

Netcompany

Telecom Equipment and IT
Denmark

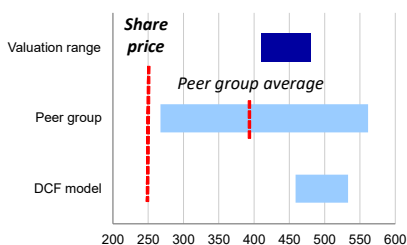
KEY DATA

Stock country	Denmark
Bloomberg	NETC DC
Reuters	NETCG.CO
Share price (close)	DKK 250.2
Free Float	85%
Market cap. (bn)	EUR 1.65/DKK 12.28
Website	www.netcompany.com
Next report date	04 May 2023

PERFORMANCE



VALUATION APPROACH



Source: Nordea estimates

ESTIMATE CHANGES

Year	2023E	2024E	2025E
Sales	1%	1%	1%
EBIT (adj)	-6%	-8%	-8%

Source: Nordea estimates

Nordea IB & Equity - Analysts

Claus Almer
DirectorJesper Herholt Jensen
Managing Director, Sector Coordinator

Difficult to reconcile guidance and performance

The strong finish to 2022 was clearly overshadowed by a disappointing 2023 EBITDA margin guidance, even when we adjust for a likely under-promise, over-deliver philosophy. We do not buy into the assumptions behind the guidance, and the margin bridge seems to have "forgotten" about the "one-off" accumulated DKK 70m profit headwind in H1 2022, and that the 2023 revenue growth guidance should add at least DKK ~100m in profit. We thus expect a margin guidance upgrade later in 2023, and a solid performance in both Q1 and Q2 y/y. If management truly believes in a recession of the magnitude embedded in its 2023 guidance, we struggle to understand the 14% y/y higher FTE by the end of 2022. We have reduced 2023E-25E EBITDA by ~5-6%, and our updated combined DCF and peer group valuation is DKK 410-480 (was DKK 445-520).

The business performance seems in better shape than the price

Let's take a step back and focus on the underlying performance instead of the announced guidance vs. consensus. Q3 and Q4 2022 were strong quarters, and we expect that at least Q1 and Q2 2023E will follow the positive trend. Intrasoft (a key concern in the past) has performed better than guided/expected, cash flow is surprising on the upside, the UK and Norway showed strong growth in Q4 (~33% y/y) and Denmark has a high level of profitability despite a high level of sickness.

2023 margin bridge: Not the base case, in our view

Based on the high end of the 15-18% EBITDA margin guidance range, Netcompany guides for a flattish 2023 EBITDA y/y, even though the 12% revenue growth in this scenario should add at least DKK 100m in profit. And the midpoint of the guidance implies that EBITDA will decline by DKK ~200m, including the effect from revenue growth. We believe the move of HQ will probably mostly have an impact below EBITDA (depreciation), and we struggle to see employee costs outgrowing revenue by DKK ~100m, not least as 2022 was hard hit by a high level of illness (no invoicing), churn and project failures (H1: DKK ~70m).

Go-to-market strategy: Investments and attractive potential

One reason for the guided lower EBITDA margin in 2023 y/y (~-0.5 pp) is investments associated with Netcompany's go-to-market strategy, which targets (organically) new markets based on its various software platforms and codes. The details are few, hence it is impossible to evaluate the potential from the DKK ~30m investments.

SUMMARY TABLE - KEY FIGURES

DKKm	2019	2020	2021	2022	2023E	2024E	2025E
Total revenue	2,454	2,839	3,632	5,545	6,101	7,016	7,928
EBITDA (adj)	674	809	881	1,112	1,151	1,323	1,495
EBIT (adj)	516	645	742	839	903	1,055	1,207
EBIT (adj) margin	21.0%	22.7%	20.4%	15.1%	14.8%	15.0%	15.2%
EPS (adj, DKK)	7.84	9.36	10.94	12.31	12.86	15.78	18.52
EPS (adj) growth	89.5%	19.4%	16.8%	12.6%	4.4%	22.7%	17.3%
DPS (ord, DKK)	0.00	1.00	0.00	0.00	0.00	0.00	0.00
EV/Sales	6.8	11.1	10.2	2.9	2.2	1.8	1.5
EV/EBIT (adj)	32.3	48.9	49.9	19.4	14.9	12.2	10.0
P/E (adj)	40.4	66.5	64.4	23.9	19.5	15.9	13.5
P/BV	7.7	12.8	11.6	4.2	3.0	2.5	2.1
Dividend yield (ord)	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF Yield bef A&D, lease	3.1%	2.1%	2.9%	3.3%	3.9%	4.8%	5.8%
Net debt	826	402	1,817	1,536	948	330	-414
Net debt/EBITDA	1.2	0.5	2.2	1.4	0.8	0.2	-0.3
ROIC after tax	13.4%	16.3%	17.7%	15.8%	0.0%	-18.8%	-41.7%

Source: Company data and Nordea estimates

2022 review

Q4 performance

Aside from the Danish division showing solid performance, the UK division impressed, growing its revenue by 34% and seeing an increase in its EBITDA margin to 12.6% (5.5 pp y/y).

The 2022 annual report presented a mix of a solid Q4 and hugely disappointing 2023 EBITDA margin guidance.

Key trends:

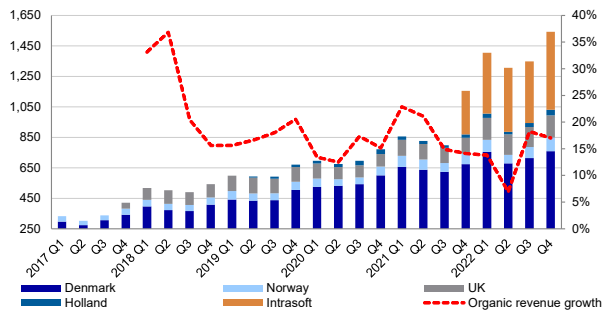
- Q4 revenue and EBITDA ended up 4% and 5%, respectively, vs the company-compiled consensus.
- Q4 organic revenue growth was 18.9%.
- 2022 EBITDA exceeded its implicit guidance by 2% (based on the >20% EBITDA margin guidance).
- Revenue visibility: DKK 4.2bn (9% y/y).
- Employees at end year: up 16% y/y (FTE growth is a strong indication of how Netcompany sees the quality of the combination of its backlog and pipeline).
- Employee churn: The employee churn continues to improve.
- FCF: DKK 603m (2021: DKK 408m).
- Denmark: 13% revenue growth y/y, despite a higher-than-normal level of sickness.
- Norway: 33% revenue growth y/y.
- UK: 33% revenue growth y/y.
- Intrasoft (pro forma): 24.5%.

NETCOMPANY: Q4 2022 RESULTS (DKKm)

	2021				2022				Act vs			Q4, y/y	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4A	Q4E	Cons	NDA		Cons
Revenue	855	827	798	1,152	1,372	1,306	1,348	1,519	1,475	1,461	3%	4%	32%
Production cost	529	533	470	766	954	942	877	999	957	-	4%	-	30%
Gross profit	326	293	328	386	417	364	471	520	518	-	0%	-	35%
Sales & marketing	6	6	6	19	9	10	11	12	13	-	-10%	-	-36%
Administration	103	121	123	157	181	199	185	199	197	-	1%	-	27%
Special items	0	0	-30	-8	0	0	-1	1	0	-	-	-	-
EBITA	216	167	170	203	227	156	275	316	308	-	3%	-	56%
Amortisations (PPA)	9	9	9	24	33	33	35	34	33	-	3%	-	40%
EBIT	207	158	161	178	194	123	240	282	275	-	2%	-	58%
Net financial items	37	-12	-12	11	-16	-23	-19	-25	-8	-	-	-	-
Pre-tax profit	244	146	149	189	178	101	221	256	266	-	-4%	-	36%
Taxes	45	33	41	35	45	16	52	41	66	-	-38%	-	17%
Net profit	200	112	109	154	132	85	170	216	201	-	7%	-	40%
EPS	4.1	2.3	2.2	3.1	2.7	1.7	3.5	4.4	4.0	-	9%	-	42%
EPS growth, y/y	114.8%	16.8%	-15.3%	high	-33.3%	-24.9%	56.1%	42.2%	30.5%	-	-	-	-
Revenue growth, organic	22.9%	21.1%	14.9%	14.1%	13.8%	6.9%	18.2%	18.9%	16.6%	-	-	-	-
Revenue growth, y/y	23.0%	22.4%	14.9%	49.1%	60.4%	58.0%	68.9%	31.9%	28.0%	26.8%	-	-	-
Gross margin (incl. depr.)	38.1%	35.5%	41.2%	33.5%	30.4%	27.9%	34.9%	34.2%	35.1%	-	-	-	-
Costs (Revenue - EBITA adj)	639	660	598	942	1,145	1,150	1,073	1,204	1,168	-	3%	-	28%
Costs growth, q/q	16%	3%	-9%	57%	22%	0%	-7%	12%	9%	-	-	-	-
Costs growth, y/y	20%	28%	20%	71%	79%	74%	79%	28%	24%	-	-	-	-
EBITDA	235	187	191	231	259	189	308	356	341	338	4%	5%	54%
EBITDA margin	27.4%	22.6%	23.9%	20.0%	18.9%	14.5%	22.9%	23.4%	23.1%	23.1%	-	-	-
EBITA, adj	216	167	200	210	227	156	275	315	308	-	2%	-	50%
EBITA margin, adj	25.3%	20.2%	25.1%	18.3%	16.5%	12.0%	20.4%	20.7%	20.9%	-	-	-	-
Incremental EBITA margin, adj	32.7%	3.5%	4.4%	-3.5%	16.5%	-13.4%	20.8%	28.5%	15.9%	-	-	-	-
EBIT margin	24.2%	19.1%	20.2%	15.5%	14.2%	9.5%	17.8%	18.5%	18.6%	-	-	-	-
Tax rate	18.2%	22.9%	27.2%	18.5%	25.6%	15.5%	23.4%	15.9%	24.7%	-	-	-	-
12-month:													
Revenue (12m)	2,998	3,149	3,253	3,632	3,851	4,302	5,178	5,545	5,501	5,486	1%	1%	53%
EBITA adj (12M)	797	802	806	793	804	793	868	973	966	658	1%	48%	23%
EBITA margin, adj (12M)	26.6%	25.5%	24.8%	21.8%	20.9%	18.4%	16.8%	17.5%	17.6%	12.0%	-	-	-

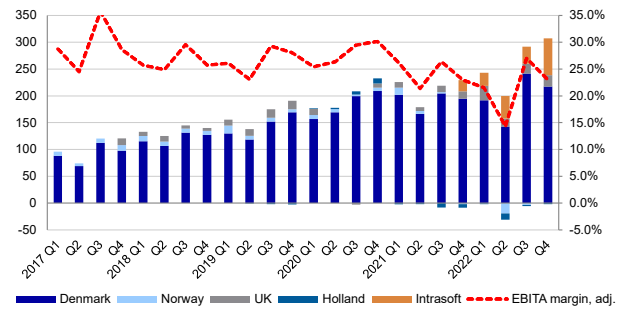
Source: Company data, company-compiled consensus and Nordea estimates

NETCOMPANY: REVENUE (DKKm)



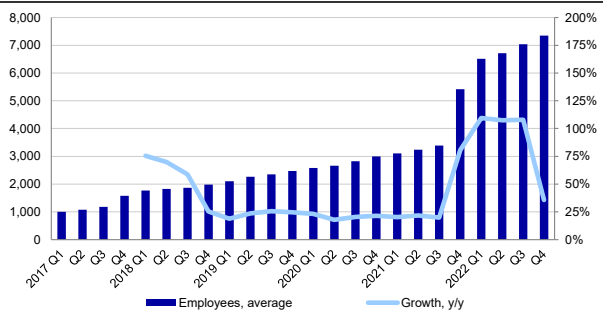
Source: Company data and Nordea

NETCOMPANY: EBITA (DKKm)



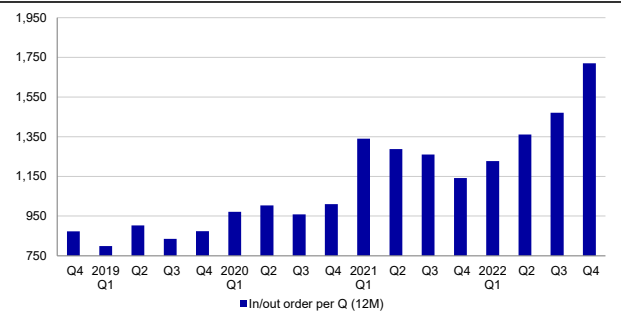
Source: Company data and Nordea

NETCOMPANY: FTE DEVELOPMENT (DKKm)



Source: Company data and Nordea

NETCOMPANY: IN/OUT ORDERS (DKKm), 12-MONTH



Source: Company data and Nordea

Estimates: 5-6% EBITDA cut

In light of the 2022 annual report, we cut 2023E-25E EBITDA by 5-6%, partly due to the costs associated with the go-to-market strategy.

For 2023, Netcompany guides for organic revenue growth of 8-12% (consensus: 10%) and an EBITDA margin of 15-18% (consensus: 20.6%), equal to a 2-5 pp margin decline y/y. The implicit EBITDA guidance is DKK ~0.9-1.1bn vs. consensus at DK 1.24bn, indicating a meaningful EBITDA miss and margin decline y/y.

Netcompany explained that the guided margin decline is driven by (organic) investments in new markets (people and software), new HQs in Copenhagen and Athens, fewer work days y/y and ~1.5 pp margin pressure from an "increase of remuneration", which probably includes possible impacts from the assumed recession scenario.

Still, we struggle to believe that these extra costs and effects will dilute the margin to this magnitude, and thus expect Netcompany to have included a sizable effect from an under-promise, over-deliver philosophy, given its history.

NETCOMPANY: 2022 PERFORMANCE, 2023 GUIDANCE AND UPDATED ESTIMATES, COMPANY-COMPILED CONSENSUS (DKKm)

	2021	2022 guidance			2022			2023E	2023E		2024E	
		Low	High	Mid	Act.	Nordea	Cons	Guid.	Nordea	Cons	Nordea	Cons
Revenue, Core	3,349	3,818	3,883	3,849	1,733	3,846	-	-	4,231	-	6,978	-
Revenue, Expand	281	1,649	1,655	1,650	3,812	1,670	-	-	1,837	-	2,113	-
Revenue	3,632	5,465	5,540	5,502	5,545	5,545	5,491	-6.0-6.2bn	6,101	6,030	7,016	-
Revenue growth, y/y	28.0%	50%	52%	51%	52.7%	52.7%	51.2%	8-12%	10.0%	9.8%	15.0%	-
Revenue growth, organic	17.0%	14%	16%	15%		14.7%	-	8-12%	10.0%	-	15.0%	-
Costs (Revenue - EBITA adj.)	2,877	-	-	-	4,571	4,571	-	-	5,087	-	5,850	-
Growth	37.4%	-	-	-	58.9%	58.9%	-	-	11.3%	-	15.0%	-
Special items	-38	-	-	-	0	0	-	-	0	-	0	-
EBITDA adj.	881	>-1.09bn	-	-	1,112	1,112	1,098	-0.9-1.1bn	1,151	1,243	1,323	-
EBITDA, Core	853	-	-	-	973	906	-	-	923	-	1,062	-
EBITDA, Expand	28	-	-	-	0	206	-	-	227	-	261	-
EBITDA margin, adj.	24.3%	>20%	-	-	20.1%	20.1%	20.0%	15-18%	18.9%	20.6%	18.9%	-
EBITA, adj.:	755	-	-	-	973	973	-	-	1,013	-	1,165	-
Netcompany Core	736	801	896	846	-	800	-	-	823	-	946	-
Netcompany Intrasoft	19	-	-	-	973	173	-	-	190	-	219	-
EBITA margin, adj.:	20.8%	-	-	-	17.6%	17.6%	-	-	16.6%	-	16.6%	-

Source: Company data, company-compiled consensus and Nordea estimates

NETCOMPANY: UPDATED ESTIMATES (DKK)

	New			Old			Change			Consensus		Nordea vs cons.	
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2023E	2024E
Revenue	6,101	7,016	7,928	6,051	6,953	7,873	1%	1%	1%	6,030	-	1%	-
Revenue growth, organic	10.0%	15.0%	13.0%	10.0%	14.9%	13.2%	-	-	-	-	-	-	-
Revenue growth, y/y	10.0%	15.0%	13.0%	10.0%	14.9%	13.2%	-	-	-	9.8%	-	-	-
Costs	5,087	5,850	6,612	4,979	5,698	6,452	2%	3%	2%	-	-	-	-
EBITDA adj.	1,151	1,323	1,495	1,208	1,412	1,598	-5%	-6%	-6%	1,243	-	-7%	-
EBITDA margin adj.	18.9%	18.9%	18.9%	20.0%	20.3%	20.3%	-	-	-	20.6%	-	-	-
D&A	137	158	178	136	156	177	1%	1%	1%	-	-	-	-
EBITA, adj	1,013	1,165	1,317	1,072	1,255	1,421	-5%	-7%	-7%	-	-	-	-
EBITA margin, adj	16.6%	16.6%	16.6%	17.7%	18.1%	18.1%	-	-	-	-	-	-	-
EBITA	1,013	1,165	1,317	1,072	1,255	1,421	-5%	-7%	-7%	-	-	-	-
EBIT	903	1,055	1,207	962	1,145	1,311	-6%	-8%	-8%	-	-	-	-
PTP	837	990	1,162	928	1,107	1,287	-10%	-11%	-10%	-	-	-	-
Taxes	194	201	236	207	244	283	-6%	-17%	-17%	-	-	-	-
Net profit	643	789	926	721	864	1,004	-11%	-9%	-8%	-	-	-	-
EPS	12.9	15.8	18.5	14.4	17.3	20.1	-11%	-9%	-8%	-	-	-	-

Source: Company data, company-compiled consensus (pre-2022 report), and Nordea estimates

Valuation: DKK 410-480 per share

Our valuation of Netcompany is based on a combination of our DCF model and a peer group valuation. Both methods have their strengths and weaknesses, but we believe they yield a reliable valuation range when combined. Our updated combined DCF- and peer group-based valuation suggests a fair value of DKK 410-480 (was DKK 445-520) per share.

As there are few suitable peers for Netcompany, our valuation range is derived from the combination of a DCF model and a peer group valuation.

The valuation is sensitive to the number of years of high revenue growth – if Netcompany were to extend the number of years of revenue growth by more than 20%, this would have a significant impact on our valuation.

Our DCF-based 12-month fair value (WACC: 6.3%) is DKK 560 per share, based on the assumptions outlined below.

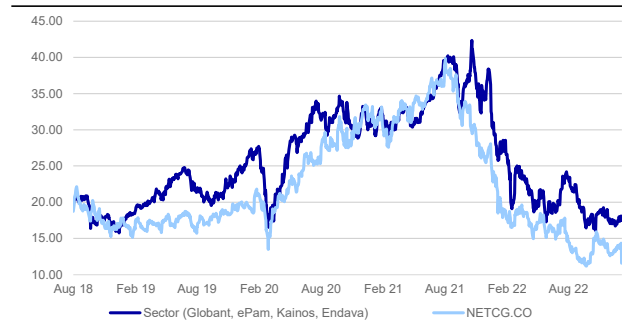
NETCOMPANY: DCF MODEL ASSUMPTIONS

Averages and assumptions	2023-30	2031-33	2034-38	2039-43	2044-48	2049-53	LT
Sales growth, CAGR	10.5%	10.0%	10.0%	7.5%	5.0%	2.5%	-
EBIT-margin	15.7%	14.4%	13.0%	12.0%	7.1%	2.3%	-
Capex/depreciation, x	0.7	0.9	1.1	1.1	1.1	1.1	-
Capex/sales	2.3%	2.5%	2.5%	2.4%	2.4%	2.4%	-
NWC/sales	17.9%	17.9%	17.9%	17.9%	17.9%	17.9%	-
FCFF, CAGR	12.6%	2.4%	7.4%	7.2%	-6.1%	-22.9%	2.0%

Source: Nordea estimates

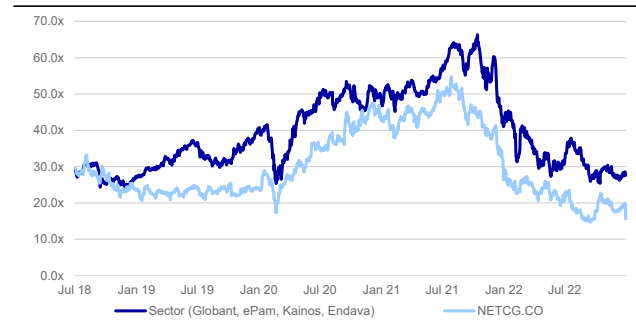
The model is sensitive to revenue growth and the EBIT margin is relatively high, although this should be expected given the company's high-growth profile.

EV/EBITDA: NETCOMPANY VS SECTOR (x)



Source: Refinitiv and Nordea

P/E: NETCOMPANY VS SECTOR (x)



Source: Refinitiv and Nordea

Our peer group valuation is based on IT companies with similar growth, above-average margins and a focus on "new world IT". Geographical exposure plays a smaller role in our selection of peers. Within this group, we see the following companies as particularly suitable:

- Epam
- Globant
- Endava
- Kainos

NETCOMPANY: PEER GROUP VALUATION

	Share price	MCAP EURbn	Grw, 2021-24E			EBIT mrg		P/E		EVEBITDA			EV/EBIT			PEG 21-24E	Share price			
			Rev	EBIT	EPS	2023E	2022E	2023E	2024E	2022E	2023E	2024E	2022E	2023E	2024E		1M	12M	YTD	
Key peers																				
Epam	US	2,269	17.5	24%	22%	22%	16.7%	31.2x	26.8x	21.8x	19.8x	16.8x	13.5x	20.0x	17.0x	13.7x	1.4x	3%	-29%	1%
Globant	Lux	1,117	6.3	30%	29%	28%	15.1%	32.3x	27.0x	22.1x	17.6x	14.9x	12.2x	17.6x	14.9x	12.3x	1.2x	-0%	-31%	-3%
Endava	UK	587	4.5	32%	31%	32%	19.4%	38.4x	29.2x	24.0x	22.7x	18.8x	14.8x	22.7x	18.8x	14.8x	1.2x	15%	-26%	12%
Kainos	UK	126	2.1	22%	10%	7%	18.2%	39.1x	35.4x	32.4x	26.9x	24.8x	21.9x	27.0x	24.9x	22.0x	5.4x	-2%	2%	-3%
Reply	UK	895	4.5	17%	16%	15%	13.4%	25.4x	22.2x	20.0x	14.0x	12.7x	11.6x	14.1x	12.7x	11.6x	1.6x	12%	-17%	12%
Average (ex Reply)	-	-	7.6	27%	23%	22%	17.3%	35.2x	29.6x	25.1x	21.7x	18.8x	15.6x	21.8x	18.9x	15.7x	2.3x	4%	-21%	2%
Netcompany (cons.)	DK	318	2.1	22%	15%	14%	17.1%	23.3x	20.1x	16.8x	15.6x	14.2x	12.2x	15.9x	14.4x	12.4x	1.7x	9%	-44%	8%
IT service companies:																				
IBM	US	130	117.5	-2%	3%	2%	18.0%	15.5x	14.7x	13.9x	11.6x	11.0x	10.6x	11.3x	10.7x	10.3x	7.8x	-0%	10%	0%
Accenture	IE	253	159.1	15%	16%	17%	15.5%	25.7x	24.0x	21.9x	13.2x	13.6x	12.5x	13.9x	14.2x	13.1x	1.5x	3%	-19%	3%
Cognizant	US	59	30.2	6%	8%	10%	16.1%	14.5x	13.6x	12.5x	8.5x	8.1x	7.6x	8.6x	8.1x	7.7x	1.4x	14%	-25%	12%
Atos	FR	12	34.8	0%	13%	5%	3.7%	23.2x	21.1x	18.8x	13.6x	12.9x	11.6x	13.5x	12.9x	11.6x	4.9x	9%	-2%	8%
Cap Gemini	FR	173	72.4	11%	13%	14%	12.2%	28.8x	26.2x	22.8x	18.3x	17.7x	15.5x	18.3x	17.8x	15.5x	2.0x	3%	-10%	2%
CGI Group	CA	81	141.4	7%	8%	12%	16.7%	33.3x	29.7x	26.1x	21.3x	20.1x	18.0x	21.3x	20.1x	18.0x	2.8x	8%	-7%	7%
DXC Technology	US	26	24.8	-2%	13%	29%	9.6%	18.1x	19.2x	16.7x	10.9x	11.7x	10.3x	10.9x	11.7x	10.3x	0.6x	6%	-29%	2%
Sopra Steria	FR	157	11.5	6%	11%	16%	8.5%	16.8x	17.8x	15.3x	11.1x	11.6x	9.9x	11.1x	11.6x	10.0x	1.1x	6%	-28%	3%
HCL	IN	13	1.3	14%	9%	7%	18.6%	12.4x	6.5x	3.7x	5.1x	5.0x	4.0x	5.1x	5.0x	4.0x	1.7x	28%	-63%	30%
Infosys	IN	17	29.8	18%	14%	14%	22.1%	16.4x	15.0x	13.5x	10.2x	9.6x	8.8x	10.3x	9.7x	8.9x	1.2x	11%	-9%	11%
Tata	IN	39	19.2	15%	14%	14%	25.2%	19.2x	17.5x	16.2x	11.2x	10.8x	10.3x	10.1x	9.7x	9.2x	1.4x	1%	11%	1%
Wipro	IN	5	5.9	18%	10%	9%	16.0%	7.7x	8.0x	6.1x	3.4x	4.0x	3.8x	3.3x	3.9x	3.7x	0.9x	6%	-8%	6%
Tech Mahindra	IN	12	3.2	16%	14%	10%	13.3%	11.3x	10.3x	9.3x	6.8x	6.3x	5.9x	6.9x	6.4x	5.9x	1.1x	11%	2%	11%
Average, ex India	-	-	74.0	5%	11%	13%	12.5%	22.0x	20.8x	18.5x	13.6x	13.3x	12.0x	13.6x	13.4x	12.1x	2.2x	6%	-14%	5%
Average	-	-	50.1	9%	11%	12%	15.0%	18.7x	17.2x	15.1x	11.2x	10.9x	9.9x	11.1x	10.9x	9.9x	2.2x	8%	-13%	7%
Nordic peers:																				
Trifork	DK	22	0.4	11%	-3%	2%	9.8%	35.8x	33.4x	26.2x	16.4x	15.1x	12.8x	27.2x	25.1x	19.9x	17.7x	11%	-	13%
NNIT	DK	69	0.2	4%	94%	-	5.4%	-	-	-	9.2x	7.3x	6.2x	0.0x	15.4x	10.9x	-	6%	-33%	5%
TietoEvyry	FI	28	3.3	3%	-0%	4%	11.7%	12.2x	11.6x	10.9x	8.6x	8.1x	7.8x	12.7x	11.6x	11.0x	3.0x	4%	10%	5%
KnowIT	SE	19	0.5	15%	15%	-0%	7.5%	17.0x	15.4x	14.8x	9.0x	8.6x	8.4x	12.6x	12.4x	11.0x	-49.0x	2%	-31%	4%
Average	-	-	1.1	8%	26%	2%	8.5%	21.6x	20.1x	17.3x	10.8x	9.8x	8.8x	13.1x	16.1x	13.2x	-8.4x	6%	-19%	7%
SimCorp	DK	479	2.5	8%	6%	7%	23.0%	27.3x	24.5x	22.2x	20.7x	18.0x	16.2x	22.9x	19.6x	17.5x	3.7x	2%	-19%	0%
Others:																				
Europe IT consult. 1)	-	-	-	6%	11%	11%	8.1%	23.6x	26.1x	22.4x	10.0x	7.6x	8.1x	13.8x	14.6x	11.1x	2.2x	9%	14%	19%
Global IT consult. 2)	-	-	-	7%	13%	9%	23.2%	27.0x	25.9x	23.5x	14.6x	12.8x	280.6x	19.9x	19.2x	15.8x	2.9x	6%	6%	7%
Average, total	-	-	-	12%	17%	11%	14.4%	25.2x	23.8x	20.7x	13.7x	12.0x	64.6x	16.0x	15.9x	13.2x	0.0x	7%	-6%	8%
Netcompany, NDA	DK	318	2.1	25%	12%	13%	14.8%	25.8x	24.7x	20.1x	15.7x	14.9x	12.5x	20.8x	19.0x	15.7x	2.0x	9%	-44%	8%

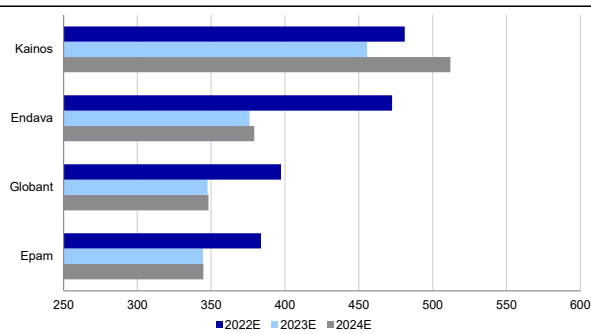
Source: Refinitiv and Nordea estimates

VALUATION: NETCOMPANY (OUR ESTIMATES) VS PEER GROUP VALUATION

	Grw, 2021-24E			EV/EBIT			PEG 21-24E	Share price	
	Rev	EBIT(A)	EPS	2022E	2023E	2024E		1M	YTD
Key peers	Underperf.	Underperf.	Underperf.	Discount	Discount	Discount	Premium	Outperf.	Outperf.
IT service companies:	Outperf.	Outperf.	Underperf.	Premium	Premium	Premium	Premium	Underperf.	Underperf.
Nordic peers:	Outperf.	Underperf.	Underperf.	Premium	Discount	Discount	Premium	Underperf.	Underperf.
Europe IT consult. 1)	Outperf.	Outperf.	Underperf.	Premium	Premium	Premium	Premium	Underperf.	Underperf.
Global IT consult. 2)	Outperf.	Outperf.	Underperf.	Discount	Discount	Discount	Premium	Underperf.	Underperf.

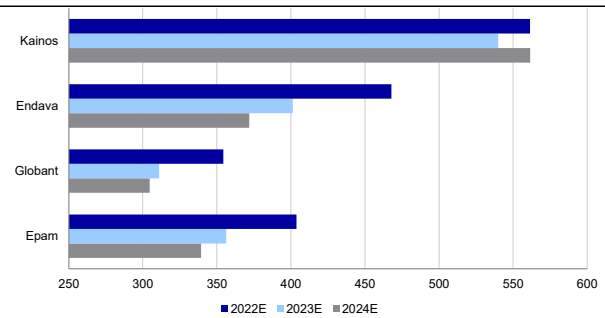
Source: Refinitiv and Nordea estimates

P/E VALUATION BASED ON KEY PEER GROUP (DKK PER SHARE)



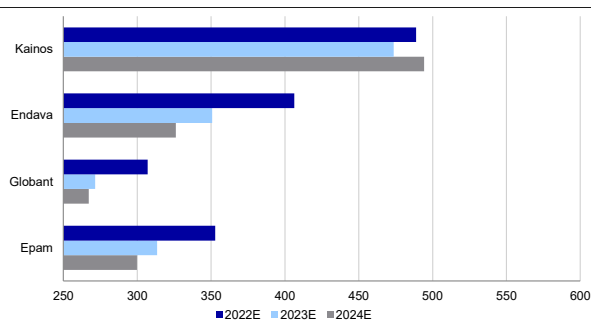
Source: Refinitiv and Nordea

NETCOMPANY: EV/EBITDA VALUATION BASED ON KEY PEER GROUP (DKK PER SHARE)



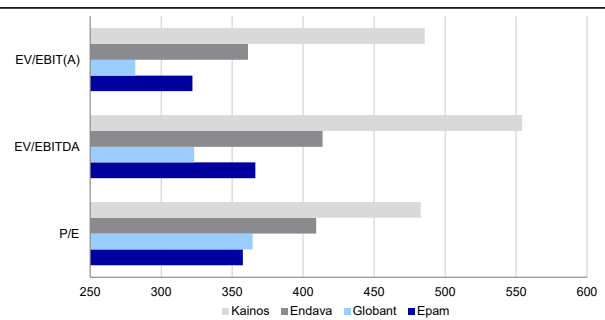
Source: Refinitiv and Nordea

NETCOMPANY: EV/EBIT(A) VALUATION BASED ON KEY PEER GROUP (DKK PER SHARE)



Source: Refinitiv and Nordea

NETCOMPANY: AVERAGE VALUATION (DKK PER SHARE), 2022E-24E



Source: Refinitiv and Nordea

Netcompany: Annual numbers

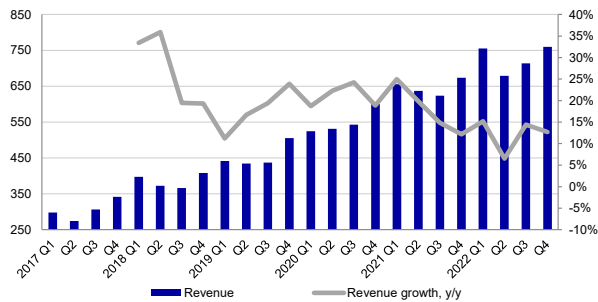
NETCOMPANY: ANNUAL NUMBERS (DKKm; EPS IN DKK)

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
Revenue	629	758	900	1,416	2,053	2,454	2,839	3,632	5,545	6,101	7,016	7,928
Production cost	-	447	527	803	1,237	1,458	1,683	2,299	3,772	4,214	4,846	5,477
Gross profit	-	311	373	613	817	996	1,155	1,333	1,772	1,886	2,169	2,451
Sales & marketing	-	4	4	10	12	12	17	37	41	45	52	59
Administration	-	100	121	201	290	367	394	503	764	828	952	1,076
Special items	-	0	-35	-33	-34	-4	0	-38	0	0	0	0
EBITDA	157	228	233	402	520	669	809	843	1,112	1,151	1,323	1,495
Depreciation	8	9	32	34	40	56	65	88	139	137	158	178
Amortisation	-2	12	0	0	0	0	0	0	0	0	0	0
EBITA	150	207	201	369	480	613	744	755	973	1,013	1,165	1,317
Amortisation	2	0	74	96	115	102	99	51	134	110	110	110
EBIT	149	207	127	273	365	511	645	704	839	903	1,055	1,207
Net financial items	1	0	-62	-73	-109	-14	-193	24	-83	-66	-65	-45
Pre-tax profit	150	208	65	200	256	497	452	728	757	837	990	1,162
Taxes	15	20	44	59	74	109	130	153	154	194	201	236
Net profit	134	188	21	141	181	389	322	575	603	643	789	926
One-off items	0	0	-35	-33	-34	-4	0	-38	0	0	0	0
EPS	-	-	-	2.8	3.7	7.9	6.4	11.7	12.3	12.9	15.8	18.5
EPS growth, y/y	-	-	-	-	29.7%	116.7%	-18.6%	82.4%	4.5%	4.8%	22.7%	17.3%
Tax rate	10.2%	9.6%	67.1%	29.7%	29.1%	21.9%	28.7%	21.1%	20.3%	23.2%	20.3%	20.3%
Revenue growth, y/y	36.6%	20.5%	18.7%	57.4%	45.0%	19.5%	15.7%	28.0%	52.7%	10.0%	15.0%	13.0%
Gross margin	-	41.1%	41.4%	43.3%	39.8%	40.6%	40.7%	36.7%	32.0%	30.9%	30.9%	30.9%
EBITDA margin	24.9%	30.1%	25.9%	28.4%	25.3%	27.3%	28.5%	23.2%	20.1%	18.9%	18.9%	18.9%
EBITA, adj	150	207	236	402	514	617	744	755	973	1,013	1,165	1,317
EBITA margin, adj	23.9%	27.4%	26.3%	28.4%	25.0%	25.2%	26.2%	20.8%	17.6%	16.6%	16.6%	16.6%
EBITA margin	23.9%	27.4%	22.3%	26.0%	23.4%	25.0%	26.2%	20.8%	17.6%	16.6%	16.6%	16.6%
EBIT margin	23.6%	27.4%	14.1%	19.3%	17.8%	20.8%	22.7%	19.4%	15.1%	14.8%	15.0%	15.2%
Net profit, adj.	136	188	106	241	298	471	399	644	707	729	875	1,012
CFFO	-	217	117	195	227	559	718	1,151	773	721	793	934
Capex	-4	-18	-2,539	-150	-27	-65	-102	-1,254	-244	-161	-175	-190
FCF	-	207	-2,422	45	200	495	616	-103	529	560	617	744
Revenue, public	-	312	368	730	1,152	1,456	1,778	2,209	3,567	3,923	4,512	5,099
Revenue, private	-	447	531	686	901	998	1,061	1,421	1,950	2,145	2,466	2,787
Revenue, Core	-	758	900	1,416	2,053	2,454	2,839	3,349	3,846	4,231	6,978	7,885
Revenue, Expand	-	-	-	-	-	-	-	281	1,670	1,837	2,113	2,429
Revenue growth, Core	-	-	18.7%	57.4%	45.0%	19.5%	15.7%	18.0%	14.8%	10.0%	64.9%	13.0%
Revenue growth, Expand	-	-	-	-	-	-	-	-	494.3%	10.0%	15.0%	15.0%
Development revenue	-	347	439	647	1,005	1,258	1,517	2,302	2,640	2,904	3,340	3,774
Maintenance revenue	-	411	461	769	1,048	1,196	1,322	1,328	2,876	3,164	3,638	4,111
Netcompany Denmark:												
Revenue, Denmark	629	758	888	1,220	1,544	1,819	2,200	2,592	2,915	3,188	3,666	4,076
Revenue growth, Denmark	36.6%	20.5%	18.7%	37.4%	26.5%	17.8%	21.0%	17.8%	12.5%	9.4%	15.0%	11.2%
EBITA adj. before HQ costs, DK	150	207	234	358	461	544	706	712	762	736	818	887
EBITA margin adj. before HQ costs, DK	23.9%	27.4%	26.4%	29.4%	29.8%	29.9%	32.1%	27.5%	26.1%	23.1%	22.3%	21.7%
Intrasoft												
Revenue, Intrasoft	-	-	-	-	-	-	-	281	1,670	1,837	2,113	2,429
Revenue growth, Intrasoft	-	-	-	-	-	-	-	-	494.3%	10.0%	15.0%	15.0%
EBITA adj. before HQ costs, Intrasoft	-	-	-	-	-	-	-	19	173	190	219	252
EBITA margin adj. before HQ costs, Intrasoft	-	-	-	-	-	-	-	6.9%	10.4%	10.4%	10.4%	10.4%
Netcompany UK												
Revenue, UK	-	-	-	62	338	395	340	410	555	611	702	808
Revenue growth, UK	-	-	-	-	446.2%	16.7%	-13.8%	20.4%	35.5%	10.0%	15.0%	15.0%
EBITA adj. before HQ costs, UK	-	-	-	12	23	48	9	34	80	87	115	148
EBITA margin adj. before HQ costs, UK	-	-	-	20.0%	6.8%	12.2%	2.8%	8.2%	14.3%	14.3%	16.3%	18.3%
Netcompany Norway												
Revenue, Norway	-	-	12	134	171	203	200	267	295	339	390	449
Revenue growth, Norway	-	-	-	1044.4%	27.9%	18.6%	-1.7%	33.8%	10.4%	15.0%	15.0%	15.0%
EBITA adj. before HQ costs, Norway	-	-	2	31	31	32	12	12	-23	0	10	22
EBITA margin adj. before HQ costs, Norway	-	-	17.1%	23.1%	17.9%	15.9%	6.0%	4.6%	-7.7%	0.0%	2.5%	5.0%
Netcompany Netherlands												
Revenue, Netherlands	-	-	-	-	-	37	99	82	109	125	144	166
Revenue growth, Netherlands	-	-	-	-	-	-	163.7%	-16.8%	32.8%	15.0%	15.0%	15.0%
EBITA adj. before HQ costs, Netherlands	-	-	-	-	-	-7	17	-22	-19	0	4	8
EBITA margin adj. before HQ costs, Netherlands	-	-	-	-	-	-17.4%	17.0%	-27.0%	-17.1%	0.0%	2.5%	5.0%

Source: Company data and Nordea estimates

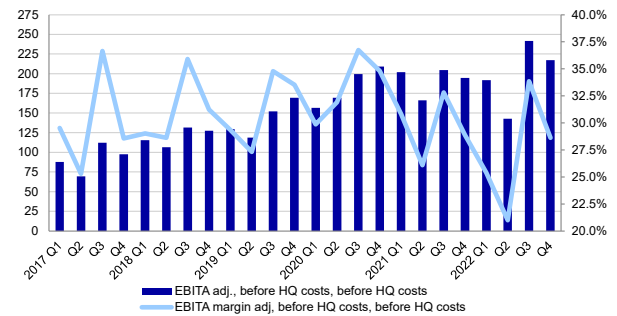
Quarterly charts

NETCOMPANY, DENMARK: REVENUE (DKKm)



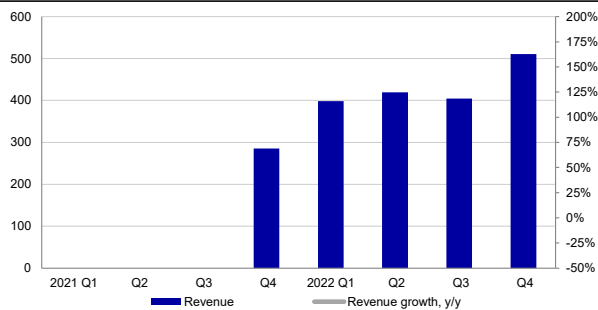
Source: Company data and Nordea

NETCOMPANY, DENMARK: EBITA (DKKm)



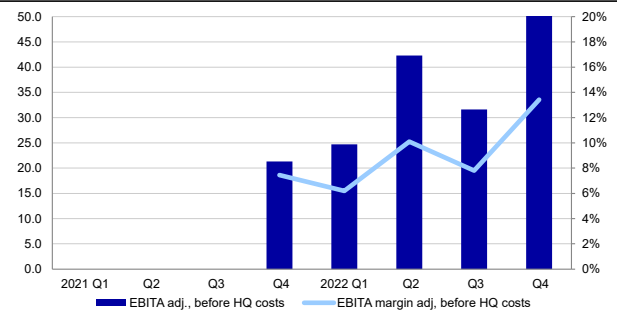
Source: Company data and Nordea

NETCOMPANY, INTRASOFT: REVENUE (DKKm)



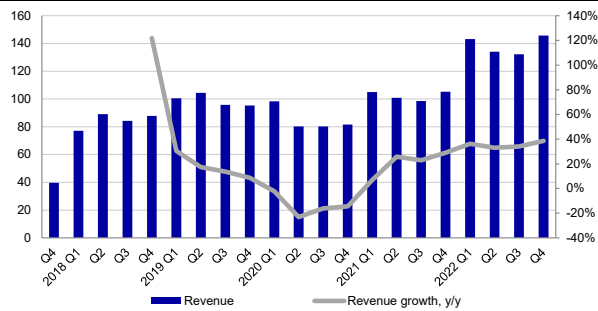
Source: Company data and Nordea

NETCOMPANY, INTRASOFT: EBITA (DKKm)



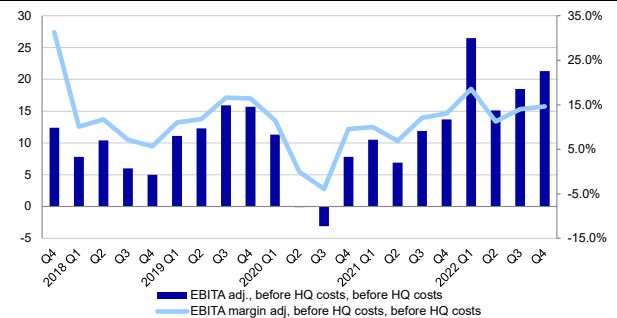
Source: Company data and Nordea

NETCOMPANY, UK: REVENUE (DKKm)



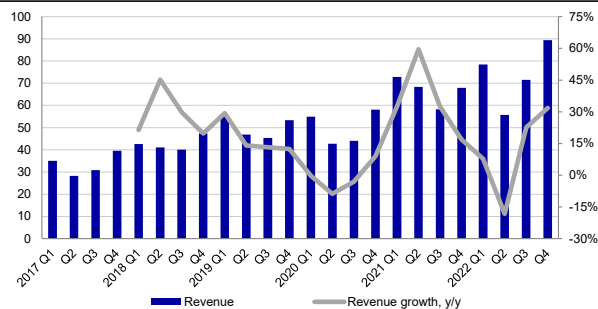
Source: Company data and Nordea

NETCOMPANY, UK: EBITA (DKKm)



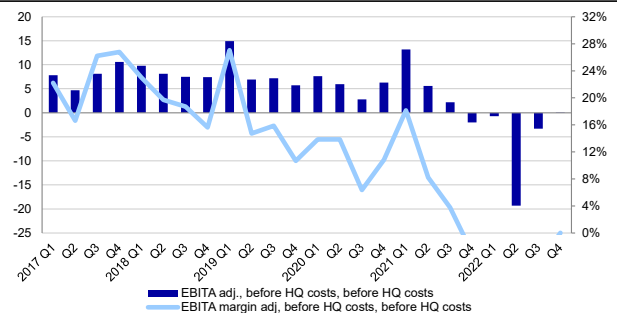
Source: Company data and Nordea

NETCOMPANY, NORWAY: REVENUE (DKKm)



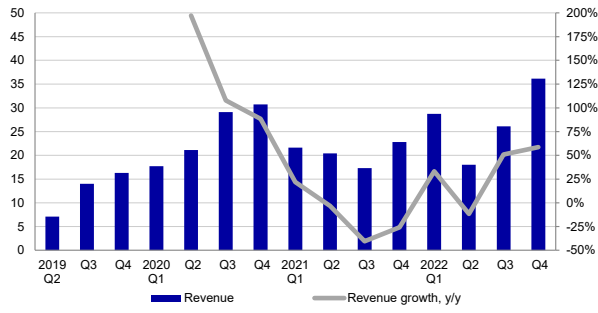
Source: Company data and Nordea

NETCOMPANY, NORWAY: EBITA (DKKm)



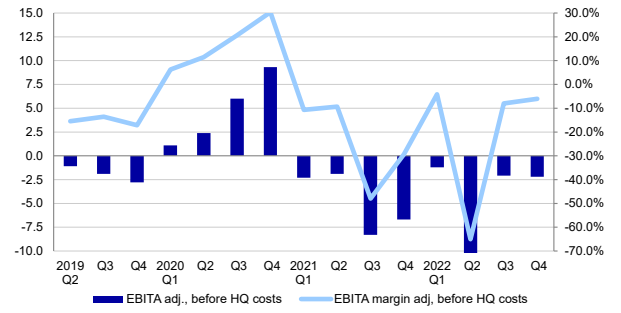
Source: Company data and Nordea estimates

NETCOMPANY, NETHERLANDS: REVENUE (DKKm)



Source: Company data and Nordea

NETCOMPANY, NETHERLANDS: EBITA (DKKm)



Source: Company data and Nordea

Reported numbers and forecasts

INCOME STATEMENT

DKKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
Total revenue	758	900	1,416	2,053	2,454	2,839	3,632	5,545	6,101	7,016	7,928
Revenue growth	20.5%	18.7%	57.4%	45.0%	19.5%	15.7%	28.0%	52.7%	10.0%	15.0%	13.0%
of which organic	20.5%	17.1%	37.0%	25.5%	17.7%	15.5%	17.0%	14.7%	10.0%	15.0%	13.0%
of which FX	0.0%	0.0%	0.3%	0.1%	0.0%	-1.1%	0.9%	0.0%	0.0%	0.0%	0.0%
EBITDA	228	233	402	520	669	809	843	1,112	1,151	1,323	1,495
Depreciation and impairments PPE	-21	-32	-34	-40	-56	-65	-88	-139	-137	-158	-178
of which leased assets	0	-11	-19	-24	-37	-42	-54	-90	-105	-116	-131
EBITA	207	201	369	480	613	744	755	973	1,013	1,165	1,317
Amortisation and impairments	0	-74	-96	-115	-102	-99	-51	-134	-110	-110	-110
EBIT	207	127	273	365	511	645	704	839	903	1,055	1,207
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	0	-62	-73	-110	-14	-47	-33	-70	-66	-65	-45
of which lease interest	0	0	-1	-1	-3	-4	-4	0	0	0	0
Changes in value, net	0	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	208	65	200	254	497	598	671	769	837	990	1,162
Reported taxes	-20	-44	-59	-74	-109	-130	-153	-154	-194	-201	-236
Net profit from continued operations	188	21	141	180	389	468	517	616	643	789	926
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	188	21	141	180	389	468	517	616	643	789	926
EPS, DKK	3.75	0.43	2.81	3.60	7.77	9.36	10.35	12.31	12.86	15.78	18.52
DPS, DKK	-2.33	0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00	0.00	0.00
of which ordinary	-2.33	0.00	0.00	0.00	0.00	1.00	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	30.1%	25.9%	28.4%	25.3%	27.3%	28.5%	23.2%	20.1%	18.9%	18.9%	18.9%
EBITA	27.4%	22.3%	26.0%	23.4%	25.0%	26.2%	20.8%	17.6%	16.6%	16.6%	16.6%
EBIT	27.4%	14.1%	19.3%	17.8%	20.8%	22.7%	19.4%	15.1%	14.8%	15.0%	15.2%

Adjusted earnings

EBITDA (adj)	228	268	435	555	674	809	881	1,112	1,151	1,323	1,495
EBITA (adj)	207	236	402	514	617	744	793	973	1,013	1,165	1,317
EBIT (adj)	207	162	306	399	516	645	742	839	903	1,055	1,207
EPS (adj, DKK)	3.75	0.97	3.33	4.14	7.84	9.36	10.94	12.31	12.86	15.78	18.52

Adjusted profit margins in percent

EBITDA (adj)	30.1%	29.8%	30.7%	27.0%	27.5%	28.5%	24.3%	20.1%	18.9%	18.9%	18.9%
EBITA (adj)	27.4%	26.3%	28.4%	25.0%	25.2%	26.2%	21.8%	17.6%	16.6%	16.6%	16.6%
EBIT (adj)	27.4%	18.0%	21.6%	19.4%	21.0%	22.7%	20.4%	15.1%	14.8%	15.0%	15.2%

Performance metrics

CAGR last 5 years											
Net revenue	23.7%	22.4%	28.7%	34.8%	31.3%	30.2%	32.2%	31.4%	24.3%	23.4%	22.8%
EBITDA	20.6%	16.6%	31.2%	41.7%	33.7%	28.8%	29.3%	22.6%	17.2%	14.6%	13.1%
EBIT	19.3%	4.0%	23.2%	35.5%	28.0%	25.5%	40.8%	25.2%	19.9%	15.6%	13.4%
EPS	23.8%	-23.0%	9.9%	19.6%	23.7%	20.0%	89.2%	34.3%	29.0%	15.2%	14.6%
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	24.7%	20.9%	20.1%	19.5%	19.6%	19.9%	20.2%	18.5%	17.5%	16.5%	15.6%
Average EBITDA margin	26.7%	25.8%	26.7%	26.8%	27.1%	27.3%	26.2%	23.9%	22.3%	20.8%	19.6%

VALUATION RATIOS - ADJUSTED EARNINGS

DKKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
P/E (adj)	n.a.	n.a.	n.a.	53.2	40.4	66.5	64.4	23.9	19.5	15.9	13.5
EV/EBITDA (adj)	n.a.	n.a.	n.a.	21.6	24.8	39.0	42.1	14.6	11.7	9.7	8.1
EV/EBITA (adj)	n.a.	n.a.	n.a.	23.3	27.0	42.4	46.7	16.7	13.3	11.0	9.2
EV/EBIT (adj)	n.a.	n.a.	n.a.	30.0	32.3	48.9	49.9	19.4	14.9	12.2	10.0

VALUATION RATIOS - REPORTED EARNINGS

DKKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
P/E	n.a.	n.a.	n.a.	61.1	40.8	66.5	68.1	23.9	19.5	15.9	13.5
EV/Sales	n.a.	n.a.	n.a.	5.84	6.80	11.11	10.20	2.93	2.21	1.83	1.53
EV/EBITDA	n.a.	n.a.	n.a.	23.1	24.9	39.0	43.9	14.6	11.7	9.7	8.1
EV/EBITA	n.a.	n.a.	n.a.	25.0	27.2	42.4	49.0	16.7	13.3	11.0	9.2
EV/EBIT	n.a.	n.a.	n.a.	32.9	32.6	48.9	52.6	19.4	14.9	12.2	10.0
Dividend yield (ord.)	n.a.	n.a.	n.a.	0.0%	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield	n.a.	n.a.	n.a.	1.8%	3.1%	2.0%	-0.3%	3.6%	4.7%	5.7%	6.9%
FCF Yield bef A&D, lease adj	n.a.	n.a.	n.a.	1.6%	3.1%	2.1%	2.9%	3.3%	3.9%	4.8%	5.8%
Payout ratio	n.m.	0.0%	0.0%	0.0%	0.0%	10.7%	0.0%	0.0%	0.0%	0.0%	0.0%

Source: Company data and Nordea estimates

BALANCE SHEET

DKKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
Intangible assets	4	2,373	2,604	2,485	2,551	2,451	3,896	3,880	3,870	3,865	3,865
of which R&D	0	0	0	0	0	0	0	0	0	0	0
of which other intangibles	4	489	495	376	286	187	524	507	607	712	823
of which goodwill	0	1,884	2,109	2,109	2,264	2,264	3,372	3,372	3,262	3,152	3,042
Tangible assets	20	41	55	117	146	135	317	332	361	389	420
of which leased assets	12	25	31	83	101	89	235	247	247	247	247
Shares associates	0	0	0	0	0	70	110	105	105	105	105
Interest bearing assets	0	0	0	0	0	0	0	0	0	0	0
Deferred tax assets	11	0	0	1	4	9	17	33	33	33	33
Other non-IB non-current assets	0	0	0	0	0	0	0	0	0	0	0
Other non-current assets	-11	0	0	-1	-4	19	28	56	56	56	56
Total non-current assets	24	2,414	2,658	2,602	2,697	2,684	4,369	4,406	4,425	4,448	4,480
Inventory	0	0	0	0	0	0	0	0	0	0	0
Accounts receivable	180	258	445	458	531	459	1,032	1,112	1,223	1,407	1,590
Short-term leased assets	11	19	24	37	42	54	90	105	116	131	146
Other current assets	174	103	139	268	305	484	1,068	1,235	1,471	1,688	1,904
Cash and bank	111	60	194	108	132	359	459	336	523	632	868
Total current assets	477	441	802	869	1,011	1,356	2,649	2,788	3,333	3,858	4,507
Assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total assets	501	2,855	3,461	3,471	3,708	4,039	7,018	7,194	7,758	8,305	8,987
Shareholders equity	300	1,261	1,644	1,806	2,072	2,429	3,031	3,520	4,163	4,952	5,878
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	7	6	6	6	6
Total Equity	300	1,261	1,644	1,806	2,072	2,429	3,038	3,526	4,169	4,959	5,884
Deferred tax	0	111	112	89	73	66	134	111	111	111	111
Long term interest bearing debt	0	1,178	1,265	1,106	959	761	2,276	1,872	1,572	1,072	572
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	6	14	18	54	65	57	148	181	190	204	217
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	1,303	1,395	1,249	1,128	1,057	2,671	2,178	1,873	1,387	900
Short-term provisions	5	9	30	36	4	0	9	12	13	15	17
Accounts payable	19	27	51	54	44	40	329	265	336	386	436
Current lease debt	6	12	14	29	39	35	99	85	90	96	103
Other current liabilities	180	222	336	310	441	478	877	1,127	1,278	1,463	1,647
Short term interest bearing debt	0	28	0	0	0	0	0	0	0	0	0
Total current liabilities	210	297	431	430	528	554	1,312	1,489	1,716	1,960	2,202
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	516	2,860	3,469	3,485	3,728	4,039	7,021	7,193	7,758	8,305	8,987
Balance sheet and debt metrics											
Net debt	-111	1,118	1,070	998	826	402	1,817	1,536	948	330	-414
of which lease debt	12	25	31	83	104	93	247	266	279	300	320
Working capital	155	113	198	361	351	424	895	954	1,081	1,246	1,411
Invested capital	180	2,527	2,856	2,963	3,048	3,108	5,264	5,360	5,506	5,694	5,891
Capital employed	312	2,492	2,940	2,996	3,134	3,282	5,560	5,665	6,021	6,331	6,777
ROE	73.2%	2.7%	9.7%	10.4%	20.0%	20.8%	19.0%	18.8%	16.7%	17.3%	17.1%
ROIC	87.4%	9.4%	8.9%	10.7%	13.4%	16.3%	17.7%	15.8%	0.0%	-18.8%	-41.7%
ROCE	79.5%	11.7%	11.6%	13.8%	18.1%	20.7%	17.0%	15.5%	15.5%	17.1%	18.4%
Net debt/EBITDA	-0.5	4.8	2.7	1.9	1.2	0.5	2.2	1.4	0.8	0.2	-0.3
Interest coverage	65.3	2.0	3.4	8.0	10.9	10.7	18.1	8.7	13.6	16.3	26.9
Equity ratio	58.2%	44.1%	47.4%	51.8%	55.6%	60.1%	43.2%	48.9%	53.7%	59.6%	65.4%
Net gearing	-37.1%	88.7%	65.1%	55.3%	39.9%	16.5%	59.8%	43.6%	22.7%	6.7%	-7.0%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

DKKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
EBITDA (adj) for associates	228	233	402	520	669	809	843	1,112	1,151	1,323	1,495
Paid taxes	-21	-34	-35	-167	-116	-126	-198	-234	-194	-201	-236
Net financials	7	65	79	80	33	22	40	75	-66	-65	-45
Change in provisions	5	4	21	6	-33	-4	9	3	1	2	2
Change in other LT non-IB	0	0	0	0	31	115	-79	-142	-14	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	-11	-132	-177	-119	-38	-132	39	19	0	0	0
Funds from operations (FFO)	208	137	290	319	547	684	655	832	878	1,059	1,216
Change in NWC	9	-20	-95	-92	12	34	496	-59	-127	-165	-165
Cash flow from operations (CFO)	217	117	195	227	559	718	1,151	773	751	894	1,051
Capital expenditure	-10	-23	-30	-27	-27	-27	-61	-199	-161	-175	-190
Free cash flow before A&D	207	94	165	200	532	691	1,091	574	590	719	862
Proceeds from sale of assets	0	0	0	0	0	0	0	0	0	0	0
Acquisitions	0	-2,516	-120	0	-37	-75	-1,194	-46	0	0	0
Free cash flow	207	-2,422	45	200	495	616	-103	529	590	719	862
Free cash flow bef A&D, lease adj	207	83	146	176	495	649	1,036	484	485	603	731
Dividends paid	-100	-116	0	0	0	0	-49	0	0	0	0
Equity issues / buybacks	0	0	0	0	-175	0	-100	-131	0	0	0
Net change in debt	0	0	0	0	-200	-198	1,515	-600	-300	-500	-500
Other financing adjustments	0	0	0	0	-34	-55	-74	7	-103	-110	-126
Other non-cash adjustments	-8	2,487	90	-287	-69	-126	-1,243	10	0	0	0
Change in cash	99	-52	135	-87	25	227	100	-123	187	109	236
Cash flow metrics											
Capex/D&A	46.5%	22.0%	23.3%	17.5%	17.4%	16.2%	n.m.	n.m.	n.m.	n.m.	n.m.
Capex/Sales	1.3%	2.6%	2.1%	1.3%	1.1%	0.9%	1.7%	3.6%	2.6%	2.5%	2.4%
Key information											
Share price year end (/current)	n.a.	n.a.	n.a.	220	317	623	705	294	250	250	250
Market cap.	n.a.	n.a.	n.a.	11,000	15,850	31,125	35,225	14,710	12,510	12,510	12,510
Enterprise value	n.a.	n.a.	n.a.	11,998	16,676	31,527	37,049	16,253	13,464	12,846	12,102
Diluted no. of shares, year-end (m)	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0

Source: Company data and Nordea estimates

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