

# OptiCept

## Company report

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# Secures crucial funding for growth

The capital raise announced on Friday reduces the financing risks and secures the company's financing until the end of 2025. Due to the overall structure of the raise, we expect it to succeed. With short-term financing in check, OptiCept can increase its focus on executing its growth strategy. After updating our valuation, with the assumption that the rights issue will be fully subscribed, we keep our target price of SEK 5.3 per share and reiterate our Reduce recommendation.

## Near-term financing risks should soon be left behind with an 80 MSEK capital raise

The [announced](#) capital raise consists of a rights issue totaling 80 MSEK (net proceeds of around ~68 MSEK). Every 16 shares grant subscription rights for five new shares from November 12 to November 26, and the subscription price is set at SEK 5.0 per share. We view this capital raise positively, as it mitigates the short-term financing risks we had previously flagged. In our opinion, the valuation below our base scenario, along with the significant portion of guaranteed commitments, should help make it successful, providing the company with the necessary runway to demonstrate further commercial progress.

## The third quarter still showed a low absolute level of revenue but continued good cost control

OptiCept's Q3 revenue increased by 260% to 3.9 MSEK, falling below our 9.0 MSEK estimate mainly due to lower deliveries to FPS. Due to the low absolute level of revenue and high fixed costs, EBIT remained negative, at -12.5 MSEK, although OptiCept managed to reduce its fixed cost base. From a cash flow perspective, the report was largely in line with our expectations, with operating cash flow amounting to -11.0 MSEK. The cash position at the end of the quarter was weak (4.6 MSEK). However, OptiCept has announced a 68.3 MSEK rights issue (net of costs) and secured 8.5 MSEK in bridge loans to maintain liquidity. As a result, the weak cash position is not a concern in our view.

## We expect some deliveries to FPS to be deferred into 2025

Due to slower-than-expected deliveries to FPS (around 6% in Q3 compared to our estimate of 10-15%), we anticipate that OptiCept will defer some of these deliveries into 2025. In our updated estimates, we expect around 10-15 MSEK to be delivered this year, with the remaining 45-50 MSEK pushed to next year. As a result, we have lowered our revenue estimates for 2024, while our forecasts for 2025 and 2026 remain largely unchanged in absolute terms. Although we have kept our cost estimates largely unchanged, the lower revenue estimates result in lower EBIT estimates, especially for the current year.

## Short-term financing needs in check, but we still wait for a better risk/reward

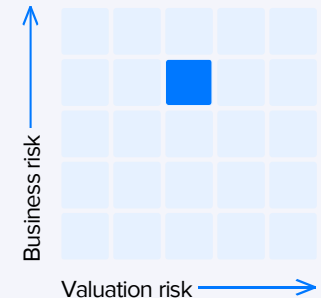
Our fair value range for the share is wide at SEK 3.7-6.7 per share. OptiCept is undoubtedly making strides in the right direction, aligning with our criteria of securing larger orders and converting pilots into concrete orders. In addition, with short-term funding soon in check, OptiCept can focus again on executing its growth strategy, where further signs of success could be emerging starting in 2025. However, given the uncertainty of whether the company will continue to receive larger orders regularly and at what level of profitability, the forecast risks remain high. Considering these factors, we believe valuation around the midpoint of the range is justified. As the share is priced above this level, we still wait for a more attractive risk/reward. We also highlight that rights issues tend to bring some short-term selling pressure for stocks.

## Recommendation

**Reduce**  
(prev. Reduce)

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

**Share price:**  
5.7



## Key indicators

	2023	2024e	2025e	2026e
<b>Revenue</b>	9.1	21.9	88.4	113.0
<b>growth-%</b>	-13%	139%	304%	28%
<b>EBIT adj.</b>	-73.6	-52.8	-21.1	-8.9
<b>EBIT-% adj.</b>	-804.8 %	-241.3 %	-23.9 %	-7.9 %
<b>Net Income</b>	-80.4	-53.7	-22.7	-10.9
<b>EPS (adj.)</b>	-2.00	-0.79	-0.34	-0.16

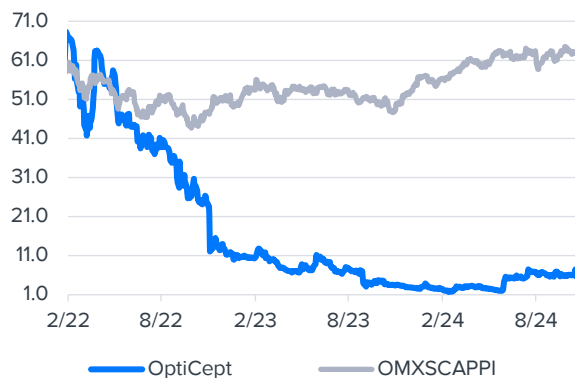
<b>P/E (adj.)</b>	neg.	neg.	neg.	neg.
<b>P/B</b>	0.4	1.0	1.0	1.0
<b>Dividend yield-%</b>	0.0 %	0.0 %	0.0 %	0.0 %
<b>EV/EBIT (adj.)</b>	neg.	neg.	neg.	neg.
<b>EV/EBITDA</b>	neg.	neg.	>100	25.5
<b>EV/S</b>	17.5	15.5	3.9	3.2

Source: Inderes

## Guidance

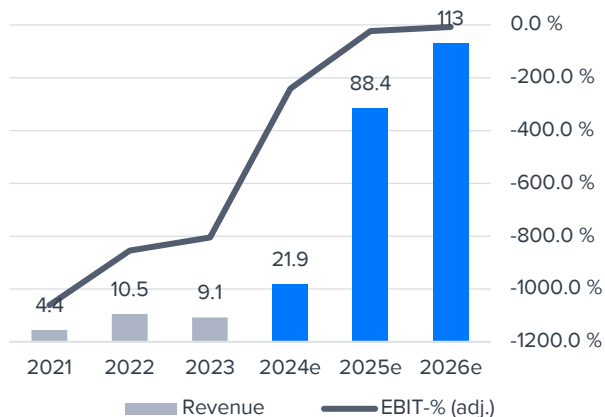
(OptiCept do not provide guidance)

## Share price



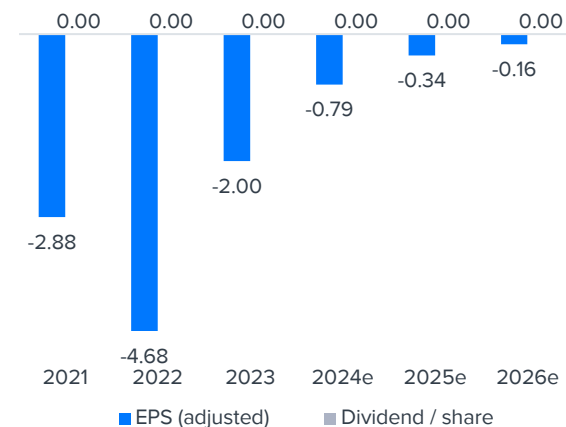
Source: Millstream Market Data AB

## 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	5.74	5.74	5.74
Number of shares, millions	67.6	67.6	67.6
Market cap	388	388	388
EV	338	349	358
P/E (adj.)	neg.	neg.	neg.
P/E	neg.	neg.	neg.
P/B	1.0	1.0	1.0
P/S	17.7	4.4	3.4
EV/Sales	15.5	3.9	3.2
EV/EBITDA	neg.	>100	25.5
EV/EBIT (adj.)	neg.	neg.	neg.
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

# Good operational development but deliveries remain low

## High growth but still a low absolute level of revenue

OptiCept's revenue increased by 260% to 3.9 MSEK, falling below our 9.0 MSEK estimate. This is mainly due to lower deliveries to FPS, but also partly a result of lower sales volumes in the PlantTech segment. Despite this downturn, we believe that the company will not lose revenue but rather defer it to future quarters, as it continues to fulfill the large-scale order from FPS, valued at 60 MSEK.

Looking at the broader picture, OptiCept's investment case and its path to cash flow neutrality largely hinge on the successful progress of key partnerships, which are crucial for securing large orders and converting them into deliveries and revenue. In this regard, we believe OptiCept performed well in the third quarter, including signing a Memorandum of Understanding with Saab. If this partnership materializes and proves successful, it could pave the way for new large-scale orders.

However, we note that visibility into the progress of these partnerships and projects (such as those with Saab, Dole, and Chrysal) remains limited, and no large-scale orders have been secured yet.

## Improved cost control, but profitability remains negative

OptiCept managed to reduce its fixed cost base by approximately 16% YoY through cost savings measures, roughly in line with expectations. However, due to the still low absolute level of revenue, which does not yet cover fixed costs, the company's Q3 EBITDA and EBIT remained negative at -9.9 MSEK and -12.5 MSEK.

From a cash flow perspective, the report was largely in line with our expectations. Operating cash flow, which was obviously still negative due to the high operating loss, came in at -11.0 MSEK, and the cash position at the end of the quarter stood at 4.6 MSEK.

In conjunction with the Q3 report, the company announced a rights issue amounting to 68.3 MSEK, after deducting issuance costs, assuming full subscription. Additionally, OptiCept secured two bridge loans totaling 8.5 MSEK to maintain liquidity until the rights issue is finalized. The capital raise was widely anticipated from our side, with the primary uncertainty being the terms under which the additional funds would be obtained. We view this capital raise positively, as it mitigates the short-term financing risks we had previously flagged. In our opinion, the lower valuation of the raise, along with the significant portion of guaranteed commitments, should help make it successful, providing the company with the necessary runway to demonstrate further commercial progress. More details on the conditions of the raise are discussed later in the report.

Estimates MSEK/SEK	Q3'23	Q3'24	Q3'24e	Q3'24e	Consensus		Difference (%)	2024e
	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Inderes
Revenue	1.1	3.9	9.0				-57%	21.9
EBITDA	-12.7	-9.9	-4.7				-112%	-36.5
EBIT (adj.)	-17.8	-12.5	-10.1				-24%	-52.8
EBIT	-17.8	-12.5	-10.1				-24%	-52.8
PTP	-20.8	-13.1	-11.4				-15%	-53.6
EPS (adj.)	-0.68	-0.29	-0.22				-31%	-0.79
Revenue growth-%	-21 %	260 %	733 %				-473.8 pp	139 %

Source: Inderes

# We expect some deliveries to be deferred into next year

## Estimate changes

- Due to slower-than-expected deliveries to FPS (around 6% in Q3 compared to our estimate of 10-15%), we anticipate that OptiCept will defer some of these deliveries into 2025. In our updated estimates, we expect around 10-15 MSEK to be delivered this year, with the remaining 45-50 MSEK pushed to next year. As a result, we have lowered our revenue estimates for 2024, while our forecasts for 2025 and 2026 remain largely unchanged in absolute terms. The main negative impact on our 2025 and 2026 estimates stems from lower-than-expected growth in the PlantTech segment.
- We have kept our cost estimates relatively unchanged. However, the lower sales volumes in 2024 will negatively affect EBIT. Our mid-term profitability estimates remain relatively unchanged in absolute figures.

Estimate revisions	2024e	2024e	Change	2025e	2025e	Change	2026e	2026e	Change
MSEK/SEK	Old	New	%	Old	New	%	Old	New	%
Revenue	38.2	21.9	-43%	89.0	88.4	-1%	119	113	-5%
EBITDA	-22.1	-36.5	-65%	3.0	1.5	-52%	19.6	14.0	-28%
EBIT (excl. NRIs)	-41.3	-52.8	-28%	-17.9	-21.1	-18%	-1.3	-8.9	-571%
EBIT	-41.3	-52.8	-28%	-17.9	-21.1	-18%	-1.3	-8.9	-571%
PTP	-42.8	-53.6	-25%	-19.5	-22.7	-17%	-3.3	-10.9	-228%
EPS (excl. NRIs)	-0.83	-0.79	4%	-0.38	-0.34	11%	-0.06	-0.16	-150%

Source: Inderes

# Rights issue lowers short-term financing risks

## Rights issue of up to 80.4 MSEK

The rights issue is directed towards existing shareholders and gives the shareholders the ability to participate in proportion to their shareholding. The terms are as follows: All existing shareholders will receive one (1) subscription right for each share held on the record date of November 8, 2024. Sixteen (16) subscription rights entitle the holder to subscribe for five (5) shares. The subscription period will last from November 12 to November 26, and the subscription price is set at 5.0 SEK per share. If fully subscribed, the number of outstanding shares will increase from 51.5 million to 67.6 million. Shareholders who do not participate in the rights issue will experience a dilution of ~24%, but these shareholders can financially partially compensate for this dilution effect by selling the subscription rights they have received. OptiCept has received subscription commitments from existing shareholders and members of the Board of Directors and management of about 19%. In addition, guarantors have provided guarantee undertakings which, in aggregate, amount to 41 MSEK or ~51%. A guarantee fee of 15% of the guaranteed amount will be paid in cash to the guarantors based on current market conditions.

The rights issue is subject to the approval of the EGM to be held on November 6, 2024. As the company needs financing and the terms appear to be reasonable and accessible to all owners, we expect approval at the EGM. In addition to the rights issue, the company has entered into an 8.5 MSEK bridge loan agreement to ensure liquidity until the rights issue is finalized. Approximately 13% of the net proceeds from the rights issue will be used to repay the bridge loan, including interest. The remainder of

the net proceeds will be used for international expansion, expansion of product capacity, product development, and strengthening working capital.

## We find it positive that the immediate funding risks are solved

The capital raise was widely anticipated from our side, with the primary uncertainty being the terms under which the additional funds would be obtained. We view this capital raise as positive, as it mitigates the short-term financing risks we had previously flagged. In our opinion, the valuation below our base scenario, along with the significant portion of guaranteed commitments, should help make it successful, providing the company with the necessary runway to demonstrate further commercial progress.

According to OptiCept, the financing is expected to cover the company's needs until Q4'25. We find this estimate reasonable, assuming net proceeds of around 68.3 MSEK if the rights issue is fully subscribed, and considering the company's quarterly burn rate of approximately 12-15 MSEK. Since we anticipate that the company will achieve operating cash flow neutrality by that time, it is possible that OptiCept could meet its financing needs with its cash flows by then. However, considering necessary investments in product development, manufacturing and inventory, which we believe will be essential for expanding capacity and improving efficiency, the company may still require additional financing at that stage, whether through debt or equity. That said, if the delivery schedule for the large FPS order stays on track and the company secures additional orders of similar size, we should see signs of accelerated growth by 2025, positioning OptiCept well for any future capital raises.

## Preliminary timetable for the Rights Issue (RI)

EGM to approve RI	6 Nov, 2024
Last day of trading with the right to participate in the RI	6 Nov, 2024
First day of trading excluding the right to participate in the RI	7 Nov, 2024
Record date for the right to participate in the RI	8 Nov, 2024
Estimated date for publication of prospectus	8 Nov, 2024
Trading in subscription rights will take place	12-21 Nov, 2024
Subscription period	12-26 Nov, 2024
Estimated day for announcement of the outcome of the RI	28 Nov, 2024
Trading in paid subscribed shares (BTA)	12-14 Nov, 2024

# Risk/reward not quite sweet enough

In our valuation methods, we assume the rights issue is completed in full. The unit rights have some value in themselves as they provide the ability to subscribe to shares below the current share price. However, this impact is quite small, so we will not adjust our valuation after the share trades without unit rights.

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, receiving a few large orders does not guarantee that the company will continue to receive such orders regularly. 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 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 2.1-7.9 and in the neutral scenario SEK 5.3 per share (previously 5.4).

Although we have lowered our estimates for the current year, this has little impact on the DCF valuation.

## We wait for more attractive signals

Utilizing valuation methods that predominantly rely on the company's fundamental potential, we arrive at a fair value range of SEK 3.7-6.7 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 around 5x on the 2025 revenue forecast (see next page). This range is also supported by our DCF scenarios.

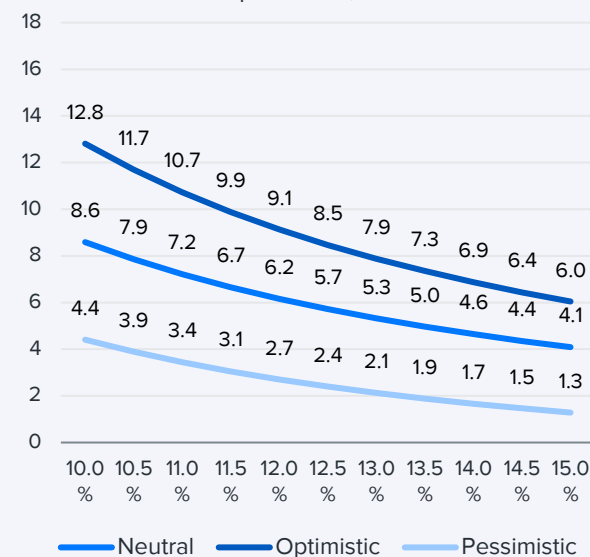
OptiCept is undoubtedly making strides in the right direction, aligning with our criteria of securing larger orders, increasing volumes within the existing customer base, and converting pilots into concrete orders. In addition, with short-term funding in check, OptiCept can focus again on executing its growth strategy, where clear signs of success could start emerging in 2025. However, given the uncertainty of whether the company will continue to receive larger orders regularly and at what level of profitability, the forecast risks remain high, making it difficult to lean toward the upper end of the fair value range. Considering these factors, 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. Rights issues also typically come with selling pressure, which brings some unfavorable short-term drivers, especially for less traded stocks.

Valuation	2024e	2025e	2026e
Share price	5.74	5.74	5.74
Number of shares, millions	67.6	67.6	67.6
Market cap	388	388	388
EV	338	349	358
P/E (adj.)	neg.	neg.	neg.
P/E	neg.	neg.	neg.
P/B	1.0	1.0	1.0
P/S	17.7	4.4	3.4
EV/Sales	15.5	3.9	3.2
EV/EBITDA	neg.	>100	25.5
EV/EBIT (adj.)	neg.	neg.	neg.
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

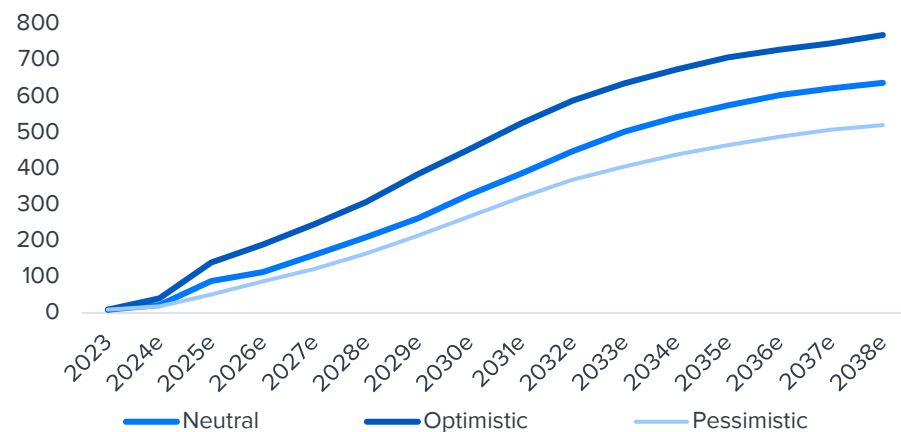
## Sensitivity of the DCF value to the WACC

SEK per share, WACC-%

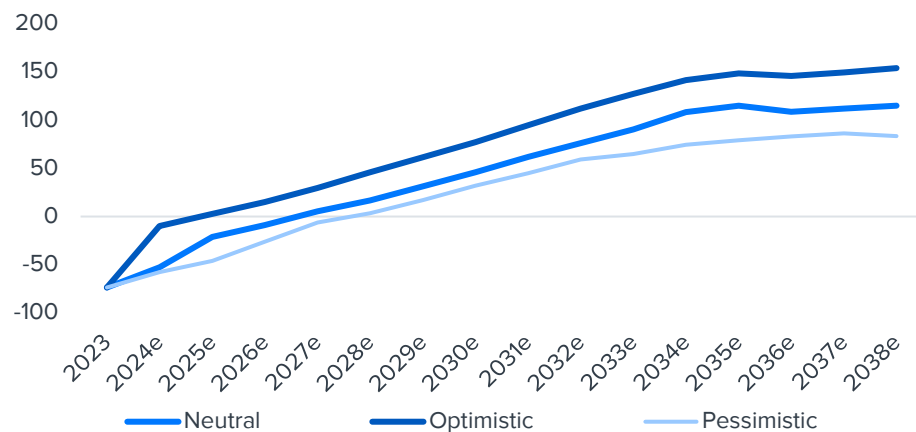


# Valuation graphs

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



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



## 2025e, MSEK

## Low multiple

## High multiple

Net sales	88.4	88.4
EV/S, LTM	3	5
EV/S, NTM	2	4
EV	247	485
Net debt	-39	-39
MCAP	286	524
Per share	4.2	7.8
<b>Discounted to present value</b>	<b>3.7</b>	<b>6.7</b>



# 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>5.74</b>	<b>5.74</b>	<b>5.74</b>	<b>5.74</b>
Number of shares, millions	11.1	11.6	16.3	19.9	40.2	<b>67.6</b>	<b>67.6</b>	<b>67.6</b>	<b>67.6</b>
Market cap	263	643	1435	207	156	<b>388</b>	<b>388</b>	<b>388</b>	<b>388</b>
EV	250	622	1373	144	160	<b>338</b>	<b>349</b>	<b>358</b>	<b>358</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>1.0</b>	<b>1.0</b>	<b>1.0</b>	<b>1.0</b>
P/S	75.6	>100	>100	19.7	17.1	<b>17.7</b>	<b>4.4</b>	<b>3.4</b>	<b>2.4</b>
EV/Sales	71.7	>100	>100	13.7	17.5	<b>15.5</b>	<b>3.9</b>	<b>3.2</b>	<b>2.2</b>
EV/EBITDA	neg.	neg.	neg.	neg.	neg.	<b>neg.</b>	<b>&gt;100</b>	<b>25.5</b>	<b>12.2</b>
EV/EBIT (adj.)	neg.	neg.	neg.	neg.	neg.	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>66.9</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 Company	Market cap MSEK	EV MSEK	EV/S		Sales growth		Dividend yield-%		P/B
			2024e	2025e	2024e	2025e	2024e	2025e	2024e
Merus Power Oyj	32	29	1.2	1.0	3%	30%		1.7	3.1
Enwave Corp	20	18	0.9	0.4		120%			
Nederman Holding	770	906	1.3	1.2		6%	2.2	2.1	2.5
Gea Group	8144	8176	1.1	1.1		3%	2.9	3.2	2.4
<b>OptiCept (Inderes)</b>	<b>34</b>	<b>30</b>	<b>15.5</b>	<b>3.9</b>	<b>139%</b>	<b>304%</b>	<b>0.0</b>	<b>0.0</b>	<b>1.0</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>1215%</b>	<b>282%</b>	<b>4538%</b>	<b>1589%</b>	<b>-100%</b>	<b>-100%</b>	<b>-62%</b>

Source: Refinitiv / Inderes

# Income statement

Income statement	2021	2022	2023	Q1'24	Q2'24	Q3'24	Q4'24e	2024e	2025e	2026e	2027e
Revenue	4.4	10.5	9.1	3.6	4.8	3.9	9.6	21.9	88.4	113	161
EBITDA	-36.7	-77.3	-53.6	-11.5	-6.3	-9.9	-8.8	-36.5	1.5	14.0	29.3
Depreciation	-10.4	-19.2	-20.0	-5.0	-3.4	-2.5	-5.4	-16.3	-22.6	-23.0	-23.9
EBIT (excl. NRI)	-47.1	-89.7	-73.6	-16.5	-9.7	-12.5	-14.2	-52.8	-21.1	-8.9	5.4
EBIT	-47.1	-96.5	-73.6	-16.5	-9.7	-12.5	-14.2	-52.8	-21.1	-8.9	5.4
Net financial items	-0.2	-5.8	-5.2	1.7	-0.5	-0.7	-1.3	-0.9	-1.6	-2.0	-2.0
PTP	-47.3	-102.3	-78.8	-14.8	-10.2	-13.1	-15.5	-53.6	-22.7	-10.9	3.4
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
Net earnings	-47.0	-100.1	-80.4	-14.8	-10.2	-13.2	-15.5	-53.7	-22.7	-10.9	3.4
EPS (adj.)	-2.88	-4.68	-2.00	-0.35	-0.23	-0.29	-0.23	-0.79	-0.34	-0.16	0.05
EPS (rep.)	-2.88	-5.02	-2.00	-0.35	-0.23	-0.29	-0.23	-0.79	-0.34	-0.16	0.05

Key figures	2021	2022	2023	Q1'24	Q2'24	Q3'24	Q4'24e	2024e	2025e	2026e	2027e
Revenue growth-%	1515.8 %	136.5 %	-12.9 %	-27.8 %	117.5 %	259.5 %	1002.5 %	139.1 %	304.1 %	27.9 %	42.6 %
Adjusted EBIT growth-%		90.4 %	-18.0 %	-6.9 %	-36.0 %	-29.8 %	-38.5 %	-28.3 %	-60.0 %	-57.6 %	-159.9 %
EBITDA-%	-826.3 %	-736.2 %	-586.2 %	-319.5 %	-130.0 %	-256.1 %	-91.7 %	-166.8 %	1.7 %	12.4 %	18.2 %
Adjusted EBIT-%	-1061.4 %	-854.5 %	-804.8 %	-457.4 %	-201.0 %	-321.2 %	-148.0 %	-241.3 %	-23.9 %	-7.9 %	3.3 %
Net earnings-%	-1059.1 %	-951.2 %	-879.3 %	-411.5 %	-212.4 %	-338.7 %	-161.6 %	-245.3 %	-25.7 %	-9.7 %	2.1 %

Source: Inderes

# Balance sheet

Assets	2022	2023	2024e	2025e	2026e
<b>Non-current assets</b>	<b>332</b>	<b>325</b>	<b>324</b>	<b>317</b>	<b>311</b>
Goodwill	257	257	257	257	257
Intangible assets	68.7	64.4	65.3	58.1	51.7
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>118</b>	<b>120</b>	<b>105</b>
Inventories	30.8	43.4	41.6	39.8	45.2
Other current assets	8.6	3.6	3.6	3.6	3.6
Receivables	6.7	1.0	6.6	22.1	22.6
Cash and equivalents	94.7	14.1	65.9	54.9	33.9
<b>Balance sheet total</b>	<b>473</b>	<b>387</b>	<b>442</b>	<b>438</b>	<b>417</b>

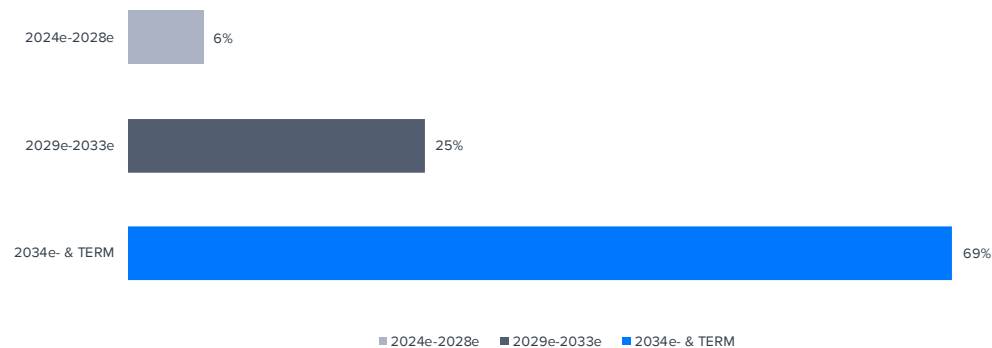
Source: Inderes

Liabilities & equity	2022	2023	2024e	2025e	2026e
<b>Equity</b>	<b>396</b>	<b>350</b>	<b>405</b>	<b>383</b>	<b>372</b>
Share capital	2.7	3.6	6.1	6.1	6.1
Retained earnings	-56.3	-271.4	-325.1	-347.8	-358.7
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	724	724	724
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>1.9</b>	<b>1.9</b>	<b>4.4</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	0.0	0.0	2.5
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>34.4</b>	<b>53.3</b>	<b>40.7</b>
Interest bearing debt	10.1	3.0	16.0	16.0	1.7
Payables	21.8	1.6	7.7	26.5	28.3
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>442</b>	<b>438</b>	<b>417</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 %	139.1%	304.1%	27.9 %	42.6 %	30.0 %	25.0 %	25.0 %	18.0 %	16.0 %	12.0 %	8.0 %	6.0 %	5.0 %	3.0 %	2.5 %	2.5 %
EBIT-%	-804.8 %	-241.3 %	-23.9 %	-7.9 %	3.3 %	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>-52.8</b>	<b>-21.1</b>	<b>-8.9</b>	<b>5.4</b>	<b>16.8</b>	<b>31.4</b>	<b>45.8</b>	<b>61.8</b>	<b>76.2</b>	<b>90.4</b>	<b>108</b>	<b>115</b>	<b>109</b>	<b>112</b>	<b>115</b>	
+ Depreciation	20.0	16.3	22.6	23.0	23.9	23.5	23.2	23.3	23.6	21.9	21.3	21.1	21.0	21.0	21.0	20.5	
- Paid taxes	0.0	0.0	0.0	0.0	0.0	-3.0	-6.1	-9.0	-12.3	-15.3	-18.2	-21.9	-23.3	-22.0	-22.6	-23.6	
- 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	2.4	5.1	-4.2	-8.8	-4.0	-10.5	-12.4	13.5	-5.4	-8.1	-6.0	-4.9	-4.3	-2.7	-2.4	
<b>Operating cash flow</b>	<b>-83.9</b>	<b>-34.1</b>	<b>6.6</b>	<b>9.8</b>	<b>20.5</b>	<b>32.8</b>	<b>37.7</b>	<b>47.2</b>	<b>86.2</b>	<b>77.0</b>	<b>85.0</b>	<b>101</b>	<b>107</b>	<b>103</b>	<b>107</b>	<b>109</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	-15.0	-16.0	-17.0	-18.0	-19.0	-20.0	-21.0	-21.0	-21.0	-21.0	-21.0	-21.0	-21.0	-21.0	-21.0	
<b>Free operating cash flow</b>	<b>-96.2</b>	<b>-53.6</b>	<b>-9.4</b>	<b>-7.2</b>	<b>2.5</b>	<b>13.8</b>	<b>17.7</b>	<b>26.2</b>	<b>65.2</b>	<b>56.0</b>	<b>64.0</b>	<b>80.2</b>	<b>86.4</b>	<b>81.9</b>	<b>86.1</b>	<b>88.4</b>	
+/- Other	0.0	80.8	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	
FCFF	-96.2	27.2	-9.4	-7.2	2.5	13.8	17.7	26.2	65.2	56.0	64.0	80.2	86.4	81.9	86.1	88.4	870
<b>Discounted FCFF</b>		<b>26.6</b>	<b>-8.1</b>	<b>-5.5</b>	<b>1.7</b>	<b>8.3</b>	<b>9.4</b>	<b>12.3</b>	<b>27.1</b>	<b>20.6</b>	<b>20.8</b>	<b>23.1</b>	<b>22.1</b>	<b>18.5</b>	<b>17.2</b>	<b>15.7</b>	<b>154</b>
Sum of FCFF present value		364	337	345	351	349	341	332	319	292	271	251	228	205	187	170	154
<b>Enterprise value DCF</b>		<b>364</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>360</b>															
<b>Equity value DCF per share</b>		<b>5.32</b>															

Cash flow distribution

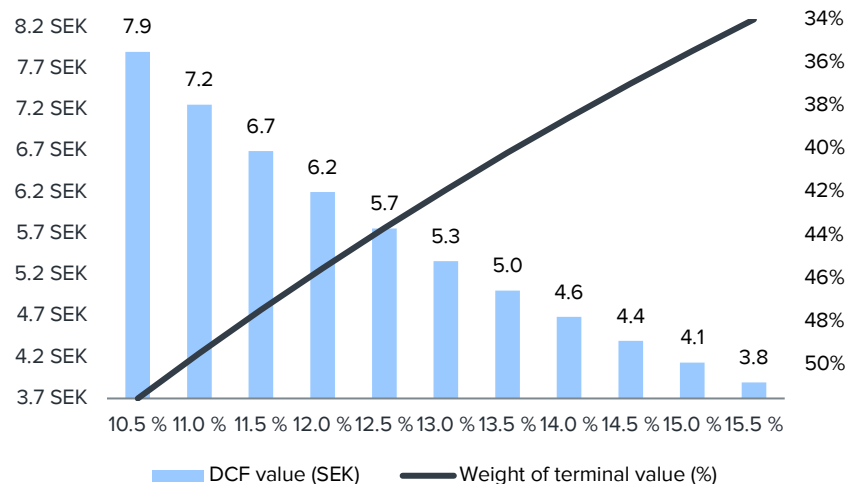


WACC	
Tax-% (WACC)	20.6 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	6.0 %
Equity Beta	1.90
Market risk premium	4.75%
Liquidity premium	2.35%
Risk free interest rate	2.5 %
<b>Cost of equity</b>	<b>13.9 %</b>
<b>Weighted average cost of capital (WACC)</b>	<b>13.0 %</b>

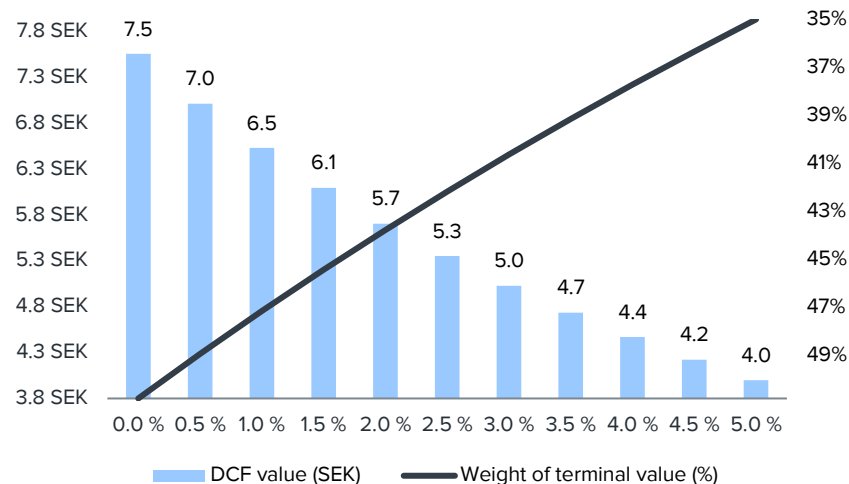
Source: Inderes

# DCF sensitivity calculations and key assumptions in graphs

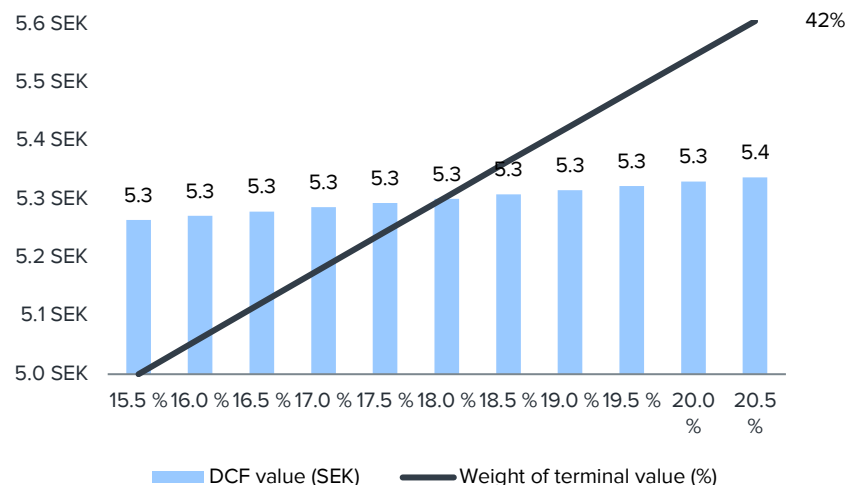
Sensitivity of DCF to changes in the WACC-%



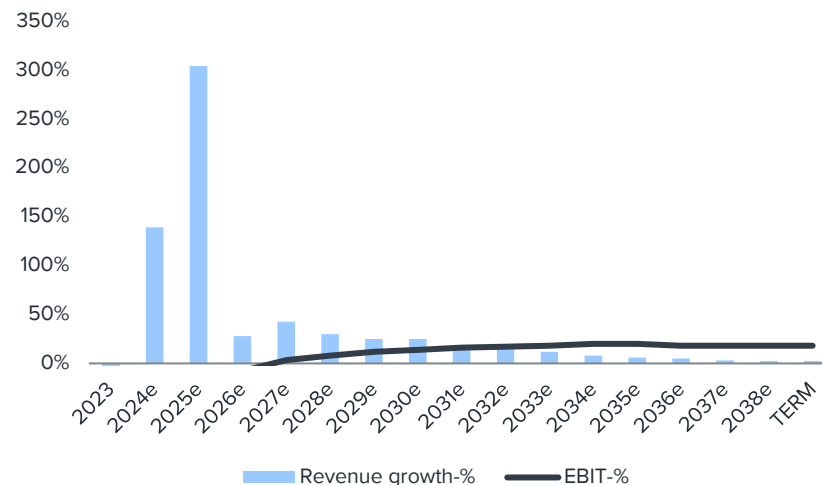
Sensitivity of DCF to changes in the risk-free rate



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	21.9	88.4	EPS (reported)	-2.88	-5.02	-2.00	-0.79	-0.34
EBITDA	-36.7	-77.3	-53.6	-36.5	1.5	EPS (adj.)	-2.88	-4.68	-2.00	-0.79	-0.34
EBIT	-47.1	-96.5	-73.6	-52.8	-21.1	OCF / share	-3.00	-3.49	-2.09	-0.50	0.10
PTP	-47.3	-102.3	-78.8	-53.6	-22.7	FCF / share	-23.12	-4.16	-2.39	0.40	-0.14
Net Income	-47.0	-99.9	-80.4	-53.7	-22.7	Book value / share	24.90	19.90	8.72	5.99	5.66
Extraordinary items	0.0	-6.8	0.0	0.0	0.0	Dividend / share	0.00	0.00	0.00	0.00	0.00
Balance sheet	2021	2022	2023	2024e	2025e	Growth and profitability	2021	2022	2023	2024e	2025e
Balance sheet total	435.8	473.3	387.3	441.5	437.7	Revenue growth-%	1516%	136%	-13%	139%	304%
Equity capital	406.3	396.1	350.3	405.2	382.5	EBITDA growth-%	254%	111%	-31%	-32%	-104%
Goodwill	257.2	257.2	257.2	257.2	257.2	EBIT (adj.) growth-%	297%	90%	-18%	-28%	-60%
Net debt	-61.4	-62.8	4.2	-49.9	-38.9	EPS (adj.) growth-%	180%	62%	-57%	-60%	-58%
Cash flow	2021	2022	2023	2024e	2025e	EBITDA-%	-826.3 %	-736.2 %	-586.2 %	-166.8 %	1.7 %
EBITDA	-36.7	-77.3	-53.6	-36.5	1.5	EBIT (adj.)-%	-1061.4 %	-854.5 %	-804.8 %	-241.3 %	-23.9 %
Change in working capital	-12.2	5.8	-30.3	2.4	5.1	EBIT-%	-1061.4 %	-919.3 %	-804.8 %	-241.3 %	-23.9 %
Operating cash flow	-48.9	-69.5	-83.9	-34.1	6.6	ROE-%	-21.3 %	-24.9 %	-21.5 %	-14.2 %	-5.8 %
CAPEX	-333.3	-13.5	-12.7	-15.0	-16.0	ROI-%	-21.0 %	-23.0 %	-18.5 %	-13.4 %	-5.1 %
Free cash flow	-377.5	-82.7	-96.2	27.2	-9.4	Equity ratio	93.2 %	83.7 %	90.4 %	91.8 %	87.4 %
						Gearing	-15.1 %	-15.8 %	1.2 %	-12.3 %	-10.2 %
Valuation multiples	2021	2022	2023	2024e	2025e						
EV/S	>100	13.7	17.5	15.5	3.9						
EV/EBITDA	neg.	neg.	neg.	neg.	>100						
EV/EBIT (adj.)	neg.	neg.	neg.	neg.	neg.						
P/E (adj.)	neg.	neg.	neg.	neg.	neg.						
P/B	3.5	0.5	0.4	1.0	1.0						
Dividend-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %						

Source: Inderes

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return of the share is very attractive

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

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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
2024-10-21	Reduce	5.30 kr	5.74 kr





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