# Carnegie

## **COMMISSIONED RESEARCH**

Research analysts:

Markus Almerud

Share price: SEK 14.5

Fair value range: SEK23.0-30.0

# RESULTS UPDATE

08 May 2025 Sweden Technology Hardware & Equipment

# **Transtema**

# We expect the good momentum to continue – QI review

# Sweden drives good momentum in sales ...

Momentum in Sweden was good in Q1 with the new contracts signed in 2023 and 2024 driving more than 30% organic growth for the Swedish operations. During Q1 Transtema signed an agreement with Telenor, illustrating the company's strength in the Swedish market. Norway continued to be difficult, even though -4% was an improvement from Q4's -16%. The Norwegian market continues to be hesitant

## ... and the good momentum drives EBITA

Higher sales in Sweden drove a significant improvement in earnings. Adj. EBITA rose to SEK16m from SEK3m in Q1(24), for a margin of 2.7%, and the EBITA margin trend turned up for the first time since late 2021. Meanwhile, restructuring of the Norwegian operations has continued to adjust to market demand.

## We expect the good momentum to continue

An important part of Transtema's strategy is to become the Nordic market leader by 2030. An important milestone to achieve this is the agreement with GlobalConnect, where it is servicing all Nordic countries. The copper network (5% of Transtema's sales) will be completely phased out during 2025 and with the contracts signed in 2023–24 reaching full effect during 2025, we believe the momentum will continue throughout the year.

# Single-digit EPS estimate changes

After a couple of difficult years since Telia cut telecom capex sharply in the beginning of 2023 the momentum in the market has improved and we believe that Transtema will be able to turn its focus to expansion. It aims to grow in three dimensions — expansion into adjacent operations, new customers and new geographies. It targets 10% annual sales growth, and as volumes grow the margin should recover towards its EBITA margin target of 7%. We raise 2025e EPS by 3%, cut 2026e EPS by 3% and increase 2027e by 2%. We also change our fair value range to SEK 23–30 (SEK 24–30).

| Changes in this report |      |      |     |  |  |  |  |  |  |  |
|------------------------|------|------|-----|--|--|--|--|--|--|--|
| From To Chg            |      |      |     |  |  |  |  |  |  |  |
| EPS adj. 2025e         | 1.11 | 1.14 | +3% |  |  |  |  |  |  |  |
| EPS adj. 2026e         | 1.76 | 1.71 | -3% |  |  |  |  |  |  |  |
| EPS adj. 2027e         | 2.28 | 2.34 | +2% |  |  |  |  |  |  |  |

Upcoming events

Q2 Report: 14 Aug 2025

Q3 Report: 06 Nov 2025

| Key facts               |                   |
|-------------------------|-------------------|
| No. shares (m)          | 43.0              |
| Market cap. (USDm)      | 65                |
| Market cap. (SEKm)      | 623               |
| Net IB Debt. (SEKm)     | 201               |
| Adjustments (SEKm)      | 0                 |
| EV (2025e) (SEKm)       | 824               |
| Free float              | 65.0%             |
| Avg. daily vol. ('000)  | 56                |
| Risk                    | High Risk         |
| Fiscal year end         | December          |
| Share price as of (CET) | 08 May 2025 00:00 |
|                         |                   |

| value range to belt 25 | 30 (SEI | ,      | •     |       |
|------------------------|---------|--------|-------|-------|
| Key figures (SEK)      | 2024    | 2025e  | 2026e | 2027e |
| Sales (m)              | 2,489   | 2,696  | 2,812 | 2,897 |
| EBITDA (m)             | 161     | 227    | 268   | 290   |
| EBIT (m)               | 40      | 95     | 131   | 155   |
| EPS                    | -0.22   | 1.02   | 1.71  | 2.34  |
| EPS adj.               | 0.06    | 1.14   | 1.71  | 2.34  |
| DPS                    | 0.00    | 0.00   | 0.00  | 0.00  |
| Sales growth Y/Y       | -7%     | 8%     | 4%    | 3%    |
| EPS adj. growth Y/Y    | -99%    | 1,755% | 51%   | 36%   |
| EBIT margin            | 1.6%    | 3.5%   | 4.6%  | 5.3%  |
| P/E adj.               | >100    | 12.7   | 8.5   | 6.2   |
| EV/EBIT                | 23.3    | 8.6    | 5.4   | 3.7   |
| EV/EBITA               | 14.1    | 6.7    | 4.4   | 3.1   |
| EV/EBITDA              | 5.8     | 3.6    | 2.6   | 2.0   |
| P/BV                   | 1.1     | 1.0    | 0.9   | 0.8   |
| Dividend yield         | 0.0%    | 0.0%   | 0.0%  | 0.0%  |
| FCF yield              | 26.1%   | 28.3%  | 33.5% | 37.6% |
| Equity/Total Assets    | 33.9%   | 36.7%  | 41.7% | 45.5% |
| ROCE                   | 7.0%    | 10.5%  | 13.6% | 15.7% |
| ROE adj.               | 5.4%    | 12.7%  | 16.0% | 17.8% |
| Net IB debt/EBITDA     | 1.8     | 0.9    | 0.3   | -0.2  |



Source: Carnegie Research, FactSet, Millistream & company data

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# **Equity story**

# Near term: 6–12m

We expect Transtema's growth to pick up as new contracts start to have an impact on sales. This should allow the margin to expand from low levels and provide good earnings momentum in the business.

# Long term: 5Y+

The copper network, which has provided a headwind for the past 2–3 years, will be completely phased out in 2026. This means it will be easier to grow top line and reach the growth target of 10%. We expect the company to continue to grow in the Nordic region and would expect further acquisitions once the market recovers.

## Key risks:

- · Customers are few and relatively large
- Sales are dependent on investments into telecom networks, which can be volatile
- Because of the large contracts, pricing pressure is sometimes high

## Company description

Transtema delivers network and communication solutions. The company offers design, construction, operation and maintenance of communication networks as well as technical consulting services to telecom operators, city networks, municipalities, power companies and larger companies. The company is active in the entire value chain, from planning, design, and construction to operation and maintenance. The company is also a reseller of network equipment.

#### Key industry drivers

- Telecom networks capex
- Critical infrastructure investments
- · Charging infrastructure investments

# **Cyclicality Key peers** Cyclicality: Yes Eltel, Netel

#### **Industry outlook**

- We expect telecom networks investments to show limited growth over the next couple of years
- We expect investments into critical infrastructure to continue to accelerate

#### Largest shareholders

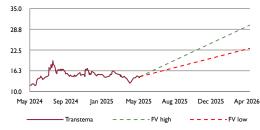
| Magnus Johansson | 20.6% |
|------------------|-------|
| Göran Nordlund   | 10.0% |
| Ionas Nordlund   | 7.8%  |

## Valuation and methodology

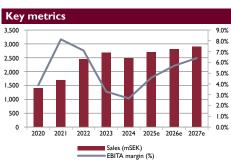
Early

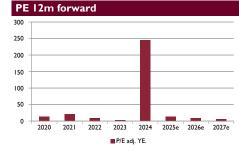
Our fair value range is based on upside and downside scenarios applied to multiples-based valuations. We use a P/E of 12x and an EV/EBITA of 9x, to which we apply our 2026 estimates and discount the values back to today. Peers are trading at average P/Es of 10x and 9x for 2025–26e and EV/EBITs of 8x for both 2025–26e. The spread between multiples is high and since we believe that Transtema can show a higher stability over time due to over 40% of sales being services we think a higher multiple is warranted.

#### Fair value range 12m



Our downside scenario is based on 3-year sales CAGR of 5% and EBITA CAGR of 31% while our upside scenario is based on 3-year sales CAGR of 9% and EBITA CAGR of 40%.







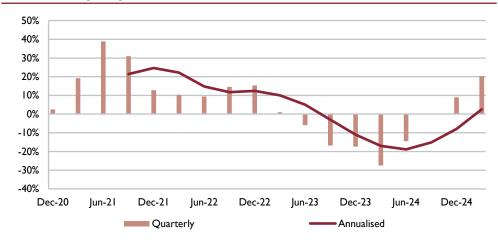
Source: Carnegie Research & company data



# We believe organic growth trend continued to improve

# Transtema in graphs

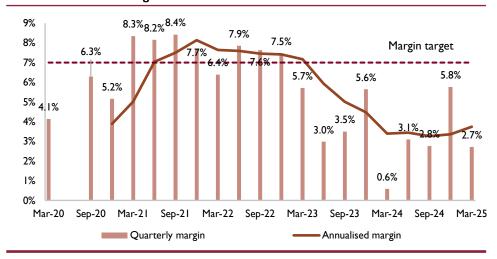
# Transtema organic growth



Source: Company data, Carnegie Research

The EBITA margin improved Y/Y and the margin trend has turned up

# Transtema EBITA margin



Source: Company data, Carnegie Research

As volumes improve we expect margins to follow

# Sales and EBITA margin



Source: Company data, Carnegie Research



# Valuation and risks

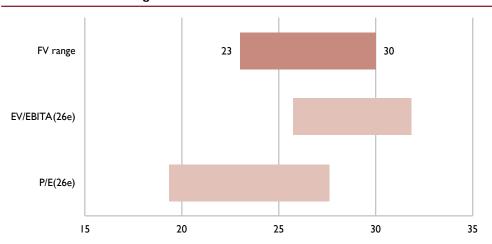
Our fair value range is based on upside and downside scenarios applied to multiples-based valuations. Based on our estimates, we arrive at a fair value range of SEK23–30.

# Assumptions

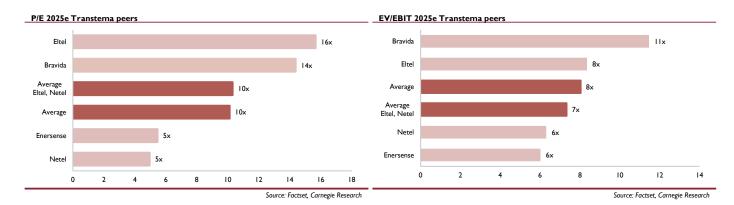
In our multiples-based approach we use a P/E of 12x and an EV/EBITA of 9x, to which we apply our 2026 estimates and discount the values back to today. Peers are trading at average P/Es of 10x and 9x for 2025–26e and EV/EBITs of 8x for both 2025–26e. The spread between multiples is high and since we believe that Transtema can show a higher stability over time due to over 40% of sales being services we think a higher multiple is warranted.

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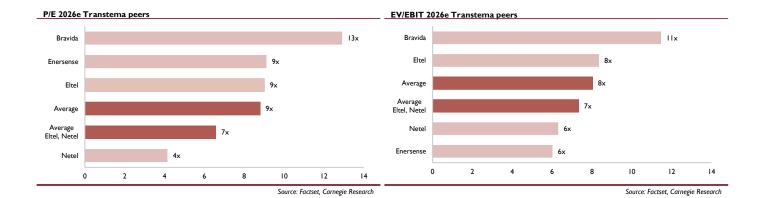
# Transtema fair value range



Source: Carnegie Research







#### Risks

Transtema faces several potential risks that could impact its operations and financial performance. Below we have outlined the risks that we consider to be the most significant for the company. Note that the list should not be considered exhaustive and is presented in no particular order.

- Market and economic risks: Demand for Transtema's products depends on the broader economic climate, including interest rates, exchange rates, and unemployment rates. Adverse economic developments could reduce customer investments and maintenance activities. A few large customers contribute a significant share of Transtema's sales. A reduction in purchases or loss of these customers could impact revenue. Competition for Transtema's products and services is intense.
- Operational risks: Failure to meet specific results or deadlines in contracts may lead to
  reduced fees, early contract terminations, or reputational damage. The business heavily
  relies on skilled employees, and challenges in attracting or retaining talent could hinder
  operations and growth. Facing relatively high competition, quality in its products is vital
  to keep market shares.
- Strategic risks: Staying competitive requires continuous adaptation to technological
  advancements and evolving customer demands. Failure to transition effectively could
  erode market position. Over-reliance on a small group of customers could limit strategic
  flexibility and expose the company to risks from reduced orders.
- Regulatory and compliance risks: Changes in laws, government policies, or subsidies
  could adversely affect Transtema's operations and market position. Regulatory changes
  or unforeseen external factors (e.g., strikes, weather) may impact the company's ability
  to fulfil contracts.
- Technological risks: Rapid technological changes necessitate investments in new tools, models, and employee training. Falling behind in technological innovation could negatively affect competitiveness. New technologies may further alter customer behaviour in ways unfavourable to Transtema's offerings.



# Interim figures

|                              | <b>2025</b> e | 2025e |          | <b>2026</b> e | <b>2026</b> e |         | <b>2027</b> e | 2027e |                |
|------------------------------|---------------|-------|----------|---------------|---------------|---------|---------------|-------|----------------|
| Transtema - Estimate changes | Old           | New   | Chg      | Old           | New           | Chg     | Old           | New   | Chg            |
| Sales                        | 2,633         | 2,696 | 2%       | 2,748         | 2,812         | 2%      | 2,830         | 2,897 | 2%             |
| Growth                       | 6%            | 8%    | +252 bps | 4%            | 4%            | -3 bps  | 3%            | 3%    | +0 bps         |
| Organic                      | 6%            | 8%    | +267 bps | 4%            | 4%            | -3 bps  | 3%            | 3%    | +0 bps         |
| Acq/div                      | 0%            | 0%    | -2 bps   | 0%            | 0%            | +0 bps  | 0%            | 0%    | +0 bps         |
| Currency                     | 0%            | 0%    | -13 bps  | 0%            | 0%            | +0 bps  | 0%            | 0%    | +0 bps         |
| Adj EBITA                    | 120           | 125   | 4%       | 154           | 160           | 4%      | 179           | 185   | 4%             |
| Adj EBITA margin             | 4.5%          | 4.6%  | +9 bps   | 5.6%          | 5.7%          | +8 bps  | 6.3%          | 6.4%  | +8 <i>bp</i> s |
| PPA                          | -34           | -28   | -18%     | -36           | -29           | -18%    | -37           | -30   | -18%           |
| EO                           | 0             | -1    | n.m      | 0             | 0             | n.m     | 0             | 0     | n.m            |
| EBIT                         | 85            | 95    | 12%      | 118           | 131           | 10%     | 142           | 155   | 9%             |
| EBIT margin                  | 3.2%          | 3.5%  | +30 bps  | 4.3%          | 4.6%          | +34 bps | 5.0%          | 5.3%  | +33 bps        |
| Pre-tax profit               | 64            | 64    | 0%       | 102           | 99            | -3%     | 132           | 135   | 2%             |
| Net profit                   | 50            | 49    | -1%      | 79            | 77            | -3%     | 103           | 105   | 2%             |
| EPS                          | 1.1           | 1.0   | -8%      | 1.8           | 1.7           | -3%     | 2.3           | 2.3   | 2%             |
| EPS adj                      | 1.1           | 1.1   | 3%       | 1.8           | 1.7           | -3%     | 2.3           | 2.3   | 2%             |
|                              |               |       |          |               |               |         |               |       |                |

Source: Carnegie Research, Company data



# Interim figures

| Carnegie estimates | 2023 | 2024  |      |      |       | 2025  |      |      |      |       |       |       |       |       |
|--------------------|------|-------|------|------|-------|-------|------|------|------|-------|-------|-------|-------|-------|
| SEKm               | Q4   | QI    | Q2   | Q3   | Q4    | QI    | Q2e  | Q3e  | Q4e  | 2023  | 2024  | 2025e | 2026e | 2027e |
| Sales              | 727  | 500   | 609  | 590  | 790   | 597   | 651  | 650  | 798  | 2,689 | 2,489 | 2,696 | 2,812 | 2,897 |
| Growth             | -6%  | -23%  | -15% | -2%  | 9%    | 20%   | 7%   | 10%  | 1%   | 9%    | -7%   | 8%    | 4%    | 3%    |
| Organic            | -17% | -28%  | -15% | 0%   | 9%    | 20%   | 7%   | 10%  | 1%   | -11%  | -8%   | 8%    | 4%    | 3%    |
| Currency           | -2%  | -1%   | 0%   | -2%  | 0%    | -1%   | 0%   | 0%   | 0%   | -1%   | -1%   | 0%    | 0%    | 0%    |
| Acquisitions       | 13%  | 6%    | 0%   | 0%   | 0%    | 0%    | 0%   | 0%   | 0%   | 22%   | 1%    | 0%    | 0%    | 0%    |
| Adj EBITA          | 41   | 3     | 19   | 16   | 45    | 16    | 26   | 32   | 50   | 120   | 83    | 125   | 160   | 185   |
| Adj EBITA margin   | 5.6% | 0.6%  | 3.1% | 2.8% | 5.8%  | 2.7%  | 4.0% | 5.0% | 6.3% | 4.5%  | 3.3%  | 4.6%  | 5.7%  | 6.4%  |
| PPA                | -6   | -7    | -7   | -7   | -6    | -6    | -7   | -7   | -8   | -30   | -26   | -28   | -29   | -30   |
| EO                 | -3   | -7    | 0    | -7   | -4    | -1    | 0    | 0    | 0    | -32   | -17   | -1    | 0     | 0     |
| EBIT               | 32   | -11   | 12   | 3    | 35    | 8     | 19   | 25   | 42   | 59    | 40    | 95    | 131   | 155   |
| EBIT margin        | 4.4% | -2.1% | 2.0% | 0.5% | 4.5%  | 1.4%  | 2.9% | 3.9% | 5.3% | 2%    | 2%    | 4%    | 5%    | 5%    |
| Net financials     | 0    | -9    | -11  | 6    | -33   | -6    | -9   | -9   | -6   | 121   | -47   | -31   | -32   | -20   |
| Pre-tax Profit     | 32   | -20   | 1    | 10   | 2     | 2     | 10   | 16   | 36   | 179   | -7    | 64    | 99    | 135   |
| Tax                | -11  | 4     | 0    | 0    | -8    | 0     | -2   | -4   | -9   | -7    | -4    | -15   | -22   | -30   |
| Tax rate           | 36%  | 20%   | 37%  | 3%   | 375%  | -11%  | 23%  | 23%  | 25%  | 4%    | -65%  | 23%   | 22%   | 22%   |
| Net profit         | 20   | -16   | 1    | 9    | -6    | 3     | 7    | 12   | 27   | 172   | -11   | 49    | 77    | 105   |
| EPS (SEK)          | 0.44 | -0.33 | 0.00 | 0.22 | -0.11 | -0.02 | 0.14 | 0.26 | 0.64 | 3.19  | -0.22 | 1.02  | 1.71  | 2.34  |
| EPS Adj (SEK)      | 0.54 | -0.24 | 0.02 | 0.35 | -0.06 | 0.08  | 0.16 | 0.28 | 0.62 | 4.78  | 0.06  | 1.14  | 1.71  | 2.34  |

Source: Company data, Carnegie Research



# **Financial statements**

| Profit & loss (SEKm)                                 | 2018           | 2019                 | 2020            | 2021                 | 2022                  | 2023              | 2024            | 2025e      | 2026e              | 2027e              |
|--|----------------|----------------------|-----------------|----------------------|-----------------------|-------------------|-----------------|------------|--------------------|--------------------|
| Sales  | 868            | 1,497                | 1,405           | 1,690                | 2,457                 | 2,689             | 2,489           | 2,696      | 2,812              | 2,897              |
| COGS   | 0              | 0                    | 0               | 0                    | 0                     | 0                 | 0               | 0          | 0                  | 0                  |
| Gross profit   | 868            | 1,497                | 1,405           | 1,690                | 2,457                 | 2,689             | 2,489           | 2,696      | 2,812              | 2,897              |
| Other income & costs                                 | -868           | -1,497               | -1,275          | -1,488               | -2,200                | -2,498            | -2,328          | -2,469     | -2,544             | -2,607             |
| Share in ass. operations and JV                      | 0              | 0                    | 0               | 0                    | 0                     | 0                 | 0               | 0          | 0                  | 0                  |
| EBITDA   | 0              | 0                    | 130             | 202                  | 258                   | 191               | 161             | 227        | 268                | 290                |
| Depreciation PPE                                     | -30            | -25                  | -15             | -8                   | -12                   | -14               | -13             | -14        | -15                | -9                 |
| Depreciation lease assets                            | 0              | -67                  | -61             | -57                  | -71                   | -88               | -83             | -89        | -93                | -96                |
| Amortisation development costs                       | 0              | 0                    | 0               | 0                    | 0                     | 0                 | 0               | 0          | 0                  | 0                  |
| Amortisation other intangibles                       | 0              | 0                    | 0               | 0                    | 0                     | 0                 | 0               | 0          | 0                  | 0                  |
| Impairments / writedowns                             | 0              | 0                    | 0               | 0                    | 0                     | 0                 | 0               | 0          | 0                  | 0                  |
| EBITA  | 41             | 45                   | 55              | 137                  | 174                   | 88                | 66              | 124        | 160                | 185                |
| Amortization acquisition related                     | -9             | -16                  | -26             | -13                  | -20                   | -30               | -26             | -28        | -29                | -30                |
| Impairment acquisition related                       | 0              | 0                    | 0               | 0                    | 0                     | 0                 | 0               | 0          |                    |                    |
| EBIT   | 32             | 29                   | 29              | 124                  | 155                   | 59                | 40              | 95         | 131                | 155                |
| Share in ass. operations and JV                      | 0              | 0                    | 0               | 0                    | 0                     | 0                 | 0               | 0          | 0                  | 0                  |
| Net financial items                                  | -3             | -12                  | -10             | -9                   | -4                    | 121               | -47             | -31        | -32                | -20                |
| of which interest income/expenses                    | -3<br>0        | -12<br>0             | -10<br>0        | -9<br>0              | -4<br>0               | 121<br>0          | -47<br>0        | -31<br>0   | -32<br>0           | -20                |
| of which interest on lease liabilities               |                |                      |                 |                      | 0                     |                   |                 |            |                    | 0                  |
| of which other items                                 | 0              | 0<br><b>17</b>       | 0<br><b>19</b>  | 0                    |                       | 0<br><b>179</b>   | 0<br>- <b>7</b> | 0          | 0<br><b>99</b>     | 0                  |
| Pre-tax profit                                       | <b>28</b><br>8 | 17                   | 19              | 11 <b>5</b><br>-24   | 1 <b>50</b><br>-24    | 17 <b>9</b><br>-7 |                 | 64         | -22                | 1 <b>35</b><br>-30 |
| Taxes  | 8              | 0                    | 0               | -2 <del>4</del><br>- | -2 <del>4</del><br>-1 | -/<br>0           | -4<br>I         | -15<br>-2  | -22<br>-4          | -30<br>-5          |
| Post-tax minorities interest Discontinued operations | -56            | -250                 | -26             | -1<br>-2             | -1<br>4               | -41               | i               | -2<br>-3   | -4                 | -3<br>0            |
| Net profit   | -19            | -230<br>- <b>220</b> | -26<br><b>4</b> | 88                   | 129                   | 132               | -9              | 44         | 74                 | 100                |
| •  |                |                      |                 |                      |                       |                   |                 |            |                    |                    |
| Adjusted EBITDA                                      | 70             | 137                  | 130             | 202                  | 266                   | 223               | 178             | 229        | 268                | 290                |
| Adjusted EBITA                                       | 41             | 45                   | 55              | 137                  | 182                   | 120               | 83              | 125        | 160                | 185                |
| Adjusted EBIT  | 32             | 29                   | 29              | 124                  | 163                   | 90                | 57              | 97         | 131                | 155                |
| Adjusted net profit                                  | -11            | -20 <del>4</del>     | 30              | 101                  | 155                   | 187               | 30              | 74         | 103                | 131                |
| Sales growth Y/Y                                     | +chg           | 72.5%                | -6.2%           | 20.3%                | 45.4%                 | 9.4%              | -7.4%           | 8.3%       | 4.3%               | 3.0%               |
| EBITDA growth Y/Y                                    | na             | na                   | +chg            | 55.9%                | 27.2%                 | -25.8%            | -15.6%          | 40.9%      | 17.9%              | 8.2%               |
| EBITA growth Y/Y                                     | +chg           | 10.9%                | 21.4%           | 151.8%               | 26.9%                 | -49.3%            | -25.2%          | 86.7%      | 29. <del>4</del> % | 15.8%              |
| EBIT growth Y/Y                                      | +chg           | -8.4%                | -0.6%           | 330.9%               | 24.2%                 | -62.1%            | -31.5%          | 138.0%     | 36.8%              | 18.7%              |
| EBITDA margin  | 0.0%           | 0.0%                 | 9.2%            | 12.0%                | 10.5%                 | 7.1%              | 6.5%            | 8.4%       | 9.5%               | 10.0%              |
| EBITA margin   | 4.7%           | 3.0%                 | 3.9%            | 8.1%                 | 7.1%                  | 3.3%              | 2.7%            | 4.6%       | 5.7%               | 6.4%               |
| EBIT margin  | 3.7%           | 1.9%                 | 2.1%            | 7.4%                 | 6.3%                  | 2.2%              | 1.6%            | 3.5%       | 4.6%               | 5.3%               |
| Tax rate   | -27.3%         | -83.9%               | -53.7%          | 21.0%                | 16.3%                 | 3.7%              | -65.4%          | 22.9%      | 22.0%              | 22.0%              |
| Cash flow (SEKm)                                     | 2018           | 2019                 | 2020            | 2021                 | 2022                  | 2023              | 2024            | 2025e      | 2026e              | 2027e              |
| EBITDA   | 0              | 0                    | 130             | 202                  | 258                   | 191               | 161             | 227        | 268                | 290                |
| Paid taxes   | 0              | ő                    | -6              | -9                   | -9                    | -29               | -34             | -15        | -22                | -30                |
| Change in NWC  | 0              | ő                    | 37              | 12                   | -102                  | -68               | 98              | 6          | 3                  | 2                  |
| Non cash adjustments                                 | Ö              | ő                    | 10              | 14                   | -33                   | -149              | 7               | 2          | 4                  | 5                  |
| Discontinued operations                              | -56            | -250                 | -26             | -2                   | 4                     | -41               | í               | -3         | 0                  | 0                  |
| Total operating activities                           | 0              | 0                    | 171             | 220                  | 113                   | -5 <b>6</b>       | 232             | 221        | 253                | 267                |
|  |                |                      |                 |                      |                       |                   |                 |            |                    |                    |
| Capex tangible assets                                | 0              | 0                    | -4              | -14                  | -10                   | -11               | -23             | -13        | -13                | -13                |
| Capitalised development costs                        | 0              | 0                    | 0               | 0                    | 0                     | 0                 | 0               | 0          | 0                  | 0                  |
| Capex - other intangible assets                      | 0              | 0                    | 0               | 0                    | 0                     | 0                 | 0               | 0          | 0                  | 0                  |
| Acquisitions/divestments                             | 0              | 0<br>0               | 19              | 0                    | -199                  | -52               | -90<br>0        | 0          | 0                  | 0                  |
| Other non-cash adjustments                           | 0<br><b>0</b>  | 0                    | -l<br>14        | 0                    | 0                     | 0                 | •               | 0          | 0                  | 0<br>- <b>13</b>   |
| Total investing activities                           |                |                      |                 | -14                  | -208                  | -63               | -113            | -13        | -13                |                    |
| Net financial items                                  | -3             | -12                  | -10             | -9                   | -4                    | 121               | -47             | -31        | -32                | -20                |
| 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                              | 0              | 0                    | 53              | I                    | 2                     | 61                | 1               | 0          |                    | 0                  |
| Change in bank debt                                  | 0              | 0                    | -122            | -29                  | 83                    | 33                | 67              | -87        | -115               | -24                |
| Other cash flow items                                | 0              | 0                    | -59             | -56                  | -70                   | -123              | -81             | -89<br>200 | -93<br>240         | -96                |
| Total financing activities                           | -3             | -12                  | -138            | -93                  | 10                    | 92                | -60             | -208       | -240               | -140               |
| Operating cash flow                                  | 0              | 0                    | 171             | 220                  | 113                   | -56               | 232             | 221        | 253                | 267                |
| Free cash flow                                       | -3             | -12                  | 157             | 197                  | 100                   | 54                | 162             | 177        | 208                | 234                |
| Net cash flow  |                |                      | 47              | 113                  | -85                   | -26               | 59              | 0          | 0                  | 114                |
|  | -3             | -12                  | 47              |                      |                       |                   |                 |            |                    |                    |
| Change in net IB debt                                | -3<br>-3       | -12<br>-79           | 108             | 85                   | -238                  | -148              | -91             | -2         | 22                 | 42                 |
|  |                |                      |                 |                      |                       |                   |                 |            |                    | 42<br>0.5%         |
| Change in net IB debt                                | -3             | -79                  | 108             | 85                   | -238                  | -148              | -91             | -2         | 22                 |                    |

Source: Carnegie Research & company data



# Financial statements, cont.

| Balance sheet (SEKm)   | 2018             | 2019       | 2020        | 2021              | 2022             | 2023             | 2024              | 2025e                | 2026e                 | 2027e                |
|--|------------------|------------|-------------|-------------------|------------------|------------------|-------------------|----------------------|-----------------------|----------------------|
| Acquired intangible assets                                     | 124              | 93         | 76          | 77                | 390              | 486              | 480               | 480                  | 480                   | 480                  |
| Other fixed intangible assets                                  | 131              | 87         | 65          | 52                | 210              | 230              | 205               | 182                  | 157                   | 131                  |
| Capitalised development  | 0                | 0          | 0           | 0                 | 0                | 0                | 0                 | 0                    | 0                     | 0                    |
| Tangible assets  | 219              | 36         | 28          | 34                | 44               | 35<br>189        | 40                | 34                   | 28<br>18 <del>4</del> | 28                   |
| Lease assets Other IB assets (I)                               | 0                | 121<br>0   | 125<br>0    | 131<br>0          | 187<br>0         | 0                | 184<br>0          | 18 <del>4</del><br>0 | 0                     | 18 <del>4</del><br>0 |
| Other non-IB assets  | 4                | 18         | 27          | Ĭ                 | 2                | 3                | 6                 | 6                    | 6                     | 6                    |
| Fixed assets   | 478              | 355        | 32 I        | 295               | 833              | 942              | 915               | 885                  | 854                   | 828                  |
| Inventories (2)  | 19               | 17         | 17          | 18                | 18               | 23               | 17                | 19                   | 19                    | 20                   |
| Receivables (2)  | 199              | 163        | 149         | 145               | 367              | 335              | 238               | 258                  | 269                   | 278                  |
| Prepaid exp. & other NWC items (2)                             | 409              | 210        | 127         | 161               | 229              | 269              | 264               | 286                  | 298                   | 307                  |
| IB current assets (I)  | 0                | 0          | 0           | 0                 | 0                | 0                | 0                 | 0                    | 0                     | 0                    |
| Other current assets   | 7                | 114        | 79          | 62                | 62               | 77               | 83                | 83                   | 83                    | 83                   |
| Cash & cash equivalents (I)                                    | 22<br><b>656</b> | 19         | 65<br>430   | 178<br><b>565</b> | 93<br><b>770</b> | 67<br><b>772</b> | 126<br><b>729</b> | 126<br><b>772</b>    | 126<br><b>796</b>     | 240<br><b>928</b>    |
| Current assets Total assets                                    | 050<br>1,133     | 523<br>878 | 438<br>758  | 363<br>860        | 1,603            | 1,714            | 1,644             | 1,657                | 1,650                 | 1,756                |
|  | -                |            |             |                   | -                | -                | •                 | •                    | -                     | •                    |
| Shareholders' equity   | 323              | 104        | 160         | 250               | 388              | 558              | 556               | 606                  | 683                   | 788                  |
| Minorities Other equity  | 0                | 0          | 0           | 0                 | 0                | 1<br>0           | 0                 | 2<br>0               | 6<br>0                | 11<br>0              |
| Other equity Total equity                                      | 323              | 104        | 160         | 251               | 389              | 559              | 556               | 608                  | 689                   | 799                  |
| Deferred tax   | 0                | 16         | 12          | 10                | 50               | 51               | 49                | 49                   | 49                    | 49                   |
| LT IB debt (I)   | 31               | 47         | 19          | 25                | 101              | 163              | 227               | 140                  | 24                    | 0                    |
| Other IB provisions (I)  | 0                | 0          | 0           | 0                 | 0                | 0                | 0                 | 0                    | 0                     | 0                    |
| Lease libilities   | 148              | 124        | 127         | 134               | 190              | 193              | 188               | 188                  | 188                   | 188                  |
| Other non-IB liabilities                                       | 0                | 11         | 3           | 12                | 243              | 53               | 3                 | 3                    | 3                     | 3                    |
| LT liabilities   | 179              | 198        | 161         | 181               | 583              | 460              | 467               | 379                  | 264                   | 240                  |
| ST IB debt (I)   | 125              | 83         | 49          | 14                | 26               | 0                | 0                 | 0                    | 0                     | 0                    |
| Payables (2)   | 250              | 166        | 111         | 120               | 297              | 249              | 259               | 281                  | 293                   | 302                  |
| Accrued exp. & other NWC items (2) Other ST non-IB liabilities | 256<br>0         | 272<br>56  | 240<br>37   | 272<br>22         | 270<br>38        | 404<br>43        | 329<br>32         | 357<br>32            | 372<br>32             | 383<br>32            |
| Liabilities - assets held for sale                             | 0                | 0          | 0           | 0                 | 0                | 0                | 0                 | 0                    | 0                     | 0                    |
| Current liabilities  | 631              | 576        | 437         | 427               | 630              | 696              | 621               | 67 <b>0</b>          | 697                   | 717                  |
| Total equity and liabilities                                   | 1,133            | 878        | 758         | 860               | 1,603            | 1,714            | 1,644             | 1,657                | 1,650                 | 1,756                |
| Net IB debt (=I)   | 283              | 235        | 130         | -5                | 223              | 289              | 288               | 201                  | 86                    | -52                  |
| Net working capital (NWC) (=2)                                 | 121              | -49        | -58         | -67               | 48               | -25              | -69               | -75                  | -78                   | -81                  |
| Capital employed (CE)  | 627              | 385        | 370         | 446               | 998              | 1,018            | 1,022             | 987                  | 952                   | 1,038                |
| Capital invested (CI)  | 595              | 289        | 236         | 227               | 879              | 914              | 840               | 805                  | 770                   | 742                  |
| Equity / Total assets  | 29%              | 12%        | 21%         | 29%               | 24%              | 33%              | 34%               | 37%                  | 42%                   | 45%                  |
| Net IB debt / EBITDA   | nm               | nm         | 1.0         | 0.0               | 0.9              | 1.5              | 1.8               | 0.9                  | 0.3                   | -0.2                 |
| Per share data (SEK)   | 2018             | 2019       | 2020        | 2021              | 2022             | 2023             | 2024              | 2025e                | 2026e                 | 2027e                |
| Adj. no. of shares in issue YE (m)                             | 23.71            | 27.39      | 35.60       | 38.34             | 38.91            | 41.31            | 41.92             | 42.95                | 42.95                 | 42.95                |
| Diluted no. of Shares YE (m)                                   | 27.39            | 27.39      | 38.34       | 38.36             | 38.91            | 41.69            | 42.95             | 42.95                | 42.95                 | 42.95                |
| EPS  | -0.80            | -8.03      | 0.11        | 2.28              | 3.26             | 3.19             | -0.22             | 1.02                 | 1.71                  | 2.34                 |
| EPS adj.   | 1.50             | 1.11       | 0.83        | 2.32              | 3.32             | 4.78             | 0.06              | 1.14                 | 1.71                  | 2.34                 |
| CEPS   | 0.80             | -4.10      | 2.94        | 4.28              | 5.87             | 6.40             | 2.67              | 4.09                 | 4.91                  | 5.48                 |
| DPS  | 0.00             | 0.00       | 0.00        | 0.00              | 0.00             | 0.00             | 0.00              | 0.00                 | 0.00                  | 0.00                 |
| BVPS   | 11.8             | 3.79       | 4.16        | 6.53              | 9.96             | 13.4             | 13.0              | 14.1                 | 15.9                  | 18.4                 |
| Performance measures   | 2018             | 2019       | 2020        | 2021              | 2022             | 2023             | 2024              | 2025e                | 2026e                 | 2027e                |
| ROE  | -12.0%           | -103.1%    | 2.9%        | 43.2%             | 40.3%            | 27.9%            | -1.7%             | 7.6%                 | 11.4%                 | 13.7%                |
| Adj. ROCE pre-tax  | na               | 9.0%       | 14.8%       | 33.9%             | 30.1%            | 31.6%            | 11.2%             | 13.4%                | 16.6%                 | 18.7%                |
| Adj. ROIC after-tax  | na               | 18.7%      | 32.0%       | 46.9%             | 27.6%            | 12.9%            | 15.6%             | 11.7%                | 15.8%                 | 19.1%                |
| Valuation  | 2018             | 2019       | 2020        | 2021              | 2022             | 2023             | 2024              | 2025e                | 2026e                 | 2027e                |
| FCF yield  | -0.5%            | -2.0%      | 25.1%       | 31.5%             | 16.0%            | 8.6%             | 26.1%             | 28.3%                | 33.5%                 | 37.6%                |
| 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  | 0.77             | 0.27       | 0.39        | 1.08              | 0.57             | 0.35             | 0.38              | 0.31                 | 0.25                  | 0.20                 |
| EV/EBITDA YE   | nm               | nm         | 4.2         | 9.0               | 5.4              | 4.9              | 5.8               | 3.6                  | 2.6                   | 2.0                  |
| EV/EBITA YE  | 16.6             | 9.1        | 10.1        | 13.2              | 8.0              | 10.5             | 14.1              | 6.7                  | 4.4                   | 3.1                  |
| EV/EBITA adj. YE   | 16.6             | 9.1        | 10.1        | 13.2              | 7.7              | 7.7              | 11.3              | 6.6                  | 4.4                   | 3.1                  |
| EV/EBIT YE   | 21.2             | 14.0       | 19.1        | 14.6              | 7.7<br>9.1       | 15.8             | 23.3              | 8.6                  | 5.4                   | 3.7                  |
|  |                  |            |             |                   |                  |                  |                   |                      |                       |                      |
| P/E YE<br>P/E adj. YE  | nm<br>9.5        | nm<br>5.7  | >50<br>13.2 | 20.9<br>20.5      | 9.3<br>9.1       | 4.8<br>3.2       | nm<br>>50         | 14.2<br>12.7         | 8.5<br>8.5            | 6.2<br>6.2           |
| P/BV YE  | 1.20             | 1.66       | 2.63        | 7.28              | 3.04             | 1.14             | 1.16              | 1.03                 | 0.91                  | 0.79                 |
|  |                  |            |             |                   |                  |                  |                   |                      | 0.71                  | 0.77                 |
| Share price YE (SEK)   | 14.2             | 6.30       | 11.0        | 47.5              | 30.3             | 15.3             | 15.0              | 14.5                 |                       |                      |

Source: Carnegie Research & company data



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