

HANZA

Strong demand but difficulties delivering

- Q3 report due on Tuesday, 9 November
- Beyers acquisition added to estimates
- 9x '22e EV/EBITA, 40% '20-'23e EBITA CAGR

Good end-market demand but supply chain issues persist

We expect Q3 sales of SEK 590m, up 17% y-o-y (+11% org, +7% M&A, -1% FX) and EBITA of SEK 38m, for a margin of 6.4% (4.3% in Q3'20, 6.4% in Q2'21). In Q2'21, we saw an increase in profitability but also some offsetting effects from supply chain disruptions and in general we expect more of the same in Q3, with the group EBITA margin stable on a sequential basis. The significant y-o-y profitability improvement is driven primarily by HANZA's cluster strategy starting to play out but is also helped by easy comps as Q3'20 margins were hampered by COVID-19 effects. Furthermore, we believe the underlying demand for the company's services is not fully reflected in our sales estimates given that there should be difficulties delivering on contracts in Q3 due to logistics issues, which we believe will result in some inventory build-up and weaker cash flow for the quarter.

Estimate changes primarily from the consolidation of Beyers

We raise our '21e-'23e adj. EBITA by 1%, 13% and 14%, respectively, primarily driven by the consolidation of Helmut Beyers (on October 25) into our estimates. For Q4'21e, we assume margin dilution in the Main Markets segment due to this acquisition, but from '22e we expect Beyers to improve profitability as it is integrated into HANZA's nearby cluster.

Trading at 9x '22e EV/EBITA, fair value of SEK 27-43 (24-39)

The share is up 153% YTD because of operational improvements at the company that have resulted in significant margin expansion. As HANZA continues to build out its cluster strategy, creating increasingly mature clusters with higher profitability, group margins should follow. On our estimates, the share is currently trading at 9x '22e adj. EV/EBITA with an expected '20-'23e EBITA CAGR of 40%. Finally, we raise our fair value range to SEK 27-43 (24-39) per share due to our estimate revisions.

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SEKm	2019	2020	2021e	2022e	2023e
Sales	2,068	2,155	2,433	2,901	3,096
EBITDA	149	139	219	280	304
EBITDA margin (%)	7.2	6.4	9.0	9.6	9.8
EBIT adj	76	56	132	164	181
EBIT adj margin (%)	3.7	2.6	5.4	5.6	5.8
Pretax profit	32	9	89	135	150
EPS rep	0.72	-0.04	1.96	2.93	3.26
EPS adj	1.63	1.22	2.81	3.42	3.78
Sales growth (%)	14.2	4.2	12.9	19.3	6.7
EPS growth (%)	-3.2	-106.0	4,694.5	49.5	11.2

Source: ABG Sundal Collier, Company data

Reason: Preview of results

Company sponsored research

Not rated

Estimate changes (%)

	2021e	2022e	2023e
Sales	1.2%	9.7%	9.7%
EBIT (rep)	-7.5%	13.1%	14.8%
EPS (rep)	-9.2%	24.6%	26.5%

Source: ABG Sundal Collier

Share price (SEK)	01/11/2021	35.3
Fair value range (per share)		27-43

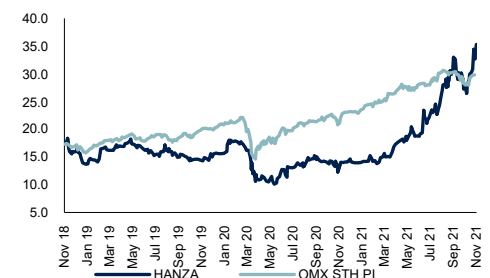
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MCap (SEKm)	1,263
MCap (EURm)	127
Net debt (EURm)	49

No. of shares (m)	35.8
Free float (%)	70
Av. daily volume (k)	33

Next event Q3 report: 09 Nov

Performance



	1m	3m	12m
Absolute (%)	26.5	36.3	184.7

Source: FactSet

	2021e	2022e	2023e
P/E (x)	18.0	12.0	10.8
P/E adj (x)	12.5	10.3	9.3
P/BVPS (x)	2.22	1.94	1.72
EV/EBITDA (x)	8.0	6.1	5.4
EV/EBIT adj (x)	13.3	10.4	9.1
EV/sales (x)	0.72	0.59	0.53
ROE adj (%)	19.3	20.0	19.5
Dividend yield (%)	0.7	1.9	2.8
FCF yield (%)	0.0	6.1	7.7
Lease adj. FCF yld (%)	0.0	6.1	7.7
Net IB debt/EBITDA	2.2	1.6	1.2
Lease adj. ND/EBITDA	1.4	1.0	1.0

Please refer to important disclosures at the end of this report

This research product is commissioned and paid for by the company covered in this report. As such, this report is deemed to constitute an acceptable minor non-monetary benefit (i.e. not investment research) as defined in MiFID II.

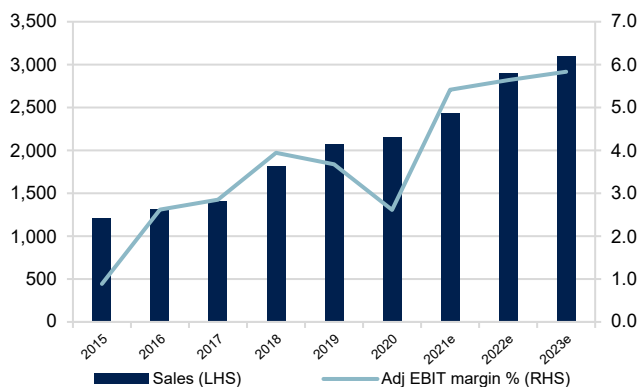
Company description

HANZA is a manufacturing company founded in 2008 with the vision “all you need is one”. This means that it aims to provide a complete manufacturing solution for its clients. The company’s manufacturing expertise spans over solutions within mechanics, electronics, cabling and assembly. HANZA’s production sites are formed as clusters serving customers at a local level, with operations in the Nordic, Baltics, Asia and Central Europe.

Risks

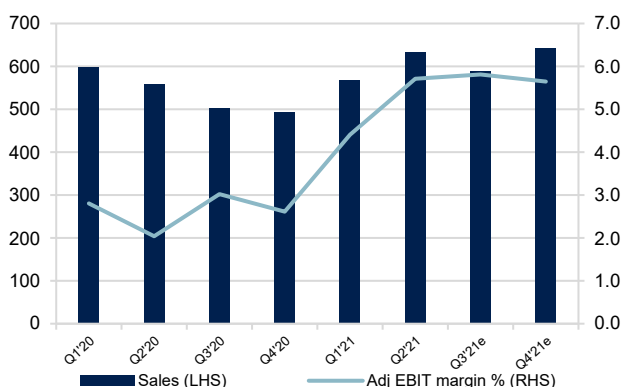
HANZA’s biggest risk is its exposure towards the overall economic cycle. In a recession, we expect that it will be difficult for HANZA to maintain its 10% sales growth target. Increased competition and consequent price pressure might affect the group negatively. Furthermore, it could be difficult for the company to find and hire the right competence during high-growth periods.

Annual sales and adj. EBIT margin



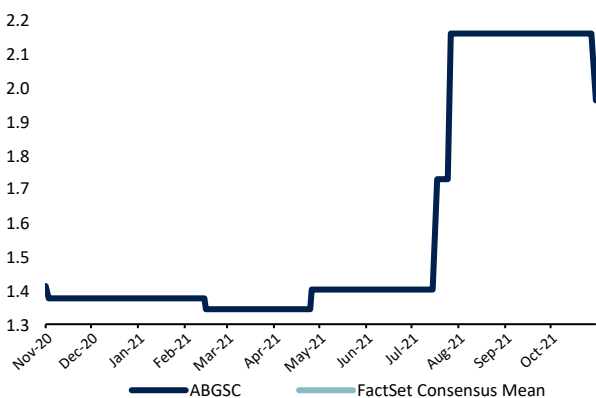
Source: ABG Sundal Collier, Company data

Quarterly sales and adj. EBIT margin



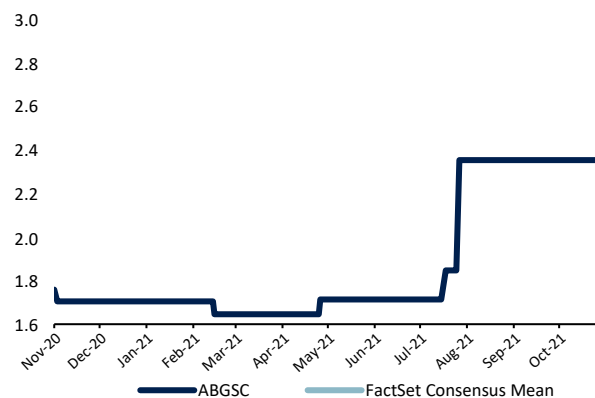
Source: ABG Sundal Collier, Company data

EPS estimate changes, 2021e, SEK



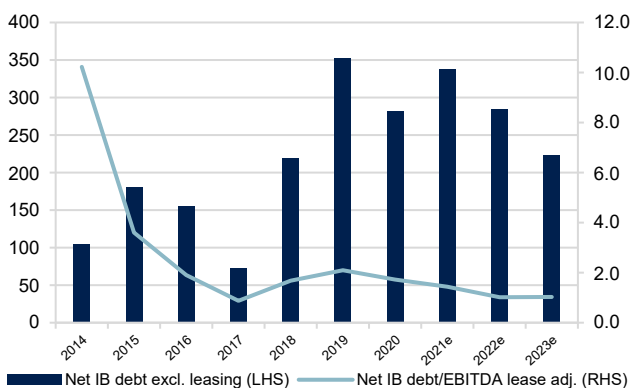
Source: ABG Sundal Collier, FactSet

EPS estimate changes, 2022e, SEK



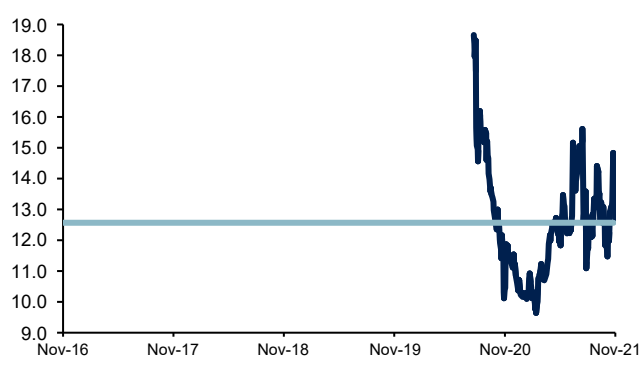
Source: ABG Sundal Collier, FactSet

Lease adj. net debt and ND/EBITDA



Source: ABG Sundal Collier, Company data

12-month forward-looking P/E



Source: ABG Sundal Collier, Company data

Estimate changes, '21e-'23e

Estimate changes	Old forecast			New forecast			% change			SEKm change		
	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e
Income statement												
Net sales	2,403	2,645	2,823	2,433	2,901	3,096	1%	10%	10%	30	256	273
Gross profit	1,131	1,217	1,304	1,144	1,335	1,430	1%	10%	10%	13	118	126
Adj. EBITA	145	160	174	146	181	199	1%	13%	14%	1	20	25
Non-recurring items	-6	0	0	-16	0	0	167%	n.a.	n.a.	-10	0	0
EBIT	125	145	157	116	164	181	-8%	13%	15%	-9	19	23
PTP	99	108	118	89	135	150	-10%	25%	27%	-9	27	32
Net profit	77	84	92	70	105	117	-9%	25%	27%	-7	21	24
Growth and margins	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e
Net sales y-o-y	11.5%	10.1%	6.7%	12.9%	19.3%	6.7%	1.4pp	9.2pp	0.0pp			
Adj. EBITA y-o-y	99.8%	10.3%	8.6%	100.8%	23.7%	10.0%	1.0pp	13.4pp	1.5pp			
Gross margin	47.1%	46.0%	46.2%	47.0%	46.0%	46.2%	0.0pp	0.0pp	0.0pp			
Adj. EBITA margin	6.1%	6.1%	6.2%	6.0%	6.2%	6.4%	0.0pp	0.2pp	0.3pp			
Main markets	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e
Net sales	1,323	1,468	1,564	1,353	1,725	1,837	2.3%	17.5%	17.5%	30	256	273
Adj. EBITA	100	110	117	100	129	140	0.5%	17.5%	19.0%	0	19	22
Adj. EBITA margin	7.5%	7.5%	7.5%	0	0	0	-0.1pp	0.0pp	0.1pp			
Other Markets	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e
Net sales	1,079	1,177	1,259	1,079	1,177	1,259	0.0%	0.0%	0.0%	0	0	0
Adj. EBITA	49	54	58	50	55	60	0.5%	2.2%	4.3%	0	1	3
Adj. EBITA margin	4.6%	4.6%	4.6%	0	0	0	0.0pp	0.1pp	0.2pp			
Business Development	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e
Net sales	0	0	0	0	0	0	n.a.	n.a.	n.a.	0	0	0
Adj. EBITA	-4	-4	-1	-4	-4	-1	0.0%	0.0%	0.0%	0	0	0

Source: ABG Sundal Collier estimates

Detailed quarterly financials

Quarterly overview, SEKm	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21e	Q4'21e
Sales	498	507	516	548	599	559	503	494	567	634	590	642
COGS	-272	-280	-280	-288	-321	-322	-292	-265	-307	-336	-311	-335
Gross Profit	225	226	236	260	278	237	211	229	260	298	279	307
SG&A	-208	-209	-221	-252	-262	-254	-196	-213	-241	-262	-245	-271
EBIT	17	17	14	8	17	-16	15	15	19	36	34	26
Non-recurring items	-6	-2	-7	-5	0	-28	0	3	-6	0	0	-10
Adj. EBIT	23	19	21	13	17	11	15	13	25	36	34	36
Amortisation	-2	-2	-3	-4	-4	-4	-6	-3	-4	-4	-3	-4
Adj. EBITA	25	22	24	17	20	15	21	16	29	40	38	40
Net financial expenses	-6	-5	-8	-5	-7	-4	-6	-5	-7	-6	-7	-7
PTP	11	12	6	3	10	-20	9	11	12	31	28	19
Taxes	-2	-4	-5	3	-3	1	-3	-5	-3	-5	-7	-5
NCI	0	0	0	0	0	0	0	0	0	0	0	0
Net Profit	9	8	1	5	6	-20	7	5	9	26	21	14
Margin and growth metrics	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21e	Q4'21e
Sales growth	13%	0%	20%	27%	20%	10%	-2%	-10%	-5%	13%	17%	30%
Gross margin	45.3%	44.7%	45.7%	47.4%	46.5%	42.5%	41.9%	46.3%	45.9%	47.0%	47.3%	47.8%
EBIT margin	3.5%	3.4%	2.8%	1.5%	2.8%	-2.9%	3.0%	3.1%	3.3%	5.7%	5.8%	4.1%
Adj. EBIT margin	4.6%	3.8%	4.1%	2.4%	2.8%	2.0%	3.0%	2.6%	4.4%	5.7%	5.8%	5.6%
Adj. EBITA margin	5.0%	4.2%	4.7%	3.0%	3.4%	2.7%	4.3%	3.3%	5.0%	6.4%	6.4%	6.2%
Tax rate	20.2%	31.4%	85.2%	-83.3%	32.6%	3.4%	27.5%	50.9%	22.9%	15.3%	25.0%	25.0%
EBIT y-o-y	-6.0%	-21.2%	-16.4%	n.m	-2.9%	n.m	n.m	n.m	n.m	n.m	125.4%	70.4%
Sales per segment, SEKm	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21e	Q4'21e
Key markets	249	268	287	308	338	306	266	255	301	339	334	379
Other markets	248	239	229	239	261	253	239	238	267	295	255	263
Group	498	507	516	547	599	559	505	494	567	634	590	642
Segment adj. EBITA SEKm	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21e	Q4'21e
Key markets	17	19	28	8	19	10	11	11	19	27	26	28
Other markets	8	2	-1	9	2	5	10	10	10	15	12	13
Business Development	0	0	-3	-1	-1	0	0	-3	-1	-1	-1	-1
Group	25	21	24	16	20	15	21	19	29	40	38	40
NRI	-6	-2	-7	-5	0	-28	0	3	-6	0	0	-10
adj. EBITA-margin	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21e	Q4'21e
Key markets	6.7%	7.1%	9.7%	2.7%	5.6%	3.2%	4.3%	4.3%	6.3%	7.9%	7.9%	7.4%
Other markets	3.3%	0.8%	-0.5%	3.8%	0.8%	1.9%	4.3%	4.4%	3.9%	5.0%	4.7%	4.8%
Group	5.0%	4.0%	4.7%	3.0%	3.4%	2.7%	4.2%	3.8%	5.0%	6.4%	6.4%	6.2%
Other metrics R12m	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21e	Q4'21e
FCF conversion	-141%	552%	-5100%	-25%	719%	n.m	74%	1144%	304%	-83%	-66%	57%
ND/EBITDA	3.0	2.7	4.5	3.6	3.4	3.7	3.7	3.2	3.6	2.9	1.9	1.8
NWC / Sales	9%	8%	15%	14%	13%	12%	12%	9%	10%	12%	13%	13%
ROE	5%	4%	2%	5%	4%	-1%	0%	0%	0%	9%	11%	12%
ROIC	5%	5%	3%	4%	4%	2%	2%	3%	3%	7%	8%	9%

Source: ABG Sundal Collier estimates, company data

Detailed annual financials

Annual overview, SEKm	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Sales	959	1,035	985	1,206	1,306	1,400	1,811	2,068	2,155	2,433	2,901	3,096
COGS	-544	-634	-596	-711	-718	-807	-1,006	-1,121	-1,200	-1,288	-1,567	-1,665
Gross Profit	415	402	389	495	588	593	805	947	955	1,144	1,335	1,430
SG&A	-426	-407	-412	-444	-562	-557	-751	-890	-924	-1,019	-1,171	-1,250
EBIT	-11	-5	-23	51	25	36	54	57	31	116	164	181
Non-recurring items	0	0	0	40	-9	-4	-17	-19	-25	-16	0	0
Adj. EBIT	-11	-5	-23	11	34	40	71	76	56	132	164	181
Amortisation	0	0	-1	-1	0	0	-7	-11	-16	-14	-17	-18
Adj. EBITA	0	0	-22	11	34	40	79	87	73	146	181	199
Net financial expenses	-16	-17	-14	-17	-22	-16	-25	-25	-22	-26	-29	-31
PTP	-27	-22	-37	34	4	19	29	32	9	89	135	150
Taxes	2	-2	3	4	-2	-3	-8	-9	-10	-19	-30	-33
NCI	0	0	0	0	0	0	0	0	0	0	0	0
Net Profit	-25	-23	-34	37	2	16	21	24	-1	70	105	117
Margin and growth metrics	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Sales growth	8%	8%	-5%	23%	8%	7%	29%	14%	4%	13%	19%	7%
Gross margin	43.3%	38.8%	39.5%	41.0%	45.0%	42.3%	44.5%	45.8%	44.3%	47.0%	46.0%	46.2%
EBIT margin	-1.1%	-0.5%	-2.4%	4.2%	1.9%	2.6%	3.0%	2.7%	1.5%	4.8%	5.6%	5.8%
Adj. EBIT margin	-1.1%	-0.5%	-2.4%	0.9%	2.6%	2.9%	3.9%	3.7%	2.6%	5.4%	5.6%	5.8%
EBITA margin	-1.1%	-0.5%	-2.3%	4.3%	1.9%	2.6%	3.4%	3.3%	2.2%	5.4%	6.2%	6.4%
Adj. EBITA margin	0.0%	0.0%	-2.3%	0.9%	2.6%	2.9%	4.3%	4.2%	3.4%	6.0%	6.2%	6.4%
Tax rate	6.4%	-7.8%	8.9%	-10.3%	45.7%	15.5%	28.8%	26.9%	115.7%	21.4%	22.0%	22.0%
EBIT y-o-y	-243%	-53%	366%	-319%	-51%	42%	52%	5%	-45%	270%	41%	10%
Sales per segment, SEKm	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Key markets						553	910	1,112	1,165	1,353	1,725	1,837
Other markets						846	901	955	992	1,079	1,177	1,259
Group						1,400	1,811	2,067	2,157	2,433	2,901	3,096
adj. EBITA per segment, SEI	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Key markets						18	67	62	51	100	129	140
Other markets						24	15	28	28	50	55	60
Business Development						-2	-4	-4	-3	-4	-4	-1
Group						40	79	86	75	146	181	199
adj. EBITA-margin per segr	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Key markets						3.2%	7.4%	5.5%	4.4%	7.4%	7.5%	7.6%
Other markets						2.8%	1.6%	3.0%	2.8%	4.6%	4.7%	4.8%
Group						2.9%	4.3%	4.2%	3.5%	6.0%	6.2%	6.4%
Other metrics	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
FCF conversion	-549%	-94%	50%	-110%	2205%	492%	-363%	-65%	n.a	1%	74%	83%
ND/EBITDA	8.7x	5.8x	18.2x	2.7x	3.1x	1.8x	2.3x	3.6x	3.2x	1.8x	1.1x	0.8x
NWC / Sales	12%	9%	9%	11%	10%	9%	8%	14%	9%	13%	12%	12%
ROE	-15%	-17%	-22%	15%	1%	5%	5%	5%	0%	12%	16%	16%
ROIC	-2%	-1%	-7%	14%	4%	7%	6%	4%	-1%	9%	12%	12%

Source: ABG Sundal Collier estimates, company data

Income Statement (SEKm)	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021e	Q4 2021e
Sales	599	559	503	494	567	634	590	642
COGS	-321	-322	-292	-265	-307	-336	-311	-335
Gross profit	278	237	211	229	260	298	279	307
Other operating items	-237	-218	-173	-189	-218	-235	-219	-253
EBITDA	42	19	38	40	43	63	60	54
Depreciation and amortisation	-21	-32	-17	-21	-20	-22	-22	-24
EBITA	20	-13	21	19	23	40	38	30
EO items	0	-28	0	3	-6	0	0	-10
Impairment and PPA amortisation	-4	-4	-6	-3	-4	-4	-3	-4
EBIT	17	-16	15	15	19	36	34	26
Net financial items	-7	-4	-6	-5	-7	-6	-7	-7
Pretax profit	10	-20	9	11	12	31	28	19
Tax	-3	1	-3	-5	-3	-5	-7	-5
Net profit	6	-20	7	5	9	26	21	14
Minority interest	0	0	0	0	0	0	0	0
Net profit discontinued	0	0	0	0	0	0	0	0
Net profit to shareholders	6	-20	7	5	9	26	21	14
EPS	0.20	-0.60	0.20	0.16	0.27	0.73	0.58	0.40
EPS Adj	0.31	-0.49	0.39	0.26	0.37	0.84	0.67	0.50
Total extraordinary items after tax	0	-28	0	3	-6	0	0	-10
Tax rate (%)	32.6	3.4	27.5	50.9	22.9	15.3	25.0	25.0
Gross margin (%)	46.5	42.5	41.9	46.3	45.9	47.0	47.3	47.8
EBITDA margin (%)	6.9	3.4	7.6	8.1	7.5	9.9	10.1	8.4
EBITA margin (%)	3.4	-2.3	4.3	3.8	4.0	6.4	6.4	4.6
EBIT margin (%)	2.8	-2.9	3.0	3.1	3.3	5.7	5.8	4.1
Pretax margin (%)	1.6	-3.6	1.8	2.1	2.1	4.8	4.7	3.0
Net margin (%)	1.1	-3.5	1.3	1.1	1.6	4.1	3.5	2.2
Growth rates Y/Y	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021e	Q4 2021e
Sales growth (%)	20.4	10.3	-2.4	-9.9	-5.3	13.4	17.2	30.0
EBITDA growth (%)	6.7	-49.7	5.8	10.6	2.9	228.3	56.1	35.3
EBIT growth (%)	-2.9	-chg	6.3	90.1	13.1	+chg	125.4	70.4
Net profit growth (%)	-29.7	-chg	633.3	-5.5	42.2	+chg	214.4	176.1
EPS growth (%)	-29.7	-chg	633.3	-5.5	42.2	+chg	214.4	176.1
Adj earnings numbers	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021e	Q4 2021e
EBITDA Adj	42	47	38	37	49	63	60	64
EBITDA Adj margin (%)	6.9	8.3	7.6	7.6	8.6	9.9	10.1	9.9
EBITA Adj	20	15	21	16	29	40	38	40
EBITA Adj margin (%)	3.4	2.7	4.3	3.3	5.0	6.4	6.4	6.2
EBIT Adj	17	11	15	13	25	36	34	36
EBIT Adj margin (%)	2.8	2.0	3.0	2.6	4.4	5.7	5.8	5.6
Pretax profit Adj	13	11	15	11	21	35	31	33
Net profit Adj	10	11	13	6	19	30	24	28
Net profit to shareholders Adj	10	11	13	6	19	30	24	28
Net Adj margin (%)	1.7	2.0	2.5	1.2	3.3	4.8	4.1	4.3

Source: ABG Sundal Collier, Company data

Income Statement (SEKm)	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Sales	985	1,206	1,306	1,400	1,811	2,068	2,155	2,433	2,901	3,096
COGS	-596	-711	-718	-807	-1,006	-1,121	-1,200	-1,288	-1,567	-1,665
Gross profit	389	495	588	593	805	947	955	1,144	1,335	1,430
Other operating items	-379	-404	-515	-514	-692	-798	-816	-926	-1,055	-1,126
EBITDA	10	91	73	79	113	149	139	219	280	304
Depreciation and amortisation	-32	-39	-48	-43	-52	-81	-91	-89	-99	-105
Of which leasing depreciation	0	0	0	0	0	0	0	0	0	0
EBITA	-22	52	25	36	61	68	48	130	181	199
EO items	0	40	-9	-4	-17	-19	-25	-16	0	0
Impairment and PPA amortisation	-1	-1	0	-0	-7	-11	-17	-14	-17	-18
EBIT	-23	51	25	36	54	57	31	116	164	181
Net financial items	-14	-17	-22	-16	-25	-25	-22	-26	-29	-31
Pretax profit	-37	34	4	19	29	32	9	89	135	150
Tax	3	4	-2	-3	-8	-9	-10	-19	-30	-33
Net profit	-34	38	2	16	21	24	-1	70	105	117
Minority interest	0	0	0	0	0	0	0	0	0	0
Net profit discontinued	0	0	0	0	0	0	0	0	0	0
Net profit to shareholders	-34	38	2	16	21	24	-1	70	105	117
EPS	-5.08	3.17	0.09	0.68	0.74	0.72	-0.04	1.96	2.93	3.26
EPS Adj	-4.92	-0.20	0.49	0.87	1.61	1.63	1.22	2.81	3.42	3.78
Total extraordinary items after tax	0	40	-9	-4	-17	-19	-25	-16	0	0
Leasing payments	0	0	0	0	0	0	0	0	0	-88
Tax rate (%)	8.9	10.3	45.7	15.5	28.8	26.9	115.7	21.4	22.0	22.0
Gross margin (%)	39.5	41.0	45.0	42.3	44.5	45.8	44.3	47.0	46.0	46.2
EBITDA margin (%)	1.0	7.5	5.6	5.7	6.3	7.2	6.4	9.0	9.6	9.8
EBITA margin (%)	-2.3	4.3	1.9	2.6	3.4	3.3	2.2	5.4	6.2	6.4
EBIT margin (%)	-2.4	4.2	1.9	2.6	3.0	2.7	1.5	4.8	5.6	5.8
Pretax margin (%)	-3.7	2.8	0.3	1.4	1.6	1.6	0.4	3.7	4.6	4.8
Net margin (%)	-3.4	3.1	0.1	1.2	1.1	1.1	-0.1	2.9	3.6	3.8
Growth rates Y/Y	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Sales growth (%)	-4.9	22.5	8.2	7.2	29.4	14.2	4.2	12.9	19.3	6.7
EBITDA growth (%)	304.0	788.2	-19.8	8.8	43.1	31.6	-7.0	57.9	27.8	8.9
EBIT growth (%)	-366.0	319.3	-50.7	41.7	51.5	5.0	-44.9	269.7	41.4	10.4
Net profit growth (%)	-43.0	211.6	-94.9	763.2	26.8	13.5	-105.9	5,115.0	49.5	11.2
EPS growth (%)	-19.9	162.3	-97.3	693.0	8.9	-3.2	-106.0	4,694.5	49.5	11.2
Profitability	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
ROE (%)	-22.5	18.7	0.7	5.7	5.8	5.2	-0.3	13.4	17.2	16.9
ROE Adj (%)	-21.8	-1.2	4.2	7.2	12.6	11.9	8.2	19.3	20.0	19.5
ROCE (%)	-8.1	13.1	5.4	8.0	9.4	6.4	3.0	10.8	13.8	14.2
ROCE Adj(%)	-7.7	2.9	7.3	9.1	13.7	9.9	7.1	13.6	15.2	15.7
ROIC (%)	-8.3	16.3	3.2	7.4	7.4	4.9	-0.5	9.0	11.6	12.7
ROIC Adj (%)	-8.3	3.4	4.3	8.3	9.7	6.6	-0.9	10.3	11.6	12.7
Adj earnings numbers	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
EBITDA Adj	10	50	82	83	131	168	164	235	280	304
EBITDA Adj margin (%)	1.0	4.2	6.3	6.0	7.2	8.1	7.6	9.7	9.6	9.8
EBITDA lease Adj	10	50	82	83	131	168	164	235	280	216
EBITDA lease Adj margin (%)	1.0	4.2	6.3	6.0	7.2	8.1	7.6	9.7	9.6	7.0
EBITA Adj	-22	11	34	40	79	87	73	146	181	199
EBITA Adj margin (%)	-2.3	0.9	2.6	2.9	4.3	4.2	3.4	6.0	6.2	6.4
EBIT Adj	-23	11	34	40	71	76	56	132	164	181
EBIT Adj margin (%)	-2.4	0.9	2.6	2.9	3.9	3.7	2.6	5.4	5.6	5.8
Pretax profit Adj	-36	-6	13	24	54	63	50	120	152	168
Net profit Adj	-33	-2	11	21	45	54	40	101	122	135
Net profit to shareholders Adj	-33	-2	11	21	45	54	40	101	122	135
Net Adj margin (%)	-3.3	-0.2	0.8	1.5	2.5	2.6	1.9	4.1	4.2	4.4

Source: ABG Sundal Collier, Company data

Cash Flow Statement (SEKm)	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
EBITDA	10	91	73	79	113	149	139	219	280	304
Net financial items	-14	-17	-22	-16	-25	-25	-22	-26	-29	-31
Paid tax	3	4	-2	-3	-8	-9	-10	-19	-30	-33
Non-cash items	3	-19	0	0	0	0	0	0	0	0
Cash flow before change in WC	3	59	49	60	80	116	106	173	221	241
Change in WC	20	-54	-8	12	34	6	76	-55	-32	-25
Operating cash flow	23	5	42	72	114	122	182	118	189	216
CAPEX tangible fixed assets	-24	-17	0	-14	-47	-51	-60	-99	-111	-119
CAPEX intangible fixed assets	0	0	0	0	0	0	0	0	0	0
Acquisitions and disposals	-16	-30	0	23	-143	-87	-0	-19	0	0
Free cash flow	-17	-41	42	81	-76	-15	122	1	77	97
Dividend paid	0	0	0	0	0	-8	0	-9	-24	-35
Share issues and buybacks	0	0	0	0	0	0	0	0	0	0
Lease liability amortisation	0	0	0	0	0	0	0	0	0	0
Other non cash items	6	-42	-15	-16	-100	-308	-21	-150	-18	-19
Balance Sheet (SEKm)	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Goodwill	146	141	145	148	265	299	298	337	337	337
Other intangible assets	0	0	1	4	66	113	98	109	109	109
Tangible fixed assets	129	253	244	206	270	279	270	334	347	360
Right-of-use asset	0	0	0	0	0	144	138	166	166	166
Total other fixed assets	14	17	18	17	17	32	27	19	19	19
Fixed assets	288	412	407	374	617	866	830	965	978	991
Inventories	202	239	244	270	290	423	342	528	624	666
Receivables	46	67	72	63	102	150	101	165	182	194
Other current assets	10	9	10	6	10	17	19	17	17	17
Cash and liquid assets	32	49	24	56	78	67	121	84	137	199
Total assets	578	776	756	770	1,096	1,523	1,414	1,759	1,938	2,067
Shareholders equity	146	254	269	309	411	498	475	570	651	733
Minority	0	0	0	0	0	0	0	0	0	0
Total equity	146	254	269	309	411	498	475	570	651	733
Long-term debt	54	133	69	87	207	210	175	183	183	183
Pension debt	3	3	4	0	5	109	110	109	109	109
Convertible debt	0	0	0	0	0	0	0	0	0	0
Leasing liability	0	0	0	0	0	138	124	154	154	154
Total other long-term liabilities	4	4	3	7	29	46	43	33	10	12
Short-term debt	92	94	107	42	85	101	119	130	130	130
Accounts payable	139	147	155	167	219	232	200	322	392	416
Other current liabilities	139	141	148	156	140	190	169	258	308	329
Total liabilities and equity	578	776	756	770	1,096	1,523	1,414	1,759	1,938	2,067
Net IB debt	104	181	156	73	219	491	406	492	439	377
Net IB debt excl. pension debt	101	178	152	73	215	382	296	383	330	268
Net IB debt excl. leasing	104	181	156	73	219	353	282	338	284	223
Capital invested	255	439	428	390	659	1,034	924	1,095	1,100	1,122
Working capital	-20	27	22	16	42	169	94	130	123	132
EV breakdown	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Market cap. diluted (m)	94	91	228	259	390	516	457	1,263	1,263	1,263
Net IB debt Adj	104	181	156	73	219	491	406	492	439	377
Market value of minority	0	0	0	0	0	0	0	0	0	0
Reversal of shares and participations	0	0	0	0	0	0	0	0	0	0
Reversal of conv. debt assumed equity	0	0	0	0	0	0	0	0	0	0
EV	198	272	383	332	609	1,007	863	1,755	1,702	1,640
Capital efficiency	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Total assets turnover (%)	179.7	178.2	170.5	183.5	194.1	157.9	146.7	153.3	157.0	154.6
Working capital/sales (%)	-0.9	0.3	1.8	1.3	1.6	5.1	6.1	4.6	4.4	4.1
Financial risk and debt service	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Net debt/equity	0.71	0.71	0.58	0.24	0.53	0.99	0.85	0.86	0.67	0.51
Net debt/market cap	0.89	1.81	0.78	0.30	0.53	0.95	0.89	0.39	0.35	0.30
Equity ratio (%)	25.3	32.7	35.6	40.2	37.5	32.7	33.6	32.4	33.6	35.4
Net IB debt adj./equity	0.71	0.71	0.58	0.24	0.53	0.99	0.85	0.86	0.67	0.51
Current ratio	0.78	0.95	0.85	1.08	1.08	1.16	1.10	1.06	1.11	1.18
EBITDA/net interest	0.75	5.30	3.35	4.85	4.55	6.08	6.19	8.29	9.64	9.83
Net IB debt/EBITDA	10.23	2.00	2.14	0.92	1.94	3.29	2.93	2.25	1.57	1.24
Net IB debt/EBITDA lease Adj	10.23	3.60	1.90	0.88	1.68	2.10	1.72	1.44	1.02	1.03
Interest cover	-1.63	3.02	1.16	2.21	2.46	2.77	2.13	4.93	6.23	6.43

Source: ABG Sundal Collier, Company data

Valuation and Ratios (SEKm)	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Shares outstanding adj.	7	12	22	24	28	33	33	36	36	36
Fully diluted shares Adj	7	12	22	24	28	33	33	36	36	36
EPS	-5.08	3.17	0.09	0.68	0.74	0.72	-0.04	1.96	2.93	3.26
Dividend per share Adj	0	0	0	0	0	0.2	0.3	0.3	0.7	1.0
EPS Adj	-4.92	-0.20	0.49	0.87	1.61	1.63	1.22	2.81	3.42	3.78
BVPS	22.13	21.46	12.11	12.81	14.59	15.09	14.49	15.93	18.20	20.48
BVPS Adj	0.12	9.49	5.55	6.54	2.85	2.59	2.42	3.48	5.75	8.03
Net IB debt / share	15.8	15.3	7.0	3.0	7.8	14.9	12.4	13.8	12.3	10.5
Share price	14.21	7.71	10.25	10.71	13.85	15.65	13.95	35.30	35.30	35.30
Market cap. (m)	94	91	228	259	390	516	457	1,263	1,263	1,263
Valuation	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
P/E	-2.8	2.4	119.7	15.8	18.7	21.9	-326.6	18.0	12.0	10.8
EV/sales	0.20	0.23	0.29	0.24	0.34	0.49	0.40	0.72	0.59	0.53
EV/EBITDA	19.4	3.0	5.3	4.2	5.4	6.8	6.2	8.0	6.1	5.4
EV/EBITA	-8.9	5.3	15.2	9.2	9.9	14.8	18.1	13.5	9.4	8.2
EV/EBIT	-8.5	5.3	15.2	9.3	11.3	17.7	27.6	15.2	10.4	9.1
Dividend yield (%)	0	0	0	0	0	1.6	1.8	0.7	1.9	2.8
FCF yield (%)	-17.8	-45.0	18.4	31.2	-19.4	-3.0	26.6	0.0	6.1	7.7
Lease adj. FCF yield (%)	-17.8	-45.0	18.4	31.2	-19.4	-3.0	26.6	0.0	6.1	7.7
P/BVPS	0.64	0.36	0.85	0.84	0.95	1.04	0.96	2.22	1.94	1.72
P/BVPS Adj	117.44	0.81	1.85	1.64	4.86	6.04	5.77	10.14	6.14	4.40
P/E Adj	-2.9	-38.0	20.9	12.4	8.6	9.6	11.4	12.5	10.3	9.3
EV/EBITDA Adj	19.4	5.4	4.7	4.0	4.7	6.0	5.3	7.5	6.1	5.4
EV/EBITA Adj	-8.9	24.3	11.2	8.3	7.7	11.6	11.9	12.0	9.4	8.2
EV/EBIT Adj	-8.5	25.4	11.2	8.3	8.5	13.3	15.3	13.3	10.4	9.1
EV/cap. employed	0.7	0.6	0.9	0.8	0.9	1.0	0.9	1.5	1.4	1.3
Investment ratios	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e
Capex/sales	2.4	1.4	0	1.0	2.6	2.4	2.8	4.1	3.8	3.8
Capex/depreciation	74.1	42.3	0	33.2	89.6	62.3	66.0	111.6	112.7	112.7
Capex tangibles/tangible fixed assets	18.6	6.5	0	6.9	17.2	18.1	22.2	29.6	32.1	33.0
Capex intangibles/definite intangibles	nm	0	0	0	0	0	0	0	0	0
Depreciation on intangibles/definite intai	nm	0	0	0	0	0	0	0	0	0
Depreciation on tangibles/tangibles	25.1	15.4	19.5	20.9	19.3	29.1	33.7	26.5	28.5	29.3

Source: ABG Sundal Collier, Company data

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