

NEWS FLASH

20 February 2025
Sweden
Software & Services

Research analysts:

Rikard Engberg

Beyond Frames

Share price: SEK10.0

Fair value range: SEK18.0–26.0

Growth despite changed release schedule – Q4 initial comment

Strong revenue in the quarter

Revenue in Q4(24) was SEK43m, corresponding to a Y/Y growth rate of 7.1%. This figure significantly exceeded our estimate of SEK33m as we had lowered our sales projections in our preview due to the launch of GRIM being moved from Q4(24) to Q1(25). EBITDA for the quarter was SEK3.6m, 22% higher than our estimate. We believe that the smaller deviation of EBITDA compared to sales was due to costs incurred ahead of the GRIM release.

Encouraging news regarding GRIM release

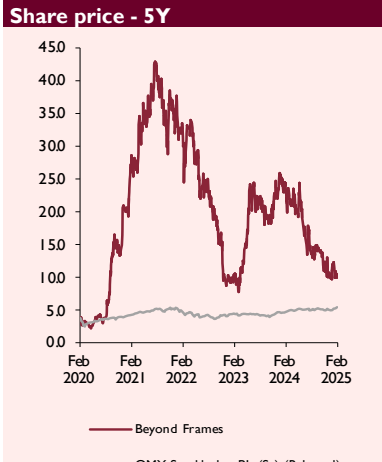
Combat Waffle's early access release of GRIM during Q1(25) has been received well by the market, as it became a top 10 best selling title on the Meta Quest Store after its release in January. While it is still early days, we believe that this supports our thesis that Beyond Frames has the ability to publish games capable of delivering high sales.

Numbers prove the strengths of Beyond Frames Business model

Given the strong sales in Q4(24) and the encouraging data about the GRIM as well as the weak performance of the share during 2025 we anticipate a positive share price reaction on the report.

Upcoming events

- Q4 Report: 20 Feb 2025

Key facts		Key figures (SEK)				Share price - 5Y	
No. shares (m)	18.5	2023	2024e	2025e	2026e		
Market cap. (USDm)	17	Sales (m)	137	165	203		
Market cap. (SEKm)	185	EBITDA (m)	10	11	39	High/Low (12M)	
Net IB Debt. (SEKm)	-5	EBIT (m)	-7	-20	7	SEK24.4/9.7	
Adjustments (SEKm)	0	EPS	-0.45	-0.97	0.28	Perf. 3M 6M 12M YTD	
EV (2024e) (SEKm)	180	EPS adj.	-0.45	-0.97	0.28	Abs. -16.8 -28.2 -56.2 -3.1	
Free float	0.0%	DPS	0.00	0.00	0.00	Rel. -26.3 -34.0 -70.1 -11.8	
Avg. daily vol. ('000)	7	Sales growth Y/Y	452%	21%	23%		
Risk	Medium Risk	EPS adj. growth Y/Y	+chg	-chg	+chg		
Fiscal year end	December	EBIT margin	-4.9%	-12.3%	3.3%		
Share price as of (CET)	19 Feb 2025 17:29	P/E adj.	n.m.	n.m.	36.2		
		EV/EBIT	neg.	neg.	25.7		
		EV/EBITA	neg.	neg.	25.7		
		EV/EBITDA	41.0	15.3	4.4		
		P/BV	2.0	2.6	2.6		
		Dividend yield	0.0%	0.0%	0.0%		
		FCF yield	-13.5%	-9.2%	4.9%		
		Equity/Total Assets	79.8%	72.3%	69.5%		
		ROCE	-8.8%	-26.7%	9.6%		
		ROE adj.	-8.9%	-22.3%	7.2%		
		Net IB debt/EBITDA	-2.3	-0.4	-0.4		

Source: Carnegie Research, FactSet, Millstream & company data

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Deviation table

Beyond Frames (SEKm)

Deviation table	2024			Carnegie			2025e					
SEKm	Q1	Q2	Q3	Q4a	Q4e	Dev	Q1e	Q2e	Q3e	Q4e	2025e	2026e
Sales	60	41	32	43.2	32.5	33%	54	55	41	53	203	235
Growth	245%	-5%	-12%	0.1	-0.2	26.6pp	-9%	32%	30%	24%	23%	16%
EBITDA	8	-1	1	3.6	3.0	22%	11	10	8	11	39	54
EBITDA Margin	13.1%	-1.8%	3.2%	0.1	0.1	-0.8pp	20%	19%	20%	21%	19.2%	22.9%
EO	0	0	0	0.0	0.0	0	0	0	0	0	0	0
Adj EBIT	0	-9	-7	-4.1	-5.1	nm	3	2	0	3	7	22
Adj. EBIT margin	-0.1%	-20.9%	-21.6%	-0.1	-0.2	6.1pp	6%	4%	0%	5%	3.3%	9.2%
Pre-tax Profit	1	-9	-7	-4.4	-5.1	nm	3	2	0	3	7	22
Net profit	1	-9	-7	-4.4	-5.1	nm	3	2	0	3	5	17
EPS (EUR)	0.0	-0.5	-0.4	-0.3	-0.3	nm	0.2	0.1	0.0	0.2	0.3	0.9

Source: Company data, Carnegie Research

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