DNB Carnegie® Access



RESULTS PREVIEW

Research analysts:

DNB Carnegie Investment Bank AB

Örian Rödén

Technology Hardware & Equipment

Fair value: SEK24.0-45.0

Share price: SEK38.4

Waystream

Q2 2025 preview

We expect Q2 2025 sales and EBIT to improve Y/Y and increase our fair value range to SEK24–45 (24–39), due to a new valuation method.

Q2 results due on 10 July. We estimate sales and EBIT slightly above Q2 2024, and forecast still-sluggish demand as the downward trend in interest rates is impacting Waystream's customers with a lag, we believe. We expect revenues of SEK37m, implying 2% Y/Y growth after the relatively strong Q1 growth Y/Y of 10%. We forecast EBIT of SEK2m, in line with Q2 last year.

The competitive landscape is improving, which is a supporting factor in the challenging demand situation. Chinese suppliers are facing continued headwinds from the geopolitical environment. One of the global suppliers outside of China, DZS, filed for Chapter 7 bankruptcy on 14 March. Some DZS assets have been sold, according to its website, but we believe the situation implies better market conditions in Waystream's main market, Europe.

Valuation. We use a blended model for our fair value range calculation, where we use historical EV/sales and DCF as valuation methods; we previously used a model based on relative value creation. Historically and excluding extreme values, Waystream has been valued at 1.0–2.5x LTM EV/sales, which we use as our valuation range. At the low end, we apply 1.0x to our average annual 2025–27e sales; at the high end, 2.5x. In our DCF calculation, for the low end of the range, we apply our 2025–27 estimates, top-line growth of 3%, an EBITDA margin of 17% from 2028e and WACC of 10%. For the high end, we assume the mid-point of its 15–20% EBIT margin target, which we convert to a 23% EBITDA margin, with the rest of our assumptions intact.

| Changes in this | report | | |
|-----------------------|--------|------|---------|
| | From | То | Chg |
| EPS adj. 2025e | 2.28 | 2.28 | 0% |
| EPS adj. 2026e | 2.14 | 2.14 | 0% |
| EPS adj. 2027e | 2.49 | 2.49 | +0% |
| Upcoming event | s | | |
| Q2 Report | | 10 J | ul 2025 |
| Q3 Report | | 16 O | ct 2025 |

| Key facts | |
|-------------------------|-------------------|
| No. shares (m) | 8.1 |
| Market cap. (USDm) | 32 |
| Market cap. (SEKm) | 310 |
| Net IB Debt. (SEKm) | -4 |
| Adjustments (SEKm) | C |
| EV (2025e) (SEKm) | 306 |
| Free float | 72.4% |
| Avg. daily vol. ('000) | 13 |
| BBG | WAYS SS |
| Fiscal year end | December |
| Share price as of (CET) | 24 Jun 2025 10:17 |
| | |

| Key figures (SEK) | 2024 | 2025e | 2026e | 2027e |
|---------------------|--------|-------|-------|-------|
| Sales (m) | 115 | 148 | 171 | 199 |
| EBITDA (m) | -6 | 28 | 30 | 33 |
| EBIT (m) | -12 | 20 | 23 | 26 |
| EPS | -1.46 | 2.28 | 2.14 | 2.49 |
| EPS adj. | -1.46 | 2.28 | 2.14 | 2.49 |
| DPS | 0.00 | 0.40 | 0.75 | 0.85 |
| Sales growth Y/Y | 15% | 29% | 16% | 16% |
| EPS adj. growth Y/Y | -chg | +chg | -6% | 16% |
| EBIT margin | -10.6% | 13.8% | 13.2% | 13.2% |
| P/E adj. | n.m. | 16.8 | 17.9 | 15.4 |
| EV/EBIT | neg. | 15.0 | 13.4 | 11.6 |
| EV/EBITA | neg. | 15.0 | 13.4 | 11.6 |
| EV/EBITDA | neg. | 11.0 | 10.2 | 9.2 |
| P/BV | 5.4 | 4.1 | 3.5 | 3.0 |
| Dividend yield | 0.0% | 1.0% | 2.0% | 2.2% |
| FCF yield | 1.3% | 3.4% | 2.1% | 0.9% |
| Equity/Total Assets | n.a. | n.a. | n.a. | n.a. |
| ROCE | -16.6% | 26.4% | 24.1% | 24.4% |
| ROE adj. | -19.1% | 27.8% | 21.0% | 20.8% |
| Net IB debt/EBITDA | -1 1 | -0.2 | -0.3 | -0.1 |



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

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Equity story

Near term: within 12M

We expect Waystream's end-markets to remain soft in the near term. New housing construction is slow in the Nordic markets and customers' willingness to improve internet speed, another driver for demand, is impacted by weak private consumption and high interest rates historically. Slow business and consumer sentiment in key growth area DACH is another headwind. However, we expect lower interest rates in combination with improved real wages to spur demand in late 2025e. We are confident Waystream will continue to gain market share from mainly Asian competitors due to geopolitical reasons, supporting revenues despite soft end-markets. We also expect a streamlined cost base.

Long term outlook: 5Y+

The need to upgrade internet infrastructure in Europe is significant on the back of increased digitalisation. Fibre penetration in Central Europe is on a lower scale relative to the well-penetrated Swedish market due to old and outdated equipment, or no fibre access at all, in many countries. The FTTH Council Europe expects growth rates in 2023–28 to be 393% in Germany, 277% in Italy and 311% in the UK, to mention a few. We also expect Waystream's high-end products to gain market share from weaker, mainly Asian, competitors. Given its recent significant frame agreement with Nordic telecom operators, the track record to serve large customers is improving.

Key risks:

- · A renewed inflation surge pushing up interest rates thereby reducing construction activity and affecting consumer sentiment
- . One of the bigger telecom infrastructure companies entering the small niche market for broadband access switches
- Component shortages or sudden component price hikes that cannot be passed onto customers

Company description

Waystream operates in the telecommunications sector, helping its customers to build next-generation fibre networks. The head office is located in Kista, with staff in Sweden, China and India, and offices in Hamburg and Shanghai. The product portfolio includes switches and routers adapted for the fibre market and associated peripherals, technical support, training and consulting. The customer base and target customers are city networks, telecom operators and real estate companies that own and operate their fibre networks in the Nordic region and central Europe. Waystream is the Nordic market leader in its segment. Most of the production occurs in Sweden, and Waystream's switches are climate compensated and thus carbon neutral.

Key industry drivers

- Digitalisation
- · Replacement of old and outdated equipment
- · Asian competitors being challenged due to legislation

Industry outlook

- We expect a 2023–28 subscriber growth CAGR of 6% in EU39
- Lower interest rates and improving real wages set to spur investments in new housing and fibre infrastructure

Largest shareholders, capital

| Robert Idegren Holding AB | 15.7% |
|---------------------------|-------|
| Avanza Pension | 9.3% |
| Severin Invest AB | 8.6% |

Cyclicality Key peers
Cyclicality: N/A No relevant peers

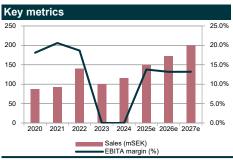
Valuation and methodology

We use a blended model for our fair value range calculation, where we use historical EV/sales and DCF as valuation methods. Historically and excluding extreme values, Waystream has been valued at an LTM EV/sales of 1.0–2.5x, which we use as our valuation range. At the low end, we apply 1.0x to our current average annual 2025–27e sales; at the high end, 2.5x. In our DCF calculation, for the low end of range, we apply our current forecasts for 2025–27, top-line growth of 3%, an EBITDA margin of 17% from 2028e and a WACC of 10%. For the DCF high end, we assume the mid-point of its EBIT margin target of 15–20% in 2028e, which we convert to an EBITDA margin of 23%, with rest of the assumptions intact.

Fair value range 12M



To reach the low end of our fair value range, Waystream would need to meet our forecasts, the market value it in line with its historical low-end EV/sales of 1.0x, and be valued in line with our low-end DCF calculation. To reach the high end, the market would need to value the stock in line with its historical high-end EV/sales of 2.5x, Waystream would need to meet the mid-point of its 15–20% EBIT margin target in 2028e, and the stock be valued in line with our current DCF valuation.







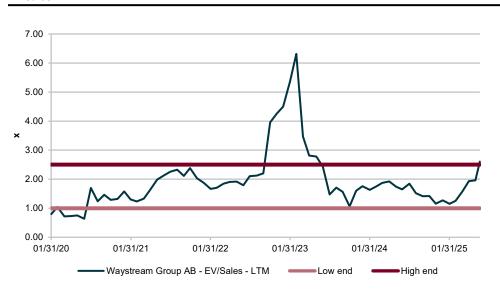
Source: DNB Carnegie (estimates) & company data



Valuation and risks

We use a blended model for our fair value range calculation, where we use historical EV/sales and DCF as valuation methods. Historically and excluding extreme values, which we do not expect be repeated, Waystream has been valued at an LTM EV/sales of 1.0–2.5x, which we use as our valuation range.

EV/sales LTM



Source: FactSet, DNB Carnegie

At the low end of our EV/sales calculation, we apply 1.0x to our current average sales forecasts for 2025–27; at the high end, 2.5x.

Fair value calculation, high end of range

| Average sales, forecast period, SEKm |
|---|
| Target multiple |
| Net debt, current year, SEKm |
| Fair value, SEKm |
| Shares |
| Fair value per share, SEK Source: DNB Carnegie (estimates) & FactSet |

Fair value calculation, low end of range

| 173 | Average sales, forecast period, SEKm | 173 |
|-----|--|-----|
| 2.5 | Target multiple | 1 |
| -4 | Net debt, current year, SEKm | -4 |
| 437 | Fair value, SEKm | 177 |
| 8 | Shares | 8 |
| 54 | Fair value per share, SEK Source: DNB Carnegie (estimates) & FactSet | 22 |



In our DCF calculation, for the low end of range, we apply our forecasts for 2025–27, top-line growth of 3%, an EBITDA margin of 17% from 2028e and a WACC of 10%.

| | | | | | Average | year | | Terminal | |
|-------------------------------|-------|-----------|--------|--------|--------------------|----------------|--------|----------|--|
| DCF assumptions - Summary | 2025e | 2026e | 2027e | 4-5 | 6-10 | 11-15 | 16-20 | period | |
| Total sales growth | 28.8% | 15.6% | 16.1% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | |
| EBITDA margin | 18.7% | 17.3% | 16.7% | 17.0% | 17.0% | 17.0% | 17.0% | 17.0% | |
| Depreciation % of sales | -4.9% | -4.1% | -3.5% | -5.0% | -5.0% | -5.0% | -5.0% | -5.0% | |
| EBITA margin | 13.8% | 13.2% | 13.2% | 12.0% | 12.0% | 12.0% | 12.0% | 12.0% | |
| Amortisations % of sales | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | |
| EBIT margin | 13.8% | 13.2% | 13.2% | 12.0% | 12.0% | 12.0% | 12.0% | 12.0% | |
| Capex % of sales | -9.0% | -6.8% | -5.8% | -5.0% | -5.0% | -5.0% | -5.0% | -5.0% | |
| Paid tax rate | -5.1% | -20.7% | -24.4% | -24.4% | -24.4% | -24.4% | -24.4% | -24.4% | |
| NWC to sales | 32.1% | 29.4% | 28.9% | 28.9% | 28.9% | 28.9% | 28.9% | 28.9% | |
| Sales | 148 | 171 | 199 | 208 | 231 | 268 | 310 | 339 | |
| EBITDA | 28 | 30 | 33 | 35 | 39 | 46 | 53 | 58 | |
| Capex | -13 | -12 | -12 | -10 | -12 | -13 | -16 | -17 | |
| Taxes | 0 | -8 | -12 | -6 | -7 | -8 | -9 | 10 | |
| Other | -3 | -3 | -7 | -2 | -2 | -2 | -3 | 347 | |
| Free cash flow | 11 | 7 | 3 | 17 | 19 | 22 | 26 | 397 | |
| Discounted FCF | 11 | 6 | 2 | 12 | 9 | 7 | 5 | 62 | |
| Share of total discounted FCF | 5% | 3% | 1% | 11% | 22% | 16% | 12% | 30% | |
| Valuation | SEKm | Per share | | , | WACC assump | tions | | | |
| EV (discounted FCF) | 209 | 25.9 | | | Risk-free rate | | | 4.00% | |
| - Net debt (2024) | -6 | -0.8 | | 1 | Market risk pren | nium | | 4.00% | |
| + Associates | 0 | 0.0 | | , | Adjusted Beta | | | 100.00% | |
| - Minority interest | 0 | 0.0 | | (| Country risk pre | mium | | 0.00% | |
| - Outstanding warrants | 0 | 0.0 | | l | Liquidity risk pre | mium | | 2.00% | |
| Other debt adjustments | 0 | 0.0 | | | ESG risk (-1% to | o +1%) | | 0.00% | |
| Equity value at YE (25) | 203 | 25.1 | | (| Cost of equity | | | 10.00% | |
| Time adjustment | 9 | 1.1 | | F | Risk-free rate | | | 4.00% | |
| Dividend | 0 | 0.0 | | (| Credit spread | | | 1.56% | |
| Current equity value | 212 | 26.3 | | (| Cost of debt (Rf | + credit sprea | d) | 5.56% | |
| | | | | - | Taxes | | | 24.00% | |
| | | | | , | After-tax cost of | debt | | 4.23% | |
| | | | | ı | Equity weight | | | 100.00% | |
| | | | | , | WACC | | | 10.00% | |
| 0 000 | | | | | | | | | |

Source: DNB Carnegie (estimates) & company

At the DCF high end, we assume the mid-point of its EBIT margin target of 15–20% in 2028e, which we convert to an EBITDA margin of 23%, with rest of the assumptions intact.

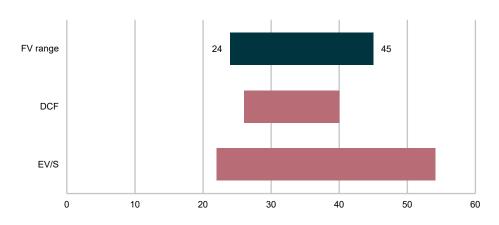
| | | | | | Average | year | | Terminal |
|-------------------------------|-------|-----------|--------|--------|------------------|----------------|--------|----------|
| DCF assumptions - Summary | 2025e | 2026e | 2027e | 4-5 | 6-10 | 11-15 | 16-20 | period |
| Total sales growth | 28.8% | 15.6% | 16.1% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% |
| EBITDA margin | 18.7% | 17.3% | 16.7% | 23.0% | 23.0% | 23.0% | 23.0% | 23.0% |
| Depreciation % of sales | -4.9% | -4.1% | -3.5% | -5.0% | -5.0% | -5.0% | -5.0% | -5.0% |
| EBITA margin | 13.8% | 13.2% | 13.2% | 18.0% | 18.0% | 18.0% | 18.0% | 18.0% |
| Amortisations % of sales | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| EBIT margin | 13.8% | 13.2% | 13.2% | 18.0% | 18.0% | 18.0% | 18.0% | 18.0% |
| Capex % of sales | -9.0% | -6.8% | -5.8% | -5.0% | -5.0% | -5.0% | -5.0% | -5.0% |
| Paid tax rate | -5.1% | -20.7% | -24.4% | -24.4% | -24.4% | -24.4% | -24.4% | -24.4% |
| NWC to sales | 32.1% | 29.4% | 28.9% | 28.9% | 28.9% | 28.9% | 28.9% | 28.9% |
| Sales | 148 | 171 | 199 | 208 | 231 | 268 | 310 | 339 |
| EBITDA | 28 | 30 | 33 | 48 | 53 | 62 | 71 | 78 |
| Capex | -13 | -12 | -12 | -10 | -12 | -13 | -16 | -17 |
| Taxes | 0 | -8 | -12 | -9 | -10 | -12 | -14 | 15 |
| Other | -3 | -3 | -7 | -2 | -2 | -2 | -3 | 541 |
| Free cash flow | 11 | 7 | 3 | 27 | 29 | 34 | 40 | 617 |
| Discounted FCF | 11 | 6 | 2 | 18 | 14 | 10 | 8 | 96 |
| Share of total discounted FCF | 3% | 2% | 1% | 12% | 23% | 17% | 12% | 31% |
| Valuation | SEKm | Per share | | w | ACC assump | tions | | |
| EV (discounted FCF) | 314 | 38.9 | | | sk-free rate | | | 4.00% |
| - Net debt (2024) | -6 | -0.8 | | M | arket risk pren | nium | | 4.00% |
| + Associates | 0 | 0.0 | | Ad | djusted Beta | | | 100.00% |
| - Minority interest | Ö | 0.0 | | C | ountry risk pre | mium | | 0.00% |
| - Outstanding warrants | 0 | 0.0 | | Lie | quidity risk pre | mium | | 2.00% |
| Other debt adjustments | 0 | 0.0 | | E | SG risk (-1% to | o +1%) | | 0.00% |
| Equity value at YE (25) | 308 | 38.1 | | C | ost of equity | | | 10.00% |
| Time adjustment | 14 | 1.7 | | Ri | sk-free rate | | | 4.00% |
| Dividend | 0 | 0.0 | | Cı | redit spread | | | 1.56% |
| Current equity value | 322 | 39.8 | | C | ost of debt (Rf | + credit sprea | d) | 5.56% |
| | | | | Ta | axes | | | 24.00% |
| | | | | At | ter-tax cost of | debt | | 4.23% |
| | | | | E | quity weight | | | 100.00% |
| | | | | W | ACC | | | 10.00% |
| | | | | | | | | |

Source: DNB Carnegie (estimates) & company



Summary of valuation methods and fair value range

Waystream fair value range



Source: DNB Carnegie (estimates)

Risks

A small supplier relative to telecom operators

Waystream is changing its customer focus away from the city networks and smaller construction companies to telecom operators. While this shift is positive for growth prospects, the balance of power is shifting towards the buying side of the bargain, which could hurt gross margins or increase operating costs for aftermarket and support without being able to pass on the costs to the customers.

All communication goes wireless

In a situation where all broadband access is moving away from fixed fibre and towards wireless transmission, Waystream's product range could lose market share towards suppliers of wireless equipment.

The ban on Chinese suppliers is lifted

Waystream has benefitted from the EU's ban on some Chinese suppliers of access switches. If this is lifted, some competitors could re-enter the market, potentially generating price erosion. However, the Chinese suppliers' market presence in Europe is diminishing in line with the decline in their business, and this risk is gradually declining.

Narrow product offering

Waystream has a narrow product offering, access switches and optical accessories, making it vulnerable if demand deteriorates in this product niche.



| Interim figures | | | | | | | | | | | | |
|-----------------|-------|------|--------|--------|-------|------|------|-------|--------|-------|-------|-------|
| | | | | | | | | | | | | |
| | 2024 | | | | 2025 | | | | | | | |
| SEKm | Q1 | Q2 | Q3 | Q4 | Q1 | Q2e | Q3e | Q4e | 2024 | 2025e | 2026e | 2027e |
| Sales | 36 | 33 | 25 | 21 | 38 | 34 | 34 | 43 | 115 | 148 | 171 | 199 |
| Growth | 16% | 35% | -5% | 16% | 6% | 2% | 34% | 102% | 15% | 29% | 16% | 16% |
| Adj EBIT | -2 | 2 | -3 | -9 | 5 | 2 | 2 | 11 | -12 | 20 | 23 | 26 |
| Adj EBIT margin | -5.4% | 5.3% | -10.7% | -44.4% | 14.3% | 6.0% | 6.0% | 24.9% | -10.6% | 13.8% | 13.2% | 13.2% |
| EO | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EBIT | -2 | 2 | -3 | -9 | 5 | 2 | 2 | 11 | -12 | 20 | 23 | 26 |
| EBIT margin | -5.4% | 5.3% | -10.7% | -44.4% | 14.3% | 6.0% | 6.0% | 24.9% | -11% | 14% | 13% | 13% |
| Net financials | 0 | 0 | 0 | -1 | 0 | 0 | 0 | 0 | -2 | -1 | -1 | 0 |
| Pre-tax Profit | -2 | 1 | -3 | -10 | 5 | 2 | 2 | 10 | -14 | 19 | 22 | 26 |
| Tax | 0 | 0 | 1 | 2 | 0 | 0 | 0 | -1 | 2 | -1 | -5 | -6 |
| Tax rate | 22% | 22% | 21% | 15% | 0% | 0% | 0% | 10% | 16% | 5% | 21% | 24% |
| Net profit | -2 | 1 | -2 | -9 | 5 | 2 | 2 | 9 | -12 | 18 | 17 | 20 |
| EPS (SEK) | -0.2 | 0.1 | -0.3 | -1.1 | 0.6 | 0.2 | 0.2 | 1.2 | -1.5 | 2.3 | 2.1 | 2.5 |
| EPS Adj (SEK) | -0.2 | 0.1 | -0.3 | -1.1 | 0.6 | 0.2 | 0.2 | 1.2 | -1.5 | 2.3 | 2.1 | 2.5 |

Source: DNB Carnegie (estimates) & company



| Profit & loss (SEKm) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025e | 2026e | 2027e |
|--|-----------------|-----------------|------------------|------------------------------|-----------------|------------------|-----------------|----------------|----------------|-------------------|
| | | | | | | | | | | |
| Sales COGS | 70 -35 | 66 -29 | 86 -35 | 92 -34 | 140 -62 | 100 -48 | 115 -73 | 148 -72 | 171 -82 | 199 -96 |
| Gross profit | 35 | 36 | -55 51 | -5 4 57 | -02 78 | -40 52 | 43 | -72 77 | 89 | 103 |
| Other income & costs | -56 | -22 | -30 | -32 | -46 | -51 | -48 | -49 | -60 | -70 |
| Share in ass. operations and JV | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (|
| EBITDA | -22 | 14 | 21 | 25 | 33 | 1 | -6 | 28 | 30 | 33 |
| Depreciation PPE | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (|
| Depreciation lease assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (|
| Amortisation development costs | -9 | -4 | -6 | -6 | -7 | -6 | -6 | -7 | -7 | -7 |
| Amortisation other intangibles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (|
| Impairments / writedowns | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (|
| EBITA | -31 | 10 | 16 | 19 | 26 | -5 | -12 | 20 | 23 | 26 |
| Amortization acquisition related | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (|
| Impairment acquisition related | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (|
| EBIT | -31 | 10 | 16 | 19 | 26 | -5 | -12 | 20 | 23 | 26 |
| Share in ass. operations and JV | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | C |
| Net financial items | 0 0 | -1 -1 | 0 | 0 0 | 0 | 0 0 | -2 -2 | -1 | -1 -1 | (|
| of which interest income/expenses of which interest on lease liabilities | 0 | 0 | 0 0 | 0 | 0 | 0 | -2 0 | -1 0 | 0 | (|
| of which other items | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (|
| Pre-tax profit | -31 | 9 | 16 | 19 | 26 | -6 | -14 | 19 | 22 | 26 |
| Taxes | 6 | -2 | -3 | -4 | -6 | 1 | 2 | -1 | -5 | -6 |
| Post-tax minorities interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (|
| Discontinued operations | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | Ċ |
| Net profit | -25 | 7 | 12 | 15 | 21 | -5 | -12 | 18 | 17 | 20 |
| · | -22 | 14 | 21 | 25 | 33 | 1 | -6 | 28 | 30 | |
| Adjusted EBITDA Adjusted EBITA | -22 -31 | 10 | 16 | 19 | 33 26 | -5 | -0 -12 | 20 | 23 | 33 26 |
| Adjusted EBIT Adjusted EBIT | -31 | 10 | 16 | 19 | 26 | -5 -5 | -12 -12 | 20 | 23 | 26 |
| Adjusted LBH Adjusted net profit | -25 | 7 | 12 | 15 | 21 | -5 -5 | -12 | 18 | 17 | 20 |
| | | | | | | | | | | |
| Sales growth Y/Y EBITDA growth Y/Y | -12.8% -chg | -6.2% | 31.5% 51.2% | 6.1% 16.2% | 53.2% 31.7% | -28.5% -95.8% | 14.8% | 28.8% | 15.6% 7.0% | 16.1% 12.4% |
| EBITA growth Y/Y | -chg | +chg +chg | 57.9% | 20.7% | 38.8% | -95.6 % -chg | -chg -chg | +chg +chg | 10.6% | 16.2% |
| EBIT growth Y/Y | -chg | +chg | 57.9% | 20.7% | 38.8% | -chg | -chg | +chg | 10.6% | 16.2% |
| = | • | - | | | | _ | _ | • | | |
| EBITDA margin | -30.9% | 21.6% | 24.8% | 27.2% | 23.4% | 1.4% | -5.0% | 18.7% | 17.3% | 16.7% |
| EBITA margin | nm | 15.1% | 18.1% | 20.6% | 18.7% | nm 5 40/ | nm | 13.8% | 13.2% | 13.2% |
| EBIT margin | -44.0% 20.3% | 15.1% 23.1% | 18.1% 21.9% | 20.6% 21.7% | 18.7% 21.5% | -5.1% 12.8% | -10.6% 16.4% | 13.8% 5.1% | 13.2% 20.7% | 13.2% 24.1% |
| Tax rate | | | | | | 12.8% | | | | |
| Cash flow (SEKm) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025e | 2026e | 2027e |
| EBITDA | -22 | 14 | 21 | 25 | 33 | 1 | -6 | 28 | 30 | 33 |
| Paid taxes | 0 | 0 | 0 | -1 | 0 | -3 | -3 | 0 | -8 | -12 |
| Change in NWC | 5 | -2 | -10 | 2 | -23 | -18 | 24 | -3 | -3 | -7 |
| Interests paid | 0 | -1 | 0 | 0 | 0 | 0 | -2 | -1 | -1 | C |
| Non cash adjustments | 21 | 0 | 0 | 1 | 1 | 2 | 2 | 0 | 0 | C |
| Discontinued operations | 0 4 | 0 | 0 | 0 27 | 0 | 0 | 0 45 | 0 24 | 0 | 14 |
| Total operating activities | | 12 | 12 | | 10 | -18 | 15 | | 18 | 14 |
| Capex tangible assets | 0 | 0 | 0 | -1 | 0 | 0 | 0 | 0 | 0 | 0 |
| Capitalised development costs | -5 | -9 -9 | -4 | -8 | -9 -9 | -11 | -11 | -13 | -12 | -12 -12 |
| Total investing activities | -5 | | -4 | -9 | | -11 | -11 | -13 | -12 | |
| Share issues & buybacks | 0 | 3 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | (|
| Change in bank debt | 0 | -2 | -5 | 0 | 0 | 11 | -2 | 0 | 0 | C |
| Total financing activities | 0 | 1 | -5 | 1 | 0 | 5 | -2 | 0 | -3 | -6 |
| Operating cash flow | 4 | 12 | 12 | 27 | 10 | -18 | 15 | 24 | 18 | 14 |
| Free cash flow | -1 | 3 | 8 | 18 | 1 | -29 | 4 | 10 | 6 | 3 |
| Net cash flow | -1 | 4 | 2 | 18 | 1 | -24 | 2 | 10 | 3 | -3 |
| Change in net IB debt | -1 | 6 | 8 | 18 | 1 | -35 | 4 | 10 | 3 | -3 |
| Capex / Sales | 0.2% | 0.0% | 0.2% | 1.4% | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| NWC / Sales | 2.9% | 1.1% | 7.9% | 10.7% | 12.4% | 46.5% | 48.1% | 31.2% | 28.6% | 27.1% |

Source: DNB Carnegie (estimates) & company data



| Financial statements, cont. | | | | | | | | | | |
|------------------------------------|---------|--------|--------|--------|--------|-------|--------|-------|-------|-------|
| Balance sheet (SEKm) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025e | 2026e | 2027e |
| Acquired intangible assets | 4 | 3 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | (|
| Capitalised development | 12 | 17 | 16 | 20 | 23 | 28 | 33 | 39 | 44 | 49 |
| Tangible assets | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | C |
| Lease assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Fixed assets | 23 | 26 | 21 | 24 | 25 | 29 | 36 | 42 | 47 | 51 |
| Inventories (2) | 6 | 4 | 9 | 7 | 21 | 60 | 48 | 37 | 43 | 50 |
| Receivables (2) | 7 | 16 | 15 | 17 | 36 | 13 | 16 | 30 | 34 | 40 |
| Prepaid exp. & other NWC items (2) | 2 | 1 | 2 | 4 | 18 | 24 | 7 | 7 | 7 | 7 |
| Cash & cash equivalents (1) | 2 | 6 | 8 | 26 | 27 | 3 | 5 | 16 | 19 | 15 |
| Current assets | 17 | 28 | 34 | 55 | 102 | 100 | 77 | 90 | 103 | 112 |
| Total assets | 41 | 54 | 55 | 78 | 127 | 129 | 113 | 132 | 150 | 164 |
| Shareholders' equity | 16 | 26 | 39 | 54 | 75 | 67 | 57 | 75 | 89 | 104 |
| Total equity | 16 | 26 | 39 | 54 | 75 | 67 | 57 | 75 | 89 | 104 |
| LT IB debt (1) | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| LT liabilities | 1 | 0 | 0 | 1 | 2 | 15 | 18 | 19 | 15 | 9 |
| ST IB debt (1) | 8 | 7 | 2 | 2 | 2 | 13 | 11 | 11 | 11 | 11 |
| Payables (2) | 6 | 11 | 7 | 8 | 28 | 18 | 15 | 17 | 22 | 26 |
| Accrued exp. & other NWC items (2) | 10 | 10 | 7 | 14 | 20 | 13 | 12 | 9 | 12 | 14 |
| Current liabilities | 23 | 27 | 16 | 23 | 50 | 47 | 39 | 38 | 45 | 51 |
| Total equity and liabilities | 41 | 54 | 55 | 78 | 127 | 129 | 113 | 132 | 150 | 164 |
| Net IB debt (=1) | 7 | 1 | -6 | -24 | -25 | 10 | 6 | -4 | -8 | -4 |
| Net working capital (NWC) (=2) | 0 | 2 | 12 | 8 | 27 | 66 | 45 | 48 | 50 | 58 |
| Capital employed (CE) | 17 | 28 | 38 | 55 | 77 | 79 | 68 | 87 | 101 | 115 |
| Capital invested (CI) | 4 | 5 | 14 | 10 | 28 | 67 | 45 | 48 | 51 | 58 |
| Net IB debt / EBITDA | -0.3 | 0.1 | -0.3 | -1.0 | -0.8 | 7.2 | -1.1 | -0.2 | -0.3 | -0.1 |
| Per share data (SEK) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025e | 2026e | 2027e |
| Adj. no. of shares in issue YE (m) | 6.81 | 7.80 | 8.07 | 8.07 | 8.07 | 8.07 | 8.07 | 8.07 | 8.07 | 8.07 |
| Diluted no. of Shares YE (m) | 6.81 | 7.80 | 8.07 | 8.07 | 8.07 | 8.07 | 8.07 | 8.07 | 8.07 | 8.07 |
| EPS | -3.64 | 0.99 | 1.53 | 1.83 | 2.55 | -0.60 | -1.46 | 2.28 | 2.14 | 2.49 |
| EPS adj. | -3.64 | 0.99 | 1.53 | 1.83 | 2.55 | -0.60 | -1.46 | 2.28 | 2.14 | 2.49 |
| CEPS | -2.29 | 1.57 | 2.26 | 2.58 | 3.37 | 0.21 | -0.66 | 3.18 | 3.01 | 3.36 |
| DPS | 0.00 | 0.00 | 0.00 | 0.00 | 0.75 | 0.00 | 0.00 | 0.40 | 0.75 | 0.85 |
| BVPS | 2.40 | 3.36 | 4.80 | 6.74 | 9.34 | 8.25 | 7.06 | 9.35 | 11.1 | 12.8 |
| Performance measures | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025e | 2026e | 2027e |
| ROE | -86.1% | 34.0% | 37.4% | 31.7% | 31.7% | -6.8% | -19.1% | 27.8% | 21.0% | 20.8% |
| Adj. ROCE pre-tax | -93.9% | 43.8% | 47.6% | 40.8% | 39.9% | -6.5% | -16.6% | 26.4% | 24.1% | 24.4% |
| Adj. ROIC after-tax | -368.6% | 177.2% | 130.2% | 124.7% | 108.3% | -9.3% | -18.2% | 41.6% | 36.3% | 36.8% |
| Valuation | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025e | 2026e | 2027e |
| FCF yield | -0.5% | 1.0% | 2.5% | 5.7% | 0.3% | -9.4% | 1.3% | 3.4% | 2.1% | 0.9% |
| Dividend yield YE | 0.0% | 0.0% | 0.0% | 0.0% | 1.1% | 0.0% | 0.0% | 1.0% | 2.0% | 2.2% |
| Dividend payout ratio | 0.0% | 0.0% | 0.0% | 0.0% | 29.4% | 0.0% | 0.0% | 17.5% | 35.0% | 34.1% |
| Dividend + buy backs yield YE | 0.0% | 0.0% | 0.0% | 0.0% | 1.1% | 0.0% | 0.0% | 1.0% | 2.0% | 2.2% |
| EV/Sales YE | 0.40 | 0.52 | 1.62 | 1.86 | 3.67 | 2.30 | 1.22 | 2.06 | 1.76 | 1.54 |
| EV/EBITDA YE | neg. | 2.4 | 6.5 | 6.8 | 15.7 | >50 | neg. | 11.0 | 10.2 | 9.2 |
| EV/EBITA YE | neg. | 3.5 | 9.0 | 9.0 | 19.7 | neg. | neg. | 15.0 | 13.4 | 11.6 |
| EV/EBITA adj. YE | neg. | 3.5 | 9.0 | 9.0 | 19.7 | neg. | neg. | 15.0 | 13.4 | 11.6 |
| EV/EBIT YE | neg. | 3.5 | 9.0 | 9.0 | 19.7 | neg. | neg. | 15.0 | 13.4 | 11.6 |
| P/E YE | nm | 4.3 | 11.8 | 13.2 | 26.3 | nm | nm | 16.8 | 17.9 | 15.4 |
| P/E adj. YE | nm | 4.3 | 11.8 | 13.2 | 26.3 | nm | nm | 16.8 | 17.9 | 15.4 |
| | | | | | | | | | | |
| P/BV YE | 1.28 | 1.26 | 3.77 | 3.58 | 7.17 | 3.31 | 2.36 | 4.11 | 3.46 | 2.99 |

Source: DNB Carnegie (estimates) & company data



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