

Enersense

Business Services
Finland

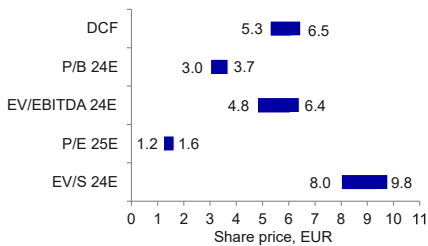
KEY DATA

Stock country	Finland
Bloomberg	ESENSE.FH
Reuters	ESENSE.HE
Share price (close)	EUR 2.61
Free float	57%
Market cap. (bn)	EUR 0.04/EUR 0.04
Website	www.enersense.com
Next report date	28 Oct 2024

PERFORMANCE



VALUATION APPROACH (EUR PER SHARE)



ESTIMATE CHANGES

Year	2024E	2025E	2026E
Sales	0%	-1%	-1%
EBIT (adj)	-2%	-3%	-3%

Source: Nordea estimates

Nordea IB & Equity - Analysts

Pasi Väisänen
DirectorSvante Krokfors
Director

The period of strong growth is cooling down

The recent period of strong revenue growth may have come to an end in Q2, as we expect negative revenue growth for Q3 y/y. We believe a strategy change will bring Enersense back to its roots as a service provider and the next bigger potential newsflow could be related to the divestment of the wind development portfolio. EV charger and offshore platform operations could also be divested, we argue. The wind power development portfolio looks sizeable, and the divestment price could therefore lead to a positive surprise. However, many onshore projects are halted, owing to the low power price, modest demand growth and high interest rates. We keep our fair value range of EUR 4.5-5.6 per share intact, based on a DCF model and peer group comparison. We note that Enersense's fair value heavily depends on the possible divestment prices of its operations.

We forecast a revenue decline of 4% y/y for Q3

The order book was down 21% on a y/y basis in Q2, taking down growth expectations for H2 2024. For Q3 2024, we estimate net sales of EUR 91m (LSEG Data & Analytics consensus: EUR 92m) and adjusted EBITDA of EUR 4.8m (consensus: EUR 6m). For the full year, we estimate adjusted EBITDA of EUR 11m and reported EBITDA of EUR 4m (consensus: EUR 5m). Current EBITDA guidance for the group for 2024 is EUR 4-8m. Enersense has launched an efficiency programme to support profitability, but that might not help to a great extent in H2 2024. Operations under strategic review could post over EUR 10m in (EBITDA) losses for this year.

Divestments should support the company's financial position

The main focus of the new management is to become rid of loss-making projects, improve visibility, lower risk levels and strengthen Enersense's financial position. Investments will be reduced to improve cash flow. But net sales and EBIT for the coming years are difficult to forecast, owing to the timing of the possible changes in the group structure. The share price has come down by 40% YTD, reflecting weak profitability and risks related to the balance sheet. Yet the share also has decent upside potential if the restructuring programme and strategy execution are successful. If net sales were EUR 300m, with an EBIT margin of 3.5%, zero debt and zero interest expenses, we calculate that EPS could be EUR 0.51. The equity story after the restructuring phase is related to more predictable revenue growth and cash flow of the infra construction company, as well as to a decent financial position when divestments have been made. We expect Enersense to release new financial targets soon after possible divestments.

SUMMARY TABLE - KEY FIGURES

EURm	2020	2021	2022	2023	2024E	2025E	2026E
Total revenue	147	239	282	363	382	401	422
EBITDA (adj)	10	19	14	15	11	19	20
EBIT (adj)	5	9	5	5	2	9	10
EBIT (adj) margin	3.2%	3.9%	1.7%	1.4%	0.4%	2.2%	2.4%
EPS (adj, EUR)	0.33	0.49	-0.48	-0.55	-0.70	0.05	0.08
EPS (adj) growth	243.5%	50.9%	-197.3%	-15.6%	-25.5%	106.9%	68.9%
DPS (ord, EUR)	0.00	0.10	0.10	0.00	0.00	0.00	0.00
EV/Sales	0.5	0.4	0.4	0.3	0.2	0.2	0.2
EV/EBIT (adj)	15.2	10.0	21.6	20.6	45.4	8.9	8.1
P/E (adj)	25.4	13.9	n.m.	n.m.	n.m.	54.0	32.0
P/BV	3.9	1.9	1.5	1.4	1.3	1.3	1.2
Dividend yield (ord)	0.0%	1.5%	1.8%	0.0%	0.0%	0.0%	0.0%
FCF Yield bef A&D, lease	22.6%	-13.2%	-12.8%	-36.7%	6.4%	-4.5%	-4.1%
Net debt	9	1	12	37	34	36	37
Net debt/EBITDA	0.9	0.1	1.0	2.5	8.4	1.9	1.9
ROIC after tax	18.4%	18.4%	6.1%	5.1%	1.8%	10.6%	11.4%

Source: Company data and Nordea estimates

Quarterly segment estimates

SEGMENT ESTIMATES BY QUARTER (EURm; EPS IN EUR)

	Q122	Q222	Q322	Q422	Q123	Q223	Q323	Q423	Q124	Q224	Q324E	Q424E
Industry												
Net sales (EURm)	16.6	18.7	15.3	22.1	26.1	26.8	26.7	34.1	37.0	39.5	34.0	35.7
Sales growth y/y (%)	-26%	-20%	-18%	5%	57%	43%	74%	54%	42%	48%	35%	5%
EBITDA (EURm)	-1.0	-0.1	1.1	-0.8	1.1	1.0	2.5	0.7	-2.7	-4.4	2.2	1.7
EBITDA margin (%)	-6.0%	-0.5%	7.2%	-3.7%	4.2%	3.7%	9.3%	2.1%	-7.2%	-11.2%	6.4%	4.7%
Power												
Net sales (EURm)	20.8	14.0	14.6	25.6	38.1	45.8	51.1	56.7	51.1	42.5	41.7	41.2
Sales growth y/y (%)	92%	17%	16%	86%	83%	226%	251%	122%	34%	-7%	-18%	-27%
EBITDA (EURm)	8.8	0.6	1.1	8.7	0.3	2.7	2.1	9.8	8.0	-3.8	1.9	1.9
EBITDA margin (%)	42.4%	4.3%	7.6%	34.1%	0.7%	5.9%	4.0%	17.2%	15.6%	-9.0%	4.5%	4.5%
Connectivity												
Net sales (EURm)	9.3	10.2	13.7	14.0	10.8	13.6	16.4	17.0	10.1	18.8	14.9	15.7
Sales growth y/y (%)	10%	-10%	11%	6%	16%	33%	19%	22%	-7%	38%	-9%	-8%
EBITDA (EURm)	-0.7	-0.5	1.1	0.5	0.0	-0.1	1.4	1.1	-0.6	0.9	1.1	1.1
EBITDA margin (%)	-7.5%	-5.2%	8.0%	3.4%	-0.4%	-0.9%	8.3%	6.3%	-5.7%	4.6%	7.2%	6.7%
International												
Net sales (EURm)	13.5	16.8	20.8	35.8	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Sales growth y/y (%)	16%	14%	42%	99%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
EBITDA (EURm)	-0.9	-0.1	0.2	-3.1	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
EBITDA margin (%)	-6.7%	-0.6%	1.0%	-8.8%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Group												
Net sales	60.2	59.8	64.4	97.6	75.0	86.3	94.2	107.8	98.1	100.8	90.6	92.6
Sales growth %	12.9%	-2.9%	10.5%	48.0%	24.6%	44.3%	46.2%	10.5%	30.9%	16.8%	-3.8%	-14.1%
EBITDA (EURm)	3.2	-2.8	1.9	1.1	-0.1	3.0	3.9	7.7	4.5	-9.5	4.8	4.3
EBITDA margin (%)	5.4%	-4.6%	3.0%	1.1%	-0.1%	3.5%	4.2%	7.1%	4.6%	-9.4%	5.3%	4.6%
Depreciation and amortisation	0.0	0.0	0.0	0.0	-2.2	-2.4	-2.3	-2.3	-2.8	-2.3	-2.2	-2.3
Reported EBIT	3.2	-2.8	1.9	1.1	-2.3	0.6	1.6	5.3	1.7	-11.8	2.6	2.0
Reported EBIT margin	5.4%	-4.6%	3.0%	1.1%	-3.1%	0.7%	1.7%	4.9%	1.8%	-11.7%	2.8%	2.1%
Group adj. EBIT	3.3	-2.6	2.1	2.1	-2.3	0.6	1.6	5.3	1.7	-4.6	2.6	2.0
Adj. EBIT margin	5.5%	-4.3%	3.3%	2.1%	-3.1%	0.7%	1.7%	4.9%	1.8%	-4.5%	2.8%	2.1%
Net financials	-3.7	-0.7	-0.8	-5.3	-1.5	-2.6	-2.8	-7.0	-6.2	-2.0	-1.9	-2.0
Pre-tax profit	-0.5	-3.5	1.1	-4.2	-3.8	-1.9	-1.2	-1.7	-4.4	-13.8	0.6	0.0
Income tax	-0.8	-0.7	0.0	-1.3	0.0	0.0	0.1	-0.7	-1.1	0.1	-0.1	0.0
Tax rate %	-170%	-20%	-2%	-32%	0%	1%	4%	-41%	-24%	1%	20%	20%
Reported net profit for the period	-1.3	-4.1	1.2	-5.6	-3.8	-1.9	-1.1	-2.4	-5.5	-13.7	0.5	0.0
Reported EPS	-0.08	-0.25	0.07	-0.34	-0.23	-0.11	-0.07	-0.14	-0.33	-0.83	0.03	0.00
Adj. EPS	-0.07	-0.24	0.08	-0.28	-0.23	-0.11	-0.07	-0.14	-0.33	-0.39	0.03	0.00

Source: Company data and Nordea estimates

Annual segment estimates

ANNUAL ESTIMATES BY SEGMENT (EURm; EPS IN EUR)

Segments	2018	2019	2020	2021	2022	2023	2024E	2025E
Industry								
Net sales (EURm)	n.a.	51.6	78.4	85.5	72.7	113.6	146.2	153.5
Sales growth y/y (%)	n.a.	n.a.	52%	9%	-15%	56%	29%	5%
EBITDA (EURm)	n.a.	1.3	6.2	15.4	0.3	5.3	-3.2	8.8
EBITDA margin (%)	n.a.	n.a.	7.9%	18.0%	0.4%	4.7%	-2.2%	5.7%
Power								
Net sales (EURm)	n.a.	n.a.	18.9	49.1	61.0	191.7	176.5	185.3
Sales growth y/y (%)	n.a.	n.a.	n.a.	160%	24%	214%	-8%	5%
EBITDA (EURm)	n.a.	n.a.	1.0	2.4	19.2	14.7	7.9	8.5
EBITDA margin (%)	n.a.	n.a.	5.3%	4.9%	31.5%	7.7%	4.5%	4.6%
Connectivity								
Net sales (EURm)	n.a.	n.a.	23.4	45.3	47.2	57.8	59.4	62.4
Sales growth y/y (%)	n.a.	n.a.	n.a.	93%	4%	22%	3%	5%
EBITDA (EURm)	n.a.	n.a.	1.5	1.6	0.4	2.3	2.4	3.9
EBITDA margin (%)	n.a.	n.a.	6.3%	3.5%	0.8%	3.9%	4.1%	6.2%
International								
Net sales (EURm)	n.a.	6.4	26.8	59.0	87.0	n.a.	n.a.	n.a.
Sales growth y/y (%)	n.a.	n.a.	316%	121%	47%	n.a.	n.a.	n.a.
EBITDA (EURm)	n.a.	-0.6	1.7	1.7	-3.9	n.a.	n.a.	n.a.
EBITDA margin (%)	n.a.	-9.1%	6.5%	2.9%	-4.5%	n.a.	n.a.	n.a.
Group								
Net sales	47.4	58.1	147.5	239.1	282.0	363.3	382.2	401.3
Sales growth %	0.7%	22.6%	154.0%	62.2%	17.9%	28.8%	5.2%	5.0%
EBITDA (EURm)	-1.7	0.1	9.8	16.6	12.2	14.5	4.0	18.7
EBITDA margin (%)	-3.5%	0.1%	6.6%	7.0%	4.3%	4.0%	1.1%	4.7%
Depreciation and amortisation	0.0	-1.0	-5.0	-9.8	-8.7	-9.3	-9.6	-9.9
Reported EBIT	-1.7	-1.0	4.8	6.8	3.5	5.3	-5.5	8.9
Reported EBIT margin	-3.5%	-1.7%	3.2%	2.9%	1.2%	1.4%	-1.5%	2.2%
Group adj. EBIT	-1.7	-1.0	4.8	9.4	4.9	5.3	1.7	8.9
Adj. EBIT margin	-3.5%	-1.7%	3.2%	3.9%	1.7%	1.4%	0.4%	2.2%
Net financials	0.0	-0.4	-1.9	-3.3	-10.0	-13.8	-12.1	-7.9
Pre-tax profit	-1.7	-1.4	2.9	3.6	-6.6	-8.6	-17.6	1.0
Income tax	0.0	0.0	-0.5	0.4	-2.8	-0.6	-1.1	-0.2
Tax rate %	0%	0%	17%	-12%	-43%	-7%	-6%	20%
Reported net profit for the period	-1.7	-1.4	2.4	4.0	-9.4	-9.2	-18.7	0.8
Reported EPS	-0.30	-0.23	0.33	0.30	-0.57	-0.55	-1.14	0.05
Adj. EPS	-0.30	-0.23	0.33	0.49	-0.48	-0.55	-0.70	0.05

Source: Company data and Nordea estimates

Peer group financials and valuation

PEER GROUP FINANCIALS

	SALES (EURm)				SALES GROWTH				EBIT MARGIN			
	2022	2023	2024E	2025E	2022	2023	2024E	2025E	2022	2023	2024E	2025E
Vinci SA	62,265	69,619	71,749	74,046	25%	12%	5%	3%	11%	12%	12%	12%
Abb Ltd	27,514	29,209	30,800	32,518	2%	9%	4%	6%	13%	16%	17%	17%
Engie SA	93,865	82,565	80,438	78,897	62%	-12%	-16%	-2%	12%	10%	11%	11%
Skanska AB	14,650	15,047	14,537	15,297	13%	2%	8%	5%	5%	2%	4%	4%
Bilfinger SE	4,312	4,486	5,016	5,297	15%	4%	13%	6%	2%	4%	5%	5%
Bravida Holding AB	2,361	2,648	2,560	2,654	20%	12%	2%	4%	6%	6%	5%	6%
Caverion Oyj	2,352	2,491			10%	6%			3%	4%		
Instalco AB	1,083	1,285	1,265	1,339	36%	18%	-1%	6%	6%	6%	7%	7%
YIT Oyj	2,403	2,163	1,925	1,969	-9%	-10%	-11%	2%	4%	2%	0%	3%
Eltel AB	824	850	839	865	1%	3%	0%	3%	1%	0%	-2%	3%
Netel Holding AB (publ)	282	311	320	345	30%	10%	7%	8%	6%	5%	5%	6%
Group median					15.4%	5.9%	3.0%	4.5%	6.2%	4.7%	5.3%	6.2%
Enersense (Nordea)	239	282	363	382	17.9%	28.8%	5.2%	5.0%	1.7%	1.4%	0.4%	2.2%
diff. from median (pp)					2.6	22.9	2.2	0.5	-4.5	-3.2	-4.9	-4.0

Source: LSEG Data & Analytics and Nordea estimates

PEER GROUP MULTIPLES (x)

	P/E				EV/EBIT				P/B			
	2022	2023	2024E	2025E	2022	2023	2024E	2025E	2022	2023	2024E	2025E
Vinci SA	12.5	13.9	12.5	11.6	11.5	10.4	10.1	9.5	2.5	2.2	2.0	1.9
Abb Ltd	23.0	22.0	24.9	22.8	14.4	16.7	18.9	17.2	8.5	7.5	6.9	6.0
Engie SA	7.3	18.4	7.8	8.7	14.0	6.4	7.7	8.2	0.9	1.1	1.1	1.1
Skanska AB	8.3	15.1	14.2	12.4	9.6	11.7	12.5	10.8	1.8	1.5	1.5	1.4
Bilfinger SE	38.1	7.4	12.4	10.4	6.5	6.4	7.4	6.3	1.9	1.7	1.5	1.5
Bravida Holding AB	17.9	13.5	15.5	12.2	14.2	10.9	12.6	10.6	2.4	2.1	2.0	1.9
Caverion Oyj	21.3	36.2			12.7	13.5			5.5	6.7		
Instalco AB	20.2	18.1	22.2	17.9	16.4	15.9	18.4	16.0	4.7	3.9	3.6	3.2
YIT Oyj	8.2	138.7	0.0	579.5	13.9	128.6	232.7	24.1	0.6	0.6	0.7	0.7
Eltel AB	n.a.	n.a.	0.0	21.2	47.5	1,023.2	0.0	10.8	0.5	0.5	0.5	0.5
Netel Holding AB (publ)	13.2	16.2	11.0	7.3	12.0	7.4	9.3	7.3	0.9	0.9	0.8	0.8
Group median	15.6	17.1	12.4	12.3	13.9	11.7	11.3	10.7	1.9	1.7	1.5	1.4
Enersense (Nordea)	n.a.	-6.2	54.0	32.0	21.6	20.7	45.4	8.9	1.5	1.4	1.3	1.3
diff. from median	n.a.	-136%	334%	160%	55%	76%	302%	-17%	-20%	-21%	-15%	-12%

Source: LSEG Data & Analytics and Nordea estimates

Reported numbers and forecasts

INCOME STATEMENT

EURm	2016	2017	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
Total revenue	37	47	47	58	147	239	282	363	382	401	422
Revenue growth	114.4%	27.5%	0.7%	22.6%	154.0%	62.2%	17.9%	28.8%	5.2%	5.0%	5.3%
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	4	2	-2	0	10	17	12	15	4	19	20
Depreciation and impairments PPE	0	0	0	-1	-5	-10	-9	-9	-10	-10	-10
of which leased assets	0	0	0	0	-4	-8	-8	-8	-8	-8	-8
EBITA	4	2	-2	-1	5	7	3	5	-6	9	10
Amortisation and impairments	0	0	0	0	0	0	0	0	0	0	0
EBIT	4	2	-2	-1	5	7	3	5	-6	9	10
of which associates	0	0	0	0	0	0	0	0	0	0	0
Associates excluded from EBIT	0	0	0	0	0	0	0	0	0	0	0
Net financials	0	0	0	0	-2	-3	-10	-14	-12	-8	-8
of which lease interest	0	0	0	0	0	0	0	0	1	1	1
Changes in value, net	0	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	4	2	-2	-1	3	4	-7	-9	-18	1	2
Reported taxes	0	0	0	0	0	0	-3	-1	-1	0	0
Net profit from continued operations	4	2	-2	-1	2	4	-9	-9	-19	1	1
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	4	2	-2	-1	2	4	-9	-9	-19	1	1
EPS, EUR	345.64	152.90	-0.30	-0.23	0.33	0.30	-0.57	-0.55	-1.14	0.05	0.08
DPS, EUR	0.00	0.00	0.00	0.00	0.00	0.10	0.10	0.00	0.00	0.00	0.00
of which ordinary	0.00	0.00	0.00	0.00	0.00	0.10	0.10	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	10.6%	3.7%	-3.5%	0.1%	6.6%	7.0%	4.3%	4.0%	1.1%	4.7%	4.8%
EBITA	10.6%	3.7%	-3.5%	-1.7%	3.2%	2.9%	1.2%	1.4%	-1.5%	2.2%	2.4%
EBIT	10.6%	3.7%	-3.5%	-1.7%	3.2%	2.9%	1.2%	1.4%	-1.5%	2.2%	2.4%

Adjusted earnings

EBITDA (adj)	4	2	-2	0	10	19	14	15	11	19	20
EBITA (adj)	4	2	-2	-1	5	9	5	5	2	9	10
EBIT (adj)	4	2	-2	-1	5	9	5	5	2	9	10
EPS (adj, EUR)	345.64	152.90	-0.30	-0.23	0.33	0.49	-0.48	-0.55	-0.70	0.05	0.08

Adjusted profit margins in percent

EBITDA (adj)	10.6%	3.7%	-3.5%	0.1%	6.6%	8.0%	4.8%	4.0%	2.9%	4.7%	4.8%
EBITA (adj)	10.6%	3.7%	-3.5%	-1.7%	3.2%	3.9%	1.7%	1.4%	0.4%	2.2%	2.4%
EBIT (adj)	10.6%	3.7%	-3.5%	-1.7%	3.2%	3.9%	1.7%	1.4%	0.4%	2.2%	2.4%

Performance metrics

CAGR last 5 years											
Net revenue	n.a.	n.a.	n.a.	n.a.	53.7%	45.3%	43.1%	50.3%	45.8%	22.2%	12.1%
EBITDA	n.m.	n.m.	n.m.	n.m.	52.7%	33.6%	47.9%	n.m.	138.6%	13.9%	3.9%
EBIT	n.a.	n.a.	n.a.	n.a.	32.4%	11.8%	15.0%	n.m.	n.m.	13.2%	7.9%
EPS	n.a.	n.a.	n.a.	n.a.	n.a.	-75.6%	n.m.	n.m.	n.m.	-31.8%	-22.9%
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.	2.0%	2.3%	2.0%	1.6%	1.8%	1.0%	1.1%	1.2%
Average EBITDA margin	n.a.	n.a.	n.a.	2.5%	4.1%	4.9%	4.8%	4.9%	4.0%	4.0%	3.8%

VALUATION RATIOS - ADJUSTED EARNINGS

EURm	2016	2017	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
P/E (adj)	n.a.	n.a.	n.m.	n.m.	25.4	13.9	n.m.	n.m.	n.m.	54.0	32.0
EV/EBITDA (adj)	n.a.	n.a.	n.m.	285.4	7.4	4.9	7.8	7.5	6.8	4.2	4.0
EV/EBITA (adj)	n.a.	n.a.	n.m.	n.m.	15.2	10.0	21.6	20.6	45.4	8.9	8.1
EV/EBIT (adj)	n.a.	n.a.	n.m.	n.m.	15.2	10.0	21.6	20.6	45.4	8.9	8.1

VALUATION RATIOS - REPORTED EARNINGS

EURm	2016	2017	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
P/E	n.a.	n.a.	n.m.	n.m.	25.4	22.8	n.m.	n.m.	n.m.	54.0	32.0
EV/Sales	n.a.	n.a.	0.48	0.26	0.49	0.39	0.38	0.30	0.20	0.20	0.19
EV/EBITDA	n.a.	n.a.	n.m.	285.4	7.4	5.6	8.7	7.5	19.2	4.2	4.0
EV/EBITA	n.a.	n.a.	n.m.	n.m.	15.2	13.7	30.5	20.6	n.m.	8.9	8.1
EV/EBIT	n.a.	n.a.	n.m.	n.m.	15.2	13.7	30.5	20.6	n.m.	8.9	8.1
Dividend yield (ord.)	n.a.	n.a.	0.0%	0.0%	0.0%	1.5%	1.8%	0.0%	0.0%	0.0%	0.0%
FCF yield	n.a.	n.a.	0.0%	-20.3%	22.6%	-4.4%	-4.3%	-25.5%	25.6%	15.2%	16.2%
FCF Yield bef A&D, lease adj	n.a.	n.a.	0.0%	-20.3%	22.6%	-13.2%	-12.8%	-36.7%	6.4%	-4.5%	-4.1%
Payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	20.3%	n.m.	0.0%	0.0%	0.0%	0.0%

Source: Company data and Nordea estimates

BALANCE SHEET

EURm	2016	2017	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
Intangible assets	0	0	4	4	40	45	68	68	68	68	68
of which R&D	n.a.	n.a.	n.a.	0	0	0	0	0	0	0	0
of which other intangibles	0	0	4	0	14	19	40	40	40	40	40
of which goodwill	n.a.	n.a.	n.a.	4	26	26	28	28	28	28	28
Tangible assets	0	0	2	3	19	22	22	21	22	24	25
of which leased assets	n.a.	n.a.	1	1	6	13	11	11	11	11	12
Shares associates	0	0	1	1	1	2	11	14	14	14	14
Interest bearing assets	n.a.	n.a.	n.a.	0	0	0	0	0	0	0	0
Deferred tax assets	n.a.	n.a.	n.a.	1	1	1	1	1	1	1	1
Other non-IB non-current assets	n.a.	n.a.	n.a.	0	0	0	0	0	0	0	0
Other non-current assets	n.a.	n.a.	n.a.	0	1	4	7	4	4	4	4
Total non-current assets	0	1	7	9	62	73	110	109	110	111	112
Inventory	0	0	0	0	4	7	13	18	11	14	17
Accounts receivable	8	9	8	10	24	22	34	40	27	30	34
Short-term leased assets	n.a.	n.a.	1	1	3	4	6	8	8	8	8
Other current assets	1	2	2	2	8	12	29	27	29	30	31
Cash and bank	2	2	3	1	18	29	39	11	14	13	12
Total current assets	11	13	14	15	57	74	121	105	89	95	102
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	12	14	20	24	119	147	230	214	199	206	214
Shareholders equity	4	3	9	7	16	49	62	52	33	34	35
Of which preferred stocks	n.a.	n.a.	n.a.	0	0	0	0	0	0	0	0
Of which equity part of hybrid debt	n.a.	n.a.	n.a.	0	0	0	0	0	0	0	0
Minority interest	n.a.	0	0	0	2	1	0	0	0	0	0
Total Equity	n.a.	3	9	7	18	50	63	52	34	34	36
Deferred tax	n.a.	n.a.	n.a.	0	0	1	7	6	6	6	6
Long term interest bearing debt	0	0	1	0	4	10	30	28	18	18	18
Pension provisions	n.a.	n.a.	n.a.	0	0	1	0	0	0	0	0
Other long-term provisions	n.a.	n.a.	n.a.	0	0	1	1	0	0	0	0
Other long-term liabilities	n.a.	n.a.	n.a.	0	0	2	1	0	0	0	0
Non-current lease debt	n.a.	n.a.	n.a.	1	6	13	11	9	8	8	9
Convertible debt	n.a.	n.a.	n.a.	0	0	0	0	0	0	0	0
Shareholder debt	n.a.	n.a.	n.a.	0	0	0	0	0	0	0	0
Hybrid debt	n.a.	n.a.	n.a.	0	0	0	0	0	0	0	0
Total non-current liabilities	0	0	1	1	10	28	49	44	32	33	33
Short-term provisions	n.a.	n.a.	n.a.	0	2	1	1	0	0	0	0
Accounts payable	2	4	3	4	17	15	36	26	27	28	30
Current lease debt	n.a.	n.a.	n.a.	1	3	4	6	6	8	8	8
Other current liabilities	n.a.	n.a.	n.a.	6	52	46	71	81	84	88	93
Short term interest bearing debt	6	7	6	4	14	3	3	4	14	14	14
Total current liabilities	8	11	9	15	88	69	118	117	133	139	145
Liabilities for assets held for sale	n.a.	n.a.	n.a.	0	0	0	0	0	0	0	0
Total liabilities and equity	12	15	19	23	115	147	230	214	199	206	214
Balance sheet and debt metrics											
Net debt	3	6	5	5	9	1	12	37	34	36	37
of which lease debt	n.a.	n.a.	n.a.	2	9	17	17	15	16	16	17
Working capital	7	7	7	2	-32	-21	-32	-21	-44	-43	-41
Invested capital	7	8	14	12	30	52	78	88	66	69	72
Capital employed	9	10	16	13	45	80	113	100	82	83	85
ROE	n.m.	52.6%	-28.4%	-16.5%	20.9%	12.5%	-16.9%	-16.0%	-44.0%	2.4%	3.9%
ROIC	52.7%	18.0%	-11.9%	-6.0%	18.5%	18.4%	6.1%	5.1%	1.8%	10.6%	11.4%
ROCE	52.4%	17.3%	-12.6%	-6.5%	16.8%	15.2%	5.6%	4.9%	1.9%	10.8%	11.9%
Net debt/EBITDA	0.9	3.3	n.m.	87.8	0.9	0.1	1.0	2.5	8.4	1.9	1.9
Interest coverage	n.m.	n.m.	n.m.	-2.3	2.5	2.1	0.4	0.4	-0.4	1.0	1.1
Equity ratio	31.9%	19.1%	47.4%	32.2%	13.8%	33.1%	27.0%	24.3%	16.7%	16.5%	16.5%
Net gearing	n.a.	204.5%	53.7%	64.8%	52.3%	2.5%	19.0%	69.9%	100.0%	103.3%	104.3%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

EURm	2016	2017	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E
EBITDA (adj) for associates	4	2	-2	0	10	17	12	15	4	19	20
Paid taxes	0	0	0	0	0	1	0	-3	-1	0	0
Net financials	0	0	0	0	-2	-3	-3	-1	-12	-8	-8
Change in provisions	0	0	0	0	3	0	0	-1	0	0	0
Change in other LT non-IB	0	0	0	-1	-1	-1	-5	2	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	-4	-2	2	1	-3	-12	3	-15	0	0	0
Funds from operations (FFO)	0	0	0	0	6	1	7	-3	-9	11	12
Change in NWC	n.a.	n.a.	n.a.	-1	-4	-16	-3	-12	23	-1	-2
Cash flow from operations (CFO)	n.a.	n.a.	n.a.	-1	2	-16	4	-15	13	9	10
Capital expenditure	0	0	0	-1	12	12	-8	-3	-2	-3	-3
Free cash flow before A&D	0	0	0	-2	14	-4	-4	-18	11	7	7
Proceeds from sale of assets	0	0	0	0	0	0	0	0	0	0	0
Acquisitions	0	0	0	0	0	0	0	0	0	0	0
Free cash flow	0	0	0	-2	14	-4	-4	-18	11	7	7
Free cash flow bef A&D, lease adj	0	0	0	-2	14	-12	-12	-26	3	-2	-2
Dividends paid	0	0	0	0	0	0	-4	-2	0	0	0
Equity issues / buybacks	0	0	0	0	7	28	2	0	0	0	0
Net change in debt	0	0	0	2	-3	-8	23	-8	0	0	0
Other financing adjustments	n.a.	n.a.	n.a.	n.a.	n.a.	0	-1	0	-8	-8	-8
Other non-cash adjustments	2	0	1	0	0	0	0	0	0	0	0
Change in cash	2	0	1	-1	16	11	10	-27	3	-1	-1
Cash flow metrics											
Capex/D&A	n.m.	n.m.	n.m.	75.8%	n.m.	n.m.	96.6%	33.0%	25.5%	27.2%	29.1%
Capex/Sales	0.0%	0.0%	0.0%	1.3%	-8.2%	-4.8%	3.0%	0.8%	0.6%	0.7%	0.7%
Key information											
Share price year end (/current)	n.a.	n.a.	3	2	8	7	6	4	3	3	3
Market cap.	n.a.	n.a.	18	11	62	92	94	72	43	43	43
Enterprise value	n.a.	n.a.	23	15	73	94	106	109	77	79	81
Diluted no. of shares, year-end (m)	0.0	0.0	5.6	5.9	7.4	13.4	16.5	16.5	16.5	16.5	16.5

Source: Company data and Nordea estimates

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