## DNB Carnegie® Access



**RESULTS PREVIEW** 

Research analysts:

DNB Carnegie Investment Bank AB

Örian Rödén

Consumer Discretionary & Staples

Fair value: SEK0.30-0.80

Share price: SEK0.39

# **Niutech Group**

## A starting point for a profitable future – Q2 preview

We expect Q2 to be the last quarter with the unprofitable solar energy business on the books after the two major loss-making units declared bankruptcy on 30 April. We forecast a net loss of SEK61m with goodwill amortisation of SEK47m, mainly as a result of the bankruptcy. The rest of the business, mainly green infrastructure, looks profitable, in our view, which should become visible from Q3. We have changed our valuation methodology from a pure relative valuation to a blended relative and DCF valuation. We maintain our estimates and our fair value of SEK0.3–0.8.

**Q2 report due on 21 August.** We expect Q2 to be the last quarter with the highly unprofitable solar energy business on the books; the two major loss-making units declared bankruptcy on 30 April, indicating a restart for Niutech as a profitable company from Q3, in our view. We expect substantial non-cash goodwill amortisation of SEK47m in Q2. We forecast sales of SEK41m (SEK137m in Q2 2024) and EBIT of SEK-60m, where D&A accounts for SEK-50m.

New valuation methodology – we reiterate our fair value of SEK0.3–0.8. We have changed our valuation methodology from a pure relative valuation to a blended relative and DCF valuation. In our relative valuation, we compare Niutech with key peer Byggpartner. Excluding periods of low profitability or losses, the average 2016–24 LTM EV/EBIT is 10x, according to FactSet. We apply this multiple to normalised earnings with SEK125m in sales and a 5% EBIT margin for the low end of our fair value. For the high end, we assume SEK150m in sales and a 7.5% EBIT margin to reflect the higher potential in Niutech's product segments than for traditional installation companies like Byggpartner. Our DCF fair valuation range is based on our current forecasts for 2025–27 and the same normalised sales and margin assumptions from 2028e as in our relative fair valuation. We reiterate our fair value range of SEK0.3–0.8.

Changes in this report											
	From	То	Chg								
EPS adj. 2025e	-0.93	-0.93	0%								
EPS adj. 2026e	0.05	0.05	0%								
EPS adj. 2027e	0.06	0.06	0%								
Upcoming even	ts										
Q2 Report		21 Au	g 2025								
Q3 Report		11 No	v 2025								

Key facts	
No. shares (m)	90.9
Market cap. (USDm)	4
Market cap. (SEKm)	35
Net IB Debt. (SEKm)	42
Adjustments (SEKm)	(
EV (2025e) (SEKm)	78
Free float	62.4%
Avg. daily vol. ('000)	25
BBG	NIUTEC SS
Fiscal year end	December
Share price as of (CET)	15 Aug 2025 16:13

Key figures (SEK)	2024	2025e	2026e	2027e
Sales (m)	392	168	128	137
EBITDA (m)	-63	-18	21	22
EBIT (m)	-81	-81	9	10
EPS	-4.10	-0.93	0.05	0.06
EPS adj.	-2.37	-0.93	0.05	0.06
DPS	0.00	0.00	0.00	0.00
Sales growth Y/Y	36%	-57%	-24%	8%
EPS adj. growth Y/Y	-chg	+chg	+chg	24%
EBIT margin	-20.7%	-48.6%	7.4%	7.3%
P/E adj.	n.m.	n.m.	7.9	6.4
EV/EBIT	neg.	neg.	8.2	6.5
EV/EBITA	neg.	neg.	6.2	5.0
EV/EBITDA	neg.	neg.	3.6	2.9
P/BV	0.1	4.1	1.9	1.5
Dividend yield	0.0%	0.0%	0.0%	0.0%
FCF yield	-224.1%	-60.3%	0.6%	33.8%
Equity/Total Assets	32.2%	11.6%	15.8%	19.5%
ROCE	-63.5%	-88.9%	14.3%	14.1%
ROE adj.	-55.6%	-204.6%	28.4%	26.8%
Net IB debt/EBITDA	-0.8	-2.3	2.0	1.3



Source: DNB Carnegie (estimates), FactSet, Infront & company data

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#### **Equity story**

Near term: within 12M

We expect demand to remain soft for H1 2025. Green infrastructure (the remaining part of Niutech along with some smaller solar energy operations in the north of Sweden) is suffering from low investment activity on the previously high interest rates and a slow business cycle in general. Lower interest rates and higher real wages should spur general demand and unlock the long-term potential, we believe. Emerging structural secular trends (see below) should also improve demand in the near term, in our view.

Long-term outlook: 5Y+

We believe the long-term prospects for green infrastructure are bright. Long-term structural trends such as digitalisation, higher electrical vehicle (EV) adoption, increased use of wireless communication and higher energy self-sufficiency and lower energy consumption require specialists like Niutech for new investments but also for maintenance and repair, e.g. EV charging points. EU regulations for EV charging points such as the AFIR (The Alternative Fuels Infrastructure Regulation) and the EPBD (Energy Performance of Buildings Directive) require investments in green infrastructure, Niutech's core business.

Key risks:

- Another surge of inflation could drive up interest rates and thereby curb demand for solar panel installations, battery storage and green infrastructure
- Niutech is currently loss-making and a delayed pick-up in demand could make its financial position challenging.

#### **Company description**

Niutech Group – listed on the NGM Nordic SME – offers solutions in green digital infrastructure that are designed to accelerate the transition to efficient, fossil-free energy solutions while reducing costs for customers. The offering includes solutions in digital infrastructure, solar energy, and electrical installations, making the group a comprehensive provider in these areas. The merger between Sun4Energy and Niutech Group was completed in November 2023 and was driven by synergies such as increased efficiency and profitability. Together, the companies aim to meet the growing demand for green digital infrastructure and strive for a leading position in the field.

#### Key industry drivers

- Digitalisation.
- Renewable energy growth in the energy mix.
- Transition to a sustainable society.

## **Cyclicality Key peers**Cyclicality: N/A Byggpartner.

#### Industry outlook

 We expect demand for green infrastructure to recover after the current cyclical headwinds abate.

#### Largest shareholders, capital

Beata Intressenter AB 10.3%
Solberget Invest AB 10.2%
Theodor Jeansson Jr. 9.4%

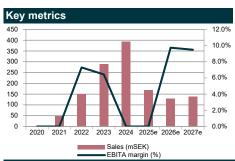
#### Valuation and methodology

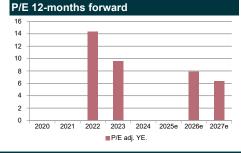
We use a blended relative and DCF valuation to calculate our fair value. In our relative valuation, we compare Niutech with key peer Byggpartner. Excluding periods of low profitability or losses, the average 2016–24 LTM EV/EBIT is 10x, according to FactSet. We apply this multiple to normalised earnings with SEK125m in sales and a 5% EBIT margin for the low end of our fair value. For the high end, we assume SEK150m in sales and a 7.5% EBIT margin to reflect the higher potential in Niutech's product segments than for traditional installation companies like Byggpartner. Our DCF is based on our current forecasts for 2025–27 and the same normalised sales and EBIT margin assumptions from 2028e as in our relative valuation. At both the low and high end we use a WACC of 10% and a growth rate of 2%.

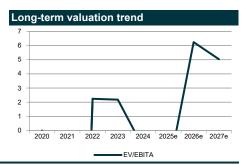
### Fair value range 12M



To reach the low end of our fair value range, we estimate Niutech would need to reach normalised sales of SEK125m and an EBIT margin of 5%, and its shares would have to be priced in line with Byggpartner's average 2016–24 LTM EV/EBIT of 10.0x. To reach the high end, we estimate Niutech would need to achieve an EBIT margin of 7.5% on sales of SEK150m, a scenario based on the assumption that it has higher margin potential than traditional construction-related installation businesses and the shares being priced on the same 2016–24 LTM EV/EBIT multiple of 10.0x.







Source: DNB Carnegie (estimates) & company data



## Valuation and risks

We have changed our valuation methodology from a pure relative valuation to a blended relative and DCF valuation.

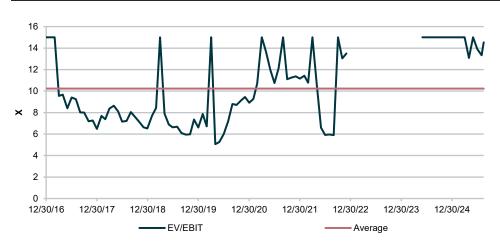
#### Relative valuation

In our relative valuation, we compare Niutech with key peer Byggpartner. Excluding periods of low profitability or losses, where we have capped the multiple at 15x, the average 2016-24 LTM EV/EBIT is 10x, according to FactSet.

## Byggpartner EV/EBIT multiple, LTM, (x)

6 10 63

24 91



Source: FactSet

We apply this multiple to normalised earnings with SEK125m in sales and a 5% EBIT margin for the low end of our relative fair value calculation. For the high end, we assume SEK150m in sales and a 7.5% EBIT margin to reflect the higher potential in Niutech's product segments than for traditional installation companies such as Byggpartner.

Fair value calculation, low end of range
EBIT normalised, SEKm
Justified EV/EBIT multiple
Value, SEKm

Net debt and other, SEKm -39 Fair value, SEKm Shares m Value per share, SEK 0.3

Source: DNB Carnegie (estimates) & Factset

Fair va	ilue ca	lculation,	high e	nd of range	
					_

EBIT normalised, SEKm	11
Justified EV/EBIT multiple	10
Value, SEKm	113
Net debt and other, SEKm	-39
Fair value, SEKm	74
Shares, m	91
Value per share, SEK	0.8

Source: DNB Carnegie (estimates) & Factset



## DCF valuation

Our DCF fair valuation range is based on our current forecasts for 2025–27 and the same normalised sales and margin assumptions from 2028e as we use in our relative fair valuation.

DCF valuation, low end of range

Low end of range					Average	year		<b>Terminal</b>
DCF assumptions - Summary	2025e	2026e	2027e	4-5	6-10	11-15	16-20	period
Total sales growth	-57.3%	-23.8%	7.5%	-3.5%	2.0%	2.0%	2.0%	2.0%
EBITDA margin	-10.8%	16.8%	16.4%	14.1%	14.1%	14.1%	14.1%	14.1%
Depreciation % of sales	-5.1%	-7.0%	-6.9%	-6.9%	-6.9%	-6.9%	-6.9%	-6.9%
EBITA margin	-16.0%	9.7%	9.5%	7.2%	7.2%	7.2%	7.2%	7.2%
Amortisations % of sales	-32.6%	-2.3%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	0.0%
EBIT margin	-48.6%	7.4%	7.3%	5.0%	5.0%	5.0%	5.0%	5.0%
Capex % of sales	-0.6%	-3.9%	-4.4%	-4.4%	-4.4%	-4.4%	-4.4%	-4.4%
Paid tax rate	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NWC to sales	16.7%	31.1%	28.9%	28.9%	28.9%	28.9%	28.9%	28.9%
Sales	168	128	137	126	135	149	165	175
EBITDA	-18	21	22	18	19	21	23	25
Capex	-1	-5	-6	-6	-6	-7	-7	-12
Taxes	-1	-1	-1	0	0	0	0	0
Other	2	-12	0	1	-1	-1	-1	141
Free cash flow	-18	4	16	14	12	14	15	153
Discounted FCF	-17	4	13	9	6	4	3	24
Share of total discounted FCF	-16%	3%	12%	18%	28%	19%	13%	22%
Valuation	(curr.)m	Per share		w	ACC assump	tions		
EV (discounted FCF)	108	0.8			sk-free rate			4.00%
- Net debt (2024)	-50	-0.4		M	arket risk prem	nium		4.00%
+ Associates	0	0.0			djusted Beta			100.00%
- Minority interest	0	0.0		Co	ountry risk prei	mium		0.00%
- Outstanding warrants	0	0.0		Lie	quidity risk pre	mium		2.00%
Other debt adjustments	0	0.0		ES	SG risk (-1% to	o +1%)		0.00%
Equity value at YE (25)	58	0.4		C	ost of equity			10.00%
Time adjustment	4	0.0		Ri	sk-free rate			4.00%
Dividend	0	0.0		Cı	redit spread			1.56%
Current equity value	61	0.4		Co	ost of debt (Rf	+ credit sprea	d)	5.56%
				Ta	axes			24.00%
				Af	ter-tax cost of	debt		4.23%
					quity weight			100.00%
				W	ACC			10.00%

Source: DNB Carnegie (estimates) & company



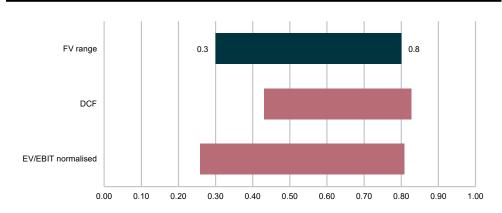
## DCF valuation, high end of range

DCF assumptions - Summary         2025e         2026e         2027e         4-5         6-10         11-15         16-20         period           EBITDA margin         -57.3%         -23.8%         7.5%         5.6%         2.0%         6.9%         2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%         2.2.2%	High end of range					Average	year		Terminal
EBITDA margin	=	2025e	2026e	2027e	4-5	6-10	11-15	16-20	period
Depreciation % of sales	Total sales growth	-57.3%	-23.8%	7.5%	5.6%	2.0%	2.0%	2.0%	2.0%
EBITA margin         -16.0%         9.7%         9.5%         9.7%         0.0%         0.0%         0.0%         2.2%         -2.2%         2.89%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%	EBITDA margin	-10.8%	16.8%	16.4%	16.6%	16.6%	16.6%	16.6%	16.6%
Amortisations % of sales EBIT margin  48.6% 7.4% 7.3% 7.5% 7.5% 7.5% 7.5% 7.5% 7.5% 7.5% 7.5	Depreciation % of sales	-5.1%	-7.0%	-6.9%	-6.9%	-6.9%	-6.9%	-6.9%	-6.9%
EBIT margin	EBITA margin	-16.0%	9.7%	9.5%	9.7%	9.7%	9.7%	9.7%	9.7%
Capex 9 of sales	Amortisations % of sales	-32.6%	-2.3%	-2.2%	-2.2%	-2.2%	-2.2%	-2.2%	0.0%
Paid tax rate         0.0%         28.9%         210         20.0%         20.0%         21.0%         21.0%         21.0%         21.0%         20.0%         21.0%         21.0%         21.0%         28.9%         28.9	EBIT margin	-48.6%	7.4%	7.3%	7.5%	7.5%	7.5%	7.5%	7.5%
NWC to sales	Capex % of sales	-0.6%	-3.9%	-4.4%	-4.4%	-4.4%	-4.4%	-4.4%	-4.4%
Sales	Paid tax rate	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBITDA	NWC to sales	16.7%	31.1%	28.9%	28.9%	28.9%	28.9%	28.9%	28.9%
Capex         -1         -5         -6         -7         -7         -8         -9         -14           Taxes         -1         -1         -1         -1         0	Sales	168	128	137	152	162	179	198	210
Taxes         -1         -1         -1         -1         0         0         0         0         0           Other         2         -12         0         -2         -1         -1         -1         231         23         251           Pree cash flow         -18         4         16         16         19         21         23         251           Discounted FCF         -17         4         13         11         9         6         4         39           Share of total discounted FCF         -11%         2%         8%         14%         29%         20%         14%         24%           Valuation         (curr.)m         Per share         WACC assumptions         Per share         Market risk premium         4.00%         4.00%           - Net debt (2024)         -50         -0.4         Market risk premium         4.00%	EBITDA	-18				27	30	33	35
Other         2         -12         0         -2         -1         -1         -1         231           Free cash flow         -18         4         16         16         19         21         23         251           Discounted FCF         -17         4         13         11         9         6         4         39           Share of total discounted FCF         -11%         2%         8%         14%         29%         20%         14%         24%           Valuation         (curr.)m         Per share         WACC assumptions           EV (discounted FCF)         161         1.1         Risk-free rate         4.00%           - Net debt (2024)         -50         -0.4         Market risk premium         4.00%           - Net debt (2024)         -50         -0.4         Market risk premium         4.00%           - Associates         0         0.0         Country risk premium         0.00           - Aligner of total discounted FCF         0         0.0         Country risk premium         0.00           - Outstanding warrants         0         0.0         ESG risk (-1% to +1%)         0.00%           Cut debt adjustments         0         0.0 <t< td=""><td>Capex</td><td>-1</td><td>-5</td><td>-6</td><td>-7</td><td>-7</td><td>-8</td><td>-9</td><td>-14</td></t<>	Capex	-1	-5	-6	-7	-7	-8	-9	-14
Free cash flow         -18         4         16         16         19         21         23         251           Discounted FCF         -17         4         13         11         9         6         4         39           Share of total discounted FCF         -11%         2%         8%         14%         29%         20%         14%         24%           Valuation         (curr.)m         Per share         WACC assumptions           EV (discounted FCF)         161         1.1         Risk-free rate         4.00%           - Net debt (2024)         -50         -0.4         Market risk premium         4.00%           - Associates         0         0.0         Adjusted Beta         10.00%           - Minority interest         0         0.0         Country risk premium         0.00%           - Outstanding warrants         0         0.0         ESG risk (-1% to +1%)         0.00%           Other debt adjustments         0         0.0         ESG risk (-1% to +1%)         0.00%           Equity value at YE (25)         111         0.8         Cost of equity         1.00%           Time adjustment         7         0.0         Risk-free rate			•						0
Discounted FCF			-12						
Valuation         (curr.)m         Per share         WACC assumptions           EV (discounted FCF)         161         1.1         Risk-free rate         4.00%           - Net debt (2024)         -50         -0.4         Market risk premium         4.00%           + Associates         0         0.0         Adjusted Beta         100.00%           - Minority interest         0         0.0         Country risk premium         0.00%           - Outstanding warrants         0         0.0         ESG risk (-1% to +1%)         0.00%           Equity value at YE (25)         111         0.8         Cost of equity         10.00%           Time adjustment         7         0.0         Risk-free rate         4.00%           Dividend         0         0.0         Credit spread         1.56%           Current equity value         118         0.8         Cost of debt (Rf + credit spread)         5.56%           After-tax cost of debt         4.23%         4.23%         4.23%           Equity weight         100.00%         100.00%         100.00%         100.00%									251
Valuation         (curr.)m         Per share         WACC assumptions           EV (discounted FCF)         161         1.1         Risk-free rate         4.00%           - Net debt (2024)         -50         -0.4         Market risk premium         4.00%           - Associates         0         0.0         Adjusted Beta         100.00%           - Minority interest         0         0.0         Country risk premium         0.00%           - Outstanding warrants         0         0.0         Liquidity risk premium         2.00%           Other debt adjustments         0         0.0         ESG risk (-1% to +1%)         0.00%           Equity value at YE (25)         111         0.8         Cost of equity         10.00%           Time adjustment         7         0.0         Risk-free rate         4.00%           Dividend         0         0.0         Credit spread         1.56%           Current equity value         118         0.8         Cost of debt (Rf + credit spread)         5.56%           Taxes         After-tax cost of debt         4.23%         Equity weight         100.00%						-		-	
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EV (discounted FCF) 161 1.1 Risk-free rate 4.00% - Net debt (2024) -50 -0.4 Market risk premium 4.00% + Associates 0 0 0.0 Adjusted Beta 100.00% - Minority interest 0 0 0.0 Country risk premium 0.00% - Outstanding warrants 0 0 0.0 Liquidity risk premium 2.00% Other debt adjustments 0 0 0.0 ESG risk (-1% to +1%) 0.00%  Equity value at YE (25) 111 0.8 Cost of equity 10.00% Time adjustment 7 0.0 Risk-free rate 4.00% Dividend 0 0.0 Credit spread 1.56%  Current equity value 118 0.8 Cost of debt (Rf + credit spread) 5.56% After-tax cost of debt (Rf + credit spread) 4.23% After-tax cost of debt 4.23% Equity weight 100.00%	Valuation	(curr )m	Per share		w	/ΔCC assumn	tions		
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+ Associates       0       0.0       Adjusted Beta       100.00%         - Minority interest       0       0.0       Country risk premium       0.00%         - Outstanding warrants       0       0.0       Liquidity risk premium       2.00%         Other debt adjustments       0       0.0       ESG risk (-1% to +1%)       0.00%         Equity value at YE (25)       111       0.8       Cost of equity       10.00%         Time adjustment       7       0.0       Risk-free rate       4.00%         Dividend       0       0.0       Credit spread       1.56%         Current equity value       118       0.8       Cost of debt (Rf + credit spread)       5.56%         Taxes       24.00%         After-tax cost of debt       4.23%         Equity weight       100.00%							nium		
- Minority interest 0 0 0.0 Country risk premium 0.00% - Outstanding warrants 0 0 0.0 Liquidity risk premium 2.00% Other debt adjustments 0 0 0.0 ESG risk (-1% to +1%) 0.00% Equity value at YE (25) 111 0.8 Cost of equity 10.00% Time adjustment 7 0.0 Risk-free rate 4.00% Dividend 0 0.0 Credit spread 1.56% Current equity value 118 0.8 Cost of debt (Rf + credit spread) 5.56% Taxes 24.00% After-tax cost of debt 4.23% Equity weight 100.00%									
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Other debt adjustments         0         0.0         ESG risk (-1% to +1%)         0.00%           Equity value at YE (25)         111         0.8         Cost of equity         10.00%           Time adjustment         7         0.0         Risk-free rate         4.00%           Dividend         0         0.0         Credit spread         1.56%           Current equity value         118         0.8         Cost of debt (Rf + credit spread)         5.56%           Taxes         24.00%           After-tax cost of debt         4.23%           Equity weight         100.00%									2.00%
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Dividend         0         0.0         Credit spread         1.56%           Current equity value         118         0.8         Cost of debt (Rf + credit spread)         5.56%           Taxes         24.00%           After-tax cost of debt         4.23%           Equity weight         100.00%	Equity value at YE (25)	111	0.8				,		10.00%
Current equity value         118         0.8         Cost of debt (Rf + credit spread)         5.56%           Taxes         24.00%           After-tax cost of debt         4.23%           Equity weight         100.00%	Time adjustment	7	0.0		R	isk-free rate			4.00%
Taxes 24.00% After-tax cost of debt 4.23% Equity weight 100.00%	Dividend	0	0.0		С	redit spread			1.56%
After-tax cost of debt 4.23% Equity weight 100.00%	Current equity value	118	0.8		C	ost of debt (Rf	+ credit sprea	ıd)	5.56%
Equity weight 100.00%					Ta	axes	•	•	24.00%
					A	fter-tax cost of	debt		4.23%
WACC 10.00%									100.00%
					W	ACC			10.00%

Source: DNB Carnegie (estimates) & company



# Summary of valuation models and fair value range Niutech fair value range, SEK



Source: DNB Carnegie (estimates), FactSet

### Risks

### Market for solar panels and batteries has been volatile

Demand for solar panels and batteries has been volatile over the past years. Fast-moving electricity prices and substantial changes in subsidies with short notice have created a boom-and-bust situation. Even though Niutech is in the installation business, which is more stable than e.g. production under normal circumstances, the company has seen considerable earnings volatility.

### Young organisation built on many recent acquisitions

Niutech, in its current state, was formed in late 2023. It is therefore a young organisation. Having made several acquisitions, the integration task is challenging, which could result in negative surprises driven by integration problems.

## The financial situation has not been robust enough

Niutech has carried out several share issues in the past year to cover short-term financing needs. Given the earnings volatility, the financial situation is a risk factor.



## Interim figures

(SEKm, ex p share)	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25	Q2 25e	Q3 25e	Q4 25e	2025e	2026e	2027e
Sales	91	137	96	68	54	41	36	37	168	128	137
EBITDA	(15)	4	(8)	(43)	(21)	(10)	6	7	(18)	21	22
D&A	(4)	(5)	(5)	(5)	(4)	(50)	(5)	(5)	(63)	(12)	(12)
EBIT	(20)	(1)	(13)	(48)	(25)	(60)	1	2	(81)	9	10
Net finacial items	(1)	(1)	(1)	(1)	(1)	(1)	(1)	-	(3)	(4)	(4)
Pre tax profit	(21)	(2)	(14)	(49)	(27)	(61)	0	2	(85)	5	6
Net profit	(21)	(1)	(11)	(49)	(27)	(61)	0	2	(85)	4	6
Net profit - Adj.	(21)	(1)	(11)	(49)	(27)	(61)	0	2	(85)	4	6
EPS	(1.3)	(0.1)	(0.5)	(2.2)	(0.3)	(0.7)	0.0	0.0	(0.9)	0.0	0.1
EPS (adj)	(1.3)	(0.1)	(0.5)	(0.6)	(0.3)	(0.7)	0.0	0.0	(0.9)	0.0	0.1

Source: DNB Carnegie (estimates) & company



Profit & loss (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027
Sales	0	0	0	48	149	289	392	168	128	137
COGS	0	0	0	-31	-31	-103	-196	-64	-58	-63
Gross profit	0	0	0	17	118	187	197	104	70	75
Other income & costs	0	0	0	-17	-105	-165	-259	-122	-49	-52
Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
EBITDA	0	0	0	0	13	22	-63	-18	21	22
Depreciation PPE	0	0	0	0	-2	-3	-9	-9	-9	-9
Depreciation lease assets	0	0	0	0	0	0	0	0	0	0
Amortisation development costs	0	0	0	0	na	na	na	na	na	na
Amortisation other intangibles	0	0	0	0	na	na	na	na	na	na
Impairments / writedowns	0	0	0	0	na	na	na	na	na	na
EBITA	0	0	0	-1	11	19	-72	-27	12	13
Amortization acquisition related	0	0	0	0	-4	-6	-10	-55	-3	-3
Impairment acquisition related	0	0	0	0	0	0	0	0	0	0
EBIT	0	0	0	-1	7	12	-81	-81	9	10
Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
Net financial items	0	0	0	0	-1	-1	-4	-3	-4	-4
of which interest income/expenses	0	0	0	0	-1	-1	-4	-3	-4	-4
of which interest on lease liabilities	0	0	0	0	0	0	0	0	0	0
of which other items	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	0	0	0	-1	6	11	-85	-85	5	6
Taxes	0	0	0	0	-2	-3	2	0	-1	0
Post-tax minorities interest	0	0	0	0	0	0	0	0	0	0
Discontinued operations	0	0	0	0	0	0	0	0	0	0
Net profit	0	0	0	-1	4	8	-83	-85	4	6
Adjusted EBITDA	0	0	0	0	13	22	20	-18	21	22
Adjusted EBITDA Adjusted EBITA	0	0	0	-1	11	22 19	-28 -37	-10 -27	12	13
•		0	0		7				9	
Adjusted EBIT	0 0			-1	4	12	-46 40	-81	4	10
Adjusted net profit	U	0	0	-1	4	8	-48	-85	4	6
Sales growth Y/Y	na	na	na	+chg	212.8%	94.3%	35.6%	-57.3%	-23.8%	7.5%
EBITDA growth Y/Y	na	na	na	-chg	+chg	68.2%	-chg	+chg	+chg	4.9%
EBITA growth Y/Y	na	na	na	-chg	+chg	71.3%	-chg	+chg	+chg	4.8%
EBIT growth Y/Y	na	na	na	-chg	+chg	88.9%	-chg	-chg	+chg	6.3%
EBITDA margin	nm	nm	nm	-0.8%	8.8%	7.6%	-16.0%	-10.8%	16.8%	16.4%
EBITA margin	nm	nm	nm	nm	7.3%	6.4%	nm	nm	9.7%	9.5%
EBIT margin	nm	nm	nm	-1.9%	4.4%	4.3%	-20.7%	-48.6%	7.4%	7.3%
Tax rate	na	na	na	na	na	na	na	na	na	na
Cash flow (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
EBITDA	0	0	0	0	13	22	-63	-18	21	22
Paid taxes	0	0	0	0	-2	-1	-1	-1	-1	-1
Change in NWC	0	0	0	-5	-5	-12	-26	2	-12	0
Interests paid	0	0	0	0	0	0	-4	-3	-4	-4
Actual lease payments	0	0	0	0	0	0	0	0	0	0
Non cash adjustments	0	0	0	0	-1	-1	15	0	0	0
Discontinued operations	0	0	0	0	0	0	0	0	0	0
Total operating activities	0	0	0	-5	5	8	-79	-20	5	18
Capex tangible assets	0	0	0	0	0	0	-1	-1	-5	-6
Capitalised development costs	0	0	0	0	0	0	0	0	0	0
Capex - other intangible assets	0	0	0	-6	-11	1	0	0	0	0
Acquisitions/divestments	0	0	0	0	0	0	0	0	0	0
Other non-cash adjustments	0	0	0	0	0	0	0	0	0	0
Total investing activities	Ö	Ö	Ŏ	-6	-11	Ö	-1	-1	-5	-6
	0	0	0	0	0	0	0	0	0	0
•	0	0	0	19	20	1	46	29	0	0
Dividend paid and received Share issues & buybacks			0	0	2	-8	11	0	0	0
Share issues & buybacks Change in bank debt	0	0				^	0	^	0	0
Share issues & buybacks Change in bank debt Other cash flow items	0	0	0	0	0	0		0		
Share issues & buybacks Change in bank debt Other cash flow items	0			0 <b>19</b>	<b>22</b>	- <b>6</b>	57	<b>29</b>	0	0
Share issues & buybacks Change in bank debt Other cash flow items Total financing activities	0 0 <b>0</b>	0	0 <b>0</b>	19	22	-6	57	29	0	
Share issues & buybacks Change in bank debt Other cash flow items Total financing activities Operating cash flow	0 0 <b>0</b>	0 <b>0</b> 0	0 <b>0</b> 0	<b>19</b> -5	<b>22</b> 5	<b>-6</b>	<b>57</b> -79	<b>29</b> -20	<b>0</b> 5	18
Share issues & buybacks Change in bank debt Other cash flow items Total financing activities Operating cash flow Free cash flow	0 0 <b>0</b> 0	0 <b>0</b> 0	0 <b>0</b> 0	<b>19</b> -5 -11	<b>22</b> 5 -6	<b>-6</b> 8 8	<b>57</b> -79 -79	<b>29</b> -20 -21	<b>0</b> 5 0	18 12
Share issues & buybacks Change in bank debt Other cash flow items Total financing activities Operating cash flow Free cash flow Net cash flow	0 0 0 0	0 0 0 0	0 0 0 0	<b>19</b> -5 -11 8	<b>22</b> 5 -6 17	- <b>6</b> 8 8 2	<b>57</b> -79 -79 -22	<b>29</b> -20 -21 8	<b>0</b> 5 0	18 12 12
Share issues & buybacks Change in bank debt Other cash flow items Total financing activities Operating cash flow Free cash flow Net cash flow Change in net IB debt	0 0 0 0 0 0	0 0 0 0 0	0 0 0 0 0	19 -5 -11 8 8	22 5 -6 17 14	-6 8 8 2 9	57 -79 -79 -22 -33	29 -20 -21 8 8	<b>0</b> 5 0 0 0	<b>0</b> 18 12 12 12
•	0 0 0 0	0 0 0 0	0 0 0 0	<b>19</b> -5 -11 8	<b>22</b> 5 -6 17	- <b>6</b> 8 8 2	<b>57</b> -79 -79 -22	<b>29</b> -20 -21 8	<b>0</b> 5 0	18 12 12

Source: DNB Carnegie (estimates) & company data



Balance sheet (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027
Acquired intangible assets	0	0	0	3	51	83	73	19	16	13
Other fixed intangible assets	0	0	0	0	0	0	0	0	0	(
Capitalised development	0	0	0	0	0	0	0	0	0	
Tangible assets	0	0	0	1	6	32	33	26	22	1
Lease assets Other IB assets (1)	0	0	0	0 0	0 0	0	0	0 0	0	
Other in assets (1) Other non-IB assets	0	0	0	1	0	1	1	1	1	
Fixed assets	0	0	0	4	57	116	108	46	39	3
Inventories (2)	0	0	0	3	1	38	25	10	10	1
Receivables (2)	0	0	0	4	28	53	40	12	15	1
Prepaid exp. & other NWC items (2)	0	0	0	7	20	38	41	41	41	4
B current assets (1)	0	0	0	0	0	0	0	0	0	
Other current assets	0	0	0	0	1	1	0	0	0	
Cash & cash equivalents (1)	0	0	0	10	21	23	1	9	9	2
Current assets	0	0	0	25	72	152	107	71	75	8
Total assets	0	0	0	29	129	268	215	117	114	12
Shareholders' equity	0	0	0	17	66	104	69	14	18	2
Minorities	0	0	0	0	0	0	0	0	0	
Other equity	0	0	0	0	0	0	0	0	0	
Total equity	0	0	0	17	66	104	69	14	18	2
Deferred tax	0	0	0	0	1	2	0	0	0	
_T IB debt (1) Other IB provisions (1)	0 0	0	0	0 0	0 0	0	0	0 0	0	
Diner is provisions (1) Lease libilities	0	0	0	0	5	28	30	30	30	3
Other non-IB liabilities	0	0	0	0	10	9	18	18	18	1
LT liabilities	ŏ	Ŏ	ŏ	ŏ	16	39	49	49	49	4
ST IB debt (1)	0	Ō	Ō	Ō	5	0	20	20	20	2
Payables (2)	0	0	0	4	16	56	39	17	13	1
Accrued exp. & other NWC items (2)	0	0	0	7	25	70	38	18	14	1
Other ST non-IB liabilities	0	0	0	0	0	0	0	0	0	
Liabilities - assets held for sale	0	0	0	0	0	0	0	0	0	
Current liabilities	0	0	0	12	47	126	97	55	47	4
Total equity and liabilities	0	0	0	29	129	268	215	117	114	12
Net IB debt (=1)	0	0	0	-10	-11	5	50	42	42	3
Net working capital (NWC) (=2)	0	0	0	3	8	3	30	28	40	4
Capital employed (CE)	0	0	0	17	87	136	120	63	68	7
Capital invested (CI)	0	0	0	6	65	118	137	73	78	7
Equity / Total assets	nm	nm	nm	59%	51%	39%	32%	12%	16%	199
Net IB debt / EBITDA	nm	nm	nm	28.5	-0.9	0.2	-0.8	-2.3	2.0	1.
Per share data (SEK)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027
Adj. no. of shares in issue YE (m)	0.00	0.00	0.00	0.00	8.35	15.73	22.68	142.0	89.33	89.3
Diluted no. of Shares YE (m)	0.00	0.00	0.00	0.00	8.35	16.30	24.26	90.91	90.91	90.9
EPS	na	na	na	na	0.87	0.63	-4.10	-0.93	0.05	0.0
EPS adj.	na	na	na	na	0.87	0.63	-2.37	-0.93	0.05	0.0
CEPS DPS	na 0.00	na 0.00	na 0.00	na 0.00	2.42 0.00	1.40 0.00	-3.19 0.00	-0.24 0.00	0.18 0.00	0.2 0.0
BVPS	na	na	na	na	7.93	6.58	3.06	0.10	0.00	0.0
Performance measures	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027
ROE	nm	nm	nm	-8.3%	8.7%	9.1%	-96.1%	-204.6%	28.4%	26.89
Adj. ROCE pre-tax	na	na	na	na	20.9%	16.7%	-28.6%	-29.2%	18.9%	18.39
Adj. ROIC after-tax	na	na	na	na	30.4%	20.3%	-28.7%	-25.5%	16.5%	17.59
Valuation	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027
FCF yield	0.0%	0.0%	0.0%	-31.4%	-16.1%	22.8%	-224.1%	-60.3%	0.6%	33.89
Dividend yield YE	na	na	na	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0
Dividend payout ratio	na	na	na	na	0.0%	0.0%	0.0%	0.0%	0.0%	0.09
Dividend + buy backs yield YE	na	na	na	nm	0.0%	0.0%	0.0%	0.0%	0.0%	0.0
EV/Sales YE	na	na	na	neg.	0.63	0.36	0.26	0.46	0.61	0.4
EV/EBITDA YE	na	na	na	28.5	7.1	4.7	neg.		3.6	2.
EV/EBITA YE							-	neg.		2. 5.
	na	na	na	19.9	8.6	5.5	neg.	neg.	6.2	
EV/EBITA adj. YE	na	na	na	19.9	8.6	5.5	neg.	neg.	6.2	5
EV/EBIT YE	na	na	na	11.3	14.2	8.3	neg.	neg.	8.2	6
P/E YE	na	na	na	na	14.4	9.6	nm	nm	7.9	6.
P/E adj. YE	na	na	na	na	14.4	9.6	nm	nm	7.9	6.
P/BV YE	na	na	na	na	1.58	0.91	0.69	4.09	1.93	1.4

Source: DNB Carnegie (estimates) & company data



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