

Raketech Group Holding

Media
Sweden

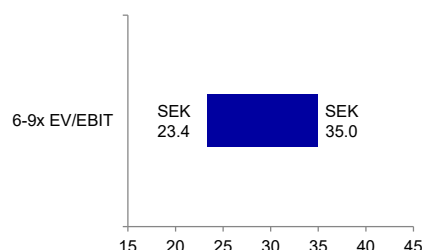
KEY DATA

Stock country	Sweden
Bloomberg	RAKE SS
Reuters	RAKE.ST
Share price (close)	SEK 19.04
Free float	45%
Market cap. (bn)	EUR 0.07/SEK 0.81
Website	www.raketech.com
Next report date	

PERFORMANCE



VALUATION APPROACH (SEK/SHARE)



Source: Nordea estimates

ESTIMATE CHANGES

Year	2023E	2024E	2025E
Sales	8%	10%	10%
EBIT (adj)	-4%	2%	1%

Source: Nordea estimates

Nordea IB & Equity - Analysts

Marlon Värnik
Associate DirectorKlas Danielsson
Associate

Q2 momentum continues

With the Q2 numbers pre-announced, the focus of the quarterly report was on the trading update and the 2024 outlook. We believe the strong momentum in Sub-affiliation and Casumba will continue into H2 2023, hence we pencil in 38% organic growth for the group. We lift our 2023 estimates by 8% for revenue and 4% for EBITDA, due to strong underlying activity in Sub-affiliation, and we now expect revenues of EUR 71m and EBITDA of EUR 25.6m for 2023 (Raketech guidance: EUR 65-70m and EUR 23-25m, respectively). Our multiples-based fair value range increases to SEK 23.4-35.0 (22.4-31.9), reflecting an EV/EBIT range of 6-9x 2023E-24E.

Conservative 2023 revenue guidance, in our view

Raketech delivered another record quarter with 56% organic growth and EUR 17.6m in revenue. The low-margin business, Sub-affiliation, continues to perform surprisingly well (+75% revenue q/q), likely boosted by Latin America and the Nordics. The momentum seems to have continued in Q3, with the trading update noting EUR 6.9m in revenue for July, hence we argue the full-year revenue guidance of EUR 65-70m is conservative. We expect activity to accelerate as the sporting calendar heats up in the US and Europe, for example, hence we believe Q3 could be another record quarter with EUR 18.1m in revenue (45% organic growth y/y). We are 5% above Raketech's 2023 guidance midpoint, expecting revenue of EUR 71.1m.

AffiliationCloud could add further upside to estimates

Despite the strong top-line performance, we expect Raketech to continue investing in future growth, which will likely have some dampening effect on the EBITDA margin. We are not too concerned about Casumba earnouts – the subsidiary is performing well above our initial expectations and has been one of the key growth drivers in recent quarters. One weak point in the Q2 report was the low-margin AffiliationCloud business; we keep our conservative view on its growth potential but estimate that it could add another 10% to our 2024-25 sales estimates.

Sub-affiliation driving revenue revisions

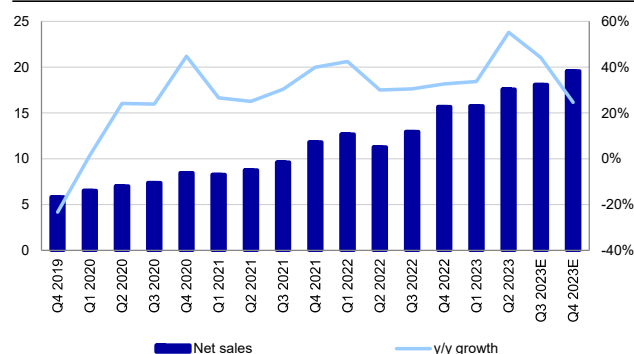
We lift 2023E-25E revenue by 8-10%, mainly thanks to the stronger-than-expected performance in Sub-affiliation. Despite this, we lower our 2023 EBIT estimate by 4% due to increased D&A related to Casumba's performance. Our fair value range rises to SEK 23.4-35.0 (22.4-31.9), reflecting an EV/EBIT range of 6-9x based on 2023E-24E.

SUMMARY TABLE - KEY FIGURES

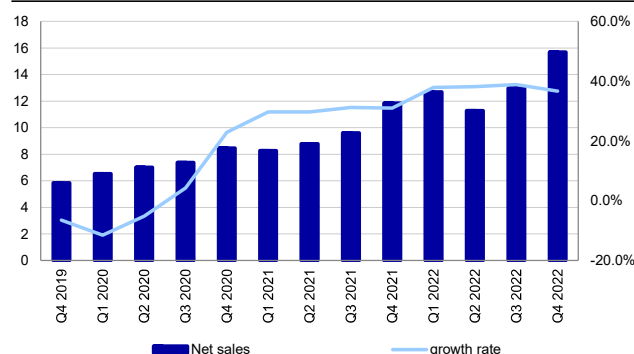
EURm	2019	2020	2021	2022	2023E	2024E	2025E
Total revenue	24	29	39	53	71	78	84
EBITDA (adj)	11	12	16	20	26	31	33
EBIT (adj)	7	7	10	12	14	18	20
EBIT (adj) margin	29.7%	23.0%	25.1%	23.5%	19.8%	23.3%	24.4%
EPS (adj, EUR)	0.16	0.15	0.19	0.20	0.23	0.31	0.36
EPS (adj) growth	-2.1%	-2.3%	21.8%	6.2%	18.5%	31.5%	15.4%
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	1.0	0.8	0.6
EV/EBIT (adj)	4.7	5.5	11.4	6.0	5.0	3.6	2.6
P/E (adj)	5.8	7.0	12.5	8.1	6.8	5.2	4.5
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%	7.3%	9.6%	11.1%
FCF Yield bef A&D, lease	33.9%	31.0%	14.9%	28.3%	22.0%	26.3%	28.4%
Net debt	-1	-3	12	7	2	-3	-16
Net debt/EBITDA	0.0	-0.3	0.7	0.3	0.1	-0.1	-0.5
ROIC after tax	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

Source: Company data and Nordea estimates

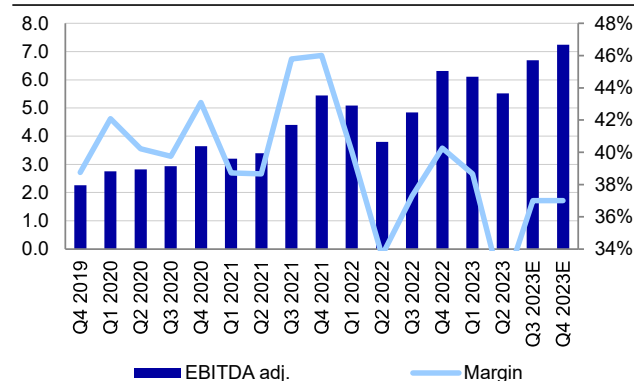
Key charts

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


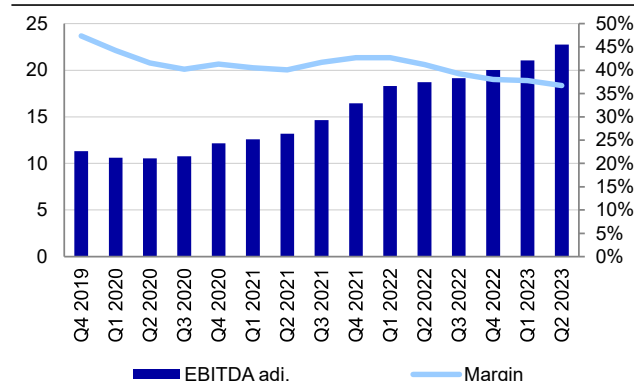
Source: Company data and Nordea estimates

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


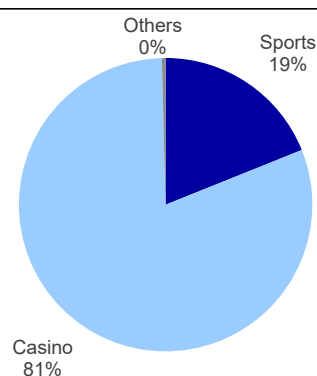
Source: Company data and Nordea estimates

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


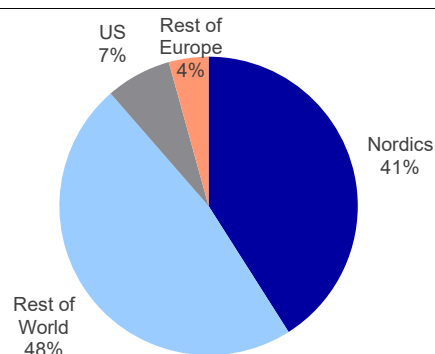
Source: Company data and Nordea estimates

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


Source: Company data and Nordea estimates

VERTICAL SPLIT, Q2 2023


Source: Company data and Nordea

DETAILED MARKET OVERVIEW, Q2 2023


Source: Company data and Nordea

Detailed estimates

RAKETECH: QUARTERLY ESTIMATES (EURm; EPS IN EUR)

EURm	Q1 2023	Q2 2023	Q3 2023E	Q4 2023E
Revenue	15.8	17.6	18.1	19.6
Other operating income	0.0	0.0	0.0	0.0
Total revenue	15.8	17.6	18.1	19.6
Direct costs	-4.3	-6.6	-5.8	-6.3
Personnel expenses	-2.3	-2.6	-2.7	-2.9
Depreciation and amortisation	-2.3	-3.0	-3.1	-3.1
Other operating expenses	-3.1	-2.8	-2.9	-3.1
Adjusted EBIT	3.8	2.5	3.6	4.1
Non-recurring items	0.0	0.0	0.0	0.0
Reported EBIT	3.8	2.5	3.6	4.1
Net financials	-0.8	-0.6	-1.0	-1.0
Profit before tax	3.0	1.9	2.7	3.2
Income tax	-0.2	-0.1	-0.2	-0.3
Profit after tax	2.8	1.8	2.5	2.9
EPS adj. (EUR)	0.07	0.04	0.05	0.07
Key ratios & assumptions				
Revenue growth, y/y	34%	55%	44%	25%
EBITDA adj.	6.1	5.5	6.7	7.2
EBITDA adj. growth	20%	45%	38%	15%
EBIT adj. growth	20%	27%	23%	-3%
EPS adj. growth	24%	34%	6%	4%
EBITDA adj. margin	38.7%	31.3%	37.0%	37.0%
EBIT adj. margin	24.3%	14.2%	20.0%	21.0%
Tax rate	6.8%	7.0%	8.0%	8.0%

Source: Company data and Nordea estimates

RAKETECH: ANNUAL ESTIMATES (EURm; EPS IN EUR)

EURm	2022	2023E	2024E	2025E
Revenue	52.6	71.1	78.2	84.0
Other operating income	0.0	0.0	0.0	0.0
Total revenue	52.6	71.1	78.2	84.0
Direct costs	-15.8	-23.0	-21.8	-23.5
Personnel expenses	-8.7	-10.6	-12.6	-13.0
Depreciation and amortisation	-7.7	-11.5	-12.4	-12.8
Other operating expenses	-8.1	-11.9	-13.1	-14.3
Adjusted EBIT	12.4	14.1	18.3	20.5
Non-recurring items	0.0	0.0	0.0	0.0
Reported EBIT	12.4	14.0	18.3	20.5
Net financials	-2.3	-3.3	-3.8	-3.8
Profit before tax	10.0	10.8	14.5	16.7
Income tax	-1.7	-0.8	-1.2	-1.3
Profit after tax	8.3	10.0	13.3	15.3
EPS adj. (EUR)	0.2	0.2	0.3	0.4
Key ratios & assumptions				
Revenue growth, y/y	35%	35%	10%	7%
EBITDA adj.	20.0	25.6	30.7	33.2
EBITDA adj. growth		28%	20%	8%
EBIT adj. growth		14%	30%	12%
EPS adj. growth		15%	36%	15%
EBITDA adj. margin	38.0%	36.0%	39%	40%
EBIT adj. margin	24%	20%	23%	24%
Tax rate	17%	7%	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
Revenue	71.1	78.2	84.0	65.4	71.8	77.2	9%	9%	9%
Other operating income	0.0	0.0	0.0	0.0	0.0	0.0	-	-	-
Total revenue	71.1	78.2	84.0	65.4	71.8	77.2	9%	9%	9%
Direct costs	-23.0	-21.8	-23.5	-18.1	-18.7	-20.1	27%	17%	17%
Personnel expenses	-10.6	-12.6	-13.0	-10.6	-11.7	-11.9	-1%	8%	9%
Depreciation and amortisation	-11.5	-12.4	-12.8	-10.1	-11.3	-11.7	14%	10%	9%
Other operating expenses	-11.9	-13.1	-14.3	-12.0	-12.0	-13.1	0%	9%	9%
Adjusted EBIT	14.1	18.3	20.5	14.5	18.1	20.4	-3%	1%	0%
Non-recurring items	0.0	0.0	0.0	0.0	0.0	0.0	-	-	-
Reported EBIT	14.0	18.3	20.5	14.5	18.1	20.4	-3%	1%	0%
Interest payable on borrowings	-3.3	-3.8	-3.8	-3.7	-3.8	-3.8	-	-	-
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	-	-	-
Profit before tax	10.8	14.5	16.7	10.9	14.3	16.6	-1%	1%	0%
Income tax	-0.8	-1.2	-1.3	-0.8	-1.1	-1.3	-	-	-
Profit after tax	10.0	13.3	15.3	10.0	13.1	15.3	-1%	1%	0%
EPS adj. (EUR)	0.23	0.31	0.36	0.24	0.30	0.35	-1%	1%	0%
Key ratios									
Sales growth	35%	10%	7%	24%	10%	7%	11pp	0pp	0pp
EBIT adj. growth	14%	30%	12%	17%	24%	13%	-4pp	5pp	-1pp
EBITDA adj.	25.6	30.7	33.2	24.6	29.4	32.1	4%	4%	4%
EBITDA adj. margin	36.0%	39.2%	39.5%	37.7%	41.0%	41.6%	-1.7pp	-1.7pp	-2.0pp
EBIT adj. margin	19.8%	23.3%	24.4%	22.2%	25.2%	26.5%	-2.5pp	-1.8pp	-2.1pp
Tax rate	7.5%	8.0%	8.0%	7.7%	8.0%	8.0%	-0.2pp	0.0pp	0.0pp

Source: Nordea estimates

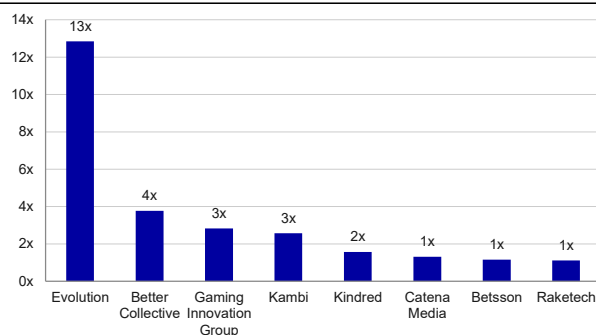
Valuation

ONLINE GAMBLING: PEER VALUATION

	Mcap. SEKm	EV/Sales		EV/EBITDA		EV/EBIT adj.		P/E adj.		EPS growth		Yield	ROE	Sales CAGR	EBIT 2022-2024	EBIT margin 2023E
Nordic		2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2023E			
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%
Raketeck	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%

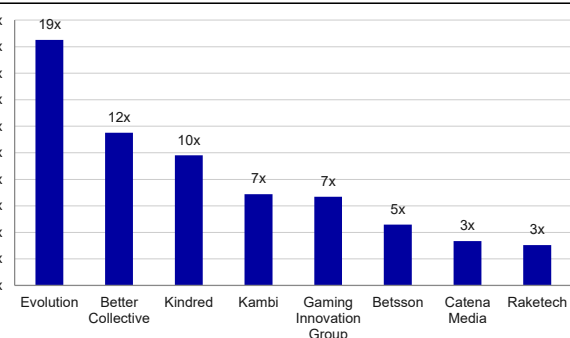
Source: Company data, Refinitiv and Nordea estimates

SWEDISH ONLINE GAMBLING: 2023E EV/SALES



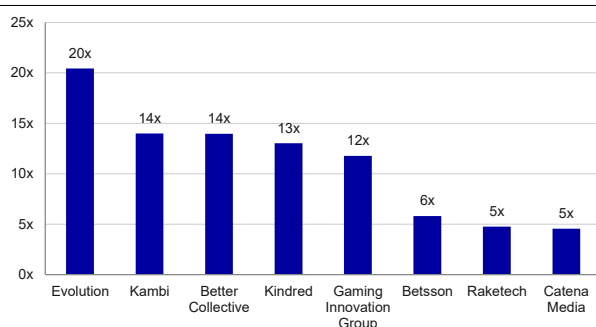
Source: Company data, Refinitiv and Nordea estimates

SWEDISH ONLINE GAMBLING: 2023E EV/EBITDA



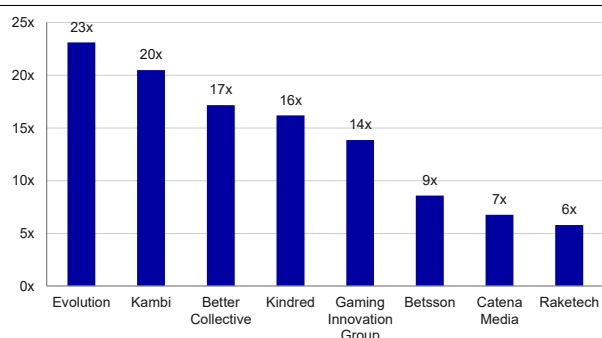
Source: Company data, Refinitiv and Nordea estimates

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
Total revenue	2	10	17	26	24	29	39	53	71	78	84
Revenue growth	n.a.	399.0%	64.3%	49.1%	-6.5%	23.0%	31.0%	36.7%	35.0%	10.0%	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	26	31	33
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	31	33
Amortisation and impairments	0	0	-1	-2	-4	-5	-7	-8	-11	-12	-13
EBIT	0	8	9	11	8	7	9	12	14	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	-3	-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
Pre-tax profit	0	8	6	5	7	6	8	10	11	14	17
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
EPS, EUR	n.a.	0.20	0.15	0.12	0.19	0.15	0.18	0.20	0.23	0.31	0.36
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%	35.9%	39.2%	39.5%
EBITA	3.6%	77.3%	55.1%	50.0%	51.9%	40.0%	41.8%	37.9%	35.8%	39.1%	39.4%
EBIT	3.6%	76.9%	51.4%	43.7%	35.1%	22.5%	24.3%	23.5%	19.7%	23.3%	24.4%

Adjusted earnings

EBITDA (adj)	0	8	10	14	11	12	16	20	26	31	33
EBITA (adj)	0	8	10	14	11	12	16	20	25	31	33
EBIT (adj)	0	8	9	13	7	7	10	12	14	18	20
EPS (adj, EUR)	n.a.	0.20	0.16	0.16	0.16	0.15	0.19	0.20	0.23	0.31	0.36

Adjusted profit margins in percent

EBITDA (adj)	3.6%	77.3%	56.4%	56.3%	47.4%	41.3%	42.7%	38.0%	36.0%	39.2%	39.5%
EBITA (adj)	3.6%	77.3%	56.2%	56.0%	46.5%	40.4%	42.5%	37.9%	35.8%	39.1%	39.4%
EBIT (adj)	3.6%	76.9%	52.5%	49.7%	29.7%	23.0%	25.1%	23.5%	19.8%	23.3%	24.4%

Performance metrics

CAGR last 5 years											
Net revenue	n.a.	n.a.	n.a.	n.a.	n.a.	69.6%	29.8%	25.2%	22.7%	26.7%	23.4%
EBITDA	n.m.	n.m.	n.m.	n.m.	n.m.	176.2%	14.9%	16.1%	14.7%	19.5%	22.5%
EBIT	n.a.	n.a.	n.a.	n.a.	n.a.	145.1%	3.1%	7.0%	4.7%	16.8%	25.3%
EPS	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	-2.4%	5.3%	14.3%	10.1%	18.9%
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%	23.5%	22.5%	23.0%
Average EBITDA margin	n.a.	n.a.	n.a.	n.a.	54.5%	51.7%	46.9%	43.3%	40.1%	38.7%	38.7%

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	6.8	5.2	4.5
EV/EBITDA (adj)	n.a.	n.a.	n.a.	5.0	2.9	3.0	6.7	3.7	2.8	2.2	1.6
EV/EBITA (adj)	n.a.	n.a.	n.a.	5.1	3.0	3.1	6.7	3.7	2.8	2.2	1.6
EV/EBIT (adj)	n.a.	n.a.	n.a.	5.7	4.7	5.5	11.4	6.0	5.0	3.6	2.6

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	6.9	5.2	4.5
EV/Sales	n.a.	n.a.	n.a.	2.83	1.39	1.26	2.87	1.40	1.00	0.85	0.63
EV/EBITDA	n.a.	n.a.	n.a.	5.6	2.6	3.1	6.8	3.7	2.8	2.2	1.6
EV/EBITA	n.a.	n.a.	n.a.	5.7	2.7	3.1	6.9	3.7	2.8	2.2	1.6
EV/EBIT	n.a.	n.a.	n.a.	6.5	4.0	5.6	11.8	6.0	5.1	3.6	2.6
Dividend yield (ord.)	n.a.	n.a.	n.a.	0.0%	0.0%	0.0%	0.0%	6.2%	7.3%	9.6%	11.1%
FCF yield	n.a.	n.a.	n.a.	-7.4%	8.1%	6.6%	-24.2%	18.0%	13.3%	14.0%	28.4%
FCF Yield bef A&D, lease adj	n.a.	n.a.	n.a.	-6.4%	33.9%	31.0%	14.9%	28.3%	22.0%	26.3%	28.4%
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	134	138	133
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	133	136	132
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	134	138	134
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	12	12
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	13	18	31
Total current assets	1	1	6	12	8	10	9	16	24	29	43
Assets held for sale	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Total assets	1	19	53	78	82	91	137	148	158	167	177
Shareholders equity	0	9	16	59	65	71	85	97	102	111	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	102	111	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	6	6	7
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	9	9	10
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	29	30	32
Liabilities for assets held for sale	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	0	0	0
Total liabilities and equity	1	19	53	78	82	91	137	148	158	167	177
Balance sheet and debt metrics											
Net debt	0	0	25	0	-1	-3	12	7	2	-3	-16
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	-4	-4	-4
Invested capital	0	10	41	64	71	78	117	130	130	134	130
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%	10.0%	12.5%	13.3%
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	-0.1	-0.5
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%	65.0%	66.1%	67.3%
Net gearing	n.a.	n.a.	n.a.	n.a.	n.a.	-4.3%	13.6%	6.9%	1.6%	-2.6%	-13.4%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

EURm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
EBITDA (adj) for associates	0	8	9	13	13	12	16	20	26	31	33
Paid taxes	0	0	0	0	0	0	-1	-2	-1	-1	-1
Net financials	0	0	-3	-6	-1	-1	-2	-2	-3	-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
Funds from operations (FFO)	0	7	8	14	11	12	16	20	21	26	28
Change in NWC	0	9	-3	-3	0	0	-2	-2	1	0	0
Cash flow from operations (CFO)	0	16	5	11	11	12	15	19	22	26	28
Capital expenditure	0	-16	-28	-16	0	0	0	0	-7	-8	-9
Free cash flow before A&D	0	0	-23	-5	11	12	15	19	15	18	20
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	9	10	20
Free cash flow bef A&D, lease adj	0	0	-23	-5	11	12	15	19	15	18	20
Dividends paid	n.a.	n.a.	n.a.	n.a.	n.a.	0	0	0	-4	-5	-7
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	5	5	13
Cash flow metrics											
Capex/D&A	n.m.	n.m.	n.m.	n.m.	0.6%	-0.4%	-1.7%	-2.1%	62.7%	63.8%	68.4%
Capex/Sales	1.1%	n.m.	n.m.	61.8%	0.1%	-0.1%	-0.3%	-0.3%	10.1%	10.1%	10.4%
Key information											
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	69	69	69
Enterprise value	n.a.	n.a.	n.a.	72	33	37	111	74	71	66	53
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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Nordea Bank Abp	Nordea Bank Abp, filial i Sverige	Nordea Danmark, Filial af Nordea Bank Abp, Finland	Nordea Bank Abp, filial i Norge
Nordea IB & Equity Division, Equity Research Visiting address: Aleksis Kiven katu 7, Helsinki FI-00020 Nordea Finland Tel: +358 9 1651 Fax: +358 9 165 59710 Reg.no. 2858394-9 Satamaradankatu 5 Helsinki	Nordea IB & Equity Division, Equity Research Visiting address: Smålandsgatan 17 SE-105 71 Stockholm Sweden Tel: +46 8 614 7000 Fax: +46 8 534 911 60	Nordea IB & Equity Division, Equity Research Visiting address: Grønlandsvej 10 DK-2300 Copenhagen S Denmark Tel: +45 3333 3333 Fax: +45 3333 1520	Nordea IB & Equity Division, Equity Research Visiting address: Essendropsgate 7 N-0107 Oslo Norway Tel: +47 2248 5000 Fax: +47 2256 8650