

OptiCept

Company report

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✓ Inderes corporate customer

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Clear steps towards building large scale business

OptiCept's Q1 figures were below our estimates. However, the Company's investment story is based on long-term commercial success and the company has taken important operational steps towards reaching this during the first half of 2024. The recently announced FPS order was a clear breakthrough for the company, which not only validates the technology but also shows signs of clear end consumer demand. Thus, we have revised our estimates upwards. In addition, the company has secured financing through debt, at favorable terms, and warrants that we assume will be fully redeemed. As a result, we believe that the overall risks associated with financing have come down. However, in our view, given the uncertainty regarding whether the company will continue to receive larger order on a regular basis and to what profitability, the stock is already sufficiently priced in for high revenue growth (2025e EV/S: 3.2x). As a result, we are relatively neutral to the current valuation, but we raise our recommendation to Reduce (prev. Sell) and our target price to SEK 5.3 per share (prev. 2.2)

Slow revenue growth but a substantial order received after the end of the quarter

OptiCept's Q1 revenue decreased by 33% to 3.6 MSEK, lower than our estimate of 5.3 MSEK. However, the decline in absolute terms was relatively modest. The decrease from Q1'23 was primarily related to the PlantTech business area, while the FoodTech business area performed well mainly due to the FPS order announced in January 2024. Due to cost savings measures, the company successfully decreased its cost base by 17% YoY. However, the lower revenue and lower capitalized expenses offset this effect somewhat, leading to modest improvements in operating loss (EBIT Q1'24: -16.5 MSEK vs Q1'23: -17.7 MSEK).

We have increased our estimates to reflect the commercial breakthrough within FoodTech for solid food

For the current year, we have adjusted our revenue forecasts in FoodTech to include the substantial order from FPS, valued at 60 MSEK, to be fulfilled within 12 months. Given the halfway point in the year and that the company probably also will allocate focus on securing financing and establishing partnership structures in other areas, we expect OptiCept to deliver approximately 20-30 MSEK of the order in 2024. Looking ahead to 2025, we have revised revenue estimates upward to include the remaining portion of the FPS order. In PlantTech, revenue estimates remain unchanged. We have made only minor adjustments, in absolute terms, to profitability for the current year, since we initially expect low margins. Furthermore, we have increased our fixed cost estimates somewhat due to higher costs than expected during the first quarter. However, looking at 2025 and 2026, we expect higher profitability driven by both the profit sharing with FPS that goes straight to the bottom line and that increased production volumes should yield higher margins for the company.

Developing in the right direction but high growth is already priced in

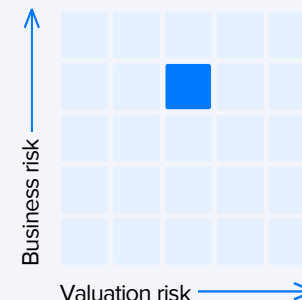
OptiCept has taken clear steps towards building a larger business and reaching a wider commercial scale. Thus, we have increased our estimates and, thus, also our valuation of the company. However, given OptiCept's early commercialization phase and the uncertainty regarding whether the company will continue to receive larger orders on a regular basis, the potential outcomes are wide. Thus, our DCF scenarios indicate a present value of SEK 2.6-8.3 per share (previous 0.9-6.5) and our target price is quite in the middle at SEK 5.3 per share (previous 2.2). Overall, we believe the stock is fairly priced for substantial growth and that a larger upside for the stock would require that the company reaches a sharper growth rate in 2024-2025 than we expect.

Recommendation

Reduce
(prev. Sell)

5.3 SEK
(prev. 2.2 SEK)

Share price:
5.6



Key indicators

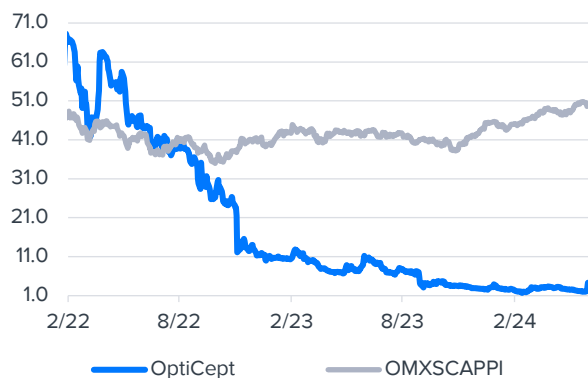
	2023	2024e	2025e	2026e
Revenue	9.1	47.3	89.0	119.3
growth-%	-13%	418%	88%	34%
EBIT adj.	-73.6	-38.7	-17.8	-1.3
EBIT-% adj.	-804.8 %	-81.8 %	-20.0 %	-1.1 %
Net Income	-80.4	-43.1	-19.4	-3.3
EPS (adj.)	-2.00	-0.91	-0.38	-0.06
P/E (adj.)	neg.	neg.	neg.	neg.
P/B	0.4	0.8	0.8	0.9
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %
EV/EBIT (adj.)	neg.	neg.	neg.	neg.
EV/EBITDA	neg.	neg.	93.6	14.6
EV/S	17.5	5.9	3.2	2.4

Source: Inderes

Guidance

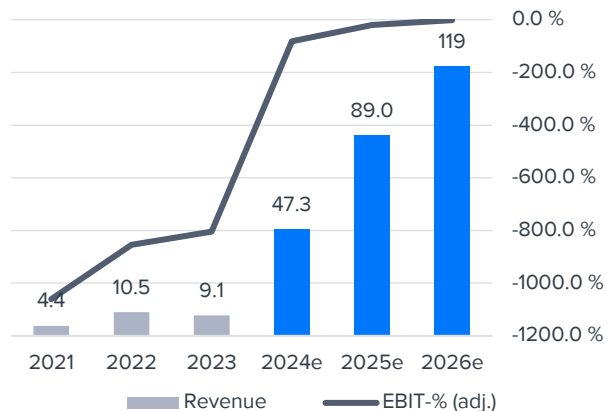
(OptiCept does not provide guidance)

Share price



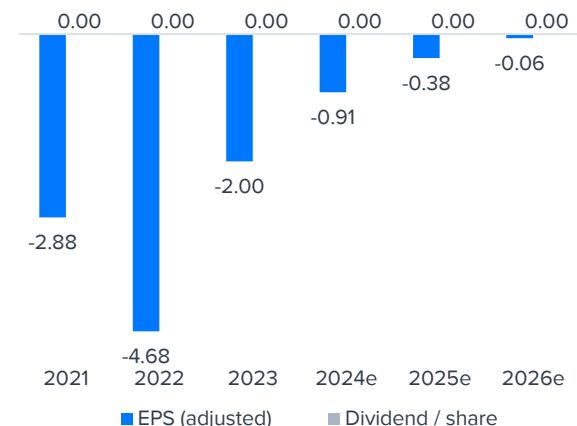
Source: Millistream Market Data AB

Revenue and EBIT-%



Source: Inderes

EPS and dividend



Source: Inderes



Value drivers

- Proven technology to extend the shelf life and enhance the quality of food and plants
- Growing markets driven by significant trends such as sustainability
- Optionality and scalable business model
- Short payback period for customers lowers the barrier to invest in the technology



Risk factors

- Challenges of breaking into conservative markets raise the risk level
- Growth strategy eats away on cash assets and requires additional funding
- Competing solutions and emerging rivals
- The business model proves ineffective and demand is weak

Valuation	2024e	2025e	2026e
Share price	5.57	5.57	5.57
Number of shares, millions	47.1	51.5	51.5
Market cap	263	263	263
EV	281	284	286
P/E (adj.)	neg.	neg.	neg.
P/E	neg.	neg.	neg.
P/B	0.8	0.8	0.9
P/S	5.5	3.0	2.2
EV/Sales	5.9	3.2	2.4
EV/EBITDA	neg.	93.6	14.6
EV/EBIT (adj.)	neg.	neg.	neg.
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

Q1 report below our estimates but focus is on operational development

Strong operational development despite weaker Q1 figures

OptiCept's revenue fell 33% to 3.6 MSEK, missing our 5.3 MSEK estimate. While FoodTech revenue (~3.1 MSEK) exceeded our expectations (2.5 MSEK), PlantTech revenue (~0.2 MSEK) was well below our 2.8 MSEK estimate, likely due to fewer treatments in cut flowers and slower-than-expected operational development for cuttings.

In the big picture, however, OptiCept's investment story is based on long-term commercial success, so we do not place too much emphasis on weaker revenue development in a single quarter. Instead, we focus more on the progress of key partnerships that can help bring in large orders and later convert them into deliveries and revenue. In this regard, OptiCept has performed very well in the first half of the year. The company has made significant progress towards broader commercialization within FoodTech for solid

food, securing its first large-scale order (60 MSEK) from its partner FPS. Additionally, the company is progressing towards building a partnership for its new product, OptiBoost Inside, and has announced orders within OliveCept totaling around 7 MSEK, despite a challenging olive oil market. Overall, despite weaker figures in the first quarter, the company has made important operational strides that we believe will be reflected in the coming quarters.

Higher costs than expected

OptiCept's Q1 EBITDA and EBIT remained negative, totaling -12.2 MSEK and -17.7 MSEK, respectively. However, it is worth noting that the company managed to reduce its cost base by approximately 17% year-on-year due to cost-saving measures. While this is a positive development, the impact of the cost savings was smaller than anticipated. Combined with lower revenue, this resulted in a higher operating loss than we had expected.

Cash is still consumed but financing secured

The operating burn rate in Q1 was lower than in Q4'23 due to reduced operating losses and capital release. However, operating cash flow in Q1 (-9.7 MSEK) remains negative, meaning continued cash consumption.

After the quarter ended, OptiCept secured a 29 MSEK loan. The lenders also received 4.35 million warrants, which can be converted into shares at SEK 3.0 per share. If fully subscribed, this would provide an additional 13 MSEK with a relatively modest dilution of about 8.5%. The financing was largely anticipated from our side, but we view the funding and its terms as positive. The company not only secures additional financing to strengthen its working capital to produce and deliver the large order to FPS, but it also plans to use the proceeds to repay the current expensive loan (18% annual interest rate) from Buntel.

Estimates	Q1'23	Q1'24	Q1'24e	Q1'24e	Consensus		Difference (%)	2024e
	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Inderes
Revenue	5.0	3.6	5.3				-33%	47.3
EBITDA	-12.2	-11.5	-4.3				-164%	-17.6
EBIT (adj.)	-17.7	-16.5	-9.7				-69%	-38.7
EBIT	-17.7	-16.5	-9.7				-69%	-38.7
PTP	-20.8	-14.8	-12.7				-16%	-43.1
EPS (adj.)	-0.52	-0.31	-0.27				-16%	-0.91
Revenue growth-%	24 %	-28 %	7 %				-34.8 pp	418 %
EBIT-% (adj.)	-354.4 %	-457.4 %	-182.9 %				-274.5 pp	-81.8 %

Source: Inderes

Forecasts up reflecting the breakthrough within FoodTech

Revenue estimates revised upwards in 2024

For the current year, we have revised our revenue forecasts within FoodTech to incorporate the significant order from FPS in solid foods. The order is valued at 60 MSEK, with a guaranteed minimum value of 43.5 MSEK, to be fulfilled within a maximum of 12 months. Considering that we are already halfway through the year and the company may also allocate focus towards securing long-term financing and establishing partnership structures within other business areas, we anticipate the delivery of approximately 20-30 MSEK of the order during the current year. The Q1 '24 order book stood at 30.8 MSEK, largely linked to OliveCept installations. With recent orders and a slower olive oil season, we foresee around 25-30% of the order book translating into revenues this year. In PlantTech, revenue estimates remain unchanged. While we acknowledge OptiCept's exploration of a partnership with Chrystal for their new product OptiBoost Inside, we prefer to see a partnership in place and gain more

visibility into end consumer demand before making any estimate changes.

We expect increased profitability when volumes go up

Regarding profitability, we anticipate minimal contribution from the FPS order during the current year. As we understand it, the partnership entails OptiCept supplying its patented PEF generators to FPS, which then refines the product for larger capacity. OptiCept receives payment in two stages: first for cost coverage upon delivery of the PEF generators, and then, profits are shared equally between FPS and OptiCept upon the sale of the end product. Thus, we expect initial margins for OptiCept to be narrow, as they only cover costs, with more substantial profits realized in 2025 and 2026. Therefore, we have made only minor adjustments to profitability for the current year, anticipating larger profits with a delayed effect. In 2025, we have revised our revenue estimates upwards to account for the remaining 30-40 MSEK of

the FPS order. Our estimates for the other business areas remain relatively unchanged. For 2026, we have only slightly adjusted our revenue estimates upwards in absolute terms. This is due to the relatively low visibility into end consumer demand within FoodTech and the fact that receiving a few large orders does not guarantee continued regularity in receiving such orders.

The financing situation looks better

Based on our updated estimates, we expect the company to burn -30 to -35 MSEK before achieving positive FCF in 2026. With a Q1 cash position of 12 MSEK, a 29 MSEK loan, and potential 13 MSEK from fully subscribed warrants, the company's financing outlook is improved. However, the loan is due on 30 May 2025, thus, our model assumes the company will renegotiate or secure a new loan of 10-20 MSEK in 2025 to support organic growth. We believe some leverage is good to grow its business and given the company's estimated stage and growth outlook in 2025, favorable loan terms should be attainable.

Estimate revisions MSEK/SEK	2024e		Change %	2025e		Change %	2026e		Change %
	Old	New		Old	New		Old	New	
Revenue	26.7	47.3	78%	65.6	92.4	41%	99.5	119	20%
EBITDA	-20.4	-17.6	14%	-16.1	4.6	128%	1.4	14.3	941%
EBIT (exc. NRIs)	-42.0	-38.7	8%	-36.5	-15.0	59%	-16.7	-3.2	81%
EBIT	-42.0	-38.7	8%	-36.5	-15.0	59%	-16.7	-3.2	81%
PTP	-51.0	-43.1	15%	-43.5	-22.0	49%	-23.7	-10.2	57%
EPS (excl. NRIs)	-1.08	-0.91	15%	-0.92	-0.47	49%	-0.50	-0.22	57%
DPS	0.00	0.00		0.00	0.00		0.00	0.00	

Source: Inderes

No sufficient risk/reward in the short-term

High potential but also risks associated with commercialization

We believe OptiCept's investment story relies on expectations related to long-term commercial success in both FoodTech and PlantTech business. OptiCept has already developed a complementary product portfolio and secured its first large-scale order, which improves visibility into growth. On the other hand, the receipt of a few large orders does not guarantee that the company will be able to continue to receive these orders regularly. In addition, the company's historical performance provides little guidance as to how future profitability and revenue growth may develop. As a result, a wide range of potential outcomes can be projected for OptiCept in the future.

DCF scenarios help determine the value range of the company

In OptiCept's valuation, the DCF illustrates the long-term potential. The DCF model is very sensitive to the assumptions used, so it also acts as a guiding indicator. As a result, we also use scenarios for DCF valuation: an optimistic, pessimistic, and neutral scenario that reflects our current estimates. In the negative scenario, the company burns cash and reaches a limited size class. In the optimistic scenario, OptiCept will achieve its 2024 target of positive EBITDA and 85-90 MSEK in revenue, as well as a wide commercial breakthrough in the next few years and grow to a significant size class globally. The key figures for the scenarios are shown in the graphs on the next page.

The DCF scenarios indicate a present value of SEK 2.6-8.3 per share (previous 0.9-6.5) and in the neutral scenario SEK 5.4 per share (previous 2.4). The increase in the DCF scenario is related to our increased estimates due to a commercial breakthrough within FoodTech for solid foods. It is

worth noting that a small discount to the DCF should be applied, as it is based on the number of shares in 2024 and we expect the number of shares to increase in 2025 due to the redemption of warrant.

The company is developing in the right direction, but we are relatively neutral to the valuation

OptiCept is undoubtedly making strides in the right direction, aligning with our criteria of securing larger orders, increasing volumes within the existing customer base, and converting pilots to concrete orders. Thus, reaching better visibility into growth. Furthermore, the company has secured a 29 MSEK loan and issued warrants that could bring in an additional 13 MSEK in 2025. We view the loan terms (6% annual interest rate) as favorable for OptiCept, given the high-interest rate environment, and the 8.5% maximal dilution as relatively modest for existing shareholders. Due to the decreased financing risk, we have lowered our WACC and CoE to 13.0% and 13.9%, respectively (previously 14% and 15%).

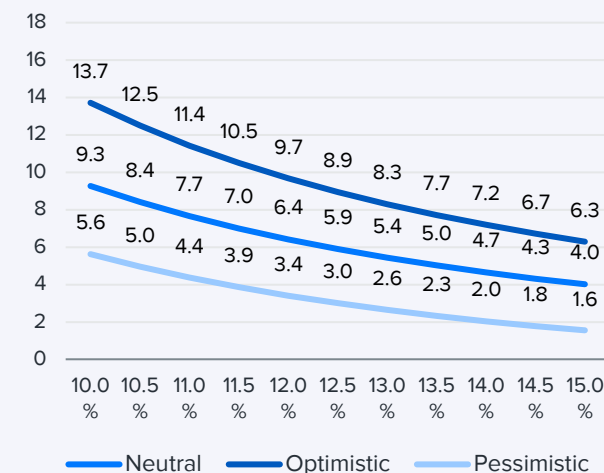
With these factors in play, we believe OptiCept has developed more in line with our optimistic scenario, reaching a new level of business growth. As a result, we have increased our fair value range to SEK 3.7-6.8 per share (prev. 1.5-2.7). This assumes that the financing needs are covered, deliveries to FPS remain on track, and that OptiCept manages to increase order intake as well as convert more of its order book into deliveries in the coming years. However, we believe the stock is already fairly priced for substantial growth and that a larger upside would require that the company to reach a sharper growth rate in 2024-2025 than we currently expect. Thus, we have a relative neutral approach to the current valuation. Due to the still high return requirement, we turn to a Reduce recommendation (prev. Sell) and increase our target price to SEK 5.3 per share (prev. 2.2).

Valuation	2024e	2025e	2026e
Share price	5.57	5.57	5.57
Number of shares, millions	47.1	51.5	51.5
Market cap	263	263	263
EV	281	284	286
P/E (adj.)	neg.	neg.	neg.
P/E	neg.	neg.	neg.
P/B	0.8	0.8	0.9
P/S	5.5	3.0	2.2
EV/Sales	5.9	3.2	2.4
EV/EBITDA	neg.	93.6	14.6
EV/EBIT (adj.)	neg.	neg.	neg.
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

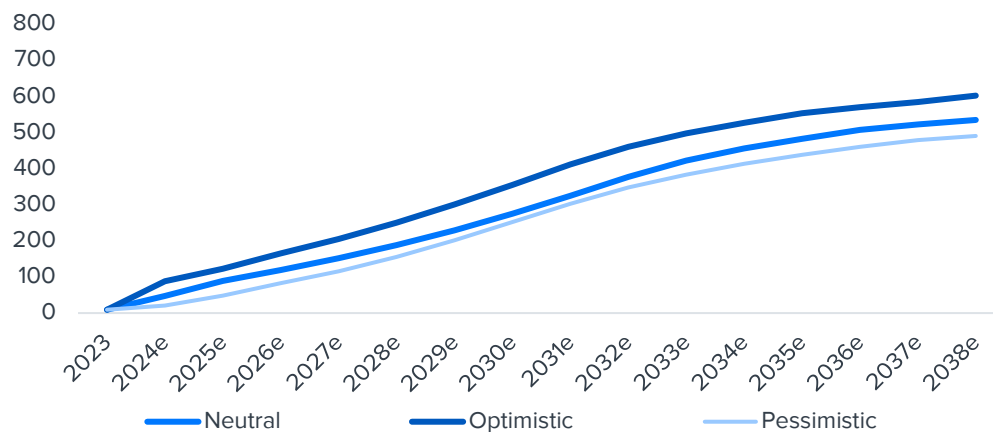
Sensitivity of the DCF value to the WACC

SEK per share, WACC-%



Valuation graphs

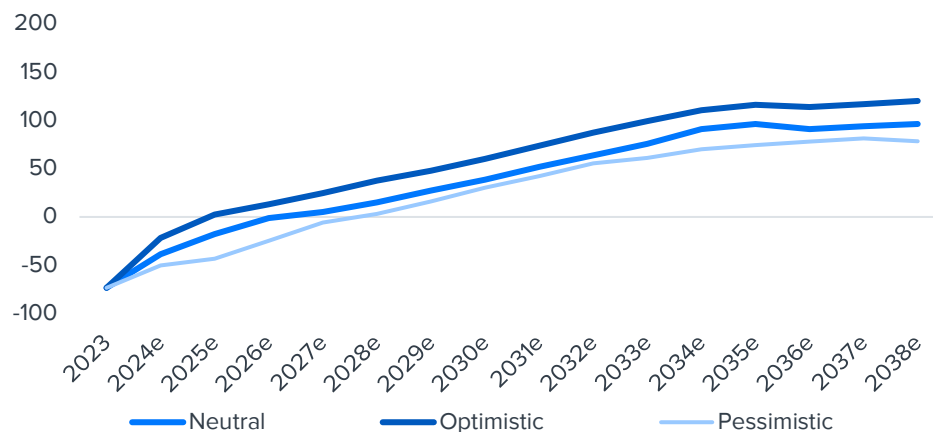
Revenue development in DCF scenarios,
2023-2038e, MSEK



2025e, MSEK Pessimistic Neutral Optimistic

Net sales	48.3	89.0	122.5
EV/S, LTM	3.5	4.0	4.5
EV/S, NTM	1.4	3.0	4.6
EV	169	356	551
Net debt	21	21	21
MCAP	148	335	530
Per share	2.9	6.5	10.3
Discounted to present value	2.4	5.4	8.5

EBIT development in DCF scenarios,
2023-2038e, MSEK



2027e, MSEK Pessimistic Neutral Optimistic

Net sales	114.9	151.5	205.1
EV/S, LTM	2.5	3.0	3.5
EV/S, NTM	1.5	2.4	3.8
EV	287	454	718
Net debt	18	18	18
MCAP	269	436	699
Per share	5.2	8.5	13.6
Discounted to present value	3.4	5.5	8.8

Valuation table

Valuation	2019	2020	2021	2022	2023	2024e	2025e	2026e	2027e
Share price	23.8	55.4	87.9	10.4	3.89	5.57	5.57	5.57	5.57
Number of shares, millions	11.1	11.6	16.3	19.9	40.2	47.1	51.5	51.5	51.5
Market cap	263	643	1435	207	156	263	263	263	263
EV	250	622	1373	144	160	281	284	286	281
P/E (adj.)	neg.	neg.	neg.	neg.	neg.	neg.	neg.	neg.	95.8
P/E	neg.	neg.	neg.	neg.	neg.	neg.	neg.	neg.	95.8
P/B	11.6	18.4	3.5	0.5	0.4	0.8	0.8	0.9	0.8
P/S	75.6	>100	>100	19.7	17.1	5.5	3.0	2.2	1.7
EV/Sales	71.7	>100	>100	13.7	17.5	5.9	3.2	2.4	1.9
EV/EBITDA	neg.	neg.	neg.	neg.	neg.	neg.	93.6	14.6	10.9
EV/EBIT (adj.)	neg.	neg.	neg.	neg.	neg.	neg.	neg.	neg.	56.3
Payout ratio (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Inderes

Peer group valuation

Peer group valuation	Market cap	EV	EV/S		Sales growth		Dividend yield-%		P/B
Company	MSEK	MSEK	2024e	2025e	2024e	2025e	2024e	2025e	2024e
Merus Power Oyj	35	36	1.2	1.0	7%	26%		1.7	3.1
Enwave Corp	16	15	0.9	0.4		120%			
Nederman Holding	643	757	1.3	1.2		6%	2.2	2.1	2.5
Gea Group	6569	6380	1.1	1.1		3%	2.9	3.2	2.4
OptiCept (Inderes)	23	25	5.9	3.2	418%	88%	0.0	0.0	0.8
Average			1.1	0.9	7%	39%	2.6	2.3	2.7
Median			1.2	1.0	7%	16%	2.6	2.1	2.5
Diff-% to median			406%	208%	5866%	450%	-100%	-100%	-67%

Source: Refinitiv / Inderes

Income statement

Income statement	2021	2022	2023	Q1'24	Q2'24e	Q3'24e	Q4'24e	2024e	2025e	2026e	2027e
Revenue	4.4	10.5	9.1	3.6	9.4	14.1	20.2	47.3	89.0	119	151
EBITDA	-36.7	-77.3	-53.6	-11.5	-4.7	-2.3	0.9	-17.6	3.0	19.6	25.7
Depreciation	-10.4	-19.2	-20.0	-5.0	-5.4	-5.4	-5.4	-21.2	-20.8	-20.9	-20.7
EBIT (excl. NRI)	-47.1	-89.7	-73.6	-16.5	-10.1	-7.7	-4.5	-38.7	-17.8	-1.3	5.0
EBIT	-47.1	-96.5	-73.6	-16.5	-10.1	-7.7	-4.5	-38.7	-17.8	-1.3	5.0
Net financial items	-0.2	-5.8	-5.2	1.7	-2.0	-2.0	-2.0	-4.3	-1.6	-2.0	-2.0
PTP	-47.3	-102.3	-78.8	-14.8	-12.1	-9.7	-6.5	-43.1	-19.4	-3.3	3.0
Taxes	0.0	2.2	-1.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings	-47.0	-100.1	-80.4	-14.8	-12.1	-9.7	-6.5	-43.1	-19.4	-3.3	3.0
EPS (adj.)	-2.88	-4.68	-2.00	-0.31	-0.26	-0.21	-0.14	-0.91	-0.38	-0.06	0.06
EPS (rep.)	-2.88	-5.02	-2.00	-0.31	-0.26	-0.21	-0.14	-0.91	-0.38	-0.06	0.06

Key figures	2021	2022	2023	Q1'24	Q2'24e	Q3'24e	Q4'24e	2024e	2025e	2026e	2027e
Revenue growth-%	1515.8 %	136.5 %	-12.9 %	-27.8 %	326.3 %	1209.0 %	2221.9 %	417.6 %	88.0 %	34.0 %	27.0 %
Adjusted EBIT growth-%		90.4 %	-18.0 %	-6.9 %	-33.3 %	-56.7 %	-80.4 %	-47.4 %	-54.1 %	-92.6 %	-480.5 %
EBITDA-%	-826.3 %	-736.2 %	-586.2 %	-319.5 %	-49.6 %	-16.2 %	4.4 %	-37.1 %	3.4 %	16.5 %	17.0 %
Adjusted EBIT-%	-1061.4 %	-854.5 %	-804.8 %	-457.4 %	-106.9 %	-54.4 %	-22.4 %	-81.8 %	-20.0 %	-1.1 %	3.3 %
Net earnings-%	-1059.1 %	-951.2 %	-879.3 %	-411.3 %	-128.2 %	-68.6 %	-32.3 %	-91.0 %	-21.8 %	-2.8 %	2.0 %

Source: Inderes

Balance sheet

Assets	2022	2023	2024e	2025e	2026e
Non-current assets	332	325	317	310	304
Goodwill	257	257	257	257	257
Intangible assets	68.7	64.4	58.5	51.0	44.6
Tangible assets	6.4	3.3	1.1	1.8	2.3
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	0.0	0.0	0.0	0.0	0.0
Other non-current assets	0.2	0.2	0.2	0.2	0.2
Deferred tax assets	0.0	0.0	0.0	0.0	0.0
Current assets	141	62.1	58.9	70.4	81.2
Inventories	30.8	43.4	30.8	35.6	41.8
Other current assets	8.6	3.6	3.6	3.6	3.6
Receivables	6.7	1.0	14.2	22.2	23.9
Cash and equivalents	94.7	14.1	10.3	8.9	11.9
Balance sheet total	473	387	376	381	385

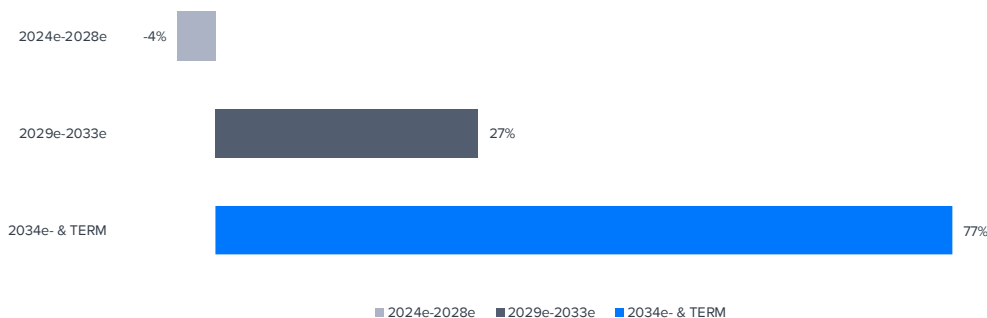
Source: Inderes

Liabilities & equity	2022	2023	2024e	2025e	2026e
Equity	396	350	318	311	308
Share capital	2.7	3.6	4.2	4.6	4.6
Retained earnings	-56.3	-271.4	-314.5	-333.9	-337.2
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	450	618	628	641	641
Minorities	0.1	0.0	0.0	0.0	0.0
Non-current liabilities	26.4	21.7	30.9	16.8	22.9
Deferred tax liabilities	0.0	1.6	1.6	1.6	1.6
Provisions	0.0	0.3	0.3	0.3	0.3
Interest bearing debt	1.9	0.5	29.0	14.9	20.9
Convertibles	20.0	14.8	0.0	0.0	0.0
Other long term liabilities	4.5	4.5	0.0	0.0	0.0
Current liabilities	50.8	15.3	27.3	52.4	54.5
Interest bearing debt	10.1	3.0	0.0	14.9	14.0
Payables	21.8	1.6	16.6	26.7	29.8
Other current liabilities	18.9	10.7	10.7	10.7	10.7
Balance sheet total	473	387	376	381	385

DCF calculation

DCF model	2023	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	2036e	2037e	2038e	TERM
Revenue growth-%	-12.9 %	417.6 %	88.0 %	34.0 %	27.0 %	24.0 %	22.0 %	20.0 %	18.0 %	16.0 %	12.0 %	8.0 %	6.0 %	5.0 %	3.0 %	2.5 %	2.5 %
EBIT-%	-804.8 %	-81.8 %	-20.0 %	-1.1 %	3.3 %	8.0 %	12.0 %	14.0 %	16.0 %	17.0 %	18.0 %	20.0 %	20.0 %	18.0 %	18.0 %	18.0 %	18.0 %
EBIT (operating profit)	-73.6	-38.7	-17.8	-1.3	5.0	15.0	27.5	38.5	51.9	64.0	75.9	91.0	96.5	91.2	93.9	96.3	
+ Depreciation	20.0	21.2	20.8	20.9	20.7	21.0	21.9	22.6	23.3	23.1	23.7	23.9	23.9	24.0	24.0	23.5	
- Paid taxes	0.0	0.0	0.0	0.0	0.0	-2.7	-5.3	-7.5	-10.3	-12.8	-15.2	-18.3	-19.5	-18.4	-18.9	-19.7	
- Tax, financial expenses	0.1	0.0	0.0	0.0	0.0	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.1	
+ Tax, financial income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Change in working capital	-30.3	14.4	-2.7	-4.6	-2.1	-5.3	-4.9	-1.4	-2.4	-4.5	-6.8	-5.1	-4.1	-3.6	-2.3	-2.0	
Operating cash flow	-83.9	-3.1	0.3	15.0	23.7	27.6	38.8	51.8	62.1	69.3	77.1	91.1	96.5	92.8	96.3	98.0	
+ Change in other long-term liabilities	0.3	-4.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-12.7	-13.0	-14.0	-15.0	-17.0	-19.0	-20.0	-21.0	-23.0	-24.0	-24.0	-24.0	-24.0	-24.0	-24.0	-24.0	
Free operating cash flow	-96.2	-20.6	-13.7	0.0	6.7	8.6	18.8	30.8	39.1	45.3	53.1	67.1	72.5	68.8	72.3	74.0	
+/- Other	0.0	0.0	13.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	-96.2	-20.6	-0.7	0.0	6.7	8.6	18.8	30.8	39.1	45.3	53.1	67.1	72.5	68.8	72.3	74.0	72.5
Discounted FCFF		-19.2	-0.5	0.0	4.3	4.9	9.5	13.8	15.5	15.9	16.5	18.5	17.7	14.8	13.8	12.5	12.3
Sum of FCFF present value		261	280	281	281	276	271	262	248	232	216	200	181	164	149	135	123
Enterprise value DCF		261															
- Interest bearing debt		-18.3															
+ Cash and cash equivalents		14.1															
-Minorities		0.0															
-Dividend/capital return		0.0															
Equity value DCF		257															
Equity value DCF per share		5.44															

Cash flow distribution

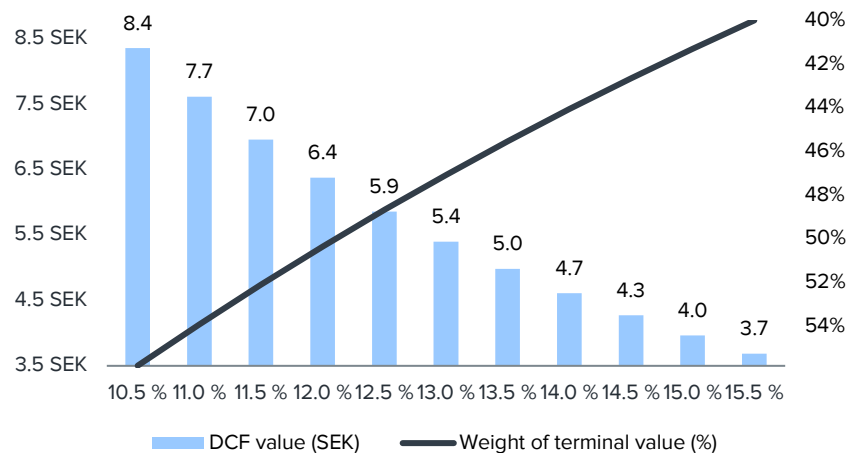


WACC	
Tax-% (WACC)	20.6 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	6.0 %
Equity Beta	1.90
Market risk premium	4.75%
Liquidity premium	2.35%
Risk free interest rate	2.5 %
Cost of equity	13.9 %
Weighted average cost of capital (WACC)	13.0 %

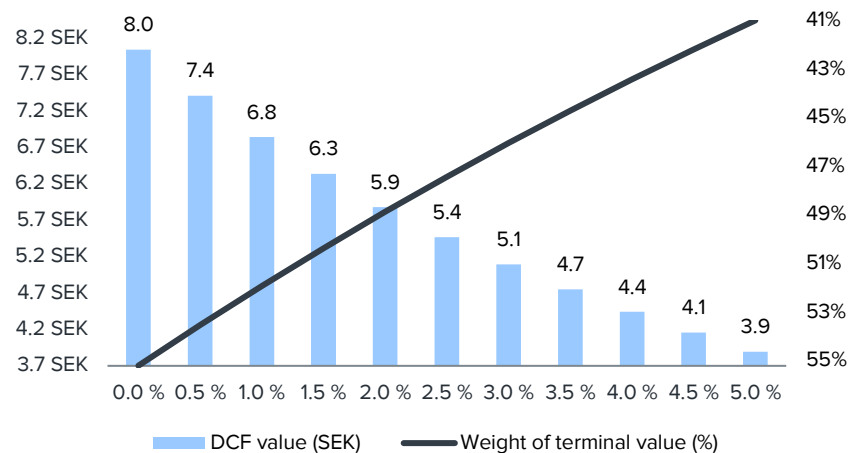
Source: Inderes

DCF sensitivity calculations and key assumptions in graphs

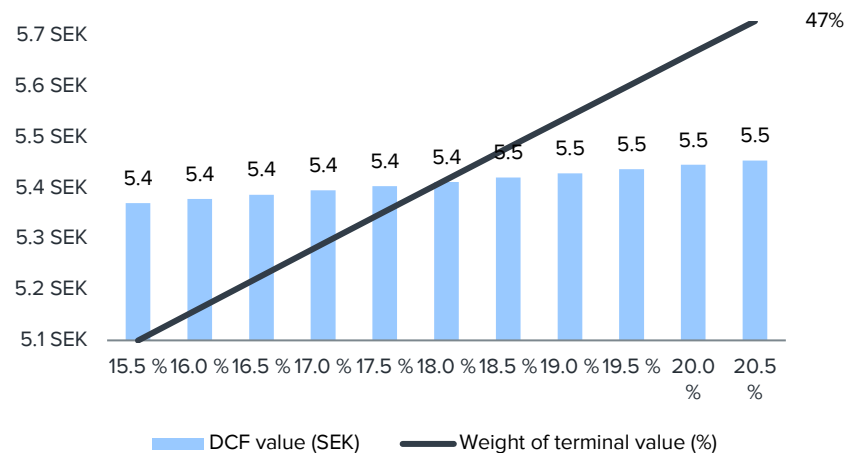
Sensitivity of DCF to changes in the WACC-%



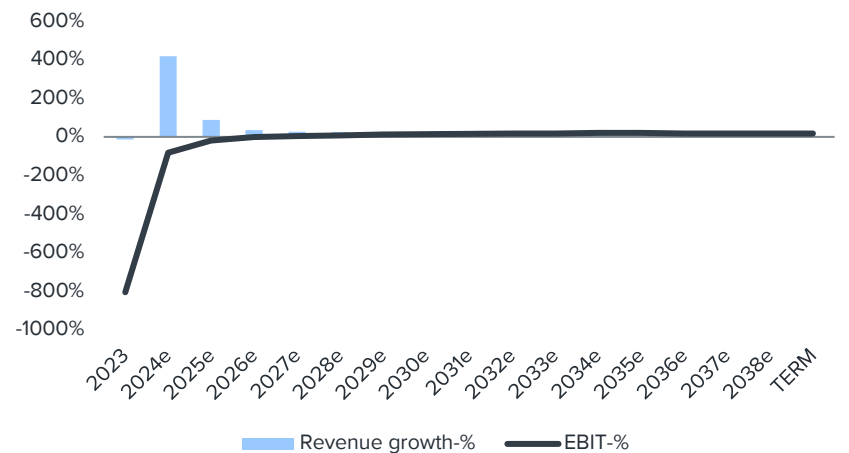
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



Source: Inderes. Note that the weight of the terminal value (%) is shown on an inverse scale for clarity.

Summary

Income statement	2021	2022	2023	2024e	2025e	Per share data	2021	2022	2023	2024e	2025e
Revenue	4.4	10.5	9.1	47.3	89.0	EPS (reported)	-2.88	-5.02	-2.00	-0.91	-0.38
EBITDA	-36.7	-77.3	-53.6	-17.6	3.0	EPS (adj.)	-2.88	-4.68	-2.00	-0.91	-0.38
EBIT	-47.1	-96.5	-73.6	-38.7	-17.8	OCF / share	-3.00	-3.49	-2.09	-0.07	0.01
PTP	-47.3	-102.3	-78.8	-43.1	-19.4	FCF / share	-23.12	-4.16	-2.39	-0.44	-0.01
Net Income	-47.0	-99.9	-80.4	-43.1	-19.4	Book value / share	24.90	19.90	8.72	6.74	6.05
Extraordinary items	0.0	-6.8	0.0	0.0	0.0	Dividend / share	0.00	0.00	0.00	0.00	0.00
Balance sheet	2021	2022	2023	2024e	2025e	Growth and profitability	2021	2022	2023	2024e	2025e
Balance sheet total	435.8	473.3	387.3	375.9	380.5	Revenue growth-%	1516%	136%	-13%	418%	88%
Equity capital	406.3	396.1	350.3	317.7	311.3	EBITDA growth-%	254%	111%	-31%	-67%	-117%
Goodwill	257.2	257.2	257.2	257.2	257.2	EBIT (adj.) growth-%	297%	90%	-18%	-47%	-54%
Net debt	-61.4	-62.8	4.2	18.7	20.9	EPS (adj.) growth-%	180%	62%	-57%	-54%	-59%
Cash flow	2021	2022	2023	2024e	2025e	EBITDA-%	-826.3 %	-736.2 %	-586.2 %	-37.1 %	3.4 %
EBITDA	-36.7	-77.3	-53.6	-17.6	3.0	EBIT (adj.)-%	-1061.4 %	-854.5 %	-804.8 %	-81.8 %	-20.0 %
Change in working capital	-12.2	5.8	-30.3	14.4	-2.7	EBIT-%	-1061.4 %	-919.3 %	-804.8 %	-81.8 %	-20.0 %
Operating cash flow	-48.9	-69.5	-83.9	-3.1	0.3	ROE-%	-21.3 %	-24.9 %	-21.5 %	-12.9 %	-6.2 %
CAPEX	-333.3	-13.5	-12.7	-13.0	-14.0	ROI-%	-21.0 %	-23.0 %	-18.5 %	-10.8 %	-5.2 %
Free cash flow	-377.5	-82.7	-96.2	-20.6	-0.7	Equity ratio	93.2 %	83.7 %	90.4 %	84.5 %	81.8 %
Valuation multiples	2021	2022	2023	2024e	2025e	Gearing	-15.1 %	-15.8 %	1.2 %	5.9 %	6.7 %
EV/S	>100	13.7	17.5	5.9	3.2						
EV/EBITDA	neg.	neg.	neg.	neg.	93.6						
EV/EBIT (adj.)	neg.	neg.	neg.	neg.	neg.						
P/E (adj.)	neg.	neg.	neg.	neg.	neg.						
P/B	3.5	0.5	0.4	0.8	0.8						
Dividend-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %						

Source: Inderes

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return of the share is very attractive

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Sell The 12-month risk-adjusted expected shareholder return of the share is very weak

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Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
2024-02-02	Reduce	2.20 kr	2.51 kr
2024-02-28	Sell	2.20 kr	2.80 kr
2024-06-04	Reduce	5.30 kr	5.60 kr



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