

## COMPANY UPDATE

21 February 2025  
Sweden  
Software & Services

## Research analysts:

Rikard Engberg

# Beyond Frames

Share price: SEK9.5

Fair value range: SEK18.0–26.0

## Heading into an eventful 2025 on a high note – Q4 review

### Strong revenue despite changes in release schedule

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. The company had SEK7.4m in cash at the year-end, lower than our estimates; this was addressed after the end of the quarter as the company did a directed share issue of SEK10.2m in January 2025.

### Keeping our estimates

Despite the strong revenue in Q4(24), we are keeping our 2025–26 estimates largely unchanged. The reason for this is that we already have adjusted for the GRIM release being in Q1(25) rather than in Q4(24). Given the volatile nature of game releases, we try to have a conservative approach in terms of sales estimates. For example, we are counting on a combined sales of the titles GRIM and Silent North to be on par with the success of Ghosts of Tabor from the same publisher.

### Report in support with our investment case

We had expected a decline in sales Y/Y for Beyond Frames in Q4(24) given the move of GRIM to Q1(25). The strong sales shows that Beyond Frames is not a one-trick pony and that IP such as Escaping Wonderland can deliver sales. The other major sales drivers during Q4(24) were milestones and DLCs from Ghosts of Tabor.

### We argue that valuation does not reflect interesting exposure to VR

Beyond Frames currently trades at EV/Sales of 0.8x, close to an all-time low. While we see a risk related to game releases, we argue that VR gaming is here to stay, Meta Reality Labs showed a growth of 40% Y/Y and Google has re-entered the market with AndroidXR. We therefore see Beyond Frames as a tool to gain exposure to this industry.

### Upcoming events

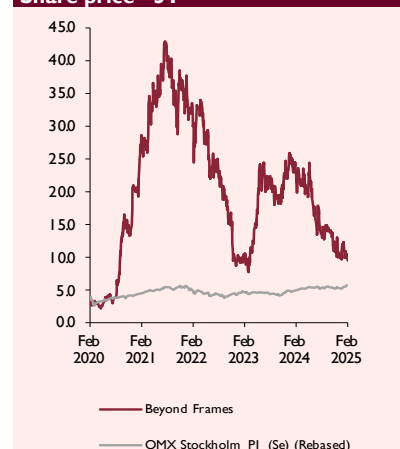
- Q1 Report: 22 May 2025
- Q2 Report: 21 Aug 2025
- Q3 Report: 20 Nov 2025

Changes in this report			
	From	To	Chg
EPS adj. 2025e	0.28	0.30	+7%
EPS adj. 2026e	0.90	0.90	0%
EPS adj. 2027e	n.a.	1.59	n.m.

Key facts	
No. shares (m)	18.5
Market cap. (USDm)	17
Market cap. (SEKm)	176
Net IB Debt. (SEKm)	-29
Adjustments (SEKm)	0
EV (2025e) (SEKm)	147
Free float	0.0%
Avg. daily vol. ('000)	8
Risk	Medium Risk
Fiscal year end	December
Share price as of (CET)	20 Feb 2025 17:29

Key figures (SEK)	2024	2025e	2026e	2027e
Sales (m)	176	204	235	266
EBITDA (m)	12	39	54	69
EBIT (m)	-19	7	22	37
EPS	-1.11	0.30	0.90	1.59
EPS adj.	-1.11	0.30	0.90	1.59
DPS	0.00	0.00	0.00	0.00
Sales growth Y/Y	28%	16%	15%	13%
EPS adj. growth Y/Y	-chg	+chg	205%	76%
EBIT margin	-10.9%	3.5%	9.2%	14.0%
P/E adj.	n.m.	32.0	10.5	6.0
EV/EBIT	neg.	20.7	5.9	2.6
EV/EBITA	neg.	20.7	5.9	2.6
EV/EBITDA	14.3	3.7	2.4	1.4
P/BV	2.5	2.2	1.8	1.4
Dividend yield	0.0%	0.0%	0.0%	0.0%
FCF yield	-8.8%	5.8%	11.6%	17.7%
Equity/Total Assets	71.0%	68.2%	69.7%	72.9%
ROCE	-25.6%	9.7%	24.1%	33.1%
ROE adj.	-25.9%	7.3%	18.8%	26.2%
Net IB debt/EBITDA	-0.6	-0.7	-0.9	-1.2

### Share price - 5Y



High/Low (12M)	SEK24.4/9.5			
Perf.	3M	6M	12M	YTD
Abs.	-23.1	-29.9	-57.6	-7.8
Rel.	-33.2	-36.2	-71.7	-16.5

Source: Carnegie Research, FactSet, Millstream & company data

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Carnegie Securities Research

## Equity story

Near term:  
6–12m

We believe that the two releases from Combat Waffle Studios, GRIM and Silent North, will be key for the share price the coming 6–12 months. The previous release from Combat Waffle, Ghosts of Tabor, has surpassed USD20m since it was first released.

Long term:  
5Y+

We believe that the main long-term driver from Beyond Frames is the adaption of XR as a form of entertainment. As devices for XR gaming will become more affordable and volumes increase, demand for content will increase, benefiting a publisher and developer like Beyond Frames. The release of the Teenage Mutant Ninja Turtles game in H2(26) will be a major trigger for the company as the title has, according to the company, an estimated revenue of SEK35–700m. Since the game will be developed by Beyond Frames the gross margin will be higher than the historical levels.

## Key risks:

- Game development risk.
- Liquidity risk. Beyond Frames does not have a positive cashflow.
- Hardware risk. Beyond Frames is dependent on an increased use of hardware. It works closely with the leading headset provider Meta, but should a competitor arise it could lead to a drop in sales as it would require Beyond Frames to make its games compatible with more hardware.

## Company description

Beyond Frames is an XR (extended reality) focused publisher with its development studios Cortopia, Moon Mode and partner studio Odd Raven. Through creative and technical consulting, funding and publishing services, Beyond Frames partners with studios to make XR products.

## Key industry drivers

- Higher usage of XR/VR devices
- Increased share of capital allocated to XR/VR games

## Industry outlook

- Sales of XR devices increase, driving demand for content

## Largest shareholders

Magnus Unger	16.5%
Arvr Holding AB	15.2%
Avanza Pension	12.5%

## Cyclicality

Cyclicality: N/A

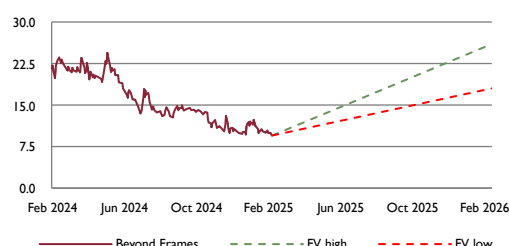
## Key peers

Embracer, Paradox, Meta, Unity Software

## Valuation and methodology

We have used a DCF to determine our fair value range of SEK18.0–26.0. In the extended estimate period 2027–44e, we believe that the EBITDA margin will normalise at 25%. At the same time, we see a declining growth rate from 22% in 2028e to 4% in 2044e.

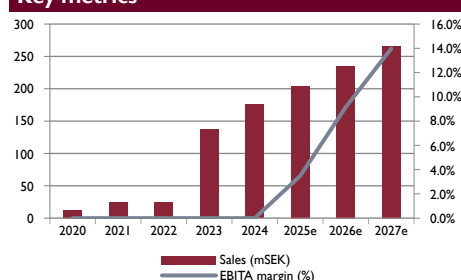
## Fair value range 12m



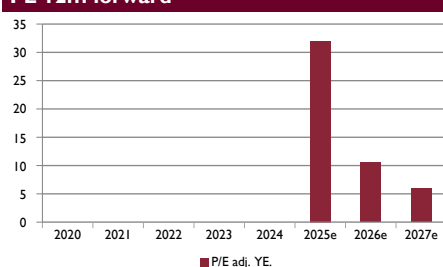
The upper part of our fair value range corresponds to a WACC of 18%. In this scenario, we assume that the releases of Combat Waffle, GRIM, and Silent North are well received.

The lower end of our fair value range corresponds to a WACC of 22%. In this scenario, we see less positive attention from the coming releases. This could put strains on Beyond Frames' financial position.

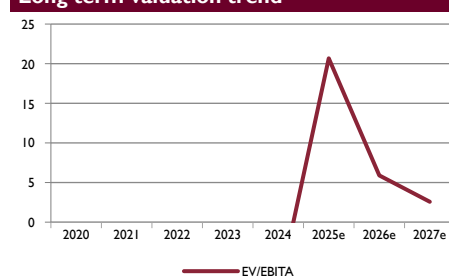
## Key metrics



## PE 12m forward



## Long term valuation trend

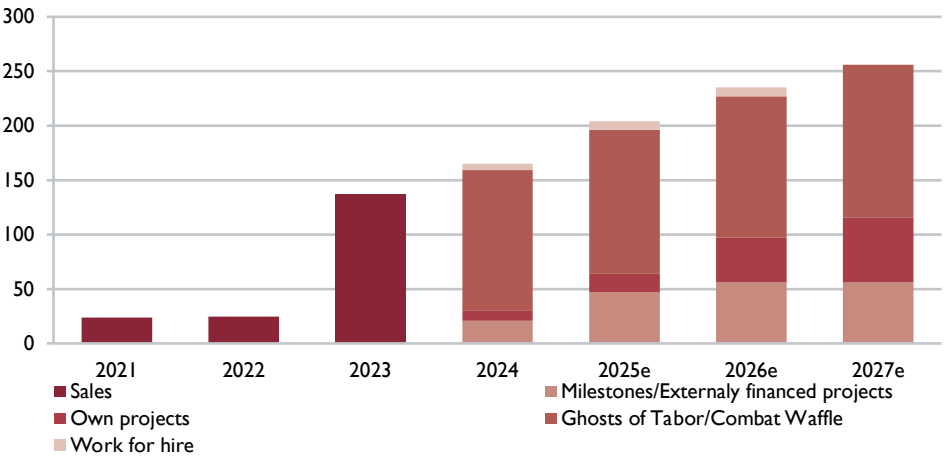


Source: Carnegie Research & company data

Beyond Frames in charts

We believe that the releases from Combat Waffle during 2025e together can be as successful as Ghosts off Tabor

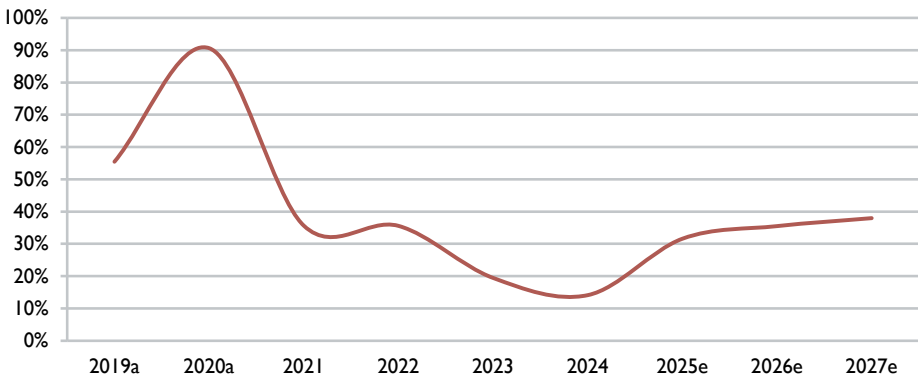
Sales mix (SEKm)



Source: Carnegie Research, Company data

Given the increased share of games from its own studios we estimate that the gross margin will expand during the estimate period...

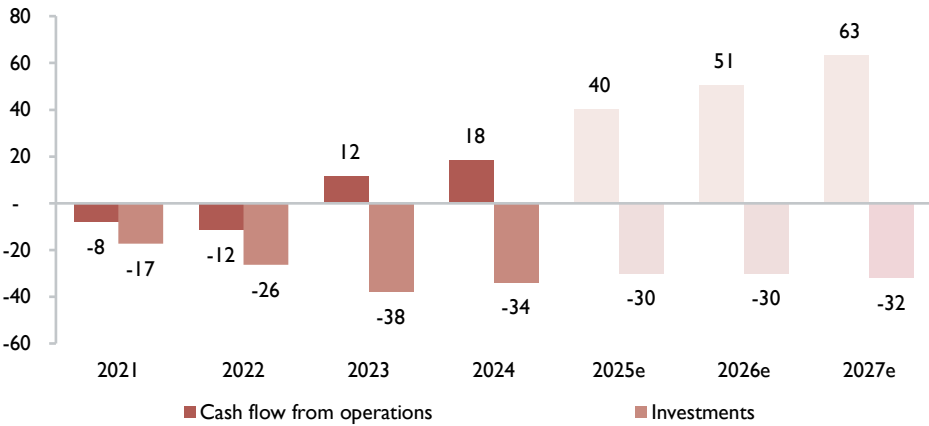
Gross margin (%)



Source: Carnegie Research, Company data

...leading to an increased cash flow

Cash flow (SEKm)

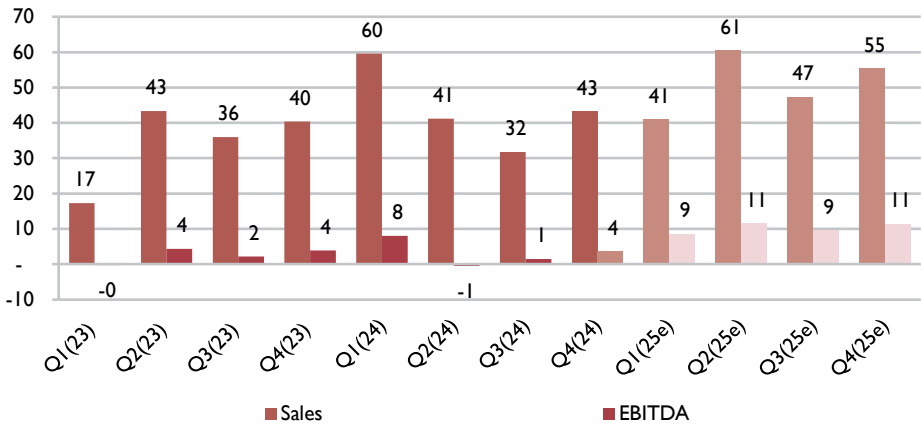


Source: Carnegie Research, Company data

Beyond Frames in charts (quarterly)

We estimate a strong H1 (25e) given the releases from Combat Waffle

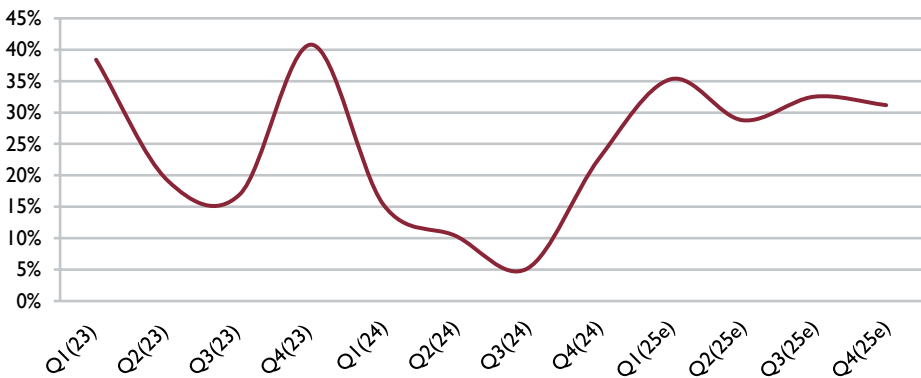
Sales and EBITDA (SEKm)



Source: Carnegie Research, Company data

We estimate that the gross margin will stabilise during the year

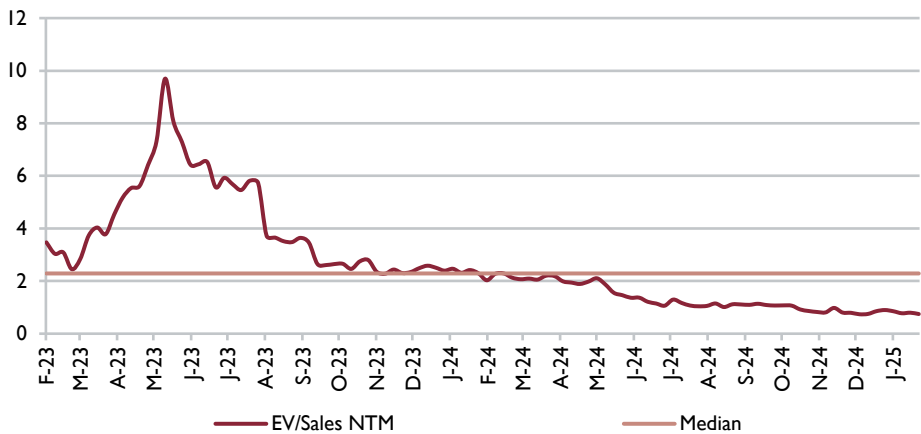
Gross margin (%)



Source: Beyond Frames, Penser by Carnegie

Beyond Frames trades close to an all-time low despite a strong launch pipeline during 2025e

EV/Sales NTM 2023-25



Source: Carnegie Research

## Valuation

We have used a DCF to set our fair value range of SEK18.0–26.0 for Beyond Frames. The reason for choosing a DCF is the lack of peers in a similar commercial stage as Beyond Frames. Most of the listed companies within gaming are linked to PC/console or mobile. These two industries are a different commercial stage to XR.

We believe that the growth rate will normalise from 22% in 2028e to 4% in 2044e, highlighting an increased use of VR as a form of entertainment. This can be compared to the PC gaming market that according to Video Game Insight had a CAGR of 11.1% during 2018–23. We believe that the EBITDA margin will normalise around 25% during 2027–44e.

DCF assumptions - Summary	2025e	2026e	2027e	4-5	Average year			Terminal period
					6-10	11-15	16-20	
Total sales growth	16.1%	15.1%	18.0%	21.5%	20.4%	14.0%	5.2%	2.0%
EBITDA margin	19.3%	22.9%	26.1%	26.1%	26.1%	26.1%	26.1%	26.1%
Depreciation % of sales	-15.8%	-13.7%	-12.1%	-12.1%	-12.1%	-12.1%	-12.1%	-12.1%
EBITA margin	3.5%	9.2%	14.0%	14.0%	14.0%	14.0%	14.0%	14.0%
Amortisations % of sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT margin	3.5%	9.2%	14.0%	14.0%	14.0%	14.0%	14.0%	14.0%
Capex % of sales	-14.7%	-12.8%	-12.1%	-12.1%	-12.1%	-12.1%	-12.1%	-12.1%
Paid tax rate	0.0%	0.0%	0.0%	-20.6%	-20.6%	-20.6%	-20.6%	-20.6%
NWC to sales	-4.9%	-4.9%	-4.9%	-4.9%	-4.9%	-4.9%	-4.9%	-4.9%
Sales	204	235	266	359	716	1,545	2,269	2,508
<b>EBITDA</b>	<b>39</b>	<b>54</b>	<b>69</b>	<b>94</b>	<b>187</b>	<b>403</b>	<b>592</b>	<b>655</b>
Capex	-30	-30	-32	-43	-86	-186	-274	-304
Taxes	-2	-5	-8	-10	-21	-45	-65	72
Other	3	2	2	3	6	9	5	980
<b>Free cash flow</b>	<b>10</b>	<b>20</b>	<b>31</b>	<b>43</b>	<b>86</b>	<b>182</b>	<b>259</b>	<b>1,403</b>
Discounted FCF	9	15	19	19	19	15	8	29
Share of total discounted FCF	3%	5%	6%	12%	29%	23%	13%	9%

Valuation	(curr.)m	Per share (Low)	Per share (high)	WACC assumptions
EV (discounted FCF)	321	17	25	Risk free interest rate
- Net debt (2024)	7	0	0	Debt risk premium
+ Associates	0	0	0	Equity risk premium
- Minority interest	0	0	0	Equity beta
- Outstanding warrants	0	0	0	<b>Cost of Equity</b>
Other debt adjustments	0	0	0	Tax rate
ESG penalty	0	0	0	After tax cost of debt
<b>Equity value at YE (24)</b>	<b>328</b>	<b>18</b>	<b>25</b>	Equity weight
Time adjustment	9	0	1	<b>WACC</b>
Dividend	0	0	0	
<b>Current equity value</b>	<b>337</b>	<b>18</b>	<b>26</b>	

Source: Carnegie Research

Sensitivity table DCF

		WACC					
		14%	16%	18%	20%	22%	24%
av. EBITDA margin 2027e-44e	18%	20	16	13	11	10	9
	20%	26	20	17	14	12	10
	22%	31	24	20	16	14	12
	26%	41	32	26	22	18	15
	28%	47	36	29	24	20	17
	32%	57	44	36	29	24	21
	34%	62	48	39	32	26	22

Source: Carnegie Research

## Estimate changes and deviation table

Beyond Frames - Estimate changes	2025e			2026e			2027e		
	Old	New	Chg	Old	New	Chg	Old	New	Chg
Sales	203	204	0%	235	235	0%	n.a.	266	n.m.
Growth	23%	16%	-697 bps	16%	15%	-57 bps	n.a.	13%	n.m.
EBITDA	39	39	1%	54	54	0%	n.a.	69	n.m.
EBITDA margin	19.2%	19.3%	+14 bps	22.9%	22.9%	+0 bps	n.a.	26.1%	n.m.
EO	0	0	n.m.	0	0	n.m.	n.a.	0	n.m.
<b>Adj. EBITDA</b>	<b>39</b>	<b>39</b>	<b>1%</b>	<b>54</b>	<b>54</b>	<b>0%</b>	<b>n.a.</b>	<b>69</b>	<b>n.m.</b>
<b>Adj. EBITDA margin</b>	<b>19.2%</b>	<b>19.3%</b>	<b>+14 bps</b>	<b>22.9%</b>	<b>22.9%</b>	<b>+0 bps</b>	<b>n.a.</b>	<b>26.1%</b>	<b>n.m.</b>
Pre-tax profit	7	7	7%	22	22	0%	n.a.	37	n.m.
Net profit	5	5	7%	17	17	0%	n.a.	30	n.m.
<b>EPS</b>	<b>0.3</b>	<b>0.3</b>	<b>7%</b>	<b>0.9</b>	<b>0.9</b>	<b>0%</b>	<b>n.a.</b>	<b>1.6</b>	<b>n.m.</b>
<b>EPS adj</b>	<b>0.3</b>	<b>0.3</b>	<b>7%</b>	<b>0.9</b>	<b>0.9</b>	<b>0%</b>	<b>n.a.</b>	<b>1.6</b>	<b>n.m.</b>

Source: Carnegie Research

## 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%	41	61	47	55	204	235
Growth	245%	-5%	-12%	7%	-0.2	26.6pp	-31%	47%	49%	28%	16%	15%
<b>EBITDA</b>	<b>8</b>	<b>-1</b>	<b>1</b>	<b>3.6</b>	<b>3.0</b>	<b>22%</b>	<b>9</b>	<b>11</b>	<b>9</b>	<b>11</b>	<b>39</b>	<b>54</b>
<b>EBITDA Margin</b>	<b>13.1%</b>	<b>-1.8%</b>	<b>3.2%</b>	<b>8%</b>	<b>9%</b>	<b>-0.8pp</b>	<b>21%</b>	<b>19%</b>	<b>20%</b>	<b>21%</b>	<b>19.3%</b>	<b>22.9%</b>
EO	0	0	0	0.0	0.0	0	0	0	0	0	0	0
Adj EBIT	0	-9	-7	-4.1	-5.1	n.m.	1	3	1	3	7	22
Adj. EBIT margin	-0.1%	-20.9%	-21.6%	-0.1	-0.2	6.1pp	1%	6%	3%	6%	3.5%	9.2%
Pre-tax Profit	1	-9	-7	-4.4	-5.1	n.m.	1	3	1	3	7	22
Net profit	1	-9	-7	-4.4	-5.1	n.m.	1	3	1	3	5	17
<b>EPS (EUR)</b>	<b>0.0</b>	<b>-0.5</b>	<b>-0.4</b>	<b>-0.3</b>	<b>-0.3</b>	<b>n.m.</b>	<b>0.0</b>	<b>0.2</b>	<b>0.1</b>	<b>0.2</b>	<b>0.3</b>	<b>0.9</b>

Source: Company data, Carnegie Research

## Risks

**Game development risk:** There are numerous risks linked to game development; these are primarily related to risk of delays and risk of not having enough budget discipline. We believe that Beyond Frames has partly mitigated these risks by having funding partners in development.

**Game release risk:** There is always a risk that a game will not be well received once it has been released and that the sales do not reach estimated levels. We deem this risk higher when games are not linked to a major gaming franchise. While this risk is hard for a publisher/developer to mitigate, we believe that Beyond Frames tries to be close to the customers and the ecosystem.

**Hardware related risks:** Beyond Frames has a strong position within the Meta Quest universe and has launched Ghosts of Tabor on PlayStation VR. There are other ecosystems, but Meta Quest dominates the market and Beyond Frames games can be played on some of these headsets.

**Liquidity risk:** Beyond Frames had cash and cash equivalents of SEK9m in Q3(24) and added SEK10m in a directed share issue in January 2025. We believe that the current planned releases will return cashflow to positive during 2025.

## Interim figures

QUARTERLY DATA (SEKm)	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4	2025Q1e	2025Q2e	2025Q3e	2025Q4e
Financial Year End	2023-03-31	2023-06-30	2023-09-30	2023-12-31	2024-03-31	2024-06-30	2024-09-30	2024-12-31	2025-03-31	2025-06-30	2025-09-30	2025-12-31
Sales	17	43	36	40	60	41	32	43	41	61	47	55
EBITDA	0	4	2	3	8	-1	1	4	9	11	9	11
EBITA	-4	0	-2	-1	0	-9	-7	-4	1	3	1	3
Adjusted EBITA	-4	0	-2	-1	0	-9	-7	-4	1	3	1	3
EBIT	-4	0	-2	-1	0	-9	-7	-4	1	3	1	3 <sup>1</sup>
Adjusted EBIT	-4	0	-2	-1	0	-9	-7	-4	1	3	1	3
Net Financial Items	0	0	0	0	1	0	-2	1	0	0	0	0
EAFI	-4	0	0	0	0	0	0	0	0	0	0	0
Pre-Tax Profit	-3	1	-2	-4	1	-9	-7	-4	1	3	1	3
Adjusted Pre-Tax Profit	-3	1	-2	-4	1	-9	-7	-4	1	3	1	3 <sup>1</sup>
Net Profit	-3	1	-2	-4	1	-9	-7	-4	1	3	1	3
Adjusted Net Profit	-3	1	-2	-4	1	-9	-7	-4	1	3	1	3
EPS	-0.2	0.1	-0.1	-0.2	0.0	-0.5	-0.4	-0.3	0.0	0.2	0.1	0.2
Adjusted EPS	-0.2	0.1	-0.1	-0.2	0.0	-0.5	-0.4	-0.3	0.0	0.2	0.1	0.2

Source: Company Data, Carnegie Research



## Financial statements

Profit & loss (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Sales	2	4	13	24	25	137	176	204	235	266
COGS	-4	-2	-1	-15	-16	-110	-151	-140	-152	-165
<b>Gross profit</b>	<b>-2</b>	<b>2</b>	<b>11</b>	<b>8</b>	<b>9</b>	<b>27</b>	<b>25</b>	<b>65</b>	<b>84</b>	<b>101</b>
Other income & costs	-8	-12	-9	-10	-22	-17	-13	-25	-30	-32
Share in ass. operations and JV	0	0	0	0	-2	0	0	0	0	0
<b>EBITDA</b>	<b>-10</b>	<b>-10</b>	<b>2</b>	<b>-1</b>	<b>-15</b>	<b>10</b>	<b>12</b>	<b>39</b>	<b>54</b>	<b>69</b>
Depreciation PPE	0	0	0	0	0	0	0	0	0	0
Depreciation lease assets	0	0	0	0	0	0	0	0	0	0
Amortisation development costs	0	0	0	0	0	0	0	-32	-32	-32
Amortisation other intangibles	-2	-6	-6	-8	-8	-16	-31	0	0	0
Impairments / writedowns	0	0	0	0	0	0	0	0	0	0
<b>EBITA</b>	<b>-12</b>	<b>-16</b>	<b>-4</b>	<b>-9</b>	<b>-23</b>	<b>-7</b>	<b>-19</b>	<b>7</b>	<b>22</b>	<b>37</b>
Amortization acquisition related	0	0	0	0	0	0	0	0	0	0
Impairment acquisition related	0	0	0	0	0	0	0	0	0	0
<b>EBIT</b>	<b>-12</b>	<b>-16</b>	<b>-4</b>	<b>-9</b>	<b>-23</b>	<b>-7</b>	<b>-19</b>	<b>7</b>	<b>22</b>	<b>37</b>
Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
Net financial items	0	0	-3	1	0	-1	0	0	0	0
of which interest income/expenses	0	0	0	0	0	-1	0	0	0	0
of which interest on lease liabilities	0	0	0	0	0	0	0	0	0	0
of which other items	0	0	-3	1	0	0	0	0	0	0
<b>Pre-tax profit</b>	<b>-12</b>	<b>-16</b>	<b>-8</b>	<b>-8</b>	<b>-23</b>	<b>-8</b>	<b>-19</b>	<b>7</b>	<b>22</b>	<b>37</b>
Taxes	-1	0	0	0	0	0	0	-2	-5	-8
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
<b>Net profit</b>	<b>-13</b>	<b>-16</b>	<b>-8</b>	<b>-9</b>	<b>-23</b>	<b>-8</b>	<b>-19</b>	<b>5</b>	<b>17</b>	<b>30</b>
Adjusted EBITDA	-10	-10	2	-1	-15	10	12	39	54	69
Adjusted EBITA	-12	-16	-4	-9	-23	-7	-19	7	22	37
Adjusted EBIT	-12	-16	-4	-9	-23	-7	-19	7	22	37
Adjusted net profit	-13	-16	-8	-9	-23	-8	-19	5	17	30
Sales growth Y/Y	+chg	132.3%	257.5%	88.5%	4.5%	451.8%	28.4%	16.1%	15.1%	13.2%
EBITDA growth Y/Y	-chg	+chg	+chg	-chg	-chg	+chg	25.0%	225.1%	36.5%	29.2%
EBITA growth Y/Y	-chg	-chg	+chg	-chg	-chg	+chg	-chg	+chg	201.8%	72.9%
EBIT growth Y/Y	-chg	-chg	+chg	-chg	-chg	+chg	-chg	+chg	201.8%	72.9%
EBITDA margin	-664.1%	-278.0%	15.7%	-6.3%	-54.5%	7.1%	6.9%	19.3%	22.9%	26.1%
EBITA margin	nm	nm	nm	nm	nm	nm	nm	3.5%	9.2%	14.0%
EBIT margin	-818.5%	-456.8%	-32.0%	-39.7%	-91.3%	-4.9%	-10.9%	3.5%	9.2%	14.0%
Tax rate	-6.7%	na	na	na	na	na	na	na	na	na
Cash flow (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
EBITDA	-10	-10	2	-1	-15	10	12	39	54	69
Paid taxes	0	0	0	0	0	0	0	-2	-5	-8
Change in NWC	0	-8	-8	-8	2	3	6	3	2	2
Non cash adjustments	0	2	2	2	2	-1	0	0	0	0
Discontinued operations	0	0	0	0	0	0	0	0	0	0
<b>Total operating activities</b>	<b>-10</b>	<b>-16</b>	<b>-5</b>	<b>-8</b>	<b>-12</b>	<b>12</b>	<b>18</b>	<b>40</b>	<b>51</b>	<b>63</b>
Capex tangible assets	0	0	0	-2	-2	-1	0	0	0	0
Capitalised development costs	0	-8	-6	-6	-23	-26	-34	-30	-30	-32
Capex - other intangible assets	0	0	0	-11	-1	-10	0	0	0	0
Acquisitions/divestments	-9	-8	0	1	0	-1	0	0	0	0
Other non-cash adjustments	0	0	0	0	0	0	0	0	0	0
<b>Total investing activities</b>	<b>-9</b>	<b>-16</b>	<b>-6</b>	<b>-17</b>	<b>-26</b>	<b>-38</b>	<b>-34</b>	<b>-30</b>	<b>-30</b>	<b>-32</b>
Net financial items	0	0	-3	1	0	-1	0	0	0	0
Lease payments	0	0	0	0	0	0	0	0	0	0
Dividend paid and received	0	0	0	0	0	0	0	0	0	0
Share issues & buybacks	27	3	13	43	42	0	0	10	0	0
Change in bank debt	0	0	0	0	0	0	0	0	0	0
Other cash flow items	0	0	2	0	0	0	1	0	0	0
<b>Total financing activities</b>	<b>27</b>	<b>3</b>	<b>15</b>	<b>43</b>	<b>43</b>	<b>0</b>	<b>1</b>	<b>10</b>	<b>0</b>	<b>0</b>
Operating cash flow	-10	-16	-5	-8	-12	12	18	40	51	63
Free cash flow	-10	-24	-11	-27	-38	-25	-15	10	20	31
Net cash flow	9	-29	8	16	5	-25	-14	20	20	31
Change in net IB debt	8	-29	3	17	4	-28	-14	20	20	31
Capex / Sales	0.0%	0.0%	0.0%	7.2%	6.8%	0.9%	0.0%	0.0%	0.0%	0.0%
NWC / Sales	-77.9%	-76.2%	-13.2%	-8.8%	-15.3%	-3.8%	-4.0%	-4.2%	-4.6%	-4.6%

Source: Carnegie Research &amp; company data

## Financial statements, cont.

Balance sheet (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Acquired intangible assets	10	8	2	2	1	1	0	0	0	0
Other fixed intangible assets	7	11	11	21	39	61	29	29	29	29
Capitalised development	0	0	0	0	0	0	35	33	31	31
Tangible assets	0	0	0	2	3	2	1	1	1	1
Lease assets	0	0	0	0	0	0	0	0	0	0
Other IB assets (1)	0	0	0	0	0	0	0	0	0	0
Other non-IB assets	0	6	4	2	1	2	1	1	1	1
<b>Fixed assets</b>	<b>17</b>	<b>25</b>	<b>18</b>	<b>27</b>	<b>44</b>	<b>66</b>	<b>67</b>	<b>65</b>	<b>63</b>	<b>62</b>
Inventories (2)	0	0	0	0	0	0	0	0	0	0
Receivables (2)	0	1	2	3	2	13	13	19	22	25
Prepaid exp. & other NWC items (2)	0	0	0	1	1	2	1	3	3	4
IB current assets (1)	0	0	0	0	0	0	0	0	0	0
Other current assets	1	9	2	5	3	3	3	3	3	3
Cash & cash equivalents (1)	30	1	19	44	48	22	7	29	49	80
<b>Current assets</b>	<b>31</b>	<b>11</b>	<b>22</b>	<b>53</b>	<b>55</b>	<b>39</b>	<b>25</b>	<b>54</b>	<b>78</b>	<b>112</b>
<b>Total assets</b>	<b>49</b>	<b>36</b>	<b>40</b>	<b>79</b>	<b>99</b>	<b>105</b>	<b>92</b>	<b>119</b>	<b>140</b>	<b>175</b>
Shareholders' equity	46	32	38	72	92	84	65	81	98	127
Minorities	0	0	0	0	0	0	0	0	0	0
Other equity	0	0	0	0	0	0	0	0	0	0
<b>Total equity</b>	<b>46</b>	<b>32</b>	<b>38</b>	<b>72</b>	<b>92</b>	<b>84</b>	<b>65</b>	<b>81</b>	<b>98</b>	<b>127</b>
Deferred tax	0	0	0	0	0	0	0	0	0	0
LT IB debt (1)	0	0	0	0	0	0	0	0	0	0
Other IB provisions (1)	0	0	0	0	0	0	0	0	0	0
Lease liabilities	0	0	0	0	0	0	0	0	0	0
Other non-IB liabilities	0	0	0	0	0	0	0	0	0	0
<b>LT liabilities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
ST IB debt (1)	0	0	0	0	0	0	0	0	0	0
Payables (2)	1	1	0	3	2	4	5	6	7	8
Accrued exp. & other NWC items (2)	2	3	2	4	6	17	17	25	29	33
Other ST non-IB liabilities	0	0	0	0	0	0	6	6	6	6
Liabilities - assets held for sale	0	0	0	0	0	0	0	0	0	0
<b>Current liabilities</b>	<b>3</b>	<b>4</b>	<b>2</b>	<b>8</b>	<b>8</b>	<b>21</b>	<b>28</b>	<b>38</b>	<b>43</b>	<b>47</b>
<b>Total equity and liabilities</b>	<b>49</b>	<b>36</b>	<b>40</b>	<b>79</b>	<b>99</b>	<b>105</b>	<b>93</b>	<b>119</b>	<b>140</b>	<b>175</b>
Net IB debt (=1)	-30	-1	-19	-44	-48	-22	-7	-29	-49	-80
Net working capital (NWC) (=2)	-2	-3	0	-4	-4	-7	-7	-10	-11	-13
Capital employed (CE)	46	32	38	72	92	84	65	81	98	127
Capital invested (CI)	15	16	13	21	39	57	23	21	19	18
Equity / Total assets	95%	89%	95%	90%	92%	80%	71%	68%	70%	73%
Net IB debt / EBITDA	3.0	0.1	-9.5	29.6	3.2	-2.3	-0.6	-0.7	-0.9	-1.2
<b>Per share data (SEK)</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025e</b>	<b>2026e</b>	<b>2027e</b>
Adj. no. of shares in issue YE (m)	12.52	12.84	14.22	15.76	17.16	17.16	17.54	18.54	18.54	18.54
Diluted no. of Shares YE (m)	12.52	12.84	14.22	15.76	17.16	17.16	17.54	18.54	18.54	18.54
EPS	-2.11	-1.24	-0.57	-0.58	-1.38	-0.45	-1.11	0.30	0.90	1.59
EPS adj.	-2.11	-1.24	-0.57	-0.58	-1.38	-0.45	-1.11	0.30	0.90	1.59
CEPS	-1.74	-0.75	-0.13	-0.05	-0.82	0.50	0.69	2.08	2.64	3.33
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BVPS	3.67	2.52	2.69	4.55	5.35	4.89	3.73	4.37	5.27	6.86
<b>Performance measures</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025e</b>	<b>2026e</b>	<b>2027e</b>
ROE	-57.6%	-40.3%	-22.0%	-15.8%	-27.8%	-8.9%	-25.9%	7.3%	18.8%	26.2%
Adj. ROCE pre-tax	-54.0%	-40.3%	-21.1%	-14.6%	-27.8%	-8.8%	-25.6%	9.7%	24.1%	33.1%
Adj. ROIC after-tax	na	-104.3%	-27.4%	-55.5%	-75.5%	-14.0%	-47.8%	32.2%	107.0%	199.1%
<b>Valuation</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025e</b>	<b>2026e</b>	<b>2027e</b>
FCF yield	-5.5%	-13.6%	-6.2%	-15.2%	-21.5%	-14.2%	-8.8%	5.8%	11.6%	17.7%
Dividend yield YE	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend + buy backs yield YE	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EV/Sales YE	45.89	21.57	22.01	21.84	4.80	2.90	0.99	0.72	0.54	0.36
EV/EBITDA YE	neg.	neg.	>50	neg.	neg.	41.0	14.3	3.7	2.4	1.4
EV/EBITA YE	neg.	neg.	neg.	neg.	neg.	neg.	neg.	20.7	5.9	2.6
EV/EBITA adj. YE	neg.	neg.	neg.	neg.	neg.	neg.	neg.	20.7	5.9	2.6
EV/EBIT YE	neg.	neg.	neg.	neg.	neg.	neg.	neg.	20.7	5.9	2.6
P/E YE	nm	nm	nm	nm	nm	nm	nm	32.0	10.5	6.0
P/E adj. YE	nm	nm	nm	nm	nm	nm	nm	32.0	10.5	6.0
P/BV YE	2.17	2.37	7.74	7.84	1.82	4.99	2.76	2.18	1.80	1.38
Share price YE (SEK)	7.98	5.98	20.8	35.7	9.76	24.4	10.3	9.50		

Source: Carnegie Research &amp; company data

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