

# OptiCept

## Company report

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# Gearing up for larger deliveries

During the first half of the year, OptiCept has made significant progress towards reaching broader commercialization. Among other things, OptiCept has secured its first large-scale order (60 MSEK) from its partner FPS. The company is also making progress in building a partnership for its new product, OptiBoost Inside, and has announced orders within OliveCept totaling around 7 MSEK, despite a challenging olive oil season. However, given the uncertainty regarding whether the company will continue to receive larger orders on a regular basis and what profitability the company could capture, we believe that the stock is already sufficiently priced in for high revenue growth (2025e EV/S: 3.5x). As a result, we maintain our target price in the middle of our fair value range at SEK 5.3 per share and reiterate our Reduce recommendation.

## Good cost control but we can not rule out additional financing

OptiCept's Q2 revenue increased 117% and amounted to 4.8 MSEK, although falling below our estimates. Due to the low absolute level of revenue and high fixed costs, EBIT remained negative, at -9.7 MSEK. OptiCept's cash position at the end of Q2'24 was around 4.0 MSEK, later boosted by a 10.3 MSEK loan. With an operating burn rate in line with the previous quarter of about 4 MSEK per month, additional financing may be required by year-end or early next year. However, we anticipate a lower burn rate in the upcoming quarters due to higher revenue and reduced operating losses. The company may also receive an additional 13 MSEK in Q2'25 if the outstanding warrants are fully subscribed. Regardless, it is evident that the company's short-term financing situation will depend significantly on how quickly cash flow can be generated from the FPS order. As a result, the need for additional capital cannot be ruled out. However, it is worth noting that, if the warrant holders (representing at least 60% of the outstanding warrants) and the company reach an agreement, the exercise period could be brought forward. Given the current financial situation, this is a possibility we deem worth flagging.

## Lowered short-term estimates; long-term investment case remains intact

Due to lower-than-expected Q2 revenue, particularly from PlantTech, we have revised our revenue estimates for the current year downwards. Development within PlantTech has been slower than anticipated, with less revenue from contracts with partners like Apream and CMPC. In absolute terms, however, the overall impact on the 2024 estimates is modest, as we still expect the major revenue drivers to be deliveries from the FPS order and OliveCept installations. The operating loss (EBITDA) is slightly higher in absolute terms in the current year due to lower revenue. However, we maintain our long-term growth estimates and our confidence in the company's ability to achieve significant growth in the coming years, driven by sustainability trends where OptiCept's technology addresses key challenges in the food and plant sectors by reducing costly waste.

## We stay on the sidelines, waiting for better risk/reward

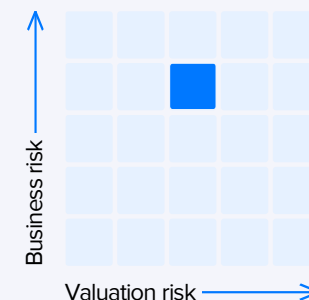
Our fair value range for the share is wide at SEK 3.7-6.8 per share. Due to the positive commercial developments, especially the large breakthrough order, our target price is closer to the middle of the range. This assumes that financing needs are covered, deliveries to FPS remain on track and OptiCept manages to increase order intake and convert more of the order backlog into deliveries in the coming years. However, given the still high valuation and required return, we consider the risk/reward to be insufficient.

## Recommendation

**Reduce**  
(prev. Reduce)

**5.3 SEK**  
(prev. 5.3 SEK)

**Share price:**  
6.0



## Key indicators

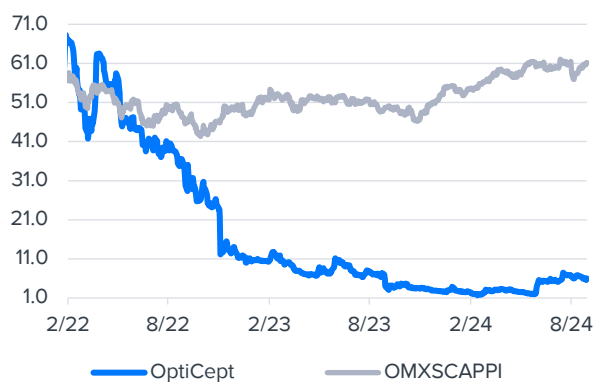
	2023	2024e	2025e	2026e
<b>Revenue</b>	9.1	38.2	89.0	119.3
<b>growth-%</b>	-13%	318%	133%	34%
<b>EBIT adj.</b>	-73.6	-41.3	-17.9	-1.3
<b>EBIT-% adj.</b>	-804.8 %	-107.9 %	-20.1 %	-1.1 %
<b>Net income</b>	-80.4	-42.8	-19.5	-3.3
<b>EPS (adj.)</b>	-2.00	-0.91	-0.38	-0.06
<b>P/E (adj.)</b>	neg.	neg.	neg.	neg.
<b>P/B</b>	0.4	0.9	0.9	0.9
<b>Dividend yield-%</b>	0.0 %	0.0 %	0.0 %	0.0 %
<b>EV/EBIT (adj.)</b>	neg.	neg.	neg.	neg.
<b>EV/EBITDA</b>	neg.	neg.	>100	16.0
<b>EV/S</b>	17.5	8.0	3.5	2.6

Source: Inderes

## Guidance

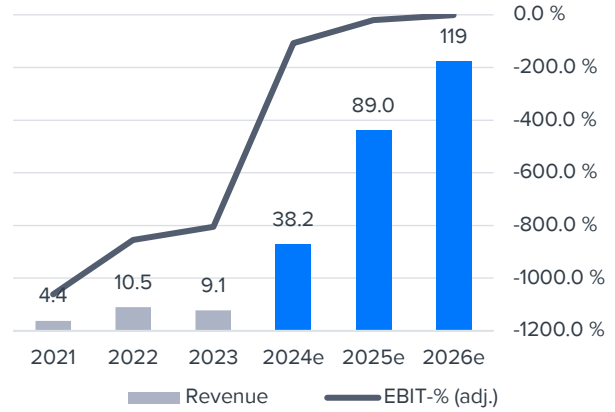
(OptiCept does not provide guidance)

### Share price



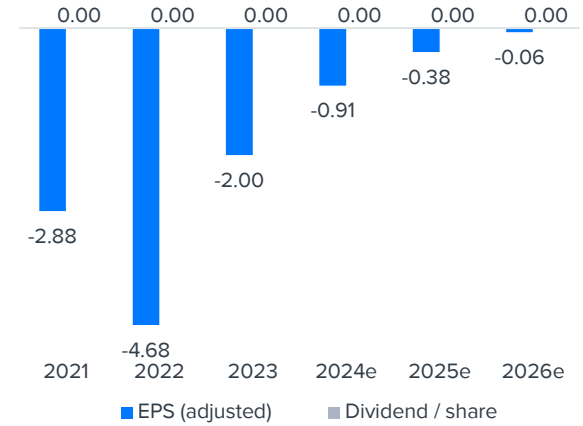
Source: Millstream Market Data AB

### Revenue and EBIT-%



Source: Inderes

### EPS and dividend



Source: Inderes

### Value drivers

- Proven technology to extend the shelf life and enhance the quality of food and plants
- Growing markets driven by significant trends such as sustainability
- Optionality and scalable business model
- Short payback period for customers lowers the barrier to invest in the technology

### Risk factors

- Challenges of breaking into conservative markets raise the risk level
- Growth strategy eats away on cash assets and requires additional funding
- Competing solutions and emerging rivals
- The business model proves ineffective and demand is weak

Valuation	2024e	2025e	2026e
Share price	6.03	6.03	6.03
Number of shares, millions	47.1	51.5	51.5
Market cap	284	284	284
EV	305	311	315
P/E (adj.)	neg.	neg.	neg.
P/E	neg.	neg.	neg.
P/B	0.9	0.9	0.9
P/S	7.4	3.2	2.4
EV/Sales	8.0	3.5	2.6
EV/EBITDA	neg.	>100	16.0
EV/EBIT (adj.)	neg.	neg.	neg.
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

# H1 marks significant operational development

## Still low revenue but good growth in order intake

OptiCept's revenue increased by 117% to 4.8 MSEK, below our 9.4 MSEK estimate, mainly due to lower-than-expected sales volumes in PlantTech. On the other hand, FoodTech revenue (~4.6 MSEK) continues to grow, although at a slower pace than anticipated, likely because the company has not yet started to deliver its breakthrough order from FPS.

From a broader perspective, OptiCept's investment narrative is built on long-term commercial success, so we are not overly concerned about weaker revenue in a single quarter. Instead, our focus is on the progress of key partnerships that have the potential to drive substantial orders and eventually convert them into deliveries and revenue. In this context, OptiCept performed well in the first half of the year, making significant strides toward broader commercialization. This includes securing its first large-scale order of 60 MSEK from its partner FPS and winning orders within

OliveCept totaling around 7 MSEK, despite a challenging olive oil season. Consequently, the order book at the end of the quarter stood at 61.3 MSEK, which we expect to be delivered in the second half of 2024 and 2025. Additionally, the company is conducting ongoing evaluations with global companies like Dole and Chrysal, which could lead to increased order intake if successful.

## Cost control improves, but profitability remains negative

OptiCept's Q2 EBITDA and EBIT remained negative at -6.3 MSEK and -9.7 MSEK, respectively. However, the company managed to reduce its fixed costs by approximately 14% YoY through cost-saving measures, roughly in line with expectations. In terms of cash flow, the report was also in line with our expectations, with an operating cash flow of -12.1 MSEK. The company's cash position at the end of Q2'24 stood at around 4.0 MSEK, which was strengthened after the quarter by a loan of

10.3 MSEK. Given the previous quarter's operating burn rate of approximately 4 MSEK per month, OptiCept is likely to require additional financing at around the end of this year or beginning of next year. However, we anticipate a lower burn rate in the upcoming quarters due to higher revenue and reduced operating losses. The company may also receive an additional 13 MSEK in Q2'25 if the outstanding warrants are fully subscribed.

Regardless, it is evident that the company's short-term financing situation will depend significantly on how quickly cash flow can be generated from the FPS order. As a result, the need for additional capital cannot be ruled out. However, it is worth noting that, if holders of warrants (representing at least 60% of the outstanding warrants) and the company reach an agreement, the exercise period could be brought forward. Given the current funding situation, this is a possibility we want to flag.

Estimates MSEK/SEK	Q2'23	Q2'24	Q2'24e	Q2'24e	Consensus		Difference (%)	2024e
	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Inderes
Revenue	2.2	4.8	9.4				-49%	38.2
EBITDA	-10.7	-6.3	-4.7				-34%	-22.1
EBIT (adj.)	-15.1	-9.7	-10.1				4%	-41.3
EBIT	-15.1	-9.7	-10.1				4%	-41.3
PTP	-16.9	-10.2	-12.1				15%	-42.8
EPS (adj.)	-0.43	-0.23	-0.26				10%	-0.91
Revenue growth-%	-37 %	117 %	326 %				-208.8 pp	318 %

Source: Inderes

# Modest estimate changes in terms of absolute figures

## We revise our revenue estimates

Due to lower-than-expected revenue in Q2, particularly from PlantTech, we have revised our revenue estimates downward for the current year. The development within PlantTech has taken longer than we had previously anticipated, and we expected the company to generate more revenue at this stage from existing commercial contracts with partners such as Apream and CMPC. However, in absolute terms, the impact of these revised estimates for 2024 is relatively modest. We still expect that the primary revenue drivers for the current year will be deliveries of the large FPS order and revenue from OliveCept installations.

## Profitability slightly down with revenue

Regarding profitability, OptiCept announced in its Q2 report that it will no longer provide EBITDA forecasts,

which we interpret as a sign that the company is unlikely to reach its previous target of achieving positive EBITDA for the full year 2024. Our previous forecast was for the company to achieve positive EBITDA in 2025. As a result, we have not made any significant adjustments to our cost estimates. However, due to lower revenue, the operating loss (EBITDA) is slightly higher in absolute terms. Nevertheless, the net changes in earnings for the current year are modest, due to somewhat lower depreciation and amortization (D&A) expenses than expected, as well as reduced financial costs following the repayment of the expensive loan from Buntel.

## We maintain our long-term forecasts

We maintain our long-term growth estimates and our confidence in the company's ability to achieve substantial growth and increased profitability in the

coming years. However, our estimates are based on various uncertain assumptions, the accuracy of which will be determined over time. These assumptions include both revenue and required growth investments, as well as the cost structure of the business.

Estimate revisions	2024e		Change	2025e		Change	2026e		Change
	Old	New		Old	New		Old	New	
MSEK/SEK			%			%			%
Revenue	47.3	38.2	-19%	89.0	89.0	0%	119	119	0%
EBITDA	-17.6	-22.1	-26%	3.0	3.0	0%	19.6	19.6	0%
EBIT (exc. NRIs)	-38.7	-41.3	-7%	-17.8	-17.9	-1%	-1.3	-1.3	-1%
EBIT	-38.7	-41.3	-7%	-17.8	-17.9	-1%	-1.3	-1.3	-1%
PTP	-43.1	-42.8	1%	-19.4	-19.5	0%	-3.3	-3.3	-1%
EPS (excl. NRIs)	-0.91	-0.91	1%	-0.38	-0.38	0%	-0.06	-0.06	-1%

Source: Inderes

# Good operational progress but valuation remains high

## Investment story relies on long-term commercial success

We believe that OptiCept's investment story relies on expectations related to long-term commercial success in both the FoodTech and PlantTech businesses. OptiCept has already developed a complementary product portfolio and secured its first large order, which improves the visibility of growth. On the other hand, the receipt of a few large orders does not guarantee that the company will continue to receive such orders on a regular basis. In addition, the Company's historical performance provides little guidance as to future profitability and revenue growth. As a result, a wide range of potential outcomes can be projected for OptiCept in the future.

## DCF scenarios help determine the value range of the company

In the valuation of OptiCept, the DCF illustrates the long-term potential. The DCF model is very sensitive to the assumptions used, so it also acts as a guide. Therefore, we also use scenarios for the DCF valuation: an optimistic, a pessimistic and a neutral scenario reflecting our current estimates. In the negative scenario, the company burns cash and reaches a limited size class. In the optimistic scenario, OptiCept achieves its previous 2024 target of positive EBITDA and 85-90 MSEK in revenue, as well as a broad commercial breakthrough in the next few years and grows to a significant size class globally. The key figures for the scenarios are shown in the graphs on the next page.

The DCF scenarios indicate a present value of SEK 2.7-8.5 and in the neutral scenario SEK 5.4 per share (previously 5.4). Although we have lowered our

estimates for the current year, this has little impact on the DCF valuation. It is worth noting that a small discount should be applied to the DCF as it is based on the number of shares in 2024 and we expect the number of shares to increase in 2025 due to the redemption of the warrant.

## Risk/reward remains thin

Utilizing valuation methods that predominantly rely on the company's fundamental potential, we arrive at a fair value range of SEK 3.7-6.8 per share (prev. SEK 3.7-6.8). The lower bound of the range is represented by an EV/S multiple of 3x on the 2025 revenue forecast and the upper end by an EV/S multiple of 5x on the 2025 revenue forecast (see next page). This range is also supported by our DCF scenarios.

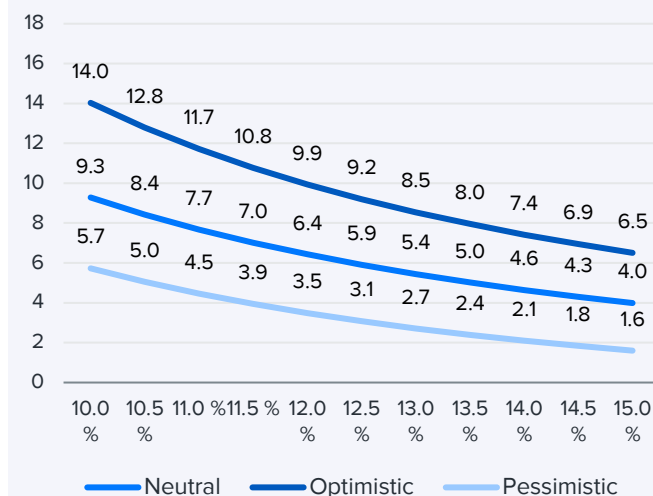
OptiCept is undoubtedly making strides in the right direction, aligning with our criteria of securing larger orders, increasing volumes within the existing customer base, and converting pilots into concrete orders. However, given the uncertainty of whether the company will continue to receive larger orders on a regular basis and at what level of profitability, the forecast risks remain high, making it difficult to lean towards the upper end of the fair value range. Taking these factors into account, our target price remains in the middle of our fair value range at SEK 5.3 per share. This is based on the assumption that the financing needs are covered, deliveries to FPS remain on track and OptiCept manages to increase order intake and convert more of the order book into deliveries in the coming years. Due to the still high required return, we reiterate our Reduce recommendation.

Valuation	2024e	2025e	2026e
Share price	6.03	6.03	6.03
Number of shares, millions	47.1	51.5	51.5
Market cap	284	284	284
EV	305	311	315
P/E (adj.)	neg.	neg.	neg.
P/E	neg.	neg.	neg.
P/B	0.9	0.9	0.9
P/S	7.4	3.2	2.4
EV/Sales	8.0	3.5	2.6
EV/EBITDA	neg.	>100	16.0
EV/EBIT (adj.)	neg.	neg.	neg.
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

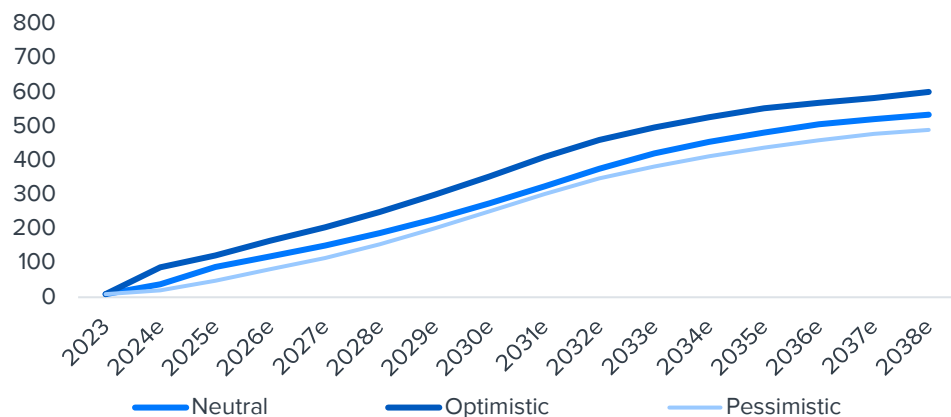
## Sensitivity of the DCF value to the WACC

SEK per share, WACC-%

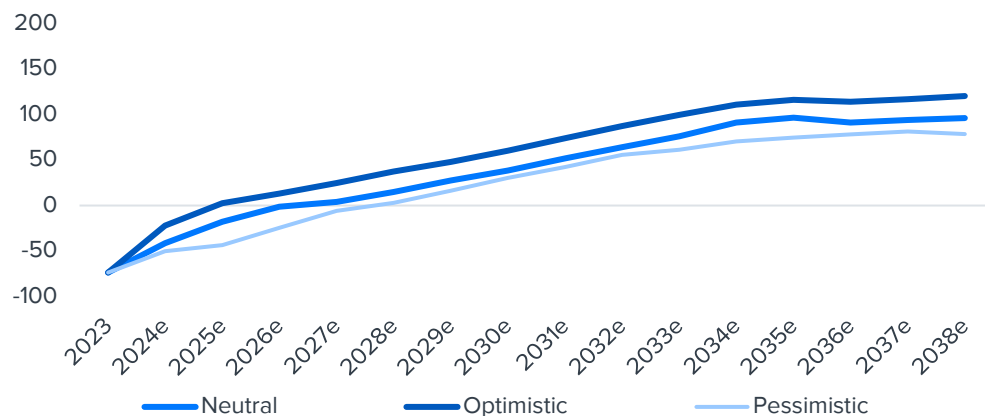


# Valuation graphs

Revenue development in DCF scenarios,  
2023-2038e, MSEK



EBIT development in DCF scenarios,  
2023-2038e, MSEK



## 2025e, MSEK

## Low multiple

## High multiple

Net sales	89.0	89.0
EV/S, LTM	3	5
EV/S, NTM	2	4
EV	249	441
Net debt	27	27
MCAP	222	413
Per share	4.3	8.0

## Discounted to present value

**3.7**

**6.8**

# Valuation table

Valuation	2019	2020	2021	2022	2023	2024e	2025e	2026e	2027e
Share price	23.8	55.4	87.9	10.4	3.89	<b>6.03</b>	<b>6.03</b>	<b>6.03</b>	<b>6.03</b>
Number of shares, millions	11.1	11.6	16.3	19.9	40.2	<b>47.1</b>	<b>51.5</b>	<b>51.5</b>	<b>51.5</b>
Market cap	263	643	1435	207	156	<b>284</b>	<b>284</b>	<b>284</b>	<b>284</b>
EV	250	622	1373	144	160	<b>305</b>	<b>311</b>	<b>315</b>	<b>312</b>
P/E (adj.)	neg.	neg.	neg.	neg.	neg.	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>&gt;100</b>
P/E	neg.	neg.	neg.	neg.	neg.	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>&gt;100</b>
P/B	11.6	18.4	3.5	0.5	0.4	<b>0.9</b>	<b>0.9</b>	<b>0.9</b>	<b>0.9</b>
P/S	75.6	>100	>100	19.7	17.1	<b>7.4</b>	<b>3.2</b>	<b>2.4</b>	<b>1.9</b>
EV/Sales	71.7	>100	>100	13.7	17.5	<b>8.0</b>	<b>3.5</b>	<b>2.6</b>	<b>2.1</b>
EV/EBITDA	neg.	neg.	neg.	neg.	neg.	<b>neg.</b>	<b>&gt;100</b>	<b>16.0</b>	<b>12.1</b>
EV/EBIT (adj.)	neg.	neg.	neg.	neg.	neg.	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>75.2</b>
Payout ratio (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>

Source: Inderes



# Peer group valuation

Peer group valuation	Market cap	EV	EV/S		Sales growth		Dividend yield-%		P/B
Company	MSEK	MSEK	2024e	2025e	2024e	2025e	2024e	2025e	2024e
Merus Power Oyj	34	30	1.2	1.0	3%	30%		1.7	3.1
Enwave Corp	17	16	0.9	0.4		120%			
Nederman Holding	648	785	1.3	1.2		6%	2.2	2.1	2.5
Gea Group	7117	7149	1.1	1.1		3%	2.9	3.2	2.4
<b>OptiCept (Inderes)</b>	<b>25</b>	<b>27</b>	<b>8.0</b>	<b>3.5</b>	<b>318%</b>	<b>133%</b>	<b>0.0</b>	<b>0.0</b>	<b>0.9</b>
<b>Average</b>			<b>1.1</b>	<b>0.9</b>	<b>3%</b>	<b>40%</b>	<b>2.6</b>	<b>2.3</b>	<b>2.7</b>
<b>Median</b>			<b>1.2</b>	<b>1.0</b>	<b>3%</b>	<b>18%</b>	<b>2.6</b>	<b>2.1</b>	<b>2.5</b>
<b>Diff-% to median</b>			<b>579%</b>	<b>238%</b>	<b>10504%</b>	<b>637%</b>	<b>-100%</b>	<b>-100%</b>	<b>-64%</b>

Source: Refinitiv / Inderes

# Income statement

Income statement	2021	2022	2023	Q1'24	Q2'24	Q3'24e	Q4'24e	2024e	2025e	2026e	2027e
<b>Revenue</b>	<b>4.4</b>	<b>10.5</b>	<b>9.1</b>	<b>3.6</b>	<b>4.8</b>	<b>9.0</b>	<b>20.8</b>	<b>38.2</b>	<b>89.0</b>	<b>119</b>	<b>151</b>
<b>EBITDA</b>	<b>-36.7</b>	<b>-77.3</b>	<b>-53.6</b>	<b>-11.5</b>	<b>-6.3</b>	<b>-4.7</b>	<b>0.3</b>	<b>-22.1</b>	<b>3.0</b>	<b>19.6</b>	<b>25.7</b>
Depreciation	-10.4	-19.2	-20.0	-5.0	-3.4	-5.4	-5.4	-19.2	-20.9	-21.0	-21.6
<b>EBIT (excl. NRI)</b>	<b>-47.1</b>	<b>-89.7</b>	<b>-73.6</b>	<b>-16.5</b>	<b>-9.7</b>	<b>-10.1</b>	<b>-5.1</b>	<b>-41.3</b>	<b>-17.9</b>	<b>-1.3</b>	<b>4.1</b>
<b>EBIT</b>	<b>-47.1</b>	<b>-96.5</b>	<b>-73.6</b>	<b>-16.5</b>	<b>-9.7</b>	<b>-10.1</b>	<b>-5.1</b>	<b>-41.3</b>	<b>-17.9</b>	<b>-1.3</b>	<b>4.1</b>
Net financial items	-0.2	-5.8	-5.2	1.7	-0.5	-1.3	-1.3	-1.5	-1.6	-2.0	-2.0
<b>PTP</b>	<b>-47.3</b>	<b>-102.3</b>	<b>-78.8</b>	<b>-14.8</b>	<b>-10.2</b>	<b>-11.4</b>	<b>-6.4</b>	<b>-42.8</b>	<b>-19.5</b>	<b>-3.3</b>	<b>2.1</b>
Taxes	0.0	2.2	-1.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net earnings</b>	<b>-47.0</b>	<b>-100.1</b>	<b>-80.4</b>	<b>-14.8</b>	<b>-10.2</b>	<b>-11.4</b>	<b>-6.4</b>	<b>-42.8</b>	<b>-19.5</b>	<b>-3.3</b>	<b>2.1</b>
<b>EPS (adj.)</b>	<b>-2.88</b>	<b>-4.68</b>	<b>-2.00</b>	<b>-0.35</b>	<b>-0.22</b>	<b>-0.24</b>	<b>-0.14</b>	<b>-0.91</b>	<b>-0.38</b>	<b>-0.06</b>	<b>0.04</b>
<b>EPS (rep.)</b>	<b>-2.88</b>	<b>-5.02</b>	<b>-2.00</b>	<b>-0.35</b>	<b>-0.22</b>	<b>-0.24</b>	<b>-0.14</b>	<b>-0.91</b>	<b>-0.38</b>	<b>-0.06</b>	<b>0.04</b>

Key figures	2021	2022	2023	Q1'24	Q2'24	Q3'24e	Q4'24e	2024e	2025e	2026e	2027e
<b>Revenue growth-%</b>	1515.8 %	136.5 %	-12.9 %	-27.8 %	117.5 %	733.3 %	2297.1 %	318.1 %	132.7 %	34.0 %	27.0 %
<b>Adjusted EBIT growth-%</b>		90.4 %	-18.0 %	-6.9 %	-36.0 %	-43.2 %	-78.0 %	-43.9 %	-56.7 %	-92.6 %	-411.7 %
<b>EBITDA-%</b>	-826.3 %	-736.2 %	-586.2 %	-319.5 %	-130.0 %	-52.1 %	1.6 %	-57.8 %	3.4 %	16.5 %	17.0 %
<b>Adjusted EBIT-%</b>	-1061.4 %	-854.5 %	-804.8 %	-457.4 %	-201.0 %	-112.1 %	-24.3 %	-107.9 %	-20.1 %	-1.1 %	2.7 %
<b>Net earnings-%</b>	-1059.1 %	-951.2 %	-879.3 %	-411.5 %	-212.4 %	-126.5 %	-30.6 %	-111.9 %	-21.9 %	-2.8 %	1.4 %

Source: Inderes

# Balance sheet

Assets	2022	2023	2024e	2025e	2026e
<b>Non-current assets</b>	<b>332</b>	<b>325</b>	<b>319</b>	<b>312</b>	<b>306</b>
Goodwill	257	257	257	257	257
Intangible assets	68.7	64.4	60.4	52.9	46.5
Tangible assets	6.4	3.3	1.1	1.8	2.3
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	0.0	0.0	0.0	0.0	0.0
Other non-current assets	0.2	0.2	0.2	0.2	0.2
Deferred tax assets	0.0	0.0	0.0	0.0	0.0
<b>Current assets</b>	<b>141</b>	<b>62.1</b>	<b>54.1</b>	<b>74.8</b>	<b>87.1</b>
Inventories	30.8	43.4	30.6	40.0	47.7
Other current assets	8.6	3.6	3.6	3.6	3.6
Receivables	6.7	1.0	11.5	22.2	23.9
Cash and equivalents	94.7	14.1	8.4	8.9	11.9
<b>Balance sheet total</b>	<b>473</b>	<b>387</b>	<b>373</b>	<b>387</b>	<b>393</b>

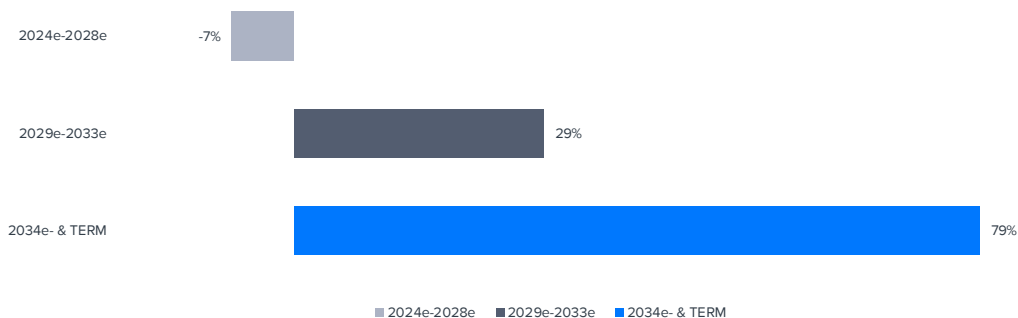
Source: Inderes

Liabilities & equity	2022	2023	2024e	2025e	2026e
<b>Equity</b>	<b>396</b>	<b>350</b>	<b>318</b>	<b>312</b>	<b>308</b>
Share capital	2.7	3.6	4.2	4.6	4.6
Retained earnings	-56.3	-271.4	-314.2	-333.7	-337.0
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	450	618	628	641	641
Minorities	0.1	0.0	0.0	0.0	0.0
<b>Non-current liabilities</b>	<b>26.4</b>	<b>21.7</b>	<b>30.9</b>	<b>19.9</b>	<b>27.4</b>
Deferred tax liabilities	0.0	1.6	1.6	1.6	1.6
Provisions	0.0	0.3	0.3	0.3	0.3
Interest bearing debt	1.9	0.5	29.0	18.0	25.5
Convertibles	20.0	14.8	0.0	0.0	0.0
Other long term liabilities	4.5	4.5	0.0	0.0	0.0
<b>Current liabilities</b>	<b>50.8</b>	<b>15.3</b>	<b>24.1</b>	<b>55.4</b>	<b>57.6</b>
Interest bearing debt	10.1	3.0	0.0	18.0	17.0
Payables	21.8	1.6	13.4	26.7	29.8
Other current liabilities	18.9	10.7	10.7	10.7	10.7
<b>Balance sheet total</b>	<b>473</b>	<b>387</b>	<b>373</b>	<b>387</b>	<b>393</b>

# DCF calculation

DCF model	2023	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	2036e	2037e	2038e	TERM
Revenue growth-%	-12.9 %	318.1 %	132.7 %	34.0 %	27.0 %	24.0 %	22.0 %	20.0 %	18.0 %	16.0 %	12.0 %	8.0 %	6.0 %	5.0 %	3.0 %	2.5 %	2.5 %
EBIT-%	-804.8 %	-107.9 %	-20.1 %	-1.1 %	2.7 %	8.0 %	12.0 %	14.0 %	16.0 %	17.0 %	18.0 %	20.0 %	20.0 %	18.0 %	18.0 %	18.0 %	18.0 %
<b>EBIT (operating profit)</b>	<b>-73.6</b>	<b>-41.3</b>	<b>-17.9</b>	<b>-1.3</b>	<b>4.1</b>	<b>15.0</b>	<b>27.5</b>	<b>38.5</b>	<b>51.9</b>	<b>64.0</b>	<b>75.9</b>	<b>91.0</b>	<b>96.5</b>	<b>91.2</b>	<b>93.9</b>	<b>96.0</b>	
+ Depreciation	20.0	19.2	20.9	21.0	21.6	21.6	22.2	22.8	23.4	23.1	23.7	23.9	23.9	24.0	24.0	23.5	
- Paid taxes	0.0	0.0	0.0	0.0	0.0	-2.7	-5.3	-7.5	-10.3	-12.8	-15.2	-18.3	-19.5	-18.4	-18.9	-19.7	
- Tax, financial expenses	0.1	0.0	0.0	0.0	0.0	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.1	
+ Tax, financial income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Change in working capital	-30.3	14.2	-6.9	-6.2	-3.7	-1.5	-8.0	-8.2	11.3	-4.5	-6.8	-5.1	-4.1	-3.6	-2.3	-1.9	
<b>Operating cash flow</b>	<b>-83.9</b>	<b>-7.9</b>	<b>-3.9</b>	<b>13.5</b>	<b>22.1</b>	<b>32.0</b>	<b>36.0</b>	<b>45.1</b>	<b>75.9</b>	<b>69.4</b>	<b>77.1</b>	<b>91.1</b>	<b>96.5</b>	<b>92.8</b>	<b>96.3</b>	<b>97.8</b>	
+ Change in other long-term liabilities	0.3	-4.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-12.7	-13.0	-14.0	-15.0	-17.0	-19.0	-20.0	-21.0	-23.0	-24.0	-24.0	-24.0	-24.0	-24.0	-24.0	-24.0	
<b>Free operating cash flow</b>	<b>-96.2</b>	<b>-25.4</b>	<b>-17.9</b>	<b>-1.5</b>	<b>5.1</b>	<b>13.0</b>	<b>16.0</b>	<b>24.1</b>	<b>52.9</b>	<b>45.4</b>	<b>53.1</b>	<b>67.1</b>	<b>72.5</b>	<b>68.8</b>	<b>72.3</b>	<b>73.8</b>	
+/- Other	0.0	0.0	13.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	-96.2	-25.4	-4.8	-1.5	5.1	13.0	16.0	24.1	52.9	45.4	53.1	67.1	72.5	68.8	72.3	73.8	719
<b>Discounted FCFF</b>		<b>-24.4</b>	<b>-4.1</b>	<b>-1.2</b>	<b>3.4</b>	<b>7.6</b>	<b>8.3</b>	<b>11.1</b>	<b>21.6</b>	<b>16.4</b>	<b>17.0</b>	<b>19.0</b>	<b>18.2</b>	<b>15.3</b>	<b>14.2</b>	<b>12.9</b>	<b>125</b>
Sum of FCFF present value		261	285	289	290	287	279	271	260	238	222	205	186	168	152	138	125
<b>Enterprise value DCF</b>		<b>261</b>															
- Interest bearing debt		-18.3															
+ Cash and cash equivalents		14.1															
-Minorities		0.0															
-Dividend/capital return		0.0															
<b>Equity value DCF</b>		<b>257</b>															
<b>Equity value DCF per share</b>		<b>5.44</b>															

Cash flow distribution

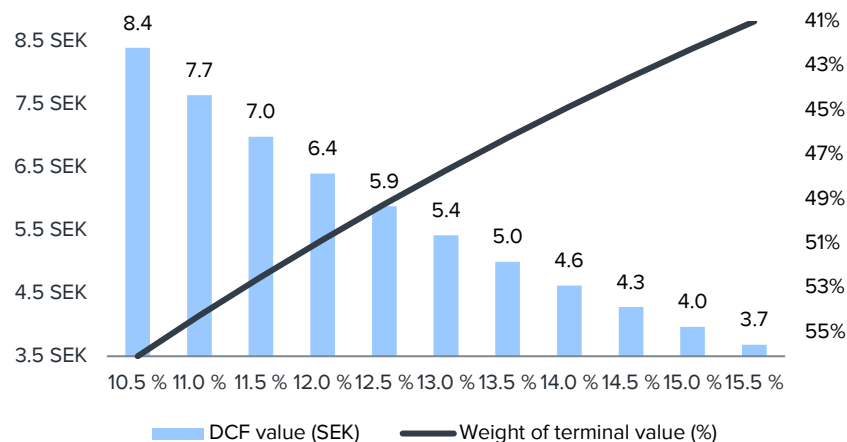


WACC	
Tax-% (WACC)	20.6 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	6.0 %
Equity Beta	1.90
Market risk premium	4.75%
Liquidity premium	2.35%
Risk free interest rate	2.5 %
<b>Cost of equity</b>	<b>13.9 %</b>
<b>Weighted average cost of capital (WACC)</b>	<b>13.0 %</b>

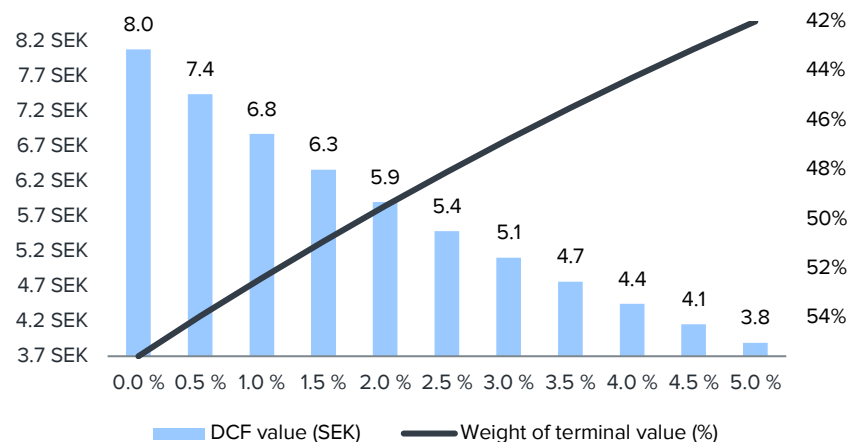
Source: Inderes

# DCF sensitivity calculations and key assumptions in graphs

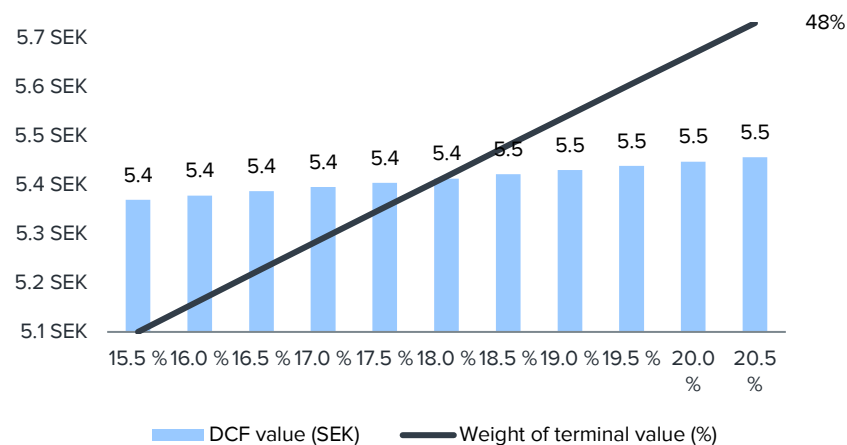
Sensitivity of DCF to changes in the WACC-%



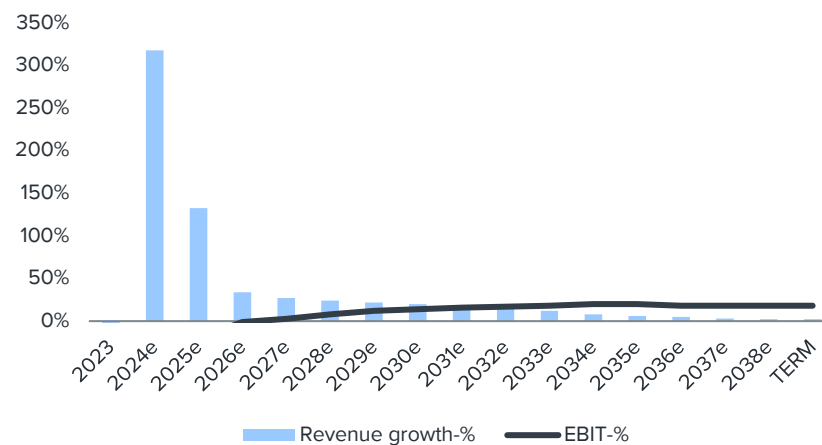
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



Source: Inderes. Note that the weight of the terminal value (%) is shown on an inverse scale for clarity.

# Summary

Income statement	2021	2022	2023	2024e	2025e	Per share data	2021	2022	2023	2024e	2025e
Revenue	4.4	10.5	9.1	<b>38.2</b>	<b>89.0</b>	EPS (reported)	-2.88	-5.02	-2.00	<b>-0.91</b>	<b>-0.38</b>
EBITDA	-36.7	-77.3	-53.6	<b>-22.1</b>	<b>3.0</b>	EPS (adj.)	-2.88	-4.68	-2.00	<b>-0.91</b>	<b>-0.38</b>
EBIT	-47.1	-96.5	-73.6	<b>-41.3</b>	<b>-17.9</b>	OCF / share	-3.00	-3.49	-2.09	<b>-0.17</b>	<b>-0.08</b>
PTP	-47.3	-102.3	-78.8	<b>-42.8</b>	<b>-19.5</b>	FCF / share	-23.12	-4.16	-2.39	<b>-0.54</b>	<b>-0.09</b>
Net Income	-47.0	-99.9	-80.4	<b>-42.8</b>	<b>-19.5</b>	Book value / share	24.90	19.90	8.72	<b>6.74</b>	<b>6.05</b>
Extraordinary items	0.0	-6.8	0.0	<b>0.0</b>	<b>0.0</b>	Dividend / share	0.00	0.00	0.00	<b>0.00</b>	<b>0.00</b>
Balance sheet	2021	2022	2023	2024e	2025e	Growth and profitability	2021	2022	2023	2024e	2025e
Balance sheet total	435.8	473.3	387.3	<b>373.0</b>	<b>386.9</b>	Revenue growth-%	1516%	136%	-13%	<b>318%</b>	<b>133%</b>
Equity capital	406.3	396.1	350.3	<b>318.0</b>	<b>311.6</b>	EBITDA growth-%	254%	111%	-31%	<b>-59%</b>	<b>-114%</b>
Goodwill	257.2	257.2	257.2	<b>257.2</b>	<b>257.2</b>	EBIT (adj.) growth-%	297%	90%	-18%	<b>-44%</b>	<b>-57%</b>
Net debt	-61.4	-62.8	4.2	<b>20.6</b>	<b>27.1</b>	EPS (adj.) growth-%	180%	62%	-57%	<b>-55%</b>	<b>-58%</b>
Cash flow	2021	2022	2023	2024e	2025e	EBITDA-%	-826.3 %	-736.2 %	-586.2 %	<b>-57.8 %</b>	<b>3.4 %</b>
EBITDA	-36.7	-77.3	-53.6	<b>-22.1</b>	<b>3.0</b>	EBIT (adj.)-%	-1061.4 %	-854.5 %	-804.8 %	<b>-107.9 %</b>	<b>-20.1 %</b>
Change in working capital	-12.2	5.8	-30.3	<b>14.2</b>	<b>-6.9</b>	EBIT-%	-1061.4 %	-919.3 %	-804.8 %	<b>-107.9 %</b>	<b>-20.1 %</b>
Operating cash flow	-48.9	-69.5	-83.9	<b>-7.9</b>	<b>-3.9</b>	ROE-%	-21.3 %	-24.9 %	-21.5 %	<b>-12.8 %</b>	<b>-6.2 %</b>
CAPEX	-333.3	-13.5	-12.7	<b>-13.0</b>	<b>-14.0</b>	ROI-%	-21.0 %	-23.0 %	-18.5 %	<b>-11.5 %</b>	<b>-5.1 %</b>
Free cash flow	-377.5	-82.7	-96.2	<b>-25.4</b>	<b>-4.8</b>	Equity ratio	93.2 %	83.7 %	90.4 %	<b>85.2 %</b>	<b>80.5 %</b>
Valuation multiples	2021	2022	2023	2024e	2025e	Gearing	-15.1 %	-15.8 %	1.2 %	<b>6.5 %</b>	<b>8.7 %</b>
EV/S	>100	13.7	17.5	<b>8.0</b>	<b>3.5</b>						
EV/EBITDA	neg.	neg.	neg.	<b>neg.</b>	<b>&gt;100</b>						
EV/EBIT (adj.)	neg.	neg.	neg.	<b>neg.</b>	<b>neg.</b>						
P/E (adj.)	neg.	neg.	neg.	<b>neg.</b>	<b>neg.</b>						
P/B	3.5	0.5	0.4	<b>0.9</b>	<b>0.9</b>						
Dividend-%	0.0 %	0.0 %	0.0 %	<b>0.0 %</b>	<b>0.0 %</b>						

Source: Inderes

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Accumulate The 12-month risk-adjusted expected shareholder return of the share is attractive

Reduce The 12-month risk-adjusted expected shareholder return of the share is weak

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## Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
2024-02-02	Reduce	2.20 kr	2.51 kr
2024-02-28	Sell	2.20 kr	2.80 kr
2024-06-04	Reduce	5.30 kr	5.60 kr
2024-08-30	Reduce	5.30 kr	6.03 kr



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