

RESULTS PREVIEW

31 March 2025

Norway

Consumer Discretionary & Staples

Research analysts:

Rikard Engberg

Gentoo Media

Share price: SEK19.8

Fair value range: SEK28.0–39.0

Short-term pain but long-term gain in LATAM – Q1 review

Y/Y growth in turbulent market

We estimate Q1(25) revenue of EUR30.5m, corresponding to a growth rate of 9% Y/Y. We believe that the main driver of growth is continuous gross gaming revenue share from the EUR200m generated in deposits for partner operators in Q4(24). We estimate EBITDA in the quarter of EUR11.9m, equivalent to an EBITDA margin of 39%

Adjusting for lower activity in Latin America

The Blask Index, a proxy for igaming activity in different markets, declined sharply in Brazil between December 2024 and January 2025, with a slight rebound in February. We attribute the decline to it taking time for operators to adapt to the new regulation. Given that LATAM has been an important growth market for Gentoo, we have lowered our sales estimate for 2025 by 3% and our EBITDA estimate by 3%. For 2026–27e, we have made only minor adjustments, lowering our sales and EBITDA estimates by 2%, on average.

Cash flow a strong driver in the equity story

We believe that the main factor for the stock's performance in the coming 6–12 months will be how the board chooses to handle excess cash generated by the company. Since the split of the company, capex needs have decreased, leading to high cash conversion. In our estimates, the accumulated free cash flow during 2025–27 equals ~30% of market cap, highlighting the option for cash returns to shareholders.

Valuation reflects uncertainty regarding the sector

Gentoo currently trades at an EV/EBITDA of 4.8x based on our 2025 estimates. This represents a discount of 34% to our peer group average when both growth and profitability are taken into account. We have lowered our fair value range to SEK28–39 (35–45). The change reflects a change in peer group valuation.

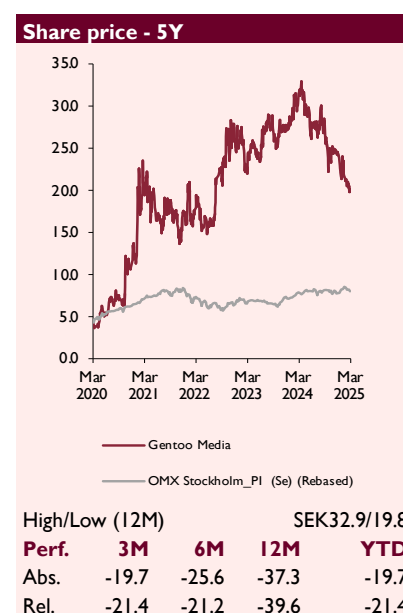
Upcoming events

- Q2 Report: 19 Aug 2025
- Q3 Report: 11 Nov 2025
- Q4 Report: 18 Feb 2026

Changes in this report			
	From	To	Chg
EPS adj. 2025e	0.29	0.28	-4%
EPS adj. 2026e	0.34	0.33	-3%
EPS adj. 2027e	0.39	0.38	-3%

Key facts	
No. shares (m)	134.7
Market cap. (USDm)	267
Market cap. (SEKm)	2,667
Net IB Debt. (SEKm)	970
Adjustments (SEKm)	0
EV (2025e) (SEKm)	3,637
Free float	0.0%
Avg. daily vol. ('000)	146
Risk	High Risk
Fiscal year end	December
Share price as of (CET)	31 Mar 2025 09:26

Key figures (EUR)	2024	2025e	2026e	2027e
Sales (m)	125	139	150	159
EBITDA (m)	56	63	70	77
EBIT (m)	38	49	56	63
EPS	-0.39	0.21	0.26	0.31
EPS adj.	0.34	0.28	0.33	0.38
DPS	0.00	0.00	0.00	0.00
Sales growth Y/Y	41%	12%	8%	6%
EPS adj. growth Y/Y	140%	-16%	19%	14%
EBIT margin	30.2%	34.9%	37.4%	39.8%
P/E adj.	5.5	6.5	5.5	4.8
EV/EBIT	9.8	6.9	5.4	4.1
EV/EBITA	8.1	5.7	4.5	3.5
EV/EBITDA	6.7	5.4	4.3	3.3
P/BV	neg.	11.2	4.3	2.5
Dividend yield	0.0%	0.0%	0.0%	0.0%
FCF yield	-2.0%	9.6%	14.5%	17.9%
Equity/Total Assets	-3.3%	11.1%	24.2%	35.1%
ROCE	29.1%	45.7%	40.7%	35.8%
ROE adj.	103.8%	471.8%	114.0%	66.0%
Net IB debt/EBITDA	1.4	1.4	0.8	0.2



Source: Carnegie Research, FactSet, Millstream & company data

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Equity story

Near term: 6–12m

We argue that the major catalyst for Gentoo in the coming 6–12 months is that the company will be able to show strong cash flow after the spin-off of GIG Software. Given the spin-off of the platform company, Gentoo should have lower capex requirements and easy comparisons during 2025e. We also believe that the regulation of the Brazilian market will lead to an initial period of high growth.

Long term: 5Y+

We believe that the long-term story for Gentoo is the shift from offline to online gambling. As the online market grows, driven by behavioural and regulatory shifts, so do the marketing investments from operators. Given that affiliation is roughly 30% of marketing spend among operators, affiliate companies like Gentoo should benefit from this trend.

Key risks:

- Changing, unstable regulation would decrease investments in marketing from operators
- Changes in Google algorithms could affect the ranking of Gentoo Media's assets, leading to a decline in revenue
- Counterparty risk, larger operators could choose to leave a certain market or affiliate site

Company description

Gentoo Media is a market-leading igaming affiliate group which is listed on Nasdaq Stockholm. As an affiliate, the company operates sites such as Askgamblers.com, Casinotopsonline and Casinomeister, where it presents offerings from different igaming operators. Gentoo then receives a payment or a percentage of revenue for each customer that makes a deposit in a partner casino via any of the websites. The company operates globally and had more than 470,000 FTD (first time depositors) in 2024. It focuses on revenue share agreements with operators, decreasing volatility over time.

Key industry drivers

- Shift from offline to online gambling
- New markets are opening due to regulation
- Increased share of marketing budgets online

Industry outlook

- Latin America and North America are showing high structural growth
- European market is stable, local reregulation could hurt customer intake in short run

Largest shareholders

Juroszek family	26.9%
Kjetil Myrliid Aasen	5.4%
Andre Lavold	5.0%

Cyclicality

Cyclicality: N/A

Key peers

We believe that other listed affiliates such as Better Collective, Catena Media, Gambling.com and Raketechn are key peers

Valuation and methodology

We use two valuation approaches for our fair value range. For the bottom end of the range, we start with a peer valuation (igaming B2B peers) based on a regression model charting growth and EBITDA(25–26e) margins (see Appendix I for the detailed peer set). For the top end of the range, we use a DCF valuation applying a WACC range of 12–13%. This aims to capture the long-term growth rate of the igaming industry as well as the cash flow generation of Gentoo Media.

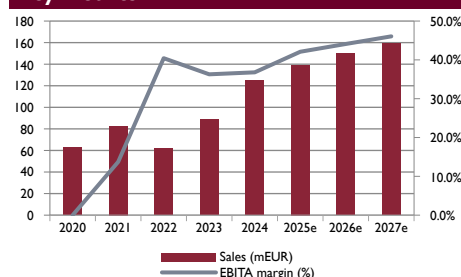
Fair value range 12m



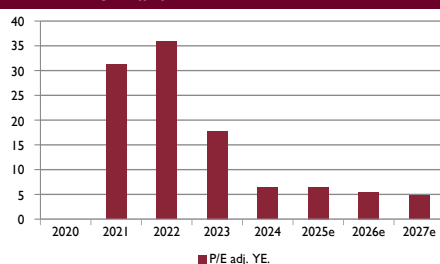
At the low end of our fair value range, Gentoo Media trades on a par with the other igaming B2B companies when both profitability and growth are considered. The main driver in this scenario would be continued strong sales and profitability growth.

The top end of our value range is determined by the mid-point in our DCF valuation, capturing the long-term value creation in the company. The main catalyst for this scenario would be strong full-year guidance given in the Q1(25) report. We also believe that initiatives to create shareholder value such as buybacks or dividend would drive the share towards this scenario.

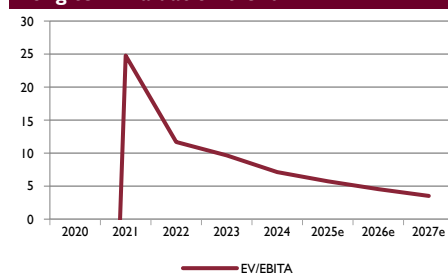
Key metrics



PE 12m forward



Long term valuation trend

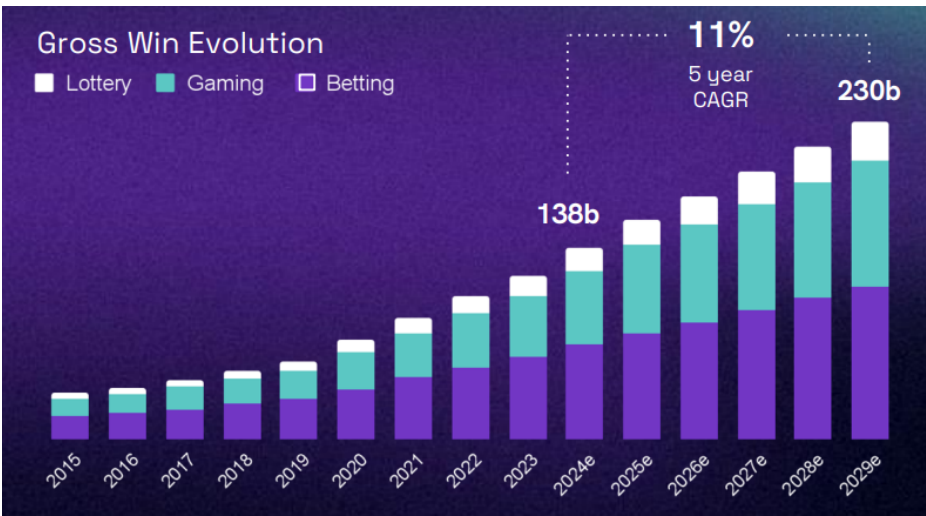


Source: Carnegie Research & company data

Gentoo in charts

Overview of the igaming market

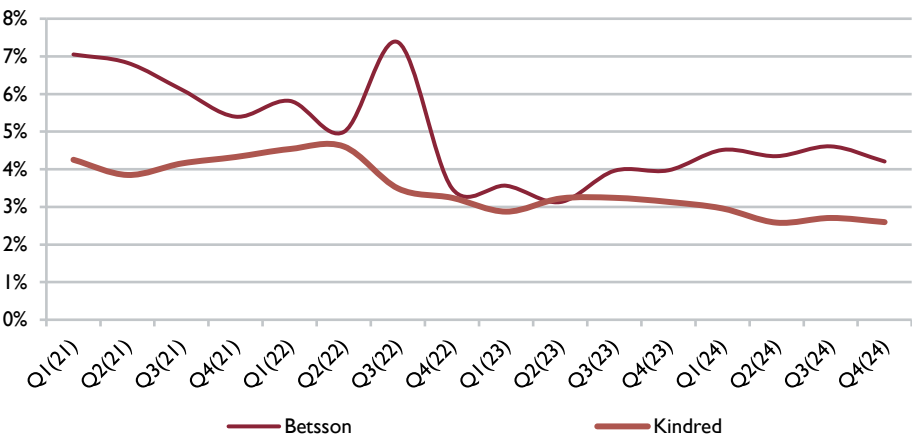
We believe that the affiliate market will grow on a par with the igaming market over time since marketing investments tend to grow at least in line with the market



Source: H2 Gambling Capital

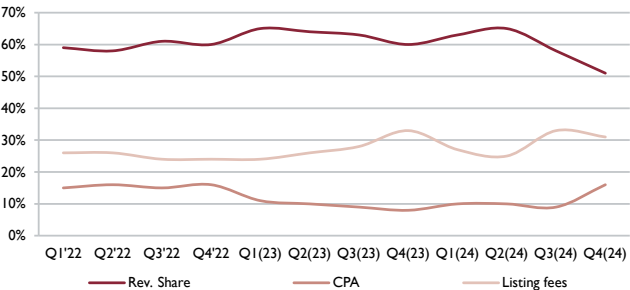
Affiliate spend as % of revenue (%)

Affiliation has been a relatively stable share of revenue for tier one operators such as Betsson and Kindred. We therefore believe that Gentoo can have a stable growth rate during our estimate period



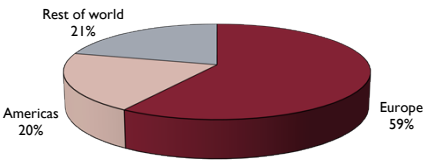
Source: Carnegie Research, Company data

Type of revenue (%)



Source: Carnegie Research, Company data

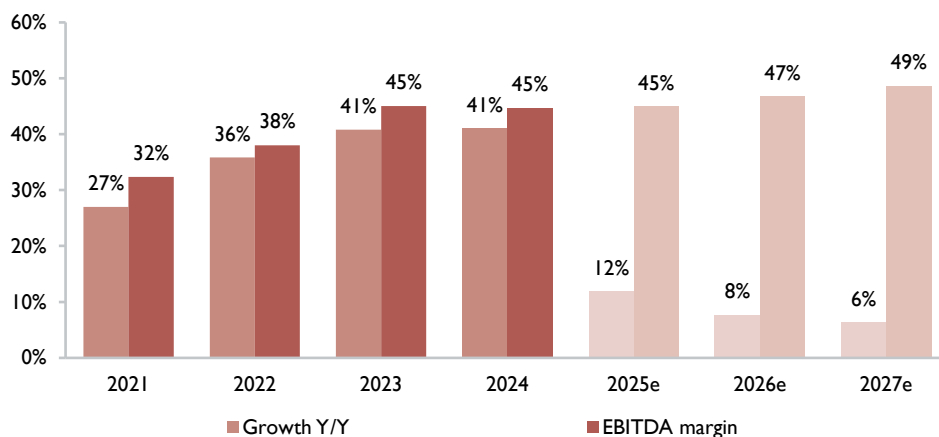
Geo split (%)



Source: Carnegie Research, Company data

We estimate that Gentoo has a growth rate slightly below the market growth rate for igaming during the estimate period

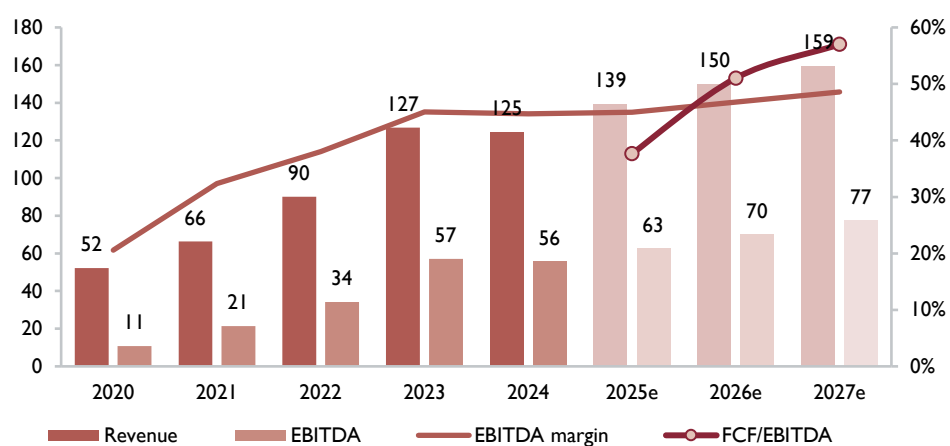
Y/Y Growth and EBITDA margin (%)



Source: Carnegie Research, Company data

Since the split, the cash flow profile of Gentoo shows a free cash flow slightly below EBITDA...

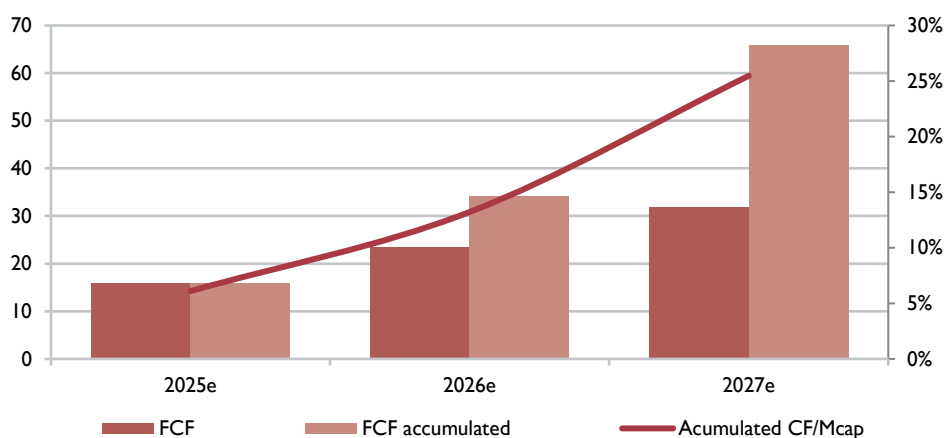
Revenue and EBITDA (EURm) EBITDA margin (%), FCF/EBITDA (%)



Source: Carnegie Research, Company data

... we believe that a prudent use of excess cash during the estimate period will be the main factor for the share's performance

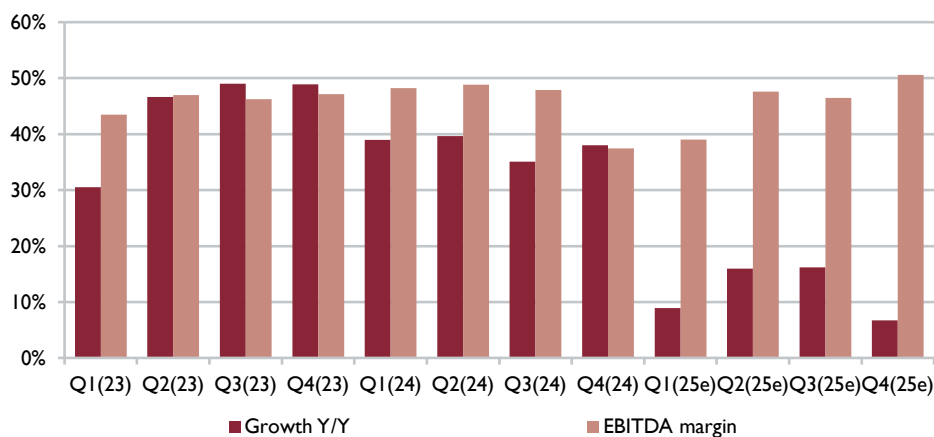
FCF and accumulated cash (EURm)



Source: Carnegie Research

We expect a decline in growth rate due to the weak performance of the LATAM market

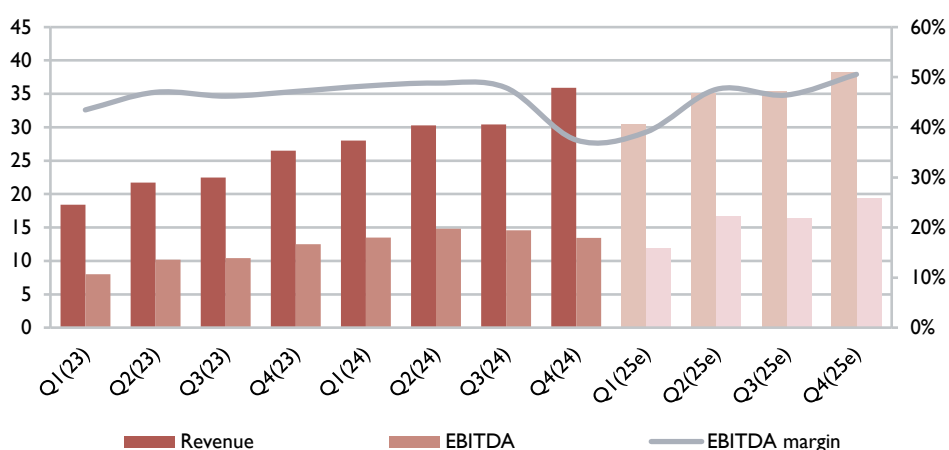
Growth Y/Y and EBITDA margin (%)



Source: Carnegie Research, Company data

We believe that first time depositors will grow gradually over the year...

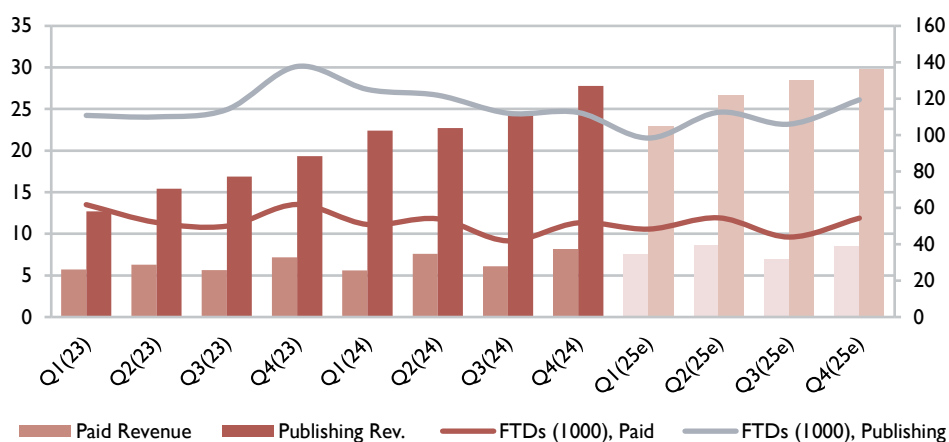
Revenue and EBITDA (EURm)



Source: Carnegie Research, Company data

... resulting in accelerating growth during Q2-Q4(25e)

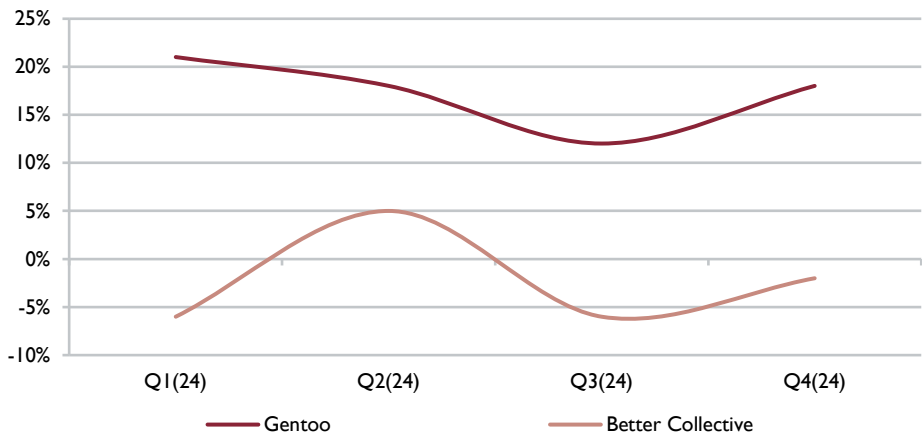
Revenue (EURm)



Source: Carnegie Research, Company data

Gentoo has outperformed its closest peer Better Collective in organic growth during 2024...

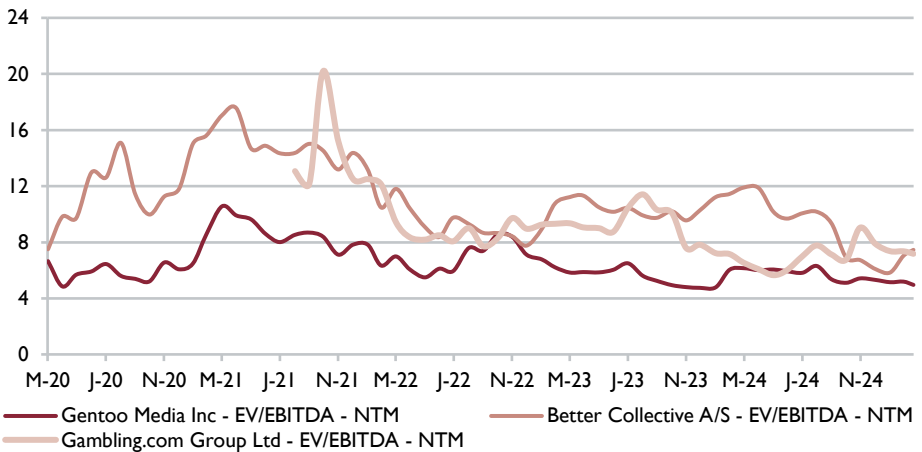
Organic Growth (%)



Source: Carnegie Research, Company Data

... but still trades at a discount to Better Collective

EV/EBITDA NTMe

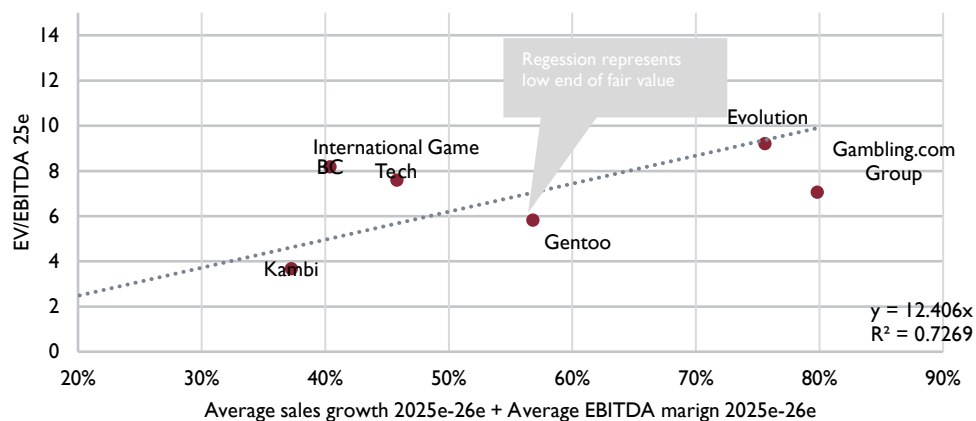


Source: Carnegie Research, FactSet, 2025-02-18

Fair value range of SEK28–39 reflects long-term potential

We use two valuation approaches for our fair value range. For the bottom end of the range, we start with a peer valuation based on a regression model charting growth and EBITDA margins in 2025–26e. For the top end of the range, we have used the mid-point in our DCF valuation using a WACC range of 12–13%. This aims to capture the long-term growth rate of the gaming industry as well as the strong cash flow generation of Gentoo Media.

Rule of 40 (%)



Source: Carnegie Research, FactSet

Summary valuation

DCF assumptions - Summary	2025e	2026e	2027e	4-5	Average year	11-15	16-20	Terminal period
Total sales growth	11.8%	7.6%	6.3%	6.0%	5.8%	3.8%	3.0%	2.0%
EBITDA margin	45.0%	46.8%	48.6%	40.0%	36.0%	35.0%	35.0%	35.0%
Depreciation % of sales	-2.9%	-2.7%	-2.5%	-5.0%	-5.0%	-5.0%	-5.0%	-5.0%
EBITA margin	42.1%	44.1%	46.1%	35.0%	31.0%	30.0%	30.0%	30.0%
Amortisations % of sales	-7.2%	-6.7%	-6.3%	-6.3%	-6.3%	-6.3%	-6.3%	0.0%
EBIT margin	34.9%	37.4%	39.8%	28.7%	24.7%	23.7%	23.7%	23.7%
Capex % of sales	-2.0%	-1.9%	-1.8%	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%
Paid tax rate	12.0%	12.0%	12.0%	-12.0%	-12.0%	-12.0%	-12.0%	-12.0%
NWC to sales	10.6%	10.6%	10.6%	4.0%	4.0%	4.0%	4.0%	4.0%
Sales	139	150	159	174	214	269	313	338
EBITDA	63	70	77	70	77	94	109	118
Capex	-3	-3	-3	-7	-9	-11	-13	-17
Taxes	-5	-7	-8	-7	-8	-10	-11	12
Other	-2	-1	-1	5	0	0	0	678
Free cash flow	53	60	66	60	60	73	85	792
Discounted FCF	50	50	49	37	24	16	10	73
Share of total discounted FCF	9%	9%	9%	14%	22%	15%	9%	13%
Valuation (SEK)	(curr.)m Per share (high) Per share (low)			WACC assumptions				
EV (discounted FCF)	6,285	46.7	51.2	Risk free interest rate				
-Net debt 2025e	-1,121	-8.3	-8.3	Debt risk premium				
+ Associates	0	0.0	0.0	Equity risk premium				
- Minority interest	0	0.0	0.0	Equity beta				
- Outstanding warrants	0	0.0	0.0	Cost of Equity				
Other debt adjustments	-382	-2.8	-2.8	Tax rate				
ESG penalty	0	0.0	0.0	After tax cost of debt				
Equity value at YE (24)	4,783	36	40	Equity weight				
Time adjustment	140	1.0	1.1	WACC				
Dividend	0	0.0	0.0					
Current equity value	4,922	37	41					

Source: Carnegie Research

	Low end of fair value range (peer valuation)	High end of fair value range (Midpoint DCF valuation)
Enterprise Value (EURm)	634	582
Net Debt (25e) (EURm)	97	97
Equity Value per Share SEK	29	39
Implied EV/EBITDA 2025e	7.3x	9.3x

Source: Carnegie Research

Risks

While the igaming industry has shown strong resilience in the face of downturns in the general economy, highlighting the structural growth from the shift from offline to online gambling, we highlight three key risks for Gentoo:

Technological risks

Gentoo is dependent on its assets being ranked high in Google search results. As Google is constantly changing its algorithms, this can affect the ranking of Gentoo's assets.

Regulatory risk

We believe that the regulation of online gambling will increase over time. In the long run, this is positive for Gentoo as regulation tends to accelerate the shift from offline to online gambling, it can in the short run lead to uncertainty. This is because operators tend to decrease marketing investments when regulations are unclear or in transition phases.

Counterparty risk

Gentoo is dependent on operators investing in marketing or other affiliates in their network producing content that leads to new NDCs. If certain operators decrease their marketing, this could hurt Gentoo as affiliation is one of the easiest forms of marketing to cancel.

Estimate changes

Gentoo - Estimate changes								
	2025e	2025e		2026e	2026e		2027	2027
	Old	New	Chg	Old	New	Chg	Old	New
Sales	143	139	-3%	153	150	-2%	163	159
Growth	15%	12%	-310 bps	7%	8%	+52 bps	0	6%
EBITDA	64	63	-3%	71	70	-2%	79	77
EBITDA margin	45.0%	45.0%	-6 bps	46.6%	46.8%	+14 bps	0	48.6%
EO	0	0	n.m	0	0	n.m	0	0
Adj. EBITDA	64	63	-3%	71	70	-2%	79	77
Adj. EBITDA margin	45.0%	45.0%	-6 bps	46.6%	46.8%	+14 bps	0	48.6%
Pre-tax profit	35	33	-5%	43	42	-3%	51	49
Net profit	29	28	-5%	36	35	-3%	43	41
EPS	0.22	0.21	-5%	0.27	0.26	-3%	0	0.3
EPS adj	0.29	0.28	-4%	0.34	0.33	-3%	0.4	0.4

Source: Carnegie Research

APPENDIX I

Valuation	MCAP	EV	EV / Sales			EV / EBITDA			EV / EBIT			Price / Earnings		
	(EUR)	(EUR)	LTM	2025e	2026e	LTM	2025e	2026e	LTM	2025e	2026e	LTM	2025e	2026e
Gentoo	251	333	2.57x	2.62x	2.06x	5.6x	5.8x	4.4x	8.1x	7.5x	5.5x	(4.6x)	9.7x	7.7x
Better Collective	665	904	2.34x	2.70x	2.47x	7.7x	8.2x	7.0x	12.0x	12.8x	10.4x	18.1x	16.0x	12.1x
Aristocrat Leisure	24,693	25,530	6.60x	6.49x	6.30x	18.0x	16.1x	15.1x	22.3x	19.7x	17.7x	33.0x	25.1x	22.5x
Flutter Entertainment	38,840	44,650	3.39x	2.86x	2.46x	21.9x	14.7x	11.0x	44.5x	25.7x	17.1x	988.5x	26.2x	17.9x
Evolution	15,236	14,149	6.03x	6.18x	5.53x	8.5x	9.2x	8.1x	9.4x	10.3x	9.0x	11.4x	12.4x	10.7x
Kambi Group	278	214	1.16x	1.24x	1.17x	4.8x	3.7x	3.3x	8.8x	11.5x	7.3x	16.7x	17.9x	12.2x
Playtech	2,710	2,832	1.57x	3.94x	3.68x	6.4x	25.1x	21.9x	12.2x	311.5x	110.3x	23.1x	100.7x	62.1x
International Game Tech	3,178	8,194	3.43x	3.37x	3.28x	7.5x	7.6x	7.2x	11.7x	12.7x	12.2x	9.9x	17.8x	12.1x
Raketeer Group Holding	14	12	0.15x	0.22x	0.20x	0.6x	0.8x	0.7x	1.9x	2.3x	1.2x	(1.5x)	3.7x	1.8x
Catena Media	18	65	1.30x	1.55x	1.39x	--	11.4x	8.5x	--	68.1x	17.0x	(0.3x)	22.3x	3.7x
Gambling.com Group	432	446	3.78x	2.79x	2.49x	11.0x	7.1x	6.2x	12.7x	8.9x	8.3x	15.7x	12.5x	10.1x
Mean			2.97x	3.14x	2.90x	9.6x	10.4x	8.9x	15.0x	48.3x	21.1x	111.5x	25.4x	16.5x
Median			2.86x	2.83x	2.48x	7.7x	8.7x	7.7x	12.0x	12.8x	11.3x	16.2x	17.8x	12.1x

2025-03-28

Source: FactSet, Carnegie Research

Margins	Gross Income			EBITDA			EBIT			Net Income		
	LTM	2025e	2026e	LTM	2025e	2026e	LTM	2025e	2026e	LTM	2025e	2026e
Gentoo	60%	100%	100%	45%	46%	47%	31%	35%	37%	21%	23%	25%
Better Collective	27%	70%	71%	31%	33%	35%	19%	21%	24%	9%	12%	14%
Aristocrat Leisure	57%	60%	58%	37%	40%	42%	30%	33%	36%	20%	25%	27%
Flutter Entertainment	48%	49%	49%	15%	20%	22%	8%	11%	14%	0%	10%	12%
Evolution	63%	99%	100%	70%	67%	68%	63%	60%	62%	58%	52%	52%
Kambi Group	45%	100%	99%	24%	34%	35%	13%	11%	16%	9%	8%	13%
Playtech	88%	--	--	25%	16%	17%	13%	1%	3%	6%	4%	6%
International Game Tech	47%	44%	45%	42%	44%	45%	26%	26%	27%	4%	7%	8%
Raketeer Group Holding	24%	57%	57%	25%	28%	28%	8%	9%	16%	-12%	7%	14%
Catena Media	20%	84%	84%	2%	14%	16%	-8%	2%	8%	-97%	2%	6%
Gambling.com Group	90%	96%	95%	34%	40%	40%	30%	31%	30%	24%	22%	24%
Mean	48%	74%	74%	32%	34%	36%	20%	21%	24%	2%	15%	18%
Median	48%	70%	71%	28%	33%	35%	16%	16%	20%	8%	9%	13%

2025-03-28

Growth	Sales			EBITDA			EBIT			Net Income		
	LTM	2025e	2026e	LTM	2025e	2026e	LTM	2025e	2026e	LTM	2025e	2026e
Gentoo	-4%	13%	9%	37%	15%	12%	35%	29%	16%	100%	100000%	19%
Better Collective	13%	-12%	10%	2%	-4%	17%	-13%	-4%	23%	-15%	19%	28%
Aristocrat Leisure	5%	2%	3%	16%	10%	7%	15%	11%	11%	-10%	8%	10%
Flutter Entertainment	--	19%	16%	25%	39%	33%	161%	115%	50%	-103%	22%	42%
Evolution	19%	4%	12%	23%	2%	14%	24%	2%	15%	16%	-11%	13%
Kambi Group	-5%	-6%	6%	-29%	-5%	11%	3%	-29%	58%	6%	-17%	76%
Playtech	4%	-60%	7%	5%	-76%	15%	5%	-97%	182%	6%	-86%	62%
International Game Tech	-22%	2%	3%	-36%	-3%	5%	-30%	-1%	4%	-25%	27%	27%
Raketeer Group Holding	2%	-14%	9%	-24%	-5%	9%	-48%	nm	84%	-231%	nm	120%
Catena Media	-40%	-15%	11%	-101%	100000%	33%	-137%	nm	300%	70%	nm	nm
Gambling.com Group	90%	96%	95%	34%	40%	40%	30%	31%	30%	24%	22%	24%
Mean	-3%	-7%	9%	-8%	9997%	15%	2%	3%	74%	-19%	12495%	44%
Median	2%	-2%	9%	3%	0%	13%	4%	0%	36%	-2%	14%	28%

2025-03-28

Source: FactSet, Carnegie Research

Interim figures

QUARTERLY DATA	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4	2025Q1e	2025Q2e	2025Q3e	2025Q4e
Financial Year End (EURm)	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	28	22	22	26	28	30	30	36	31	35	35	38
EBITDA	12	10	10	11	14	15	15	13	12	17	16	19
EBITA	7	10	5	7	10	8	12	11	9	14	14	17
Adjusted EBITA	7	7	5	7	10	8	12	12	9	14	14	17
EBIT	6	7	7	7	10	8	10	10	8	13	13	16
Adjusted EBIT	6	7	7	7	10	8	10	11	8	13	13	16
Net Financial Items	-2	0	-5	-5	0	-4	-4	-5	-4	-4	-4	-4
EAFI	4	7	2	2	10	4	6	6	5	9	9	12
Pre-Tax Profit	4	7	11	2	4	4	-56	6	5	9	9	12
Adjusted Pre-Tax Profit	4	7	11	2	4	4	-56	7	5	9	9	12
Net Profit	4	7	9	0	4	-5	-57	8	4	8	8	10
Adjusted Net Profit	4	7	9	0	4	-5	-57	9	4	8	8	10
EPS	0.0	0.0	0.0	0.0	0.0	0.0	-0.4	0.1	0.0	0.1	0.1	0.1
Adjusted EPS	0.0	0.0	0.0	0.0	0.0	0.0	-0.4	0.1	0.0	0.1	0.1	0.1

Source: Company data, Carnegie Research

Financial statements

Profit & loss (EURm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Sales	0	43	63	83	62	89	125	139	150	159
COGS	0	0	-3	-5	0	0	0	-2	-2	-2
Gross profit	0	43	60	78	62	89	125	137	148	157
Other income & costs	0	-5	-49	-57	-33	-49	-69	-75	-78	-80
Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
EBITDA	0	38	11	21	28	40	56	63	70	77
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	0	0	0
Amortisation other intangibles	0	-17	-12	-9	-3	-7	-10	-4	-4	-4
Impairments / writedowns	0	0	0	0	0	0	0	0	0	0
EBITA	0	21	-1	11	25	32	46	59	66	73
Amortization acquisition related	na	0	-7	-4	-4	-5	-8	-10	-10	-10
Impairment acquisition related	0	0	0	0	0	0	0	0	0	0
EBIT	0	21	-9	7	21	27	38	49	56	63
Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
Net financial items	0	0	-7	-6	-2	-11	-12	-15	-14	-14
of which interest income/expenses	0	0	-7	-6	-2	-10	-14	-15	-14	-14
of which interest on lease liabilities	0	0	0	0	0	0	0	0	0	0
of which other items	0	0	0	0	0	-1	1	0	0	0
Pre-tax profit	0	21	-16	1	19	16	25	33	42	49
Taxes	0	0	0	1	-1	-3	0	-5	-7	-8
Post-tax minorities interest	0	0	0	0	0	0	0	0	0	0
Discontinued operations	0	0	-2	0	-15	-1	-77	0	0	0
Net profit	0	21	-18	1	3	11	-51	28	35	41
Adjusted EBITDA	0	38	11	21	29	41	57	63	70	77
Adjusted EBITA	0	21	-1	11	25	34	47	59	66	73
Adjusted EBIT	0	21	-9	7	21	29	39	49	56	63
Adjusted net profit	0	21	-10	5	7	18	45	38	45	51
Sales growth Y/Y	na	+chg	46.1%	31.0%	-25.1%	43.3%	40.6%	11.8%	7.6%	6.3%
EBITDA growth Y/Y	na	+chg	-71.6%	93.1%	37.2%	38.8%	40.5%	12.8%	11.9%	10.4%
EBITA growth Y/Y	na	+chg	-chg	+chg	120.7%	28.6%	42.6%	27.9%	12.7%	11.1%
EBIT growth Y/Y	na	+chg	-chg	+chg	194.5%	30.7%	39.4%	29.1%	15.4%	13.1%
EBITDA margin	nm	87.8%	17.0%	25.1%	46.0%	44.6%	44.6%	45.0%	46.8%	48.6%
EBITA margin	nm	48.8%	nm	13.7%	40.4%	36.3%	36.8%	42.1%	44.1%	46.1%
EBIT margin	nm	48.8%	-13.7%	8.5%	33.4%	30.5%	30.2%	34.9%	37.4%	39.8%
Tax rate	na	na	na	na	na	na	-12.0%	-12.0%	-12.0%	-12.0%
Cash flow (EURm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
EBITDA	0	38	11	21	28	40	56	63	70	77
Paid taxes	0	0	0	1	-1	0	0	-5	-7	-8
Change in NWC	0	4	15	-16	-2	-5	-14	-7	-2	-1
Non cash adjustments	0	0	-7	7	3	7	26	0	0	0
Discontinued operations	0	0	-2	0	-15	-1	-77	0	0	0
Total operating activities	0	42	17	12	28	40	31	51	62	68
Capex tangible assets	0	-4	-2	-1	-1	-2	-1	-1	-1	-1
Capitalised development costs	0	0	0	0	0	0	0	0	0	0
Capex - other intangible assets	0	-7	-7	-9	-17	-19	-22	-9	-9	-9
Acquisitions/divestments	0	0	23	0	-28	-36	-17	0	0	0
Other non-cash adjustments	0	0	0	0	0	0	0	0	0	0
Total investing activities	0	-11	15	-9	-45	-58	-40	-10	-10	-10
Net financial items	0	0	-7	-6	-2	-11	-12	-15	-14	-14
Lease payments	0	-1	-3	-3	-3	-3	-2	-2	-2	0
Dividend paid and received	0	0	0	0	0	0	0	0	0	0
Share issues & buybacks	0	10	10	0	25	10	9	0	0	0
Change in bank debt	0	0	0	0	6	24	8	0	0	0
Other cash flow items	0	-7	-7	3	-3	4	0	0	0	0
Total financing activities	0	3	-6	-6	23	25	4	-17	-16	-14
Operating cash flow	0	42	17	12	28	40	31	51	62	68
Free cash flow	0	30	-1	-6	6	5	-5	24	36	44
Net cash flow	0	34	25	-3	6	7	-4	24	36	44
Change in net IB debt	0	35	28	0	3	-15	-10	24	36	42
Capex / Sales	nm	8.7%	2.7%	0.7%	1.4%	2.6%	0.7%	0.6%	0.5%	0.5%
NWC / Sales	nm	-5.2%	-10.8%	-7.3%	-1.8%	0.0%	5.0%	11.9%	13.7%	13.8%

Source: Carnegie Research & company data

Financial statements, cont.

Balance sheet (EURm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Acquired intangible assets	0	16	16	16	75	41	44	34	24	14
Other fixed intangible assets	0	61	50	45	71	63	64	69	74	79
Capitalised development	0	0	0	0	0	0	0	0	0	0
Tangible assets	0	0	0	0	0	1	0	1	2	2
Lease assets	0	0	0	0	0	2	0	2	4	6
Other IB assets (1)	0	0	0	0	0	0	0	0	0	0
Other non-IB assets	0	0	0	0	0	1	25	25	25	25
Fixed assets	0	77	66	62	147	108	133	131	129	127
Inventories (2)	0	20	16	18	23	0	0	0	0	0
Receivables (2)	0	0	0	0	0	19	27	35	37	40
Prepaid exp. & other NWC items (2)	0	0	0	0	0	0	0	0	0	0
IB current assets (1)	0	0	0	0	0	0	0	0	0	0
Other current assets	0	0	0	0	0	0	0	0	0	0
Cash & cash equivalents (1)	0	5	12	9	15	15	11	35	70	115
Current assets	0	58	27	26	38	165	38	70	108	154
Total assets	0	135	93	88	185	273	171	201	237	281
Shareholders' equity	0	21	4	12	65	92	-6	22	57	98
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	0	21	4	12	65	92	-6	22	57	99
Deferred tax	0	1	2	0	2	4	28	28	28	28
LT IB debt (1)	0	37	36	39	48	75	89	89	89	89
Other IB provisions (1)	0	0	0	0	0	0	0	0	0	0
Lease liabilities	0	0	0	0	0	5	2	2	2	4
Other non-IB liabilities	0	12	21	9	31	30	1	1	1	1
LT liabilities	0	51	59	48	82	114	120	120	120	122
ST IB debt (1)	0	30	3	4	13	0	0	0	0	0
Payables (2)	0	25	25	20	23	17	13	15	16	17
Accrued exp. & other NWC items (2)	0	0	0	0	0	2	0	0	0	0
Other ST non-IB liabilities	0	0	2	3	3	17	43	43	43	43
Liabilities - assets held for sale	0	9	0	0	0	31	0	0	0	0
Current liabilities	0	63	31	27	38	67	57	58	59	60
Total equity and liabilities	0	135	93	88	185	273	171	201	237	281
Net IB debt (=1)	0	62	28	34	46	64	80	90	54	12
Net working capital (NWC) (=2)	0	-4	-9	-3	1	-1	13	20	21	23
Capital employed (CE)	0	89	45	55	128	176	92	120	156	199
Capital invested (CI)	0	73	57	59	147	106	122	126	125	124
Equity / Total assets	nm	15%	4%	14%	35%	34%	-3%	11%	24%	35%
Net IB debt / EBITDA	nm	1.6	2.6	1.6	1.6	1.6	1.4	1.4	0.8	0.2
Per share data (EUR)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Adj. no. of shares in issue YE (m)	0.00	90.01	90.01	96.98	128.9	131.3	134.7	134.7	134.7	134.7
Diluted no. of Shares YE (m)	0.00	90.01	90.01	96.98	128.9	131.3	134.7	134.7	134.7	134.7
EPS	na	0.47	-0.20	0.01	0.03	0.09	-0.39	0.21	0.26	0.31
EPS adj.	na	0.47	-0.12	0.05	0.06	0.14	0.34	0.28	0.33	0.38
CEPS	na	0.82	-0.02	0.12	0.07	0.16	-0.27	0.30	0.35	0.41
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BVPS	na	0.23	0.04	0.12	0.50	0.70	-0.04	0.16	0.42	0.73
Performance measures	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
ROE	nm	201.5%	-144.4%	10.3%	7.4%	14.6%	-119.5%	347.6%	88.7%	53.1%
Adj. ROCE pre-tax	na	na	-2.1%	22.8%	27.5%	21.9%	36.3%	55.1%	47.9%	41.4%
Adj. ROIC after-tax	na	na	-2.1%	19.6%	24.4%	26.7%	46.6%	53.0%	58.9%	65.8%
Valuation	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
FCF yield	0.0%	12.3%	-0.5%	-2.5%	2.3%	1.9%	-2.0%	9.6%	14.5%	17.9%
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	na	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend + buy backs yield YE	nm	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EV/Sales YE	nm	3.03	1.99	2.42	5.58	4.41	2.97	2.41	2.00	1.62
EV/EBITDA YE	nm	3.5	11.7	9.6	12.1	9.9	6.7	5.4	4.3	3.3
EV/EBITA YE	nm	6.2	neg.	17.7	13.8	12.2	8.1	5.7	4.5	3.5
EV/EBITA adj. YE	nm	6.2	neg.	17.7	13.7	11.6	7.8	5.7	4.5	3.5
EV/EBIT YE	nm	6.2	neg.	28.5	16.7	14.5	9.8	6.9	5.4	4.1
P/E YE	na	1.6	nm	>50	>50	28.3	nm	8.8	7.0	6.0
P/E adj. YE	na	1.6	nm	31.3	35.9	17.8	6.4	6.5	5.5	4.8
P/BV YE	na	3.28	27.11	13.92	4.61	3.56	neg.	11.20	4.32	2.51
Share price YE (EUR)	2.03	0.76	1.08	1.71	2.32	2.49	2.15	1.83		

Source: Carnegie Research & company data

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