



## RESULTS UPDATE

Healthcare

Fair value: SEK10.0–13.0

Share price: SEK8.4

# Arcoma

## US remains muted, easier comparisons in H2 – Q2 review

## Research analysts:

Hjalmar Jernström  
DNB Carnegie Investment Bank AB

**Q2 revenue was soft at -25% Y/Y, but cost control underpinned sustained positive net profit. The US market remains muted, as reflected in market data, while sales were slightly lower than expected. Management stated US sales had been hit by customer uncertainty on pricing, despite no change in underlying demand. We have lowered our fair value range to SEK10–13/share (SEK11–14).**

**Revenue decline in North America and Asia, but growth in Europe.** Q2 revenue was SEK31m, -25% Y/Y and 16% shy of our estimate, with North America -50%, Asia -79% and Europe +15% Y/Y. While this reflects the volatility of Arcoma's quarterly revenues owing to the timing of individual installations, the US figure was also impacted by caution among customers due to pricing uncertainty. Despite this, management has observed no sign of changes in underlying demand in North America, believing that the impact on the US market will be short-term. The gross margin was 39% despite the decline of margin-accretive US sales, and in our view likely reflects limited Asia sales in the quarter. EBIT was around zero, short of our SEK3m estimate, while cost control further helped to maintain a positive net profit.

**Revising revenue estimates; Q4 remains key for 2025e.** We reduce our 2025–27e revenue by 6% and our 2025–27e EBIT by 11–12%. Q4 is important for 2025 earnings, as we expect a back-end-loaded 2025, supported by easier comparisons in H2 given H2 2024 revenue having declined 21% Y/Y.

**US activity important for margins.** We reiterate our view that US activity is important for the short- and long-term margin, as well as the growth profile for the group.

**Valuation.** Arcoma stock is trading at an 11x P/E for 2025e and 10x for 2027e. We have a fair value range of SEK10–13/share (previously SEK11–14).

| Changes in this report  |      |      |                   | Key figures (SEK)   |       |       |       |       | Share price – 5-year                                                                                                                                                        |  |
|-------------------------|------|------|-------------------|---------------------|-------|-------|-------|-------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
|                         | From | To   | Chg               |                     | 2024  | 2025e | 2026e | 2027e |                                                                                                                                                                             |  |
| EPS adj. 2025e          | 0.73 | 0.65 | -11%              | Sales (m)           | 157   | 145   | 154   | 162   |                                                                                                                                                                             |  |
| EPS adj. 2026e          | 0.84 | 0.74 | -12%              | EBITDA (m)          | 22    | 19    | 21    | 23    |                                                                                                                                                                             |  |
| EPS adj. 2027e          | 0.98 | 0.87 | -11%              | EBIT (m)            | 14    | 12    | 14    | 16    |                                                                                                                                                                             |  |
| Upcoming events         |      |      |                   | EPS                 | 0.81  | 0.65  | 0.74  | 0.87  |                                                                                                                                                                             |  |
|                         |      |      |                   | EPS adj.            | 0.86  | 0.65  | 0.74  | 0.87  |                                                                                                                                                                             |  |
|                         |      |      |                   | DPS                 | 0.00  | 0.00  | 0.00  | 0.00  |                                                                                                                                                                             |  |
|                         |      |      |                   | Sales growth Y/Y    | -4%   | -8%   | 7%    | 5%    |                                                                                                                                                                             |  |
|                         |      |      |                   | EPS adj. growth Y/Y | 189%  | -25%  | 14%   | 18%   |                                                                                                                                                                             |  |
|                         |      |      |                   | EBIT margin         | 8.7%  | 8.2%  | 8.8%  | 9.8%  |                                                                                                                                                                             |  |
|                         |      |      |                   | P/E adj.            | 9.8   | 13.0  | 11.4  | 9.6   |                                                                                                                                                                             |  |
| Key facts               |      |      |                   | EV/EBIT             | 10.3  | 7.5   | 5.5   | 3.8   | <b>High/Low (12M)</b> <b>SEK15.7/8.3</b><br><br>Perf.      3M    6M    12M    YTD<br>Abs.    -14.95   -15.80   -43.11   -21.67<br>Rel.    -17.45   -11.27   -44.86   -25.59 |  |
| No. shares (m)          |      |      | 14.3              | EV/EBITDA           | 10.3  | 7.5   | 5.5   | 3.8   |                                                                                                                                                                             |  |
| Market cap. (USDm)      |      |      | 13                | P/BV                | 6.5   | 4.6   | 3.5   | 2.6   |                                                                                                                                                                             |  |
| Market cap. (SEKm)      |      |      | 120               | Dividend yield      | 2.0   | 1.5   | 1.4   | 1.2   |                                                                                                                                                                             |  |
| Net IB Debt. (SEKm)     |      |      | -31               | FCF yield           | 10.0% | 6.7%  | 12.5% | 11.4% |                                                                                                                                                                             |  |
| Adjustments (SEKm)      |      |      | 0                 | Equity/Total Assets | 73.7% | 80.1% | 80.0% | 82.9% |                                                                                                                                                                             |  |
| EV (2025e) (SEKm)       |      |      | 89                | ROCE                | 27.4% | 18.1% | 16.8% | 17.3% |                                                                                                                                                                             |  |
| Free float              |      |      | 53.2%             | ROE adj.            | 21.9% | 13.4% | 12.6% | 13.1% |                                                                                                                                                                             |  |
| Avg. daily vol. ('000)  |      |      | 24                | Net IB debt/EBITDA  | -0.6  | -1.6  | -2.2  | -2.6  |                                                                                                                                                                             |  |
| BBG                     |      |      | ARCOMA SS         |                     |       |       |       |       |                                                                                                                                                                             |  |
| Fiscal year end         |      |      | December          |                     |       |       |       |       |                                                                                                                                                                             |  |
| Share price as of (CET) |      |      | 21 Aug 2025 17:14 |                     |       |       |       |       |                                                                                                                                                                             |  |

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

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## Equity story

### Near term: within 12M

Short-term, Arcoma's margin profile is highly dependent on the market mix, with the North America region having a margin-accretive impact on the group's profitability. Consequently, growth in the North America region is likely to be the key driver of margins in the near-term. US partner Canon Medical Systems US has invested in North American expansion, supporting the foundation for continued growth for Arcoma in the region, although the H1 2025 decline in North America causes us to be a bit more cautious on the short-term prospects for the region.

### Long-term outlook: 5Y+

Since 2023, Arcoma has taken measures to improve the group's operations and financials to be leaner and more efficient with a stronger balance sheet. During this period Arcoma has reduced its operating expenses, reduced the interest-bearing debt, and improved sourcing and manufacturing, creating a more scalable business. We argue that Arcoma is currently positioned to capture the market growth, and the scalable platform enables the company to grow with solid profitability long-term, with the potential for acquisitions to add additional revenue growth.

### Key risks:

- Sales and results are historically volatile between quarters, presenting a risk relating to hard-to-interpret results for individual quarters, as well as working capital tie up and pressure on reported margins.
- Arcoma is reliant on global suppliers, availability of components as well as the price of components and materials.
- Arcoma has distribution, reseller and supplier agreements globally, supporting Arcoma with sales, services and sourcing. Termination of any agreement could present a risk to Arcoma's sales or manufacturing.

## Company description

Arcoma develops, produces, and provides complete digital radiography and radiology solutions worldwide. The company provides premium-range x-ray systems to the global market, with sales in Europe, North America and Asia.

### Key industry drivers

- New hospital construction
- Spending levels in healthcare sector

### Industry outlook

- Healthcare industry PMI new orders Europe index below 50 in July 2025, indicating contraction m/m
- Healthcare industry PMI output US index below 50, in July 2025, indicating contraction m/m

### Largest shareholders, capital

|                             |       |
|-----------------------------|-------|
| Linc AB                     | 28.8% |
| Lars Kvarnhem               | 10.3% |
| Eiffel Investment Group SAS | 7.9%  |

### Cyclicality

Cyclicality: Yes  
Late

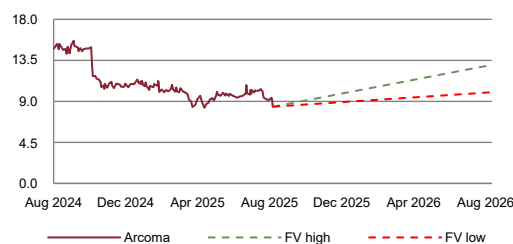
### Key peers

Fujifilm Holdings, Canon, Varex Imaging, Siemens Healthineers, Vieworks

## Valuation and methodology

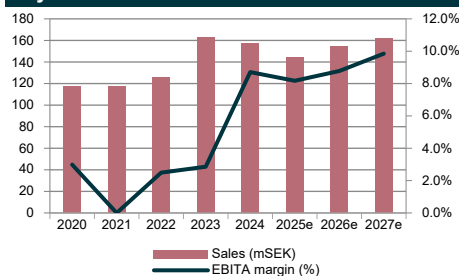
We value Arcoma against a group of peers in the global x-ray industry. While the peers are substantially larger, they are affected by similar market factors and have similar long-term margin prospects as Arcoma, in our view. Our fair value range of SEK10–13/share is based on two 2025e EV/EBIT multiples. The lower end of our fair value range is based on a 2025e EV/EBIT of 10x, a discount of 20% to the median peer group multiple. The upper end of our fair value range is based on a 2025e EV/EBIT of 13x, in line with median peer group.

### Fair value range 12M

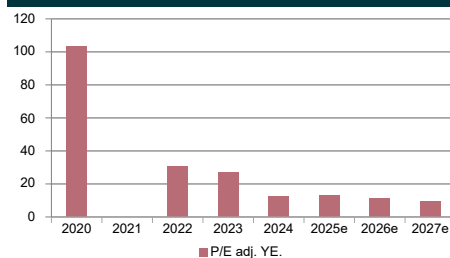


The lower range of our fair value range is calculated with a 2025e EV/EBIT of 10x, a discount of 20% to the median peer group multiple. The upper range of our fair value range is based on a 2025e EV/EBIT of 13x, in line with median peer group multiples.

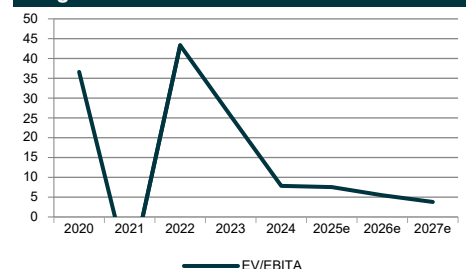
### Key metrics



### P/E 12-months forward



### Long-term valuation trend

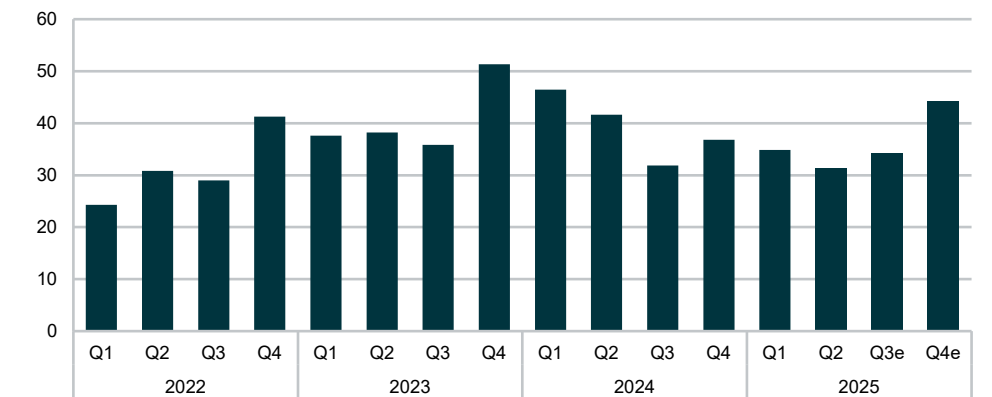


Source: DNB Carnegie (estimates) & company data

## Key charts

### Sales

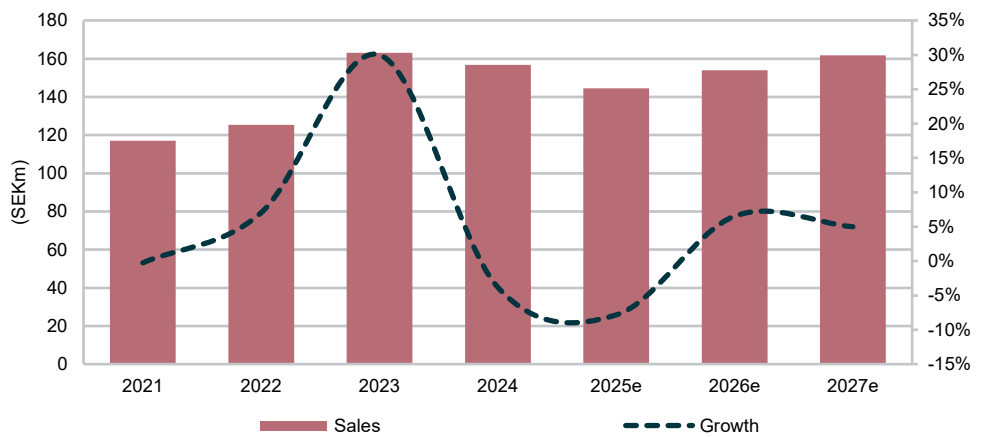
We expect an 8% revenue decline Y/Y in 2025, supported by back-end-loaded revenue in line with the historical pattern. We expect North America revenue to decline in Y/Y 2025, but Europe to support growth for the group



Source: Arcoma, DNB Carnegie (estimates)

### Sales

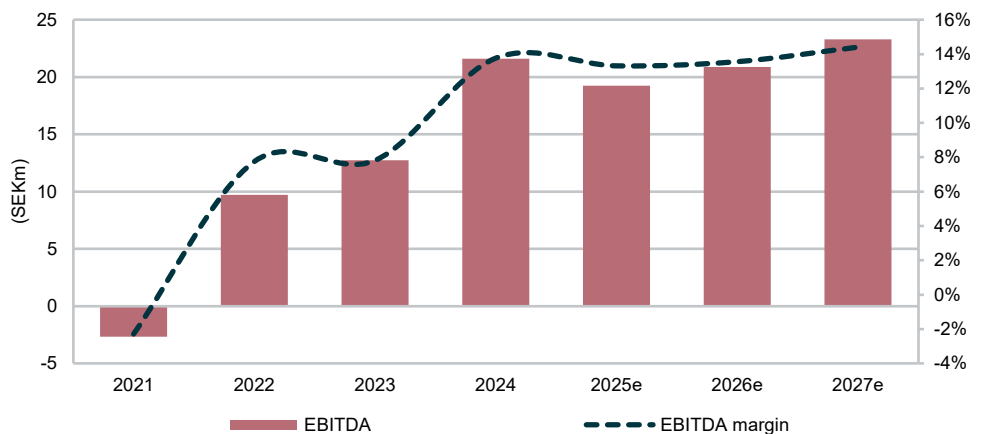
We expect Arcoma to return to growth in 2026, supported by a return in key markets, along with our expectations of an 8% revenue decline Y/Y in 2025, resulting in favourable comparisons for 2026 revenue



Source: Arcoma, DNB Carnegie

### EBITDA

We expect EBITDA to decline by 11% Y/Y in 2025, mainly a result of the geographical mix putting pressure on the gross margin along with lower revenue. We estimate only slight growth in total opex Y/Y in 2025. We project a slight margin expansion in 2026 and 2027, a result of the full impact of the cost saving measures, a more favourable anticipated product mix, and an increasing share of service revenue



Source: Arcoma, DNB Carnegie

## Valuation

We value Arcoma against a group of peers in the global X-ray industry. Although the peers are substantially larger, they are affected by similar market factors and have similar long-term margin prospects, in our view. Our fair value range of SEK10–13/share is based on two 2025e EV/EBIT multiples. The lower end of our fair value range is based on a 2025e EV/EBIT of 10x, a discount of 20% to the median peer group multiple. The upper end of our fair value range is based on a multiple of 13x, in line with peer group median multiples, and a discount of 7% to the average peer group 2025e EV/EBIT.

### Valuation

|                                              |     |
|----------------------------------------------|-----|
| Applied EV/EBIT(25e) upper range             | 13x |
| Applied EV/EBIT(25e) lower range             | 10x |
| Upper range multiple discount to peer median | 0%  |
| Lower range multiple discount to peer median | 20% |
| Interest bearing debt SEKm                   | 0   |
| Cash                                         | 15  |
| Total net debt                               | -15 |
| Shares                                       | 14  |
| Fair value upper range (SEK/share)           | 13  |
| Fair value lower range (SEK/share)           | 10  |

Source: Arcoma, DNB Carnegie

**Digital radiography: peer group multiples**

| Company               | Estimate | Mkt cap | EV / Sales |     |       | EV/EBIT |     |       | Price / Earnings |     |       |
|-----------------------|----------|---------|------------|-----|-------|---------|-----|-------|------------------|-----|-------|
|                       | source   |         | EUR        | LTM | 2025e | 2026e   | LTM | 2025e | 2026e            | LTM | 2025e |
| Peers                 |          |         |            |     |       |         |     |       |                  |     |       |
| FUJIFILM Holdings     | FS       | 22,825  | 1.6        | 1.5 | 1.5   | 14      | 15  | 13    | 17               | 16  | 15    |
| Teledyne Technologies | FS       | 19,084  | 4.7        | 4.6 | 4.3   | 26      | 24  | 22    | 30               | 25  | 23    |
| Vieworks              | FS       | 145     | 0.9        | 0.9 | 0.8   | 12      | 10  | 8     | 13               | 13  | 9     |
| Siemens Healthineers  | FS       | 53,333  | 2.9        | 2.9 | 2.7   | 18      | 17  | 17    | 25               | 20  | 19    |
| Canon                 | FS       | 36,165  | 1.0        | 1.0 | 1.0   | 10      | 10  | 10    | 24               | 13  | 12    |
| Shimadzu              | FS       | 6,687   | 1.7        | 1.7 | 1.6   | 12      | 13  | 12    | 20               | 20  | 18    |
| Varex Imaging         | FS       | 308     | 0.9        | 0.9 | 0.8   | 12      | -23 | 10    | -3               | 17  | 15    |
| Average               |          | 19,792  | 1.9        | 1.9 | 1.8   | 15      | 10  | 13    | 18               | 18  | 16    |
| Median                |          | 19,084  | 1.6        | 1.5 | 1.5   | 12      | 13  | 12    | 20               | 17  | 15    |

Source: Factset, DNB Carnegie

Price data updated on 21 August 2025 18:00 CET

**Digital radiography: peer group financials**

| Company               | Estimate | Mkt cap | Sales growth |     |       | EBIT growth |     |       | EBIT margin |     |       |
|-----------------------|----------|---------|--------------|-----|-------|-------------|-----|-------|-------------|-----|-------|
|                       | source   |         | EUR          | LTM | 2025e | 2026e       | LTM | 2025e | 2026e       | LTM | 2025e |
| Peers                 |          |         |              |     |       |             |     |       |             |     |       |
| FUJIFILM Holdings     | FS       | 22,825  | 5%           | 2%  | 5%    | 20%         | 1%  | 12%   | 11%         | 10% | 11%   |
| Teledyne Technologies | FS       | 19,084  | 6%           | 7%  | 5%    | 3%          | 15% | 12%   | 18%         | 19% | 20%   |
| Vieworks              | FS       | 145     | -2%          | 7%  | 7%    | -15%        | 1%  | 23%   | 8%          | 9%  | 11%   |
| Siemens Healthineers  | FS       | 53,333  | 6%           | 5%  | 4%    | 21%         | 10% | 5%    | 16%         | 16% | 17%   |
| Canon                 | FS       | 36,165  | 5%           | 2%  | 1%    | 16%         | 60% | 6%    | 10%         | 10% | 10%   |
| Shimadzu              | FS       | 6,687   | 4%           | 1%  | 3%    | 4%          | -6% | 10%   | 13%         | 12% | 13%   |
| Varex Imaging         | FS       | 308     | -1%          | 3%  | 3%    | -36%        | 75% | 7%    | 7%          | -4% | 9%    |
| Average               |          | 19,792  | 3%           | 4%  | 4%    | 2%          | 22% | 11%   | 12%         | 10% | 13%   |
| Median                |          | 19,084  | 5%           | 3%  | 4%    | 4%          | 10% | 10%   | 11%         | 10% | 11%   |

Source: Factset, DNB Carnegie

Price data updated on 21 August 2025 18:00 CET

## Estimate changes

We adjust our 2025–27e sales by -6% to reflect expectations of prolonged soft US market. With a large share of the cost base fixed, the leverage on additional sales can have an impact on the margin prospects. We lower our EPS by 11–12% for the period, reflecting some margin pressure from lower sales in the margin-accretive North American market.

|                           | 2025e |      |          | 2026e |      |         | 2027e |      |         |
|---------------------------|-------|------|----------|-------|------|---------|-------|------|---------|
| Arcoma - Estimate changes | Old   | New  | Chg      | Old   | New  | Chg     | Old   | New  | Chg     |
| Sales                     | 153   | 145  | -6%      | 163   | 154  | -6%     | 171   | 162  | -6%     |
| Growth                    | -2%   | -8%  | -552 bps | 7%    | 7%   | +1 bps  | 5%    | 5%   | +0 bps  |
| EBIT                      | 13    | 12   | -11%     | 15    | 14   | -12%    | 18    | 16   | -11%    |
| EBIT margin               | 9%    | 8%   | -51 bps  | 9%    | 9%   | -59 bps | 10%   | 10%  | -57 bps |
| EO                        | 0     | 0    | n.m      | 0     | 0    | n.m     | 0     | 0    | n.m     |
| Adj EBIT                  | 13    | 12   | -11%     | 15    | 14   | -12%    | 18    | 16   | -11%    |
| Adj EBIT margin           | 9%    | 8%   | -51 bps  | 9%    | 9%   | -59 bps | 10%   | 10%  | -57 bps |
| Pre-tax profit            | 13    | 12   | -11%     | 15    | 13   | -12%    | 18    | 16   | -11%    |
| Net profit                | 10    | 9    | -11%     | 12    | 11   | -12%    | 14    | 13   | -11%    |
| EPS                       | 0.73  | 0.65 | -11%     | 0.84  | 0.74 | -12%    | 0.98  | 0.87 | -11%    |
| EPS adj                   | 0.73  | 0.65 | -11%     | 0.84  | 0.74 | -12%    | 0.98  | 0.87 | -11%    |

Source: DNB Carnegie

### Digital radiography: peer group multiples

| Company               | Estimate | Mkt cap | EV / Sales |     |       | EV/EBIT |     |       | Price / Earnings |     |       |
|-----------------------|----------|---------|------------|-----|-------|---------|-----|-------|------------------|-----|-------|
|                       | source   |         | EUR        | LTM | 2025e | 2026e   | LTM | 2025e | 2026e            | LTM | 2025e |
| Peers                 |          |         |            |     |       |         |     |       |                  |     |       |
| FUJIFILM Holdings     | FS       | 22,825  | 1.6        | 1.5 | 1.5   | 14      | 15  | 13    | 17               | 16  | 15    |
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| Siemens Healthineers  | FS       | 53,333  | 2.9        | 2.9 | 2.7   | 18      | 17  | 17    | 25               | 20  | 19    |
| Canon                 | FS       | 36,165  | 1.0        | 1.0 | 1.0   | 10      | 10  | 10    | 24               | 13  | 12    |
| Shimadzu              | FS       | 6,687   | 1.7        | 1.7 | 1.6   | 12      | 13  | 12    | 20               | 20  | 18    |
| Varex Imaging         | FS       | 308     | 0.9        | 0.9 | 0.8   | 12      | -23 | 10    | -3               | 17  | 15    |
| Average               |          | 19,792  | 1.9        | 1.9 | 1.8   | 15      | 10  | 13    | 18               | 18  | 16    |
| Median                |          | 19,084  | 1.6        | 1.5 | 1.5   | 12      | 13  | 12    | 20               | 17  | 15    |

Source: Factset, DNB Carnegie

Price data updated on 21 August 2025 18:00 CET

### Digital radiography: peer group financials

| Company               | Estimate | Mkt cap | Sales growth |     |       | EBIT growth |     |       | EBIT margin |     |       |
|-----------------------|----------|---------|--------------|-----|-------|-------------|-----|-------|-------------|-----|-------|
|                       | source   |         | EUR          | LTM | 2025e | 2026e       | LTM | 2025e | 2026e       | LTM | 2025e |
| Peers                 |          |         |              |     |       |             |     |       |             |     |       |
| FUJIFILM Holdings     | FS       | 22,825  | 5%           | 2%  | 5%    | 20%         | 1%  | 12%   | 11%         | 10% | 11%   |
| Teledyne Technologies | FS       | 19,084  | 6%           | 7%  | 5%    | 3%          | 15% | 12%   | 18%         | 19% | 20%   |
| Vieworks              | FS       | 145     | -2%          | 7%  | 7%    | -15%        | 1%  | 23%   | 8%          | 9%  | 11%   |
| Siemens Healthineers  | FS       | 53,333  | 6%           | 5%  | 4%    | 21%         | 10% | 5%    | 16%         | 16% | 17%   |
| Canon                 | FS       | 36,165  | 5%           | 2%  | 1%    | 16%         | 60% | 6%    | 10%         | 10% | 10%   |
| Shimadzu              | FS       | 6,687   | 4%           | 1%  | 3%    | 4%          | -6% | 10%   | 13%         | 12% | 13%   |
| Varex Imaging         | FS       | 308     | -1%          | 3%  | 3%    | -36%        | 75% | 7%    | 7%          | -4% | 9%    |
| Average               |          | 19,792  | 3%           | 4%  | 4%    | 2%          | 22% | 11%   | 12%         | 10% | 13%   |
| Median                |          | 19,084  | 5%           | 3%  | 4%    | 4%          | 10% | 10%   | 11%         | 10% | 11%   |

Source: Factset, DNB Carnegie

Price data updated on 21 August 2025 18:00 CET

## Risks

### Market dependency

The global market for digital X-ray systems is dependent on the investment propensity in the healthcare sector. While healthcare has traditionally been relatively recession-resistant, factors such as unemployment, interest rates and inflation still impact the market. This presents a risk, as shifts in investment propensity may impact market demand.

### Volatile sales and results

Arcoma focuses on the premium segment of the digital X-ray systems market and is substantially smaller than the peer average. For this reason, individual installations or orders have the potential to impact revenue growth for a period. As such, sales and results are typically volatile between quarters, presenting a risk to aspects such as working capital tie-up and sales projections.

### Market competition

The market for digital X-ray systems has many competitors, in all Arcoma's geographical markets, and of varying size. Accelerating investments from competitors may create a more competitive environment in the market, presenting a risk to Arcoma's market position.

### Key business partners

Arcoma has distribution, reseller and supplier agreements globally, supporting Arcoma with sales, services and sourcing. Although Arcoma does not consider any single agreement to contribute to a substantial part of group sales, termination of any agreement could still present a risk to its sales or manufacturing.

### Supply chains and input prices

As a manufacturer of digital X-ray systems, Arcoma is reliant on global suppliers, availability of components as well as the price of components and material. Supply chain disruption, component availability and input price inflation present risks to Arcoma's ability to manufacture the X-ray systems.

## Financial statements

| Profit & loss (SEKm)                   | 2018     | 2019       | 2020       | 2021      | 2022      | 2023       | 2024      | 2025e     | 2026e     | 2027e     |
|----------------------------------------|----------|------------|------------|-----------|-----------|------------|-----------|-----------|-----------|-----------|
| Sales                                  | 0        | 134        | 117        | 117       | 125       | 163        | 157       | 145       | 154       | 162       |
| COGS                                   | 0        | -82        | -72        | -75       | -75       | -105       | -94       | -85       | -92       | -97       |
| <b>Gross profit</b>                    | <b>0</b> | <b>52</b>  | <b>45</b>  | <b>42</b> | <b>51</b> | <b>58</b>  | <b>63</b> | <b>59</b> | <b>62</b> | <b>65</b> |
| Other income & costs                   | 0        | -39        | -38        | -44       | -41       | -45        | -41       | -40       | -41       | -41       |
| Share in ass. operations and JV        | 0        | 0          | 0          | 0         | 0         | 0          | 0         | 0         | 0         | 0         |
| <b>EBITDA</b>                          | <b>0</b> | <b>13</b>  | <b>7</b>   | <b>-3</b> | <b>10</b> | <b>13</b>  | <b>22</b> | <b>19</b> | <b>21</b> | <b>23</b> |
| Depreciation PPE                       | 0        | 0          | 0          | 0         | 0         | 0          | 0         | 0         | 0         | 0         |
| Depreciation lease assets              | 0        | -2         | -2         | -5        | -5        | -7         | -7        | -7        | -7        | -7        |
| 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        | -1         | -1         | -1        | -1        | -1         | -1        | 0         | 0         | 0         |
| <b>EBITA</b>                           | <b>0</b> | <b>9</b>   | <b>4</b>   | <b>-9</b> | <b>3</b>  | <b>5</b>   | <b>14</b> | <b>12</b> | <b>14</b> | <b>16</b> |
| Amortization acquisition related       | 0        | 0          | 0          | 0         | 0         | 0          | 0         | 0         | 0         | 0         |
| Impairment acquisition related         | 0        | 0          | 0          | 0         | 0         | 0          | 0         | 0         | 0         | 0         |
| <b>EBIT</b>                            | <b>0</b> | <b>9</b>   | <b>4</b>   | <b>-9</b> | <b>3</b>  | <b>5</b>   | <b>14</b> | <b>12</b> | <b>14</b> | <b>16</b> |
| Share in ass. operations and JV        | 0        | na         | na         | na        | na        | na         | na        | na        | na        | na        |
| Net financial items                    | 0        | 0          | -2         | 0         | -1        | -2         | 0         | 0         | 0         | 0         |
| of which interest income/expenses      | 0        | 0          | -2         | 0         | -1        | -2         | 0         | 0         | 0         | 0         |
| 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>9</b>   | <b>2</b>   | <b>-9</b> | <b>2</b>  | <b>3</b>   | <b>14</b> | <b>12</b> | <b>13</b> | <b>16</b> |
| Taxes                                  | 0        | -2         | 0          | 1         | 0         | -1         | -3        | -2        | -3        | -3        |
| 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>7</b>   | <b>1</b>   | <b>-7</b> | <b>2</b>  | <b>3</b>   | <b>11</b> | <b>9</b>  | <b>11</b> | <b>13</b> |
| Adjusted EBITDA                        | 0        | 13         | 7          | -3        | 10        | 13         | 22        | 19        | 21        | 23        |
| Adjusted EBITA                         | 0        | 10         | 5          | -7        | 4         | 6          | 14        | 12        | 14        | 16        |
| Adjusted EBIT                          | 0        | 10         | 5          | -7        | 4         | 6          | 14        | 12        | 14        | 16        |
| Adjusted net profit                    | 0        | 8          | 3          | -6        | 3         | 4          | 12        | 9         | 11        | 13        |
| Sales growth Y/Y                       | na       | +chg       | -12.2%     | -0.2%     | 7.1%      | 30.0%      | -3.8%     | -7.8%     | 6.5%      | 5.0%      |
| EBITDA growth Y/Y                      | na       | +chg       | -48.0%     | -chg      | +chg      | 31.1%      | 69.4%     | -10.8%    | 8.5%      | 11.5%     |
| EBITA growth Y/Y                       | na       | +chg       | -61.4%     | -chg      | +chg      | 49.1%      | 193.0%    | -13.5%    | 14.4%     | 17.8%     |
| EBIT growth Y/Y                        | na       | +chg       | -61.4%     | -chg      | +chg      | 49.1%      | 193.0%    | -13.5%    | 14.4%     | 17.8%     |
| EBITDA margin                          | nm       | 9.8%       | 5.8%       | -2.3%     | 7.8%      | 7.8%       | 13.8%     | 13.3%     | 13.6%     | 14.4%     |
| EBITA margin                           | nm       | 6.8%       | 3.0%       | nm        | 2.5%      | 2.9%       | 8.7%      | 8.2%      | 8.8%      | 9.8%      |
| EBIT margin                            | nm       | 6.8%       | 3.0%       | -7.5%     | 2.5%      | 2.9%       | 8.7%      | 8.2%      | 8.8%      | 9.8%      |
| 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        | 13         | 7          | -3        | 10        | 13         | 22        | 19        | 21        | 23        |
| Paid taxes                             | 0        | 0          | 0          | 0         | 0         | 0          | 0         | -2        | -3        | -3        |
| Change in NWC                          | 0        | 0          | 0          | 1         | -8        | 8          | 1         | -1        | 2         | -2        |
| Interests paid                         | 0        | 0          | 0          | 0         | 0         | 0          | 0         | 0         | 0         | 0         |
| Actual lease payments                  | 0        | 0          | 0          | 0         | 0         | 0          | 0         | 0         | 0         | 0         |
| Non cash adjustments                   | 0        | -2         | 0          | -1        | -2        | -1         | -3        | 0         | 0         | 0         |
| Discontinued operations                | 0        | 0          | 0          | 0         | 0         | 0          | 0         | 0         | 0         | 0         |
| <b>Total operating activities</b>      | <b>0</b> | <b>11</b>  | <b>7</b>   | <b>-2</b> | <b>0</b>  | <b>19</b>  | <b>19</b> | <b>15</b> | <b>20</b> | <b>18</b> |
| Capex tangible assets                  | 0        | -1         | -1         | -1        | 0         | 0          | 0         | 0         | 0         | 0         |
| Capitalised development costs          | 0        | -11        | -11        | -3        | -4        | -3         | -7        | -7        | -5        | -4        |
| Capex - other intangible assets        | 0        | 0          | 0          | 0         | 0         | 0          | 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>-11</b> | <b>-12</b> | <b>-4</b> | <b>-4</b> | <b>-3</b>  | <b>-7</b> | <b>-7</b> | <b>-5</b> | <b>-4</b> |
| Dividend paid and received             | 0        | 0          | 0          | 0         | 0         | 0          | 0         | 0         | 0         | 0         |
| Share issues & buybacks                | 0        | 0          | 1          | 3         | 1         | 0          | 0         | 10        | 0         | 0         |
| Change in bank debt                    | 0        | -3         | 3          | 3         | 0         | -21        | -4        | 0         | 0         | 0         |
| Other cash flow items                  | 0        | -3         | 6          | -3        | 8         | 0          | 0         | 0         | 0         | 0         |
| <b>Total financing activities</b>      | <b>0</b> | <b>-6</b>  | <b>11</b>  | <b>2</b>  | <b>10</b> | <b>-21</b> | <b>-4</b> | <b>10</b> | <b>0</b>  | <b>0</b>  |
| Operating cash flow                    | 0        | 11         | 7          | -2        | 0         | 19         | 19        | 15        | 20        | 18        |
| Free cash flow                         | 0        | 0          | -5         | -6        | -4        | 17         | 12        | 8         | 15        | 14        |
| Net cash flow                          | 0        | -6         | 8          | -4        | 6         | -3         | 8         | 18        | 15        | 14        |
| Change in net IB debt                  | 0        | -6         | 1          | -11       | 0         | 10         | 5         | 11        | 8         | 7         |
| Capex / Sales                          | nm       | 0.4%       | 0.6%       | 0.6%      | 0.0%      | 0.0%       | 0.0%      | 0.1%      | 0.1%      | 0.1%      |
| NWC / Sales                            | nm       | 9.9%       | 21.1%      | 18.3%     | 19.0%     | 14.5%      | 13.1%     | 15.1%     | 14.4%     | 14.4%     |

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

**Financial statements, cont.**

| <b>Balance sheet (SEKm)</b>         | <b>2018</b> | <b>2019</b> | <b>2020</b> | <b>2021</b> | <b>2022</b> | <b>2023</b> | <b>2024</b> | <b>2025e</b> | <b>2026e</b> | <b>2027e</b> |
|-------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|
| Acquired intangible assets          | 0           | 6           | 5           | 3           | 2           | 1           | 0           | 0            | 0            | 0            |
| Other fixed intangible assets       | 0           | 1           | 1           | 2           | 2           | 1           | 1           | 1            | 1            | 1            |
| Capitalised development             | 0           | 16          | 25          | 24          | 23          | 19          | 18          | 18           | 16           | 13           |
| Tangible assets                     | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0            | 0            | 0            |
| 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           | 6           | 5           | 7           | 7           | 6           | 3           | 3            | 3            | 3            |
| <b>Fixed assets</b>                 | <b>0</b>    | <b>29</b>   | <b>37</b>   | <b>36</b>   | <b>33</b>   | <b>27</b>   | <b>23</b>   | <b>23</b>    | <b>20</b>    | <b>17</b>    |
| Inventories (2)                     | 0           | 23          | 24          | 20          | 28          | 28          | 24          | 25           | 29           | 31           |
| Receivables (2)                     | 0           | 25          | 23          | 16          | 25          | 17          | 15          | 14           | 15           | 15           |
| Prepaid exp. & other NWC items (2)  | 0           | 1           | 2           | 2           | 2           | 2           | 3           | 3            | 0            | 0            |
| IB current assets (1)               | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0            | 0            | 0            |
| Other current assets                | 0           | 3           | 1           | 1           | 2           | 3           | 2           | 2            | 0            | 0            |
| Cash & cash equivalents (1)         | 0           | 2           | 9           | 5           | 10          | 5           | 13          | 31           | 46           | 60           |
| <b>Current assets</b>               | <b>0</b>    | <b>55</b>   | <b>58</b>   | <b>43</b>   | <b>67</b>   | <b>55</b>   | <b>57</b>   | <b>75</b>    | <b>91</b>    | <b>105</b>   |
| <b>Total assets</b>                 | <b>0</b>    | <b>83</b>   | <b>95</b>   | <b>79</b>   | <b>100</b>  | <b>82</b>   | <b>80</b>   | <b>98</b>    | <b>112</b>   | <b>123</b>   |
| Shareholders' equity                | 0           | 45          | 50          | 44          | 46          | 49          | 59          | 79           | 89           | 102          |
| 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>45</b>   | <b>50</b>   | <b>44</b>   | <b>46</b>   | <b>49</b>   | <b>59</b>   | <b>79</b>    | <b>89</b>    | <b>102</b>   |
| Deferred tax                        | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0            | 0            | 0            |
| LT IB debt (1)                      | 0           | 0           | 3           | 2           | 4           | 2           | 0           | 0            | 0            | 0            |
| Other IB provisions (1)             | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0            | 0            | 0            |
| Lease liabilities                   | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0            | 0            | 0            |
| Other non-IB liabilities            | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0            | 0            | 0            |
| <b>LT liabilities</b>               | <b>0</b>    | <b>0</b>    | <b>3</b>    | <b>2</b>    | <b>4</b>    | <b>2</b>    | <b>0</b>    | <b>0</b>     | <b>0</b>     | <b>0</b>     |
| ST IB debt (1)                      | 0           | 7           | 14          | 15          | 21          | 2           | 0           | 0            | 0            | 0            |
| Payables (2)                        | 0           | 18          | 18          | 12          | 23          | 21          | 14          | 13           | 15           | 15           |
| Accrued exp. & other NWC items (2)  | 0           | 5           | 7           | 5           | 5           | 6           | 6           | 7            | 7            | 6            |
| Other ST non-IB liabilities         | 0           | 8           | 3           | 1           | 1           | 2           | 1           | 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>38</b>   | <b>43</b>   | <b>33</b>   | <b>50</b>   | <b>31</b>   | <b>21</b>   | <b>20</b>    | <b>22</b>    | <b>21</b>    |
| <b>Total equity and liabilities</b> | <b>0</b>    | <b>83</b>   | <b>95</b>   | <b>79</b>   | <b>100</b>  | <b>82</b>   | <b>80</b>   | <b>98</b>    | <b>111</b>   | <b>123</b>   |
| Net IB debt (=1)                    | 0           | 5           | 8           | 11          | 15          | -2          | -13         | -31          | -46          | -60          |
| Net working capital (NWC) (=2)      | 0           | 26          | 23          | 20          | 28          | 19          | 22          | 22           | 22           | 24           |
| Capital employed (CE)               | 0           | 47          | 61          | 54          | 64          | 46          | 56          | 75           | 86           | 98           |
| Capital invested (CI)               | 0           | 33          | 29          | 25          | 32          | 21          | 23          | 23           | 23           | 25           |
| Equity / Total assets               | nm          | 54%         | 52%         | 56%         | 46%         | 59%         | 74%         | 80%          | 80%          | 83%          |
| Net IB debt / EBITDA                | nm          | 0.4         | 1.2         | -4.2        | 1.5         | -0.1        | -0.6        | -1.6         | -2.2         | -2.6         |
| <b>Per share data (SEK)</b>         | <b>2018</b> | <b>2019</b> | <b>2020</b> | <b>2021</b> | <b>2022</b> | <b>2023</b> | <b>2024</b> | <b>2025e</b> | <b>2026e</b> | <b>2027e</b> |
| Adj. no. of shares in issue YE (m)  | 11.67       | 12.64       | 12.64       | 12.81       | 13.05       | 13.19       | 14.31       | 14.31        | 14.31        | 14.31        |
| Diluted no. of Shares YE (m)        | 11.67       | 12.64       | 12.64       | 12.81       | 13.05       | 13.19       | 14.31       | 14.31        | 14.31        | 14.31        |
| EPS                                 | 0.00        | 0.54        | 0.11        | -0.59       | 0.15        | 0.20        | 0.81        | 0.65         | 0.74         | 0.87         |
| EPS adj.                            | 0.00        | 0.65        | 0.21        | -0.48       | 0.25        | 0.30        | 0.86        | 0.65         | 0.74         | 0.87         |
| CEPS                                | 0.00        | 0.87        | 0.37        | -0.11       | 0.66        | 0.81        | 1.39        | 1.17         | 1.25         | 1.39         |
| DPS                                 | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00         | 0.00         | 0.00         |
| BVPS                                | 0.00        | 3.57        | 3.92        | 3.44        | 3.51        | 3.69        | 4.15        | 5.49         | 6.23         | 7.11         |
| <b>Performance measures</b>         | <b>2018</b> | <b>2019</b> | <b>2020</b> | <b>2021</b> | <b>2022</b> | <b>2023</b> | <b>2024</b> | <b>2025e</b> | <b>2026e</b> | <b>2027e</b> |
| ROE                                 | nm          | 29.3%       | 2.8%        | -16.0%      | 4.2%        | 5.4%        | 20.7%       | 13.4%        | 12.6%        | 13.1%        |
| Adj. ROCE pre-tax                   | na          | na          | 6.7%        | -11.9%      | 7.4%        | 10.6%       | 28.7%       | 18.1%        | 16.8%        | 17.3%        |
| Adj. ROIC after-tax                 | na          | na          | 15.5%       | -27.5%      | 15.8%       | 22.6%       | 64.8%       | 51.6%        | 58.2%        | 65.6%        |
| <b>Valuation</b>                    | <b>2018</b> | <b>2019</b> | <b>2020</b> | <b>2021</b> | <b>2022</b> | <b>2023</b> | <b>2024</b> | <b>2025e</b> | <b>2026e</b> | <b>2027e</b> |
| FCF yield                           | 0.0%        | 0.0%        | -3.9%       | -5.1%       | -3.6%       | 13.8%       | 10.0%       | 6.7%         | 12.5%        | 11.4%        |
| 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               | nm          | 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                         | nm          | 1.91        | 2.44        | 1.52        | 0.92        | 0.63        | 0.90        | 0.62         | 0.48         | 0.37         |
| EV/EBITDA YE                        | nm          | 19.5        | 42.0        | neg.        | 11.8        | 8.1         | 6.5         | 4.6          | 3.5          | 2.6          |
| EV/EBITA YE                         | nm          | 28.0        | >50         | neg.        | 36.9        | 22.2        | 10.3        | 7.5          | 5.5          | 3.8          |
| EV/EBITA adj. YE                    | nm          | 24.4        | >50         | neg.        | 25.8        | 17.2        | 9.8         | 7.5          | 5.5          | 3.8          |
| EV/EBIT YE                          | nm          | 28.0        | >50         | neg.        | 36.9        | 22.2        | 10.3        | 7.5          | 5.5          | 3.8          |
| P/E YE                              | nm          | 36.4        | >50         | nm          | >50         | 40.7        | 13.2        | 13.0         | 11.4         | 9.6          |
| P/E adj. YE                         | nm          | 30.3        | >50         | nm          | 30.6        | 26.7        | 12.5        | 13.0         | 11.4         | 9.6          |
| P/BV YE                             | nm          | 5.54        | 5.61        | 3.78        | 2.19        | 2.15        | 2.59        | 1.53         | 1.35         | 1.19         |
| Share price YE (SEK)                | 13.7        | 19.8        | 22.0        | 13.0        | 7.68        | 7.95        | 10.8        | 8.42         |              |              |

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

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