

## Raketeck Group Holding

Media  
Sweden

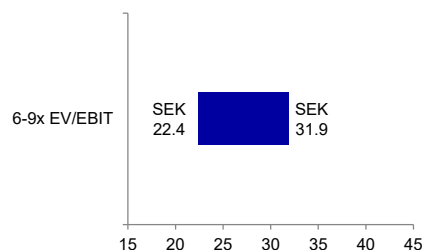
## KEY DATA

|                     |                   |
|---------------------|-------------------|
| Stock country       | Sweden            |
| Bloomberg           | RAKE SS           |
| Reuters             | RAKE.ST           |
| Share price (close) | SEK 17.82         |
| Free float          | 45%               |
| Market cap. (bn)    | EUR 0.07/SEK 0.76 |
| Website             | www.raketeck.com  |
| Next report date    | 17 Aug 2023       |

## PERFORMANCE



## VALUATION APPROACH (SEK/SHARE)



Source: Nordea estimates

## ESTIMATE CHANGES

| Year       | 2023E | 2024E | 2025E |
|------------|-------|-------|-------|
| Sales      | 2%    | 3%    | 3%    |
| EBIT (adj) | 1%    | 2%    | 3%    |

Source: Nordea estimates

## Nordea IB &amp; Equity - Analysts

Marlon Värnik  
Associate DirectorKlas Danielsson  
Associate

## Dampened seasonality effects

With continued strong momentum in the networks business, we expect the traditional seasonal softness to be less pronounced, and we estimate Q2 revenue of EUR 14.8m for Raketeck, representing 29% organic growth y/y. We still expect seasonal softness in the Nordics and the US, but for this to be mitigated by expansion in Japan, India and Latam. As the sub-affiliation business operates with lower margins (we assess 17-18%) and is currently outperforming, we argue there is upside potential to Raketeck's 2023 revenue guidance. We pencil in revenue of EUR 65.4m for 2023, which is slightly above Raketeck's full-year revenue guidance range of EUR 60-65m. On EBITDA, we estimate EUR 24.6m for 2023, which is at the upper end of Raketeck's 2023 guidance (EUR 20-25m). We lift our revenue estimates for 2023-25 by 1-4% and raise our multiples-based fair value range to SEK 22.4-31.9 (21.3-29.8).

## Low-margin business is driving growth

With a seasonally softer activity period in the US, with increasing churn, we expect revenue of EUR 14.8m for Raketeck in Q2 (29% organic growth y/y), to some extent supported by less seasonal patterns in Latam and Asia. As the lower-margin networks segment continues to drive growth, and with expansion and wage inflation from April onwards, we expect the EBITDA margin to drop 4.1 pp q/q to 34.6% in Q2 2023.

## Casumba earnout

As Casumba continues to perform above our expectations, we expect a positive revision of its earnout. Given the deal structure with an uncapped earnout component, based on Casumba's EBIT performance from January 2022 to July 2024, we pencil in a 33% y/y increase in D&A for 2023 (EUR 10.1m versus EUR 7.65m in 2022) and EUR 1.3m higher net financials in 2023, also impacted by the higher interest rate environment. This is the main reason why we lower 2023E-24E EPS by 2-4% despite raising our revenue estimates by 1-4% fuelled by the networks business.

## Upside potential to 2023 revenue guidance

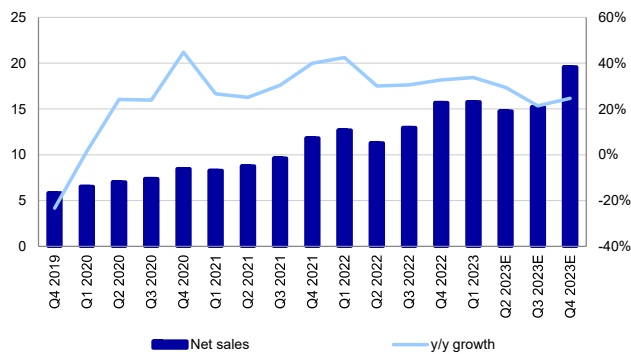
Supported by continued strong momentum in Latam, Casinoferber and Asia, we expect organic growth of 24% for 2023 and a, in our view, conservative 10% for 2024. With upside potential to Raketeck's 2023 revenue guidance, together with a conservative 2024 outlook and a depressed valuation, we argue that our multiples-based fair value range of SEK 22.4-31.9 (21.3-29.8) is conservative, reflecting 2023E-24E EV/EBIT of 6-9x.

## SUMMARY TABLE - KEY FIGURES

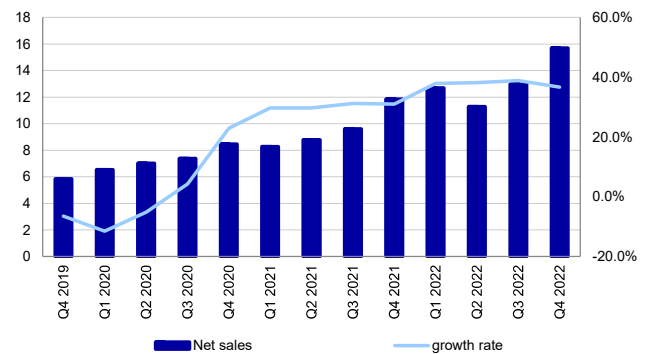
| EURm                     | 2019  | 2020  | 2021  | 2022  | 2023E | 2024E | 2025E |
|--------------------------|-------|-------|-------|-------|-------|-------|-------|
| Total revenue            | 24    | 29    | 39    | 53    | 66    | 71    | 76    |
| EBITDA (adj)             | 11    | 12    | 16    | 20    | 25    | 29    | 32    |
| EBIT (adj)               | 7     | 7     | 10    | 12    | 15    | 18    | 20    |
| EBIT (adj) margin        | 29.7% | 23.0% | 25.1% | 23.5% | 22.2% | 25.2% | 26.5% |
| EPS (adj, EUR)           | 0.16  | 0.15  | 0.19  | 0.20  | 0.24  | 0.30  | 0.35  |
| EPS (adj) growth         | -2.1% | -2.3% | 21.8% | 6.2%  | 20.1% | 26.7% | 16.6% |
| DPS (ord, EUR)           | 0.00  | 0.00  | 0.00  | 0.10  | 0.12  | 0.15  | 0.18  |
| EV/Sales                 | 1.4   | 1.3   | 2.9   | 1.4   | 1.1   | 0.9   | 0.7   |
| EV/EBIT (adj)            | 4.7   | 5.5   | 11.4  | 6.0   | 4.8   | 3.8   | 2.7   |
| P/E (adj)                | 5.8   | 7.0   | 12.5  | 8.1   | 6.6   | 5.2   | 4.4   |
| P/BV                     | 0.5   | 0.6   | 1.2   | 0.7   | 0.7   | 0.6   | 0.6   |
| Dividend yield (ord)     | 0.0%  | 0.0%  | 0.0%  | 6.2%  | 7.6%  | 9.7%  | 11.3% |
| FCF Yield bef A&D, lease | 33.9% | 31.0% | 14.9% | 28.3% | 20.5% | 24.6% | 27.1% |
| Net debt                 | -1    | -3    | 12    | 7     | 3     | 0     | -12   |
| Net debt/EBITDA          | 0.0   | -0.3  | 0.7   | 0.3   | 0.1   | 0.0   | -0.4  |
| ROIC after tax           | n.a.  | n.a.  | n.a.  | n.a.  | n.a.  | n.a.  | n.a.  |

Source: Company data and Nordea estimates

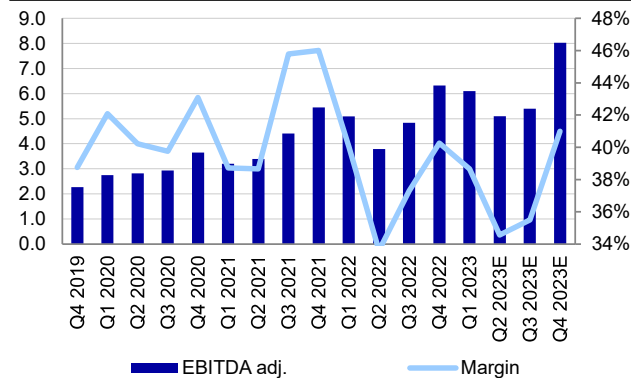
# Key charts

**NET SALES PER QUARTER (EURm) AND Y/Y GROWTH (%)**


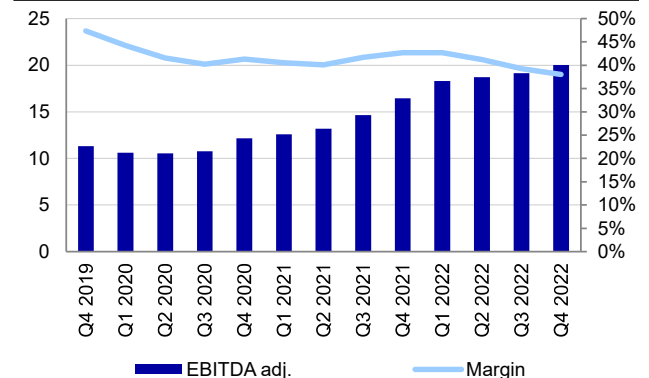
Source: Company data and Nordea estimates

**NET SALES (EURm) AND Y/Y GROWTH (%), LAST 12 MONTHS**


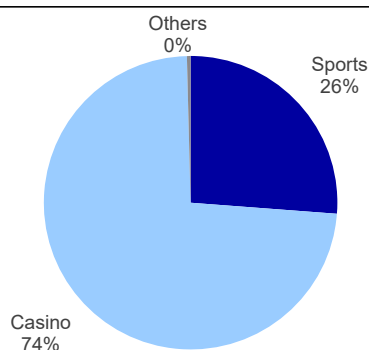
Source: Company data and Nordea estimates

**ADJUSTED EBITDA BY QUARTER (EURm) AND MARGIN (%)**


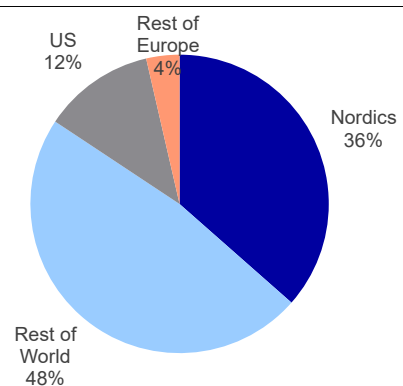
Source: Company data and Nordea estimates

**ADJUSTED EBITDA (EURm) AND MARGIN (%), LTM**


Source: Company data and Nordea estimates

**VERTICAL SPLIT, Q1 2023**


Source: Company data and Nordea

**DETAILED MARKET OVERVIEW, Q1 2023**


Source: Company data and Nordea

# Detailed estimates

## RAKOTECH: QUARTERLY ESTIMATES

| EURm                                | Q1 2023      | Q2 2023E     | Q3 2023E     | Q4 2023E     |
|-------------------------------------|--------------|--------------|--------------|--------------|
| <b>Revenue</b>                      | <b>15.8</b>  | <b>14.8</b>  | <b>15.2</b>  | <b>19.6</b>  |
| Other operating income              | 0.0          | 0.0          | 0.0          | 0.0          |
| <b>Total revenue</b>                | <b>15.8</b>  | <b>14.8</b>  | <b>15.2</b>  | <b>19.6</b>  |
| Direct costs                        | -4.3         | -4.0         | -4.3         | -5.5         |
| Personnel expenses                  | -2.3         | -2.7         | -2.7         | -2.9         |
| Depreciation and amortisation       | -2.3         | -2.5         | -2.6         | -2.7         |
| Other operating expenses            | -3.1         | -3.0         | -2.8         | -3.1         |
| <b>Adjusted EBIT</b>                | <b>3.8</b>   | <b>2.6</b>   | <b>2.8</b>   | <b>5.3</b>   |
| Non-recurring items                 | 0.0          | 0.0          | 0.0          | 0.0          |
| <b>Reported EBIT</b>                | <b>3.8</b>   | <b>2.6</b>   | <b>2.8</b>   | <b>5.3</b>   |
| Net financials                      | -0.8         | -1.0         | -1.0         | -1.0         |
| <b>Profit before tax</b>            | <b>3.0</b>   | <b>1.6</b>   | <b>1.9</b>   | <b>4.3</b>   |
| Income tax                          | -0.2         | -0.1         | -0.1         | -0.3         |
| <b>Profit after tax</b>             | <b>2.8</b>   | <b>1.5</b>   | <b>1.7</b>   | <b>4.0</b>   |
| <b>EPS adj. (EUR)</b>               | <b>0.07</b>  | <b>0.03</b>  | <b>0.04</b>  | <b>0.09</b>  |
| <b>Key ratios &amp; assumptions</b> |              |              |              |              |
| Revenue growth, y/y                 | 34%          | 29%          | 21%          | 25%          |
| <b>EBITDA adj.</b>                  | <b>6.1</b>   | <b>5.1</b>   | <b>5.4</b>   | <b>8.0</b>   |
| EBITDA adj. growth                  | 20%          | 34%          | 12%          | 27%          |
| <b>EBIT adj. growth</b>             | <b>20%</b>   | <b>32%</b>   | <b>-5%</b>   | <b>24%</b>   |
| EPS adj. growth                     | 24%          | 15%          | -26%         | 43%          |
| <b>EBITDA adj. margin</b>           | <b>38.7%</b> | <b>34.6%</b> | <b>35.5%</b> | <b>41.0%</b> |
| EBIT adj. margin                    | 24.3%        | 17.6%        | 18.5%        | 27.0%        |
| Tax rate                            | 6.8%         | 8.0%         | 8.0%         | 8.0%         |

Source: Company data and Nordea estimates

**RAKETECH: ANNUAL ESTIMATES**

| <b>EURm</b>                   | <b>2022</b>  | <b>2023E</b> | <b>2024E</b> | <b>2025E</b> |
|-------------------------------|--------------|--------------|--------------|--------------|
| <b>Revenue</b>                | <b>52.6</b>  | <b>65.4</b>  | <b>71.8</b>  | <b>77.2</b>  |
| Other operating income        | 0.0          | 0.0          | 0.0          | 0.0          |
| <b>Total revenue</b>          | <b>52.6</b>  | <b>65.4</b>  | <b>71.8</b>  | <b>77.2</b>  |
| Direct costs                  | -15.8        | -18.1        | -18.7        | -20.1        |
| Personnel expenses            | -8.7         | -10.6        | -11.7        | -11.9        |
| Depreciation and amortisation | -7.7         | -10.1        | -11.3        | -11.7        |
| Other operating expenses      | -8.1         | -12.0        | -12.0        | -13.1        |
| <b>Adjusted EBIT</b>          | <b>12.4</b>  | <b>14.5</b>  | <b>18.1</b>  | <b>20.4</b>  |
| Non-recurring items           | 0.0          | 0.0          | 0.0          | 0.0          |
| Reported EBIT                 | 12.4         | 14.5         | 18.1         | 20.4         |
| Net financials                | -2.3         | -3.7         | -3.8         | -3.8         |
| Profit before tax             | 10.0         | 10.9         | 14.3         | 16.6         |
| Income tax                    | -1.7         | -0.8         | -1.1         | -1.3         |
| <b>Profit after tax</b>       | <b>8.3</b>   | <b>10.0</b>  | <b>13.1</b>  | <b>15.3</b>  |
| <b>EPS adj. (EUR)</b>         | <b>0.2</b>   | <b>0.2</b>   | <b>0.3</b>   | <b>0.4</b>   |
| Key ratios & assumptions      |              |              |              |              |
| Revenue growth, y/y           | 35%          | 24%          | 10%          | 7%           |
| <b>EBITDA adj.</b>            | <b>20.0</b>  | <b>24.6</b>  | <b>29.4</b>  | <b>32.1</b>  |
| EBITDA adj. growth            |              | 23%          | 19%          | 9%           |
| <b>EBIT adj. growth</b>       |              | <b>17%</b>   | <b>24%</b>   | <b>13%</b>   |
| EPS adj. growth               |              | 16%          | 33%          | 17%          |
| <b>EBITDA adj. margin</b>     | <b>38.0%</b> | <b>37.7%</b> | <b>41%</b>   | <b>42%</b>   |
| EBIT adj. margin              | 24%          | 22%          | 25%          | 26%          |
| Tax rate                      | 17%          | 8%           | 8%           | 8%           |

Source: Company data and Nordea estimates

# Estimate revisions

## RAKETECH: ESTIMATE REVISIONS

| EURm                           | New estimates |              |              | Old estimates |              |              | Difference   |              |              |
|--------------------------------|---------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|
|                                | 2023E         | 2024E        | 2025E        | 2023E         | 2024E        | 2025E        | 2023E        | 2024E        | 2025E        |
| <b>Revenue</b>                 | <b>65.4</b>   | <b>71.8</b>  | <b>77.2</b>  | <b>64.6</b>   | <b>69.2</b>  | <b>74.0</b>  | <b>1%</b>    | <b>4%</b>    | <b>4%</b>    |
| Other operating income         | 0.0           | 0.0          | 0.0          | 0.0           | 0.0          | 0.0          | -            | -            | -            |
| <b>Total revenue</b>           | <b>65.4</b>   | <b>71.8</b>  | <b>77.2</b>  | <b>64.6</b>   | <b>69.2</b>  | <b>74.0</b>  | <b>1%</b>    | <b>4%</b>    | <b>4%</b>    |
| Direct costs                   | -18.1         | -18.7        | -20.1        | -18.3         | -18.0        | -19.2        | -1%          | 4%           | 4%           |
| Personnel expenses             | -10.6         | -11.7        | -11.9        | -11.3         | -11.9        | -11.8        | -6%          | -1%          | 0%           |
| Depreciation and amortisation  | -10.1         | -11.3        | -11.7        | -9.3          | -10.4        | -11.1        | 9%           | 9%           | 5%           |
| Other operating expenses       | -12.0         | -12.0        | -13.1        | -11.4         | -11.4        | -12.2        | 5%           | 5%           | 7%           |
| <b>Adjusted EBIT</b>           | <b>14.5</b>   | <b>18.1</b>  | <b>20.4</b>  | <b>14.4</b>   | <b>17.5</b>  | <b>19.6</b>  | <b>1%</b>    | <b>3%</b>    | <b>4%</b>    |
| Non-recurring items            | 0.0           | 0.0          | 0.0          | 0.0           | 0.0          | 0.0          | -            | -            | -            |
| <b>Reported EBIT</b>           | <b>14.5</b>   | <b>18.1</b>  | <b>20.4</b>  | <b>14.4</b>   | <b>17.5</b>  | <b>19.6</b>  | <b>1%</b>    | <b>3%</b>    | <b>4%</b>    |
| Interest payable on borrowings | -3.7          | -3.8         | -3.8         | -3.1          | -3.0         | -3.0         | -            | -            | -            |
| Finance costs                  | 0.0           | 0.0          | 0.0          | 0.0           | 0.0          | 0.0          | -            | -            | -            |
| Finance income                 | 0.0           | 0.0          | 0.0          | 0.0           | 0.0          | 0.0          | -            | -            | -            |
| Other non-operating income     | 0.0           | 0.0          | 0.0          | 0.0           | 0.0          | 0.0          | -            | -            | -            |
| <b>Profit before tax</b>       | <b>10.9</b>   | <b>14.3</b>  | <b>16.6</b>  | <b>11.4</b>   | <b>14.5</b>  | <b>16.6</b>  | <b>-4%</b>   | <b>-2%</b>   | <b>0%</b>    |
| Income tax                     | -0.8          | -1.1         | -1.3         | -0.9          | -1.2         | -1.3         | -            | -            | -            |
| <b>Profit after tax</b>        | <b>10.0</b>   | <b>13.1</b>  | <b>15.3</b>  | <b>10.5</b>   | <b>13.4</b>  | <b>15.3</b>  | <b>-4%</b>   | <b>-2%</b>   | <b>0%</b>    |
| <b>EPS adj. (EUR)</b>          | <b>0.24</b>   | <b>0.30</b>  | <b>0.35</b>  | <b>0.25</b>   | <b>0.31</b>  | <b>0.35</b>  | <b>-4%</b>   | <b>-2%</b>   | <b>0%</b>    |
| <b>Key ratios</b>              |               |              |              |               |              |              |              |              |              |
| <b>Sales growth</b>            | <b>24%</b>    | <b>10%</b>   | <b>7%</b>    | <b>23%</b>    | <b>7%</b>    | <b>7%</b>    | <b>1pp</b>   | <b>3pp</b>   | <b>0pp</b>   |
| EBIT adj. growth               | 17%           | 24%          | 13%          | 17%           | 22%          | 12%          | 1pp          | 3pp          | 1pp          |
| <b>EBITDA adj.</b>             | <b>24.6</b>   | <b>29.4</b>  | <b>32.1</b>  | <b>23.7</b>   | <b>27.9</b>  | <b>30.7</b>  | <b>4%</b>    | <b>5%</b>    | <b>4%</b>    |
| <b>EBITDA adj. margin</b>      | <b>37.7%</b>  | <b>41.0%</b> | <b>41.6%</b> | <b>36.7%</b>  | <b>40.4%</b> | <b>41.5%</b> | <b>1.0pp</b> | <b>0.6pp</b> | <b>0.1pp</b> |
| EBIT adj. margin               | 22.2%         | 25.2%        | 26.5%        | 22.3%         | 25.4%        | 26.5%        | -0.1pp       | -0.2pp       | 0.0pp        |
| Tax rate                       | 7.7%          | 8.0%         | 8.0%         | 7.7%          | 8.0%         | 8.0%         | 0.0pp        | 0.0pp        | 0.0pp        |

Source: Nordea estimates

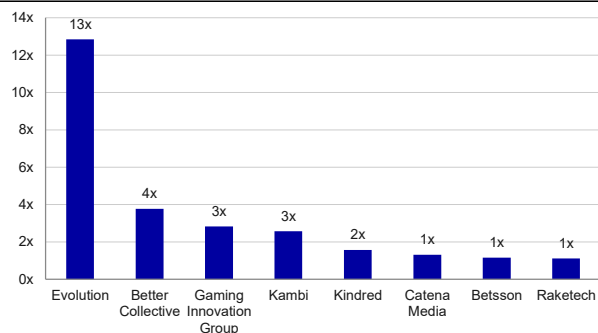
# Valuation

## ONLINE GAMBLING: PEER VALUATION

|                         | Mcap.<br>SEKm | EV/Sales |       | EV/EBITDA |       | EV/EBIT adj. |       | P/E adj. |       | EPS growth |       | Yield | ROE   | Sales<br>CAGR | EBIT<br>2022-2024 | EBIT margin<br>2023E |
|-------------------------|---------------|----------|-------|-----------|-------|--------------|-------|----------|-------|------------|-------|-------|-------|---------------|-------------------|----------------------|
|                         |               | 2023E    | 2024E | 2023E     | 2024E | 2023E        | 2024E | 2023E    | 2024E | 2023E      | 2024E | 2023E | 2023E |               |                   |                      |
| Nordic                  |               |          |       |           |       |              |       |          |       |            |       |       |       |               |                   |                      |
| Supplier/ platform      |               |          |       |           |       |              |       |          |       |            |       |       |       |               |                   |                      |
| Evolution               | 288,436       | 12.8x    | 10.8x | 18.5x     | 15.4x | 20.4x        | 16.9x | 23.1x    | 20.4x | 24%        | 14%   | 2.2%  | 28%   | 17%           | 18%               | 64%                  |
| Kambi                   | 6,006         | 2.6x     | 2.4x  | 6.9x      | 6.6x  | 14.0x        | 13.1x | 20.5x    | 18.2x | 3%         | 13%   | 0.0%  | 14%   | 7%            | 3%                | 19%                  |
| Operators               |               |          |       |           |       |              |       |          |       |            |       |       |       |               |                   |                      |
| Betsson                 | 13,771        | 1.1x     | 1.0x  | 4.6x      | 4.2x  | 5.8x         | 5.1x  | 8.6x     | 7.5x  | 28%        | 7%    | 5.5%  | 21%   | 12%           | 17%               | 19%                  |
| Kindred                 | 26,557        | 1.6x     | 1.4x  | 9.8x      | 7.8x  | 13.0x        | 9.2x  | 16.2x    | 11.6x | 83%        | 36%   | 3.9%  | 19%   | 9%            | 38%               | 15%                  |
| Affiliates              |               |          |       |           |       |              |       |          |       |            |       |       |       |               |                   |                      |
| Catena Media            | 1,520         | 1.3x     | 1.2x  | 3.3x      | 2.9x  | 4.5x         | 3.8x  | 6.8x     | 5.3x  | -26%       | 27%   | 0.0%  | 13%   | -1%           | -2%               | 32%                  |
| Gaming Innovation Group | 3,213         | 2.8x     | 2.5x  | 6.7x      | 5.0x  | 11.8x        | 7.6x  | 13.9x    | 8.9x  | 124%       | 73%   | 0.0%  | 26%   | 17%           | 53%               | 32%                  |
| Better Collective       | 12,029        | 3.8x     | 3.3x  | 11.5x     | 9.5x  | 14.0x        | 11.1x | 17.2x    | 13.3x | 19%        | 29%   | 2.9%  | 14%   | 12%           | 18%               | 30%                  |
| Raketech                | 740           | 1.1x     | 1.0x  | 3.0x      | 2.6x  | 4.8x         | 3.7x  | 5.8x     | 4.5x  | 31%        | 29%   | 6.9%  | 11%   | 11%           | 16%               | 28%                  |
| Median                  | 9,017         | 2.1x     | 1.9x  | 6.8x      | 5.8x  | 12.4x        | 8.4x  | 15.0x    | 10.3x | 26%        | 28%   | 2.5%  | 17%   | 11%           | 18%               | 29%                  |
| International           |               |          |       |           |       |              |       |          |       |            |       |       |       |               |                   |                      |
| 888                     | 6,104         | 1.1x     | 1.0x  | 5.5x      | 5.0x  | 8.5x         | 7.1x  | 8.7x     | 4.8x  | 9%         | 83%   | 0.0%  | 38%   | 3%            | 15%               | 14%                  |
| Bet-at-home             | 317           | -0.1x    | n.a.  | n.a.      | n.a.  | n.a.         | n.a.  | N.A.     | n.a.  | n.a.       | n.a.  | 0.0%  | n.a.  | 15%           | 34%               | 33%                  |
| Entain (prev. GVC)      | 111,135       | 2.3x     | 2.2x  | 10.8x     | 9.7x  | 15.5x        | 12.3x | 22.0x    | 14.5x | -2%        | 51%   | 1.5%  | 10%   | 9%            | 17%               | 18%                  |
| IGT                     | 68,907        | 2.8x     | 2.7x  | 6.9x      | 6.6x  | 13.4x        | 12.6x | 24.5x    | 21.5x | -          | -     | 2.4%  | 22%   |               |                   |                      |
| Flutter (PaddyPower)    | 377,490       | 3.4x     | 3.1x  | 19.9x     | 15.9x | 29.0x        | 21.4x | 39.5x    | 26.2x | 71%        | 49%   | 0.0%  | 7%    | 3%            | 4%                | 22%                  |
| Playtech                | 25,020        | 1.4x     | 1.3x  | 5.5x      | 5.1x  | 8.1x         | 7.4x  | 12.1x    | 11.1x | 10%        | 12%   | 0.0%  | 10%   | 7%            | 31%               | 22%                  |
| Rank Group              | 5,801         | 0.9x     | 0.8x  | -         | 5.5x  | -            | 14.0x | -        | 17.9x | -82%       | 414%  | 0.0%  | 0%    | 16%           | 30%               | 14%                  |
| Scientific Games        | 68,088        | 3.4x     | 3.2x  | 9.2x      | 8.2x  | 19.3x        | 15.0x | 48.2x    | 24.5x | -          | 90%   | 0.0%  | 11%   | 6%            | 8%                | 18%                  |
| Tabcorp                 | 18,543        | 1.2x     | 1.2x  | 7.9x      | 7.3x  | 23.2x        | 18.6x | 33.0x    | 28.1x | 73%        | 15%   | 1.8%  | 3%    | 5%            | 0%                | 6%                   |
| XLMedia                 | 297           | 0.3x     | n.a.  | 1.1x      | n.a.  | 1.9x         | n.a.  | 3.4x     | n.a.  | -          | n.a.  | 0.0%  | -     |               |                   |                      |
| DraftKings Inc          | 131,317       | 3.7x     | 3.0x  | -         | -     | -            | -     | -        | -     | 43%        | 56%   | 0.0%  | -85%  | 1%            |                   |                      |
| Gan Ltd                 | 842           | 0.5x     | 0.4x  | 21.5x     | 5.6x  | -            | -     | -        | -     | 51%        | 50%   | 0.0%  | -110% | 2%            | 27%               | 6%                   |
| Penn National           | 40,513        | 1.5x     | 1.4x  | 5.0x      | 4.9x  | 11.7x        | 10.9x | 5.5x     | 12.7x | 178%       | -55%  | 0.0%  | 16%   |               |                   |                      |
| Median                  | 25,020        | 1.4x     | 1.4x  | 7.4x      | 6.1x  | 13.4x        | 12.6x | 22.0x    | 17.9x | 43%        | 51%   | 0.0%  | 10%   | 12%           | 17%               | 19%                  |

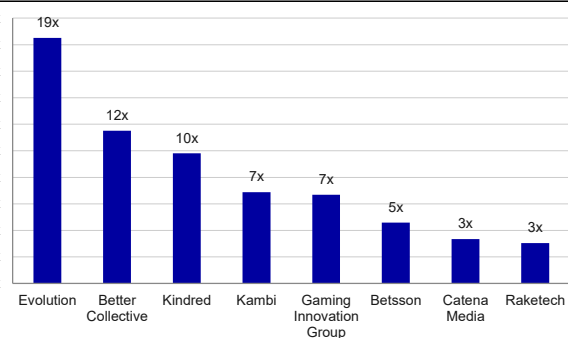
Source: Company data, Refinitiv and Nordea estimates

## SWEDISH ONLINE GAMBLING: 2023E EV/SALES



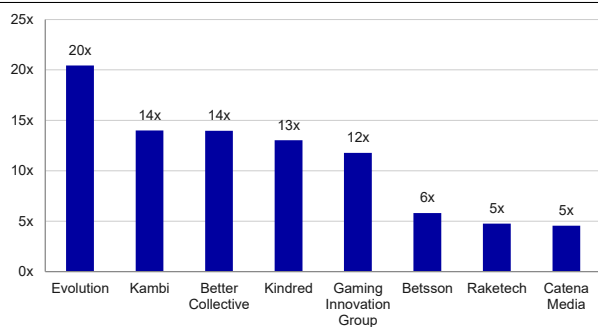
Source: Company data, Refinitiv and Nordea estimates

## SWEDISH ONLINE GAMBLING: 2023E EV/EBITDA



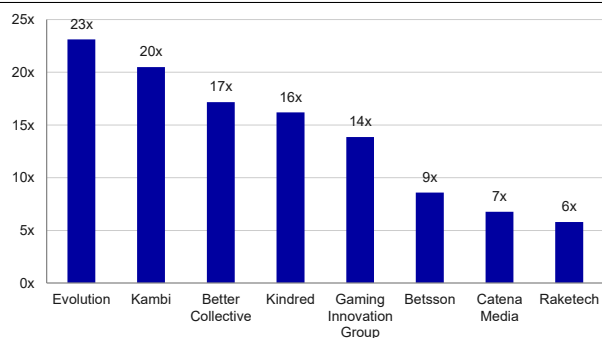
Source: Company data, Refinitiv and Nordea estimates

## SWEDISH ONLINE GAMBLING: 2023E EV/EBIT



Source: Company data, Refinitiv and Nordea estimates

## SWEDISH ONLINE GAMBLING: 2023E P/E



Source: Company data, Refinitiv and Nordea estimates

# Reported numbers and forecasts

## INCOME STATEMENT

| EURm                                 | 2015        | 2016        | 2017        | 2018        | 2019        | 2020        | 2021        | 2022        | 2023E       | 2024E       | 2025E       |
|--------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Total revenue</b>                 | <b>2</b>    | <b>10</b>   | <b>17</b>   | <b>26</b>   | <b>24</b>   | <b>29</b>   | <b>39</b>   | <b>53</b>   | <b>66</b>   | <b>71</b>   | <b>76</b>   |
| Revenue growth                       | n.a.        | 399.0%      | 64.3%       | 49.1%       | -6.5%       | 23.0%       | 31.0%       | 36.7%       | 24.9%       | 8.1%        | 7.5%        |
| 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                               | 0           | 8           | 9           | 13          | 13          | 12          | 16          | 20          | 25          | 29          | 32          |
| Depreciation and impairments PPE     | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           |
| of which leased assets               | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           |
| EBITA                                | 0           | 8           | 9           | 13          | 12          | 12          | 16          | 20          | 25          | 29          | 32          |
| Amortisation and impairments         | 0           | 0           | -1          | -2          | -4          | -5          | -7          | -8          | -10         | -11         | -11         |
| EBIT                                 | 0           | 8           | 9           | 11          | 8           | 7           | 9           | 12          | 15          | 18          | 20          |
| of which associates                  | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           |
| Associates excluded from EBIT        | n.a.        | n.a.        | n.a.        | n.a.        | n.a.        | n.a.        | n.a.        | n.a.        | n.a.        | n.a.        | n.a.        |
| Net financials                       | 0           | 0           | -3          | -6          | -1          | -1          | -2          | -2          | -4          | -4          | -4          |
| 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           |
| <b>Pre-tax profit</b>                | <b>0</b>    | <b>8</b>    | <b>6</b>    | <b>5</b>    | <b>7</b>    | <b>6</b>    | <b>8</b>    | <b>10</b>   | <b>11</b>   | <b>14</b>   | <b>16</b>   |
| Reported taxes                       | 0           | 0           | 0           | 0           | 0           | 0           | -1          | -2          | -1          | -1          | -1          |
| Net profit from continued operations | 0           | 8           | 6           | 5           | 7           | 6           | 7           | 8           | 10          | 13          | 15          |
| 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                 | 0           | 8           | 6           | 5           | 7           | 6           | 7           | 8           | 10          | 13          | 15          |
| <b>EPS, EUR</b>                      | <b>n.a.</b> | <b>0.20</b> | <b>0.15</b> | <b>0.12</b> | <b>0.19</b> | <b>0.15</b> | <b>0.18</b> | <b>0.20</b> | <b>0.24</b> | <b>0.30</b> | <b>0.35</b> |
| DPS, EUR                             | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.10        | 0.12        | 0.15        | 0.18        |
| of which ordinary                    | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.10        | 0.12        | 0.15        | 0.18        |
| 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 | 3.6% | 77.3% | 55.3% | 50.4% | 52.7% | 40.9% | 41.9% | 38.0% | 37.7% | 41.0% | 41.6% |
| EBITA  | 3.6% | 77.3% | 55.1% | 50.0% | 51.9% | 40.0% | 41.8% | 37.9% | 37.5% | 40.8% | 41.5% |
| EBIT   | 3.6% | 76.9% | 51.4% | 43.7% | 35.1% | 22.5% | 24.3% | 23.5% | 22.2% | 25.2% | 26.5% |

## Adjusted earnings

|                |      |      |      |      |      |      |      |      |      |      |      |
|----------------|------|------|------|------|------|------|------|------|------|------|------|
| EBITDA (adj)   | 0    | 8    | 10   | 14   | 11   | 12   | 16   | 20   | 25   | 29   | 32   |
| EBITA (adj)    | 0    | 8    | 10   | 14   | 11   | 12   | 16   | 20   | 25   | 29   | 32   |
| EBIT (adj)     | 0    | 8    | 9    | 13   | 7    | 7    | 10   | 12   | 15   | 18   | 20   |
| EPS (adj, EUR) | n.a. | 0.20 | 0.16 | 0.16 | 0.16 | 0.15 | 0.19 | 0.20 | 0.24 | 0.30 | 0.35 |

## Adjusted profit margins in percent

|              |      |       |       |       |       |       |       |       |       |       |       |
|--------------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| EBITDA (adj) | 3.6% | 77.3% | 56.4% | 56.3% | 47.4% | 41.3% | 42.7% | 38.0% | 37.7% | 41.0% | 41.6% |
| EBITA (adj)  | 3.6% | 77.3% | 56.2% | 56.0% | 46.5% | 40.4% | 42.5% | 37.9% | 37.5% | 40.8% | 41.5% |
| EBIT (adj)   | 3.6% | 76.9% | 52.5% | 49.7% | 29.7% | 23.0% | 25.1% | 23.5% | 22.2% | 25.2% | 26.5% |

## Performance metrics

|                       |      |      |      |      |       |        |       |       |       |       |       |
|-----------------------|------|------|------|------|-------|--------|-------|-------|-------|-------|-------|
| CAGR last 5 years     |      |      |      |      |       |        |       |       |       |       |       |
| Net revenue           | n.a. | n.a. | n.a. | n.a. | n.a.  | 69.6%  | 29.8% | 25.2% | 20.8% | 24.4% | 21.0% |
| EBITDA                | n.m. | n.m. | n.m. | n.m. | n.m.  | 176.2% | 14.9% | 16.1% | 14.0% | 18.2% | 21.4% |
| EBIT                  | n.a. | n.a. | n.a. | n.a. | n.a.  | 145.1% | 3.1%  | 7.0%  | 5.5%  | 16.4% | 25.1% |
| EPS                   | n.a. | n.a. | n.a. | n.a. | n.a.  | n.a.   | -2.4% | 5.3%  | 14.7% | 9.6%  | 18.6% |
| 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   | n.a. | n.a. | n.a. | n.a. | 46.1% | 40.4%  | 33.0% | 28.2% | 24.4% | 23.7% | 24.5% |
| Average EBITDA margin | n.a. | n.a. | n.a. | n.a. | 54.5% | 51.7%  | 46.9% | 43.3% | 40.7% | 39.7% | 40.0% |

## VALUATION RATIOS - ADJUSTED EARNINGS

| EURm            | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023E | 2024E | 2025E |
|-----------------|------|------|------|------|------|------|------|------|-------|-------|-------|
| P/E (adj)       | n.a. | n.a. | n.a. | 11.9 | 5.8  | 7.0  | 12.5 | 8.1  | 6.6   | 5.2   | 4.4   |
| EV/EBITDA (adj) | n.a. | n.a. | n.a. | 5.0  | 2.9  | 3.0  | 6.7  | 3.7  | 2.8   | 2.3   | 1.8   |
| EV/EBITA (adj)  | n.a. | n.a. | n.a. | 5.1  | 3.0  | 3.1  | 6.7  | 3.7  | 2.8   | 2.3   | 1.8   |
| EV/EBIT (adj)   | n.a. | n.a. | n.a. | 5.7  | 4.7  | 5.5  | 11.4 | 6.0  | 4.8   | 3.8   | 2.7   |

## VALUATION RATIOS - REPORTED EARNINGS

| EURm                         | 2015 | 2016 | 2017 | 2018  | 2019  | 2020  | 2021   | 2022  | 2023E | 2024E | 2025E |
|------------------------------|------|------|------|-------|-------|-------|--------|-------|-------|-------|-------|
| P/E                          | n.a. | n.a. | n.a. | 15.9  | 4.7   | 7.2   | 13.1   | 8.1   | 6.6   | 5.2   | 4.4   |
| EV/Sales                     | n.a. | n.a. | n.a. | 2.83  | 1.39  | 1.26  | 2.87   | 1.40  | 1.07  | 0.95  | 0.73  |
| EV/EBITDA                    | n.a. | n.a. | n.a. | 5.6   | 2.6   | 3.1   | 6.8    | 3.7   | 2.8   | 2.3   | 1.8   |
| EV/EBITA                     | n.a. | n.a. | n.a. | 5.7   | 2.7   | 3.1   | 6.9    | 3.7   | 2.8   | 2.3   | 1.8   |
| EV/EBIT                      | n.a. | n.a. | n.a. | 6.5   | 4.0   | 5.6   | 11.8   | 6.0   | 4.8   | 3.8   | 2.7   |
| Dividend yield (ord.)        | n.a. | n.a. | n.a. | 0.0%  | 0.0%  | 0.0%  | 0.0%   | 6.2%  | 7.6%  | 9.7%  | 11.3% |
| FCF yield                    | n.a. | n.a. | n.a. | -7.4% | 8.1%  | 6.6%  | -24.2% | 18.0% | 11.6% | 12.0% | 27.1% |
| FCF Yield bef A&D, lease adj | n.a. | n.a. | n.a. | -6.4% | 33.9% | 31.0% | 14.9%  | 28.3% | 20.5% | 24.6% | 27.1% |
| Payout ratio                 | n.a. | 0.0% | 0.0% | 0.0%  | 0.0%  | 0.0%  | 0.0%   | 50.0% | 50.0% | 50.0% | 50.0% |

Source: Company data and Nordea estimates

**BALANCE SHEET**

| EURm                                  | 2015     | 2016      | 2017      | 2018      | 2019      | 2020      | 2021       | 2022       | 2023E      | 2024E      | 2025E      |
|---------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|
| Intangible assets                     | 0        | 18        | 46        | 66        | 74        | 81        | 128        | 132        | 135        | 140        | 137        |
| of which R&D                          | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | n.a.      | n.a.       | n.a.       | n.a.       | n.a.       | n.a.       |
| of which other intangibles            | 0        | 18        | 46        | 66        | 74        | 81        | 124        | 131        | 134        | 139        | 136        |
| of which goodwill                     | n.a.     | n.a.      | n.a.      | 0         | n.a.      | 0         | 4          | 1          | 1          | 1          | 1          |
| Tangible assets                       | 0        | 0         | 0         | 0         | 0         | 0         | 0          | 0          | 0          | 1          | 1          |
| of which leased assets                | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | n.a.      | 0          | 0          | 0          | 0          | 0          |
| 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.      | 0         | 0          | 0          | 0          | 0          | 0          |
| Deferred tax assets                   | 0        | 0         | 0         | 0         | n.a.      | 0         | 0          | 0          | 0          | 0          | 0          |
| 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.      | 0         | 0          | 0          | 0          | 0          | 0          |
| Total non-current assets              | 0        | 18        | 47        | 66        | 74        | 81        | 128        | 132        | 136        | 141        | 138        |
| Inventory                             | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | 0         | 0          | 0          | 0          | 0          | 0          |
| Accounts receivable                   | 1        | 1         | 3         | 4         | 4         | 5         | 6          | 8          | 10         | 10         | 11         |
| Short-term leased assets              | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | 0         | 0          | 0          | 0          | 0          | 0          |
| Other current assets                  | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | 0         | 0          | 0          | 0          | 0          | 0          |
| Cash and bank                         | 0        | 0         | 3         | 8         | 4         | 5         | 3          | 8          | 12         | 15         | 26         |
| Total current assets                  | 1        | 1         | 6         | 12        | 8         | 10        | 9          | 16         | 21         | 25         | 38         |
| 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.       |
| <b>Total assets</b>                   | <b>1</b> | <b>19</b> | <b>53</b> | <b>78</b> | <b>82</b> | <b>91</b> | <b>137</b> | <b>148</b> | <b>157</b> | <b>166</b> | <b>175</b> |
| Shareholders equity                   | 0        | 9         | 16        | 59        | 65        | 71        | 85         | 97         | 103        | 110        | 119        |
| 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                     | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | 0         | 0          | 0          | 0          | 0          | 0          |
| Total Equity                          | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | 71        | 85         | 97         | 103        | 110        | 119        |
| Deferred tax                          | 0        | 0         | 0         | 1         | 1         | 2         | 2          | 3          | 3          | 3          | 3          |
| Long term interest bearing debt       | 0        | 0         | 28        | 8         | 3         | 0         | 0          | 0          | 0          | 0          | 0          |
| Pension provisions                    | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | 0         | 0          | 0          | 0          | 0          | 0          |
| Other long-term provisions            | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | 0         | 0          | 0          | 0          | 0          | 0          |
| Other long-term liabilities           | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | 0         | 0          | 0          | 0          | 0          | 0          |
| Non-current lease debt                | n.a.     | n.a.      | n.a.      | n.a.      | 0         | 0         | 0          | 0          | 0          | 0          | 0          |
| 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         | 0        | 1         | 29        | 13        | 10        | 10        | 20         | 26         | 26         | 26         | 26         |
| Short-term provisions                 | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | n.a.      | n.a.       | n.a.       | n.a.       | n.a.       | n.a.       |
| Accounts payable                      | 1        | 9         | 6         | 4         | 2         | 2         | 3          | 4          | 5          | 6          | 6          |
| Current lease debt                    | n.a.     | n.a.      | n.a.      | n.a.      | 0         | 0         | 0          | 0          | 0          | 0          | 0          |
| Other current liabilities             | 0        | 0         | 2         | 3         | 5         | 6         | 15         | 6          | 8          | 9          | 9          |
| Short term interest bearing debt      | 0        | 0         | 0         | 0         | n.a.      | 2         | 15         | 15         | 15         | 15         | 15         |
| Total current liabilities             | 1        | 9         | 8         | 7         | 7         | 10        | 32         | 25         | 28         | 29         | 30         |
| Liabilities for assets held for sale  | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | 0         | 0          | 0          | 0          | 0          | 0          |
| <b>Total liabilities and equity</b>   | <b>1</b> | <b>19</b> | <b>53</b> | <b>78</b> | <b>82</b> | <b>91</b> | <b>137</b> | <b>148</b> | <b>157</b> | <b>166</b> | <b>175</b> |
| <b>Balance sheet and debt metrics</b> |          |           |           |           |           |           |            |            |            |            |            |
| Net debt                              | 0        | 0         | 25        | 0         | -1        | -3        | 12         | 7          | 3          | 0          | -12        |
| of which lease debt                   | n.a.     | n.a.      | n.a.      | n.a.      | 0         | 0         | 0          | 0          | 0          | 0          | 0          |
| Working capital                       | 0        | -8        | -6        | -2        | -3        | -3        | -11        | -3         | -3         | -4         | -4         |
| Invested capital                      | 0        | 10        | 41        | 64        | 71        | 78        | 117        | 130        | 132        | 137        | 134        |
| Capital employed                      | 0        | 9         | 44        | 67        | 69        | 73        | 100        | 111        | 117        | 125        | 134        |
| ROE                                   | 38.1%    | n.m.      | 47.0%     | 12.2%     | 11.6%     | 8.2%      | 9.2%       | 9.2%       | 10.2%      | 12.2%      | 13.2%      |
| ROIC                                  | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | n.a.      | n.a.       | n.a.       | n.a.       | n.a.       | n.a.       |
| ROCE                                  | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | n.a.      | n.a.       | n.a.       | n.a.       | n.a.       | n.a.       |
| Net debt/EBITDA                       | -0.3     | 0.0       | 2.6       | 0.0       | 0.0       | -0.3      | 0.7        | 0.3        | 0.1        | 0.0        | -0.4       |
| Interest coverage                     | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | n.a.      | n.a.       | n.a.       | n.a.       | n.a.       | n.a.       |
| Equity ratio                          | 24.3%    | 46.9%     | 29.8%     | 75.2%     | 79.1%     | 77.6%     | 61.9%      | 65.2%      | 65.4%      | 66.6%      | 67.9%      |
| Net gearing                           | n.a.     | n.a.      | n.a.      | n.a.      | n.a.      | -4.3%     | 13.6%      | 6.9%       | 3.0%       | 0.1%       | -9.7%      |

Source: Company data and Nordea estimates



**CASH FLOW STATEMENT**

| EURm                                   | 2015     | 2016      | 2017       | 2018      | 2019      | 2020      | 2021      | 2022      | 2023E     | 2024E     | 2025E     |
|----------------------------------------|----------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>EBITDA (adj) for associates</b>     | <b>0</b> | <b>8</b>  | <b>9</b>   | <b>13</b> | <b>13</b> | <b>12</b> | <b>16</b> | <b>20</b> | <b>25</b> | <b>29</b> | <b>32</b> |
| Paid taxes                             | 0        | 0         | 0          | 0         | 0         | 0         | -1        | -2        | -1        | -1        | -1        |
| Net financials                         | 0        | 0         | -3         | -6        | -1        | -1        | -2        | -2        | -4        | -4        | -4        |
| Change in provisions                   | 0        | 0         | 0          | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Change in other LT non-IB              | 0        | 0         | 0          | 4         | 1         | 3         | 10        | 5         | 0         | 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    | 0        | -1        | 1          | 5         | -2        | -2        | -7        | 0         | 0         | 0         | 0         |
| <b>Funds from operations (FFO)</b>     | <b>0</b> | <b>7</b>  | <b>8</b>   | <b>14</b> | <b>11</b> | <b>12</b> | <b>16</b> | <b>20</b> | <b>20</b> | <b>24</b> | <b>27</b> |
| Change in NWC                          | 0        | 9         | -3         | -3        | 0         | 0         | -2        | -2        | 1         | 0         | 0         |
| <b>Cash flow from operations (CFO)</b> | <b>0</b> | <b>16</b> | <b>5</b>   | <b>11</b> | <b>11</b> | <b>12</b> | <b>15</b> | <b>19</b> | <b>21</b> | <b>24</b> | <b>27</b> |
| Capital expenditure                    | 0        | -16       | -28        | -16       | 0         | 0         | 0         | 0         | -7        | -8        | -9        |
| <b>Free cash flow before A&amp;D</b>   | <b>0</b> | <b>0</b>  | <b>-23</b> | <b>-5</b> | <b>11</b> | <b>12</b> | <b>15</b> | <b>19</b> | <b>14</b> | <b>17</b> | <b>18</b> |
| Proceeds from sale of assets           | n.a.     | n.a.      | n.a.       | n.a.      | n.a.      | 0         | 0         | 0         | 0         | 0         | 0         |
| Acquisitions                           | 0        | 0         | 0          | -1        | -9        | -10       | -39       | -7        | -6        | -9        | 0         |
| Free cash flow                         | 0        | 0         | -23        | -5        | 3         | 3         | -24       | 12        | 8         | 8         | 18        |
| Free cash flow bef A&D, lease adj      | 0        | 0         | -23        | -5        | 11        | 12        | 15        | 19        | 14        | 17        | 18        |
| Dividends paid                         | n.a.     | n.a.      | n.a.       | n.a.      | n.a.      | 0         | 0         | 0         | -4        | -5        | -6        |
| Equity issues / buybacks               | n.a.     | n.a.      | n.a.       | n.a.      | n.a.      | 0         | 9         | 0         | 0         | 0         | 0         |
| Net change in debt                     | 0        | 0         | 28         | -23       | -4        | -2        | 15        | 0         | 0         | 0         | 0         |
| Other financing adjustments            | n.a.     | n.a.      | -2         | -4        | -1        | 0         | 0         | 0         | 0         | 0         | 0         |
| Other non-cash adjustments             | 0        | 0         | 0          | 0         | 0         | 0         | -2        | -7        | 0         | 0         | 0         |
| Change in cash                         | 0        | 0         | 3          | 4         | -3        | 1         | -2        | 5         | 4         | 3         | 12        |
| <b>Cash flow metrics</b>               |          |           |            |           |           |           |           |           |           |           |           |
| Capex/D&A                              | n.m.     | n.m.      | n.m.       | n.m.      | 0.6%      | -0.4%     | -1.7%     | -2.1%     | 70.8%     | 70.6%     | 75.5%     |
| Capex/Sales                            | 1.1%     | n.m.      | n.m.       | 61.8%     | 0.1%      | -0.1%     | -0.3%     | -0.3%     | 10.9%     | 11.1%     | 11.4%     |
| <b>Key information</b>                 |          |           |            |           |           |           |           |           |           |           |           |
| Share price year end (/current)        | n.a.     | n.a.      | n.a.       | 2         | 1         | 1         | 2         | 2         | 2         | 2         | 2         |
| Market cap.                            | n.a.     | n.a.      | n.a.       | 72        | 34        | 40        | 99        | 67        | 67        | 67        | 67        |
| Enterprise value                       | n.a.     | n.a.      | n.a.       | 72        | 33        | 37        | 111       | 74        | 70        | 67        | 56        |
| Diluted no. of shares, year-end (m)    | 37.9     | 37.9      | 37.9       | 37.9      | 37.4      | 37.4      | 42.4      | 42.1      | 43.2      | 43.2      | 43.2      |

Source: Company data and Nordea estimates

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