



NEWS FLASH

Consumer Discretionary & Staples

Fair value: SEK22.0–31.0

Share price: SEK9.0

Gentoo Media

Guidance lower than estimates – Q2 first take

Research analysts:

Rikard Engberg

DNB Carnegie Investment Bank AB

Gentoo Media reported Q2 sales and adj. EBITDA below our estimates. The 2025 guidance provided was weaker than expected, but suggests that a low point has been reached in terms of both revenue and EBITDA. The free cash flow from operations guidance indicates a high free cash flow yield, supportive of our long-term equity story.

Reported numbers in line with our estimates. Q2 sales were EUR24.4m, corresponding to declines of 19.2% Y/Y and 1.6% Q/Q, and 12.2% below our estimate. Adj. EBITDA was EUR7.5m, corresponding to a margin of 30.7% and EUR1.3m below our estimate. Customer deposits in the quarter were EUR195m, up 1.6% Y/Y, supportive of a stronger H2 2025e.

New 2025 guidance below estimates. The guidance provided for the full year is for revenue of EUR100m–105m and adj. EBITDA of EUR40m–43m. The adj. EBITDA guidance is 11.7% lower than our estimate. The company also provided guidance on free cash flow from operations of EUR27m–30m.

Strong operating cash flow guidance supports the equity story. While the reported figures and provided guidance were below our estimates, we argue that the outlook for free cash flow from operations reinforces our equity thesis. Furthermore, we are confident that H1 2025 represents the trough in sales and, given the cost base restructuring completed in H1, also marks the low point in EBITDA.

Negative share price reaction expected. Despite the shares' poor performance in recent months, we expect a negative share price reaction following the report.

Upcoming events

Q3 Report	11 Nov 2025
Q4 Report	18 Feb 2026

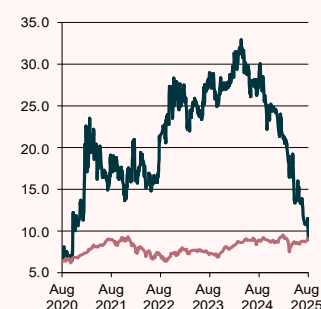
Key facts

No. shares (m)	134.7
Market cap. (USDm)	127
Market cap. (SEKm)	1,210
Net IB Debt. (SEKm)	1,134
Adjustments (SEKm)	0
EV (2025e) (SEKm)	2,343
Free float	0.0%
Avg. daily vol. ('000)	81
BBG	G2MNO NO
Fiscal year end	December
Share price as of (CET)	26 Aug 2025 09:02

Key figures (EUR)

	2024	2025e	2026e	2027e
Sales (m)	123	119	131	139
EBITDA (m)	55	48	54	58
EBIT (m)	37	35	43	47
EPS	-0.42	0.11	0.17	0.20
EPS adj.	0.31	0.19	0.23	0.26
DPS	0.00	0.00	0.00	0.00
Sales growth Y/Y	39%	-3%	10%	6%
EPS adj. growth Y/Y	119%	-37%	20%	12%
EBIT margin	30.4%	29.5%	32.8%	33.8%
P/E adj.	2.6	4.1	3.4	3.1
EV/EBIT	10.1	6.0	4.3	3.4
EV/EBITA	8.3	4.7	3.6	2.9
EV/EBITDA	6.8	4.4	3.5	2.7
P/BV	neg.	24.1	3.9	2.0
Dividend yield	0.0%	0.0%	0.0%	0.0%
FCF yield	-14.4%	1.6%	7.1%	14.4%
Equity/Total Assets	-5.7%	3.1%	13.8%	23.3%
ROCE	30.0%	43.5%	43.2%	37.6%
ROE adj.	100.6%	-817.5%	196.7%	86.0%
Net IB debt/EBITDA	1.6	2.1	1.5	0.9

Share price – 5-year



— Gentoo Media
— OMX Stockholm_PI (Se) (Rebased)

High/Low (12M) SEK30.1/9

Perf.	3M	6M	12M	YTD
Abs.	-35.58	-57.84	-67.80	-63.57
Rel.	-39.30	-53.22	-69.93	-69.96

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

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Deviation table

Gentoo Media EUR(m)	2024				Q2 2025e				Full year estimates		
	2Q24	3Q24	4Q24	Q125	Actual	DCAR	Dev (%)	Dev (Abs.)	2025e	2026e	2027e
Sales	30	30	36	25	24	28	-12%	-3	119	131	139
COGS	-0.036	0	0	0	0	0	n.m.	0	-1	-2	-2
Gross Profit	30	30	36	25	24	28	-12%	-3	117	129	137
Marketing	-8	-7	-10	-7	-8	-7	25%	-2	-30	-28	-28
Other OPEX	-7	-9	-12	-11	-8	-12	-31%	4	-40	-47	-51
EBITDA	15	14	13	7	6	9	-35%	-3	48	54	58
Adj EBITDA					7	9	-15%	-1			
D&A	-7	-4	-4	-5	-5	-3	98%	-3	-13	-11	-11
EBIT	8	10	10	3	0	6	-93%	-6	35	43	47
Finacials	-3	-4	-5	-5	-2	-4	-31%	1	-16	-14	-14
EBT	5	6	5	-3	-2	3	-178%	-5	19	29	33
Tax	-1	-1	2	0	1	0	-439%	1	-2	-6	-6
Net Income	4	5	7	-3	-1	2	-142%	-3	17	23	27
Revenue Growth Y/Y	39.2%	39.6%	37.7%	-11.3%	-19.4%	-8.2%	136%	0	-3.3%	10.3%	6.5%
EBITDA margin	48.8%	46.1%	37.5%	29.6%	23.4%	31.7%	-26%	0	40.1%	41.0%	41.5%
Segments											
Paid Revenue	8	6	8	5	4.7	5	-5%	0	22	24	25
Publishing Rev.	23	24	28	20	20	23	-14%	-3	97	107	115
Paid Growth Y/Y	20.4%	8.4%	13.4%	-19.6%	-38.0%	-34.9%	9%	0	-20%	9.3%	4.0%
Publishing Growth Y/Y	47.5%	44.0%	43.6%	-9.4%	-13.2%	0.7%	-2039%	0	0%	10.5%	7.0%
KPIs											
FTDs '000 (Paid)	54	42	52	42	84	46	82%	38	191	199	206
FTDs '000 (publishing)	68	70	61	53	53	52	1%	1	227	243	260

Source: DNB Carnegie (estimates) & company

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