

Stockwik Forvaltning

Capital Goods
Sweden

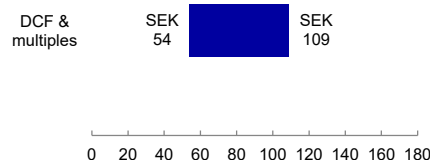
KEY DATA

Stock country	Sweden
Bloomberg	STWK SS
Reuters	STWK.ST
Share price (close)	SEK 56.80
Free Float	
Market cap. (bn)	EUR 0.03/SEK 0.35
Website	
Next report date	

PERFORMANCE



VALUATION APPROACH



Source: Nordea estimates

ESTIMATE CHANGES

Year	2022E	2023E	2024E
Sales	3%	2%	2%
EBIT (adj)	-14%	-3%	-3%

Source: Nordea estimates

Nordea Markets - Analysts

Gustav Berneblad
AnalystVictor Hansen
Analyst

Burdened by Property Services, again

Stockwik delivered a weaker-than-expected Q2 report. Sales and EBITA were up by 35% and 83% y/y, respectively, but the latter missed our estimate by 37%. The results were burdened by several unprofitable projects in the Property services segment and we also note significant working capital buildup in the quarter, which hampered group cash flow. We argue that the hiccup within Property Services is temporary and we expect a working capital release in H2 that will support cash flow, given the recent positive commentary about the supply chain. Following the weaker results, however, we lower our 2022-24 estimates by 2-9% and adjust our fair value range to SEK 54-109 (64-121) per share, which suggests a valuation range of 8-12x 2023E EV/EBITA.

Q2 was weaker than expected

Stockwik grew sales by 35% y/y, up to SEK 195m, with the growth primarily driven by the Healthcare and Industry segments (up 174% and 61% y/y, respectively). On the negative side, group EBITA was 37% lower than our estimate because the segment Property Services was burdened by losses from several smaller projects. EBITA grew by 83% y/y, but only due to an easy comparison with last year when the subsidiary BergFast was suffering from two large unprofitable projects. The group EBITA margin fell by 3.2 pp y/y, reaching 4.5% for the quarter.

Muted cash flow in Q2; working capital release likely in H2

Similar to many other companies in Q2, Stockwik's cash flow was burdened by a working capital buildup (of SEK 10m) related to inventory and a rise in accounts receivables. Commentary about supply chains has been positive recently, across several industries, so we expect a working capital release in H2 to support cash flow. The balance sheet is rather stretched, however, with reported pro forma net debt of 3.8x EBITDA at the end of Q2.

Estimates and valuation

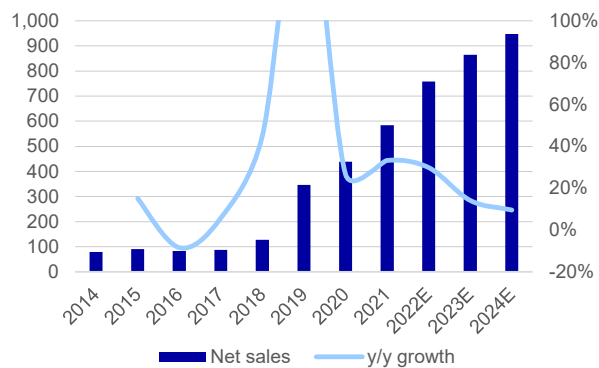
We lower 2022E-24E EBITA by 2-9% due to the weak performance from Property Services. Visibility into the segment is low but we argue that the hiccup in Q2 is temporary – and therefore we do not extrapolate these losses too far into the future. Using a combination of peer multiples and a DCF valuation, we calculate a fair value range to SEK 54-109 (64-121) per share, indicating a valuation range of 8-12x 2023E EV/EBITA.

SUMMARY TABLE - KEY FIGURES

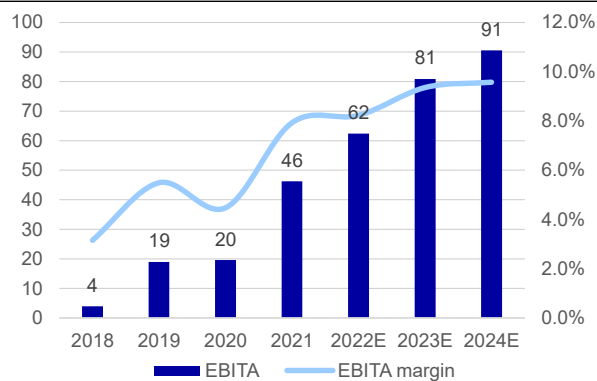
SEKm	2018	2019	2020	2021	2022E	2023E	2024E
Total revenue	127	346	439	584	758	865	947
EBITDA (adj)	5	31	37	68	88	109	121
EBIT (adj)	1	12	10	31	43	59	67
EBIT (adj) margin	0.5%	3.6%	2.3%	5.2%	5.7%	6.8%	7.1%
EPS (adj, SEK)	3.79	6.26	-0.19	-1.56	0.36	2.86	3.50
EPS (adj) growth	10,259.0%	65.1%	-103.0%	-729.1%	123.1%	695.9%	22.5%
DPS (ord, SEK)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EV/Sales	1.1	0.9	1.6	1.4	0.9	0.8	0.7
EV/EBIT (adj)	226.4	24.9	67.9	27.6	15.7	11.1	9.5
P/E (adj)	5.8	5.1	n.m.	n.m.	n.m.	19.9	16.2
P/BV	2.1	1.5	3.7	2.3	1.4	1.3	1.2
Dividend yield (ord)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF Yield bef A&D, lease	-1.4%	-0.6%	2.2%	-0.2%	12.3%	15.4%	17.7%
Net debt	36	169	252	265	331	311	283
Net debt/EBITDA	6.6	5.5	6.9	3.9	3.8	2.9	2.3
ROIC after tax	0.7%	5.6%	2.5%	5.5%	6.4%	8.3%	9.5%

Source: Company data and Nordea estimates

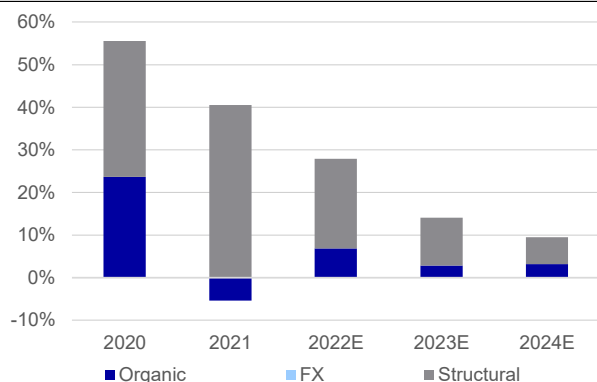
Selected charts

NET SALES (SEKm) AND CHANGE Y/Y (%)


Source: Company data and Nordea estimates

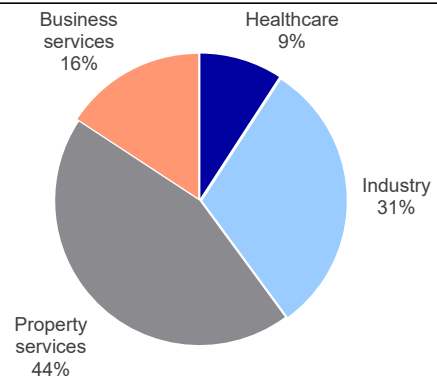
EBITA (SEKm) AND EBITA MARGIN (%)


Source: Company data and Nordea estimates

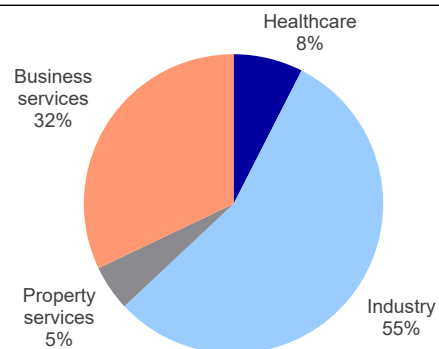
SALES GROWTH BREAKDOWN (%)


*Growth for 2020 and 2021 is based on estimates

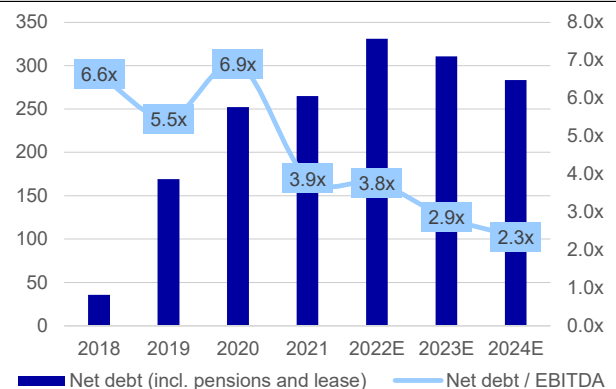
Source: Nordea estimates

SALES BY SEGMENT, 2021


Source: Company data

EBITA BY SEGMENT, 2021


Source: Company data

NET DEBT (SEKm) AND NET DEBT/EBITDA (x)


Source: Company data and Nordea estimates

Q2 2022 deviation

Stockwik's Q2 report was on the weaker side, with sales of SEK 195m (up 35% y/y), 7% above our estimate. EBITA was 37% below our estimate, driven by Property services EBITA of SEK -4m versus our estimate of SEK 2m. According to the company, this was due to several small unprofitable projects. This resulted in the EBITA margin declining by 3.2 pp y/y. The most positive aspect of the report was the Industry segment, where EBITA increased by 122% y/y, beating our estimate by 25%.

STOCKWIK: DEVIATION TABLE

SEKm	Actual Q2 22	NDA est. Q2 22E	Deviation vs. actual		Actual Q-1	q/q	Actual Y-1	y/y
Sales	195	182	13	7%	150	30%	145	35%
EBITA	8.8	14	-5	-37%	14	-35%	5	83%
EBITA margin	4.5%	7.7%		-3.2pp	9%	-4.5pp	3%	1.2pp
EBIT	5	9	-5	-51%	10	-53%	1	411%
PTP	-5	-1	-4	708%	2	-296%	-8	-42%
Tax	0	0	0	-187%	1	-114%	1	-111%
Net profit	-5	0	-4	940%	3	-253%	-7	-32%
Sales								
Healthcare	32	29	3	11%	24	37%	12	174%
Industry	65	54	11	20%	45	45%	41	61%
Property services	73	72	0	0%	57	27%	67	9%
Business services	25	26	-1	-6%	25	1%	26	-5%
Other	0	0	0	n.a.	0		0	n.a.
Total	195	182	13	7%	150	30%	145	35%
EBITA								
Healthcare	3	3	0	13%	3	7%	1	222%
Industry	5	4	1	25%	4	42%	2	122%
Property services	-4	2	-5	-338%	3	-216%	-5	-20%
Business services	4	4	0	-3%	3	21%	5	-27%
Other	1	2	-1	-55%	1	-9%	2	-33%
Total	9	14	-5	-37%	14	-35%	5	83%
EBITA margin								
Healthcare	9.0%	8.8%		0.2pp	11.5%		7.6%	1.4pp
Industry	7.8%	7.5%		0.3pp	8.0%		5.7%	2.1pp
Property services	-5.1%	2.1%		-7.2pp	5.6%		-6.9%	1.8pp
Business services	14.1%	13.7%		0.4pp	11.8%		18.4%	-4.3pp
Other	n.a.	n.a.		n.a.	n.a.		n.a.	n.a.
Total	4.5%	7.7%		-3.2pp	9.0%		3.3%	1.2pp

Source: Company data and Nordea estimates

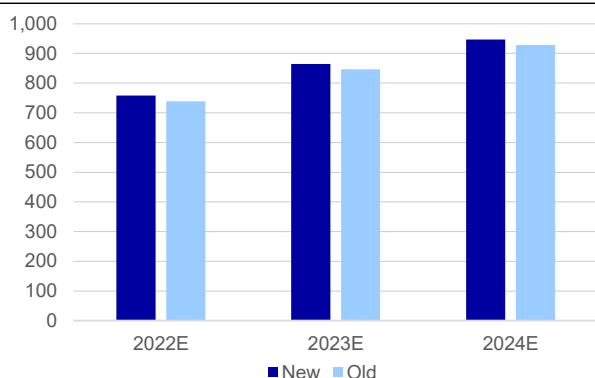
Estimate revisions

STOCKWIK: ESTIMATE REVISIONS

SEKm	New estimates				Old estimates				Difference %			
	Q2 22	2022E	2023E	2024E	Q2 22E	2022E	2023E	2024E	Q2 22E	2022E	2023E	2024E
Net sales	195	758	865	947	182	739	847	929	7%	3%	2%	2%
Raw material and consumables	-90	-338	-402	-438	-88	-331	-391	-426	3%	2%	3%	3%
Gross profit	108	426	463	509	95	411	457	503	14%	4%	1%	1%
Other external costs	-19	-78	-86	-95	-18	-76	-85	-93	6%	2%	2%	2%
Personnel costs	-73	-259	-268	-294	-57	-241	-263	-288	29%	8%	2%	2%
Other operating costs	0	0	0	0	0	0	0	0	n.a.	0%	n.a.	n.a.
EBITDA (excl. leasing)	16	88	109	121	20	97	109	122	-21%	-9%	-1%	-1%
Depreciation	-7	-26	-28	-30	-6	-28	-27	-30	17%	-9%	2%	2%
EBITA	9	62	81	91	14	69	82	92	-37%	-9%	-2%	-2%
Amortisation	-4	-19	-22	-24	-5	-18	-21	-23	-8%	4%	2%	2%
EBIT	5	43	59	67	9	50	61	69	-51%	-14%	-3%	-3%
Financial net	-11	-39	-37	-40	-10	-39	-37	-40	14%	1%	0%	0%
Pretax profit	-7	4	22	27	-1	12	24	29	1121%	-64%	-7%	-7%
Tax	-1	-2	-5	-5	0	-1	-5	-6	-971%	66%	-7%	-7%
Net profit	-8	2	18	22	0	11	19	23	1663%	-79%	-7%	-7%
Diluted EPS, SEK	-1.27	0.36	2.86	3.50	-0.07	1.72	3.08	3.78	1707%	-79%	-7%	-7%
Sales drivers												
Organic	12%	7%	3%	3%	3%	4%	3%	3%	8.9pp	3.3pp	-0.3pp	0.0pp
FX	0%	0%	0%	0%	0%	0%	0%	0%	0.0pp	0.0pp	0.0pp	0.0pp
Structure	23%	21%	11%	6%	23%	21%	12%	6%	0.0pp	0.0pp	-0.3pp	-0.1pp
Total	35%	28%	14%	9%	26%	25%	15%	10%	8.9pp	3.3pp	-0.6pp	-0.1pp
BY DIVISION												
Sales												
Healthcare	32	124	157	176	29	120	154	172	11%	3%	2%	2%
Industry	65	250	286	308	54	239	274	296	20%	5%	4%	4%
Property services	73	283	304	327	72	282	304	327	0%	0%	0%	0%
Business services	25	103	118	136	26	98	115	133	-6%	5%	3%	2%
Other	0	0	0	0	0	0	0	0	n.a.	n.a.	n.a.	n.a.
Total	195	758	865	947	182	739	847	929	7%	3%	2%	2%

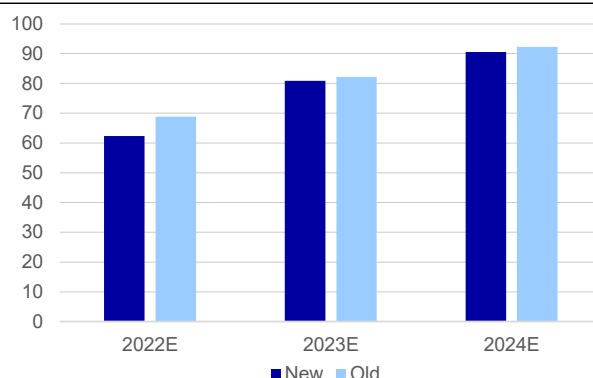
Source: Company data and Nordea estimates

NET SALES: NEW ESTIMATES VS OLD ESTIMATES (SEKm)



Source: Nordea estimates

EBITA: NEW ESTIMATES VS OLD ESTIMATES (SEKm)



Source: Nordea estimates

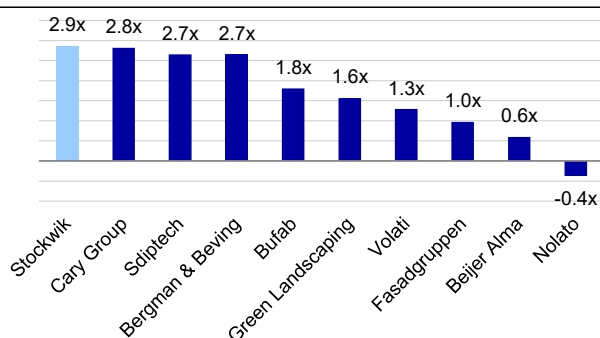
Valuation

PEER VALUATION TABLE: SMALL SWEDISH COMPOUNDERS

		Mcap.	Adj. EV/EBITDA		Adj. EV/EBITA		Adj. EV/EBIT		Adj. P/E		Div. yield		ND/EBITDA		ROIC	
Stock	Rec.	SEKm	2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E
Beijer Alma	BUY	10,220	9.9x	8.9x	12.3x	10.9x	12.7x	11.3x	14.8x	13.7x	2.9%	3.5%	1.1x	0.6x	13.6%	13.8%
Bergman & Beving	-	2,421	7.3x	6.7x	-	9.9x	12.1x	11.2x	10.0x	10.7x	3.8%	4.4%	3.4x	2.7x	n.a.	n.a.
Bufab	-	9,781	11.9x	11.4x	14.1x	13.5x	14.7x	14.1x	15.6x	14.7x	2.0%	2.1%	2.5x	1.8x	14.1%	12.5%
Cary Group	-	8,559	17.9x	15.9x	24.8x	20.1x	28.1x	23.8x	28.5x	22.7x	0.6%	0.7%	3.7x	2.8x	12.4%	13.8%
Fasadgruppen	BUY	4,467	10.0x	8.3x	11.5x	9.2x	12.2x	9.9x	13.4x	11.2x	1.5%	1.9%	1.7x	1.0x	12.7%	13.4%
Green Landscaping	-	3,621	9.8x	9.0x	13.1x	10.8x	18.4x	16.6x	16.5x	14.4x	0.0%	1.6%	2.3x	1.6x	n.a.	n.a.
Instalco	BUY	13,680	14.4x	12.5x	17.1x	13.9x	18.8x	14.4x	22.1x	17.5x	1.4%	1.5%	1.4x	0.8x	13.5%	16.1%
Nolato	BUY	14,474	9.6x	7.7x	13.9x	10.4x	13.9x	10.7x	18.6x	14.5x	4.0%	4.4%	-0.3x	-0.4x	13.9%	17.4%
Sdptech	BUY	8,169	13.1x	11.2x	15.3x	13.0x	17.4x	14.8x	19.0x	15.8x	0.0%	0.0%	3.3x	2.7x	9.2%	9.4%
Volati	HOLD	9,465	12.0x	10.4x	15.9x	13.4x	17.7x	14.9x	22.5x	19.1x	1.3%	1.6%	1.7x	1.3x	12.8%	14.2%
Average		7,787	11.3x	9.9x	14.9x	12.1x	16.2x	13.7x	17.8x	15.0x	1.6%	2.0%	2.1x	1.5x	12.8%	13.9%
Median		8,559	10.0x	9.0x	14.0x	10.9x	14.7x	14.1x	16.5x	14.5x	1.4%	1.6%	2.2x	1.3x	13.2%	13.8%
Stockwik		352	7.7x	6.1x	10.9x	8.2x	15.7x	11.1x	158.2x	19.9x	0.0%	0.0%	3.8x	2.9x	6.4%	8.3%
vs. peer average	-	-	-32%	-38%	-27%	-33%	-3%	-19%	787%	32%	-1.6pp	-1.6pp	78%	96%	-6.4pp	-5.5pp
vs. peer median	-	-	-22%	-32%	-22%	-25%	7%	-21%	860%	37%	-1.4pp	-1.6pp	71%	120%	-6.8pp	-5.5pp

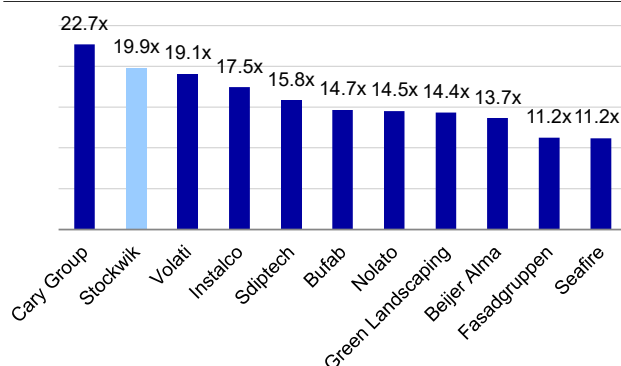
Source: Refinitiv and Nordea estimates

SMALL SWEDISH COMPOUNDERS: NET DEBT/EBITDA (x), 2023E



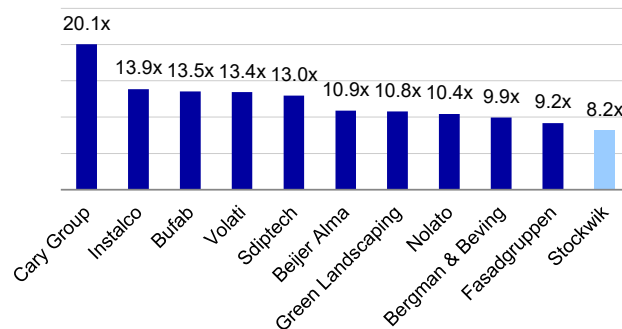
Source: Refinitiv and Nordea estimates

SMALL SWEDISH COMPOUNDERS: P/E (x), 2023E



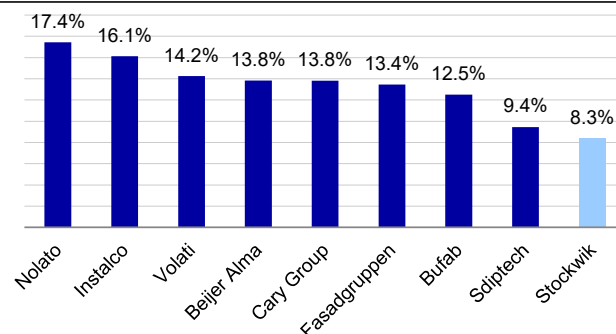
Source: Refinitiv and Nordea estimates

SMALL SWEDISH COMPOUNDERS: EV/EBITA (x), 2023E



Source: Refinitiv and Nordea estimates

SMALL SWEDISH COMPOUNDERS: ROIC (%), 2023E



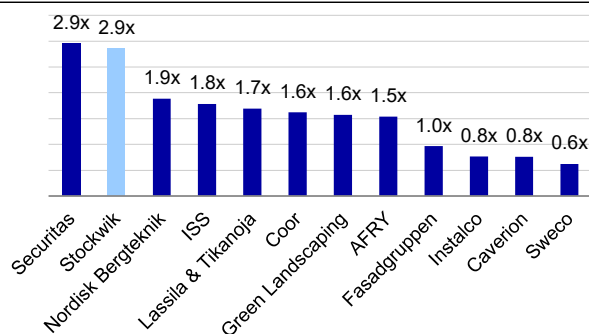
Source: Refinitiv and Nordea estimates

PEER VALUATION TABLE: SERVICE COMPANIES

		McCap.	Adj. EV/EBITDA		Adj. EV/EBITA		Adj. EV/EBIT		Adj. P/E		Div. yield		ND/EBITDA		ROIC	
Stock	Rec.	Local	2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E
AFRY	-	15,737	5.9x	5.2x	8.4x	7.2x	9.0x	7.5x	12.5x	11.0x	4.2%	4.5%	2.2x	1.5x	9.1%	10.8%
Bravida	HOLD	19,732	10.3x	9.4x	13.2x	12.0x	13.3x	12.1x	16.2x	15.3x	3.2%	3.4%	0.7x	0.3x	13.3%	13.4%
Caverion	BUY	677	6.0x	5.2x	9.5x	8.0x	11.3x	9.4x	12.4x	10.9x	4.1%	4.9%	1.0x	0.8x	14.0%	15.9%
Coor	-	7,970	10.8x	10.2x	14.1x	13.5x	19.2x	16.0x	15.1x	14.4x	5.8%	5.8%	1.9x	1.6x	n.a	n.a
Fasadgruppen	BUY	4,467	10.0x	8.3x	11.5x	9.2x	12.2x	9.9x	13.4x	11.2x	1.5%	1.9%	1.7x	1.0x	12.7%	13.4%
Green Landscaping	-	3,621	9.8x	9.0x	13.1x	10.8x	18.4x	16.6x	16.5x	14.4x	0.0%	1.6%	2.3x	1.6x	n.a	n.a
Instalco	BUY	13,680	14.4x	12.5x	17.1x	13.9x	18.8x	14.4x	22.1x	17.5x	1.4%	1.5%	1.4x	0.8x	13.5%	16.1%
ISS	HOLD	24,422	7.5x	6.3x	12.0x	9.6x	12.0x	9.6x	12.5x	11.2x	3.9%	4.6%	2.3x	1.8x	9.6%	12.5%
Lassila & Tikanoja	HOLD	422	6.3x	5.8x	15.3x	12.8x	15.3x	12.8x	14.7x	12.2x	4.4%	4.6%	2.0x	1.7x	7.7%	8.7%
Nordisk Bergteknik	BUY	2,041	6.6x	5.8x	14.1x	12.0x	14.1x	12.0x	15.4x	11.9x	2.8%	3.7%	2.3x	1.9x	9.2%	8.4%
Securitas	-	32,915	5.1x	4.5x	7.1x	6.3x	7.6x	6.9x	7.6x	7.2x	4.8%	5.1%	3.5x	2.9x	13.7%	0.0%
Sweco	-	8,559	12.4x	11.7x	18.2x	17.3x	18.4x	17.8x	21.4x	20.2x	2.5%	2.7%	0.9x	0.6x	15.7%	16.4%
Average		11,187	8.8x	7.8x	12.8x	11.0x	14.1x	12.1x	15.0x	13.1x	3.2%	3.7%	1.8x	1.4x	11.8%	11.6%
Median		8,265	8.6x	7.3x	13.1x	11.4x	13.7x	12.0x	14.9x	12.0x	3.5%	4.1%	1.9x	1.6x	13.0%	12.9%
Stockwik		352	7.7x	6.1x	10.9x	8.2x	15.7x	11.1x	158.2x	19.9x	0.0%	0.0%	3.8x	2.9x	6.4%	8.3%
vs. peer average	-	-	-12%	-22%	-15%	-26%	11%	-8%	956%	52%	-3pp	-4pp	105%	108%	-5pp	-5pp
vs. peer median	-	-	-10%	-16%	-17%	-28%	15%	-7%	960%	65%	-4pp	-4pp	96%	84%	-7pp	-5pp

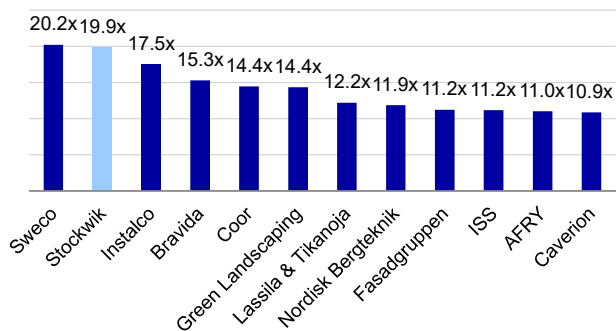
Source: Refinitiv and Nordea estimates

SERVICE COMPANIES: NET DEBT/EBITDA (x), 2023E



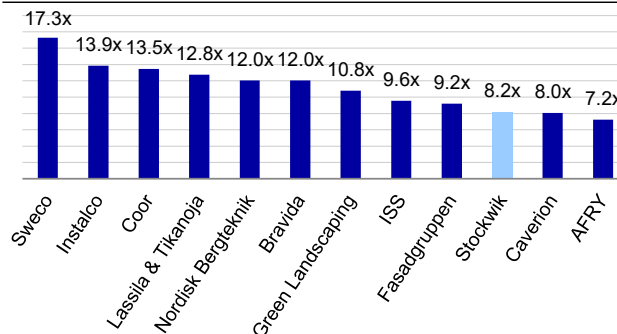
Source: Refinitiv and Nordea estimates

SERVICE COMPANIES: P/E (x), 2023E



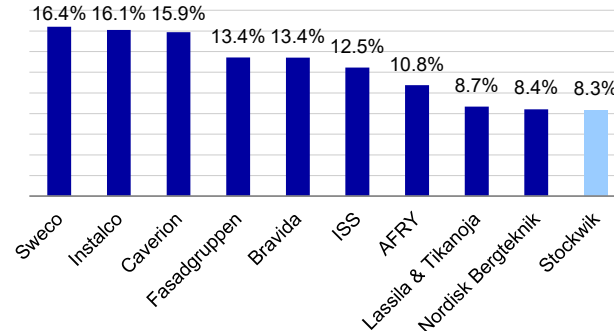
Source: Refinitiv and Nordea estimates

SERVICES COMPANIES: EV/EBITA (x), 2023E



Source: Refinitiv and Nordea estimates

SERVICE COMPANIES: ROIC (x), 2023E



Source: Refinitiv and Nordea estimates

Detailed estimates

STOCKWIK: QUARTERLY ESTIMATES (SEKm)

	2020				2021				2022			
SEKm	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22E	Q4 22E
Net sales	96	98	100	144	119	145	135	192	150	195	180	233
Raw material and consumables	-51	-53	-52	-79	-48	-69	-65	-90	-58	-90	-89	-102
Gross profit	46	47	49	68	72	78	72	106	95	108	91	131
Other external costs	-10	-8	-9	-15	-13	-16	-13	-20	-18	-19	-18	-23
Personnel costs	-29	-28	-32	-42	-45	-52	-44	-58	-59	-73	-56	-72
Other operating costs	0	0	0	0	0	0	0	0	0	0	0	0
EBITDA (excl. leasing)	6	11	8	11	13	10	16	27	19	16	18	36
Depreciation	-4	-4	-5	-5	-5	-5	-6	-6	-6	-7	-6	-7
EBITA	3	8	3	7	8	5	10	21	14	9	12	28
Amortisation	-2	-2	-3	-3	-4	-4	-4	-4	-4	-4	-5	-6
EBIT	1	6	1	3	4	1	6	17	10	5	6	22
Financial net	-5	-4	-9	-8	-8	-9	-8	-5	-8	-11	-10	-10
Pretax profit	-4	2	-9	-4	-4	-8	-2	12	2	-7	-4	12
Tax	0	1	16	-3	-4	1	1	-7	1	-1	1	-3
Net profit	-4	2	7	-7	-8	-7	-1	5	3	-8	-3	10
Avg. number of shares (after dilution)	4	5	5	5	5	6	6	6	6	6	6	6
Diluted EPS, SEK	-0.81	0.38	1.54	-1.41	-1.53	-1.23	-0.19	0.76	0.48	-1.27	-0.46	1.60
Margins and ratios												
Gross profit	47.6%	48.0%	49.0%	47.4%	60.3%	53.9%	53.6%	54.9%	63.4%	55.2%	50.8%	56.3%
EBITDA margin	6.2%	11.5%	8.1%	7.8%	11.1%	7.0%	11.8%	14.1%	12.7%	8.0%	9.8%	15.3%
EBITA margin	2.6%	7.8%	3.0%	4.6%	6.6%	3.3%	7.3%	11.1%	9.0%	4.5%	6.6%	12.1%
EBIT margin	0.6%	5.8%	0.5%	2.3%	3.4%	0.6%	4.3%	9.0%	6.5%	2.4%	3.6%	9.6%
Sales growth y/y												
Organic	53%	33%	9%	19%	-20%	-6%	-8%	7%	5%	12%	6%	5%
FX	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Acq	107%	31%	18%	17%	43%	54%	43%	28%	22%	23%	27%	15%
Total sales growth	116%	29%	-1%	15%	23%	47%	35%	35%	27%	35%	33%	20%

Source: Company data and Nordea estimates

STOCKWIK: ANNUAL ESTIMATES (SEKm)

	2018	2019	2020	2021	2022E	2023E	2024E
Net sales	127	346	439	584	758	865	947
Raw material and consumables	-64	-192	-234	-268	-338	-402	-438
Gross profit	64	156	210	325	426	463	509
Other external costs	-17	-32	-43	-60	-78	-86	-95
Personnel costs	-41	-93	-131	-196	-259	-268	-294
Other operating costs	0	0	0	0	0	0	0
EBITDA (excl. leasing)	5	31	37	68	88	109	121
Depreciation	-1	-12	-17	-22	-26	-28	-30
EBITA	4	19	20	46	62	81	91
Amortisation	-4	-7	-9	-16	-19	-22	-24
EBIT	1	12	10	31	43	59	67
Financial net	-3	-14	-25	-30	-39	-37	-40
Pretax profit	-3	-1	-15	1	4	22	27
Tax	20	29	14	-10	-2	-5	-5
Net profit	17	28	-1	-9	2	18	22
Avg. number of shares (after dilution)	4	4	5	6	6	6	6
Diluted EPS, SEK	3.85	6.54	-0.19	-1.92	0.36	2.86	3.50
Margins and ratios	2018	2019	2020	2021	2022E	2023E	2024E
Gross profit							
EBITDA margin	4.3%	9.0%	8.3%	11.7%	11.6%	12.5%	12.8%
EBITA margin	3.3%	5.5%	4.5%	7.9%	8.2%	9.3%	9.6%
EBIT margin	0.5%	3.6%	2.3%	5.2%	5.7%	6.8%	7.1%
Sales growth y/y	2018E	2019E	2020	2021	2022E	2023E	2024E
Organic	-10%	2%	24%	-5%	7%	3%	3%
FX	0%	0%	0%	0%	0%	0%	0%
Structural	55%	166%	32%	41%	21%	11%	6%
Total sales growth	45%	173%	27%	35%	28%	14%	9%

Source: Company data and Nordea estimates

Reported numbers and forecasts

INCOME STATEMENT

SEKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Total revenue	79	90	83	88	127	346	439	584	758	865	947
Revenue growth	-26.0%	15.0%	-8.5%	5.7%	45.1%	172.6%	26.7%	33.2%	29.7%	14.1%	9.5%
of which organic	n.a.	n.a.	n.a.	-36.8%	-9.9%	2.1%	23.7%	-5.4%	6.9%	2.8%	3.1%
of which FX	n.a.	n.a.	n.a.	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBITDA	-4	1	2	-1	5	31	37	68	88	109	121
Depreciation and impairments PPE	-5	-4	-4	-2	-1	-12	-17	-22	-26	-28	-30
of which leased assets	0	0	0	0	0	-9	-14	-4	-8	-7	-7
EBITA	-9	-3	-2	-2	4	19	20	46	62	81	91
Amortisation and impairments	0	0	0	-2	-4	-7	-9	-16	-19	-22	-24
EBIT	-9	-3	-2	-4	1	12	10	31	43	59	67
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	-2	-3	-4	-2	-3	-14	-25	-30	-39	-37	-40
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	-11	-6	-5	-5	-3	-1	-15	1	4	22	27
Reported taxes	0	1	1	13	20	29	14	-10	-2	-5	-5
Net profit from continued operations	-11	-5	-5	7	17	28	-1	-9	2	18	22
Discontinued operations	0	0	0	0	0	0	0	0	0	0	0
Minority interests	0	0	0	0	0	0	0	0	0	0	0
Net profit to equity	-11	-5	-5	7	17	28	-1	-9	2	18	22
EPS, SEK	-0.01	0.00	0.00	0.00	3.79	6.26	-0.19	-1.56	0.36	2.86	3.50
DPS, SEK	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	-5.3%	1.1%	2.2%	-0.6%	4.3%	9.0%	8.3%	11.7%	11.6%	12.5%	12.8%
EBITA	-11.7%	-3.3%	-2.1%	-2.3%	3.3%	5.5%	4.5%	7.9%	8.2%	9.3%	9.6%
EBIT	-11.7%	-3.3%	-2.1%	-4.5%	0.5%	3.6%	2.3%	5.2%	5.7%	6.8%	7.1%

Adjusted earnings

EBITDA (adj)	-4	1	2	-1	5	31	37	68	88	109	121
EBITA (adj)	-9	-3	-2	-2	4	19	20	46	62	81	91
EBIT (adj)	-9	-3	-2	-4	1	12	10	31	43	59	67
EPS (adj, SEK)	-0.01	0.00	0.00	0.00	3.79	6.26	-0.19	-1.56	0.36	2.86	3.50

Adjusted profit margins in percent

EBITDA (adj)	-5.3%	1.1%	2.2%	-0.6%	4.3%	9.0%	8.3%	11.7%	11.6%	12.5%	12.8%
EBITA (adj)	-11.7%	-3.3%	-2.1%	-2.3%	3.3%	5.5%	4.5%	7.9%	8.2%	9.3%	9.6%
EBIT (adj)	-11.7%	-3.3%	-2.1%	-4.5%	0.5%	3.6%	2.3%	5.2%	5.7%	6.8%	7.1%

Performance metrics

CAGR last 5 years											
Net revenue	n.a.	n.a.	n.a.	n.a.	3.6%	34.5%	37.1%	47.8%	54.0%	46.8%	22.3%
EBITDA	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	105.5%	106.8%	n.m.	82.2%	31.3%
EBIT	n.a.	n.a.	n.a.	n.a.	n.m.	n.m.	n.m.	n.m.	n.m.	150.5%	40.1%
EPS	n.a.	n.a.	n.a.	n.a.	n.m.	n.m.	n.m.	n.m.	148.6%	-5.5%	-11.0%
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.	-8.8%	-3.7%	0.6%	1.6%	3.2%	4.3%	5.2%	5.9%
Average EBITDA margin	n.a.	n.a.	n.a.	-4.5%	0.8%	5.3%	6.9%	8.9%	10.2%	11.1%	11.7%

VALUATION RATIOS - ADJUSTED EARNINGS

SEKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
P/E (adj)	n.m.	n.m.	n.m.	n.m.	5.8	5.1	n.m.	n.m.	n.m.	19.9	16.2
EV/EBITDA (adj)	n.m.	28,614.0	21,112.0	n.m.	25.2	10.0	19.0	12.4	7.7	6.1	5.2
EV/EBITA (adj)	n.m.	n.m.	n.m.	n.m.	32.3	16.2	35.3	18.3	10.9	8.2	7.0
EV/EBIT (adj)	n.m.	n.m.	n.m.	n.m.	226.4	24.9	67.9	27.6	15.7	11.1	9.5

VALUATION RATIOS - REPORTED EARNINGS

SEKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
P/E	n.m.	n.m.	n.m.	n.m.	5.8	5.1	n.m.	n.m.	n.m.	19.9	16.2
EV/Sales	n.m.	n.m.	n.m.	n.m.	1.07	0.89	1.58	1.45	0.90	0.76	0.67
EV/EBITDA	n.m.	28,614.0	21,112.0	n.m.	25.2	10.0	19.0	12.4	7.7	6.1	5.2
EV/EBITA	n.m.	n.m.	n.m.	n.m.	32.3	16.2	35.3	18.3	10.9	8.2	7.0
EV/EBIT	n.m.	n.m.	n.m.	n.m.	226.4	24.9	67.9	27.6	15.7	11.1	9.5
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	-0.1%	0.0%	0.0%	0.0%	-19.7%	-48.3%	-11.9%	-12.0%	-12.5%	7.9%	9.9%
FCF Yield bef A&D, lease adj	-0.1%	0.0%	0.0%	0.0%	-1.4%	-0.6%	2.2%	-0.2%	12.3%	15.4%	17.7%
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

SEKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Intangible assets	44	43	24	22	46	157	272	370	415	419	421
of which R&D	0	0	0	0	0	0	0	0	0	0	0
of which other intangibles	10	7	7	5	8	28	69	87	76	58	38
of which goodwill	35	36	17	17	38	129	203	283	339	361	383
Tangible assets	3	2	4	4	4	27	34	58	73	68	61
of which leased assets	0	0	0	0	0	19	24	37	37	37	37
Shares associates	0	0	0	0	0	0	0	0	0	0	0
Interest bearing assets	0	0	0	0	0	0	0	0	0	0	0
Deferred tax assets	0	0	7	19	36	59	66	60	56	52	48
Other non-IB non-current assets	0	0	0	0	0	0	0	0	0	0	0
Other non-current assets	7	7	0	1	1	5	5	4	0	0	0
Total non-current assets	54	52	35	45	86	248	378	492	544	539	531
Inventory	0	0	0	0	0	17	22	33	49	56	62
Accounts receivable	15	18	17	15	23	63	83	114	136	156	170
Short-term leased assets	0	0	0	0	0	0	0	8	7	7	7
Other current assets	0	0	0	0	0	0	0	0	0	0	0
Cash and bank	3	0	4	1	3	19	87	187	230	284	346
Total current assets	18	18	21	17	27	100	192	341	423	503	585
Assets held for sale	0	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Total assets	72	71	56	62	113	347	570	833	967	1,041	1,115
Shareholders equity	20	21	18	27	48	93	119	254	256	274	295
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	0	0	0	0
Total Equity	20	21	18	27	48	93	119	254	256	274	295
Deferred tax	2	2	0	0	0	0	0	0	0	0	0
Long term interest bearing debt	11	5	11	10	26	169	324	406	538	572	606
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	0	0	0	0	0	0	0
Non-current lease debt	0	0	0	0	0	0	0	0	0	0	0
Convertible debt	0	10	2	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	13	17	16	11	30	170	326	406	539	572	607
Short-term provisions	0	0	0	0	0	0	0	0	0	0	0
Accounts payable	6	8	6	5	8	30	50	59	76	87	95
Current lease debt	0	0	0	0	0	8	11	8	7	7	7
Other current liabilities	10	10	7	11	14	35	61	69	89	102	111
Short term interest bearing debt	23	15	9	8	13	12	4	39	0	0	0
Total current liabilities	39	33	22	24	35	85	126	173	172	196	213
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	72	70	56	62	113	347	570	833	967	1,041	1,115
Balance sheet and debt metrics											
Net debt	31	30	18	17	36	169	252	265	331	311	283
of which lease debt	0	0	0	0	0	8	11	8	8	8	8
Working capital	-1	0	4	0	1	16	-5	19	21	24	26
Invested capital	53	52	38	45	87	263	372	511	565	562	556
Capital employed	53	50	40	45	86	281	458	706	802	853	909
ROE	n.m.	-26.5%	-25.2%	32.2%	46.5%	39.3%	-0.8%	-4.8%	0.9%	6.6%	7.6%
ROIC	-27.7%	-4.5%	-3.0%	-7.4%	0.7%	5.6%	2.5%	5.5%	6.4%	8.3%	9.5%
ROCE	-34.4%	-5.8%	-3.8%	-9.2%	0.9%	7.0%	2.9%	6.3%	5.9%	7.2%	7.6%
Net debt/EBITDA	n.m.	30.1	10.0	n.m.	6.6	5.5	6.9	3.9	3.8	2.9	2.3
Interest coverage	n.m.	-1.0	-0.5	n.m.	0.2	0.9	0.4	n.m.	n.m.	n.m.	n.m.
Equity ratio	27.3%	29.1%	31.4%	43.0%	42.1%	26.8%	20.8%	30.5%	26.5%	26.3%	26.5%
Net gearing	158.0%	145.9%	102.3%	65.3%	75.4%	182.2%	212.4%	104.3%	129.2%	113.5%	95.9%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

SEKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
EBITDA (adj) for associates	-4	1	2	-1	5	31	37	68	88	109	121
Paid taxes	0	0	0	0	-2	-6	-2	-10	-2	-5	-5
Net financials	-2	-3	-4	-2	-3	-14	-25	-30	-39	-37	-40
Change in provisions	0	0	0	0	0	0	0	0	0	0	0
Change in other LT non-IB	-7	0	3	-14	-14	-30	-8	6	8	4	4
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	6	2	-1	15	15	25	7	-14	0	0	0
Funds from operations (FFO)	-8	0	0	-1	1	7	9	20	55	71	79
Change in NWC	1	1	-2	1	-1	4	16	-14	3	-1	-1
Cash flow from operations (CFO)	-7	1	-2	-1	0	11	25	6	58	70	79
Capital expenditure	-1	-1	-1	-1	-1	-2	-2	-3	-8	-9	-9
Free cash flow before A&D	-8	0	-3	-1	-1	9	23	3	50	61	69
Proceeds from sale of assets	2	0	0	0	0	0	0	0	0	0	0
Acquisitions	-12	-2	-3	0	-18	-76	-76	-73	-94	-33	-35
Free cash flow	-18	-2	-5	-1	-20	-68	-52	-70	-44	28	35
Free cash flow bef A&D, lease adj	-8	0	-3	-1	-1	-1	10	-1	43	54	62
Dividends paid	0	0	0	0	0	0	0	0	0	0	0
Equity issues / buybacks	0	0	0	0	0	0	14	0	0	0	0
Net change in debt	8	-5	6	-2	22	91	119	0	94	33	35
Other financing adjustments	0	0	0	0	0	0	0	0	-7	-7	-7
Other non-cash adjustments	13	-2	4	0	0	-8	-13	170	0	0	0
Change in cash	3	-3	4	-3	2	16	68	100	43	54	62
Cash flow metrics											
Capex/D&A	28.1%	17.5%	25.7%	14.7%	20.8%	10.8%	5.7%	8.9%	17.0%	17.5%	17.5%
Capex/Sales	1.8%	0.8%	1.1%	0.6%	0.8%	0.6%	0.3%	0.6%	1.0%	1.0%	1.0%
Key information											
Share price year end (/current)	10	17	20	14	22	32	89	92	57	57	57
Market cap.	16,258	28,441	37,984	26,250	100	140	440	581	350	350	350
Enterprise value	16,289	28,471	38,002	26,267	136	309	692	846	681	660	633
Diluted no. of shares, year-end (m)	1,687.5	1,686.9	1,877.4	1,879.0	4.5	4.4	4.9	6.3	6.2	6.2	6.2

Source: Company data and Nordea estimates

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