

Wolftank-Adisa Holding AG

Austria | Industrial Goods & Services | MCap EUR 72.7m

25 August 2022

UPDATE



SFC Energy's H1 results provide positive cross read for Wolftank; BUY

BUY (BUY)

Target price	EUR 26.30 (26.30)
Current price	EUR 16.60
Up/downside	58.4%

 **ResearchHub** 

What's it all about?

SFC Energy, a comparable company in the field of hydrogen, yesterday reported a strong set of figures for H1. Sales growth of 43% yoy in Q2 and a book-to-bill of 1.71x (as of June 30) suggest that demand for low-emission energy solutions is gaining pace. For us, these results provide a positive cross read of what to expect from Wolftank with the release of its H1 22 results on Sept. 23. We therefore reiterate our BUY recommendation with unchanged PT of EUR 26.30, offering an upside potential of nearly 60%. Both, Wolftank and SFC Energy will present on AlsterResearch's "Renewable Energy Conference" on Sept. 13. Investors interested to participate, please register [here](#).

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IMPORTANT. Please refer to the last page of this report for "Important disclosures" and analyst(s) certifications.

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Wolftank-Adisa Holding AG

Austria | Industrial Goods & Services | MCap EUR 72.7m | EV EUR 78.1m

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SFC Energy's H1 results provide positive cross read

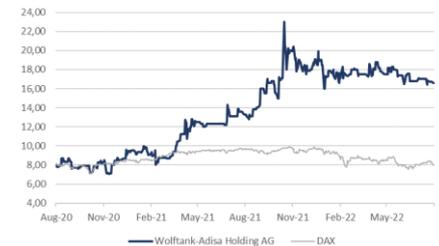
Strong H1 22 results of peer and cooperation partner SFC Energy SFC Energy, a leading supplier of hydrogen and methanol fuel cells for stationary and mobile hybrid power solutions, provided a strong set of results for H1 22. Despite the existing challenges in the supply chain, sales increased by 23% yoy reflecting continued high demand for clean and efficient power generators. Growth even accelerated in Q2 with consolidated sales up 43% yoy. According to SFC, the company has won large-volume orders that demonstrate the increasing demand, particularly in industrial applications, for low-emission energy solutions. As per end of H1, the order backlog increased nearly 4-fold yoy and stood at EUR 65m (book-to-bill of 1.71x), reflecting continued dynamic business developments and in particular unabated high demand for SFC's EFOY hydrogen and methanol fuel.

Positive cross read In view of these good results, we also remain confident for Wolftank's H1 results, which the company will release on Sept. 23. Both, AlsterResearch and consensus expectations are eyeing significant sales and earnings growth in 2022E (eAR FY 22 sales +77% yoy to EUR 79m). Whilst Wolftank is likely to benefit from the same megatrends as SFC (low-emission energy solutions), the company looks set to benefit from a spree of lucrative cooperation agreements and JVs. Most recently, Wolftank entered into cooperation agreements with Italian telecom provider TIM, with SFC Energy, the Q8 Group, the gas supplier Snam or Molgas all helping Wolftank to expand its positioning in the field of renewable energies.

Reiterate to BUY Not only since the war in the Ukraine, hydrogen and LNG technologies are important parts in Europe's aim to become carbon neutral and likewise independent from Russian oil and gas imports. Consequently, we see significant growth for Wolftank in the years to come, which is why Wolftank remains one of our top-picks in this field as the company has all the necessary products and services on offer in order to facilitate the structural shift towards a fossil free future. We reiterate our BUY recommendation with unchanged PT of EUR 26.30. Note: Both Wolftank and SFC Energy will present on AlsterResearch's "**Renewable Energy Conference**" on **Sept. 13**. Investors interested to participate, please register [here](#).

Wolftank-Adisa Holding AG	2019	2020	2021	2022E	2023E	2024E
Sales	51.8	35.0	44.6	78.8	86.7	92.8
<i>Growth yoy</i>	na	-32.4%	27.4%	76.6%	10.0%	7.0%
EBITDA	4.6	0.3	1.5	8.3	10.1	12.2
EBIT	1.3	-1.8	-1.3	5.4	7.2	9.3
Net profit	-0.0	-2.2	-3.0	3.0	4.4	6.1
Net debt (net cash)	11.4	12.8	5.4	5.9	5.0	-1.4
Net debt/EBITDA	2.5x	45.4x	3.6x	0.7x	0.5x	-0.1x
EPS recurring	-0.01	-0.61	-0.67	0.69	1.01	1.40
DPS	0.00	0.00	0.00	0.00	0.00	0.00
<i>Dividend yield</i>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gross profit margin	28.2%	28.4%	35.0%	33.0%	33.5%	34.0%
EBITDA margin	8.9%	0.8%	3.4%	10.5%	11.6%	13.1%
EBIT margin	2.5%	-5.1%	-3.0%	6.9%	8.3%	10.1%
ROCE	5.3%	-7.2%	-4.4%	14.8%	18.1%	21.0%
EV/EBITDA	18.3x	303.9x	52.0x	9.5x	7.8x	5.9x
EV/EBIT	64.1x	-47.5x	-58.3x	14.6x	10.9x	7.7x
PER	-1,373.5x	-27.0x	-24.6x	24.0x	16.5x	11.9x
FCF yield	-7.6%	-3.6%	3.0%	2.8%	0.7%	8.8%

Source: Company data, AlsterResearch



Source: Company data, AlsterResearch

High/low 52 weeks 36.60 / 12.00
Price/Book Ratio 5.2x

Ticker / Symbols

ISIN AT0000A25NJ6
WKN A2PBHR
Bloomberg WAH:GR

Changes in estimates

		Sales	EBIT	EPS
2022E	old	78,8	5,4	0,69
	Δ	0,0%	0,0%	0,0%
2023E	old	86,7	7,2	1,01
	Δ	0,0%	0,0%	0,0%
2024E	old	92,8	9,3	1,40
	Δ	0,0%	0,0%	0,0%

Key share data

Number of shares: (in m pcs) 4.38
Book value per share: (in EUR) 3.17
Ø trading volume: (12 months) 2,500

Major shareholders

MuM Beteiligung / GCI 15.0%
Management 13.0%
Eiffel Investment 8.0%
Free Float 49.1%

Company description

Wolftank is an Austria-based company that operates as an environmental technology company for tank systems and soil remediation. The company focuses on the remediation and monitoring of tank farms and environmental protection services for contaminated soils and facilities, as well as groundwater purification. In addition, Wolftank is active in the commissioning of LNG and hydrogen petrol stations.

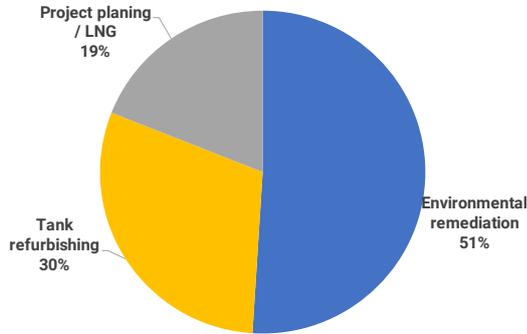
Half year results

P&L data	1H2019	2H2019	1H2020	2H2020	1H2021	2H2021
Sales	26,1	25,8	12,9	22,2	20,3	24,4
yoy growth in %	na	na	-50,7%	-14,0%	57,5%	10,0%
Gross profit	8,1	6,6	3,9	6,0	5,8	9,8
Gross margin in %	31,0%	25,4%	30,6%	27,0%	28,9%	40,1%
EBITDA	2,9	1,7	0,3	-0,1	-0,2	1,7
EBITDA margin in %	11,2%	6,5%	2,6%	-0,2%	-1,1%	7,1%
EBIT	2,1	-0,8	-0,4	-1,4	-1,6	0,2
EBIT margin in %	8,2%	-3,2%	-3,3%	-6,2%	-7,8%	1,0%
EBT	2	-1,23	-0,8	-2,1	-2,0	-0,8
taxes paid	-0,31	-0,13	-0,01	-0,5	-0,1	0,2
tax rate in %	-17,6%	10,3%	1,0%	24,5%	3,0%	-25,1%
net profit	1,44	-1,35	-0,79	-1,5	-1,9	-1,0
yoy growth in %	na	na	na	na	na	na
EPS	0,41	-0,42	-0,22	-0,39	-0,48	-0,19

Source: Company data; AlsterResearch

Investment case in six charts

Sales by segment 2020



Wolf tank's track record

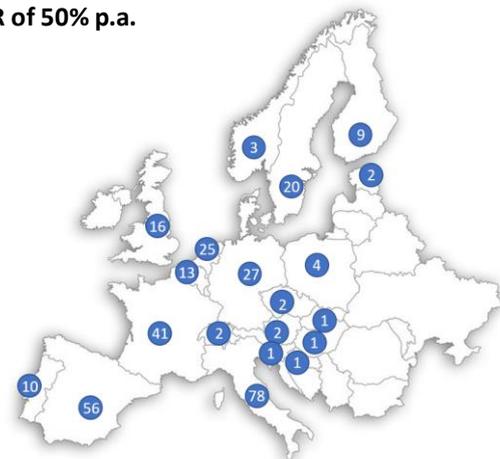


Blue chip clients

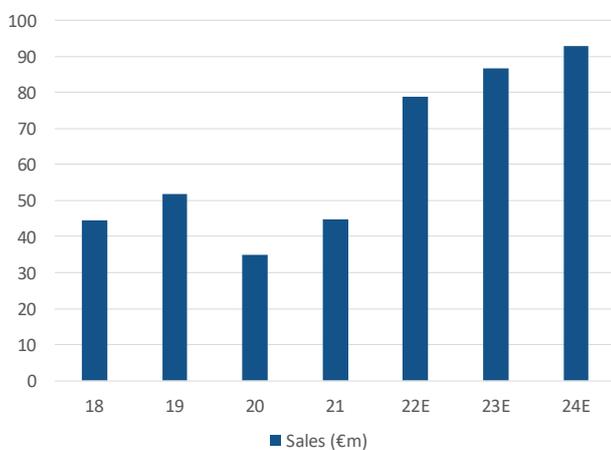


LNG Map Europe

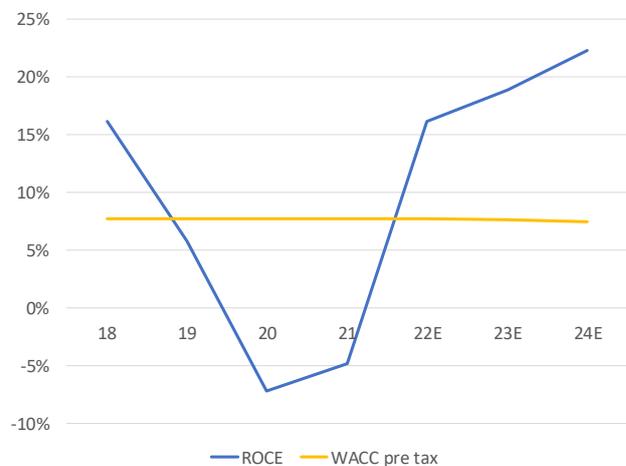
CAGR of 50% p.a.



Sales development



ROCE vs. WACC



Source. Company data; AlsterResearch

SWOT Analysis

Strengths

- structural growth due to rising environmental awareness
- strong product know-how and expertise, patents
- long track record
- long lasting customer loyalty
- cost-efficiency of refurbishment (50% less than new tanks)
- blue chip client base
- During recessions customers tend to postpone orders rather than cancelling them

Weaknesses

- illiquid stock
- pricing pressure and potentially low bargaining power
- regional cluster risk (Italy)

Opportunities

- Growing market renovation/remodelling LNG stations
- Expansion towards China and USA
- Acquisition of smaller competitors

Threats

- Niche market
- Increasing customer concentration

Valuation

DCF Model

The DCF model results in a **fair value of EUR 26.28 per share**:

Top-line growth: We expect Woltank-Adisa Holding AG to continue benefitting from structural growth. Hence our growth estimates for 2022E-2029E is in the range of 7.4% p.a. The long-term growth rate is set at 2.0%.

EBIT margins. The scalable business model should allow for EBIT margins of 14% by 2023E, which look defensible given high competitive quality based on scale geography and expertise. Accordingly, we model approx. 14% EBIT margins in the long-term.

WACC. The averaged 1-, 3- and 5-year historical equity beta is calculated as 0.86. Unlevering and correcting for mean reversion yields an asset beta of 0.83. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.5% this yields cost of equity of 9.4%. With pre-tax cost of borrowing at 5.0%, a tax rate of 25.0% and target debt/equity of 0.5 this results in a long-term WACC of 7.5%.

DCF (EUR m) (except per share data and beta)	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	Terminal value
NOPAT	4.0	5.3	6.9	6.5	7.1	7.6	8.2	8.8	
Depreciation & amortization	2.9	2.9	2.8	2.8	2.9	2.9	3.1	3.2	
Change in working capital	-1.5	-4.5	-0.5	-0.4	-0.4	-0.4	-0.4	-0.5	
Chg. in long-term provisions	0.2	0.2	0.1	0.1	0.2	0.2	0.2	0.2	
Capex	-2.4	-2.6	-2.8	-3.0	-3.2	-3.4	-3.6	-3.9	
Cash flow	3.2	1.3	6.5	6.2	6.5	6.9	7.3	7.8	141.4
Present value	3.2	1.1	5.5	4.8	4.7	4.7	4.6	4.6	82.2
WACC	7.7%	7.7%	7.7%	7.5%	7.5%	7.5%	7.5%	7.5%	7.7%

DCF per share derived from	
Total present value	115.5
Mid-year adj. total present value	119.8
Net debt / cash at start of year	5.4
Financial assets	0.7
Provisions and off b/s debt	0.1
Equity value	115.1
No. of shares outstanding	4.4
Discounted cash flow / share upside/(downside)	26.28 / 58.3%

DCF avg. growth and earnings assumptions	
Planning horizon avg. revenue growth (2022E-2029E)	7.4%
Terminal value growth (2029E - infinity)	2.0%
Terminal year ROCE	19.7%
Terminal year WACC	7.7%

Terminal WACC derived from	
Cost of borrowing (before taxes)	5.0%
Long-term tax rate	25.0%
Equity beta	0.90
Unlevered beta (industry or company)	0.85
Target debt / equity	0.5
Relevered beta	1.17
Risk-free rate	2.0%
Equity risk premium	6.5%
Cost of equity	9.6%

Share price	16.60
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Sensitivity analysis DCF									
Change in WACC (%-points)	Long term growth					Share of present value			
	1.0%	1.5%	2.0%	2.5%	3.0%	2022E-2025E	2026E-2029E	terminal value	
1.0%	19.9	20.9	22.1	23.4	25.0				12.7%
0.5%	21.4	22.6	24.0	25.6	27.6				16.1%
0.0%	23.2	24.6	26.3	28.3	30.7				71.2%
-0.5%	25.2	26.9	29.0	31.5	34.6				
-1.0%	27.6	29.7	32.3	35.5	39.5				

Source: AlsterResearch

FCF Yield Model

Due to the fact that companies rarely bear sufficient resemblance to peers in terms of geographical exposure, size or competitive strength and in order to adjust for the pitfalls of weak long-term visibility, an Adjusted Free Cash Flow analysis (Adjusted FCF) has been conducted.

The adjusted Free Cash Flow Yield results in a fair value between EUR 18.27 per share based on 2022E and 35.88 EUR per share on 2026E estimates. **We value Wolfbank-Adisa Holding AG onhalf way 2023/24E adj. FCF yield, which derive at a fair value of EUR 26.02.** It thus supports the DCF based fair value calculations.

The main driver of this model is the level of return available to a controlling investor, influenced by the cost of that investors' capital (opportunity costs) and the purchase price – in this case the enterprise value of the company. Here, the adjusted FCF yield is used as a proxy for the required return and is defined as EBITDA less minority interest, taxes and investments required to maintain existing assets (maintenance capex).

FCF yield in EURm	2022E	2023E	2024E	2025E	2026E
EBITDA	8.3	10.1	12.2	13.0	13.9
- Maintenance capex	2.9	2.9	2.8	2.8	2.9
- Minorities	0.3	0.4	0.6	0.6	0.7
- tax expenses	0.8	1.2	1.7	2.8	3.3
= Adjusted Free Cash Flow	4.3	5.5	7.0	6.8	7.1
Actual Market Cap	72.7	72.7	72.7	72.7	72.7
+ Net debt (cash)	5.9	5.0	-1.4	-7.6	-14.6
+ Pension provisions	0.3	0.3	0.4	0.4	0.4
+ Off balance sheet financing	0.0	0.0	0.0	0.0	0.0
- Financial assets	0.7	0.7	0.7	0.7	0.7
- Acc. dividend payments	0.0	0.0	0.0	0.0	0.0
<i>EV Reconciliations</i>	5.5	4.7	-1.7	-7.9	-14.9
= Actual EV'	78.2	77.4	71.0	64.8	57.8
Adjusted RW_FCF yield	5.5%	7.1%	9.9%	10.4%	12.3%
base hurdle rate	6.0%	6.0%	6.0%	6.0%	6.0%
ESG adjustment	1.0%	1.0%	1.0%	1.0%	1.0%
adjusted hurdle rate	5.0%	5.0%	5.0%	5.0%	5.0%
Fair EV	85.5	110.0	140.8	135.3	142.3
- <i>EV Reconciliations</i>	5.5	4.7	-1.7	-7.9	-14.9
Fair Market Cap	80.0	105.4	142.5	143.2	157.2
No. of shares (million)	4.4	4.4	4.4	4.4	4.4
Fair value per share in EUR	18.27	24.05	32.53	32.70	35.88
Premium (-) / discount (+)	10.0%	44.9%	96.0%	97.0%	116.2%

Sensitivity analysis fair value						
	3.0%	31.3	40.8	54.0	53.3	57.5
Adjusted hurdle rate	4.0%	23.1	30.3	40.6	40.4	44.0
	5.0%	18.3	24.1	32.5	32.7	35.9
	6.0%	15.0	19.9	27.2	27.5	30.5
	7.0%	12.7	16.9	23.3	23.9	26.6

Source: Company data; AlsterResearch

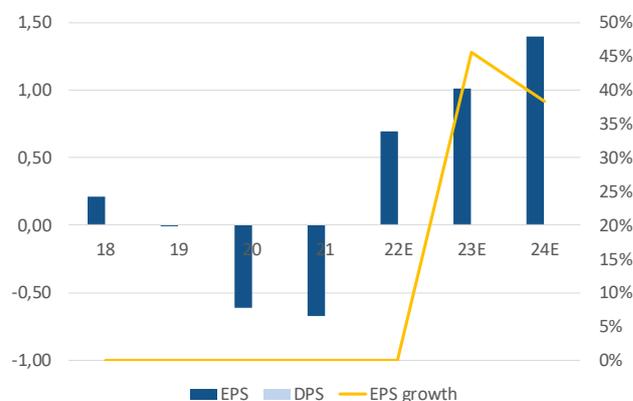
Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 6.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments might be applicable, based on the overall Leeway ESG Score. A high score indicates high awareness for environmental, social or governance issues and thus might lower the overall risk an investment in the company might carry. A low score on the contrary might increase the risk of an investment and might therefore trigger a higher required hurdle rate.**

Financials in six charts

Sales vs. EBITDA margin development



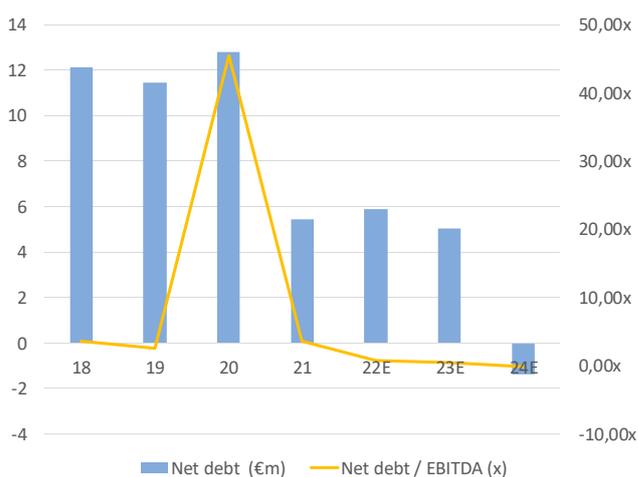
EPS, DPS in EUR & yoy EPS growth



ROCE vs. WACC (pre tax)



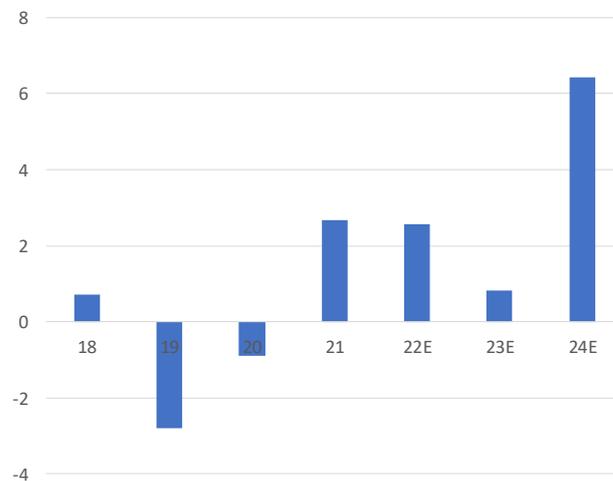
Net debt and net debt/EBITDA



Capex & chg in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; AlsterResearch

Financials

Profit and loss (EUR m)	2019	2020	2021	2022E	2023E	2024E
Net sales	51.8	35.0	44.6	78.8	86.7	92.8
Sales growth	na	-32.4%	27.4%	76.6%	10.0%	7.0%
Change in finished goods and work-in-process	-1.9	-0.6	1.2	0.0	0.0	0.0
Total sales	49.9	34.4	45.8	78.8	86.7	92.8
Material expenses	35.3	24.5	30.2	52.8	57.7	61.2
Gross profit	14.6	9.9	15.6	26.0	29.0	31.5
Other operating income	0.7	1.1	1.3	2.4	2.6	2.8
Personnel expenses	6.5	7.2	7.9	12.2	13.0	13.4
Other operating expenses	4.2	3.6	7.5	7.9	8.6	8.8
EBITDA	4.6	0.3	1.5	8.3	10.1	12.2
Depreciation	3.3	2.1	2.8	2.9	2.9	2.8
EBITA	1.3	-1.8	-1.3	5.4	7.2	9.3
Amortisation of goodwill and intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	1.3	-1.8	-1.3	5.4	7.2	9.3
Financial result	-0.8	-1.0	-1.4	-1.2	-1.1	-0.9
Recurring pretax income from continuing operations	0.5	-2.8	-2.8	4.2	6.1	8.4
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	0.5	-2.8	-2.8	4.2	6.1	8.4
Taxes	0.4	-0.5	0.1	0.8	1.2	1.7
Net income from continuing operations	0.1	-2.3	-2.9	3.3	4.9	6.7
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	0.1	-2.3	-2.9	3.3	4.9	6.7
Minority interest	-0.1	0.1	-0.0	-0.3	-0.4	-0.6
Net profit (reported)	-0.0	-2.2	-3.0	3.0	4.4	6.1
Average number of shares	3.51	3.61	4.38	4.38	4.38	4.38
EPS reported	-0.01	-0.61	-0.67	0.69	1.01	1.40

Profit and loss (common size)	2019	2020	2021	2022E	2023E	2024E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	-4%	-2%	3%	0%	0%	0%
Total sales	96%	98%	103%	100%	100%	100%
Material expenses	68%	70%	68%	67%	67%	66%
Gross profit	28%	28%	35%	33%	34%	34%
Other operating income	1%	3%	3%	3%	3%	3%
Personnel expenses	13%	20%	18%	16%	15%	14%
Other operating expenses	8%	10%	17%	10%	10%	9%
EBITDA	9%	1%	3%	11%	12%	13%
Depreciation	6%	6%	6%	4%	3%	3%
EBITA	3%	-5%	-3%	7%	8%	10%
Amortisation of goodwill and intangible assets	0%	0%	0%	0%	0%	0%
EBIT	3%	-5%	-3%	7%	8%	10%
Financial result	-2%	-3%	-3%	-2%	-1%	-1%
Recurring pretax income from continuing operations	1%	-8%	-6%	5%	7%	9%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	1%	-8%	-6%	5%	7%	9%
Taxes	1%	-1%	0%	1%	1%	2%
Net income from continuing operations	0%	-7%	-7%	4%	6%	7%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	0%	-7%	-7%	4%	6%	7%
Minority interest	-0%	0%	-0%	-0%	-1%	-1%
Net profit (reported)	-0%	-6%	-7%	4%	5%	7%

Source: Company data; AlsterResearch

Balance sheet (EUR m)	2019	2020	2021	2022E	2023E	2024E
Intangible assets (exl. Goodwill)	1.5	1.8	1.8	1.8	1.8	1.8
Goodwill	3.1	5.4	7.1	8.6	8.6	8.6
Property, plant and equipment	6.3	8.6	10.6	11.6	11.3	11.3
Financial assets	0.7	1.0	0.7	0.7	0.7	0.7
FIXED ASSETS	11.6	16.9	20.3	22.8	22.5	22.4
Inventories	6.1	5.4	5.7	8.7	9.5	10.1
Accounts receivable	22.0	22.0	23.9	34.6	38.0	40.7
Other current assets	0.0	1.9	2.8	2.8	2.8	2.8
Liquid assets	4.2	3.1	7.5	9.3	8.1	12.5
Deferred taxes	0.4	1.4	1.4	1.4	1.4	1.4
Deferred charges and prepaid expenses	0.1	0.3	0.3	0.2	0.3	0.3
CURRENT ASSETS	32.7	34.2	41.5	57.0	60.1	67.8
TOTAL ASSETS	44.3	51.0	61.8	79.8	82.6	90.2
SHAREHOLDERS EQUITY	8.0	5.8	13.9	17.2	22.1	28.8
MINORITY INTEREST	0.2	1.7	2.3	2.3	2.3	2.3
Long-term debt	15.6	15.9	7.7	10.0	8.0	6.0
Provisions for pensions and similar obligations	0.2	0.0	0.0	0.3	0.3	0.4
Other provisions	0.9	1.5	1.6	1.5	1.6	1.8
Non-current liabilities	16.7	17.4	9.4	11.8	10.0	8.1
short-term liabilities to banks	0.0	0.0	5.2	5.2	5.2	5.2
Accounts payable	14.3	13.3	18.2	27.5	30.0	31.9
Advance payments received on orders	0.7	1.1	1.6	0.8	0.9	0.9
Other liabilities (incl. from lease and rental contracts)	4.6	10.8	10.5	11.8	8.7	9.3
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	-0.2	0.9	0.7	3.2	3.5	3.7
Current liabilities	19.4	26.2	36.2	48.4	48.2	51.0
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	44.3	51.0	61.8	79.8	82.6	90.2

Balance sheet (common size)	2019	2020	2021	2022E	2023E	2024E
Intangible assets (excl. Goodwill)	3%	4%	3%	2%	2%	2%
Goodwill	7%	11%	12%	11%	10%	10%
Property, plant and equipment	14%	17%	17%	15%	14%	12%
Financial assets	2%	2%	1%	1%	1%	1%
FIXED ASSETS	26%	33%	33%	29%	27%	25%
Inventories	14%	11%	9%	11%	11%	11%
Accounts receivable	50%	43%	39%	43%	46%	45%
Other current assets	0%	4%	5%	4%	3%	3%
Liquid assets	9%	6%	12%	12%	10%	14%
Deferred taxes	1%	3%	2%	2%	2%	2%
Deferred charges and prepaid expenses	0%	1%	0%	0%	0%	0%
CURRENT ASSETS	74%	67%	67%	71%	73%	75%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	18%	11%	22%	22%	27%	32%
MINORITY INTEREST	0%	3%	4%	3%	3%	3%
Long-term debt	35%	31%	13%	13%	10%	7%
Provisions for pensions and similar obligations	0%	0%	0%	0%	0%	0%
Other provisions	2%	3%	3%	2%	2%	2%
Non-current liabilities	38%	34%	15%	15%	12%	9%
short-term liabilities to banks	0%	0%	8%	6%	6%	6%
Accounts payable	32%	26%	29%	34%	36%	35%
Advance payments received on orders	2%	2%	3%	1%	1%	1%
Other liabilities (incl. from lease and rental contracts)	10%	21%	17%	15%	11%	10%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred income	-0%	2%	1%	4%	4%	4%
Current liabilities	44%	51%	59%	61%	58%	56%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%

Source: Company data; AlsterResearch

Cash flow statement (EUR m)	2019	2020	2021	2022E	2023E	2024E
Net profit/loss	0.1	-2.3	-2.9	3.3	4.9	6.7
Depreciation of fixed assets (incl. leases)	3.3	2.1	2.8	2.9	2.9	2.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.9	1.5	3.2	0.2	0.2	0.1
Cash flow from operations before changes in w/c	2.5	1.2	3.1	6.4	7.9	9.7
Increase/decrease in inventory	-0.6	0.7	-0.2	-3.0	-0.8	-0.6
Increase/decrease in accounts receivable	-1.9	-0.0	-1.9	-10.7	-3.5	-2.7
Increase/decrease in accounts payable	-1.2	-1.0	4.9	9.3	2.5	1.9
Increase/decrease in other w/c positions	0.0	-0.9	-0.9	3.0	-2.8	0.9
Increase/decrease in working capital	-3.6	-1.3	1.9	-1.5	-4.5	-0.5
Cash flow from operating activities	-1.1	-0.1	5.0	4.9	3.4	9.2
CAPEX	-1.7	-0.8	-2.3	-2.4	-2.6	-2.8
Payments for acquisitions	0.0	-3.3	-3.0	-3.0	0.0	0.0
Financial investments	0.0	-0.6	0.0	0.0	0.0	0.0
Income from asset disposals	-0.3	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	-2.0	-4.7	-5.3	-5.4	-2.6	-2.8
Cash flow before financing	-3.1	-4.8	-0.3	-0.4	0.8	6.4
Increase/decrease in debt position	-1.8	0.3	-3.0	2.3	-2.0	-2.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	4.8	0.0	11.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	-1.0	3.2	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	1.9	3.5	8.0	2.3	-2.0	-2.0
Increase/decrease in liquid assets	-1.2	-1.2	7.7	1.8	-1.2	4.4
Liquid assets at end of period	-4.1	-5.3	2.3	4.1	3.0	7.4

Source: Company data; AlsterResearch

Regional sales split (EURm)	2019	2020	2021	2022E	2023E	2024E
Domestic	38.9	0.0	0.0	0.0	0.0	0.0
Europe (ex domestic)	0.0	31.2	41.5	71.7	78.9	84.4
The Americas	0.0	0.7	0.9	1.6	1.7	1.9
Asia	10.4	2.5	1.3	3.9	4.3	4.6
Rest of World	2.6	0.7	0.9	1.6	1.7	1.9
Total sales	51.8	35.0	44.6	78.8	86.7	92.8

Regional sales split (common size)	2019	2020	2021	2022E	2023E	2024E
Domestic	75.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Europe (ex domestic)	0.0%	89.0%	93.0%	91.0%	91.0%	91.0%
The Americas	0.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Asia	20.0%	7.0%	3.0%	5.0%	5.0%	5.0%
Rest of World	5.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Total sales	100%	100%	100%	100%	100%	100%

Ratios	2019	2020	2021	2022E	2023E	2024E
Per share data						
Earnings per share reported	-0.01	-0.61	-0.67	0.69	1.01	1.40
Cash flow per share	-1.26	-0.59	0.50	0.47	0.12	1.45
Book value per share	2.27	1.60	3.17	3.93	5.04	6.57
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	-1,373.5x	-27.0x	-24.6x	24.0x	16.5x	11.9x
P/CF	-13.2x	-28.0x	33.5x	35.4x	137.7x	11.4x
P/BV	7.3x	10.4x	5.2x	4.2x	3.3x	2.5x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-7.6%	-3.6%	3.0%	2.8%	0.7%	8.8%
EV/Sales	1.6x	2.4x	1.8x	1.0x	0.9x	0.8x
EV/EBITDA	18.3x	303.9x	52.0x	9.5x	7.8x	5.9x
EV/EBIT	64.1x	-47.5x	-58.3x	14.6x	10.9x	7.7x
Income statement (EURm)						
Sales	51.8	35.0	44.6	78.8	86.7	92.8
yoy chg in %	16.3%	-32.4%	27.4%	76.6%	10.0%	7.0%
Gross profit	14.6	9.9	15.6	26.0	29.0	31.5
Gross margin in %	28.2%	28.4%	35.0%	33.0%	33.5%	34.0%
EBITDA	4.6	0.3	1.5	8.3	10.1	12.2
EBITDA margin in %	8.9%	0.8%	3.4%	10.5%	11.6%	13.1%
EBIT	1.3	-1.8	-1.3	5.4	7.2	9.3
EBIT margin in %	2.5%	-5.1%	-3.0%	6.9%	8.3%	10.1%
Net profit	-0.0	-2.2	-3.0	3.0	4.4	6.1
Cash flow statement (EURm)						
CF from operations	-1.1	-0.1	5.0	4.9	3.4	9.2
Capex	-1.7	-0.8	-2.3	-2.4	-2.6	-2.8
Maintenance Capex	3.3	2.1	2.8	2.9	2.9	2.8
Free cash flow	-2.8	-0.9	2.7	2.6	0.8	6.4
Balance sheet (EURm)						
Intangible assets	4.6	7.2	8.9	10.4	10.4	10.4
Tangible assets	6.3	8.6	10.6	11.6	11.3	11.3
Shareholders' equity	8.0	5.8	13.9	17.2	22.1	28.8
Pension provisions	0.2	0.0	0.0	0.3	0.3	0.4
Liabilities and provisions	16.7	17.4	14.5	17.0	15.2	13.3
Net financial debt	11.4	12.8	5.4	5.9	5.0	-1.4
w/c requirements	13.1	12.9	9.7	15.0	16.6	17.9
Ratios						
ROE	1.1%	-40.5%	-20.9%	19.4%	22.0%	23.3%
ROCE	5.3%	-7.2%	-4.4%	14.8%	18.1%	21.0%
Net gearing	143.5%	221.7%	39.1%	34.1%	22.8%	-4.8%
Net debt / EBITDA	2.5x	45.4x	3.6x	0.7x	0.5x	-0.1x

Source: Company data; AlsterResearch

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