

Wolftank Adisa Holding AG

Austria | Industrial Goods & Services | MCap EUR 58.4m

11 March 2024

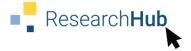
UPDATE



Beneficiary of the EU's goal of zero-emission mobility; BUY

BUY (BUY)

Target price Current price Up/downside EUR 22.00 (22.00) EUR 12.10 81.8%





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What's it all about?

Wolftank Group, showcased at AlsterResearch's hydrogen pop-up conference, highlighted its strong position in emission-free mobility, particularly in hydrogen refueling systems. The company benefits from European plans to establish a comprehensive hydrogen refueling infrastructure, foreseeing significant growth. With a projected need for thousands of refueling stations by 2030, Wolftank's order momentum remains robust, with inquiries totaling nearly EUR 160m. Recent large orders, including a hydrogen station in Bolzano and infrastructure for a railway company in Northern Italy, demonstrate this momentum. The management presentation reaffirms positive prospects for Wolftank's growth, supporting our BUY rating with an unchanged price target of EUR 22.00, offering investors an 80% upside potential.

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 58.4m | EV EUR 65.6m

Beneficiary of the EU's goal of zero-emission mobility; BUY

In a very well attended management presentation, we hosted Wolftank Group at our hydrogen pop-up conference. Simon Reckla, member of the group's management board, presented together with eight other hydrogen companies from the DACH region. A recording (with English subtitles) of all events can be viewed at www.research-hub.de/events.

Strong foothold in the field of hydrogen refuelling systems With over 70 years of experience. Wolftank is at the forefront of emission-free mobility. The company has a strong foothold in the field of hydrogen refuelling systems, benefiting from the politically supported (and largely funded) plans to build a European hydrogen refuelling infrastructure. By 2030, hydrogen refuelling stations are to be built every 200 km along the main road network and in urban centres. In total, about 1,750 hydrogen refuelling stations will be needed by 2026 and about 5,000 by 2030. Compared to the current number of around 180 hydrogen refuelling stations, this shows the enormous growth potential that can be expected and exploited in the coming years.

Strong order momentum On the back of this strong fundamental outlook, Wolftank sees undiminished order momentum. In fact, Wolftank recently announced that it had received inquiries for orders worth almost EUR 160m in recent months. Since then, large orders such as the construction of a new hydrogen filling station in Bolzano, worth > EUR 5m in total, or the design and construction of a hydrogen filling infrastructure for a railway company in Northern Italy, worth almost EUR 20m, have been converted into concrete orders.

Conclusion: In our view, the management presentation at our hydrogen conference once again supports our positive view on Wolftank and its growth prospects in particular. With a CAGR of ~30% (20-25E), Wolftank has and will continue to demonstrate above-average growth rates. Coupled with an attractive valuation, both on a stand-alone basis and relative to its peers, we believe Wolftank is a compelling equity story for investors seeking long-term growth and decent returns. We reiterate our BUY rating with an unchanged PT of EUR 22.00, which now offers an upside of around 80%.

Wolftank Group	2020	2021	2022	2023E	2024E	2025E
Sales	35.0	44.6	62.7	82.5	109.7	124.0
Growth yoy	-32.4%	27.4%	40.6%	31.5%	33.0%	13.0%
EBITDA	0.3	1.5	3.6	5.9	8.2	10.0
EBIT	-1.8	-1.3	0.0	2.7	5.3	7.0
Net profit	-2.2	-3.0	-1.9	1.1	3.3	4.2
Net debt (net cash)	12.8	11.4	4.9	9.7	5.3	-0.5
Net debt/EBITDA	45.4x	7.6x	1.4x	1.7x	0.6x	-0.0x
EPS reported	-0.61	-0.67	-0.43	0.23	0.62	0.79
DPS	0.00	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gross profit margin	28.4%	35.0%	36.4%	36.4%	36.0%	35.6%
EBITDA margin	0.8%	3.4%	5.7%	7.1%	7.5%	8.1%
EBIT margin	-5.1%	-3.0%	0.1%	3.3%	4.8%	5.6%
ROCE	-7.2%	-3.7%	0.1%	7.2%	12.5%	15.9%
EV/Sales	2.0x	1.6x	1.0x	0.8x	0.6x	0.5x
EV/EBITDA	253.0x	46.4x	18.2x	11.7x	7.8x	5.8x
EV/EBIT	-39.6x	-52.1x	1,322.3x	25.3x	12.2x	8.4x
PER	-19.7x	-17.9x	-28.4x	52.3x	19.6x	15.4x

Source: Company data, AlsterResearch



Source: Company data, AlsterResearch

High/low 52 weeks	14.50 / 9.70
Price/Book Ratio	3.0x
Ticker / Symbols ISIN	AT0000A25NJ6

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WKN	A2PBHR
Bloomberg	WAH:GR

Changes in estimates

		Sales	EBIT	EPS
2023E	old	82.5	2.7	0.23
	∆	0.0%	0.0%	0.0%
2024E	old	109.7	5.3	0.62
	∆	0.0%	0.0%	0.0%
2025E	old	124.0	7.0	0.79
	∆	0.0%	0.0%	0.0%

Key share data

Number of shares: (in m pcs)	4.83
Book value per share: (in EUR)	4.07
Ø trading volume: (12 months)	96

Major shareholders

MuM Beteiligung / GCI	14.0%
Management	12.0%
Paladin Asset Management	9.0%
Free Float	45.0%

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.





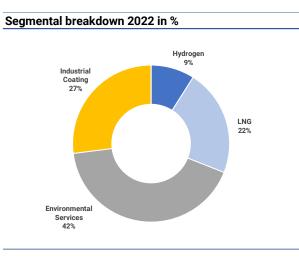
The following table displays the quarterly performance of **Wolftank Adisa Holding AG**:

P&L data	H2 2019	H1 2020	H2 2020	H1 2021	H2 2021	H1 2022	H2 2022	H1 2023
Sales	25.8	12.9	22.2	20.3	24.4	29.0	33.8	30.1
yoy growth in %	na%	-50.7%	-14.0%	57.5%	10.0%	43.0%	38.6%	3.8%
Gross profit	6.6	10.4	18.8	17.8	20.7	26.3	4.9	10.4
Gross margin in %	25.4%	81.0%	84.9%	88.1%	84.7%	90.8%	14.5%	34.7%
EBITDA	1.7	-0.8	1.4	0.0	1.5	1.4	2.2	1.0
EBITDA margin in %	6.5%	-6.5%	6.1%	0.2%	6.0%	4.8%	6.5%	3.5%
EBIT	-0.8	-0.8	-1.0	-1.3	-0.0	-0.3	0.3	-0.6
EBIT margin in %	-3.2%	-6.5%	-4.3%	-6.6%	-0.1%	-0.9%	0.9%	-2.0%
EBT	-1.2	-2.0	-0.9	-2.0	-0.8	-0.6	-0.1	-1.0
taxes paid	-0.1	0.1	-0.7	0.1	0.1	0.5	0.4	-0.3
tax rate in %	10.3%	-7.4%	77.2%	-3.0%	-10.3%	-81.4%	-570.7%	31.0%
net profit	-1.4	-2.2	-0.0	-1.9	-1.0	-1.0	-0.9	-1.6
yoy growth in %	na%							
EPS	-0.42	-0.61	-0.00	-0.48	-0.21	-0.23	-0.20	-0.33



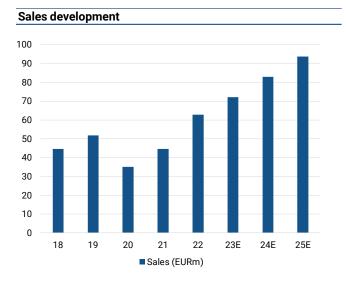


Investment case in six charts

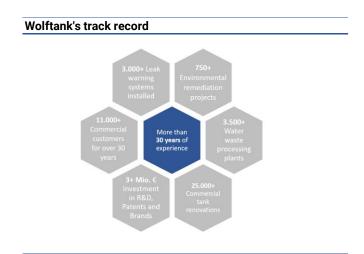


Blue chip clients



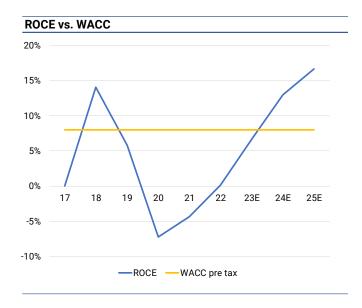


Source: Company data; AlsterResearch



LNG Map Europe





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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

- Customers face lengthy approval and financing processes
- 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 22.57 per share:

Top-line growth: We expect Wolftank Adisa Holding AG to grow revenues at a CAGR of 11.3% between 2024E and 2031E. The long-term growth rate is set at 2.0%.

ROCE. Returns on capital are developing from 7.2% in 2023E to 21.3% in 2031E.

WACC. Starting point is a historical equity beta of 1.00. Unleverering and correcting for mean reversion yields an asset beta of 0.90. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.5% this yields cost of equity of 10.0%. 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 7.9%.

DCF (EURm) (except per share data and beta)	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	Terminal value
NOPAT	4.2	4.8	5.6	6.9	8.1	9.2	10.4	11.5	
Depreciation & amortization	3.0	3.1	3.3	3.5	3.9	4.0	4.3	4.6	
Change in working capital	-1.9	2.1	-0.7	-0.8	-0.7	-0.8	-0.8	-0.9	
Chg. in long-term provisions	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
Capex	-3.3	-3.7	-4.2	-4.7	-4.4	-4.8	-5.3	-5.8	
Cash flow	2.0	6.3	4.0	5.0	7.0	7.7	8.6	9.4	161.9
Present value	1.9	5.5	3.2	3.7	4.9	5.0	5.1	5.2	89.2
WACC	8.0%	7.8%	7.8%	7.8%	7.8%	7.8%	7.8%	7.8%	7.9%

DCF per share derived from	
Total present value	123.8
Mid-year adj. total present value	128.5
Net debt / cash at start of year	9.7
Financial assets	0.7
Provisions and off b/s debt	0.3
Equity value	119.2
No. of shares outstanding	5.3
Discounted cash flow / share	22.57
upside/(downside)	86.5%

Share price	12.10

Sensitivity analysis DCF

DCF avg. growth and earnings assumptions	
Planning horizon avg. revenue growth (2024E-2031E)	11.3%
Terminal value growth (2031E - infinity)	2.0%
Terminal year ROCE	21.3%
Terminal year WACC	7.9%

Terminal WACC derived from	
Cost of borrowing (before taxes)	5.0%
Long-term tax rate	25.0%
Equity beta	1.00
Unlevered beta (industry or company)	0.90
Target debt / equity	0.5
Relevered beta	1.23
Risk-free rate	2.0%
Equity risk premium	6.5%
Cost of equity	10.0%

		Long term g	Irowth				Share of present value	
		1.0%	1.5%	2.0%	2.5%	3.0%		
ACC	2.0%	14.6	15.3	16.0	16.8	17.8	2024E-2027E	11.6%
⁷ M	1.0%	16.9	17.8	18.8	20.0	21.3	2028E-2031E	16.4%
e in 1ts)	0.0%	19.9	21.1	22.6	24.3	26.3	terminal value	72.1%
ping	-1.0%	23.9	25.7	27.9	30.5	33.9		
Change in (%-points)	-2.0%	29.5	32.4	35.9	40.5	46.7		

Source: AlsterResearch

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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 12.86 per share based on 2024E and EUR 28.88 per share on 2028E estimates.

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	2024E	2025E	2026E	2027E	2028E
		10.0	11.0	10.4	45.7
EBITDA	8.2	10.0	11.3	13.6	15.7
- Maintenance capex	3.0	3.1	3.3	3.5	3.9
- Minorities	0.1	0.1	0.1	0.1	0.2
- tax expenses	0.8	1.8	2.2	2.9	3.4
= Adjusted FCF	4.4	5.1	5.8	7.1	8.2
Actual Market Cap	58.4	58.4	58.4	58.4	58.4
+ Net debt (cash)	5.3	-0.5	-3.9	-8.7	-15.5
+ Pension provisions	0.4	0.5	0.6	0.6	0.7
+ Off B/S 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
EV Reconciliations	5.0	-0.6	-4.0	-8.7	-15.5
= Actual EV'	63.4	57.8	54.4	49.7	42.9
Adjusted FCF yield	6.9%	8.8%	10.7%	14.2%	19.2%
base hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
ESG adjustment	1.0%	1.0%	1.0%	1.0%	1.0%
adjusted hurdle rate	6.0%	6.0%	6.0%	6.0%	6.0%
Fair EV	73.0	84.7	97.0	118.0	137.1
- EV Reconciliations	5.0	-0.6	-4.0	-8.7	-15.5
Fair Market Cap	67.9	85.3	101.0	126.7	152.5
No. of shares (million)	5.3	5.3	5.3	5.3	5.3
Fair value per share in EUR	12.86	16.16	19.12	23.99	28.88
Premium (-) / discount (+)	6.3%	33.5%	58.1%	98.2%	138.7%
	0.0%	00.070	00.170	JO.2 /0	100.7 %
Sensitivity analysis FV					
4.0%	19.8	24.2	28.3	35.2	41.9
	15.6	19.4	28.3	28.5	34.1
/ lajuoto					-
d hurdle 6.0%	12.9	16.2	19.1	24.0	28.9
rate 7.0%	10.9	13.9	16.5	20.8	25.2
8.0%	9.4	12.1	14.5	18.4	22.4

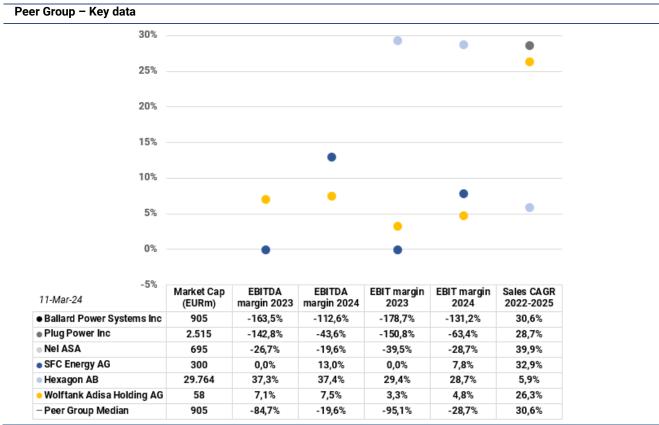
Source: Company data; AlsterResearch

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 7.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments might be applicable.** 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.



Peer group analysis

A peer group or comparable company ("comps") analysis is a methodology that calculates a company's relative value – how much it should be worth based on how it compares to other similar companies. Given that **Wolftank Adisa Holding AG** differs quite significantly in terms of size, focus, financial health and growth trajectory, we regard our peer group analysis merely as a support for other valuation methods. The peer group of Wolftank Adisa Holding AG consists of the stocks displayed in the chart below. As of 11 March 2024 the median market cap of the peer group was EUR 904.7m, compared to EUR 58.4m for Wolftank Adisa Holding AG. In the period under review, the peer group was less profitable than Wolftank Adisa Holding AG. The expectations for sales growth are higher for the peer group than for Wolftank Adisa Holding AG.

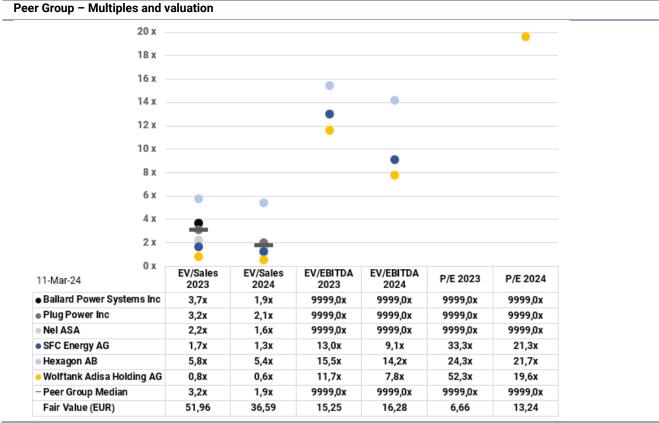


Source: Sentieo, AlsterResearch



Comparable company analysis operates under the assumption that similar companies will have similar valuation multiples. We use the following multiples: EV/Sales 2023, EV/Sales 2024, EV/EBITDA 2023, EV/EBITDA 2024, P/E 2023 and P/E 2024.

Applying these to Wolftank Adisa Holding AG results in a range of fair values from EUR 6.66 to EUR 51.96.



Source: Sentieo, AlsterResearch

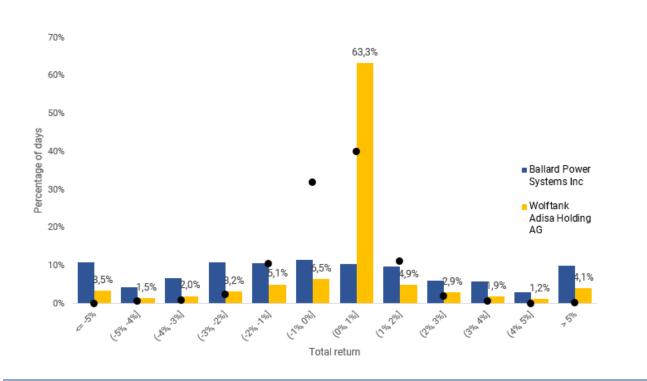




Risk

The chart displays the **distribution of daily returns of Wolftank Adisa Holding AG** over the last 3 years, compared to the same distribution for Ballard Power Systems Inc. We have also included the distribution for the index DAX. The distribution gives a better understanding of risk than measures like volatility, which assume that log returns are normally distributed. In reality, they are skewed (down moves are larger) and have fat tails (large moves occur more often than predicted). Also, volatility treats up and down moves the same, while investors are more worried about down moves.

Risk – Daily Returns Distribution (trailing 3 years)

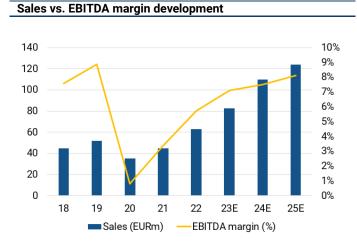


Source: Sentieo, AlsterResearch

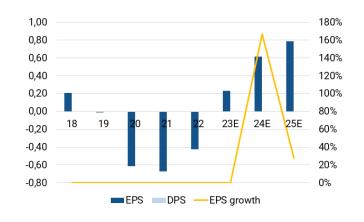




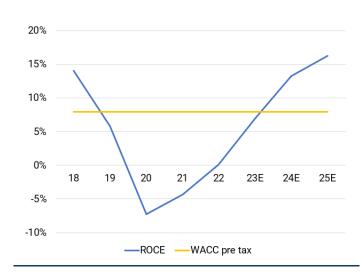
Financials in six charts



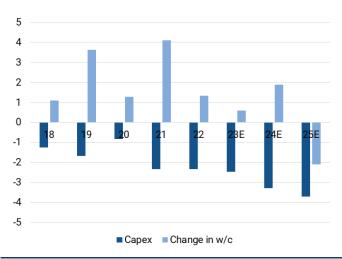
EPS, DPS in EUR & yoy EPS growth



ROCE vs. WACC (pre tax)



Capex & chgn in w/c requirements in EURm



6

Net debt and net debt/EBITDA

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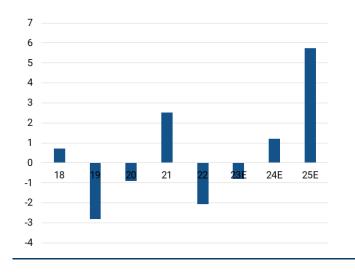
12

10

8

20,00x 4 15,00x 10,00x 2 5,00x 0 0,00x 18 19 20 21 23E 24E 25E 22 -2 -5,00x Net debt (EUR m) ----Net debt / EBITDA (x)

Free Cash Flow in EURm



Source: Company data; AlsterResearch

50,00x 45,00x

40,00x

35,00x

30,00x

25,00x



Financials

Profit and loss (EURm)	2020	2021	2022	2023E	2024E	2025E
Net sales	35.0	44.6	62.7	82.5	109.7	124.0
Sales growth	-32.4%	27.4%	40.6%	31.5%	33.0%	13.0%
Change in finished goods and work-in-process	-0.6	1.2	1.2	1.2	1.1	0.6
Total sales	34.4	45.8	63.9	83.7	110.8	124.6
Material expenses	24.5	30.2	41.0	53.7	71.3	80.5
Gross profit	9.9	15.6	22.9	30.0	39.5	44.1
Other operating income	1.1	1.3	1.4	2.0	2.2	2.5
Personnel expenses	7.2	7.9	13.3	16.9	21.9	24.2
Other operating expenses	3.6	7.5	7.4	9.2	11.5	12.4
EBITDA	0.3	1.5	3.6	5.9	8.2	10.0
Depreciation	2.1	2.8	3.5	3.2	3.0	3.1
EBITA	-1.8	-1.3	0.0	2.7	5.3	7.0
Amortisation of goodwill and intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-1.8	-1.3	0.0	2.7	5.3	7.0
Financial result	-1.0	-1.4	-0.7	-1.3	-1.1	-0.9
Recurring pretax income from continuing operations	-2.8	-2.8	-0.7	1.4	4.2	6.1
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-2.8	-2.8	-0.7	1.4	4.2	6.1
Taxes	-0.5	0.1	0.9	0.3	0.8	1.8
Net income from continuing operations	-2.3	-2.9	-1.6	1.1	3.3	4.2
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-2.3	-2.9	-1.6	1.1	3.3	4.2
Minority interest	0.1	-0.0	-0.3	-0.0	-0.1	-0.1
Net profit (reported)	-2.2	-3.0	-1.9	1.1	3.3	4.2
Average number of shares	3.61	4.38	4.39	4.83	5.28	5.28
EPS reported	-0.61	-0.67	-0.43	0.23	0.62	0.79

Profit and loss (common size)	2020	2021	2022	2023E	2024E	2025E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	-2%	3%	2%	2%	1%	1%
Total sales	98 %	103%	102%	102%	101%	100%
Material expenses	70%	68%	65%	65%	65%	65%
Gross profit	28%	35%	36%	36%	36%	36%
Other operating income	3%	3%	2%	2%	2%	2%
Personnel expenses	20%	18%	21%	21%	20%	19%
Other operating expenses	10%	17%	12%	11%	11%	10%
EBITDA	1%	3%	6%	7%	8%	8%
Depreciation	6%	6%	6%	4%	3%	2%
EBITA	-5%	-3%	0%	3%	5%	6%
Amortisation of goodwill and intangible assets	0%	0%	0%	0%	0%	0%
EBIT	-5%	-3%	0%	3%	5%	6%
Financial result	-3%	-3%	-1%	-2%	-1%	-1%
Recurring pretax income from continuing operations	-8%	-6%	-1%	2%	4%	5%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	-8%	-6%	-1%	2%	4%	5%
Taxes	-1%	0%	1%	0%	1%	1%
Net income from continuing operations	-7%	-7%	-2%	1%	3%	3%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	-7%	-7%	-2%	1%	3%	3%
Minority interest	0%	-0%	-0%	-0%	-0%	-0%
Net profit (reported)	-6%	-7%	-3%	1%	3%	3%



Balance sheet (EURm)	2020	2021	2022	2023E	2024E	2025E
Intangible assets (exl. Goodwill)	1.8	1.8	1.7	5.7	5.7	5.7
Goodwill	5.4	7.1	6.2	6.2	6.2	6.2
Property, plant and equipment	8.6	10.6	10.5	9.8	10.2	10.8
Financial assets	1.0	0.7	0.7	0.7	0.7	0.7
FIXED ASSETS	16.9	20.3	19.0	22.4	22.7	23.4
Inventories	5.4	5.7	6.4	8.1	10.7	12.1
Accounts receivable	22.0	23.9	20.5	27.1	36.1	40.8
Other current assets	1.9	2.8	2.7	2.7	2.7	2.7
Liquid assets	3.1	7.5	12.7	5.9	8.3	11.5
Deferred taxes	1.4	1.4	0.9	0.9	0.9	0.9
Deferred charges and prepaid expenses	0.3	0.3	0.5	0.4	0.5	0.6
CURRENT ASSETS	34.2	41.5	43.8	45.2	59.3	68.5
TOTAL ASSETS	51.0	61.8	62.8	67.5	82.0	91.9
SHAREHOLDERS EQUITY	5.8	13.9	17.8	19.0	25.5	29.7
MINORITY INTEREST	1.7	2.3	2.7	2.7	2.7	2.7
Long-term debt	15.9	7.7	6.1	4.1	2.1	0.0
Provisions for pensions and similar obligations	0.0	0.0	2.4	0.3	0.4	0.5
Other provisions	1.5	1.6	0.0	0.0	0.0	0.0
Non-current liabilities	17.4	9.4	8.4	4.4	2.5	0.5
short-term liabilities to banks	0.0	11.1	11.5	11.5	11.5	11.0
Accounts payable	13.3	18.2	13.9	18.4	24.4	27.6
Advance payments received on orders	1.1	1.6	1.7	2.1	2.7	3.1
Other liabilities (incl. from lease and rental contracts)	10.8	4.5	6.0	8.2	11.0	12.4
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.9	0.7	0.8	1.2	1.6	5.0
Current liabilities	26.2	36.2	33.9	41.5	51.3	59.0
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	51.0	61.8	62.8	67.5	82.0	91.9

Balance sheet (common size)	2020	2021	2022	2023E	2024E	2025E
Intangible assets (excl. Goodwill)	4%	3%	3%	8%	7%	6%
Goodwill	11%	12%	10%	9%	8%	7%
Property, plant and equipment	17%	17%	17%	15%	12%	12%
Financial assets	2%	1%	1%	1%	1%	1%
FIXED ASSETS	33%	33%	30%	33%	28%	25%
Inventories	11%	9%	10%	12%	13%	13%
Accounts receivable	43%	39%	33%	40%	44%	44%
Other current assets	4%	5%	4%	4%	3%	3%
Liquid assets	6%	12%	20%	9%	10%	12%
Deferred taxes	3%	2%	1%	1%	1%	1%
Deferred charges and prepaid expenses	1%	0%	1%	1%	1%	1%
CURRENT ASSETS	67%	67%	70%	67%	72%	75%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	11%	22%	28%	28%	31%	32%
MINORITY INTEREST	3%	4%	4%	4%	3%	3%
Long-term debt	31%	13%	10%	6%	3%	0%
Provisions for pensions and similar obligations	0%	0%	4%	0%	1%	1%
Other provisions	3%	3%	0%	0%	0%	0%
Non-current liabilities	34%	15%	13%	7%	3%	1%
short-term liabilities to banks	0%	18%	18%	17%	14%	12%
Accounts payable	26%	29%	22%	27%	30%	30%
Advance payments received on orders	2%	3%	3%	3%	3%	3%
Other liabilities (incl. from lease and rental contracts)	21%	7%	10%	12%	13%	13%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred income	2%	1%	1%	2%	2%	5%
Current liabilities	51%	59 %	54%	61%	63%	64%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%



Cash flow statement (EURm)	2020	2021	2022	2023E	2024E	2025E
Net profit/loss	-2.3	-2.9	-1.6	1.1	3.3	4.2
Depreciation of fixed assets (incl. leases)	2.1	2.8	3.5	3.2	3.0	3.1
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	1.5	3.0	-0.6	-2.0	0.1	0.1
Cash flow from operations before changes in w/c	1.2	3.0	1.4	2.3	6.4	7.4
Increase/decrease in inventory	0.7	-0.2	-0.7	-1.7	-2.7	-1.4
Increase/decrease in accounts receivable	-0.0	-1.9	3.4	-6.6	-8.9	-4.7
Increase/decrease in accounts payable	-1.0	4.9	-4.3	4.5	6.0	3.1
Increase/decrease in other w/c positions	-0.9	-6.9	0.3	3.3	3.7	5.0
Increase/decrease in working capital	-1.3	-4.1	-1.3	-0.6	-1.9	2.1
Cash flow from operating activities	-0.1	4.8	0.3	1.7	4.5	9.4
CAPEX	-0.8	-2.3	-2.3	-2.5	-3.3	-3.7
Payments for acquisitions	-3.3	-3.0	-0.1	-4.0	0.0	0.0
Financial investments	-0.6	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	-0.1	0.0	0.0	0.0
Cash flow from investing activities	-4.7	-5.3	-2.5	-6.5	-3.3	-3.7
Cash flow before financing	-4.8	-0.5	-2.2	-4.8	1.2	5.7
Increase/decrease in debt position	4.3	-1.8	1.2	-2.0	-2.0	-2.6
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	11.0	5.9	0.0	3.2	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.8	-1.2	-0.7	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.1	-0.1	0.0	0.0	0.0
Cash flow from financing activities	3.5	8.0	6.3	-2.0	1.2	-2.6
Increase/decrease in liquid assets	-1.2	7.5	4.1	-6.8	2.4	3.1
Liquid assets at end of period	-5.3	2.3	6.4	-0.4	2.0	5.1

Source: Company data; AlsterResearch

Regional sales split (EURm)	2020	2021	2022	2023E	2024E	2025E
Domestic	0.0	0.0	0.0	0.0	0.0	0.0
Europe (ex domestic)	31.2	41.1	57.1	75.1	99.8	112.8
The Americas	0.7	0.9	1.3	1.6	2.2	2.5
Asia	2.5	1.8	3.1	4.1	5.5	6.2
Rest of World	0.7	0.9	1.3	1.6	2.2	2.5
Total sales	35.0	44.6	62.7	82.5	109.7	124.0

Europe (ex domestic)	31.2	41.1	57.1	/ 5. I	99.8	112.8
The Americas	0.7	0.9	1.3	1.6	2.2	2.5
Asia	2.5	1.8	3.1	4.1	5.5	6.2
Rest of World	0.7	0.9	1.3	1.6	2.2	2.5
Total sales	35.0	44.6	62.7	82.5	109.7	124.0
Regional sales split (common size)	2020	2021	2022	2023E	2024E	2025E
Domestic	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Europe (ex domestic)	89.0%	92.0%	91.0%	91.0%	91.0%	91.0%
The Americas	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Asia	7.0%	4.0%	5.0%	5.0%	5.0%	5.0%
Rest of World	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Total sales	100%	100%	100%	100%	100%	100%





Ratios	2020	2021	2022	2023E	2024E	2025E
Per share data						
Earnings per share reported	-0.61	-0.67	-0.43	0.23	0.62	0.79
Cash flow per share	-0.02	1.11	0.06	-0.31	0.29	1.21
Book value per share	1.60	3.17	4.07	3.93	4.83	5.63
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	-19.7x	-17.9x	-28.4x	52.3x	19.6x	15.4x
P/CF	-727.7x	10.9x	191.1x	-39.4x	41.7x	10.0x
P/BV	7.6x	3.8x	3.0x	3.1x	2.5x	2.1x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-0.1%	9.1%	0.5%	-2.5%	2.4%	10.0%
EV/Sales	2.0x	1.6x	1.0x	0.8x	0.6x	0.5x
EV/EBITDA	253.0x	46.4x	18.2x	11.7x	7.8x	5.8x
EV/EBIT	-39.6x	-52.1x	1,322.3x	25.3x	12.2x	8.4x
Income statement (EURm)						
Sales	35.0	44.6	62.7	82.5	109.7	124.0
yoy chg in %	-32.4%	27.4%	40.6%	31.5%	33.0%	13.0%
Gross profit	9.9	15.6	22.9	30.0	39.5	44.1
Gross margin in %	28.4%	35.0%	36.4%	36.4%	36.0%	35.6%
EBITDA	0.3	1.5	3.6	5.9	8.2	10.0
EBITDA margin in %	0.8%	3.4%	5.7%	7.1%	7.5%	8.1%
EBIT	-1.8	-1.3	0.0	2.7	5.3	7.0
EBIT margin in %	-5.1%	-3.0%	0.1%	3.3%	4.8%	5.6%
Net profit	-2.2	-3.0	-1.9	1.1	3.3	4.2
Cash flow statement (EURm)						
CF from operations	-0.1	4.8	0.3	1.7	4.5	9.4
Сарех	-0.8	-2.3	-2.3	-2.5	-3.3	-3.7
Maintenance Capex	0.0	0.0	0.0	3.2	3.0	3.1
Free cash flow	-0.9	2.5	-2.1	-0.8	1.2	5.7
Balance sheet (EURm)						
Intangible assets	7.2	8.9	7.8	11.8	11.8	11.8
Tangible assets	8.6	10.6	10.5	9.8	10.2	10.8
Shareholders' equity	5.8	13.9	17.8	19.0	25.5	29.7
Pension provisions	0.0	0.0	2.4	0.3	0.4	0.5
Liabilities and provisions	17.4	20.5	20.0	15.9	14.1	11.5
Net financial debt	12.8	11.4	4.9	9.7	5.3	-0.5
w/c requirements	12.9	9.7	11.3	14.8	19.7	22.2
Ratios						
ROE	-40.5%	-20.9%	-8.7%	6.0%	13.0%	14.3%
ROCE	-7.2%	-3.7%	0.1%	7.2%	12.5%	15.9%
Net gearing	221.7%	82.2%	27.3%	50.9%	20.7%	-1.5%
Net debt / EBITDA	45.4x	7.6x	1.4x	1.7x	0.6x	-0.0x



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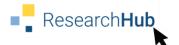
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