

Photon Energy NV

Netherlands | Utilities | MCap EUR 175.1m

2 June 2023

UPDATE



Takeaways from AlsterResearch Renewables Conference

What's it all about?

Photon Energy's CEO and interim CFO Georg Hotar presented at the AlsterResearch Renewables Conference (a recording can be viewed under <https://www.research-hub.de/events>). The focus of the meeting was on the medium to long term direction of the company and the transformation towards an Energy Solutions Provider. With this transformation, Photon Energy is adding businesses that are characterized by high growth potential and limited capital requirements. The company also reaffirmed its FY23 guidance. Given recent weakness in electricity prices we adjust estimates and come to a new price target of EUR 4.40 (old: EUR 4.60), offering upside potential in excess of 50%. BUY.

BUY (BUY)

Target price	EUR 4.40 (4.60)
Current price	EUR 2.86
Up/downside	53.8%

 **ResearchHub**



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Photon Energy NV

Netherlands | Utilities | MCap EUR 175.1m | EV EUR 302.4m

BUY (BUY)

Target price EUR 4.40 (4.60)
Current price EUR 2.86
Up/downside 53.8%

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Takeaways from the AlsterResearch Renewables Conference

Conference presentation. Photon Energy CEO and interim CFO Georg Hotar presented at the AlsterResearch Renewables Conference (a recording can be viewed [here](#)). The focus of the meeting was on the medium to long term direction of the company.

Transformation towards an Energy Solutions Provider. Recent activities, in particular the acquisition of Lerta, have broadened the scope of Photon Energy. The former core business of developing, operating and maintaining solar parks and trading PV components will remain an important part of Photon Energy in the future, but has been complemented by "customer-facing" businesses. These services are best described as a Virtual Power Plant (VPP), where Photon Energy aggregates capacity from different renewable sources (wind, solar, biogas) and combines it with storage, flexible consumers (flexumers) and industrial customers. Photon Energy can then offer different products from these aggregated assets: the company can sell electricity into the market and offer DSR, balancing and ancillary services.

High growth and asset light. The new businesses have two things in common: First, they require only little capital because the necessary assets are not on Photon Energy's balance sheet. Second, they address markets with high growth potential: the increasing share of intermittent renewable electricity generation is driving the need for grid flexibility and related services. For DSR, Photon Energy started this business in Poland and has increased its market share from 1% in 2021 to 25%, or revenues of EUR 26.2m, in 2024. The permission for these services is expected soon in many other European countries, and Photon Energy with its experience in Poland is in a pole position to take advantage of these opportunities.

Adjusted KPI in Investment division? In power generation, it is becoming increasingly difficult to generate returns above the cost of capital with "PV only" assets. As a result, Photon Energy will increasingly combine PV systems with storage to create PV-hybrid systems, or even establish "storage only" projects, which promise higher returns. Accordingly, future KPIs in this business may move beyond MWh to include MWh.

FY23 guidance confirmed, adj. est. & PT. Photon Energy confirmed its guidance for FY23: revenues are expected to increase to EUR 150m and EBITDA to EUR 29m. Given the recent weakness in electricity prices, we adjust 23E numbers and come to a new PT of EUR 4.40 (old: EUR 4.60). BUY.

Photon Energy NV	2020	2021	2022	2023E	2024E	2025E
Sales	28.3	36.4	94.2	144.7	172.1	200.4
<i>Growth yoy</i>	-6.3%	28.7%	159.1%	53.6%	18.9%	16.5%
EBITDA	8.4	9.6	24.1	26.5	35.9	52.2
EBIT	-0.1	-0.7	14.5	13.6	20.4	31.5
Net profit*	2.1	2.1	4.3	22.0	19.3	34.4
Net debt (net cash)	84.5	89.1	127.3	149.9	204.8	315.2
Net debt/EBITDA	10.0x	9.3x	5.3x	5.6x	5.7x	6.0x
EPS reported*	0.04	0.04	0.07	0.36	0.32	0.56
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	83.6%	65.0%	53.1%	47.6%	54.2%	58.8%
EBITDA margin	29.9%	26.4%	25.5%	18.3%	20.8%	26.0%
EBIT margin	-0.5%	-2.0%	15.4%	9.4%	11.8%	15.7%
ROCE	-0.1%	-0.4%	6.6%	4.5%	4.3%	4.6%
EV/EBITDA	30.8x	27.6x	12.6x	12.2x	10.6x	9.4x
EV/EBIT	-1,828.7x	-371.7x	20.8x	23.9x	18.6x	15.6x
PER	70.3x	74.2x	40.9x	8.0x	9.1x	5.1x
FCF yield	-0.7%	-1.5%	-2.0%	15.3%	-4.2%	-2.3%

Source: Company data, AlsterResearch; * including OCI



Source: Company data, AlsterResearch

High/low 52 weeks 3.58 / 1.99
Price/Book Ratio 2.9x

Ticker / Symbols

ISIN NL0010391108
WKN A1T9KW
Bloomberg P7V:GR

Changes in estimates

		Sales	EBIT	EPS
2023E	old	150.8	17.0	0.40
	Δ	-4.0%	-19.8%	-9.7%
2024E	old	171.6	20.4	0.32
	Δ	0.3%	-0.2%	-0.2%
2025E	old	200.0	31.6	0.56
	Δ	0.2%	-0.4%	-0.3%

Key share data

Number of shares: (in m pcs) 61.24
Book value per share: (in EUR) 0.99
Ø trading volume: (12 months) 1,000

Major shareholders

Solar Future 35.5%
Solar Power to the People 32.8%
Treasury Shares 2.3%

Free Float 29.4%

Company description

Photon Energy NV is a solar energy and water treatment solutions company based in the Netherlands that covers the entire lifecycle of its technologies. The Company develops projects in Australia, Hungary, Poland and Romania, and provides operations and maintenance services worldwide. The Company has offices in Europe and Australia.

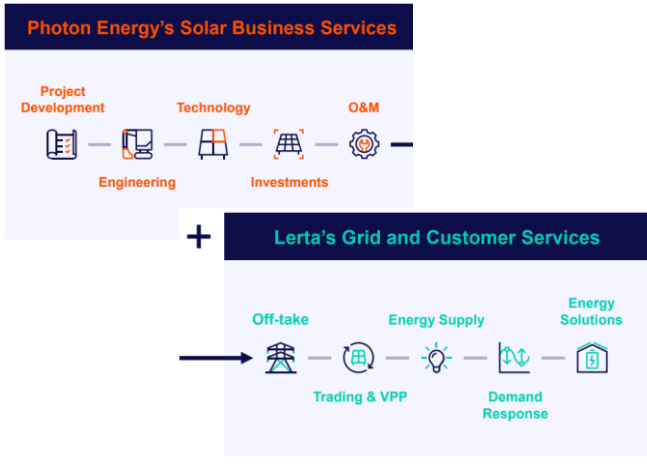
Quarterly performance table

P&L data	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Sales	9.9	10.2	11.7	9.1	23.2	35.4	26.4	19.3
yoy growth in %	10.9%	13.8%	130.3%	99.9%	135.7%	247.2%	125.3%	111.0%
Gross profit	7.1	8.1	4.4	6.2	14.3	20.3	9.3	6.2
Gross margin in %	72.4%	79.0%	37.3%	67.5%	61.4%	57.4%	35.3%	32.4%
EBITDA	4.0	4.4	0.9	2.0	8.1	12.7	1.2	0.3
EBITDA margin in %	40.5%	43.5%	8.0%	22.2%	35.0%	35.9%	4.6%	1.7%
EBIT	1.0	0.4	-1.0	0.5	4.6	9.7	-0.4	-1.6
EBIT margin in %	9.8%	4.1%	-8.9%	5.8%	20.0%	27.5%	-1.3%	-8.1%
EBT	-0.6	-1.1	-1.2	-1.3	2.6	7.3	-2.4	-4.2
taxes paid	0.3	0.3	-0.2	-0.1	0.6	1.3	-1.4	0.0
tax rate in %	-53.7%	-30.9%	20.0%	10.5%	22.5%	18.1%	58.4%	0.0%
net profit	-0.8	-1.4	-1.0	-1.4	2.0	6.0	-3.8	-4.2
yoy growth in %	na%	na%	na%	na%	na%	na%	na%	na%
EPS	-0.02	-0.03	-0.02	-0.03	0.04	0.11	-0.07	-0.08

Source: Company data; AlsterResearch

Investment case in six charts

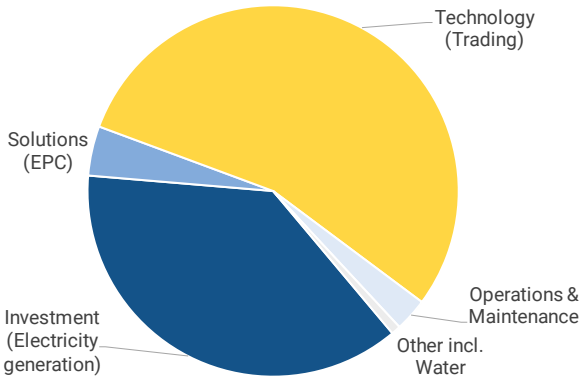
Business Model



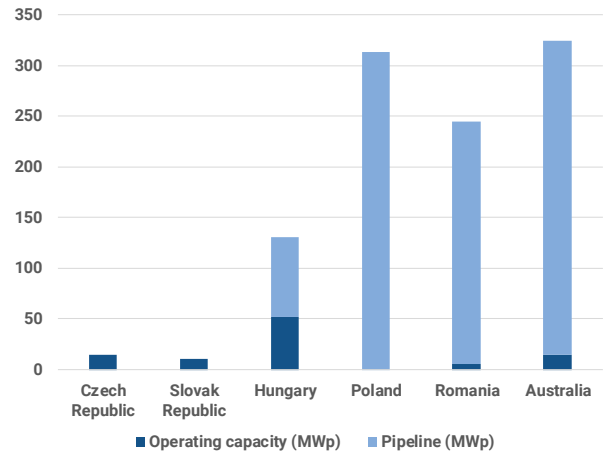
Geographical Presence



External Revenue Shares (2022)

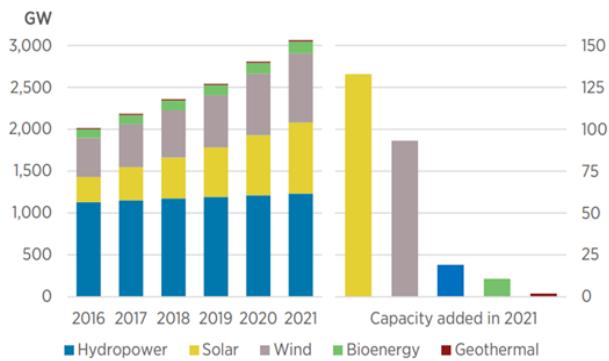


Capacity and pipeline

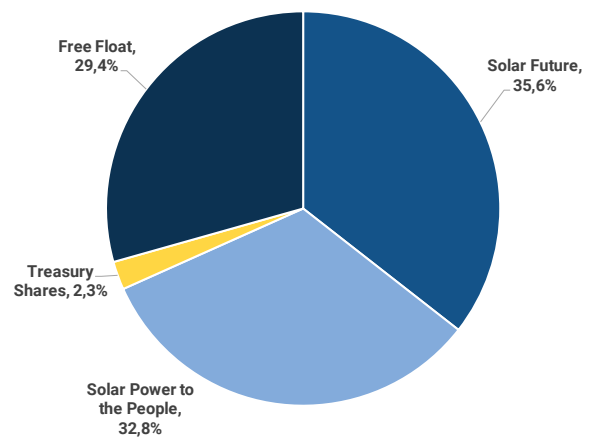


Fastest growing renewable energy

Renewable power capacity growth



Major shareholders



Source: Company data; AlsterResearch; IRENA

SWOT analysis

Strengths

- early mover in the PV market with expertise in the whole system life cycle
- unique focus on and understanding of CEE market
- visible growth trajectory with a growing share of recurring revenue
- strong ESG credentials translating into lower cost of capital (-> green bond)
- transparent and detailed reporting and comprehensive capital market communications
- strong management team and high standards of corporate governance

Weaknesses

- still a relatively small player
- high leverage and capital needs to fulfill project pipeline
- strong seasonality in solar business (mitigated by Australian projects)
- analysis of underlying profitability complex due the nature of the business (FX and derivatives effects, strong contribution of OCI, capital gains on resale of projects and high share of internal revenues in business segments)

Opportunities

- fragmented competition in the 1 MWp – 20 MWp PV sweet spot
- solar power finally competitive without subsidies
- access to promising technology (RayGen) via equity participation
- catch up potential in CEE and a well filled project pipeline
- increasing electricity prices combined with a shift to selling electricity at market prices
- high prices for fossil energy and geopolitical tailwinds
- increasing interest in behind-the-meter projects
- increasing share of renewables leads to greater demand for grid flexibility and VPP services
- PFAS water remediation potentially huge market

Threats

- water business line could distract focus
- volatile market prices and supply bottlenecks for solar panels
- large-scale project risk (cost overruns, change in market conditions during development etc.)
- regulatory risks, for example retroactive adjustments to feed-in tariffs or price caps

Valuation

DCF Model

The DCF model results in a **fair value of EUR 4.35 per share**. This includes the equity stakes in Raygen and Lerta only at book value, which could provide further upside.

Top-line growth: We expect Photon Energy NV to grow strongly, driven mostly by investments in electricity generation. Hence our growth estimates for 2022-29E is in the range of 12.5% p.a. The long-term growth rate is set at 2.0%.

Cash Flows. We expect Photon Energy to invest into growth over the whole planning period. In the normalized year, we set capex at the level of depreciation, leading to positive cash flows.

WACC. We set the historical equity beta to 0.89, leading to an unlevered beta of 0.67, roughly in line with the average 2017-2021 unlevered industry beta for Green & Renewable Energy in Western Europe. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 8.4%. With pre-tax cost of borrowing at 6.5%, a tax rate of 30.0% and target debt/equity of 0.8 this results in a long-term WACC of 6.6%.

DCF (EUR m) (except per share data and beta)	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	Terminal value
NOPAT	9.5	14.3	22.0	31.8	40.0	45.7	50.9	53.9	
Depreciation & amortization	12.9	15.5	20.7	26.9	30.7	34.4	37.1	38.7	
Change in working capital	6.0	-6.1	-6.8	-6.1	-5.2	-4.5	-4.2	-4.3	
Chg. in long-term provisions	16.9	-3.1	0.2	4.4	3.8	3.3	3.0	2.5	
Capex	-58.7	-59.0	-122.2	-149.1	-91.4	-90.5	-61.6	-50.5	
Cash flow	-13.3	-38.5	-86.1	-92.2	-22.2	-11.7	25.2	40.3	885.9
Present value	-12.8	-34.6	-72.2	-72.1	-16.2	-7.9	16.0	24.0	544.1
WACC	6.7%	6.9%	7.0%	7.1%	7.1%	7.1%	7.1%	7.1%	6.6%

DCF per share derived from	
Total present value	368.2
Mid-year adj. total present value	380.8
Net debt / cash at start of year	127.3
Financial assets	12.8
Provisions and off b/s debt	0.0
Equity value	266.4
No. of shares outstanding	61.2
Discounted cash flow / share upside/(downside)	4.35 / 52.1%

DCF avg. growth and earnings assumptions	
Planning horizon avg. revenue growth (2022E - 2029E)	12.5%
Terminal value growth (2029E - infinity)	2.0%
Terminal year ROCE	7.3%
Terminal year WACC	6.6%

Terminal WACC derived from	
Cost of borrowing (before taxes)	6.5%
Long-term tax rate	30.0%
Equity beta	0.89
Unlevered beta (industry or company)	0.67
Target debt / equity	0.8
Relevered beta	1.07
Risk-free rate	2.0%
Equity risk premium	6.0%
Cost of equity	8.4%

Share price	2.86
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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%		
2.0%		0.1	0.4	0.9	1.4	1.9	2022E - 2025E	-52.1%
1.0%		1.2	1.7	2.3	3.0	3.9	2026E - 2029E	4.3%
0.0%		2.6	3.4	4.3	5.5	7.0	terminal value	147.8%
-1.0%		4.8	6.1	7.6	9.7	12.6		
-2.0%		8.3	10.5	13.5	18.0	25.1		

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 3.37 per share based on 2023E and EUR 12.12 per share on 2027E estimates. Again, the equity stakes in Raygen and Lerta are included only at book value, which could provide further upside.

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	2023E	2024E	2025E	2026E	2027E
EBITDA	26.5	35.9	52.2	72.3	87.8
- Maintenance capex	9.3	11.5	15.7	20.7	23.8
- Minorities	0.0	0.0	0.0	0.0	0.0
- tax expenses	0.1	-0.9	-1.0	0.5	2.8
= Adjusted FCF	17.2	25.3	37.5	51.1	61.2
Actual Market Cap	175.1	175.1	175.1	175.1	175.1
+ Net debt (cash)	149.9	204.8	315.2	438.1	493.8
+ Pension provisions	0.0	0.0	0.0	0.0	0.0
+ Off B/S financing	0.0	0.0	0.0	0.0	0.0
- Financial assets	12.8	12.8	12.8	12.8	12.8
- Acc. dividend payments	0.0	0.0	0.0	0.0	0.0
<i>EV Reconciliations</i>	137.1	192.0	302.4	425.3	480.9
= Actual EV'	312.2	367.1	477.5	600.4	656.1
Adjusted FCF yield	5.5%	6.9%	7.8%	8.5%	9.3%
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	343.2	506.6	749.2	1,021.8	1,223.3
- <i>EV Reconciliations</i>	137.1	192.0	302.4	425.3	480.9
Fair Market Cap	206.2	314.6	446.8	596.5	742.4
No. of shares (million)	61.2	61.2	61.2	61.2	61.2
Fair value per share in EUR	3.37	5.14	7.30	9.74	12.12
Premium (-) / discount (+)	17.7%	79.6%	155.1%	240.6%	323.9%

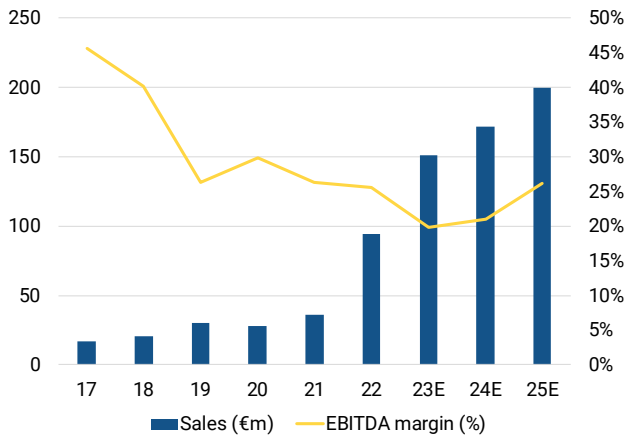
Sensitivity analysis FV						
	3.0%	7.1	10.7	15.5	20.9	25.4
Adjusted hurdle rate	4.0%	4.8	7.2	10.4	13.9	17.1
	5.0%	3.4	5.1	7.3	9.7	12.1
	6.0%	2.4	3.8	5.3	7.0	8.8
	7.0%	1.8	2.8	3.8	5.0	6.4

Source: Company data; AlsterResearch

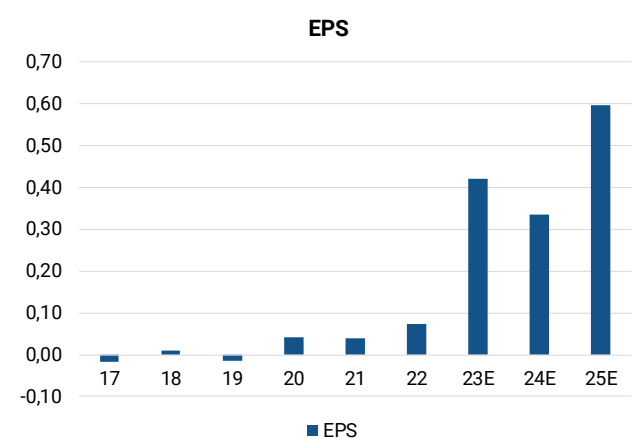
Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 6.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments 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

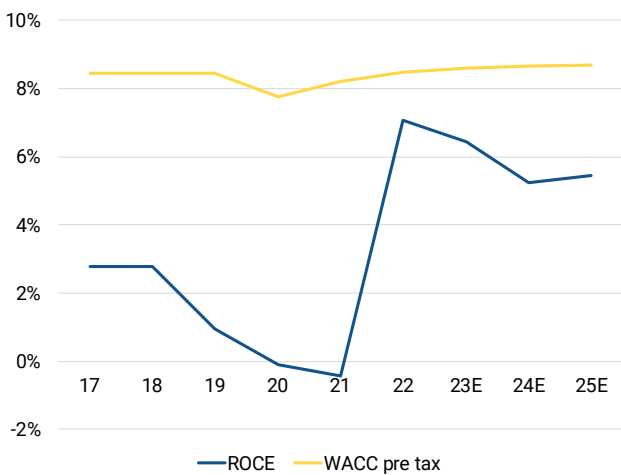
Sales vs. EBITDA margin development



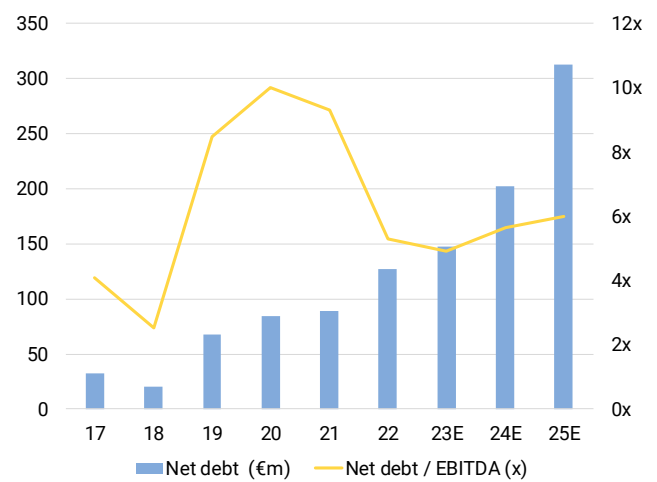
EPS, DPS in EUR & yoy EPS growth



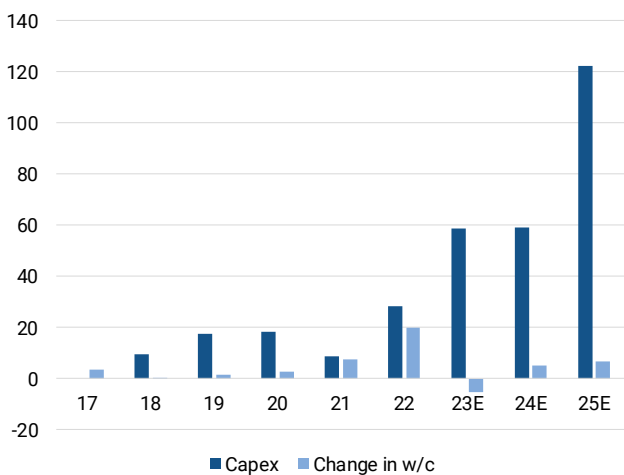
ROCE vs. WACC (pre tax)



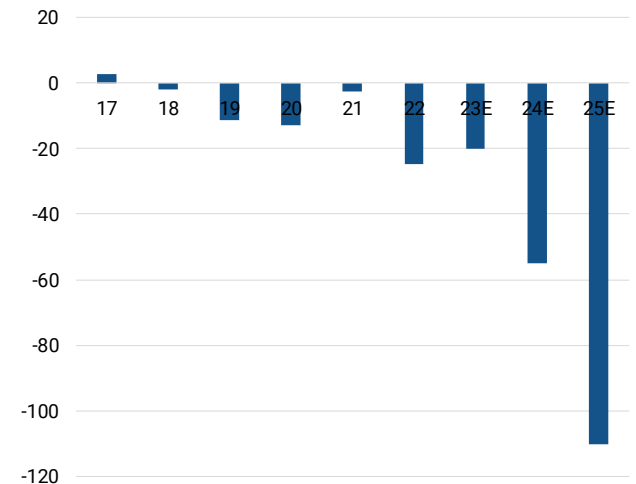
Net debt and net debt/EBITDA



Capex & chgn in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; AlsterResearch

Financials

Profit and loss (EUR m)	2020	2021	2022	2023E	2024E	2025E
Net sales	28.3	36.4	94.2	144.7	172.1	200.4
Sales growth	-6.3%	28.7%	159.1%	53.6%	18.9%	16.5%
Change in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	28.3	36.4	94.2	144.7	172.1	200.4
Material expenses	4.6	12.7	44.1	75.9	78.7	82.5
Gross profit	23.6	23.6	50.1	68.8	93.3	117.9
Other operating income	0.4	0.6	0.6	1.4	1.7	2.0
Personnel expenses	5.8	6.7	9.5	20.6	33.4	39.6
Other operating expenses	9.7	7.7	17.0	23.2	25.8	28.1
EBITDA	8.4	9.6	24.1	26.5	35.9	52.2
Depreciation	8.3	10.7	9.0	11.6	14.3	19.6
EBITA	0.1	-0.9	15.1	14.9	21.6	32.5
Amortisation of goodwill and intangible assets	0.3	-0.2	0.6	1.3	1.2	1.1
EBIT	-0.1	-0.7	14.5	13.6	20.4	31.5
Financial result	-6.4	-5.2	-8.3	-13.3	-23.4	-34.8
Recurring pretax income from continuing operations	-6.5	-5.9	6.2	0.3	-3.0	-3.3
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-6.5	-5.9	6.2	0.3	-3.0	-3.3
Taxes	2.2	0.5	3.5	0.1	-0.9	-1.0
Net income from continuing operations	-8.7	-6.4	2.8	0.2	-2.1	-2.3
Result from discontinued operations (net of tax)	10.8	8.5	1.5	21.8	21.5	36.8
Net income	2.1	2.1	4.3	22.0	19.3	34.4
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	2.1	2.1	4.3	22.0	19.3	34.4
Average number of shares	51.20	54.36	61.24	61.24	61.24	61.24
EPS reported	0.04	0.04	0.07	0.36	0.32	0.56

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	0%	0%	0%	0%	0%	0%
Total sales	100%	100%	100%	100%	100%	100%
Material expenses	16%	35%	47%	52%	46%	41%
Gross profit	84%	65%	53%	48%	54%	59%
Other operating income	1%	2%	1%	1%	1%	1%
Personnel expenses	21%	19%	10%	14%	19%	20%
Other operating expenses	34%	21%	18%	16%	15%	14%
EBITDA	30%	26%	26%	18%	21%	26%
Depreciation	29%	29%	10%	8%	8%	10%
EBITA	0%	-3%	16%	10%	13%	16%
Amortisation of goodwill and intangible assets	1%	-1%	1%	1%	1%	1%
EBIT	-1%	-2%	15%	9%	12%	16%
Financial result	-23%	-14%	-9%	-9%	-14%	-17%
Recurring pretax income from continuing operations	-23%	-16%	7%	0%	-2%	-2%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	-23%	-16%	7%	0%	-2%	-2%
Taxes	8%	1%	4%	0%	-1%	-0%
Net income from continuing operations	-31%	-18%	3%	0%	-1%	-1%
Result from discontinued operations (net of tax)	38%	23%	2%	15%	12%	18%
Net income	7%	6%	5%	15%	11%	17%
Minority interest	0%	0%	0%	0%	0%	0%
Net profit (reported)	7%	6%	5%	15%	11%	17%

Source: Company data; AlsterResearch

Balance sheet (EURm)	2020	2021	2022	2023E	2024E	2025E
Intangible assets (excl. Goodwill)	1.3	0.8	13.0	11.7	10.5	9.5
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	126.3	127.5	145.3	214.2	280.3	419.6
Financial assets	7.5	14.1	12.8	12.8	12.8	12.8
FIXED ASSETS	135.1	142.5	171.2	238.7	303.7	442.0
Inventories	1.0	2.2	15.8	16.6	17.3	18.1
Accounts receivable	6.1	9.1	27.8	35.7	42.4	49.4
Other current assets	2.2	2.9	3.2	3.2	3.2	3.2
Liquid assets	14.3	39.4	21.4	40.1	140.2	204.8
Deferred taxes	0.0	0.3	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.3	0.3	0.9	1.2	1.4	1.6
CURRENT ASSETS	23.9	54.2	69.1	96.8	204.5	277.1
TOTAL ASSETS	158.9	196.6	240.2	335.5	508.2	719.0
SHAREHOLDERS EQUITY	40.2	51.7	60.7	82.7	102.0	136.5
MINORITY INTEREST	-0.1	-0.1	-0.2	-0.2	-0.2	-0.2
Long-term debt	92.8	100.0	138.2	180.0	335.0	510.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	10.8	11.1	12.0	28.9	25.8	26.0
Non-current liabilities	103.6	111.1	150.2	208.9	360.8	536.0
short-term liabilities to banks	6.0	28.5	10.4	10.0	10.0	10.0
Accounts payable	3.7	2.3	12.4	18.7	19.4	20.3
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	4.9	3.2	4.4	13.0	13.8	14.0
Deferred taxes	0.6	0.0	2.3	2.3	2.3	2.3
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	15.2	34.0	29.5	44.1	45.5	46.7
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	158.9	196.6	240.2	335.5	508.2	719.0

Balance sheet (common size)	2020	2021	2022	2023E	2024E	2025E
Intangible assets (excl. Goodwill)	1%	0%	5%	3%	2%	1%
Goodwill	0%	0%	0%	0%	0%	0%
Property, plant and equipment	80%	65%	60%	64%	55%	58%
Financial assets	5%	7%	5%	4%	3%	2%
FIXED ASSETS	85%	72%	71%	71%	60%	61%
Inventories	1%	1%	7%	5%	3%	3%
Accounts receivable	4%	5%	12%	11%	8%	7%
Other current assets	1%	1%	1%	1%	1%	0%
Liquid assets	9%	20%	9%	12%	28%	28%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred charges and prepaid expenses	0%	0%	0%	0%	0%	0%
CURRENT ASSETS	15%	28%	29%	29%	40%	39%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	25%	26%	25%	25%	20%	19%
MINORITY INTEREST	-0%	-0%	-0%	-0%	-0%	-0%
Long-term debt	58%	51%	58%	54%	66%	71%
Provisions for pensions and similar obligations	0%	0%	0%	0%	0%	0%
Other provisions	7%	6%	5%	9%	5%	4%
Non-current liabilities	65%	57%	63%	62%	71%	75%
short-term liabilities to banks	4%	14%	4%	3%	2%	1%
Accounts payable	2%	1%	5%	6%	4%	3%
Advance payments received on orders	0%	0%	0%	0%	0%	0%
Other liabilities (incl. from lease and rental contracts)	3%	2%	2%	4%	3%	2%
Deferred taxes	0%	0%	1%	1%	0%	0%
Deferred income	0%	0%	0%	0%	0%	0%
Current liabilities	10%	17%	12%	13%	9%	6%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%

Source: Company data; AlsterResearch

Cash flow statement (EURm)	2020	2021	2022	2023E	2024E	2025E
Net profit/loss	-6.5	-5.9	6.2	0.2	-2.1	-2.3
Depreciation of fixed assets (incl. leases)	8.3	10.7	9.0	11.6	14.3	19.6
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.7	1.3	1.2	1.1
Others	6.4	9.0	7.8	16.9	-3.1	0.2
Cash flow from operations before changes in w/c	8.2	13.7	23.7	30.1	10.2	18.6
Increase/decrease in inventory	0.1	-1.2	-13.4	-0.8	-0.6	-0.8
Increase/decrease in accounts receivable	-1.1	-1.5	-10.9	-7.9	-6.7	-7.0
Increase/decrease in accounts payable	-1.6	-2.4	5.0	6.3	0.7	0.9
Increase/decrease in other w/c positions	-0.1	-2.5	-0.5	8.4	0.5	0.0
Increase/decrease in working capital	-2.6	-7.5	-19.9	6.0	-6.1	-6.8
Cash flow from operating activities	5.6	6.2	3.7	36.1	4.1	11.8
CAPEX	-18.3	-8.6	-28.4	-58.7	-59.0	-122.2
Payments for acquisitions	-0.0	-4.3	-6.2	0.0	0.0	0.0
Financial investments	-1.9	-2.8	0.4	0.0	0.0	0.0
Income from asset disposals	0.0	1.6	0.0	0.0	0.0	0.0
Cash flow from investing activities	-20.2	-14.2	-34.3	-58.7	-59.0	-122.2
Cash flow before financing	-14.6	-8.0	-30.6	-22.6	-54.9	-110.4
Increase/decrease in debt position	18.6	28.9	18.0	41.4	155.0	175.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.2	7.8	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	-6.7	-6.1	-8.7	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	12.1	30.6	9.3	41.4	155.0	175.0
Increase/decrease in liquid assets	-2.5	22.6	-21.2	18.8	100.1	64.6
Liquid assets at end of period	9.9	32.5	11.3	30.0	130.1	194.7

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)	22.8	29.3	89.1	141.5	167.7	194.1
The Americas	0.0	0.0	0.0	0.0	0.0	0.0
Asia	0.0	0.0	0.0	0.0	0.0	0.0
Rest of World	5.5	7.1	5.1	3.2	4.4	6.3
Total sales	28.3	36.4	94.2	144.7	172.1	200.4

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)	80.6%	80.6%	94.6%	97.8%	97.4%	96.9%
The Americas	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Asia	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Rest of World	19.4%	19.4%	5.4%	2.2%	2.6%	3.1%
Total sales	100%	100%	100%	100%	100%	100%

Source: Company data; AlsterResearch

Ratios	2020	2021	2022	2023E	2024E	2025E
Per share data						
Earnings per share reported	0.04	0.04	0.07	0.36	0.32	0.56
Cash flow per share	-0.02	-0.04	-0.06	0.44	-0.12	-0.06
Book value per share	0.79	0.95	0.99	1.35	1.67	2.23
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	70.3x	74.2x	40.9x	8.0x	9.1x	5.1x
P/CF	-134.7x	-67.2x	-51.1x	6.5x	-23.8x	-44.4x
P/BV	3.6x	3.0x	2.9x	2.1x	1.7x	1.3x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-0.7%	-1.5%	-2.0%	15.3%	-4.2%	-2.3%
EV/Sales	9.2x	7.3x	3.2x	2.2x	2.2x	2.4x
EV/EBITDA	30.8x	27.6x	12.6x	12.2x	10.6x	9.4x
EV/EBIT	-1,828.7x	-371.7x	20.8x	23.9x	18.6x	15.6x
Income statement (EURm)						
Sales	28.3	36.4	94.2	144.7	172.1	200.4
yoy chg in %	-6.3%	28.7%	159.1%	53.6%	18.9%	16.5%
Gross profit	23.6	23.6	50.1	68.8	93.3	117.9
Gross margin in %	83.6%	65.0%	53.1%	47.6%	54.2%	58.8%
EBITDA	8.4	9.6	24.1	26.5	35.9	52.2
EBITDA margin in %	29.9%	26.4%	25.5%	18.3%	20.8%	26.0%
EBIT	-0.1	-0.7	14.5	13.6	20.4	31.5
EBIT margin in %	-0.5%	-2.0%	15.4%	9.4%	11.8%	15.7%
Net profit	2.1	2.1	4.3	22.0	19.3	34.4
Cash flow statement (EURm)						
CF from operations	5.6	6.2	3.7	36.1	4.1	11.8
Capex	-18.3	-8.6	-28.4	-58.7	-59.0	-122.2
Maintenance Capex	6.6	8.5	7.2	9.3	11.5	15.7
Free cash flow	-12.7	-2.4	-24.7	-22.6	-54.9	-110.4
Balance sheet (EURm)						
Intangible assets	1.3	0.8	13.0	11.7	10.5	9.5
Tangible assets	126.3	127.5	145.3	214.2	280.3	419.6
Shareholders' equity	40.2	51.7	60.7	82.7	102.0	136.5
Pension provisions	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities and provisions	109.6	139.6	160.6	218.9	370.8	546.0
Net financial debt	84.5	89.1	127.3	149.9	204.8	315.2
w/c requirements	3.5	9.0	31.2	33.6	40.3	47.1
Ratios						
ROE	5.2%	4.1%	7.0%	26.6%	19.0%	25.2%
ROCE	-0.1%	-0.4%	6.6%	4.5%	4.3%	4.6%
Net gearing	210.3%	172.4%	209.6%	181.2%	200.7%	231.0%
Net debt / EBITDA	10.0x	9.3x	5.3x	5.6x	5.7x	6.0x

Source: Company data; AlsterResearch

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