# Carnegie

### **COMMISSIONED RESEARCH**

**COMPANY UPDATE** 

02 April 2025 Sweden Software & Services Research analysts: Rikard Engberg

# **Beyond Frames**

Share price: SEK8.2

Fair value range: SEK 18.0–26.0

# HI(25e) a key period for Beyond Frames – QI preview

# Q1(24) a tough comparison

We expect Q1(25) revenue of SEK43.0m, a decrease of 28% Y/Y. The reasons for the expected decline in sales are the strong comparison from Q1(24) when Ghosts of Tabor was released, and Silent North's release being postponed from Q1(25) to April 2025. The main sales driver in Q1(25e) is the game GRIM that was released in early access mode on 22 January. The game was in the Meta Quest top 10 list after its release. We expect Q1 EBITDA of SEK9.4m, corresponding to a margin of 22%.

### Small estimate changes ahead of game releases

We make small estimate changes for 2025, reducing our sales by 4% and our EBITDA by 5%. In our estimates, we assume that Silent North and GRIM, the two latest releases from the studio Combat Waffle, will have revenue similar to Ghosts of Tabor.

### Continued sales growth the major driver of share price

We argue that the main driver for the Beyond Frames share price is continued sales growth and successful releases. The main driver for strong releases is increased sales of VR headsets, mainly driven by Meta. We also argue that the share price performance in the past six months has been affected by concerns that Beyond Frames is a one-trick pony. But we believe the opposite, given the longevity of Ghosts of Tabor and the current game pipeline.

## Current valuation reflects uncertainty regarding game releases

We reiterate our fair value range of SEK18–26 for Beyond Frames. Beyond Frames trades at 0.6x EV/sales NTM compared to the median of 2.1x during 2023–25. We argue that this is due to uncertainty regarding the releases of GRIM and Silent North. Given the number of reviews on the Meta Quest store and the game reaching the top 10 best-seller list, we think the release was decent and should generate a fairly strong sales number for H1(25e).

Up	co	m	ıng	ev	en	ITS
			_			

Q1 Report: 22 May 2025Q2 Report: 21 Aug 2025

Q3 Report: 20 Nov 2025

Changes in this report											
	From										
EPS adj. 2025e	0.30	0.20	-32%								
EPS adj. 2026e	0.90	0.90	0%								
EPS adj. 2027e	1.59	1.59	0%								

18.5
15
153
-27
0
126
0.0%
7
Medium Risk
December
I Apr 2025 14:35

Key figures (SEK)	2024	2025e	2026e	2027e
Sales (m)	176	196	235	266
EBITDA (m)	12	37	54	69
EBIT (m)	-19	5	22	37
EPS	-1.11	0.20	0.90	1.59
EPS adj.	-1.11	0.20	0.90	1.59
DPS	0.00	0.00	0.00	0.00
Sales growth Y/Y	28%	12%	20%	13%
EPS adj. growth Y/Y	-chg	+chg	347%	76%
EBIT margin	-10.9%	2.5%	9.2%	14.0%
P/E adj.	n.m.	40.7	9.1	5.2
EV/EBIT	neg.	25.3	4.9	2.0
EV/EBITA	neg.	25.3	4.9	2.0
EV/EBITDA	14.3	3.4	2.0	1.1
P/BV	2.2	1.9	1.6	1.2
Dividend yield	0.0%	0.0%	0.0%	0.0%
FCF yield	-10.1%	5.3%	13.7%	20.4%
Equity/Total Assets	71.0%	68.4%	69.3%	72.6%
ROCE	-25.6%	6.9%	24.5%	33.6%
ROE adj.	-25.9%	5.0%	19.1%	26.7%



Source: Carnegie Research, FactSet, Millistream & company data

This report has been commissioned and sponsored by Beyond Frames. Commissioned research is considered to be marketing communication (i.e. not investment research under MiFID II). This material may be subject to restrictions on distribution in certain areas. For more information, see disclosures and disclaimers at the end of this report

Net IB debt/EBITDA



# **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 in the coming 6–12 months. The previous release from Combat Waffle, Ghosts of Tabor, has surpassed USD20m in sales since its release.

# Long term: 5Y+

We believe the main long-term driver for Beyond Frames is the adaption of XR as a form of entertainment. As devices for XR gaming become more affordable and volumes increase, demand for content should increase, benefiting a publisher and developer like Beyond Frames. The release of the Teenage Mutant Ninja Turtles game in H2(26) should be a major trigger for the company as it estimates the title's revenue at SEK35m-700m. Since the game will be developed by Beyond Frames, the gross margin will be higher than 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	15.29
Avanza Pension	12.59

### Cyclicality

### **Key peers**

Cyclicality: N/A

Embracer, Paradox, Meta, Unity Software

### Valuation and methodology

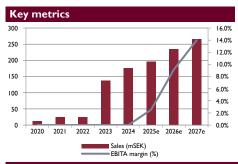
We use a DCF to determine our fair value range. In the extended estimate period 2027–44e, we believe that the EBITDA margin will normalise at 26%. We also estimate a declining growth rate from 22% in 2028e to 4% in 2044e.

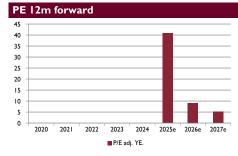
### Fair value range 12m

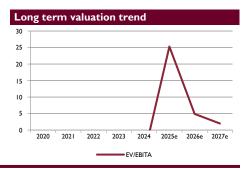


The upper part of our fair value range corresponds to a WACC of 18%. In this scenario, we assume that the releases of Combat Waffle, GRIM and Silent North are well received.

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 a strain on Beyond Frames' financial position.





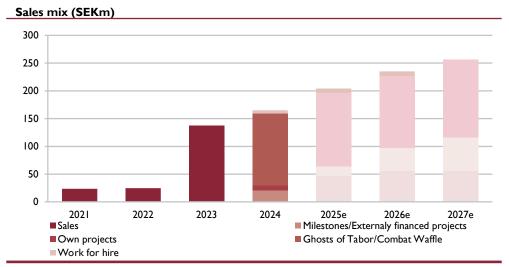


Source: Carnegie Research & company data



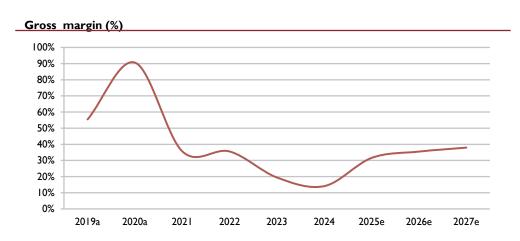
We expect a change in the sales mix, driven by the launch of new titles and increased share of financing from Beyond Frames...

# Beyond Frames in charts



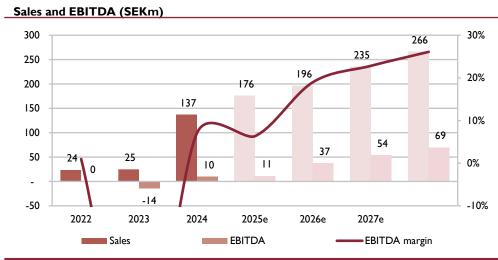
Source: Carnegie Research, Company data

... leading to an increase in gross margin...



Source: Carnegie Research, Company data

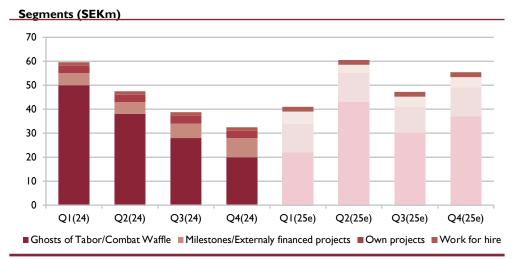
... driving EBITDA(25-27e)



Källa: Beyond Frames, Carnegie Research

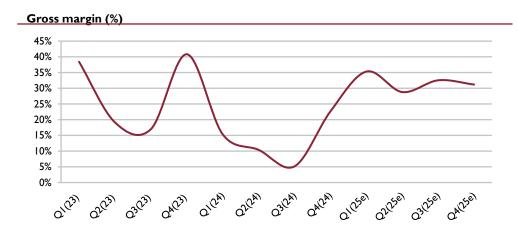


We estimate that Beyond Frames will see Q/Q growth due to the release of GRIM in Q1 (25e). We also estimate that the release of Silent North together with continued sales of GRIM will accelerate growth in Q2(25e)



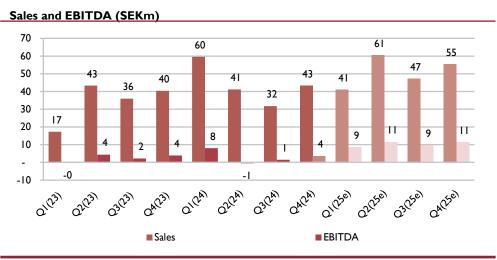
Source: Carnegie Research

We estimate the gross margin to expand from current levels ...



Source: Beyond Frames, Penser by Carnegie

... driving EBITDA(25e)



Source: Carnegie Research, Company data



# **Valuation**

EV/sales NTM 2023-2025

We use 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.

					Average	year		Terminal
DCF assumptions - Summary	2025e	2026e	2027e	4-5	6-10	11-15	16-20	period
Total sales growth	11.6%	19.8%	18.0%	21.5%	20.4%	14.0%	5.2%	2.0%
EBITDA margin	19.0%	22.9%	26.1%	26.0%	26.0%	26.0%	26.0%	26.0%
Depreciation % of sales	-16.4%	-13.7%	-12.1%	-12.1%	-12.1%	-12.1%	-12.1%	-12.1%
EBITA margin	2.5%	9.2%	14.0%	13.9%	13.9%	13.9%	13.9%	13.9%
Amortisations % of sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT margin	2.5%	9.2%	14.0%	13.9%	13.9%	13.9%	13.9%	13.9%
Capex % of sales	-15.3%	-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	196	235	266	359	716	1,545	2,269	2,508
EBITDA	37	54	69	93	186	402	590	652
Capex	-30	-30	-32	-43	-86	-186	-274	-304
Taxes	-1	-5	-8	-10	-20	-44	-65	72
Other	2	2	2	3	6	9	5	972
Free cash flow	8	21	31	43	85	180	257	1,392
Discounted FCF	7	15	19	19	19	15	8	29
Share of total discounted FCF	2%	5%	6%	12%	29%	24%	13%	9%
Valuation	(	D	Per share (high)		WACC assumption:	_		
EV (discounted FCF)	(curr.)m	rer snare (Low)	rer snare (nigh)		Risk free interest rate	s		2.0%
- Net debt (2024)	7	0	0	-	Debt risk premium			0.5%
+ Associates	0	0	0		quity risk premium			7.0%
- Minority interest	0	0	0		quity beta			2.00
- Outstanding warrants	0	0	0		Cost of Equity			22.0%
Other debt adjustments	0	0	0		Tax rate			20.6%
ESG penalty	0	0	0	,	After tax cost of debt			2.0%
Equity value at YE (24)	324	18	25	E	quity weight			100%
Time adjustment	16	1	1	,	WACC			22.0%
Dividend	0	0	0					
Current equity value	341	18	26					

Source: Carnegie Research

Beyond Frames trades at a discount of close to 70% to its median valuation in 2023–25. We believe part of the discount is related to worries regarding the two titles released in Q1(25e) and the one that is planned for Q2(25e)

# 12.00 10.00 8.00 4.00 2.00

					Source: Carn	egie Researci	h, FactSet				
		Sensitivi	ty table DC	F							
		WACC									
		14%	16%	18%	20%	22%	24%				
	18%	42	33	27	22	18	16				
	20%	42	33	27	22	18	16				
av. EBITDA margin	22%	42	33	27	22	18	16				
2027e-44e	26%	42	33	27	22	18	16				
	28%	42	33	27	22	18	16				
	32%	42	33	27	22	18	16				
	34%	42	33	27	22	18	16				

Source: Carnegie Research

– Median

EV/Sales NTM



## **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 planed releases will return cashflow to positive during 2025.



# Estimate changes

Beyond Frames - Estimate	2025e	2025e		2026e	2026e		2027e	2027e	
changes	20236	20236		20206	20206		20276	20276	
	Old	New	Chg	Old	New	Chg	Old	New	Chg
Sales	204	196	-4%	235	235	0%	266	266	0%
Growth	16%	12%	-455 bps	15%	20%	+469 bps	0	13%	+0 bps
EBITDA	39	37	-5%	54	54	0%	69	69	0%
EBITDA margin	19.3%	19.0%	-31 bps	22.9%	22.9%	+0 bps	26.1%	26.1%	+0 bps
EO	0	0	n.m	0	0	n.m	0	0	n.m
Adj. EBITDA	39	37	-5%	54	54	0%	69	69	0%
Adj. EBITDA marign	19.3%	19.0%	-31 bps	22.9%	22.9%	+0 bps	26.1%	26.1%	+0 bps
Pre-tax profit	7	5	-30%	22	22	0%	37	37	0%
Net profit	5	4	-32%	17	17	0%	30	30	0%
EPS	0.3	0.2	-32%	0.9	0.9	0%	2	1.6	0%
EPS adj	0.3	0.2	-32%	0.9	0.9	0%	1.6	1.6	0%

Source: Carnegie Research



# 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	43	51	47	55
EBITDA	0	4	2	3	8	-1	1	4	9	9	9	11
EBITA	-4	0	-2	-1	0	-9	-7	-4	1	1	1	3
Adjusted EBITA	-4	0	-2	-1	0	-9	-7	-4	1	1	1	3
EBIT	-4	0	-2	-1	0	-9	-7	-4	1	1	1	3
Adjusted EBIT	-4	0	-2	-1	0	-9	-7	-4	1	1	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	1	1	3
Adjusted Pre-Tax Profit	-3	1	-2	-4	1	-9	-7	-4	1	1	1	3
Net Profit	-3	1	-2	-4	1	-9	-7	-4	1	1	1	3
Adjusted Net Profit	-3	1	-2	-4	1	-9	-7	-4	1	1	1	3
EPS	-0.2	0.1	-0.1	-0.2	0.0	-0.5	-0.4	-0.3	0.1	0.1	0.1	0.2
Adjusted EPS	-0.2	0.1	-0.1	-0.2	0.0	-0.5	-0.4	-0.3	0.1	0.1	0.1	0.2

Source: Company Data, Carnegie Research



### **Financial statements**

Sales  2	Profit & loss (SEKm)	2018	2019	2020	2021	2022	2023	2024	<b>2025</b> e	2026e	2027e
Gross profit	Sales	2	4	13	24	25	137	176	196	235	266
Other incrome & costs	COGS	-4	-2	-1	-15	-16	-110	-151	-134	-152	-165
Stare in ass. operations and JY	Gross profit	-2	2	11	8	9	27	25	62	84	101
EBITDA	Other income & costs	-8	-12	-9	-10	-22	-17	-13	-25	-30	-32
Depreciation PPE	Share in ass. operations and JV	0	0		0	-2	0	0	0	0	0
Depreciation lease assets	EBITDA	-10	-10	2	-1	-15	10	12	37	54	69
Amorrisation development costs  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Depreciation PPE	0	0	0	0	0		0	0		
Amoresission orther intangibles   -2   -6   -6   -8   -8   -16   -31   0   0   0   EBITA   -12   -16   -4   -9   -23   -7   -19   5   22   37   Amoresission capulation related   0   0   0   0   0   0   0   0   0	Depreciation lease assets	0	0	0	0	0	0	0	0	0	0
Impairments / writedownise   0	Amortisation development costs	0	0	0	0	0	0	0	-32	-32	-32
EBITA 1-12 1-16 4-4 9-9 1-23 1-7, 1-19 5 22 37 Amornization caquisition related 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Amortisation other intangibles	-2	-6	-6	-8	-8	-16	-31	0	0	0
Amortzation acquisition related 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
Impairment acquisition related   0	EBITA	-12	-16	-4	-9	-23	-7	-19	5	22	37
EBIT	Amortization acquisition related	0	0	0	0	0	0	0	0	0	0
Share in ast, operations and JY	Impairment acquisition related	0	0	0		0		0		0	0
Nes francal items	EBIT	-12	-16	-4	-9	-23	-7	-19	5	22	37
of which interests in connelospenses         0	Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
of which interests on lease labilities         0	Net financial items	0	0	-3	1	0	-1	0	0	0	0
of which other items         0         0         3         I         0	of which interest income/expenses	0									
Per-tax profit	of which interest on lease liabilities	0	0	0	0	0	0	0	0	0	0
Taxes	of which other items	0	0		1	0	0	0	0		0
Post-tax minorities interest   0	Pre-tax profit	-12	-16	-8	-8	-23	-8	-19	5	22	37
Discontinued operations   0	Taxes	-1	0	0	0	0	0	0	-1	-5	-8
Net profit	Post-tax minorities interest	0	0	0	0	0	0	0	0	0	0
Adjusced EBITDA	Discontinued operations	0	0	0	0	0	0	0	0	0	0
Adjusted EBITA -12 -16 -4 -9 -23 -7 -9 -7 -9 5 22 37 Adjusted BIT -12 -16 -18 -8 -9 -23 -7 -9 -8 -8 -19 -19 5 22 37 Adjusted net profit -13 -16 -8 -9 -23 -8 -9 -19 -8 -8 -19 -14 -17 -30 30 3ales growth YY -16 -18 -18 -19 -18 -18 -19 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -19 -18 -19 -18 -19 -19 -18 -18 -19 -19 -19 -18 -19 -19 -18 -19 -19 -18 -19 -19 -18 -18 -19 -19 -19 -19 -19 -18 -18 -19 -19 -19 -19 -19 -19 -19 -19 -19 -19	Net profit	-13	-16	-8	-9	-23	-8	-19	4	17	30
Adjusted EBITA -12 -16 -4 -9 -23 -7 -9 -7 -9 5 22 37 Adjusted BIT -12 -16 -18 -8 -9 -23 -7 -9 -8 -8 -19 -19 5 22 37 Adjusted net profit -13 -16 -8 -9 -23 -8 -9 -19 -8 -8 -19 -14 -17 -30 30 3ales growth YY -16 -18 -18 -19 -18 -18 -19 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -18 -19 -19 -18 -19 -18 -19 -19 -18 -18 -19 -19 -19 -18 -19 -19 -18 -19 -19 -18 -19 -19 -18 -18 -19 -19 -19 -19 -19 -18 -18 -19 -19 -19 -19 -19 -19 -19 -19 -19 -19	Adjusted EBITDA	-10	-10	2	-1	-15	10	12	37	54	69
Adjusted EBIT Or 1-12 1-16 -4 -9 -23 7, 1-9 5 22 37 Adjusted ret profit 1-3 1-16 -8 -9 -23 8 -19 4 17 30 30 Sales growth Y/Y 1-chg 132.3% 257.5% 88.5% 4.5% 451.8% 28.4% 11.6% 19.8% 13.2% EBITDA growth Y/Y 1-chg 14.6g 132.3% 257.5% 88.5% 4.5% 451.8% 28.4% 11.6% 19.8% 13.2% EBITDA growth Y/Y 1-chg 14.6g 14.											
Adjusted net profit  -13  -16  -8  -8  -9  -23  -8  -19  4  11.6  19.8											
Sales growth YIY	•										
EBITDA growth Y/Y	•										
EBIT growth YIY	8	-									
EBIT DA margin   -64.1   -278.0   +chg   -chg   -											
EBITDA margin						-	-		_		
EBIT margin   nm		-cng	-cng	+cng	-cng	-cng	+cng	-cng	+cng	331./%	72.9%
EBIT margin		-664.1%	-278.0%	15.7%	-6.3%	-54.5%	7.1%	6.9%	19.0%		
Tax rate   Cash flow (SEKm)   2018   2019   2020   2021   2022   2023   2024   2025e   2026e   2027e											
Cash flow (SEKm)   2018   2019   2020   2021   2022   2023   2024   2025e   2026e   2027e	EBIT margin	-818.5%	-456.8%	-32.0%	-39.7%	-91.3%	-4.9%	-10.9%	2.5%	9.2%	14.0%
EBITDA	Tax rate	-6.7%	na	na	na	na	na	na	na	na	na
Paid taxes         0         0         0         0         0         0         -1         -5         -8           Change in NWC         0         -8         -8         -8         2         3         6         2         2         2         2         2         2         2         2         2         -1         0	Cash flow (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Change in NWC         0         -8         -8         -8         2         3         6         2         2         2         2         2         2         2         2         1         0	EBITDA	-10	-10	2	-1	-15	10	12	37	54	69
Non cash adjustments	Paid taxes	0	0	0	0	0	0	0	-1	-5	-8
Discontinued operations   O   O   O   O   O   O   O   O   O	Change in NWC	0	-8	-8	-8	2	3	6	2	2	2
Total operating activities         -10         -16         -5         -8         -12         12         18         38         51         63           Capex tangible assets         0         0         0         -2         -2         -1         0         0         0         0           Capex - other intangible assets         0         -8         -6         -6         -23         -26         -34         -30         -30         -32           Capex - other intangible assets         0         0         -11         -10         0<	Non cash adjustments	0	2	2	2	2	-1	0	0	0	0
Capex tangible assets 0 0 0 0 -2 -2 -1 0 0 0 0 -30 -30 -32 Capex - other intangible assets 0 0 -8 -6 -6 -6 -23 -26 -34 -30 -30 -30 -32 Capex - other intangible assets 0 0 0 0 -11 -1 -1 0 0 0 0 0 0 0 0 0 0 0	Discontinued operations	0	0	0	0	0	0	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         0           Other non-cash adjustments         -9         -8         0	Total operating activities	-10	-16	-5	-8	-12	12	18	38	51	63
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         0           Other non-cash adjustments         -9         -8         0	Capex tangible assets	0	0	0	-2	-2	-1	0	0	0	0
Capex - other intangible assets         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 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>											
Acquisitions/divestments         -9         -8         0         1         0         -1         0         0         0         0           Other non-cash adjustments         0											
Other non-cash adjustments         0         3         32         32         32         33         34         -30         -30         -32         32           Net financial items         0         0         0         0         0         1         0		•			i	-					
Total investing activities         -9         -16         -6         -17         -26         -38         -34         -30         -30         -30           Net financial items         0         0         -3         1         0         -1         0         0         0         0           Lease payments         0					0						
Net financial items 0 0 0 -3 1 0 0 -1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0											
Lease payments         0	_										
Dividend paid and received         0 </td <td></td>											
Share issues & buybacks         27         3         13         43         42         0         0         10         0         0           Change in bank debt         0<	. ,										
Change in bank debt         0											
Other cash flow items         0         0         2         0         0         0         I         0											
Total financing activities         27         3         15         43         43         0         I         10         0         0           Operating cash flow         -10         -16         -5         -8         -12         12         18         38         51         63           Free cash flow         -10         -24         -11         -27         -38         -25         -15         8         21         31           Net cash flow         9         -29         8         16         5         -25         -14         18         21         31           Change in net IB debt         8         -29         3         17         4         -28         -14         18         21         31           Capex / Sales         0.0%         0.0%         0.0%         7.2%         6.8%         0.9%         0.0%         0.0%         0.0%         0.0%											
Operating cash flow         -10         -16         -5         -8         -12         12         18         38         51         63           Free cash flow         -10         -24         -11         -27         -38         -25         -15         8         21         31           Net cash flow         9         -29         8         16         5         -25         -14         18         21         31           Change in net IB debt         8         -29         3         17         4         -28         -14         18         21         31           Capex / Sales         0.0%         0.0%         0.0%         7.2%         6.8%         0.9%         0.0%         0.0%         0.0%								•			
Free cash flow         -10         -24         -11         -27         -38         -25         -15         8         21         31           Net cash flow         9         -29         8         16         5         -25         -14         18         21         31           Change in net IB debt         8         -29         3         17         4         -28         -14         18         21         31           Capex / Sales         0.0%         0.0%         0.0%         7.2%         6.8%         0.9%         0.0%         0.0%         0.0%         0.0%	•										
Net cash flow         9         -29         8         16         5         -25         -14         18         21         31           Change in net IB debt         8         -29         3         17         4         -28         -14         18         21         31           Capex / Sales         0.0%         0.0%         0.0%         7.2%         6.8%         0.9%         0.0%         0.0%         0.0%         0.0%											
Change in net IB debt         8         -29         3         17         4         -28         -14         18         21         31           Capex / Sales         0.0%         0.0%         0.0%         7.2%         6.8%         0.9%         0.0%         0.0%         0.0%         0.0%											
Capex / Sales 0.0% 0.0% 0.0% 7.2% 6.8% 0.9% 0.0% 0.0% 0.0% 0.0%											
	Change in net IB debt	8	-29	3	17	4	-28	-14	18	21	31
NWC / Sales -77.9% -76.2% -13.2% -8.8% -15.3% -3.8% -4.0% -4.3% -4.5% -4.6%											
	Capex / Sales				7.2%		0.9%	0.0%	0.0%	0.0%	0.0%

Source: Carnegie Research & 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	T T	I	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	Į.	<u>I</u>	Į.	I
Lease assets	0	0	0	0	0	0	0	0	0	0
Other IB assets (I)	0	0	0	0	0	0	0	0	0	0
Other non-IB assets	0 <b>17</b>	6 <b>25</b>	4 18	2 <b>27</b>	44	2	6 <b>7</b>	 65	63	(2
Fixed assets Inventories (2)	0	0	0	0	0	<b>66</b> 0	0	0	0	<b>62</b> 0
Receivables (2)	0	ı	2	3	2	13	13	18	22	25
Prepaid exp. & other NWC items (2)	ő	Ö	0	j	ī	2	i	3	3	4
IB current assets (I)	0	Ö	Ö	0	0	0	0	Ö	0	0
Other current assets	i	9	2	5	3	3	3	3	3	3
Cash & cash equivalents (I)	30	1	19	44	48	22	7	27	48	79
Current assets	31	- 11	22	53	55	39	25	51	76	111
Total assets	49	36	40	79	99	105	92	116	139	173
Shareholders' equity	46	32	38	72	92	84	65	79	96	126
Minorities	0	0	0	0	0	0	0	0	0	0
Other equity	0	0	0	0	0	0	0	0	0	0
Total equity	46	32	38	72	92	84	65	79	96	126
Deferred tax	0	0	0	0	0	0	0	0	0	0
LT IB debt (I)	0	0	0	0	0	0	0	0	0	0
Other IB provisions (I)	0	0	0	0	0	0	0	0	0	0
Lease libilities	0	0	0	0	0	0	0	0	0	0
Other non-IB liabilities  LT liabilities	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
ST IB debt (I)	0	0	0	0	0	0	0	0	0	0
Payables (2)	Ĭ	Ĭ	Ö	3	2	4	5	6	7	8
Accrued exp. & other NWC items (2)	2	3	2	4	6	17	17	24	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
Current liabilities	3	4	2	8	8	21	28	37	43	47
Total equity and liabilities	49	36	40	79	99	105	93	116	139	173
Net IB debt (=I)	-30	-1	-19	-44	- <del>4</del> 8	-22	-7	-27	- <del>4</del> 8	-79
Net working capital (NWC) (=2)	-2	-3	0	-4	-4	-7	-7	-10	-11	-13
Capital employed (CE)	46	32	38	72 21	92	84	65 22	79	96	126
Capital invested (CI)	15	16	13	21	39	57	23	21	19	18
Equity / Total assets	95%	89%	95%	90%	92%	80%	71%	68%	69%	73%
Net IB debt / EBITDA	3.0	0.1	-9.5	29.6	3.2	-2.3	-0.6	-0.7	-0.9	-1.1
Per share data (SEK)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
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	0.20	0.90	1.59
EPS adj.	-2.11	-1.24	-0.57	-0.58	-1.38	-0.45	-1.11	0.20	0.90	1.59
CEPS	-1.74	-0.75	-0.13	-0.05	-0.82	0.50	0.69	1.99	2.64	3.33
DPS BVPS	0.00 3.67	0.00 2.52	0.00 2.69	0.00 4.55	0.00 5.35	0.00 4.89	0.00 3.73	0.00 4.28	0.00 5.18	0.00 6.77
Performance measures	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
ROE	-57.6%	-40.3%	-22.0%	-15.8%	-27.8%	-8.9%	-25.9%	5.0%	19.1%	26.7%
Adj. ROCE pre-tax Adj. ROIC after-tax	-54.0% na	-40.3% -104.3%	-21.1% -27.4%	-14.6% -55.5%	-27.8% -75.5%	-8.8% -14.0%	-25.6% -47.8%	6.9% 22.3%	24.5% 105.9%	33.6% 199.1%
		1				I				
Valuation	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
FCF yield Dividend yield YE	-6.3% 0.0%	-15.7% 0.0%	-7.2% 0.0%	-17.5% 0.0%	-24.8% 0.0%	-16.4% 0.0%	-10.1% 0.0%	5.3% 0.0%	13.7% 0.0%	20.4% 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	0.64	0.45	0.28
EV/EBITDA YE	neg.	neg.	>50	neg.	neg.	41.0	14.3	3.4	2.0	1.1
EV/EBITA YE	neg.	neg.	neg.	neg.	neg.	neg.	neg.	25.3	4.9	2.0
EV/EBITA adj. YE	neg.	neg.	neg.	neg.	neg.	neg.	neg.	25.3	4.9	2.0
EV/EBIT YE	neg.	neg.	neg.	neg.	neg.	neg.	neg.	25.3	4.9	2.0
P/E YE	nm	nm	nm	nm	nm	nm	nm	40.7	9.1	5.2
P/E adj. YE	nm	nm	nm	nm	nm	nm	nm	40.7	9.1	5.2
P/BV YE	2.17	2.37	7.74	7.84	1.82	4.99	2.76	1.93	1.59	1.22
Share price YE (SEK)	7.98	5.98	20.8	35.7	9.76	24.4	10.3	8.24		

Source: Carnegie Research & company data



# Disclosures and disclaimers

### Carnegie Investment Bank AB

Carnegie Investment Bank AB (publ.) is a leading investment bank with a Nordic focus. The Carnegie group of companies, together "Carnegie", generates added value for institutions, companies and private clients in the areas of trade in securities, investment banking and private banking. Carnegie has approximately 600 employees, located in offices in six countries

### Valuation, methodology, and assumptions

Commissioned research reports include the analyst's assessment of a fair value range over the coming six to 12 months based on various fundamental valuation methods. A commonly used method is DCF valuation, where future cash flows are discounted to today. Analysts may also use different valuation multiples, e.g. P/F ratio and EV/EBIT multiples, relative to industry peers. For companies where it is appropriate, a fair value range can also be based on the analyst's assessment of a fair ratio relative to the net asset value of the company. Fair value ranges represent the assessment of the analyst(s) at the time of writing

#### Frequency of update

Carnegie's research analysis consists of case-based analyses, which implies that the frequency of the analytical report may vary over time. Unless otherwise expressly stated in the report, the analysis is updated when considered necessary by the research department, for example in the event of significant changes in market conditions or events related to the issuer/the financial instrument.

#### Analyst certification

The research analyst or analysts responsible for the content of this commissioned research report certify that, notwithstanding the existence of any potential conflicts of interests referred to herein, the views expressed in this commissioned research report accurately reflect the research analyst's personal views about the companies and securities covered. It is further certified that the research analyst has not been, nor is or will be, receiving direct or indirect compensation related to the specific ratings or views contained in this commissioned research report.

### Potential conflicts of interest

Carnegie, or its subsidiaries, may from time to time perform investment banking or other services for, or solicit investment banking or other business from, any company mentioned in this report. Any such publicly announced business activity, during the past 12 months, will be referred to in this commissioned research report. A set of rules handling conflicts of interest is implemented in the Carnegie Group. Investment Banking and other business departments in Carnegie are surrounded by information barriers to restrict the flows of sensitive information. Persons outside such barriers may gain access to sensitive information only after having observed applicable procedures. The remuneration of persons involved in preparing this commissioned research report is not tied to investment banking transactions performed by Carnegie or a legal person within the same group.

Confidential and non-public information regarding Carnegie and its clients, business activities and other circumstances that could affect the market value of a security ("sensitive information") is kept strictly confidential and may never be used in an undue manner.

Internal guidelines are implemented in order to ensure the integrity and independence of research analysts. In accordance with the guidelines the research department is separated from the Investment Banking department and there are no reporting lines between the research department and Investment Banking. The guidelines also include rules regarding, but not limited to, the following issues; contacts with covered companies, prohibition against offering favourable recommendations, personal involvement in covered companies, participation in investment banking activities, supervision and review of research reports, analyst reporting lines and analyst remuneration.

## Other material conflicts of interest

This report was commissioned and sponsored by the issuer (issuer-paid research).

### Distribution restrictions

This commissioned research report is intended only for distribution to professional investors. Such investors are expected to make their own investment decisions without undue reliance on this commissioned research report does not have regard to the specific investment objectives, financial situation or particular needs of any specific person who may receive it. Investors should seek financial advice regarding the appropriateness of investing in any securities discussed in this commissioned research report and should understand that statements regarding future prospects may not be realized. Past performance is not necessarily a guide to future performance. Carnegie and its subsidiaries accept no liability whatsoever for any direct or consequential loss, including, without limitation, any loss of profits arising from the use of this commissioned research report or its contents. This commissioned research report may not be reproduced, distributed or published by any recipient for any purpose. The document may not be distributed to persons that are citizens of or domiciled in any country in which such distribution is prohibited according to applicable laws or other regulations.

This commissioned research report is distributed in Sweden by Carnegie Investment Bank AB. Carnegie Investment Bank AB is a bank incorporated in Sweden with limited liability which is authorised and regulated by the Swedish Financial Supervisory Authority (Finansinspektionen). In Finland this commissioned research report is issued by Carnegie Investment Bank AB, Finland Branch. The Finland branch is authorised by the Swedish Financial Supervisory Authority and subject to limited regulation by the Finnish Financial Supervisory Authority (Finansivalvonta). In Norway this commissioned research report is issued by Carnegie AS, a wholly-owned subsidiary of Carnegie Investment Bank AB. Carnegie AS is regulated by the Financial Supervisory Authority of Norway (Finanstilsynet). In Denmark this commissioned research report is issued by Carnegie Investment Bank AB, Denmark Branch. The Denmark branch is authorised by the Swedish Financial Supervisory Authority and subject to limited regulation by the Danish Financial Supervisory Authority (Finanstilsynet).

subject to limited regulation by the Danish Financial Supervisory Authority (Finanstilsynet). This commissioned research report is distributed in the US by Carnegie, Inc., a US-registered broker-dealer and a member of FINRA and SIPC. Carnegie's research analysts located outside of the US are employed by non-US affiliates of Carnegie Inc. ("non-US affiliates") that are not subject to FINRA regulations. Generally, Carnegie research analysts are not registered with or qualified as research analysts with FINRA, and therefore are not subject to FINRA rule 2241 restrictions intended to prevent conflicts of interest by, among other things, prohibiting certain compensation practices, restricting trading by analysts and restricting communications with the companies that are the subject of the research report. Research reports distributed in the U.S. are intended solely for major US institutional investors and US institutional investors as defined under Rule ISa-6 of the Securities Exchange Act of I934. This commissioned research report is provided for informational purposes only and under no circumstances is it to be used or considered as an offer to sell, or a solicitation of any offer to buy any securities. Reports regarding equity products are prepared by non-US affiliates of and distributed in the United States by Carnegie Inc. under Rule ISa-6(a)(3). When distributed by Carnegie Inc, Carnegie Inc. takes responsibility for the commissioned research report. Any US person who wishes to effect ansactions based on this commissioned research report should contact Carnegie Inc. Investors in the US should be aware that investing in non-US securities entails certain risks. The securities of non-US issuers may not be registered with, or be subject to, the current information reporting and audit standards of the US Securities and Exchange Commission. This commissioned research report has been issued in the UK by Carnegie UK which is the UK Branch of Carnegie Investment Bank AB. Carnegie UK is authorised and regulated by the F

#### Research Disclaimer

This commissioned research report is provided solely for information. It does not constitute or form part of, and shall under no circumstances be considered as an offer to sell or a solicitation of an offer to purchase or sell any relevant financial instrument.

This commissioned research report has been requested and paid for by the issuer and should therefore be considered a marketing communication (i.e. not investment research). Payment for the report has been agreed in advance on a non-recourse basis. As commissioned research, this material can be considered an acceptable minor non-monetary benefit under MiFID II. It has not been prepared in accordance with the legal requirements designed to promote the independence of investment research. However, it is still subject to a prohibition on dealing ahead of the dissemination of the report.

Carnegie Investment Bank AB is responsible for the preparation of this commissioned research report in Sweden, Finland, Denmark, and the UK. Carnegie AS is responsible for the preparation of this commissioned research report in Norway. Carnegie Inc. is responsible for this research report in the US.

The information in this commissioned research report was obtained from various sources. While all reasonable care has been taken to ensure that the information is true and not misleading. Carnegie gives no representation or warranty, express or implied, about its accuracy or completeness. Carnegie, its subsidiaries and any of their officers or directors may have a position, or otherwise be interested in, transactions in securities that are directly or indirectly the subject of this commissioned research report. Any significant financial interests held by the analyst, Carnegie or a legal person in the same group in relation to the issuer will be referred to in the company-specific disclosures.

### Company specific disclosures

The following disclosures relate to relationships between Carnegie Investment Bank AB (with its subsidiaries, "Carnegie") and the issuer or an affiliate.

Parts of this commissioned research report may have been submitted to the issuer prior to its publication.

Copyright © 2025 Carnegie



Commissioned Research sponsored by Beyond Frames

02 April 2025

### Carnegie Investment Bank AB

Regeringsgatan 56 SE-103 38 Stockholm

Tel +46 8 5886 88 00 Fax +46 8 5886 88 95 www.carnegie.se

A member of the Stockholm Stock Exchange

### Carnegie AS

Fjordalleen 16, 5th Floor PO Box 684, Sentrum NO-0106 Oslo Tel +47 22 00 93 00 Fax +47 22 00 94 00 www.carnegie.no A member of the Oslo Stock Exchange Carnegie Investment Bank, Denmark Branch

Overgaden neden Vandet 9B PO Box 1935 DK-1414 Copenhagen K

Tel +45 32 88 02 00 Fax +45 32 96 10 22 www.carnegie.dk

A member of the Copenhagen Stock Exchange

## Carnegie, Inc.

20 West 55th St. ,
New York N.Y. 10019
Tel +1 212 262 5800 Fax +1 212 265 3946
www.carnegiegroup.com
Member FINRA / SIPC

Carnegie Investment Bank AB, Finland Branch

Eteläesplanadi 2 PO Box 36 FI-00131 Helsinki

Tel +358 9 618 71 230 Fax +358 9 618 71 720 www.carnegie.fi

A member of the Helsinki Stock Exchange

## Carnegie Investment Bank AB, UK Branch

Finwell House, 26 Finsbury Square London EC2A IDS

Tel +44 20 7216 4000 Fax +44 20 7417 9426 www.carnegie.co.uk

Regulated by the FCA in the conduct of Designated Investment Business in the  $\ensuremath{\mathsf{UK}}$