

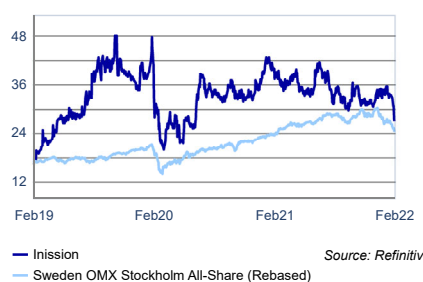
Inission

Capital Goods
Sweden

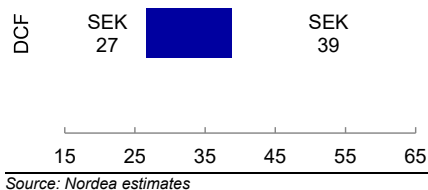
KEY DATA

Stock country	Sweden
Bloomberg	INISSB.SS
Reuters	INISSB.ST
Share price (close)	SEK 27.20
Free Float	31%
Market cap. (bn)	EUR 0.05/SEK 0.49
Website	www.inission.com
Next report date	05 May 2022

PERFORMANCE



VALUATION APPROACH



ESTIMATE CHANGES

Year	2022E	2023E	2024E
Sales	1%	1%	1%
EBIT (adj)	7%	2%	1%

Source: Nordea estimates

Nordea Markets - Analysts

Victor Hansen
AnalystCarl Ragnerstam
Analyst

2022 shaping up to be a better year for earnings

Inission delivered a solid Q4 report, with sales up 3% y/y and adjusted EBIT up 30%. The loss from Enedo was larger than anticipated, however, due to restructuring costs. For 2022, we expect 46% adjusted EBIT growth, driven by 19% sales growth and a 5.4% adjusted EBIT margin (up 1 pp y/y). We raise our 2022-24 sales estimates by 1% and adjusted EBIT by 1-7%. We update our DCF-based fair value range to SEK 27-39 (31-45). The lower end of the range represents a 13.8% WACC and a 0.8 pp drop in the already muted EBIT margin. The upper end represents a 10.7% WACC. Inission's valuation is now 5x 2023E EV/EBIT, versus peers at 9x on average.

Q4 outcome

Sales and EBIT were both above our expectations, adjusted for Enedo's H2 loss of SEK -24m and Inission's non-recurring items of SEK -2.6m. Sales grew organically by 2% y/y versus our estimate of -2%, and the adjusted EBIT margin of 5.0% was 0.5 pp better than we anticipated. Enedo suffered a larger-than-expected H2 loss, due to restructuring costs of EUR 1.8m, but was otherwise in line with our estimate of SEK -10m for Inission's stake.

2022 expectations

For 2022, we pencil in 46% adjusted EBIT growth, i.e. SEK 65m, slightly above the 2019 level of SEK 61m. Our estimate is driven by expected sales growth of 19% (12% organic, 7% from M&A) and an adjusted EBIT margin improving to 5.4% (up 1 pp y/y), versus 6.2% in 2019. The margin expansion is due to better capacity utilisation as volumes are relocated from the Borås factory, which we expect to lower the material share.

Estimate revisions

We raise our 2022-24 sales estimates by 1% and adjusted EBIT by 1-7%. We also pencil in further losses of SEK 6m (previously SEK 2m) for Enedo in H1 2022, with break-even results thereafter. We note there is upside potential to our estimates given a successful turnaround. Our EBIT estimates are adjusted for Enedo's losses.

Valued significantly below peers

Inission is valued at a 2022E P/E of 11x and adjusted EV/EBIT of 7x. For 2023E, P/E is 8.5x and adjusted EV/EBIT of 5x, versus peers at 11x and 10x, respectively. Inission's current valuation implies a 2023E FCF yield of ~11%.

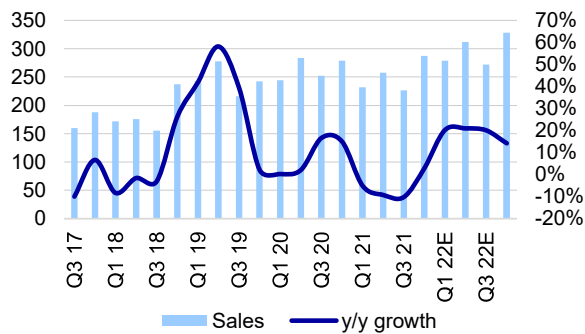
SUMMARY TABLE - KEY FIGURES

SEKm	2018	2019	2020	2021	2022E	2023E	2024E
Total revenue	740	980	1,059	1,003	1,191	1,256	1,310
EBITDA (adj)	49	76	70	69	91	104	112
EBIT (adj)	41	61	51	44	65	81	89
EBIT (adj) margin	5.5%	6.2%	4.8%	4.4%	5.4%	6.4%	6.8%
EPS (adj, SEK)	6.09	8.90	5.72	1.59	2.52	3.19	3.53
EPS (adj) growth	5.5%	46.0%	-35.7%	-72.2%	58.6%	26.4%	10.7%
DPS (ord, SEK)	1.51	0.00	0.00	0.30	0.66	1.28	1.59
EV/Sales	0.3	0.3	0.2	0.8	0.4	0.3	0.3
EV/EBIT (adj)	6.2	5.1	4.5	9.7	6.7	5.3	4.4
P/E (adj)	2.7	4.2	6.5	21.2	10.8	8.5	7.7
P/BV	0.7	1.3	0.7	2.3	1.6	1.4	1.3
Dividend yield (ord)	9.2%	0.0%	0.0%	0.9%	2.4%	4.7%	5.8%
FCF Yield bef A&D, lease	37.8%	42.5%	29.2%	-4.2%	37.8%	11.5%	12.6%
Net debt	176	130	31	145	-18	-61	-100
Net debt/EBITDA	3.6	1.9	0.5	4.1	-0.2	-0.6	-0.9
ROIC after tax	10.9%	16.0%	13.0%	9.3%	14.0%	21.3%	23.2%

Source: Company data and Nordea estimates

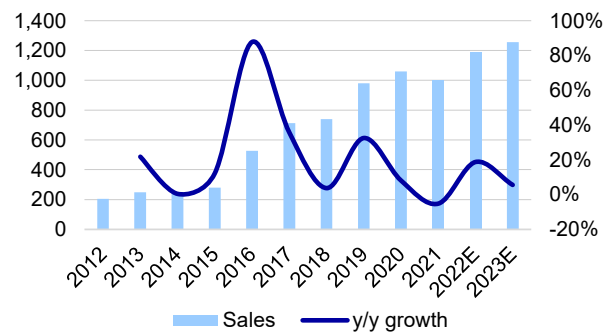
Group development

INISSON: NET SALES (SEKm), INTERIM



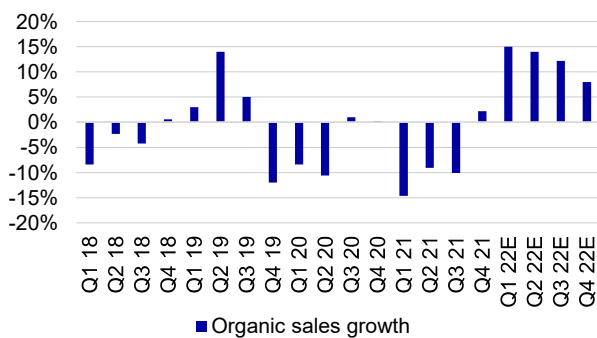
Source: Company data and Nordea estimates

INISSON: NET SALES (SEKm), ANNUAL



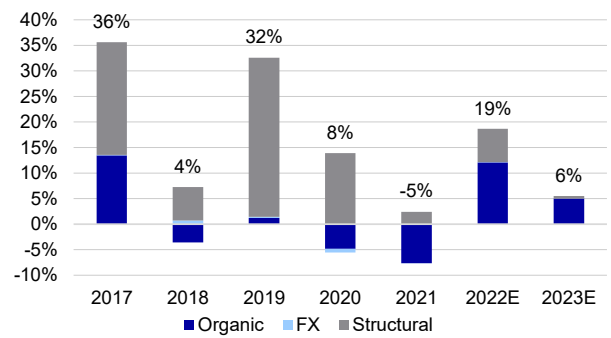
Source: Company data and Nordea estimates

INISSON: ORGANIC GROWTH (%), INTERIM



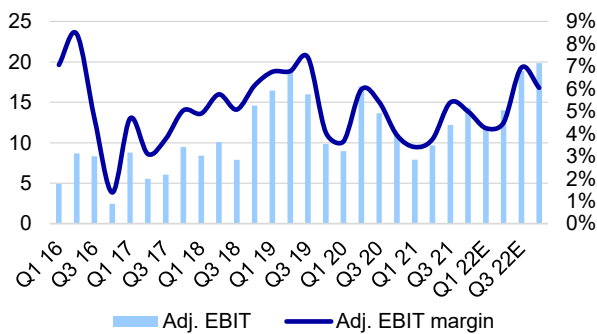
Source: Company data and Nordea estimates

INISSON: SALES GROWTH BY PARAMETER (%), ANNUAL



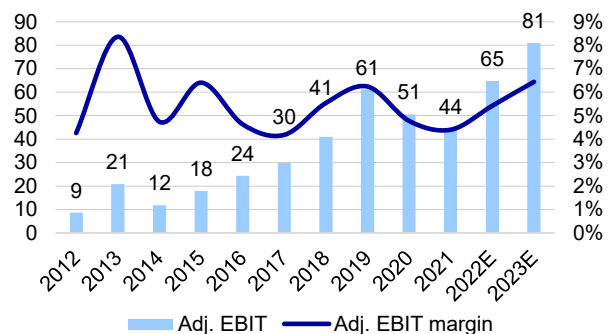
Source: Company data and Nordea estimates

INISSON: ADJ. EBIT (SEKm) AND EBIT MARGIN (%), INTERIM



Source: Company data and Nordea estimates

INISSON: ADJ. EBIT (SEKm) AND EBIT MARGIN (%), ANNUAL



Source: Company data and Nordea estimates

Q4 2021 outcome

Q4 delivered stronger sales and a stronger margin (excluding Enedo) than we expected. Enedo's loss was larger than anticipated, however, at SEK -24m, versus our estimate of SEK -11m, due to restructuring costs. Adjusted for these plus SEK -2.6m of additional one-offs for Inission, adjusted EBIT reached SEK 14m, 17% above our estimate (albeit from a low base). Organic sales growth reached 2% y/y despite issues with component shortages, which hampered sales by at least SEK 15m (5%), according to the company. The company also mentioned that visibility and orders are improving.

INISSION: DEVIATION TABLE

SEKm	Actual	NDA est.	Deviation		Actual		Actual	
	Q4 2021	Q4 21E	vs. actual		Q3 21	q/q	Q4 20	y/y
Net sales	287.3	273	14.1	5.1%	226	26.9%	279	3.0%
EBIT	(12.4)	1.8	-14.2	-	16.0	-	10.6	-
EBIT margin	-4.3%	0.7%	-	-5.0pp	7.1%	-11.4pp	3.8%	-8.1pp
adj. for Enedo & NRI	-26.7	-10.5	-16.3	-	3.8	-	-0.4	-
Adj. EBIT	14.3	12.3	2.1	17.1%	12.2	17.5%	11.0	30.3%
Adj. EBIT margin	5.0%	4.5%	-	0.5pp	5.4%	-0.4pp	3.9%	1.0pp
PTP	-15	0.0	-15.0	-	14.3	-	8.3	-
Tax	-3	0.0	-2.9	-	-2.3	-	-3.0	-3%
Net profit	-18	0.0	-17.8	-	12.0	-	5.4	-
EPS (SEK)	-0.99	0.00	-0.99	-	0.66	-	0.89	-

Source: Company data and Nordea estimates

Estimate revisions

INISSION: ESTIMATE REVISIONS									
SEKm	New estimates			Old estimates			Δ		
	2022E	2023E	2024E	2022E	2023E	2024E	2022E	2023E	2024E
Net sales	1,191	1,256	1,310	1,175	1,240	1,294	1%	1%	1%
Adj. EBIT	64.6	80.9	88.9	60.2	79.3	87.8	7%	2%	1%
Adj. EBIT margin	5.4%	6.4%	6.8%	5.1%	6.4%	6.8%	0.3 pp	0.0 pp	0.0 pp
EPS, SEK	2.19	3.19	3.53	2.14	3.09	3.46	2%	3%	2%
Adjusted EPS, SEK	2.52	3.19	3.53	2.25	3.09	3.46	12%	3%	2%
Sales bridge									
Organic	12%	5%	4%	12%	5%	4%	-0.1 pp	0.0 pp	0.0 pp
Currency	0%	0%	0%	0%	0%	0%	0.0 pp	0.0 pp	0.0 pp
Structural	7%	1%	0%	7%	1%	0%	-0.1 pp	0.0 pp	0.0 pp
Sales growth	18.7%	5.5%	4.3%	18.8%	5.5%	4.3%	-0.2 pp	0.0 pp	0.0 pp

Source: Company data and Nordea estimates

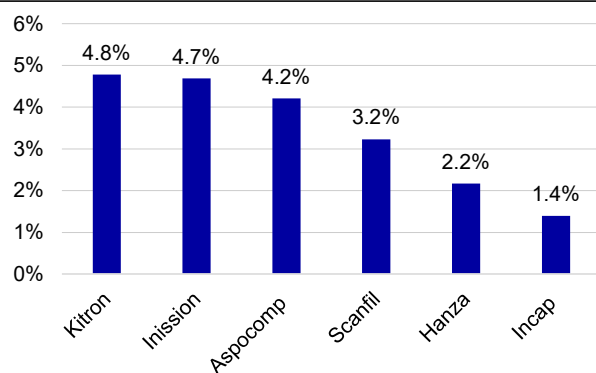
Valuation

PEER VALUATION

Company	Rec.	Mcap. SEKm	EV/EBITDA		EV/EBITA		adj. EV/EBIT		adj. P/E		Dividend yield		ND/EBITDA		ROE		
			2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E	2022E	2023E	
Aspocomp	-	370	6.7x	5.7x	-	-	10.2x	9.9x	10.5x	7.9x	3.8%	4.2%	-	-	19.3%	18.3%	
Enedo	-	218	7.5x	5.9x	-	-	28.4x	14.2x	31.4x	15.7x	0.0%	0.0%	1.3x	0.8x	10.7%	13.2%	
Hanza	-	1,254	6.3x	5.8x	9.9x	9.1x	10.8x	9.8x	12.2x	10.8x	2.2%	2.2%	1.4x	1.2x	16.0%	16.0%	
Incap	-	4,166	11.4x	10.2x	-	-	13.3x	11.9x	15.4x	13.6x	1.3%	1.4%	-	-	33.9%	29.7%	
Inission	N.R.	492	5.2x	4.2x	6.5x	5.0x	6.7x	5.3x	10.8x	8.5x	2.4%	4.7%	-0.2x	-0.6x	14.0%	17.9%	
Kitron	-	4,088	8.3x	7.2x	-	-	11.0x	9.1x	13.8x	11.3x	3.7%	4.8%	2.5x	1.7x	23.3%	27.1%	
Scanfil	-	4,703	8.4x	7.7x	10.7x	9.9x	11.1x	10.1x	12.6x	11.4x	2.8%	3.2%	-	-	15.9%	15.9%	
Average		1,765	7.6x	6.5x	8.2x	7.1x	13.4x	10.0x	15.7x	11.3x	2.2%	2.9%	1.3x	0.8x	19.5%	20.4%	
Median		873	7.1x	5.8x	8.2x	7.1x	10.9x	9.9x	13.0x	11.0x	2.3%	3.2%	1.4x	1.0x	17.7%	18.1%	
Inission	N.R.	492	5.2x	4.2x	6.5x	5.0x	6.7x	5.3x	10.8x	8.5x	2.4%	4.7%	-0.2x	-0.6x	14.0%	17.9%	
vs. peer average			-72%	-31%	-36%	-20%	-29%	-50%	-47%	-31%	-25%	0.2pp	1.8pp	-117%	-176%	-5.5pp	-2.5pp
vs. peer median			-44%	-26%	-29%	-20%	-29%	-38%	-46%	-17%	-23%	0.1pp	1.5pp	-116%	-160%	-3.6pp	-0.2pp

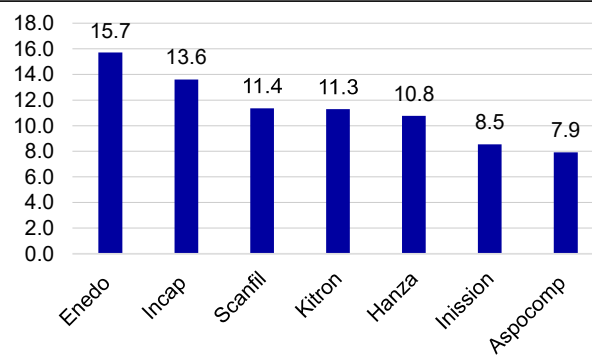
Source: Refinitiv and Nordea estimates

DIVIDEND YIELD (%), 2023E



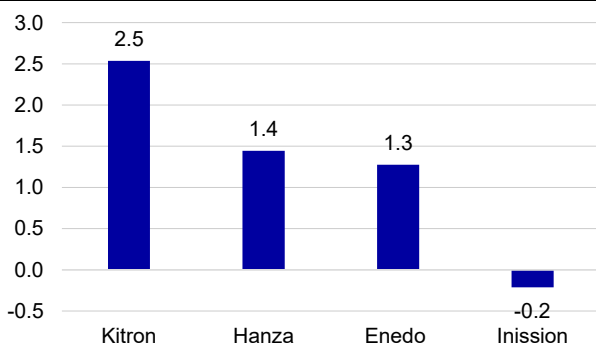
Source: Refinitiv and Nordea estimates

ADJUSTED P/E (x), 2023E



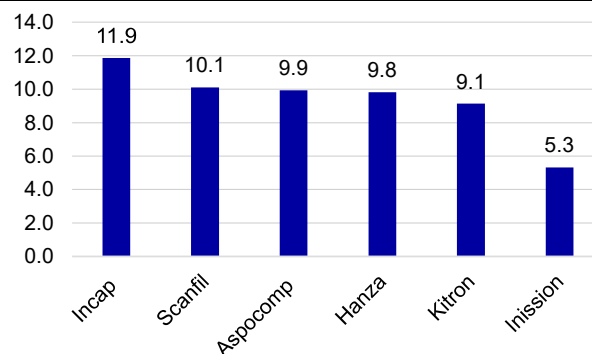
Source: Refinitiv and Nordea estimates

NET DEBT/EBITDA (x), 2022E



Source: Refinitiv and Nordea estimates

ADJUSTED EV/EBIT (x), 2023E



Source: Refinitiv and Nordea estimates

Detailed estimates

INISSION: INTERIM ESTIMATES (SEKm)

	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22E	Q2 22E	Q3 22E	Q4 22E
Net sales	244	284	252	279	232	258	226	287	279	312	272	328
Cost of goods sold	-154	-174	-149	-157	-130	-150	-132	-166	-162	-181	-157	-187
Other external costs	-20	-33	-28	-29	-27	-28	-26	-31	-31	-33	-30	-36
Personnel costs	-68	-67	-57	-69	-66	-70	-49	-72	-70	-79	-61	-79
Other operating costs	0	0	0	-2	0	0	0	-1	0	0	0	-1
EBITDA	11	23	20	18	14	15	22	18	18	21	25	27
Depreciation	-4	-7	-4	-4	-4	-4	-4	-4	-4	-5	-5	-5
EBITA	6	17	16	13	10	1	18	-10	14	16	21	22
Amortisation	0	0	-2	-3	-2	-2	-2	-2	-2	-2	-2	-2
Income from associates	0	0	0	0	0	-10	0	-24	0	-6	0	0
EBIT	6	17	14	11	8	-1	16	-12	12	8	19	20
Adj. EBIT	9	17	14	11	8	10	12	14	12	14	19	20
Net financial items	-2.7	-2.1	-2.4	-2.3	-4.2	-1.9	-1.7	-2.6	-2.1	-2.0	-1.9	-1.8
PTP	4	15	11	8	4	-3	14	-15	10	6	17	18
Tax	-2	-4	-3	-3	-2	-2	-2	-3	-2	-1	-4	-4
Net profit	2	11	9	5	2	-5	12	-18	8	5	13	14
Basic EPS, SEK	0.44	2.23	1.70	0.89	0.31	-0.81	0.66	-0.99	0.42	0.26	0.73	0.78
Diluted EPS, SEK	0.44	2.23	1.68	0.89	0.31	-0.80	0.66	-0.99	0.42	0.26	0.73	0.78
NOSH pre dilution	4.90	4.98	5.06	6.00	6.00	6.00	18.09	18.11	18.11	18.11	18.11	18.11
NOSH post dilution	4.93	4.97	5.10	6.04	6.04	6.04	18.09	18.11	18.11	18.11	18.11	18.11
EBITDA margin	4.4%	8.3%	8.0%	6.4%	6.1%	5.7%	9.6%	6.3%	6.6%	6.6%	9.4%	8.1%
EBITA margin	2.6%	6.0%	6.3%	4.8%	4.5%	0.5%	7.9%	-3.6%	5.0%	5.1%	7.7%	6.6%
EBIT margin	2.6%	6.0%	5.4%	3.8%	3.4%	-0.4%	7.1%	-4.3%	4.2%	2.6%	6.9%	6.0%
Adj. EBIT margin	3.7%	6.0%	5.4%	3.9%	3.4%	3.8%	5.4%	5.0%	4.2%	4.5%	6.9%	6.0%
EBITDA growth	-45%	4%	27%	52%	31%	-37%	7%	1%	29%	40%	17%	46%
EBITA growth	-61%	-10%	32%	85%	63%	-92%	12%	-177%	35%	1112%	17%	-310%
EBIT growth	-61%	-10%	13%	46%	25%	-106%	17%	-217%	50%	-956%	18%	-260%
Adj. EBIT growth	-46%	-10%	-14%	12%	-11%	-43%	-11%	30%	50%	45%	55%	38%
Organic	-8.4%	-10.6%	1.0%	0.2%	-14.6%	-9.1%	-10.1%	2.2%	15.0%	14.0%	12.2%	8.0%
Currency	0.2%	0.0%	-1.7%	-1.7%	-1.1%	-0.1%	-0.1%	0.8%	0.1%	0.0%	0.0%	0.0%
Structural	8.6%	13.5%	17.3%	16.5%	10.6%	0.0%	0.0%	0.0%	5.2%	7.0%	7.9%	6.2%
Sales growth	0.3%	2.1%	16.6%	15.0%	-5.1%	-9.2%	-10.2%	3.0%	20.2%	21.0%	20.1%	14.2%

Source: Company data and Nordea estimates

INISSION: ANNUAL ESTIMATES (SEKm)

	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Net sales	526	713	740	980	1,059	1,003	1,191	1,256	1,310
Cost of goods sold	-317	-460	-453	-576	-634	-579	-687	-719	-747
Other external costs	-53	-50	-55	-73	-110	-112	-130	-136	-142
Personnel costs	-133	-177	-185	-251	-261	-257	-288	-303	-315
Other operating costs	8	-3	-4	-1	-2	-1	-1	-1	-1
EBITDA	31	37	49	70	67	69	91	104	112
Depreciation	-7	-7	-8	-15	-20	-16	-19	-18	-19
EBITA	24	30	41	55	53	53	72	85	93
Amortisation	0	0	0	0	-5	-9	-8	-5	-5
Income from associates	0	0	0	0	0	-34	-6	0	0
EBIT	24	30	41	55	48	11	59	81	89
Adj. EBIT	24	30	41	61	51	44	65	81	89
Net financial items	-2	-3	-4	-7	-9	-10	-8	-8	-8
PTP	23	26	37	48	38	0	51	73	81
Tax	-4	-3	-7	-11	-11	-9	-11	-15	-17
Net profit	19	23	30	37	27	-9	40	58	64
Basic EPS, SEK	15.43	5.90	6.19	7.60	5.19	-0.49	2.19	3.19	3.53
Diluted EPS, SEK	15.34	5.78	6.09	7.55	5.17	-0.49	2.19	3.19	3.53
Adjusted EPS, SEK	15.34	5.78	6.09	8.90	5.72	1.59	2.52	3.19	3.53
NOSH pre dilution	1.20	3.90	4.85	4.90	5.24	18.11	18.11	18.11	18.11
NOSH post dilution	1.21	3.99	4.93	4.93	5.26	18.11	18.11	18.11	18.11
EBITDA margin	5.9%	5.2%	6.6%	7.1%	6.8%	6.9%	7.7%	8.2%	8.5%
EBITA margin	4.6%	4.2%	5.5%	5.6%	5.0%	5.3%	6.1%	6.8%	7.1%
EBIT margin	4.6%	4.2%	5.5%	5.6%	4.5%	1.1%	4.9%	6.4%	6.8%
Adj. EBIT margin	4.6%	4.2%	5.5%	6.2%	4.8%	4.4%	5.4%	6.4%	6.8%
EBITDA growth	35%	19%	32%	43%	-4%	2%	32%	14%	8%
EBITA growth	36%	22%	38%	33%	-4%	0%	37%	18%	9%
EBIT growth	36%	22%	38%	33%	-13%	-78%	454%	38%	10%
Adj. EBIT growth	36%	22%	38%	49%	-17%	-13%	46%	25%	10%
Organic	5.0%	13.5%	-3.6%	1.2%	-4.8%	-7.6%	12.1%	5.0%	4.3%
Currency	0.0%	0.1%	0.7%	0.2%	-0.7%	-0.1%	0.0%	0.0%	0.0%
Structural	82.8%	22.1%	6.6%	31.2%	13.9%	2.4%	6.6%	0.5%	0.0%
Sales growth	87.7%	35.6%	3.7%	32.5%	8.1%	-5.3%	18.7%	5.5%	4.3%

Source: Company data and Nordea estimates

Reported numbers and forecasts

INCOME STATEMENT

SEKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Total revenue	250	280	526	713	740	980	1,059	1,003	1,191	1,256	1,310
Revenue growth	0.3%	12.2%	87.7%	35.6%	3.7%	32.5%	8.1%	-5.3%	18.7%	5.5%	4.3%
of which organic	n.a.	n.a.	5.0%	13.5%	-3.6%	1.2%	-4.8%	-7.6%	12.1%	5.0%	4.3%
of which FX	n.a.	n.a.	0.0%	0.1%	0.7%	0.2%	-0.7%	-0.1%	0.0%	0.0%	0.0%
EBITDA	17	23	31	37	49	70	67	35	85	104	112
Depreciation and impairments PPE	-5	-5	-7	-7	-8	-15	-20	-16	-19	-18	-19
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
EBITA	12	18	24	30	41	55	48	19	66	85	93
Amortisation and impairments	0	0	0	0	0	0	0	-9	-8	-5	-5
EBIT	12	18	24	30	41	55	48	11	59	81	89
of which associates	0	0	0	0	0	0	0	-34	-6	0	0
Associates excluded from EBIT	0	0	0	0	0	0	0	0	0	0	0
Net financials	-1	-1	-2	-3	-4	-7	-9	-10	-8	-8	-8
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	11	17	23	26	37	48	38	0	51	73	81
Reported taxes	-3	-5	-4	-3	-7	-11	-11	-9	-11	-15	-17
Net profit from continued operations	8	13	19	23	30	37	27	-9	40	58	64
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	8	13	19	23	30	37	27	-9	40	58	64
EPS, SEK	n.a.	11.01	15.34	5.78	6.09	7.58	5.15	-0.49	2.19	3.19	3.53
DPS, SEK	0.00	0.00	3.00	0.00	1.51	0.00	0.00	0.30	0.66	1.28	1.59
of which ordinary	0.00	0.00	3.00	0.00	1.51	0.00	0.00	0.30	0.66	1.28	1.59
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	6.7%	8.2%	5.9%	5.2%	6.6%	7.1%	6.4%	3.5%	7.1%	8.2%	8.5%
EBITA	4.7%	6.4%	4.6%	4.2%	5.5%	5.6%	4.5%	1.9%	5.6%	6.8%	7.1%
EBIT	4.7%	6.4%	4.6%	4.2%	5.5%	5.6%	4.5%	1.1%	4.9%	6.4%	6.8%

Adjusted earnings

EBITDA (adj)	17	23	31	37	49	76	70	69	91	104	112
EBITA (adj)	12	18	24	30	41	61	51	53	72	85	93
EBIT (adj)	12	18	24	30	41	61	51	44	65	81	89
EPS (adj, SEK)	n.a.	11.01	15.34	5.78	6.09	8.90	5.72	1.59	2.52	3.19	3.53

Adjusted profit margins in percent

EBITDA (adj)	6.7%	8.2%	5.9%	5.2%	6.6%	7.8%	6.6%	6.9%	7.7%	8.2%	8.5%
EBITA (adj)	4.7%	6.4%	4.6%	4.2%	5.5%	6.2%	4.8%	5.2%	6.1%	6.8%	7.1%
EBIT (adj)	4.7%	6.4%	4.6%	4.2%	5.5%	6.2%	4.8%	4.4%	5.4%	6.4%	6.8%

Performance metrics

CAGR last 5 years											
Net revenue	n.a.	n.a.	n.a.	28.4%	24.3%	31.4%	30.5%	13.8%	10.8%	11.2%	6.0%
EBITDA	n.m.	n.m.	n.m.	28.7%	13.5%	33.2%	23.9%	2.4%	18.1%	16.3%	9.9%
EBIT	n.a.	n.a.	n.a.	27.9%	14.5%	35.8%	21.5%	-15.4%	14.5%	14.6%	10.2%
EPS	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	-14.1%	n.m.	-17.6%	-12.2%	-14.2%
DPS	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	-36.9%	n.m.	-3.4%	n.m.
Average last 5 years											
Average EBIT margin	n.a.	n.a.	5.5%	5.2%	5.0%	5.2%	4.9%	4.1%	4.3%	4.6%	4.9%
Average EBITDA margin	n.a.	n.a.	7.1%	6.6%	6.2%	6.5%	6.3%	5.7%	6.2%	6.6%	6.9%

VALUATION RATIOS - ADJUSTED EARNINGS

SEKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
P/E (adj)	n.a.	0.5	0.9	2.5	2.7	4.2	6.5	21.2	10.8	8.5	7.7
EV/EBITDA (adj)	n.a.	1.3	4.8	6.6	5.2	4.1	3.2	11.0	5.2	4.2	3.5
EV/EBITA (adj)	n.a.	1.6	6.2	8.2	6.2	5.1	4.5	14.3	6.5	5.0	4.2
EV/EBIT (adj)	n.a.	1.6	6.2	8.2	6.2	5.1	4.5	9.7	6.7	5.3	4.4

VALUATION RATIOS - REPORTED EARNINGS

SEKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
P/E	n.a.	0.5	0.9	2.5	2.7	4.9	7.2	n.m.	12.4	8.5	7.7
EV/Sales	n.a.	0.11	0.29	0.34	0.35	0.32	0.21	0.75	0.40	0.34	0.30
EV/EBITDA	n.a.	1.3	4.8	6.6	5.2	4.4	3.4	11.0	5.2	4.2	3.5
EV/EBITA	n.a.	1.6	6.2	8.2	6.2	5.7	4.8	14.3	6.5	5.0	4.2
EV/EBIT	n.a.	1.6	6.2	8.2	6.2	5.7	4.8	17.1	7.3	5.3	4.4
Dividend yield (ord.)	n.a.	0.0%	21.3%	0.0%	9.2%	0.0%	0.0%	0.9%	2.4%	4.7%	5.8%
FCF yield	n.a.	-283.2%	-392.6%	-85.3%	47.6%	32.2%	8.9%	-4.2%	34.2%	11.2%	12.6%
FCF Yield bef A&D, lease adj	n.a.	-237.9%	-122.7%	20.6%	37.8%	42.5%	29.2%	-4.2%	37.8%	11.5%	12.6%
Payout ratio	n.a.	0.0%	19.6%	0.0%	24.9%	0.0%	0.0%	18.9%	26.1%	40.0%	45.0%

Source: Company data and Nordea estimates

BALANCE SHEET

SEKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Intangible assets	9	29	9	7	9	11	37	28	33	31	28
of which R&D	0	0	0	0	0	0	0	0	0	0	0
of which other intangibles	0	0	0	2	2	1	3	4	10	11	12
of which goodwill	9	29	9	5	7	10	33	25	23	20	15
Tangible assets	3	3	6	15	36	39	64	79	84	83	82
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
Shares associates	0	0	0	60	0	0	5	36	30	30	30
Interest bearing assets	0	0	0	0	0	0	0	0	0	0	0
Deferred tax assets	1	0	0	0	5	6	1	1	0	0	0
Other non-IB non-current assets	0	0	0	0	0	0	0	0	0	0	0
Other non-current assets	30	21	0	0	1	1	1	1	0	0	0
Total non-current assets	43	53	16	82	51	57	107	145	147	144	140
Inventory	47	62	164	165	241	251	211	326	256	268	279
Accounts receivable	44	53	131	124	174	156	148	191	176	186	194
Short-term leased assets	0	0	0	0	0	0	0	0	0	0	0
Other current assets	3	4	12	11	16	12	11	18	18	19	20
Cash and bank	7	17	12	3	0	1	44	0	150	193	232
Total current assets	102	137	319	303	431	419	415	536	600	665	725
Assets held for sale	0	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Total assets	145	190	334	386	482	477	523	681	747	810	864
Shareholders equity	60	89	59	79	111	142	270	265	300	346	386
Of which preferred stocks	0	0	0	0	0	0	0	0	0	0	0
Of which equity part of hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Minority interest	0	0	0	0	0	0	0	0	0	0	0
Total Equity	60	89	59	79	111	142	270	265	300	346	386
Deferred tax	0	0	0	0	0	0	0	0	0	0	0
Long term interest bearing debt	3	1	32	26	33	32	26	47	131	131	131
Pension provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term provisions	5	6	7	7	16	14	10	10	10	10	10
Other long-term liabilities	0	0	0	0	0	0	0	0	0	0	0
Non-current lease debt	0	0	0	0	0	0	0	0	0	0	0
Convertible debt	0	0	0	0	0	0	0	0	0	0	0
Shareholder debt	15	38	107	70	36	32	32	14	0	0	0
Hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Total non-current liabilities	22	44	146	104	85	79	68	71	141	141	141
Short-term provisions	0	0	0	0	0	0	0	0	0	0	0
Accounts payable	22	30	75	60	107	97	86	166	198	208	217
Current lease debt	0	0	0	0	0	0	0	0	0	0	0
Other current liabilities	29	25	47	49	72	92	81	94	108	114	119
Short term interest bearing debt	12	2	7	94	107	66	17	84	0	0	0
Total current liabilities	62	57	130	203	286	256	185	345	306	323	337
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	145	190	334	386	482	477	523	681	747	810	864
Balance sheet and debt metrics											
Net debt	22	23	134	187	176	130	31	145	-18	-61	-100
of which lease debt	0	0	0	0	0	0	0	0	0	0	0
Working capital	45	64	185	191	252	229	203	275	144	150	156
Invested capital	88	117	200	273	303	286	311	420	292	294	296
Capital employed	89	129	205	269	287	273	345	410	431	477	518
ROE	13.7%	17.0%	25.1%	33.4%	31.6%	29.5%	13.2%	-3.3%	14.0%	17.9%	17.5%
ROIC	9.8%	13.5%	11.8%	9.7%	10.9%	16.0%	13.0%	9.3%	14.0%	21.3%	23.2%
ROCE	13.2%	17.1%	15.2%	12.6%	14.8%	22.0%	16.6%	12.3%	15.7%	18.2%	18.2%
Net debt/EBITDA	1.3	1.0	4.3	5.1	3.6	1.9	0.5	4.1	-0.2	-0.6	-0.9
Interest coverage	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Equity ratio	41.8%	46.7%	17.6%	20.5%	23.1%	29.8%	51.6%	39.0%	40.1%	42.7%	44.7%
Net gearing	36.3%	26.0%	228.1%	237.0%	158.8%	91.3%	11.6%	54.6%	-6.0%	-17.8%	-26.0%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

SEKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
EBITDA (adj) for associates	17	23	31	37	49	70	67	69	91	104	112
Paid taxes	-2	-3	-5	-1	-4	-9	-11	-11	-11	-15	-17
Net financials	0	0	0	0	0	-7	-9	-10	-8	-8	-8
Change in provisions	0	1	1	0	9	-2	-4	0	0	0	0
Change in other LT non-IB	-3	10	21	0	-6	-1	5	0	2	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	3	-11	-34	-5	-7	1	1	14	0	0	0
Funds from operations (FFO)	14	19	15	31	41	52	48	61	74	80	87
Change in NWC	13	-29	-35	-10	1	33	35	-71	131	-5	-6
Cash flow from operations (CFO)	27	-10	-19	21	41	86	83	-9	205	75	81
Capital expenditure	-26	-5	-1	-10	-11	-9	-26	-16	-19	-18	-19
Free cash flow before A&D	1	-16	-21	12	30	77	57	-26	186	57	62
Proceeds from sale of assets	-5	0	16	-60	60	0	-5	0	0	0	0
Acquisitions	0	-3	-61	0	-52	-19	-35	0	-18	-2	0
Free cash flow	-3	-18	-66	-48	38	58	17	-26	168	55	62
Free cash flow bef A&D, lease adj	1	-16	-21	12	30	77	57	-26	186	57	62
Dividends paid	-3	-3	-50	0	0	-7	0	0	-5	-12	-23
Equity issues / buybacks	0	19	0	0	2	0	103	0	0	0	0
Net change in debt	-20	31	67	63	-57	-25	-39	-13	0	0	0
Other financing adjustments	0	-10	5	-23	13	-25	-38	64	0	0	0
Other non-cash adjustments	25	-8	38	0	1	0	0	-57	0	0	0
Change in cash	-1	10	-6	-9	-3	1	43	-44	150	43	39
Cash flow metrics											
Capex/D&A	n.m.	n.m.	19.6%	n.m.	n.m.	57.1%	n.m.	65.5%	70.2%	80.2%	80.4%
Capex/Sales	10.4%	1.9%	0.3%	1.3%	1.5%	0.9%	2.4%	1.6%	1.6%	1.5%	1.4%
Key information											
Share price year end (/current)	n.a.	6	14	15	16	37	37	34	27	27	27
Market cap.	n.a.	7	17	57	80	181	195	610	492	492	492
Enterprise value	n.a.	30	151	244	256	311	227	755	474	431	392
Diluted no. of shares, year-end (m)	0.0	1.2	1.2	3.9	4.8	4.9	5.2	18.1	18.1	18.1	18.1

Source: Company data and Nordea estimates

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