%	25.4%	14.3%
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	2	11	-3	25	39	27	39	34	130	199	252
Depreciation and impairments PPE	-1	-1	-1	-2	-1	-6	-21	-24	-24	-21	-21
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
EBITA	1	10	-5	23	39	21	18	10	107	179	231
Amortisation and impairments	0	-2	-1	-2	-3	-5	-1	0	0	0	0
EBIT	1	9	-6	22	36	16	17	10	107	179	231
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	-2	1	-4	-2	-25	11	323	-41	-13	-9
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	-13	7	-5	18	34	-9	28	332	65	166	222
Reported taxes	3	-3	0	-5	-7	-6	-1	1	-12	-36	-49
Net profit from continued operations	-9	4	-5	13	27	-15	27	333	53	129	173
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	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Net profit to equity	-9	4	-5	13	27	-15	27	333	53	129	173
EPS, NOK	-0.10	0.05	-0.05	0.13	0.28	-0.15	0.25	2.92	0.47	1.13	1.52
DPS, NOK	n.a.	n.a.	n.a.	n.a.	0.20	0.00	0.00	0.00	0.00	0.00	0.00
of which ordinary	n.a.	n.a.	n.a.	n.a.	0.20	0.00	0.00	0.00	0.00	0.00	0.00
of which extraordinary	n.a.	n.a.	n.a.	n.a.	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Profit margin in percent

EBITDA	1.4%	5.6%	-2.0%	10.1%	11.9%	7.0%	8.4%	7.4%	14.8%	18.1%	20.0%
EBITA	0.9%	5.1%	-2.6%	9.5%	11.7%	5.5%	3.8%	2.1%	12.1%	16.2%	18.3%
EBIT	0.6%	4.3%	-3.4%	8.8%	10.8%	4.1%	3.6%	2.1%	12.1%	16.2%	18.3%

Adjusted earnings

EBITDA (adj)	4	11	-3	26	39	46	47	44	133	199	252
EBITA (adj)	4	10	-4	25	39	40	26	19	109	179	231
EBIT (adj)	3	9	-5	23	36	35	25	19	109	179	231
EPS (adj, NOK)	0.02	0.10	-0.06	0.12	0.30	0.15	0.12	-0.01	0.49	1.13	1.52

Adjusted profit margins in percent

EBITDA (adj)	3.0%	5.6%	-1.5%	10.7%	11.9%	12.0%	10.2%	9.6%	15.1%	18.1%	20.0%
EBITA (adj)	2.5%	5.1%	-2.2%	10.0%	11.7%	10.5%	5.6%	4.3%	12.5%	16.2%	18.3%
EBIT (adj)	2.2%	4.3%	-2.9%	9.4%	10.8%	9.2%	5.4%	4.3%	12.5%	16.2%	18.3%

Performance metrics

CAGR last 5 years											
Net revenue	n.a.	n.a.	n.a.	n.a.	14.2%	21.2%	18.1%	21.5%	28.9%	27.3%	27.1%
EBITDA	n.m.	n.m.	n.m.	n.m.	13.3%	67.0%	27.8%	n.m.	39.1%	38.4%	56.8%
EBIT	n.a.	n.a.	n.a.	n.a.	12.4%	78.5%	14.1%	n.m.	37.4%	37.9%	71.3%
EPS	n.a.	n.a.	n.a.	n.a.	38.7%	n.m.	39.8%	n.m.	29.0%	32.6%	n.m.
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.	4.9%	5.6%	5.7%	5.3%	5.3%	7.4%	10.0%	13.0%
Average EBITDA margin	n.a.	n.a.	n.a.	6.0%	6.8%	7.4%	7.9%	8.7%	10.7%	13.1%	15.7%

VALUATION RATIOS - ADJUSTED EARNINGS

NOKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
P/E (adj)	68.3	10.1	n.m.	35.6	15.1	n.m.	n.m.	n.m.	49.0	21.2	15.8
EV/EBITDA (adj)	41.5	9.6	n.m.	16.1	11.2	68.4	91.4	65.5	21.7	14.2	11.0
EV/EBITA (adj)	50.4	10.8	n.m.	17.1	11.4	78.1	165.7	147.6	26.4	15.9	12.0
EV/EBIT (adj)	56.6	12.6	n.m.	18.3	12.3	89.8	171.7	147.6	26.4	15.9	12.0

VALUATION RATIOS - REPORTED EARNINGS

NOKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
P/E	n.m.	22.6	n.m.	32.6	16.6	n.m.	n.m.	8.0	51.5	21.2	15.8
EV/Sales	1.26	0.54	0.66	1.72	1.33	8.22	9.29	6.27	3.29	2.57	2.19
EV/EBITDA	89.4	9.6	n.m.	17.0	11.2	117.8	110.8	84.5	22.2	14.2	11.0
EV/EBITA	144.7	10.8	n.m.	18.2	11.4	150.0	243.0	299.8	27.1	15.9	12.0
EV/EBIT	211.2	12.6	n.m.	19.5	12.3	199.7	256.1	299.8	27.1	15.9	12.0
Dividend yield (ord.)	0.0%	0.0%	0.0%	0.0%	4.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield	-34.1%	15.3%	-14.4%	1.3%	4.5%	-3.4%	-1.8%	-9.0%	0.6%	2.1%	2.5%
FCF Yield bef A&D, lease adj	-34.1%	15.3%	-14.4%	1.3%	4.5%	-0.6%	-1.8%	-9.0%	1.5%	2.1%	2.5%
Payout ratio	0.0%	0.0%	0.0%	0.0%	65.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Source: Company data and Nordea estimates

BALANCE SHEET

NOKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Intangible assets	19	24	29	31	38	237	311	525	550	550	550
of which R&D	19	24	29	31	38	98	172	386	386	386	386
of which other intangibles	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0	0
of which goodwill	n.a.	n.a.	n.a.	n.a.	n.a.	139	139	139	164	164	164
Tangible assets	2	3	4	2	3	42	37	47	114	173	234
of which leased assets	0	0	0	0	0	21	21	21	21	21	21
Shares associates	n.a.	n.a.	n.a.	n.a.	n.a.	0	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.	0	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	21	28	33	34	42	278	348	572	663	723	784
Inventory	6	6	4	4	4	18	10	18	36	46	52
Accounts receivable	33	61	58	59	63	134	149	122	237	297	340
Short-term leased assets	0	0	0	0	0	0	0	0	0	0	0
Other current assets	80	55	28	53	78	85	176	255	280	336	375
Cash and bank	4	19	4	6	7	86	27	141	162	232	303
Total current assets	122	141	93	122	152	322	362	536	715	910	1,069
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	143	168	126	155	194	600	710	1,109	1,378	1,633	1,853
Shareholders equity	45	50	45	58	93	229	320	525	624	767	917
Of which preferred stocks	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0	0
Of which equity part of hybrid debt	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0	0
Minority interest	0	0	0	0	0	1	1	1	4	14	14
Total Equity	45	50	45	58	93	230	321	526	628	781	931
Deferred tax	2	4	3	7	14	26	32	33	38	53	63
Long term interest bearing debt	0	1	1	1	1	86	104	230	230	230	230
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	21	21	21	21	21	21
Convertible debt	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0	0
Shareholder debt	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0	0
Hybrid debt	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0	0
Total non-current liabilities	2	4	4	8	15	133	157	285	290	304	314
Short-term provisions	0	1	1	1	0	2	0	0	0	0	0
Accounts payable	52	64	40	58	70	104	164	169	331	419	479
Current lease debt	0	0	0	0	0	0	0	0	0	0	0
Other current liabilities	17	22	12	9	14	21	28	73	73	73	73
Short term interest bearing debt	28	27	24	21	2	111	40	56	56	56	56
Total current liabilities	96	114	76	89	86	237	232	298	460	548	608
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	143	168	126	155	194	600	710	1,109	1,378	1,633	1,853
Balance sheet and debt metrics											
Net debt	24	9	22	16	-4	133	138	166	145	75	5
of which lease debt	0	0	0	0	0	21	21	21	21	21	21
Working capital	50	35	38	49	62	112	143	153	148	186	215
Invested capital	71	63	70	83	103	390	491	725	812	909	999
Capital employed	73	78	71	80	96	448	486	833	935	1,089	1,239
ROE	-78.1%	9.4%	-10.2%	24.3%	35.2%	-9.1%	9.8%	78.9%	9.3%	18.6%	20.6%
ROIC	5.7%	12.3%	-7.2%	28.8%	36.5%	13.5%	5.4%	3.0%	13.6%	19.7%	23.0%
ROCE	25.1%	19.9%	-4.3%	39.0%	45.3%	14.0%	5.9%	54.7%	12.4%	17.6%	19.8%
Net debt/EBITDA	11.7	0.8	n.m.	0.7	-0.1	5.0	3.6	4.9	1.1	0.4	0.0
Interest coverage	0.8	n.m.	-0.5	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Equity ratio	31.5%	29.6%	36.1%	37.3%	48.1%	38.1%	45.1%	47.3%	45.3%	47.0%	49.5%
Net gearing	52.9%	17.1%	47.6%	28.2%	-4.3%	57.7%	43.1%	31.6%	23.1%	9.6%	0.5%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

NOKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
EBITDA (adj) for associates	2	11	-3	25	39	27	39	34	130	199	252
Paid taxes	-1	0	-1	-1	-1	0	-2	-27	-7	-22	-39
Net financials	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	11	323	-41	-13	-9
Change in provisions	-1	1	0	1	-1	2	-2	0	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	-12	-4	-10	-4	0	14	-23	-315	44	13	-25
Funds from operations (FFO)	-11	8	-14	21	37	43	23	15	126	177	179
Change in NWC	-33	17	8	-11	-6	-50	-32	-10	5	-38	-29
Cash flow from operations (CFO)	-44	25	-6	10	31	-7	-9	5	131	138	151
Capital expenditure	-10	-9	-7	-5	-11	-10	-64	-246	-90	-80	-82
Free cash flow before A&D	-54	15	-13	5	20	-17	-73	-241	41	58	69
Proceeds from sale of assets	0	0	0	0	0	0	0	0	0	0	0
Acquisitions	0	0	0	0	0	-85	0	0	-25	0	0
Free cash flow	-54	15	-13	5	20	-103	-73	-241	16	58	69
Free cash flow bef A&D, lease adj	-54	15	-13	5	20	-17	-73	-241	41	58	69
Dividends paid	n.a.	n.a.	n.a.	n.a.	n.a.	-10	0	0	0	0	0
Equity issues / buybacks	n.a.	n.a.	n.a.	n.a.	n.a.	111	0	0	0	0	0
Net change in debt	-17	1	-2	-2	-18	86	29	31	0	0	0
Other financing adjustments	0	-1	-1	-1	-1	-6	-14	323	3	10	0
Other non-cash adjustments	0	0	0	0	0	0	-1	1	1	1	1
Change in cash	3	16	-16	2	1	79	-59	115	21	70	71
Cash flow metrics											
Capex/D&A	n.m.	n.m.	n.m.	n.m.	n.m.	91.7%	n.m.	n.m.	n.m.	n.m.	n.m.
Capex/Sales	6.8%	4.7%	4.3%	1.9%	3.4%	2.6%	14.0%	54.1%	10.2%	7.3%	6.5%
Key information											
Share price year end (/current)	2	1	1	4	5	30	38	23	24	24	24
Market cap.	159	100	92	409	442	2,997	4,133	2,681	2,742	2,742	2,742
Enterprise value	183	109	113	425	438	3,131	4,272	2,848	2,892	2,832	2,761
Diluted no. of shares, year-end (m)	96.4	96.5	96.5	96.2	96.4	99.9	108.9	114.3	114.3	114.3	114.3

Source: Company data and Nordea estimates

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