

## HANZA

### Delivering on margins

- EBITA 26% better than ABGSCe
- We lower '21e-'22e sales by 4-3% on a slower recovery
- Well positioned for recovery, fair value SEK 12-24/share

### Margin improvement in Other Markets

HANZA delivered sales in line with our expectations, but margins were better. Sales were SEK 501m (0% vs. ABGSCe) and declined 2% y-o-y, of which we estimate organic -8%, FX -2% and M&A +8%. Reported EBITA of SEK 21m was 26% better than ABGSCe. The main driver for the earnings beat was strong EBITA margins in Other Markets of 4.3% (0%). This was supported by better volumes (+18% vs ABGSCe) and the implementation of its cluster strategy. Importantly, HANZA has not lost any contracts, but volumes have fallen. Its largest customer is based in Germany with exposure to the clothing industry, which has been severely affected by the lockdowns. This has led to an annual volume reduction of SEK 100m, or c. 5% of sales.

### Well positioned for a recovery

We lower sales by 4% and 3% for '21e and '22e, respectively, based on the surging COVID-19 numbers and subsequent lockdown measures, which look set to slow economic activity and delay the recovery. However, we believe HANZA is even better equipped to handle this now with the restructuring it did in Q2. Looking into '21e, we expect that HANZA is in a good position to capture growth as uncertainties settle and customers review their supply chains. We expect sales growth in '21 of 8% and increase our EBIT margin assumptions by 10bp, to 3.9%, as Q3 indicated it has solid cost control.

### Fair value of SEK 12-24 per share

The stock is trading at 9x EV/EBIT '21e, and we expect it to generate >14% FCF yields for '21-'22. Based on our three-scenario model, we estimate a fair value range of SEK 12-24 per share.

**Analyst(s):** Erik Cassel

SEKm	2018	2019	2020e	2021e	2022e
Sales	1,811	2,068	2,190	2,356	2,545
EBITDA	113	149	140	190	220
EBITDA margin (%)	6.3	7.2	6.4	8.1	8.6
EBIT adj	71	76	61	91	113
EBIT adj margin (%)	3.9	3.7	2.8	3.9	4.4
Pretax profit	29	32	12	62	77
EPS rep	0.74	0.72	0.12	1.38	1.70
EPS adj	1.61	1.63	1.41	1.76	2.12
Sales growth (%)	29.4	14.2	5.9	7.6	8.0
EPS growth (%)	8.9	-3.2	-83.1	1,039.7	23.9

Source: ABG Sundal Collier, Company data

Reason: Post-results comment

### Company sponsored research

Not rated

Estimate changes (%)

	2020e	2021e	2022e
Sales	-0.6%	-4.0%	-3.1%
EBIT (rep)	3.5%	-1.8%	-3.1%
EPS (rep)	-22.4%	-2.6%	-3.1%

Source: ABG Sundal Collier

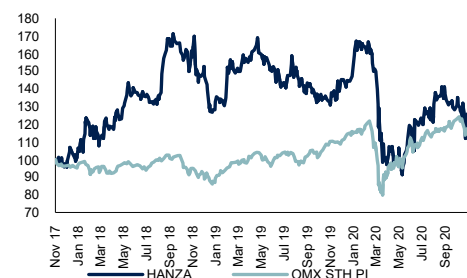
Share price (SEK)	03/11/2020	13.6
Fair value range (per share)		12-24

Capital Goods, Sweden  
HANZA.ST/HANZA SS

MCap (SEKm)	449
MCap (EURm)	43
Net debt (EURm)	39

No. of shares (m)	33.0
Free float (%)	70
Av. daily volume (k)	6

### Performance



	1m	3m	12m
Absolute (%)	-1.4	1.5	-6.2
OMX STH PI (%)	-3.0	2.2	8.4

Source: FactSet

	2020e	2021e	2022e
P/E (x)	112.6	9.9	8.0
P/E adj (x)	9.7	7.7	6.4
P/BVPS (x)	0.92	0.85	0.79
EV/EBITDA (x)	6.3	4.3	3.4
EV/EBIT adj (x)	14.3	8.9	6.6
EV/sales (x)	0.40	0.35	0.29
ROE adj (%)	9.6	11.4	12.7
Dividend yield (%)	1.8	0.3	3.4
FCF yield (%)	21.9	13.9	18.8
Lease adj. FCF yld (%)	21.9	13.9	18.8
Net IB debt/EBITDA	3.0	1.8	1.3
Lease adj. ND/EBITDA	1.7	1.2	0.7

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.

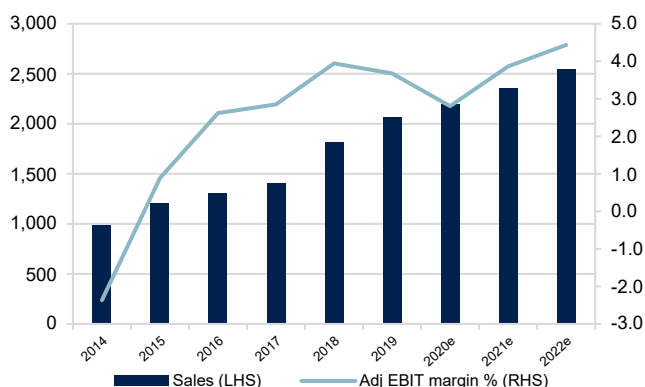
### Company description

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

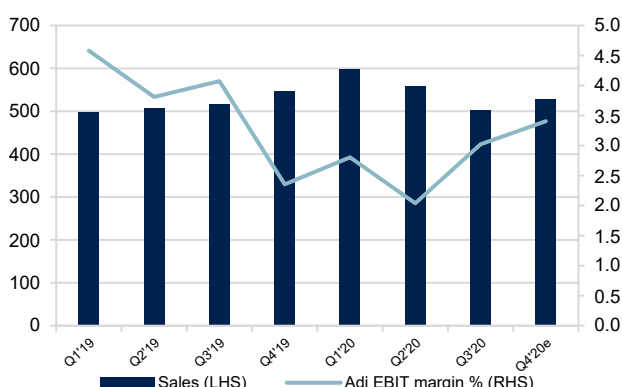
HANZA’s biggest risk is its exposure towards the overall economic cycle. In a recession, we expect that it will be difficult for HANZA to maintain its 10% sales growth target. Increased competition and consequent price pressure might affect the group negatively. Furthermore, it could be difficult for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

#### Annual sales and adj. EBIT margin SEKm



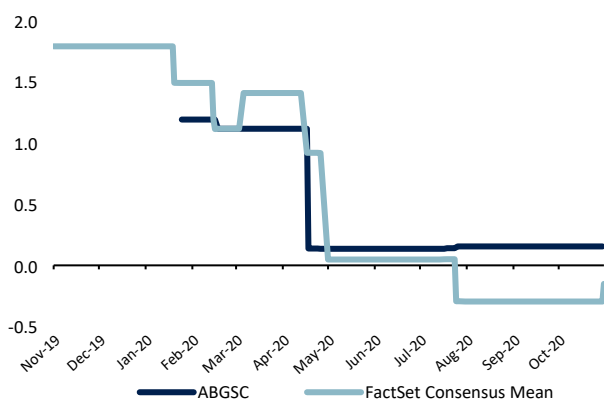
Source: ABG Sundal Collier, Company data

#### Quarterly sales and adj. EBIT margin



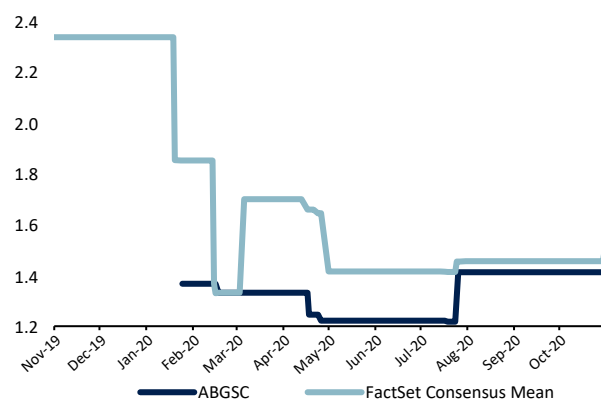
Source: ABG Sundal Collier, Company data

#### EPS estimate changes, 2020e, SEK



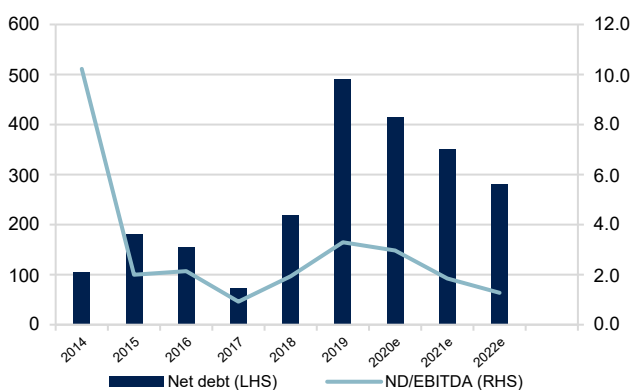
Source: ABG Sundal Collier, FactSet

#### EPS estimate changes, 2021e, SEK



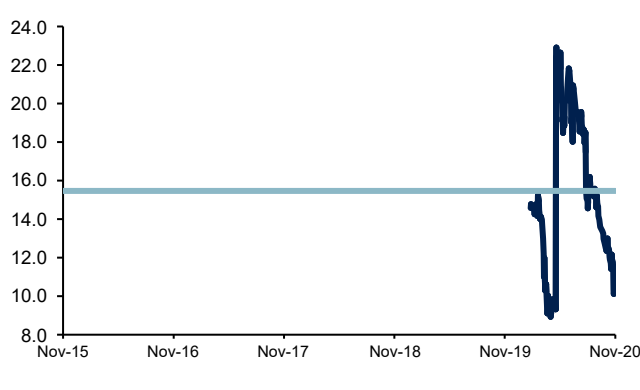
Source: ABG Sundal Collier, FactSet

#### Net debt and ND/EBITDA adj.



Source: ABG Sundal Collier, Company data

#### 12-month forward-looking P/E



Source: ABG Sundal Collier, Company data

## Q3 actual vs. expectations

(SEKm)	Last year	Actual	ABGSC	
	Q3 19	Q3 20	Q3 20e	Dev (%)
Net sales	515.5	503.1	501.5	0%
EBITA	17.4	21.4	16.9	26%
<b>Adj EBITA</b>	<b>24.1</b>	<b>21.4</b>	<b>16.9</b>	<b>26%</b>
EBIT	14.3	15.2	14.2	7%
Adj EBIT	21.0	15.2	14.2	7%
<b>Net profit</b>	<b>0.9</b>	<b>6.6</b>	<b>7.9</b>	<b>-16%</b>
EPS	0.03	0.20	0.23	-14%
EBITA margin	3.4%	4.3%	3.4%	0.9%
<b>Adj EBITA margin</b>	<b>4.7%</b>	<b>4.3%</b>	<b>3.4%</b>	<b>0.9%</b>
EBIT margin	2.8%	3.0%	2.8%	0.2%
<b>Adj EBIT margin</b>	<b>4.1%</b>	<b>3.0%</b>	<b>2.8%</b>	<b>0.2%</b>
EO	-6.7	0.0	0.0	
Growth y-o-y	Last year	Actual	ABGSC	Dev (%)
Sales	20%	-2%	-3%	0%
adj. EBITA	12%	-11%	-30%	19%
Net Profit	-92%	633%	776%	143%
Per segment	Last year	Actual	ABGSC	Dev (%)
<b>Sales</b>				
Key Markets	295	266	298	-11%
Other Markets	221	239	203	18%
Business Development	0.0	0	0	n.m.
<b>adj. EBITA</b>				
Key Markets	18	11	12	-2%
Other Markets	9	10	6	62%
Business Development	-3	0	-1	-80%
<b>EBITA margin</b>				
Key Markets	6.0%	4.3%	3.9%	0.4%
Other Markets	4.1%	4.3%	3.1%	1.2%
Business Development			n.m.	n.m.

Source: ABG Sundal Collier, company data

## Estimate revisions

	Old			New			Change (%)			Change (SEKm)		
	2020e	2021e	2022e	2020e	2021e	2022e	2020e	2021e	2022e	2020e	2021e	2022e
<b>Net sales</b>	<b>2,202</b>	<b>2,454</b>	<b>2,626</b>	<b>2,190</b>	<b>2,356</b>	<b>2,545</b>	<b>-1%</b>	<b>-4%</b>	<b>-3%</b>	<b>-12</b>	<b>-98</b>	<b>-81</b>
COGS	-1,207	-1,322	-1,415	-1,226	-1,290	-1,390	1%	-2%	-2%	-18	32	26
<b>Gross Profit</b>	<b>995</b>	<b>1,132</b>	<b>1,211</b>	<b>964</b>	<b>1,066</b>	<b>1,155</b>	<b>-3%</b>	<b>-6%</b>	<b>-5%</b>	<b>-30</b>	<b>-66</b>	<b>-55</b>
Opex	-962	-1,039	-1,094	-931	-975	-1,043	-3%	-6%	-5%	32	64	52
<b>EBIT</b>	<b>33</b>	<b>93</b>	<b>116</b>	<b>34</b>	<b>91</b>	<b>113</b>	<b>4%</b>	<b>-2%</b>	<b>-3%</b>	<b>1</b>	<b>-2</b>	<b>-4</b>
Adj EBIT	60	93	116	61	91	113	2%	-2%	-3%	1	-2	-4
<b>D&amp;A</b>	<b>-105</b>	<b>-106</b>	<b>-113</b>	<b>-106</b>	<b>-99</b>	<b>-107</b>	<b>1%</b>	<b>-6%</b>	<b>-5%</b>	<b>-1</b>	<b>7</b>	<b>6</b>
<i>ow depreciation</i>	-92	-92	-98	-89	-86	-93	-3%	-7%	-6%	3	6	6
<i>ow amortization</i>	-13	-13	-14	-16	-13	-14	26%	-4%	-3%	-3	1	0
EBITDA	138	198	229	140	190	220	1%	-4%	-4%	2	-8	-10
<b>EBITA</b>	<b>46</b>	<b>106</b>	<b>131</b>	<b>50</b>	<b>104</b>	<b>127</b>	<b>10%</b>	<b>-2%</b>	<b>-3%</b>	<b>5</b>	<b>-2</b>	<b>-4</b>
<b>Adj EBITA</b>	<b>73</b>	<b>106</b>	<b>131</b>	<b>78</b>	<b>104</b>	<b>127</b>	<b>6%</b>	<b>-2%</b>	<b>-3%</b>	<b>5</b>	<b>-2</b>	<b>-4</b>
Net financials	-20	-29	-37	-22	-29	-36	9%	0%	-3%	-2	0	1
Tax	-7	-16	-20	-8	-16	-19	8%	-3%	-3%	-1	0	1
EO	-28	0	0	-28	0	0						
<b>Net profit</b>	<b>5</b>	<b>48</b>	<b>60</b>	<b>4</b>	<b>47</b>	<b>58</b>	<b>-22%</b>	<b>-3%</b>	<b>-3%</b>	<b>-1</b>	<b>-1</b>	<b>-2</b>
EPS diluted (SEK)	0.16	1.41	1.76	0.12	1.38	1.70	-22%	-3%	-3%	-0.03	-0.04	-0.05
<b>Gross margin</b>	<b>45.2%</b>	<b>46.1%</b>	<b>46.1%</b>	<b>44.0%</b>	<b>45.2%</b>	<b>45.4%</b>	<b>-1.1%</b>	<b>-0.9%</b>	<b>-0.7%</b>			
<b>EBITA margin</b>	<b>2.1%</b>	<b>4.3%</b>	<b>5.0%</b>	<b>2.3%</b>	<b>4.4%</b>	<b>5.0%</b>	<b>0.2%</b>	<b>0.1%</b>	<b>0.0%</b>			
Adj EBITA margin	3.3%	4.3%	5.0%	3.5%	4.4%	5.0%	0.2%	0.1%	0.0%			
<b>EBITDA</b>	<b>6.2%</b>	<b>8.1%</b>	<b>8.7%</b>	<b>6.4%</b>	<b>8.1%</b>	<b>8.6%</b>	<b>0.1%</b>	<b>0.0%</b>	<b>-0.1%</b>			

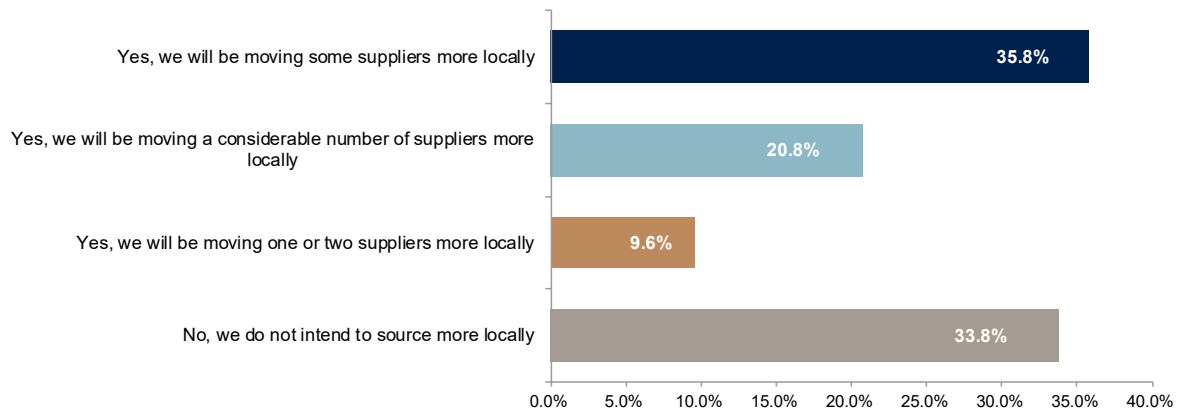
Source: ABG Sundal Collier, company data

# Supply management post-COVID-19

*The supply chain disruptions caused by COVID-19 are accelerating the local sourcing and outsourcing trend. Two-thirds of companies surveyed intend to increase local sourcing and defer capex in the wake of the pandemic. The shift plays to HANZA’s strengths as a Europe-based contract manufacturer.*

The Business Continuity Institute released its new study on supply chain management post-COVID-19. The broad study involved 353 respondents across 77 countries and 19 sectors. Most respondents have experienced trouble with global supply chains and consequently intend to increase local sourcing. The Far East will likely become the most affected, as manufacturers in Europe and the US move production home. In the wake of this, some countries are offering incentives for companies to relocate production to domestic sites. For example, Japan is offering 57 companies JPY 57bn in subsidies to relocate. We expect Europe to follow, not only to strengthen domestic companies, but as a part of economic stimulus measures for job creation.

## Two-thirds of companies will increase local sourcing



Source: ABG Sundal Collier, company data, BCI COVID-19: The future of supply chain

## HANZA will benefit from companies deferring capex and changing suppliers

In the study, 66% of respondents said that it is a priority to defer capex as a method of preserving cash balances. As a result, companies could logically turn to outsourcing instead of investing in their own plants and machinery. Additionally, 27% of respondents intend to change their supplier base to ensure that goods can be easily acquired. HANZA’s strategy is to be located near its customers, with cluster manufacturing able to handle every part of production. This strategy fits perfectly with the change in customer demand, requiring shorter lead times and more outsourcing.

As mentioned in the Q2’20 report, HANZA has already seen effects of this. Despite lockdowns and travel restrictions being in place, the customer interest for HANZA’s services seen a significant increase over the quarter, according to management. However, in our belief, it will take at least two quarters before we see these customers in the numbers, with the main influx seen in ’21 and ’22.

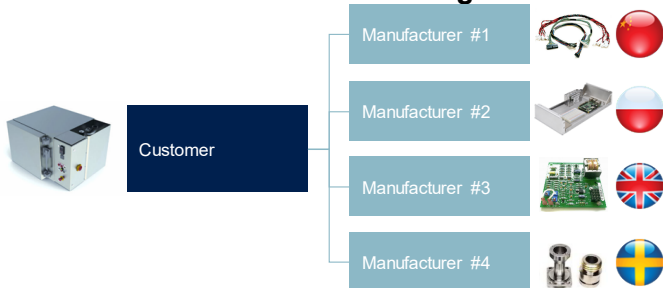
## HANZA in brief

HANZA was founded in 2008 by current CEO Erik Stenfors. The ambition was to create a new solution for contract manufacturing by collecting different extant manufacturing technologies locally to allow for shorter lead-times and more efficient transportation, which would in turn lead to improved profitability for customers. Since then, the group has grown to over SEK 2bn in sales. Today HANZA owns 16 manufacturing sites (plus one set for closure) divided into five “clusters” that primarily serve customers at their local levels. The group provides production of individual components as well as product development and assembly services. In addition to production capabilities, HANZA has a consultancy-type business that works with customers to optimise production and demonstrate how HANZA’s platform can significantly reduce costs and improve flexibility.

### A new take on manufacturing: “all you need is one”

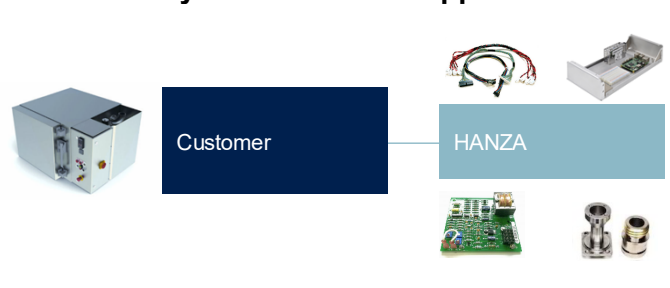
The general product company has several contract manufacturing suppliers. Contract manufacturers are often spread globally, specialising in the production of niche components and relying on high volumes to maintain the desired profitability. The global spread causes challenges for companies in terms of logistical timing and high transport-related costs. Additionally, traditional contract manufacturers provide a limited value add due to the standardisation of components produced. What HANZA does is bundle together different manufacturing capabilities in so-called “clusters” where clients – i.e. the product companies – can purchase products and deal with one manufacturer at a local level. These factors reduce the hassle of dealing with several manufacturers, which in turn reduces lead-times, transport time/cost as well as potential communication challenges.

#### Traditional contract manufacturing



Source: ABG Sundal Collier, company data

#### HANZA’s “all you need is one” approach



Source: ABG Sundal Collier, company data

### MIG (Manufacturing Solutions for Increased Growth & Earnings)

Manufacturing Solutions for Increased Growth and Earnings (MIG), is a consulting service aimed to help customers optimise the manufacturing of high-tech products. The identified improvements are then able to be implemented in one of HANZA’s clusters. The MIG consultant service acts as a perfect gateway to sell HANZA’s unique manufacturing offer, and so should not be seen as a stand-alone service but rather as a part of the selling process. Developed as part of Phase 2, MIG is today only a small part of the business, but the potential lies in its ability to win new customer contracts over time.

An example of MIG leading to new partnerships is Silva. Silva is a company that sells compasses and headlamps to consumers. By MIG analysis, HANZA helped Silva to effectively reduce tied-up capital and costs, as well as increase production flexibility. Silva decided to use HANZA’s manufacturing cluster in Suzhou, China and could thus close its own factory in Shenzhen.

# Valuation overview

We apply a three-scenario valuation method, assuming different sales growth and margin development outcomes across the scenarios.

## Scenario assumptions overview

Scenarios					
Scenario one		Scenario two		Scenario three	
<b>Growth &amp; Margin Assumptions</b>					
'24e Sales, SEKm	2,397	'24e Sales, SEKm	2,639	'24e Sales, SEKm	2,900
Sales CAGR '20e-'24e	3.0%	Sales CAGR '20e-'24e	5.0%	Sales CAGR '20e-'24e	7.0%
'24e EBITA Margin	4.2%	'24e EBITA Margin	5.0%	'24e EBITA Margin	6.0%
'24e EBITA, SEKm	99	'24e EBITA, SEKm	132	'24e EBITA, SEKm	174
EBITA CAGR '19-24e	2.7%	EBITA CAGR '19-24e	8.7%	EBITA CAGR '19-24e	14.8%
<b>Valuation Assumptions</b>					
End point multiple	11.0x	End point multiple	12.0x	End point multiple	13.0x
WACC	9.0%	WACC	9.0%	WACC	9.0%
NPV value per share	8	NPV value per share	17	NPV value per share	31

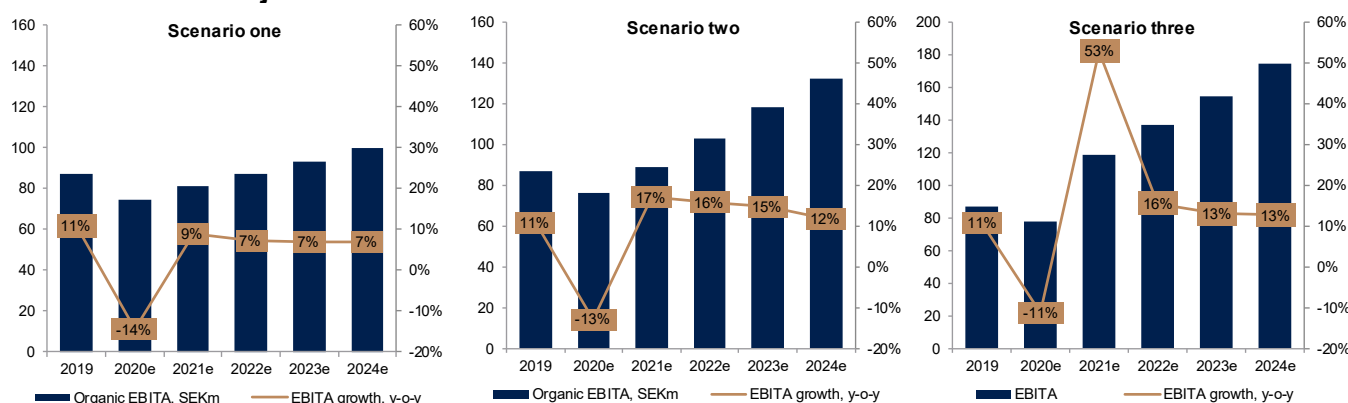
Source: ABG Sundal Collier, company data

In scenario one, we assume lacklustre growth in line with GDP and a failure to execute phase 3 of HANZA's strategy, meaning no noteworthy margin improvement, resulting in a fair value of SEK 8 per share.

In scenario two, we assume a somewhat successful capitalisation of the "back sourcing" trend, resulting in the end-market growth detailed above, with increases of volumes and cluster manufacturing leading to slightly improved margins. This gives a fair value of SEK 17 per share.

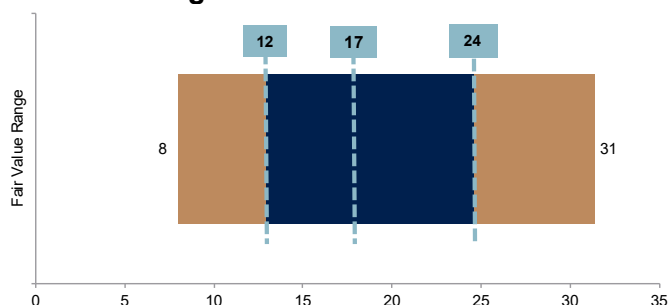
In scenario three, we assume significantly better growth than end-markets. In addition, we assume that cluster manufacturing becomes a majority share of the business, leading to major margin improvements. As in scenario two, an improvement of this magnitude would lead to a revaluation of the share. This shift would make a 13x EBITA end-point multiple reasonable, which would give a fair value of SEK 31 per share.

## Scenario-based adj. EBITA



Source: ABG Sundal Collier, company data

## Fair value range



Source: ABG Sundal Collier, company data

## Financial Overview, annual basis

Annual overview, SEKm	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
<b>Sales</b>	<b>884</b>	<b>959</b>	<b>1,035</b>	<b>985</b>	<b>1,206</b>	<b>1,306</b>	<b>1,400</b>	<b>1,811</b>	<b>2,068</b>	<b>2,190</b>	<b>2,356</b>	<b>2,545</b>
COGS	-537	-544	-634	-596	-711	-718	-807	-1,006	-1,121	-1,226	-1,290	-1,390
<b>Gross Profit</b>	<b>348</b>	<b>415</b>	<b>402</b>	<b>389</b>	<b>495</b>	<b>588</b>	<b>593</b>	<b>805</b>	<b>947</b>	<b>964</b>	<b>1,066</b>	<b>1,155</b>
SG&A	-340	-426	-407	-412	-444	-562	-557	-751	-890	-931	-975	-1,043
<b>EBIT</b>	<b>7</b>	<b>-11</b>	<b>-5</b>	<b>-23</b>	<b>51</b>	<b>25</b>	<b>36</b>	<b>54</b>	<b>57</b>	<b>34</b>	<b>91</b>	<b>113</b>
Non-recurring items	0	0	0	0	40	-9	-4	-17	-19	-28	0	0
<b>Adj. EBIT</b>	<b>7</b>	<b>-11</b>	<b>-5</b>	<b>-23</b>	<b>11</b>	<b>34</b>	<b>40</b>	<b>71</b>	<b>76</b>	<b>61</b>	<b>91</b>	<b>113</b>
Amortisation	0	0	0	-1	-1	0	0	-7	-11	-16	-13	-14
<b>Adj. EBITA</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-22</b>	<b>11</b>	<b>34</b>	<b>40</b>	<b>79</b>	<b>87</b>	<b>78</b>	<b>104</b>	<b>127</b>
Net financial expenses	-14	-16	-17	-14	-17	-22	-16	-25	-25	-22	-29	-36
PTP	-7	-27	-22	-37	34	4	19	29	32	12	62	77
Taxes	10	2	-2	3	4	-2	-3	-8	-9	-8	-16	-19
NCI	0	0	0	0	0	0	0	0	0	0	0	0
<b>Net Profit</b>	<b>3</b>	<b>-25</b>	<b>-23</b>	<b>-34</b>	<b>37</b>	<b>2</b>	<b>16</b>	<b>21</b>	<b>24</b>	<b>4</b>	<b>47</b>	<b>58</b>
Margin and growth metrics	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
<b>Sales growth</b>	<b>92%</b>	<b>8%</b>	<b>8%</b>	<b>-5%</b>	<b>23%</b>	<b>8%</b>	<b>7%</b>	<b>29%</b>	<b>14%</b>	<b>6%</b>	<b>8%</b>	<b>8%</b>
Gross margin	39.3%	43.3%	38.8%	39.5%	41.0%	45.0%	42.3%	44.5%	45.8%	44.0%	45.2%	45.4%
<b>EBIT margin</b>	<b>0.8%</b>	<b>-1.1%</b>	<b>-0.5%</b>	<b>-2.4%</b>	<b>4.2%</b>	<b>1.9%</b>	<b>2.6%</b>	<b>3.0%</b>	<b>2.7%</b>	<b>1.5%</b>	<b>3.9%</b>	<b>4.4%</b>
Adj. EBIT margin	0.8%	-1.1%	-0.5%	-2.4%	0.9%	2.6%	2.9%	3.9%	3.7%	2.8%	3.9%	4.4%
EBITA margin	0.8%	-1.1%	-0.5%	-2.3%	4.3%	1.9%	2.6%	3.4%	3.3%	2.3%	4.4%	5.0%
<b>Adj. EBITA margin</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>-2.3%</b>	<b>0.9%</b>	<b>2.6%</b>	<b>2.9%</b>	<b>4.3%</b>	<b>4.2%</b>	<b>3.5%</b>	<b>4.4%</b>	<b>5.0%</b>
Tax rate	149.8%	6.4%	-7.8%	8.9%	-10.3%	45.7%	15.5%	28.8%	26.9%	64.9%	25.0%	25.0%
EBIT y-o-y	-60%	-243%	-53%	366%	-319%	-51%	42%	52%	5%	-40%	168%	24%
Sales per segment, SEKm	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Key markets							553	910	1,153	1,233	1,307	1,412
Other markets							846	901	915	959	1,049	1,133
<b>Group</b>							<b>1,400</b>	<b>1,811</b>	<b>2,068</b>	<b>2,192</b>	<b>2,356</b>	<b>2,545</b>
adj. EBITA per segment, SEI	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Key markets							18	67	62	54	69	90
Other markets							24	15	28	24	37	39
Business Development							-2	-4	-4	-1	-2	-2
<b>Group</b>							<b>40</b>	<b>79</b>	<b>86</b>	<b>78</b>	<b>104</b>	<b>127</b>
adj. EBITA-margin per segr	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Key markets							3.2%	7.4%	5.3%	4.4%	5.3%	6.4%
Other markets							2.8%	1.6%	3.1%	2.6%	3.5%	3.4%
<b>Group</b>							<b>2.9%</b>	<b>4.3%</b>	<b>4.2%</b>	<b>3.5%</b>	<b>4.4%</b>	<b>5.0%</b>
Other metrics	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
FCF conversion	4214%	-549%	-94%	50%	-110%	2205%	492%	-363%	-65%	2461%	137%	150%
ND/EBITDA	6.2x	8.7x	5.8x	18.2x	2.7x	3.1x	1.8x	2.3x	3.6x	2.2x	1.3x	0.6x
NWC/ Sales	21%	12%	10%	10%	12%	11%	11%	9%	15%	14%	12%	12%
ROE	3%	-15%	-17%	-22%	15%	1%	5%	5%	5%	1%	9%	10%
ROIC	2%	-2%	-1%	-6%	14%	4%	7%	6%	4%	1%	7%	8%

Source: ABG Sundal Collier, company data

## Financial Overview, quarterly basis

Quarterly overview, SEKm	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20e
<b>Sales</b>	<b>439</b>	<b>508</b>	<b>431</b>	<b>433</b>	<b>498</b>	<b>507</b>	<b>516</b>	<b>548</b>	<b>599</b>	<b>559</b>	<b>503</b>	<b>529</b>
COGS	-238	-284	-238	-246	-272	-280	-280	-288	-321	-322	-292	-291
<b>Gross Profit</b>	<b>201</b>	<b>224</b>	<b>193</b>	<b>187</b>	<b>225</b>	<b>226</b>	<b>236</b>	<b>260</b>	<b>278</b>	<b>237</b>	<b>211</b>	<b>238</b>
SG&A	-182	-202	-176	-190	-208	-209	-221	-252	-262	-254	-196	-220
<b>EBIT</b>	<b>18</b>	<b>22</b>	<b>17</b>	<b>-3</b>	<b>17</b>	<b>17</b>	<b>14</b>	<b>8</b>	<b>17</b>	<b>-16</b>	<b>15</b>	<b>18</b>
Non-recurring items	0	0	-3	-14	-6	-2	-7	-5	0	-28	0	0
<b>Adj. EBIT</b>	<b>19</b>	<b>22</b>	<b>20</b>	<b>11</b>	<b>23</b>	<b>19</b>	<b>21</b>	<b>13</b>	<b>17</b>	<b>11</b>	<b>15</b>	<b>18</b>
<i>Amortisation</i>	-1	-2	-2	-2	-2	-2	-3	-4	-4	-4	-6	-3
<b>Adj. EBITA</b>	<b>20</b>	<b>24</b>	<b>22</b>	<b>13</b>	<b>25</b>	<b>22</b>	<b>24</b>	<b>17</b>	<b>20</b>	<b>15</b>	<b>21</b>	<b>21</b>
Net financial expenses	-8	-8	-5	-5	-6	-5	-8	-5	-7	-4	-6	-5
PTP	11	14	12	-8	11	12	6	3	10	-20	9	13
Taxes	-2	-3	-2	-2	-2	-4	-5	3	-3	1	-3	-3
NCI	0	0	0	0	0	0	0	0	0	0	0	0
<b>Net Profit</b>	<b>9</b>	<b>11</b>	<b>11</b>	<b>-10</b>	<b>9</b>	<b>8</b>	<b>1</b>	<b>5</b>	<b>6</b>	<b>-20</b>	<b>7</b>	<b>11</b>
<b>Margin and growth metrics</b>	<b>Q1'18</b>	<b>Q2'18</b>	<b>Q3'18</b>	<b>Q4'18</b>	<b>Q1'19</b>	<b>Q2'19</b>	<b>Q3'19</b>	<b>Q4'19</b>	<b>Q1'20</b>	<b>Q2'20</b>	<b>Q3'20</b>	<b>Q4'20e</b>
<b>Sales growth</b>	<b>25%</b>	<b>38%</b>	<b>33%</b>	<b>21%</b>	<b>13%</b>	<b>0%</b>	<b>20%</b>	<b>27%</b>	<b>20%</b>	<b>10%</b>	<b>-2%</b>	<b>-3%</b>
Gross margin	45.8%	44.1%	44.8%	43.2%	45.3%	44.7%	45.7%	47.4%	46.5%	42.5%	41.9%	45.0%
<b>EBIT margin</b>	<b>4.2%</b>	<b>4.3%</b>	<b>4.0%</b>	<b>-0.7%</b>	<b>3.5%</b>	<b>3.4%</b>	<b>2.8%</b>	<b>1.5%</b>	<b>2.8%</b>	<b>-2.9%</b>	<b>3.0%</b>	<b>3.4%</b>
Adj. EBIT margin	4.3%	4.3%	4.5%	2.5%	4.6%	3.8%	4.1%	2.4%	2.8%	2.0%	3.0%	3.4%
<b>Adj. EBITA margin</b>	<b>4.6%</b>	<b>4.6%</b>	<b>5.0%</b>	<b>3.0%</b>	<b>5.0%</b>	<b>4.2%</b>	<b>4.7%</b>	<b>3.0%</b>	<b>3.4%</b>	<b>2.7%</b>	<b>4.3%</b>	<b>4.0%</b>
Tax rate	17.8%	22.0%	13.0%	-22.8%	20.2%	31.4%	85.2%	-83.3%	32.6%	3.4%	27.5%	20.0%
EBIT y-o-y	119.0%	55.0%	147.8%	n.m	-6.0%	-21.2%	-16.4%	n.m	-2.9%	n.m	n.m	122.3%
<b>Sales per segment, SEKm</b>	<b>Q1'18</b>	<b>Q2'18</b>	<b>Q3'18</b>	<b>Q4'18</b>	<b>Q1'19</b>	<b>Q2'19</b>	<b>Q3'19</b>	<b>Q4'19</b>	<b>Q1'20</b>	<b>Q2'20</b>	<b>Q3'20</b>	<b>Q4'20e</b>
Key markets	217	262	204	227	249	268	295	340	338	306	266	323
Other markets	221	246	228	206	248	239	221	208	261	253	239	206
<b>Group</b>	<b>439</b>	<b>508</b>	<b>431</b>	<b>433</b>	<b>498</b>	<b>507</b>	<b>516</b>	<b>548</b>	<b>599</b>	<b>559</b>	<b>505</b>	<b>529</b>
<b>adj. EBITA per segment, SEKm</b>	<b>Q1'18</b>	<b>Q2'18</b>	<b>Q3'18</b>	<b>Q4'18</b>	<b>Q1'19</b>	<b>Q2'19</b>	<b>Q3'19</b>	<b>Q4'19</b>	<b>Q1'20</b>	<b>Q2'20</b>	<b>Q3'20</b>	<b>Q4'20e</b>
Key markets	14	21	16	16	17	19	18	8	19	10	11	14
Other markets	8	4	6	-4	8	2	9	9	2	5	10	7
Business Development	-3	-2	0	1	0	0	-3	-1	-1	0	0	-1
<b>Group</b>	<b>20</b>	<b>24</b>	<b>22</b>	<b>13</b>	<b>25</b>	<b>21</b>	<b>24</b>	<b>16</b>	<b>20</b>	<b>15</b>	<b>21</b>	<b>21</b>
<i>NRI</i>	0	0	-3	-14	-6	-2	-7	-5	0	-28	0	0
<b>adj. EBITA-margin per segment</b>	<b>Q1'18</b>	<b>Q2'18</b>	<b>Q3'18</b>	<b>Q4'18</b>	<b>Q1'19</b>	<b>Q2'19</b>	<b>Q3'19</b>	<b>Q4'19</b>	<b>Q1'20</b>	<b>Q2'20</b>	<b>Q3'20</b>	<b>Q4'20e</b>
Key markets	6.5%	8.1%	7.9%	7.1%	6.7%	7.1%	6.0%	2.4%	5.6%	3.2%	4.3%	4.4%
Other markets	3.8%	1.8%	2.6%	-1.9%	3.3%	0.8%	4.1%	4.4%	0.8%	1.9%	4.3%	3.5%
<b>Group</b>	<b>4.6%</b>	<b>4.6%</b>	<b>5.0%</b>	<b>3.0%</b>	<b>5.0%</b>	<b>4.0%</b>	<b>4.7%</b>	<b>3.0%</b>	<b>3.4%</b>	<b>2.7%</b>	<b>4.2%</b>	<b>4.0%</b>
<b>Other metrics R12m</b>	<b>Q1'18</b>	<b>Q2'18</b>	<b>Q3'18</b>	<b>Q4'18</b>	<b>Q1'19</b>	<b>Q2'19</b>	<b>Q3'19</b>	<b>Q4'19</b>	<b>Q1'20</b>	<b>Q2'20</b>	<b>Q3'20</b>	<b>Q4'20e</b>
FCF conversion	-1677%	372%	106%	-204%	-141%	552%	-5100%	-25%	719%	n.m	74%	363%
ND/EBITDA	3.6	2.8	2.4	2.3	3.0	2.7	4.5	3.6	3.4	3.7	3.7	2.2
NWC / Sales	16%	12%	11%	9%	9%	9%	16%	15%	14%	13%	12%	14%
ROE	6%	6%	8%	5%	5%	4%	2%	5%	4%	-1%	0%	1%
ROIC	5%	6%	7%	6%	5%	5%	3%	4%	4%	2%	2%	3%

Source: ABG Sundal Collier, company data



Income Statement (SEKm)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020e
Sales	498	507	516	548	599	559	503	529
COGS	-272	-280	-280	-288	-321	-322	-292	-291
Gross profit	225	226	236	260	278	237	211	238
Other operating items	-186	-188	-199	-224	-237	-218	-173	-197
<b>EBITDA</b>	<b>39</b>	<b>38</b>	<b>36</b>	<b>36</b>	<b>42</b>	<b>19</b>	<b>38</b>	<b>41</b>
Depreciation and amortisation	-19	-19	-19	-24	-21	-32	-17	-20
<b>EBITA</b>	<b>20</b>	<b>19</b>	<b>17</b>	<b>12</b>	<b>20</b>	<b>-13</b>	<b>21</b>	<b>21</b>
EO items	-6	-2	-7	-5	0	-28	0	0
Impairment and PPA amortisation	-2	-2	-3	-4	-4	-4	-6	-3
<b>EBIT</b>	<b>17</b>	<b>17</b>	<b>14</b>	<b>8</b>	<b>17</b>	<b>-16</b>	<b>15</b>	<b>18</b>
Net financial items	-6	-5	-8	-5	-7	-4	-6	-5
<b>Pretax profit</b>	<b>11</b>	<b>12</b>	<b>6</b>	<b>3</b>	<b>10</b>	<b>-20</b>	<b>9</b>	<b>13</b>
Tax	-2	-4	-5	3	-3	1	-3	-3
<b>Net profit</b>	<b>9</b>	<b>8</b>	<b>1</b>	<b>6</b>	<b>6</b>	<b>-20</b>	<b>7</b>	<b>11</b>
Minority interest	0	0	0	0	0	0	0	0
Net profit discontinued	0	0	0	0	0	0	0	0
<b>Net profit to shareholders</b>	<b>9</b>	<b>8</b>	<b>1</b>	<b>6</b>	<b>6</b>	<b>-20</b>	<b>7</b>	<b>11</b>
EPS	0.30	0.26	0.03	0.17	0.19	-0.58	0.19	0.32
EPS Adj	0.37	0.33	0.12	0.28	0.29	-0.47	0.38	0.40
Total extraordinary items after tax	-6	-2	-7	-5	0	-28	0	0
Tax rate (%)	20.2	31.4	85.2	83.3	32.6	3.4	27.5	20.0
Gross margin (%)	45.3	44.7	45.7	47.4	46.5	42.5	41.9	45.0
EBITDA margin (%)	7.8	7.5	7.0	6.6	6.9	3.4	7.6	7.7
EBITA margin (%)	3.9	3.8	3.4	2.1	3.4	-2.3	4.3	4.0
EBIT margin (%)	3.5	3.4	2.8	1.5	2.8	-2.9	3.0	3.4
Pretax margin (%)	2.3	2.3	1.2	0.5	1.6	-3.6	1.8	2.5
Net margin (%)	1.8	1.6	0.2	1.0	1.1	-3.5	1.3	2.0
<b>Growth rates Y/Y</b>	<b>Q1 2019</b>	<b>Q2 2019</b>	<b>Q3 2019</b>	<b>Q4 2019</b>	<b>Q1 2020</b>	<b>Q2 2020</b>	<b>Q3 2020</b>	<b>Q4 2020e</b>
Sales growth (%)	13.5	-0.3	19.6	26.6	20.4	10.3	-2.4	-3.5
EBITDA growth (%)	21.6	2.4	11.4	207.7	6.7	-49.7	5.8	13.2
EBIT growth (%)	-6.0	-21.2	-16.4	+chg	-2.9	-chg	6.3	122.3
Net profit growth (%)	3.4	-26.4	-91.6	+chg	-29.7	-chg	633.3	94.6
EPS growth (%)	3.4	-26.4	-91.6	+chg	-29.7	-chg	633.3	94.6
<b>Adj earnings numbers</b>	<b>Q1 2019</b>	<b>Q2 2019</b>	<b>Q3 2019</b>	<b>Q4 2019</b>	<b>Q1 2020</b>	<b>Q2 2020</b>	<b>Q3 2020</b>	<b>Q4 2020e</b>
EBITDA Adj	44	40	43	41	42	47	38	41
EBITDA Adj margin (%)	8.9	7.9	8.3	7.4	6.9	8.3	7.6	7.7
EBITA Adj	25	22	24	17	20	15	21	21
EBITA Adj margin (%)	5.0	4.2	4.7	3.0	3.4	2.7	4.3	4.0
EBIT Adj	23	19	21	13	17	11	15	18
EBIT Adj margin (%)	4.6	3.8	4.1	2.4	2.8	2.0	3.0	3.4
Pretax profit Adj	19	16	16	11	13	11	15	16
Net profit Adj	17	13	11	14	10	11	13	14
Net profit to shareholders Adj	17	13	11	14	10	11	13	14
Net Adj margin (%)	3.4	2.5	2.1	2.5	1.7	2.0	2.5	2.6

Source: ABG Sundal Collier, Company data

Income Statement (SEKm)	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Sales	1,035	985	1,206	1,306	1,400	1,811	2,068	2,190	2,356	2,545
COGS	-634	-596	-711	-718	-807	-1,006	-1,121	-1,226	-1,290	-1,390
Gross profit	402	389	495	588	593	805	947	964	1,066	1,155
Other operating items	-407	-379	-404	-515	-514	-692	-798	-825	-876	-936
<b>EBITDA</b>	<b>-5</b>	<b>10</b>	<b>91</b>	<b>73</b>	<b>79</b>	<b>113</b>	<b>149</b>	<b>140</b>	<b>190</b>	<b>220</b>
Depreciation and amortisation	0	-32	-39	-48	-43	-52	-81	-89	-86	-93
Of which leasing depreciation	0	0	0	0	0	0	0	0	0	0
<b>EBITA</b>	<b>-5</b>	<b>-22</b>	<b>52</b>	<b>25</b>	<b>36</b>	<b>61</b>	<b>68</b>	<b>50</b>	<b>104</b>	<b>127</b>
EO items	0	0	40	-9	-4	-17	-19	-28	0	0
Impairment and PPA amortisation	0	-1	-1	0	-0	-7	-11	-16	-13	-14
<b>EBIT</b>	<b>-5</b>	<b>-23</b>	<b>51</b>	<b>25</b>	<b>36</b>	<b>54</b>	<b>57</b>	<b>34</b>	<b>91</b>	<b>113</b>
Net financial items	-17	-14	-17	-22	-16	-25	-25	-22	-29	-36
<b>Pretax profit</b>	<b>-22</b>	<b>-37</b>	<b>34</b>	<b>4</b>	<b>19</b>	<b>29</b>	<b>32</b>	<b>12</b>	<b>62</b>	<b>77</b>
Tax	-2	3	4	-2	-3	-8	-9	-8	-16	-19
<b>Net profit</b>	<b>-24</b>	<b>-34</b>	<b>38</b>	<b>2</b>	<b>16</b>	<b>21</b>	<b>24</b>	<b>4</b>	<b>47</b>	<b>58</b>
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
<b>Net profit to shareholders</b>	<b>-24</b>	<b>-34</b>	<b>38</b>	<b>2</b>	<b>16</b>	<b>21</b>	<b>24</b>	<b>4</b>	<b>47</b>	<b>58</b>
EPS	-4.24	-5.08	3.17	0.09	0.68	0.74	0.72	0.12	1.38	1.70
EPS Adj	-4.24	-4.92	-0.20	0.49	0.87	1.61	1.63	1.41	1.76	2.12
Total extraordinary items after tax	0	0	40	-9	-4	-17	-19	-28	0	0
Leasing payments	0	0	0	0	0	0	0	0	0	0
Tax rate (%)	7.8	8.9	10.3	45.7	15.5	28.8	26.9	64.9	25.0	25.0
Gross margin (%)	38.8	39.5	41.0	45.0	42.3	44.5	45.8	44.0	45.2	45.4
EBITDA margin (%)	-0.5	1.0	7.5	5.6	5.7	6.3	7.2	6.4	8.1	8.6
EBITA margin (%)	-0.5	-2.3	4.3	1.9	2.6	3.4	3.3	2.3	4.4	5.0
EBIT margin (%)	-0.5	-2.4	4.2	1.9	2.6	3.0	2.7	1.5	3.9	4.4
Pretax margin (%)	-2.1	-3.7	2.8	0.3	1.4	1.6	1.6	0.5	2.6	3.0
Net margin (%)	-2.3	-3.4	3.1	0.1	1.2	1.1	1.1	0.2	2.0	2.3
<b>Growth rates Y/Y</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020e</b>	<b>2021e</b>	<b>2022e</b>
Sales growth (%)	8.0	-4.9	22.5	8.2	7.2	29.4	14.2	5.9	7.6	8.0
EBITDA growth (%)	52.9	304.0	788.2	-19.8	8.8	43.1	31.6	-6.3	36.2	15.7
EBIT growth (%)	52.9	-366.0	319.3	-50.7	41.7	51.5	5.0	-40.3	168.5	24.0
Net profit growth (%)	7.3	-43.0	211.6	-94.9	763.2	26.8	13.5	-82.6	1,039.7	23.9
EPS growth (%)	high	-19.9	162.3	-97.3	693.0	8.9	-3.2	-83.1	1,039.7	23.9
<b>Profitability</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020e</b>	<b>2021e</b>	<b>2022e</b>
ROE (%)	-16.3	-22.5	18.7	0.7	5.7	5.8	5.2	0.8	8.9	10.2
ROE Adj (%)	-16.3	-21.8	-1.2	4.2	7.2	12.6	11.9	9.6	11.4	12.7
ROCE (%)	-1.8	-8.1	13.1	5.4	8.0	9.4	6.4	3.2	8.4	10.0
ROCE Adj(%)	-1.8	-7.7	2.9	7.3	9.1	13.7	9.9	7.3	9.6	11.2
ROIC (%)	-2.1	-8.3	16.3	3.2	7.4	7.4	4.9	1.2	6.9	8.8
ROIC Adj (%)	-2.1	-8.3	3.4	4.3	8.3	9.7	6.6	2.1	6.9	8.8
<b>Adj earnings numbers</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020e</b>	<b>2021e</b>	<b>2022e</b>
EBITDA Adj	-5	10	50	82	83	131	168	167	190	220
EBITDA Adj margin (%)	-0.5	1.0	4.2	6.3	6.0	7.2	8.1	7.6	8.1	8.6
EBITDA lease Adj	-5	10	50	82	83	131	168	167	190	220
EBITDA lease Adj margin (%)	-0.5	1.0	4.2	6.3	6.0	7.2	8.1	7.6	8.1	8.6
EBITA Adj	-5	-22	11	34	40	79	87	78	104	127
EBITA Adj margin (%)	-0.5	-2.3	0.9	2.6	2.9	4.3	4.2	3.5	4.4	5.0
EBIT Adj	-5	-23	11	34	40	71	76	61	91	113
EBIT Adj margin (%)	-0.5	-2.4	0.9	2.6	2.9	3.9	3.7	2.8	3.9	4.4
Pretax profit Adj	-22	-36	-6	13	24	54	63	55	75	91
Net profit Adj	-24	-33	-2	11	21	45	54	48	60	72
Net profit to shareholders Adj	-24	-33	-2	11	21	45	54	48	60	72
Net Adj margin (%)	-2.3	-3.3	-0.2	0.8	1.5	2.5	2.6	2.2	2.5	2.8

Source: ABG Sundal Collier, Company data

<b>Cash Flow Statement (SEKm)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020e</b>	<b>2021e</b>	<b>2022e</b>
EBITDA	-5	10	91	73	79	113	149	140	190	220
Net financial items	-17	-14	-17	-22	-16	-25	-25	-22	-29	-36
Paid tax	-2	3	4	-2	-3	-8	-9	-8	-16	-19
Non-cash items	52	3	-19	0	0	0	0	0	0	0
Cash flow before change in WC	29	3	59	49	60	80	116	110	146	165
Change in WC	23	20	-54	-8	12	34	6	69	-6	4
<b>Operating cash flow</b>	<b>52</b>	<b>23</b>	<b>5</b>	<b>42</b>	<b>72</b>	<b>114</b>	<b>122</b>	<b>179</b>	<b>140</b>	<b>169</b>
CAPEX tangible fixed assets	-20	-24	-17	0	-14	-47	-51	-75	-75	-82
CAPEX intangible fixed assets	0	0	0	0	0	0	0	0	0	0
Acquisitions and disposals	-10	-16	-30	0	23	-143	-87	-3	0	0
<b>Free cash flow</b>	<b>22</b>	<b>-17</b>	<b>-41</b>	<b>42</b>	<b>81</b>	<b>-76</b>	<b>-15</b>	<b>101</b>	<b>64</b>	<b>87</b>
Dividend paid	0	0	0	0	0	0	-8	0	-1	-16
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	4	6	-42	-15	-16	-100	-308	-74	-0	-20
<b>Balance Sheet (SEKm)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020e</b>	<b>2021e</b>	<b>2022e</b>
Goodwill	127	146	141	145	148	265	299	304	304	304
Other intangible assets	0	0	0	1	4	66	113	103	103	103
Tangible fixed assets	125	129	253	244	206	270	279	285	275	263
Right-of-use asset	0	0	0	0	0	0	144	140	140	140
Total other fixed assets	7	14	17	18	17	17	32	27	27	27
Fixed assets	260	288	412	407	374	617	866	859	849	837
Inventories	183	202	239	244	270	290	423	460	495	527
Receivables	44	46	67	72	63	102	150	166	143	142
Other current assets	7	10	9	10	6	10	17	18	18	18
Cash and liquid assets	26	32	49	24	56	78	67	149	212	283
<b>Total assets</b>	<b>518</b>	<b>578</b>	<b>776</b>	<b>756</b>	<b>770</b>	<b>1,096</b>	<b>1,523</b>	<b>1,652</b>	<b>1,717</b>	<b>1,807</b>
Shareholders equity	152	146	254	269	309	411	498	501	546	588
Minority	0	0	0	0	0	0	0	0	0	0
<b>Total equity</b>	<b>152</b>	<b>146</b>	<b>254</b>	<b>269</b>	<b>309</b>	<b>411</b>	<b>498</b>	<b>501</b>	<b>546</b>	<b>588</b>
Long-term debt	77	54	133	69	87	207	210	187	187	187
Pension debt	3	3	3	4	0	5	109	114	114	114
Convertible debt	0	0	0	0	0	0	0	0	0	0
Leasing liability	0	0	0	0	0	0	138	127	127	127
Total other long-term liabilities	5	4	4	3	7	29	46	86	76	82
Short-term debt	50	92	94	107	42	85	101	135	135	135
Accounts payable	115	139	147	155	167	219	232	294	310	333
Other current liabilities	116	139	141	148	156	140	190	208	223	240
<b>Total liabilities and equity</b>	<b>518</b>	<b>578</b>	<b>776</b>	<b>756</b>	<b>770</b>	<b>1,096</b>	<b>1,523</b>	<b>1,652</b>	<b>1,717</b>	<b>1,807</b>
Net IB debt	96	104	181	156	73	219	491	414	351	280
Net IB debt excl. pension debt	94	101	178	152	73	215	382	300	237	167
Net IB debt excl. leasing	96	104	181	156	73	219	353	287	224	153
Capital invested	254	255	439	428	390	659	1,034	1,001	973	950
Working capital	1	-20	27	22	16	42	169	142	124	113
<b>EV breakdown</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020e</b>	<b>2021e</b>	<b>2022e</b>
Market cap. diluted (m)	na	94	91	228	259	390	516	462	462	462
Net IB debt Adj	96	104	181	156	73	219	491	414	351	280
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
<b>EV</b>	<b>na</b>	<b>198</b>	<b>272</b>	<b>383</b>	<b>332</b>	<b>609</b>	<b>1,007</b>	<b>876</b>	<b>813</b>	<b>742</b>
<b>Capital efficiency</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020e</b>	<b>2021e</b>	<b>2022e</b>
Total assets turnover (%)	198.3	179.7	178.2	170.5	183.5	194.1	157.9	137.9	139.9	144.4
Working capital/sales (%)	1.8	-0.9	0.3	1.8	1.3	1.6	5.1	7.1	5.6	4.7
<b>Financial risk and debt service</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020e</b>	<b>2021e</b>	<b>2022e</b>
Net debt/equity	0.63	0.71	0.71	0.58	0.24	0.53	0.99	0.83	0.64	0.48
Net debt/market cap	na	0.89	1.81	0.78	0.30	0.53	0.95	0.90	0.76	0.61
Equity ratio (%)	29.4	25.3	32.7	35.6	40.2	37.5	32.7	30.3	31.8	32.6
Net IB debt adj./equity	0.63	0.71	0.71	0.58	0.24	0.53	0.99	0.83	0.64	0.48
Current ratio	0.92	0.78	0.95	0.85	1.08	1.08	1.16	1.16	1.22	1.28
EBITDA/net interest	-0.30	0.75	5.30	3.35	4.85	4.55	6.08	6.28	6.63	6.17
Net IB debt/EBITDA	-19.28	10.23	2.00	2.14	0.92	1.94	3.29	2.97	1.85	1.27
Net IB debt/EBITDA lease Adj	-19.28	10.23	3.60	1.90	0.88	1.68	2.10	1.72	1.18	0.70
Interest cover	-0.30	-1.63	3.02	1.16	2.21	2.46	2.77	2.25	3.63	3.56

Source: ABG Sundal Collier, Company data

Valuation and Ratios (SEKm)	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Shares outstanding adj.	6	7	12	22	24	28	33	34	34	34
Fully diluted shares Adj	6	7	12	22	24	28	33	34	34	34
EPS	-4.24	-5.08	3.17	0.09	0.68	0.74	0.72	0.12	1.38	1.70
Dividend per share Adj	0	0	0	0	0	0	0.2	0.2	0.0	0.5
EPS Adj	-4.24	-4.92	-0.20	0.49	0.87	1.61	1.63	1.41	1.76	2.12
BVPS	27.47	22.13	21.46	12.11	12.81	14.59	15.09	14.73	16.07	17.31
BVPS Adj	4.51	0.12	9.49	5.55	6.54	2.85	2.59	2.74	4.08	5.32
Net IB debt / share	17.4	15.8	15.3	7.0	3.0	7.8	14.9	12.2	10.3	8.2
Share price	na	14.21	7.71	10.25	10.71	13.85	15.65	13.60	13.60	13.60
Market cap. (m)	na	94	91	228	259	390	516	462	462	462
<b>Valuation</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020e</b>	<b>2021e</b>	<b>2022e</b>
P/E	na	-2.8	2.4	119.7	15.8	18.7	21.9	112.6	9.9	8.0
EV/sales	na	0.20	0.23	0.29	0.24	0.34	0.49	0.40	0.35	0.29
EV/EBITDA	na	19.4	3.0	5.3	4.2	5.4	6.8	6.3	4.3	3.4
EV/EBITA	na	-8.9	5.3	15.2	9.2	9.9	14.8	17.5	7.8	5.9
EV/EBIT	na	-8.5	5.3	15.2	9.3	11.3	17.7	25.8	8.9	6.6
Dividend yield (%)	na	0	0	0	0	0	1.6	1.8	0.3	3.4
FCF yield (%)	na	-17.8	-45.0	18.4	31.2	-19.4	-3.0	21.9	13.9	18.8
Lease adj. FCF yield (%)	na	-17.8	-45.0	18.4	31.2	-19.4	-3.0	21.9	13.9	18.8
P/BVPS	na	0.64	0.36	0.85	0.84	0.95	1.04	0.92	0.85	0.79
P/BVPS Adj	na	117.44	0.81	1.85	1.64	4.86	6.04	4.96	3.33	2.56
P/E Adj	na	-2.9	-38.0	20.9	12.4	8.6	9.6	9.7	7.7	6.4
EV/EBITDA Adj	na	19.4	5.4	4.7	4.0	4.7	6.0	5.2	4.3	3.4
EV/EBITA Adj	na	-8.9	24.3	11.2	8.3	7.7	11.6	11.3	7.8	5.9
EV/EBIT Adj	na	-8.5	25.4	11.2	8.3	8.5	13.3	14.3	8.9	6.6
EV/cap. employed	na	0.7	0.6	0.9	0.8	0.9	1.0	0.8	0.7	0.6
<b>Investment ratios</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020e</b>	<b>2021e</b>	<b>2022e</b>
Capex/sales	1.9	2.4	1.4	0	1.0	2.6	2.4	3.4	3.2	3.2
Capex/depreciation	nm	74.1	42.3	0	33.2	89.6	62.3	83.7	87.8	87.8
Capex tangibles/tangible fixed assets	15.6	18.6	6.5	0	6.9	17.2	18.1	26.3	27.5	31.0
Capex intangibles/definite intangibles	nm	nm	0	0	0	0	0	0	0	0
Depreciation on intangibles/definite intai	nm	nm	0	0	0	0	0	0	0	0
Depreciation on tangibles/tangibles	0	25.1	15.4	19.5	20.9	19.3	29.1	31.4	31.3	35.3

Source: ABG Sundal Collier, Company data

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