

# CapMan

## Company report

3/6/2024



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This report is a summary translation of the report “Metsästä uutta kasvua” published on 3/6/2024 at 8:45 am EET.

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# New growth from forests

We have updated our CapMan forecast with the acquisition of Dasos Capital. As the transaction was executed at approximately CapMan's multiples, it has no material impact on our EPS forecasts. We think the stock is cheap relative to the normal earnings level we have set for CapMan, but to get there will require a pick-up in new sales in particular. We therefore believe that a more cautious stance is warranted for the time being and reiterate our target price of EUR 2.2 and Buy recommendation.

## Dasos is an excellent fit for CapMan

CapMan announced that it has completed the acquisition of Dasos Capital, a Finnish asset manager specializing in forest and natural resources investments, in accordance with previously announced terms. We believe this transaction is an excellent fit for CapMan, as Dasos provides CapMan with an entirely new area of investment and access to an attractive and growing asset class. Because the Dasos team already has a very strong track record, scaling up is much easier and faster than building a new team. In terms of synergies, the potential depends on CapMan's ability to accelerate Dasos' growth, as there are few cost synergies due to Dasos' low cost base.

## EPS level forecast changes remained close to zero

We have included the Dasos business in CapMan's Management Company business forecasts. According to our calculations, assets under management will increase by approximately 600 MEUR, as we estimate that CapMan will only include fee-earning capital in AUM (Dasos has around 1.4 BNEUR of capital in its funds). For the next 12 months, our revenue forecast increased by around 5 MEUR and our EBIT forecast by around 3 MEUR. At this stage, we remain cautious on our growth projections for Dasos and expect AUM growth of around 100 MEUR per year. The level is certainly below CapMan's targets, and we believe the company should be well positioned to sell forest funds at significantly higher volumes. But first, we want to see concrete evidence of new products and sales of the new asset class. Although our EBIT forecasts have increased by approximately 10%, our EPS forecasts have remained virtually unchanged, as the acquisition was completed at roughly the same multiples as CapMan's own valuation. Ultimately, the success of the acquisition will depend on the rate at which Dasos is able to increase its AUM and thus its fee income. With respect to the earnings growth provided by Dasos, it should be noted that it is based solely on ongoing management fees, which enhances the quality of result.

## The share is cheap, once growth gets going again

Relative to the normal earnings range for CapMan, the share is cheap (2025e: P/E 10x & EV/EBIT 9x), especially considering the improved quality of the result. In the short term, however, the valuation picture is more neutral, and the dividend no longer offers the same backrest as before in support of the short-term expected return. Therefore, we believe that a cautious stance is still warranted until we see evidence that the performance improvement is materializing. The improvement will revolve around the company's new sales, which are expected to pick up significantly in 2024 after a sluggish 2023. In our view, the acquisition price of Dasos was fairly neutral (taking into account the growth potential and the additional purchase price) and therefore did not impact our view of CapMan's value.

## Recommendation

**Accumulate**  
(previous Accumulate)

**EUR 2.20**  
(previous EUR 2.20)

**Share price:**  
1.98



## Key figures

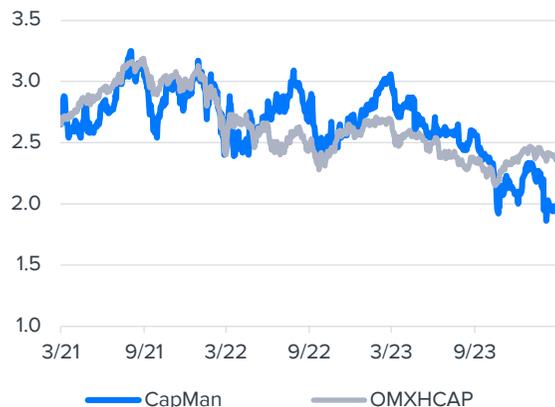
	2023	2024e	2025e	2026e
<b>Revenue</b>	59.4	69.2	79.7	83.3
<b>growth-%</b>	-12%	17%	15%	4%
<b>EBIT adj.</b>	6.7	32.2	46.7	48.8
<b>EBIT-% adj.</b>	11.4 %	46.5 %	58.6 %	58.6 %
<b>Net Income</b>	1.3	20.5	33.3	33.8
<b>EPS (adj.)</b>	0.02	0.12	0.19	0.19
<b>P/E (adj.)</b>	>100	16.7	10.3	10.2
<b>P/B</b>	3.2	2.2	2.1	2.1
<b>Dividend yield-%</b>	4.4 %	6.2 %	10.9 %	11.7 %
<b>EV/EBIT (adj.)</b>	63.2	12.7	8.6	8.3
<b>EV/EBITDA</b>	68.7	12.2	8.4	8.1
<b>EV/S</b>	7.2	5.9	5.0	4.9

Source: Inderes

## Guidance

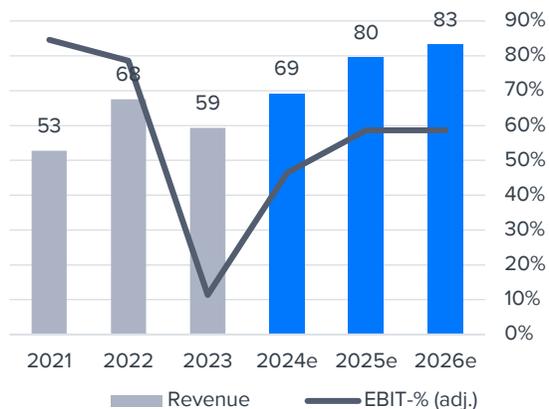
No guidance

## Share price



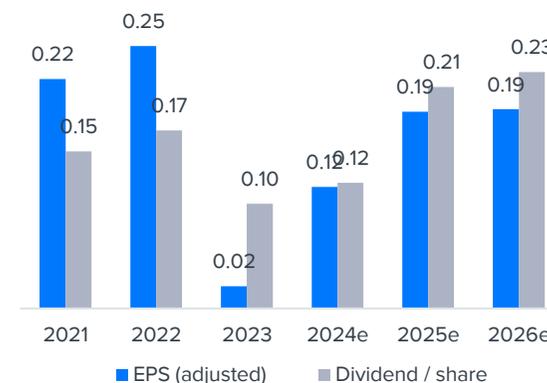
Source: Millistream Market Data AB

## Revenue and EBIT-%



Source: Inderes

## EPS and dividend



Source: Inderes



## Value drivers

- New products
- Growth in open-end products
- Increase in carried interest income
- Ramping up CWS
- Growth in Service business
- Improving cost efficiency



## Risk factors

- Sustainability of cost level
- Funds' ability to generate good returns for investors
- Investment portfolio's share of result still significant
- Market situation

Valuation	2024e	2025e	2026e
Share price	1.94	1.94	1.94
Number of shares, millions	176.5	177.2	177.9
Market cap	342	342	342
EV	408	401	405
P/E (oik.)	16.7	10.3	10.2
P/E	16.7	10.3	10.2
P/B	2.2	2.1	2.1
P/S	4.9	4.3	4.1
EV/Sales	5.9	5.0	4.9
EV/EBITDA	12.2	8.4	8.1
EV/EBIT (adj.)	12.7	8.6	8.3
Payout ratio (%)	103%	113%	119%
Dividend yield-%	6.2 %	10.9 %	11.7 %

Source: Inderes

# Estimate revisions

- As a result of the Dasos acquisition, revenue and EBIT forecasts have increased significantly.
- Dasos generates very high-quality revenues (around 5 MEUR/year) and is almost entirely dependent on management fees.
- We note that Dasos will not generate any carried interest income in the coming years, as the carry from the legacy funds belong to the Dasos team.
- In addition to the purchase price, the sellers have the option to receive a contingent consideration of 5 MEUR based on the 2025 and 2026 management fees. We expect this to be fully realized.

<b>Estimate revisions</b>	<b>2024</b>	<b>2024e</b>	<b>Change</b>	<b>2025e</b>	<b>2025e</b>	<b>Change</b>	<b>2026e</b>	<b>2026e</b>	<b>Change</b>
<b>MEUR / EUR</b>	<b>Old</b>	<b>New</b>	<b>%</b>	<b>Old</b>	<b>New</b>	<b>%</b>	<b>Old</b>	<b>New</b>	<b>%</b>
<b>Revenue</b>	64.6	69.2	7%	74.1	79.7	8%	76.8	83.3	8%
<b>EBIT (exc. NRIs)</b>	29.2	32.2	10%	43.0	46.7	9%	44.3	48.8	10%
<b>EBIT</b>	29.2	32.2	10%	43.0	46.7	9%	44.3	48.8	10%
<b>PTP</b>	23.7	26.7	13%	38.5	42.2	10%	39.6	44.2	11%
<b>EPS (excl. NRIs)</b>	0.11	0.12	2%	0.19	0.19	-1%	0.19	0.19	1%
<b>DPS</b>	0.12	0.12	0%	0.23	0.21	-6%	0.23	0.23	0%

Source: Inderes

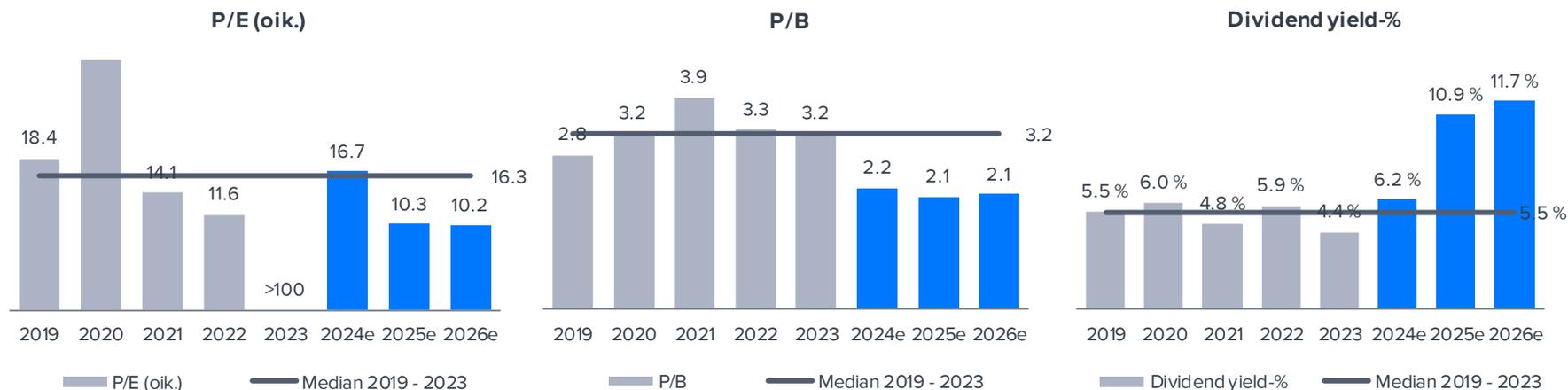
# Summary of estimates

MEUR	2020	2021	2022	2023	2024e	2025e	2026e	2027e
<b>Revenue</b>	<b>43.0</b>	<b>52.8</b>	<b>68.1</b>	<b>59.2</b>	<b>69.2</b>	<b>79.7</b>	<b>83.3</b>	<b>90.2</b>
Fund management fees	29.0	36.6	38.8	39.0	45.2	48.9	52.7	56.8
Carried interest income	0.9	2.9	9.6	3.1	5.5	10.8	9.0	9.0
Fees from wealth advisory services	3.9	4.2	8.0	6.0	6.5	6.8	7.2	7.5
Service business	8.6	8.6	11.1	10.6	11.5	12.7	13.9	15.3
Other and eliminations	0.7	0.5	0.6	0.5	0.5	0.5	0.5	0.5
Personnel costs	-23.9	-30.6	-34.6	-33.9	-35.4	-37.2	-38.9	-40.7
Other costs	-9.7	-10.0	-12.2	-12.5	-13.8	-14.4	-15.0	-15.6
Depreciation	-1.5	-1.5	-4.2	-1.4	-1.3	-1.2	-1.4	-1.5
Changes in fair value	4.4	33.9	36.5	-0.1	13.4	19.8	20.9	21.0
<b>EBIT</b>	<b>12.3</b>	<b>44.6</b>	<b>53.1</b>	<b>4.7</b>	<b>32.2</b>	<b>46.7</b>	<b>48.8</b>	<b>52.3</b>
Management Company business	9.5	13.2	22.3	12.2	18.9	26.1	26.4	28.8
Services	4.6	4.2	3.0	6.0	6.6	7.6	8.6	9.7
Investments	4.0	32.7	35.7	-6.6	12.9	19.3	20.4	20.5
Group expenses	-5.7	-5.4	-7.9	-6.9	-6.2	-6.2	-6.5	-6.7
<b>EBIT adjusted for investments and profit distribution</b>	<b>7.5</b>	<b>9.1</b>	<b>7.8</b>	<b>8.2</b>	<b>13.8</b>	<b>16.6</b>	<b>19.4</b>	<b>22.8</b>
<b>AUM (MEUR)</b>	<b>3827</b>	<b>4909</b>	<b>5039</b>	<b>5005</b>	<b>5977</b>	<b>6519</b>	<b>7075</b>	<b>7697</b>
<i>Growth %</i>	18%	28%	3%	-1%	19%	9%	9%	9%
Private Equity	998	991	933	1022	1000	950	900	900
Real Estate	2440	3060	3187	2933	3223	3523	3823	4123
Infra	357	355	442	562	600	700	800	900
Natural Capital	0	0	0	0	616	708	814	936
Others	32	503	478	488	538	638	738	838
<i>EBIT-%</i>	28.7%	84.6%	78.0%	7.9%	46.5%	58.6%	58.6%	58.0%
<i>EBIT % excl. investments and profit distribution</i>	17.8%	18.2%	13.3%	14.6%	21.6%	24.1%	26.2%	28.1%
<i>EPS</i>	0.22	0.25	0.02	0.12	0.19	0.19	0.20	0.17
<i>Dividend/share</i>	0.15	0.17	0.10	0.12	0.21	0.23	0.16	0.13
<i>Payout ratio-%</i>	68%	68%	468%	103%	113%	119%	80%	80%
<i>ROE-%</i>	4.3%	28.8%	29.8%	1.1%	15.3%	20.7%	20.5%	22.2%
<i>Equity per share</i>	0.80	0.89	0.71	0.88	0.94	0.92	0.89	0.90
<i>Income from balance sheet investments %</i>	3.8%	26.0%	21.7%	-3.8%	7.4%	10.4%	10.4%	10.5%

# Valuation table

Valuation	2019	2020	2021	2022	2023	2024e	2025e	2026e	2027e
Share price	2.36	2.32	3.10	2.90	2.29	1.94	1.94	1.94	1.94
Number of shares, millions	152.2	155.8	156.6	158.1	158.6	176.5	177.2	177.9	178.6
Market cap	359	361	486	458	363	342	342	342	342
EV	385	395	513	506	426	408	401	405	411
P/E (oik.)	18.4	70.3	14.1	11.6	>100	16.7	10.3	10.2	9.7
P/E	25.7	70.3	14.1	11.6	>100	16.7	10.3	10.2	9.7
P/B	2.8	3.2	3.9	3.3	3.2	2.2	2.1	2.1	2.2
P/S	7.3	8.4	9.2	6.8	6.1	4.9	4.3	4.1	3.8
EV/Sales	7.9	9.2	9.7	7.5	7.2	5.9	5.0	4.9	4.6
EV/EBITDA	15.4	28.7	11.1	8.8	68.7	12.2	8.4	8.1	7.6
EV/EBIT (adj.)	15.4	32.0	11.5	9.5	63.2	12.7	8.6	8.3	7.9
Payout ratio (%)	141.7 %	424.1 %	68.5 %	67.8 %	1179.0 %	103.4 %	112.5 %	118.7 %	80.0 %
Dividend yield-%	5.5 %	6.0 %	4.8 %	5.9 %	4.4 %	6.2 %	10.9 %	11.7 %	8.4 %

Source: Inderes



# Peer group valuation

Peer group valuation	Market cap	EV	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
Company	MEUR	MEUR	2024e	2025e	2024e	2025e	2024e	2025e	2024e	2025e	2024e	2025e	2024e
Alexandria	95	91	8.8	8.5	7.3	7.0	2.0	1.9	12.1	12.6	6.7	6.4	2.9
Aktia	673	840							7.2	7.3	9.0	8.9	0.9
eQ	579	547	13.7	11.6	13.2	11.3	7.8	6.7	18.1	15.7	5.7	6.7	7.4
Evi	519	471	10.1	8.7	8.9	8.0	4.0	3.7	15.7	13.4	7.3	8.6	3.8
Taaleri	284	254	9.1	7.8	9.0	7.7	4.3	4.0	15.1	12.2	5.3	5.5	1.4
Titanium	159	143	10.9	10.2	10.4	9.6	5.3	4.9	15.1	14.1	7.3	7.6	7.8
United Bankers	184	172	9.6	8.3	8.4	7.4	3.1	2.8	13.8	12.2	6.5	7.1	3.3
<b>CapMan (Inderes)</b>	<b>342</b>	<b>408</b>	<b>12.7</b>	<b>8.6</b>	<b>12.2</b>	<b>8.4</b>	<b>5.9</b>	<b>5.0</b>	<b>16.7</b>	<b>10.3</b>	<b>6.2</b>	<b>10.9</b>	<b>2.2</b>
<b>Average</b>			<b>10.4</b>	<b>9.2</b>	<b>9.5</b>	<b>8.5</b>	<b>4.4</b>	<b>4.0</b>	<b>13.9</b>	<b>12.5</b>	<b>6.8</b>	<b>7.2</b>	<b>3.9</b>
<b>Median</b>			<b>9.9</b>	<b>8.6</b>	<b>8.9</b>	<b>7.8</b>	<b>4.2</b>	<b>3.9</b>	<b>15.1</b>	<b>12.6</b>	<b>6.7</b>	<b>7.1</b>	<b>3.3</b>
<b>Diff-% to median</b>			<b>29%</b>	<b>0%</b>	<b>37%</b>	<b>7%</b>	<b>42%</b>	<b>30%</b>	<b>11%</b>	<b>-18%</b>	<b>-7%</b>	<b>55%</b>	<b>-32%</b>

Source: Refinitiv / Inderes

# Income statement

Income statement	2022	Q1'23	Q2'23	Q3'23	Q4'23	2023	Q1'24e	Q2'24e	Q3'24e	Q4'24e	2024e	2025e	2026e	2027e
<b>Revenue</b>	<b>67.5</b>	<b>15.1</b>	<b>16.5</b>	<b>13.7</b>	<b>14.1</b>	<b>59.4</b>	<b>15.1</b>	<b>18.4</b>	<b>15.3</b>	<b>20.4</b>	<b>69.2</b>	<b>79.7</b>	<b>83.3</b>	<b>89.2</b>
Management Company business	55.9	12.5	13.7	11.1	11.0	48.2	12.3	15.5	12.6	16.8	57.2	66.6	68.8	73.4
Service business	11.1	2.6	2.7	2.5	2.8	10.6	2.8	2.9	2.7	3.1	11.5	12.7	13.9	15.3
Investment business	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.6	0.0	0.1	0.1	0.3	0.5	0.0	0.0	0.0	0.5	0.5	0.5	0.5	0.5
<b>EBITDA</b>	<b>57.3</b>	<b>0.9</b>	<b>4.6</b>	<b>5.2</b>	<b>-4.4</b>	<b>6.2</b>	<b>5.9</b>	<b>9.3</b>	<b>8.2</b>	<b>10.2</b>	<b>33.5</b>	<b>47.9</b>	<b>50.2</b>	<b>53.9</b>
Depreciation	-4.2	-0.4	-0.4	-0.4	-0.4	-1.5	-0.3	-0.3	-0.3	-0.3	-1.4	-1.2	-1.4	-1.5
<b>EBIT (excl. NRI)</b>	<b>53.1</b>	<b>0.5</b>	<b>4.2</b>	<b>4.8</b>	<b>-2.8</b>	<b>6.7</b>	<b>5.5</b>	<b>8.9</b>	<b>7.8</b>	<b>9.8</b>	<b>32.2</b>	<b>46.7</b>	<b>48.8</b>	<b>52.3</b>
<b>EBIT</b>	<b>53.1</b>	<b>0.5</b>	<b>4.2</b>	<b>4.8</b>	<b>-4.8</b>	<b>4.7</b>	<b>5.5</b>	<b>8.9</b>	<b>7.84</b>	<b>9.8</b>	<b>32.2</b>	<b>46.7</b>	<b>48.8</b>	<b>52.3</b>
Management Company business	22.3	3.2	5.0	3.6	0.5	12.2	2.5	6.0	4.2	6.2	18.9	26.1	26.4	28.8
Service business	3.0	1.5	1.5	1.4	1.6	6.0	1.6	1.6	1.6	1.8	6.6	7.6	8.6	9.7
Investment business	35.7	-2.5	-0.4	0.9	-4.5	-6.6	3.1	3.1	3.3	3.4	12.9	19.3	20.4	20.5
Other	-7.9	-1.6	-1.9	-1.1	-2.4	-6.9	-1.6	-1.8	-1.2	-1.5	-6.2	-6.2	-6.5	-6.7
Net financial items	-5.5	-0.5	-0.3	-0.1	0.3	-0.7	-1.4	-1.4	-1.4	-1.4	-5.5	-4.5	-4.7	-5.0
<b>PTP</b>	<b>47.6</b>	<b>0.0</b>	<b>3.8</b>	<b>4.7</b>	<b>-4.5</b>	<b>4.0</b>	<b>4.2</b>	<b>7.6</b>	<b>6.47</b>	<b>8.5</b>	<b>26.7</b>	<b>42.2</b>	<b>44.2</b>	<b>47.3</b>
Taxes	-6.6	0.7	0.2	-1.1	-0.4	-0.6	-0.5	-1.2	-0.9	-1.3	-3.9	-6.3	-7.5	-8.5
Minority interest	-1.4	-0.5	-0.7	-0.2	-0.7	-2.0	-0.6	-0.6	-0.6	-0.6	-2.3	-2.6	-2.8	-3.0
<b>Net earnings</b>	<b>39.6</b>	<b>0.3</b>	<b>3.3</b>	<b>3.4</b>	<b>-5.7</b>	<b>1.3</b>	<b>3.1</b>	<b>5.8</b>	<b>5.0</b>	<b>6.6</b>	<b>20.5</b>	<b>33.3</b>	<b>33.8</b>	<b>35.8</b>
<b>EPS (adj.)</b>	<b>0.25</b>	<b>0.00</b>	<b>0.02</b>	<b>0.02</b>	<b>-0.02</b>	<b>0.02</b>	<b>0.02</b>	<b>0.03</b>	<b>0.03</b>	<b>0.04</b>	<b>0.12</b>	<b>0.19</b>	<b>0.19</b>	<b>0.20</b>
<b>EPS (rep.)</b>	<b>0.25</b>	<b>0.00</b>	<b>0.02</b>	<b>0.02</b>	<b>-0.03</b>	<b>0.01</b>	<b>0.02</b>	<b>0.03</b>	<b>0.03</b>	<b>0.04</b>	<b>0.12</b>	<b>0.19</b>	<b>0.19</b>	<b>0.20</b>

Key figures	2022	Q1'23	Q2'23	Q3'23	Q4'23	2023	Q1'24e	Q2'24e	Q3'24e	Q4'24e	2024e	2025e	2026e	2027e
<b>Revenue growth-%</b>	27.9 %	6.1 %	-6.7 %	-13.8 %	-28.7 %	-12.1 %	0.1 %	11.7 %	11.8 %	44.7 %	16.6 %	15.2 %	4.5 %	7.1 %
<b>Adjusted EBIT growth-%</b>	19.0 %	-97.2 %	-70.4 %	-62.1 %		-87.3 %	945.2 %	114.1 %	63.3 %	-456.3 %	377.0 %	45.3 %	4.5 %	7.1 %
<b>EBITDA-%</b>	84.9 %	6.1 %	27.6 %	37.6 %	-31.4 %	10.4 %	38.9 %	50.3 %	53.4 %	50.0 %	48.4 %	60.1 %	60.3 %	60.4 %
<b>Adjusted EBIT-%</b>	78.6 %	3.5 %	25.3 %	35.0 %	-19.6 %	11.4 %	36.6 %	48.5 %	51.2 %	48.3 %	46.5 %	58.6 %	58.6 %	58.7 %
<b>Net earnings-%</b>	58.7 %	2.0 %	20.2 %	24.7 %	-40.3 %	2.3 %	20.5 %	31.6 %	32.5 %	32.4 %	29.6 %	41.8 %	40.6 %	40.1 %

Source: Inderes

# Balance sheet

Assets	2022	2023	2024e	2025e	2026e
<b>Non-current assets</b>	<b>183</b>	<b>173</b>	<b>206</b>	<b>206</b>	<b>207</b>
Goodwill	7.9	7.9	39.9	39.9	39.9
Intangible assets	0.1	0.0	0.1	0.5	0.6
Tangible assets	3.6	4.1	4.4	4.7	4.9
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	170	159	159	159	159
Other non-current assets	0.0	0.0	0.0	0.0	0.0
Deferred tax assets	1.8	1.9	1.9	1.9	1.9
<b>Current assets</b>	<b>87.6</b>	<b>68.0</b>	<b>80.7</b>	<b>95.2</b>	<b>98.9</b>
Inventories	0.0	0.0	0.0	0.0	0.0
Other current assets	5.8	6.5	11.5	11.5	11.5
Receivables	26.3	20.5	24.2	31.9	33.3
Cash and equivalents	55.6	41.0	45.0	51.8	54.1
<b>Balance sheet total</b>	<b>270</b>	<b>241</b>	<b>286</b>	<b>302</b>	<b>306</b>

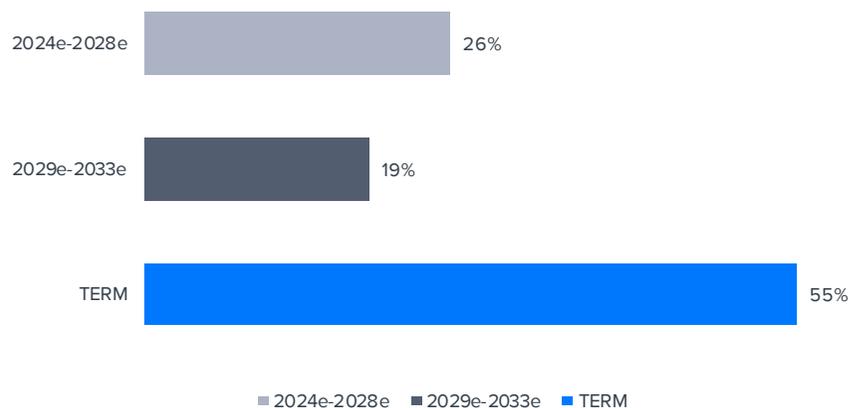
Source: Inderes

Liabilities & equity	2022	2023	2024e	2025e	2026e
<b>Equity</b>	<b>142</b>	<b>115</b>	<b>157</b>	<b>169</b>	<b>165</b>
Share capital	0.8	0.8	37.8	37.8	37.8
Retained earnings	65.5	52.9	57.6	69.7	66.0
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	38.4	38.4	38.4	38.4	38.4
Other equity	35.4	21.1	21.1	21.1	21.1
Minorities	2.1	1.9	1.9	1.9	1.9
<b>Non-current liabilities</b>	<b>108</b>	<b>98.9</b>	<b>106</b>	<b>106</b>	<b>113</b>
Deferred tax liabilities	8.4	6.0	6.0	6.0	6.0
Provisions	0.0	0.0	0.0	0.0	0.0
Interest bearing debt	91.9	92.5	100.0	99.8	106
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	7.3	0.5	0.5	0.5	0.5
<b>Current liabilities</b>	<b>20.8</b>	<b>27.5</b>	<b>23.2</b>	<b>26.4</b>	<b>27.5</b>
Interest bearing debt	1.1	1.4	0.5	0.5	0.6
Payables	18.4	24.2	20.8	23.9	25.0
Other current liabilities	1.2	1.9	1.9	1.9	1.9
<b>Balance sheet total</b>	<b>271</b>	<b>242</b>	<b>286</b>	<b>302</b>	<b>306</b>

# DCF calculation

DCF model	2023	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	TERM
Revenue growth-%	-12.1 %	16.6 %	15.2 %	4.5 %	7.1 %	4.0 %	3.0 %	3.0 %	3.0 %	3.0 %	2.5 %	2.5 %
EBIT-%	7.9 %	46.5 %	58.6 %	58.6 %	58.7 %	50.0 %	45.0 %	45.0 %	45.0 %	45.0 %	45.0 %	45.0 %
<b>EBIT (operating profit)</b>	<b>4.7</b>	<b>32.2</b>	<b>46.7</b>	<b>48.8</b>	<b>52.3</b>	<b>46.4</b>	<b>43.0</b>	<b>44.3</b>	<b>45.6</b>	<b>47.0</b>	<b>48.1</b>	
+ Depreciation	1.5	1.4	1.2	1.4	1.5	1.7	1.8	1.9	2.0	2.0	2.0	
- Paid taxes	-3.2	-3.9	-6.3	-7.5	-8.5	-7.8	-7.5	-7.8	-8.1	-8.4	-8.7	
- Tax, financial expenses	-0.1	-0.8	-0.7	-0.8	-0.9	-1.0	-1.1	-1.0	-1.0	-1.0	-0.9	
+ Tax, financial income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Change in working capital	11.5	-12.1	-4.5	-0.4	-0.6	-0.4	-0.3	-0.3	-0.3	-0.3	-0.3	
<b>Operating cash flow</b>	<b>14.4</b>	<b>16.8</b>	<b>36.4</b>	<b>41.6</b>	<b>43.8</b>	<b>38.9</b>	<b>35.9</b>	<b>37.0</b>	<b>38.1</b>	<b>39.3</b>	<b>40.3</b>	
+ Change in other long-term liabilities	-6.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	8.1	-33.7	-1.8	-1.8	-1.9	-1.9	-2.1	-2.1	-2.1	-2.1	-2.3	
<b>Free operating cash flow</b>	<b>15.6</b>	<b>-16.9</b>	<b>34.6</b>	<b>39.8</b>	<b>41.9</b>	<b>37.0</b>	<b>33.8</b>	<b>34.9</b>	<b>36.0</b>	<b>37.2</b>	<b>38.0</b>	
+/- Other	0.0	32.0	0.0	-3.0	-2.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	15.6	15.1	34.6	36.8	39.9	37.0	33.8	34.9	36.0	37.2	38.0	617
<b>Discounted FCFF</b>		<b>14.1</b>	<b>29.6</b>	<b>29.0</b>	<b>28.9</b>	<b>24.6</b>	<b>20.7</b>	<b>19.6</b>	<b>18.6</b>	<b>17.6</b>	<b>16.6</b>	<b>269</b>
Sum of FCFF present value		488	474	445	416	387	362	341	322	303	286	269
<b>Enterprise value DCF</b>		<b>488</b>										
- Interest bearing debt		-93.9										
+ Cash and cash equivalents		41.0										
-Minorities		-10.0										
-Dividend/capital return		0.0										
<b>Equity value DCF</b>		<b>426</b>										
<b>Equity value DCF per share</b>		<b>2.4</b>										

Cash flow distribution

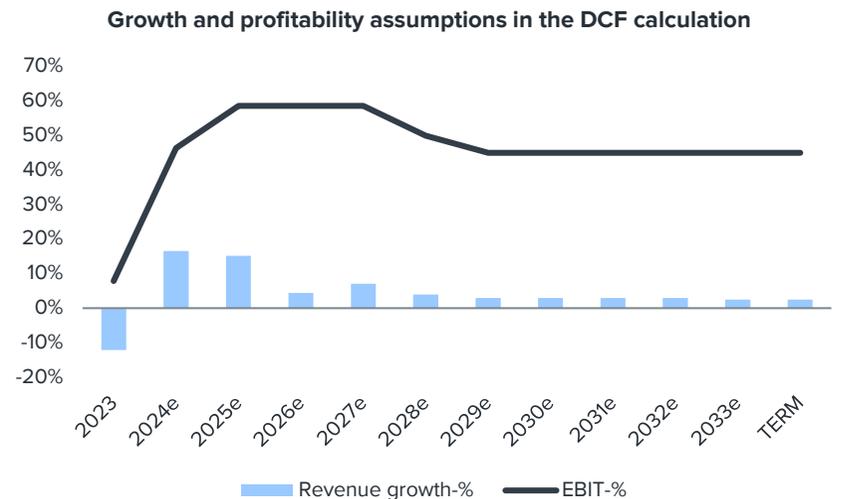
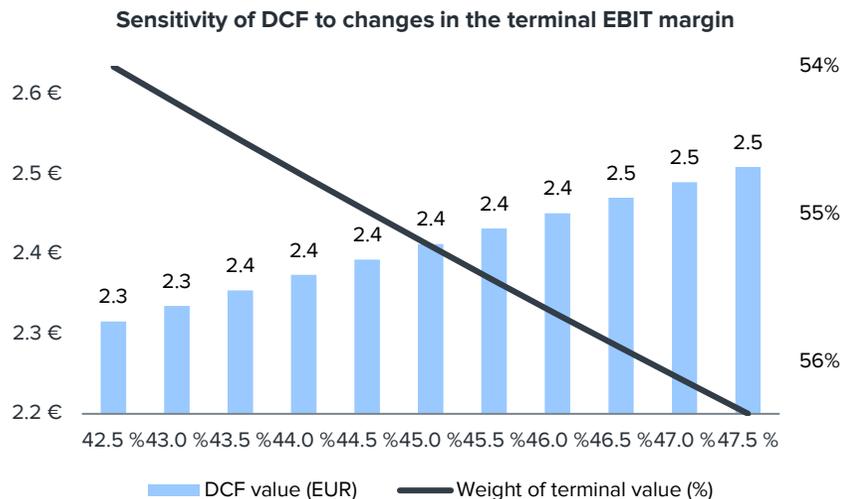
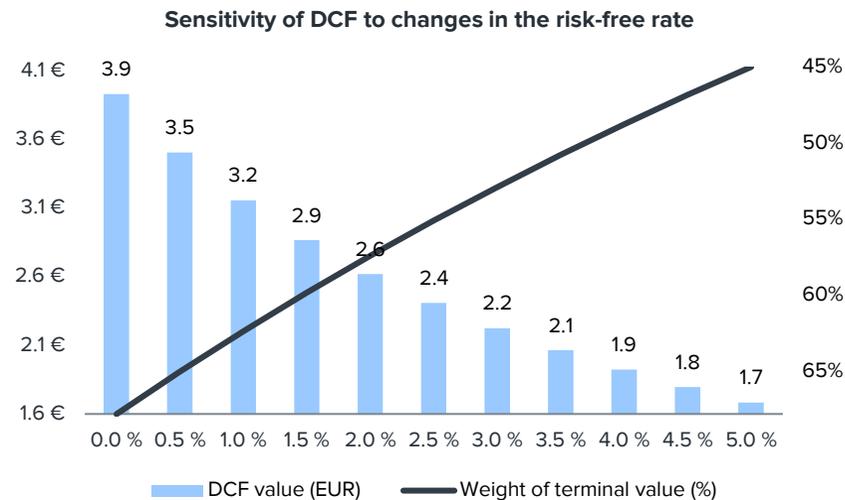
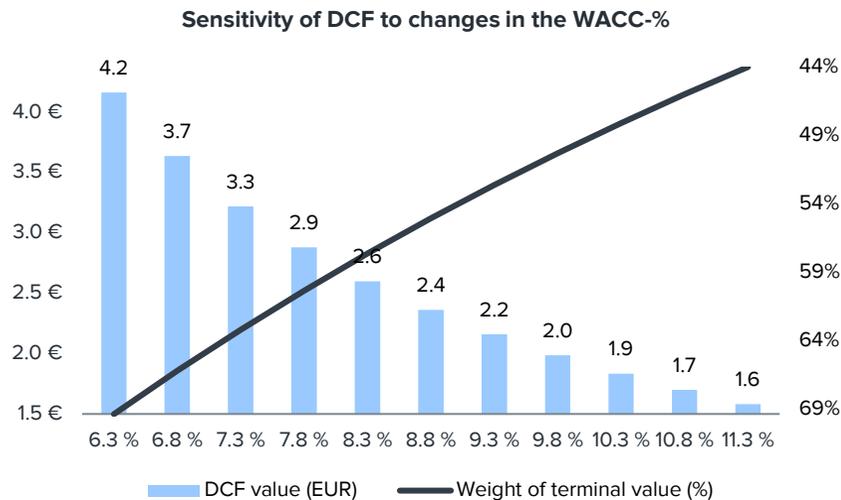


## WACC

Tax-% (WACC)	20.0 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	4.0 %
Equity Beta	1.25
Market risk premium	4.75%
Liquidity premium	1.00%
Risk free interest rate	2.5 %
<b>Cost of equity</b>	<b>9.4 %</b>
<b>Weighted average cost of capital (WACC)</b>	<b>8.8 %</b>

Source: Inderes

# DCF sensitivity calculations and key assumptions in graphs



Source: Inderes. Note that the weight of the terminal value (%) is shown on an inverse scale for clarity.

# Summary

Income statement	2021	2022	2023	2024e	2025e	Per share data	2021	2022	2023	2024e	2025e
Revenue	52.8	67.5	59.4	69.2	79.7	EPS (reported)	0.22	0.25	0.01	0.12	0.19
EBITDA	46.1	57.3	6.2	33.5	47.9	EPS (adj.)	0.22	0.25	0.02	0.12	0.19
EBIT	44.6	53.1	4.7	32.2	46.7	OCF / share	0.29	0.31	0.09	0.10	0.21
PTP	40.6	47.6	4.0	26.7	42.2	FCF / share	0.37	0.07	0.10	0.09	0.19
Net Income	34.3	39.6	1.3	20.5	33.3	Book value / share	0.80	0.89	0.71	0.88	0.94
Extraordinary items	0.0	0.0	-2.0	0.0	0.0	Dividend / share	0.15	0.17	0.10	0.12	0.21
Balance sheet	2021	2022	2023	2024e	2025e	Growth and profitability	2021	2022	2023	2024e	2025e
Balance sheet total	240.3	270.5	241.4	286.4	301.5	Revenue growth-%	23%	28%	-12%	17%	15%
Equity capital	127.4	142.1	115.1	156.8	168.9	EBITDA growth-%	236%	24%	-89%	441%	43%
Goodwill	15.3	7.9	7.9	39.9	39.9	EBIT (adj.) growth-%	262%	19%	-87%	377%	45%
Net debt	17.8	37.4	52.8	55.5	48.5	EPS (adj.) growth-%	564%	14%	-91%	443%	62%
Cash flow	2021	2022	2023	2024e	2025e	EBITDA-%	87.4 %	84.9 %	10.4 %	48.4 %	60.1 %
EBITDA	46.1	57.3	6.2	33.5	47.9	EBIT (adj.)-%	84.6 %	78.6 %	11.4 %	46.5 %	58.6 %
Change in working capital	0.2	-1.9	11.5	-12.1	-4.5	EBIT-%	84.6 %	78.6 %	7.9 %	46.5 %	58.6 %
Operating cash flow	46.0	49.1	14.4	16.8	36.4	ROE-%	28.8 %	29.8 %	1.1 %	15.3 %	20.7 %
CAPEX	-14.2	-37.3	8.1	-33.7	-1.8	ROI-%	21.9 %	23.8 %	2.1 %	13.8 %	17.8 %
Free cash flow	57.2	11.5	15.6	15.1	34.6	Equity ratio	53.0 %	52.6 %	47.7 %	54.7 %	56.0 %
						Gearing	14.0 %	26.3 %	45.9 %	35.4 %	28.7 %
Valuation multiples	2021	2022	2023	2024e	2025e						
EV/S	9.7	7.5	7.2	5.9	5.0						
EV/EBITDA (adj.)	11.1	8.8	68.7	12.2	8.4						
EV/EBIT (adj.)	11.5	9.5	63.2	12.7	8.6						
P/E (adj.)	14.1	11.6	>100	16.7	10.3						
P/B	3.9	3.3	3.2	2.2	2.1						
Dividend-%	4.8 %	5.9 %	4.4 %	6.2 %	10.9 %						

Source: Inderes

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Date	Recommendation	Target	Share price
8/9/2019	Buy	2.00 €	1.75 €
9/26/2019	Accumulate	2.00 €	1.87 €
11/1/2019	Reduce	2.10 €	2.06 €
1/31/2020	Buy	2.75 €	2.48 €
3/20/2020	Buy	2.00 €	1.52 €
4/7/2020	Accumulate	1.90 €	1.70 €
4/24/2020	Accumulate	1.90 €	1.76 €
8/7/2020	Accumulate	2.10 €	1.96 €
10/30/2020	Accumulate	2.10 €	1.93 €
2/5/2021	Accumulate	2.80 €	2.63 €
2/22/2021	Accumulate	2.80 €	2.68 €
4/30/2021	Accumulate	3.00 €	2.78 €
8/6/2021	Accumulate	3.30 €	3.04 €
10/28/2021	Accumulate	3.30 €	2.98 €
1/5/2022	Accumulate	3.30 €	3.10 €
2/4/2022	Accumulate	3.30 €	3.00 €
3/21/2022	Accumulate	3.10 €	2.81 €
4/29/2022	Buy	3.10 €	2.62 €
8/5/2022	Accumulate	3.30 €	3.09 €
10/28/2022	Accumulate	3.00 €	2.60 €
11/14/2022	Accumulate	3.00 €	2.58 €
2/3/2022	Accumulate	3.10 €	2.89 €
5/2/2023	Accumulate	2.90 €	2.59 €
8/4/2023	Accumulate	2.70 €	2.57 €
10/27/2023	Accumulate	2.40 €	2.06 €
2/8/2024	Accumulate	2.20 €	1.96 €
3/6/2024	Accumulate	2.20 €	1.94 €



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