

Stockwik Forvaltning

Capital Goods
Sweden

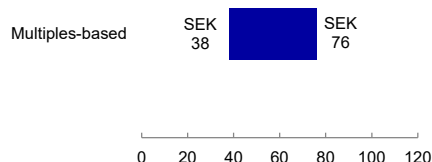
KEY DATA

Stock country	Sweden
Bloomberg	STWK SS
Reuters	STWK.ST
Share price (close)	SEK 36.50
Free Float	
Market cap. (bn)	EUR 0.02/SEK 0.22
Website	
Next report date	17 Feb 2023

PERFORMANCE



VALUATION APPROACH



ESTIMATE CHANGES

Year	2022E	2023E	2024E
Sales	0%	2%	2%
EBIT (adj)	-5%	3%	2%

Source: Nordea estimates

Nordea IB & Equity - Analysts

Gustav Berneblad
AnalystVictor Hansen
Analyst

Further expansion in Healthcare segment in Q4

We expect Stockwik to present a decent Q4 report on 17 February, and forecast EBITA of SEK 26m still burdened by the loss of a larger customer within Business Services and cost overruns in Property Services. However, the recent acquisitions within Healthcare prompt us to raise EBITA by 2-3% for 2023E-24E. As a result, we reiterate our fair value range of SEK 38-76 implying 2023E EV/EBITA of 7-10x and we continue to argue that a discount to our weighted peer group is warranted.

We expect sales of SEK 235m for the seasonally strong Q4

We expect a decent quarter from Stockwik, with sales of SEK 235m, up 21% y/y, (1% organic and 20% M&A). As such, we do not anticipate any drama with regards to sales and expect all segments to post a stable top line. We continue to expect Business Services will be burdened by the loss of a major customer that switched to another supplier as a result of structural changes and take into consideration cost overruns and the softer outlook presented in Q3 for Property Services. As such, we expect Q4 EBITA of SEK 26m, up 19% y/y. On a positive note, we foresee a strong Q4 in Industry in line with its seasonal pattern, which should contribute to a working capital release in the quarter.

Expanding further into healthcare

Following a quarter without M&A, Stockwik pulled the trigger and expanded further into healthcare – a segment preferred by the company given its rather stable characteristics. Through the acquisitions of Fysrehab Linköping and Linköping Health Care AB, two acquisitions that together add some 5% to 2023E sales and 4% to 2023E EBITA, we expect Healthcare to make up 22% of sales in 2023.

Suggested fair value range of SEK 38-76 per share

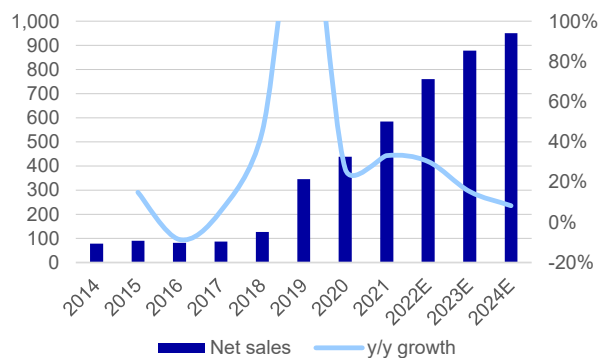
Ahead of the Q4 report, we raise 2023E-24E EBITA by 2-3%, adding the recent M&A, but we anticipate a somewhat slower recovery in Business Services and softer outlook in Property Protection. Stockwik is currently trading at 2023E EV/EBITA of ~7x, compared to 14x for our weighted peer group. We still argue that a discount to the peer group is warranted, given Stockwik's high leverage, short track record of high-pace M&A and company-specific risks. We reiterate our fair value range of SEK 38-76.

SUMMARY TABLE - KEY FIGURES

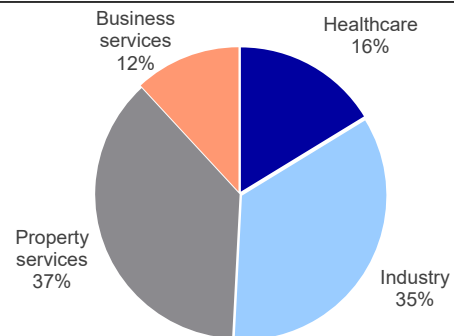
SEKm	2018	2019	2020	2021	2022E	2023E	2024E
Total revenue	127	346	439	584	761	878	951
EBITDA (adj)	5	31	37	68	87	112	122
EBIT (adj)	1	12	10	40	42	61	68
EBIT (adj) margin	0.5%	3.6%	2.3%	6.8%	5.5%	7.0%	7.2%
EPS (adj, SEK)	3.79	6.26	-0.19	0.03	0.44	1.89	3.27
EPS (adj) growth	10,259.0%	65.1%	-103.0%	118.6%	1,153.8%	332.2%	72.8%
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	0.8	0.7	0.6
EV/EBIT (adj)	226.4	24.9	67.9	21.3	13.8	9.5	8.1
P/E (adj)	5.8	5.1	n.m.	n.m.	83.3	19.3	11.1
P/BV	2.1	1.5	3.7	2.3	0.9	0.8	0.8
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%	0.3%	8.1%	19.5%	25.9%
Net debt	36	169	252	265	354	358	328
Net debt/EBITDA	6.6	5.5	6.9	3.9	4.1	3.2	2.7
ROIC after tax	0.7%	5.6%	2.5%	7.1%	5.9%	8.1%	9.0%

Source: Company data and Nordea estimates

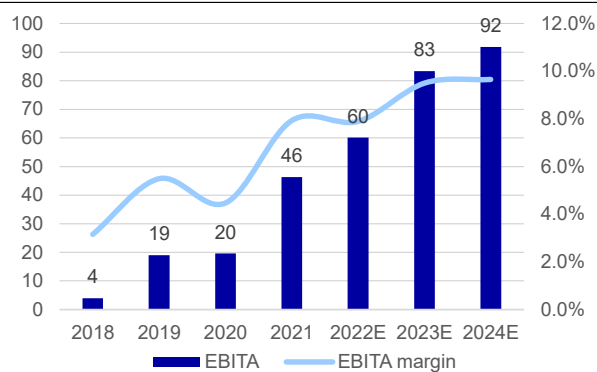
Selected charts

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


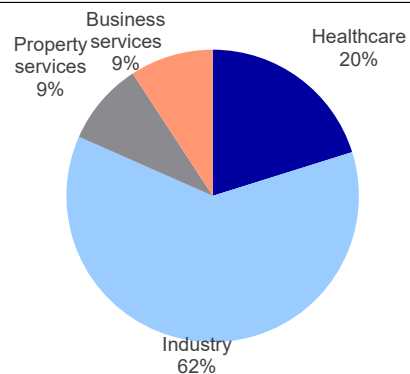
Source: Company data and Nordea estimates

SALES BY SEGMENT, 2022E


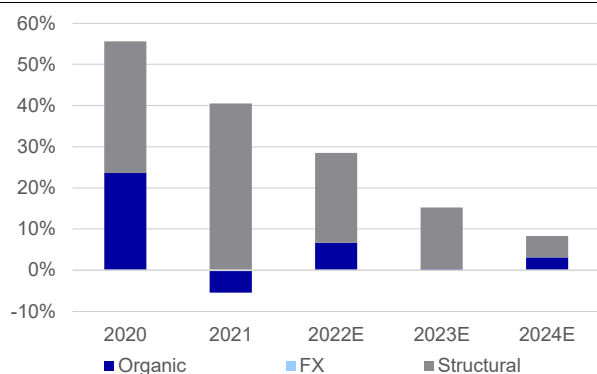
Source: Company data and Nordea estimates

EBITA (SEKm) AND EBITA MARGIN (%)


Source: Company data and Nordea estimates

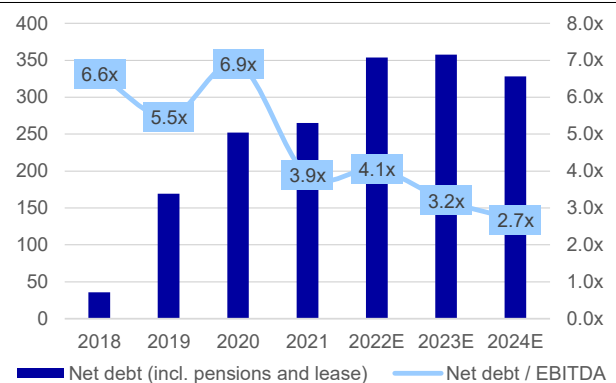
EBITA BY SEGMENT, 2022E


Source: Company data and Nordea estimates

SALES GROWTH BREAKDOWN (%)


*Growth for 2020 and 2021 is based on estimates

Source: Company data and Nordea estimates

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


Source: Company data and Nordea estimates

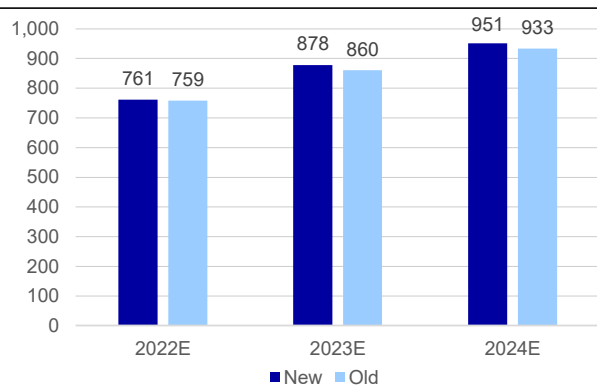
Estimate revisions

STOCKWIK: ESTIMATE REVISIONS

SEKm	New estimates				Old estimates				Difference %			
	Q4 22E	2022E	2023E	2024E	Q4 22E	2022E	2023E	2024E	Q4 22E	2022E	2023E	2024E
Net sales	235	761	878	951	233	759	860	933	1%	0%	2%	2%
Raw material and consumables	-106	-341	-407	-439	-102	-337	-399	-431	4%	1%	2%	2%
Gross profit	130	428	472	512	131	429	461	502	-1%	0%	2%	2%
Other external costs	-24	-78	-88	-95	-23	-77	-86	-93	1%	0%	2%	2%
Personnel costs	-73	-264	-272	-295	-72	-263	-267	-289	1%	0%	2%	2%
Other operating costs	0	0	0	0	0	0	0	0	n.a.	0%	n.a.	n.a.
EBITDA (excl. leasing)	33	87	112	122	35	89	108	120	-6%	-2%	3%	2%
Depreciation	-8	-27	-28	-30	-7	-27	-28	-30	1%	0%	2%	2%
EBITA	26	60	83	92	28	62	81	90	-8%	-3%	3%	2%
Amortisation	-6	-18	-22	-24	-6	-18	-22	-23	1%	0%	2%	2%
EBIT	20	42	61	68	22	44	59	67	-10%	-5%	3%	2%
Financial net	-12	-39	-47	-43	-10	-37	-45	-42	20%	5%	3%	3%
Pretax profit	8	2	15	25	12	7	14	25	-35%	-63%	4%	1%
Tax	0	0	-3	-5	-2	-2	-3	-5	-100%	-109%	4%	1%
Net profit	8	3	12	20	9	4	11	20	-18%	-39%	4%	1%
Diluted EPS, SEK	1.25	0.44	1.89	3.27	1.53	0.72	1.82	3.24	-18%	-39%	4%	1%
Sales drivers												
Organic	1%	7%	0%	3%	3%	7%	3%	3%	-1.9pp	-0.6pp	-2.6pp	0.0pp
FX	0%	0%	0%	0%	0%	0%	0%	0%	0.0pp	0.0pp	0.0pp	0.0pp
Structure	20%	22%	15%	5%	17%	21%	10%	5%	3.3pp	1.1pp	4.6pp	-0.1pp
Total	21%	29%	15%	8%	20%	28%	13%	8%	1.4pp	0.5pp	1.9pp	-0.1pp

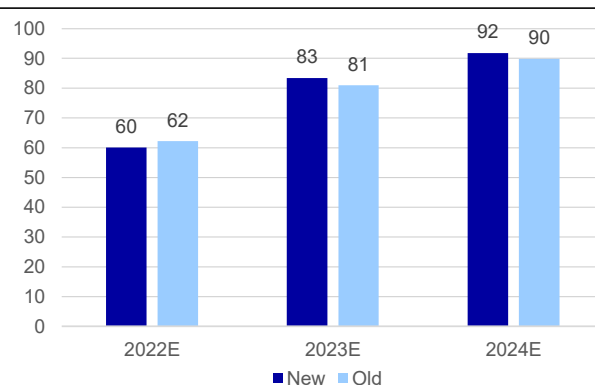
Source: Company data and Nordea estimates

NET SALES: NEW ESTIMATES VS. OLD ESTIMATES (SEKm)



Source: Nordea estimates

EBITA: NEW ESTIMATES VS. OLD ESTIMATES (SEKm)



Source: Nordea estimates

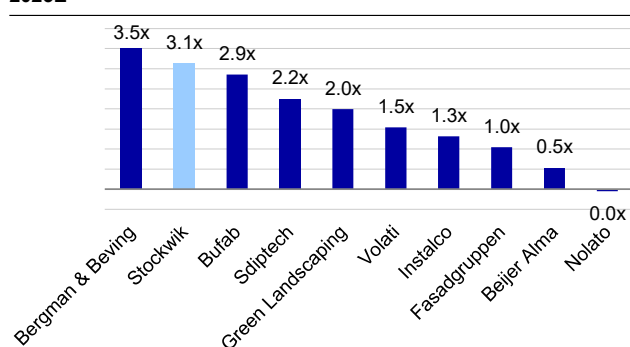
Valuation

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	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E
Beijer Alma	BUY	13,499	11.0x	10.4x	13.7x	13.0x	14.5x	13.5x	17.9x	17.1x	2.7%	2.9%	0.5x	0.6x	13.9%	14.8%
Bergman & Beving	-	3,314	8.5x	8.0x	12.5x	11.5x	14.1x	13.2x	15.5x	14.0x	3.0%	3.4%	3.5x	2.9x	n.a.	n.a.
Bufab	-	11,087	13.3x	12.7x	15.5x	14.7x	17.1x	16.1x	19.2x	17.3x	1.7%	1.8%	2.9x	2.5x	11.6%	12.6%
Fasadgruppen	BUY	5,543	10.4x	9.4x	11.8x	10.5x	12.6x	11.3x	15.5x	14.1x	1.5%	1.8%	1.0x	0.6x	12.8%	13.6%
Green Landscaping	-	4,245	9.4x	9.0x	11.7x	10.2x	18.1x	16.8x	16.8x	15.6x	1.3%	2.6%	2.0x	1.4x	n.a.	n.a.
Instalco	BUY	10,990	11.6x	9.1x	13.2x	10.2x	14.5x	11.0x	16.9x	13.4x	1.9%	2.1%	1.3x	0.55x	13.2%	16.7%
Nolato	HOLD	17,957	11.8x	9.7x	17.7x	13.4x	18.5x	14.0x	24.3x	18.5x	3.5%	3.8%	0.0x	-0.2x	12.2%	15.9%
Sdiptech	BUY	10,864	13.3x	12.1x	15.6x	14.2x	17.8x	16.2x	22.2x	20.0x	0.0%	0.0%	2.2x	1.76x	9.3%	9.6%
Volati	HOLD	8,401	10.9x	9.9x	14.6x	13.0x	16.5x	14.6x	23.1x	20.5x	1.5%	1.6%	1.5x	1.2x	11.5%	13.2%
Average		9,544	11.1x	10.0x	14.0x	12.3x	16.0x	14.1x	19.0x	16.7x	1.9%	2.2%	1.7x	1.3x	12.1%	13.8%
Median		8,266	11.0x	9.7x	13.7x	13.0x	16.5x	14.0x	17.9x	17.1x	1.7%	2.1%	1.5x	1.2x	12.2%	13.6%
Stockwik		231	5.3x	4.5x	7.0x	6.0x	9.6x	8.1x	20.6x	11.6x	0.0%	0.0%	3.1x	2.6x	8.0%	9.1%
vs. peer average	-	-	-53%	-55%	-50%	-51%	-40%	-42%	8%	-31%	-1.9pp	-2.1pp	88%	108%	-4.1pp	-4.6pp
vs. peer median	-	-	-52%	-53%	-49%	-53%	-42%	-42%	15%	-32%	-1.7pp	-2.1pp	103%	124%	-4.2pp	-4.6pp

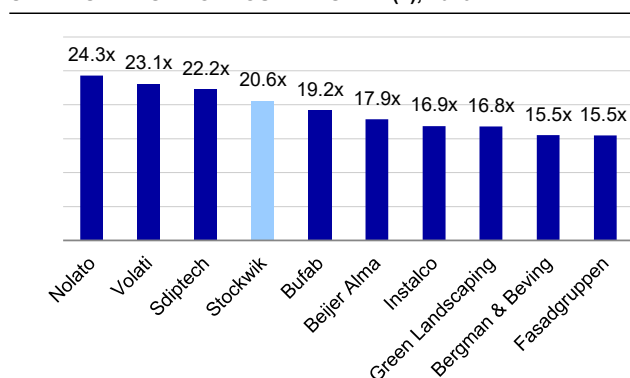
Source: Refinitiv and Nordea estimates

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



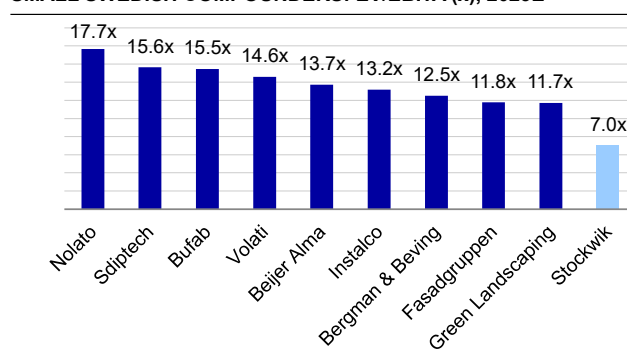
Source: Refinitiv and Nordea estimates

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



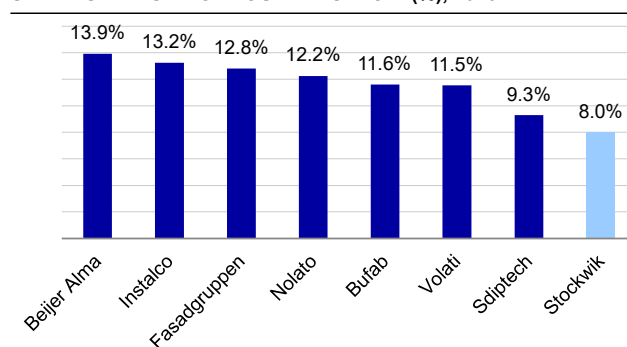
Source: Refinitiv and Nordea estimates

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



Source: Refinitiv and Nordea estimates

SMALL SWEDISH COMPOUNDERS: ROIC (%), 2023E



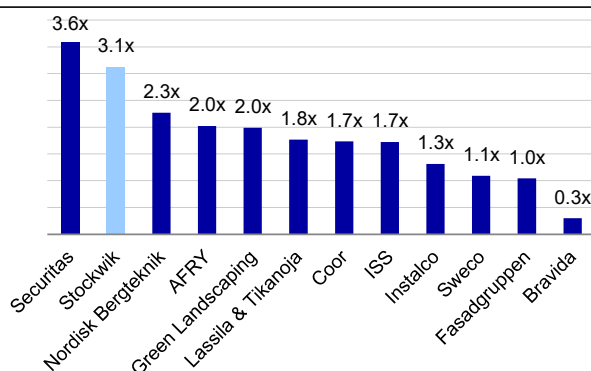
Source: Refinitiv and Nordea estimates

PEER VALUATION TABLE: SERVICE COMPANIES

		Mcap.	Adj. EV/EBITDA		Adj. EV/EBITA		Adj. EV/EBIT		Adj. P/E		Div. yield		ND/EBITDA		ROIC	
Stock	Rec.	Local	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E
AFRY	BUY	22,696	10.2x	9.4x	13.8x	12.5x	15.1x	13.7x	17.8x	17.0x	3.0%	3.0%	2.0x	1.6x	7.9%	8.6%
Bravida	BUY	24,296	11.5x	10.6x	14.4x	13.7x	14.5x	13.7x	18.4x	18.0x	2.8%	2.9%	0.3x	0.0x	13.7%	14.0%
Coor	-	6,565	9.1x	8.5x	12.1x	11.4x	15.0x	12.7x	12.9x	12.1x	7.1%	7.1%	1.7x	1.5x	n.a	n.a
Fasadgruppen	BUY	5,543	10.4x	9.4x	11.8x	10.5x	12.6x	11.3x	15.5x	14.1x	1.5%	1.8%	1.0x	0.6x	12.8%	13.6%
Green Landscaping	-	4,245	9.4x	9.0x	11.7x	10.2x	18.1x	16.8x	16.8x	15.6x	1.3%	2.6%	2.0x	1.4x	n.a	n.a
Instalco	BUY	10,990	11.6x	9.1x	13.2x	10.2x	14.5x	11.0x	16.9x	13.4x	1.9%	2.1%	1.3x	0.5x	13.2%	16.7%
ISS	BUY	27,603	6.8x	5.6x	10.5x	8.3x	10.5x	8.3x	12.9x	10.3x	2.4%	4.0%	1.7x	1.2x	12.2%	
Lassila & Tikanoja	HOLD	455	6.3x	5.8x	13.8x	12.1x	13.8x	12.1x	13.8x	12.2x	4.2%	4.4%	1.8x	1.5x	8.4%	9.3%
Nordisk Bergteknik	BUY	1,594	5.1x	4.7x	10.2x	9.0x	10.2x	9.0x	9.0x	8.2x	4.7%	5.1%	2.3x	2.0x	8.4%	8.8%
Securitas	BUY	59,412	7.8x	7.3x	10.9x	10.1x	11.7x	10.7x	10.9x	10.9x	3.9%	4.5%	3.6x	2.9x	7.9%	8.2%
Sweco	HOLD	43,844	14.2x	12.8x	21.5x	18.9x	22.8x	19.8x	28.4x	25.0x	2.0%	2.2%	1.1x	0.7x	11.4%	12.7%
Average		18,840	9.3x	8.4x	13.1x	11.5x	14.4x	12.7x	15.8x	14.2x	3.1%	3.6%	1.7x	1.3x	10.7%	11.5%
Median		10,990	9.4x	9.0x	12.1x	10.5x	14.5x	12.1x	15.5x	13.4x	2.8%	3.0%	1.7x	1.4x	11.4%	11.0%
Stockwik		231	5.3x	4.5x	7.0x	6.0x	9.6x	8.1x	20.6x	11.6x	0.0%	0.0%	3.1x	2.6x	8.0%	9.1%
vs. peer average	-	-	-43%	-46%	-46%	-48%	-34%	-36%	31%	-19%	-3pp	-3pp	82%	104%	-3pp	-2pp
vs. peer median	-	-	-44%	-50%	-42%	-43%	-34%	-33%	33%	-13%	-3pp	-3pp	80%	83%	-3pp	-2pp

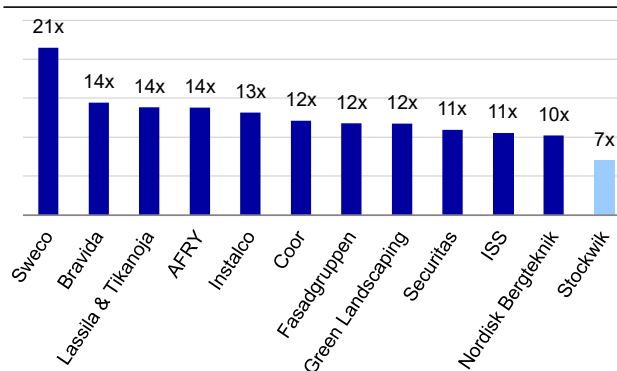
Source: Refinitiv and Nordea estimates

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



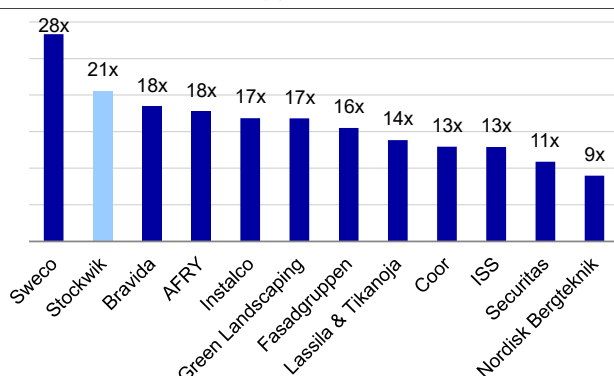
Source: Refinitiv and Nordea estimates

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



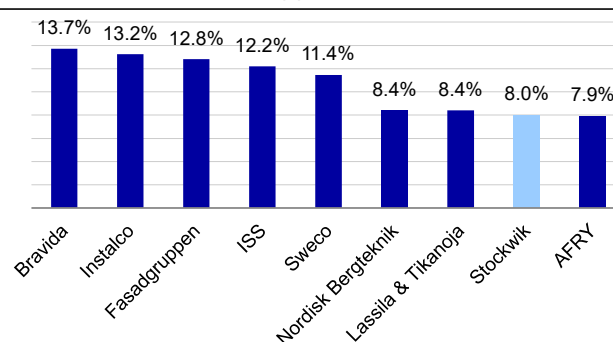
Source: Refinitiv and Nordea estimates

SERVICE COMPANIES: P/E (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 22	Q4 22E
Net sales	96	98	100	144	116	143	134	192	150	195	181	235
Raw material and consumables	-51	-53	-52	-79	-48	-67	-64	-90	-58	-90	-87	-106
Gross profit	46	47	49	68	69	77	72	106	95	108	96	130
Other external costs	-10	-8	-9	-15	-13	-15	-12	-20	-18	-19	-17	-24
Personnel costs	-29	-28	-32	-42	-45	-51	-43	-58	-59	-73	-60	-73
Other operating costs	0	0	0	0	0	0	0	0	0	0	0	0
EBITDA (excl. leasing)	6	11	8	11	13	11	17	27	19	16	19	33
Depreciation	-4	-4	-5	-5	-5	-5	-6	-6	-6	-7	-7	-8
EBITA	3	8	3	7	8	5	11	22	14	9	12	26
Amortisation	-2	-2	-3	-3	-4	5	-4	-4	-4	-4	-4	-6
EBIT	1	6	1	3	5	1	7	17	10	5	8	20
Financial net	-5	-4	-9	-8	-8	-9	-8	-5	-8	-11	-9	-12
Pretax profit	-4	2	-9	-4	-3	-7	-1	12	2	-7	-1	8
Tax	0	1	16	-3	-4	1	1	-7	1	-1	1	0
Net profit	-4	2	7	-7	-7	-6	0	5	3	-8	0	8
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	-1.35	-1.16	-0.03	0.76	0.48	-1.27	-0.03	1.25
Margins and ratios												
Gross profit	47.6%	48.0%	49.0%	47.4%	59.6%	54.0%	53.9%	54.9%	63.4%	55.3%	53.2%	55.1%
EBITDA margin	6.2%	11.5%	8.1%	7.8%	11.3%	7.4%	12.9%	14.1%	12.7%	8.0%	10.7%	14.1%
EBITA margin	2.6%	7.8%	3.0%	4.6%	6.6%	3.7%	8.4%	11.2%	9.0%	4.5%	6.8%	10.9%
EBIT margin	0.6%	5.8%	0.5%	2.3%	4.2%	1.0%	5.5%	9.0%	6.5%	2.4%	4.3%	8.4%
Sales growth y/y												
Organic	53%	33%	9%	19%	-20%	-6%	-8%	7%	5%	12%	10%	1%
FX	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Acq	107%	31%	18%	17%	43%	54%	43%	28%	22%	23%	24%	20%
Total sales growth	116%	29%	-1%	15%	23%	47%	35%	35%	27%	35%	34%	21%

*Historical sales growth split based on estimates

Source: Company data and Nordea estimates

STOCKWIK: ANNUAL ESTIMATES (SEKm)

	2018	2019	2020	2021	2022E	2023E	2024E
Net sales	127	346	439	584	761	878	951
Raw material and consumables	-64	-192	-234	-268	-341	-407	-439
Gross profit	64	156	210	325	428	472	512
Other external costs	-17	-32	-43	-60	-78	-88	-95
Personnel costs	-41	-93	-131	-196	-264	-272	-295
Other operating costs	0	0	0	0	0	0	0
EBITDA (excl. leasing)	5	31	37	68	87	112	122
Depreciation	-1	-12	-17	-22	-27	-28	-30
EBITA	4	19	20	46	60	83	92
Amortisation	-4	-7	-9	-7	-18	-22	-24
EBIT	1	12	10	40	42	61	68
Financial net	-3	-14	-25	-30	-39	-47	-43
Pretax profit	-3	-1	-15	10	2	15	25
Tax	20	29	14	-10	0	-3	-5
Net profit	17	28	-1	0	3	12	20
Avg. number of shares (after dilution)	4	4	5	6	6	6	6
Diluted EPS, SEK	3.85	6.54	-0.19	-0.33	0.44	1.89	3.27
Margins and ratios	2018	2019	2020	2021	2022E	2023E	2024E
Gross profit							
EBITDA margin	4.3%	9.0%	8.3%	11.7%	11.5%	12.7%	12.9%
EBITA margin	3.3%	5.5%	4.5%	7.9%	7.9%	9.5%	9.7%
EBIT margin	0.5%	3.6%	2.3%	6.8%	5.5%	7.0%	7.2%
Sales growth y/y	2018	2019	2020	2021	2022E	2023E	2024E
Organic	-10%	2%	24%	-5%	7%	0%	3%
FX	0%	0%	0%	0%	0%	0%	0%
Structural	55%	166%	32%	41%	22%	15%	5%
Total sales growth	45%	173%	27%	35%	29%	15%	8%

*Historical sales growth split based on estimates

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	761	878	951
Revenue growth	-26.0%	15.0%	-8.5%	5.7%	45.1%	172.6%	26.7%	33.2%	30.3%	15.4%	8.3%
of which organic	n.a.	n.a.	n.a.	-36.8%	-9.9%	2.1%	23.7%	-5.4%	6.7%	0.3%	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	87	112	122
Depreciation and impairments PPE	-5	-4	-4	-2	-1	-12	-17	-22	-27	-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	60	83	92
Amortisation and impairments	0	0	0	-2	-4	-7	-9	-7	-18	-22	-24
EBIT	-9	-3	-2	-4	1	12	10	40	42	61	68
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	-47	-43
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	10	2	15	25
Reported taxes	0	1	1	13	20	29	14	-10	0	-3	-5
Net profit from continued operations	-11	-5	-5	7	17	28	-1	0	3	12	20
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	0	3	12	20
EPS, SEK	-0.01	0.00	0.00	0.00	3.79	6.26	-0.19	0.03	0.44	1.89	3.27
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%	11.5%	12.7%	12.9%
EBITA	-11.7%	-3.3%	-2.1%	-2.3%	3.3%	5.5%	4.5%	7.9%	7.9%	9.5%	9.7%
EBIT	-11.7%	-3.3%	-2.1%	-4.5%	0.5%	3.6%	2.3%	6.8%	5.5%	7.0%	7.2%

Adjusted earnings

EBITDA (adj)	-4	1	2	-1	5	31	37	68	87	112	122
EBITA (adj)	-9	-3	-2	-2	4	19	20	46	60	83	92
EBIT (adj)	-9	-3	-2	-4	1	12	10	40	42	61	68
EPS (adj, SEK)	-0.01	0.00	0.00	0.00	3.79	6.26	-0.19	0.03	0.44	1.89	3.27

Adjusted profit margins in percent

EBITDA (adj)	-5.3%	1.1%	2.2%	-0.6%	4.3%	9.0%	8.3%	11.7%	11.5%	12.7%	12.9%
EBITA (adj)	-11.7%	-3.3%	-2.1%	-2.3%	3.3%	5.5%	4.5%	7.9%	7.9%	9.5%	9.7%
EBIT (adj)	-11.7%	-3.3%	-2.1%	-4.5%	0.5%	3.6%	2.3%	6.8%	5.5%	7.0%	7.2%

Performance metrics

CAGR last 5 years											
Net revenue	n.a.	n.a.	n.a.	n.a.	3.6%	34.5%	37.1%	47.8%	54.1%	47.2%	22.4%
EBITDA	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	105.5%	106.8%	n.m.	83.2%	31.6%
EBIT	n.a.	n.a.	n.a.	n.a.	n.m.	n.m.	n.m.	n.m.	n.m.	152.4%	40.6%
EPS	n.a.	n.a.	n.a.	n.a.	n.m.	n.m.	n.m.	n.m.	158.7%	-13.0%	-12.2%
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%	3.7%	4.6%	5.5%	6.1%
Average EBITDA margin	n.a.	n.a.	n.a.	-4.5%	0.8%	5.3%	6.9%	8.9%	10.1%	11.1%	11.8%

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.	83.3	19.3	11.1
EV/EBITDA (adj)	n.m.	28,614.0	21,112.0	n.m.	25.2	10.0	19.0	12.4	6.6	5.2	4.5
EV/EBITA (adj)	n.m.	n.m.	n.m.	n.m.	32.3	16.2	35.3	18.3	9.6	7.0	6.0
EV/EBIT (adj)	n.m.	n.m.	n.m.	n.m.	226.4	24.9	67.9	21.3	13.8	9.5	8.1

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.	83.3	19.3	11.1
EV/Sales	n.m.	n.m.	n.m.	n.m.	1.07	0.89	1.58	1.45	0.76	0.66	0.58
EV/EBITDA	n.m.	28,614.0	21,112.0	n.m.	25.2	10.0	19.0	12.4	6.6	5.2	4.5
EV/EBITA	n.m.	n.m.	n.m.	n.m.	32.3	16.2	35.3	18.3	9.6	7.0	6.0
EV/EBIT	n.m.	n.m.	n.m.	n.m.	226.4	24.9	67.9	21.3	13.8	9.5	8.1
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%	-11.5%	-38.4%	10.4%	16.3%
FCF Yield bef A&D, lease adj	-0.1%	0.0%	0.0%	0.0%	-1.4%	-0.6%	2.2%	0.3%	8.1%	19.5%	25.9%
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	430	428	426
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	79	60	39
of which goodwill	35	36	17	17	38	129	203	283	351	369	387
Tangible assets	3	2	4	4	4	27	34	58	75	69	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	561	549	535
Inventory	0	0	0	0	0	17	22	33	72	83	90
Accounts receivable	15	18	17	15	23	63	83	114	141	162	176
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	205	249	307
Total current assets	18	18	21	17	27	100	192	341	426	502	581
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	986	1,051	1,116
Shareholders equity	20	21	18	27	48	93	119	254	257	268	289
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	257	268	289
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	556	584	613
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	557	584	613
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	88	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	103	112
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	173	198	214
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	986	1,051	1,116
Balance sheet and debt metrics											
Net debt	31	30	18	17	36	169	252	265	354	358	328
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	47	55	59
Invested capital	53	52	38	45	87	263	372	511	608	604	595
Capital employed	53	50	40	45	86	281	458	706	821	860	909
ROE	n.m.	-26.5%	-25.2%	32.2%	46.5%	39.3%	-0.8%	0.1%	1.1%	4.4%	7.2%
ROIC	-27.7%	-4.5%	-3.0%	-7.4%	0.7%	5.6%	2.5%	7.1%	5.9%	8.1%	9.0%
ROCE	-34.4%	-5.8%	-3.8%	-9.2%	0.9%	7.0%	2.9%	7.9%	6.5%	7.3%	7.7%
Net debt/EBITDA	n.m.	30.1	10.0	n.m.	6.6	5.5	6.9	3.9	4.1	3.2	2.7
Interest coverage	-5.9	-1.0	-0.5	-2.6	0.2	0.9	0.4	1.3	1.1	1.3	1.6
Equity ratio	27.3%	29.1%	31.4%	43.0%	42.1%	26.8%	20.8%	30.5%	26.0%	25.5%	25.9%
Net gearing	158.0%	145.9%	102.3%	65.3%	75.4%	182.2%	212.4%	104.3%	137.8%	133.3%	113.8%

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	87	112	122
Paid taxes	0	0	0	0	-2	-6	-2	-10	0	-3	-5
Net financials	-2	-3	-4	-2	-3	-14	-25	-30	-39	-47	-43
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	-11	0	0	0
Funds from operations (FFO)	-8	0	0	-1	1	7	9	23	56	66	78
Change in NWC	1	1	-2	1	-1	4	16	-14	-23	-6	-3
Cash flow from operations (CFO)	-7	1	-2	-1	0	11	25	9	33	60	75
Capital expenditure	-1	-1	-1	-1	-1	-2	-2	-3	-8	-9	-10
Free cash flow before A&D	-8	0	-3	-1	-1	9	23	6	26	51	65
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	-112	-28	-29
Free cash flow	-18	-2	-5	-1	-20	-68	-52	-67	-86	23	37
Free cash flow bef A&D, lease adj	-8	0	-3	-1	-1	-1	10	2	18	44	58
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	112	28	29
Other financing adjustments	0	0	0	0	0	0	0	0	-8	-7	-7
Other non-cash adjustments	13	-2	4	0	0	-8	-13	167	0	0	0
Change in cash	3	-3	4	-3	2	16	68	100	18	44	58
Cash flow metrics											
Capex/D&A	28.1%	17.5%	25.7%	14.7%	20.8%	10.8%	5.7%	11.7%	16.8%	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	21	37	37
Market cap.	16,258	28,441	37,984	26,250	100	140	440	581	225	225	225
Enterprise value	16,289	28,471	38,002	26,267	136	309	692	846	579	582	553
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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This report has not been reviewed by the Issuer prior to publication.

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