



## RESULTS UPDATE

Consumer Discretionary &amp; Staples

Fair value: SEK0.30–0.80

Share price: SEK0.42

# Niutech Group

## A solid base for a profitable business

## Research analysts:

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DNB Carnegie Investment Bank AB

**Q1 below our forecast.** Niutech reported EBIT of SEK-25m, below our estimate of our SEK-12m. The solar energy segment posted sales of SEK26m, a decline of 56% Y/Y. General supply chain challenges due to geopolitics and low credit rating in the subsidiaries involved in the segment delayed deliveries further. This impacted the invoicing in the segment negatively, which is the main deviation to our estimates in our view.

**The remaining business is profitable.** After the quarter ended, Niutech has declared bankruptcy for two subsidiaries in the solar energy segment. The remaining parts, green infrastructure and some solar energy operations, are profitable according to the report. On LTM this part of the company generated SEK139m in sales and an EBITA margin of 6.7%, corresponding to SEK9m. Our expectations of a significant profit improvement Y/Y in 2026 have therefore been significantly derisked. We leave our EBIT and net profit estimates unchanged. The weaker than expected Q1 2025 is a negative, but the profitability of the remaining operations is a clear positive and impacts our Q3 and Q4 for this year positively with a net neutral impact for 2025. However, due to a change in standard calculations for adjusted EPS, goodwill amortisation is now included in adj. EPS, thus our adj. EPS changes are significant.

**Valuation – fair value of SEK0.3–0.8 is unchanged.** We use a relative valuation method to calculate fair value. We compare Niutech with Byggbpartner. Excluding periods of low profitability or losses, the average LTM 2016–24 EV/EBIT multiple is 10.0x, according to FactSet. We apply this multiple to normalised earnings – SEK125m in sales and a 5% EBIT margin for the low end of our fair value. For the high end, we assume SEK150m in sales and a 7.5% EBIT margin to reflect the higher potential in Niutech's product segments than traditional installation companies like Byggbpartner.

Changes in this report				Key figures (SEK)					Share price – 5-year	
	From	To	Chg	2024	2025e	2026e	2027e			
EPS adj. 2025e	-0.33	-0.93	-181%	392	168	128	137			
EPS adj. 2026e	0.08	0.05	-35%	-63	-18	21	22			
EPS adj. 2027e	0.10	0.06	-36%	-81	-81	9	10			
Upcoming events				EPS	-4.10	-0.93	0.05	0.06		
				EPS adj.	-2.37	-0.93	0.05	0.06		
				DPS	0.00	0.00	0.00	0.00		
				Sales growth Y/Y	36%	-57%	-24%	8%		
				EPS adj. growth Y/Y	-chg	+chg	+chg	24%		
				EBIT margin	-20.7%	-48.6%	7.4%	7.3%		
				P/E adj.	n.m.	n.m.	8.5	6.8		
				EV/EBIT	neg.	neg.	8.5	6.8		
				EV/EBITA	neg.	neg.	6.5	5.2		
				EV/EBITDA	neg.	neg.	3.7	3.0		
				P/BV	0.1	4.4	2.1	1.6		
				Dividend yield	0.0%	0.0%	0.0%	0.0%		
				FCF yield	-208.1%	-56.0%	0.6%	31.4%		
				Equity/Total Assets	32.2%	11.6%	15.8%	19.5%		
				ROCE	-63.5%	-88.9%	14.3%	14.1%		
				ROE adj.	-55.6%	-204.6%	28.4%	26.8%		
				Net IB debt/EBITDA	-0.8	-2.3	2.0	1.3		

Source: DNB Carnegie (estimates), FactSet, Infront &amp; company data

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### Equity story

#### Near term: within 12M

We expect demand to remain soft in H1(25). Green infrastructure (the remaining part of Niutech along with some smaller solar energy operations in the north of Sweden) is suffering from low investment activity in general from previously high interest rates and a slow business cycle in general. Lower interest rates and higher real wages should spur general demand and unlock the long-term potential. Emerging structural secular trends (see below) should also improve demand in the near term, in our view.

#### Long term outlook: 5Y+

We believe the long-term prospects for green infrastructure are bright. Long-term structural trends such as digitalization, higher electrical vehicle (EV) adoption, increased use of wireless communication and higher energy self-sufficiency and lower energy consumption requires specialists like Niutech for new investments but also for maintenance and repair, e.g. EV charging points. EU regulations for EV charging points such as the AFIR (The Alternative Fuels Infrastructure Regulation) and the EPBD (Energy Performance of Buildings Directive) require investments in green infrastructure, Niutech's core business.

#### Key risks:

- Another surge of inflation could drive up interest rates and thereby curb demand for solar panel installations, battery storage and green infrastructure
- Niutech is currently lossmaking and a delayed pick-up in demand could make its financial position challenging

### Company description

Niutech Group – listed on the NGM Nordic SME – offers solutions in green digital infrastructure that are designed to accelerate the transition to efficient, fossil-free energy solutions while reducing costs for customers. The offering includes solutions in digital infrastructure, solar energy, and electrical installations, making the group a comprehensive provider in these areas. The merger between Sun4Energy and Niutech Group was completed in November 2023 and was driven by synergies such as increased efficiency and profitability. Together, the companies aim to meet the growing demand for green digital infrastructure and strive for a leading position in the field.

#### Key industry drivers

- Digitalisation
- Renewable energy growth in the energy mix
- Transition to a sustainable society

#### Industry outlook

- We expect demand for green infrastructure to recover after the current cyclical headwinds abate.

#### Largest shareholders, capital

Beata Intressenter AB	10.3%
Solberget Invest AB	10.2%
Theodor Jeansson Jr.	9.4%

#### Cyclicality

Cyclicality: N/A

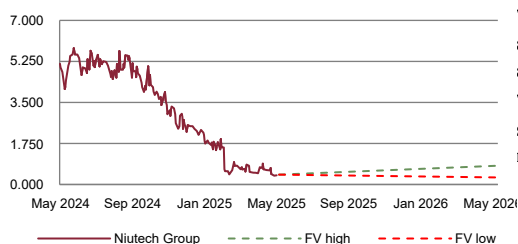
#### Key peers

Byggpartner

### Valuation and methodology

We use a relative valuation method to calculate fair value. We compare Niutech with Byggpartner. Excluding periods of low profitability or losses, the average LTM EV/EBIT(16–24) multiple is 10.0x, according to FactSet. We apply this multiple to normalised earnings – SEK125m in sales and a 5% EBIT margin for the low end of our fair value. For the high end, we assume SEK150m in sales and a 7.5% EBIT margin to reflect the higher potential in Niutech's product segments than traditional installation companies like Byggpartner.

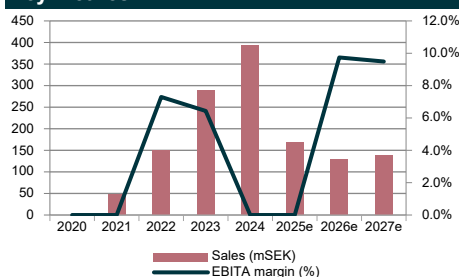
#### Fair value range 12M



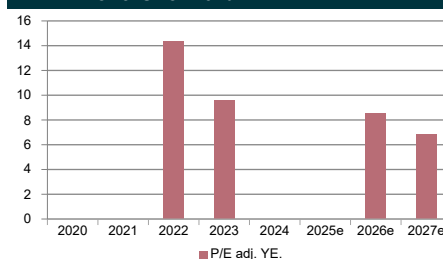
To reach the low end of our fair value range, Niutech would need to reach normalised sales of SEK125m, achieve an EBIT margin of 5%, and finally its shares would have to be priced in line with Byggpartner's average 2016–24 LTM EV/EBIT multiple of 10.0x.

To reach the high end, Niutech would need to achieve an EBIT margin of 7.5% on sales of SEK150m, a scenario based on the assumption that Niutech has higher margin potential than traditional construction-related installation business and the shares to be priced on same 2016–24 EV/EBIT multiple of 10.0x.

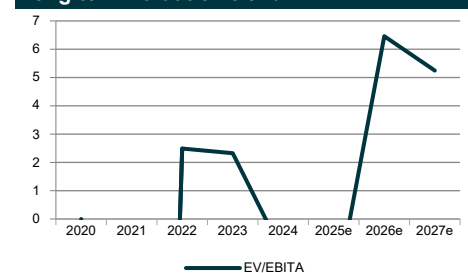
#### Key metrics



#### PE 12-months forward



#### Long-term valuation trend



Source: DNB Carnegie (estimates) & company data

## Interim figures

SEKm	2024				2025				2024	2025e	2026e	2027e
	Q1	Q2	Q3	Q4	Q1	Q2e	Q3e	Q4e				
Sales	91	137	96	68	54	41	36	37	392	168	128	137
Growth	n.m.	n.m.	n.m.	n.m.	-40%	-70%	-63%	-46%	36%	-57%	-24%	8%
<b>Adj EBIT</b>	<b>-20</b>	<b>-1</b>	<b>-13</b>	<b>-13</b>	<b>-25</b>	<b>-60</b>	<b>1</b>	<b>2</b>	<b>-46</b>	<b>-81</b>	<b>9</b>	<b>10</b>
<b>Adj EBIT margin</b>	<b>-21.8%</b>	<b>-0.5%</b>	<b>-13.1%</b>	<b>-19.3%</b>	<b>-46.5%</b>	<b>-146.1%</b>	<b>4.0%</b>	<b>5.6%</b>	<b>-11.8%</b>	<b>-48.6%</b>	<b>7.4%</b>	<b>7.3%</b>
EO	0	0	0	-35	0	0	0	0	-35	0	0	0
EBIT	-20	-1	-13	-48	-25	-60	1	2	-81	-81	9	10
<b>EBIT margin</b>	<b>-21.8%</b>	<b>-0.5%</b>	<b>-13.1%</b>	<b>-70.6%</b>	<b>-46.5%</b>	<b>-146.1%</b>	<b>4.0%</b>	<b>5.6%</b>	<b>-21%</b>	<b>-49%</b>	<b>7%</b>	<b>7%</b>
Net financials	-1	-1	-1	-0.961	-1	-1	-1	0	-3.821	-3	-4	-4
Pre-tax Profit	-21	-2	-14	-49	-27	-61	0	2	-85	-85	5	6
Tax	0	0	2	0	0	0	0	0	2	0	-1	0
<b>Tax rate</b>	<b>0%</b>	<b>24%</b>	<b>15%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>2%</b>	<b>0%</b>	<b>18%</b>	<b>8%</b>
Net profit	-21	-1	-11	-49	-27	-61	0	2	-83	-85	4	6
EPS (SEK)	-1.30	-0.08	-0.54	-2.18	-0.30	-0.68	0.00	0.02	-4.10	-0.93	0.05	0.06
<b>EPS Adj (SEK)</b>	<b>-1.26</b>	<b>-0.07</b>	<b>-0.50</b>	<b>-0.59</b>	<b>-0.29</b>	<b>-0.67</b>	<b>0.00</b>	<b>0.02</b>	<b>-2.37</b>	<b>-0.93</b>	<b>0.05</b>	<b>0.06</b>

Source: DNB Carnegie (estimates) &amp; company data

## Financial statements

Profit & loss (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Sales	0	0	0	48	149	289	392	168	128	137
COGS	0	0	0	-31	-31	-103	-196	-64	-58	-63
<b>Gross profit</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>17</b>	<b>118</b>	<b>187</b>	<b>197</b>	<b>104</b>	<b>70</b>	<b>75</b>
Other income & costs	0	0	0	-17	-105	-165	-259	-122	-49	-52
Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
<b>EBITDA</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>13</b>	<b>22</b>	<b>-63</b>	<b>-18</b>	<b>21</b>	<b>22</b>
Depreciation PPE	0	0	0	0	-2	-3	-9	-9	-9	-9
Depreciation lease assets	0	0	0	0	0	0	0	0	0	0
Amortisation development costs	0	0	0	0	na	na	na	na	na	na
Amortisation other intangibles	0	0	0	0	na	na	na	na	na	na
Impairments / writedowns	0	0	0	0	na	na	na	na	na	na
<b>EBITA</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-1</b>	<b>11</b>	<b>19</b>	<b>-72</b>	<b>-27</b>	<b>12</b>	<b>13</b>
Amortization acquisition related	0	0	0	0	-4	-6	-10	-55	-3	-3
Impairment acquisition related	0	0	0	0	0	0	0	0	0	0
<b>EBIT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-1</b>	<b>7</b>	<b>12</b>	<b>-81</b>	<b>-81</b>	<b>9</b>	<b>10</b>
Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
Net financial items	0	0	0	0	-1	-1	-4	-3	-4	-4
of which interest income/expenses	0	0	0	0	-1	-1	-4	-3	-4	-4
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	0	0	0	0	0
<b>Pre-tax profit</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-1</b>	<b>6</b>	<b>11</b>	<b>-85</b>	<b>-85</b>	<b>5</b>	<b>6</b>
Taxes	0	0	0	0	-2	-3	2	0	-1	0
Post-tax minorities interest	0	0	0	0	0	0	0	0	0	0
Discontinued operations	0	0	0	0	0	0	0	0	0	0
<b>Net profit</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-1</b>	<b>4</b>	<b>8</b>	<b>-83</b>	<b>-85</b>	<b>4</b>	<b>6</b>
Adjusted EBITDA	0	0	0	0	13	22	-28	-18	21	22
Adjusted EBITA	0	0	0	-1	11	19	-37	-27	12	13
Adjusted EBIT	0	0	0	-1	7	12	-46	-81	9	10
Adjusted net profit	0	0	0	-1	4	8	-48	-85	4	6
Sales growth Y/Y	na	na	na	+chg	212.8%	94.3%	35.6%	-57.3%	-23.8%	7.5%
EBITDA growth Y/Y	na	na	na	-chg	+chg	68.2%	-chg	+chg	+chg	4.9%
EBITA growth Y/Y	na	na	na	-chg	+chg	71.3%	-chg	+chg	+chg	4.8%
EBIT growth Y/Y	na	na	na	-chg	+chg	88.9%	-chg	-chg	+chg	6.3%
EBITDA margin	nm	nm	nm	-0.8%	8.8%	7.6%	-16.0%	-10.8%	16.8%	16.4%
EBITA margin	nm	nm	nm	nm	7.3%	6.4%	nm	nm	9.7%	9.5%
EBIT margin	nm	nm	nm	-1.9%	4.4%	4.3%	-20.7%	-48.6%	7.4%	7.3%
Tax rate	na	na	na	na	na	na	na	na	na	na
Cash flow (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
EBITDA	0	0	0	0	13	22	-63	-18	21	22
Paid taxes	0	0	0	0	-2	-1	-1	-1	-1	-1
Change in NWC	0	0	0	-5	-5	-12	-26	2	-12	0
Non cash adjustments	0	0	0	0	-1	-1	15	0	0	0
Discontinued operations	0	0	0	0	0	0	0	0	0	0
<b>Total operating activities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-5</b>	<b>5</b>	<b>8</b>	<b>-79</b>	<b>-20</b>	<b>5</b>	<b>18</b>
Capex tangible assets	0	0	0	0	0	0	-1	-1	-5	-6
Capitalised development costs	0	0	0	0	0	0	0	0	0	0
Capex - other intangible assets	0	0	0	-6	-11	1	0	0	0	0
Acquisitions/divestments	0	0	0	0	0	0	0	0	0	0
Other non-cash adjustments	0	0	0	0	0	0	0	0	0	0
<b>Total investing activities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-6</b>	<b>-11</b>	<b>0</b>	<b>-1</b>	<b>-1</b>	<b>-5</b>	<b>-6</b>
Net financial items	0	0	0	0	-1	-1	-4	-3	-4	-4
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	0	19	20	1	46	29	0	0
Change in bank debt	0	0	0	0	2	-8	11	0	0	0
Other cash flow items	0	0	0	0	0	0	0	0	0	0
<b>Total financing activities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>19</b>	<b>22</b>	<b>-6</b>	<b>57</b>	<b>29</b>	<b>0</b>	<b>0</b>
Operating cash flow	0	0	0	-5	5	8	-79	-20	5	18
Free cash flow	0	0	0	-11	-6	8	-79	-21	0	12
Net cash flow	0	0	0	8	17	2	-22	8	0	12
Change in net IB debt	0	0	0	8	14	9	-33	8	0	12
Capex / Sales	nm	nm	nm	0.3%	0.3%	0.1%	0.2%	0.6%	3.9%	4.4%
NWC / Sales	nm	nm	nm	3.2%	3.7%	1.8%	4.1%	17.2%	26.5%	28.9%

Source: DNB Carnegie (estimates) &amp; company data

Financial statements, cont.										
Balance sheet (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Acquired intangible assets	0	0	0	3	51	83	73	19	16	13
Other fixed intangible assets	0	0	0	0	0	0	0	0	0	0
Capitalised development	0	0	0	0	0	0	0	0	0	0
Tangible assets	0	0	0	1	6	32	33	26	22	18
Lease assets	0	0	0	0	0	0	0	0	0	0
Other IB assets (1)	0	0	0	0	0	0	0	0	0	0
Other non-IB assets	0	0	0	1	0	1	1	1	1	1
<b>Fixed assets</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>57</b>	<b>116</b>	<b>108</b>	<b>46</b>	<b>39</b>	<b>32</b>
Inventories (2)	0	0	0	3	1	38	25	10	10	11
Receivables (2)	0	0	0	4	28	53	40	12	15	16
Prepaid exp. & other NWC items (2)	0	0	0	7	20	38	41	41	41	41
IB current assets (1)	0	0	0	0	0	0	0	0	0	0
Other current assets	0	0	0	0	1	1	0	0	0	0
Cash & cash equivalents (1)	0	0	0	10	21	23	1	9	9	21
<b>Current assets</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>25</b>	<b>72</b>	<b>152</b>	<b>107</b>	<b>71</b>	<b>75</b>	<b>89</b>
<b>Total assets</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>29</b>	<b>129</b>	<b>268</b>	<b>215</b>	<b>117</b>	<b>114</b>	<b>121</b>
Shareholders' equity	0	0	0	17	66	104	69	14	18	24
Minorities	0	0	0	0	0	0	0	0	0	0
Other equity	0	0	0	0	0	0	0	0	0	0
<b>Total equity</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>17</b>	<b>66</b>	<b>104</b>	<b>69</b>	<b>14</b>	<b>18</b>	<b>24</b>
Deferred tax	na	na	na	0	1	2	0	0	0	0
LT IB debt (1)	0	0	0	0	0	0	0	0	0	0
Other IB provisions (1)	0	0	0	0	0	0	0	0	0	0
Lease liabilities	na	na	na	0	5	28	30	30	30	30
Other non-IB liabilities	0	0	0	0	10	9	18	18	18	18
<b>LT liabilities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>16</b>	<b>39</b>	<b>49</b>	<b>49</b>	<b>49</b>	<b>49</b>
ST IB debt (1)	0	0	0	0	5	0	20	20	20	20
Payables (2)	0	0	0	4	16	56	39	17	13	14
Accrued exp. & other NWC items (2)	0	0	0	7	25	70	38	18	14	15
Other ST non-IB liabilities	0	0	0	0	0	0	0	0	0	0
Liabilities - assets held for sale	0	0	0	0	0	0	0	0	0	0
<b>Current liabilities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12</b>	<b>47</b>	<b>126</b>	<b>97</b>	<b>55</b>	<b>47</b>	<b>49</b>
<b>Total equity and liabilities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>29</b>	<b>129</b>	<b>268</b>	<b>215</b>	<b>117</b>	<b>114</b>	<b>121</b>
Net IB debt (=1)	0	0	0	-10	-11	5	50	42	42	30
Net working capital (NWC) (=2)	0	0	0	3	8	3	30	28	40	40
Capital employed (CE)	0	0	0	17	87	136	120	63	68	74
Capital invested (CI)	0	0	0	6	65	118	137	73	78	71
Equity / Total assets	nm	nm	nm	59%	51%	39%	32%	12%	16%	19%
Net IB debt / EBITDA	nm	nm	nm	28.5	-0.9	0.2	-0.8	-2.3	2.0	1.3
Per share data (SEK)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Adj. no. of shares in issue YE (m)	0.00	0.00	0.00	0.00	8.35	15.73	22.68	142.0	89.33	89.33
Diluted no. of Shares YE (m)	0.00	0.00	0.00	0.00	8.35	16.30	24.26	90.91	90.91	90.91
EPS	na	na	na	na	0.87	0.63	-4.10	-0.93	0.05	0.06
EPS adj.	na	na	na	na	0.87	0.63	-2.37	-0.93	0.05	0.06
CEPS	na	na	na	na	2.42	1.40	-3.19	-0.24	0.18	0.20
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BVPS	na	na	na	na	7.93	6.58	3.06	0.10	0.20	0.26
Performance measures	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
ROE	nm	nm	nm	-8.3%	8.7%	9.1%	-96.1%	-204.6%	28.4%	26.8%
Adj. ROCE pre-tax	na	na	na	na	20.9%	16.7%	-28.6%	-29.2%	18.9%	18.3%
Adj. ROIC after-tax	na	na	na	na	30.4%	20.3%	-28.7%	-25.5%	16.5%	17.5%
Valuation	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
FCF yield	0.0%	0.0%	0.0%	-29.2%	-14.9%	21.2%	-208.1%	-56.0%	0.6%	31.4%
Dividend yield YE	na	na	na	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend payout ratio	na	na	na	na	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend + buy backs yield YE	na	na	na	nm	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EV/Sales YE	na	na	na	neg.	0.63	0.36	0.26	0.48	0.63	0.50
EV/EBITDA YE	na	na	na	28.5	7.1	4.7	neg.	neg.	3.7	3.0
EV/EBITA YE	na	na	na	19.9	8.6	5.5	neg.	neg.	6.5	5.2
EV/EBITA adj. YE	na	na	na	19.9	8.6	5.5	neg.	neg.	6.5	5.2
EV/EBIT YE	na	na	na	11.3	14.2	8.3	neg.	neg.	8.5	6.8
P/E YE	na	na	na	na	14.4	9.6	nm	nm	8.5	6.8
P/E adj. YE	na	na	na	na	14.4	9.6	nm	nm	8.5	6.8
P/BV YE	na	na	na	na	1.58	0.91	0.69	4.40	2.08	1.59
Share price YE (SEK)				15.4	12.5	6.01	2.12	0.42		

Source: DNB Carnegie (estimates) &amp; company data

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